

**Developer Pro CANADA
60 UNIT CONDOMINIUM DEVELOPMENT EXAMPLE**

INTRODUCTION

This example uses the Condominiums & Townhouses template.

This practice example consists of three Sections;

1. The input information for the project
2. Explanation of Developer special features for carrying out development analysis
3. The instructions for entering the project data

PROJECT INFORMATION

Property Name: Arcadia Place
Description: 60 Condominium Project
Building Area 65,000 Sq Ft
Total No. of Units: 60
Land Area: 22,750 Sq Ft
Frontage: 175 Ft

Land & Dev. Costs Folder

Land Costs sub folder

<u>Description</u>	<u>Amount</u>	<u>Hard Cost</u>	<u>Soft Cost</u>
Land	\$5,000,000	✓	
Legal Fees	\$10,000		✓
Appraisal	\$8,000		✓

Site Preparation sub folder

<u>Description</u>	<u>Amount</u>	<u>Hard Cost</u>	<u>Soft Cost</u>
Site Clearing	\$25,000	✓	
Site Servicing Costs	\$150,000	✓	
Miscellaneous Site Costs	\$10,000	✓	

Construction sub folder

<u>Description</u>	<u>Amount</u>	<u>QTY</u>	<u>Hard Cost</u>	<u>Soft Cost</u>
Building	\$190.00 per Unit of Total Building Area	N/A	✓	
Parking	\$25,000 per Parking Space	75	✓	

Professional Fees sub folder

<u>Description</u>	<u>Amount</u>	<u>Hard Cost</u>	<u>Soft Cost</u>
Architectural & Engineering	8.00% of Construction & Site Prep Costs		✓
Geo-Scientists	\$20,000		✓
Mortgage Brokerage Fees	\$35,000		✓

City Fees sub folder

<u>Description</u>	<u>Amount</u>	<u>Hard Cost</u>	<u>Soft Cost</u>
Application Fees	\$5,000 per Unit x Total No. of Units		✓
Connection Fees	\$3,000 per Unit x Total No. of Units		✓
Inspection Fees	\$2,500 per Unit x Total No. of Units		✓
Development Cost Charges	\$20,000 per Unit x Total No. of Units		✓
Property Taxes	\$65,000		✓

Miscellaneous sub folder

<u>Description</u>	<u>Amount</u>	<u>Hard Cost</u>	<u>Soft Cost</u>
Miscellaneous Costs	\$25,000	✓	

Contingency Allowance

8.00% of Land, Dev. & Financing Costs

Construction Financing Folder

Equity: \$7,000,000

Interest Rate: 8.00%

Development Time

Pre-Construction Period: 7 Months

Construction Time: 14 Months

Sales Period: 8 Months

Unit Sales Folder

<u>Description</u>	<u>Entry</u>	<u>QTY</u>
One Bedrooms	\$520,000 per Unit	15
Two Bedrooms	\$570,000 per Unit	34
Three Bedrooms	\$610,000 per Unit	9
Penthouse	\$950,000 per Unit	2

Selling Expenses Folder

Real Estate Commission

5.00% of Sale Price

Selling Expenses

Marketing & Advertising: \$27,000

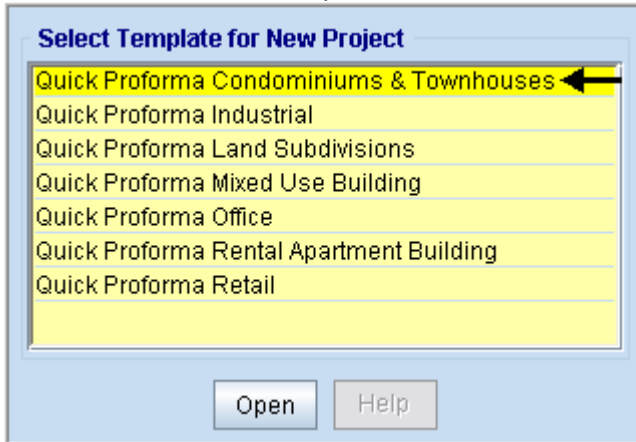
Legal Fees: 2.00% of Sale Price

INSTRUCTIONS FOR ENTERING THE PROJECT INTO DEVELOPER PRO

Getting started

The first step is to open the Developer Pro Template "Condominiums & Townhouses" as follows:

