





## ALL SERVICES REAL ESTATE

(360) 389 7988

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### Levered Sources & Uses

	Total	% of Total	103 keys Per Key
<b>Uses:</b>			
Purchase Price	\$8,750,000	35.3%	\$84,951
Acquisition Costs	175,000	36.0%	86,650
Interest Reserve	0	36.0%	86,650
Tax Reserve	40,000	36.1%	87,039
DD / Legal	0	36.1%	87,039
CapEx/Renovation	150,000	36.7%	88,495
Financing	56,875	36.4%	87,591
Other	109,375	36.8%	88,653
Operating Cash Flow Shortfalls	15,537,063	85.5%	206,064
<b>Total Uses</b>	<b>\$24,818,313</b>	<b>100.0%</b>	<b>\$240,954</b>
<b>Sources:</b>			
Senior Loan	5,687,500	22.9%	55,218
Mezzanine Loan / Preferred Equity	0	22.9%	55,218
Equity	19,130,813	100.0%	\$391,800
<b>Total Sources</b>	<b>\$24,818,313</b>	<b>100.0%</b>	<b>\$240,954</b>

### Return Summary

	Peak Equity	IRR	Profit	Multiple
Unlevered Project	\$16,292,196	#NUM!	(\$16,292,196)	0.00x
Levered Project	\$19,130,813	#NUM!	(\$19,130,813)	0.00x
<b>Limited Partner</b>	<b>\$13,391,569</b>	<b>#NUM!</b>	<b>(\$13,391,569)</b>	<b>0.00x</b>
General Partner	\$5,739,244	n/a	(\$5,739,244)	0.00x
Sponsor Promote Only	n/a	n/a	\$0	n/a

### NOI Summary

Year	Date	Forward NOI	Growth	Unlevered NOI Yield	Δ to Exit Cap
Year 1	7/31/2025	(480,754)		-5.4%	-13.9%
Year 2	7/31/2026	(346,380)	-28.0%	-3.9%	-12.4%
Year 3	7/31/2027	(351,328)	1.4%	-3.9%	-12.4%
Year 4	7/31/2028	(356,236)	1.4%	-4.0%	-12.5%
Year 5	7/31/2029	(361,099)	1.4%	-4.0%	-12.5%
Year 6	7/31/2030	(365,908)	1.3%	-4.1%	-12.6%
Year 7	7/31/2031	(370,655)	1.3%	-4.2%	-12.7%
Year 8	7/31/2032	(375,331)	1.3%	-4.2%	-12.7%
Year 9	7/31/2033	(379,925)	1.2%	-4.3%	-12.8%
Year 10	7/31/2034	(384,430)	1.2%	-4.3%	-12.8%

### Exit Summary

Exit Year	Year 7	
	Per Key	\$ Amount
Exit NOI	(\$3,599)	(\$370,655)
Exit Cap Rate		8.50%
Exit Value		(\$42,336) (\$4,360,648)
Selling Costs		\$1,270 \$130,819
<b>Net Sales Price</b>	<b>(\$41,066)</b>	<b>(\$4,229,829)</b>

### Debt Summary

#### Senior Loan (at Acquisition)

Loan Proceeds	\$5,687,500
Leverage (% of Purchase Price)	65.0%
Interest Rate	7.15%
Financing Fee	\$56,875
Type	Amortized
Amortization Years	25 years
Annual Payment	494,660
DSCR Year 1	-1.25x
DSCR Year 3 (Stabilized)	-0.70x

#### Mezzanine Loan / Preferred Equity

Loan Proceeds	\$0
Leverage (% of Purchase Price)	65.0%
Interest Rate	13.00%
Financing Fee	\$0
Type	Interest Only
Amortization Years	N/A
Annual Payment	0
DSCR Year 1	-1.25x
DSCR Year 3 (Stabilized)	-0.70x

#### Senior Loan (Refinance)

Loan Proceeds	(\$2,686,623)
Leverage (% of Value)	65.0%
Interest Rate	7.00%
Financing Fee	(\$26,866)
Type	Amortized
Amortization Years	25 years
Annual Payment	(230,541)



