



Airbnb Portfolio Manager or Acquisition Compare Model

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Input Sheet

ALL BLUE cells per AIRBNB assessed, should be entered even if it is a (0), in order to achieve the most accurate results

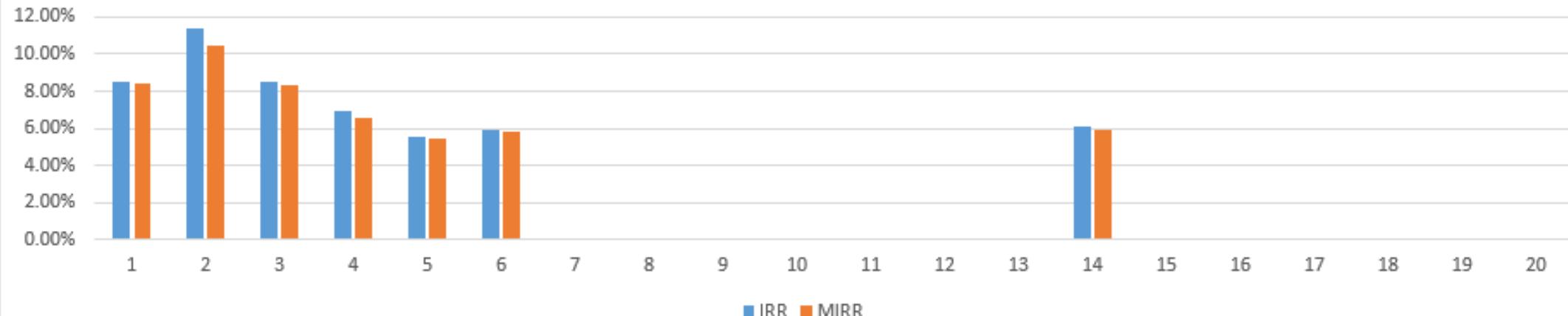
Mandatory Cell

| AIRBNB | Purchase / Acquisition Data | | | | Finance Data | | | | | | Projected Monthly Expenditure | | | | | | | | |
|--------|-----------------------------|-------------------|------------------|---------------------------|-------------------|----------------------|------------------|-----------------|-------------------|----------------|-------------------------------|-----------------------------|-----------------|--------|-----------|-----------|-----------------------|----------|----------------------|
| | No. | Acquisition Price | Acquisition Fees | Capex Furniture Equipment | Lifespan (months) | External Loan Amount | Finance Rate (%) | Length (months) | Payment (monthly) | Income tax (%) | CGT (%) | Cost of Owners Loan A/C (%) | Rates and Taxes | Levies | Utilities | Insurance | Maintenance Provision | Cleaning | Airbnb Fees (1)- (%) |
| 1 | | 1 200 000 | 100 000 | 50 000 | 120 | 800 000 | 5.00% | 240 | 5 280 | 24.00% | 22.00% | 3.00% | 400 | 400 | 300 | 180 | 300 | 400 | 5.00% |
| 2 | | 900 000 | 80 000 | 50 000 | 120 | 900 000 | 5.00% | 240 | 5 940 | 30.00% | 24.00% | 3.00% | 400 | 400 | 300 | 180 | 300 | 400 | 5.00% |
| 3 | | 1 000 000 | 90 000 | 50 000 | 120 | 800 000 | 5.00% | 240 | 5 280 | 30.00% | 24.00% | 3.00% | 300 | 400 | 300 | 180 | 300 | 400 | 5.00% |
| 4 | | 900 000 | 85 000 | 50 000 | 120 | 900 000 | 5.00% | 240 | 5 940 | 30.00% | 24.00% | 3.00% | 400 | 400 | 300 | 180 | 300 | 400 | 5.00% |
| 5 | | 900 000 | 85 000 | 50 000 | 120 | 800 000 | 5.00% | 240 | 5 280 | 30.00% | 24.00% | 3.00% | 300 | 300 | 250 | 150 | 200 | 200 | 5.00% |
| 6 | | 1 375 000 | 115 000 | 50 000 | 120 | 1 150 000 | 5.00% | 240 | 7 589 | 30.00% | 24.00% | 3.00% | 400 | 400 | 300 | 180 | 300 | 400 | 5.00% |
| 7 | | | | | | | | | 0 | | | | | | | | | | |
| 8 | | | | | | | | | 0 | | | | | | | | | | |
| 9 | | | | | | | | | 0 | | | | | | | | | | |
| 10 | | | | | | | | | 0 | | | | | | | | | | |
| 11 | | | | | | | | | 0 | | | | | | | | | | |
| 12 | | | | | | | | | 0 | | | | | | | | | | |
| 13 | | | | | | | | | 0 | | | | | | | | | | |
| 14 | | 2 000 000 | 150 000 | 125 000 | 120 | 1 600 000 | 4.75% | 180 | 12 445 | 28.00% | 22.00% | 2.75% | 600 | 450 | 450 | 300 | 500 | 600 | 6.00% |