1. Open Developer Pro.
2. Select the Investit Templates folder

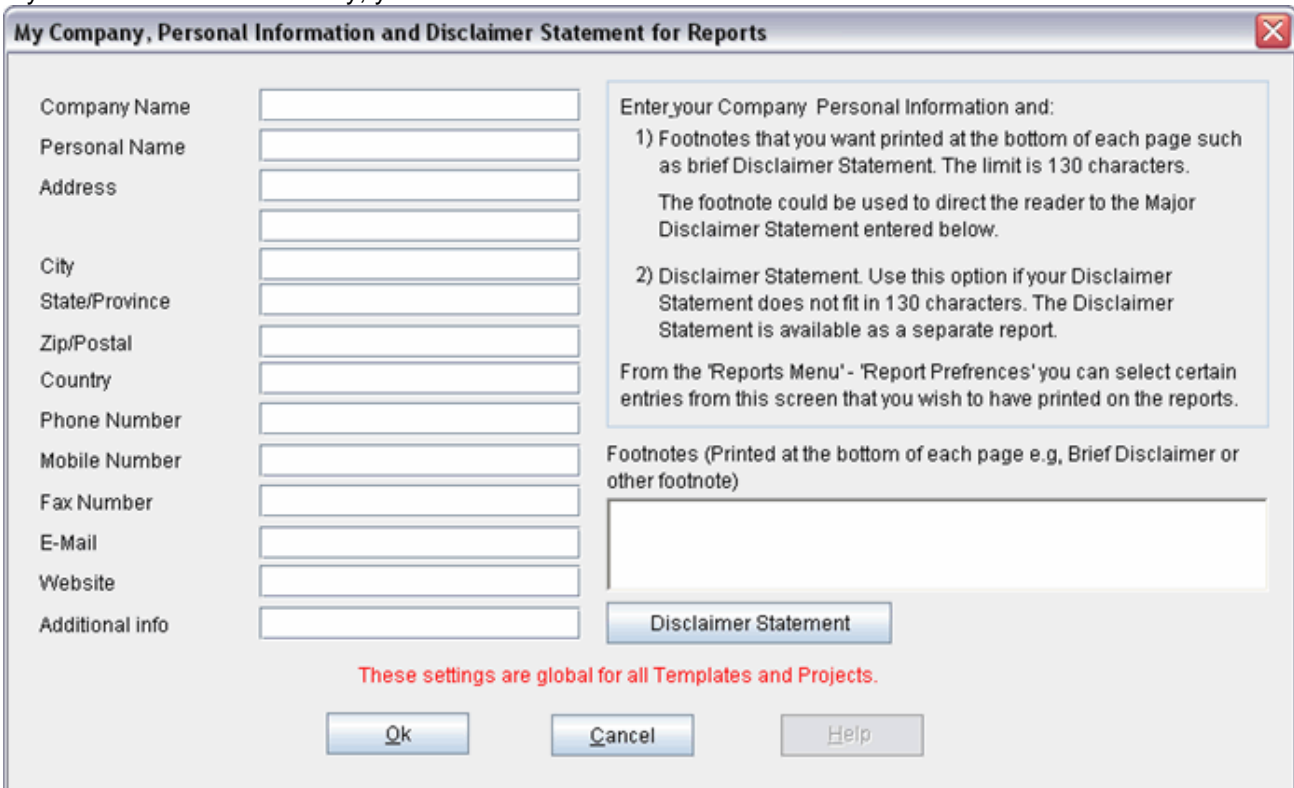


3. Select and open the Investit template "Condominiums & Townhouses"

Entering the project data and information

If you haven't done so already, you should take the time to fill out

My Company Info.



My Company, Personal Information and Disclaimer Statement for Reports

Company Name

Personal Name

Address

City

State/Province

Zip/Postal

Country

Phone Number

Mobile Number

Fax Number

E-Mail

Website

Additional info

Enter your Company Personal Information and:

1) Footnotes that you want printed at the bottom of each page such as brief Disclaimer Statement. The limit is 130 characters. The footnote could be used to direct the reader to the Major Disclaimer Statement entered below.

2) Disclaimer Statement. Use this option if your Disclaimer Statement does not fit in 130 characters. The Disclaimer Statement is available as a separate report.

From the 'Reports Menu' - 'Report Preferences' you can select certain entries from this screen that you wish to have printed on the reports.

Footnotes (Printed at the bottom of each page e.g, Brief Disclaimer or other footnote)

Disclaimer Statement

These settings are global for all Templates and Projects.

