

The background of the entire page is a photograph of a multi-story brick building with numerous windows. The image is slightly faded and has a soft, warm tone. A diagonal orange-red band cuts across the top left corner, partially obscuring the building and the logo.

Multifamily Training Guide

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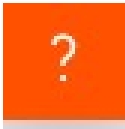
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Introduction to VAL

VAL is a cash flow modeling & valuation platform that is user friendly, affordable, efficient and a powerful alternative to all other products on the market. It is cloud-based so you can login to VAL from anywhere, on any device. Seamlessly collaborate and share with colleagues and clients. Today, you will learn how your team can benefit from technology's newest solution to DCF modeling and valuation.

Questions about VAL?



On-Screen Tutorials: Click on the question mark located at the bottom right corner of any VAL screen to access the tutorials. Tutorials include slide shows, interactive data entry assistance, and pdf downloads.



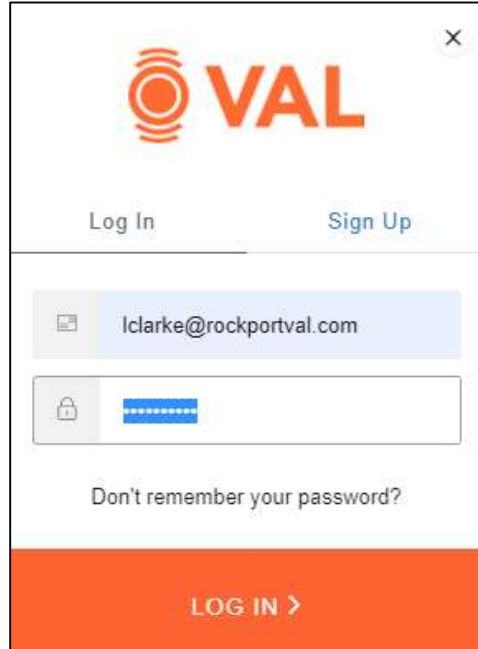
YouTube Channel: Access numerous tutorial videos at <https://www.youtube.com/rockportval>



Support: Email support at support@rockportval.com.

Login to VAL

Go to www.rockportval.com and click “Log In” in the upper right-hand corner. Click Rockport VAL and enter your credentials to access VAL.

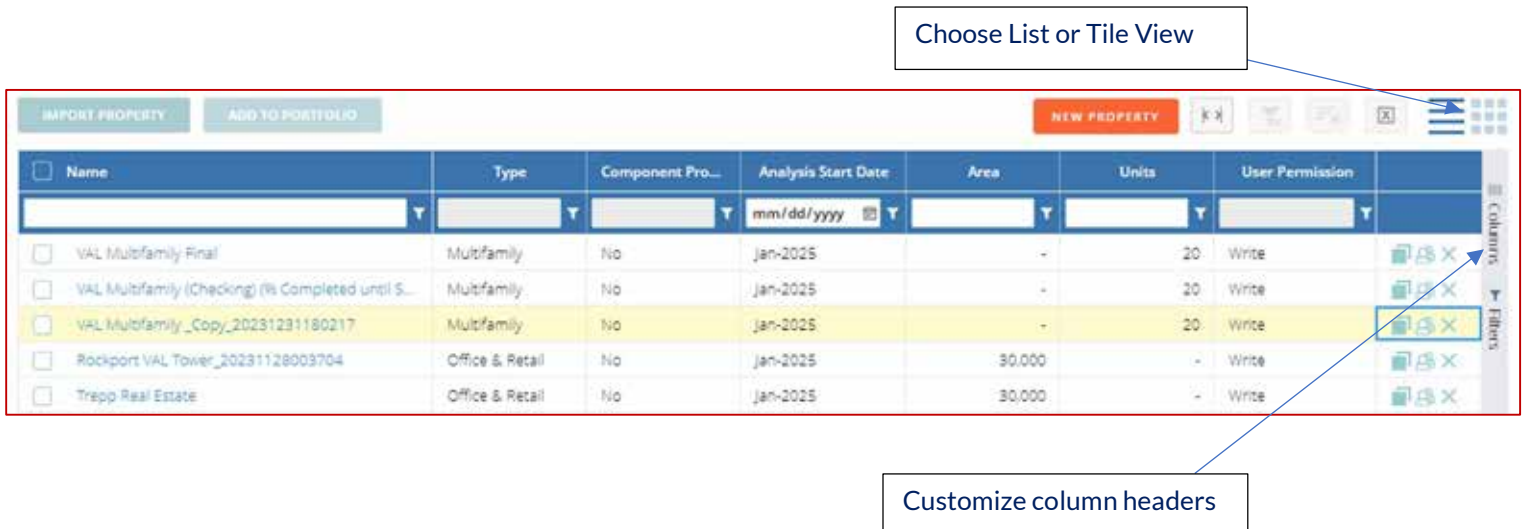


The login form features the VAL logo at the top. Below it are links for "Log In" and "Sign Up". The "Log In" section includes an email field with the example "lclarke@rockportval.com", a password field with masked characters, and a "Don't remember your password?" link. A large orange "LOG IN >" button is at the bottom.

VAL User Interface

The VAL user interface is designed to be intuitive and easy to navigate.

Choose List or Tile View



The screenshot shows the VAL user interface with a table of properties. The table has columns for Name, Type, Component Pro..., Analysis Start Date, Area, Units, and User Permission. The third row is highlighted in yellow. A callout box points to the "Choose List or Tile View" button in the top right corner. Another callout box points to the "Customize column headers" button in the bottom right corner.

Name	Type	Component Pro...	Analysis Start Date	Area	Units	User Permission
VAL Multifamily Final	Multifamily	No	Jan-2025	-	20	Write
VAL Multifamily (Checking) (9% Completed until S...	Multifamily	No	Jan-2025	-	20	Write
VAL Multifamily_Copy_20231231180217	Multifamily	No	Jan-2025	-	20	Write
Rockport VAL Tower_20231128003704	Office & Retail	No	Jan-2025	30,000	-	Write
Trepp Real Estate	Office & Retail	No	Jan-2025	30,000	-	Write

Customize column headers

Create New Property

In this training scenario, we will create a multifamily property.

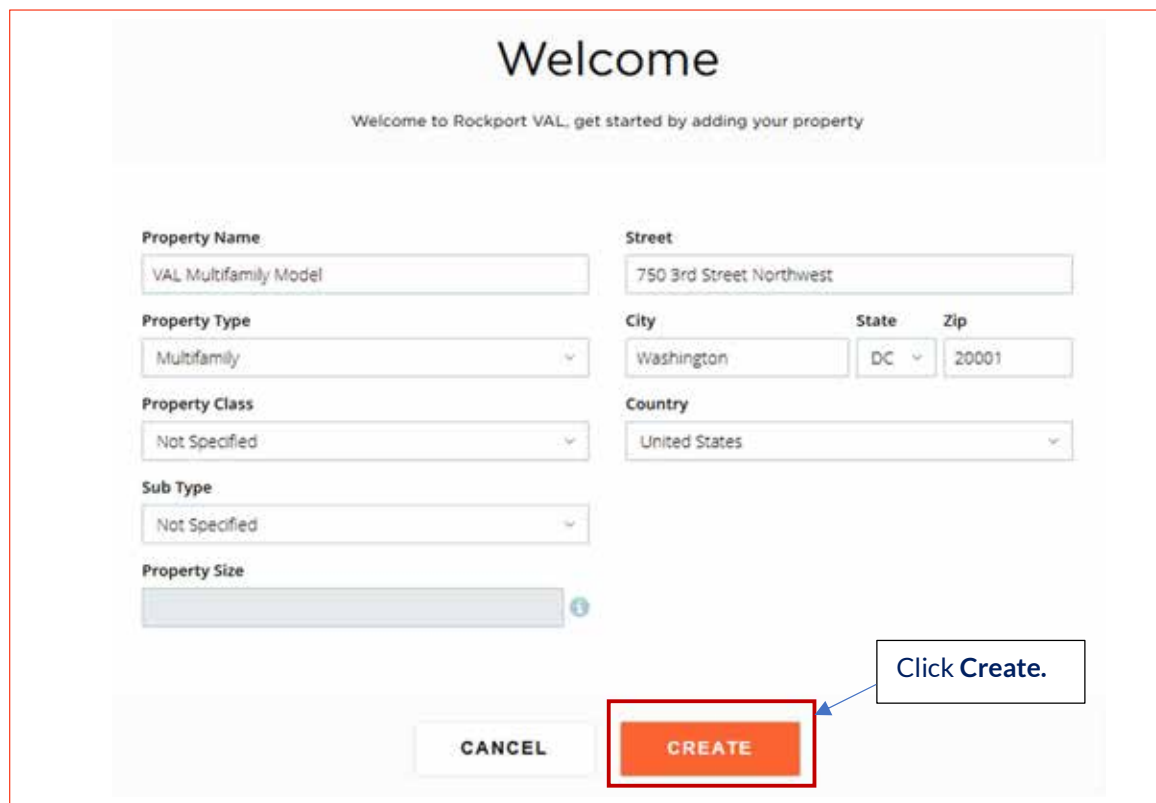


PORTFOLIO PROPERTIES COA CLIENTS

IMPORT PROPERTY ADD TO PORTFOLIO NEW PROPERTY

Click New Property.

- Click New Property.



Welcome

Welcome to Rockport VAL, get started by adding your property

Property Name: VAL Multifamily Model

Street: 750 3rd Street Northwest

Property Type: Multifamily

City: Washington State: DC Zip: 20001

Property Class: Not Specified

Country: United States

Sub Type: Not Specified

Property Size: [Empty field]

CANCEL CREATE

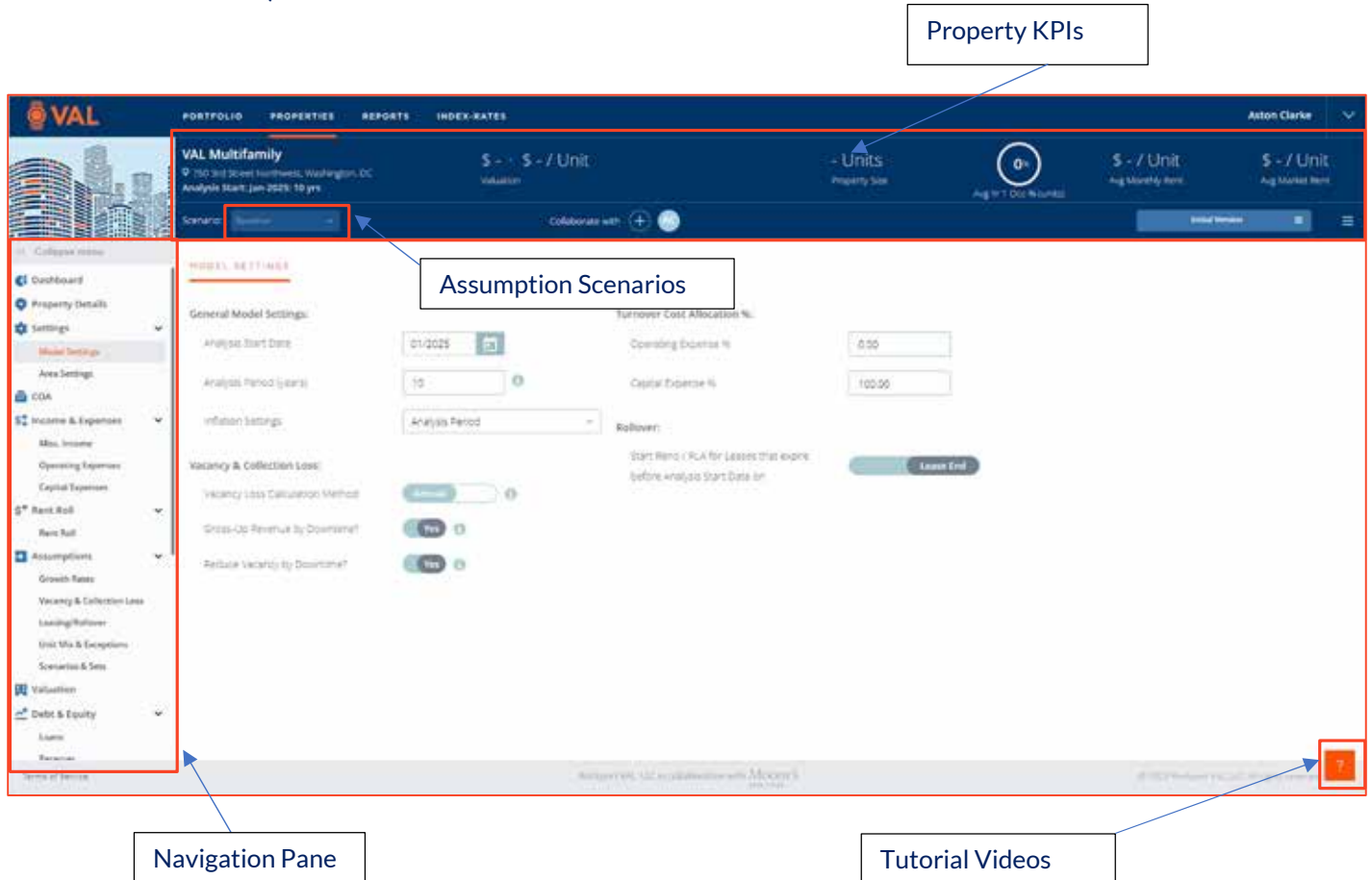
Click Create.