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Annual Cash Flows												
	2024 7/15/2024 Year 0	2025 7/31/2025 Year 1	2026 7/31/2026 Year 2	2027 7/31/2027 Year 3	2028 7/31/2028 Year 4	2029 7/31/2029 Year 5	2030 7/31/2030 Year 6	2031 7/31/2031 Year 7	2032 7/31/2032 Year 8	2033 7/31/2033 Year 9	2034 7/31/2034 Year 10	2035 7/31/2035 Year 11
Number of Rooms	103	103	103	103	103	103	103	103	103	103	103	103
Annual Available Rooms	37,595	37,595	37,595	37,595	37,595	37,595	37,595	37,595	37,595	37,595	37,595	37,595
Occupancy	50.0%	58.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%
Occupied Rooms	18,798	21,805	24,437	24,437	24,437	24,437	24,437	24,437	24,437	24,437	24,437	24,437
Average Daily Rate (ADR)	\$103.00	\$106.61	\$110.34	\$114.20	\$118.19	\$122.33	\$126.61	\$131.04	\$135.63	\$140.38	\$145.29	
RevPAR	\$51.50	\$61.83	\$71.72	\$74.23	\$76.83	\$79.52	\$82.30	\$85.18	\$88.16	\$91.25	\$94.44	
<b>Budget (Unlevered):</b>												
Purchase Price	(\$8,750,000)											
Acquisition Costs	(\$175,000)											
Tax Reserve	(\$40,000)											
DD / Legal	0											
CapEx/Renovation	(\$150,000)											
Other	(\$109,375)											
<b>Total Budget</b>	<b>(\$9,224,375)</b>	<b>\$40,000</b>	<b>\$0</b>	<b>\$0</b>								
<b>Revenue</b>												
Rooms	\$1,936,143	\$2,324,533	\$2,696,258	\$2,790,627	\$2,888,298	\$2,989,389	\$3,094,018	\$3,202,308	\$3,314,389	\$3,430,393	\$3,550,456	
Food & Beverage	0	0	0	0	0	0	0	0	0	0	0	0
Minor Operated Departments	93,988	112,296	129,625	133,513	137,519	141,644	145,894	150,271	154,779	159,422	164,205	
<b>Total Revenue</b>	<b>\$2,030,130</b>	<b>\$2,436,829</b>	<b>\$2,825,882</b>	<b>\$2,924,140</b>	<b>\$3,025,817</b>	<b>\$3,131,033</b>	<b>\$3,239,911</b>	<b>\$3,352,579</b>	<b>\$3,469,168</b>	<b>\$3,589,815</b>	<b>\$3,714,661</b>	
<b>Departmental Expenses</b>												
Rooms Expense	(\$968,071)	(\$1,162,266)	(\$1,348,129)	(\$1,395,313)	(\$1,444,149)	(\$1,494,694)	(\$1,547,009)	(\$1,601,154)	(\$1,657,194)	(\$1,715,196)	(\$1,775,228)	
Food & Beverage Expense	0	0	0	0	0	0	0	0	0	0	0	0
Minor Operated Departments Expense	(18,798)	(22,459)	(25,925)	(26,703)	(27,504)	(28,329)	(29,179)	(30,054)	(30,956)	(31,884)	(32,841)	
<b>Total Departmental Expenses</b>	<b>(\$986,869)</b>	<b>(\$1,184,726)</b>	<b>(\$1,374,054)</b>	<b>(\$1,422,016)</b>	<b>(\$1,471,653)</b>	<b>(\$1,523,023)</b>	<b>(\$1,576,188)</b>	<b>(\$1,631,208)</b>	<b>(\$1,688,150)</b>	<b>(\$1,747,081)</b>	<b>(\$1,808,069)</b>	
<b>Departmental Income (Loss)</b>	<b>\$1,043,261</b>	<b>\$1,252,103</b>	<b>\$1,451,829</b>	<b>\$1,502,124</b>	<b>\$1,554,164</b>	<b>\$1,608,010</b>	<b>\$1,663,724</b>	<b>\$1,721,371</b>	<b>\$1,781,017</b>	<b>\$1,842,734</b>	<b>\$1,906,592</b>	
<b>Undistributed Operating Expenses</b>												
