

**Sample Feasibility
Buildout Profit Summary**

Buildout Profit Summary	Mixed Use Alternative 1			Mixed Use Alternative 2			Mixed Use Alternative 3			Medical Office Alternative			
	Total Costs	Per Unit	Per SF	Total Costs	Per Unit	Per SF	Total Costs	Per Unit	Per SF	Total Costs	Per Unit	Per SF	
Number Of Units	30	30		40	40		88	88		1	1		
Unit Size	1,010	1,010		1,010	1,010		910	910		0	0		
Total Residential Square Feet	30,300	30,300		40,400	40,400		80,080	80,080		0	0		
Buildable Commercial Square Feet	16,260	16,260		6,160	6,160		37,630	37,630		97,500	97,500		
Total Buildable Square Feet	46,560			46,560			117,710			97,500			
Home Sales Price	\$606,000	\$606,000	\$13.02	\$606,000	\$606,000	13.0154639	\$546,000	\$546,000	\$4.64	\$0	\$0	\$0.00	
Total Residential Sales Lot Value	\$18,180,000	\$606,000	\$390.46	\$24,240,000	\$606,000	\$520.62	\$48,048,000	\$546,000	\$408.19	\$0	\$0	\$0.00	
Profit from Production Home Upgrades	\$909,000	\$30,300	\$19.52	\$1,212,000	\$30,300	\$26.03	\$2,402,400	\$27,300	\$20.41	\$0	\$0	\$0.00	
Retail Sales Value	\$1,755,600	\$58,520	\$37.71	\$1,755,600	\$43,890	\$37.71	\$5,024,550	\$57,097	\$42.69	\$0	\$0	\$0.00	
Office Sales Value	\$2,878,500	\$95,950	\$61.82	\$0	\$0	\$0.00	\$5,700,000	\$64,773	\$48.42	\$0	\$0	\$0.00	
Medical Sales Value	\$0	\$0	\$0.00	\$0	\$0	\$0.00	\$0	\$0	\$0.00	\$66,690,000	\$66,690,000	\$684.00	
Total Project Sales	\$23,723,100	\$790,770	\$509.52	\$27,207,600	\$680,190	\$584.36	\$61,174,950	\$695,170	\$519.71	\$66,690,000	\$66,690,000	\$684.00	
Sales Commissions	3.0%	(\$711,700)	(\$23,723)	(\$15.29)	(\$816,200)	(\$20,405)	(\$17.53)	(\$1,835,200)	(\$20,855)	(\$15.59)	(\$2,000,700)	(\$2,000,700)	(\$20.52)
Total Revenues	\$23,011,400	\$767,047	\$494.23	\$26,391,400	\$659,785	\$566.83	\$59,339,750	\$674,315	\$504.12	\$64,689,300	\$64,689,300	\$663.48	
Lot Improvement Indirect Costs													
Consultant Fees and Services	\$626,500	\$20,883	\$13.46	\$626,500	\$15,663	\$13.46	\$928,500	\$10,551	\$7.89	\$911,500	\$911,500	\$9.35	
Planning Fees, Deposits, Permits	\$89,055	\$2,968	\$1.91	\$95,555	\$2,389	\$2.05	\$376,255	\$4,276	\$3.20	\$407,055	\$407,055	\$4.17	
Impact Fees	\$26,565	\$886	\$0.57	\$31,540	\$789	\$0.68	\$75,408	\$857	\$0.64	\$25,125	\$25,125	\$0.26	
Bonds	\$23,104	\$770	\$0.50	\$23,104	\$578	\$0.50	\$31,704	\$360	\$0.27	\$31,704	\$31,704	\$0.33	
Indirect Cost Contingency	5.0%	\$38,300	\$1,277	\$0.82	\$38,800	\$970	\$0.83	\$70,600	\$802	\$0.60	\$68,769	\$68,769	\$0.71
