



Village Manor

Executive Summary

4701-4725 Cottage Grove Road
Madison, WI 53716

Dean



Realty Group, Inc.

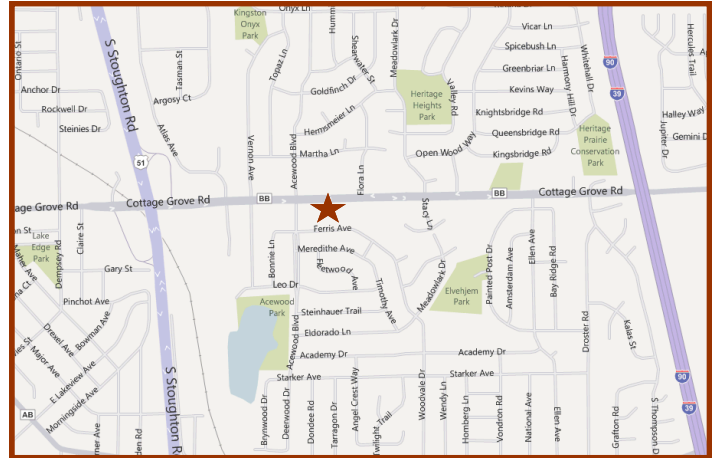
Price: \$3,650,000

Total Units: 80

Units	Type	Avg. Rent	Sq. Ft.
14	1 Bed 1 Bath (Inc. Heat)	\$633	700
16	2 Bed/1 Bath	\$640	875
50	2 Bed/1 Bath (Inc. Heat)	\$690	875

... Property Highlights ...

- Highly-Visible Location
- Masonry Buildings
- Underground Parking
- On-Site Office



... Financial Highlights ...

Cap Rate	7.33%
Gross Income Multiplier	5.62
Price Per Unit	\$45,625

OPERATING EXPENSES	CURRENT	PRO FORMA
Real Estate Tax	\$77,840	\$77,840
Insurance	\$18,324	\$18,324
Utilities	\$69,585	\$69,585
Repairs	\$19,702	\$19,702
Cleaning & Maintenance	\$18,118	\$18,118
Advertising	\$5,538	\$5,538
Contract Services	\$22,509	\$22,509
Management Fee	\$30,839	\$31,756
Payroll	\$50,094	\$50,094
Administrative & Other	\$16,580	\$16,580
Capital Improvements	<u>\$20,000</u>	<u>\$20,000</u>
Total Operating Expenses	\$349,129	\$350,046
Expenses Per Unit	\$4,364	\$4,376
Expenses Per Sq. Ft.	\$5.17	\$5.18

INCOME	%	CURRENT	%	PRO FORMA
Sched. Rent Income		\$643,248		\$662,113
<u>Other Income</u>		<u>\$5,700</u>		<u>\$5,700</u>
Sched. Gross Income		\$648,948		\$667,813
<u>Less Vacancy</u>	5.0%	<u>\$32,162</u>	5.0%	<u>\$33,106</u>
Eff. Gross Income		\$616,786		\$634,707
<u>Less Op. Expenses</u>	57%	<u>\$349,129</u>	55%	<u>\$349,605</u>
Net Op. Income		\$267,656		\$285,102
<u>Debt Service</u>		<u>\$209,976</u>		<u>\$209,976</u>
Pre-Tax Cash Flow	7.9%	\$57,680	10%	\$75,096
<u>Principal Reduction</u>		<u>\$58,060</u>		<u>\$58,060</u>
Return Before Taxes	16%	\$115,740	18%	\$133,156

Exclusively Listed By:

Michael Dean

Tel: 608-310-3502

Mike@DeanRealtyGroup.net

Dean Realty Group, Inc.

1667 Capital Avenue, Suite D

Madison, WI 53705

Fax: 608-310-3501

www.DeanRealtyGroupInc.net

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BROKER DISCLOSURE TO NON-RESIDENTIAL CUSTOMERS

1 Prior to negotiating on your behalf the Broker must provide you the following disclosure statement:

2 **BROKER DISCLOSURE TO CUSTOMERS**

3 You are a customer of the broker. The broker is either an agent of another party in the transaction or a subagent of another broker
4 who is the agent of another party in the transaction. The broker, or a salesperson acting on behalf of the broker, may provide
5 brokerage services to you. Whenever the broker is providing brokerage services to you, the broker owes you, the customer, the
6 following duties:

- 7 ■ The duty to provide brokerage services to you fairly and honestly.
- 8 ■ The duty to exercise reasonable skill and care in providing brokerage services to you.
- 9 ■ The duty to provide you with accurate information about market conditions within a reasonable time if you request it, unless
10 disclosure of the information is prohibited by law.
- 11 ■ The duty to disclose to you in writing certain material adverse facts about a property, unless disclosure of the information is
12 prohibited by law **(See Lines 47-55)**.
- 13 ■ The duty to protect your confidentiality. Unless the law requires it, the broker will not disclose your confidential information or the
14 confidential information of other parties **(See Lines 22-39)**.
- 15 ■ The duty to safeguard trust funds and other property the broker holds.
- 16 ■ The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the advantages and
17 disadvantages of the proposals.

