

**Developer Pro USA  
45 LOT SUBDIVISION DEVELOPMENT EXAMPLE**

**INTRODUCTION**

This example uses the Land Subdivisions 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: Hawthorn Farms

Description: 45 Lot Subdivision

Land Area: 1,087,750 Sq Ft

Frontage: 0 Ft

Number of Lots: 45

**Land & Dev. Costs Folder**

**Land Costs sub folder**

<u>Description</u>	<u>Amount</u>	<u>Hard Cost</u>	<u>Soft Cost</u>
Land	\$2,850,000	✓	
Legal Fees	\$15,000		✓
Appraisal Fees	\$12,000		✓

**Construction sub folder**

<u>Description</u>	<u>Amount</u>	<u>Hard Cost</u>	<u>Soft Cost</u>
Building Demolition	\$25,000	✓	
Site Clearing & Grading	\$130,000	✓	
Storm & Sanitary Sewer	\$4,000 per Lot x Total No. of Lots	✓	
Water Works	\$1,500 per Lot x Total No. of Lots	✓	
Underground Hydro & Tel.	\$3,000 per Lot x Total No. of Lots	✓	
Siltation Control	\$35,000	✓	
Boulevard & Landscaping	\$6,000 per Lot x Total No. of Lots	✓	
Roads & Sidewalks	\$12,000 per Lot x Total No. of Lots	✓	
Street Lighting	\$1,500 per Lot x Total No. of Lots	✓	
Tree Planting	\$230,000	✓	

**Professional Fees sub folder**

<u>Description</u>	<u>Amount</u>	<u>Hard Cost</u>	<u>Soft Cost</u>
Geo-Technical Services	\$35,000		✓
Engineering	12.00% of Construction and Site Prep. Costs		✓
Mortgage Brokerage Fees	\$37,000		✓

**City Fees sub folder**

<u>Description</u>	<u>Amount</u>	<u>Hard Cost</u>	<u>Soft Cost</u>
Application Fees	\$25,000		✓
Connection Fees	\$3,000 per Lot x Total No. of Lots		✓
Inspection Fees	\$13,000		✓
Impact Fees	\$20,000 per Lot x Total No. of Lots		✓
Property Taxes	\$60,000		✓

**Miscellaneous sub folder**

**Miscellaneous costs**

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

**Contingency Allowance**

10.00% of Land, Dev. & Financing Costs

**Construction Financing Folder**

Equity: \$2,800,000  
Interest Rate: 8.50%

Development Time  
Pre-Construction Period: 7 Months  
Construction Time: 6 Months  
Sales Period: 13 Months

**Lot Sales Folder**

<u>Description</u>	<u>Entry</u>	<u>QTY</u>
Prime Lots	\$265,000 per Lot	10
Regular Lots	\$195,000 per Lot	35

**Selling Expenses Folder**

**Real Estate Commission**

5.00% of Sale Price

**Selling Expenses**

Marketing & Advertising: \$25,000  
Legal Fees: 2.00% of Sale Price

## INSTRUCTIONS FOR ENTERING THE PROJECT INTO DEVELOPER EXPRESS

### Getting started

The first step is to open the Developer Pro Template "Land Subdivisions" as follows:

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



3. Select and open the Investit template "Land Subdivisions"

### Entering the project data and information

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

My Company Info.

Note the sentence in red

### PROJECT INFO Folder

1. Enter the Property Name: Hawthorn Farms
2. Enter Description: 45 Lot Subdivision
3. Enter Land Area: 1,087,750 Sq. Ft
4. Enter Number of Lots: 45

The Project Info screen should look like this;

Developer Express USA - Quick Pro-forma Land Subdivision Express

File Edit Reports Tools Utilites Investit Activation Help

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

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

**Report Headers**

Property Name Hawthorn Farms ←

Description 45 Lot Subdivision ←

Edit Unit of Measure

**Land**

Land Area 1,087,750 Sq. Ft ←

Frontage 0 Ft

Number of Lots 45 ←

Enter property name. E.g., Parklane Towers Template: Land Subdivisions

**LAND & DEV. COSTS folder**

**Land Costs sub folder**

Description	Amount	Hard Cost	Soft Cost
Land	\$2,850,000	✓	
Legal Fees	\$15,000		✓
Appraisal Fees	\$12,000		✓

The Land Costs sub folder should appear like this;

Developer Express USA - Untitled Project Express

File Edit Reports Tools Utilites Investit Activation Help

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

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

Land Costs Construction Professional Fees City Fees Miscellaneous Contingency

**Costs**

Description	Entry Choice	Qty	Costs Hard Soft	Amount
Land Costs	Amount	—	● ○	\$ 0
Legal Fees	Amount	—	○ ●	\$ 0
Appraisal Fees	Amount	—	○ ●	\$ 0

