

How Much Revenue Can You Generate With The Discernity Model? Check out below...

| | | | | | |
|------------------------------------|------------------|-----------|------------|-----------------------|---------------------|
| Discernity Estimation Table | Based on 90% occ | We Charge | You Charge | Resident Current Pays | Resident Saves / yr |
| | Jun-07 | \$55.00 | \$75.00 | \$95.00 | \$240.00 |

| | 0% to 5% and 5% | | 0% to 5% and 5% | | 0% to 5% and 5% |
|----------------------|---------------------------------------|--|---------------------------------------|--|---|
| # units in Community | Estimate / mo 'range' via double play | | Estimate / yr 'range' via double play | | Estimate / 5 yr 'range' via double play |
| 150 | \$1,500 to \$4,400 | | \$18,000 to \$53,000 | | \$89,000 to \$263,000 |
| 200 | \$2,000 to \$5,800 | | \$23,000 to \$70,000 | | \$119,000 to \$351,000 |
| 250 | \$2,500 to \$7,300 | | \$30,000 to \$88,000 | | \$150,000 to \$440,000 |
| 300 | \$3,000 to \$8,800 | | \$35,000 to \$105,000 | | \$180,000 to \$527,000 |
| 350 | \$3,500 to \$10,000 | | \$42,000 to \$123,000 | | \$200,000 to \$615,000 |
| 400 | \$4,000 to \$12,000 | | \$47,000 to \$140,000 | | \$240,000 to \$700,000 |
| 450 | \$4,500 to \$13,000 | | \$54,000 to \$158,000 | | \$269,000 to \$790,000 |
| 500 | \$5,000 to \$14,000 | | \$60,000 to \$175,000 | | \$300,000 to \$878,000 |
| 550 | \$5,500 to \$16,000 | | \$65,000 to \$193,000 | | \$328,000 to \$966,000 |
| 600 | \$6,000 to \$17,500 | | \$71,000 to \$210,000 | | \$358,000 to \$1,000,000 |
| 650 | \$6,500 to \$19,000 | | \$77,000 to \$228,000 | | \$388,000 to \$1,150,000 |
| 700 | \$7,000 to \$20,500 | | \$83,000 to \$246,000 | | \$418,000 to \$1,230,000 |
| 750 | \$7,500 to \$22,000 | | \$90,000 to \$262,000 | | \$450,000 to \$1,300,000 |
| 800 | \$8,000 to \$23,000 | | \$95,500 to \$281,000 | | \$478,000 to \$1,400,000 |
| 850 | \$8,500 to \$25,000 | | \$101,000 to \$300,000 | | \$500,000 to \$1,500,000 |
| 900 | \$9,000 to \$26,000 | | \$107,000 to \$316,000 | | \$537,000 to \$1,600,000 |
| 950 | \$9,500 to \$28,000 | | \$113,000 to \$334,000 | | \$568,000 to \$1,700,000 |
| 1,000 | \$10,000 to \$29,000 | | \$120,000 to \$351,000 | | \$600,000 to \$1,760,000 |

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