

70 Condo Units

Serramonte Vistas

Total Site Size 1.44 Acres
62,726 SF

Density 41 units/ac

Unit Type	Quantity	Ratio	AVG. Liveable Unit Area	Total Liveable Unit Area	Average Sales Price	Gross Sales Price	Gross Price per sq. ft.	Gross Margin per unit type
Residential								
1Bed/1Bath	32	46%	800	25,600	\$415,000	\$13,280,000	\$518.75	\$107,220
2Bed/2Bath	28	40%	1,050	29,400	\$520,000	\$14,560,000	\$495.24	\$116,039
3Bed/2Bath	3	4%	1,300	3,900	\$639,000	\$1,917,000	\$491.54	\$138,858
Inclusionary	7	10%	979	6,850	\$285,000	\$1,995,000	\$291.24	(\$91,480)
Total/Average	70	100%	939	65,750	\$453,600	\$31,752,000	\$482.92	

*Prices reflect current market prices as of 3/25/09 (untrended)

Proposed Units/Acre 49

Project Costs	Driver	Cost	% of Total Cost	Per Unit	Per Net S.F.
Land Costs					
Acquisition Value - Residential	\$45,000	per approved paper lot	\$3,150,000	12.45%	\$45,000
Title/Closing	0.25%	of purchase price	\$7,875	0.03%	\$113
Entitlement Processing		completed	\$0	0.00%	\$0
Bonding	0.00%	of site improvements	\$0	0.00%	\$0
Site Improvements	\$59,306	per unit	\$4,151,428	16.41%	\$59,306
Final Map Fees	\$0	per unit	\$0	0.00%	\$0
Utility Deposits	\$0	per unit	\$0	0.00%	\$0
TOTAL LAND COSTS			\$7,309,303	28.90%	\$104,419
Construction Costs					
Direct Construction (Residential)	\$213.49	Max. Bid - per net s.f.	\$14,175,574	56.04%	\$202,508
Parking Garage Podium Construction	\$0.00	Incl. in Direct Const. Bid	\$0	0.00%	\$0
Landscape	\$0	Incl. in Direct Const. Bid	\$0	0.00%	\$0
Building Permits/School Fees/Park Fees		From Fee Sheet	\$1,100,000	4.35%	\$15,714
Architecture/Engineering (Working Drawings)	\$0	Remaining	\$996,000	3.94%	\$14,229
Direct Supervision	\$0	Incl. in Direct Const. Bid	\$0	0.00%	\$0
Construction Overhead	\$0	Incl. in Direct Const. Bid	\$0	0.00%	\$0
Contingency	0.00%	Incl. in Direct Const. Bid	\$0	0.00%	\$0
TOTAL CONSTRUCTION COSTS			\$16,271,574	64.33%	\$232,451
Soft/Indirect Costs					
Developer Overhead	1.00%	of gross sale proceeds	\$317,520	1.26%	\$4,536
Property Taxes	0.00%	Calculated	\$66,000	0.26%	\$943
Insurance	1.25%	of gross sales proceeds	\$396,900	1.57%	\$5,670
Course of Construction (Fire & Liability)	0.21%	of construction costs	\$34,170	0.14%	\$488
HOA Subsidy	\$1,000	per unit	\$70,000	0.28%	\$1,000
Marketing	0.75%	of gross sale proceeds	\$238,140	0.94%	\$3,402
Models	\$35,000	2 total no. of models	\$70,000	0.28%	\$1,000
Model Maintenance	\$1,875	per plan type/year	\$22,500	0.09%	\$321
Home Warranty Program	\$1,000	per unit	\$70,000	0.28%	\$1,000
Legal & Accounting	\$1,250	per unit	\$87,500	0.35%	\$1,250
Organization Fee	0.07%	of gross sale proceeds	\$22,226	0.09%	\$318
Loan Fee	0.75%	of gross sale proceeds	\$238,140	0.94%	\$3,402
Contingency	5.00%	of all indirects	\$81,655	0.32%	\$1,166
TOTAL SOFT/INDIRECT COSTS			\$1,714,752	6.78%	\$24,496
INCLUSIONARY HOUSING FEE	80.00%	no inclusionary required	\$0	0.00%	\$0
TOTAL COST BEFORE FINANCING			\$25,295,628	100%	\$361,366

Site Costs/Lot \$59,306
Impr. Cost/Ac. \$2,882,936

Total Project Timeline 36.00 Months

Disposition/Price Sensitivity Analysis	-10%	-5%	BASELINE	+5%	+10%
Gross Sales - Residential	28,576,800	30,164,400	31,752,000	33,339,600	34,927,200
Unit Premiums	4.5%	1,285,956	1,357,398	1,428,840	1,571,724
Total Gross Sales	\$ 29,862,756	\$ 31,521,798	\$ 33,180,840	\$ 34,839,882	\$ 36,498,924
Less Closing Costs					
Cost of sale (Brokerage)	2.25%	(671,912)	(709,240)	(746,569)	(821,226)
Title/Closing Fees	0.25%	(74,657)	(78,804)	(82,952)	(91,247)
Total Net Sales Proceeds Before Financing	\$ 29,116,187	\$ 30,733,753	\$ 32,351,319	\$ 33,968,885	\$ 35,586,451
Total Acquisition & Dev. Cost Before Financing	(25,295,628)	(25,295,628)	(25,295,628)	(25,295,628)	(25,295,628)
Total Profit on Project Before Financing	3,820,559	5,438,125	7,055,691	8,673,257	10,290,823
Land & Const. Period Interest (Calculated from Cash Flow Int.)*	6.94%	(2,020,663)	(2,132,922)	(2,245,182)	(2,469,700)
Net Profit After Financing	\$ 1,799,895	\$ 3,305,202	\$ 4,810,509	\$ 6,315,816	\$ 7,821,123
Profit Margin on Cost	7%	13%	19%	25%	31%
Profit Margin on Total Net Proceeds	6%	11%	15%	19%	22%