Add the following property details:

- Property Name: VAL Multifamily
- Property Type: Multifamily
- Address: 750 3rd Street Northwest Washington DC 20001
- Click **Create**.

Property Interface

When opening a property, the header will display key performing metrics of the property such as Valuation, Average Rent, and Average Occupancy (assuming all relevant inputs have been made).



The screenshot displays the VAL Multifamily Property Interface. The header section shows key performance indicators (KPIs) for the property, including Valuation, Average Rent, and Average Occupancy. The main content area is divided into sections for Assumption Scenarios and General Model Settings. The left sidebar contains a Navigation Pane with various menu items. A Tutorial Videos icon is located in the bottom right corner.

Property KPIs

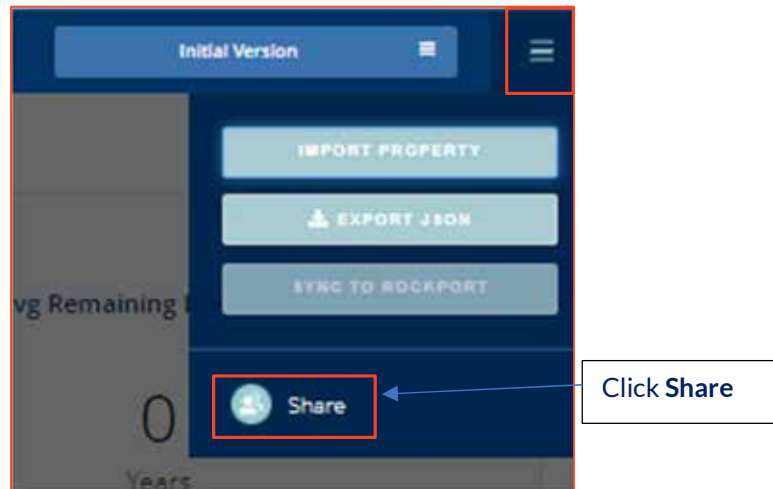
Assumption Scenarios

Navigation Pane

Tutorial Videos

Share Model

A copy of a model can be sent to a recipient by clicking on the “hamburger” menu icon located in the top right-hand section of the window and selecting **Share**. Note, an email will be sent to the user and recipient confirming the file share is initiated.

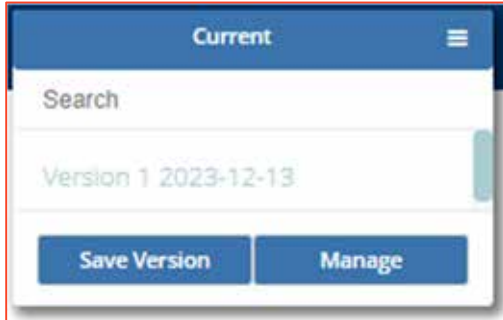


Click on **Copy Link** to copy and paste wherever you want your clients to view the model, whether in an email, listing site or deal room. The recipient does not need to be a VAL subscriber to have access to the model. The recipient can review all the input screens and reports and make changes to the assumptions. In addition, the ability to export to Excel is available through the Share feature.



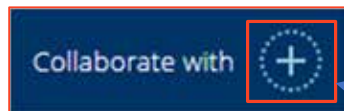
Versions

VAL can archive a version of a model at any point in time to reference. This is useful to refer to the version of the model sent to the user as updates are constantly being applied.



Collaborate With

The Collaboration feature gives access to internal or external users to view and edit models in VAL. The recipient must be a VAL subscriber to collaborate and has access to make live changes to the model.



Click plus icon to add Collaborators.

Enter the email address or select people to collaborate and click **Invite People**. VAL will send an email to the user inviting to collaborate.



Model Settings

The Model settings window is where users specify property settings such as analysis start date, number of years of analysis, and turnover cost allocation. By default, the inflation month is the Analysis Period. For example, if the analysis start date is November 2027, the inflation will be applied each November. However, the inflation month can be set as any month.



MODEL SETTINGS

General Model Settings:

Analysis Start Date

01/2027

Analysis Period (years)

10

Inflation Settings

Analysis Period

Inflation Start Month | Date

13

01/2028

Turnover Cost Allocation %:

Operating Expense %

0.00

Capital Expense %

100.00

Rollover:

Start Reno / RLA for Leases that expire before Analysis Start Date on

Lease End

Advanced Inflation Settings:

Override for Market Rent

No

Vacancy & Other Losses:

Vacancy Loss Calculation Method

Annual

Gross-Up Revenue by Downtime?

Yes

Reduce Vacancy by Downtime?

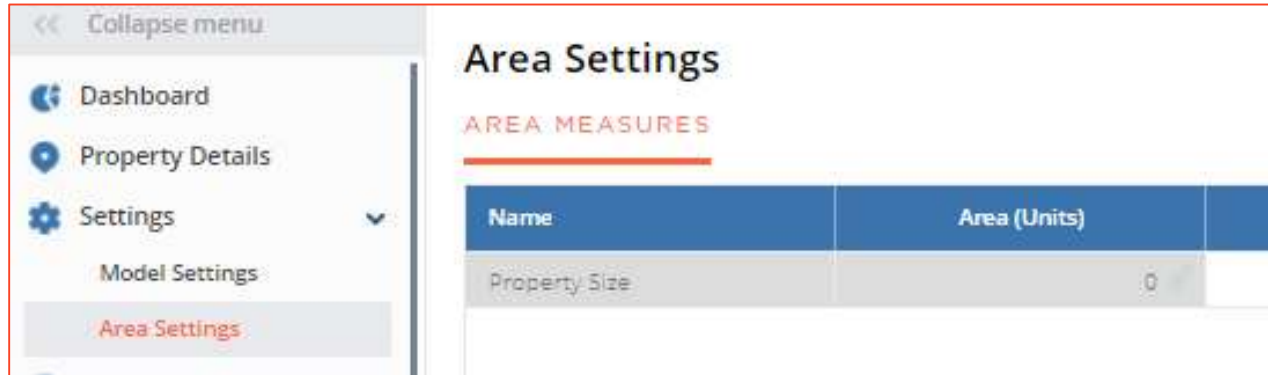
Yes

Add the following Model Settings:

- Analysis Start Date: 1/2027
- Analysis Period (years): 10

Area Settings

Add area measurements in the Area Settings. The Number of Units will automatically populate as the Property Size once units are added in the rent roll.



Helpful Hint: Click **F1** to view VAL hot keys and shortcuts.

Keyboard Shortcuts	
General top bar	
Press this key	To do this
Alt + 1-3	Tabs navigation
Alt + U	User menu
Portfolio	
Left navigation sidebar	
Press this key	To do this
Alt + Up/Down arrow keys	Sidebar navigation
Shift + M	My Portfolios
Shift + N	Create Portfolio

Assumptions

Growth Rates

Enter the growth rates to be applied to the model. Growth rates can be overridden at the line-item level.



Growth Rate Name	Rate Type	Rate	Year Ending							
			Dec-27	Dec-28	Dec-29	Dec-30	Dec-31	Dec-32	Dec-33	Dec-34
General Growth	Direct Entry	3.00%		3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Market Rent Growth	Direct Entry	Varies		2.00%	2.00%	2.00%	3.00%	3.00%	3.00%	3.00%
Misc. Income Growth	Use General									
Operating Expense Growth	Use General									
Leasing Costs Growth	Use General									

Add the following Growth Rates:

- General Growth: 3%
- Market Rent: 2% in 2028 – 2030, 3% for remaining years



Helpful Hint: To copy values to the right, click **Alt + E** or right click on the field and select **Copy Right**.

Vacancy, Collection Loss & Loss to Lease

Vacancy & Collection Loss is an adjustment to potential revenue on the cash flow factoring likely vacancy loss due to market conditions and expected collection loss due to tenants' failure to pay. Additionally, users can input a Loss to Lease (The difference between Gross Scheduled Rent and Potential Rental Income) percentage, which will account for further revenue loss when leases roll over.



Vacancy & Other Losses

REIS Data

Loss Type	Loss Basis	<				
		Rate	Dec-27	Dec-28	Dec-29	Dec-30
Vacancy Loss	Potential Gross Income	5.00%	5.00%	5.00%	5.00%	5.00%
Collection Loss	Potential Gross Income	1.00%	1.00%	1.00%	1.00%	1.00%
Loss to Lease	Gross Scheduled Rent	5.00%	5.00%	5.00%	5.00%	5.00%

Add the following Vacancy & Collection Loss assumptions:

- Vacancy Loss: 5%
- Collection Loss: 1%
- Loss to Lease: 5%

Misc. Income

Miscellaneous income is where revenue generating items not associated to a unit is entered such as Vending, Signage, Parking and Antennae.

Misc. Income may be calculated by the following Unit of Measures:

- \$ amount
- \$/Area
- % of EGR
- % of Line



Description	COA		Amount	UoM	Frequency
	Account Name	Account Code			
Signage			\$1,250	\$ amount	Monthly

Add the below Misc. Income:

- Description: Signage
- Amount: \$1250
- UofM: \$ amount
- Frequency: Monthly
- Growth: Misc. Income
- Variable: No

Description	COA		Amount	UoM	Frequency
	Account Name	Account Code			
Signage			\$1,250	\$ amount	Monthly
Security Deposit			8.00% of Base ...	% of Line	Annual

Security deposit revenue is 8% of Base Rental Income.

- Select **Add Income** to add a line item.
- Description: Security Deposit
- UofM: Select **% of Line**.

Percent of line

Apply to: Analysis Period Start Date End Date Term

	Min	Max
Applied	Annually	
Amount		
Growth Rate		

Sort Tenants: As Entered Sort Income & Expenses: As Entered

Cash Flow Item	Unit #	Occupancy Status	%
Gross Scheduled Rent			
Loss To Lease			
Potential Rental Income			
Downtime Vacancy			
Concessions			
Base Rental Income			8.00%
✓ Misc. Income			
Signage			
Security Deposit			

Cancel SAVE

- Enter **8%** of Base Rental Income.

Operating Expenses

Operating expenses include items such as maintenance activities, utilities, insurance, taxes, and management fees and included in the NOI.

Operating Expenses may be calculated by the following Unit of Measures:

- \$ amount
- \$/Area
- % of EGR
- % of Line
- Prop 13



Helpful Hint: Click TAB to move cursor to the right when entering data in the input screens.



Income & Expenses

MISC. INCOME **OPERATING EXPENSES** CAPITAL EXPENSES ALL ITEMS

	Type	Description	Account	Amount	UoM	Frequency	Area
	OPER	Utilities		\$75,000	\$ amount	Annual	Property Size

Clone

Clone X times

Delete

- Utilities is \$75,000/year growing by 3%.
- Repairs & Maintenance is \$75,000/year, use the **Clone** option to duplicate.



OPERATING EXPENSES CAPITAL EXPENSES ALL ITEMS					
Description	COA		Amount	UoM	Frequency
	Account Name	Account Code			
Utilities			\$75,000	\$ amount	Annual
Repairs & Maintenance			\$75,000	\$ amount	Annual
Real Estate Taxes			Detailed	\$ amount	Monthly

Click on pencil icon to edit Amount.

- Click on **Add Expense** to insert a row.
- Real Estate Taxes are \$190,000/Year paid in October growing at 2% per year.
- To specify a specific month, select **Edit** from the Amount field.

August	0.00	0.00	0.00
September	0.00	0.00	0.00
October	190,000.00	190,000.00	190,000.00
November	0.00	0.00	0.00
December	0.00	0.00	0.00
Annual (uninflated)	190,000.00	190,000.00	190,000.00
Growth Assumption	RET Growth	2.00	2.00
Annual (inflated)	190,000.00	193,800.00	197,676.00

- Enter **\$190,000** in October and click and drag to replicate every year.
- Create a 2% Real Estate Tax Growth Rate by clicking **Add New** from the Growth Assumption drop down menu.
- Click **Save**.



Income & Expenses						
<div> MISC. INCOME OPERATING EXPENSES CAPITAL EXPENSES ALL ITEMS </div>						
	Type	Description	Account	Amount	UoM	Frequency
	OPER	Utilities		\$75,000	\$ amount	Annual
	OPER	Repairs & Maintenance		\$75,000	\$ amount	Annual
	OPER	Real Estate Taxes		Detailed	\$ amount	Monthly
	OPER	Management Fee		3.00%	% of EGR	Annual

- Management Fee is 3% of EGR.

Capital Expenses

Capital expenses are typically not included in the NOI and will be displayed below NOI on the cash flow. Examples of capital expenses are reserves, roof repair, and building improvements.



<div> OPERATING EXPENSES CAPITAL EXPENSES ALL ITEMS </div>					
Description	COA		Amount	UoM	Frequency
	Account Name	Account Code			
Replacement Reserves			\$300.00	\$/Area	Annual

- Replacement Reserves is \$300/Total Units.

