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An appraisal of Lakepoint Commons, Madison, Wisconsin.

Landmark Research, Inc.

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AN APPRAISAL OF
LAKEPOINT COMMONS
MADISON, WISCONSIN

Landmark
Research
Inc.

Landmark
Research
Inc.

October 3, 1986

James A. Graaskamp, Ph.D., S.R.E.A., C.R.E.

Jean B. Davis, M.S.

Mr. David W. Kruger
Vice President and General Counsel
The Fiore Companies
4716 Verona Road
P.O. Box 4010
Madison, WI 53711-0010

Re: Appraisal of Lakepoint Commons

Dear David:

Landmark Research, Inc., has completed its appraisal analysis of your proposed Lakepoint Commons at 2701 University Avenue, Madison, Wisconsin. At your request, we are communicating our valuation conclusions in this letter report.

I. APPRAISAL DEFINITIONS AND ASSUMPTIONS

The value conclusions are based upon the following sources and assumptions which define Market Value, property interest to be appraised, and methods to be followed:

1. Market Value as defined by the American Institute of Real Estate Appraisal. See Exhibit 1.
 - a) Market Value of the vacant site as of October 1, 1986.
 - b) Market Value of the partially completed and partially occupied project as of June 1, 1987.
 - c) Market Value of the completed and occupied project as of June 1, 1988.
2. The property interest to be appraised includes the land assemblage as described in Exhibit 2 and the development plans dated August 25, 1986, by Sieger Architects, found in Appendix A.
3. The selection of most probable use and market feasibility has been updated from an earlier best use study provided to the Fiore Companies by Landmark Research, Inc., in December 1985.

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4. It is presumed that current review of project plans by the City of Madison and the State of Wisconsin will result in all necessary permits and approvals without material changes in cost or revenue.
5. The appraisers have assumed third party, institutional financing at 10 percent, 30-year term with a debt cover ratio (DCR) of 1.25 based upon the net operating income (NOI) in the year completed, secured only by the real estate rather than the credit power of the developer.
6. The primary valuation relied upon is a detailed cash flow simulation of the subject property reflecting the appraisers best judgements as to market rent available, given the leasing terms proposed to shift future operating expense increases primarily to the tenant.
7. The market for retail centers with incremental second floor space has been reviewed for sales to indicate the pattern of completed values. In addition, the Market Comparison Approach was relied on to value the vacant site, cleared and ready for development.
8. The Cost Approach is represented by two alternative cost estimates. The first estimate is based upon preliminary construction cost estimate supplied by the architect and contractor adjusted for an estimate of soft costs by the appraiser, and the second estimate is based upon the national cost estimation services, Marshall Valuation Service.
9. As in all Fair Market Value appraisals the process is further governed by the statement of limiting conditions and assumptions provided in Section VII of this letter report.

II. MARKET VALUE OF THE LAND AS THOUGH VACANT

We have concluded that the market value of the land, cleared and ready for development, is \$460,000, which is approximately \$8.00/SF.

Five comparable sales are detailed and analyzed in Exhibit 3. Each comparable price was adjusted for time and terms of sale before an adjustment scoring grid was applied. The application of the score, the pricing algorithm,

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testing of the pricing algorithm on the comparables and the market value estimated on the vacant land are provided in Exhibits 4 and 5.

III. MARKET COMPARISON METHOD FOR A COMPLETED CENTER

Two recently reported sales of newly developed shopping centers are not directly applicable to the subject property. Walnut Grove Specialty Center has sold, but has not closed to the Center Companies of Minneapolis, Minnesota, on behalf of the Piper, Jaffray, Hopwood Fund. According to the grantee, the price paid was \$3,845,000 less a discount of \$250,000 on a mortgage at 13 percent, which can not be prepaid, for \$430,000 of NOI produced by approximately 46,000 SF of gross leaseable area (GLA) for an average net rent of \$9.35/SF.

However it should be noted that most leases are at \$8 to \$9/SF plus a minimum of \$1.00/SF of GLA for common area maintenance (CAM). The average rent per square foot of GLA is significantly increased by a very favorable restaurant lease to jojo's. In addition, second floor office space is renting at \$8 to \$9/SF, but has incurred some vacancy. The center was built in the early 1980s, so the base rents reflect an earlier era. Some tenants have a consumer price index (CPI) adjustment while others have negotiated a 3 to 4 percent step. Perhaps the most significant statistic of this sale of a quality built two-story mixed use retail is the unadjusted sales price of \$83.59/SF of GLA. This statistic can serve as a benchmark for the upper range of value for an upscale specialty center on University Avenue, with slightly better proximity to upper income markets.

Street talk suggested there had been a sale of The Atrium Fashion Mall, a specialty center located at 5618 Odana Road containing 28,000 SF of GLA for \$3,200,000 or approximately \$114.29 SF of GLA including seller financing. However, discussion with the owner, John Livesey, revealed the offer had been rejected. Mr. Livesey also indicated that the specialty center concept required careful selection and supervision of tenants to maintain the marketing environment that optimizes sales per square foot. He felt tenants had to learn from experience how to upgrade their image, pricing structure and clientele, and this learning process had to be nurtured by the landlord and protected by avoiding the temptation to fill vacancies with less compatible tenants. The Atrium Fashion Mall is achieving \$10 to \$11 triple net rents.

IV. INCOME APPROACH TO VALUE

The primary valuation method relied upon is the Income Approach based upon a detailed projected cash flow simulation of the subject property. An inventory of comparable market rents for both retail and residential uses that

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are, in general, concentrated along University Avenue within a few blocks of the subject property provided the basis for an estimate of rents for Lakepoint Commons retail spaces, apartments and garages. The following series of exhibits summarize the survey results and their application to the Lakepoint Commons project:

- Exhibit 6 - Inventory of Retail Market Rental Rates and Terms on Madison's West Side - September 1986
- Exhibit 7 - Inventory of Apartment and Garage Market Rental Rates along University Avenue - September 1986
- Exhibit 8 - Lakepoint Commons Retail Rent Roll Assumptions
- Exhibit 9 - Lakepoint Commons Apartment/Garage Rent Roll Assumptions
- Exhibit 10 - Lakepoint Commons Stabilized Operating Pro Forma Using First Year Rents and Assuming Project Complete and Fully Leased. (Includes extensive footnotes explaining vacancy and expense assumptions.)
- Exhibit 11 - Real Estate Tax Projections for Lakepoint Commons

The retail rents assumed for the project are aggressive for this near west-side Madison market area. The apartments with protected parking are assumed to be of superior quality and design when compared to the older units in the immediate neighborhood and will command a top rental rate. These rents are believed to be attainable because of the rich diversity of linkages which would be supportive of both retail and residential uses. The proximity of both the Veterans Administration Hospital and the University Hospitals and Clinics, of the University Heights and Shorewood Village neighborhoods, and the location of the subject site along highly-traveled University Avenue will generate or lead to a flow of people, services and traffic to and from the subject property. The character of the surrounding neighborhood consumers will necessitate a tenant mix that maintains a high quality image for Lakepoint Commons.

The stabilized operating pro forma does not recognize the vacancies that are assumed to occur during the lease-up period during the first year. To properly estimate value of the Lakepoint Commons, as of June 1, 1987, when the project is beginning operation, but is not 100 percent complete nor fully leased-up, the partial cash flow achieved during the first year is included in the 10-year discounted cash flow valuation. To estimate value as of June 1,

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1988, when the project is complete and fully leased, the operating cash flow for Years 2 through 10 is used.

A computer software program, FINSIM, developed by Grant Systems, Inc., [1] is used to simulate the projected cash flow for Lakepoint Commons. The computer output is found in Appendix B with the following specific sections included:

1. Project Analysis Yearly Summaries
 - a) Net Operating Income
 - b) Operating Cash Flow
 - c) Gross Sales Price - 10th Year NOI Capped at 10 Percent
2. Investment Model Assumptions
 - a) No Debt or Equity Structure Included
 - b) Vacancy Assumptions
 - c) Garage Revenue
 - d) Management Fee
3. Project Parameters
 - a) Retail Pass-Through Basis
 - b) Market Base Rent and Growth Rate for Apartments
 - c) Operating Expenses and Real Estate Taxes Projected for Retail and for Residential
4. Retail Tenant Roster
5. Retail Projected Income
 - a) For Each Tenant
 - b) Total Retail Income
6. Retail Tenant Inputs
 - a) Lease Terms and Conditions
 - b) Timing of Leases
 - c) Leasing Commissions
 - d) Tenant Improvements

[1] Grant Systems, Inc., 1608 West Belt North, Houston, Texas 77043

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7. Apartment Income
 - a) For Each Apartment Type
 - b) Total Apartment Income
8. Apartment Type Inputs
 - a) Lease Terms and Conditions
 - b) Rental Rate

The net operating income in Year 2 of \$226,653, a debt cover ratio of 1.25 and interest at 10 percent amortized over 30 years are used to size the mortgage of \$1,721,820, say \$1,720,000. Financing assumes third party, institutional financing rather than the credit power of the developer.

A discounted after-tax cash flow valuation computer program, ATV, developed by Valusoft, Inc., and Micro-Matrix, Inc., [2] is used to estimate value as of June 1, 1987, and June 1, 1988. For the purposes of this letter report, it is assumed that the after-tax equity yield required by an investor for both valuation dates is 13 percent. Depending upon the circumstances of a sale as of June 1, 1987, an investor may require a higher equity yield due to the higher risk involved in a partially leased property and thereby increase the differential in value attributed to completion and leasing-up of the subject. Further research and analysis will be necessary if this appraisal report is to be consistent with the requirements of the Federal Home Loan Bank Regulation 41 b.

To demonstrate the effect of the interest rate on value, both 9.75 percent and 10.25 percent are used to bracket the 10 percent rate. A summary of the value estimates which include the average rental rates for both retail and apartments in Year 1, 2, and 10 is found in Exhibit 12. The six ATV computer outputs for the value estimate as of June 1, 1987, and as of June 1, 1988, each with three interest assumptions are found in Appendix C.

Given the assumptions discussed above, ATV calculates an after-tax present value of the subject as of June 1, 1987, of \$2,197,540 and as of June 1, 1988, of \$2,261,378 when the project is complete and fully leased.

[2] Valusoft, Inc., and Micro-Matrix, Inc., P.O. Box 5284, Winston-Salem, North Carolina, 27113

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THEREFORE, THE ESTIMATED MARKET VALUE OF LAKEPOINT COMMONS, USING THE INCOME APPROACH AS OF JUNE 1, 1987, IS \$2,200,000 AT THE BEGINNING OF THE FIRST YEAR OF OPERATION WHEN PARTIALLY COMPLETE AND LEASED. AS OF JUNE 1, 1988, WHEN THE PROJECT IS COMPLETED AND FULLY LEASED THE ESTIMATED MARKET VALUE IS \$2,250,000 USING THE INCOME APPROACH. BOTH VALUE ESTIMATES ASSUME FINANCING BASED ON YEAR 2 NOI AT 10 PERCENT INTEREST, A DEBT COVER RATIO OF 1.25 AND AN AMORTIZATION PERIOD OF 30 YEARS.

V. THE COST APPROACH TO VALUE

The total value suggested by the Cost Approach is the sum of the vacant land value, cleared and ready for construction, (determined from the Market Comparison Approach found in Section II of this letter report) and the cost to construct the retail and residential units complete with site improvements and landscaping to make the project operational under the leasing plan defined for the project. Two valuation techniques are used: 1) An estimate of the hard costs provided by the architect and contractor plus soft cost estimates provided by the appraisers and shown in Exhibit 13, 2) An estimate of project costs provided by the Marshall Valuation Service [3] using its segregated cost computerized valuation model and shown in Exhibit 14. The value estimates are \$2,103,525 and \$2,250,000 respectively.

The Cost Approach is used to indicate patterns and is not to be relied upon as an estimate of value. It does suggest that the higher cost of this complex design will be justified by the higher rents obtainable and presumed for the Income Approach.

VI. VALUE CONCLUSION

The appraisers certify that during the completion of this assignment they have personally inspected the vacant land that is the subject of this letter report and have studied the preliminary development plans dated August 25, 1986, by Sieger Architects.

The undersigned hereby certify that, except as specifically noted, we have no present or contemplated future interest in the real estate or personal interest with respect to the subject matter or the parties involved in this appraisal letter, and our employment in this matter is not in any manner contingent upon anything other than the delivery of this report.

[3] Marshall Valuation Services, Marshall and Swift Company, 1617 Beverly Blvd., P.O. Box 26307, Los Angeles, CA 90026-0307

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Based upon the research and analyses, and upon our experience as real estate appraisers, we have reached the opinion that the subject property, as of June 1, 1987, when partially leased and complete, has a market value of:

TWO MILLION TWO HUNDRED THOUSAND DOLLARS
(\$2,200,000)

and as of June 1, 1988, the subject property, when fully leased and complete, has a market value of:

TWO MILLION TWO HUNDRED FIFTY THOUSAND DOLLARS
(\$2,250,000)

These estimates of value assumed the following financing and investment parameters:

1. 10 percent interest amortized over 30 years,
2. a debt cover ratio of 1.25 applied to the second year net operating income secured by the real estate, and
3. an after-tax equity yield of 13 percent.

VII. STATEMENTS OF GENERAL ASSUMPTIONS AND
LIMITING CONDITIONS

This appraisal is made subject to and is conditioned upon the following General Assumptions and Limiting Conditions.

1. Contributions of Other Professionals
 - . Information furnished by others in the report, while believed to be reliable, is in no sense guaranteed by the appraisers.
 - . The appraiser assumes no responsibility for legal matters.
 - . All information furnished regarding property for sale or rent, financing, or projections of income and expenses is from sources deemed reliable. No warranty or

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representation is made regarding the accuracy thereof, and it is submitted subject to errors, omissions, change of price, rental or other conditions, prior sale, lease, financing, or withdrawal without notice.

2. Facts and Forecasts Under Conditions of Uncertainty

- . The comparable sales data relied upon in the appraisal is believed to be from reliable sources. Though all the comparables were examined, it was not possible to inspect them all in detail. The value conclusions are subject to the accuracy of said data.
- . Forecasts of the effective demand for space are based upon the best available data concerning the market, but are projected under conditions of uncertainty.
- . Engineering analyses of the subject property were neither provided for use nor made as a part of this appraisal contract. Any representation as to the suitability of the property for uses suggested in this analysis is therefore based only on a rudimentary investigation by the appraiser and the value conclusions are subject to said limitations.
- . Since the projected mathematical models are based on estimates and assumptions, which are inherently subject to uncertainty and variation depending upon evolving events, we do not represent them as results that will actually be achieved.
- . Sketches in the report are included to assist the reader in visualizing the property. These drawings are for illustrative purposes only and do not represent an actual survey of the property.

3. Controls on Use of Appraisal

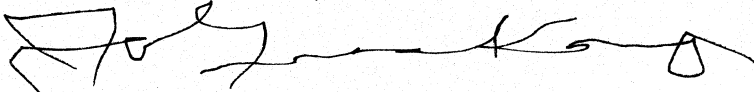
- . Values for various components of the subject parcel as contained within the report are valid only when making a summation and are not to be used independently for any purpose and must be considered invalid if so used.
- . Possession of the report or any copy thereof does not carry with it the right of publication nor may the same be used for any other purpose by anyone without the previous written consent of the appraiser or the applicant and, in any event, only in its entirety.

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- Neither all nor any part of the contents of the report shall be conveyed to the public through advertising, public relations, news, sales, or other media without the written consent and approval of the author, particularly regarding the valuation conclusions and the identity of the appraiser, of the firm with which he is connected, or any of his associates.
- The report shall not be used in the client's reports or financial statements or in any documents filed with any governmental agency, unless: (1) prior to making any such reference in any report or statement or any document filed with the Securities and Exchange Commission or other governmental agency, the appraiser is allowed to review the text of such reference to determine the accuracy and adequacy of such reference to the appraisal report prepared by the appraiser; (2) in the appraiser's opinion the proposed reference is not untrue or misleading in light of the circumstances under which it is made; and (3) written permission has been obtained by the client from the appraiser for these uses.
- The appraiser shall not be required to give testimony or to attend any governmental hearing regarding the subject matter of this appraisal without agreement as to additional compensation and without sufficient notice to allow adequate preparation.

We are pleased to have been of service and remain available to answer any specific questions you may have regarding this report.

FOR LANDMARK RESEARCH, INC.



James A. Graaskamp, Ph.D., SREA, CRE
Urban Land Economist



Jean B. Davis
Real Estate Appraiser/Analyst

Enclosures

EXHIBIT 1

DEFINITION OF FAIR MARKET VALUE

The most probable price in cash, terms equivalent to cash, or in other precisely revealed terms, for which the appraised property will sell in a competitive market under all conditions requisite to fair sale, with the buyer and seller each acting prudently, knowledgeably, and for self-interest, and assuming that neither is under undue duress.

Fundamental assumptions and conditions presumed in this definition are:

1. Buyer and seller are motivated by self-interest.
2. Buyer and seller are well informed and are acting prudently.
3. The property is exposed for a reasonable time on the open market.
4. Payment is made in cash, its equivalent, or in specified financing terms.
5. Specified financing, if any, may be the financing actually in place or on terms generally available for the property type in its locale on the effective appraisal date.
6. The effect, if any, on the amount of market value of atypical financing, services, or fees shall be clearly and precisely revealed in the appraisal report.

SOURCE: American Institute of Real Estate Appraisers, The Appraisal of Real Estate, Eighth Edition, (Chicago, IL, 1983), p. 33.

EXHIBIT 2

LEGAL DESCRIPTION OF PROPERTY
AND SITE PLAN

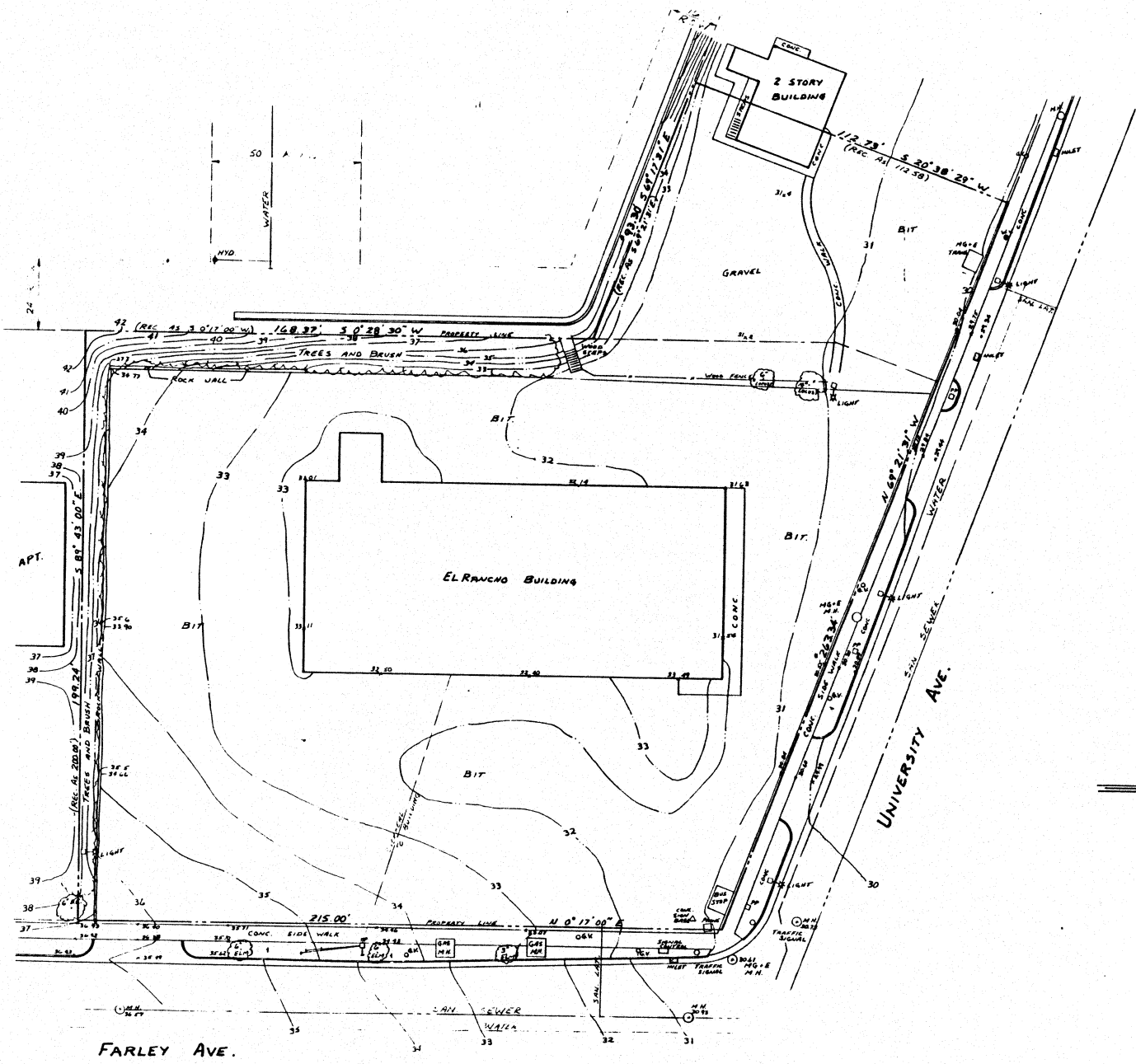
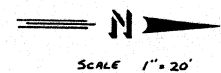
Legal Description

A part of Lot 33 Lakeland Plat, also being part of Outlot 76, Assessor's Plat No. 1, in the Town of Madison, now in the City of Madison, Dane County, Wisconsin, described as follows:

Beginning at the northeast corner of said Lot 33, thence N 69 -21'-31" W along the southerly line of University Avenue, 263.34 feet; thence S 20 -38'29" W, 112.73 feet; thence S 69 -17'31" E, 93.30 feet; thence S 0 -28'-30" W, 168.37 feet; thence S 89 -43'-00" E, 199.24 feet to the west line of Farley Avenue; thence N 0 -17'00" E, along the west line of Farley Avenue, 215.00 feet to the point of beginning.

