Developer Pro CANADA 45 LOT SUBDIVISION DEVELOPMENT EXAMPLE

INTRODUCTION

This example uses the Land Subdivisions template.

This practice example consists of three Sections;

- The input information for the project
 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

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

Construction sub folder

Description	Amount	Hard Cost	Soft Cost
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

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

City Fees sub folder

Description	Amount	Hard Cost	Soft Cost
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

Description	<u>Amount</u>	Hard Cost	Soft Cost
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

Description	Entry	<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

 Select Template for New Project

 Condominiums & Townhouses

 Income Property. Retail Office & Industrial

 Land Subdivisions

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

Entering the project data and information

y Company, Personal	Information and Disclaimer Statement for Reports
Company Name Personal Name Address	Enter your Company Personal Information and:
City State/Province Zip/Postal Country Phone Number Mobile Number Fax Number	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 Prefrences' 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)
E-Mail Website Additional info	Disclaimer Statement
	These settings are global for all Templates and Projects. Qk Cancel Help



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

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Project Info.	Land & Dev. Costs	Construction Financing	Lot Sales	Selling Expenses	
Report Headers		La	and		
Property Name	Hawthorn Farms 🛛 🗲 🗕	L	and Area	1,087,750 Sq. Ft 🗲	
Description	45 Lot Subdivision 🔶	F	rontage	0 Ft	
Edit Unit of Measure					
Enter property name. E	E.g., Parklane Towers	Tem	iplate: Quick Proforma Lani	d Subdivisions	

The Project Info screen should look like this;

LAND & DEV. COSTS folder

Land Costs sub folder

Description	<u>Amount</u>	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;

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Project Info.	Land Co	& Dev. sts	Constructio Financing	n L	ot Sale	s) i	Selling penses
Land Costs	Construction	Profes	ssional Fees	City Fees		Miscellar	ieous	Contingency
Costs								
	Description		Entry	Choice		Gty	Costs Hard Soft	Amount
Land Costs		Amou	nt		-	—	00	\$0
Legal Fees		Amou	nt		1	—	\circ	\$0
Appraisal Fees		Amou	nt		-	—	\circ	\$0
Add Insert Delete								
Edit Tabs								Comments
				Template: Lan	d Subd	ivisions		

- Instructions for entering the Land Costs 1. Select row with Description 'Land'
 - 2. Enter the Amount: \$2,850,000

- Select row with Description 'Legal Fees'
 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;

👺 Developer Express - Quick Pro-forma Land Subdivision Express 👘 📃 🗖 🔀				
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Project Land & Info. Cos	t Dev. Construction Financing	Lot Sales	Selling Expenses	
Land Costs Construction	Professional Fees City Fees	Miscellaneous	Contingency	
Costs				
Description	Entry Choice	Gty Costs Hard Sot	t Amount	
Land Costs	Amount	• • • •	\$ 2,850,000	
Legal Fees	Amount		\$ 15,000	
Appraisal Fees	Amount	<u> </u>	\$ 12,000	
Add Insert Delete Edit Tabs Comments				
	Template: Lar	nd Subdivisions		

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

Construction sub folder

Description	<u>Amount</u>	Hard Cost	Soft Cost
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	✓	

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Project Land & Dev. Info. Costs	Construction Financing Lot Sal	es E	Selling xpenses					
Land Costs Construction	Professional Fees City Fees	Miscellaneous	Contingency					
Costs								
Description	Entry Choice	Gty Costs Hard Soft	Amount					
Building & Demolition	Amount 🗾	- 00	\$0					
Site Clearing & Grading	Amount 🗵	- 00	\$0					
Storm & Sanitary Sewer	Amount 💌	- • •	\$0					
Water Works	Amount	- • •	\$0					
Underground Hydro & Tel.	Amount 🖃	- • •	\$0					
Siltation Control	Amount	- • •	\$0					
Boulevard & Landscaping	Amount	- • •	\$0					
Roads & Sidewalks	Amount	- • •	\$0					
Street Lighting	Amount	- • •	\$0					
Tree Planting	Tree Planting Amount							
Add Insert Delete Edit Tabs Comments								
	Template: Land Sub	divisions	Template: Land Subdivisions					

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;

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Land Costs Construction	Professional Fees City Fees	Miscellane	eous	Contingency		
Costs						
Description	Entry Choice	Qty	Costs Hard Soft	Amount		
Building Demoltion	Amount	<u> </u>	00	\$ 25,000		
Site Clearing & Grading	Amount	_	• •	\$130,000		
Storm & Sanitary Sewer	\$ per Lot × Total No. of Lots	<u>-</u> 45	00	\$ 4,000		
Water Works	\$ per Lot × Total No. of Lots	<u>-</u> 45	00	\$1,500		
Underground Hydro & Tel.	\$ per Lot × Total No. of Lots	<u>-</u> 45	00	\$ 3,000		
Sitation Control	Amount	<u> </u>	00	\$ 35,000		
Boulevard & Landscaping	\$ per Lot × Total No. of Lots	- 45	0.0	\$ 6,000		
Roads & Sidewalks	\$ per Lot × Total No. of Lots	- 45	00	\$12,000		
Street Lighting	\$ per Lot × Total No. of Lots	- 45	00	\$1,500		
Tree Planting	Amount	<u> </u>	00	\$ 230,000		
Add Insert Delete Edit Tabs Comments						
Template: Land Subdivisions						

