

WILLOW TRACE APARTMENTS
12 MONTH TRENDING INCOME STATEMENT
For the Twelve Months Ending July 31, 2019

CO #: 236

UNITS: 192

Description	Aug 2018	Sep 2018	Oct 2018	Nov 2018	Dec 2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Year to Date
WILLOW TRACE APARTMENTS													
INCOME													
RENTAL INCOME													
RESIDENTIAL RENT	103,308	104,374	104,223	102,716	103,376	101,980	105,932	112,130	110,245	105,272	104,163	99,518	1,257,237
MTM FEES	73	5	0	0	53	0	80	0	0	0	(100)	87	198
PET RENT	206	151	200	125	151	51	143	186	216	221	171	157	1,978
TOTAL RENTAL INCOME	103,587	104,530	104,423	102,841	103,580	102,031	106,155	112,316	110,461	105,493	104,234	99,762	1,259,413
OTHER INCOME													
ADMIN FEES	1,683	1,485	990	1,089	990	2,015	1,782	594	1,089	495	827	693	13,732
APP FEE INCOME	1,260	595	1,155	1,225	975	1,750	1,190	595	805	560	945	1,020	12,075
BAD DEBT RECOVERY	1,715	2,441	1,562	1,065	121	219	1,614	725	7,975	1,676	1,316	1,647	22,076
CLEANING CHARGE	405	62	0	788	165	0	0	425	0	454	378	230	2,907
LATE FEE INCOME	3,455	2,340	2,400	2,335	2,345	2,375	3,290	2,620	2,985	4,215	2,135	4,045	34,540
LAUNDRY INCOME	453	378	608	466	471	567	386	421	465	371	407	425	5,418
LEGAL FEE INCOME	300	100	0	100	350	0	0	200	200	550	570	200	2,570
LOCKS/KEYS CHARGE	10	25	5	70	0	40	60	60	10	10	20	5	315
NSF FEE INCOME	200	50	50	100	50	150	50	50	150	300	200	150	1,500
PET FEES - NON REFUNDABLE	1,050	454	0	0	0	1,150	175	700	700	350	20	350	4,949
REIMURSED EXP FR.TENANT	688	546	525	210	170	1,926	471	1,114	719	1,962	272	804	9,407
TERMINATION FEES	1,186	692	1,221	593	1,550	3,575	3,705	356	1,675	1,717	1,548	1,875	19,693
TRANSFER FEES	375	0	825	0	0	550	550	550	0	0	275	3	3,128
VENDING MACHINE INCOME	0	0	181	0	0	11	15	20	18	8	0	30	283
VENDOR DISCOUNTS	7	0	9	11	16	0	0	0	0	0	0	0	43
TOTAL OTHER INCOME	12,787	9,168	9,531	8,052	7,203	14,328	13,288	8,430	16,791	12,668	8,913	11,477	132,636
RESIDENT REIMBURSEMENT INCOME													
UTL - TRASH RUBS	619	613	605	612	594	590	588	623	688	664	629	596	7,421
UTL - W & S REIMB	4,047	3,989	3,915	4,219	3,545	4,644	4,518	3,880	3,977	3,624	2,670	3,782	46,810
TOTAL RES. RUBS INC.	4,666	4,602	4,520	4,831	4,139	5,234	5,106	4,503	4,665	4,288	3,299	4,378	54,231
TOTAL INCOME	121,040	118,300	118,474	115,724	114,922	121,593	124,549	125,249	131,917	122,449	116,446	115,617	1,446,280

