

	A	B	C	D	F
2	<b>Project Name</b>				
3	<b>Developer</b>				
4	<b>Date</b>				
5					
6	<b>SOURCES &amp; USES OF FUNDS</b>				
7	<b>SOURCES OF FUNDS</b>				
8					
9	<b>Equity</b>				<b>% of total project costs</b>
10	Developer Equity	\$			%
11	Other Equity	\$			%
12					
13	<b>Total Equity</b>	\$			%
14					
15	<b>Loans</b>		<b>Rate</b>	<b>Term</b>	
16	Construction Financing	\$	%	mos	
17	Permanent Financing	\$	%	yrs	%
18					
19	<b>Government Assistance</b>	\$			%
20					
21	<b>Other</b>	\$			%
22					
23					
24	<b>TOTAL SOURCES OF FUNDS</b>	\$			100%
25					
26	<b>USES OF FUNDS</b>				
27					<b>\$ per SF of building area</b>
28	<b>Land Acquisition</b>	\$			\$
29	<b>Demolition</b>	\$			\$
30	<b>Site Clearance &amp; Preparation</b>	\$			\$
31	<b>Soft Costs/Fees</b>	\$			\$
32	<b>Soft Cost Contingency</b>	\$			\$
33	<b>Hard Construction Costs</b>	\$			\$

	A	B	C	D	F
34	<b>DETAILED PRO FORMA (must correspond to line items for Uses of Funds on previous page)</b>				
35	<b>Land Acquisition</b>	\$			
36	<b>Demolition</b>	\$			
37	<b>Site Clearance &amp; Preparation</b>				
38	Infrastructure	\$			
39	Utilities/removal	\$			
40	Utilities/relocation	\$			
41	Utilities/installation	\$			
42	Hazardous Materials Removal	\$			
43	Other	\$			
44	<b>Total Site Clearance &amp; Prep</b>				
45	<b>Soft Costs/Fees</b>				
46	Project Management(     %)	\$			
47	General Contractor(     %)	\$			
48	Architect/Engineer(     %)	\$			
49	Developer Fee(     %)	\$			
50	Appraisal	\$			
51	Soil Testing	\$			
52	Environmental Testing	\$			
53	Market Study	\$			
54	Legal/Accounting	\$			
55	Insurance	\$			
56	Title/Recording/Transfer	\$			
57	Building Permit	\$			
58	Mortgage Fees	\$			
59	Construction Interest	\$			
60	Commissions	\$			
61	Marketing	\$			
62	Real Estate Taxes	\$			
63	Other Taxes	\$			
64	Other	\$			
65	<b>Sub-total Soft Costs/Fees</b>	\$			
66	Soft Cost Contingency	\$			

	A	B	C	D	F
67	<b>REVENUE PROJECTIONS - RENTAL PROJECT</b>		<b>Year 1</b>	<b>Year 2</b>	<b>&gt;&gt;&gt; Year 11</b>
68	<b>INCOME</b>	<u>Square Feet</u>	<u>Rent per SF (or avg)</u>		
69	Commercial Rent	\$	\$	\$	
70	Commercial Expense Recoveries	\$	\$	\$	
71	Residential Rent - market reate units	\$	\$	\$	
72	Residential Rent - affordable units	\$	\$	\$	
73	Parking Revenue (per space)	\$	\$	\$	
74	Other Revenue		\$	\$	
75	<b>Gross Potential Income</b>		\$	\$	
76					
77	<b>Commercial Vacancy</b>		% \$	\$	
78	<b>Residential Vacancy</b>		% \$	\$	
79					
80	<b>EFFECTIVE GROSS INCOME (EGI)</b>		\$	\$	
81	<b>EXPENSES</b>				
82	Maintenance & Repairs		\$	\$	
83	Real Estate Taxes		\$	\$	
84	Insurance		\$	\$	
85	Management Fees		\$	\$	
86	Professional Fees		\$	\$	
87	Other Expense		\$	\$	
88	Other Expense		\$	\$	
89	<b>Total Expenses</b>		\$	\$	
90					
91	<b>NET OPERATING INCOME (NOI)</b>		\$	\$	
92	Capital Expenses		\$	\$	
93	(reserves, tenant improvements, commissions)				
94	Debt Service		\$	\$	
95	<b>NET CASH FLOW (before depreciation)</b>		\$	\$	
96	<b>REVERSION IN YEAR 10</b>				
97	Year 11 NOI before Debt & Capital Expenses	\$			
98	Capitalization Rate		%		
99	Gross Reversion	\$			

	A	B	C	D	F
100	<b>REVENUE PROJECTIONS - FOR SALE PROJECT</b>				
101	<b>GROSS SALES REVENUE</b>				
102	Housing Units:	<u>Unit Type*</u>	<u>Number</u>	<u>Price</u>	
103			\$	\$	
104			\$	\$	
105			\$	\$	
106			\$	\$	
107			\$	\$	
108			\$	\$	
109			\$	\$	
110			\$	\$	
111			\$	\$	
112	Total Housing Sales:				\$
113	*Indicate affordable units				
114	Housing Unit Upgrades				\$
115					
116	Parking Spaces:	<u>Type</u>	<u>Number</u>	<u>Price</u>	
117			\$	\$	
118			\$	\$	
119	Total Parking Sales				\$
120					
121	Commercial Space:	<u>Unit Type</u>	<u>Size - SF</u>	<u>Price per SF</u>	
122			\$	\$	
123			\$	\$	
124	Total Commerical Sales:				\$
125	<b>TOTAL GROSS SALES REVENUE</b>				\$
126	<b>COSTS OF SALES</b>				
127	Commissions		%	\$	
128	Marketing		%	\$	
129	Closing		%	\$	
130	Other Costs			\$	
131	<b>TOTAL COST OF SALES</b>		%		\$
132	<b>NET SALES REVENUE</b>				\$