Note the sentence in red

PROJECT INFO Folder

1. Enter the Property Name: Arcadia Place
2. Enter Description: 60 Condominium Project
3. Enter Building Area: 65,000 Sq. Ft
4. Enter Total No. of Units: 60
5. Enter Land Area: 22,750 Sq. Ft
6. Enter Frontage: 175 Sq. Ft

The Project Info screen should look like this;

Developer Pro - Quick Proforma Condominium Development Pro

File Edit Reports Tools Utilities Investit Activation Help

My Company Info. Property Info. Client Info. Goal Seeking Notes

Project Info. Land & Dev. Costs Construction Financing Unit Sales Selling Expenses

Report Headers

Property Name Arcadia Place

Description 60 Condominium Project

Edit Unit of Measure

Building

Building Area 65,000 Sq. Ft

Total No. of Units 60

Land

Land Area 22,750 Sq. Ft

Frontage 175 Ft

Template: Quick Proforma Condominiums & Townhouses

LAND & DEV. COSTS folder

Land Costs sub folder

<u>Description</u>	<u>Amount</u>	<u>Hard Cost</u>	<u>Soft Cost</u>
Land	\$5,000,000	✓	
Legal Fees	\$10,000		✓
Appraisal	\$8,000		✓

The Land Costs sub folder should appear like this;

Description	Entry Choice	Qty	Costs Hard Soft	Amount
Land	Amount	—	<input checked="" type="radio"/> <input type="radio"/>	\$ 0
Legal Fees	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 0
Appraisal	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 0

1. Select row with Description 'Land'
2. Enter the Amount: \$5,000,000
3. Select row with Description 'Legal Fees'
4. Enter the Amount: \$10,000
5. Select row with Description 'Appraisal'
6. Enter the Amount: \$8,000

The Land Costs sub folder should now look like this;

Description	Entry Choice	Qty	Costs Hard Soft	Amount
Land	Amount	—	<input checked="" type="radio"/> <input type="radio"/>	\$ 5,000,000
Legal Fees	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 10,000
Appraisal	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 8,000

Click on the Site Preparation tab to go to the Site Preparation sub folder

Site Preparation sub folder

<u>Description</u>	<u>Amount</u>	<u>Hard Cost</u>	<u>Soft Cost</u>
Site Clearing	\$25,000	✓	
Site Servicing Costs	\$150,000	✓	
Miscellaneous Site Costs	\$10,000	✓	

The Site Preparation sub folder should appear like this;

Steps for entering the Site Preparation

1. Select row with Description 'Site Clearing'
2. Enter the Amount: \$25,000
3. Select row with Description 'Site Servicing Costs'
4. Enter the Amount: \$150,000
5. Select row with Description 'Appraisal'
6. Enter the Amount: \$10,000

The Site Preparation sub fold should now look like this;

Developer Pro - Quick Proforma Condominium Development Pro

File Edit Reports Tools Utilities Investit Activation Help

My Company Info. Property Info. Client Info. Goal Seeking Notes

Project Info. Land & Dev. Costs Construction Financing Unit Sales Selling Expenses

Land Costs Site Preparation Construction Professional Fees City Fees Miscellaneous Contingency

Costs

Description	Entry Choice	Qty	Costs Hard Soft	Amount
Site Clearing	Amount	—	<input checked="" type="radio"/> <input type="radio"/>	\$ 25,000
Site Servicing Costs	Amount	—	<input checked="" type="radio"/> <input type="radio"/>	\$ 150,000
Miscellaneous Site Costs	Amount	—	<input checked="" type="radio"/> <input type="radio"/>	\$ 10,000

Add Insert Delete

Edit Tabs... Comments

Template: Quick Proforma Condominiums & Townhouses

Click on the Construction tab to go to the Construction sub folder

Construction sub folder

Description	Amount	QTY	Hard Cost	Soft Cost
Building	\$190.00 per Unit of Total Building Area	N/A	✓	
Parking	\$25,000 per Parking Space	75	✓	

The Construction sub folder should appear like this;

Developer Pro - CND - Untitled Project Pro

File Edit Reports Tools Utilities Investit Activation Help

My Company Info. Property Info. Client Info. Goal Seeking Notes

Project Info. Land & Dev. Costs Construction Financing Unit Sales Selling Expenses

Land Costs Site Preparation Construction Professional Fees City Fees Miscellaneous Contingency