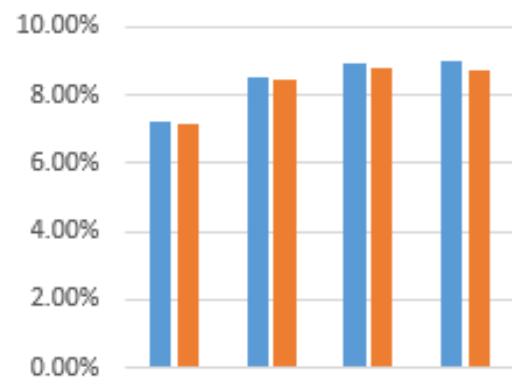
RANKING

| AIRBNB | No. | Ranking at 10 years into IRR, MIRR, NPV and NPAT % | | | | | | |
|--------|-----|---|-------------|--------|--------------|---------|-------------|--------|
| | | | IRR Rank | | MIRR Rank | | NPV Rank | |
| | 1 | 8.52% | 2 | 8.45% | 2 | 212 185 | 1 | 31.26% |
| | 2 | 11.41% | 1 | 10.48% | 1 | 136 319 | 3 | 24.76% |
| | 3 | 8.47% | 3 | 8.37% | 3 | 137 698 | 2 | 26.24% |
| | 4 | 6.92% | 4 | 6.55% | 4 | 40 463 | 6 | 19.62% |
| | 5 | 5.49% | 7 | 5.43% | 7 | 14 127 | 7 | 20.07% |
| | 6 | 5.95% | 6 | 5.84% | 6 | 44 286 | 5 | 21.86% |
| | 7 | 0.00% | 8 | 0.00% | 8 | 0 | 8 | 0.00% |
| | 8 | 0.00% | 8 | 0.00% | 8 | 0 | 8 | 0.00% |
| | 9 | 0.00% | 8 | 0.00% | 8 | 0 | 8 | 0.00% |
| | 10 | 0.00% | 8 | 0.00% | 8 | 0 | 8 | 0.00% |
| | 11 | 0.00% | 8 | 0.00% | 8 | 0 | 8 | 0.00% |
| | 12 | 0.00% | 8 | 0.00% | 8 | 0 | 8 | 0.00% |
| | 13 | 0.00% | 8 | 0.00% | 8 | 0 | 8 | 0.00% |
| | 14 | 6.05% | 5 | 5.89% | 5 | 108 069 | 4 | 29.27% |
| | 15 | 0.00% | 8 | 0.00% | 8 | 0 | 8 | 0.00% |
| | 16 | | 9 | | 9 | | 9 | 9 |

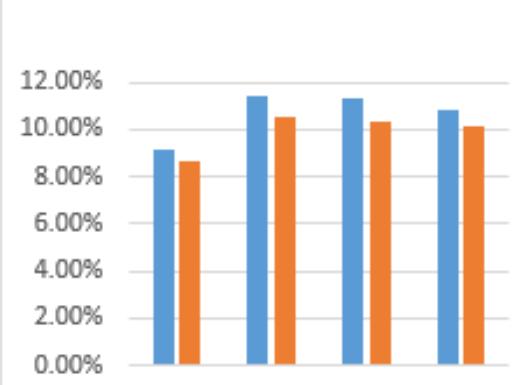
All assessed AIRBNB propositions (after CGT) (10) years after acquisition



