

Any Company

Example

PROJECT NAME: All Projects

LOCATION: Any Town

TRACT NO: All

Existing Lots: 4,577

Proposed Lots: 4,618

ACREAGE: 1,117.5

ESTIMATE PREPARED BY: Developers Research

DATE: Any Time

| DESCRIPTION | Any Company Development Cost Only | Developers Research Budget | Credit Budget | DR Estimate - Any Company Responsibility | Variance Development Costs Any Company less DR | Any Company Per DU Development Cost | DR Per DU Development |
|-------------------------------------|-----------------------------------|----------------------------|----------------------|--|--|-------------------------------------|-----------------------|
| CONSULTANTS & FEES | | | | | | | |
| 71141 - MISC. CONSULTANTS | \$2,684,122 | \$2,832,275 | \$0 | \$2,832,275 | (\$148,153) | \$586 | \$619 |
| 71031 - SOILS ENGINEER | \$4,336,897 | \$5,517,567 | \$1,765,600 | \$3,751,967 | (\$1,180,670) | \$948 | \$1,205 |
| 71101 - CIVIL ENGINEER | \$7,378,500 | \$7,962,914 | \$1,358,450 | \$6,604,464 | (\$584,414) | \$1,612 | \$1,740 |
| 71201 - SURVEYING | \$5,255,038 | \$6,179,010 | \$2,045,920 | \$4,133,090 | (\$923,972) | \$1,148 | \$1,350 |
| 71151 - BLUEPRINTS | \$792,575 | \$569,550 | \$0 | \$569,550 | \$223,025 | \$173 | \$124 |
| 71581 - BONDS | \$1,842,906 | \$1,679,081 | \$0 | \$1,679,081 | \$163,825 | \$403 | \$367 |
| 71710 - HOA/DRE COSTS | \$0 | \$758,800 | \$420,000 | \$338,800 | (\$758,800) | \$0 | \$166 |
| 71511 - PERMIT CHARGES | \$2,692,098 | \$6,551,717 | \$1,634,000 | \$4,917,717 | (\$3,859,619) | \$588 | \$1,431 |
| 71521 - DEV. IMPACT FEES | \$522,255 | \$47,542,898 | \$41,759,277 | \$5,783,621 | (\$47,020,643) | \$114 | \$10,387 |
| 71561 - PLAN CHECK/INSP. FEES | \$5,311,015 | \$4,833,424 | \$0 | \$4,833,424 | \$477,591 | \$1,160 | \$1,056 |
| 71563 - WATER/SEWER/STORM FEES | \$813,765 | \$34,794,489 | \$33,504,670 | \$1,289,820 | (\$33,980,724) | \$178 | \$7,602 |
| FEE CREDITS | (\$2,563,272) | (\$3,953,812) | (\$3,830,812) | (\$123,000) | \$1,390,540 | (\$560) | (\$864) |
| TOTAL CONSULTANTS & FEES | \$29,065,900 | \$115,267,914 | \$78,657,104 | \$36,610,810 | (\$86,202,014) | \$6,350 | \$25,184 |
| SITE CONSTRUCTION COSTS | | | | | | | |
| 72011 - SEDIMENT/EROSION CONTROL | \$2,949,566 | \$3,721,243 | \$1,694,600 | \$2,026,643 | (\$771,677) | \$644 | \$813 |
| 72016 - DEMOLITION & RELOC. | \$35,000 | \$310,750 | \$0 | \$310,750 | (\$275,750) | \$8 | \$68 |
| 72031 - GRADING | \$25,181,669 | \$30,335,118 | \$2,171,250 | \$28,163,868 | (\$5,153,449) | \$5,502 | \$6,628 |
| TOTAL GRADING COSTS | \$28,166,235 | \$34,367,111 | \$3,865,850 | \$30,501,261 | (\$6,200,875) | \$6,154 | \$7,509 |
| TOTAL PIPELINE | | | | | | | |
| 72211 - SANITARY SEWER | \$9,422,222 | \$9,862,783 | \$1,500,282 | \$8,362,501 | (\$440,562) | \$2,059 | \$2,155 |
| 72221 - WATER SYSTEM | \$9,224,113 | \$9,327,413 | \$1,262,630 | \$8,064,783 | (\$103,301) | \$2,015 | \$2,038 |
| 72231 - STORM DRAIN | \$7,102,696 | \$7,418,341 | \$880,165 | \$6,538,176 | (\$315,646) | \$1,552 | \$1,621 |
| TOTAL PIPELINE | \$25,749,030 | \$26,608,537 | \$3,643,077 | \$22,965,461 | (\$859,508) | \$5,626 | \$5,814 |
| 72261 - PUBLIC UTILITIES | \$9,933,598 | \$10,389,654 | \$3,027,959 | \$7,361,695 | (\$456,056) | \$2,170 | \$2,270 |
| 72265 - UTILITY REFUNDS | \$2,189,052 | \$1,350,788 | \$0 | \$1,350,788 | \$838,264 | \$478 | \$295 |
| NET PUBLIC UTILITY COST | \$7,744,546 | \$9,038,866 | \$3,027,959 | \$6,010,907 | (\$1,294,320) | \$1,692 | \$1,975 |
| 72331 - CONCRETE CURB IMP. | \$4,179,315 | \$4,227,778 | \$752,194 | \$3,475,584 | (\$48,463) | \$913 | \$924 |
| 72421 - SIDEWALK/APRONS | \$3,406,007 | \$3,981,333 | \$3,981,333 | \$0 | (\$575,326) | \$744 | \$870 |
| 72541 - STREET PAVING | \$13,371,185 | \$13,689,888 | \$3,014,560 | \$10,675,327 | (\$318,702) | \$2,921 | \$2,991 |
| 72611 - SIGNS AND STRIPPING | \$1,579,250 | \$2,232,439 | \$223,800 | \$2,008,639 | (\$653,189) | \$345 | \$488 |
| 72661 - STREET LIGHTS | \$2,296,925 | \$1,635,474 | \$158,400 | \$1,477,074 | \$661,451 | \$502 | \$357 |
| TOTAL STREET IMPROVEMENTS | \$24,832,682 | \$25,766,912 | \$8,130,287 | \$17,636,625 | (\$934,230) | \$5,426 | \$5,630 |
| 72851 - WALLS AND FENCES | \$8,586,253 | \$8,475,609 | \$4,758,751 | \$3,716,858 | \$110,644 | \$1,876 | \$1,852 |
| 72821 - LANDSCAPING | \$1,892,769 | \$2,147,858 | \$37,008 | \$2,110,850 | (\$255,089) | \$414 | \$469 |
| 72911 - COMMON AREA LANDSCAPE | \$22,870,075 | \$21,365,763 | \$4,603,335 | \$16,762,428 | \$1,504,313 | \$4,997 | \$4,668 |
| TOTAL WALLS AND LANDSCAPE | \$33,349,097 | \$31,989,229 | \$9,399,094 | \$22,590,135 | \$1,359,868 | \$7,286 | \$6,989 |
| TOTAL CONSTRUCTION COSTS | \$119,841,591 | \$127,770,655 | \$28,066,267 | \$99,704,388 | (\$7,929,065) | \$26,183 | \$27,916 |
| VARIABLE SITE COSTS | | | | | | | |
| 72961 - SITE TRASH CLEANUP | \$18,810 | \$18,810 | \$18,810 | \$0 | \$0 | \$4 | \$4 |
| 74301 - ACCEPTANCE REPAIRS | \$2,412,016 | \$2,536,740 | \$2,536,740 | \$0 | (\$124,724) | \$527 | \$554 |
| 72991 - UTILITY BILLS | \$0 | \$164,059 | \$14,040 | \$150,019 | (\$164,059) | \$0 | \$36 |
| TOTAL VARIABLE COSTS | \$2,430,826 | \$2,719,609 | \$2,569,590 | \$150,019 | (\$288,783) | \$531 | \$594 |
| Indirect Contingency | \$1,453,295 | \$5,763,396 | \$3,932,855 | \$1,830,540 | (\$4,310,101) | \$318 | \$1,259 |
| Direct Contingency | \$15,108,645 | \$13,049,026 | \$3,063,586 | \$9,985,441 | \$2,059,618 | \$3,301 | \$2,851 |
| 74990 - TOTAL CONTINGENCIES | \$16,561,940 | \$18,812,422 | \$6,996,441 | \$11,815,981 | (\$2,250,482) | \$3,619 | \$4,110 |
| MAJOR COSTS/OFFTRACT | | | | | | | |
| | \$14,230,278 | \$14,230,278 | \$0 | \$14,230,278 | \$0 | \$3,109 | \$3,109 |
| ***TOTAL LAND DEVELOPMENT*** | \$182,130,535 | \$278,800,879 | \$116,289,402 | \$162,511,477 | (\$96,670,345) | \$39,793 | \$60,913 |

Developers Research Indirect Contingency is 5%

Developers Research Direct Contingency is 10%

Any Company

Example

PROJECT NAME: South Brook

LOCATION: Any Town

TRACT NO: Any Tract

Existing Lots: 68

Proposed Lots: 121

ACREAGE: 17.33

ESTIMATE PREPARED BY: Developers Research

DATE: Any Time

| DESCRIPTION | Any Company Development Cost Only | Developers Research Budget | Credit Budget | Any Company Costs | Variance Development Costs - Any Company less DR | Any Company Per DU Development Cost | DR Per DU Development |
|-------------------------------------|-----------------------------------|----------------------------|--------------------|--------------------|--|-------------------------------------|-----------------------|
| CONSULTANTS & FEES | | | | | | | |
| 71141 - MISC. CONSULTANTS | \$52,100 | \$68,172 | \$0 | \$68,172 | (\$16,072) | \$766 | \$563 |
| 71031 - SOILS ENGINEER | \$118,885 | \$137,162 | \$76,550 | \$60,612 | (\$18,278) | \$1,748 | \$1,134 |
| 71101 - CIVIL ENGINEER | \$61,200 | \$235,950 | \$90,750 | \$145,200 | (\$174,750) | \$900 | \$1,950 |
| 71201 - SURVEYING | \$61,200 | \$126,852 | \$0 | \$126,852 | (\$65,652) | \$900 | \$1,048 |
| 71151 - BLUEPRINTS | \$8,500 | \$15,125 | \$0 | \$15,125 | (\$6,625) | \$125 | \$125 |
| 71581 - BONDS | \$42,975 | \$37,767 | \$0 | \$37,767 | \$5,208 | \$632 | \$312 |
| 71710 - HOA/DRE COSTS | \$0 | \$41,200 | \$24,000 | \$17,200 | (\$41,200) | \$0 | \$340 |
| 71511 - PERMIT CHARGES | \$13,426 | \$122,692 | \$104,500 | \$18,192 | (\$109,266) | \$197 | \$1,014 |
| 71521 - DEV. IMPACT FEES | \$80,394 | \$1,418,726 | \$1,410,061 | \$8,665 | (\$1,338,333) | \$1,182 | \$11,725 |
| 71561 - PLAN CHECK/INSP. FEES | \$198,757 | \$137,359 | \$0 | \$137,359 | \$61,399 | \$2,923 | \$1,135 |
| 71563 - WATER/SEWER/STORM FEES | \$0 | \$758,764 | \$752,378 | \$6,386 | (\$758,764) | \$0 | \$6,271 |
| FEE CREDITS | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| TOTAL CONSULTANTS & FEES | \$637,437 | \$3,099,770 | \$2,458,239 | \$641,531 | (\$2,462,334) | \$9,374 | \$25,618 |
| SITE CONSTRUCTION COSTS | | | | | | | |
| 72011 - SEDIMENT/EROSION CONTROL | \$62,066 | \$79,583 | \$45,000 | \$34,583 | (\$17,517) | \$913 | \$658 |
| 72016 - DEMOLITION & RELOC. | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 72031 - GRADING | \$402,504 | \$784,525 | \$66,550 | \$717,975 | (\$382,021) | \$5,919 | \$6,484 |
| TOTAL GRADING COSTS | \$464,570 | \$864,107 | \$111,550 | \$752,557 | (\$399,537) | \$6,832 | \$7,141 |
| TOTAL PIPELINE | | | | | | | |
| 72211 - SANITARY SEWER | \$222,718 | \$255,738 | \$6,731 | \$249,006 | (\$33,020) | \$3,275 | \$2,114 |
| 72221 - WATER SYSTEM | \$289,326 | \$316,826 | \$8,225 | \$308,601 | (\$27,500) | \$4,255 | \$2,618 |
| 72231 - STORM DRAIN | \$163,505 | \$165,010 | \$1,500 | \$163,510 | (\$1,505) | \$2,404 | \$1,364 |
| TOTAL PIPELINE | \$675,549 | \$737,574 | \$16,456 | \$721,118 | (\$62,025) | \$9,935 | \$6,096 |
| 72261 - PUBLIC UTILITIES | \$140,625 | \$250,000 | \$212,500 | \$37,500 | (\$109,375) | \$2,068 | \$2,066 |
| 72265 - UTILITY REFUNDS | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| NET PUBLIC UTILITY COST | \$140,625 | \$250,000 | \$212,500 | \$37,500 | (\$109,375) | \$2,068 | \$2,066 |
| 72331 - CONCRETE CURB IMP. | \$84,990 | \$87,908 | \$0 | \$87,908 | (\$2,918) | \$1,250 | \$727 |
| 72421 - SIDEWALK/APRONS | \$98,223 | \$114,059 | \$114,059 | \$0 | (\$15,836) | \$1,444 | \$943 |
| 72541 - STREET PAVING | \$365,807 | \$439,684 | \$85,162 | \$354,523 | (\$73,877) | \$5,380 | \$3,634 |
| 72611 - SIGNS AND STRIPPING | \$4,420 | \$124,510 | \$0 | \$124,510 | (\$120,090) | \$65 | \$1,029 |
| 72661 - STREET LIGHTS | \$83,855 | \$71,526 | \$0 | \$71,526 | \$12,329 | \$1,233 | \$591 |
| TOTAL STREET IMPROVEMENTS | \$637,295 | \$837,687 | \$199,221 | \$638,467 | (\$200,393) | \$9,372 | \$6,923 |
| 72851 - WALLS AND FENCES | \$193,022 | \$186,318 | \$104,116 | \$82,202 | \$6,704 | \$2,839 | \$1,540 |
| 72821 - LANDSCAPING | \$147,250 | \$167,991 | \$7,913 | \$160,078 | (\$20,741) | \$2,165 | \$1,388 |
| 72911 - COMMON AREA LANDSCAPE | \$25,000 | \$275,000 | \$0 | \$275,000 | (\$250,000) | \$368 | \$2,273 |
| TOTAL WALLS AND LANDSCAPE | \$365,272 | \$629,309 | \$112,029 | \$517,280 | (\$264,037) | \$5,372 | \$5,201 |
| TOTAL CONSTRUCTION COSTS | \$2,283,311 | \$3,318,677 | \$651,756 | \$2,666,921 | (\$1,035,366) | \$33,578 | \$27,427 |
| VARIABLE SITE COSTS | | | | | | | |
| 72961 - SITE TRASH CLEANUP | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 74301 - ACCEPTANCE REPAIRS | \$36,500 | \$60,334 | \$60,334 | \$0 | (\$23,834) | \$537 | \$499 |
| 72991 - UTILITY BILLS | \$0 | \$900 | \$0 | \$900 | (\$900) | \$0 | \$7 |
| TOTAL VARIABLE COSTS | \$36,500 | \$61,234 | \$60,334 | \$900 | (\$24,734) | \$537 | \$506 |
| Indirect Contingency 5% | \$31,872 | \$154,989 | \$122,912 | \$32,077 | (\$123,117) | \$469 | \$1,281 |
| Direct Contingency 10% | \$347,972 | \$337,991 | \$71,209 | \$266,782 | \$9,981 | \$5,117 | \$2,793 |
| 74990 - TOTAL CONTINGENCIES | \$379,843 | \$492,980 | \$194,121 | \$298,859 | (\$113,136) | \$5,586 | \$4,074 |
| MAJOR COSTS/OFFTRACT | | | | | | | |
| ***TOTAL LAND DEVELOPMENT*** | \$3,337,091 | \$6,972,661 | \$3,364,450 | \$3,608,211 | (\$3,635,570) | \$49,075 | \$57,625 |