Property Cash Flow

- Reports
 - All Reports
 - Cash Flow
 - Investment Analysis
 - Valuation
 - Rent Roll
 - Market Market

Show data	Layout	Sort Expenses	Show figures in '000s	Show Loss to Lease
Annual	Standard	As Entered	No	Yes

► For the Years Ending	Year 1 Dec-2027	Year 2 Dec-2028	Year 3 Dec-2029	Year 4 Dec-2030	Year 5 Dec-2031	Year 6 Dec-2032	Year 7 Dec-2033	Year 8 Dec-2034	Year 9 Dec-2035	Year 10 Dec-2036	Year 11 Dec-2037
► Income	14,100	14,523	14,959	15,407	15,870	16,346	16,836	17,341	17,861	18,397	18,949
► Expenses											
Utilities	75,000	77,250	79,568	81,955	84,413	86,946	89,554	92,241	95,008	97,858	100,794
Repairs & Maintenance	75,000	77,250	79,568	81,955	84,413	86,946	89,554	92,241	95,008	97,858	100,794
Real Estate Taxes	190,000	193,800	197,676	201,630	205,662	209,775	213,971	218,250	222,615	227,068	231,609
Management Fee	423	436	449	462	476	490	505	520	536	552	568
Total Expenses	340,423	348,736	357,260	366,001	374,965	384,157	393,584	403,252	413,167	423,335	433,765
Net Operating Income	(326,323)	(334,213)	(342,301)	(350,593)	(359,095)	(367,811)	(376,748)	(385,910)	(395,305)	(404,938)	(414,816)
► Leasing & Capital Costs	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow	(326,323)	(334,213)	(342,301)	(350,593)	(359,095)	(367,811)	(376,748)	(385,910)	(395,305)	(404,938)	(414,816)

Rent Roll – Unit Mix

Add a unit level or a unit mix rent roll for the property in the Rent Roll screen.

Unit Type

The Unit Type can follow whatever naming conventions you use for your asset.

Unit Sub Types

Unit Sub Types are identifiers to model appropriate assumptions and do not impact analysis or cash flow. Categorize Unit Sub Types by the following options:

- Market
- Low Income
- Section 8
- Model
- Management
- Rent Controlled
- Rent Stabilized
- Super
- Other

Adding Units



Rent Roll 14 Units

RENT ROLL IMPORT/EXPORT MANAGER

Unit Type	Unit Sub Type	Tenant Name	Unit #	Building	Floor	Occupancy Status	# of Units	Avg SF/Unit	Lease Term
									Start Date
One Bedroom						Occupied	14	800	mm/dd/yyyy
									jan-01-27

Enter the following unit information:

- Unit Type: One Bedroom
- Occupancy Status: Occupied
- # of Units: 14
- Avg SF/Unit: 800 SF

Rent Roll 14 Units

RENT ROLL IMPORT/EXPORT MANAGER

	Unit Type	Avg SF/Unit	Lease Term €			Rent €		Concessions (Initial Term) €	
			Start Date	End Date	Lease Term	Amount	UoM	Amount	UoM
			mm/dd/yyyy	mm/dd/yyyy					
III	One Bedroom	800	Jan-01-27	Dec-31-27	12M	3,200	\$/Unit/Mo		Months

- Start Date: 01/01/2027
- Lease Term: 12 months
- Rent: 3200 \$/Unit/Mo

Clone Units

Clone the One Bedroom Unit and update the following assumption:

- Unit Type: Two Bedroom
- # of Units: 5
- Avg SF/Unit: 1,290 SF
- Rent: 4170 \$/Unit/Mo



Rent Roll 19 Units

RENT ROLL IMPORT/EXPORT MANAGER

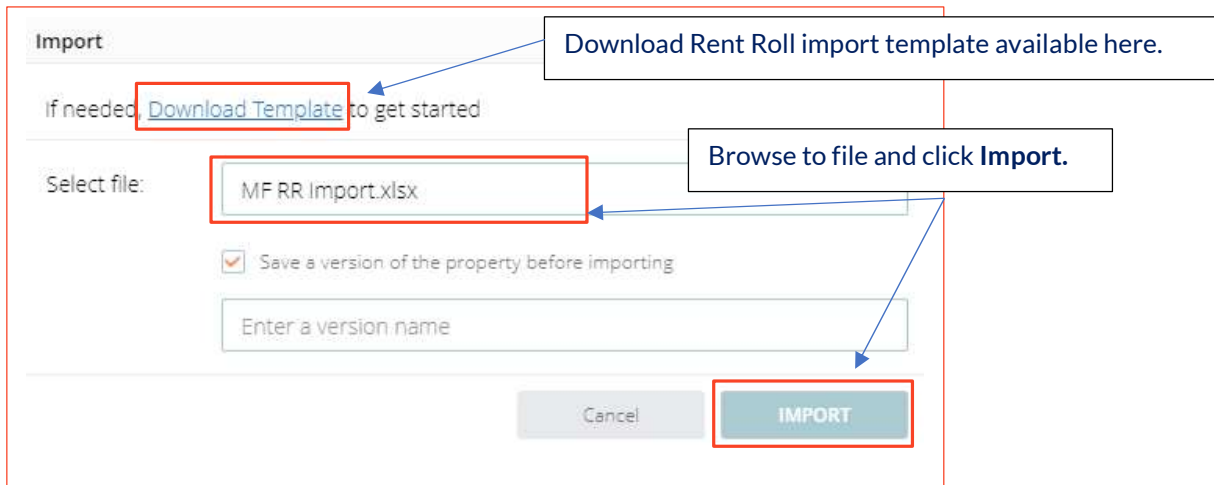
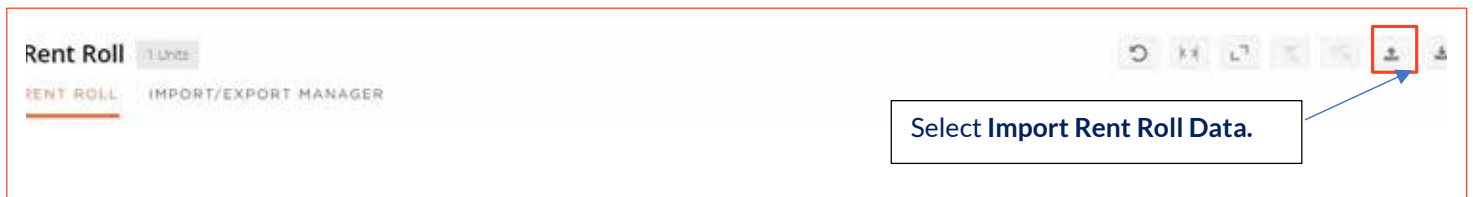
	Unit Type	Building	Floor	Occupancy Status	# of Units	Avg SF/Unit	Lease Term €			Rent €
							Start Date	End Date	Lease Term	Amount
							mm/dd/yyyy	mm/dd/yyyy		
III	One Bedroom			Occupied	14	800	Jan-01-27	Dec-31-27	12M	3,200
III	Two Bedroom			Occupied	5	1,290	Jan-01-27	Dec-31-27	12M	4,170

Unit Detailed Rent Roll

VAL has the capability to model each unit individually to reflect the terms of the contractual lease.

Import Rent Roll via Excel

VAL allows you to easily import data from Excel by leveraging the **Import Rent Roll** feature. VAL provides an Excel template to format the data into the appropriate columns and rows for import which can be accessed by clicking on **Download Template**. In addition to importing the rent roll you can also copy and paste to easily populate data from Excel into VAL.



- Select **MF RR Import.xlsx** and click **Import**.

A total of 20 units imported into VAL and populated the Unit Type, Unit #, Building #, Floor, Occupancy Status, Average SF/Unit, Start and End Date, and Rental Amount per Unit.

If the unit is vacant as of the beginning of the analysis, the occupancy status is set to **Vacant**.

Rent Roll												
RENT ROLL IMPORT/EXPORT MANAGER												
Unit Type	Unit SubType	Tenant Name	Unit #	Building	Floor	Occupancy Status	# of Units	Avg SF/Unit	Start Date	End Date	Lease Term	
One Bedroom	Market		6A	1	2	Occupied	1	775	Sep-15-26	Sep-14-27	12	K
One Bedroom	Market		7A	1	3	Occupied	1	775	Nov-01-26	Oct-31-27	12	K
One Bedroom	Market		8A	1	3	Occupied	1	886	Dec-15-26	Dec-14-27	12	K
One Bedroom	Market		1B	2	1	Vacant	1	790				K
One Bedroom	Super		2B	2	1	Occupied	1	775	Jan-01-27	Dec-31-27	12	K
One Bedroom	Rent Stabilized		3D	2	2	Occupied	1	775	Aug-01-26	Jul-31-27	12	K
One Bedroom	Rent Stabilized		4D	2	2	Occupied	1	800	Jul-01-26	Jun-30-27	12	K
One Bedroom	Rent Stabilized		5B	2	3	Occupied	1	830	Jun-15-26	Jun-14-27	12	K
One Bedroom	Rent Stabilized		6D	2	3	Occupied	1	805	Jan-01-27	Dec-31-27	12	K
Two Bedroom	Market		1C	3	1	Vacant	1	1,290				K
Two Bedroom	Market		2C	3	1	Vacant	1	1,290				K
Two Bedroom	Market		3C	3	2	Occupied	1	1,290	May-15-26	May-14-27	12	K
Two Bedroom	Rent Stabilized		4C	3	2	Occupied	1	1,290	Jan-01-27	Dec-31-27	12	K
Two Bedroom	Market		5C	3	3	Occupied	1	1,290	Sep-01-26	Aug-31-27	12	K
Two Bedroom	Rent Stabilized		6C	3	3	Occupied	1	1,290	Dec-15-26	Dec-14-27	12	K

If an error is generated after attempting to import, click on the **Import/Export Manager** tab to diagnose the drivers of the error. The tab will display the specific line item that generated the error to assist you in troubleshooting the issue.

Rent Roll					
RENT ROLL IMPORT/EXPORT MANAGER					
Import Date	Imported By	Import Status	# of Failed Rows	Property Version	
mm/dd/yyyy					
Dec 16, 2023 5:42 PM	Aston Clarke	Successful	0	12/16/2023 06:42PM	X
Excel Row	Row Import...	Field Name	Value from Import File	Error type	
3	Yes	EndDate		Defaults used	Set to "Lease Term: Start Date" + 12M
5	Yes	EndDate		Defaults used	Set to "Lease Term: Start Date" + 12M
6	Yes	EndDate		Defaults used	Set to "Lease Term: Start Date" + 12M
7	Yes	EndDate		Defaults used	Set to "Lease Term: Start Date" + 12M
8	Yes	EndDate		Defaults used	Set to "Lease Term: Start Date" + 12M
9	Yes	EndDate		Defaults used	Set to "Lease Term: Start Date" + 12M

Leasing/Rollover Assumptions

The Rollover Assumptions define the projected lease assumptions after the initial unit expires based on if the unit vacates or renews their lease. Enter the market assumptions in the New fields based on if the existing unit vacates the space and enter the market assumptions in the Renew fields based on if the existing unit renews their space. The renewal probability will weigh the new and renewal assumptions after the contractual lease expires.



Leasing/Rollover Assumptions
RLA Set: Baseline
Helpful Hints

ROLLOVER ASSUMPTIONS
RLA VARIABLES

Set Name	RLA Name	Active?	Renewal Probability	Term	Downtime	Market Rents <
						New
Baseline	One Bedroom	Y	60.0%	12M	10D	4,600.00

Add below Rollover Lease Assumptions:

- RLA Name: One Bedroom
- Renewal Probability: 60%
- Term: 12 Months
- Downtime: 10 Days
- Market Rent:
 - New: 4600 \$Unit/Mo (Market Rent Growth)
 - Renew: Use new



Helpful Hint: For Downtime enter D for Days or M for Months to reflect the downtime period.

Concessions <				Turnover Costs >	Leasing Commissions <				
New	New UoM	Renew	Renew UoM	New	New	New UoM	Renew	Renew	Renew
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
1.00	Months	0.00	Months	500.00	3.00	%	0.00	%	%

Add below Rollover Lease Assumptions:

- Concessions:
 - New: 1 month
 - Renew: 0 months
- Turnover Costs:
 - New: 500 \$Unit
 - Renew: 0 \$Unit
- Leasing Commissions:
 - New: 3%
 - Renew: 0%



Helpful Hint: *Market Rent Calculation = New Market Rent (40% of New Market Rent) + Renewal Market Rent (60% Renewal Probability).*

Clone X Times - Leasing/Rollover Lease Assumptions

The Clone X times feature enables you to save time and duplicate a record multiple times. In our example, we will copy the One Bedroom RLA two times and create a Renovated One Bedroom RLA to reflect the one-bedroom unit assumption after renovations with a higher market rent and a Two Bedroom RLA.



- Right click the One Bedroom RLA and select **Clone X Times**.

Enter number to clone

2

Cancel

CLONE

- Clone 2 times.

RLA Name	Active?	Renewal Probability	Term	Downtime	Market Rents <		
					New	New UoM	Renew
One Bedroom	Y	60.0%	12M	10D	4,600	\$/Unit/Mo	Use new
RENO One Bedroom	Y	60.0%	12M	10D	5,000	\$/Unit/Mo	Use new
Two Bedroom	Y	60.0%	12M	10D	6,500	\$/Unit/Mo	Use new

Make below adjustments to the RLAs:

- RENO One Bedroom
 - Market Rent: 5000 \$/Unit/Mo
- Two Bedroom
 - Market Rent: 6500 \$/Unit/Mo

Unit Mix & Exceptions

The Unit Mix and Exceptions screen is where we model renovations, absorption and apply the rollover assumptions to the existing tenants. The Rent Roll captures the factual data for all units in the property and the assumptions are applied in the Unit Mix & Exceptions screen. If you entered a unit detailed rent roll, the units are aggregated by unit type to easily apply absorption and rollover assumptions. These rollover assumptions are required to run a DCF analysis or rental income will stop once the contractual lease expires.