Costs

Description	Entry Choice	Qty	Costs Hard Soft	Amount
Building	Amount	—	<input checked="" type="radio"/> <input type="radio"/>	\$ 0
Parking	\$ per Parking Space	0	<input checked="" type="radio"/> <input type="radio"/>	\$ 0

Add Insert Delete

Edit Tabs... Comments

Template: Quick Proforma Condominiums & Townhouses

Steps for entering the Construction Costs

1. Select row with Description 'Building'
2. Select the Entry Choice "\$ per Unit of Total Building Area"
3. Enter the Amount: \$190.00
4. Select row with Description 'Parking'
5. Enter the Qty: 75
6. Enter the Amount: \$25,000

The Construction sub folder should now look like this;

Description	Entry Choice	Qty	Costs Hard Soft	Amount
Building	\$ per Unit of Total Building Area	65,000	<input checked="" type="radio"/> <input type="radio"/>	\$ 190.00
Parking	\$ per Parking Space	75	<input checked="" type="radio"/> <input type="radio"/>	\$ 25,000

Click on the Professional Fees tab to go to the Professional Fees sub folder

Professional Fees sub folder

Description	Amount	Hard Cost	Soft Cost
Architectural & Engineering	8.00% of Construction & Site Prep Costs		✓
Geo-Scientists	\$20,000		✓
Mortgage Brokerage Fees	\$35,000		✓




The Professional Fees sub folder should appear like this;

Description	Entry Choice	Qty	Costs Hard Soft	Amount
Architectural & Engineering	% of Construction & Site Prep. Costs	—	<input type="radio"/> <input checked="" type="radio"/>	0.00%
Geo-Scientists	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 0
Mortgage Brokerage Fees	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 0
Appraisal Fee	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 0
Legal Fee	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 0
Other Professional Fees	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 0

Buttons: Add, Insert, Delete, Edit Tabs..., Comments

Template: Quick Proforma Condominiums & Townhouses

Steps for entering the Professional Fees

1. Select row with Description 'Architectural & Engineering'
2. Enter the Amount: 8.00%
3. Select row with Description 'Geo-Scientists'
4. Enter the Amount: \$20,000
5. Select row with Description 'Mortgage Brokerage Fees'
6. Enter the Amount: \$35,000
7. Select row with Description 'Appraisal Fee'
8. Click on the  button
9. Select row with Description 'Legal Fee'
10. Click on the  button
11. Select row with Description 'Other Professional Fees'
12. Click on the  button

The Professional Fees sub folder should look like this;

Costs					
Description	Entry Choice	Qty	Costs Hard Soft	Amount	
Architectural & Engineering	% of Construction & Site Prep. Costs	—	<input type="radio"/> <input checked="" type="radio"/>	8.00%	
Geo-Scientists	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 20,000	
Mortgage Brokerage Fees	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 35,000	

Click on the City Fees tab to go to the City Fees sub folder

City Fees sub folder

Description	Amount	Hard Cost	Soft Cost
Application Fees	\$5,000 per Unit x Total No. of Units		✓
Connection Fees	\$3,000 per Unit x Total No. of Units		✓
Inspection Fees	\$2,500 per Unit x Total No. of Units		✓
Development Cost Charges	\$20,000 per Unit x Total No. of Units		✓
Property Taxes	\$65,000		✓

The City Fees sub folder should appear like this;

Developer Pro - CND - Untitled Project Pro

File Edit Reports Tools Utilities Investit Activation Help

My Company Info. Property Info. Client Info. Goal Seeking Notes

Project Info. Land & Dev. Costs Construction Financing Unit Sales Selling Expenses

Land Costs Site Preparation Construction Professional Fees **City Fees** Miscellaneous Contingency

Costs

Description	Entry Choice	Qty	Costs Hard Soft	Amount
Application Fees	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 0
Connection Fees	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 0
Inspection Fees	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 0
Impact Fees	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 0
Property Taxes	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 0

Add Insert Delete

Edit Tabs... Comments

Template: Quick Proforma Condominiums & Townhouses

Steps for entering the City Fees

1. Select row with Description 'Application Fees'
2. Select the Entry Choice: "\$ per Unit x Total No. of Units"
3. Enter the Amount: \$5,000
4. Select row with Description 'Connection Fees'
5. Select the Entry Choice: "\$ per Unit x Total No. of Units"
6. Enter the Amount: \$3,000