Lot Improvement Indirect Costs	\$803,524	\$26,784	\$17.26	\$815,499	\$20,387	\$17.52	\$1,482,466	\$16,846	\$12.59	\$1,444,153	\$1,444,153	\$14.81	
Lot Improvement Direct Costs													
Site Preparation	\$15,000	\$500	\$0.32	\$15,000	\$375	\$0.32	\$15,000	\$170	\$0.13	\$15,000	\$15,000	\$0.15	
Rough Grading	\$180,000	\$6,000	\$3.87	\$180,000	\$4,500	\$3.87	\$770,000	\$8,750	\$6.54	\$770,000	\$770,000	\$7.90	
Erosion Control	\$60,898	\$2,030	\$1.31	\$60,898	\$1,522	\$1.31	\$60,898	\$692	\$0.52	\$60,898	\$60,898	\$0.62	
Storm Drain System	\$185,000	\$6,167	\$3.97	\$185,000	\$4,625	\$3.97	\$185,000	\$2,102	\$1.57	\$185,000	\$185,000	\$1.90	
Sanitary Sewer System	\$135,000	\$4,500	\$2.90	\$135,000	\$3,375	\$2.90	\$135,000	\$1,534	\$1.15	\$135,000	\$135,000	\$1.38	
Water Distribution System	\$150,000	\$5,000	\$3.22	\$150,000	\$3,750	\$3.22	\$150,000	\$1,705	\$1.27	\$150,000	\$150,000	\$1.54	
Street Improvements - Concrete	\$120,200	\$4,007	\$2.58	\$120,200	\$3,005	\$2.58	\$120,200	\$1,366	\$1.02	\$120,200	\$120,200	\$1.23	
Street Improvements - Asphalt	\$235,000	\$7,833	\$5.05	\$235,000	\$5,875	\$5.05	\$75,000	\$852	\$0.64	\$75,000	\$75,000	\$0.77	
Landscaping	\$150,000	\$5,000	\$3.22	\$150,000	\$3,750	\$3.22	\$150,000	\$1,705	\$1.27	\$150,000	\$150,000	\$1.54	
Common Costs	\$75,000	\$2,500	\$1.61	\$75,000	\$1,875	\$1.61	\$75,000	\$852	\$0.64	\$75,000	\$75,000	\$0.77	
Podium Costs	\$0	\$0	\$0.00	\$0	\$0	\$0.00	\$4,560,000	\$51,818	\$38.74	\$5,820,000	\$5,820,000	\$59.69	
Repairs for Bond Release	\$23,960	\$799	\$0.51	\$23,960	\$599	\$0.51	\$19,160	\$218	\$0.16	\$19,160	\$19,160	\$0.20	
Dry Utilities	\$90,000	\$3,000	\$1.93	\$120,000	\$3,000	\$2.58	\$264,000	\$3,000	\$2.24	\$500,000	\$500,000	\$5.13	
Direct Cost Contingency	11.1%	\$160,000	\$5,333	\$3.44	\$163,000	\$4,075	\$3.50	\$734,900	\$8,351	\$6.24	\$884,526	\$884,526	\$9.07
Lot Improvement Direct Costs	\$1,580,058	\$52,669	\$33.94	\$1,613,058	\$40,326	\$34.64	\$7,314,158	\$83,115	\$62.14	\$8,959,784	\$8,959,784	\$91.90	
Total Lot Improvement Costs	\$2,383,582	\$79,453	\$51.19	\$2,428,557	\$60,714	\$52.16	\$8,796,624	\$99,962	\$74.73	\$10,403,937	\$10,403,937	\$106.71	
Structure Construction Costs													
Building Permits	\$58,000	\$1,933	\$1.25	\$58,000	\$1,450	\$1.25	\$147,000	\$1,670	\$1.25	\$146,250	\$146,250	\$1.50	
Direct Construction - Homes	\$3,787,500	\$126,250	\$125.00	\$5,050,000	\$126,250	\$125.00	\$10,010,000	\$113,750	\$125.00	\$0	\$0	\$0.00	
