116 Vernon St,

Nelson BC

3 Units

Total Rent is \$6850 on day 1



TABLE OF CONTENT

- A. Objectives and Summary
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- E. 8 year Investment Analysis
 - c. Property Value & Debt Analysis
 - d. Property Cash Flow Analysis
 - e. Property Condition Report

OBJECTIVES AND SUMMARY

- 1. To Purchase a positive cash flow multi family rental property in the growing city of Nelson BC, Renovate it, raise rents and hold long term.
- 2. The rental of the properties to provide a positive cash flow of 3 5 %
- 3. JV Partner to earn a return of at least 12%

4. The total down payment between 25% and 35% to keep the Debt / Equity ratio and leverage appropriate for risk and return (ROI)

EXECUTIVE SUMMARY OF INVESTMENT

1. Cash Flow = \$1,069 (3.54%)

2. Real Estate Growth Rate estimated at 4%

3. JV Partner to earn a return of 22% APR after reno. \$150,000 ROI in Month 1 after reno.

4. Vacancy rate is less than 1%. Mortgage is being paid down consistently with good leases in place

ESTIMATED GROWTH RATE

- 1. Based on Population Growth, Job Growth, Real Estate Price Growth: Researched with Real Estate Agent Stats
- 2. Growth Rate Estimate 4%

PROPERTY NUMBERS IN SUMMARY

D1. DEAL ANALYSER

SEARCHING FOR "THE CASH FLOW ZONE"

Address of Property Asking Price Offer Price Accepted Price 10% Rule of Thumb

I and transfer toy

116 Vernon
\$1,159,000.00
\$950,000.00
\$1,035,000.00
7.94%



Looking for 7 - 10%

CLOSING COSTS

Land transfer tax
Staying Power Funds - 1 Month Rent Minimum
Legal Fees
Appraisal
Inspection
Repairs, Renovation & Capital Expenditures
Real Property Report (Title Insurance Check)
Mortgage Broker Fee
Down payment %
Down payment Amount

PURCHASE PRICE (CASH TO CLOSE)

Personal Cash Available Need to Borrow Interest on Loan Per Year

\$18,700.00	
\$10,000.00	
\$1,900.00	
\$0.00	
\$765.45	
\$21,000.00	
\$0.00	
\$0.00	
30.00%	
\$310,500.00	

<---- Use a land transfer calculator

<--- Rehab Cost / "The Lift"

\$362,865.45

\$0.00 \$362,865.45 0.00%

Open Property Bank Account

--- Renab Cost / "The Lift

\$290,292.36 \$72,573.09

80% Brad

20% Rhi

DEBT SERVICING

Mortgage #1 Amount
Mortgage Rate
Amortization period in Years
amortization surcharge %
amortization surcharge amount
of payments/year
CMHC insurance fee (% of loan)

MORTGAGE PAYMENT AMOUNT

Lenders Name

\$724,500.00
5.00%
25.00
0.00%
\$0.00
12.00
0.00%
TD

\$4,235.00

PROPERTY NUMBERS IN SUMMARY

OPERATING BUDGET

GROSS SCHEDULED INCOME (GSI) - Potential Income

Other Income Gross Income

Vacancy / Bad Debt (5% Minimum) Vacancy / Bad Debt Amount

EFFECTIVE GROSS INCOME (GRI)

ECONOMIC OCCUPANCY

Current Year	Current Month	# of Units	Mon, Rev / Unit	Type	# of Rooms	# of Bath	Tenants?	Projected Rent	Last Increase Date	Next Increase Date
\$82,200.00	\$6,850.00	1	\$2,500	Тор	3	1		\$2,650		
\$0.00	\$0.00	1	\$2,550	Middle	3	1		\$2,650		
\$82,200.00	\$6,850.00	1	\$1,800	Bottom	0	1		\$2,200		
4.00%	4.00%	0	\$0					\$0	L .	
\$3,288.00	\$274.00	0	\$0					\$0		
\$78,912.00	\$6,576.00	0	\$0					\$0		
		0	\$0					\$0		
96.00%	96.00%	0	\$0					\$0		
								\$7,500		