Developers Research Indirect Contingency is 5%

Developers Research Direct Contingency is 10%

Any Company

Example

PROJECT NAME: East Valley

LOCATION: Any Town

TRACT NO: Any Tract

Existing Lots: 288

Proposed Lots 232

ACREAGE: 17.75

ESTIMATE PREPARED BY: Developers Research

DATE: Any Time

| DESCRIPTION | Any Company Development Cost Only | Developers Research Budget | Credit Budget | Any Company Costs | Variance Development Costs - Any Company less DR | Any Company Per DU Development Cost | DR Per DU Development |
|-------------------------------------|-----------------------------------|----------------------------|--------------------|--------------------|--|-------------------------------------|-----------------------|
| CONSULTANTS & FEES | | | | | | | |
| 71141 - MISC. CONSULTANTS | \$62,700 | \$108,612 | \$0 | \$108,612 | (\$45,912) | \$270 | \$468 |
| 71031 - SOILS ENGINEER | \$195,500 | \$175,402 | \$110,100 | \$65,302 | \$20,098 | \$843 | \$756 |
| 71101 - CIVIL ENGINEER | \$176,000 | \$235,029 | \$6,600 | \$228,429 | (\$59,029) | \$759 | \$1,013 |
| 71201 - SURVEYING | \$121,000 | \$208,800 | \$0 | \$208,800 | (\$87,800) | \$522 | \$900 |
| 71151 - BLUEPRINTS | \$28,800 | \$29,000 | \$0 | \$29,000 | (\$200) | \$124 | \$125 |
| 71581 - BONDS | \$70,319 | \$48,698 | \$0 | \$48,698 | \$21,622 | \$303 | \$210 |
| 71710 - HOA/DRE COSTS | \$0 | \$47,200 | \$24,000 | \$23,200 | (\$47,200) | \$0 | \$203 |
| 71511 - PERMIT CHARGES | \$12,366 | \$243,294 | \$221,000 | \$22,294 | (\$230,928) | \$53 | \$1,049 |
| 71521 - DEV. IMPACT FEES | \$8,875 | \$1,876,339 | \$1,867,464 | \$8,875 | (\$1,867,464) | \$38 | \$8,088 |
| 71561 - PLAN CHECK/INSP. FEES | \$295,055 | \$249,026 | \$0 | \$249,026 | \$46,028 | \$1,272 | \$1,073 |
| 71563 - WATER/SEWER/STORM FEES | \$0 | \$1,525,622 | \$1,442,576 | \$83,046 | (\$1,525,622) | \$0 | \$6,576 |
| FEE CREDITS | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| TOTAL CONSULTANTS & FEES | \$970,615 | \$4,747,022 | \$3,671,740 | \$1,075,282 | (\$3,776,407) | \$4,184 | \$20,461 |
| SITE CONSTRUCTION COSTS | | | | | | | |
| 72011 - SEDIMENT/EROSION CONTROL | \$69,575 | \$148,050 | \$130,300 | \$17,750 | (\$78,475) | \$300 | \$638 |
| 72016 - DEMOLITION & RELOC. | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 72031 - GRADING | \$443,463 | \$660,289 | \$121,500 | \$538,789 | (\$216,826) | \$1,911 | \$2,846 |
| TOTAL GRADING COSTS | \$513,038 | \$808,339 | \$251,800 | \$556,539 | (\$295,301) | \$2,211 | \$3,484 |
| TOTAL PIPELINE | | | | | | | |
| 72211 - SANITARY SEWER | \$220,626 | \$232,000 | \$232,000 | \$0 | (\$11,374) | \$951 | \$1,000 |
| 72221 - WATER SYSTEM | \$284,172 | \$278,400 | \$278,400 | \$0 | \$5,772 | \$1,225 | \$1,200 |
| 72231 - STORM DRAIN | \$532,644 | \$522,000 | \$522,000 | \$0 | \$10,644 | \$2,296 | \$2,250 |
| TOTAL PIPELINE | \$1,037,442 | \$1,032,400 | \$1,032,400 | \$0 | \$5,042 | \$4,472 | \$4,450 |
| 72261 - PUBLIC UTILITIES | \$281,554 | \$278,400 | \$278,400 | \$0 | \$3,154 | \$1,214 | \$1,200 |
| 72265 - UTILITY REFUNDS | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| NET PUBLIC UTILITY COST | \$281,554 | \$278,400 | \$278,400 | \$0 | \$3,154 | \$1,214 | \$1,200 |
| 72331 - CONCRETE CURB IMP. | \$337,722 | \$329,208 | \$329,208 | \$0 | \$8,514 | \$1,456 | \$1,419 |
| 72421 - SIDEWALK/APRONS | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 72541 - STREET PAVING | \$346,528 | \$340,292 | \$340,292 | \$0 | \$6,236 | \$1,494 | \$1,467 |
| 72611 - SIGNS AND STRIPPING | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 72661 - STREET LIGHTS | \$0 | \$42,900 | \$42,900 | \$0 | (\$42,900) | \$0 | \$185 |
| TOTAL STREET IMPROVEMENTS | \$684,250 | \$712,400 | \$712,400 | \$0 | (\$28,150) | \$2,949 | \$3,071 |
| 72851 - WALLS AND FENCES | \$630,812 | \$626,864 | \$626,864 | \$0 | \$3,948 | \$2,719 | \$2,702 |
| 72821 - LANDSCAPING | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 72911 - COMMON AREA LANDSCAPE | \$733,288 | \$965,432 | \$965,432 | \$0 | (\$232,144) | \$3,161 | \$4,161 |
| TOTAL WALLS AND LANDSCAPE | \$1,364,100 | \$1,592,296 | \$1,592,296 | \$0 | (\$228,196) | \$5,880 | \$6,863 |
| TOTAL CONSTRUCTION COSTS | \$3,880,384 | \$4,423,835 | \$3,867,296 | \$556,539 | (\$543,451) | \$16,726 | \$19,068 |
| VARIABLE SITE COSTS | | | | | | | |
| 72961 - SITE TRASH CLEANUP | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 74301 - ACCEPTANCE REPAIRS | \$0 | \$48,714 | \$48,714 | \$0 | (\$48,714) | \$0 | \$210 |
| 72991 - UTILITY BILLS | \$0 | \$14,040 | \$14,040 | \$0 | (\$14,040) | \$0 | \$61 |
| TOTAL VARIABLE COSTS | \$0 | \$62,754 | \$62,754 | \$0 | (\$62,754) | \$0 | \$270 |
| Indirect Contingency 5% | \$48,531 | \$237,351 | \$183,587 | \$53,764 | (\$188,820) | \$169 | \$1,023 |
| Direct Contingency 10% | \$582,058 | \$448,659 | \$393,005 | \$55,654 | \$133,399 | \$2,021 | \$1,934 |
| 74990 - TOTAL CONTINGENCIES | \$630,588 | \$686,010 | \$576,592 | \$109,418 | (\$55,422) | \$2,190 | \$2,957 |
| MAJOR COSTS/OFFTRACT | | | | | | | |
| ***TOTAL LAND DEVELOPMENT*** | \$5,481,587 | \$9,919,621 | \$8,178,382 | \$1,741,238 | (\$4,438,034) | \$23,628 | \$42,757 |

Developers Research Indirect Contingency is 5%

Developers Research Direct Contingency is 10%

Any Company

Example

PROJECT NAME: Summerville

LOCATION: Any Town

TRACT NO: Any Tract

Existing Lots: 224

Proposed Lots: 224

ACREAGE: 17.57

ESTIMATE PREPARED BY: Developers Research

DATE: Any Time

| DESCRIPTION | Any Company Development Cost Only | Developers Research Budget | Credit Budget | Any Company Costs | Variance Development Costs - Any Company less DR | Any Company Per DU Development Cost | DR Per DU Development |
|-------------------------------------|---|----------------------------------|--------------------|----------------------|---|--|--------------------------|
| CONSULTANTS & FEES | | | | | | | |
| 71141 - MISC. CONSULTANTS | \$89,543 | \$97,320 | \$0 | \$97,320 | (\$7,777) | \$400 | \$434 |
| 71031 - SOILS ENGINEER | \$61,900 | \$139,115 | \$0 | \$139,115 | (\$77,215) | \$276 | \$621 |
| 71101 - CIVIL ENGINEER | \$116,000 | \$124,100 | \$5,100 | \$119,000 | (\$8,100) | \$518 | \$554 |
| 71201 - SURVEYING | \$91,200 | \$244,450 | \$90,200 | \$154,250 | (\$153,250) | \$407 | \$1,091 |
| 71151 - BLUEPRINTS | \$22,400 | \$28,000 | \$0 | \$28,000 | (\$5,600) | \$100 | \$125 |
| 71581 - BONDS | \$59,984 | \$47,145 | \$0 | \$47,145 | \$12,839 | \$268 | \$210 |
| 71710 - HOA/DRE COSTS | \$0 | \$53,200 | \$36,000 | \$17,200 | (\$53,200) | \$0 | \$238 |
| 71511 - PERMIT CHARGES | \$15,390 | \$132,990 | \$95,200 | \$37,790 | (\$117,600) | \$69 | \$594 |
| 71521 - DEV. IMPACT FEES | \$20,680 | \$2,346,351 | \$2,325,671 | \$20,680 | (\$2,325,671) | \$92 | \$10,475 |
| 71561 - PLAN CHECK/INSP. FEES | \$144,592 | \$137,909 | \$0 | \$137,909 | \$6,683 | \$646 | \$616 |
| 71563 - WATER/SEWER/STORM FEES | \$0 | \$1,193,328 | \$1,179,888 | \$13,440 | (\$1,193,328) | \$0 | \$5,327 |
| FEE CREDITS | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| TOTAL CONSULTANTS & FEES | \$621,689 | \$4,543,908 | \$3,732,059 | \$811,849 | (\$3,922,219) | \$2,775 | \$20,285 |
| SITE CONSTRUCTION COSTS | | | | | | | |
| 72011 - SEDIMENT/EROSION CONTROL | \$72,000 | \$139,650 | \$89,600 | \$50,050 | (\$67,650) | \$321 | \$623 |
| 72016 - DEMOLITION & RELOC. | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 72031 - GRADING | \$918,813 | \$1,516,853 | \$0 | \$1,516,853 | (\$598,040) | \$4,102 | \$6,772 |
| TOTAL GRADING COSTS | \$990,813 | \$1,656,503 | \$89,600 | \$1,566,903 | (\$665,690) | \$4,423 | \$7,395 |
| TOTAL PIPELINE | | | | | | | |
| 72211 - SANITARY SEWER | \$157,250 | \$160,941 | \$160,941 | \$0 | (\$3,691) | \$702 | \$718 |
| 72221 - WATER SYSTEM | \$235,455 | \$257,955 | \$257,955 | \$0 | (\$22,500) | \$1,051 | \$1,152 |
| 72231 - STORM DRAIN | \$183,635 | \$184,635 | \$184,635 | \$0 | (\$1,000) | \$820 | \$824 |
| TOTAL PIPELINE | \$576,340 | \$603,531 | \$603,531 | \$0 | (\$27,191) | \$2,573 | \$2,694 |
| 72261 - PUBLIC UTILITIES | \$169,696 | \$169,700 | \$150,200 | \$19,500 | (\$4) | \$758 | \$758 |
| 72265 - UTILITY REFUNDS | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| NET PUBLIC UTILITY COST | \$169,696 | \$169,700 | \$150,200 | \$19,500 | (\$4) | \$758 | \$758 |
| TOTAL STREET IMPROVEMENTS | | | | | | | |
| 72331 - CONCRETE CURB IMP. | \$184,846 | \$184,846 | \$184,846 | \$0 | \$0 | \$825 | \$825 |
| 72421 - SIDEWALK/APRONS | \$75,560 | \$75,560 | \$75,560 | \$0 | \$0 | \$337 | \$337 |
| 72541 - STREET PAVING | \$346,444 | \$349,533 | \$349,533 | \$0 | (\$3,089) | \$1,547 | \$1,560 |
| 72611 - SIGNS AND STRIPPING | \$47,165 | \$47,165 | \$47,165 | \$0 | \$0 | \$211 | \$211 |
| 72661 - STREET LIGHTS | \$98,250 | \$82,500 | \$82,500 | \$0 | \$15,750 | \$439 | \$368 |
| TOTAL STREET IMPROVEMENTS | \$752,265 | \$739,604 | \$739,604 | \$0 | \$12,661 | \$3,358 | \$3,302 |
| TOTAL WALLS AND LANDSCAPE | | | | | | | |
| 72851 - WALLS AND FENCES | \$293,612 | \$257,212 | \$257,212 | \$0 | \$36,400 | \$1,311 | \$1,148 |
| 72821 - LANDSCAPING | \$0 | \$0 | \$0 | \$0 | (\$0) | \$0 | \$0 |
| 72911 - COMMON AREA LANDSCAPE | \$875,646 | \$926,054 | \$926,054 | \$0 | (\$50,408) | \$3,909 | \$4,134 |
| TOTAL WALLS AND LANDSCAPE | \$1,169,258 | \$1,183,266 | \$1,183,266 | \$0 | (\$14,008) | \$5,220 | \$5,282 |
| TOTAL CONSTRUCTION COSTS | \$3,658,373 | \$4,352,604 | \$2,766,201 | \$1,586,403 | (\$694,231) | \$16,332 | \$19,431 |
| VARIABLE SITE COSTS | | | | | | | |
| 72961 - SITE TRASH CLEANUP | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 74301 - ACCEPTANCE REPAIRS | \$86,122 | \$77,980 | \$77,980 | \$0 | \$8,142 | \$384 | \$348 |
| 72991 - UTILITY BILLS | \$0 | \$900 | \$0 | \$900 | (\$900) | \$0 | \$4 |
| TOTAL VARIABLE COSTS | \$86,122 | \$78,880 | \$77,980 | \$900 | \$7,242 | \$384 | \$352 |
| Indirect Contingency 5% | \$31,084 | \$227,195 | \$186,603 | \$40,592 | (\$196,111) | \$139 | \$1,014 |
| Direct Contingency 10% | \$548,756 | \$443,148 | \$284,418 | \$158,730 | \$105,607 | \$2,450 | \$1,978 |
| 74990 - TOTAL CONTINGENCIES | \$579,840 | \$670,344 | \$471,021 | \$199,323 | (\$90,503) | \$2,589 | \$2,993 |
| MAJOR COSTS/OFFTRACT | | | | | | | |
| ***TOTAL LAND DEVELOPMENT*** | \$4,946,024 | \$9,645,736 | \$7,047,261 | \$2,598,475 | (\$4,699,712) | \$22,080 | \$43,061 |

