



	Total Costs	Per Unit	4 Units
<b>(a) Site Acquisition</b>	<b>\$339,000</b>	<b>\$42,375</b>	<b>\$339,000</b>
<b>Hard Costs:</b>			
Earth Work	\$325,000	\$40,625	\$211,250
Site Utilities	\$100,000	\$12,500	\$65,000
Roads & Walks	\$50,000	\$6,250	\$32,500
Site Improvement	\$10,000	\$1,250	\$10,000
Lawns & Planting	\$50,000	\$6,250	\$50,000
Demolition	\$15,000	\$1,875	\$15,000
Unusual Site Conditions	\$0	\$0	\$0
<b>(b) Total Site Work</b>	<b>\$550,000</b>	<b>\$68,750</b>	<b>\$383,750</b>
Concrete	\$100,000	\$12,500	\$50,000
Masonry	\$0	\$0	\$0
Metals	\$0	\$0	\$0
Carpentry	\$650,000	\$81,250	\$325,000
Roofing & Insulation	\$140,000	\$17,500	\$70,000
Doors & Windows	\$140,000	\$17,500	\$70,000
Interior Finishes	\$400,000	\$50,000	\$200,000
Cabinets & Appliances	\$170,000	\$21,250	\$85,000
Plumbing & HVAC	\$185,000	\$23,125	\$92,500
Electrical	\$100,000	\$12,500	\$50,000
<b>(c) Total Construction</b>	<b>\$1,885,000</b>	<b>\$235,625</b>	<b>\$942,500</b>
<b>(d) General Conditions</b>	<b>\$18,850</b>	<b>\$2,356</b>	<b>\$9,425</b>
<b>(e) Subtotal Hard Costs (a+b+c+d)</b>	<b>\$2,792,850</b>	<b>\$349,106</b>	<b>\$1,674,675</b>
<b>(f) Contingency</b>	<b>\$69,821</b>	<b>\$8,728</b>	<b>\$41,867</b>
<b>(g) Total Hard Costs (e+f)</b>	<b>\$2,862,671</b>	<b>\$357,834</b>	<b>\$1,716,542</b>

<b>Soft Costs:</b>			
Permits/Surveys	\$85,000	\$10,625	\$55,250
Architectural	\$20,000	\$2,500	\$10,000
Engineering	\$35,000	\$4,375	\$22,750
Legal	\$20,000	\$2,500	\$13,000
Bond Premium	\$500	\$63	\$500
Real Estate Taxes	\$20,000	\$2,500	\$20,000
Insurance	\$10,000	\$1,250	\$6,500
Security	\$0	\$0	\$0
Developer's Overhead	\$32,000	\$4,000	\$16,000
General Contractor's Overhead	\$37,700	\$4,713	\$18,850
Construction Manager	\$113,100	\$14,138	\$56,550
Property Manager	\$0	\$0	\$0
Construction Interest	\$50,000	\$6,250	\$32,500
Financing/Application Fees	\$15,000	\$1,875	\$15,000
Utilities	\$5,000	\$625	\$2,500
Maintenance (unsold units)	\$1,000	\$125	\$500
Accounting	\$5,000	\$625	\$5,000
Marketing	\$192,012	\$24,001	\$96,006
<b>(h) Subtotal Soft Costs</b>	<b>\$641,312</b>	<b>\$80,164</b>	<b>\$370,906</b>
<b>(i) Contingency</b>	<b>\$16,033</b>	<b>\$2,004</b>	<b>\$9,273</b>
<b>(j) Total Soft Costs (h+i)</b>	<b>\$657,344</b>	<b>\$82,168</b>	<b>\$380,178</b>
<b>(k) Total Development Costs (g+j)</b>	<b>\$3,520,016</b>	<b>\$440,002</b>	<b>\$2,096,720</b>

Affordable Projected Sales	\$400,400	\$200,200
Market Sales	\$3,599,994	\$1,799,997
Public Grants	\$0	\$0
<b>(A) Total Sources</b>	<b>\$4,000,394</b>	<b>\$2,000,197</b>

Construction Contract Amount	\$3,520,016	\$2,096,720
<b>(B) Total Development Costs</b>	<b>\$3,520,016</b>	<b>\$2,096,720</b>

<b>(C) Total Profit (A-B)</b>	<b>\$480,378</b>	<b>-\$96,523</b>
<b>(D) Percentage Profit (C/B)</b>	<b>13.65%</b>	<b>-4.60%</b>