18 Please review this information carefully. A broker or salesperson can answer your questions about brokerage services, but if you
19 need legal advice, tax advice, or a professional home inspection, contact an attorney, tax advisor, or home inspector.

20 This disclosure is required by section 452.135 of the Wisconsin statutes and is for information only. It is a plain-language summary of
21 a broker's duties to a customer under section 452.133 (1) of the Wisconsin statutes.

22 **CONFIDENTIALITY NOTICE TO CUSTOMERS**

23 **BROKER WILL KEEP CONFIDENTIAL ANY INFORMATION GIVEN TO BROKER IN CONFIDENCE, OR ANY INFORMATION
24 OBTAINED BY BROKER THAT HE OR SHE KNOWS A REASONABLE PERSON WOULD WANT TO BE KEPT CONFIDENTIAL,
25 UNLESS THE INFORMATION MUST BE DISCLOSED BY LAW OR YOU AUTHORIZE THE BROKER TO DISCLOSE PARTICULAR
26 INFORMATION. A BROKER SHALL CONTINUE TO KEEP THE INFORMATION CONFIDENTIAL AFTER BROKER IS NO LONGER
27 PROVIDING BROKERAGE SERVICES TO YOU.**

28 THE FOLLOWING INFORMATION IS REQUIRED TO BE DISCLOSED BY LAW:

- 29 1. MATERIAL ADVERSE FACTS, AS DEFINED IN SECTION 452.01 (5g) OF THE WISCONSIN STATUTES **(SEE LINES 47-55)**.
 - 30 2. ANY FACTS KNOWN BY THE BROKER THAT CONTRADICT ANY INFORMATION INCLUDED IN A WRITTEN INSPECTION
31 REPORT ON THE PROPERTY OR REAL ESTATE THAT IS THE SUBJECT OF THE TRANSACTION.
- 32 TO ENSURE THAT THE BROKER IS AWARE OF WHAT SPECIFIC INFORMATION YOU CONSIDER CONFIDENTIAL, YOU MAY LIST
33 THAT INFORMATION BELOW **(SEE LINES 35-36)**. AT A LATER TIME, YOU MAY ALSO PROVIDE THE BROKER WITH OTHER
34 INFORMATION YOU CONSIDER TO BE CONFIDENTIAL.

35 **CONFIDENTIAL INFORMATION:** _____

36 _____

37 **NON-CONFIDENTIAL INFORMATION** (The following information may be disclosed by Broker): _____

38 _____

39 *(INSERT INFORMATION YOU AUTHORIZE THE BROKER TO DISCLOSE SUCH AS FINANCIAL QUALIFICATION INFORMATION.)*

40 **CONSENT TO TELEPHONE SOLICITATION**

41 I/We agree that the Broker and any affiliated settlement service providers (for example, a mortgage company or title company) may
42 call our/my home or cell phone numbers regarding issues, goods and services related to the real estate transaction until I/we
43 withdraw this consent in writing. **List Home/Cell Numbers:** _____

44 **SEX OFFENDER REGISTRY**

45 *Notice: You may obtain information about the sex offender registry and persons registered with the registry by contacting the
46 Wisconsin Department of Corrections on the Internet at: <http://offender.doc.state.wi.us/public/> or by phone at 608-240-5830.*

47 **DEFINITION OF MATERIAL ADVERSE FACTS**

48 A "material adverse fact" is defined in Wis. Stat. § 452.01(5g) as an adverse fact that a party indicates is of such significance, or that
49 is generally recognized by a competent licensee as being of such significance to a reasonable party, that it affects or would affect
50 the party's decision to enter into a contract or agreement concerning a transaction or affects or would affect the party's decision
51 about the terms of such a contract or agreement. An "adverse fact" is defined in Wis. Stat. § 452.01(1e) as a condition or occurrence
52 that a competent licensee generally recognizes will significantly and adversely affect the value of the property, significantly reduce
53 the structural integrity of improvements to real estate, or present a significant health risk to occupants of the property; or information
54 that indicates that a party to a transaction is not able to or does not intend to meet his or her obligations under a contract or
55 agreement made concerning the transaction.

No representation is made as to the legal validity of any provision or the adequacy of any provision in any specific transaction.