Described parcel contains 1.34 acres, more or less.

EXHIBIT 2 (Continued)



COMPARABLE VACANT LAND SALES

Address	Date of Sale	Grantor/Grantee	Zoning At Time of Sale	Frontage on Univ. Ave./ Square Feet	Frontage/ Area Ratio	Sale Price	Demolition & Fill Costs	Total Sale Price	\$/SF	Time Adj. [1] Price/SF	Access/ Lot Location
1. 2108-2110 University Ave. For 53-Unit Apartment Bldg.	11/01/83	Dorothy Cooley/ David N. Johnson	R-6	120/ 33,180	0.0036	\$177,500 3-yr. L.C. [2]	\$12,500	\$190,000	\$5.73	\$6.26	1 drive/ Inside
2. 2709 University Ave. Tune-Up Clinic	11/12/85	Jack D. Taylor/ John & Roberta Early	C-2	209/ 24,731	0.0085	\$225,000	\$5,000	\$230,000	\$9.30	\$9.58	2 drives/ Inside
3. 3533-53 University Ave. Wes Zulty Stores	09/01/83	Helen E. Harwood/ Wesley J. Zulty	R-2	325/ 30,250	0.0107	\$120,000	\$0	\$120,000	\$3.97	\$4.33	1 drive/ Inside
4. 3600 University Ave. KFC Restaurant	06/06/76	Sun Oil Co./ Kinsman Development Co.	C-1	175.5/ 30,926	0.0057	\$175,100	\$5,000	\$180,100	\$5.82	\$7.83	2 drives/ Corner
5. 4500 University Ave. McDonald's Restaurant	07/19/78	Vernon & Jean Molbreak et al/ Franchise Realty Interstate Corp.	C-1	160/ 44,800	0.0036	\$232,000	\$0	\$232,000	\$5.18	\$6.56	1 drive/ Inside

[1] Each sale price is adjusted by 3% per year and compounded annually from sale date to 1986.

Sale 1: $\$190,000 \times (1.03)^3 = \$207,618$ or $\$6.26/\text{SF}$
 Sale 2: $\$230,000 \times (1.03)^1 = \$236,900$ or $\$9.58/\text{SF}$
 Sale 3: $\$120,000 \times (1.03)^3 = \$131,127$ or $\$4.33/\text{SF}$
 Sale 4: $\$180,100 \times (1.03)^{10} = \$242,039$ or $\$7.83/\text{SF}$
 Sale 5: $\$232,000 \times (1.03)^8 = \$293,891$ or $\$6.56/\text{SF}$

[2] Downpayment of \$37,500 or 21%, balance of \$140,000 payable from 12/1/83 - 10/31/86 at 9% interest with a mo. pmt. of \$1,126.50.
 No adjustment because of a large downpayment and short term of the land contract.

EXHIBIT 4

SCALE FOR SCORING COMPARABLE
VACANT LAND SALES BASED UPON
PRICE SENSITIVE ATTRIBUTES

ATTRIBUTE	WEIGHT	SCORE
SIZE	55	5 = 30,000 SF or less 3 = 30,000 to 60,000 SF 1 = Greater than 60,000 SF
FRONTAGE TO AREA RATIO	35	5 = > 0.005 but < 0.010 Good Shape 3 = < 0.005 Deep 1 = > 0.010 Very Shallow
NUMBER OF ACCESS POINTS	0	5 = Corner, two driveways, both with 2-way turns 3 = Corner or inside lot with two driveways, but only one allows a 2-way turn 1 = Inside lot - one driveway
ZONING	10	5 = Commercial 3 = Residential, multi- family 1 = Residential, requiring use change

EXHIBIT 5

QUANTITATIVE POINT SCORE SYSTEM
FOR ESTIMATING VALUE OF
LAKEPOINT COMMONS VACANT LAND

Project title: LAKEPOINT COMMONS

Unit prices Search interval = 5

Scoring of Comparables and Subject:

	SIZE	FRONT	ACCES	ZONIN	Price
Prel. wts.	55	35	0	10	-
2110 UNIVER	3	3	1	3	\$6.26
2709 UNIVER	5	5	3	5	\$9.58
3553 UNIVER	3	1	1	1	\$4.34
3600 UNIVER	3	5	3	5	\$7.83
4500 UNIVER	3	3	1	5	\$6.56
LAKEPOINT C	3	5	3	5	-

Attribute	Weighted Matrix				<u>WtdScr</u>
	SIZE	FRONTAGE	ACCESS	ZONING	
Initial weights	25	25	25	25	100
Final weights	55	35	0	10	100
2110 UNIVERSIT	3/ 1.65	3/ 1.05	1/ 0.00	3/ 0.30	3.00
2709 UNIVERSIT	5/ 2.75	5/ 1.75	3/ 0.00	5/ 0.50	5.00
3553 UNIVERSIT	3/ 1.65	1/ 0.35	1/ 0.00	1/ 0.10	2.10
3600 UNIVERSIT	3/ 1.65	5/ 1.75	3/ 0.00	5/ 0.50	3.90
4500 UNIVERSIT	3/ 1.65	3/ 1.05	1/ 0.00	5/ 0.50	3.20
LAKEPOINT COMM	3/ 1.65	5/ 1.75	3/ 0.00	5/ 0.50	<u>3.90</u>

EXHIBIT 5 (Continued)

Value Range Determination: Mean Price Per Point Method

Mean price per point: \$2.03
 Dispersion About the Mean: \$0.07
 Coefficient of Variation : 0.03

Value Range Per Unit of Dispersion

	Subject Point Score		Mean (+/- One Standard Deviation)		Price Per 58370
Low Estimate	3.90	X	\$1.96	=	\$7.64
Central Tendency	3.90	X	\$2.03	=	\$7.90
High Estimate	3.90	X	\$2.09	=	\$8.16

Transaction Zone: Mean Price Per Point Method

Number of 58370 in subject property: 58390

Low Estimate	\$447,335	or	\$447,000	
Central Tendency	\$462,807	or	\$463,000	\$460,000,
High Estimate	\$478,279	or	\$478,000	Rounded;
	Coefficient of Variation		= 0.03	Value Con- clusion

Mean Price Per Point Method: Predicted vs. Actual Price for Comparables

	Predicted Price	Actual price	Error	% Variance from Actual Price
2110 UNIVERSITY	\$6.08	\$6.26	-\$0.18	2.9%
2709 UNIVERSITY	\$10.13	\$9.58	\$0.55	5.7%
3553 UNIVERSITY	\$4.25	\$4.34	-\$0.09	2.1%
3600 UNIVERSITY	\$7.90	\$7.83	\$0.07	0.9%
4500 UNIVERSITY	\$6.48	\$6.56	-\$0.08	1.2%

RETAIL RENTAL RATES

NAME/ADDRESS	GLA LEASED	DATE OF LEASE	LENGTH OF LEASE	RENT/SF	OVERAGE	RENT ADJUSTMENT	OPTION	UTILITIES	CAM	R. E. TAXES	INSURANCE
Brookwood S.C. S. Midvale Blvd.	3,300	08/84	3 years	\$5.50	None	At option	One 3-yr	Tenant	Tenant	Tenant pro rata over base year	Tenant
Nakoma Plaza W. Beltline Highway	20,200 [a] 4,600 [a] 7,200 [a] 3,600 [a]		5 years	\$4.00 \$7.00 \$7.00 \$7.00	None			Tenant	Tenant	Tenant	
University Hills Plaza 3313 University Ave.	Interior Exterior [a]	07/86	2 years	\$7.00 \$8-8.50	None	Negotiable		Tenant	Tenant	Tenant pro rata over base year	Landlord
The Highland 2631 University Ave.	No vacancies		3 years	\$9.25 average	None	3-4% annually	One 5-yr	Tenant, except sewer & water	Landlord	Landlord	Tenant
Shorewood Hills S.C. 3230-50 University Ave.	No vacancies		5 or 10 yrs.	\$8.50 average	Restuarant only	None in the past 2 yrs.		Tenant	Tenant	Tenant	Tenant
Walnut Grove S.C. University Ave.	2-750 [a]		3-5 years	\$9-10.00	None	Cost of living adjustment	Negotiable	Tenant	Tenant	Tenant	Tenant
Hillshore 2865 University Ave.	1,600	08/86	3-5 years	\$10-11.00	None			Tenant	Tenant	Tenant	Tenant
2825 University Ave. (formerly Living Spaces store)	7,190	08/86	3-5 years	\$6.50	None			Tenant	Tenant	Tenant pro rata over base year	Landlord
High Point Centre S.C. Mineral Point Rd.	1,700 [a] 2,900 [a]	10/86 will be ready	3 years minimun	\$11-12.00	None	5% annually	Negotiable	Tenant	Tenant	Tenant	Tenant
Market Square Odana Rd.	Leasing in Phase III		3-5 years	\$10.50-12.00	None	4% or CPI annually		Tenant	Tenant	Tenant	Tenant
Westgate S.C. S. Whitney Way	385 [a] 900 [a] 30,000 [a]		3 years minimun	\$7-10.00 \$7-10.00 \$4-5.00				Tenant	Tenant	Tenant	Tenant
Whitney Square S. Whitney Way	2,400 [a] 3,000 [a] 20,000 [a]		3 years minimun	\$7-10.00 \$4-5.00				Tenant	Tenant	Tenant	Tenant
Cambridge Court 7600 Mineral Point Rd.	No vacancies		3 years minimun	\$8-10.00	None	Cost of living adjustment	Negotiable	Tenant	Tenant	Tenant	Tenant

[a] Currently available

EXHIBIT 6

Landmark Research, Inc.

EXHIBIT 7
INVENTORY OF APARTMENT AND GARAGE
RENTAL RATES ALONG UNIVERSITY AVENUE
SEPTEMBER 1986

ADDRESS	BUILDING AGE	NO. OF UNITS	UNIT TYPE	SIZE (SF)	MONTHLY RENT	ADJUSTED MONTHLY RENT [1]	ADJUSTED \$/SF/MO	CURRENT VACANCY RATE	RESPONSIBILITY FOR:			PARKING	OTHER FEATURES	REMARKS
									HEAT	ELEC.	WATER			
2525 University Ave.	3 years	10	1-1BR, 1BA 9-2BR, 1BA	665 1050 (largest)	\$390 \$515-520	\$375 \$525-530	\$0.56 \$0.50	0	T	T	L	1 surface stall/unit	Sleeve A.C., dishwashers	Mostly students
The Highland 2631 University Ave.	3 years	6	2BR, 1BA	950	\$500 (average)	\$510	\$0.54	0	T	T	L	1 surface stall/unit	Sleeve A.C., dishwashers, blinds	Rented slowly, once unit seen rented quickly, 3 students - 3
2725 Lynn Terrace	35 years	4	3-2BR, 1BA 1-3BR, 1BA	NA NA	\$425 \$455	\$385 \$415	NA NA	0	L	T	L	3 unit garage for 4 apts.	Hardwood floors, screened porch	
2722 Lynn Terrace	34 years	3	3-1BR, 1BA	714	\$395	\$340	\$0.48	0	L	T	L	1 surface stall/unit		Graduate students
2730 Lynn Terrace	35 years	4	4-2BR, 1BA	900	\$350-390	\$300-340	\$0.33-.38	0	L	T	L	underground	Sleeve A.C., no appliances	Rented through 1st WI Trust, rents considered low
509 N. Franklin	42 years	4	2BR, 1BA	NA	\$375 as of 11/1/86	\$345	NA	0	L	T	L	1 surface stall/unit	Hardwood floors, screened porch	Most tenants have lived there 20-25 years
513 N. Franklin	41 years	4	2BR, 1BA	NA	\$320	\$330	NA	0	T	T	L	1 surface stall/unit		Significant number of elderly
Franklin at Shepard Tr.	26 years	32 (4 bldgs.)	21-1BR, 1BA 1BR, 1BA 11-2BR, 1BA	900 900 NA	\$385 \$335 \$455	\$330 \$280 \$425	\$0.37 \$0.31 NA	1 unit	L	T	L	1 surface stall/unit	The more expensive unit has hardwood floors, the less has tile	
Les Chateaux 3202 Bluff St.	19 years	128 (8 bldgs.)	16-1BR, 1BA 56-2BR, 1BA 14-2BR, 2BA 42-3BR, 2BA	780 1120 1300 1400-1500	\$375 \$470 \$520 \$545-570	\$360 \$480 \$505 \$530-555	\$0.46 \$0.43 \$0.39 \$0.38	0	T	T	L	1 surface stall/unit @ \$23/mo	Central A.C.	Usually couples No students
Farley Arms 506-508 Farley	21 years 11 years	14	10-2BR, 1BA 4-2BR, 1BA	1200 880	\$475 \$500	\$485 \$510	\$0.40 \$0.58	0	T	T	L	1 surface stall/unit	4 have central A.C., 10 sleeve; drapes; landlord says utilities are \$35/month for tenant	
308-314 Forest St.	1 year	8	1BR, 1BA	500-600	\$430-495	\$385-450	\$0.77-0.90	0	L	T	L	1 surface stall/unit	Sleeve A.C., dishwashers	Mostly professional workers, only a few grad students
University Gables 2121 University Ave.	20 years	28	5-EFF 15-1BR, 1BA 8-2BR, 1BA	NA NA NA	\$330 \$390-410 \$550-600	\$290 \$350-370 \$535-585	NA NA NA	0	L	T	L	surface @ \$35/mo underground @ \$45/mo	Sleeve A.C., dishwashers	Half are students, many work at hospital
Dunsinaine Allen at University Ave.	5 years	15	15-2 BR Some are townhouse	1000	\$550-660	\$515-625	\$0.52-0.63	1 available for \$595/mo	T	T	L	underground included in rent	Sleeve A.C., dishwashers, fireplace, washer & dryer	Students
Kingston Manor 2571 University Ave.	old	22 (3 bldgs.)	5-1BR, 1BA 15-2BR, 1BA 2-3BR, 1BA	NA 800-1000 NA	\$385 \$490 \$630	\$330 \$460 \$600	NA \$0.47-0.58 NA	0	L	T	L	surface	Sleeve A.C., drapes	Mostly students, some 2-br are furnished at \$530/mo.

[1] Tenants of Lakepoint Commons apartments will pay electricity and heat and the landlord will pay for sewer and water. Garage rent is not included in the monthly rent. Each 2-BR townhouse unit to be built at Lakepoint Commons has 2 bathrooms; to bring each 2-BR or 3-BR, 1 BA unit comparable to the subject, a dollar adjustment is made, as shown below. Based upon the assumption that a tenant who pays his own heat will pay less monthly rent than a tenant whose landlord pays the heat in a comparable unit, the following adjustments are made:

Heat: Building age < 10 years old = (\$30/mo.)
Building age > 10 years old = (\$40/mo.)

Parking: Enclosed & underground = (\$35/mo.)
Semi-enclosed or detached = (\$25/mo.)
Surface stall = (\$15/mo.)

Bathroom: 2nd bathroom in 2-BR or 3-BR unit = \$25/mo.

Sedgwick Research, Inc.

EXHIBIT 8

LAKEPOINT COMMONS RETAIL RENT ROLL ASSUMPTIONS [1]

FINSIM TENANT NUMBER	IDENTIFICATION OF RETAIL AREA	RENTABLE AREA [2]	PERCENT OF RENTABLE AREA	ANNUAL BASE RENTAL RATE	ANNUAL BASE RENTAL REVENUE	OCCUPANCY RATE	LEASE TERM	TENANT IMPROVEMENT & RENT CONCESSIONS PAID BY OWNER
1	A	1,460	10.50%	\$10.00	\$14,600	6/87	3 yrs, 3 yrs, 3 yrs, 3 yrs	\$5/SF beginning 6/96
2	B	1,190	8.56%	\$10.00	\$11,900	6/87	3 yrs, 5 yrs, 5 yrs	\$5/SF beginning 6/95
3	C	1,190	8.56%	\$11.00	\$13,090	6/88	3 yrs, 3 yrs, 5 yrs	\$5/SF beginning 6/94
4	D	1,190	8.56%	\$11.00	\$13,090	6/87	3 yrs, 3 yrs, 5 yrs	\$5/SF beginning 6/93
5	E	1,190	8.56%	\$12.00	\$14,280	6/88	3 yrs, 3 yrs, 3 yrs, 3 yrs	\$5/SF beginning 6/96
6	F	850	6.12%	\$13.00	\$11,050	6/87	3 yrs, 3 yrs, 5 yrs	\$5/SF beginning 6/95
7	G	1,170	8.42%	\$12.50	\$14,625	6/87	3 yrs, 5 yrs, 5 yrs	\$5/SF beginning 6/92
8	H	1,140	8.20%	\$12.00	\$13,680	6/87	5 yrs, 5 yrs	\$5/SF beginning 6/94
9	I	810	5.83%	\$12.00	\$9,720	6/88	3 yrs, 3 yrs, 5 yrs	\$5/SF beginning 6/97
10	J	1,280	9.21%	\$12.00	\$15,360	6/87	5 yrs, 5 yrs	\$5/SF beginning 6/94
11	K	810	5.83%	\$12.00	\$9,720	6/88	3 yrs, 3 yrs, 3 yrs, 3 yrs	\$5/SF beginning 6/94
12	L	810	5.83%	\$12.00	\$9,720	6/87	5 yrs, 5 yrs	\$5/SF beginning 6/92
13	M	810	5.83%	\$12.00	\$9,720	6/87	3 yrs, 3 yrs, 3 yrs, 3 yrs	\$5/SF beginning 6/96
		13,900	100.00%		\$160,555			
		=====	=====		=====			

- [1] a) CAM charges will be estimated in advance and prorated monthly to each tenant based upon the percent of rentable area occupied. Thus, CAM charges are collected in the same year the expenses occur.
- b) Each lease will include an annual four percent (4%) step-up in base rents plus the previous year's step-up amount. At renewal, market rent will be equal to the stepped-up base year at that time.
- c) After the first year when the project is fully leased, revenue losses due to retail vacancies and bad debt are assumed to be five percent (5%) of the total retail base rents plus pass-throughs in any given year.
- [2] See development plans in Appendix A for identification of retail areas.

LAKEPOINT COMMONS APARTMENT RENT ROLL ASSUMPTIONS [1]

APARTMENTS	GROSS RENTABLE AREA PER UNIT	TOTAL GROSS RENTAL AREA (SF)	NET RENTABLE AREA PER UNIT	TOTAL NET RENTABLE AREA (SF)	MONTHLY RENT	RENTAL RATE PER SF/MONTH (NRA)	ANNUAL RENTAL REVENUE
3 Efficiencies - One Bathroom	440	1,320	420	1,260	\$360	\$0.86	\$12,960
6 One Bedrooms - One Bathroom	670	4,020	640	3,840	\$440	\$0.69	\$31,680
14 Two Bedrooms - Two Bathrooms	900	12,600	840	11,760	\$550	\$0.65	\$92,400
		<u>17,940 SF</u>		<u>16,860 SF</u>			
TOTAL POTENTIAL GROSS REVENUE FROM APARTMENTS							\$137,040
29 Enclosed Garage Stalls at \$25/month							8,700
TOTAL POTENTIAL GROSS REVENUE FROM GARAGES							<u>8,700</u>
TOTAL POTENTIAL GROSS REVENUE FROM RESIDENTIAL PORTION OF PROJECT							<u>\$145,740</u> =====

- [1] a) The apartments are assumed to be 75 percent (75%) leased during the first year.
- b) Garages will have an average occupancy of 75 percent (75%) during the first year of operation, 100 percent (100%) occupancy in Year 2 and are assumed to experience no vacancy thereafter.
Garage revenues will increase 4 percent (4%) per year over the 10-year projection period.
- c) Apartment revenues will increase by 4 percent (4%) each year.