Administrative and General	(615,288)	(636,148)	(655,233)	(674,890)	(695,137)	(715,991)	(737,470)	(759,594)	(782,382)	(805,854)	(830,029)	
Information and Telephone	(148,367)	(154,277)	(158,905)	(163,672)	(168,582)	(173,640)	(178,849)	(184,214)	(189,741)	(195,433)	(201,296)	
Marketing	(10,300)	(10,731)	(11,053)	(11,384)	(11,726)	(12,078)	(12,440)	(12,813)	(13,198)	(13,594)	(14,001)	
Property Operations and Maintenance	(355,774)	(370,655)	(381,775)	(393,228)	(405,025)	(417,176)	(429,691)	(442,582)	(455,859)	(469,535)	(483,621)	
Utilities	(205,114)	(212,068)	(218,430)	(224,983)	(231,733)	(238,685)	(245,845)	(253,221)	(260,817)	(268,642)	(276,701)	
<b>Total Undistributed Expenses</b>	<b>(\$1,334,842)</b>	<b>(\$1,383,879)</b>	<b>(\$1,425,396)</b>	<b>(\$1,468,157)</b>	<b>(\$1,512,202)</b>	<b>(\$1,557,568)</b>	<b>(\$1,604,295)</b>	<b>(\$1,652,424)</b>	<b>(\$1,701,997)</b>	<b>(\$1,753,057)</b>	<b>(\$1,805,649)</b>	
<b>Cash Flow After Undistributed Operating Expenses</b>	<b>(\$291,581)</b>	<b>(\$131,776)</b>	<b>\$26,433</b>	<b>\$33,967</b>	<b>\$41,962</b>	<b>\$50,442</b>	<b>\$59,428</b>	<b>\$68,946</b>	<b>\$79,021</b>	<b>\$89,677</b>	<b>\$100,943</b>	
Management Fee	(81,205)	(97,473)	(113,035)	(116,966)	(121,033)	(125,241)	(129,596)	(134,103)	(138,767)	(143,593)	(148,586)	
<b>Income Before Fixed Charges</b>	<b>(\$372,786)</b>	<b>(\$229,249)</b>	<b>(\$86,602)</b>	<b>(\$82,999)</b>	<b>(\$79,071)</b>	<b>(\$74,800)</b>	<b>(\$70,168)</b>	<b>(\$65,157)</b>	<b>(\$59,746)</b>	<b>(\$53,915)</b>	<b>(\$47,643)</b>	
<b>Fixed Charges</b>												
Property Taxes	(160,000)	(164,800)	(169,744)	(174,836)	(180,081)	(185,484)	(191,048)	(196,780)	(202,683)	(208,764)	(215,027)	
Insurance	(13,500)	(13,905)	(14,322)	(14,752)	(15,194)	(15,650)	(16,120)	(16,603)	(17,101)	(17,614)	(18,143)	
Reserve for Replacement	(70,000)	(72,800)	(75,712)	(78,740)	(81,890)	(85,166)	(88,572)	(92,115)	(95,800)	(99,632)	(103,617)	
<b>Total Fixed Charges</b>	<b>(\$243,500)</b>	<b>(\$251,505)</b>	<b>(\$259,778)</b>	<b>(\$268,329)</b>	<b>(\$277,166)</b>	<b>(\$286,300)</b>	<b>(\$295,740)</b>	<b>(\$305,498)</b>	<b>(\$315,584)</b>	<b>(\$326,010)</b>	<b>(\$336,787)</b>	
<b>Net Operating Income</b>	<b>(\$616,286)</b>	<b>(\$480,754)</b>	<b>(\$346,380)</b>	<b>(\$351,328)</b>	<b>(\$356,236)</b>	<b>(\$361,099)</b>	<b>(\$365,908)</b>	<b>(\$370,655)</b>	<b>(\$375,331)</b>	<b>(\$379,925)</b>	<b>(\$384,430)</b>	
NOI Margin	-30.4%	-19.7%	-12.3%	-12.0%	-11.8%	-11.5%	-11.3%	-11.1%	-10.8%	-10.6%	-10.3%	
Exit Cap Rate (Forward)												8.50%
Exit Sales Value												(4,360,648)
Disposition Costs												130,819
<b>Net Sales Value</b>												<b>(\$4,229,829)</b>
<b>Unlevered Cash Flow</b>	<b>(\$9,224,375)</b>	<b>\$576,286</b>	<b>(\$480,754)</b>	<b>(\$346,380)</b>	<b>(\$351,328)</b>	<b>(\$356,236)</b>	<b>(\$361,099)</b>	<b>(\$4,595,737)</b>	<			