Add Insert Delete

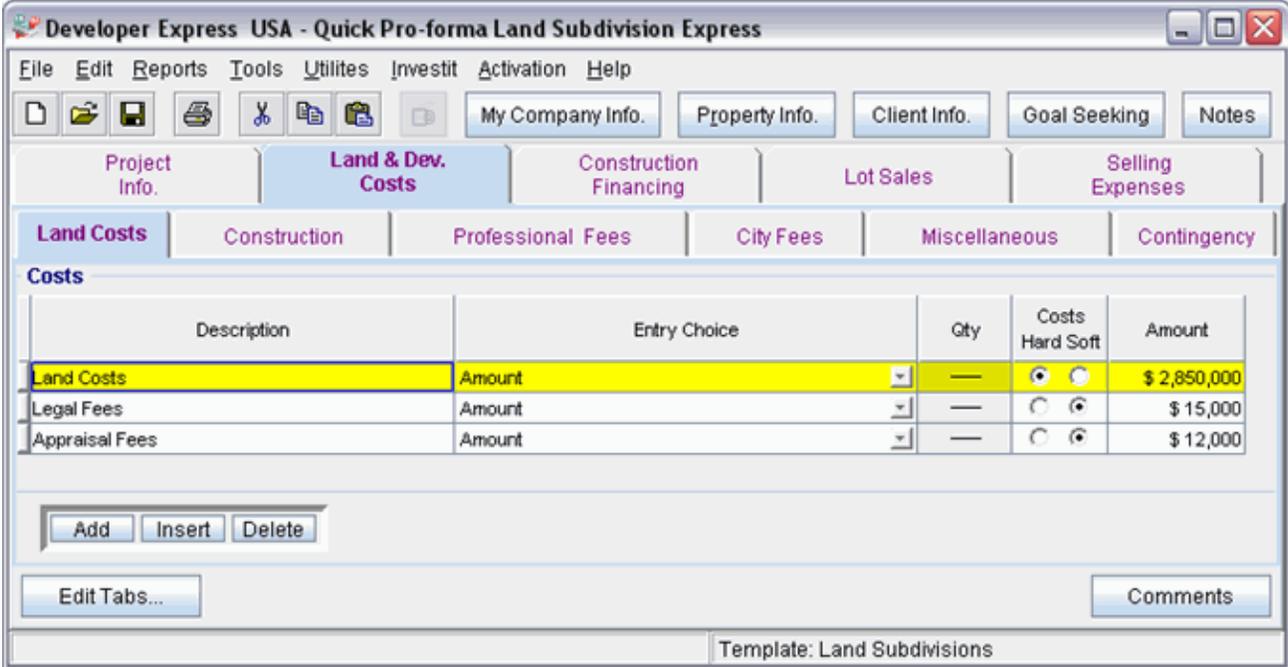
Edit Tabs... Comments

Template: Land Subdivisions

Instructions for entering the Land Costs

1. Select row with Description 'Land'
2. Enter the Amount: \$2,850,000
  
3. Select row with Description 'Legal Fees'
4. Enter the Amount: \$15,000
  
5. Select row with Description 'Appraisal Fees'
6. Enter the Amount: \$12,000

The Land Costs sub folder should now look like this;

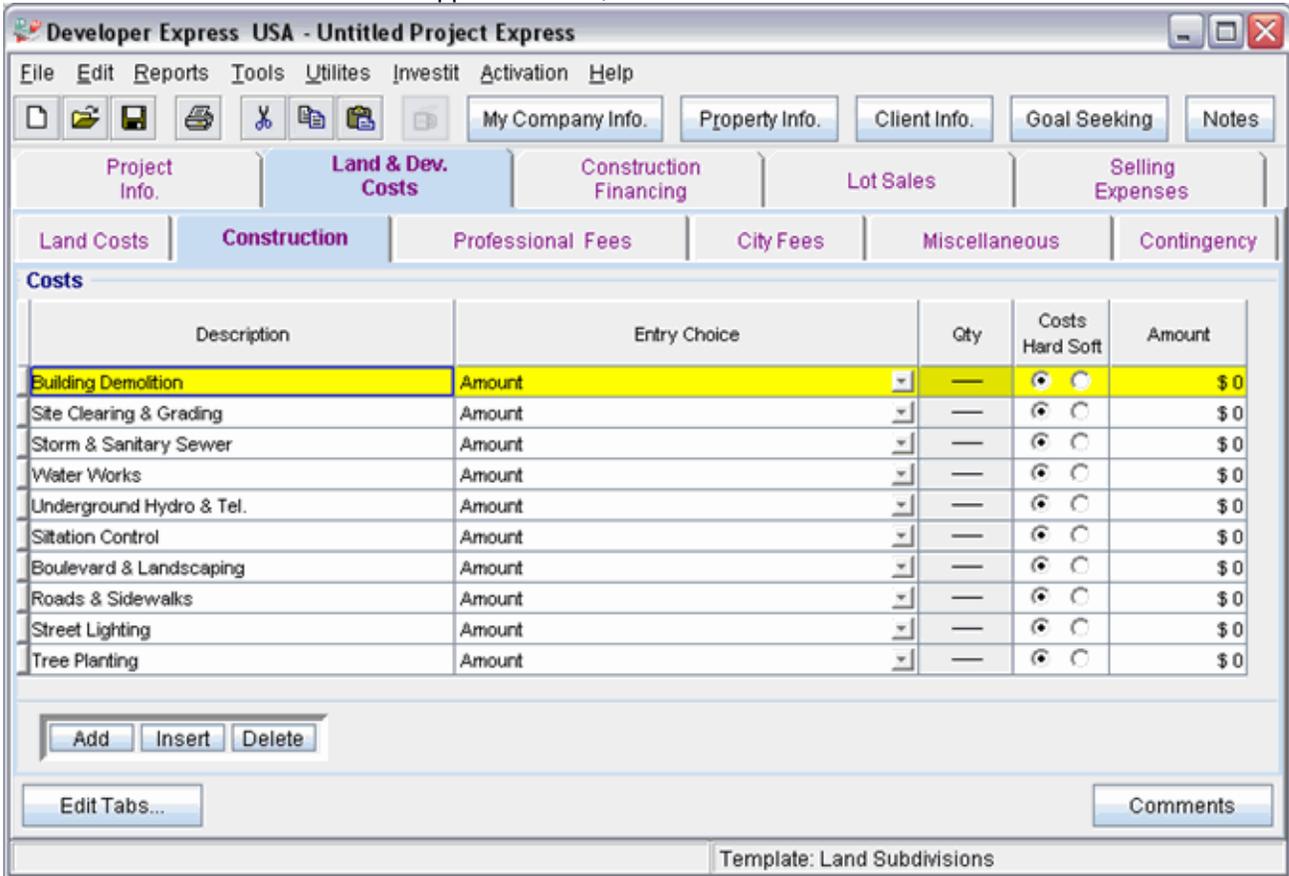


Click on the Construction tab to go to the Construction sub folder

**Construction sub folder**

<u>Description</u>	<u>Amount</u>	<u>Hard Cost</u>	<u>Soft Cost</u>
Building Demolition	\$25,000	✓	
Site Clearing & Grading	\$130,000	✓	
Storm & Sanitary Sewer	\$4,000 per Lot x Total No. of Lots	✓	
Water Works	\$1,500 per Lot x Total No. of Lots	✓	
Underground Hydro & Tel.	\$3,000 per Lot x Total No. of Lots	✓	
Siltation Control	\$35,000	✓	
Boulevard & Landscaping	\$6,000 per Lot x Total No. of Lots	✓	
Roads & Sidewalks	\$12,000 per Lot x Total No. of Lots	✓	
Street Lighting	\$1,500 per Lot x Total No. of Lots	✓	
Tree Planting	\$230,000	✓	