PROPERTY NUMBERS IN SUMMARY

OPERATING EXPENSES (OE)

Taxes Water and Sewer

Electricity & Gas

Garbage

Advertising

Grass/Snow

Insurance

Condo Fees

Property Management (% of ERI)

Property Management amount

Repair & Maintenance (% of ERI)

Repair & Maintenance amount

Banking

OPERATING EXPENSES (OE)

Current Year	Current Month	Projected Yearly (next year)	Who Covers Expense		
\$4,497.00	\$374.75	\$0.00	Paid By Landlord		-
\$3,024.00	\$252.00	\$0.00	Paid By Landlord		-
\$0.00	\$0.00	\$0.00	Paid By Tenant		-
\$0.00	\$0.00	\$0.00	Paid By Landlord		-
\$0.00	\$0.00	\$0.00	Paid By Landlord		-
\$0.00	\$0.00	\$0.00	Paid By Landlord		•
\$4,430.00	\$369.17	\$0.00	Insurance (for analysis)		
\$0.00	\$0.00	\$0.00	Condo Fee Last Increase date:		
3.00%	3.00%	\$0.00	Current %	3%	-
\$2,416.68	\$201.39	\$0.00	Current Management Rating 1 2 3 4 5	4	~
3.00%	3.00%	\$0.00	Current %	4%	~
\$2,416.68	\$201.39	\$0.00	Current Management Rating 1 2 3 4 5	5	
\$120.00	\$10.00	\$0.00	-		
\$16,904,36	\$1,408,70	\$0.00			

NET OPERATING INCOME (NOI)

GRI - OF = NOI

CAPITALIZATION RATE % (CAP RATE)

Net Operating Income (NOI) + Current Market Value of the Property Search Between 5% - 8%



\$63,651.64

79%

MORTGAGE PAYMENT AMOUNT

CASH FLOW

Net Operating Income (NOI) Minus: Annual debt service Equals: Cash flow before taxes Minus: Tax liablity

Equals: CASH FLOW AFTER TAXES

8		
6.15%		
011070		

\$50,820.00	\$4,235.00
5185714.29%	63.09%
\$63,652	\$5,304
\$50,820	\$4,235
\$12,832	\$1,069
\$3,819	\$318
\$9,012	\$751

\$5,304.30

79%

3.54%

VTB Payments

Cecilia Hobson < hobsoncecilia@gmail.com>

\$2,106,89

Dana Rothkop <locatedana@gmail.com>

\$2,106.89

PROPERTY APPRECIATION ESTIMATE

D6. APPRECIATION SCHEDULE

BUYING IN CITIES WITH A FUTURE, NOT A PAST

APPRECIATION	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Price	\$1,035,000.00	\$1,071,225.00	\$1,108,717.88	\$1,147,523.00	\$1,187,686.31	\$1,229,255.33	\$1,272,279.26	\$1,316,809.04
Appreciation %	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%
Appreciation Amount	\$36,225.00	\$37,492.88	\$38,805.13	\$40,163.31	\$41,569.02	\$43,023.94	\$44,529.77	\$46,088.32
End of Year Price	\$1,071,225.00	\$1,108,717.88	\$1,147,523.00	\$1,187,686.31	\$1,229,255.33	\$1,272,279.26	\$1,316,809.04	\$1,362,897.35
Mortgage Left	\$713,999.04	\$698,527.63	\$682,264.68	\$665,169.68	647,200.07	628,311.10	608,455.74	587,584.54

EQUITY IN PROPERTY (Not Including Cash Flow) AT YEAR END

		17311-0411-04		0.000			THE RESERVE OF THE SAME
\$357,225.96	\$410,190.24	\$465,258.32	\$522,516.62	\$582,055.25	\$643,968.16	\$708,353.30	\$775,312.82

-\$5,639.49 \$52,964.28 \$55,068.08 \$57,258.30 \$59,538.63 \$61,912.91 \$64,385.14

\$412,447.37 TOTAL

\$66,959.52

INCREASE

 Over 8 years
 113.66%

 Per Year
 14.21%

(Not including Rental Increases / Cash Flow)