EXHIBIT 10

LAKEPOINT COMMONS STABILIZED OPERATING PRO FORMA
 ASSUMING PROJECT COMPLETE AND FULLY LEASED
 WITH FOOTNOTES WHICH DETAIL VACANCY AND EXPENSE ASSUMPTIONS

REVENUE
Retail

Potential Base Rental Revenue (Exhibit 8)	\$160,555	
CAM Reimbursables [1]	27,320	
		<u>\$187,875</u>

Residential

Potential Apartment Revenue (Exhibit 9)	137,040	
Potential Garage Revenue (Exhibit 9)	8,700	
		<u>145,740</u>
Gross Potential Revenue		\$333,615
Vacancy - Retail at 5% [1]		(9,395)
Apartments only at 4% [2]		(5,480)
		<u>\$318,740</u>
Effective Potential Revenue		

EXPENSES
Retail

CAM Outlays [3]	\$27,320	
Structural Maintenance [4]	2,085	
Sewer and Water [5]	1,560	
Insurance [6]	0	
Expenses for Vacant Space [7]	1,040	
Real Estate Taxes for Vacant Space [8]	1,390	
Management Fee [9]	7,140	
Leasing Commissions [10]	0	
		<u>\$40,535</u>

Apartments

Operating Expenses at 22% of gross [11]	\$30,150	
Real Estate Taxes at 18% of gross [12]	25,620	
Garage Maintenance at \$5/mo/stall [13]	1,740	
		<u>57,510</u>
		<u>(98,045)</u>
NET OPERATING INCOME [14]		\$220,695

EXHIBIT 10 (Continued)

FOOTNOTES

VACANCY

- [1] After the first year of operation, when the project is fully completed and leased, it is assumed that 5 percent of the gross potential revenue from base rents and CAM reimbursables will be lost to vacancies. This represents an average of 695 SF vacant in any one year. With an average rent of \$11.55/SF plus \$1.97/SF for CAM outlays, the loss due to vacancy is \$9,395.

During the first year of operation there is assumed to be an average vacancy of 4,000 SF with 9,900 SF or 71 percent of the 13,900 SF of rentable area leased for terms of three to five years. Of the total gross potential revenue of \$160,555 estimated for the retail area in Year 1, \$113,745 or 70.8 percent is assumed to be collected from tenants. The remaining \$46,810 or 29.2 percent is assumed to be lost to first year vacancies.

- [2] After the first year of operation, losses due to apartment vacancies are assumed to average 4 percent of the gross potential revenue for apartments only. The garages are assumed to be 100 percent occupied by the beginning of Year 2 and remain so throughout the projection period.

During the first year of operation, it is assumed there is an average vacancy of 25 percent in the apartment and garages. Of the gross potential revenue of \$137,040 from apartments, \$34,260 is uncollected due to vacancy. Of the gross potential revenue of \$8,700 from the garages, \$2,175 is lost to vacancy.

RETAIL

- [3] Common area maintenance (CAM) outlays for the maintenance of the retail service corridor, retail parking area and the retail landscaping which include snow removal, landscaping, striping and sealing the parking area are estimated to be \$27,321 based upon a cost of \$1.00 per square foot of the 27,321 square feet of paved and landscaped area. Also included in the CAM outlays is the expense of advertising and promotion that benefits all retail tenants. These

EXHIBIT 10 (Continued)

estimated CAM outlays are charged at 1/12 of the total projected amount per month and prorated according to the percent of rentable area occupied. In the first year, the CAM charge is estimated to be \$1.97/SF of rentable area. CAM expenses are assumed to increase at the rate of 4 percent per year.

- [4] The expense for the structural maintenance of the retail area is estimated to be minimal in the first few years of the project; a budget of \$0.15/SF of retail rentable area is estimated in the first year and \$0.30/SF in the second year to cover the cost of any latent defects not covered in the construction contract. In the third year the budget is increased to \$0.45/SF and to \$0.60/SF in the fourth through the tenth year. An escalator of 4 percent per year will be applied to the base expense of \$0.60/SF in the fifth year and thereafter.
- [5] The potential sewer and water expense for the bathroom in each of the 13 retail spaces is estimated to be \$10/month or \$1,560 in the first year and is paid directly by the landlord without reimbursement. Since four of the retail spaces are assumed to be vacant during the first year of operation, only 69 percent of the total expense or \$1,080 is charged in the first year.
- [6] Property and third-party liability insurance expenses for the retail portion of the project are collected from the tenant in advance and paid annually by the landlord on the premium due date. The insurance expenses which are not collected in advance due to vacancy are paid by the landlord without reimbursement as discussed in Footnote #7.
- [7] During periods of vacancy the landlord must provide minimal levels of heat, lights and cleaning which are usually paid directly by the tenant. The landlord must also pay the cost of property and liability insurance for vacant space which is usually collected in advance from the tenants. A total charge of \$1.50 per each square foot of vacant space per year is included in the operating expenses. At the end of the first year, 4,000 SF is assumed to remain vacant for an additional expense of \$6,000. From Year 2 through Year 10 of operation, it is assumed that an average of 5 percent of 13,900 SF or 695 SF of the retail space will require the temporary payment of expenses incurred only during vacancy. Year 2 expenses usually paid by the tenants, but shifted to the landlord during vacancy are estimated to be \$1,040 (695 SF x \$1.50/SF) x 1.04 or \$1,084 and are escalated by 4 percent per year thereafter. CAM charges which are not collected due to vacancy are reflected in the vacancy rate of 5 percent applied to the base rent plus the CAM pass-throughs. In Year 1, base rents and CAM reimbursables reflect the vacancy assumed during leasing-up. The 5 percent rate is applied from Year 2 through 10. (See Footnote #1.)

EXHIBIT 10 (Continued)

- [8] Real estate taxes for the retail portion of the project are charged in advance to the tenant and then paid by the landlord by February of the following year. The real estate taxes estimated for Lakepoint Commons over the 10-year projection period are detailed in Exhibit 11. Only the retail real estate taxes prorated to vacant retail spaces are shown on the operating pro forma as an expense of the landlord which is not passed through to the tenant. In the first year of operation the real estate taxes are included in the construction budget, as a soft cost and thereafter, the real estate taxes picked up by the landlord are based upon the number of square feet of vacant space times the real estate tax per square feet of retail payable in that year. In Year 2 of operation (June 1, 1988, through May 31, 1989) the total estimated real estate tax bill of \$53,371 is allocated at the rate of 52 percent to retail or \$27,753 and 48 percent to residential or \$25,618. The unit cost of retail real estate taxes is estimated to be \$2.00/SF in Year 2 and the vacant retail space is estimated to be 695 SF for a real estate tax charge to the landlord of \$1,390 in Year 2. This charge to the landlord is expected to increase by 4 percent per year, on the average, over the projection period.
- [9] The management fee is 4 percent per year of effective gross retail revenue. In the stabilized operating pro forma, the gross potential retail revenue (base rent plus CAM) of \$187,875 less \$9,395 loss to vacancy equals \$178,480 of effective gross. Therefore, the management fee assumed is $\$178,480 \times 0.04$ or \$7,140/year.
- [10] Leasing commissions are assumed to be 6 percent of the base rent and are charged against the project budget as a soft cost during the initial period of leasing-up. As leases turnover, a leasing commission is charged against the market base rent at the time the lease is renewed or re-negotiated. Therefore, in the stabilized operating pro forma there is no leasing commission shown. In the FINSIM output entitled Project Analysis Yearly Summaries it should be noted that leasing commission outlays are shown below the net operating income as a charge against the operating cash flow. See Appendix B.

APARTMENTS AND GARAGE EXPENSES

- [11] Operating expenses for the residential portion of the project are estimated to be 22 percent of the annual gross potential revenue from the apartment units. The tenant pays for all heat and electricity separately metered with the landlord responsible for all sewer and water expenses and utility charges for the common area (minimal with no common corridors). The landlord is also responsible for the cost of property and liability insurance allocated to the apartments, general maintenance and repairs, structural maintenance, trash removal, administrative expenses, and leasing commissions and management fees.

EXHIBIT 10 (Continued)

- [12] In the first year of operation from June 1, 1987, through May 31, 1988, the real estate taxes will be based upon the assessment as of January 1, 1987, before the project is complete, and will be included in the construction budget. In the second year of operation the real estate taxes allocated to the residential portion of the project (garages and apartments) are estimated to be \$25,618 (see Exhibit 11) and will increase, on the average, at 4 percent per year through Year 3. During Year 4 the assessment is assumed to increase to a project value of \$2,000,000 and real estate taxes allocated to the residential portion are estimated to be \$30,787 and will increase 4 percent per year thereafter.

In Years 2 and 3, real estate taxes represent 18 percent of the gross potential revenue (GPR) from the apartments only or 17 percent of GPR of the apartments and garages combined. From Year 4 and beyond, real estate taxes are assumed to represent 20 percent of the GPR from the apartments and 19 percent of the combined apartment and garage GPR.

- [13] Garage maintenance is estimated to be 20 percent of gross or \$5 per stall per month. This expense includes general maintenance and repairs, property and liability insurance, utilities, leasing commissions and management fee for the garages.

TENANT IMPROVEMENTS FOR RETAIL

- [14] The net operating income shown on the stabilized operating pro forma is before any tenant improvement expenses. It is assumed that the cost of retail tenant finishes will be included in the construction budget and only when a tenant vacates will the landlord be required to contribute to either tenant improvements and/or rent concessions to re-lease the space at the then current market rent. As needed, tenant improvements/rent concessions are estimated to be a stabilized \$5/SF of the space to be re-leased. See Exhibit 8 for the assumed timing of this expense. In the FINSIM output entitled Project Analysis Yearly Summaries, and detailed in Appendix B it should be noted that, as with leasing commissions, tenant improvements (including rent concessions) are shown below the net operating income as a charge against the operating cash flow.

REAL ESTATE TAX PROJECTIONS FOR LAKEPOINT COMMONS

Date of Assessment	Assessed Value	Percent Complete	Mill Rate [1]	Total Taxes	Due Date	Allocation to [2]:		Retail Tax/ Sq. Ft.	Apartment Revenue	% Tax to Revenue	Garage Revenue	Apt. & Garage Revenue	% Tax to Revenue
						Retail @ 52%	Residential @ 48%						
1/1/86	\$275,000 [3]	0%	0.0274135	\$7,539	2/87	\$3,920	\$3,619	NA	NA				
1/1/87	\$475,000 [4]	10%	0.0285100	\$13,542	2/88	\$7,042	\$6,500	NA	\$137,040		\$6,525	\$143,565	
1/1/88	\$1,800,000	100%	0.0296504	\$53,371	2/89	\$27,753	\$25,618	\$2.00	\$142,522	18%	\$9,048	\$151,570	17%
1/1/89	\$1,800,000	100%	0.0308364	\$55,506	2/90	\$28,863	\$26,643	\$2.08	\$148,222	18%	\$9,410	\$157,632	17%
1/1/90	\$2,000,000	100%	0.0320699	\$64,140	2/91	\$33,353	\$30,787	\$2.40	\$154,151	20%	\$9,786	\$163,938	19%
1/1/91	\$2,000,000	100%	0.0333527	\$66,705	2/92	\$34,687	\$32,019	\$2.50	\$160,317	20%	\$10,178	\$170,495	19%
1/1/92	\$2,000,000	100%	0.0346868	\$69,374	2/93	\$36,074	\$33,299	\$2.60	\$166,730	20%	\$10,585	\$177,315	19%
1/1/93	\$2,000,000	100%	0.0360742	\$72,148	2/94	\$37,517	\$34,631	\$2.70	\$173,399	20%	\$11,008	\$184,408	19%
1/1/94	\$2,000,000	100%	0.0375172	\$75,034	2/95	\$39,018	\$36,017	\$2.81	\$180,335	20%	\$11,449	\$191,784	19%
1/1/95	\$2,000,000	100%	0.0390179	\$78,036	2/96	\$40,579	\$37,457	\$2.92	\$187,549	20%	\$11,907	\$199,455	19%
1/1/96	\$2,000,000	100%	0.0405786	\$81,157	2/97	\$42,202	\$38,955	\$3.04	\$195,051	20%	\$12,383	\$207,433	19%
1/1/97	\$2,000,000	100%	0.0422018	\$84,404	2/98	\$43,890	\$40,514	\$3.16	\$202,853	20%	\$12,878	\$215,731	19%

- [1] The 1985 net mill rate for the City of Madison is 0.0263591. It is assumed That the mill rate increases an average of 4% per year.
- [2] The potential gross base rent from the retail space is \$160,555 and the potential gross revenue from the apartments and garages is \$145,740 for a total of \$306,295. Therefore, based upon productivity, retail is 52% and residential is 48% of the total.
- [3] The assessment of the property as of January 1, 1986, is \$275,000.
- [4] It is assumed that as of January 1, 1987, the value added due to the start of construction will be \$200,000.

EFFECT OF COST OF MORTGAGE MONEY ON INVESTMENT VALUE

INTEREST RATE	SIZE OF MORTGAGE BASED UPON YEAR 2 NOI OF \$226,653 & DEBT COVER RATIO OF 1.25	ESTIMATED VALUE WHEN PARTIALLY COMPLETED AND LEASED AS OF 6/1/87 ASSUMING 13% AFTER-TAX EQUITY YIELD	BEFORE TAX EQUITY DIVIDEND		ESTIMATED VALUE WHEN COMPLETE AND FULLY LEASED AS OF 6/1/88 ASSUMING 13% AFTER-TAX EQUITY YIELD	BEFORE TAX EQUITY DIVIDEND	
			YEAR 1	YEAR 10		YEAR 1	YEAR 9
9.75%	\$1,760,000	\$2,230,000	(2.7%)	16.4%	\$2,290,000	8.5%	14.5%
10%	\$1,720,000	\$2,200,000	(2.7%)	16.2%	\$2,260,000	8.4%	14.3%
10.25%	\$1,690,000	\$2,170,000	(2.7%)	16.0%	\$2,230,000	8.3%	14.1%

EXHIBIT 12

SUMMARY OF AVERAGE RENTAL RATES FOR SELECTED YEARS

RETAIL - 13,900 SF	YEAR 1	YEAR 2	YEAR 10
Average Base Rent			
with 4% step/year	\$11.55/SF	\$11.88/SF	\$15.05/SF
CAM Charge	1.97/SF	2.04/SF	2.80/SF
RE Taxes	0/SF	2.00/SF	3.08/SF
Effective Retail Rent	\$13.52/SF	\$15.92/SF	\$20.93/SF
APARTMENTS - 23 Units			
----- - 16,860 SF - NRA			
Average Monthly Rent	\$497/mo	\$516/mo	\$707/mo
Average Monthly Rent/SF	\$0.68/SF	\$0.70/SF	\$0.96/SF

Southwest Research, Inc.

EXHIBIT 13

LAKEPOINT COMMONS
ESTIMATED COST TO CONSTRUCTHARD CONSTRUCTION COSTS [1]

(including 7.5% Contractor's Fee)

Costs Allocated to Retail Portion of Project	\$781,175
Costs Allocated to Residential Portion of Project	<u>525,000</u>

TOTAL HARD CONSTRUCTION COSTS	\$1,306,175
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SOFT PROJECT COSTS

Leasing Commissions at 6% of Base Rent for 3 Years	\$28,900
Interest on Construction Loan [2]	80,500
Real Estate Taxes [3]	13,540
Architectural and Engineering Fees [4]	45,000
Legal and Other Professional Fees and Permits [5]	<u>20,000</u>

TOTAL SOFT PROJECT COSTS [6]	<u>187,940</u>
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TOTAL HARD AND SOFT COSTS	\$1,494,115
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Contingency at 10%	<u>149,410</u>
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TOTAL CONSTRUCTION AND SOFT COSTS	\$1,643,525
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COST OF LAND [7] CLEARED AND READY FOR CONSTRUCTION	<u>460,000</u>
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TOTAL PROJECT COST	<u>\$2,103,525</u>
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EXHIBIT 13 (Continued)

FOOTNOTES

- [1] See break-down of estimated hard costs in Appendix D.
- [2] Construction interest is assumed to be 10 percent plus two points on a loan of \$1,400,000 with a construction period of nine months. Construction interest on a declining balance is estimated to be \$52,500 plus two points or \$28,000 for a total cost of \$80,500.
- [3] Real estate taxes are based upon an assessment as of January 1, 1987, of \$475,000 which includes the current land assessment of \$275,000 plus 10 percent or \$200,000 of the construction budget expended at that point in time. The 1985 mill rate of 0.0263591 is assumed to increase at 4 percent per year to 0.0274 for 1986. Therefore real estate taxes due during construction are estimated to be \$13,540.
- [4] The architect's fee is a fixed contract at \$30,000 plus a pass through of expenses and a \$15,000 budget is allowed for engineering costs and other construction consultants.
- [5] Legal, accounting, appraisal, and other professional fees plus the necessary permits are estimated to be \$20,000.
- [6] Resulting soft costs are 14.4 percent of construction hard costs. If architectural fees were at 6 percent of hard costs, the total soft cost package would be at the more usual 18 percent of hard costs.
- [7] See Exhibits 3 through 5 for vacant land value estimate.

EXHIBIT 14

MARSHALL & SWIFT VALUATION OUTPUT

COST ESTIMATE FOR: LAKEPOINT COMMONS
 PROPERTY OWNER: FIORE COMPANIES
 ADDRESS: UNIVERSITY AVENUE
 SURVEYED BY: LANDMARK RESEARCH INC.
 DATE OF SURVEY: 8/26/86

SECTION 1:

OCCUPANCY: RETAIL STORE

CLASS: C Masonry
 EFFECTIVE AGE: 0 YEARS
 NUMBER OF STORIES: 1.0
 FLOOR AREA: 15,900 Sq. Ft.

COST RANK: 3.0 Above Average
 CONDITION: 5.0 Very good
 AVERAGE STORY HEIGHT: 13.0
 COST AS OF: 9/86

COMPONENT	UNITS	COST	REPLACEMENT COST	
			NEW	DEPR
EXCAVATION & SITE PREPARATION:				
Excavation.....	75,300	0.22	16,566	16,566
Site Preparation.....	25,100	0.14	3,514	3,514
SUBTOTAL.....			20,080	20,080
FOUNDATION:				
Concrete,Bearing walls.....	25,100	1.52	38,152	38,152
FRAME:				
Floor Supports.....	15,900	0.91	14,469	14,469
FLOOR STRUCTURE:				
Concrete on Ground.....	25,100	2.47	61,997	61,997
FLOOR COVER:				
Asphalt Tile.....	13,900	1.00	13,900	13,900
Concrete Color.....	2,000	0.62	1,240	1,240
SUBTOTAL.....			15,140	15,140
CEILING:				
Gypsum Board,Taped & Paint....	15,900	1.06	16,854	16,854
Suspended Ceiling.....	13,900	1.02	14,178	14,178
SUBTOTAL.....			31,032	31,032
INTERIOR CONSTRUCTION:				
Interior Construction,Masonry.	13,900	4.23	58,797	58,797
PLUMBING:				
Plumbing Fixtures.....	27	1,719	46,413	46,413
HEATING AND COOLING:				
Package Heating & Cooling.....	15,900	4.27	67,893	67,893
ELECTRICAL:				
Electrical.....	15,900	4.90	77,910	77,910
EXTERIOR WALL:				
Brick,Block Back-Up.....	3,000	14.82	44,460	44,460
Concrete Block.....	2,000	10.61	21,220	21,220
Insulation.....	8,000	0.60	4,800	4,800
SUBTOTAL.....			70,480	70,480
STORE FRONT:				
Store Front.....	3,100	34.40	106,640	106,640
ROOF STRUCTURE:				
Precast Joists and Deck.....	25,100	5.45	136,795	136,795
ROOF COVER:				
Insulation.....	25,100	0.87	21,837	21,837

EXHIBIT 14 (Continued)

OCCUPANCY: RETAIL STORE

COMPONENT	UNITS	COST	REPLACEMENT COST	
			NEW	DEPR
ELEVATORS:				
Elevator 2 Stops.....	1	33,239	33,239	33,239
TOTAL.....			800,874	800,874
ARCHITECT'S FEES.....	6.5%		52,057	52,057
REPLACEMENT COST NEW.....	15,900	53.64	852,931	
DEPRECIATED COST.....				852,931

EXHIBIT 14 (Continued)

SECTION 2:

OCCUPANCY: PARKING STRUCTURE

CLASS: C Masonry
 EFFECTIVE AGE: 0 YEARS
 NUMBER OF STORIES: 1.0
 FLOOR AREA: 9,200 Sq. Ft.

COST RANK: 3.0 Above Average
 CONDITION: 5.0 Very good
 AVERAGE STORY HEIGHT: 11.5
 COST AS OF: 9/86

COMPONENT	UNITS	COST	REPLACEMENT COST NEW	COST DEPR
FLOOR COVER:				
Hardener & Sealer.....	9,200	0.56	5,152	5,152
CEILING:				
Finish Only.....	9,200	0.53	4,876	4,876
ELECTRICAL:				
Electrical.....	9,200	1.20	11,040	11,040
EXTERIOR WALL:				
Reinforced Concrete.....	2,150	13.60	29,240	29,240
TOTAL.....			50,308	50,308
ARCHITECT'S FEES.....	5.5%		2,767	2,767
REPLACEMENT COST NEW.....	9,200	5.77	53,075	
DEPRECIATED COST.....				53,075

EXHIBIT 14 (Continued)

SECTION 3:

OCCUPANCY: APARTMENT

CLASS: D Frame

EFFECTIVE AGE: 0 YEARS

NUMBER OF STORIES: 1.5

FLOOR AREA: 17,940 Sq. Ft.