Developers Research Indirect Contingency is 5%

Developers Research Direct Contingency is 10%

Any Company

Example

PROJECT NAME: Lake Shore

LOCATION: Any Town

TRACT NO: Any Tract

Existing Lots: 425

Proposed Lots: 425

ACREAGE: 86.55

ESTIMATE PREPARED BY: Developers Research

DATE: Any Time

| DESCRIPTION | Any Company Original Budget | DR Original Budget | Variance Original - Any Company less DR | Any Company Development Cost Only | Developers Research Budget | Variance Development Costs - Any Company less DR | Any Company Per DU Development Cost | DR Per DU Development |
|-------------------------------------|-----------------------------|---------------------|---|-----------------------------------|----------------------------|--|-------------------------------------|-----------------------|
| CONSULTANTS & FEES | | | | | | | | |
| 71141 - MISC. CONSULTANTS | \$141,573 | \$216,430 | (\$74,857) | \$141,573 | \$216,430 | (\$74,857) | \$333 | \$509 |
| 71031 - SOILS ENGINEER | \$179,425 | \$190,525 | (\$11,100) | \$179,425 | \$169,275 | \$10,150 | \$422 | \$398 |
| 71101 - CIVIL ENGINEER | \$643,875 | \$637,500 | \$6,375 | \$537,625 | \$531,250 | \$6,375 | \$1,265 | \$1,250 |
| 71201 - SURVEYING | \$387,600 | \$387,600 | \$0 | \$387,600 | \$387,600 | \$0 | \$912 | \$912 |
| 71151 - BLUEPRINTS | \$31,875 | \$53,125 | (\$21,250) | \$31,875 | \$53,125 | (\$21,250) | \$75 | \$125 |
| 71581 - BONDS | \$104,091 | \$89,510 | \$14,581 | \$95,761 | \$89,510 | \$6,251 | \$225 | \$211 |
| 71710 - HOA/DRE COSTS | \$0 | \$55,400 | (\$55,400) | \$0 | \$31,400 | (\$31,400) | \$0 | \$74 |
| 71511 - PERMIT CHARGES | \$791,334 | \$816,834 | (\$25,500) | \$5,084 | \$30,584 | (\$25,500) | \$12 | \$72 |
| 71521 - DEV. IMPACT FEES | \$3,969,530 | \$4,187,631 | (\$218,102) | \$71,325 | \$71,325 | \$0 | \$168 | \$168 |
| 71561 - PLAN CHECK/INSP. FEES | \$401,309 | \$356,699 | \$44,610 | \$401,309 | \$356,699 | \$44,610 | \$944 | \$839 |
| 71563 - WATER/SEWER/STORM FEES | \$2,247,715 | \$2,247,715 | \$0 | \$2,440 | \$23,690 | (\$21,250) | \$6 | \$56 |
| FEE CREDITS | | | \$0 | | \$0 | \$0 | | |
| TOTAL CONSULTANTS & FEES | \$8,898,326 | \$9,238,969 | (\$340,643) | \$1,854,016 | \$1,960,888 | (\$106,871) | \$4,362 | \$4,614 |
| SITE CONSTRUCTION COSTS | | | | | | | | |
| 72011 - SEDIMENT/EROSION CONTROL | \$106,250 | \$259,155 | (\$152,905) | \$106,250 | \$259,155 | (\$152,905) | \$250 | \$610 |
| 72016 - DEMOLITION & RELOC. | \$0 | \$92,000 | (\$92,000) | \$0 | \$92,000 | (\$92,000) | \$0 | \$216 |
| 72031 - GRADING | \$1,882,321 | \$2,057,316 | (\$174,996) | \$1,627,321 | \$1,844,816 | (\$217,496) | \$3,829 | \$4,341 |
| TOTAL GRADING COSTS | \$1,988,571 | \$2,408,471 | (\$419,901) | \$1,733,571 | \$2,195,971 | (\$462,401) | \$4,079 | \$5,167 |
| TOTAL PIPELINE | | | | | | | | |
| 72211 - SANITARY SEWER | \$783,905 | \$844,515 | (\$60,610) | \$783,905 | \$844,515 | (\$60,610) | \$1,844 | \$1,987 |
| 72221 - WATER SYSTEM | \$914,090 | \$943,640 | (\$29,550) | \$914,090 | \$943,640 | (\$29,550) | \$2,151 | \$2,220 |
| 72231 - STORM DRAIN | \$584,950 | \$618,700 | (\$33,750) | \$584,950 | \$618,700 | (\$33,750) | \$1,376 | \$1,456 |
| TOTAL PIPELINE | \$2,282,945 | \$2,406,855 | (\$123,910) | \$2,282,945 | \$2,406,855 | (\$123,910) | \$5,372 | \$5,663 |
| 72261 - PUBLIC UTILITIES | \$1,238,615 | \$1,238,615 | \$0 | \$1,238,615 | \$1,238,615 | \$0 | \$2,914 | \$2,914 |
| 72265 - UTILITY REFUNDS | \$484,336 | \$484,336 | \$0 | \$484,336 | \$484,336 | \$0 | \$1,140 | \$1,140 |
| NET PUBLIC UTILITY COST | \$754,279 | \$754,279 | \$0 | \$754,279 | \$754,279 | \$0 | \$1,775 | \$1,775 |
| TOTAL STREET IMPROVEMENTS | | | | | | | | |
| 72331 - CONCRETE CURB IMP. | \$459,301 | \$459,972 | (\$671) | \$459,301 | \$459,972 | (\$671) | \$1,081 | \$1,082 |
| 72421 - SIDEWALK/APPRONS | \$225,250 | \$255,250 | (\$30,000) | \$225,250 | \$255,250 | (\$30,000) | \$530 | \$601 |
| 72541 - STREET PAVING | \$1,097,733 | \$1,218,150 | (\$120,417) | \$1,097,733 | \$1,218,150 | (\$120,417) | \$2,583 | \$2,866 |
| 72611 - SIGNS AND STRIPPING | \$16,130 | \$146,130 | (\$130,000) | \$16,130 | \$146,130 | (\$130,000) | \$38 | \$344 |
| 72661 - STREET LIGHTS | \$141,000 | \$110,000 | \$31,000 | \$141,000 | \$110,000 | \$31,000 | \$332 | \$259 |
| TOTAL STREET IMPROVEMENTS | \$1,939,414 | \$2,189,502 | (\$250,088) | \$1,939,414 | \$2,189,502 | (\$250,088) | \$4,563 | \$5,152 |
| TOTAL WALLS AND LANDSCAPE | | | | | | | | |
| 72851 - WALLS AND FENCES | \$807,240 | \$807,240 | \$0 | \$807,240 | \$807,240 | \$0 | \$1,899 | \$1,899 |
| 72821 - LANDSCAPING | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 72911 - COMMON AREA LANDSCAPE | \$1,149,748 | \$2,458,390 | (\$1,308,642) | \$1,149,748 | \$2,458,390 | (\$1,308,642) | \$2,705 | \$5,784 |
| TOTAL WALLS AND LANDSCAPE | \$1,956,988 | \$3,265,630 | (\$1,308,642) | \$1,956,988 | \$3,265,630 | (\$1,308,642) | \$4,605 | \$7,684 |
| TOTAL CONSTRUCTION COSTS | \$8,922,197 | \$11,024,738 | (\$2,102,541) | \$8,667,197 | \$10,812,238 | (\$2,145,041) | \$20,393 | \$25,441 |
| VARIABLE SITE COSTS | | | | | | | | |
| 72961 - SITE TRASH CLEANUP | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 74301 - ACCEPTANCE REPAIRS | \$205,915 | \$205,915 | (\$0) | \$205,915 | \$205,915 | (\$0) | \$485 | \$485 |
| 72991 - UTILITY BILLS | \$0 | \$2,400 | (\$2,400) | \$0 | \$2,400 | (\$2,400) | \$0 | \$6 |
| TOTAL VARIABLE COSTS | \$205,915 | \$208,315 | (\$2,400) | \$205,915 | \$208,315 | (\$2,400) | \$485 | \$490 |
| Indirect Contingency 5% | | \$461,948 | (\$461,948) | \$92,701 | \$98,044 | (\$5,344) | \$218 | \$231 |
| Direct Contingency 10% | \$1,140,931 | \$1,123,305 | \$17,626 | \$887,311 | \$1,102,055 | (\$214,744) | \$2,088 | \$2,593 |
| 74990 - TOTAL CONTINGENCIES | \$1,140,931 | \$1,585,254 | (\$444,323) | \$980,012 | \$1,200,100 | (\$220,088) | \$2,306 | \$2,824 |
| MAJOR COSTS/OFFTRACT | | | | | \$0 | | \$0 | \$0 |
| ***TOTAL LAND DEVELOPMENT*** | \$19,167,369 | \$22,057,276 | (\$2,889,906) | \$11,707,141 | \$14,181,540 | (\$2,474,400) | \$27,546 | \$33,368 |

Developers Research Indirect Contingency is 5%

Developers Research Direct Contingency is 10%

Any Company

Example

PROJECT NAME: Lake Shore II

LOCATION: Any Town

TRACT NO: Any Tract

Existing Lots: 384

Proposed Lots 384

ACREAGE: 86.55

ESTIMATE PREPARED BY: Developers Research

DATE: Any Time

| DESCRIPTION | Any Company Development Cost Only | Developers Research Budget | Credit Budget | Developers Research Budget | Variance Development Costs - Any Company less DR | Any Company Per DU Development Cost | DR Per DU Development |
|-------------------------------------|---|----------------------------------|--------------------|-------------------------------|---|--|--------------------------|
| CONSULTANTS & FEES | | | | | | | |
| 71141 - MISC. CONSULTANTS | \$141,573 | \$169,370 | \$0 | \$169,370 | (\$27,797) | \$333 | \$441 |
| 71031 - SOILS ENGINEER | \$179,425 | \$212,000 | \$38,400 | \$173,600 | (\$32,575) | \$422 | \$552 |
| 71101 - CIVIL ENGINEER | \$537,625 | \$652,800 | \$96,000 | \$556,800 | (\$115,175) | \$1,265 | \$1,700 |
| 71201 - SURVEYING | \$387,600 | \$431,600 | \$153,600 | \$278,000 | (\$44,000) | \$912 | \$1,124 |
| 71151 - BLUEPRINTS | \$31,875 | \$48,000 | \$0 | \$48,000 | (\$16,125) | \$75 | \$125 |
| 71581 - BONDS | \$95,761 | \$91,670 | \$0 | \$91,670 | \$4,091 | \$225 | \$239 |
| 71710 - HOA/DRE COSTS | \$0 | \$55,400 | \$24,000 | \$31,400 | (\$55,400) | \$0 | \$144 |
| 71511 - PERMIT CHARGES | \$5,084 | \$738,524 | \$710,400 | \$28,124 | (\$733,440) | \$12 | \$1,923 |
| 71521 - DEV. IMPACT FEES | \$68,619 | \$4,123,012 | \$4,054,393 | \$68,619 | (\$4,054,393) | \$161 | \$10,737 |
| 71561 - PLAN CHECK/INSP. FEES | \$392,318 | \$352,701 | \$0 | \$352,701 | \$39,617 | \$923 | \$918 |
| 71563 - WATER/SEWER/STORM FEES | \$2,440 | \$2,031,112 | \$2,009,472 | \$21,640 | (\$2,028,672) | \$6 | \$5,289 |
| FEE CREDITS | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| TOTAL CONSULTANTS & FEES | \$1,842,320 | \$8,906,189 | \$7,086,265 | \$1,819,924 | (\$7,063,869) | \$4,335 | \$23,193 |
| SITE CONSTRUCTION COSTS | | | | | | | |
| 72011 - SEDIMENT/EROSION CONTROL | \$106,250 | \$430,655 | \$230,400 | \$200,255 | (\$324,405) | \$250 | \$1,121 |
| 72016 - DEMOLITION & RELOC. | \$0 | \$92,000 | \$0 | \$92,000 | (\$92,000) | \$0 | \$240 |
| 72031 - GRADING | \$1,627,321 | \$2,047,691 | \$211,200 | \$1,836,491 | (\$420,371) | \$3,829 | \$5,333 |
| TOTAL GRADING COSTS | \$1,733,571 | \$2,570,346 | \$441,600 | \$2,128,746 | (\$836,776) | \$4,079 | \$6,694 |
| TOTAL PIPELINE | | | | | | | |
| 72211 - SANITARY SEWER | \$760,275 | \$698,615 | \$18,000 | \$680,615 | \$61,660 | \$1,789 | \$1,819 |
| 72221 - WATER SYSTEM | \$890,460 | \$810,810 | \$5,400 | \$805,410 | \$79,650 | \$2,095 | \$2,111 |
| 72231 - STORM DRAIN | \$584,950 | \$618,700 | \$4,500 | \$614,200 | (\$33,750) | \$1,376 | \$1,611 |
| TOTAL PIPELINE | \$2,235,685 | \$2,128,125 | \$27,900 | \$2,100,225 | \$107,560 | \$5,260 | \$5,542 |
| 72261 - PUBLIC UTILITIES | \$1,238,615 | \$1,121,257 | \$144,000 | \$977,257 | \$117,358 | \$2,914 | \$2,920 |
| 72265 - UTILITY REFUNDS | \$484,336 | (\$484,336) | \$0 | (\$484,336) | \$968,672 | \$1,140 | (\$1,261) |
| NET PUBLIC UTILITY COST | \$754,279 | \$1,605,593 | \$144,000 | \$1,461,593 | (\$851,314) | \$1,775 | \$4,181 |
| 72331 - CONCRETE CURB IMP. | \$446,613 | \$471,303 | \$0 | \$471,303 | (\$24,690) | \$1,051 | \$1,227 |
| 72421 - SIDEWALK/APPRONS | \$251,316 | \$508,533 | \$508,533 | \$0 | (\$257,217) | \$591 | \$1,324 |
| 72541 - STREET PAVING | \$1,096,683 | \$1,391,512 | \$272,472 | \$1,119,040 | (\$294,829) | \$2,580 | \$3,624 |
| 72611 - SIGNS AND STRIPPING | \$16,085 | \$146,085 | \$0 | \$146,085 | (\$130,000) | \$38 | \$380 |
| 72661 - STREET LIGHTS | \$141,000 | \$100,100 | \$0 | \$100,100 | \$40,900 | \$332 | \$261 |
| TOTAL STREET IMPROVEMENTS | \$1,951,697 | \$2,617,532 | \$781,005 | \$1,836,528 | (\$665,835) | \$4,592 | \$6,816 |
| 72851 - WALLS AND FENCES | \$807,240 | \$304,425 | \$69,120 | \$235,305 | \$502,815 | \$1,899 | \$793 |
| 72821 - LANDSCAPING | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 72911 - COMMON AREA LANDSCAPE | \$1,149,748 | \$1,589,270 | \$145,145 | \$1,444,125 | (\$439,522) | \$2,705 | \$4,139 |
| TOTAL WALLS AND LANDSCAPE | \$1,956,988 | \$1,893,695 | \$214,265 | \$1,679,430 | \$63,293 | \$4,605 | \$4,931 |
| TOTAL CONSTRUCTION COSTS | \$8,632,220 | \$10,815,291 | \$1,608,770 | \$9,206,521 | (\$2,183,071) | \$20,311 | \$28,165 |
| VARIABLE SITE COSTS | | | | | | | |
| 72961 - SITE TRASH CLEANUP | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 74301 - ACCEPTANCE REPAIRS | \$208,404 | \$208,404 | \$208,404 | \$0 | \$0 | \$543 | \$543 |
| 72991 - UTILITY BILLS | \$0 | \$2,400 | \$0 | \$2,400 | (\$2,400) | \$0 | \$6 |
| TOTAL VARIABLE COSTS | \$208,404 | \$210,804 | \$208,404 | \$2,400 | (\$2,400) | \$543 | \$549 |
| Indirect Contingency 5% | \$92,116 | \$445,309 | \$354,313 | \$90,996 | (\$353,193) | \$240 | \$1,160 |
| Direct Contingency 10% | \$884,062 | \$1,102,610 | \$181,717 | \$920,892 | (\$218,547) | \$2,302 | \$2,871 |
| 74990 - TOTAL CONTINGENCIES | \$976,178 | \$1,547,919 | \$536,031 | \$1,011,888 | (\$571,741) | \$2,542 | \$4,031 |
| MAJOR COSTS/OFFTRACT | | | | | | \$0 | \$0 |
| ***TOTAL LAND DEVELOPMENT*** | \$11,659,122 | \$21,480,203 | \$9,439,469 | \$12,040,734 | (\$9,821,081) | \$27,433 | \$55,938 |

