

200 Rental Units

Serramonte Vistas

Total Site Size 4.88 Acres Density 41 units/ac
0 SF

Unit Type	Quantity	Ratio	AVG. Liveable Unit Area	Total Liveable Unit Area	Trended Average Monthly Rent per unit	Gross Rents/Mo.	Gross Rent per sq. ft.	Current Mkt. Rents
Residential								
1Bed/1Bath	64	32%	738	47,232	\$ 2,245	\$143,680	\$3.04	\$ 1,995
1Bed/1Bath	9	5%	840	7,560	\$ 2,535	\$22,815	\$3.02	\$ 2,250
2Bed/2Bath	80	40%	1,054	84,320	\$ 2,905	\$232,400	\$2.76	\$ 2,580
2Bed/2Bath + Den	20	10%	1,140	22,800	\$ 3,245	\$64,900	\$2.85	\$ 2,895
3Bed/2Bath	27	14%	1,598	43,146	\$ 3,940	\$106,380	\$2.47	\$ 3,500
Total/Average	200	100%	1,025	205,058	\$2,851	\$570,175	\$2.78	\$ 2,534

Proposed Units/Acre 41

Residential Lease Income	Driver		
Net Rental Space	205,058	net liveable square feet	
Gross Annual Rents	\$ 33.37	per net s.f./year	\$6,842,100
Parking Income	\$ 50.00	per mo. For 75 spaces	\$45,000
Additional Income (pets & unit premiums)	1.10%	of gross annual rents	\$75,263
Less			
Vacancies	5.00%	of gross rents	\$342,105
Effective Gross Annual Income			\$6,620,258
Operating Expenses			
Property Management Fee	3%	of EGI	\$198,608
Property Taxes	1.12%	of Const Cost + Land	\$726,242
Other Operating Expenses	\$ 3,550.00	per unit	\$710,000
Total Expenses			\$1,634,850
Net Operating Income			\$4,985,408
Gross Sales Price (Based on Market Cap)	6.0%		\$83,090,137

Return on Total Cost 6.32%

*Rents Trended @ 3% through 3 years construction and one year of rent-up

Project Costs	Driver	Cost	% of Total Cost	Per Unit	Per Net S.F.	
Land Costs						
Acquisition Value - Residential	\$50,000	per unit	\$10,000,000	13.56%	\$50,000	\$48.77
Title/Closing	0.25%	of purchase price	\$25,000	0.03%	\$125	\$0.12
Entitlement Processing		completed	\$0	0.00%	\$0	\$0.00
Bonding	0.00%	of site improvements	\$0	0.00%	\$0	\$0.00
Site Improvements	\$43,525	per unit	\$8,705,000	11.80%	\$43,525	\$42.45
Final Map Fees	\$0	Incl. in Municipal Fees	\$0	0.00%	\$0	\$0.00
Utility Deposits	\$0	Incl. in Municipal Fees	\$0	0.00%	\$0	\$0.00
TOTAL LAND COSTS			\$18,730,000	25.39%	\$93,650	\$91.34
Construction Costs						
Direct Construction (Residential)	\$225.00	per net s.f. residential	\$46,138,050	62.55%	\$230,690	\$225.00
Parking Garage Podium Construction	\$0	Incl. in Direct Construction	\$0	0.00%	\$0	\$0.00
Landscape	\$0	Incl. in Direct Construction	\$0	0.00%	\$0	\$0.00
Building Permits/School Fees/Park Fees/Municipal Fees		From Fee Sheet	\$3,350,000	4.54%	\$16,750	\$16.34
Architecture/Engineering (Working Drawings)	\$0	Remaining	\$2,848,090	3.86%	\$14,240	\$13.89
Direct Supervision	\$0	Incl. in Direct Construction	\$0	0.00%	\$0	\$0.00
Construction Overhead	\$0	Incl. in Direct Construction	\$0	0.00%	\$0	\$0.00
Contingency	0.00%	Incl. in Direct Construction	\$0	0.00%	\$0	\$0.00
TOTAL CONSTRUCTION COSTS			\$52,336,140	70.95%	\$261,681	\$255.23
Soft/Indirect Costs						
Developer Overhead	0.50%	of gross sale proceeds	\$415,451	0.56%	\$2,077	\$2.03
Property Taxes	0.00%	Calculated	\$560,000	0.76%	\$2,800	\$2.73
Insurance	0.40%	of gross sales proceeds	\$332,361	0.45%	\$1,662	\$1.62
Course of Construction (Fire & Liability)	0.21%	of construction costs	\$109,906	0.15%	\$550	\$0.54
Marketing	0.25%	of gross sale proceeds	\$207,725	0.28%	\$1,039	\$1.01
Models	\$35,000	3 total no. of models	\$105,000	0.14%	\$525	\$0.51
Model Maintenance	\$625	per plan type/year	\$7,500	0.01%	\$38	\$0.04
Legal & Accounting	\$500	per unit	\$100,000	0.14%	\$500	\$0.49
Security/Maintenance	\$250	per unit	\$50,000	0.07%	\$250	\$0.25
Organization Fee	0.07%	of gross sale proceeds	\$58,163	0.08%	\$291	\$0.28
Loan Fee	0.75%	of gross sale proceeds	\$623,176	0.84%	\$3,116	\$3.04
Contingency	5.00%	of all indirects	\$128,464	0.17%	\$642	\$0.63
TOTAL SOFT/INDIRECT COSTS			\$2,697,746	3.66%	\$13,489	\$13.16
INCLUSIONARY HOUSING FEE	0.00%	no inclusionary required	\$0	0.00%	\$0	\$0.00
Project Contingency	0.00%	Of total Costs	\$0	0.00%	\$0	\$0.00
TOTAL COST BEFORE FINANCING			\$73,763,886	100%	\$368,819	\$359.72

Total Project Timeline 36.00 Months

Disposition/Price Sensitivity Analysis	-10%	-5%	BASELINE	+5%	+10%
Gross Sales - Multi-Family Units	74,781,123	78,935,630	83,090,137	87,244,643	91,399,150
Total Gross Sales	\$ 74,781,123	\$ 78,935,630	\$ 83,090,137	\$ 87,244,643	\$ 91,399,150
Less Closing Costs					
Leasing	0.25%	(186,953)	(197,339)	(207,725)	(218,112)
Title/Closing fees	0.00%	0	0	0	0
Total Net Sales Proceeds Before Financing	\$ 74,594,170	\$ 78,738,291	\$ 82,882,411	\$ 87,026,532	\$ 91,170,652
Total Acquisition & Dev. Cost Before Financing	(73,763,886)	(73,763,886)	(73,763,886)	(73,763,886)	(73,763,886)
Total Profit on Project Before Financing	830,284	4,974,405	9,118,526	13,262,646	17,406,767
Land & Const. Period Interest (% of Net Proceeds)	6.00%	(4,475,650)	(4,724,297)	(5,221,592)	(5,470,239)
Net Profit After Financing	\$ (3,645,366)	\$ 250,108	\$ 4,145,581	\$ 8,041,054	\$ 11,936,528
Profit Margin on Cost	-5%	0%	6%	11%	16%
Profit Margin on Total Net Proceeds	-5%	0%	5%	9%	13%

All-In Cost \$ 78,944,556