COST RANK: 2.0 Average

CONDITION: 5.0 Very good

AVERAGE STORY HEIGHT: 8.0

COST AS OF: 9/86

COMPONENT	UNITS	COST	REPLACEMENT COST	
			NEW	DEPR
FLOOR COVER:				
Slate.....	7,390	6.44	47,592	47,592
Softwood.....	17,710	2.72	48,171	48,171
SUBTOTAL.....			95,763	95,763
CEILING:				
Gypsum Board,Taped & Paint....	17,940	0.94	16,864	16,864
INTERIOR CONSTRUCTION:				
Interior Construction,Framed..	17,940	8.32	149,261	149,261
Base cabinet.....	377	52.46	19,777	19,777
Wall cabinet.....	377	41.24	15,347	15,347
Laminated Plastic Counter....	377	24.32	9,169	9,169
Prefabricated tub-shower.....	37	744	27,528	27,528
SUBTOTAL.....			221,282	221,282
PLUMBING:				
Plumbing Fixtures.....	111	522	57,942	57,942
Kitchen Sink.....	23	364	8,372	8,372
SUBTOTAL.....			66,314	66,314
HEATING AND COOLING:				
Hot and Chilled Water.....	17,940	6.67	119,660	119,660
ELECTRICAL:				
Electrical.....	17,940	2.63	47,182	47,182
EXTERIOR WALL:				
Brick Veneer.....	6,720	10.17	68,342	68,342
Insulation.....	6,720	0.35	2,352	2,352
SUBTOTAL.....			70,694	70,694
ROOF STRUCTURE:				
Wood joists,Wood deck.....	17,940	3.65	65,481	65,481
ROOF COVER:				
Built-Up Composition.....	17,710	0.95	16,824	16,824
Insulation.....	17,940	0.54	9,688	9,688
SUBTOTAL.....			26,512	26,512
BUILT-IN CONSTRUCTION:				
Bathroom Heater.....	37	93.17	3,447	3,447
Dishwasher.....	23	368	8,464	8,464
Exhaust Fan & Hood.....	23	136	3,128	3,128
Garbage Disposal.....	23	140	3,220	3,220
Range and Oven.....	23	498	11,454	11,454
Refrigerator.....	23	560	12,880	12,880
Trash Compactor.....	1	379	379	379
SUBTOTAL.....			42,972	42,972
BALCONY:				
Cement composition,Wood rails.	2,016	11.89	23,970	23,970
STAIRS:				
Cement composition,Wood rails.	4	1,086	4,344	4,344
TOTAL.....			801,038	801,038
ARCHITECT'S FEES.....			47,528	47,528
REPLACEMENT COST NEW.....			848,566	
DEPRECIATED COST.....				848,566

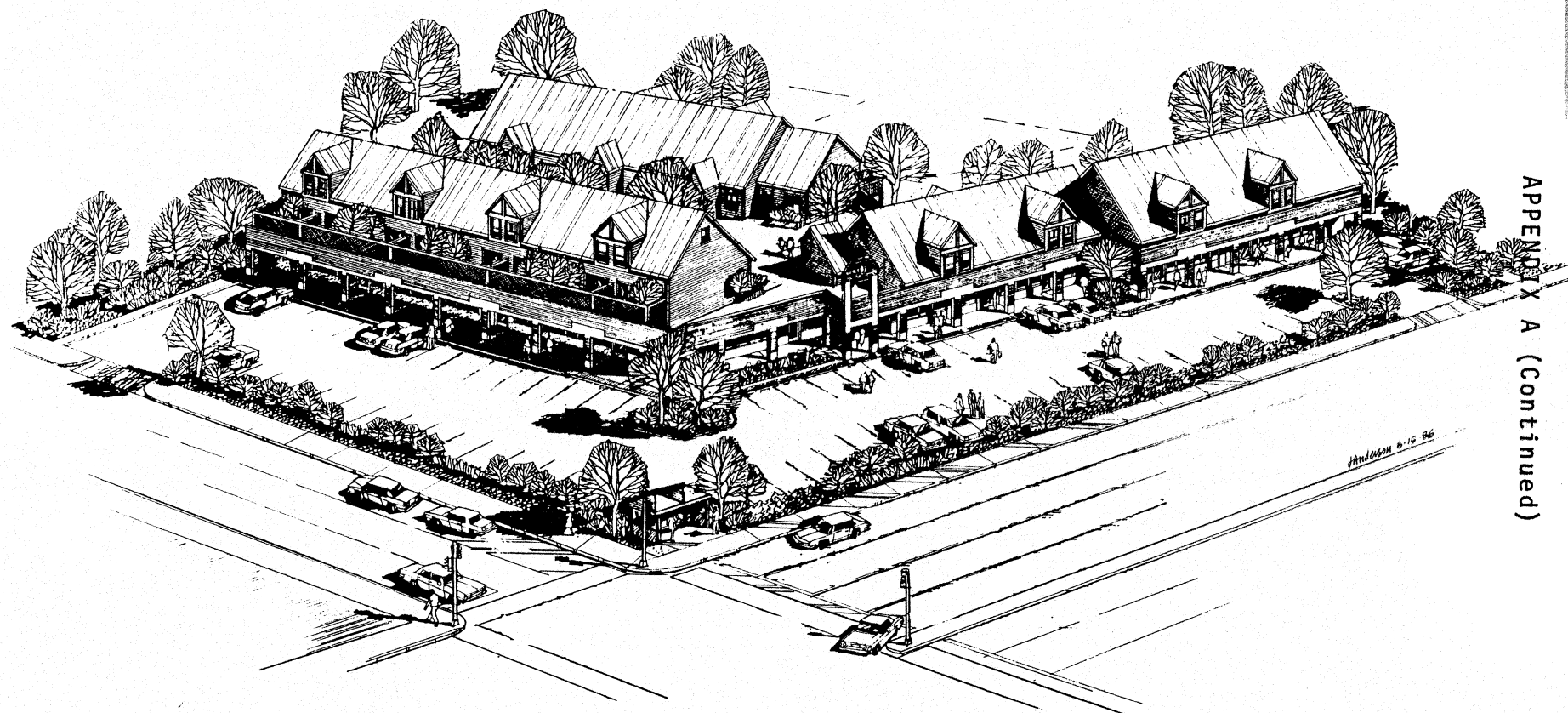
EXHIBIT 14 (Continued)

SUMMARY	TOTAL COST NEW	DEPR
1: RETAIL STORE	852,931	852,931
2: PARKING STRUCTURE	53,075	53,075
3: APARTMENT	848,566	848,566
TOTAL COST.....	1,754,572	1,754,572
ADDITIONS:		
site	460,000	460,000
mscl	1,500	1,500
site improvements	35,000	35,000
TOTAL COST.....	2,251,072	2,251,072
ROUNDED TO NEAREST \$10,000	2,250,000	2,250,000
Cost Da by MARSHALL and SWIFT		

APPENDIX A

LAKEPOINT COMMONS DEVELOPMENT PLANS

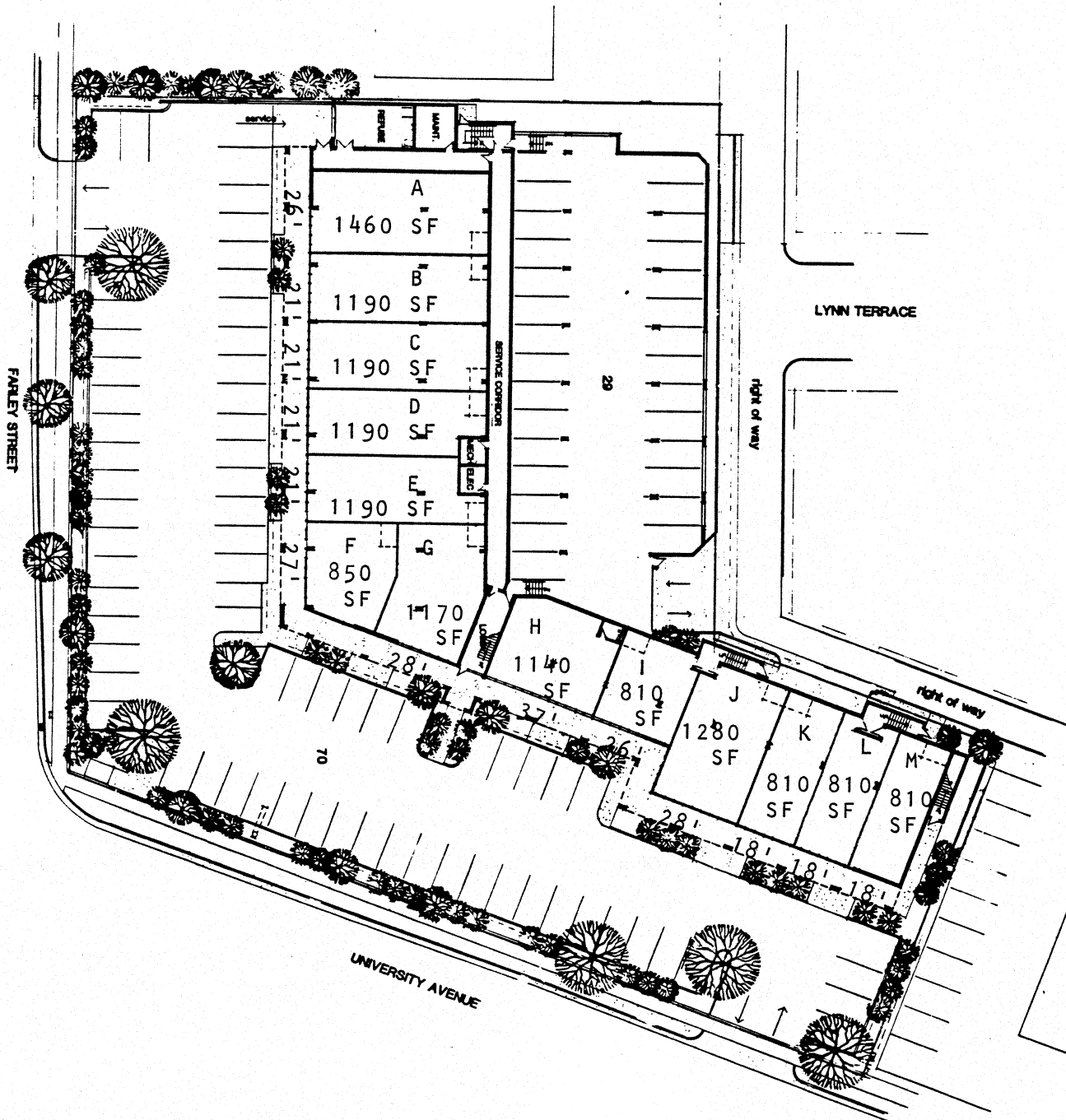
APPENDIX A (Continued)



ANDERSON 8-15-86

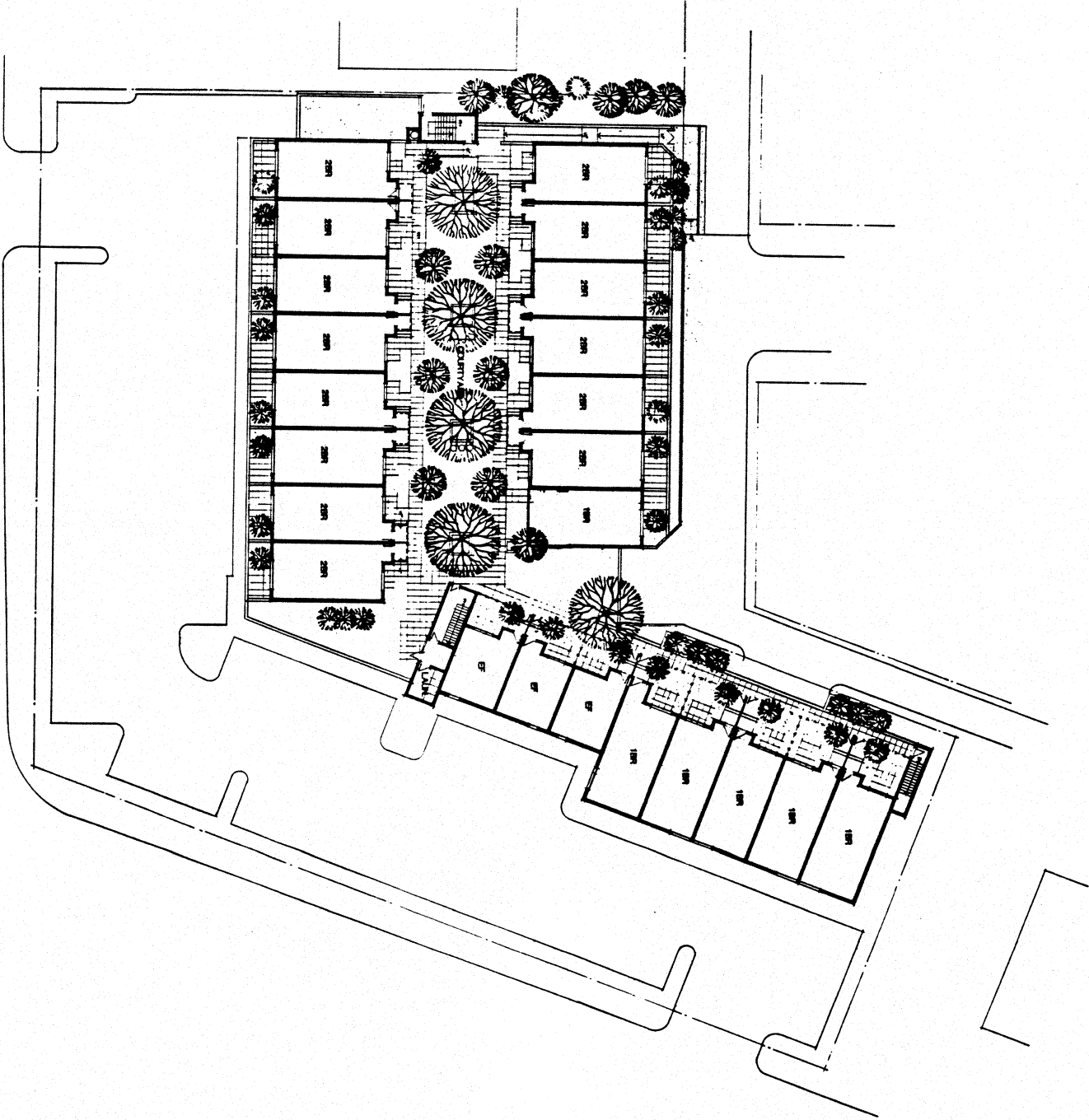
LAKEPOINT COMMONS

APPENDIX A (Continued)



STREET LEVEL
RETAIL

APPENDIX A (Continued)



SECOND FLOOR
APARTMENTS

APPENDIX B

PROJECT ANALYSIS OF LAKEPOINT COMMONS

FINSIM COMPUTER OUTPUT

1. Project Analysis Yearly Summaries - No Debt Structure
Net Operating Income
Operating Cash Flow
Gross Sales Price - 10th Year NOI Capped at 10%
2. Investment Model Assumptions
3. Project Parameters
4. Retail Tenant Roster
5. Retail Income - Total and Tenant by Tenant
6. Retail Tenant Inputs - Lease Terms and Conditions
7. Apartment Income - Total and By Apartment Type
8. Apartment Type Inputs - Lease Terms and Conditions

LAKEPOINT COMMONS LAKEP44 Project Analysis Yearly Summaries 09-30-1986

	Year 1 6/87-5/88	Year 2 6/88-5/89	Year 3 6/89-5/90	Year 4 6/90-5/91	Year 5 6/91-5/92	Year 6 6/92-5/93	Year 7 6/93-5/94	Year 8 6/94-5/95	Year 9 6/95-5/96	Year 10 6/96-5/97
Effective Gross Income										
Base Rental Income	\$250,785	\$303,077	\$308,777	\$320,825	\$330,811	\$343,807	\$354,753	\$365,821	\$377,907	\$388,785
+Stepup Escalation Income	\$0	\$4,550	\$11,154	\$8,659	\$9,828	\$8,643	\$9,527	\$10,841	\$12,478	\$15,425
+User Defined Recovery (3)	\$19,459	\$28,414	\$29,550	\$30,732	\$31,962	\$33,240	\$34,570	\$35,953	\$37,391	\$38,886
+Misc. Inc. not Subj. to Vac	\$6,525	\$9,048	\$9,410	\$9,787	\$10,179	\$10,587	\$11,011	\$11,452	\$11,911	\$12,388
=Gross Potential Income	\$276,769	\$345,088	\$358,892	\$370,004	\$382,779	\$396,278	\$409,861	\$424,066	\$439,687	\$455,485
-General Vacancy & Cr. Loss	\$34,260	\$15,377	\$15,992	\$16,483	\$17,050	\$17,649	\$18,251	\$18,881	\$19,575	\$20,276
=Effective Gross Income	\$242,509	\$329,711	\$342,900	\$353,521	\$365,729	\$378,629	\$391,610	\$405,185	\$420,112	\$435,209
Total Expenses										
+User Defined Expense (1)	\$9,165	\$6,876	\$9,070	\$11,267	\$11,718	\$12,187	\$12,674	\$13,181	\$13,708	\$14,257
+User Defined Expense (2)	\$0	\$1,390	\$1,446	\$1,668	\$1,735	\$1,804	\$1,876	\$1,951	\$2,029	\$2,111
+User Defined Expense (3)	\$27,321	\$28,414	\$29,550	\$30,732	\$31,962	\$33,240	\$34,570	\$35,953	\$37,391	\$38,886
+User Defined Expense (4)	\$31,889	\$58,783	\$61,134	\$66,658	\$69,324	\$72,097	\$74,981	\$77,980	\$81,099	\$84,343
+Misc Exp/Mgmt Fee	\$5,586	\$7,595	\$7,899	\$8,143	\$8,425	\$8,722	\$9,021	\$9,334	\$9,677	\$10,025
=Total Expenses	\$73,961	\$103,058	\$109,098	\$118,469	\$123,163	\$128,050	\$133,122	\$138,399	\$143,905	\$149,622
Net Operating Income										
Effective Gross Income	\$242,509	\$329,711	\$342,900	\$353,521	\$365,729	\$378,629	\$391,610	\$405,185	\$420,112	\$435,209
-Total Expenses	\$73,961	\$103,058	\$109,098	\$118,469	\$123,163	\$128,050	\$133,122	\$138,399	\$143,905	\$149,622
=Net Operating Income	\$168,548	\$226,653	\$233,802	\$235,052	\$242,566	\$250,579	\$258,488	\$266,786	\$276,207	\$285,587
Operating Cash Flow										
Net Operating Income	\$168,548	\$226,653 (1)	\$233,802	\$235,052	\$242,566	\$250,579	\$258,488	\$266,786	\$276,207	\$285,587 (2)
-Leasing Commission Outlay	\$0	\$0	\$0	\$4,866	\$7,904	\$10,625	\$10,881	\$11,129	\$11,422	\$11,624
-Capitalized Tenant Improvem	\$0	\$0	\$0	\$0	\$0	\$9,750	\$5,950	\$20,000	\$11,800	\$15,600
=Operating Cash Flow	\$168,548	\$226,653	\$233,802	\$230,186	\$234,662	\$230,204	\$241,657	\$235,657	\$252,986	\$258,363
Adjusted Cash Flow										
Operating Cash Flow	\$168,548 (3)	\$226,653 (4)	\$233,802	\$230,186	\$234,662	\$230,204	\$241,657	\$235,657	\$252,986	\$258,363
-Capital Assets Purchased/Bu	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	-\$63,100
+Reversion Before Tax	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,770,195
=Distributable Adjusted Cash	\$168,548	\$226,653	\$233,802	\$230,186	\$234,662	\$230,204	\$241,657	\$235,657	\$252,986	\$3,091,658
Project Taxable Income										
Net Operating Income	\$168,548	\$226,653	\$233,802	\$235,052	\$242,566	\$250,579	\$258,488	\$266,786	\$276,207	\$285,587
-Amortization	\$0	\$0	\$0	\$4,866	\$7,904	\$10,625	\$10,881	\$11,129	\$11,422	\$11,624
=Project Taxable Income	\$168,548	\$226,653	\$233,802	\$230,186	\$234,662	\$239,954	\$247,607	\$255,657	\$264,786	\$273,963
Reversion Before Tax										
Gross Sales Price	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,855,871 (2)
-Closing Costs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$85,676
=Reversion Before Tax	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,770,195
Project Analysis										
IRR (Internal Rate)	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	1,200.000
PV/NOI+Sale @13%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,064,473
PV/Adj Cash + Sale @13%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,029,744

(1) Used to size mortgage.