Developers Research Indirect Contingency is 5%

Developers Research Direct Contingency is 10%

Any Company

Example

PROJECT NAME: Westville

LOCATION: Any Town

TRACT NO: Any Tract

Existing Lots: 156

Proposed Lots: 200

ACREAGE: 86.6

ESTIMATE PREPARED BY: Developers Research

DATE: Any Time

| DESCRIPTION | Any Company Development Cost Only | Developers Research Budget | Credit Budget | Developers Research Budget | Variance Development Costs - Any Company less DR | Any Company Per DU Development Cost | DR Per DU Development |
|-------------------------------------|-----------------------------------|----------------------------|--------------------|----------------------------|--|-------------------------------------|-----------------------|
| CONSULTANTS & FEES | | | | | | | |
| 71141 - MISC. CONSULTANTS | \$527,500 | \$302,885 | \$0 | \$302,885 | \$224,615 | \$956 | \$1,942 |
| 71031 - SOILS ENGINEER | \$638,500 | \$415,200 | \$34,000 | \$381,200 | \$223,300 | \$1,157 | \$2,662 |
| 71101 - CIVIL ENGINEER | \$740,000 | \$350,000 | \$50,000 | \$300,000 | \$390,000 | \$1,341 | \$2,244 |
| 71201 - SURVEYING | \$690,000 | \$250,000 | \$100,000 | \$150,000 | \$440,000 | \$1,250 | \$1,603 |
| 71151 - BLUEPRINTS | \$138,000 | \$25,000 | \$0 | \$25,000 | \$113,000 | \$250 | \$160 |
| 71581 - BONDS | \$134,757 | \$94,150 | \$0 | \$94,150 | \$40,607 | \$244 | \$604 |
| 71710 - HOA/DRE COSTS | \$0 | \$55,400 | \$24,000 | \$31,400 | (\$55,400) | \$0 | \$355 |
| 71511 - PERMIT CHARGES | \$75,144 | \$46,500 | \$0 | \$46,500 | \$28,644 | \$136 | \$298 |
| 71521 - DEV. IMPACT FEES | \$36,432 | \$1,585,349 | \$1,434,826 | \$150,522 | (\$1,548,917) | \$66 | \$10,162 |
| 71561 - PLAN CHECK/INSP. FEES | \$203,018 | \$294,906 | \$0 | \$294,906 | (\$91,888) | \$368 | \$1,890 |
| 71563 - WATER/SEWER/STORM FEES | \$411,467 | \$1,463,135 | \$1,044,600 | \$418,535 | (\$1,051,668) | \$745 | \$9,379 |
| FEE CREDITS | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| TOTAL CONSULTANTS & FEES | \$3,594,819 | \$4,882,526 | \$2,687,426 | \$2,195,099 | (\$1,287,707) | \$6,512 | \$31,298 |
| SITE CONSTRUCTION COSTS | | | | | | | |
| 72011 - SEDIMENT/EROSION CONTROL | \$391,000 | \$146,655 | \$40,000 | \$106,655 | \$244,345 | \$708 | \$940 |
| 72016 - DEMOLITION & RELOC. | \$25,000 | \$30,000 | \$0 | \$30,000 | (\$5,000) | \$45 | \$192 |
| 72031 - GRADING | \$2,903,940 | \$2,811,545 | \$136,000 | \$2,675,545 | \$92,395 | \$5,261 | \$18,023 |
| TOTAL GRADING COSTS | \$3,319,940 | \$2,988,200 | \$176,000 | \$2,812,200 | \$331,740 | \$6,014 | \$19,155 |
| TOTAL PIPELINE | | | | | | | |
| 72211 - SANITARY SEWER | \$580,515 | \$878,760 | \$6,840 | \$871,920 | (\$298,245) | \$1,052 | \$5,633 |
| 72221 - WATER SYSTEM | \$731,416 | \$650,819 | \$8,750 | \$642,069 | \$80,598 | \$1,325 | \$4,172 |
| 72231 - STORM DRAIN | \$754,658 | \$779,658 | \$2,280 | \$777,378 | (\$25,000) | \$1,367 | \$4,998 |
| TOTAL PIPELINE | \$2,066,589 | \$2,309,236 | \$17,870 | \$2,291,366 | (\$242,648) | \$3,744 | \$14,803 |
| 72261 - PUBLIC UTILITIES | \$952,404 | \$933,274 | \$22,125 | \$911,149 | \$19,130 | \$1,725 | \$5,983 |
| 72265 - UTILITY REFUNDS | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| NET PUBLIC UTILITY COST | \$952,404 | \$933,274 | \$22,125 | \$911,149 | \$19,130 | \$1,725 | \$5,983 |
| 72331 - CONCRETE CURB IMP. | \$213,146 | \$248,316 | \$0 | \$248,316 | (\$35,170) | \$386 | \$1,592 |
| 72421 - SIDEWALK/APPRONS | \$75,561 | \$226,426 | \$226,426 | \$0 | (\$150,865) | \$137 | \$1,451 |
| 72541 - STREET PAVING | \$1,022,556 | \$632,406 | \$7,125 | \$625,281 | \$390,149 | \$1,852 | \$4,054 |
| 72611 - SIGNS AND STRIPPING | \$31,185 | \$179,930 | \$0 | \$179,930 | (\$148,745) | \$56 | \$1,153 |
| 72661 - STREET LIGHTS | \$139,725 | \$99,359 | \$0 | \$99,359 | \$40,366 | \$253 | \$637 |
| TOTAL STREET IMPROVEMENTS | \$1,482,172 | \$1,386,437 | \$233,551 | \$1,152,887 | \$95,735 | \$2,685 | \$8,887 |
| 72851 - WALLS AND FENCES | \$98,300 | \$225,409 | \$225,409 | \$0 | (\$127,109) | \$178 | \$1,445 |
| 72821 - LANDSCAPING | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 72911 - COMMON AREA LANDSCAPE | \$5,908,621 | \$833,425 | \$0 | \$833,425 | \$5,075,196 | \$10,704 | \$5,342 |
| TOTAL WALLS AND LANDSCAPE | \$6,006,921 | \$1,058,834 | \$225,409 | \$833,425 | \$4,948,087 | \$10,882 | \$6,787 |
| TOTAL CONSTRUCTION COSTS | \$13,828,025 | \$8,675,981 | \$674,955 | \$8,001,026 | \$5,152,044 | \$25,051 | \$55,615 |
| VARIABLE SITE COSTS | | | | | | | |
| 72961 - SITE TRASH CLEANUP | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 74301 - ACCEPTANCE REPAIRS | \$142,741 | \$134,300 | \$134,300 | \$0 | \$8,441 | \$259 | \$672 |
| 72991 - UTILITY BILLS | \$0 | \$1,200 | \$0 | \$1,200 | (\$1,200) | \$0 | \$6 |
| TOTAL VARIABLE COSTS | \$142,741 | \$135,500 | \$134,300 | \$1,200 | \$7,241 | \$259 | \$678 |
| Indirect Contingency 5% | \$179,741 | \$244,126 | \$134,371 | \$109,755 | (\$64,385) | \$326 | \$1,221 |
| Direct Contingency 10% | \$1,397,077 | \$881,148 | \$80,925 | \$800,223 | \$515,929 | \$2,531 | \$4,406 |
| 74990 - TOTAL CONTINGENCIES | \$1,576,818 | \$1,125,274 | \$215,297 | \$909,978 | \$451,543 | \$2,857 | \$5,626 |
| MAJOR COSTS/OFFTRACT | | | | | | \$0 | \$0 |
| ***TOTAL LAND DEVELOPMENT*** | \$19,142,402 | \$14,819,281 | \$3,711,978 | \$11,107,303 | \$4,323,121 | \$34,678 | \$94,995 |