8 YEAR INVESTMENT ANALYSIS

D7. 8 YEAR RETURN SCHEDULE

362,865.45

LONG TERM BUY AND HOLD STRATEGY

Initial Investment

Appreciation Forecast %		3.50%													
INVESTMENT ANALYSIS	Year	1	Year 2		Year	3	Year	4	Year	5	Year 6		Year 7		Year 8
Renovation	\$	-	\$	(1-)	\$	-	\$	-	\$	-					
Capital Growth		4%		4%		4%		4%		4%		4%		4%	4%
End of Year Property Value		\$1,071,225.00	\$1	,108,717.88		\$1,147,523.00		\$1,187,686.31		\$1,229,255.33	\$1,2	72,279.26	\$1,3	16,809.04	\$1,362,897.35
Loan Amount		\$713,999.04		698,527.63		\$682,264.68		\$665,169.68		\$647,200.07	\$6	28,311.10	\$60	08,455.74	\$587,584.54
Equity		\$357,225.96		\$410,190.24		\$465,258.32		\$522,516.62		\$582,055.25	\$6	43,968.16	\$70	08,353.30	\$775,312.82
Inflation Rate		2.00%		2.00%		2.00%		2.00%		2.00%		2.00%		2.00%	2.00%
EFFECTIVE RENTAL INCOME		\$80.556.00		\$83,375,46		\$86,293,60		\$89,313,88		\$92,439.86	s	95.675.26	S	99.023.89	\$102.489.73
Rental Income Growth		3.50%		3.50%		3.50%		3.50%		3.50%		3.50%		3.50%	3.50%
													-		200 000 00
OPERATING EXPENSES (OE)		\$16,784.36		\$17,287.89		\$17,806.53	_	\$18,340.72		\$18,890.95	\$	19,457.67	\$:	20,041.40	\$20,642.65
OE Growth		3.00%		3.00%		3.00%		3.00%		3.00%		3.00%		3.00%	3.00%
Special expenses		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00	\$0.00
Total property expense		\$16,784.36		\$17,287.89		\$17,806.53		\$18,340.72		\$18,890.95	\$	19,457.67	\$3	20,041.40	\$20,642.65
NET OPERATING INCOME (NOI)		\$63,771.64		\$66,087.57		\$68,487.07		\$70,973.15		\$73,548.92	\$	76,217.58	\$	78,982.49	\$81,847.08
Principal Repayment		\$10,500.96		\$15,471.41		\$16,262.95		\$17,095.00		\$17,969.61	\$	18,888.97	\$	19,855.36	\$20,871.20
Loan Interest Rate		5.00%		5.00%		5.00%		5.00%		5.00%		5.00%		5.00%	5.00%
Interest on Loan		\$36,084.04		\$35,348.59		\$34,557.05		\$33,725.00		\$32,850.39	3	31,931.03	3	0,964.64	29,948.80
Additional repayment		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00		\$0.00	\$0.00
Total loan payment		\$46,585.00		\$50,820.00		\$50,820.00		\$50,820.00		\$50,820.00	\$	50,820.00	\$	50,820.00	\$50,820.00
NET OPERATING INCOME (NOI)															
PRE TAX CASH FLOW		\$17,186.64		\$15,267.57		\$17,667.07		\$20,153.15		\$22,728.92	\$	25,397.58	\$:	28,162.49	\$31,027.08
Pre tax cash on cash		5.54%		4.92%		5.69%		6.49%		7.32%		8.18%		9.07%	9.99%
Depreciations of building		\$2,105.00		\$2,105.00		\$2,105.00		\$2,105.00		\$2,105.00		\$2,105.00		\$2,105.00	\$2,105.00
Depreciation Contents	\$		\$	-	\$	-	\$	-	\$	-					
Tax Credit	\$	1-1	\$	1.5	\$	0.00	\$	(-)	\$	(-)		-			
Income per Month		\$1,432.22		\$1,272.30		\$1,472.26		\$1,679.43		\$1,894.08		\$2,116.47	!	\$2,346.87	\$2,585.59
Total Return		\$63,912.60		\$68,231.85		\$72,735.15		\$77,411.46		\$82,267.55	\$	87,310.49	\$1	92,547.63	\$97,986.60
Internal Rate of Return		17.61%		16.63%		15.63%		14.82%		14.13%		13.56%		13.07%	12.64%
Real Rate of Return (Inflation Adjusted)		15.61%		14.63%		13.63%		12.82%		12.13%		11.56%		11.07%	10.64%
Debt to Equity Ratio															

