

R57TRNDPL

**WILLOW TRACE APARTMENTS**  
**12 MONTH TRENDING INCOME STATEMENT**  
For the Twelve Months Ending December 31, 2018

1/14/2019 8:22 AM

CO #: 236

UNITS: 192

Page - 291

Description	January	February	March	April	May	June	July	August	September	October	November	December	Year to Date
<b>WILLOW TRACE APARTMENTS</b>													
<b>INCOME</b>													
<b>RENTAL INCOME</b>													
RESIDENTIAL RENT	99,192	99,845	109,128	105,073	103,721	102,371	101,547	103,308	104,374	104,223	102,716	103,376	1,238,874
MTM FEES	0	0	0	0	0	0	0	73	5	0	0	53	131
PET RENT	176	174	201	224	254	214	204	206	151	200	125	151	2,280
<b>TOTAL RENTAL INCOME</b>	<b>99,368</b>	<b>100,019</b>	<b>109,329</b>	<b>105,297</b>	<b>103,975</b>	<b>102,585</b>	<b>101,751</b>	<b>103,587</b>	<b>104,530</b>	<b>104,423</b>	<b>102,841</b>	<b>103,580</b>	<b>1,241,285</b>
<b>OTHER INCOME</b>													
ADMIN FEES	594	1,881	1,287	297	990	1,584	594	1,683	1,485	990	1,089	990	13,464
APP FEE INCOME	1,120	1,590	1,015	560	1,190	1,960	1,050	1,260	595	1,155	1,225	975	13,695
BAD DEBT RECOVERY	439	586	2,370	2,100	1,594	1,386	714	1,715	2,441	1,562	1,065	121	16,093
CLEANING CHARGE	0	186	159	230	15	0	1	405	62	0	788	165	2,011
LATE FEE INCOME	3,320	3,155	2,440	1,840	3,267	3,360	2,785	3,455	2,340	2,400	2,335	2,345	33,042
LAUNDRY INCOME	0	960	0	753	0	971	578	453	378	608	466	471	5,638
LEGAL FEE INCOME	199	300	349	450	200	299	300	300	100	0	100	350	2,947
LOCKS/KEYS CHARGE	70	10	5	110	0	0	10	10	25	5	70	0	315
NSF FEE INCOME	150	200	50	0	150	0	150	200	50	50	100	50	1,150
PET FEES - NON REFUNDABLE	100	350	1,400	1,675	0	0	350	1,050	454	0	0	0	5,379
REIMURSED EXP FR.TENANT	295	379	453	467	225	850	1,074	688	546	525	210	170	5,882
TERMINATION FEES	2,423	1,745	895	664	1,060	797	2,295	1,186	692	1,221	593	1,550	15,121
TRANSFER FEES	0	825	0	0	275	0	0	375	0	825	0	0	2,300
VENDING MACHINE INCOME	0	0	0	0	0	0	0	0	0	181	0	0	181
VENDOR DISCOUNTS	0	0	0	4	0	2	0	7	0	9	11	16	49
W/D RENTAL INCOME	0	0	25	0	0	0	0	0	0	0	0	0	25
<b>TOTAL OTHER INCOME</b>	<b>8,710</b>	<b>12,167</b>	<b>10,448</b>	<b>9,150</b>	<b>8,966</b>	<b>11,209</b>	<b>9,901</b>	<b>12,787</b>	<b>9,168</b>	<b>9,531</b>	<b>8,052</b>	<b>7,203</b>	<b>117,292</b>
<b>RESIDENT REIMBURSEMENT INCOME</b>													
UTL - TRASH RUBS	581	611	616	620	666	633	631	619	613	605	612	594	7,401
UTL - W & S REIMB	3,578	3,469	3,674	6,869	3,516	4,002	4,136	4,047	3,989	3,915	4,219	3,545	48,959
<b>TOTAL RES. RUBS INC.</b>	<b>4,159</b>	<b>4,080</b>	<b>4,290</b>	<b>7,489</b>	<b>4,182</b>	<b>4,635</b>	<b>4,767</b>	<b>4,666</b>	<b>4,602</b>	<b>4,520</b>	<b>4,831</b>	<b>4,139</b>	<b>56,360</b>

WILLOW TRACE APARTMENTS  
 12 MONTH TRENDING INCOME STATEMENT  
 For the Twelve Months Ending December 31, 2018