Developers Research Indirect Contingency is 5%

Developers Research Direct Contingency is 10%

Any Company

Example

PROJECT NAME: La Jolla

LOCATION: Any Town

TRACT NO: Any Tract

Existing Lots: 200

Proposed Lots: 200

ACREAGE: 57.47

ESTIMATE PREPARED BY: Developers Research

DATE: Any Time

| DESCRIPTION | Any Company Development Cost Only | Developers Research Budget | Credit Budget | Developers Research Budget | Variance Development Costs Any Company less DR | Any Company Per DU Development Cost | DR Per DU Development |
|-------------------------------------|-----------------------------------|----------------------------|--------------------|----------------------------|--|-------------------------------------|-----------------------|
| CONSULTANTS & FEES | | | | | | | |
| 71141 - MISC. CONSULTANTS | \$155,425 | \$155,135 | \$0 | \$155,135 | \$290 | \$777 | \$776 |
| 71031 - SOILS ENGINEER | \$149,000 | \$158,919 | \$10,000 | \$148,919 | (\$9,919) | \$745 | \$795 |
| 71101 - CIVIL ENGINEER | \$133,400 | \$200,000 | \$30,000 | \$170,000 | (\$66,600) | \$667 | \$1,000 |
| 71201 - SURVEYING | \$136,800 | \$193,800 | \$56,800 | \$137,000 | (\$57,000) | \$684 | \$969 |
| 71151 - BLUEPRINTS | \$15,000 | \$25,000 | \$0 | \$25,000 | (\$10,000) | \$75 | \$125 |
| 71581 - BONDS | \$79,207 | \$66,737 | \$0 | \$66,737 | \$12,470 | \$396 | \$334 |
| 71710 - HOA/DRE COSTS | \$0 | \$41,200 | \$24,000 | \$17,200 | (\$41,200) | \$0 | \$206 |
| 71511 - PERMIT CHARGES | \$8,904 | \$213,904 | \$190,000 | \$23,904 | (\$205,000) | \$45 | \$1,070 |
| 71521 - DEV. IMPACT FEES | \$0 | \$1,472,115 | \$1,442,115 | \$30,000 | (\$1,472,115) | \$0 | \$7,361 |
| 71561 - PLAN CHECK/INSP. FEES | \$257,242 | \$218,346 | \$0 | \$218,346 | \$38,897 | \$1,286 | \$1,092 |
| 71563 - WATER/SEWER/STORM FEES | \$12,000 | \$1,503,030 | \$1,149,600 | \$353,430 | (\$1,491,030) | \$60 | \$7,515 |
| FEE CREDITS | | \$0 | \$0 | \$0 | \$0 | | |
| TOTAL CONSULTANTS & FEES | \$946,979 | \$4,248,185 | \$2,902,515 | \$1,345,670 | (\$3,301,206) | \$4,735 | \$21,241 |
| SITE CONSTRUCTION COSTS | | | | | | | |
| 72011 - SEDIMENT/EROSION CONTROL | \$67,475 | \$124,470 | \$40,000 | \$84,470 | (\$56,995) | \$337 | \$622 |
| 72016 - DEMOLITION & RELOC. | \$0 | \$15,000 | \$0 | \$15,000 | (\$15,000) | \$0 | \$75 |
| 72031 - GRADING | \$1,080,852 | \$1,219,188 | \$100,000 | \$1,119,188 | (\$138,336) | \$5,404 | \$6,096 |
| TOTAL GRADING COSTS | \$1,148,327 | \$1,358,658 | \$140,000 | \$1,218,658 | (\$210,331) | \$5,742 | \$6,793 |
| TOTAL PIPELINE | | | | | | | |
| 72211 - SANITARY SEWER | \$334,550 | \$356,680 | \$9,300 | \$347,380 | (\$22,130) | \$1,673 | \$1,783 |
| 72221 - WATER SYSTEM | \$396,615 | \$416,770 | \$10,800 | \$405,970 | (\$20,155) | \$1,983 | \$2,084 |
| 72231 - STORM DRAIN | \$587,100 | \$587,100 | \$0 | \$587,100 | \$0 | \$2,936 | \$2,936 |
| TOTAL PIPELINE | \$1,318,265 | \$1,360,550 | \$20,100 | \$1,340,450 | (\$42,285) | \$6,591 | \$6,803 |
| 72261 - PUBLIC UTILITIES | \$1,654,690 | \$1,654,690 | \$70,000 | \$1,584,690 | \$0 | \$8,273 | \$8,273 |
| 72265 - UTILITY REFUNDS | \$521,100 | \$521,100 | \$0 | \$521,100 | \$0 | \$2,606 | \$2,606 |
| NET PUBLIC UTILITY COST | \$1,133,590 | \$1,133,590 | \$70,000 | \$1,063,590 | \$0 | \$5,668 | \$5,668 |
| TOTAL STREET IMPROVEMENTS | | | | | | | |
| 72331 - CONCRETE CURB IMP. | \$205,198 | \$206,035 | \$0 | \$206,035 | (\$838) | \$1,026 | \$1,030 |
| 72421 - SIDEWALK/APPRONS | \$285,855 | \$285,600 | \$285,600 | \$0 | \$255 | \$1,429 | \$1,428 |
| 72541 - STREET PAVING | \$801,834 | \$840,850 | \$218,750 | \$622,100 | (\$39,016) | \$4,009 | \$4,204 |
| 72611 - SIGNS AND STRIPPING | \$18,875 | \$169,340 | \$0 | \$169,340 | (\$150,465) | \$94 | \$847 |
| 72661 - STREET LIGHTS | \$71,300 | \$50,600 | \$0 | \$50,600 | \$20,700 | \$357 | \$253 |
| TOTAL STREET IMPROVEMENTS | \$1,383,061 | \$1,552,425 | \$504,350 | \$1,048,075 | (\$169,364) | \$6,915 | \$7,762 |
| TOTAL WALLS AND LANDSCAPE | | | | | | | |
| 72851 - WALLS AND FENCES | \$532,571 | \$548,397 | \$192,312 | \$356,085 | (\$15,826) | \$2,663 | \$2,742 |
| 72821 - LANDSCAPING | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 72911 - COMMON AREA LANDSCAPE | \$536,607 | \$536,607 | \$0 | \$536,607 | \$0 | \$2,683 | \$2,683 |
| TOTAL WALLS AND LANDSCAPE | \$1,069,178 | \$1,085,004 | \$192,312 | \$892,692 | (\$15,826) | \$5,346 | \$5,425 |
| TOTAL CONSTRUCTION COSTS | \$6,052,421 | \$6,490,226 | \$926,762 | \$5,563,464 | (\$437,805) | \$30,262 | \$32,451 |
| VARIABLE SITE COSTS | | | | | | | |
| 72961 - SITE TRASH CLEANUP | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 74301 - ACCEPTANCE REPAIRS | \$108,982 | \$108,982 | \$108,982 | \$0 | \$0 | \$545 | \$545 |
| 72991 - UTILITY BILLS | \$0 | \$900 | \$0 | \$900 | (\$900) | \$0 | \$5 |
| TOTAL VARIABLE COSTS | \$108,982 | \$109,882 | \$108,982 | \$900 | (\$900) | \$545 | \$549 |
| Indirect Contingency 5% | \$47,349 | \$212,409 | \$145,126 | \$67,283 | (\$165,060) | \$237 | \$1,062 |
| Direct Contingency 10% | \$616,140 | \$660,011 | \$103,574 | \$556,436 | (\$43,870) | \$3,081 | \$3,300 |
| 74990 - TOTAL CONTINGENCIES | \$663,489 | \$872,420 | \$248,700 | \$623,720 | (\$208,931) | \$3,317 | \$4,362 |
| MAJOR COSTS/OFFTRACT | | | | | | | |
| ***TOTAL LAND DEVELOPMENT*** | \$7,771,871 | \$11,720,713 | \$4,186,959 | \$7,533,754 | (\$3,948,842) | \$38,859 | \$58,604 |

Developers Research Indirect Contingency is 5%

Developers Research Direct Contingency is 10%

Any Company

Example

PROJECT NAME: Wilshire

LOCATION: Any Town

TRACT NO: Any Tract

Existing Lots: 126

Proposed Lots: 126

ACREAGE: 29.32

ESTIMATE PREPARED BY: Developers Research

DATE: Any Time

| DESCRIPTION | Any Company Development Cost Only | Developers Research Budget | Credit Budget | Developers Research Budget | Variance Development Costs - Any Company less DR | Any Company Per DU Development Cost | DR Per DU Development |
|-------------------------------------|-----------------------------------|----------------------------|--------------------|----------------------------|--|-------------------------------------|-----------------------|
| CONSULTANTS & FEES | | | | | | | |
| 71141 - MISC. CONSULTANTS | \$47,946 | \$61,660 | \$0 | \$61,660 | (\$13,714) | \$381 | \$489 |
| 71031 - SOILS ENGINEER | \$107,050 | \$111,200 | \$49,800 | \$61,400 | (\$4,150) | \$850 | \$883 |
| 71101 - CIVIL ENGINEER | \$117,810 | \$126,000 | \$0 | \$126,000 | (\$8,190) | \$935 | \$1,000 |
| 71201 - SURVEYING | \$86,184 | \$130,676 | \$31,500 | \$99,176 | (\$44,492) | \$684 | \$1,037 |
| 71151 - BLUEPRINTS | \$9,450 | \$15,750 | \$0 | \$15,750 | (\$6,300) | \$75 | \$125 |
| 71581 - BONDS | \$37,592 | \$33,709 | \$0 | \$33,709 | \$3,883 | \$298 | \$268 |
| 71710 - HOA/DRE COSTS | \$0 | \$41,200 | \$24,000 | \$17,200 | (\$41,200) | \$0 | \$327 |
| 71511 - PERMIT CHARGES | \$6,739 | \$126,439 | \$119,700 | \$6,739 | (\$119,700) | \$53 | \$1,003 |
| 71521 - DEV. IMPACT FEES | \$0 | \$900,193 | \$874,993 | \$25,200 | (\$900,193) | \$0 | \$7,144 |
| 71561 - PLAN CHECK/INSP. FEES | \$150,127 | \$126,041 | \$0 | \$126,041 | \$24,086 | \$1,191 | \$1,000 |
| 71563 - WATER/SEWER/STORM FEES | \$180,010 | \$906,258 | \$730,548 | \$175,710 | (\$726,248) | \$1,429 | \$7,193 |
| FEE CREDITS | \$0 | \$0 | \$0 | \$0 | \$0 | | |
| TOTAL CONSULTANTS & FEES | \$742,908 | \$2,579,125 | \$1,830,541 | \$748,584 | (\$1,836,217) | \$5,896 | \$20,469 |
| SITE CONSTRUCTION COSTS | | | | | | | |
| 72011 - SEDIMENT/EROSION CONTROL | \$52,900 | \$74,780 | \$25,200 | \$49,580 | (\$21,880) | \$420 | \$593 |
| 72016 - DEMOLITION & RELOC. | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 72031 - GRADING | \$461,813 | \$613,756 | \$63,000 | \$550,756 | (\$151,943) | \$3,665 | \$4,871 |
| TOTAL GRADING COSTS | \$514,713 | \$688,536 | \$88,200 | \$600,336 | (\$173,823) | \$4,085 | \$5,465 |
| TOTAL PIPELINE | | | | | | | |
| 72211 - SANITARY SEWER | \$219,512 | \$227,522 | \$6,000 | \$221,522 | (\$8,010) | \$1,742 | \$1,806 |
| 72221 - WATER SYSTEM | \$252,080 | \$252,090 | \$0 | \$252,090 | (\$10) | \$2,001 | \$2,001 |
| 72231 - STORM DRAIN | \$311,250 | \$311,250 | \$0 | \$311,250 | \$0 | \$2,470 | \$2,470 |
| TOTAL PIPELINE | \$782,842 | \$790,862 | \$6,000 | \$784,862 | (\$8,020) | \$6,213 | \$6,277 |
| 72261 - PUBLIC UTILITIES | \$585,527 | \$585,527 | \$44,100 | \$541,427 | \$0 | \$4,647 | \$4,647 |
| 72265 - UTILITY REFUNDS | \$370,900 | \$370,900 | \$0 | \$370,900 | \$0 | \$2,944 | \$2,944 |
| NET PUBLIC UTILITY COST | \$214,627 | \$214,627 | \$44,100 | \$170,527 | \$0 | \$1,703 | \$1,703 |
| TOTAL STREET IMPROVEMENTS | | | | | | | |
| 72331 - CONCRETE CURB IMP. | \$110,582 | \$110,582 | \$0 | \$110,582 | \$0 | \$878 | \$878 |
| 72421 - SIDEWALK/APPRONS | \$156,736 | \$156,736 | \$156,736 | \$0 | \$0 | \$1,244 | \$1,244 |
| 72541 - STREET PAVING | \$394,339 | \$405,275 | \$105,015 | \$300,260 | (\$10,936) | \$3,130 | \$3,216 |
| 72611 - SIGNS AND STRIPPING | \$7,900 | \$7,900 | \$0 | \$7,900 | \$0 | \$63 | \$63 |
| 72661 - STREET LIGHTS | \$45,600 | \$44,172 | \$0 | \$44,172 | \$1,428 | \$362 | \$351 |
| TOTAL STREET IMPROVEMENTS | \$715,157 | \$724,665 | \$261,751 | \$462,914 | (\$9,508) | \$5,676 | \$5,751 |
| TOTAL WALLS AND LANDSCAPE | | | | | | | |
| 72851 - WALLS AND FENCES | \$382,620 | \$351,960 | \$91,770 | \$260,190 | \$30,660 | \$3,037 | \$2,793 |
| 72821 - LANDSCAPING | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 72911 - COMMON AREA LANDSCAPE | \$131,845 | \$131,845 | \$0 | \$131,845 | \$0 | \$1,046 | \$1,046 |
| TOTAL WALLS AND LANDSCAPE | \$514,465 | \$483,805 | \$91,770 | \$392,035 | \$30,660 | \$4,083 | \$3,840 |
| TOTAL CONSTRUCTION COSTS | \$2,741,803 | \$2,902,494 | \$491,821 | \$2,410,673 | (\$160,691) | \$21,760 | \$23,036 |
| VARIABLE SITE COSTS | | | | | | | |
| 72961 - SITE TRASH CLEANUP | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 74301 - ACCEPTANCE REPAIRS | \$64,070 | \$64,070 | \$64,070 | \$0 | \$0 | \$508 | \$508 |
| 72991 - UTILITY BILLS | \$0 | \$900 | \$0 | \$900 | (\$900) | \$0 | \$7 |
| TOTAL VARIABLE COSTS | \$64,070 | \$64,970 | \$64,070 | \$900 | (\$900) | \$508 | \$516 |
| Indirect Contingency 5% | \$37,145 | \$128,956 | \$91,527 | \$37,429 | (\$91,811) | \$295 | \$1,023 |
| Direct Contingency 10% | \$280,587 | \$296,746 | \$55,589 | \$241,157 | (\$16,159) | \$2,227 | \$2,355 |
| 74990 - TOTAL CONTINGENCIES | \$317,733 | \$425,703 | \$147,116 | \$278,587 | (\$107,970) | \$2,522 | \$3,379 |
| MAJOR COSTS/OFFTRACT | | | | | | | |
| ***TOTAL LAND DEVELOPMENT*** | \$3,866,513 | \$5,972,291 | \$2,533,548 | \$3,438,744 | (\$2,105,778) | \$30,687 | \$47,399 |