Initial Investment	\$ 362,865.45					
8 Year Appreciation	\$327,897.35	90.36%				
8 Year Cash Flow	\$177,590.51	54.16%				
8 Year Debt Repayment	\$136,915.46	37.73%				
TOTAL RETURN	\$642,403.33	182.26%				
Realtor Exit Commission	\$51,201.41					
8 Year Term ROI	\$591,201.92	162.93%				
Yearly ROI	\$73,900.24	20.37%				

PS. This investment will be held longer then the defined 8 year term depending on the economics that dictate the real estate cycle

TOTAL RETURN

E. TOTAL RETURN FORECAST

THE THREE WAYS WE MAKE MONEY IN REAL ESTATE

	Initial Investment \$362,865.45				Equity Equity \$495,009.90 \$567,745.05						Equity \$727,424.06]	Equity \$814,734.55		Equity \$907,282.17			
APPRECIATION	Year 1	Year 2 Year 3			Year 4			Year 5		Year 6		Year 7		Year 8				
1. Cash Flow	\$17,186.64	4.74%	\$15,267.57	3.58%	\$17,667.07	3.57%	\$20,153.15	3.55%	\$22,728.92	3.52%	\$25,397.58	3.49%	\$28,162.49	3.46%	\$31,027.08	3.42%		
2. Equity Paydown	\$10,500.96	2.89%	\$15,471.41	3.63%	\$16,262.95	3.29%	\$17,095.00	3.01%	\$17,969.61	2.79%	\$18,888.97	2.60%	\$19,855.36	2.44%	\$20,871.20	2.30%		
3. Appreciation	\$36,225.00	9.98%	\$37,492.88	8.79%	\$38,805.13	7.84%	\$40,163.31	7.07%	\$41,569.02	6.44%	\$43,023.94	5.91%	\$44,529.77	5.47%	\$46,088.32	5.08%		
Total Return Amount	\$63,912.60	17.61%	\$68,231.85	15.99%	\$72,735.15	14.69%	\$77,411.46	13.63%	\$82,267.55	12.75%	\$87,310.49	12.00%	\$92,547.63	11.36%	\$97,986.60	10.80%		

Note:

Need to refinance when the return drops below 15%. As equity grows ROI goes down.

PRO FORMA - BUDGET (Bookkeeping)