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EXPENSES													
GEN/ADMIN EXPENSES													
G & A - COPIES & PRINTING	15	11	60	15	98	10	14	69	13	11	97	17	430
G & A - CREDIT CHECKS	597	689	362	695	656	557	934	486	413	321	394	382	6,486
G & A - DUES/SUBSCRIP.	0	0	381	0	0	0	381	0	0	0	0	0	762
G & A - INTERNET SERVICES	59	86	86	86	86	85	88	88	88	88	88	88	1,016
G & A - LANDLORD/TENANT LEGAL	300	400	400	400	400	400	400	365	365	365	295	365	4,455
G & A - OFFICE MACHINES	85	0	111	0	221	0	111	48	179	22	111	0	888
G & A - OFFICE SUPPLIES	78	96	111	78	214	59	135	89	113	157	19	139	1,288
G & A - PAGERS / RADIOS	0	0	0	0	0	0	0	179	0	0	179	0	358
G & A - PERMITS & LICENSES	0	0	0	0	0	0	400	0	0	0	0	0	400
G & A - POSTAGE	5	13	7	18	9	6	22	20	11	26	11	9	157
G & A - SECURITY COSTS	0	0	0	0	0	0	0	0	294	0	0	0	294
G & A - TELEPHONE	307	312	313	313	394	394	313	313	313	73	607	611	4,263
G & A - UNIFORMS	0	10	663	181	0	0	0	0	883	0	10	0	1,747
G & A - OTHER	0	0	0	0	0	0	0	0	266	0	0	0	266
GENERAL / ADMIN :	<u>1,446</u>	<u>1,617</u>	<u>2,494</u>	<u>1,786</u>	<u>2,078</u>	<u>1,511</u>	<u>2,798</u>	<u>1,657</u>	<u>2,938</u>	<u>1,063</u>	<u>1,811</u>	<u>1,611</u>	<u>22,810</u>
REPAIRS/ MAINTENANCE													
R & M - BLDG EXTERIORS	0	0	0	400	400	0	875	0	500	0	0	0	2,175
R & M - BLDG INTERIORS	2,350	1,825	2,080	2,037	1,900	1,716	1,500	2,221	1,784	801	1,745	1,210	21,169
R & M - CARPET CLEANING	401	148	1,185	503	980	482	629	511	526	407	539	165	6,476
R & M - CARPET REPAIR	1,063	225	1,548	1,458	579	576	791	662	241	809	767	1,070	9,789
R & M - CLEANING	1,025	660	2,020	1,465	1,610	1,520	1,330	1,300	1,420	1,140	1,560	1,380	16,430
R & M - CLEAN. SUPPLIES	57	16	123	65	23	151	60	38	88	80	0	114	815
R & M - COMMON AREA	0	0	200	0	0	0	0	582	55	0	200	0	1,037
R & M - D/W & W/D	0	16	0	0	0	213	7	21	9	41	110	49	466
R & M - DOOR/LOCK	20	47	20	186	180	216	95	54	180	88	0	176	1,262
R & M - DRAPES/BLINDS	0	0	0	0	0	0	0	52	52	0	0	0	104
R & M - ELECTRICAL	320	124	269	468	556	332	210	635	506	41	104	243	3,808
R & M - FENCE REPAIRS	0	0	58	0	0	0	0	0	77	0	0	0	135
R & M - FIRE PROTECTION	0	0	0	86	44	239	0	0	2,716	0	89	0	3,174