(2) Used to estimate gross sales price at end of projection period.

(3) Used a 10 yr. operating cash flow to estimate value in first year of operation while partially complete and partially leased-up.

(4) Used operating cash flow from Year 2 through Year 10 to estimate value when project complete and fully leased.

APPENDIX B (Continued)

Johnston Research, Inc.

APPENDIX B (Continued)

THE FIORE COMPANIES
DAVID W. KRUGER

09-30-86

Investment Model Assumptions

=====

Description of this Run:FINAL VERSION: APTS \$360,440,550;RTL @ \$10-13

=====

GENERAL INFORMATION:

Description/ Project Name:LAKEPOINT COMMONS
Type of Project:RETAIL & RESIDENTIAL
Address 1:2701 UNIVERSITY AVENUE
Address 2:MADISON, WISCONSIN

Analysis Timing/ Short Year @ Start-up:No

of Full Years in Projection Period: 10

Projection Period Start Date: 1/87

Year to 'Cap' for Reversion Price: 10

FINSIM operates on a
calendar year, therefore
1/87 used for 6/87 to get
full year analysis in Year 1.

OPERATING DATA:

Rental Income/ Results Taken from Rent Roll Model

Rent Roll Model Name & Suffix: LAKEP44

Misc. Inc. Subj. to Vac./

None

Misc Inc not Subj to Vac/ Amount Entered by Year Garage revenue.

Year 1987 6,525

Year 1988 9,048

Year 1989 9,410

Year 1990 9,787

Year 1991 10,179

Year 1992 10,587

Year 1993 11,011

Year 1994 11,452

Year 1995 11,911

Year 1996 12,388

Vacancy & Credit Loss/ Vacancy Rates by Year Effective vacancy rates for retail
and residential.

Year 1987 12.68

Year 1988 4.58

Year 1989 4.58

Year 1990 4.58

Year 1991 4.58

Year 1992 4.58

Year 1993 4.58

Year 1994 4.58

Year 1995 4.58

Year 1996 4.58

Operating Expenses/ Results Taken from Rent Roll Model

Rent Roll Model Name & Suffix: LAKEP44

Misc. Expenses/ Entered as % of Eff. Gross Inc. of 2.30

Below NOI Line Adjustments to /Adjusted Cash Flow

None

Effective retail management fee
when applied to revenue from both
retail and residential revenue.

Expense Adjustments for Vacancy:

Rent Roll Type 'A'/ 1

Rent Roll Type 'B'/ 1

Rent Roll Type 'C'/ 1

Rent Roll Type 'D' / 1

Operating Exp. from Operating Data/ 1

Misc. Expense from Operating Data/ 1

Descriptions and Basic Parameters

Item	Description or Value
Project Name (Fixed)	LAKEPOINT COMMONS
Analysis Start Date (Fixed)	1/87
Analysis Time Frame (Fixed)	10
Refurbishment Depreciated Over Lease Term (Y/N)	N
CPI Index at Startup	0
Major Refurbishment (\$/sf)	0
Minor Refurbishment (\$/sf)	0
Expense Type 1 Description	Op Exp Retail
Expense Type 2 Description	RE Tax Retail
Expense Type 3 Description	CAM Exp Rtail
Expense Type 4 Description	Op Exp Apts
Tenant Type 1 Description	Commercial
Tenant Type 2 Description	Retail
Tenant Type 3 Description	Apartment
Commercial Type Tenant Application, (Yes or No)	N
Commercial Op Exp Retail, (Yes or No)	N
Commercial RE Tax Retail, (Yes or No)	N
Commercial CAM Exp Rtail, (Yes or No)	N
Commercial Op Exp Apts, (Yes or No)	N
Retail Type Tenant Application, (Yes or No)	Y
Retail Op Exp Retail, (Yes or No)	N
Retail RE Tax Retail, (Yes or No)	N
Retail CAM Exp Rtail, (Yes or No)	Y
Retail Op Exp Apts, (Yes or No)	N
Apartment Type Tenant Application, (Yes or No)	Y
Apartment Op Exp Retail, (Yes or No)	N
Apartment RE Tax Retail, (Yes or No)	N
Apartment CAM Exp Rtail, (Yes or No)	N
Apartment Op Exp Apts, (Yes or No)	N
% Op Exp Retail for Commercial	0.00
% Op Exp Retail for Retail	0.00
% Op Exp Retail for Apartment	0.00
% RE Tax Retail for Commercial	0.00
% RE Tax Retail for Retail	0.00
% RE Tax Retail for Apartment	0.00
% CAM Exp Rtail for Commercial	0.00
% CAM Exp Rtail for Retail	100.00
% CAM Exp Rtail for Apartment	0.00
% Op Exp Apts for Commercial	0.00
% Op Exp Apts for Retail	0.00
% Op Exp Apts for Apartment	0.00
Total Commercial Pass Through Basis Footage	0
Total Retail Pass Through Basis Footage	13,900
Total Apartment Pass Through Basis Footage	0
Total Used Commercial Footage	0
Total Used Retail Footage	13,900
Total Used Apartment Footage	0

FINSIM operates on a calendar year. Year 1 for Lakepoint Commons is assumed to be from June 1, 1987, through May 31, 1988.

FS Rent Roll Param'r Module, Model LAKEP44 09-25-86

Rent Zone Table

Zone	Rent Zone Description	Market Base Rent (\$/sf/yr)	Apartment rents - annualized
1	EFFICIENCY	10.28571	
2	ONE-BEDROOM	8.25	
3	TWO-BEDROOM	7.857143	
4		0	
5		0	
6		0	
7		0	
8		0	
9		0	
10		0	
11		0	
12		0	
13		0	
14		0	

FS Rent Roll Param'r Module, Model LAKEP44 09-25-86

Compounding Rates & Indices

Year	% Market G'th	% CPI Growth	% Sales G'th	PWI (Fringe)	PWI (No Fringe)	Growth rate applied to apartment rents
1987	4.0000	0.0000	0.0000	0.0000	0.0000	
1988	4.0000	0.0000	0.0000	0.0000	0.0000	
1989	4.0000	0.0000	0.0000	0.0000	0.0000	
1990	4.0000	0.0000	0.0000	0.0000	0.0000	
1991	4.0000	0.0000	0.0000	0.0000	0.0000	
1992	4.0000	0.0000	0.0000	0.0000	0.0000	
1993	4.0000	0.0000	0.0000	0.0000	0.0000	
1994	4.0000	0.0000	0.0000	0.0000	0.0000	
1995	4.0000	0.0000	0.0000	0.0000	0.0000	
1996	4.0000	0.0000	0.0000	0.0000	0.0000	

APPENDIX B (continued)

Landmark Research, Inc.

FS Rent Roll Param'r Module, Model LAKEP44 09-25-86

Operating expense assumptions are
found in footnotes to Exhibit 10

Operating Expenses (Op Exp Retail)

Expense Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
	0	0	0	0	0	0	0	0	0	0
STRUC MNT-RETAIL	2,085	4,170	6,255	8,340	8,674	9,021	9,381	9,757	10,147	10,553
EXP OF VAC SPACE	6,000	1,084	1,127	1,172	1,219	1,268	1,319	1,372	1,426	1,484
SEWER & WATER	1,080	1,622	1,687	1,755	1,825	1,898	1,974	2,053	2,135	2,220

FS Rent Roll Param'r Module, Model LAKEP44 09-25-86

Operating Expenses (RE Tax Retail)

Expense Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
	0	0	0	0	0	0	0	0	0	0
RE TAX RETAIL	0	1,390	1,446	1,668	1,735	1,804	1,876	1,951	2,029	2,111

FS Rent Roll Param'r Module, Model LAKEP44 09-25-86

Operating Expenses (CAM Exp Retail)

Expense Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
CAM OUTLAYS	27,321	28,414	29,550	30,732	31,962	33,240	34,570	35,953	37,391	38,886

FS Rent Roll Param'r Module, Model LAKEP44 09-25-86

Operating Expenses (Op Exp Apts)

Expense Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
OP EXP @ 22% GRP	30,149	31,355	32,609	33,914	35,270	36,681	38,148	39,674	41,261	42,911
RE TX 18-20%GRP	0	25,618	26,643	30,787	32,018	33,299	34,631	36,016	37,457	38,955
GARAGE MAINTENANC	1,740	1,810	1,882	1,957	2,036	2,117	2,202	2,290	2,381	2,477

FS Rent Roll Param'r Module, Model LAKEP44 09-25-86

Historical Data

New project--no historical data

Data Category	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986
Op Exp Retail \$	0	0	0	0	0	0	0	0	0	0
Op Exp Retail SF	0	0	0	0	0	0	0	0	0	0
RE Tax Retail \$	0	0	0	0	0	0	0	0	0	0
RE Tax Retail SF	0	0	0	0	0	0	0	0	0	0
CAM Exp Retail \$	0	0	0	0	0	0	0	0	0	0
CAM Exp Retail SF	0	0	0	0	0	0	0	0	0	0
Op Exp Apts \$	0	0	0	0	0	0	0	0	0	0
Op Exp Apts SF	0	0	0	0	0	0	0	0	0	0
CPI Growth Rate	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000
PWI (With Fringe)	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000
PWI (No Fringe)	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000

APPENDIX B (Continued)

Landmark Research, Inc.

LAKEP44 Tenant Income

FS Retail Tenant Module

09-25-86

Retail Tenant Totals Income

Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	113,745	160,555	160,555	166,674	170,493	177,077	181,354	185,486	190,359	193,735
Stepup Esc. Income	0	4,550	11,154	8,659	9,828	8,643	9,527	10,841	12,478	15,425
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Retail Pass Through	19,459	28,414	29,550	30,732	31,962	33,240	34,570	35,953	37,391	38,886
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	4,866	7,904	10,625	10,881	11,129	11,422	11,624
Tenant Refinish	0	0	0	0	0	9,750	5,950	20,000	11,800	15,600
Total Cash (Exc. FR. & Vac.)	133,204	193,519	201,259	201,199	204,379	198,586	208,620	201,150	217,006	220,822

APPENDIX B (Continued)

LAKEP44 Tenant Income

FS Retail Tenant Module

09-25-86

RETAIL SPACE A Retail Tenant 1 Income

Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	14,600	14,600	14,600	15,791	15,791	15,791	17,080	17,080	17,080	18,474
Stepup Esc. Income	0	584	1,191	0	632	1,289	0	683	1,394	0
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Rtail Pass Through	2,870	2,984	3,104	3,228	3,357	3,491	3,631	3,776	3,927	4,084
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	947	947	947	1,025	1,025	1,025	1,108
Tenant Refinish	0	0	0	0	0	0	0	0	0	7,300
Total Cash (Exc. FR. & Vac.)	17,470	18,168	18,895	18,072	18,833	19,624	19,686	20,515	21,376	14,150

APPENDIX B (Continued)

LAKEP44 Tenant Income

FS Retail Tenant Module

09-25-86

	RETAIL SPACE B Retail Tenant 2 Income									
Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	11,900	11,900	11,900	12,871	12,871	12,871	12,871	12,871	15,057	15,057
Stepup Esc. Income	0	476	971	0	515	1,050	1,607	2,186	0	602
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Retail Pass Through	2,339	2,433	2,530	2,631	2,736	2,846	2,960	3,078	3,201	3,329
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	772	772	772	772	772	903	903
Tenant Refinish	0	0	0	0	0	0	0	0	5,950	0
Total Cash (Exc. FR. & Vac.)	14,239	14,809	15,401	14,730	15,350	15,995	16,665	17,363	11,405	18,085

APPENDIX B (Continued)

LAKEP44 Tenant Income

FS Retail Tenant Module

09-25-86

RETAIL SPACE C Retail Tenant 3 Income

Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	0	13,090	13,090	13,090	14,158	14,158	14,158	15,313	15,313	15,313
Stepup Esc. Income	0	0	524	1,068	0	566	1,155	0	613	1,250
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Retail Pass Through	0	2,433	2,530	2,631	2,736	2,846	2,960	3,078	3,201	3,329
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	0	849	849	849	919	919	919
Tenant Refinish	0	0	0	0	0	0	0	5,950	0	0
Total Cash (Exc. FR. & Vac.)	0	15,523	16,143	16,789	16,045	16,721	17,424	11,523	18,208	18,973

APPENDIX B (Continued)

LAKEP44 Tenant Income

FS Retail Tenant Module

09-25-86

RETAIL SPACE D Retail Tenant 4 Income

Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	13,090	13,090	13,090	14,158	14,158	14,158	15,313	15,313	15,313	15,313
Stepup Esc. Income	0	524	1,068	0	566	1,155	0	613	1,250	1,912
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Retail Pass Through	2,339	2,433	2,530	2,631	2,736	2,846	2,960	3,078	3,201	3,329
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	849	849	849	919	919	919	919
Tenant Refinish	0	0	0	0	0	0	5,950	0	0	0
Total Cash (Exc. FR. & Vac.)	15,429	16,046	16,688	15,940	16,611	17,310	11,404	18,085	18,845	19,636

APPENDIX B (Continued)

LAKEP44 Tenant Income

FS Retail Tenant Module

09-25-86

RETAIL SPACE E Retail Tenant 5 Income

Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	0	14,280	14,280	14,280	15,445	15,445	15,445	16,706	16,706	16,706
Stepup Esc. Income	0	0	571	1,165	0	618	1,260	0	668	1,363
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Retail Pass Through	0	2,433	2,530	2,631	2,736	2,846	2,960	3,078	3,201	3,329
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	0	927	927	927	1,002	1,002	1,002
Tenant Refinish	0	0	0	0	0	0	0	5,950	0	0
Total Cash (Exc. FR. & Vac.)	0	16,713	17,381	18,076	17,255	17,982	18,738	12,831	19,573	20,396

APPENDIX B (Continued)

LAKEP44 Tenant Income

FS Retail Tenant Module

09-25-86

RETAIL SPACE F Retail Tenant 6 Income

Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	11,050	11,050	11,050	11,952	11,952	11,952	12,927	12,927	12,927	13,982
Stepup Esc. Income	0	442	902	0	478	975	0	517	1,055	0
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Retail Pass Through	1,671	1,738	1,807	1,879	1,954	2,033	2,114	2,199	2,286	2,378
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	717	717	717	776	776	776	839
Tenant Refinish	0	0	0	0	0	0	0	0	0	4,250
Total Cash (Exc. FR. & Vac.)	12,721	13,230	13,759	13,114	13,667	14,243	14,265	14,867	15,493	11,271

APPENDIX B (Continued)

LAKEP44 Tenant Income

FS Retail Tenant Module

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RETAIL SPACE G Retail Tenant 7 Income

Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	14,625	14,625	14,625	15,818	15,818	15,818	15,818	15,818	18,505	18,505
Stepup Esc. Income	0	585	1,193	0	633	1,291	1,975	2,687	0	740
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Rtail Pass Through	2,300	2,392	2,487	2,587	2,690	2,798	2,910	3,026	3,147	3,273
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	949	949	949	949	949	1,110	1,110
Tenant Refinish	0	0	0	0	0	0	0	0	5,850	0
Total Cash (Exc. FR. & Vac.)	16,925	17,602	18,306	17,456	18,192	18,958	19,754	20,582	14,692	21,408

APPENDIX B (Continued)

LAKEP44 Tenant Income

FS Retail Tenant Module .

09-25-86

RETAIL SPACE H Retail Tenant 8 Income

Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	13,680	13,680	13,680	13,680	13,680	16,004	16,004	16,004	16,004	16,004
Stepup Esc. Income	0	547	1,116	1,708	2,324	0	640	1,306	1,998	2,718
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Rtail Pass Through	2,241	2,330	2,424	2,520	2,621	2,726	2,835	2,949	3,067	3,189
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	0	0	960	960	960	960	960
Tenant Refinish	0	0	0	0	0	5,700	0	0	0	0
Total Cash (Exc. FR. & Vac.)	15,921	16,558	17,220	17,909	18,625	12,070	18,519	19,298	20,108	20,951

APPENDIX B (Continued)

LAKEP44 Tenant Income

FS Retail Tenant Module

09-25-86

	RETAIL SPACE I Retail Tenant 9 Income									
Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	0	9,720	9,720	9,720	10,513	10,513	10,513	11,371	11,371	11,371
Stepup Esc. Income	0	0	389	793	0	421	858	0	455	928
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Retail Pass Through	0	1,656	1,722	1,791	1,863	1,937	2,014	2,095	2,179	2,266
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	0	631	631	631	682	682	682
Tenant Refinish	0	0	0	0	0	0	0	4,050	0	0
Total Cash (Exc. FR. & Vac.)	0	11,376	11,831	12,304	11,745	12,240	12,755	8,734	13,322	13,883

APPENDIX B (Continued)

LAKEP44 Tenant Income

FS Retail Tenant Module

09-25-86

	RETAIL SPACE J Retail Tenant 10 Income									
Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	15,360	15,360	15,360	15,360	15,360	17,969	17,969	17,969	17,969	17,969
Stepup Esc. Income	0	614	1,253	1,918	2,609	0	719	1,466	2,244	3,052
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Retail Pass Through	2,516	2,617	2,721	2,830	2,943	3,061	3,183	3,311	3,443	3,581
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	0	0	1,078	1,078	1,078	1,078	1,078
Tenant Refinish	0	0	0	0	0	0	0	0	0	0
Total Cash (Exc. FR. & Vac.)	17,876	18,591	19,335	20,108	20,912	19,952	20,793	21,668	22,578	23,524

APPENDIX B (Continued)

LAKEP44 Tenant Income

FS Retail Tenant Module

09-25-86

RETAIL SPACE K Retail Tenant 11 Income

Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	0	9,720	9,720	9,720	10,513	10,513	10,513	11,371	11,371	11,371
Stepup Esc. Income	0	0	389	793	0	421	858	0	455	928
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Rtail Pass Through	0	1,656	1,722	1,791	1,863	1,937	2,014	2,095	2,179	2,266
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	0	631	631	631	682	682	682
Tenant Refinish	0	0	0	0	0	0	0	4,050	0	0
Total Cash (Exc. FR. & Vac.)	0	11,376	11,831	12,304	11,745	12,240	12,755	8,734	13,322	13,663

APPENDIX B (Continued)

LAKEP44 Tenant Income

FS Retail Tenant Module .

