

Project Name				
Developer				
Date				
SOURCES & USES OF FUNDS				
SOURCES OF FUNDS				
Equity				% of total project costs
Developer Equity	\$			%
Other Equity	\$			%
Total Equity	\$			%
Loans		Rate	Term	
Construction Financing	\$	%	mos	
Permanent Financing	\$	%	yrs	%
Government Assistance	\$			%
Other	\$			%
TOTAL SOURCES OF FUNDS	\$			100%
USES OF FUNDS				
				\$ per SF of building area
Land Acquisition	\$			\$
Demolition	\$			\$
Site Clearance & Preparation	\$			\$
Soft Costs/Fees	\$			\$
Soft Cost Contingency	\$			\$
Hard Construction Costs	\$			\$

DETAILED PRO FORMA (must correspond to line items for Uses of Funds on previous page)				
Land Acquisition	\$			
Demolition	\$			
Site Clearance & Preparation				
Infrastructure	\$			
Utilities/removal	\$			
Utilities/relocation	\$			
Utilities/installation	\$			
Hazardous Materials Removal	\$			
Other	\$			
Total Site Clearance & Prep				
Soft Costs/Fees				
Project Management(%)	\$			
General Contractor(%)	\$			
Architect/Engineer(%)	\$			
Developer Fee(%)	\$			
Appraisal	\$			
Soil Testing	\$			
Environmental Testing	\$			
Market Study	\$			
Legal/Accounting	\$			
Insurance	\$			
Title/Recording/Transfer	\$			
Building Permit	\$			
Mortgage Fees	\$			
Construction Interest	\$			
Commissions	\$			
Marketing	\$			
Real Estate Taxes	\$			
Other Taxes	\$			
Other	\$			
Sub-total Soft Costs/Fees	\$			
Soft Cost Contingency	\$			

REVENUE PROJECTIONS - RENTAL PROJECT		Year 1	Year 2	>>> Year 11
INCOME	<u>Square Feet</u>	<u>Rent per SF (or avg)</u>		
Commercial Rent	\$	\$	\$	
Commercial Expense Recoveries	\$	\$	\$	
Residential Rent - market reate units	\$	\$	\$	
Residential Rent - affordable units	\$	\$	\$	
Parking Revenue (per space)	\$	\$	\$	
Other Revenue		\$	\$	
Gross Potential Income		\$	\$	
Commercial Vacancy		% \$	\$	
Residential Vacancy		% \$	\$	
EFFECTIVE GROSS INCOME (EGI)		\$	\$	
EXPENSES				
Maintenance & Repairs		\$	\$	
Real Estate Taxes		\$	\$	
Insurance		\$	\$	
Management Fees		\$	\$	
Professional Fees		\$	\$	
Other Expense		\$	\$	
Other Expense		\$	\$	
Total Expenses		\$	\$	
NET OPERATING INCOME (NOI)		\$	\$	
Capital Expenses (reserves, tenant improvements, commissions)		\$	\$	
Debt Service		\$	\$	
NET CASH FLOW (before depreciation)		\$	\$	
REVERSION IN YEAR 10				
Year 11 NOI before Debt & Capital Expenses	\$			
Capitalization Rate		%		
Gross Reversion	\$			

REVENUE PROJECTIONS - FOR SALE PROJECT			
GROSS SALES REVENUE			
Housing Units:	<u>Unit Type*</u>	<u>Number</u>	<u>Price</u>
		\$	\$
		\$	\$
		\$	\$
		\$	\$
		\$	\$
		\$	\$
		\$	\$
		\$	\$
		\$	\$
Total Housing Sales:			\$
*Indicate affordable units			
Housing Unit Upgrades			\$
Parking Spaces:			
	<u>Type</u>	<u>Number</u>	<u>Price</u>
		\$	\$
		\$	\$
Total Parking Sales			\$
Commercial Space:			
	<u>Unit Type</u>	<u>Size - SF</u>	<u>Price per SF</u>
		\$	\$
		\$	\$
Total Commerical Sales:			\$
TOTAL GROSS SALES REVENUE			
COSTS OF SALES			
Commissions		%	\$
Marketing		%	\$
Closing		%	\$
Other Costs			\$
TOTAL COST OF SALES			
NET SALES REVENUE			