The Construction sub folder should appear like this;

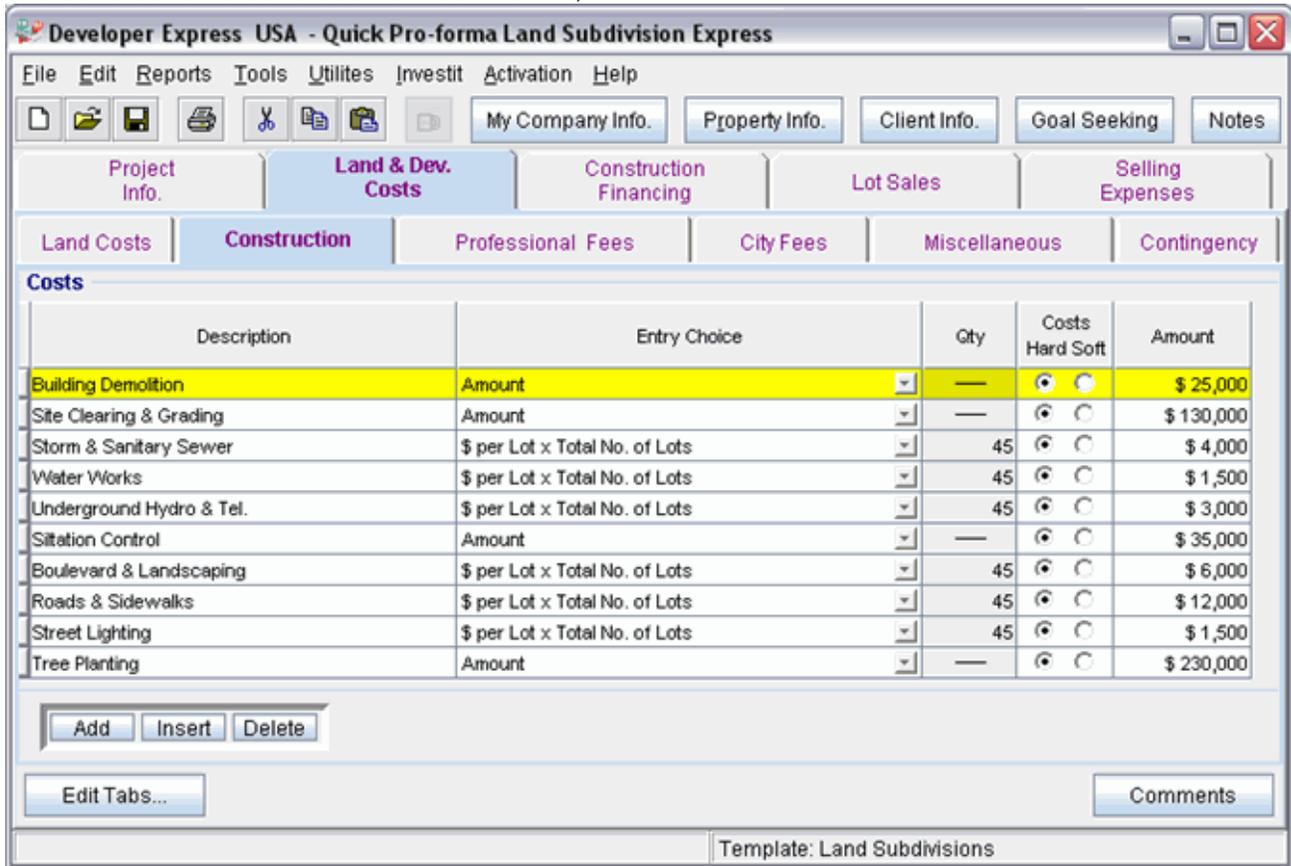


Steps for entering the Construction Costs

1. Select row with Description 'Building & Demolition'
2. Enter the Amount: \$25,000
  
3. Select row with Description 'Site Clearing & Grading'
4. Enter the Amount: \$130,000
  
5. Select row with Description 'Storm & Sanitary Sewer'
6. Select the Entry Choice '\$ per Lot x Total No. of Lots'
7. Enter the Amount: \$4,000
  
8. Select row with Description 'Water Works'
9. Select the Entry Choice '\$ per Lot x Total No. of Lots'
10. Enter the Amount: \$1,500
  
11. Select row with Description 'Underground Hydro & Tel.'
12. Select the Entry Choice '\$ per Lot x Total No. of Lots'
13. Enter the Amount: \$3,000
  
14. Select row with Description 'Siltation Control'
15. Enter the Amount: \$35,000
  
16. Select row with Description 'Boulevard & Landscaping'
17. Select the Entry Choice '\$ per Lot x Total No. of Lots'
18. Enter the Amount: \$6,000

19. Select row with Description 'Roads & Sidewalks'
20. Select the Entry Choice '\$ per Lot x Total No. of Lots'
21. Enter the Amount: \$12,000
  
22. Select row with Description 'Street Lighting'
23. Select the Entry Choice '\$ per Lot x Total No. of Lots'
24. Enter the Amount: \$1,500
  
25. Select row with Description 'Tree Planting'
26. Enter the Amount: \$230,000

The Construction folder should now look like this;