09-25-86

RETAIL SPACE L Retail Tenant 12 Income

Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	9,720	9,720	9,720	9,720	9,720	11,371	11,371	11,371	11,371	11,371
Stepup Esc. Income	0	389	793	1,214	1,651	0	455	928	1,420	1,931
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Rtail Pass Through	1,592	1,656	1,722	1,791	1,863	1,937	2,014	2,095	2,179	2,266
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	0	0	682	682	682	682	682
Tenant Refinish	0	0	0	0	0	4,050	0	0	0	0
Total Cash (Exc. FR. & Vac.)	11,312	11,765	12,235	12,725	13,234	8,576	13,158	13,712	14,287	14,886

APPENDIX B (Continued)

LAKEP44 Tenant Income

FS Retail Tenant Module

09-25-86

	RETAIL SPACE M Retail Tenant 13 Income									
Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	9,720	9,720	9,720	10,513	10,513	10,513	11,371	11,371	11,371	12,299
Stepup Esc. Income	0	389	793	0	421	858	0	455	928	0
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Retail Pass Through	1,592	1,656	1,722	1,791	1,863	1,937	2,014	2,095	2,179	2,266
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	631	631	631	682	682	682	738
Tenant Refinish	0	0	0	0	0	0	0	0	0	4,050
Total Cash (Exc. FR. & Vac.)	11,312	11,765	12,235	11,673	12,165	12,677	12,703	13,239	13,796	9,777

APPENDIX B (Continued)

APPENDIX B (Continued)

LAKEP44 Tenant Input

FS Retail Tenant Module

09-22-86

RETAIL SPACE A Retail Tenant 1

Item	Value				
Tenant Name or (Vacant)	RETAIL SPACE A				
Suite Number	A				
Square Footage Occupied	1460				
Direct Entry, (Yes or No or Default Lease No 1-9) N					
	Current	Renewal 1	Renewal 2	Renewal 3	
Vacancy, (Months)					
Free Rent in Lease Term, (Months)					
Lease Start Date, (MM/YY)	1/87	1/90	1/93	1/96	
Lease Term, (Months)	36	36	36	36	
Expiration Date, (MM/YY)	12/89	12/92	12/95	12/98	
Rent Zone Number					
Min & Overage or Min Vs Overage(>)					
Min Rent, (\$/yr, \$/Sf/yr, (P/C/M))#	S 10	P 1	P 1	P 1	
Stepup Esc. Rent, (\$/yr, \$/Sf/yr)					
Stepup Esc. Rule, (P/C/M/F/N)#, B	P 1.04	P 1.04	P 1.04	P 1.04	
Stepup Esc. Frequency, (Years)	1	1	1	1	
Overage, %					
Overage Billing Method, (M,Q,LY,CY)					
Sales Break Point for Overage, #					
Current Sales, (\$/yr, \$/Sf/yr P)#					
Growth Rate, (%/S/C/M)#					
Commissions, (Cash out%, \$/Sf, Mo%)#	M 6	M 6	M 6		
Refinish, (miN, maJ, \$, \$/Sf)#	0			S S	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)# Y 0	Y 0	Y 0	Y 0	Y 0	
Op Exp Retail Billed, by Mo or Yr 'M	M	M	M		
Op Exp Retail (Prp'l Sf, %)(C#%# if F) S 0	S 0	S 0	S 0	S 0	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)# \$ 0	\$ 0	\$ 0	\$ 0	\$ 0	
RE Tax Retail Billed, by Mo or Yr Y	Y	Y	Y	Y	
RE Tax Retail (Prp'l Sf, %)(C#%# if F) S 0	S 0	S 0	S 0	S 0	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)# \$ 0	\$ 0	\$ 0	\$ 0	\$ 0	
CAM Exp Retail Billed, by Mo or Yr M	M	M	M	M	
CAM Exp Retail (Prp'l Sf, %)(C#%# if F) S 0	S 0	S 0	S 0	S 0	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)# Y 0	Y 0	Y 0	Y 0	Y 0	
Op Exp Apts Billed, by Mo or Yr M	M	M	M	M	
Op Exp Apts (Prp'l Sf, %)(C#%# if F) S 0	S 0	S 0	S 0	S 0	

APPENDIX B (Continued)

LAKEP44 Tenant Input

FS Retail Tenant Module

09-22-86

RETAIL SPACE B Retail Tenant 2

Item	Value			
Tenant Name or (Vacant)	RETAIL SPACE B			
Suite Number	B			
Square Footage Occupied	1190			
Direct Entry, (Yes or No or Default Lease No 1-9) N				
	Current	Renewal 1	Renewal 2	Renewal 3
Vacancy, (Months)				
Free Rent in Lease Term, (Months)				
Lease Start Date, (MM/YY)	1/87	1/90	1/95	1/00
Lease Term, (Months)	36	60	60	
Expiration Date, (MM/YY)	12/89	12/94	12/99	12/00
Rent Zone Number				
Min & Overage or Min Vs Overage(>)				
Min Rent, (\$/yr, \$/Sf/yr, (P/C/M))#	S 10	P 1	P 1	0
Stepup Esc. Rent, (\$/yr, \$/Sf/yr)				
Stepup Esc. Rule, (P/C/M/F/N)#, B	P 1.04	P 1.04	P 1.04	
Stepup Esc. Frequency, (Years)	1	1	1	
Overage, %				
Overage Billing Method, (M,Q,LY,CY)				
Sales Break Point for Overage, #				
Current Sales, (\$/yr, \$/Sf/yr P)#				
Growth Rate, (%/S/C/M)#				
Commissions, (Cash out%, \$/Sf, Mo%)#	0	M 6	M 6	0
Refinish, (miN, maJ, \$, \$/Sf)#	0	0	S 5	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	0 0	0 0	0 0	0 0
Op Exp Retail Billed, by Mo or Yr	M	M	M	0
Op Exp Retail (Prp'l Sf, %)(C## if F)	S 0	S 0	S 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	\$ 0	\$ 0	\$ 0	0 0
RE Tax Retail Billed, by Mo or Yr	Y	Y	Y	0
RE Tax Retail (Prp'l Sf, %)(C## if F)	S 0	S 0	S 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	\$ 0	\$ 0	\$ 0	0 0
CAM Exp Retail Billed, by Mo or Yr	M	M	M	0
CAM Exp Retail (Prp'l Sf, %)(C## if F)	S 0	S 0	S 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	0 0	0 0	0 0	0 0
Op Exp Apts Billed, by Mo or Yr	0	0	0	0
Op Exp Apts (Prp'l Sf, %)(C## if F)	0 0	0 0	0 0	0 0

APPENDIX B (Continued)

LAKEP44 Tenant Input

FS Retail Tenant Module

09-22-86

RETAIL SPACE C Retail Tenant 3

Item	Value			
Tenant Name or (Vacant)	RETAIL SPACE C			
Suite Number	C			
Square Footage Occupied	1190			
Direct Entry, (Yes or No or Default Lease No 1-9) N				
	Current	Renewal 1	Renewal 2	Renewal 3
Vacancy, (Months)				
Free Rent in Lease Term, (Months)				
Lease Start Date, (MM/YY)	1/88	1/91	1/94	1/99
Lease Term, (Months)	36	36	60	
Expiration Date, (MM/YY)	12/90	12/93	12/98	12/98
Rent Zone Number				
Min & Overage or Min Vs Overage(>)				
Min Rent, (\$/yr, \$/Sf/yr, (P/C/M))#	S 11	P 1	P 1	0
Stepup Esc. Rent, (\$/yr, \$/Sf/yr)			0	
Stepup Esc. Rule, (P/C/M/F/N)#, B	P 1.04	P 1.04	P 1.04	
Stepup Esc. Frequency, (Years)	1	1	1	
Overage, %				
Overage Billing Method, (M,Q,L,Y,CY)				
Sales Break Point for Overage, #				
Current Sales, (\$/yr, \$/Sf/yr P)#				
Growth Rate, (%/S/C/M)#				
Commissions, (Cash out%, \$/Sf, Mo%)#	0	M 6	M 6	0
Refinish, (miN, maJ, \$, \$/Sf)#	0	0	S 5	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	0 0	0 0	0 0	0 0
Op Exp Retail Billed, by Mo or Yr	0	0	0	0
Op Exp Retail (Prp'l Sf, %)(C## if F)	0 0	0 0	0 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	\$ 0	\$ 0	\$ 0	0 0
RE Tax Retail Billed, by Mo or Yr	Y	Y	Y	0
RE Tax Retail (Prp'l Sf, %)(C## if F)	S 0	S 0	S 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	\$ 0	\$ 0	\$ 0	0 0
CAM Exp Retail Billed, by Mo or Yr	M	M	M	0
CAM Exp Retail (Prp'l Sf, %)(C## if F)	S 0	S 0	S 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	0 0	0 0	0 0	0 0
Op Exp Apts Billed, by Mo or Yr	0	0	0	0
Op Exp Apts (Prp'l Sf, %)(C## if F)	0 0	0 0	0 0	0 0

APPENDIX B (Continued)

LAKEP44 Tenant Input

FS Retail Tenant Module

09-22-86

RETAIL SPACE D Retail Tenant 4

Item	Value			
Tenant Name or (Vacant)	RETAIL SPACE D			
Suite Number	D			
Square Footage Occupied	1190			
Direct Entry, (Yes or No or Default Lease No 1-9) N				
	Current	Renewal 1	Renewal 2	Renewal 3
Vacancy, (Months)				
Free Rent in Lease Term, (Months)				
Lease Start Date, (MM/YY)	1/87	1/90	1/93	1/98
Lease Term, (Months)	36	36	60	
Expiration Date, (MM/YY)	12/89	12/92	12/97	12/97
Rent Zone Number				
Min & Overage or Min Vs Overage(>)				
Min Rent, (\$/yr, \$/Sf/yr, (P/C/M))#	S 11	P 1	P 1	0
Stepup Esc. Rent, (\$/yr, \$/Sf/yr)				
Stepup Esc. Rule, (P/C/M/F/N)#, B	P 1.04	P 1.04	P 1.04	
Stepup Esc. Frequency, (Years)	1	1	1	
Overage, %				
Overage Billing Method, (M,Q,LY,CY)				
Sales Break Point for Overage, #				
Current Sales, (\$/yr, \$/Sf/yr P)#				
Growth Rate, (%/S/C/M)#				
Commissions, (Cash out%, \$/Sf, Mo%)#	0	M 6	M 6	0
Refinish, (miN, maJ, \$, \$/Sf)#	0	0	S 5	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	0 0	0 0	0 0	0 0
Op Exp Retail Billed, by Mo or Yr	0	0	0	0
Op Exp Retail (Prp'l Sf, %)(C## if F)	0 0	0 0	0 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	\$ 0	\$ 0	\$ 0	0 0
RE Tax Retail Billed, by Mo or Yr	Y	Y	Y	0
RE Tax Retail (Prp'l Sf, %)(C## if F)	S 0	S 0	S 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	\$ 0	\$ 0	\$ 0	0 0
CAM Exp Retail Billed, by Mo or Yr	M	M	M	0
CAM Exp Retail (Prp'l Sf, %)(C## if F)	S 0	S 0	S 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	0 0	0 0	0 0	0 0
Op Exp Apts Billed, by Mo or Yr	0	0	0	0
Op Exp Apts (Prp'l Sf, %)(C## if F)	0 0	0 0	0 0	0 0

APPENDIX B (Continued)

LAKEP44 Tenant Input

FS Retail Tenant Module

09-25-86

RETAIL SPACE E Retail Tenant 5

Item	Value			
Tenant Name or (Vacant)	RETAIL SPACE E			
Suite Number	E			
Square Footage Occupied	1190			
Direct Entry, (Yes or No or Default Lease No 1-9) N				
	Current	Renewal 1	Renewal 2	Renewal 3
Vacancy, (Months)				
Free Rent in Lease Term, (Months)				
Lease Start Date, (MM/YY)	1/88	1/91	1/94	1/97
Lease Term, (Months)	36	36	36	36
Expiration Date, (MM/YY)	12/90	12/93	12/96	12/99
Rent Zone Number				
Min & Overage or Min Vs Overage(>)				
Min Rent, (\$/yr, \$/Sf/yr, (P/C/M))#	S 12	P 1	P 1	P 1
Stepup Esc. Rent, (\$/yr, \$/Sf/yr)				
Stepup Esc. Rule, (P/C/M/F/N)#, B	P 1.04	P 1.04	P 1.04	P 1.04
Stepup Esc. Frequency, (Years)	1	1	1	1
Overage, %				
Overage Billing Method, (M,Q,LY,CY)				
Sales Break Point for Overage, #				
Current Sales, (\$/yr, \$/Sf/yr P)#				
Growth Rate, (%/S/C/M)#				
Commissions, (Cash out%, \$/Sf, Mo)#	0	M 6	M 6	M 6
Refinish, (miN, maJ, \$, \$/Sf)#	0	0	S 5	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	0 0	0 0	0 0	0 0
Op Exp Retail Billed, by Mo or Yr	0	0	0	0
Op Exp Retail (Prp'l Sf, %)(C#%# if F)	0 0	0 0	0 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	\$ 0	\$ 0	\$ 0	\$ 0
RE Tax Retail Billed, by Mo or Yr	Y	Y	Y	Y
RE Tax Retail (Prp'l Sf, %)(C#%# if F)	S 0	S 0	S 0	S 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	\$ 0	\$ 0	\$ 0	\$ 0
CAM Exp Retail Billed, by Mo or Yr	M	M	M	M
CAM Exp Retail (Prp'l Sf, %)(C#%# if F)	S 0	S 0	S 0	S 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	0 0	0 0	0 0	0 0
Op Exp Apts Billed, by Mo or Yr	0	0	0	0
Op Exp Apts (Prp'l Sf, %)(C#%# if F)	0 0	0 0	0 0	0 0

APPENDIX B (Continued)

LAKEP44 Tenant Input

FS Retail Tenant Module

09-22-86

RETAIL SPACE F Retail Tenant 6

Item	Value				
Tenant Name or (Vacant)	RETAIL SPACE F				
Suite Number	F				
Square Footage Occupied	850				
Direct Entry, (Yes or No or Default Lease No 1-9) N					
	Current	Renewal 1	Renewal 2	Renewal 3	
Vacancy, (Months)					
Free Rent in Lease Term, (Months)					
Lease Start Date, (MM/YY)	1/87	1/90	1/93	1/96	
Lease Term, (Months)	36	36	36	36	
Expiration Date, (MM/YY)	12/89	12/92	12/95	12/98	
Rent Zone Number					
Min & Overage or Min Vs Overage(>)					
Min Rent, (\$/yr, \$/Sf/yr, (P/C/M))#	S 13	P 1	P 1	P 1	
Stepup Esc. Rent, (\$/yr, \$/Sf/yr)					
Stepup Esc. Rule, (P/C/M/F/N)#, B	P 1.04	P 1.04	P 1.04	P 1.04	
Stepup Esc. Frequency, (Years)	1	1	1	1	
Overage, %					
Overage Billing Method, (M,Q,LY,CY)					
Sales Break Point for Overage, #					
Current Sales, (\$/yr, \$/Sf/yr P)#					
Growth Rate, (%/S/C/M)#					
Commissions, (Cash out%, \$/Sf, Mo%)#	0	M 6	M 6	M 6	
Refinish, (miN, maJ, \$, \$/Sf)#	0	0	0	S 5	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	0 0	0 0	0 0	0 0	
Op Exp Retail Billed, by Mo or Yr	0	0	0	0	
Op Exp Retail (Prp'l Sf, %)(C#%# if F)	0 0	0 0	0 0	0 0	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	\$ 0	\$ 0	\$ 0	\$ 0	
RE Tax Retail Billed, by Mo or Yr	Y	Y	Y	Y	
RE Tax Retail (Prp'l Sf, %)(C#%# if F)	S 0	S 0	S 0	S 0	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	\$ 0	\$ 0	\$ 0	\$ 0	
CAM Exp Retail Billed, by Mo or Yr	M	M	M	M	
CAM Exp Retail (Prp'l Sf, %)(C#%# if F)	S 0	S 0	S 0	S 0	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	0 0	0 0	0 0	0 0	
Op Exp Apts Billed, by Mo or Yr	0	0	0	0	
Op Exp Apts (Prp'l Sf, %)(C#%# if F)	0 0	0 0	0 0	0 0	

APPENDIX B (Continued)

LAKEP44 Tenant Input

FS Retail Tenant Module

09-22-86

RETAIL SPACE G Retail Tenant 7

Item	Value			
Tenant Name or (Vacant)	RETAIL SPACE G			
Suite Number	G			
Square Footage Occupied	1170			
Direct Entry, (Yes or No or Default Lease No 1-9) N				
	Current	Renewal 1	Renewal 2	Renewal 3
Vacancy, (Months)				
Free Rent in Lease Term, (Months)				
Lease Start Date, (MM/YY)	1/87	1/90	1/95	1/00
Lease Term, (Months)	36	60	60	
Expiration Date, (MM/YY)	12/89	12/94	12/99	12/99
Rent Zone Number				
Min & Overage or Min Vs Overage(>)				
Min Rent, (\$/yr, \$/Sf/yr, (P/C/M))#	S 12.5	P 1	P 1	0
Stepup Esc. Rent, (\$/yr, \$/Sf/yr)				
Stepup Esc. Rule, (P/C/M/F/N)#, B	P 1.04	P 1.04	P 1.04	
Stepup Esc. Frequency, (Years)	1	1	1	
Overage, %				
Overage Billing Method, (M,Q,LY,CY)				
Sales Break Point for Overage, #				
Current Sales, (\$/yr, \$/Sf/yr P)#				
Growth Rate, (%/S/C/M)#				
Commissions, (Cash out%, \$/Sf, Mo%)#	0	M 6	M 6	0
Refinish, (miN, maJ, \$, \$/Sf)#	0	0	S 5	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	0 0	0 0	0 0	0 0
Op Exp Retail Billed, by Mo or Yr	0	0	0	0
Op Exp Retail (Prp'l Sf, %)(C#)# if F	0 0	0 0	0 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	\$ 0	\$ 0	\$ 0	0 0
RE Tax Retail Billed, by Mo or Yr	Y	Y	Y	0
RE Tax Retail (Prp'l Sf, %)(C#)# if F	S 0	S 0	S 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	\$ 0	\$ 0	\$ 0	0 0
CAM Exp Retail Billed, by Mo or Yr	M	M	M	0
CAM Exp Retail (Prp'l Sf, %)(C#)# if F	S 0	S 0	S 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	0 0	0 0	0 0	0 0
Op Exp Apts Billed, by Mo or Yr	0	0	0	0
Op Exp Apts (Prp'l Sf, %)(C#)# if F	0 0	0 0	0 0	0 0

APPENDIX B (Continued)

LAKEP44 Tenant Input

FS Retail Tenant Module

09-22-86

RETAIL SPACE H Retail Tenant 8

Item	Value			
Tenant Name or (Vacant)	RETAIL SPACE H			
Suite Number	H			
Square Footage Occupied	1140			
Direct Entry, (Yes or No or Default Lease No 1-9) N				
	Current	Renewal 1	Renewal 2	Renewal 3
Vacancy, (Months)				
Free Rent in Lease Term, (Months)				
Lease Start Date, (MM/YY)	1/87	1/92	1/97	1/02
Lease Term, (Months)	60	60	60	
Expiration Date, (MM/YY)	12/91	12/96	12/01	12/01
Rent Zone Number				
Min & Overage or Min Vs Overage(>)				
Min Rent, (\$/yr, \$/Sf/yr, (P/C/M))#	S 12	P 1	P 1	0
Stepup Esc. Rent, (\$/yr, \$/Sf/yr)				
Stepup Esc. Rule, (P/C/M/F/N)#, B	P 1.04	P 1.04	P 1.04	
Stepup Esc. Frequency, (Years)	1	1	1	
Overage, %				
Overage Billing Method, (M,Q,LY,CY)				
Sales Break Point for Overage, #				
Current Sales, (\$/yr, \$/Sf/yr P)#				
Growth Rate, (%/S/C/M)#				
Commissions, (Cash out%, \$/Sf, Mo%)#	0	M 6	M 6	0
Refinish, (miN, maJ, \$, \$/Sf)#	0	S 5	0	
Base(Amt,\$/sf/yr,Dt,Yr,Total,Flt,Esc)#	0 0	0 0	0 0	0 0
Op Exp Retail Billed, by Mo or Yr	0	0	0	0
Op Exp Retail (Prp'l Sf,%#)(C## if F)	0 0	0 0	0 0	0 0
Base(Amt,\$/sf/yr,Dt,Yr,Total,Flt,Esc)#	\$ 0	\$ 0	\$ 0	0 0
RE-Tax Retail Billed, by Mo or Yr	Y	Y	Y	0
RE Tax Retail (Prp'l Sf,%#)(C## if F)	S 0	S 0	S 0	0 0
Base(Amt,\$/sf/yr,Dt,Yr,Total,Flt,Esc)#	\$ 0	\$ 0	\$ 0	0 0
CAM Exp Rtail Billed, by Mo or Yr	M	M	M	0
CAM Exp Rtail (Prp'l Sf,%#)(C## if F)	S 0	S 0	S 0	0 0
Base(Amt,\$/sf/yr,Dt,Yr,Total,Flt,Esc)#	0 0	0 0	0 0	0 0
Op Exp Apts Billed, by Mo or Yr	0	0	0	0
Op Exp Apts (Prp'l Sf,%#)(C## if F)	0 0	0 0	0 0	0 0

APPENDIX B (Continued)

LAKEP44 Tenant Input

FS Retail Tenant Module

09-22-86

RETAIL SPACE I Retail Tenant 9

Item	Value			
Tenant Name or (Vacant)	RETAIL SPACE I			
Suite Number	I			
Square Footage Occupied	810			
Direct Entry, (Yes or No or Default Lease No 1-9) N				
	Current	Renewal 1	Renewal 2	Renewal 3
Vacancy, (Months)				
Free Rent in Lease Term, (Months)				
Lease Start Date, (MM/YY)	1/88	1/91	1/94	1/99
Lease Term, (Months)	36	36	60	
Expiration Date, (MM/YY)	12/90	12/93	12/98	12/98
Rent Zone Number				
Min & Overage or Min Vs Overage(>)				
Min Rent, (\$/yr, \$/Sf/yr, (P/C/M))#	S 12	P 1	P 1	0
Stepup Esc. Rent, (\$/yr, \$/Sf/yr)				
Stepup Esc. Rule, (P/C/M/F/N)#, B	P 1.04	P 1.04	P 1.04	
Stepup Esc. Frequency, (Years)	1	1	1	
Overage, %				
Overage Billing Method, (M,Q,LY,CY)				
Sales Break Point for Overage, #				
Current Sales, (\$/yr, \$/Sf/yr P)#				
Growth Rate, (%/S/C/M)#				
Commissions, (Cash out%, \$/Sf, Mo%)#	0	M 6	M 6	0
Refinish, (miN, maJ, \$, \$/Sf)#	0	0	S 5	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	0 0	0 0	0 0	0 0
Op Exp Retail Billed, by Mo or Yr	0	0	0	0
Op Exp Retail (Prp'l Sf, %)(C#%# if F)	0 0	0 0	0 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	\$ 0	\$ 0	\$ 0	0 0
RE Tax Retail Billed, by Mo or Yr	Y	Y	Y	0
RE Tax Retail (Prp'l Sf, %)(C#%# if F)	S 0	S 0	S 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	\$ 0	\$ 0	\$ 0	0 0
CAM Exp Retail Billed, by Mo or Yr	M	M	M	0
CAM Exp Retail (Prp'l Sf, %)(C#%# if F)	S 0	S 0	S 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	0 0	0 0	0 0	0 0
Op Exp Apts Billed, by Mo or Yr	0	0	0	0
Op Exp Apts (Prp'l Sf, %)(C#%# if F)	0 0	0 0	0 0	0 0