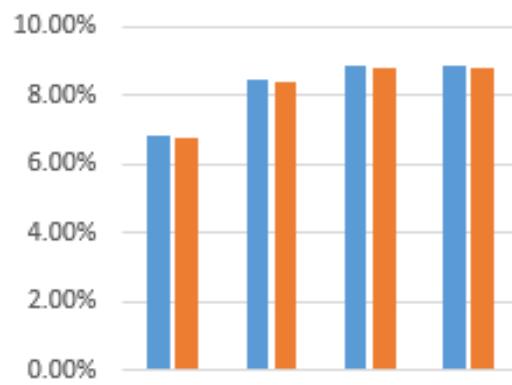
IRR vs MIRR after CGT
(1)



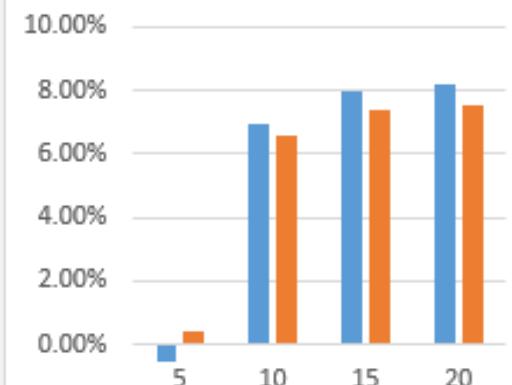
IRR vs MIRR after CGT
(2)



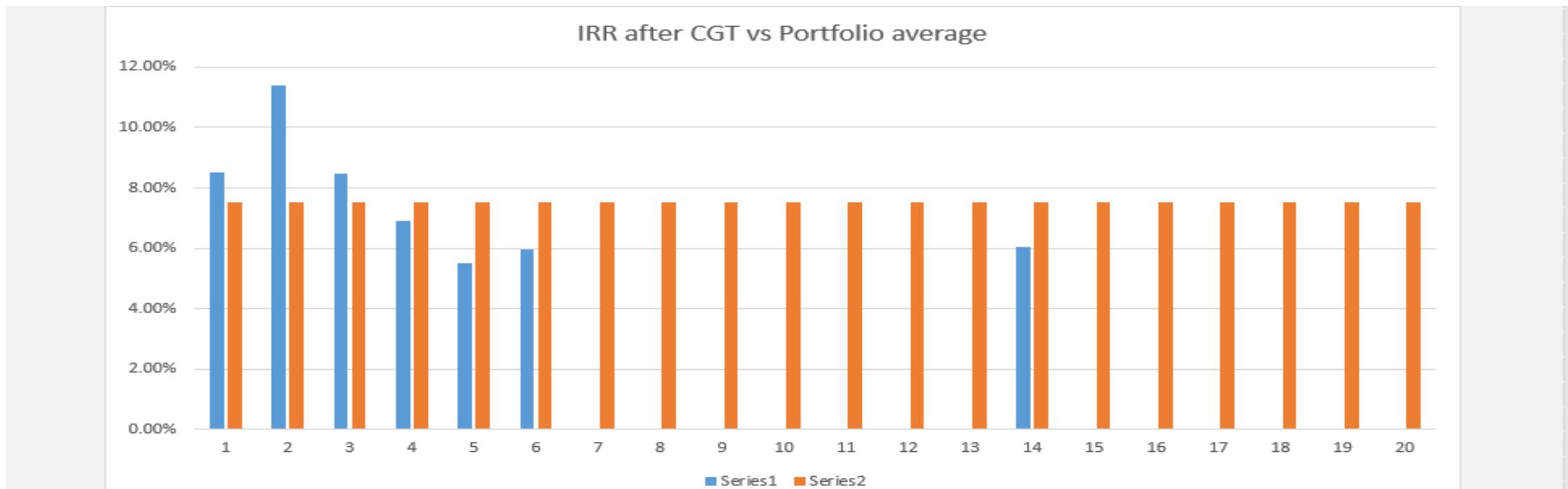
IRR vs MIRR after CGT
(3)