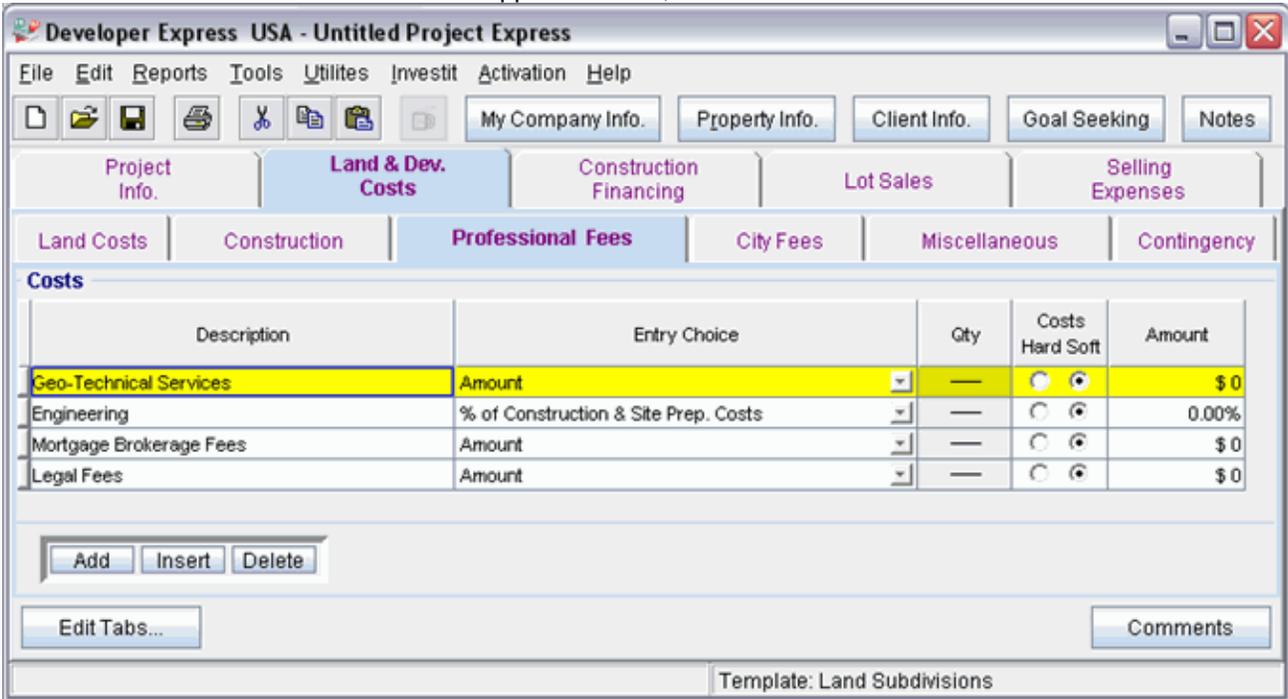


Click on the Professional Fees tab to go to the Professional Fees sub folder

**Professional Fees sub folder**

<u>Description</u>	<u>Amount</u>	<u>Hard Cost</u>	<u>Soft Cost</u>
Geo-Technical Services	\$35,000		✓
Engineering	12.00% of Construction and Site Prep. Costs		✓
Mortgage Brokerage Fees	\$37,000		✓

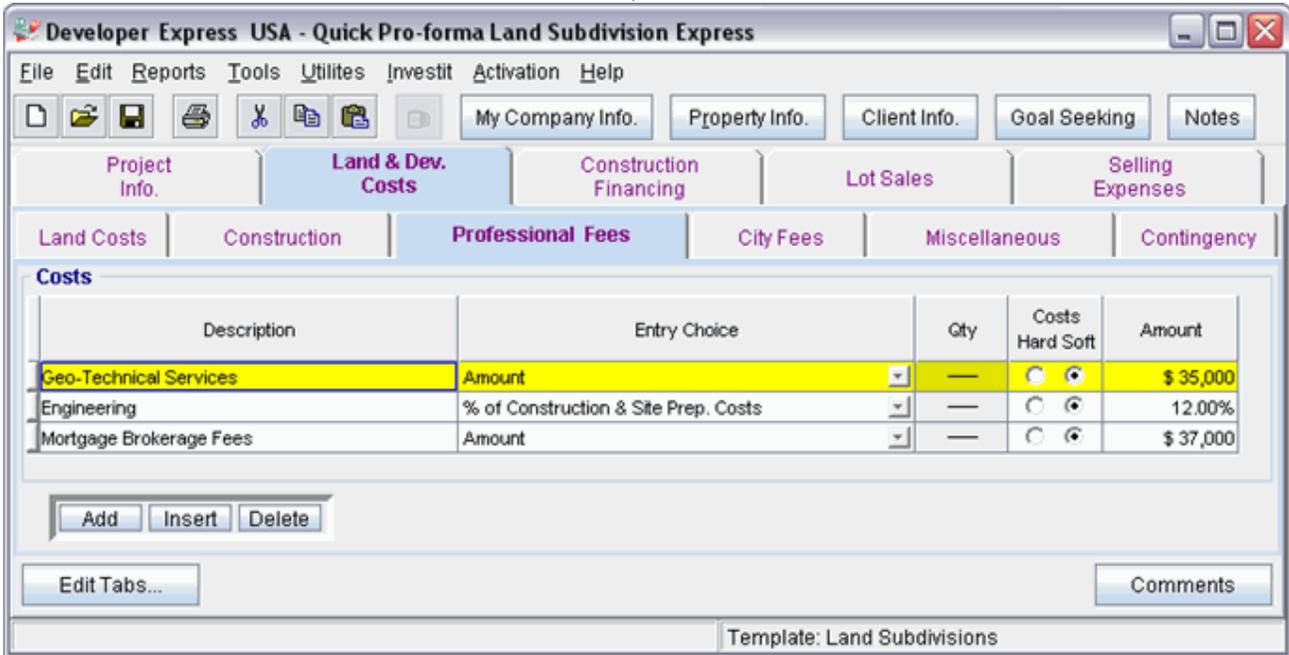
The Professional Fees sub folder should appear like this;



Steps for entering the Professional Fees

1. Select row with Description 'Geo-Technical Services'
2. Enter the Amount: \$35,000
3. Select row with Description 'Engineering'
4. Enter the Amount: 12.00%
5. Select row with Description 'Mortgage Brokerage Fees'
6. Enter the Amount: \$37,000
7. Select row with Description 'Legal Fees'
8. Click on the  button

The Professional Fees sub folder should look like this;