Roll-Up By Unit Type & Occupancy Status

Select additional parameters to group the units by such as Unit Sub Type, Building, Avg SF/Unit, and Floor. This enables you to apply rollover assumptions easily based on the attribute selected.

Renovation Cost Assumptions

To model renovations toggle “Yes” and add the data elements representing the renovation costs and timing.

of Units

The # of Units section displays how many units exist in the model and categorize by Rolled Up units and by Unit Exceptions.

# of Units		
Rolled Up	Unit Exceptions	Net
<input type="text"/>	<input type="text"/>	<input type="text"/>
7	0	7
1	0	1
5	0	5
1	0	1
4	0	4
2	0	2

Unit Exceptions

For individual units who have a unique renovation, absorption or rollover assumption, you can utilize the Unit Exceptions feature by clicking Add Unit Exception. Select a unit from the model and enter the specific terms.

Unit Exceptions: 0														
Unit #	Unit Type	Occupancy Status	Building	Renovation Cost Assumptions				Absorption Assumptions			Rollover Assumptions			Lease End Date
				Renov?	Start Renov	Renov Period (MO or YR)	Renov Cost	UoM	Start Absorption	Absorption Period (MM)	Leasing Assumptions	Upon Expiration	Leasing Assumptions	
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	mm/dd

Renovate Units

In this example, units occupying Building 2 are scheduled for renovation. Select to roll up units by Building and sort to easily identify the units in Building 2. There are 7 occupied units in building 2, once their leases expire renovation will begin immediately and will take 45 days to renovate at \$20,000 per unit. Vacant units in Building 2 will share the same renovation schedule where we can leverage VAL's copy and paste functionality to update the assumptions.



Unit Mix & Exceptions Helpful Hints

Roll-up By Unit Type & Occupancy Status AND: ☐ Unit Sub Type ☒ Building ☐ Avg SF/Unit ☐ Floor

Assumptions to Apply to the RollUps:

Unit Type	Occupancy Status	Building	Renovation Cost Assumptions <				Absorption Assumptions <				Rollover Assumptions <		# of Units
			Reno?	Start Reno	Reno Period (1D or 45D)	Reno Cost	UoM	Start Absorption	Absorption Period (1M)	Leasing Assumption	Upon Expiration	Leasing Assumption	
One Br.	Occupied	1	No				\$/Unit				Market		7
One Br.	Occupied	2	Yes	1D	45D	20,000	\$/Unit				Market		5
One Br.	Vacant	1	No				\$/Unit				Market		1
One Br.	Vacant	2	Yes	1D	45D	20,000	\$/Unit				Market		1
Two Br.	Occupied	3	No				\$/Unit				Market		4
Two Br.	Vacant	3	No				\$/Unit				Market		2

Add the following Unit Mix & Exceptions assumptions:

- Roll-up Unit Type by **Building**.
- Click on Building header to sort by Building.
- Toggle **Yes** for One Bedroom Units that are occupied in Building 2.
- One Bedroom Units - Occupied
 - Start Reno: 1D
 - Reno Period: 45D
 - Reno Cost: \$20,000
- Toggles **Yes** for One Bedroom Units that are vacant in Building 2.
- Copy and paste the renovation assumptions.

Absorption Assumptions

Enter the absorption assumptions for vacant units and/or units that have been renovated. Absorption begins as of the analysis start date or upon completion of the renovation. Apply the leasing assumption during the absorption period.

In our example, after renovation is complete for the units in Building 2 we will begin leasing the units on Day 1 and estimate it will take 1 month to lease up the vacant units and assign the RENO One Bedroom leasing assumption.



Unit Mix & Exceptions

Helpful Hints ?

Roll-up By Unit Type & Occupancy Status AND: ☐ Unit Sub Type ☒ Building ☐ Avg SF/Unit ☐ Floor

Unit Type	Occupancy Status	Building	Renovation Cost Assumptions <					Absorption Assumptions <			Rollover Assumptions <	
			Reno?	Start Reno	Reno Period (#D or #M)	Reno Cost	UoM	Start Absorption	Absorption Period (#M)	Leasing Assumption	Upon Expiration	Lease Assum
One Be...	Occupied	1	No				\$/Unit				Market	
One Be...	Occupied	2	Yes	1D	45D	20,000	\$/Unit	1D	1	RENO One Bedroom	Market	
One Be...	Vacant	1	No				\$/Unit				Market	
One Be...	Vacant	2	Yes	1D	45D	20,000	\$/Unit	1D	1	RENO One Bedroom	Market	
Two Be...	Occupied	3	No				\$/Unit				Market	
Two Be...	Vacant	3	No				\$/Unit				Market	

Add the following Unit Mix & Exceptions assumptions:

- One Bedroom – Occupied
 - Start Absorption: 1 Day
 - Leasing Assumption: RENO One Bedroom
- One Bedroom Units - Vacant
 - Start Absorption: 1 Day
 - Absorption Period: 1 Month
 - Leasing Assumption: RENO One Bedroom

Vacant Units

Units that are vacant as of the beginning of the analysis will be editable in the Absorption Assumption screen to add lease up parameters.

In our example the vacant units will begin leasing immediately on day 1 and estimate to take 1 month to lease up with the One Bedroom RLA and Two Bedroom RLA terms during the absorption period.



Unit Mix & Exceptions

Helpful Hints ⓘ L7 X

roll-up By Unit Type & Occupancy Status AND: ☐ Unit Sub Type ☒ Building ☐ Avg SF/Unit ☐ Floor

Unit Type	Occupancy Status	Building	Renovation Cost Assumptions <					Absorption Assumptions <			Rollover Assumptions <		
			Reno?	Start Reno	Reno Period (#D or #M)	Reno Cost	UoM	Start Absorption	Absorption Period (#M)	Leasing Assumption	Upon Expiration	Lease Assum	
One Be...	Occupied	1	No				\$/Unit					Market	
One Be...	Occupied	2	Yes	1D	45D	20,000	\$/Unit	1D		1	RENO Q...	Market	
One Be...	Vacant	1	No				\$/Unit	1D		1	One Bed...	Market	
One Be...	Vacant	2	Yes	1D	45D	20,000	\$/Unit	1D		1	RENO Q...	Market	
Two Be...	Occupied	3	No				\$/Unit					Market	
Two Be...	Vacant	3	No				\$/Unit	1D		1	Two Bedr...	Market	

Add the following Unit Mix & Exceptions assumptions:

- One Bedroom – Vacant
 - Start Absorption: 1 Day
 - Absorption Period: 1 Month
 - Leasing Assumption: One Bedroom
- Two Bedroom Units - Vacant
 - Start Absorption: 1 Day
 - Absorption Period: 1 Month
 - Leasing Assumption: Two Bedroom RLA

Rollover Assumptions

Upon the existing leases expiring or after the absorbed units lease term select the leasing assumption to apply during future lease terms. Select how VAL is to calculate the Leasing Assumption based on the Upon Expiration drop down menu.

Upon Expiration

The Upon Expiration field defines how VAL will calculate the rollover assumption when the contractual unit expires. Choose from one of the options below:

- **Market:** Rollover assumptions will calculate based on the renewal probability calculating the weighted average of the new and renewal rates.
- **Renew:** Assumes 100% renewal probability and will calculate the renewal rates in the rollover assumptions for the initial rollover lease term.
- **Vacate:** Assumes a 0% renewal probability and will calculate the new rates in the rollover assumptions for the initial rollover lease term.



Helpful Hints ⓘ												
Roll-up By Unit Type & Occupancy Status AND: <input type="checkbox"/> Unit Sub Type <input checked="" type="checkbox"/> Building <input type="checkbox"/> Avg SF/Unit <input type="checkbox"/> Floor												
Assumptions to Apply to the RollUps: ▼												
Type	Occupancy Status	Building	Renovation Cost Assumptions ◀				Absorption Assumptions ◀			Rollover Assumptions ◀		
			Reno?	Start Reno	Reno Period (#D or #M)	Reno Cost	UoM	Start Absorption	Absorption Period (#M)	Leasing Assumption	Upon Expiration	Leasing Assumption
T	T	T	T	T	T	T	T	T	T	T	T	T
W...	Occupied	1	No	~			\$/Unit				Market	One Bed...
W...	Occupied	2	Yes	~	1D	450	20,000	\$/Unit	1D		1	RENO Q...
W...	Vacant	1	No	~			\$/Unit	1D			1	One Bed...
W...	Vacant	2	Yes	~	1D	450	20,000	\$/Unit	1D		1	RENO Q...
W...	Occupied	3	No	~			\$/Unit					Two Bedr...
W...	Vacant	3	No	~			\$/Unit	1D			-1	Two Bedr...

Add the following Unit Mix & Exceptions assumptions:

- One Bedroom – One Bedroom RLA
- One Bedroom Renovated Units – RENO One Bedroom RLA
- Two Bedroom – Two Bedroom RLA

Property Cash Flow

► For the Years Ending	Year 1 Dec-2027	Year 2 Dec-2028	Year 3 Dec-2029	Year 4 Dec-2030	Year 5 Dec-2031	Year 6 Dec-2032	Year 7 Dec-2033	Year 8 Dec-2034	Year 9 Dec-2035	Year 10 Dec-2036	Year 11 Dec-2037
Income											
► Gross Scheduled Rent	1,269,600	1,294,992	1,320,892	1,347,310	1,387,729	1,429,361	1,472,242	1,516,409	1,561,901	1,608,758	1,657,021
► Loss to Lease	(289,861)	(73,711)	(76,482)	(78,291)	(82,955)	(85,754)	(88,779)	(91,909)	(95,146)	(98,495)	(101,959)
Potential Rental Income	979,739	1,221,281	1,244,410	1,269,019	1,304,774	1,343,607	1,383,463	1,424,500	1,466,755	1,510,263	1,555,062
► Downtime Vacancy	(38,200)	(29,009)	(14,677)	(14,970)	(13,802)	(15,882)	(16,358)	(16,849)	(17,354)	(17,875)	(18,411)
► Concessions	(53,618)	(45,388)	(40,337)	(41,114)	(43,945)	(45,263)	(46,621)	(48,020)	(49,460)	(50,944)	(52,472)
Base Rental Income	887,921	1,146,884	1,189,396	1,212,935	1,247,028	1,282,462	1,320,484	1,359,632	1,399,941	1,441,444	1,484,178
► Misc. Income	86,034	107,201	111,065	113,426	116,645	119,986	123,549	127,219	130,997	134,887	138,893
Total Potential Gross Income	973,954	1,254,085	1,300,462	1,326,360	1,363,673	1,402,448	1,444,033	1,486,850	1,530,937	1,576,331	1,623,071
Vacancy Loss	(12,408)	(35,146)	(51,080)	(52,096)	(55,072)	(55,035)	(56,661)	(58,336)	(60,060)	(61,835)	(63,663)
Collection Loss	(9,740)	(12,541)	(13,005)	(13,264)	(13,637)	(14,024)	(14,440)	(14,868)	(15,309)	(15,763)	(16,231)
Effective Gross Income	951,807	1,206,398	1,236,377	1,261,000	1,294,964	1,333,389	1,372,931	1,413,646	1,455,568	1,498,733	1,543,178
Expenses											
Utilities	75,000	77,250	79,568	81,955	84,413	86,946	89,554	92,241	95,008	97,858	100,794
Repairs & Maintenance	75,000	77,250	79,568	81,955	84,413	86,946	89,554	92,241	95,008	97,858	100,794
Real Estate Taxes	190,000	193,800	197,676	201,630	205,662	209,775	213,971	218,250	222,615	227,068	231,609
Management Fee	28,554	36,192	37,091	37,830	38,849	40,002	41,188	42,409	43,667	44,962	46,295
Total Expenses	368,554	384,492	393,902	403,369	413,337	423,668	434,267	445,141	456,298	467,746	479,492
Net Operating Income	583,253	821,906	842,474	857,632	881,626	909,721	938,665	968,505	999,270	1,030,987	1,063,686
Leasing & Capital Costs											
► Leasing Costs	109,316	60,858	18,800	17,223	19,795	20,389	21,000	21,630	22,279	22,948	23,636
► Capital Expenses	6,000	6,180	6,365	6,556	6,753	6,956	7,164	7,379	7,601	7,829	8,064
Total Leasing & Capital Costs	109,316	67,038	25,165	23,780	26,548	27,344	28,165	29,010	29,880	30,776	31,700
Net Cash Flow	473,937	754,869	817,309	833,852	855,078	882,377	910,500	939,496	969,390	1,000,211	1,031,986