<b>Levered Cash Flow (adj. for full equity raise upfront)</b>	(\$19,130,813)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Levered Return Metrics</b>													

Peak Equity	\$19,130,813
IRR	#NUM!
Profit	(\$19,130,813)
Multiple	0.00x

**0**

*Debt and Yield Metrics*

<b>Debt and Yield Metrics</b>													
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11		
NOI	(\$616,286)	(\$480,754)	(\$346,380)	(\$351,328)	(\$356,236)	(\$361,099)	(\$365,908)	(\$370,655)	(\$375,331)	(\$379,925)	(\$384,430)		
Total Debt Service	(494,660)	(494,660)	(494,660)	(306,597)	(306,597)	(306,597)	(306,597)	0	0	0	0		
<b>DSCR</b>	<b>-1.25x</b>	<b>-0.97x</b>	<b>-0.70x</b>	<b>-1.15x</b>	<b>-1.16x</b>	<b>-1.18x</b>	<b>-1.19x</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>		
Senior Loan	5,687,500	5,599,496	5,505,200	5,431,027	5,516,779	5,608,662	5,707,115	0	0	0	0		
Mezzanine Loan	0	0	0	0	0	0	0	0	0	0	0		
<b>Total Debt</b>	<b>5,687,500</b>	<b>5,599,496</b>	<b>5,505,200</b>	<b>5,431,027</b>	<b>5,516,779</b>	<b>5,608,662</b>	<b>5,707,115</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>		
Debt Yield	-10.8%	-8.6%	-6.3%	-6.5%	-6.5%	-6.4%	-6.4%	N/A	N/A	N/A	N/A		
Value	(5,655,930)	(4,075,065)	(4,133,266)	(4,191,017)	(4,248,228)	(4,304,804)	(4,360,648)	(4,415,654)	(4,469,711)	(4,522,701)			
Total Debt	5,687,500	5,599,496	5,505,200	5,431,027	5,516,779	5,608,662	5,707,115	0	0	0	0		
Debt Loan to Value	-99.4%	-72.8%	-75.1%	-77.2%	-77.0%	-76.8%	-76.4%	0.0%	0.0%	0.0%	0.0%		
Yield on Unlevered Cost	-3.8%	-3.0%	-2.1%	-2.2%	-2.2%	-2.2%	-2.2%	-2.3%	-2.3%	-2.3%	-2.4%		
Cash on Cash Yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		

Fixed Expense To Negative \*-1

-1





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Return Summary	Project Level	Net to LPs
IRR	#NUM!	#NUM!
Equity Multiple	0.00x	0.00x

## Hotel Value Add

## Multi-Tier IRR Waterfall

## PROJECT LEVEL RETURNS

Project Level IRR	#NUM!
Project Level Equity Multiple	0.00x

## **TIER 1**

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## TIER 2

## Ending Bal

## **TIER 3**

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IRR Hurdle #3	IRR Hurdle	Equity Split
Limited Partner	20%	35%
General Partner + Sponsor		65%

Tier 2 LP Equity Distributions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Tier 3 LP Equity Distributions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Ending Balance (LP Capital Account)	\$99,500,479	\$13,391,569	\$16,069,883	\$19,283,860	\$23,140,631	\$27,768,758	\$33,322,509	\$39,987,011	\$47,984,413	\$57,581,296	\$69,097,555	\$82,917,066	\$99,500,479

Limited Partner Cash Flow	35%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
General Partner Cash Flow	15%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sponsor Promote Cash Flow	50%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Remaining Cash to Distribute	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
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#### TIER 4

Final Distributions	<u>Above...</u>	<u>Equity Split</u>
Limited Partner	20%	28%
General Partner + Sponsor		72%

Limited Partner Cash Flow	28%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
General Partner Cash Flow	12%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sponsor Promote Cash Flow	60%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

#### RETURNS SUMMARY

##### Total Project Cash Flow

IRR	#NUM!												
Net Cash Flow		-\$19,130,813											
Invested Equity		\$19,130,813											
Equity Multiple		0.00x											

##### Limited Partner Cash Flow

IRR	#NUM!												
Net Cash Flow		-\$13,391,569											
Invested Equity		\$13,391,569											
Equity Multiple		0.00x											

##### General Partner Equity Co-Invest Cash Flow

IRR	n/a												
Net Cash Flow		-\$5,739,244											
Invested Equity		\$5,739,244											
Equity Multiple		0.00x											

##### Sponsor Promote Cash Flow

IRR	n/a												
Net Cash Flow		\$0											
Invested Equity		n/a											
Equity Multiple		n/a											

##### GP Co-Invest + Sponsor Promote Cash Flow

IRR	n/a												
Net Cash Flow		-\$5,739,244											
Invested Equity		\$5,739,244											
Equity Multiple		0.00x											

Cash Flow Check (Must be \$0)

\$0