CO #: 236  
 UNITS: 192

Description	January	February	March	April	May	June	July	August	September	October	November	December	Year to Date
TOTAL INCOME	112,237	116,266	124,067	121,936	117,123	118,429	116,419	121,040	118,300	118,474	115,724	114,922	1,414,937
<b>EXPENSES</b>													
<b>GEN/ADMIN EXPENSES</b>													
G & A - COPIES & PRINTING	19	13	24	131	22	20	88	15	11	60	15	98	516
G & A - CREDIT CHECKS	442	802	882	374	343	687	1,028	597	689	362	695	656	7,557
G & A - DUES/SUBSCRIP.	0	0	0	0	0	0	0	0	0	381	0	0	381
G & A - INTERNET SERVICES	86	86	96	86	86	86	86	59	86	86	86	86	1,015
G & A - LANDLORD/TENANT LEGAL	300	600	300	0	275	700	400	300	400	400	400	400	4,475
G & A - OFFICE MACHINES	71	84	178	126	121	0	293	85	0	111	0	221	1,290
G & A - OFFICE SUPPLIES	97	56	88	135	87	78	95	78	96	111	78	214	1,213
G & A - PAGERS / RADIOS	0	0	0	180	0	0	0	0	0	0	0	0	180
G & A - PERMITS & LICENSES	0	400	0	0	0	0	0	0	0	0	0	0	400
G & A - POSTAGE	6	14	4	17	5	17	8	5	13	7	18	9	123
G & A - TELEPHONE	261	336	307	312	312	318	312	307	312	313	313	394	3,797
G & A - UNIFORMS	0	0	0	1,254	0	190	0	0	10	663	181	0	2,298
GENERAL / ADMIN :	1,282	2,391	1,879	2,615	1,251	2,096	2,310	1,446	1,617	2,494	1,786	2,078	23,245
<b>REPAIRS/ MAINTENANCE</b>													
R & M - BLDG EXTERIORS	950	600	600	0	375	0	0	0	0	0	400	400	3,325
R & M - BLDG INTERIORS	2,925	2,200	352	2,170	1,180	1,422	2,576	2,350	1,825	2,080	2,037	1,900	23,017
R & M - CARPET CLEANING	550	474	603	310	512	390	744	401	148	1,185	503	980	6,800
R & M - CARPET REPAIR	553	631	318	66	1,928	1,655	1,707	1,063	225	1,548	1,458	579	11,731
R & M - CLEANING	1,225	745	1,540	660	1,160	1,020	1,120	1,025	660	2,020	1,465	1,610	14,250
R & M - CLEAN. SUPPLIES	53	72	56	83	104	169	11	57	16	123	65	23	832
R & M - COMMON AREA	0	0	0	0	0	0	0	0	0	200	0	0	200
R & M - D/W & W/D	47	33	56	0	33	0	0	0	16	0	0	0	185
R & M - DOOR/LOCK	209	39	190	22	162	15	103	20	47	20	186	180	1,193
R & M - ELECTRICAL	419	22	253	215	537	157	131	320	124	269	468	556	3,471
R & M - FENCE REPAIRS	0	0	0	58	0	0	18	0	0	58	0	0	134
R & M - FIRE PROTECTION	0	2,716	39	0	224	46	0	0	0	0	86	44	3,155
R & M - GLASS	168	70	7	0	249	0	428	(173)	0	232	89	267	1,337

WILLOW TRACE APARTMENTS  
12 MONTH TRENDING INCOME STATEMENT  
For the Twelve Months Ending December 31, 2018