APPENDIX B (Continued)

LAKEP44 Tenant Input

FS Retail Tenant Module

09-22-86

RETAIL SPACE J Retail Tenant 10

Item	Value			
Tenant Name or (Vacant)	RETAIL SPACE J			
Suite Number	J			
Square Footage Occupied	1280			
Direct Entry, (Yes or No or Default Lease No 1-9) N				
	Current	Renewal 1	Renewal 2	Renewal 3
Vacancy, (Months)				
Free Rent in Lease Term, (Months)				
Lease Start Date, (MM/YY)	1/87	1/92	1/97	1/02
Lease Term, (Months)	60	60	60	
Expiration Date, (MM/YY)	12/91	12/96	12/01	12/01
Rent Zone Number				
Min & Overage or Min Vs Overage(>)				
Min Rent, (\$/yr, \$/Sf/yr, (P/C/M))#	S 12	P 1	P 1	
Stepup Esc. Rent, (\$/yr, \$/Sf/yr)				
Stepup Esc. Rule, (P/C/M/F/N)#, B	P 1.04	P 1.04	P 1.04	
Stepup Esc. Frequency, (Years)	1	1	1	
Overage, %				
Overage Billing Method, (M,Q,LY,CY)				
Sales Break Point for Overage, #				
Current Sales, (\$/yr, \$/Sf/yr P)#				
Growth Rate, (%/S/C/M)#				
Commissions, (Cash out%, \$/Sf, Mo%)#	0	M 6	M 6	
Refinish, (miN, maJ, \$, \$/Sf)#		0	S 5	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	0 0	0 0	0 0	0 0
Op Exp Retail Billed, by Mo or Yr	0	0	0	0
Op Exp Retail (Prp'l Sf, %)(C#%# if F)	0 0	0 0	0 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	\$ 0	\$ 0	\$ 0	0 0
RE Tax Retail Billed, by Mo or Yr	Y	Y	Y	0
RE Tax Retail (Prp'l Sf, %)(C#%# if F)	S 0	S 0	S 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	\$ 0	\$ 0	\$ 0	0 0
CAM Exp Retail Billed, by Mo or Yr	M	M	M	0
CAM Exp Retail (Prp'l Sf, %)(C#%# if F)	S 0	S 0	S 0	0 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)#	0 0	0 0	0 0	0 0
Op Exp Apts Billed, by Mo or Yr	0	0	0	0
Op Exp Apts (Prp'l Sf, %)(C#%# if F)	0 0	0 0	0 0	0 0

APPENDIX B (Continued)

LAKEP44 Tenant Input

FS Retail Tenant Module

09-22-86

RETAIL SPACE K Retail Tenant 11

Item	Value			
Tenant Name or (Vacant)	RETAIL SPACE K			
Suite Number	K			
Square Footage Occupied	810			
Direct Entry, (Yes or No or Default Lease No 1-9) N				
	Current	Renewal 1	Renewal 2	Renewal 3
Vacancy, (Months)				
Free Rent in Lease Term, (Months)				
Lease Start Date, (MM/YY)	1/88	1/91	1/94	1/97
Lease Term, (Months)	36	36	36	36
Expiration Date, (MM/YY)	12/90	12/93	12/96	12/99
Rent Zone Number				
Min & Overage or Min Vs Overage(>)				
Min Rent, (\$/yr, \$/Sf/yr, (P/C/M))#	S 12	P 1	P 1	P 1
Stepup Esc. Rent, (\$/yr, \$/Sf/yr)				
Stepup Esc. Rule, (P/C/M/F/N)#, B	P 1.04	P 1.04	P 1.04	P 1.04
Stepup Esc. Frequency, (Years)	1	1	1	1
Overage, %				
Overage Billing Method, (M,Q,LY,CY)				
Sales Break Point for Overage, #				
Current Sales, (\$/yr, \$/Sf/yr P)#				
Growth Rate, (%/S/C/M)#				
Commissions, (Cash out%, \$/Sf, Mo%)#		M 6	M 6	M 6
Refinish, (miN, maJ, \$, \$/Sf)#			S 5	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)# Y 0		Y 0	Y 0	Y 0
Op Exp Retail Billed, by Mo or Yr M		M	M	M
Op Exp Retail (Prp'l Sf, %)(C#%# if F) S 0		S 0	S 0	S 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)# \$ 0		\$ 0	\$ 0	\$ 0
RE Tax Retail Billed, by Mo or Yr Y		Y	Y	Y
RE Tax Retail (Prp'l Sf, %)(C#%# if F) S 0		S 0	S 0	S 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)# \$ 0		\$ 0	\$ 0	\$ 0
CAM Exp Rtail Billed, by Mo or Yr M		M	M	M
CAM Exp Rtail (Prp'l Sf, %)(C#%# if F) S 0		S 0	S 0	S 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)# Y 0		Y 0	Y 0	Y 0
Op Exp Apts Billed, by Mo or Yr M		M	M	M
Op Exp Apts (Prp'l Sf, %)(C#%# if F) S 0		S 0	S 0	S 0

APPENDIX B (Continued)

LAKEP44 Tenant Input

FS Retail Tenant Module

09-22-86

RETAIL SPACE L Retail Tenant 12

Item	Value			
Tenant Name or (Vacant)	RETAIL SPACE L			
Suite Number	L			
Square Footage Occupied	810			
Direct Entry, (Yes or No or Default Lease No 1-9)	N			
	Current	Renewal 1	Renewal 2	Renewal 3
Vacancy, (Months)				
Free Rent in Lease Term, (Months)				
Lease Start Date, (MM/YY)	1/87	1/92	1/97	1/02
Lease Term, (Months)	60	60	60	
Expiration Date, (MM/YY)	12/91	12/96	12/01	12/01
Rent Zone Number				
Min & Overage or Min Vs Overage(>)				
Min Rent, (\$/yr, \$/Sf/yr, (P/C/M))#	S 12	P 1	P 1	
Stepup Esc. Rent, (\$/yr, \$/Sf/yr)				
Stepup Esc. Rule, (P/C/M/F/N)#, B	P 1.04	P 1.04	P 1.04	
Stepup Esc. Frequency, (Years)	1	1	1	
Overage, %				
Overage Billing Method, (M,Q,LY,CY)				
Sales Break Point for Overage, #				
Current Sales, (\$/yr, \$/Sf/yr P)#				
Growth Rate, (%/S/C/M)#				
Commissions, (Cash out%, \$/Sf, Mo%)#		M 6	M 6	0
Refinish, (miN, maJ, \$, \$/Sf)#		S 5		
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)# Y 0		Y 0	Y 0	Y 0
Op Exp Retail Billed, by Mo or Yr M		M	M	M
Op Exp Retail (Prp'l Sf, %)(C#%# if F) S 0		S 0	S 0	S 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)# \$ 0		\$ 0	\$ 0	Y 0
RE Tax Retail Billed, by Mo or Yr Y		Y	Y	M
RE Tax Retail (Prp'l Sf, %)(C#%# if F) S 0		S 0	S 0	S 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)# \$ 0		\$ 0	\$ 0	Y 0
CAM Exp Retail Billed, by Mo or Yr M		M	M	M
CAM Exp Retail (Prp'l Sf, %)(C#%# if F) S 0		S 0	S 0	S 0
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)# Y 0		Y 0	Y 0	Y 0
Op Exp Apts Billed, by Mo or Yr M		M	M	M
Op Exp Apts (Prp'l Sf, %)(C#%# if F) S 0		S 0	S 0	S 0

APPENDIX B (Continued)

LAKEP44 Tenant Input

FS Retail Tenant Module

09-22-86

RETAIL SPACE M Retail Tenant 13

Item	Value			
Tenant Name or (Vacant)	RETAIL SPACE M			
Suite Number	M			
Square Footage Occupied	810			
Direct Entry, (Yes or No or Default Lease No 1-9) N				
	Current	Renewal 1	Renewal 2	Renewal 3
Vacancy, (Months)				
Free Rent in Lease Term, (Months)				
Lease Start Date, (MM/YY)	1/87	1/90	1/93	1/96
Lease Term, (Months)	36	36	36	36
Expiration Date, (MM/YY)	12/89	12/92	12/95	12/98
Rent Zone Number				
Min & Overage or Min Vs Overage(>)				
Min Rent, (\$/yr, \$/Sf/yr, (P/C/M))#	S 12	P 1	P 1	P 1
Stepup Esc. Rent, (\$/yr, \$/Sf/yr)				
Stepup Esc. Rule, (P/C/M/F/N)#, B	P 1.04	P 1.04	P 1.04	P 1.04
Stepup Esc. Frequency, (Years)	1	1	1	1
Overage, %				
Overage Billing Method, (M,Q,L,Y,CY)				
Sales Break Point for Overage, #				
Current Sales, (\$/yr, \$/Sf/yr P)#				
Growth Rate, (%/S/C/M)#				
Commissions, (Cash out%, \$/Sf, Mo%)#	M 6	M 6	M 6	
Refinish, (miN, maJ, \$, \$/Sf)#		0	S 5	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)# Y 0	Y 0	Y 0	Y 0	
Op Exp Retail Billed, by Mo or Yr M	M	M	M	
Op Exp Retail (Prp'l Sf, %)(C#%# if F) S 0	S 0	S 0	S 0	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)# \$ 0	\$ 0	\$ 0	\$ 0	
RE Tax Retail Billed, by Mo or Yr Y	Y	Y	Y	
RE Tax Retail (Prp'l Sf, %)(C#%# if F) S 0	S 0	S 0	S 0	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)# \$ 0	\$ 0	\$ 0	\$ 0	
CAM Exp Rtail Billed, by Mo or Yr M	M	M	M	
CAM Exp Rtail (Prp'l Sf, %)(C#%# if F) S 0	S 0	S 0	S 0	
Base(Amt, \$/sf/yr, Dt, Yr, Total, Flt, Esc)# Y 0	Y 0	Y 0	Y 0	
Op Exp Apts Billed, by Mo or Yr M	M	M	M	
Op Exp Apts (Prp'l Sf, %)(C#%# if F) S 0	S 0	S 0	S 0	

FS Apartment Tenant Module

09-21-86

Apartment Income, Record Totals

Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	137,040	142,522	148,222	154,151	160,317	166,730	173,399	180,335	187,548	195,050
Escalation Income	0	0	0	0	0	0	0	0	0	0
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	0	0	0	0	0	0	0
Tenant Refinish	0	0	0	0	0	0	0	0	0	0
Total Cash (Exc. FR. & Vac.)	137,040	142,522	148,222	154,151	160,317	166,730	173,399	180,335	187,548	195,050

APPENDIX B (Continued)

FS Apartment Tenant Module

09-21-86

EFFICIENCY Apartment Income, Record 1

Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	12,960	13,478	14,018	14,578	15,161	15,768	16,399	17,054	17,737	18,446
Escalation Income	0	0	0	0	0	0	0	0	0	0
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	0	0	0	0	0	0	0
Tenant Refinish	0	0	0	0	0	0	0	0	0	0
Total Cash (Exc. FR. & Vac.)	12,960	13,478	14,018	14,578	15,161	15,768	16,399	17,054	17,737	18,446

APPENDIX B (Continued)

FS Apartment Tenant Module 09-21-86

ONE-BEDROOM Apartment Income, Record 2

Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	31,680	32,947	34,265	35,636	37,061	38,544	40,085	41,689	43,356	45,090
Escalation Income	0	0	0	0	0	0	0	0	0	0
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	0	0	0	0	0	0	0
Tenant Refinish	0	0	0	0	0	0	0	0	0	0
Total Cash (Exc. FR. & Vac.)	31,680	32,947	34,265	35,636	37,061	38,544	40,085	41,689	43,356	45,090

APPENDIX B (Continued)

FS Apartment Tenant Module 09-21-86

TWO-BEDROOM Apartment Income, Record 3

Item Description	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996
Base Rental Income	92,400	96,096	99,940	103,937	108,095	112,419	116,915	121,592	126,456	131,514
Escalation Income	0	0	0	0	0	0	0	0	0	0
Overage Income	0	0	0	0	0	0	0	0	0	0
Op Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
RE Tax Retail Pass Through	0	0	0	0	0	0	0	0	0	0
CAM Exp Retail Pass Through	0	0	0	0	0	0	0	0	0	0
Op Exp Apts Pass Through	0	0	0	0	0	0	0	0	0	0
Free Rent	0	0	0	0	0	0	0	0	0	0
Specific Vacancy	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0	0	0	0	0	0	0	0	0	0
Tenant Refinish	0	0	0	0	0	0	0	0	0	0
Total Cash (Exc. FR. & Vac.)	92,400	96,096	99,940	103,937	108,095	112,419	116,915	121,592	126,456	131,514

APPENDIX B (Continued)

APPENDIX B (Continued)

FS Apartment Tenant Module

09-21-86

Existing EFFICIENCY Apartment Type 1

Item	Value
Space type code (Per Mkt Rent Table)	1
Square Feet per Unit	420
Number of Units	3
Existing, to be Built or Direct Entry	E
Current Avg. Rent (\$/sf/yr)	10.28571
Current Avg. Lease Term (months)	12
New Avg. Lease Term (months)	12
Rent Change Interval (months)	12

EFFICIENCY Type Apartment Pass Through

Op Exp Retail Base(Amt,\$/sf/yr,Dt,Yr,Total,Flt,Esc)#	0 0
Op Exp Retail Billed, by Mo or Yr	0
Op Exp Retail (Prp'l Sf,%) (C#%# if F)	0 0
RE Tax Retail Base(Amt,\$/sf/yr,Dt,Yr,Total,Flt,Esc)#	0 0
RE Tax Retail Billed, by Mo or Yr	0
RE Tax Retail (Prp'l Sf,%) (C#%# if F)	0 0
CAM Exp Rtail Base(Amt,\$/sf/yr,Dt,Yr,Total,Flt,Esc)#	0 0
CAM Exp Rtail Billed, by Mo or Yr	0
CAM Exp Rtail (Prp'l Sf,%) (C#%# if F)	0 0
Op Exp Apts Base(Amt,\$/sf/yr,Dt,Yr,Total,Flt,Esc)#	0 0
Op Exp Apts Billed, by Mo or Yr	0
Op Exp Apts (Prp'l Sf,%) (C#%# if F)	0 0

APPENDIX B (Continued)

FS Apartment Tenant Module

09-21-86

Existing ONE-BEDROOM Apartment Type 2

Item	Value
Space type code (Per Mkt Rent Table)	2
Square Feet per Unit	640
Number of Units	6
Existing, to be Built or Direct Entry	E
Current Avg. Rent (\$/sf/yr)	8.25
Current Avg. Lease Term (months)	12
New Avg. Lease Term (months)	12
Rent Change Interval (months)	12

ONE-BEDROOM Type Apartment Pass Through

Op Exp Retail Base(Amt,\$/sf/yr,Dt,Yr>Total,Flt,Esc)#	0 0
Op Exp Retail Billed, by Mo or Yr	0
Op Exp Retail (Prp'l Sf,%) (C#%# if F)	0 0
RE Tax Retail Base(Amt,\$/sf/yr,Dt,Yr>Total,Flt,Esc)#	0 0
RE Tax Retail Billed, by Mo or Yr	0
RE Tax Retail (Prp'l Sf,%) (C#%# if F)	0 0
CAM Exp Rtail Base(Amt,\$/sf/yr,Dt,Yr>Total,Flt,Esc)#	0 0
CAM Exp Rtail Billed, by Mo or Yr	0
CAM Exp Rtail (Prp'l Sf,%) (C#%# if F)	0 0
Op Exp Apts Base(Amt,\$/sf/yr,Dt,Yr>Total,Flt,Esc)#	0 0
Op Exp Apts Billed, by Mo or Yr	0
Op Exp Apts (Prp'l Sf,%) (C#%# if F)	0 0

APPENDIX B (Continued)

FS Apartment Tenant Module

09-21-86

Existing TWO-BEDROOM Apartment Type 3

Item	Value
Space type code (Per Mkt Rent Table)	3
Square Feet per Unit	840
Number of Units	14
Existing, to be Built or Direct Entry	E
Current Avg. Rent (\$/sf/yr)	7.857143
Current Avg. Lease Term (months)	12
New Avg. Lease Term (months)	12
Rent Change Interval (months)	12

TWO-BEDROOM Type Apartment Pass Through

Op Exp Retail Base(Amt,\$/sf/yr,Dt,Yr,Total,Flt,Esc)#	0 0
Op Exp Retail Billed, by Mo or Yr	0
Op Exp Retail (Prp'l Sf,%) (C## if F)	0 0
RE Tax Retail Base(Amt,\$/sf/yr,Dt,Yr,Total,Flt,Esc)#	0 0
RE Tax Retail Billed, by Mo or Yr	0
RE Tax Retail (Prp'l Sf,%) (C## if F)	0 0
CAM Exp Rtail Base(Amt,\$/sf/yr,Dt,Yr,Total,Flt,Esc)#	0 0
CAM Exp Rtail Billed, by Mo or Yr	0
CAM Exp Rtail (Prp'l Sf,%) (C## if F)	0 0
Op Exp Apts Base(Amt,\$/sf/yr,Dt,Yr,Total,Flt,Esc)#	0 0
Op Exp Apts Billed, by Mo or Yr	0
Op Exp Apts (Prp'l Sf,%) (C## if F)	0 0

APPENDIX C

ESTIMATE OF PROJECT VALUE
USING
DISCOUNTED CASH FLOW METHODOLOGY
(ATV [1] COMPUTER PROGRAM OUTPUT)

ESTIMATE OF VALUE AS OF JUNE 1, 1987
WHEN PROJECT PARTIALLY COMPLETED AND
PARTIALLY LEASED-UP

AND

ESTIMATE OF VALUE AS OF JUNE 1, 1988
WHEN PROJECT COMPLETE AND FULLY LEASED-UP

USING INTEREST AT
9.75%, 10%, AND 10.25%

[1] ATV = After Tax Valuation

APPENDIX C (Continued)

LAKEPOINT COMMONS-LAKEP44E-YR 2-10 NOI-9.75% INTEREST
2701 UNIVERSITY AVENUE
MADISON, WI 53705
By LANDMARK RESEARCH INC

VALUE \$2,291,369.
AFTER TAX YIELD 13.00000
OVERALL RATE 0.09892
MORTGAGE CONSTANT 0.10310
MORTGAGE VALUE \$1,758,721.
BUILDING VALUE \$1,831,369.
EQUITY VALUE \$532,648.
EQUITY DIVIDEND 0.08511

EQUITY YIELD RATE 13.00000
HOLDING PERIOD 9
LOAN NUMBER 1
INTEREST RATE 0.09750
LOAN TERM 30.00000
PAYMENTS PER YEAR 12
LOAN AMOUNT 1,758,721
TAX RATE 0.34000
CAPITAL GAINS TAX RATE 0.34000
RESALE PRICE \$2,855,871.
LAND VALUE \$460,000.
DEPRECIATION METHOD SL
COST RECOVERY PERIOD 30
NET OPERATING INCOME \$226,653.
CHANGE IN NOI 0.13991
INCOME ADJUSTMENT FACTOR YR
SELLING COST 0.03000

CASH FLOW SUMMARY

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
NOI	\$226,653.	\$233,802.	\$230,186.	\$234,662.	\$230,204.
DEBT SER#1	-\$181,322.	-\$181,322.	-\$181,322.	-\$181,322.	-\$181,322.
BTCF	\$45,331.	\$52,480.	\$48,864.	\$53,340.	\$48,882.
NOI	\$226,653.	\$233,802.	\$230,186.	\$234,662.	\$230,204.
INTEREST 1	-\$171,023.	-\$169,973.	-\$168,816.	-\$167,540.	-\$166,135.
DEPREC	-\$61,046.	-\$61,046.	-\$61,046.	-\$61,046.	-\$61,046.
TAXABLE	-\$5,416.	\$2,783.	\$325.	\$6,076.	\$3,023.
TAXES	-\$1,841.	\$746.	\$110.	\$2,066.	\$1,028.
ATCF	\$47,173.	\$51,534.	\$48,754.	\$51,274.	\$47,854.

	YEAR 6	YEAR 7	YEAR 8	YEAR 9
NOI	\$241,657.	\$235,657.	\$252,986.	\$258,363.
DEBT SER#1	-\$181,322.	-\$181,322.	-\$181,322.	-\$181,322.
BTCF	\$60,335.	\$54,335.	\$71,664.	\$77,041.
NOI	\$241,657.	\$235,657.	\$252,986.	\$258,363.
INTEREST 1	-\$164,586.	-\$162,880.	-\$160,999.	-\$158,927.
DEPREC	-\$61,046.	-\$61,046.	-\$61,046.	-\$61,046.
TAXABLE	\$16,025.	\$11,732.	\$30,941.	\$38,391.
TAXES	\$5,449.	\$3,989.	\$10,520.	\$13,053.
ATCF	\$54,887.	\$50,347.	\$61,144.	\$63,988.

RESALE PRICE \$2,855,871.
SELLING COST -\$85,676.
LOAN BALANCE # 1 -\$1,617,705.