7. Select row with Description 'Inspection Fees'
8. Select the Entry Choice: "\$ per Unit x Total No. of Units"
9. Enter the Amount: \$2,500

10. Select row with Description 'Impact Fees'
11. Enter Description "Development Cost Charges"
12. Select the Entry Choice: "\$ per Unit x Total No. of Units"
13. Enter the Amount: \$20,000

14. Select row with Description 'Property Taxes'
15. Enter the Amount: \$65,000

The City Fees sub folder should look like this;

Costs					
Description	Entry Choice	Qty	Costs Hard Soft	Amount	
Application Fees	\$ per Unit x Total No. of Units	60	<input type="radio"/> <input checked="" type="radio"/>	\$ 5,000.00	
Connection Fees	\$ per Unit x Total No. of Units	60	<input type="radio"/> <input checked="" type="radio"/>	\$ 3,000.00	
Inspection Fees	\$ per Unit x Total No. of Units	60	<input type="radio"/> <input checked="" type="radio"/>	\$ 2,500.00	
Development Cost Charges	\$ per Unit x Total No. of Units	60	<input type="radio"/> <input checked="" type="radio"/>	\$ 20,000.00	
Property Taxes	Amount	—	<input type="radio"/> <input checked="" type="radio"/>	\$ 65,000	

Click on the Miscellaneous tab to go the Miscellaneous sub folder

Miscellaneous sub folder

Description	Amount	Hard Cost	Soft Cost
Miscellaneous Costs	\$25,000	✓	

The Miscellaneous sub folder should appear like this;

Developer Pro - Untitled Project Pro

File Edit Reports Tools Utilities Investit Activation Help

My Company Info. Property Info. Client Info. Goal Seeking Notes

Project Info. Land & Dev. Costs Construction Financing Unit Sales Selling Expenses

Land Costs Site Preparation Construction Professional Fees City Fees **Miscellaneous** Contingency

Costs

Description	Entry Choice	Qty	Costs Hard Soft	Amount
Miscellaneous costs	Amount	—	<input checked="" type="radio"/> <input type="radio"/>	\$ 0

Add Insert Delete

Edit Tabs... Comments

Template: Quick Proforma Condominiums & Townhouses

Steps for entering the Miscellaneous

1. Select row with Description 'Miscellaneous costs'
2. Enter the Amount: \$25,000

The Miscellaneous sub folder should now look like this;

Costs				
Description	Entry Choice	Qty	Costs Hard Soft	Amount
Miscellaneous costs	Amount	—	<input checked="" type="radio"/> <input type="radio"/>	\$ 25,000

Click on the Contingency tab to go to the Contingency sub folder

Contingency Allowance

8.00% of Land, Dev. & Financing Costs

The Contingency sub folder should appear like this;

The screenshot shows the 'Developer Pro - Untitled Project Pro' window. The 'Land & Dev. Costs' tab is selected, and within it, the 'Contingency' sub-tab is active. The 'Contingency Allowance' section displays a dropdown menu set to '% of Land, Dev. & Financing Costs' and a text box containing '0.00%'. Other tabs visible include Project Info., Construction Financing, Unit Sales, and Selling Expenses. The bottom status bar indicates the template used is 'Quick Proforma Condominiums & Townhouses'.

Steps for entering the Contingency

1. Enter the Amount: 8.00%

The Contingency folder should now appear like this;

This screenshot is similar to the previous one but shows the 'Contingency Allowance' text box updated to '8.00%'. The rest of the interface, including the 'Land & Dev. Costs' tab and the 'Contingency' sub-tab, remains the same. The status bar still shows the 'Quick Proforma Condominiums & Townhouses' template.

Click on the Construction Financing tab to go to the Construction Financing Folder

CONSTRUCTION FINANCING FOLDER

Equity: \$7,000,000
Interest Rate: 8.00%

Development Time
Pre-Construction Period: 7 Months
Construction Time: 14 Months
Sales Period: 8 Months

The Construction Financing Folder should appear like this;

Developer Pro - Untitled Project Pro

File Edit Reports Tools Utilities Investit Activation Help

My Company Info. Property Info. Client Info. Goal Seeking Notes

Project Info. Land & Dev. Costs **Construction Financing** Unit Sales Selling Expenses