CO #: 236

UNITS: 192

Description	January	February	March	April	May	June	July	August	September	October	November	December	Year to Date
R & M - HVAC	452	20	1,546	1,033	1,357	1,447	1,427	2,991	1,615	571	390	1,064	13,913
R & M - LANDSCAPING	1,950	1,950	1,950	1,950	1,950	2,321	1,971	1,950	1,950	1,950	2,075	1,950	23,917
R & M - MAINT. SUPPLIES	68	137	141	161	198	65	27	85	50	25	115	197	1,269
R & M - FITNESS EQUIP	0	0	0	22	0	0	0	0	0	0	0	0	22
R & M - PAINT/PLASTER	2,250	1,600	2,200	2,400	1,000	2,000	2,425	1,675	1,450	2,400	1,100	2,950	23,450
R & M - PAINT SUPPLIES	656	316	462	354	158	281	610	382	301	368	483	636	5,007
R & M - PEST CONTROL	0	640	320	320	820	320	0	640	320	1,120	360	349	5,209
R & M - PEST CONTROL RUBS	0	0	0	0	0	0	0	0	(200)	(240)	(1)	0	(441)
R & M - PLUMBING	480	490	110	116	1,129	330	730	360	410	278	848	0	5,281
R & M - PLUMB. SUPPLIES	719	309	888	199	301	648	1,255	512	179	69	400	637	6,116
R & M - POOL REPAIRS	184	0	0	0	71	1,472	375	125	0	(16)	0	0	2,211
R & M - POOL SUPPLIES	110	0	241	262	573	735	841	384	706	260	184	0	4,296
R & M - REFRIGERATORS	0	0	0	0	0	92	0	0	0	0	30	14	136
R & M - ROOF	0	250	0	0	250	0	0	0	0	0	0	0	500
R & M - SEWER/ROOTER	235	373	238	273	200	313	410	592	238	138	410	410	3,830
R & M - SIGNS	8	0	0	117	0	0	0	0	74	0	87	0	286
R & M - SITE VEHICLE EXPENSE	0	0	0	0	0	0	0	0	0	0	0	259	259
R & M - STOVES	196	0	172	242	0	0	262	0	33	65	298	199	1,467
R & M - TILES/FLOOR	0	0	0	0	0	0	0	175	0	65	0	76	316
R & M - TUB & COUNTER	2,265	264	848	806	1,220	1,613	935	1,677	607	1,057	1,491	1,246	14,029
R & M - WALLPAPER	0	0	100	100	0	200	0	700	0	0	0	665	1,765
R & M - WATER HEATER	120	46	92	0	0	213	33	0	33	0	0	53	590
R & M - WINDOWS	0	0	0	1,000	0	0	0	0	1,000	0	16	0	2,016
REPAIRS/ MAINT. :	16,792	13,997	13,322	12,939	15,691	16,924	18,139	17,311	11,827	15,845	15,043	17,244	185,074
<b>PAYROLL /RELATED COSTS</b>													
PR - PROPERTY MNGR	4,240	2,827	2,827	2,827	2,827	2,827	4,240	2,827	2,827	2,827	2,827	3,320	37,243
PR - ASSIST MNGR	2,866	1,890	1,879	1,910	1,961	1,980	2,963	1,976	1,987	1,961	1,993	1,977	25,343
PR - OFFICE STAFF	1,616	1,111	1,158	1,175	1,097	1,141	1,657	1,098	1,124	1,084	1,164	1,106	14,531
PR - MAINT SUP.	4,302	2,769	2,786	2,794	2,769	2,858	4,260	2,810	2,934	2,856	2,855	2,857	36,850
PR - MAINT TECH	2,817	583	1,493	1,678	1,687	1,819	1,353	880	1,824	1,760	1,760	1,702	19,356
PR - LEASING COMMIS.	996	648	1,180	880	610	703	1,370	796	1,216	1,208	1,353	1,528	12,488
PR - OTHER ADMIN	220	220	358	220	220	220	220	220	358	288	267	220	3,031

WILLOW TRACE APARTMENTS  
12 MONTH TRENDING INCOME STATEMENT  
For the Twelve Months Ending December 31, 2018

CO #: 236

UNITS: 192

Description	January	February	March	April	May	June	July	August	September	October	November	December	Year to Date
PR - FICA	1,212	701	819	810	784	813	1,135	747	860	844	862	904	10,491
PR - SUI	350	206	130	91	66	46	5	26	43	45	43	6	1,057
PR - FUJ	98	54	33	21	15	9	0	7	12	13	10	0	272
PR - WORKERS COMP.	1,369	850	930	956	882	927	1,401	933	947	943	1,023	1,014	12,175
PR - HEALTH INSURANCE	2,079	1,382	1,375	1,382	1,391	1,391	2,082	1,378	1,386	1,386	1,391	1,391	18,014
PAYROLL / RELATED :	22,165	13,241	14,968	14,744	14,309	14,734	20,686	13,698	15,518	15,215	15,548	16,025	190,851
<b>ADVERTISING EXPENSES</b>													
ADV - PRINT & MEDIA	1,218	1,218	1,198	1,198	1,198	1,198	1,198	1,214	150	2,246	1,198	1,198	14,432
ADV - MARKETING/PROMO	15	140	140	200	96	107	0	178	98	158	209	111	1,452
ADV - RES ACTIVITIES	0	75	0	375	75	0	75	0	0	375	75	0	1,050
ADV - MODEL EXPENSE	0	0	0	300	0	0	(2)	0	0	100	0	0	398
ADVERTISING / PROMO :	1,233	1,433	1,338	2,073	1,369	1,305	1,271	1,392	248	2,879	1,482	1,309	17,332
<b>PROPERTY TAXES</b>													
REAL ESTATE TAXES	0	0	0	0	0	0	0	0	0	0	0	54,438	54,438
PERSONAL PROP TAXES	0	0	0	0	0	0	0	0	0	0	0	65	65
PROP. TAX SVC. FEE	0	0	0	600	0	0	0	0	0	0	0	0	600
PROPERTY TAXES :	0	0	0	600	0	0	0	0	0	0	0	54,503	55,103
<b>MANAGEMENT FEES</b>													
MANAGEMENT FEES	3,424	3,242	3,366	3,593	3,433	3,388	3,414	3,350	3,491	3,411	3,419	3,327	40,858
MANAGEMENT FEES :	3,424	3,242	3,366	3,593	3,433	3,388	3,414	3,350	3,491	3,411	3,419	3,327	40,858
<b>UTILITIES</b>													
UTL - ELECTRIC	2,145	1,889	1,654	1,644	1,573	1,770	1,691	1,650	1,837	1,776	1,534	1,905	21,068
UTL - ELEC - VAC	699	526	808	319	437	1,125	789	817	720	725	481	410	7,856
UTL - WATER & SEWER	6,687	12,067	1,468	5,353	6,952	6,273	7,121	9,737	7,379	5,608	2,712	8,311	79,668
UTL - TRASH REMOVAL	1,250	1,388	1,388	1,388	1,388	1,388	1,388	892	1,250	1,268	1,304	1,250	15,542
UTIL - REFUNDS	0	(4)	(139)	(5)	0	0	(41)	(5)	(19)	0	(12)	(28)	(253)
UTL - OTHER	518	467	440	512	554	432	440	463	458	495	0	1,067	5,846
UTILITIES :	11,299	16,333	5,619	9,211	10,904	10,988	11,388	13,554	11,625	9,872	6,019	12,915	129,727
<b>INSURANCE</b>													
INS- FIRE & LIABILITY	4,615	4,616	4,464	766	766	4,892	4,126	4,126	4,126	15,326	4,126	4,126	56,075

