

## 3211-15 Arsenal

Cap Rate **6.58%** **Riahna & Matt Kastner**314-222-0780  
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These numbers and analysis are for information purposes only. They are merely one snapshot of many possible for the building. All Buyers and Sellers should do their own analysis as they see fit.

\$579,000	\$0	\$2,500	=	\$581,500
Acquisition	Improvements	Closing Costs		Total Invested as Detailed

RENT ROLL			3 # of Units	2.50% Inflation Rate				
Unit Count	Unit #	Unit Notes	Year 1	Year 2	Year 3	Year 4	Year 5	
Unit 1	3211	3 bed, 2 bath (\$1,595 market)	\$1,495.00	\$1,532.38	\$1,570.68	\$1,609.95	\$1,650.20	
+ Unit 2	3213	3 bed, 2 bath (\$1,595 market)	\$1,595.00	\$1,634.88	\$1,675.75	\$1,717.64	\$1,760.58	
+ Unit 3	3215	3 bed, 2 bath (\$1,595 market)	\$1,595.00	\$1,634.88	\$1,675.75	\$1,717.64	\$1,760.58	
<b>Monthly Gross Rental Income (MGRI)</b>			<b>\$4,685.00</b>	<b>\$4,802.13</b>	<b>\$4,922.18</b>	<b>\$5,045.23</b>	<b>\$5,171.36</b>	

ANNUAL INCOME							
Income Description	Rate	Note	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Gross Rental Income (GRI)</b>		(MGRI * 12)	<b>\$56,220.00</b>	<b>\$57,625.50</b>	<b>\$59,066.14</b>	<b>\$60,542.79</b>	<b>\$62,056.36</b>
- Vacancy & Uncollected Rent	<b>5.00%</b>	of GRI	-\$2,811.00	-\$2,881.28	-\$2,953.31	-\$3,027.14	-\$3,102.82
<b>Effective Rental Income (ERI)</b>			<b>\$53,409.00</b>	<b>\$54,744.23</b>	<b>\$56,112.83</b>	<b>\$57,515.65</b>	<b>\$58,953.54</b>
+ Other Income			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Gross Operating Income (GOI)</b>			<b>\$53,409.00</b>	<b>\$54,744.23</b>	<b>\$56,112.83</b>	<b>\$57,515.65</b>	<b>\$58,953.54</b>

ANNUAL OPERATING EXPENSES							
Income Description	Rate	Note	Year 1	Year 2	Year 3	Year 4	Year 5
Property Taxes		2017 Actual	\$2,170.00	\$2,224.25	\$2,279.86	\$2,336.85	\$2,395.27
+ Insurance		Actual	\$1,672.00	\$1,713.80	\$1,756.65	\$1,800.56	\$1,845.58
+ Water		Tenant Pays	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
+ Sewer		Tenant Pays	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
+ Trash		Tenant Pays	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
+ Lawn care & Snow Removal		Estimate	\$600.00	\$615.00	\$630.38	\$646.13	\$662.29
+ Maintenance	<b>5.00%</b>	of GOI	\$2,811.00	\$2,881.28	\$2,953.31	\$3,027.14	\$3,102.82
+ Capital Improve. Reserves	<b>5.00%</b>	of GOI	\$2,811.00	\$2,881.28	\$2,953.31	\$3,027.14	\$3,102.82
+ Leasing Fees	<b>50.00%</b>	of units turnover	\$1,759.88	\$2,401.06	\$2,461.09	\$2,522.62	\$2,585.68
+ Occ. Permits for Units Lease	<b>\$90.00</b>	cost per permit	\$135.00	\$138.38	\$141.83	\$145.38	\$149.01
+ Property Management	<b>6.00%</b>	of GOI	\$3,204.54	\$3,284.65	\$3,366.77	\$3,450.94	\$3,537.21
<b>Operating Expenses (OE)</b>		Sum of above	<b>\$15,163.42</b>	<b>\$16,139.69</b>	<b>\$16,543.18</b>	<b>\$16,956.76</b>	<b>\$17,380.68</b>

CASH FLOW & RETURNS (CASH PURCHASE)						
Income Description	Note	Year 1	Year 2	Year 3	Year 4	Year 5
Gross Operating Income (GOI)		\$53,409.00	\$54,744.23	\$56,112.83	\$57,515.65	\$58,953.54
- Operating Expenses (OE)		-\$15,163.42	-\$16,139.69	-\$16,543.18	-\$16,956.76	-\$17,380.68
<b>Net Operating Income (NOI)</b>	Cash Flow	<b>\$38,245.58</b>	<b>\$38,604.53</b>	<b>\$39,569.65</b>	<b>\$40,558.89</b>	<b>\$41,572.86</b>
<b>Cash on Cash Return</b>	NOI / Total Inv.	<b>6.58%</b>	<b>6.64%</b>	<b>6.80%</b>	<b>6.97%</b>	<b>7.15%</b>

## FINANCING AND SHORT &amp; LONG-TERM ANALYSIS

St. Louis Real Estate Society offers more detailed versions of this analysis for our clients, but our public forms do not get into any details beyond looking at the annual cash flow and cap rate. The above analysis is for information purposes only and you are encouraged to do your own math and run your own projections. They are merely one snapshot of many possible for the building.