Rent Roll Mark to Market Report

Rent Roll													
RENT ROLL													
<div> <div>Mark to Market</div> <div>On</div> <div>Select On.</div> </div>													
► Unit Type	# of Units	% of Total (# of Units)	Avg SF/Unit	Total SF	% of Total (SF)	% Occupied (# of Units)	Avg Monthly I (\$/Unit)	Avg Monthly R ₀ (\$/SF)	R/A Market Rent (As of Reporting Start Date)		Mark to Market (R/A Market Rent vs. Occupied Rent)		
									Avg Monthly Rent (\$/Unit)	Avg Monthly Rent (\$/SF)	(Above) Below Market (\$/Unit)	(Above) Below Market (\$/SF)	(Above) Below Market %
► One Bedroom	14	70.0%	798	11,175	99.1%	85.7%	3,181	3.97	4,767	5.95	1,585	1.98	49.8%
► Two Bedroom	6	30.0%	1,290	7,740	40.9%	85.7%	4,170	3.28	6,500	5.04	2,330	1.81	55.9%
Total / Wtd. Avg	20	100.0%	946	18,915	100.0%	80.0%	3,429	3.71	5,200	5.63	1,771	1.92	53.7%

In place loss to lease

Valuation

Create an unlimited number of valuations. VAL supports the following valuation methods:

- DCF
- Direct Capitalization
- Direct Entry



Property Valuation AM 11/15/2024													
Auto Extend Cashflow to include Hold Period & Cap Year													
Use as Default	Amount	Per Unit	Valuation Description	Valuation As of Date	Valuation Method	NOI to Cap	Capitalization Rate (%)	Discount Rate (%)	Hold Period (Yrs)	Capitalization Year	Residual Value Adjustment	Cost of Sale	Amount
	11,000,000	578,342.10/Unit	As is DCF	Analysis Start	DCF	NOI	7.00	8.00	10	11	None	1.00	11,000,000
	8,100,000	409,018.10/Unit	Stabilized Direct Cap	01/2028	Direct Capitalization	NOI	9.00				None	0.00	8,100,000
	8,000,000	400,000.00/Unit	\$9M Purchase Price	Analysis Start	Direct Entry		9.00						8,000,000

Click **Add Valuation** to insert rows. Create 3 valuation sets below:

- As is DCF:
 - DCF method as of the Analysis Start Date
 - Cap Rate: 7%
 - Discount Rate: 9%
 - Hold Period: 10 years, capping year 11
 - Cost of Sale: 1% of Residual Value
- Stabilized Direct Cap:
 - Valuation as of Date: 01/2028
 - Direct Capitalization method
 - Cap Rate: 9%
- Purchase Price
 - Direct Entry method
 - \$9,000,000 Amount

Report - Valuation: Sale Yield Matrix

Valuation

PROSPECTIVE PRESENT VALUE SALE YIELD MATRIX CASH FLOW WITH VALUATION HOLD PERIOD ANALYSIS

Valuation: As Is DCF Analysis Start, ... Discount Rate Increment (BP): 25 # of Increments: 3 Discount Rate Increment (BP): 50 # of Increments: 8 Show Going In Cap Rate: No

Select Valuation.

Display Going In Cap rates.

Discount Rate	Sale Yield Matrix							Going In Cap Rate (Yr 1 NOI)						
	6.25%	6.50%	6.75%	7.00%	7.25%	7.50%	7.75%	6.25%	6.50%	6.75%	7.00%	7.25%	7.50%	7.75%
6.00%	\$15,482,215	\$15,100,358	\$14,785,306	\$14,484,186	\$14,184,822	\$13,894,189	\$13,611,259	3.77%	3.88%	3.99%	4.04%	4.12%	4.20%	4.28%
6.50%	\$14,876,353	\$14,531,131	\$14,211,480	\$13,914,882	\$13,638,914	\$13,380,389	\$13,139,104	3.92%	4.01%	4.10%	4.19%	4.28%	4.36%	4.44%
7.00%	\$14,317,819	\$13,988,587	\$13,683,954	\$13,400,127	\$13,136,424	\$12,890,302	\$12,660,058	4.07%	4.17%	4.26%	4.35%	4.44%	4.52%	4.61%
7.50%	\$13,785,140	\$13,470,740	\$13,179,810	\$12,909,276	\$12,657,584	\$12,422,672	\$12,202,916	4.23%	4.33%	4.43%	4.52%	4.61%	4.70%	4.79%
8.00%	\$13,277,048	\$12,976,880	\$12,696,950	\$12,440,874	\$12,200,595	\$11,976,335	\$11,766,548	4.39%	4.49%	4.59%	4.69%	4.78%	4.87%	4.96%
8.50%	\$12,792,187	\$12,505,912	\$12,240,189	\$11,993,781	\$11,764,329	\$11,550,181	\$11,348,870	4.56%	4.66%	4.77%	4.86%	4.96%	5.05%	5.14%
9.00%	\$12,329,590	\$12,055,656	\$11,802,136	\$11,566,842	\$11,347,720	\$11,143,208	\$10,951,888	4.73%	4.84%	4.94%	5.04%	5.14%	5.23%	5.33%
9.50%	\$11,887,518	\$11,626,029	\$11,383,809	\$11,159,083	\$10,949,763	\$10,764,397	\$10,591,636	4.91%	5.02%	5.12%	5.23%	5.33%	5.42%	5.52%
10.00%	\$11,465,902	\$11,215,858	\$10,984,322	\$10,768,509	\$10,569,511	\$10,386,846	\$10,208,224	5.09%	5.20%	5.31%	5.42%	5.52%	5.62%	5.71%
10.50%	\$11,062,332	\$10,823,566	\$10,602,486	\$10,397,196	\$10,206,068	\$10,027,679	\$9,860,800	5.27%	5.39%	5.50%	5.61%	5.71%	5.82%	5.91%
11.00%	\$10,677,054	\$10,448,827	\$10,237,507	\$10,041,281	\$9,856,587	\$9,682,074	\$9,518,501	5.46%	5.58%	5.70%	5.81%	5.92%	6.02%	6.12%
11.50%	\$10,308,787	\$10,090,871	\$9,888,538	\$9,700,906	\$9,526,372	\$9,363,252	\$9,210,749	5.66%	5.78%	5.90%	6.01%	6.12%	6.23%	6.33%
12.00%	\$9,956,622	\$9,747,974	\$9,554,781	\$9,375,587	\$9,208,366	\$9,052,479	\$8,906,690	5.86%	5.98%	6.10%	6.22%	6.33%	6.44%	6.55%

Report – Prospective Present Value Summary

Valuation

PROSPECTIVE PRESENT VALUE SALE YIELD MATRIX CASH FLOW WITH VALUATION HOLD PERIOD ANALYSIS

Valuation: As Is DCF Analysis Start, ... Discount Rate Increment (BP): 50 # of Increments: 3 Residual Value Calculation

Adjust # of Increments to display.

Year	Annual CF	PV @ 7.50%	PV @ 8.00%	PV @ 8.50%	PV @ 9.00%	PV @ 9.50%	PV @ 10.00%	PV @ 10.50%
1	\$473,937	\$440,871	\$438,830	\$436,808	\$434,804	\$432,819	\$430,852	\$428,902
2	\$754,869	\$653,212	\$647,178	\$641,227	\$635,358	\$629,569	\$623,858	\$618,225
3	\$817,309	\$657,902	\$648,806	\$639,878	\$631,113	\$622,507	\$614,057	\$605,759
4	\$833,852	\$624,389	\$612,906	\$601,686	\$590,722	\$580,006	\$569,532	\$559,294
5	\$855,078	\$595,612	\$581,952	\$568,666	\$555,742	\$543,169	\$530,936	\$519,033
6	\$882,377	\$571,746	\$556,047	\$540,848	\$526,132	\$511,881	\$498,079	\$484,708
7	\$910,500	\$548,808	\$531,268	\$514,365	\$498,075	\$482,371	\$467,230	\$452,631
8	\$939,496	\$526,777	\$507,580	\$489,167	\$471,501	\$454,550	\$438,282	\$422,665
9	\$969,390	\$505,618	\$484,936	\$465,191	\$446,334	\$428,323	\$411,116	\$394,674
10	\$1,000,211	\$485,296	\$463,291	\$442,379	\$422,500	\$403,599	\$385,625	\$368,527
Total Cash Flows	\$8,437,019	\$5,610,233	\$5,472,796	\$5,340,215	\$5,212,281	\$5,088,795	\$4,969,567	\$4,854,416
Residual Value	\$15,043,557	\$7,299,042	\$6,968,078	\$6,653,546	\$6,354,561	\$6,070,289	\$5,799,942	\$5,542,781
DCF plus Residual Value	\$23,480,575	\$12,909,275	\$12,440,874	\$11,993,761	\$11,566,842	\$11,159,083	\$10,769,509	\$10,397,198
Rounded to Thousands	\$23,481,000	\$12,909,000	\$12,441,000	\$11,994,000	\$11,567,000	\$11,159,000	\$10,770,000	\$10,397,000
Value per Unit	\$1,174,029	\$645,464	\$622,044	\$599,688	\$578,342	\$557,954	\$538,475	\$519,860
Going-in Cap Rate	2.48%	4.52%	4.69%	4.86%	5.04%	5.23%	5.42%	5.61%
Percentage Value Distribution								
From Cash Flows		35.9%	43.5%	44.0%	44.5%	45.1%	45.6%	46.1%
From Residual		64.1%	56.5%	56.0%	55.5%	54.9%	54.4%	53.9%

Report - Investment Analysis: Investment Cash Flow

Investment Analysis

INVESTMENT CASH FLOW

RETURN SENSITIVITIES

Display data annually or monthly

Show data

Annual

Show Levered?

Show figures in 000's?

As is

Select As is DCF value as time zero.

Investment Period

Purchase/Start

Start Date

Investment Period

Exit Date

Exit Costs (%)

Valuation

Cap Rate

Discount Rate

Analysis Start

120M

12/2036

DCF Analysis Start, DCF

7.00%

Override

For the Years Ending

Time 0
Jan-01-2027

Year 1
Dec-2027

Year 2
Dec-2028

Year 3
Dec-2029

Year 4
Dec-2030

Year 5
Dec-2031

Year 6
Dec-2032

Year 7
Dec-2033

Year 8
Dec-2034

Year 9
Dec-2035

Year 10
Dec-2036

Property Cashflows

Net Operating Income

888,258

821,906

842,474

857,632

881,626

909,721

938,665

968,505

999,270

1,030,987

Leasing & Capital Costs

109,316

87,038

23,165

23,780

26,548

27,344

28,165

29,010

29,880

30,778

Net Cash Flow

478,937

754,869

817,309

833,852

855,078

882,377

910,500

939,496

969,390

1,000,211

Purchase/Sale

Purchase/Sale

(11,566,842)

-

-

-

-

-

-

-

-

-

15,195,512

Exit Costs

-

-

-

-

-

-

-

-

-

-

(151,955)

Net Proceeds

(11,566,842)

-

-

-

-

-

-

-

-

-

15,043,557

Cash Flow Available for Distribution

IRR/MOC

Total Unlevered Cash Flow

9.00% / 2.03x

(11,566,842)

478,937

754,869

817,309

833,852

855,078

882,377

910,500

939,496

969,390

16,043,768

Unlevered Cash On Cash

-

4.10%

8.53%

7.07%

7.21%

7.39%

7.63%

7.87%

8.12%

8.38%

8.65%

Investment Analysis: Return Sensitivities

Investment Analysis

INVESTMENT CASH FLOW

RETURN SENSITIVITIES

SOURCES & USES

RESERVES ACTIVITY

COST OF CAPITAL

Investment Period							
Start Date	Investment Period	Exit Date	Exit Costs (%)	Valuation			
Analysis Start	120M	12/2036	1.00	DCF Analysis Start, ...			
				Override:			
Sale/Exit Cap Rate (%)	Investment Period (Mo)						
	UNLEVERED IRR				UNLEVERED Equity Multiple (MOC)		
	108	120	132		108	120	132
8.00%	10.29%	10.20%	10.12%		2.11x	2.25x	2.38x
8.50%	9.57%	9.57%	9.56%		2.00x	2.13x	2.26x
7.00%	8.91%	9.00%	9.06%		1.90x	2.03x	2.16x
7.50%	8.32%	8.48%	8.61%		1.82x	1.94x	2.07x
8.00%	7.77%	8.00%	8.19%		1.75x	1.87x	1.99x

Purchase/Start Value	Investment Period (Mo)						
	UNLEVERED IRR				UNLEVERED Equity Multiple (MOC)		
	108	120	132		108	120	132
9,566,842	11.83%	11.70%	11.59%		2.30x	2.45x	2.61x
10,566,842	10.29%	10.26%	10.25%		2.08x	2.22x	2.36x
11,566,842	8.91%	9.00%	9.06%		1.90x	2.03x	2.16x
12,566,842	7.89%	7.86%	8.00%		1.75x	1.87x	1.99x
13,566,842	6.58%	6.83%	7.04%		1.62x	1.73x	1.84x

Debt

Create up to 5 loans in VAL. Include or exclude debt to display results by selecting Yes or No in the Loan In Use field.

Refinance Loan: A refinance loan is available as the 6th loan which is used to pay off all of the loans in the capital stack that are “in use”. The pay-off date (or funding date) occurs on the Note Date of the Refinance Loan.

Loan Testing: Select Loan Sizing to run cumulative or individual tests.

- Individual Test:
 - Max Loan Amount
- Cumulative Test:
 - Max LTV
 - Min DSCR (Actual Constant)
 - Min DSCR (Test Constant)
 - Min Debt Yield



Activate Loan Sizing to enable VAL to calculate the Note Amount.

