## KINGSLEY + CO.

## **3060 Durrell Avenue** Financial Summary

Project Cost Summary					Rent Summary					
						Units/				
	Cost PSF		Total	Cost Per Unit	Building	Spaces	Square Feet		Revenue	
Cost Summary					Rental Space					
Soft Costs	30.07	\$	7,509,621	25,032	Studio	65	527	\$	1,015,318	
<b>Development Costs</b>	1.46		363,935	1,213	1 Bedroom	143	746	\$	2,611,477	
Construction	207.24		51,750,000	172,500	2 Bedroom	65	1,042	\$	1,584,882	
Equipment	0.00		-	0	3 Bedroom	27	1,280	\$	808,704	
Finance Closing Costs	4.81		1,200,410	4,001	_	300	899		6,020,382	
<b>Development Period Costs</b>	0.40		98,684	329	Parking		50.00		113,457	
Marketing Costs	0.71		177,350	591	Misc.		-		481,631	
Subtotal Costs	244.68		61,100,000	203,667						
Project Contingency	1.40		350,000	1,167	•		249,714		6,615,469	
				-	Common Area					
Net Costs	246.08	\$	61,450,000	204,833						
		_		=	Total		249,714			

Value Creation					Capitalization Summary					
	Cost PSF		Total	Percent	Capital Summary					Total
Stabilized Lease Revenue					Partner Cash		30.48%		\$	18,731,829
Base Rent	26.49	\$	6,615,469	100.00%	Bank Loan		69.52%		\$	42,718,171
Less Vacancy	-1.06		(263,755)	-3.99%						
Net Revenue	25.44		6,351,714	96.01%	Total		100.00%		\$	61,450,000
Less Apart Op Exp	-7.74		(1,934,003)	-29.23%						
Net Operating Income	17.69	_	4,417,710	66.78%	Bank Loan Terms (Lesser)					
Replacement Reserve	-0.31		(77,310)	-1.17%	Loan to Cost					
Net Income	17.38	\$	4,340,400	65.61%	Loan to Value		70.00%	Outside Terms		54,941,778
					Debt Service Ratio		1.20	Outside Terms		42,718,171
Valuation					Debt Service					
Net Operating Income		\$	4,340,400	4,340,400	Terms	30.00	7.50%			3,617,000
Plus Tax Abatement			0	-						
Total			4,340,400	4,340,400			Key Ratios			
Capitalization Rate			5.53%							
					Loan to Cost					
Value			78,488,254		Loan to Value		42,718,171	78,488,254		54%
Add NPV of Tax Abate			0		Debt Service Coverage		4,340,400	3,617,000		1.20
Total Value		\$	78,488,254							
					Investor Participation					
Value Creation										
Calculated Value		\$	78,488,254	100%	Cash Flow Preferer					
Cost			61,450,000	78%	Ownership Particip					
Value Created		\$	17,038,254	22%	Participation on Sale Event Internal Rate of Return					