2,126.00 \$

(1,113.52) \$

2,186.48 \$

Equals: CASH FLOW AFTER TAXES

RENTAL INCOME / REVENUE		January		February	March	April	May	June	July	August	September	October	November	December	HST/ GST	7	Total Budget
Top Floor	\$	2,500.00	S	2,500.00	\$ 2,500.00	\$ 2,500.00		2,500.00 \$	2,500.00 \$	2,500.00	\$ 2,587.50 \$	2,587.50 \$	2,587.50 \$	2,587.50	s -	s	29,136.0
Middle Floow	s	2,550.00	s	2,550.00	\$ 2,550.00	\$ 2,550.00	2,550.00 \$	2,550.00 \$	2,550.00 \$	2,550.00	s 2,550.00 s	2,550.00 \$	2,550.00	2,635.43	s -	s	29,458.0
Bottom Floor	\$	1,800.00	s	1,800.00	\$ 1,863.00	\$ 1,863.00	1,863.00 \$	1,863.00 \$	1,863.00 \$	1,863.00	\$ 1,863.00 \$	1,928.21 \$	1,928.21 \$	1,928.21	s -	\$	21,528.5
Unit 4	\$		s		s -	s - !	- s	- S	- S	-	s - s	- S	- 5	-	s -	\$	
Unit 5	\$		s	-	s -	s - !	- S	- S	- s	-	s - s	- s	- S	-	s -	\$	
Unit 6	\$	-	s	-	s -	s - !	- s	- \$	- s	-	s - s	- \$	- S	-	s -	\$	-
Unit 7	s	-	s	-	s -	s - !	- \$	- S	- \$	-	s - s	- \$	- S	-	s -	\$	-
Unit 8	\$	-	\$	-	s -	s - !	- \$	- S	- S	-	s - s	- S	- 5	-	\$ -	\$	-
Unit 9	\$	- 2	\$		s -	s - !	- s	- S	- S		s - s	- S	- S	-	s -	\$	- 2
Unit 10	\$	- 2	5		s -	s - !	- 5	- S	- S	-	s - s	- S	- 5	-	s -	\$	-
Unit 11	s	-	s	-	s -	s - !	- S	- 5	- S	-	s - s	- \$	- 5	-	s -	\$	
Unit 12	\$	-	\$	-	s -	s - !	- s	- \$	- S	-	s - s	- S	- S	-	s -	\$	-
TOTAL REVENUE (less 4%)	\$	6,576.00	\$	6,576.00	\$ 6,636.48	\$ 6,636.48	6,636.48 \$	6,636.48 \$	6,636.48 \$	6,636.48	\$ 6,720.48 \$	6,783.08 \$	6,783.08 \$	6,865.08	\$ -	\$	80,122.6
															9		
OPERATING EXPENSES		January		February	March	April	May	June	July	August	September	October	November	December	HST/ GST		Total
Taxes	\$		\$		s -	s - !		- S	4,497.00 \$		s - s	- S	- S	-	\$ 224.8	5 \$	4,497.0
Water & Sewer	\$		s		\$ 3,300.00	s - !	- s	- S	- S		s - s	- \$	- s		\$ 165.0	0 \$	3,300.0
Gas, Electricity	\$	-	5	-	s -	s - !	- S	- S	- s	-	s - s	- S	- 5	-	s -	\$	-
Carbage	\$		s		s -	s - !	- s	- \$	- S	-	s - s	- \$	- S	-	s -	\$	
Advertising	\$	-	s	-	s -	s - !	- s	- S	- S	-	s - s	- \$	- \$	-	s -	\$	-
Grass / Snow	s	-	s	-	s -	s - !	- s	- \$	- s	-	s - s	- \$	- 5	-	s -	\$	-
Insurance	\$	2	\$	-	s -	s - !	- S	- S	- S		s - s	4,430.00 \$	- S	-	\$ 221.5	0 \$	4,430.0
Condo Fees	\$	-	\$	-	s -	\$ -	- S	- \$	- S	-	s - s	- \$	- 5	-	\$ -	\$	-