Loans

Loan In Use?	Loan Priority	Loan Info		Future Advances?	Note Amount/ Total Commitment	Initial Advance	Interest Rate		Loan Term	IO Periods	Amortization		Note Date	First Payment Date
		Loan Name	Loan Status				Rate Type	Rate			Amort. Term	Amort. Int. Rate (%)		
Yes	1	Financing	<input checked="" type="checkbox"/>	<input type="checkbox"/>	6,706,743.92	6,706,743.92	Fixed	5%	10Y	30Y		01/2027	01/2027	
No			<input type="checkbox"/>	<input type="checkbox"/>			Fixed						01/2027	
No			<input type="checkbox"/>	<input type="checkbox"/>			Fixed						01/2027	
No			<input type="checkbox"/>	<input type="checkbox"/>			Fixed						01/2027	
No			<input type="checkbox"/>	<input type="checkbox"/>			Fixed						01/2027	
No			<input type="checkbox"/>	<input type="checkbox"/>			Fixed						01/2027	
No			<input type="checkbox"/>	<input type="checkbox"/>			Fixed						01/2027	

Loan Sizing Inputs

Loan Name	Max Loan Amount	Max LTV	Max LFC	Min DSCR (Actual Constant)	Min DSCR (Term Constant)	Min Debt Yield (%)	Valuation	Cost Basis (for ...)	NOI/NCF	NOI/NCF As Of Date	NOI/NCF # Months	
Financing	<input type="checkbox"/>	<input checked="" type="checkbox"/>	65.00	<input checked="" type="checkbox"/>	1.35	<input checked="" type="checkbox"/>	7.00	DCF Analysis...		NOI Forward	Analysis Date	12

Enter below inputs for **Debt**:

- Loan Name: Financing
- Loan Sizing: Yes
- Interest Rate: 5%
- Accrual Method: 30/360
- Loan Term: 10 Years
- Amortization Schedule: 30 Years
- Note Date: 1/2027

Enter below inputs for **Loan Sizing**:

- Max LTV: 65
- Min DSCR (Actual Constant): 1.35
- Min Debt Yield: 7%
- Valuation: As is DCF
- NOI/NCF: NOI Forward 12 Months



Debt Report – Schedule Amortization Table

Debt															
1 - FINANCING															
Scheduled Amortization Table															
Loan Name: Financing															
Month	Payment Date	Accrual Period Begin Date	Accrual Period End Date	Days	Interest Rate	Index Value	Spread/Margin	Lifetime Cap	Lifetime Floor	Beginning Balance	Interest	Principal	Total P&I	Balloon Payment	Ending Balance
1	Feb-01-2027	Jan-01-2027	Jan-31-2027	30	5.0000%	-	-	-	-	6,706,748.92	27,944.77	8,058.49	36,003.26	-	6,698,687.43
2	Mar-01-2027	Feb-01-2027	Feb-28-2027	30	5.0000%	-	-	-	-	6,698,687.43	27,911.20	8,092.06	36,003.26	-	6,690,595.36
3	Apr-01-2027	Mar-01-2027	Mar-31-2027	30	5.0000%	-	-	-	-	6,690,595.36	27,877.48	8,125.78	36,003.26	-	6,682,469.58
4	May-01-2027	Apr-01-2027	Apr-30-2027	30	5.0000%	-	-	-	-	6,682,469.58	27,843.62	8,159.64	36,003.26	-	6,674,309.94
5	Jun-01-2027	May-01-2027	May-31-2027	30	5.0000%	-	-	-	-	6,674,309.94	27,809.62	8,193.64	36,003.26	-	6,666,116.31
6	Jul-01-2027	Jun-01-2027	Jun-30-2027	30	5.0000%	-	-	-	-	6,666,116.31	27,775.48	8,227.78	36,003.26	-	6,657,888.53
7	Aug-01-2027	Jul-01-2027	Jul-31-2027	30	5.0000%	-	-	-	-	6,657,888.53	27,741.20	8,262.06	36,003.26	-	6,649,626.47
8	Sep-01-2027	Aug-01-2027	Aug-31-2027	30	5.0000%	-	-	-	-	6,649,626.47	27,706.78	8,296.49	36,003.26	-	6,641,329.98
9	Oct-01-2027	Sep-01-2027	Sep-30-2027	30	5.0000%	-	-	-	-	6,641,329.98	27,672.21	8,331.06	36,003.26	-	6,632,998.93
10	Nov-01-2027	Oct-01-2027	Oct-31-2027	30	5.0000%	-	-	-	-	6,632,998.93	27,637.50	8,365.77	36,003.26	-	6,624,633.16
11	Dec-01-2027	Nov-01-2027	Nov-30-2027	30	5.0000%	-	-	-	-	6,624,633.16	27,602.84	8,400.62	36,003.26	-	6,616,232.54

Report Investment Analysis – Levered IRR

Investment Analysis

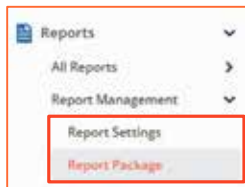
Select YES to Show Levered

INVESTMENT CASH FLOW
RETURN SENSITIVITY
BASE

Show data: Annual
Show figures in 000s?

Investment Period				Purchase/Start				Sale/Exit																																																																																																																																																																																							
Start Date	Investment Period	Exit Date	Exit Costs (%)	Valuation	Cap Rate	Discount Rate	Amount	Valuation	Cap Rate	Discount Rate	Exit Costs (%)																																																																																																																																																																																				
Project Start	12/01	12/01/2026	1.00	As is DCF Analysis	7.00	8.00	11,566,842	Residual Value of...																																																																																																																																																																																							
<div> For the Years Ending </div> <table border="1"> <thead> <tr> <th></th> <th>Year 0 Jan-01-2027</th> <th>Year 1 Dec-31-27</th> <th>Year 2 Dec-31-28</th> <th>Year 3 Dec-31-29</th> <th>Year 4 Dec-31-30</th> <th>Year 5 Dec-31-31</th> <th>Year 6 Dec-31-32</th> <th>Year 7 Dec-31-33</th> <th>Year 8 Dec-31-34</th> <th>Year 9 Dec-31-35</th> <th>Year 10 Dec-31-36</th> </tr> </thead> <tbody> <tr> <td>Net Cash Flow</td> <td></td> <td>473,937</td> <td>754,869</td> <td>817,309</td> <td>833,852</td> <td>855,078</td> <td>882,377</td> <td>910,500</td> <td>939,496</td> <td>969,390</td> <td>1,000,211</td> </tr> <tr> <td>Debt Service</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Financing</td> <td></td> <td>(396,036)</td> <td>(432,039)</td> <td>(432,039)</td> <td>(432,039)</td> <td>(432,039)</td> <td>(432,039)</td> <td>(432,039)</td> <td>(432,039)</td> <td>(432,039)</td> <td>(432,039)</td> </tr> <tr> <td>Total Debt Service</td> <td></td> <td>(396,036)</td> <td>(432,039)</td> <td>(432,039)</td> <td>(432,039)</td> <td>(432,039)</td> <td>(432,039)</td> <td>(432,039)</td> <td>(432,039)</td> <td>(432,039)</td> <td>(432,039)</td> </tr> <tr> <td>Cash Flow After Debt Service</td> <td></td> <td>77,901</td> <td>322,829</td> <td>385,270</td> <td>401,813</td> <td>423,039</td> <td>450,338</td> <td>478,461</td> <td>507,457</td> <td>537,351</td> <td>568,172</td> </tr> <tr> <td>Credit Metrics</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Financing</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Purchase/Sale</td> <td></td> <td>(11,566,842)</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>15,043,557</td> </tr> <tr> <td>Loan Proceeds & Repayment</td> <td></td> <td>6,706,746</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td>(5,468,623)</td> </tr> <tr> <td>Cash Flow Available for Distribution</td> <td>IRR/MOC</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Total Unlevered Cash Flow</td> <td>9.00% / 2.03x</td> <td>(11,566,842)</td> <td>473,937</td> <td>754,869</td> <td>817,309</td> <td>833,852</td> <td>855,078</td> <td>882,377</td> <td>910,500</td> <td>939,496</td> <td>969,390</td> </tr> <tr> <td>Unlevered Cash On Cash</td> <td></td> <td>-</td> <td>4.10%</td> <td>8.53%</td> <td>7.07%</td> <td>7.21%</td> <td>7.59%</td> <td>7.63%</td> <td>7.87%</td> <td>8.12%</td> <td>8.58%</td> </tr> <tr> <td>Total Levered Cash Flow</td> <td>12.94% / 2.82x</td> <td>(4,860,096)</td> <td>77,901</td> <td>322,829</td> <td>385,270</td> <td>401,813</td> <td>423,039</td> <td>450,338</td> <td>478,461</td> <td>507,457</td> <td>537,351</td> </tr> <tr> <td>Levered Cash On Cash</td> <td></td> <td>-</td> <td>1.60%</td> <td>8.64%</td> <td>7.93%</td> <td>8.27%</td> <td>8.70%</td> <td>9.27%</td> <td>9.84%</td> <td>10.44%</td> <td>11.09%</td> </tr> </tbody> </table>													Year 0 Jan-01-2027	Year 1 Dec-31-27	Year 2 Dec-31-28	Year 3 Dec-31-29	Year 4 Dec-31-30	Year 5 Dec-31-31	Year 6 Dec-31-32	Year 7 Dec-31-33	Year 8 Dec-31-34	Year 9 Dec-31-35	Year 10 Dec-31-36	Net Cash Flow		473,937	754,869	817,309	833,852	855,078	882,377	910,500	939,496	969,390	1,000,211	Debt Service												Financing		(396,036)	(432,039)	(432,039)	(432,039)	(432,039)	(432,039)	(432,039)	(432,039)	(432,039)	(432,039)	Total Debt Service		(396,036)	(432,039)	(432,039)	(432,039)	(432,039)	(432,039)	(432,039)	(432,039)	(432,039)	(432,039)	Cash Flow After Debt Service		77,901	322,829	385,270	401,813	423,039	450,338	478,461	507,457	537,351	568,172	Credit Metrics												Financing												Purchase/Sale		(11,566,842)	-	-	-	-	-	-	-	-	15,043,557	Loan Proceeds & Repayment		6,706,746	-	-	-	-	-	-	-	-	(5,468,623)	Cash Flow Available for Distribution	IRR/MOC											Total Unlevered Cash Flow	9.00% / 2.03x	(11,566,842)	473,937	754,869	817,309	833,852	855,078	882,377	910,500	939,496	969,390	Unlevered Cash On Cash		-	4.10%	8.53%	7.07%	7.21%	7.59%	7.63%	7.87%	8.12%	8.58%	Total Levered Cash Flow	12.94% / 2.82x	(4,860,096)	77,901	322,829	385,270	401,813	423,039	450,338	478,461	507,457	537,351	Levered Cash On Cash		-	1.60%	8.64%	7.93%	8.27%	8.70%	9.27%	9.84%	10.44%	11.09%
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Settings & Report Packages



Report Settings & Package

REPORT SETTINGS
REPORT PACKAGES

Specified below

RUN

SAVE

SAVE AS

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☒ Rent Roll

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Select reports to include in package and click Run.