Developers Research Indirect Contingency is 5%

Developers Research Direct Contingency is 10%

Any Company

Example

PROJECT NAME: Signal Hill

LOCATION: Any Town

TRACT NO: Any Tract

Existing Lots: 390

Proposed Lots 390

ACREAGE: 30.48

ESTIMATE PREPARED BY: Developers Research

DATE: Any Time

| DESCRIPTION | Any Company Development Cost Only | Developers Research Budget | Credit Budget | Developers Research Budget | Variance Development Costs Any Company less DR | Any Company Per DU Development Cost | DR Per DU Development |
|-------------------------------------|-----------------------------------|----------------------------|---------------------|----------------------------|--|-------------------------------------|-----------------------|
| CONSULTANTS & FEES | | | | | | | |
| 71141 - MISC. CONSULTANTS | \$238,040 | \$243,142 | \$0 | \$243,142 | (\$5,102) | \$610 | \$623 |
| 71031 - SOILS ENGINEER | \$222,875 | \$252,431 | \$135,000 | \$117,431 | (\$29,556) | \$571 | \$647 |
| 71101 - CIVIL ENGINEER | \$249,475 | \$248,400 | \$0 | \$248,400 | \$1,075 | \$640 | \$637 |
| 71201 - SURVEYING | \$196,650 | \$416,362 | \$328,500 | \$87,862 | (\$219,712) | \$504 | \$1,068 |
| 71151 - BLUEPRINTS | \$39,000 | \$48,750 | \$0 | \$48,750 | (\$9,750) | \$100 | \$125 |
| 71581 - BONDS | \$100,700 | \$72,541 | \$0 | \$72,541 | \$28,159 | \$258 | \$186 |
| 71710 - HOA/DRE COSTS | \$0 | \$55,400 | \$24,000 | \$31,400 | (\$55,400) | \$0 | \$142 |
| 71511 - PERMIT CHARGES | \$10,096 | \$322,117 | \$193,200 | \$128,917 | (\$312,022) | \$26 | \$826 |
| 71521 - DEV. IMPACT FEES | \$15,240 | \$2,820,092 | \$2,620,772 | \$199,320 | (\$2,804,852) | \$39 | \$7,231 |
| 71561 - PLAN CHECK/INSP. FEES | \$270,582 | \$254,336 | \$0 | \$254,336 | \$16,246 | \$694 | \$652 |
| 71563 - WATER/SEWER/STORM FEES | \$0 | \$3,507,674 | \$3,411,330 | \$96,344 | (\$3,507,674) | \$0 | \$8,994 |
| FEE CREDITS | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| TOTAL CONSULTANTS & FEES | \$1,342,658 | \$8,241,245 | \$6,712,802 | \$1,528,443 | (\$6,898,587) | \$3,443 | \$21,131 |
| SITE CONSTRUCTION COSTS | | | | | | | |
| 72011 - SEDIMENT/EROSION CONTROL | \$138,000 | \$241,500 | \$103,500 | \$138,000 | (\$103,500) | \$354 | \$619 |
| 72016 - DEMOLITION & RELOC. | \$0 | \$133,750 | \$0 | \$133,750 | (\$133,750) | \$0 | \$343 |
| 72031 - GRADING | \$709,812 | \$878,617 | \$103,500 | \$775,117 | (\$168,805) | \$1,820 | \$2,253 |
| TOTAL GRADING COSTS | \$847,812 | \$1,253,867 | \$207,000 | \$1,046,867 | (\$406,055) | \$2,174 | \$3,215 |
| TOTAL PIPELINE | | | | | | | |
| 72211 - SANITARY SEWER | \$976,610 | \$957,630 | \$957,630 | \$0 | \$18,980 | \$2,504 | \$2,455 |
| 72221 - WATER SYSTEM | \$545,270 | \$553,150 | \$553,150 | \$0 | (\$7,880) | \$1,398 | \$1,418 |
| 72231 - STORM DRAIN | \$151,000 | \$151,000 | \$151,000 | \$0 | \$0 | \$387 | \$387 |
| TOTAL PIPELINE | \$1,672,880 | \$1,661,780 | \$1,661,780 | \$0 | \$11,100 | \$4,289 | \$4,261 |
| 72261 - PUBLIC UTILITIES | \$348,766 | \$348,766 | \$348,766 | \$0 | \$0 | \$894 | \$894 |
| 72265 - UTILITY REFUNDS | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| NET PUBLIC UTILITY COST | \$348,766 | \$348,766 | \$348,766 | \$0 | \$0 | \$894 | \$894 |
| TOTAL STREET IMPROVEMENTS | | | | | | | |
| 72331 - CONCRETE CURB IMP. | \$238,140 | \$238,140 | \$238,140 | \$0 | \$0 | \$611 | \$611 |
| 72421 - SIDEWALK/APPRONS | \$80,720 | \$80,720 | \$80,720 | \$0 | \$0 | \$207 | \$207 |
| 72541 - STREET PAVING | \$352,002 | \$356,681 | \$356,681 | \$0 | (\$4,678) | \$903 | \$915 |
| 72611 - SIGNS AND STRIPPING | \$36,635 | \$176,635 | \$176,635 | \$0 | (\$140,000) | \$94 | \$453 |
| 72661 - STREET LIGHTS | \$39,300 | \$33,000 | \$33,000 | \$0 | \$6,300 | \$101 | \$85 |
| TOTAL STREET IMPROVEMENTS | \$746,797 | \$885,176 | \$885,176 | \$0 | (\$138,378) | \$1,915 | \$2,270 |
| TOTAL WALLS AND LANDSCAPE | | | | | | | |
| 72851 - WALLS AND FENCES | \$200,810 | \$200,810 | \$200,810 | \$0 | \$0 | \$515 | \$515 |
| 72821 - LANDSCAPING | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 72911 - COMMON AREA LANDSCAPE | \$2,354,271 | \$2,354,271 | \$2,354,271 | \$0 | \$0 | \$6,037 | \$6,037 |
| TOTAL WALLS AND LANDSCAPE | \$2,555,081 | \$2,555,081 | \$2,555,081 | \$0 | \$0 | \$6,551 | \$6,551 |
| TOTAL CONSTRUCTION COSTS | \$6,171,337 | \$6,704,670 | \$5,657,803 | \$1,046,867 | (\$533,333) | \$15,824 | \$17,191 |
| VARIABLE SITE COSTS | | | | | | | |
| 72961 - SITE TRASH CLEANUP | \$18,810 | \$18,810 | \$18,810 | \$0 | \$0 | \$48 | \$48 |
| 74301 - ACCEPTANCE REPAIRS | \$117,700 | \$150,958 | \$150,958 | \$0 | (\$33,258) | \$302 | \$387 |
| 72991 - UTILITY BILLS | \$0 | \$1,200 | \$0 | \$1,200 | (\$1,200) | \$0 | \$3 |
| TOTAL VARIABLE COSTS | \$136,510 | \$170,968 | \$169,768 | \$1,200 | (\$34,458) | \$350 | \$438 |
| Indirect Contingency 5% | \$67,133 | \$412,062 | \$335,640 | \$76,422 | (\$344,929) | \$172 | \$1,057 |
| Direct Contingency 10% | \$946,177 | \$687,564 | \$582,757 | \$104,807 | \$258,613 | \$2,426 | \$1,763 |
| 74990 - TOTAL CONTINGENCIES | \$1,013,310 | \$1,099,626 | \$918,397 | \$181,229 | (\$86,316) | \$2,598 | \$2,820 |
| MAJOR COSTS/OFFTRACT | | | | | | | |
| ***TOTAL LAND DEVELOPMENT*** | \$8,663,815 | \$16,216,509 | \$13,458,770 | \$2,757,739 | (\$7,552,694) | \$22,215 | \$41,581 |

Developers Research Indirect Contingency is 5%

Developers Research Direct Contingency is 10%

Any Company

Example

PROJECT NAME: Park Place

LOCATION: Any Town

TRACT NO: Any Tract

Existing Lots: 994

Proposed Lots 994

ACREAGE: 417.1

ESTIMATE PREPARED BY: Developers Research

DATE: Any Time

| DESCRIPTION | Any Company Development Cost Only | Developers Research Budget | Credit Budget | Developers Research Budget | Variance Development Costs Any Company less DR | Any Company Per DU Development Cost | DR Per DU Development |
|-------------------------------------|-----------------------------------|----------------------------|---------------------|----------------------------|--|-------------------------------------|-----------------------|
| CONSULTANTS & FEES | | | | | | | |
| 71141 - MISC. CONSULTANTS | \$500,000 | \$592,970 | \$0 | \$592,970 | (\$92,970) | \$503 | \$597 |
| 71031 - SOILS ENGINEER | \$1,348,600 | \$1,755,900 | \$359,900 | \$1,396,000 | (\$407,300) | \$1,357 | \$1,766 |
| 71101 - CIVIL ENGINEER | \$2,982,000 | \$2,982,000 | \$745,500 | \$2,236,500 | \$0 | \$3,000 | \$3,000 |
| 71201 - SURVEYING | \$1,466,150 | \$1,466,150 | \$397,600 | \$1,068,550 | \$0 | \$1,475 | \$1,475 |
| 71151 - BLUEPRINTS | \$248,500 | \$124,250 | \$0 | \$124,250 | \$124,250 | \$250 | \$125 |
| 71581 - BONDS | \$654,507 | \$706,825 | \$0 | \$706,825 | (\$52,318) | \$658 | \$711 |
| 71710 - HOA/DRE COSTS | \$0 | \$163,400 | \$120,000 | \$43,400 | (\$163,400) | \$0 | \$164 |
| 71511 - PERMIT CHARGES | \$2,076,133 | \$1,043,700 | \$0 | \$1,043,700 | \$1,032,433 | \$2,089 | \$1,050 |
| 71521 - DEV. IMPACT FEES | \$0 | \$14,369,042 | \$9,399,042 | \$4,970,000 | (\$14,369,042) | \$0 | \$14,456 |
| 71561 - PLAN CHECK/INSP. FEES | \$2,145,008 | \$1,252,035 | \$0 | \$1,252,035 | \$892,973 | \$2,158 | \$1,260 |
| 71563 - WATER/SEWER/STORM FEES | \$500 | \$7,866,022 | \$7,866,022 | \$0 | (\$7,865,522) | \$1 | \$7,914 |
| FEE CREDITS | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| TOTAL CONSULTANTS & FEES | \$11,421,398 | \$32,322,294 | \$18,888,064 | \$13,434,230 | (\$20,900,896) | \$11,490 | \$32,517 |
| SITE CONSTRUCTION COSTS | | | | | | | |
| 72011 - SEDIMENT/EROSION CONTROL | \$1,092,250 | \$1,092,250 | \$450,000 | \$642,250 | \$0 | \$1,099 | \$1,099 |
| 72016 - DEMOLITION & RELOC. | \$0 | \$30,000 | \$0 | \$0 | (\$30,000) | \$0 | \$30 |
| 72031 - GRADING | \$10,454,169 | \$10,968,843 | \$497,000 | \$10,471,843 | (\$514,674) | \$10,517 | \$11,035 |
| TOTAL GRADING COSTS | \$11,546,419 | \$12,091,093 | \$947,000 | \$11,144,093 | (\$544,674) | \$11,616 | \$12,164 |
| TOTAL PIPELINE | | | | | | | |
| 72211 - SANITARY SEWER | \$3,440,496 | \$3,564,635 | \$50,445 | \$3,514,190 | (\$124,139) | \$3,461 | \$3,586 |
| 72221 - WATER SYSTEM | \$2,779,566 | \$2,986,796 | \$69,475 | \$2,917,321 | (\$207,230) | \$2,796 | \$3,005 |
| 72231 - STORM DRAIN | \$1,791,623 | \$1,788,165 | \$11,400 | \$1,776,765 | \$3,458 | \$1,802 | \$1,799 |
| TOTAL PIPELINE | \$8,011,685 | \$8,339,596 | \$131,320 | \$8,208,276 | (\$327,912) | \$8,060 | \$8,390 |
| 72261 - PUBLIC UTILITIES | \$1,566,000 | \$1,205,340 | \$1,103,550 | \$101,790 | \$360,660 | \$1,575 | \$1,213 |
| 72265 - UTILITY REFUNDS | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| NET PUBLIC UTILITY COST | \$1,566,000 | \$1,205,340 | \$1,103,550 | \$101,790 | \$360,660 | \$1,575 | \$1,213 |
| 72331 - CONCRETE CURB IMP. | \$1,019,029 | \$1,019,029 | \$0 | \$1,019,029 | \$0 | \$1,025 | \$1,025 |
| 72421 - SIDEWALK/APRONS | \$1,028,724 | \$1,028,724 | \$1,028,724 | \$0 | \$0 | \$1,035 | \$1,035 |
| 72541 - STREET PAVING | \$5,328,402 | \$5,721,402 | \$646,345 | \$5,075,058 | (\$393,000) | \$5,361 | \$5,756 |
| 72611 - SIGNS AND STRIPPING | \$389,825 | \$389,825 | \$0 | \$389,825 | \$0 | \$392 | \$392 |
| 72661 - STREET LIGHTS | \$933,225 | \$584,775 | \$0 | \$584,775 | \$348,450 | \$939 | \$588 |
| TOTAL STREET IMPROVEMENTS | \$8,699,206 | \$8,743,756 | \$1,675,069 | \$7,068,687 | (\$44,550) | \$8,752 | \$8,797 |
| 72851 - WALLS AND FENCES | \$2,511,706 | \$2,686,706 | \$1,496,356 | \$1,190,350 | (\$175,000) | \$2,527 | \$2,703 |
| 72821 - LANDSCAPING | \$0 | \$0 | \$0 | \$0 | (\$0) | \$0 | \$0 |
| 72911 - COMMON AREA LANDSCAPE | \$6,757,193 | \$6,757,193 | \$150,833 | \$6,606,360 | \$0 | \$6,798 | \$6,798 |
| TOTAL WALLS AND LANDSCAPE | \$9,268,899 | \$9,443,899 | \$1,647,189 | \$7,796,710 | (\$175,000) | | |
| TOTAL CONSTRUCTION COSTS | \$39,092,208 | \$39,823,683 | \$5,504,127 | \$34,319,556 | (\$731,476) | \$39,328 | \$40,064 |
| VARIABLE SITE COSTS | | | | | | | |
| 72961 - SITE TRASH CLEANUP | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 74301 - ACCEPTANCE REPAIRS | \$659,551 | \$662,437 | \$662,437 | \$0 | (\$2,886) | \$664 | \$666 |
| 72991 - UTILITY BILLS | \$0 | \$2,400 | \$0 | \$2,400 | (\$2,400) | \$0 | \$2 |
| TOTAL VARIABLE COSTS | \$659,551 | \$664,837 | \$662,437 | \$2,400 | (\$5,286) | \$664 | \$669 |
| Indirect Contingency 5% | \$571,070 | \$1,616,115 | \$944,403 | \$671,712 | (\$1,045,045) | \$575 | \$1,626 |
| Direct Contingency 10% | \$5,962,764 | \$4,048,852 | \$616,656 | \$3,432,196 | \$1,913,912 | \$5,999 | \$4,073 |
| 74990 - TOTAL CONTINGENCIES | \$6,533,834 | \$5,664,967 | \$1,561,060 | \$4,103,907 | \$868,867 | \$6,573 | \$5,699 |
| MAJOR COSTS/OFFTRACT | | | | | \$0 | \$0 | \$0 |
| | | | | | \$0 | | |
| ***TOTAL LAND DEVELOPMENT*** | \$57,706,990 | \$78,475,781 | \$26,615,688 | \$51,860,093 | (\$20,768,791) | \$58,055 | \$78,949 |