IRR vs MIRR after CGT
(4)



| PORTFOLIO | | |
|-------------------------------------|------------|--|
| How many active in this portfolio | 7 | |
| Average MIRR % (10) years | 7.2846% | |
| Portfolio Cash Balance (10) years | -979 627 | |
| Average NPAT % at (10) years | 24.72% | |
| Aver. (All loans) LTV % (10) years | 66.12% | |
| Mortgage balance (10) years | 3 992 357 | |
| Average IRR % (10) years | 7.5441% | |
| Gross Portfolio Value at (10) years | 12 249 021 | |
| Owners equity at (10) years | 3 899 009 | |

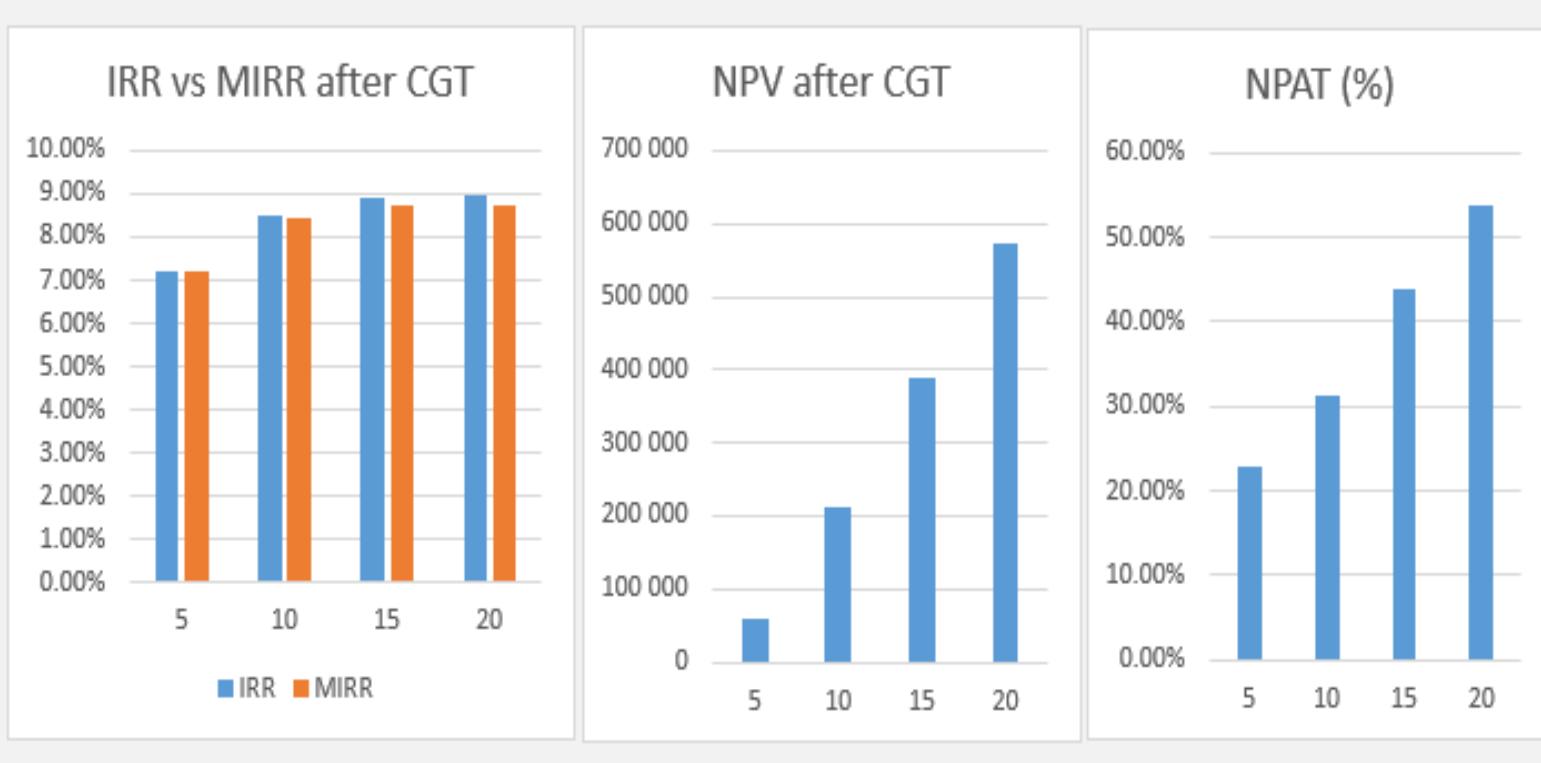


AIRBNB (1) Analysis and Financial Statements

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| Data From Input Sheet | |
|------------------------------------|-----------|
| Acquisition Price or Current Value | 1 200 000 |
| Acquisition Fees | 100 000 |
| Capex Furniture Equipment | 50 000 |
| Lifespan (months) | 120 |
| External Loan Amount | 800 000 |
| Finance Rate (%) | 5.00% |
| Length (months) | 240 |
| Cost of Owners Loan A/C (%) pa | 3.00% |
| Fixed Monthly Expenditure | 1 980 |
| Other | 0 |
| Airbnb Fees (1) - (%) | 5.00% |
| Airbnb Fees (2) - (%) | 0.00% |
| Annual Cost Escalation (%) | 2.00% |
| Annual Income Escalation (%) | 3.00% |
| Income tax (%) | 24.00% |
| CGT (%) | 22.00% |
| Year 1 Projected Income | 106 500 |
| Expected Growth in Value pa (%) | 4.00% |

| Year | 5 | 10 | 15 | 20 | Year | 5 | 10 | 15 | 20 |
|------|--------|---------|---------|---------|-----------|--------|--------|---------|---------|
| NPV | 59 838 | 212 185 | 389 637 | 571 852 | EBIT | 83 328 | 99 558 | 124 873 | 150 309 |
| IRR | 7.19% | 8.52% | 8.91% | 8.98% | LTV ratio | 86.15% | 60.95% | 35.95% | 11.27% |
| MIRR | 7.18% | 8.45% | 8.76% | 8.73% | NPAT (%) | 22.91% | 31.26% | 43.91% | 53.77% |



Detailed Cash Flow Statements 20 years (AIRBNB 1)

| | Year | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|---------------------------------|-----------|---------|---------|---------|---------|---------|---------|---------|---------|---------|----|
| | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | |
| Opening Balance | 0 | -2 441 | -2 395 | 294 | 5 790 | 9 073 | 11 631 | 16 147 | 22 718 | 31 444 | |
| Income Received | 106 500 | 109 695 | 112 986 | 116 375 | 119 867 | 123 463 | 127 167 | 130 982 | 134 911 | 138 958 | |