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For the Years Ending	Year 1 Dec-2027	Year 2 Dec-2028	Year 3 Dec-2029	Year 4 Dec-2030	Year 5 Dec-2031	Year 6 Dec-2032	Year 7 Dec-2033	Year 8 Dec-2034	Year 9 Dec-2035	Year 10 Dec-2036	Year 11 Dec-2037
Income	951,807	1,206,398	1,236,377	1,261,000	1,294,964	1,333,389	1,372,931	1,413,646	1,455,568	1,498,733	1,543,178
Gross Scheduled Rent	1,269,600	1,294,992	1,320,892	1,347,310	1,387,729	1,429,361	1,472,242	1,516,409	1,561,901	1,608,758	1,657,021
One Bedroom	801,600	817,632	833,985	850,664	876,184	902,470	929,544	957,430	986,153	1,015,738	1,046,210
Two Bedroom	468,000	477,360	486,907	496,645	511,545	526,891	542,698	558,979	575,748	593,021	610,811
Total Gross Scheduled Rent	1,269,600	1,294,992	1,320,892	1,347,310	1,387,729	1,429,361	1,472,242	1,516,409	1,561,901	1,608,758	1,657,021
Loss to Lease	(289,861)	(73,711)	(76,482)	(78,291)	(82,955)	(85,754)	(88,779)	(91,909)	(95,146)	(98,495)	(101,959)
One Bedroom	(170,958)	(47,095)	(49,233)	(50,393)	(54,705)	(56,570)	(58,553)	(60,604)	(62,725)	(64,919)	(67,188)
Two Bedroom	(118,903)	(26,616)	(27,249)	(27,897)	(28,250)	(29,184)	(30,226)	(31,305)	(32,421)	(33,576)	(34,771)
Total Loss to Lease	(289,861)	(73,711)	(76,482)	(78,291)	(82,955)	(85,754)	(88,779)	(91,909)	(95,146)	(98,495)	(101,959)
Potential Rental Income	979,739	1,221,281	1,244,410	1,269,019	1,304,774	1,343,607	1,383,463	1,424,500	1,466,755	1,510,263	1,555,062
One Bedroom	630,642	770,537	784,752	800,271	821,479	845,900	870,991	896,826	923,428	950,818	979,021
Two Bedroom	349,097	450,744	459,658	468,748	483,295	497,707	512,472	527,674	543,327	559,445	576,040
Total Potential Rental Income	979,739	1,221,281	1,244,410	1,269,019	1,304,774	1,343,607	1,383,463	1,424,500	1,466,755	1,510,263	1,555,062
Downtime Vacancy	(38,200)	(29,009)	(34,677)	(34,970)	(33,802)	(35,882)	(36,358)	(36,849)	(37,354)	(37,875)	(38,411)
One Bedroom	(35,167)	(23,705)	(29,267)	(29,452)	(29,065)	(30,027)	(30,328)	(30,630)	(30,932)	(31,234)	(31,536)
Two Bedroom	(3,033)	(5,304)	(5,410)	(5,518)	(4,737)	(5,854)	(6,030)	(6,219)	(6,422)	(6,641)	(6,875)
Total Downtime Vacancy	(38,200)	(29,009)	(34,677)	(34,970)	(33,802)	(35,882)	(36,358)	(36,849)	(37,354)	(37,875)	(38,411)
Concessions	(53,618)	(45,388)	(40,337)	(41,114)	(43,945)	(45,263)	(46,621)	(48,019)	(49,458)	(50,937)	(52,456)
One Bedroom	(33,858)	(31,111)	(25,791)	(26,295)	(27,746)	(28,578)	(29,436)	(30,319)	(31,228)	(32,162)	(33,121)
Two Bedroom	(19,760)	(14,277)	(14,545)	(14,819)	(16,199)	(16,685)	(17,185)	(17,700)	(18,230)	(18,775)	(19,335)
Total Concessions	(53,618)	(45,388)	(40,337)	(41,114)	(43,945)	(45,263)	(46,621)	(48,019)	(49,458)	(50,937)	(52,456)
Base Rental Income	887,921	1,146,884	1,189,396	1,212,935	1,247,028	1,282,462	1,320,484	1,360,681	1,403,297	1,448,328	1,495,646
One Bedroom	561,617	715,721	749,694	764,524	784,668	807,294	831,227	856,194	882,208	909,277	937,404
Two Bedroom	326,304	431,163	439,702	448,411	462,359	475,168	489,256	504,487	521,089	539,051	558,242
Total Base Rental Income	887,921	1,146,884	1,189,396	1,212,935	1,247,028	1,282,462	1,320,484	1,360,681	1,403,297	1,448,328	1,495,646
Misc. Income	86,034	107,201	111,065	113,426	116,645	119,986	123,549	127,219	130,997	134,887	138,893
Signage	15,000	25,450	25,914	26,391	26,883	27,389	27,911	28,448	29,002	29,572	30,159
Security Deposit	71,034	81,751	85,152	87,035	89,762	92,597	95,630	98,771	101,995	105,316	108,734
Total Misc. Income	86,034	107,201	111,065	113,426	116,645	119,986	123,549	127,219	130,997	134,887	138,893
Total Potential Gross Income	973,954	1,254,085	1,300,462	1,326,360	1,363,673	1,402,448	1,444,033	1,486,850	1,530,937	1,576,311	1,625,071
Vacancy Loss	(12,408)	(35,146)	(31,080)	(32,096)	(33,072)	(33,035)	(36,661)	(38,336)	(40,060)	(41,835)	(43,663)
Collection Loss	(9,740)	(12,541)	(13,005)	(13,284)	(13,637)	(14,024)	(14,440)	(14,869)	(15,309)	(15,763)	(16,231)
Effective Gross Income	951,807	1,206,398	1,236,377	1,261,000	1,294,964	1,333,389	1,372,931	1,413,646	1,455,568	1,498,733	1,543,178
Expenses	368,554	384,492	393,902	403,369	413,337	423,668	434,267	445,141	456,298	467,746	479,492
Utilities	75,000	77,250	79,568	81,955	84,413	86,946	89,554	92,241	95,008	97,858	100,794
Repairs & Maintenance	75,000	77,250	79,568	81,955	84,413	86,946	89,554	92,241	95,008	97,858	100,794
Real Estate Taxes	190,000	193,800	197,676	201,630	205,662	209,775	213,971	218,250	222,615	227,068	231,609
Mgmt Fee	28,554	36,192	37,091	37,830	38,649	40,002	41,188	42,409	43,667	44,962	46,295
Total Expenses	368,554	384,492	393,902	403,369	413,337	423,668	434,267	445,141	456,298	467,746	479,492
Net Operating Income	583,253	821,906	842,474	857,632	881,626	909,721	938,665	968,505	999,270	1,030,987	1,063,686
Leasing & Capital Costs	109,316	67,038	25,165	23,780	26,548	27,344	28,165	29,010	29,880	30,776	31,700
Leasing Costs	105,316	60,858	28,800	17,223	19,795	20,389	21,000	21,630	22,279	22,948	23,636
Turnover Costs	5,300	4,738	4,244	3,934	4,502	4,637	4,776	4,920	5,067	5,219	5,376
One Bedroom	3,700	3,502	2,971	2,841	3,151	3,246	3,343	3,444	3,547	3,653	3,763

Report package in Excel format will be emailed to user with each report located in tabs.

Scenarios & Sets

Combine sets of assumptions to create named scenarios by selecting Scenarios & Sets from the navigation pane. Create different variations of users' baseline set of rollover assumptions, growth rates, and vacancy and collection loss to run different scenarios in the model.



Collapse menu

- Rent Roll
 - Rent Roll
- Assumptions
 - Growth Rates
 - Vacancy & Collection Loss
 - Leasing/Rollover
 - Unit Mix & Exceptions
 - Scenarios & Sets

Scenarios & Sets

SCENARIO MANAGER
SET MANAGER

Scenario Name	RLA Set	Growth Rates Set	Vacancy & Collection Loss Set
Baseline	Baseline	Baseline	Baseline
Downside	Baseline	Baseline	Baseline

- From the Navigation pane select **Scenarios & Sets**.
- Click **Add Scenario** (located in upper right-hand corner).
- Name scenario **Downside** by typing in the red box in the new row.

RLA Set Rollover Scenarios

VAL provides ability to easily run alternative rollover scenarios in the model to test the robustness of results in the presence of uncertainty.



Scenarios & Sets

SCENARIO MANAGER
SET MANAGER

Name	RLA Set
Baseline	Baseline
Downside	Baseline
	Baseline
	Add new

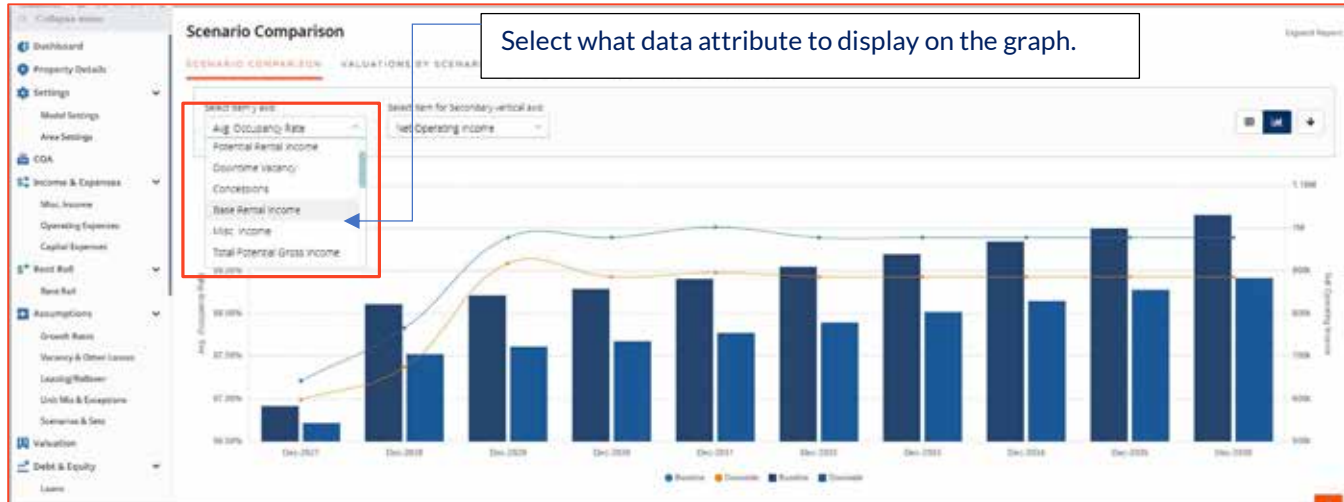
- From the RLA set drop down menu select **Add New**.
- Name RLA Set **Downside RLA**.

Set Name	RLA Name	Active?	Renewal Probability	Term	Downtime	Market Rents	
						New	New UoM
Downs...	One Bedroom	Y	Use Baseline	Use Baseline	Use Baseline	4,000...	\$/Unit/Mo
Downs...	RENO One Bedroom	Y	Use Baseline	Use Baseline	Use Baseline	4,500...	\$/Unit/Mo
Downs...	Two Bedroom	Y	Use Baseline	Use Baseline	200	6,000...	\$/Unit/Mo

- Update the following assumptions:
 - One Bedroom
 - Market Rent: \$4,000
 - RENO One Bedroom
 - Market Rent: \$4500
 - Two Bedroom
 - Downtime: 20 Days
 - Market Rent: \$6,000

Scenario Comparison Reports

Scenario Comparison




Cashflow Variance

Scenario Comparison		Valuations by Scenario				Cashflow Variance				Valuation Variance			
Show data		Layout		Scenario 1		Scenario 2		Show Loss to Lease		Hide blank rows			
Annual		Standard		Baseline		Downside		Yes		No			
For the Years Ending	Year 1 Dec-2027				Year 2 Dec-2028				Year 3 Dec-2029				
	Scenario 1	Scenario 2	Variance Amount	Variance %	Scenario 1	Scenario 2	Variance Amount	Variance %	Scenario 1	Scenario 2	Variance Amount	Variance %	
Income													
Gross Scheduled Rent	1,269,600	1,140,000	(129,600)	(10.21%)	1,294,992	1,162,800	(132,192)	(10.21%)	1,320,892	1,188,056	(134,836)	(10.21%)	
Loss to Lease	(289,861)	(206,923)	82,939	(28.61%)	(73,711)	(65,923)	7,788	(10.56%)	(76,482)	(67,189)	9,293	(12.15%)	
Potential Rental Income	979,739	933,077	(46,661)	(4.76%)	1,221,281	1,096,877	(124,404)	(10.19%)	1,244,410	1,118,867	(125,543)	(10.09%)	
Downtime Vacancy	(38,200)	(36,793)	1,407	(3.84%)	(29,009)	(30,974)	1,965	6.77%	(14,677)	(16,508)	1,831	12.48%	
Concessions	(53,618)	(47,500)	6,118	(11.41%)	(45,388)	(39,972)	5,416	(11.93%)	(40,337)	(37,021)	3,316	(8.22%)	
Base Rental Income	887,921	848,844	(39,077)	(4.40%)	1,146,884	1,025,930	(120,954)	(10.53%)	1,189,396	1,065,338	(124,058)	(10.43%)	
Misc. Income	86,034	82,908	(3,126)	(3.63%)	107,201	97,524	(9,676)	(9.03%)	111,065	101,141	(9,925)	(8.94%)	
Total Potential Gross Income	973,954	931,752	(42,202)	(4.33%)	1,254,085	1,123,455	(130,630)	(10.42%)	1,300,462	1,166,479	(133,983)	(10.30%)	
Vacancy Loss	(12,408)	(11,691)	717	(5.78%)	(35,146)	(26,747)	8,399	(23.90%)	(51,080)	(42,642)	8,439	(16.52%)	
Collection Loss	(9,740)	(9,318)	422	(4.33%)	(12,541)	(11,235)	1,306	(10.42%)	(13,005)	(11,865)	1,140	(10.30%)	
Effective Gross Income	951,807	910,743	(41,064)	(4.31%)	1,206,398	1,085,473	(120,925)	(10.02%)	1,236,377	1,112,172	(124,205)	(10.05%)	
Expenses													
Utilities	75,000	75,000	-	-	77,250	77,250	-	-	79,568	79,568	-	-	
Repairs & Maintenance	75,000	75,000	-	-	77,250	77,250	-	-	79,568	79,568	-	-	
Real Estate Taxes	190,000	190,000	-	-	193,800	193,800	-	-	197,676	197,676	-	-	
Management Fee	28,554	27,322	(1,232)	(4.31%)	36,192	32,564	(3,628)	(10.02%)	37,091	33,365	(3,726)	(10.05%)	
Total Expenses	368,554	367,322	(1,232)	(0.33%)	384,492	380,864	(3,628)	(0.94%)	393,902	390,176	(3,726)	(0.95%)	
Net Operating Income	583,253	543,421	(39,832)	(6.83%)	821,906	704,609	(117,298)	(14.27%)	842,474	721,996	(120,478)	(14.30%)	
Leasing & Capital Costs													
Leasing Costs	103,316	101,513	(1,803)	(1.75%)	60,858	58,201	(2,657)	(4.37%)	18,800	17,314	(1,486)	(7.90%)	

Toggling Scenarios in Reports

Select Downside scenario from the drop down menu to view the impact on any report in VAL.