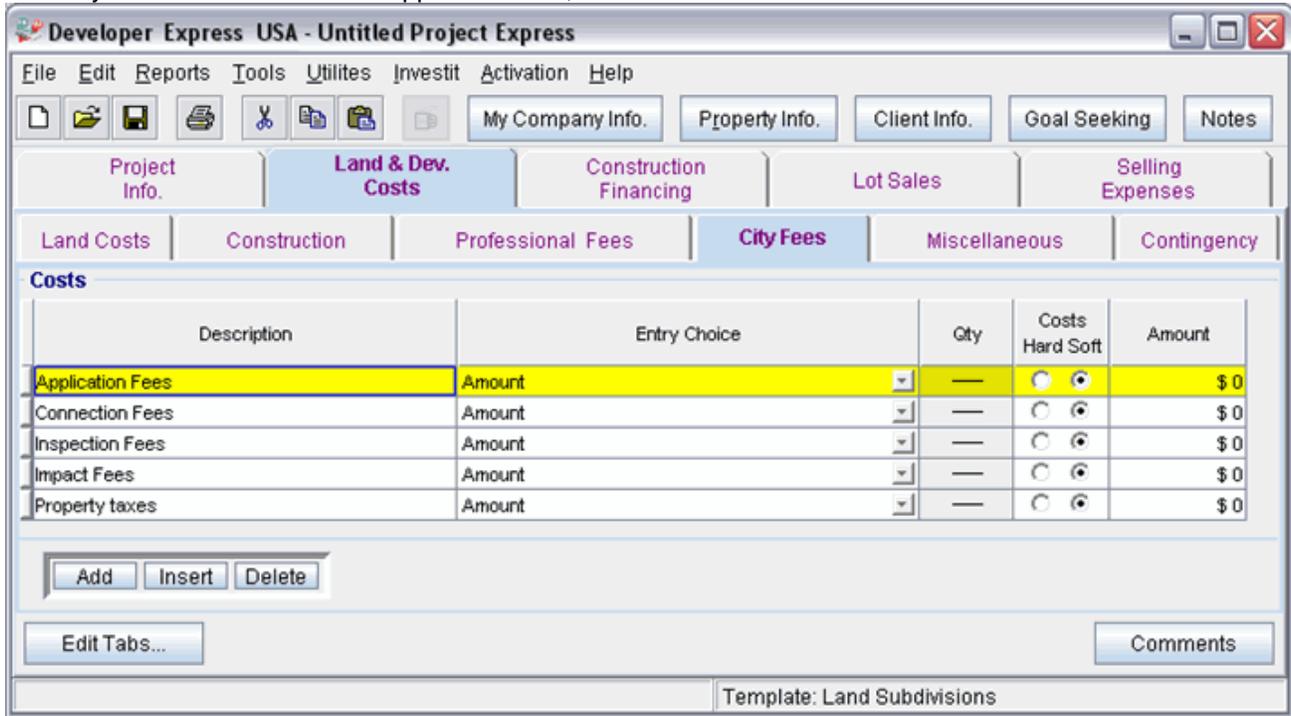


Click on the City Fees tab to go to the City Fees sub folder

### City Fees sub folder

<u>Description</u>	<u>Amount</u>	<u>Hard Cost</u>	<u>Soft Cost</u>
Application Fees	\$25,000		✓
Connection Fees	\$3,000 per Lot x Total No. of Lots		✓
Inspection Fees	\$13,000		✓
Impact Fees	\$20,000 per Lot x Total No. of Lots		✓
Property Taxes	\$60,000		✓

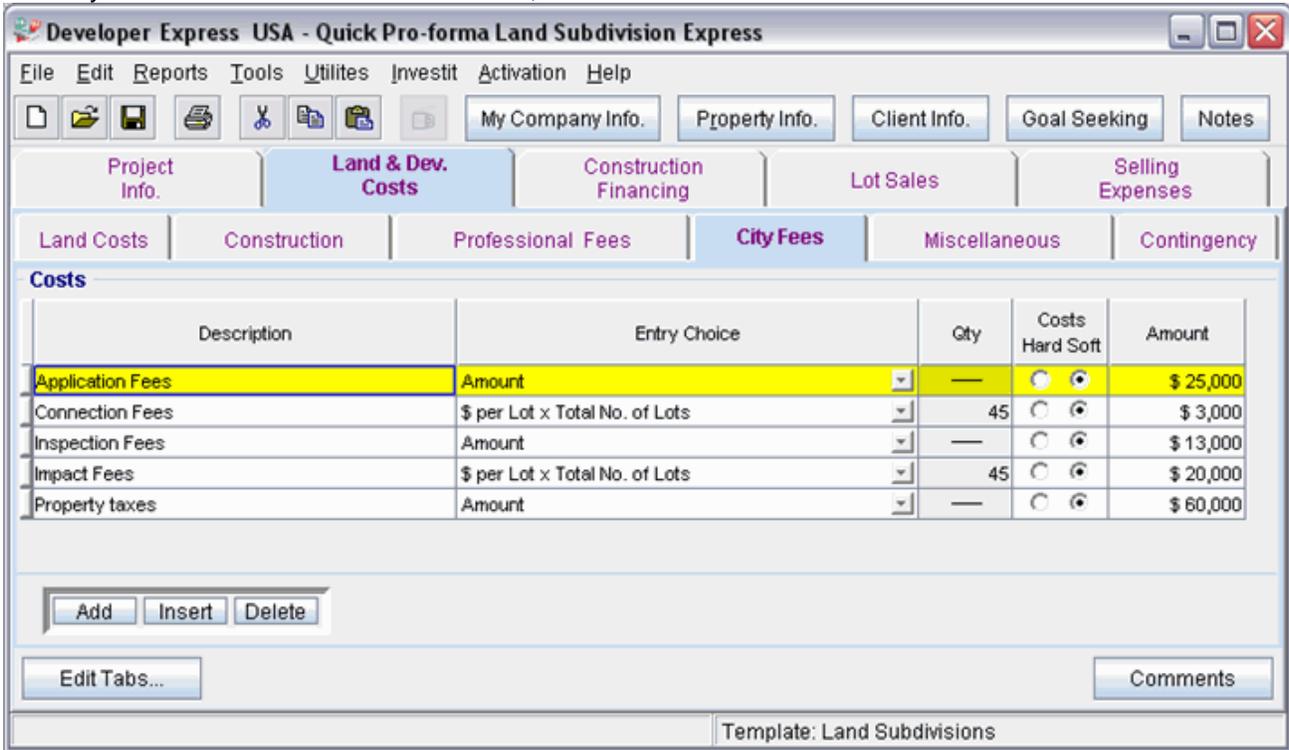
The City Fees sub folder should appear like this;