RESALE PRICE \$2,855,871.
SELLING COST -\$85,676.
ADJUSTED BASIS -\$1,741,959.
TAXABLE GAIN \$1,028,237.
LONG TERM GAIN \$1,028,237.
ORDINARY TAXES \$0.
CAPITAL GAINS TAX \$349,600.

BEFORE TAX PROCEEDS \$1,152,490.
TAXES -\$349,600.
AFTER TAX PROCEEDS \$802,890.

EQUITY CASH FLOW SUMMARY

YEAR	CASH FLOW	YEAR	CASH FLOW
0	-\$532,648.	6	\$54,887.
1	\$47,173.	7	\$50,347.
2	\$51,534.	8	\$61,144.
3	\$48,754.	9	\$63,988.
4	\$51,274.		
5	\$47,854.		

APPENDIX C (Continued)

LAKEPOINT COMMONS-LAKEF44F-YR 2-10 NOI-10% INTEREST
2701 UNIVERSITY AVENUE
MADISON, WI 53705
By LANDMARK RESEARCH INC

EQUITY YIELD RATE 13.00000
HOLDING PERIOD 9
LOAN NUMBER 1
INTEREST RATE 0.10000
LOAN TERM 30.00000
PAYMENTS PER YEAR 12
LOAN AMOUNT 1,721,813
TAX RATE 0.34000
CAPITAL GAINS TAX RATE 0.34000
RESALE PRICE \$2,855,871.
LAND VALUE \$460,000.
DEPRECIATION METHOD SL
COST RECOVERY PERIOD 30
NET OPERATING INCOME \$226,653.
CHANGE IN NOI 0.13991
INCOME ADJUSTMENT FACTOR YR
SELLING COST 0.03000

VALUE \$2,261,378.
AFTER TAX YIELD 13.00000
OVERALL RATE 0.10023
MORTGAGE CONSTANT 0.10531
MORTGAGE VALUE \$1,721,813.
BUILDING VALUE \$1,801,378.
EQUITY VALUE \$539,565.
EQUITY DIVIDEND 0.08401

CASH FLOW SUMMARY

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
NOI	\$226,653.	\$233,802.	\$230,186.	\$234,662.	\$230,204.
DEBT SER#1	-\$181,322.	-\$181,322.	-\$181,322.	-\$181,322.	-\$181,322.
BTCF	\$45,331.	\$52,480.	\$48,864.	\$53,340.	\$48,882.
NOI	\$226,653.	\$233,802.	\$230,186.	\$234,662.	\$230,204.
INTEREST 1	-\$171,750.	-\$170,748.	-\$169,641.	-\$168,418.	-\$167,067.
DEPREC	-\$60,046.	-\$60,046.	-\$60,046.	-\$60,046.	-\$60,046.
TAXABLE	-\$5,143.	\$3,008.	\$499.	\$6,198.	\$3,091.
TAXES	-\$1,749.	\$1,023.	\$170.	\$2,107.	\$1,051.
ATCF	\$47,080.	\$51,458.	\$48,695.	\$51,233.	\$47,831.

	YEAR 6	YEAR 7	YEAR 8	YEAR 9
NOI	\$241,657.	\$235,657.	\$252,986.	\$258,363.
DEBT SER#1	-\$181,322.	-\$181,322.	-\$181,322.	-\$181,322.
BTCF	\$60,335.	\$54,335.	\$71,664.	\$77,041.
NOI	\$241,657.	\$235,657.	\$252,986.	\$258,363.
INTEREST 1	-\$165,574.	-\$163,925.	-\$162,104.	-\$160,091.
DEPREC	-\$60,046.	-\$60,046.	-\$60,046.	-\$60,046.
TAXABLE	\$16,037.	\$11,686.	\$30,837.	\$38,226.
TAXES	\$5,453.	\$3,973.	\$10,484.	\$12,997.
ATCF	\$54,863.	\$50,362.	\$61,180.	\$64,045.

RESALE PRICE \$2,855,871.
SELLING COST -\$85,676.
LOAN BALANCE # 1 -\$1,589,237.

RESALE PRICE \$2,855,871.
SELLING COST -\$85,676.
ADJUSTED BASIS -\$1,720,965.
TAXABLE GAIN \$1,049,231.
LONG TERM GAIN \$1,049,231.
ORDINARY TAXES \$0.
CAPITAL GAINS TAX \$356,738.

BEFORE TAX PROCEEDS \$1,180,958.
TAXES -\$356,738.
AFTER TAX PROCEEDS \$824,219.

EQUITY CASH FLOW SUMMARY

YEAR	CASH FLOW	YEAR	CASH FLOW
0	-\$539,565.	6	\$54,863.
1	\$47,080.	7	\$50,362.
2	\$51,458.	8	\$61,180.
3	\$48,695.	9	\$668,264.
4	\$51,233.		
5	\$47,831.		

APPENDIX C (Continued)

LAKEPOINT COMMONS-LAKEP44G-YR 2-10 NOI-10.25% INTEREST
2701 UNIVERSITY AVENUE
MADISON, WI 53705
By LANDMARK RESEARCH INC

VALUE \$2,232,483.
AFTER TAX YIELD 13.00000
OVERALL RATE 0.10153
MORTGAGE CONSTANT 0.10753
MORTGAGE VALUE \$1,686,218.
BUILDING VALUE \$1,772,483.
EQUITY VALUE \$546,265.
EQUITY DIVIDEND 0.08298

EQUITY YIELD RATE 13.00000
HOLDING PERIOD 9
LOAN NUMBER 1
INTEREST RATE 0.10250
LOAN TERM 30.00000
PAYMENTS PER YEAR 12
LOAN AMOUNT 1,686,218
TAX RATE 0.34000
CAPITAL GAINS TAX RATE 0.34000
RESALE PRICE \$2,855,871.
LAND VALUE \$460,000.
DEPRECIATION METHOD SL
COST RECOVERY PERIOD 30
NET OPERATING INCOME \$226,653.
CHANGE IN NOI 0.13791
INCOME ADJUSTMENT FACTOR YR
SELLING COST 0.03000

CASH FLOW SUMMARY

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
NOI	\$226,653.	\$233,802.	\$230,186.	\$234,662.	\$230,204.
DEBT SER#1	-\$181,323.	-\$181,323.	-\$181,323.	-\$181,323.	-\$181,323.
BTCF	\$45,330.	\$52,479.	\$48,863.	\$53,339.	\$48,881.
NOI	\$226,653.	\$233,802.	\$230,186.	\$234,662.	\$230,204.
INTEREST 1	-\$172,427.	-\$171,471.	-\$170,413.	-\$169,240.	-\$167,942.
DEPREC	-\$59,083.	-\$59,083.	-\$59,083.	-\$59,083.	-\$59,083.
TAXABLE	-\$4,857.	\$3,248.	\$691.	\$6,339.	\$3,179.
TAXES	-\$1,651.	\$1,104.	\$235.	\$2,155.	\$1,081.
ATCF	\$46,982.	\$51,375.	\$48,629.	\$51,184.	\$47,801.

	YEAR 6	YEAR 7	YEAR 8	YEAR 9
NOI	\$241,657.	\$235,657.	\$252,986.	\$258,363.
DEBT SER#1	-\$181,323.	-\$181,323.	-\$181,323.	-\$181,323.
BTCF	\$60,334.	\$54,334.	\$71,663.	\$77,040.
NOI	\$241,657.	\$235,657.	\$252,986.	\$258,363.
INTEREST 1	-\$166,504.	-\$164,912.	-\$163,149.	-\$161,196.
DEPREC	-\$59,083.	-\$59,083.	-\$59,083.	-\$59,083.
TAXABLE	\$16,070.	\$11,662.	\$30,755.	\$38,085.
TAXES	\$5,464.	\$3,965.	\$10,457.	\$12,949.
ATCF	\$54,871.	\$50,369.	\$61,207.	\$64,092.

RESALE PRICE \$2,855,871.
SELLING COST -\$85,676.
LOAN BALANCE # 1 -\$1,561,569.

RESALE PRICE \$2,855,871.
SELLING COST -\$85,676.
ADJUSTED BASIS -\$1,700,738.
TAXABLE GAIN \$1,069,457.
LONG TERM GAIN \$1,069,457.
ORDINARY TAXES \$0.
CAPITAL GAINS TAX \$363,615.

BEFORE TAX PROCEEDS \$1,208,626.
TAXES -\$363,615.
AFTER TAX PROCEEDS \$845,011.

EQUITY CASH FLOW SUMMARY

YEAR	CASH FLOW	YEAR	CASH FLOW
0	-\$546,265.	6	\$54,871.
1	\$46,982.	7	\$50,369.
2	\$51,375.	8	\$61,207.
3	\$48,629.	9	\$909,102.
4	\$51,184.		
5	\$47,801.		

APPENDIX C (Continued)

LAKEPOINT COMMONS-LAKEP44H-YR 1-10 NOI-9.75% INTEREST
2701 UNIVERSITY AVENUE
MADISON, WI 53705

By LANDMARK RESEARCH INC

VALUE \$2,228,741.
AFTER TAX YIELD 13.00000
OVERALL RATE 0.07562
MORTGAGE CONSTANT 0.10310
MORTGAGE VALUE \$1,758,721.
BUILDING VALUE \$1,768,741.
EQUITY VALUE \$470,020.
EQUITY DIVIDEND -0.02718

EQUITY YIELD RATE 13.00000
HOLDING PERIOD 10
LOAN NUMBER 1
INTEREST RATE 0.09750
LOAN TERM 30.00000
PAYMENTS PER YEAR 12
LOAN AMOUNT 1,758,721
TAX RATE 0.34000
CAPITAL GAINS TAX RATE 0.34000
RESALE PRICE \$2,855,871.
LAND VALUE \$460,000.
DEPRECIATION METHOD SL
COST RECOVERY PERIOD 30
NET OPERATING INCOME \$168,548.
CHANGE IN NOI 0.53287
INCOME ADJUSTMENT FACTOR YR
SELLING COST 0.03000

CASH FLOW SUMMARY

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
NOI	\$168,548.	\$226,653.	\$233,802.	\$230,186.	\$234,662.
DEBT SER#1	-\$181,322.	-\$181,322.	-\$181,322.	-\$181,322.	-\$181,322.
BTCF	-\$12,774.	\$45,331.	\$52,480.	\$48,864.	\$53,340.
NOI	\$168,548.	\$226,653.	\$233,802.	\$230,186.	\$234,662.
INTEREST 1	-\$171,023.	-\$169,973.	-\$168,816.	-\$167,540.	-\$166,135.
DEPREC	-\$58,958.	-\$58,958.	-\$58,958.	-\$58,958.	-\$58,958.
TAXABLE	-\$61,433.	-\$2,278.	\$6,028.	\$3,688.	\$9,569.
TAXES	-\$20,887.	-\$775.	\$2,050.	\$1,254.	\$3,253.
ATCF	\$8,114.	\$46,106.	\$50,431.	\$47,611.	\$50,087.

	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
NOI	\$230,204.	\$241,657.	\$235,657.	\$252,986.	\$258,363.
DEBT SER#1	-\$181,322.	-\$181,322.	-\$181,322.	-\$181,322.	-\$181,322.
BTCF	\$48,882.	\$60,335.	\$54,335.	\$71,664.	\$77,041.
NOI	\$230,204.	\$241,657.	\$235,657.	\$252,986.	\$258,363.
INTEREST 1	-\$164,586.	-\$162,880.	-\$160,999.	-\$158,927.	-\$156,643.
DEPREC	-\$58,958.	-\$58,958.	-\$58,958.	-\$58,958.	-\$58,958.
TAXABLE	\$6,660.	\$19,819.	\$15,700.	\$35,101.	\$42,762.
TAXES	\$2,264.	\$6,739.	\$5,338.	\$11,934.	\$14,539.
ATCF	\$46,618.	\$53,597.	\$48,997.	\$59,730.	\$62,502.

RESALE PRICE \$2,855,871.
SELLING COST -\$85,676.
LOAN BALANCE # 1 -\$1,593,026.

RESALE PRICE \$2,855,871.
SELLING COST -\$85,676.
ADJUSTED BASIS -\$1,639,161.
TAXABLE GAIN \$1,131,034.
LONG TERM GAIN \$1,131,034.
ORDINARY TAXES \$0.
CAPITAL GAINS TAX \$384,552.

BEFORE TAX PROCEEDS \$1,177,169.
TAXES -\$384,552.
AFTER TAX PROCEEDS \$792,618.

EQUITY CASH FLOW SUMMARY

YEAR	CASH FLOW	YEAR	CASH FLOW
0	-\$470,020.	6	\$46,618.
1	\$8,114.	7	\$53,597.
2	\$46,106.	8	\$48,997.
3	\$50,431.	9	\$59,730.
4	\$47,611.	10	\$62,502.
5	\$50,087.		

APPENDIX C (Continued)

LAKEPOINT COMMONS-LAKEP44I-YR 1-10 NOI-10% INTEREST
2701 UNIVERSITY AVENUE
MADISON, WI 53705
By LANDMARK RESEARCH INC

VALUE \$2,197,540.
AFTER TAX YIELD 13.00000
OVERALL RATE 0.07670
MORTGAGE CONSTANT 0.10531
MORTGAGE VALUE \$1,721,813.
BUILDING VALUE \$1,737,540.
EQUITY VALUE \$475,727.
EQUITY DIVIDEND -0.02685

EQUITY YIELD RATE 13.00000
HOLDING PERIOD 10
LOAN NUMBER 1
INTEREST RATE 0.10000
LOAN TERM 30.00000
PAYMENTS PER YEAR 12
LOAN AMOUNT 1,721,813
TAX RATE 0.34000
CAPITAL GAINS TAX RATE 0.34000
RESALE PRICE \$2,855,871.
LAND VALUE \$460,000.
DEPRECIATION METHOD SL
COST RECOVERY PERIOD 30
NET OPERATING INCOME \$168,548.
CHANGE IN NOI 0.53287
INCOME ADJUSTMENT FACTOR YR
SELLING COST 0.03000

CASH FLOW SUMMARY

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
NOI	\$168,548.	\$226,653.	\$233,802.	\$230,186.	\$234,662.
DEBT SER#1	-\$181,322.	-\$181,322.	-\$181,322.	-\$181,322.	-\$181,322.
BTCF	-\$12,774.	\$45,331.	\$52,480.	\$48,864.	\$53,340.
NOI	\$168,548.	\$226,653.	\$233,802.	\$230,186.	\$234,662.
INTEREST 1	-\$171,750.	-\$170,748.	-\$169,641.	-\$168,418.	-\$167,067.
DEPREC	-\$57,918.	-\$57,918.	-\$57,918.	-\$57,918.	-\$57,918.
TAXABLE	-\$61,120.	-\$2,013.	\$6,243.	\$3,850.	\$9,677.
TAXES	-\$20,781.	-\$685.	\$2,123.	\$1,309.	\$3,290.
ATCF	\$8,007.	\$46,016.	\$50,358.	\$47,555.	\$50,050.

	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
NOI	\$230,204.	\$241,657.	\$235,657.	\$252,986.	\$258,363.
DEBT SER#1	-\$181,322.	-\$181,322.	-\$181,322.	-\$181,322.	-\$181,322.
BTCF	\$48,882.	\$60,335.	\$54,335.	\$71,664.	\$77,041.
NOI	\$230,204.	\$241,657.	\$235,657.	\$252,986.	\$258,363.
INTEREST 1	-\$165,574.	-\$163,925.	-\$162,104.	-\$160,091.	-\$157,868.
DEPREC	-\$57,918.	-\$57,918.	-\$57,918.	-\$57,918.	-\$57,918.
TAXABLE	\$6,712.	\$19,814.	\$15,636.	\$34,977.	\$42,577.
TAXES	\$2,282.	\$6,737.	\$5,316.	\$11,892.	\$14,476.
ATCF	\$46,600.	\$53,599.	\$49,019.	\$59,772.	\$62,565.

RESALE PRICE \$2,855,871.
SELLING COST -\$85,676.
LOAN BALANCE # 1 -\$1,565,784.

RESALE PRICE \$2,855,871.
SELLING COST -\$85,676.
ADJUSTED BASIS -\$1,618,360.
TAXABLE GAIN \$1,151,835.
LONG TERM GAIN \$1,151,835.
ORDINARY TAXES \$0.
CAPITAL GAINS TAX \$391,624.

BEFORE TAX PROCEEDS \$1,204,411.
TAXES -\$391,624.
AFTER TAX PROCEEDS \$812,787.

EQUITY CASH FLOW SUMMARY

YEAR	CASH FLOW	YEAR	CASH FLOW
0	-\$475,727.	6	\$46,600.
1	\$8,007.	7	\$53,599.
2	\$46,016.	8	\$49,019.
3	\$50,358.	9	\$59,772.
4	\$47,555.	10	\$62,565.
5	\$50,050.		

APPENDIX C (Continued)

LAKEPOINT COMMONS-LAKEP44J-YR 1-10 NOI-10.25% INTEREST
2701 UNIVERSITY AVENUE
MADISON, WI 53705
By LANDMARK RESEARCH INC

VALUE \$2,167,471.
AFTER TAX YIELD 13.00000
OVERALL RATE 0.07776
MORTGAGE CONSTANT 0.10753
MORTGAGE VALUE \$1,686,218.
BUILDING VALUE \$1,707,471.
EQUITY VALUE \$481,253.
EQUITY DIVIDEND -0.02654

EQUITY YIELD RATE 13.00000
HOLDING PERIOD 10
LOAN NUMBER 1
INTEREST RATE 0.10250
LOAN TERM 30.00000
PAYMENTS PER YEAR 12
LOAN AMOUNT 1,686,218
TAX RATE 0.34000
CAPITAL GAINS TAX RATE 0.34000
RESALE PRICE \$2,855,871.
LAND VALUE \$460,000.
DEPRECIATION METHOD SL
COST RECOVERY PERIOD 30
NET OPERATING INCOME \$168,548.
CHANGE IN NOI 0.53287
INCOME ADJUSTMENT FACTOR YR
SELLING COST 0.03000

CASH FLOW SUMMARY

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
NOI	\$168,548.	\$226,653.	\$233,802.	\$230,186.	\$234,662.
DEBT SER#1	-\$181,323.	-\$181,323.	-\$181,323.	-\$181,323.	-\$181,323.
BTCF	-\$12,775.	\$45,330.	\$52,479.	\$48,863.	\$53,339.
NOI	\$168,548.	\$226,653.	\$233,802.	\$230,186.	\$234,662.
INTEREST 1	-\$172,427.	-\$171,471.	-\$170,413.	-\$169,240.	-\$167,942.
DEPREC	-\$56,916.	-\$56,916.	-\$56,916.	-\$56,916.	-\$56,916.
TAXABLE	-\$60,795.	-\$1,734.	\$6,474.	\$4,030.	\$9,804.
TAXES	-\$20,670.	-\$590.	\$2,201.	\$1,370.	\$3,333.
ATCF	\$7,896.	\$45,920.	\$50,278.	\$47,493.	\$50,006.

	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
NOI	\$230,204.	\$241,657.	\$235,657.	\$252,986.	\$258,363.
DEBT SER#1	-\$181,323.	-\$181,323.	-\$181,323.	-\$181,323.	-\$181,323.
BTCF	\$48,881.	\$60,334.	\$54,334.	\$71,663.	\$77,040.
NOI	\$230,204.	\$241,657.	\$235,657.	\$252,986.	\$258,363.
INTEREST 1	-\$166,504.	-\$164,912.	-\$163,149.	-\$161,196.	-\$159,033.
DEPREC	-\$56,916.	-\$56,916.	-\$56,916.	-\$56,916.	-\$56,916.
TAXABLE	\$6,784.	\$19,829.	\$15,593.	\$34,875.	\$42,414.
TAXES	\$2,307.	\$6,742.	\$5,302.	\$11,857.	\$14,421.
ATCF	\$46,575.	\$53,592.	\$49,033.	\$59,806.	\$62,620.

RESALE PRICE \$2,855,871.
SELLING COST -\$85,676.
LOAN BALANCE # 1 -\$1,539,279.

RESALE PRICE \$2,855,871.
SELLING COST -\$85,676.
ADJUSTED BASIS -\$1,598,314.
TAXABLE GAIN \$1,171,881.
LONG TERM GAIN \$1,171,881.
ORDINARY TAXES \$0.
CAPITAL GAINS TAX \$398,440.

BEFORE TAX PROCEEDS \$1,230,916.
TAXES -\$398,440.
AFTER TAX PROCEEDS \$832,476.

EQUITY CASH FLOW SUMMARY

YEAR	CASH FLOW	YEAR	CASH FLOW
0	-\$481,253.	6	\$46,575.
1	\$7,896.	7	\$53,592.
2	\$45,920.	8	\$49,033.
3	\$50,278.	9	\$59,806.
4	\$47,493.	10	\$62,620.
5	\$50,006.		

APPENDIX D

CONSTRUCTION COST ESTIMATES
PROVIDED BY ARCHITECT/CONTRACTOR