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R & M - GLASS	(173)	0	232	89	267	64	0	0	76	215	0	0	770
R & M - HVAC	2,991	1,615	571	390	1,064	488	530	117	354	1,250	428	104	9,902
R & M - LANDSCAPING	1,950	1,950	1,950	2,075	1,950	0	4,150	2,075	2,487	2,085	2,075	2,079	24,826
R & M - MAINT. SUPPLIES	85	50	25	115	197	193	226	602	(35)	309	70	41	1,878
R & M - FITNESS EQUIP	0	0	0	0	0	0	0	0	0	500	0	0	500
R & M - PAINT/PLASTER	1,675	1,450	2,400	1,100	2,950	2,450	2,150	2,850	2,065	1,800	2,525	2,600	26,015
R & M - PAINT SUPPLIES	382	301	368	483	636	552	570	834	534	512	654	47	5,873
R & M - PARKING LOT	0	0	0	0	0	0	0	0	488	0	0	0	488
R & M - PEST CONTROL	640	320	1,120	360	349	320	320	920	320	369	0	640	5,678
R & M - PEST CONTROL RUBS	0	(200)	(240)	(1)	0	0	(300)	(43)	0	0	0	0	(784)
R & M - PLUMBING	360	410	278	848	0	1,409	445	0	116	220	110	1,001	5,197
R & M - PLUMB. SUPPLIES	512	179	69	400	637	821	640	549	258	332	353	637	5,387
R & M - POOL REPAIRS	125	0	(16)	0	0	0	20	0	0	0	43	0	172
R & M - POOL SUPPLIES	384	706	260	184	0	148	261	0	451	163	499	306	3,362
R & M - REFRIGERATORS	0	0	0	30	14	105	161	0	0	34	(42)	28	330
R & M - ROOF	0	0	0	0	0	0	0	0	725	0	0	0	725
R & M - SEWER/ROOTER	592	238	138	410	410	235	0	313	100	200	200	175	3,011
R & M - SIGNS	0	74	0	87	0	0	0	0	23	62	0	0	246
R & M - SITE VEHICLE EXPENSE	0	0	0	0	259	0	0	0	0	0	0	0	259
R & M - STOVES	0	33	65	298	199	89	212	15	547	0	0	69	1,527
R & M - TILES/FLOOR	175	0	65	0	76	0	0	0	0	65	0	0	381
R & M - TUB & COUNTER	1,677	607	1,057	1,491	1,246	1,906	1,435	1,309	1,438	1,134	1,140	1,180	15,620
R & M - WALLPAPER	700	0	0	0	665	0	300	450	200	0	0	0	2,315
R & M - WATER HEATER	0	33	0	0	53	50	200	0	76	0	266	0	678
R & M - WINDOWS	0	1,000	0	16	0	0	0	0	0	0	0	0	1,016
REPAIRS/ MAINT. :	17,311	11,827	15,845	15,043	17,244	14,275	16,817	16,067	18,377	12,657	13,435	13,314	182,212
PAYROLL /RELATED COSTS													
PR - PROPERTY MNGR	2,827	2,827	2,827	2,827	3,320	4,452	2,968	2,968	2,968	2,968	2,968	4,452	38,372
PR - ASSIST MNGR	1,976	1,987	1,961	1,993	1,977	2,945	1,871	1,361	1,986	1,472	1,914	2,705	24,148
PR - OFFICE STAFF	1,098	1,124	1,084	1,164	1,106	1,656	1,170	1,105	1,110	1,517	1,103	1,736	14,973
PR - MAINT SUP.	2,810	2,934	2,856	2,855	2,857	4,273	3,021	2,842	2,867	2,883	2,956	4,310	37,464
PR - MAINT TECH	880	1,824	1,760	1,760	1,702	2,650	1,757	1,760	1,735	1,762	1,737	2,589	21,916

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PR - LEASING COMMIS.	796	1,216	1,208	1,353	1,528	1,066	1,419	1,380	767	684	829	1,027	13,273
PR - OTHER ADMIN	220	358	288	267	220	220	220	358	610	488	350	350	3,949
PR - FICA	747	860	844	862	904	1,215	866	811	807	821	837	1,217	10,791
PR - SUI	26	43	45	43	6	350	246	107	(16)	23	75	82	1,030
PR - FUI	7	12	13	10	0	99	63	28	14	17	21	19	303
PR - WORKERS COMP.	933	947	943	1,023	1,014	1,377	963	945	1,010	900	904	1,427	12,386
PR - HEALTH INSURANCE	1,378	1,386	1,386	1,391	1,391	2,360	1,883	1,870	1,879	1,409	1,409	2,349	20,091
PAYROLL / RELATED :	13,698	15,518	15,215	15,548	16,025	22,663	16,447	15,535	15,737	14,944	15,103	22,263	198,696
ADVERTISING EXPENSES													
ADV - PRINT & MEDIA	1,214	150	2,246	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	14,392
ADV - MARKETING/PROMO	178	98	158	209	111	8	0	312	174	436	22	0	1,706
ADV - RES ACTIVITIES	0	0	375	75	0	0	0	250	425	150	50	150	1,475
ADV - MODEL EXPENSE	0	0	100	0	0	0	0	300	0	0	0	0	400
ADVERTISING / PROMO :	1,392	248	2,879	1,482	1,309	1,206	1,198	2,060	1,797	1,784	1,270	1,348	17,973
PROPERTY TAXES													
REAL ESTATE TAXES	0	0	0	0	54,438	0	0	0	0	0	0	0	54,438
PERSONAL PROP TAXES	0	0	0	0	65	0	0	0	0	0	0	0	65
PROP. TAX SVC. FEE	0	0	0	0	0	0	0	0	600	0	0	0	600
PROPERTY TAXES :	0	0	0	0	54,503	0	0	0	600	0	0	0	55,103
MANAGEMENT FEES													
MANAGEMENT FEES	3,350	3,491	3,411	3,419	3,327	3,323	3,491	3,583	3,622	3,818	3,545	3,394	41,774
MANAGEMENT FEES :	3,350	3,491	3,411	3,419	3,327	3,323	3,491	3,583	3,622	3,818	3,545	3,394	41,774
UTILITIES													
UTL - ELECTRIC	1,650	1,837	1,776	1,534	1,905	1,190	1,659	2,033	1,443	1,803	1,778	1,782	20,390
UTL - ELEC - VAC	817	720	725	481	410	668	577	554	220	335	594	1,037	7,138
UTL - WATER & SEWER	9,737	7,379	5,608	2,712	8,311	6,540	6,172	5,762	4,480	6,826	8,228	6,560	78,315
UTL - TRASH REMOVAL	892	1,250	1,268	1,304	1,250	1,250	1,336	1,400	1,250	1,250	1,016	1,326	14,792
UTIL - REFUNDS	(5)	(19)	0	(12)	(28)	0	0	0	0	(18)	0	0	(82)
UTL - OTHER	463	458	495	0	1,067	436	0	492	458	569	501	448	5,387
UTILITIES :	13,554	11,625	9,872	6,019	12,915	10,084	9,744	10,241	7,851	10,765	12,117	11,153	125,940