| Owners Loan Capital received | 550 000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| External Loan (Finance) | 800 000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Capital for Prop, Costs, Capex | 1 350 000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Fixed Expenditure | 23 760 | 24 235 | 24 720 | 25 214 | 25 719 | 26 233 | 26 758 | 27 293 | 27 839 | 28 395 | |
| Other Expenditure | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Airbnb Fee 1 | 5 325 | 5 485 | 5 649 | 5 819 | 5 993 | 6 173 | 6 358 | 6 549 | 6 746 | 6 948 | |
| Airbnb Fee 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| External Loan Payment | 63 356 | 63 356 | 63 356 | 63 356 | 63 356 | 63 356 | 63 356 | 63 356 | 63 356 | 63 356 | |
| Cost of Owners Loan A/C (%) pa | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | |
| Taxation Paid | 0 | 0 | 0 | 0 | 5 190 | 8 914 | 10 028 | 11 198 | 12 426 | 13 715 | |
| Closing Balance before interest | -2 441 | -2 321 | 366 | 5 781 | 8 899 | 11 359 | 15 798 | 22 234 | 30 763 | 41 488 | |
| Overdraft or Interest earned | 0 | -73 | -72 | 9 | 174 | 272 | 349 | 484 | 682 | 943 | |
| Closing Balance | -2 441 | -2 395 | 294 | 5 790 | 9 073 | 11 631 | 16 147 | 22 718 | 31 444 | 42 432 | |
| Opening Balance | 42 432 | 54 588 | 69 197 | 86 376 | 106 244 | 128 924 | 154 543 | 183 234 | 215 133 | 250 381 | |
| Income Received | 143 127 | 147 421 | 151 844 | 156 399 | 161 091 | 165 924 | 170 901 | 176 028 | 181 309 | 186 748 | |
| Fixed Expenditure | 28 963 | 29 543 | 30 133 | 30 736 | 31 351 | 31 978 | 32 617 | 33 270 | 33 935 | 34 614 | |
| Other Expenditure | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| Airbnb Fee 1 | 7 156 | 7 371 | 7 592 | 7 820 | 8 055 | 8 296 | 8 545 | 8 801 | 9 065 | 9 337 | |
| Airbnb Fee 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| External Loan Payment | 63 356 | 63 356 | 63 356 | 63 356 | 63 356 | 63 356 | 63 356 | 63 356 | 63 356 | 63 356 | |
| Cost of Owners Loan A/C (%) pa | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | |
| Taxation Paid | 16 269 | 17 679 | 19 159 | 20 711 | 22 337 | 24 042 | 25 828 | 27 699 | 29 659 | 31 710 | |
| Closing Balance before interest | 53 315 | 67 560 | 84 301 | 103 653 | 125 736 | 150 675 | 178 597 | 209 636 | 243 927 | 281 612 | |
| Overdraft or Interest earned | 1 273 | 1 638 | 2 076 | 2 591 | 3 187 | 3 868 | 4 636 | 5 497 | 6 454 | 7 511 | |
| Closing Balance | 54 588 | 69 197 | 86 376 | 106 244 | 128 924 | 154 543 | 183 234 | 215 133 | 250 381 | 289 124 | |