Equity
Amount

Financing
Construction Loan Interest Rate

Financing Adjustment Factors
Equity Adjustment

Construction Loan

Description	Amount
Land Costs	1.00
Site Preparation	0.75
Construction	0.50
Professional Fees	0.75
City Fees	0.75
Miscellaneous	0.50
Selling Expenses	0.50
Sales Period	0.50

Reset Comments

Template: Quick Proforma Condominiums & Townhouses

Steps for entering the Construction Financing

1. Enter the Equity Amount: \$7,000,000
2. Enter the Construction Loan Interest Rate: 8.00%
3. Enter the Pre-Construction Period: 7 Months
4. Enter the Construction Time: 14 Months

5. Enter the Sales Period: 8 Months

The Construction Financing Folder should look like this;

Developer Pro - Quick Proforma Condominium Development Pro

File Edit Reports Tools Utilities Investit Help

My Company Info. Property Info. Client Info. Goal Seeking Notes

Project Info. Land & Dev. Costs **Construction Financing** Unit Sales Selling Expenses

Equity
Amount

Financing
Construction Loan. Interest Rate

Development Time (in Months)
Pre-Construction Period
Construction Time
Sales Period

Financing Adjustment Factors
Equity Adjustment

Construction Loan

Description	Amount
Land Costs	1.00
Site Preparation	0.75
Construction	0.50
Professional Fees	0.75
City Fees	0.75
Miscellaneous	0.50
Selling Expenses	0.50
Sales Period	0.50

Reset Comments

Template: Quick Proforma Condominiums & Townhouses

Click on the Unit Sales tab to go to the Unit Sales folder

UNIT SALES FOLDER

Description	Entry	QTY
One Bedrooms	\$520,000 per Unit	15
Two Bedrooms	\$570,000 per Unit	34
Three Bedrooms	\$610,000 per Unit	9
Penthouse	\$950,000 per Unit	2

The Unit Sales folder should appear like this;

Developer Pro - Untitled Project Pro

File Edit Reports Tools Utilities Investit Help

My Company Info. Property Info. Client Info. Goal Seeking Notes

Project Info. Land & Dev. Costs Construction Financing **Unit Sales** Selling Expenses

Sales Revenue

Description	Sale Price Based on	Qty	Price
One Bedrooms	\$ per Unit	0	\$ 0
Two Bedrooms	\$ per Unit	0	\$ 0
Three Bedrooms	\$ per Unit	0	\$ 0

Add Insert Delete

Comments

Template: Quick Proforma Condominiums & Townhouses

Steps for entering the Unit Sales

1. Select row with Description 'One Bedrooms'
2. Enter the Qty: 15
3. Enter the Amount: \$520,000
4. Select row with Description 'Two Bedrooms'
5. Enter the Qty: 34
6. Enter the Amount: \$570,000
7. Select row with Description 'Three Bedrooms'
8. Enter the Qty: 9
9. Enter the Amount: \$610,000
10. Click on the  button
11. Select the new row
12. Enter the Description "Penthouse"
13. Enter the Qty: 2
14. Enter the Amount: \$950,000

The Unit Sales folder should now look like this;

Description	Sale Price Based on	Qty	Price
One Bedrooms	\$ per Unit	15	\$ 520,000
Two Bedrooms	\$ per Unit	34	\$ 570,000
Three Bedrooms	\$ per Unit	9	\$ 610,000
Penthouse	\$ per Unit	2	\$ 950,000

Click on the Selling Expenses tab to go to the Selling Expenses folder

Selling Expenses Folder

Real Estate Commission

5.00% of Sale Price

The Real Estate Commission should appear like this;

Entering the Real Estate Commission

1. Select "Fixed % of Sale Price" from the scroll down menu
2. Enter the Amount: 5.00%

The Real Estate Commission should now look like this;

Selling Expenses

Marketing & Advertising: \$27,000

Legal Fees: 2.00% of Sale Price

The Selling Expenses should appear like this;

Selling Expenses		
Description	Entry Choice	Expense
Marketing & Advertising	Amount	\$ 0
Legal Fees	Amount	\$ 0

Entering the Selling Expenses

1. Select row 1 'Marketing & Advertising'
2. Enter Expense: \$27,000
3. Select row 2: 'Legal Fees'
4. Entry Choice: "% of Sale Price"
5. Enter Expense: 2.00%

The Selling Expenses should now appear like this;

Selling Expenses		
Description	Entry Choice	Expense
Marketing & Advertising	Amount	\$ 27,000
Legal Fees	% of Sale Price	2.00%

SAVE YOUR PROJECT