Developers Research Indirect Contingency is 5%

Developers Research Direct Contingency is 10%

Any Company

Example

PROJECT NAME: Forest Estates

LOCATION: Any Town

TRACT NO: Any Tract

Existing Lots: 154

Proposed Lots 154

ACREAGE: 37.95

ESTIMATE PREPARED BY: Developers Research

DATE: Any Time

| DESCRIPTION | Any Company Development Cost Only | Developers Research Budget | Credit Budget | Developers Research Budget | Variance Development Costs Any Company less DR | Any Company Per DU Development Cost | DR Per DU Development |
|-------------------------------------|-----------------------------------|----------------------------|--------------------|----------------------------|--|-------------------------------------|-----------------------|
| CONSULTANTS & FEES | | | | | | | |
| 71141 - MISC. CONSULTANTS | \$17,858 | \$47,850 | \$0 | \$47,850 | (\$29,992) | \$116 | \$311 |
| 71031 - SOILS ENGINEER | \$31,950 | \$96,053 | \$61,600 | \$34,453 | (\$64,103) | \$207 | \$624 |
| 71101 - CIVIL ENGINEER | \$101,640 | \$101,640 | \$0 | \$101,640 | \$0 | \$660 | \$660 |
| 71201 - SURVEYING | \$87,780 | \$131,670 | \$43,120 | \$88,550 | (\$43,890) | \$570 | \$855 |
| 71151 - BLUEPRINTS | \$11,550 | \$11,550 | \$0 | \$11,550 | \$0 | \$75 | \$75 |
| 71581 - BONDS | \$31,454 | \$26,741 | \$0 | \$26,741 | \$4,713 | \$204 | \$174 |
| 71710 - HOA/DRE COSTS | \$0 | \$41,200 | \$24,000 | \$17,200 | (\$41,200) | \$0 | \$268 |
| 71511 - PERMIT CHARGES | \$6,100 | \$391,100 | \$0 | \$391,100 | (\$385,000) | \$40 | \$2,540 |
| 71521 - DEV. IMPACT FEES | \$7,700 | \$1,499,265 | \$1,491,565 | \$7,700 | (\$1,491,565) | \$50 | \$9,735 |
| 71561 - PLAN CHECK/INSP. FEES | \$89,024 | \$94,453 | \$0 | \$94,453 | (\$5,429) | \$578 | \$613 |
| 71563 - WATER/SEWER/STORM FEES | \$56,830 | \$1,473,938 | \$1,473,938 | \$0 | (\$1,417,108) | \$369 | \$9,571 |
| FEE CREDITS | \$0 | (\$751,432) | (\$751,432) | \$0 | \$751,432 | \$0 | (\$4,879) |
| TOTAL CONSULTANTS & FEES | \$441,886 | \$3,164,027 | \$2,342,791 | \$821,236 | (\$2,722,141) | \$2,869 | \$20,546 |
| SITE CONSTRUCTION COSTS | | | | | | | |
| 72011 - SEDIMENT/EROSION CONTROL | \$30,800 | \$77,000 | \$77,000 | \$0 | (\$46,200) | \$200 | \$500 |
| 72016 - DEMOLITION & RELOC. | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 72031 - GRADING | \$0 | \$84,700 | \$77,000 | \$7,700 | (\$84,700) | \$0 | \$550 |
| TOTAL GRADING COSTS | \$30,800 | \$161,700 | \$154,000 | \$7,700 | (\$130,900) | \$200 | \$1,050 |
| TOTAL PIPELINE | | | | | | | |
| 72211 - SANITARY SEWER | \$259,732 | \$266,910 | \$0 | \$266,910 | (\$7,178) | \$1,687 | \$1,733 |
| 72221 - WATER SYSTEM | \$298,775 | \$279,510 | \$5,200 | \$274,310 | \$19,265 | \$1,940 | \$1,815 |
| 72231 - STORM DRAIN | \$123,176 | \$125,176 | \$0 | \$125,176 | (\$2,000) | \$800 | \$813 |
| TOTAL PIPELINE | \$681,683 | \$671,596 | \$5,200 | \$666,396 | \$10,087 | \$4,427 | \$4,361 |
| 72261 - PUBLIC UTILITIES | \$158,386 | \$415,409 | \$57,750 | \$357,659 | (\$257,023) | \$1,028 | \$2,697 |
| 72265 - UTILITY REFUNDS | \$0 | \$130,438 | \$0 | \$130,438 | (\$130,438) | \$0 | \$847 |
| NET PUBLIC UTILITY COST | \$158,386 | \$284,971 | \$57,750 | \$227,221 | (\$126,585) | \$1,028 | \$1,850 |
| TOTAL STREET IMPROVEMENTS | | | | | | | |
| 72331 - CONCRETE CURB IMP. | \$129,697 | \$136,073 | \$0 | \$136,073 | (\$6,376) | \$842 | \$884 |
| 72421 - SIDEWALK/APPRONS | \$162,792 | \$162,792 | \$162,792 | \$0 | \$0 | \$1,057 | \$1,057 |
| 72541 - STREET PAVING | \$383,082 | \$376,072 | \$14,350 | \$361,722 | \$7,010 | \$2,488 | \$2,442 |
| 72611 - SIGNS AND STRIPPING | \$6,920 | \$6,875 | \$0 | \$6,875 | \$45 | \$45 | \$45 |
| 72661 - STREET LIGHTS | \$39,480 | \$29,392 | \$0 | \$29,392 | \$10,088 | \$256 | \$191 |
| TOTAL STREET IMPROVEMENTS | \$721,972 | \$711,204 | \$177,142 | \$534,062 | \$10,768 | \$4,688 | \$4,618 |
| TOTAL WALLS AND LANDSCAPE | | | | | | | |
| 72851 - WALLS AND FENCES | \$197,760 | \$233,760 | \$49,560 | \$184,200 | (\$36,000) | \$1,284 | \$1,518 |
| 72821 - LANDSCAPING | \$0 | \$50,400 | \$0 | \$50,400 | (\$50,400) | \$0 | \$327 |
| 72911 - COMMON AREA LANDSCAPE | \$16,490 | \$231,000 | \$0 | \$231,000 | (\$214,510) | \$107 | \$1,500 |
| TOTAL WALLS AND LANDSCAPE | \$214,250 | \$515,160 | \$49,560 | \$465,600 | (\$300,910) | | |
| TOTAL CONSTRUCTION COSTS | \$1,807,091 | \$2,344,631 | \$443,652 | \$1,900,979 | (\$537,540) | \$11,734 | \$15,225 |
| VARIABLE SITE COSTS | | | | | | | |
| 72961 - SITE TRASH CLEANUP | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 74301 - ACCEPTANCE REPAIRS | \$75,046 | \$75,046 | \$75,046 | \$0 | \$0 | \$487 | \$487 |
| 72991 - UTILITY BILLS | \$0 | \$9,619 | \$0 | \$9,619 | (\$9,619) | \$0 | \$62 |
| TOTAL VARIABLE COSTS | \$75,046 | \$84,665 | \$75,046 | \$9,619 | (\$9,619) | \$487 | \$550 |
| Indirect Contingency 5% | \$22,094 | \$158,201 | \$117,140 | \$41,062 | (\$136,107) | \$143 | \$1,027 |
| Direct Contingency 10% | \$282,321 | \$242,930 | \$51,870 | \$191,060 | \$39,391 | \$1,833 | \$1,577 |
| 74990 - TOTAL CONTINGENCIES | \$304,415 | \$401,131 | \$169,009 | \$232,122 | (\$96,716) | \$1,977 | \$2,605 |
| MAJOR COSTS/OFFTRACT | | | | | | \$0 | \$0 |
| ***TOTAL LAND DEVELOPMENT*** | \$2,628,438 | \$5,994,455 | \$3,030,498 | \$2,963,956 | (\$3,366,017) | \$17,068 | \$38,925 |

Developers Research Indirect Contingency is 5%

Developers Research Direct Contingency is 10%

Any Company

Example

PROJECT NAME: Barnwood

LOCATION: Any Town

TRACT NO: Any Tract

Existing Lots: 446

Proposed Lots: 446

ACREAGE: 105

ESTIMATE PREPARED BY: Developers Research

DATE: Any Time

| DESCRIPTION | Any Company Development Cost Only | Developers Research Budget | Credit Budget | Developers Research Budget | Variance Development Costs - Any Company less DR | Any Company Per DU Development Cost | DR Per DU Development |
|--|-----------------------------------|----------------------------|--------------------|----------------------------|--|-------------------------------------|-----------------------|
| CONSULTANTS & FEES | | | | | | | |
| 71141 - MISC. CONSULTANTS | \$190,000 | \$284,750 | \$0 | \$284,750 | (\$94,750) | \$426 | \$638 |
| 71031 - SOILS ENGINEER | \$584,513 | \$569,450 | \$89,200 | \$480,250 | \$15,063 | \$1,311 | \$1,277 |
| 71101 - CIVIL ENGINEER | \$719,000 | \$1,035,295 | \$334,500 | \$700,795 | (\$316,295) | \$1,612 | \$2,321 |
| 71201 - SURVEYING | \$546,350 | \$546,350 | \$156,100 | \$390,250 | \$0 | \$1,225 | \$1,225 |
| 71151 - BLUEPRINTS | \$44,600 | \$55,750 | \$0 | \$55,750 | (\$11,150) | \$100 | \$125 |
| 71581 - BONDS | \$186,650 | \$151,640 | \$0 | \$151,640 | \$35,010 | \$418 | \$340 |
| 71710 - HOA/DRE COSTS | \$0 | \$55,400 | \$24,000 | \$31,400 | (\$55,400) | \$0 | \$124 |
| 71511 - PERMIT CHARGES | \$240,572 | \$676,670 | \$0 | \$676,670 | (\$436,098) | \$539 | \$1,517 |
| 71521 - DEV. IMPACT FEES | \$25 | \$4,448,754 | \$4,426,454 | \$22,300 | (\$4,448,729) | \$0 | \$9,975 |
| 71561 - PLAN CHECK/INSP. FEES | \$538,395 | \$838,017 | \$0 | \$838,017 | (\$299,623) | \$1,207 | \$1,879 |
| 71563 - WATER/SEWER/STORM FEES | \$150,518 | \$2,308,914 | \$2,306,914 | \$2,000 | (\$2,158,396) | \$337 | \$5,177 |
| FEE CREDITS | (\$81,918) | (\$721,026) | (\$598,026) | (\$123,000) | \$639,108 | (\$184) | (\$1,617) |
| TOTAL CONSULTANTS & FEES | \$3,118,704 | \$10,249,965 | \$6,739,142 | \$3,510,822 | (\$7,131,261) | \$6,993 | \$22,982 |
| SITE CONSTRUCTION COSTS | | | | | | | |
| 72011 - SEDIMENT/EROSION CONTROL | \$470,250 | \$470,250 | \$280,000 | \$190,250 | \$0 | \$1,054 | \$1,054 |
| 72016 - DEMOLITION & RELOC. | \$10,000 | \$10,000 | \$0 | \$10,000 | \$0 | \$22 | \$22 |
| 72031 - GRADING | \$2,750,625 | \$3,299,354 | \$223,000 | \$3,076,354 | (\$548,729) | \$6,167 | \$7,398 |
| TOTAL GRADING COSTS | \$3,230,875 | \$3,779,604 | \$503,000 | \$3,276,604 | (\$548,729) | \$7,244 | \$8,474 |
| TOTAL PIPELINE | | | | | | | |
| 72211 - SANITARY SEWER | \$767,413 | \$768,753 | \$19,095 | \$749,658 | (\$1,340) | \$1,721 | \$1,724 |
| 72221 - WATER SYSTEM | \$778,133 | \$784,823 | \$16,625 | \$768,198 | (\$6,690) | \$1,745 | \$1,760 |
| 72231 - STORM DRAIN | \$458,038 | \$459,338 | \$2,850 | \$456,488 | (\$1,300) | \$1,027 | \$1,030 |
| TOTAL PIPELINE | \$2,003,583 | \$2,012,913 | \$38,570 | \$1,974,343 | (\$9,330) | \$4,492 | \$4,513 |
| 72261 - PUBLIC UTILITIES | \$457,650 | \$1,024,657 | \$252,318 | \$772,339 | (\$567,007) | \$1,026 | \$2,297 |
| 72265 - UTILITY REFUNDS | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| NET PUBLIC UTILITY COST | \$457,650 | \$1,024,657 | \$252,318 | \$772,339 | (\$567,007) | \$1,026 | \$2,297 |
| TOTAL STREET IMPROVEMENTS | | | | | | | |
| 72331 - CONCRETE CURB IMP. | \$322,361 | \$322,361 | \$0 | \$322,361 | \$0 | \$723 | \$723 |
| 72421 - SIDEWALK/APPRONS | \$338,940 | \$437,935 | \$437,935 | \$0 | (\$98,995) | \$760 | \$982 |
| 72541 - STREET PAVING | \$1,229,147 | \$1,146,787 | \$244,268 | \$902,519 | \$82,360 | \$2,756 | \$2,571 |
| 72611 - SIGNS AND STRIPPING | \$198,400 | \$198,400 | \$0 | \$198,400 | \$0 | \$445 | \$445 |
| 72661 - STREET LIGHTS | \$459,850 | \$288,150 | \$0 | \$288,150 | \$171,700 | \$1,031 | \$646 |
| TOTAL STREET IMPROVEMENTS | \$2,548,697 | \$2,393,632 | \$682,202 | \$1,711,430 | \$155,065 | \$5,715 | \$5,367 |
| TOTAL WALLS AND LANDSCAPE | | | | | | | |
| 72851 - WALLS AND FENCES | \$860,243 | \$930,243 | \$400,000 | \$530,243 | (\$70,000) | \$1,929 | \$2,086 |
| 72821 - LANDSCAPING | \$1,077,394 | \$1,261,341 | \$0 | \$1,261,341 | (\$183,948) | \$2,416 | \$2,828 |
| 72911 - COMMON AREA LANDSCAPE | \$225,000 | \$1,563,000 | \$0 | \$1,563,000 | (\$1,338,000) | \$504 | \$3,504 |
| TOTAL WALLS AND LANDSCAPE | \$2,162,636 | \$3,754,584 | \$400,000 | \$3,354,584 | (\$1,591,948) | \$4,849 | \$8,418 |
| TOTAL CONSTRUCTION COSTS | \$10,403,441 | \$12,965,389 | \$1,876,090 | \$11,089,299 | (\$2,561,948) | \$23,326 | \$29,070 |
| VARIABLE SITE COSTS | | | | | | | |
| 72961 - SITE TRASH CLEANUP | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 74301 - ACCEPTANCE REPAIRS | \$232,300 | \$264,922 | \$264,922 | \$0 | (\$32,622) | \$521 | \$594 |
| 72991 - UTILITY BILLS | \$0 | \$61,200 | \$0 | \$61,200 | (\$61,200) | \$0 | \$137 |
| TOTAL VARIABLE COSTS | \$232,300 | \$326,122 | \$264,922 | \$61,200 | (\$93,822) | \$521 | \$731 |
| Indirect Contingency 5% | \$155,935 | \$512,498 | \$336,957 | \$175,541 | (\$356,563) | \$350 | \$1,149 |
| Direct Contingency 10% | \$1,063,574 | \$1,329,151 | \$214,101 | \$1,115,050 | (\$265,577) | \$2,385 | \$2,980 |
| 74990 - TOTAL CONTINGENCIES | \$1,219,509 | \$1,841,649 | \$551,058 | \$1,290,591 | (\$622,140) | \$2,734 | \$4,129 |
| MAJOR COSTS/OFFTRACT | | | | | | | |
| Based on Pete Savello's Estimate Dated December 31, 2000 | | | | | | \$0 | \$0 |
| ***TOTAL LAND DEVELOPMENT*** | \$14,973,955 | \$25,383,126 | \$9,431,213 | \$15,951,913 | (\$10,409,171) | \$33,574 | \$56,913 |