Detailed Income Statements 20 years (AIRBNB 1)

| | Year | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
|-------------------------------------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Total Income | | 106 500 | 109 695 | 112 986 | 116 384 | 120 040 | 123 735 | 127 516 | 131 466 | 135 593 | 139 902 |
| Rental Income Generated | | 106 500 | 109 695 | 112 986 | 116 375 | 119 867 | 123 463 | 127 167 | 130 982 | 134 911 | 138 958 |
| Interest Earned | | 0 | 0 | 0 | 9 | 174 | 272 | 349 | 484 | 682 | 943 |
| Total Expenditure | | 190 042 | 89 528 | 88 890 | 88 131 | 87 390 | 86 592 | 85 732 | 84 809 | 83 817 | 82 754 |
| Fixed Expenditure | | 23 760 | 24 235 | 24 720 | 25 214 | 25 719 | 26 233 | 26 758 | 27 293 | 27 839 | 28 395 |
| Other Expenditure | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Acquisition Fees (Once off) | | 100 000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Airbnb Fee 1 | | 5 325 | 5 485 | 5 649 | 5 819 | 5 993 | 6 173 | 6 358 | 6 549 | 6 746 | 6 948 |
| Airbnb Fee 2 | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Interest External Loan | | 39 457 | 38 235 | 36 949 | 35 598 | 34 178 | 32 685 | 31 116 | 29 467 | 27 733 | 25 910 |
| Interest Loan account | | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 |
| Interest on Overdraft | | 0 | 73 | 72 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Depreciation | | 5 000 | 5 000 | 5 000 | 5 000 | 5 000 | 5 000 | 5 000 | 5 000 | 5 000 | 5 000 |
| Net Profit Before Tax (NPBT) | | -83 542 | 20 167 | 24 095 | 28 253 | 32 650 | 37 143 | 41 783 | 46 657 | 51 775 | 57 148 |
| Taxation after any accrued loss | | 0 | 0 | 0 | 0 | 5 190 | 8 914 | 10 028 | 11 198 | 12 426 | 13 715 |
| Net Profit After Tax (NPAT) | | -83 542 | 20 167 | 24 095 | 28 253 | 27 461 | 28 229 | 31 755 | 35 460 | 39 349 | 43 432 |
| | Year | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 |
| Total Income | | 144 400 | 149 059 | 153 919 | 158 990 | 164 278 | 169 791 | 175 538 | 181 525 | 187 763 | 194 260 |
| Rental Income Generated | | 143 127 | 147 421 | 151 844 | 156 399 | 161 091 | 165 924 | 170 901 | 176 028 | 181 309 | 186 748 |
| Interest Earned | | 1 273 | 1 638 | 2 076 | 2 591 | 3 187 | 3 868 | 4 636 | 5 497 | 6 454 | 7 511 |
| Total Expenditure | | 76 614 | 75 395 | 74 090 | 72 695 | 71 205 | 69 615 | 67 919 | 66 112 | 64 185 | 62 134 |
| Fixed Expenditure | | 28 963 | 29 543 | 30 133 | 30 736 | 31 351 | 31 978 | 32 617 | 33 270 | 33 935 | 34 614 |
| Other Expenditure | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Airbnb Fee 1 | | 7 156 | 7 371 | 7 592 | 7 820 | 8 055 | 8 296 | 8 545 | 8 801 | 9 065 | 9 337 |
| Airbnb Fee 2 | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Interest External Loan | | 23 995 | 21 981 | 19 864 | 17 639 | 15 300 | 12 841 | 10 257 | 7 540 | 4 685 | 1 683 |
| Interest Loan account | | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 | 16 500 |
| Interest on Overdraft | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Depreciation | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net Profit Before Tax (NPBT) | | 67 786 | 73 664 | 79 830 | 86 295 | 93 073 | 100 176 | 107 618 | 115 414 | 123 578 | 132 126 |
| Taxation after any accrued loss | | 16 269 | 17 679 | 19 159 | 20 711 | 22 337 | 24 042 | 25 828 | 27 699 | 29 659 | 31 710 |
| Net Profit After Tax (NPAT) | | 51 517 | 55 985 | 60 671 | 65 584 | 70 735 | 76 134 | 81 790 | 87 714 | 93 919 | 100 415 |