Steps for entering the City Fees

1. Select row with Description 'Application Fees'
2. Enter the Amount: \$25,000
  
3. Select row with Description 'Connection Fees'
4. Select the Entry Choice: "\$ per Lot x Total No. of Lots"
5. Enter the Amount: \$3,000
  
6. Select row with Description 'Inspection Fees'
7. Enter the Amount: \$13,000
  
8. Select row with Description 'Impact Fees'
9. Select the Entry Choice: "\$ per Lot x Total No. of Lots"
10. Enter the Amount: \$20,000
  
11. Select row with Description 'Property Taxes'
12. Enter the Amount: \$60,000

The City Fees sub folder should look like this;

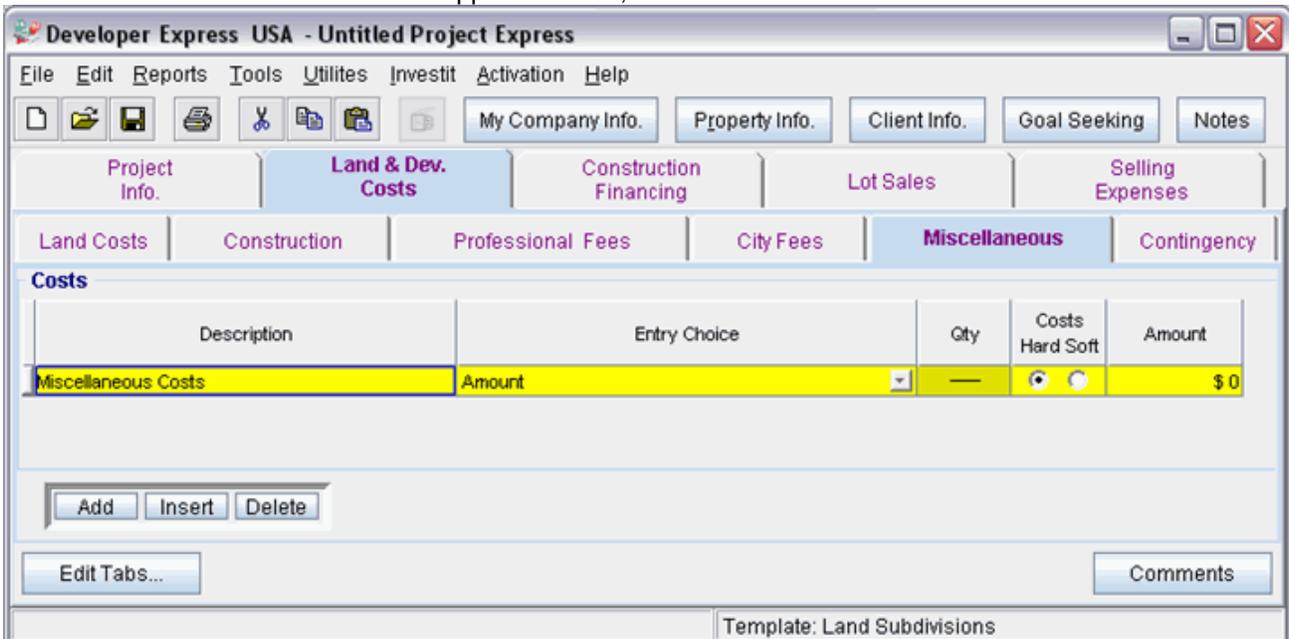


Click on the Miscellaneous tab to go the Miscellaneous sub folder

**Miscellaneous sub folder**

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

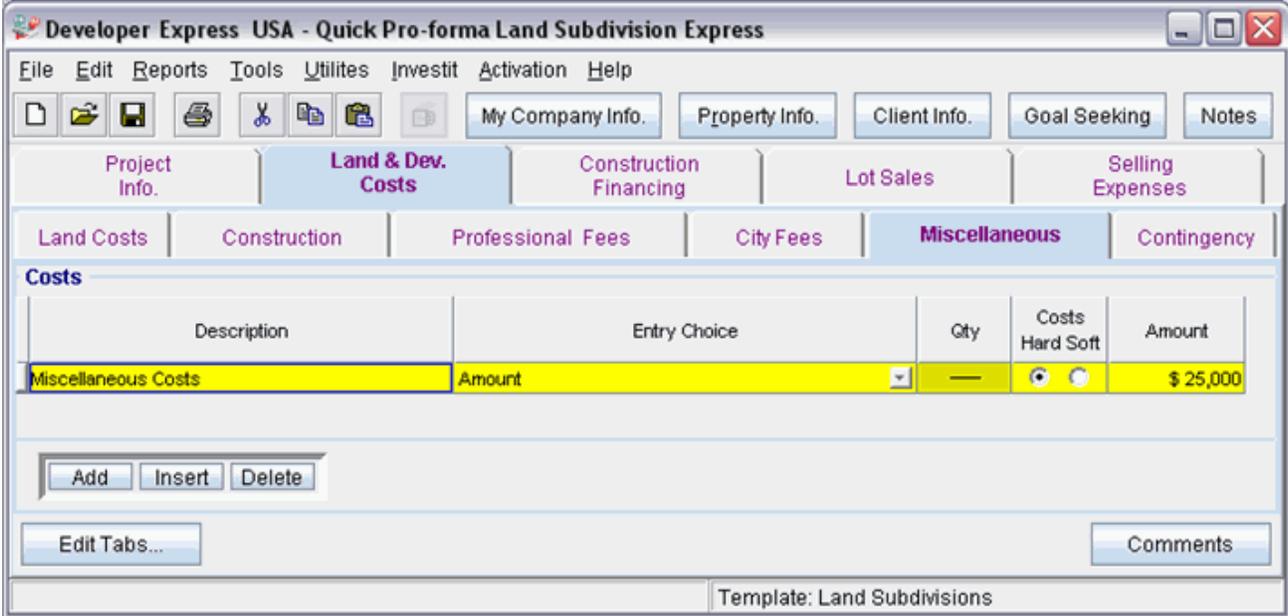
The Miscellaneous sub folder should appear like this;