Developers Research Indirect Contingency is 5%

Developers Research Direct Contingency is 10%

Any Company

Example

PROJECT NAME: Beach Front

LOCATION: Any Town

TRACT NO: Any Tract

Existing Lots: 918

Proposed Lots 918

ACREAGE: 190.35

ESTIMATE PREPARED BY: Developers Research

DATE: Any Time

| DESCRIPTION | Any Company Development Cost Only | Developers Research Budget | Credit Budget | Developers Research Budget | Variance Development Costs - Any Company less DR | Any Company Per DU Development Cost | DR Per DU Development |
|-------------------------------------|-----------------------------------|----------------------------|---------------------|----------------------------|--|-------------------------------------|-----------------------|
| CONSULTANTS & FEES | | | | | | | |
| 71141 - MISC. CONSULTANTS | \$426,538 | \$449,310 | \$0 | \$449,310 | (\$22,772) | \$465 | \$489 |
| 71031 - SOILS ENGINEER | \$560,500 | \$1,301,236 | \$732,800 | \$568,436 | (\$740,736) | \$1,436 | \$1,417 |
| 71101 - CIVIL ENGINEER | \$1,268,250 | \$1,374,000 | \$0 | \$1,374,000 | (\$105,750) | \$1,657 | \$1,497 |
| 71201 - SURVEYING | \$1,255,824 | \$1,787,700 | \$688,500 | \$1,099,200 | (\$531,876) | \$2,223 | \$1,947 |
| 71151 - BLUEPRINTS | \$183,600 | \$114,750 | \$0 | \$114,750 | \$68,850 | \$200 | \$125 |
| 71581 - BONDS | \$240,700 | \$222,720 | \$0 | \$222,720 | \$17,980 | \$262 | \$243 |
| 71710 - HOA/DRE COSTS | \$0 | \$67,400 | \$24,000 | \$43,400 | (\$67,400) | \$0 | \$73 |
| 71511 - PERMIT CHARGES | \$201,745 | \$2,242,895 | \$0 | \$2,242,895 | (\$2,041,150) | \$2,293 | \$2,443 |
| 71521 - DEV. IMPACT FEES | \$260,290 | \$8,419,128 | \$8,182,878 | \$236,250 | (\$8,158,838) | \$9,197 | \$9,171 |
| 71561 - PLAN CHECK/INSP. FEES | \$485,196 | \$630,943 | \$0 | \$630,943 | (\$145,748) | \$529 | \$687 |
| 71563 - WATER/SEWER/STORM FEES | \$0 | \$8,208,930 | \$8,113,458 | \$95,472 | (\$8,208,930) | \$8,942 | \$8,942 |
| FEE CREDITS | (\$2,481,354) | (\$2,481,354) | (\$2,481,354) | \$0 | \$0 | (\$2,703) | (\$2,703) |
| TOTAL CONSULTANTS & FEES | \$2,401,289 | \$22,337,659 | \$15,260,282 | \$7,077,377 | (\$19,936,370) | \$24,500 | \$24,333 |
| SITE CONSTRUCTION COSTS | | | | | | | |
| 72011 - SEDIMENT/EROSION CONTROL | \$329,500 | \$559,000 | \$183,600 | \$375,400 | (\$229,500) | \$609 | \$609 |
| 72016 - DEMOLITION & RELOC. | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 72031 - GRADING | \$3,023,858 | \$4,684,364 | \$458,000 | \$4,226,364 | (\$1,660,505) | \$3,894 | \$5,103 |
| TOTAL GRADING COSTS | \$3,353,358 | \$5,243,364 | \$641,600 | \$4,601,764 | (\$1,890,005) | \$4,503 | \$5,712 |
| TOTAL PIPELINE | | | | | | | |
| 72211 - SANITARY SEWER | \$1,260,450 | \$1,250,580 | \$28,500 | \$1,222,080 | \$9,870 | \$1,373 | \$1,362 |
| 72221 - WATER SYSTEM | \$1,440,850 | \$1,445,470 | \$36,575 | \$1,408,895 | (\$4,620) | \$1,570 | \$1,575 |
| 72231 - STORM DRAIN | \$1,339,868 | \$1,340,310 | \$0 | \$1,340,310 | (\$442) | \$1,460 | \$1,460 |
| TOTAL PIPELINE | \$4,041,168 | \$4,036,360 | \$65,075 | \$3,971,285 | \$4,808 | \$4,402 | \$4,397 |
| 72261 - PUBLIC UTILITIES | \$2,017,739 | \$2,040,689 | \$344,250 | \$1,696,439 | (\$22,950) | \$2,198 | \$2,223 |
| 72265 - UTILITY REFUNDS | \$701,116 | \$701,116 | \$0 | \$701,116 | \$0 | \$764 | \$764 |
| NET PUBLIC UTILITY COST | \$1,316,623 | \$1,339,573 | \$344,250 | \$995,323 | (\$22,950) | \$1,434 | \$1,459 |
| TOTAL STREET IMPROVEMENTS | | | | | | | |
| 72331 - CONCRETE CURB IMP. | \$722,583 | \$709,569 | \$0 | \$709,569 | \$13,014 | \$787 | \$773 |
| 72421 - SIDEWALK/APPRONS | \$700,857 | \$753,525 | \$753,525 | \$0 | (\$52,668) | \$763 | \$821 |
| 72541 - STREET PAVING | \$1,494,395 | \$1,476,757 | \$352,923 | \$1,123,834 | \$17,638 | \$1,628 | \$1,609 |
| 72611 - SIGNS AND STRIPPING | \$781,750 | \$741,675 | \$0 | \$741,675 | \$40,075 | \$852 | \$808 |
| 72661 - STREET LIGHTS | \$211,500 | \$176,000 | \$0 | \$176,000 | \$35,500 | \$230 | \$192 |
| TOTAL STREET IMPROVEMENTS | \$3,911,085 | \$3,857,525 | \$1,106,448 | \$2,751,077 | \$53,559 | \$4,260 | \$4,202 |
| TOTAL WALLS AND LANDSCAPE | | | | | | | |
| 72851 - WALLS AND FENCES | \$1,694,757 | \$1,740,755 | \$1,045,222 | \$695,533 | (\$45,998) | \$1,846 | \$1,896 |
| 72821 - LANDSCAPING | \$210,126 | \$210,126 | \$29,094 | \$181,031 | \$0 | \$229 | \$229 |
| 72911 - COMMON AREA LANDSCAPE | \$746,967 | \$1,793,267 | \$61,600 | \$1,731,666 | (\$1,046,300) | \$814 | \$1,953 |
| TOTAL WALLS AND LANDSCAPE | \$2,651,849 | \$3,744,147 | \$1,135,916 | \$2,608,231 | (\$1,092,298) | \$2,889 | \$4,079 |
| TOTAL CONSTRUCTION COSTS | \$15,274,083 | \$18,220,969 | \$3,293,290 | \$14,927,680 | (\$2,946,886) | \$17,488 | \$19,849 |
| VARIABLE SITE COSTS | | | | | | | |
| 72961 - SITE TRASH CLEANUP | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 74301 - ACCEPTANCE REPAIRS | \$586,000 | \$586,020 | \$586,020 | \$0 | (\$20) | \$638 | \$638 |
| 72991 - UTILITY BILLS | \$0 | \$57,600 | \$0 | \$57,600 | (\$57,600) | \$0 | \$63 |
| TOTAL VARIABLE COSTS | \$586,000 | \$643,620 | \$586,020 | \$57,600 | (\$57,620) | \$638 | \$701 |
| 74990 - TOTAL CONTINGENCIES | \$120,064 | \$1,116,883 | \$763,014 | \$353,869 | (\$996,818) | \$131 | \$1,217 |
| | \$1,586,008 | \$1,886,459 | \$387,931 | \$1,498,528 | (\$300,451) | \$1,728 | \$2,055 |
| MAJOR COSTS/OFFTRACT | \$1,706,073 | \$3,003,342 | \$1,150,945 | \$1,852,397 | (\$1,297,269) | \$1,858 | \$3,272 |
| BACKBONE INFRASTRUCTURE | \$14,230,278 | \$14,230,278 | \$0 | \$14,230,278 | \$0 | \$15,501 | \$15,501 |
| ***TOTAL LAND DEVELOPMENT*** | \$34,197,723 | \$58,435,868 | \$20,290,537 | \$38,145,331 | (\$24,238,145) | \$60,204 | \$63,656 |

Developers Research Indirect Contingency is 5%

Developers Research Direct Contingency is 10%

Any Company

Example

PROJECT NAME: Dream Home

LOCATION: Any Town

TRACT NO: Any Tract

Existing Lots: 229

Proposed Lots 229

ACREAGE: 24.04

ESTIMATE PREPARED BY: Developers Research

DATE: Any Time

| DESCRIPTION | Any Company Development Cost Only | Developers Research Budget | Credit Budget | Developers Research Budget | Variance Development Costs - Any Company less DR | Any Company Per DU Development Cost | DR Per DU Development |
|-------------------------------------|-----------------------------------|----------------------------|--------------------|----------------------------|--|-------------------------------------|-----------------------|
| CONSULTANTS & FEES | | | | | | | |
| 71141 - MISC. CONSULTANTS | \$234,900 | \$251,100 | \$0 | \$251,100 | (\$16,200) | \$1,026 | \$1,097 |
| 71031 - SOILS ENGINEER | \$138,200 | \$193,500 | \$68,250 | \$125,250 | (\$55,300) | \$603 | \$845 |
| 71101 - CIVIL ENGINEER | \$176,100 | \$297,700 | \$0 | \$297,700 | (\$121,600) | \$769 | \$1,300 |
| 71201 - SURVEYING | \$128,300 | \$244,600 | \$0 | \$244,600 | (\$116,300) | \$560 | \$1,068 |
| 71151 - BLUEPRINTS | \$11,300 | \$28,625 | \$0 | \$28,625 | (\$17,325) | \$49 | \$125 |
| 71581 - BONDS | \$108,300 | \$78,739 | \$0 | \$78,739 | \$29,561 | \$473 | \$344 |
| 71710 - HOA/DRE COSTS | \$0 | \$41,200 | \$24,000 | \$17,200 | (\$41,200) | \$0 | \$180 |
| 71511 - PERMIT CHARGES | \$20,400 | \$250,893 | \$0 | \$250,893 | (\$230,493) | \$89 | \$1,096 |
| 71521 - DEV. IMPACT FEES | \$24,000 | \$2,264,532 | \$2,229,042 | \$35,490 | (\$2,240,532) | \$105 | \$9,889 |
| 71561 - PLAN CHECK/INSP. FEES | \$141,700 | \$247,350 | \$0 | \$247,350 | (\$105,650) | \$619 | \$1,080 |
| 71563 - WATER/SEWER/STORM FEES | \$0 | \$2,047,762 | \$2,023,946 | \$23,816 | (\$2,047,762) | \$0 | \$8,942 |
| FEE CREDITS | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| TOTAL CONSULTANTS & FEES | \$983,200 | \$5,946,001 | \$4,345,238 | \$1,600,763 | (\$4,962,801) | \$4,293 | \$25,965 |
| SITE CONSTRUCTION COSTS | | | | | | | |
| 72011 - SEDIMENT/EROSION CONTROL | \$67,500 | \$137,400 | \$0 | \$137,400 | (\$69,900) | \$295 | \$600 |
| 72016 - DEMOLITION & RELOC. | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 72031 - GRADING | \$404,500 | \$765,394 | \$114,500 | \$650,894 | (\$360,894) | \$1,766 | \$3,342 |
| TOTAL GRADING COSTS | \$472,000 | \$902,794 | \$114,500 | \$788,294 | (\$430,794) | \$2,061 | \$3,942 |
| TOTAL PIPELINE | | | | | | | |
| 72211 - SANITARY SEWER | \$222,075 | \$244,020 | \$4,800 | \$239,220 | (\$21,945) | \$970 | \$1,066 |
| 72221 - WATER SYSTEM | \$301,995 | \$293,995 | \$12,075 | \$281,920 | \$8,000 | \$1,319 | \$1,284 |
| 72231 - STORM DRAIN | \$121,250 | \$386,000 | \$0 | \$386,000 | (\$264,750) | \$529 | \$1,686 |
| TOTAL PIPELINE | \$645,320 | \$924,015 | \$16,875 | \$907,140 | (\$278,695) | \$2,818 | \$4,035 |
| 72261 - PUBLIC UTILITIES | \$361,946 | \$361,946 | \$0 | \$361,946 | \$0 | \$1,581 | \$1,581 |
| 72265 - UTILITY REFUNDS | \$111,600 | \$111,570 | \$0 | \$111,570 | \$30 | \$487 | \$487 |
| NET PUBLIC UTILITY COST | \$250,346 | \$250,375 | \$0 | \$250,375 | (\$30) | \$1,093 | \$1,093 |
| 72331 - CONCRETE CURB IMP. | \$164,409 | \$164,409 | \$0 | \$164,409 | \$0 | \$718 | \$718 |
| 72421 - SIDEWALK/APPRONS | \$150,723 | \$150,723 | \$150,723 | \$0 | \$0 | \$658 | \$658 |
| 72541 - STREET PAVING | \$209,966 | \$212,637 | \$21,646 | \$190,991 | (\$2,671) | \$917 | \$929 |
| 72611 - SIGNS AND STRIPPING | \$40,090 | \$44,099 | \$0 | \$44,099 | (\$4,009) | \$175 | \$193 |
| 72661 - STREET LIGHTS | \$33,840 | \$33,000 | \$0 | \$33,000 | \$840 | \$148 | \$144 |
| TOTAL STREET IMPROVEMENTS | \$599,028 | \$604,868 | \$172,369 | \$432,499 | (\$5,840) | \$2,616 | \$2,641 |
| 72851 - WALLS AND FENCES | \$182,800 | \$182,750 | \$0 | \$182,750 | \$50 | \$798 | \$798 |
| 72821 - LANDSCAPING | \$458,000 | \$458,000 | \$0 | \$458,000 | \$0 | \$2,000 | \$2,000 |
| 72911 - COMMON AREA LANDSCAPE | \$3,409,400 | \$3,409,400 | \$0 | \$3,409,400 | \$0 | \$14,888 | \$14,888 |
| TOTAL WALLS AND LANDSCAPE | \$4,050,200 | \$4,050,150 | \$0 | \$4,050,150 | \$50 | \$17,686 | \$17,686 |
| TOTAL CONSTRUCTION COSTS | \$6,016,894 | \$6,732,203 | \$303,744 | \$6,428,459 | (\$715,309) | \$26,275 | \$29,398 |
| VARIABLE SITE COSTS | | | | | | | |
| 72961 - SITE TRASH CLEANUP | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 74301 - ACCEPTANCE REPAIRS | \$94,600 | \$94,573 | \$94,573 | \$0 | \$27 | \$413 | \$413 |
| 72991 - UTILITY BILLS | \$0 | \$10,800 | \$0 | \$10,800 | (\$10,800) | \$0 | \$47 |
| TOTAL VARIABLE COSTS | \$94,600 | \$105,373 | \$94,573 | \$10,800 | (\$10,773) | \$413 | \$460 |
| Indirect Contingency 5% | \$49,160 | \$297,300 | \$217,262 | \$80,038 | (\$248,140) | \$215 | \$1,298 |
| Direct Contingency 10% | \$611,149 | \$683,758 | \$39,832 | \$643,926 | (\$72,608) | \$2,669 | \$2,986 |
| 74990 - TOTAL CONTINGENCIES | \$660,309 | \$981,058 | \$257,094 | \$723,964 | (\$320,748) | \$2,883 | \$4,284 |
| MAJOR COSTS/OFFTRACT | | | | | | | |
| 0 | | | | | | \$0 | \$0 |
| ***TOTAL LAND DEVELOPMENT*** | \$7,755,003 | \$13,764,634 | \$5,000,649 | \$8,763,985 | (\$6,009,631) | \$33,865 | \$60,108 |

Developers Research Indirect Contingency is 5%

Developers Research Direct Contingency is 10%