Detailed Balance Sheets 20 years (AIRBNB 1)

| | <u>Year</u> | <u>1</u> | <u>2</u> | <u>3</u> | <u>4</u> | <u>5</u> | <u>6</u> | <u>7</u> | <u>8</u> | <u>9</u> | <u>10</u> |
|-------------------------------------|-------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Total Assets | | 1 282 440 | 1 316 378 | 1 352 167 | 1 394 777 | 1 436 860 | 1 479 970 | 1 526 859 | 1 577 699 | 1 632 664 | 1 691 940 |
| Fixed Assets | | 1 282 440 | 1 316 378 | 1 351 873 | 1 388 988 | 1 427 787 | 1 468 339 | 1 510 712 | 1 554 981 | 1 601 220 | 1 649 509 |
| Original Value | | 1 200 000 | 1 200 000 | 1 200 000 | 1 200 000 | 1 200 000 | 1 200 000 | 1 200 000 | 1 200 000 | 1 200 000 | 1 200 000 |
| Revaluation | | 1 248 000 | 1 297 920 | 1 349 837 | 1 403 830 | 1 459 983 | 1 518 383 | 1 579 118 | 1 642 283 | 1 707 974 | 1 776 293 |
| Revaluation Resrv A/C | | 48 000 | 97 920 | 149 837 | 203 830 | 259 983 | 318 383 | 379 118 | 442 283 | 507 974 | 576 293 |
| Revaluation Reserve CGT | | 10 560 | 21 542 | 32 964 | 44 843 | 57 196 | 70 044 | 83 406 | 97 302 | 111 754 | 126 784 |
| Furniture Equipment | | 45 000 | 40 000 | 35 000 | 30 000 | 25 000 | 20 000 | 15 000 | 10 000 | 5 000 | 0 |
| Current Assets | | 0 | 0 | 294 | 5 790 | 9 073 | 11 631 | 16 147 | 22 718 | 31 444 | 42 432 |
| Cash | | 0 | 0 | 294 | 5 790 | 9 073 | 11 631 | 16 147 | 22 718 | 31 444 | 42 432 |
| Income Tax Credits c/f | | -20 050 | -15 210 | -9 427 | -2 646 | 0 | 0 | 0 | 0 | 0 | 0 |
| Liabilities | | 1 328 542 | 1 303 375 | 1 274 574 | 1 246 816 | 1 217 639 | 1 186 969 | 1 154 729 | 1 120 840 | 1 085 217 | 1 047 772 |
| Mortgage Balance | | 776 102 | 750 980 | 724 574 | 696 816 | 667 639 | 636 969 | 604 729 | 570 840 | 535 217 | 497 772 |
| Overdraft | | 2 441 | 2 395 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Owners Loan Account | | 550 000 | 550 000 | 550 000 | 550 000 | 550 000 | 550 000 | 550 000 | 550 000 | 550 000 | 550 000 |
| Revaluation Reserve CGT | | 10 560 | 21 542 | 32 964 | 44 843 | 57 196 | 70 044 | 83 406 | 97 302 | 111 754 | 126 784 |
| Owners Equity | | -46 102 | 13 003 | 77 593 | 147 961 | 219 221 | 293 002 | 372 130 | 456 858 | 547 447 | 644 168 |
| Total Equity and Liabilities | | 1 282 440 | 1 316 378 | 1 352 167 | 1 394 777 | 1 436 860 | 1 479 970 | 1 526 859 | 1 577 699 | 1 632 664 | 1 691 940 |