VAL Multifamily Model (New)
750 3rd Street Northwest, Washington, DC
Analysis Start: Jan-2027: 10 yrs

\$9,918,082 · \$495,904 / Unit
Valuation as of Jan-2027

Scenario: **Downside** (dropdown menu open showing Baseline, Downside)

Shock: **No Shock**

Collaborate with: 

Cash Flow

MAIN | ALL PERIODS DETAIL

Show data: **Annual** | Layout: **Standard** | Sort Expenses: **As Entered** | Show figures in '000s: **No** | Show Loss to Lease: **Yes**

For the Years Ending	Year 1 Dec-2027	Year 2 Dec-2028	Year 3 Dec-2029	Year 4 Dec-2030	Year 5 Dec-2031	Year 6 Dec-2032	Year 7 Dec-2033	Year 8 Dec-2034	Year 9 Dec-2035	Year 10 Dec-2036	Year 11 Dec-2037
Income											
➤ Gross Scheduled Rent	1,140,000	1,162,800	1,186,056	1,209,777	1,246,070	1,283,453	1,321,956	1,361,615	1,402,463	1,444,537	1,487,873
➤ Loss to Lease	(206,923)	(66,923)	(67,189)	(68,762)	(74,830)	(77,264)	(80,142)	(83,124)	(86,212)	(89,411)	(92,724)
➤ Potential Rental Income	933,077	1,096,877	1,118,867	1,141,015	1,171,540	1,206,189	1,241,814	1,278,491	1,316,251	1,355,126	1,395,149
➤ Downtime Vacancy	(36,733)	(30,974)	(16,508)	(18,536)	(18,509)	(19,665)	(20,255)	(20,862)	(21,488)	(22,133)	(22,797)
➤ Concessions	(47,500)	(39,972)	(37,021)	(37,751)	(39,459)	(40,643)	(41,862)	(43,118)	(44,411)	(45,744)	(47,116)
➤ Base Rental Income	848,844	1,025,930	1,065,338	1,084,729	1,113,572	1,145,882	1,179,698	1,214,511	1,250,352	1,287,250	1,325,237
➤ Misc. Income	82,908	97,524	101,141	103,169	105,968	109,060	112,287	115,609	119,030	122,552	126,178
Total Potential Gross Income	931,752	1,123,455	1,166,479	1,187,896	1,219,541	1,254,941	1,291,984	1,330,120	1,369,382	1,409,802	1,451,415
Vacancy Loss	(11,691)	(26,747)	(42,642)	(41,786)	(43,394)	(44,060)	(45,357)	(46,687)	(48,055)	(49,464)	(50,914)
Collection Loss	(9,318)	(11,235)	(11,665)	(11,879)	(12,195)	(12,549)	(12,920)	(13,301)	(13,694)	(14,098)	(14,514)
Effective Gross Income	910,743	1,085,473	1,112,172	1,134,233	1,163,952	1,198,326	1,233,707	1,270,132	1,307,632	1,346,240	1,385,986
Expenses											
Utilities	75,000	77,250	79,568	81,955	84,413	86,948	89,554	92,241	95,008	97,858	100,794
Repairs & Maintenance	75,000	77,250	79,568	81,955	84,413	86,948	89,554	92,241	95,008	97,858	100,794
Real Estate Taxes	190,000	193,800	197,676	201,630	205,662	209,775	213,971	218,250	222,615	227,068	231,609

Multifamily Case Study

Alien Real Estate is creating a model for a potential acquisition of a 21,000 SqFt Multifamily building located in Austin, Texas. The analysis will begin January 2027, with a 10-year holding period. Enter the below model assumptions and validate results with the reports at the end of the case study.

Growth Rates:

- General Growth: 3%
- Market Rent: 4% in 2028 – 2031, 3% for remaining years

Vacancy & Collection Loss:

- Vacancy Loss: 5%
- Collection Loss: 2%

Misc Income:

- Signage: \$1,500 Monthly
- Security Deposit: 7% of Base Rental Income

Operating Expenses:

- Utilities: \$70,000/year growing by 3%
- Repairs & Maintenance: \$65,000/year growing by 3%
- Real Estate Taxes: \$200,000/year paid in September growing at 3% per year
- Management Fee: 2% of EGR

Capital Expenses:

- Replacement Reserves: \$250/Total Units

Rent Roll:

One Bedroom

Unit Type: One Bedroom

Occupancy Status: Occupied

of Units: 10

Avg SF/Unit: 800

Lease Term Start Date: January 1st 2027

Lease Term: 12 Months

Rent: 2500 \$/Unit/Mo

Two Bedroom

Unit Type: Two Bedroom

Occupancy Status: Occupied

of Units: 5

Avg SF/Unit: 1300

Lease Term Start Date: January 1st 2027

Lease Term: 12 Months

Rent: 3250 \$/Unit/Mo

Leasing/Rollover Assumptions:

One Bedroom

Name: One Bedroom

Renewal Probability: 70%

Term: 12 Months

Downtime: 12 Days

Market Rent: \$3000 \$Unit/Mo (Market Rent Growth)

Concessions:

- New: 2 Months
- Renew: 0 Months

Turnover Costs:

- New: 600 \$Unit
- Renew: 0 \$Unit

Leasing Commissions:

- New: 4%
- Renew: 0%

Clone One Bedroom RLA and enter following override assumptions:

Two Bedroom

Name: Two Bedroom

Market Rent: \$3750 \$Unit/Mo

Unit Mix & Exceptions assumptions:

Enter leasing assumption for both absorption assumptions and rollover assumptions as follows:

- One Bedroom – One Bedroom RLA
- Two Bedroom – Two Bedroom RLA

Property Valuation:

As is DCF:

- DCF Method as of analysis start date
- Cap Rate: 8%
- Discount Rate: 10%
- Hold Period: 12 Years capping year 13
- Cost of Sale: 1% of residual value

Stabilized Direct Cap

- Valuation as of date: 1/2029
- Direct Capitalization method
- Cap Rate: 10%

Cash Flow Report

► For the Years Ending:	Year 1 Dec-2027	Year 2 Dec-2028	Year 3 Dec-2029	Year 4 Dec-2030	Year 5 Dec-2031	Year 6 Dec-2032	Year 7 Dec-2033	Year 8 Dec-2034	Year 9 Dec-2035	Year 10 Dec-2036	Year 11 Dec-2037	Total
Income												
► Gross Scheduled Rent	585,000	608,400	632,736	658,045	684,367	704,898	726,045	747,827	770,261	793,369	817,170	7,728,120
► Loss to Lease	(90,000)	-	(270)	(562)	(877)	(912)	(1,175)	(1,452)	(1,745)	(2,054)	(2,380)	(101,429)
Potential Rental Income	495,000	608,400	632,466	657,483	683,490	703,986	724,870	746,374	768,516	791,315	814,790	7,626,691
► Downtime Vacancy	-	(6,760)	(7,090)	(7,312)	(7,604)	(7,832)	(8,067)	(8,309)	(8,558)	(8,815)	(9,080)	(79,358)
► Concessions	-	(30,420)	(31,637)	(32,902)	(34,218)	(35,245)	(36,302)	(37,391)	(38,513)	(39,668)	(40,859)	(357,156)
Base Rental Income	495,000	571,220	593,798	617,269	641,667	660,909	680,501	700,674	721,445	742,832	764,852	7,190,167
► Misc. Income	52,650	58,525	60,662	62,878	65,176	67,131	69,128	71,185	73,303	75,484	77,730	733,852
Total Potential Gross Income	547,650	629,745	654,460	680,147	706,843	728,039	749,629	771,859	794,748	818,316	842,582	7,924,019
Vacancy Loss	(27,382)	(25,065)	(26,044)	(27,061)	(28,118)	(28,961)	(29,818)	(30,699)	(31,607)	(32,541)	(33,503)	(320,801)
Collection Loss	(10,953)	(12,595)	(13,089)	(13,603)	(14,137)	(14,561)	(14,993)	(15,437)	(15,895)	(16,366)	(16,852)	(158,480)
Effective Gross Income	509,315	592,085	615,327	639,483	664,588	684,517	704,819	725,722	747,246	769,408	792,227	7,444,737
Expenses												
Utilities	70,000	72,100	74,263	76,491	78,786	81,149	83,584	86,091	88,674	91,334	94,074	896,546
Repairs & Maintenance	65,000	66,950	68,959	71,027	73,158	75,353	77,613	79,942	82,340	84,810	87,355	832,507
Real Estate Taxes	200,000	206,000	212,180	218,545	225,102	231,855	238,810	245,975	253,354	260,955	268,783	2,561,559
Management Fee	10,186	11,842	12,307	12,790	13,292	13,690	14,096	14,514	14,945	15,388	15,845	148,895
Total Expenses	345,186	356,892	367,708	378,853	390,337	402,047	414,104	426,522	439,313	452,487	466,057	4,439,506
Net Operating Income	164,128	235,194	247,619	260,630	274,251	282,470	290,715	299,200	307,933	316,921	326,171	3,005,231
Leasing & Capital Costs												
► Leasing Costs	-	9,717	10,078	10,452	10,841	11,166	11,501	11,846	12,201	12,567	12,944	113,313
► Capital Expenses	3,750	3,863	3,978	4,098	4,221	4,347	4,478	4,612	4,750	4,893	5,040	48,029
Total Leasing & Capital Costs	3,750	13,579	14,056	14,550	15,061	15,513	15,979	16,458	16,952	17,460	17,984	161,342
Net Cash Flow	160,378	221,614	233,563	246,080	259,190	266,957	274,736	282,742	290,982	299,461	308,187	2,843,889

Sale Yield Matrix

Valuation							
PROSPECTIVE PRESENT VALUE SALE YIELD MATRIX CASH FLOW WITH VALUATION HO							
<div> Valuation: As Is DCF; Analysis Start ... Cap Rate Increment (BP): 25 # of Increments: 3 Discount: 50 </div>							
Discount Rates	Valuation						
	Exit Cap Rate						
	7.25%	7.50%	7.75%	8.00%	8.25%	8.50%	8.75%
8.50%	\$3,624,226	\$3,565,145	\$3,509,875	\$3,458,060	\$3,409,385	\$3,363,573	\$3,320,379
9.00%	\$3,478,138	\$3,422,228	\$3,369,925	\$3,320,891	\$3,274,829	\$3,231,476	\$3,190,600
9.50%	\$3,339,594	\$3,286,671	\$3,237,164	\$3,190,750	\$3,147,149	\$3,106,113	\$3,067,422
10.00%	\$3,208,153	\$3,158,047	\$3,111,173	\$3,067,228	\$3,025,947	\$2,987,094	\$2,950,462
10.50%	\$3,083,404	\$3,035,951	\$2,991,560	\$2,949,943	\$2,910,849	\$2,874,054	\$2,839,362
11.00%	\$2,964,959	\$2,920,008	\$2,877,958	\$2,838,536	\$2,801,503	\$2,766,649	\$2,733,786
11.50%	\$2,852,456	\$2,809,866	\$2,770,023	\$2,732,671	\$2,697,583	\$2,664,558	\$2,633,421

Occupancy Report

Occupancy

Note: Partial Units can result within a period when a unit is occupied for a partial period or there is Downtime

UoM: Show data:

Unit Type	Total Units	Year 1 Dec-2027	Year 2 Dec-2028	Year 3 Dec-2029	Year 4 Dec-2030	Year 5 Dec-2031	Year 6 Dec-2032	Year 7 Dec-2033	Year 8 Dec-2034	Year 9 Dec-2035	Year 10 Dec-2036	Year 11 Dec-2037
One Bedroom	10.00	10.00	9.89	9.89	9.89	9.89	9.89	9.89	9.89	9.89	9.89	9.89
Two Bedroom	5.00	5.00	4.94	4.94	4.94	4.94	4.94	4.94	4.94	4.94	4.94	4.94
Total Occupied Units		15.00	14.83	14.83	14.83	14.83	14.83	14.83	14.83	14.83	14.83	14.83
Average Total Units		15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00
Avg. Occupancy Rate		100.00%	98.89%	98.89%	98.89%	98.89%	98.89%	98.89%	98.89%	98.89%	98.89%	98.89%

Rent Roll Report

Mark to Market

On

Unit Type	# of Units	% of Total (# of Units)	Avg SF/Unit	Total SF	% of Total (SF)	% Occupied (# of Units)	Occu
							Avg Monthly Rent (\$/Unit)
One Bedroom	10	66.7%	800	8,000	55.2%	100.0%	2,500
Two Bedroom	5	33.3%	1,300	6,500	44.8%	100.0%	3,250
Total / Wtd. Avg	15	100.0%	967	14,500	100.0%	100.0%	2,750

Occupied	RLA Market Rent (As of Reporting Start Date)			Mark-to-Market (RLA Market Rent vs. Occupied Rent)		
	Avg Monthly Rent (\$/SF)	Avg Monthly Rent (\$/Unit)	Avg Monthly Rent (\$/SF)	(Above) Below Market (\$/Unit)	(Above) Below Market (\$/SF)	(Above) Below Market %
	3.13	3,000	3.75	500	0.63	20.0%
	2.50	3,750	2.88	500	0.38	15.4%
	2.84	3,250	3.36	500	0.52	18.2%