R57TRNDPL

WILLOW TRACE APARTMENTS  
12 MONTH TRENDING INCOME STATEMENT  
For the Twelve Months Ending December 31, 2018

1/14/2019 8:22 AM

CO #: 236

Page - 295

UNITS: 192

Description	January	February	March	April	May	June	July	August	September	October	November	December	Year to Date
INS- OTHER	0	0	0	0	0	100	0	0	0	0	0	0	100
INSURANCE:	4,615	4,616	4,464	766	766	4,992	4,126	4,126	4,126	15,326	4,126	4,126	56,175
<b>RECUR. REPLACEMENTS</b>													
RR - APPL - STOVES	0	432	0	0	56	477	0	590	0	0	338	353	2,246
RR - APPL - WAT HTR	381	903	393	0	0	1,082	0	0	467	0	0	0	3,226
RR - APPL - D/W	809	279	221	221	443	221	439	(1)	0	220	441	0	3,293
RR - APPL - REF	0	532	0	975	0	0	975	483	485	0	971	971	5,392
RR - CARPET	1,327	374	1,810	447	1,837	1,734	1,634	2,032	906	1,800	1,228	1,709	16,838
RR - CEILING FANS	0	296	0	351	175	175	0	0	0	229	181	272	1,679
RR - DOORS/LOCKS	230	349	170	370	305	185	171	174	158	261	765	39	3,177
RR - DRAPES/BLINDS	252	261	459	345	0	0	405	135	331	34	718	291	3,231
RR - GARB. DISPOSALS	164	0	274	0	0	111	0	0	0	0	0	186	735
RR - HVAC	0	0	0	1,094	788	1,210	0	51	1,716	1,688	0	0	6,547
RR - HVAC COMP	0	0	514	1,006	0	0	0	433	0	0	0	0	1,953
RR - LIGHT FIXT - EXT	0	0	305	655	0	0	0	0	0	0	192	0	1,152
RR - LIGHT FIXT - INT	0	95	95	0	66	164	0	0	0	0	288	48	756
RR - SINKS	116	0	73	0	0	110	0	0	0	0	73	0	372
RR - SUB FLOORS	0	225	440	883	580	510	900	225	125	754	1,150	0	5,792
RR - TILE/FLOORING	1,099	1,253	951	1,073	1,116	1,046	984	1,097	0	530	824	926	10,899
RR - TUBS/SURROUNDS	0	0	0	0	0	0	270	0	0	0	0	0	270
REC. REPLACEMENTS	4,378	4,999	5,705	7,420	5,366	7,025	5,778	5,219	4,188	5,516	7,169	4,795	67,558
OPERATING EXPENSES	65,188	60,252	50,661	53,961	53,089	61,452	67,112	60,096	52,640	70,558	54,592	116,322	765,923
<b>NET OPERATING INCOME</b>	<b>47,049</b>	<b>56,014</b>	<b>73,406</b>	<b>67,975</b>	<b>64,034</b>	<b>56,977</b>	<b>49,307</b>	<b>60,944</b>	<b>65,660</b>	<b>47,916</b>	<b>61,132</b>	<b>(1,400)</b>	<b>649,014</b>