

## Analysis of Comparable Properties

Comparables:	Sale #1	Sale #2	Sale #3
<b>Date of Sale:</b>	10/31/01	07/08/01	09/04/01
<b>Sale Price:</b>	\$1,150,000	\$920,000	\$1,155,000
<b>Physical Description:</b>			
Number of Units	28	22	28
Unit size: <sup>1</sup>	3 x 1 bedroom 16 x 2 bedroom 9 x 3 bedroom	8 x 1 bedroom 16 x 2 bedroom	4 x 1 bedroom 12 x 2 bedroom 12 x 3 bedroom
Number of Rooms:	132	100	134
Year Built:	1981	1979	1984
Heating:	Tenant	Tenant	Owner
Electricity:	Tenant	Tenant	Tenant
General Condition:	Good	Average	Good
<b>Income and Expenses</b>			
Effective Gross Income at the Time of Sale:	\$149,000	\$122,500	\$170,000
Operating Expenses at the Time of Sale:	<u>\$49,170</u>	<u>\$42,875</u>	<u>\$69,700</u>
Net Operating Income	\$99,830	\$79,625	\$100,300
<b>Financing :</b>			
Rate	\$550,000	\$500,000	\$0
Rate	6.00%	3.50%	
Remaining Term at the Time of Sale:	24 months	36 months	
5-Year Market Rate:	6.00%	6.00%	
Amortisation	20 years	20 years	
PV of Financing Advantage	\$0	\$32,500	\$0
Adjusted Sale Price for Financing Advantage	\$1,150,000	\$887,500	\$1,155,000
<b>Capitalisation Rate</b>			
(Net Income / Adjusted Sale Price)	<b>8.68%</b>	<b>8.97%</b>	<b>8.68%</b>
<b>Other Indicators :</b>			
Effective Gross Income Multiplier:	7.72	7.24	6.79
Sale Price per Unit:	\$41,071	\$40,341	\$41,250
Sale Price per Room:	\$8,712	\$8,875	\$8,619

<sup>1</sup> We considered 1 bedroom = 3 1/2 rooms, 2 bedrooms = 4 1/2 rooms, 3 bedrooms = 5 1/2 rooms