Direct Construction - Commercial	\$2,032,500	\$67,750	\$125.00	\$770,000	\$19,250	\$125.00	\$4,703,750	\$53,452	\$125.00	\$14,625,000	\$14,625,000	\$150.00	
Total Direct Construction Costs	\$5,878,000	\$195,933	\$126.25	\$5,878,000	\$146,950	\$126.25	\$14,860,750	\$168,872	\$126.25	\$14,771,250	\$14,771,250	\$151.50	
Indirect Construction Costs													
Architecture	\$372,000	\$12,400	\$7.99	\$372,000	\$9,300	\$7.99	\$942,000	\$10,705	\$8.00	\$780,000	\$780,000	\$8.00	
Sales & Marketing	\$534,000	\$17,800	\$11.47	\$612,000	\$15,300	\$13.14	\$1,376,000	\$15,636	\$11.69	\$1,501,000	\$1,501,000	\$15.39	
Advertising	\$474,000	\$15,800	\$10.18	\$544,000	\$13,600	\$11.68	\$1,223,000	\$13,898	\$10.39	\$1,334,000	\$1,334,000	\$13.68	
Warranty	\$237,000	\$7,900	\$5.09	\$272,000	\$6,800	\$5.84	\$612,000	\$6,955	\$5.20	\$667,000	\$667,000	\$6.84	
Overall Project Contingency - Buildout	\$474,500	\$15,817	\$10.19	\$544,200	\$13,605	\$11.69	\$1,223,500	\$13,903	\$10.39	\$1,333,800	\$1,333,800	\$13.68	
Total Indirect Construction Costs	\$2,091,500	\$69,717	\$44.92	\$2,344,200	\$58,605	\$50.35	\$5,376,500	\$61,097	\$45.68	\$5,615,800	\$5,615,800	\$57.60	
Financing Costs													
Construction Loan Interest	8.0%	\$1,450,000	\$48,333	\$31.14	\$1,821,000	\$45,525	\$39.11	\$4,005,000	\$45,511	\$34.02	\$3,687,000	\$3,687,000	\$37.82
Construction Loan Fee	1.0%	\$173,000	\$5,767	\$3.72	\$198,000	\$4,950	\$4.25	\$445,000	\$5,057	\$3.78	\$485,000	\$485,000	\$4.97
Property Taxes	1.05%	\$456,365	\$15,212	\$9.80	\$45,638	\$1,141	\$0.98	\$45,638	\$519	\$0.39	\$45,638	\$45,638	\$0.47
General And Administrative Expenses	3.0%	\$690,000	\$23,000	\$14.82	\$792,000	\$19,800	\$17.01	\$1,780,000	\$20,227	\$15.12	\$1,941,000	\$1,941,000	\$19.91
Total Finance Costs	\$2,769,365	\$92,312	\$59.48	\$2,856,638	\$71,416	\$61.35	\$6,275,638	\$71,314	\$53.31	\$6,158,638	\$6,158,638	\$63.17	
Total Project Costs	\$13,122,447	\$437,415	\$281.84	\$13,507,395	\$337,685	\$290.11	\$35,309,512	\$401,244	\$299.97	\$36,949,625	\$36,949,625	\$378.97	
Projected Buildout Profit	\$9,888,953	\$329,632	\$212.39	\$12,884,005	\$322,100	\$276.72	\$24,030,238	\$273,071	\$204.15	\$27,739,675	\$27,739,675	\$284.51	
Builder Profit	8.0%	\$1,898,000	\$63,267	\$40.76	\$2,177,000	\$54,425	\$46.76	\$4,894,000	\$55,614	\$41.58	\$5,335,000	\$5,335,000	\$54.72
Land Residual Value	\$7,990,953	\$266,365	\$171.63	\$10,707,005	\$267,675	\$229.96	\$19,136,238	\$217,457	\$162.57	\$22,404,675	\$22,404,675	\$229.79	