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;

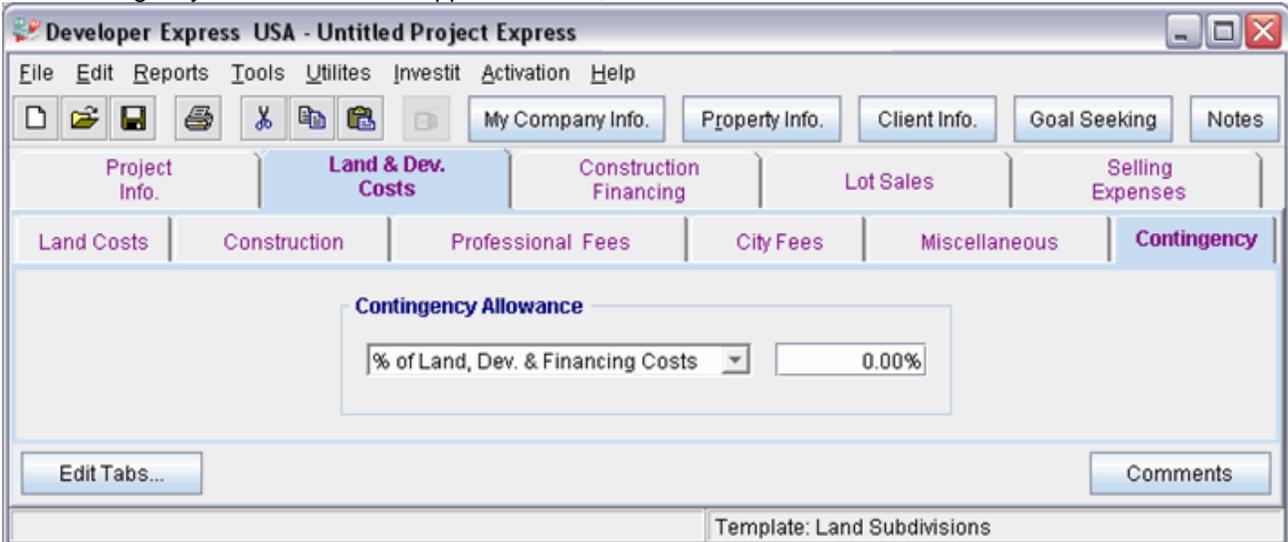


Click on the Contingency tab to go to the Contingency sub folder

### Contingency Allowance

10.00% of Land, Dev. & Financing Costs

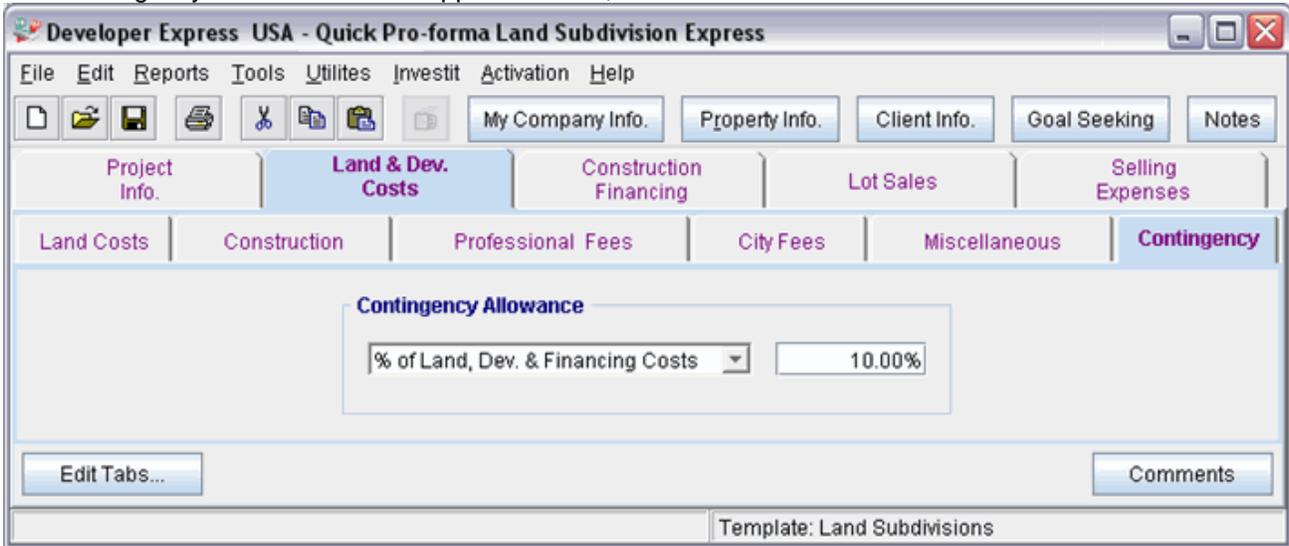
The Contingency sub folder should appear like this;



Steps for entering the Contingency

1. Enter the Amount: 10.00%

The Contingency folder should now appear like this:



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

### CONSTRUCTION FINANCING FOLDER

Equity: \$2,800,000  
Interest Rate: 8.50%

Development Time  
Pre-Construction Period: 7 Months  
Construction Time: 6 Months  
Sales Period: 13 Months

The Construction Financing Folder should appear like this;

**Developer Express - Untitled Project Express**

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** Lot 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
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: Land Subdivisions

Steps for entering the Construction Financing

1. Enter the Equity Amount: \$2,800,000
2. Enter the Construction Loan. Interest Rate: 8.50%
3. Enter the Pre-Construction Period: 7 Months
4. Enter the Construction Time: 6 Months
5. Enter the Sales Period: 13 Months

The Construction Financing Folder should look like this:

**Equity**  
Amount

**Financing**  
Construction Loan. Interest Rate

**Financing Adjustment Factors**  
Equity Adjustment

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

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

Reset

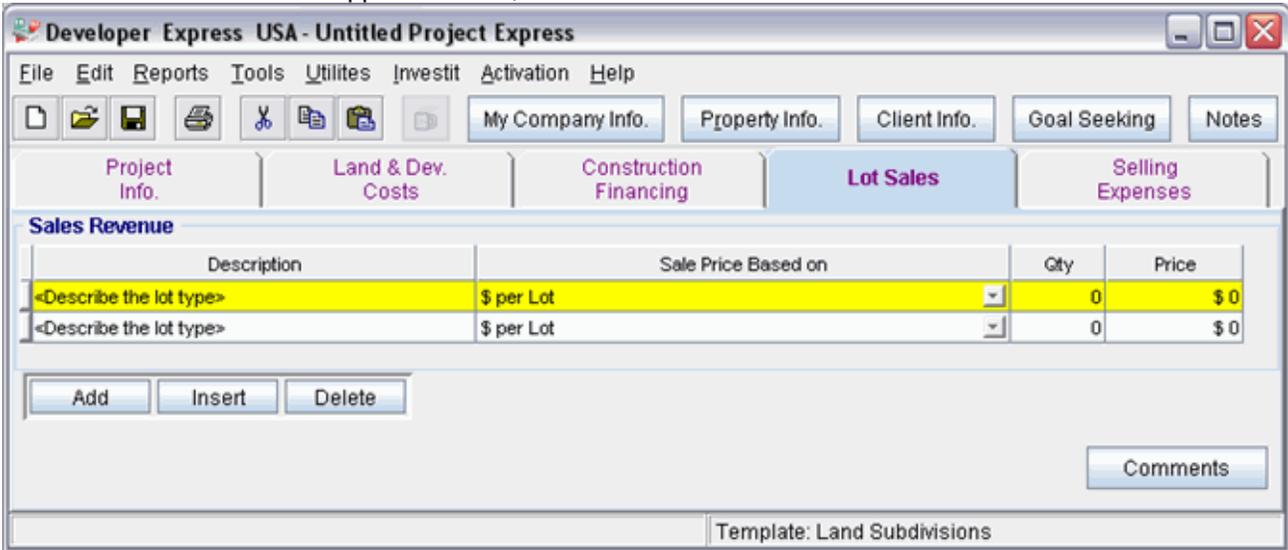
Template: Land Subdivisions

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

**LOT SALES Folder**

<u>Description</u>	<u>Entry</u>	<u>QTY</u>
Prime Lots	\$265,000 per Lot	10
Regular Lots	\$195,000 per Lot	35

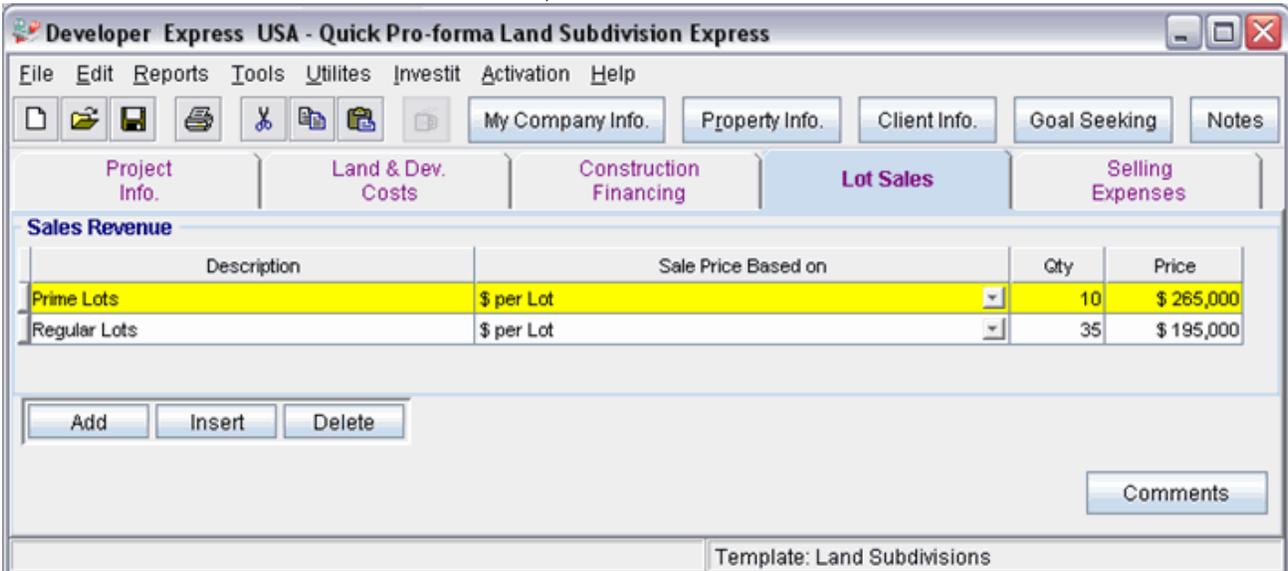
The Lot Sales folder should appear like this;



Steps for entering the Lot Sales

1. Select row 1
2. Enter the Description: "Prime Lots"
3. Enter the Qty: 10
4. Enter the Amount: \$265,000
  
5. Select row 2
6. Enter the Description: "Regular Lots"
7. Enter the Qty: 35
8. Enter the Amount: \$195,000

The Unit Sales folder should now look like this;



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;



The screenshot shows a window titled "Real Estate Commission". It contains a dropdown menu with "Amount" selected and a text input field containing "\$ 0".

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;



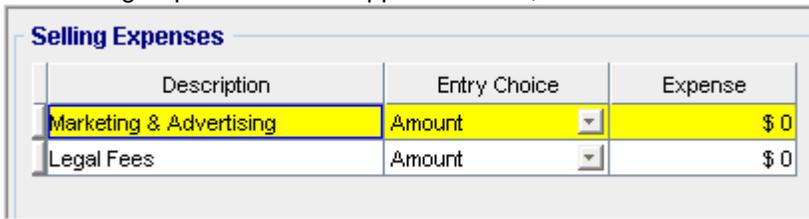
The screenshot shows the same window as before, but now the dropdown menu is set to "Fixed % of Sale Price" and the input field contains "5.00%".

### Selling Expenses

Marketing & Advertising: \$25,000

Legal Fees: 2.00% of Sale Price

The Selling Expenses should appear like this;



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: \$25,000
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	\$ 25,000
Legal Fees	% of Sale Price	2.00%

**SAVE YOUR PROJECT**