Property Management	\$	100.00	s	100.00	\$ 100.00	\$ 100.00	100.00 \$	100.00 \$	100.00 \$	100.00	\$ 100.00 \$	100.00 \$	100.00 \$	100.00	\$ 60.0	0 \$	1,200.0
Repair & Maintenance	\$	100.00	s	100.00	\$ 100.00	\$ 100.00	100.00 \$	100.00 \$	100.00 \$	100.00	\$ 100.00 \$	100.00 \$	100.00 \$	100.00	\$ 60.0	0 \$	1,200.0
Banking	\$	4.00	\$	15.00	\$ 15.00	\$ 15.00	15.00 \$	15.00 \$	15.00 \$	15.00	\$ 15.00 \$	15.00 \$	15.00 \$	4.00	\$ 7.9	0 \$	158.0
Closing Costs & Admin	\$	-	\$	-	s -	s - !	- S	- S	- S	-	s - s	- \$	- S	-	\$ -	\$	-
TOTAL OPERATING EXPENSES	\$	204.00	\$	215.00	\$ 3,515.00	\$ 215.00	215.00 \$	215.00 \$	4,712.00 \$	215.00	\$ 215.00 \$	4,645.00 \$	215.00 \$	204.00	\$ 739.2	5 \$	14,785.0
NET OPERATING INCOME / PROFIT		January		February	March	April	May	June	July	August	September	October	November	December	HST/ GST		Total
	\$	6,372.00	\$	6,361.00	\$ 3,121.48	\$ 6,421.48	6,421.48 \$	6,421.48 \$	1,924.48 \$	6,421.48	\$ 6,505.48 \$	2,138.08 \$	6,568.08 \$	6,661.08		\$	65,337.6
MORTGAGE		January		February	March	April	May	June	July	August	September	October	November	December			Total
Total Loan Payment	\$	4,235.00	s	4,235.00	\$ 4,235.00	\$ 4,235.00	4,235.00 \$	4,235.00 \$	4,235.00 \$	4,235.00	\$ 4,235.00 \$	4,235.00 \$	4,235.00 \$	4,235.00		\$	50,820.0
Interest Expense	\$	3,021.28	5	3,016.22	\$ 3,011.14	\$ 3,006.04	3,000.92 \$	2,995.78 \$	2,990.62 \$	2,985.43	\$ 2,980.22 \$	2,975.00 \$	2,969.75	2,964.47		\$	35,916.8
Principle	\$	1,213.72	\$	1,218.78	\$ 1,223.86	\$ 1,228.96	1,234.08 \$	1,239.22 \$	1,244.38 \$	1,249.57	\$ 1,254.78 \$	1,260.00 \$	1,265.25	1,270.53		\$	14,903.1
	-															_	
CASH FLOW / NET INCOME	4—	January	_	February	March	April	May	June	July	August	September	October	November	December		_	Total
Equals: Cash flow before taxes	\$	2,137.00	1000	2,126.00	1965	-A3 07/5/2017/03/19		2,186.48 \$	(2,310.52) \$	77555557567	\$ 2,270.48 \$	(2,096.92) \$				\$	14,517.6
ncome Before Taxes	\$	3,350.72	\$	3,344.78		\$ 3,415.44	3,420.56 \$	3,425.70 \$	(1,066.14) \$	3,436.05	\$ 3,525.26 \$	(836.92) \$	3,598.33	3,696.61		\$	29,420.7
Capital Cost Allowance (CCA) Depreciation	\$	-	\$		\$ -	s - !	- \$	- \$	- S		s - s	- \$	- \$	-		\$	-
Minus: Income Tax Provision (30%)	S		S		s -	s - !	- S	- S	- S		s - s	- S	- 5				8.826.

