

**Income-12 Statement (Cash)**  
**Tussing Place**  
**September 2018 - August 2019**

Account Name	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Total
Rental Income													
Rental Rate Income													
Rent		2,671	11,953	21,949	35,463	50,678	72,030	77,504	83,112	88,957	93,699	96,206	634,222
Free Rent			-843	-3,967	-1,525	-6,467	-8,259	-1,357	-4,616	-749	-403		-28,186
Pet Fee		300	500	250	250	1,000	1,500	250	750		250	250	5,300
Total Rental Rate Income		2,971	11,609	18,232	34,188	45,211	65,271	76,397	79,247	88,208	93,546	96,456	611,336
Utility Income													
Water Collection							433	846	1,679	2,165	2,562	3,988	11,672
Cable Revenue								127				786	913
Total Utility Income							433	973	1,679	2,165	2,562	4,774	12,586
Moveout Income													
Punchout Carpet											44		44
Punchout Clean											57		57
Maintenance Labor Reimb.						143	4						147
Maintenance Parts Reimb.									29				29
Moveout Utility Reimbursement									99		84		183
Total Moveout Income						143	4		128		185		461
Additional Rental Income													
Application Fee								100					100
Credit Card Fee		12	12	48	131	191	155	370	370	370	418	454	2,533
Admin Fee		1,050	900	2,400	1,950	3,300	2,250	450	1,350	150	300	300	14,400
Late Fee				128	347	325	375	550	360	715	835	515	4,150
Lease Buyout Fee											1,300	3,900	5,200

Security Deposits Forfeits	250	350	250	300	400	300	300	200	150	150	150	2,800
Attorney Fees Collected				350						350	350	1,050
RLL Insurance Income	67	18	76	110	180	239	204	199	197	263	274	1,826
Total Additional Rental Income	1,379	1,280	2,902	3,188	4,396	3,319	1,974	2,480	1,582	3,617	5,943	32,059
Other Income												
NSF Income			35	70		70			70		105	350
Clean Up				12	38	50	50		12	138	50	350
Miscellaneous Income		1										1
Total Other Income		1	35	82	38	120	50		82	138	155	701
Total Rental Income	4,350	12,890	21,169	37,458	49,788	69,147	79,394	83,534	92,038	100,048	107,328	657,142
Total Income	4,350	12,890	21,169	37,458	49,788	69,147	79,394	83,534	92,038	100,048	107,328	657,142
Rental Expenses												
Wages/Employee Expense												
Manager Salary	4,597	5,723	3,854	4,962	4,224	5,274	3,325	3,869	1,360	763	1,750	39,701
Leasing Salary	1,461	1,684	4,017	3,968	4,180	5,342	3,700	4,793	3,568	2,956	2,824	42,181
Maintenance Labor	712	640	542	664	998	918	982	984	992	992	1,298	9,722
Total Wages/Employee Expenses	1,461	6,993	10,380	8,364	9,402	11,534	8,007	9,646	5,920	4,712	5,871	91,604
Advertising/Promotional Expense												
Advertising	3,214	9,186	5,169	7,876	6,365	3,700	3,277	4,248	2,656	1,557	3,942	51,190
Promotional Expense	965	696	1,052	1,233	679	1,034	1,360	2,720	660	663	1,077	12,139
Model Expense	5	2,478	1,107	1,603	1,714	1,365	1,123	1,219	1,123	3,356	1,123	16,215
Clubhouse	435	432	1,634	887	421	1,302	56	1,074	877	1,659	1,180	9,955
Referrals				200		200						400
Tenant Relations											283	283
Total Advertising/Promotional Expenses	4,618	12,792	8,962	11,799	9,178	7,600	5,816	9,261	5,316	7,234	7,605	90,181

Administrative Expenses

Credit Card Processing	35	69	139	119	136	202	283	313	237	370	355	380	2,639
Attorney Fees-Tenant Issues					133	133	27	266	420	520	420	1,680	3,599
Credit Bureau Fees		395	692	692	475	373	729	462	320			654	4,791
Other Admin Expenses		1,268	1,123	666	893	585	431	734	602	701	593	331	7,927
Computer System Expense		190		2,500								730	3,420
Postage			50	40	90			11	55				246
Bank Fees	-35		12	55							10	10	52
Mileage Reimbursement		65		26		15			15	44	30	48	244
Employee Relations		8											8
Employee Recruitment		16											16
Total Administrative Expenses	0	2,012	2,016	4,098	1,728	1,308	1,469	1,786	1,649	1,635	1,408	3,833	22,942

Property Maintenance

Maintenance Parts			739	41	1,008	548	296	201	660	679	369	130	4,670
Exterior Repairs/Cleaning												825	825
Landscaping		1,799	586	1,061	2,535			656	12,888	1,998	10,385	7,112	39,019
Trash Removal		1,068		951	1,776	578	822	1,268	771	788	1,733	948	10,702
Snow Removal						4,801	820						5,620
Other Grounds Expense								626	35	60			721
Resident Services Coordinator			320	300	300	300	325	325	300	300	300	325	3,095
Pool Repairs/Supplies								1,876	676	367	1,330	730	4,980
Fire Alarm/Sprinklers		653			152				152		370	1,351	2,676
Total Property Maintenance		3,519	1,645	2,353	5,770	6,226	2,262	4,952	15,481	4,193	14,488	11,420	72,309

Unit Maintenance

HVAC Repairs								14	21	7	28	29	98
Appliance Repairs									7	4		7	18
Exterminating Expense									70		183	253	505
Plumbing Repairs						130							130
Emergency Maintenance System		29	23	24	23	21	25	39	21	28	26	38	296
Total Unit Maintenance		29	23	24	23	151	25	53	118	39	236	326	1,047

Unit Turnover													
Paints											640		640
General Cleans											171		171
Carpet Cleans & Repairs						443					293		737
Vacant Utilities	976	672	1,600	2,630	7,447	9,820	2,969	2,019	104				28,238
Total Unit Turnover	976	672	1,600	2,630	7,890	9,820	2,969	2,019	104	1,104			29,785
Utilities													
Water & Sewer Utilities					4,873	1,561	2,179	2,572	4,166	4,100	6,695		26,145
Electric	62	80	1,016	920	1,141	2,096	1,295	529	27	1,139			8,305
Telephone/Internet/Cable	325	276	227	225	226	77	213	220	243	253	257		2,542
Total Utilities	387	356	1,243	1,145	6,241	3,734	3,687	3,321	4,435	5,492	6,952		36,992
Total Rental Expenses	1,461	18,534	27,883	26,644	32,409	40,396	36,445	27,270	41,496	21,641	34,674	36,007	344,861
Total Expenses	1,461	18,534	27,883	26,644	32,409	40,396	36,445	27,270	41,496	21,641	34,674	36,007	344,861
Net Operating Income	-1,461	-14,183	-14,993	-5,475	5,048	9,392	32,702	52,124	42,038	70,396	65,373	71,321	312,282