| | <u>Year</u> | <u>11</u> | <u>12</u> | <u>13</u> | <u>14</u> | <u>15</u> | <u>16</u> | <u>17</u> | <u>18</u> | <u>19</u> | <u>20</u> |
| Total Assets | | 1 759 517 | 1 831 764 | 1 908 885 | 1 991 093 | 2 078 607 | 2 171 653 | 2 270 469 | 2 375 297 | 2 486 392 | 2 604 015 |
| Fixed Assets | | 1 704 929 | 1 762 566 | 1 822 509 | 1 884 849 | 1 949 683 | 2 017 110 | 2 087 235 | 2 160 164 | 2 236 011 | 2 314 891 |
| Original Value | | 1 200 000 | 1 200 000 | 1 200 000 | 1 200 000 | 1 200 000 | 1 200 000 | 1 200 000 | 1 200 000 | 1 200 000 | 1 200 000 |
| Revaluation | | 1 847 345 | 1 921 239 | 1 998 088 | 2 078 012 | 2 161 132 | 2 247 577 | 2 337 481 | 2 430 980 | 2 528 219 | 2 629 348 |
| Revaluation Resrv A/C | | 647 345 | 721 239 | 798 088 | 878 012 | 961 132 | 1 047 577 | 1 137 481 | 1 230 980 | 1 328 219 | 1 429 348 |
| Revaluation Reserve CGT | | 142 416 | 158 673 | 175 579 | 193 163 | 211 449 | 230 467 | 250 246 | 270 816 | 292 208 | 314 457 |
| Furniture Equipment | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Current Assets | | 54 588 | 69 197 | 86 376 | 106 244 | 128 924 | 154 543 | 183 234 | 215 133 | 250 381 | 289 124 |
| Cash | | 54 588 | 69 197 | 86 376 | 106 244 | 128 924 | 154 543 | 183 234 | 215 133 | 250 381 | 289 124 |
| Income Tax Credits c/f | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Liabilities | | 1 008 411 | 967 036 | 923 545 | 877 828 | 829 772 | 779 258 | 726 159 | 670 344 | 611 673 | 550 000 |
| Mortgage Balance | | 458 411 | 417 036 | 373 545 | 327 828 | 279 772 | 229 258 | 176 159 | 120 344 | 61 673 | 0 |
| Overdraft | | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Owners Loan Account | | 550 000 | 550 000 | 550 000 | 550 000 | 550 000 | 550 000 | 550 000 | 550 000 | 550 000 | 550 000 |
| Revaluation Reserve CGT | | 142 416 | 158 673 | 175 579 | 193 163 | 211 449 | 230 467 | 250 246 | 270 816 | 292 208 | 314 457 |
| Owners Equity | | 751 106 | 864 727 | 985 341 | 1 113 265 | 1 248 834 | 1 392 395 | 1 544 310 | 1 704 953 | 1 874 719 | 2 054 015 |
| Total Equity and Liabilities | | 1 759 517 | 1 831 764 | 1 908 885 | 1 991 093 | 2 078 607 | 2 171 653 | 2 270 469 | 2 375 297 | 2 486 392 | 2 604 015 |