2,186.48 \$

(2,310.52) \$

2,186.48 \$

2,270.48 \$

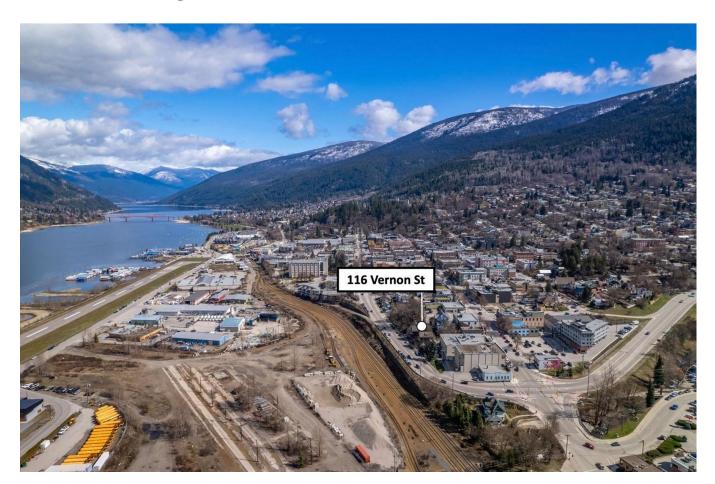
(2,096.92) \$











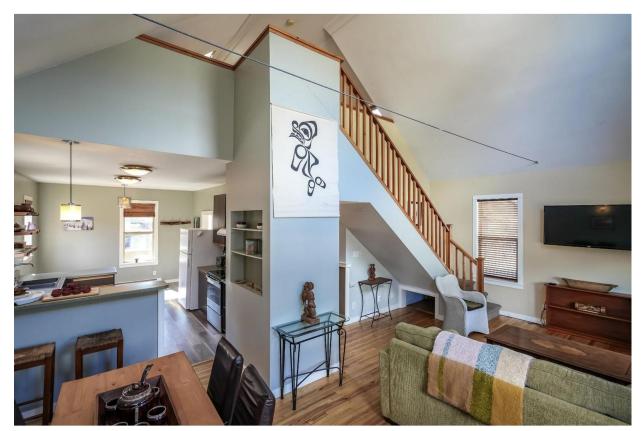
UNIT A







UNIT A







UNIT B







UNIT B







UNIT C







\$25,000 KITCHEN RENOVATION

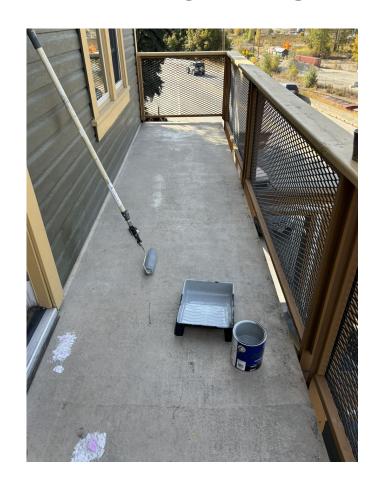








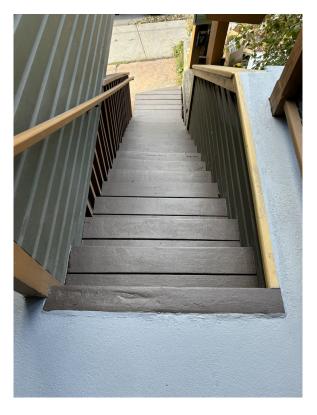
















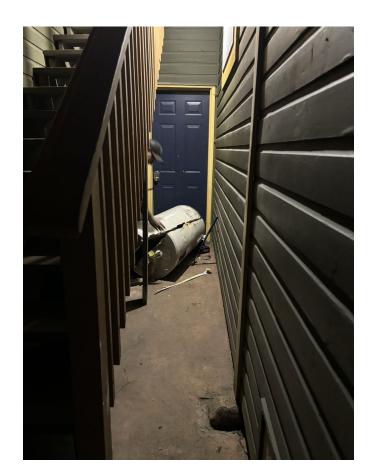


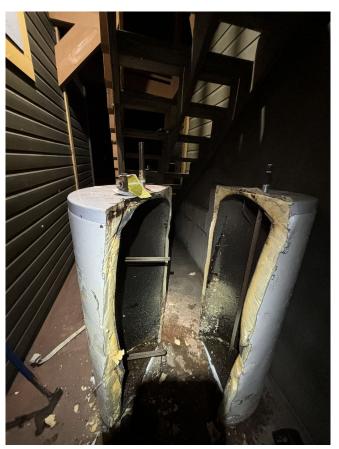






BOILER REPLACEMENT - Stuck Behind Stairs! Had to cut it in half to remove it.





ADDED NEW LIGHTING!



SUMMARY & HIGHLIGHTS

- 1. The property is located in the downtown core of Nelson. The tenant flow of applications is massive. We will never have challenges with renting the units at top prices of increasing rents. Amazing location.
- 2. Positive cash flow of 3.5%

3. On day 1 possession we did a \$25,000 kitchen renovation to the second floor unit. Increased the monthly rent by \$700 in month 1. We also re did a bunch of painting on the exterior to freshen up the look, using heritage house styles. Look so good! We then replaced all 3 hot water tank to prepare it for the next 20 years of holding. All of this was factored into the closing cost budget. We then had the building re appraised at \$1,200,000 making an equity gain of \$165,000 immediately or \$140,000 after reno costs. That's a 35% ROI for my self and my minority JV partner.

4. JV partner is fully hand off. Brad took care of everything. Did the painting myself! lol

NEXT STEPS FOR POTENTIAL PARTNERS

- Fill out Google Forms Questionnaire <u>CLICK HERE</u>
- 2. Lets connect for an info session if you have not already done one. **BOOK INFO SESSION HERE**
- 3. Sign a letter of Intention: before I start searching for us. This is Not a legal document.

** Finding Deals and negotiating them is a ton of work. Knowing what I am looking for and how much capital we have is super important so I don't waste my own or other people's time.

THANK YOU

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