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INSURANCE													
INS- FIRE & LIABILITY	4,126	4,126	15,326	4,126	4,126	4,126	4,126	4,126	275	147	5,887	5,887	56,404
INS- OTHER	0	0	0	0	0	0	0	0	0	0	100	0	100
INSURANCE:	4,126	4,126	15,326	4,126	4,126	4,126	4,126	4,126	275	147	5,987	5,887	56,504
RECUR. REPLACEMENTS													
RR - APPL - STOVES	590	0	0	338	353	0	395	839	844	0	475	495	4,329
RR - APPL - WAT HTR	0	467	0	0	0	0	0	0	413	0	413	0	1,293
RR - APPL - DW	(1)	0	220	441	0	0	220	0	250	250	0	0	1,380
RR - APPL - REF	483	485	0	971	971	0	0	526	526	0	533	0	4,495
RR- CARPET	2,032	906	1,800	1,228	1,709	1,915	1,257	1,411	2,013	0	1,780	2,134	18,185
RR - CEILING FANS	0	0	229	181	272	0	273	163	0	131	0	0	1,249
RR- DOORS/LOCKS	174	158	261	765	39	1,174	546	321	242	44	347	318	4,389
RR - DRAPES/BLINDS	135	331	34	718	291	0	320	488	0	399	137	298	3,151
RR - GARB. DISPOSALS	0	0	0	0	186	0	193	0	0	282	0	0	661
RR- HVAC	51	1,716	1,688	0	0	0	0	512	790	0	152	0	4,909
RR - HVAC COMP	433	0	0	0	0	0	0	0	0	381	773	0	1,587
RR- LIGHT FIXT - EXT	0	0	0	192	0	0	580	0	0	0	0	0	772
RR - LIGHT FIXT - INT	0	0	0	288	48	0	131	0	157	26	0	0	650
RR - SINKS	0	0	0	73	0	73	92	0	0	0	85	0	323
RR - SUB FLOORS	225	125	754	1,150	0	895	0	0	0	0	605	0	3,754
RR - TILE/FLOORING	1,097	0	530	824	926	1,567	985	1,925	1,197	1,196	101	1,441	11,789
REC. REPLACEMENTS	5,219	4,188	5,516	7,169	4,795	5,624	4,992	6,185	6,432	2,709	5,401	4,686	62,916
OPERATING EXPENSES	60,096	52,640	70,558	54,592	116,322	62,812	59,613	59,454	57,629	47,887	58,669	63,656	763,928
NET OPERATING INCOME	60,944	65,660	47,916	61,132	(1,400)	58,781	64,936	65,795	74,288	74,562	57,777	51,961	682,352