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

Professional Fees sub folder

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

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Project Land & Dev. Info. Costs	Construction Financing Lot Sale	es Selling Expenses			
Land Costs Construction	Professional Fees City Fees	Miscellaneous Contingend			
Costs					
Description	Entry Choice	Gty Costs Amount			
Geo-Technical Services	Amount 🗾	- 💿 💿 💲 0			
Engineering	% of Construction & Site Prep. Costs 📃	- C 🖲 0.00%			
Mortgage Brokerage Fees	Amount 🗾	- C @ \$0			
Legal Fees	Amount 🔄	- C @ \$0			
Add Insert Delete Edit Tabs Comments					

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 Delete button

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Land Costs Construction	Professional Fees City Fees	Miscellaneous	Contingency			
Costs						
Description	Entry Choice	Gty Costs Hard Soft	Amount			
Geo-Technical Services	Amount 🔄	- 00	\$ 35,000			
Engineering	% of Construction & Site Prep. Costs 📃	- 00	12.00%			
Mortgage Brokerage Fees	Amount	- 00	\$ 37,000			
Add Insert Delete Edit Tabs Comments						
	Template: Land Sub	divisions				

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

Description	<u>Amount</u>	Hard Cost	Soft Cost
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		✓

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Project Land & Dev. Construction Lot Sales Selling Expenses							
Land Costs Co	nstruction	Professional Fees	City Fees	Miscellar	neous	Contingency	
Costs							
Descri	ption	Entry Choice Gty Costs Amount					
Application Fees		Amount		- 1	0 0	\$ 0	
Connection Fees		Amount		<u> </u>	00	\$0	
Inspection Fees		Amount		<u> </u>	00	\$0	
Impact Fees		Amount		<u> </u>	0.0	\$0	
Property taxes		Amount		<u> </u>	0.0	\$0	
Add Insert Delete Edit Tabs Comments							
			Template: Land St	ubdivisions			

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

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Project Info.	Land & Dev. Costs	Construction Selling Financing Expenses				Selling xpenses
Land Costs	Construction	Professional Fees	City Fees	Miscellan	eous	Contingency
Costs						
	Description Entry Choice Qty Costs Amount Amount					Amount
Application Fees		Amount		<u> </u>	0 0	\$ 25,000
Connection Fees		\$ per Lot × Total No. of Lots		<u>×</u> 45	00	\$ 3,000
Inspection Fees		Amount		<u> </u>	00	\$13,000
Impact Fees		\$ per Lot × Total No. of Lots		<u>-</u> 45	00	\$ 20,000
Property taxes		Amount		<u> </u>	00	\$ 60,000
Add Insert Delete						
Edit Tabs						Comments
			Template: Land	d Subdivisions		

The City Fees sub folder should look like this;

Click on the Miscellaneous tab to go the Miscellaneous sub folder

Miscellaneous sub folder

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

The Miscellaneous sub folder should appear like this;

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Land Costs Construc	ction Prot	fessional Fees	City Fees	Miscellane	eous	Contingency
Costs						
Description		Entry Ch	bice	Gty H	Costs Hard Soft	Amount
Miscellaneous Costs	Am	ount		—	0 O	\$0
Add Insert Delete Edit Tabs Comments						
Template: Land Subdivisions						

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;

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Project Land & Dev Info. Costs	Construction Financing	les E	Selling xpenses		
Land Costs Construction	Professional Fees City Fees	Miscellaneous	Contingency		
Costs					
Description	Entry Choice	Gty Costs Hard Soft	Amount		
Miscellaneous Costs	Amount	<u> </u>	\$ 25,000		
Add Insert Delete					
Edit Tabs Comments					
	Template: Land Sub	divisions			

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;

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Project Info.	Ĺ	and & Dev. Costs	Construction Financing	Γ L	ot Sales	Selling Expenses
Land Costs	Construction	n Profes	ssional Fees	City Fees	Miscellan	eous Contingency
Contingency Allowance % of Land, Dev. & Financing Costs 💌 0.00%						
Edit Tabs						Comments
				Template: Lan	d Subdivisions	

Steps for entering the Contingency

1. Enter the Amount: 10.00%

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	My Company Info.	Property Info. Clie	ent Info. Goal Seeking Notes	
Project Lan	d & Dev. Costs Finance	ction Lot Sa	les Selling Expenses	
Land Costs Construction	Professional Fees	City Fees	Miscellaneous Contingency	
Contingency Allowance % of Land, Dev. & Financing Costs 10.00% Edit Tabs				
Continients				
		Template: Land Sub	divisions	

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

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Projec Info.	t Land & Dev. Costs	Construction Financing	Lot Sales	Selling Expenses
	Equity		Development Time (in M	onths)
	Amount	\$ 0	Pre-Construction Period	0
		•••	Association Times	
	Einancing		Construction Time	
	Construction Loan. Interest Rate	0.000%	Sales Period	0
	Financing Adjustment Factors			
	Equity Adjustment	1.00		
	Equity Aujustment	1.00		
	Construction Loan			
	Description	Amount		
	Land Costs	1.00		
	Construction	0.50		
	Professional Fees	0.75		
	City Fees	0.75		
	Miscellaneous	0.50		
	Seling Expenses	0.50		
	_Joaies Period	0.50		
L				
	Reset		C	omments
		1 -	ninker Land Orchalt data a	
		Tem	plate: Land Subdivisions	

The Construction Financing Folder should appear like this;

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

Developer Express - Quick Pro-forma Land Subdivision Express	
<u>File Edit Reports Tools Utilites Investit Activation Help</u>	
D 😂 🖬 🚳 👗 🖻 🛍 🗊 My Company Info. Prope	erty Info. Client Info. Goal Seeking Notes
Project Land & Dev. Construction Info. Costs Financing	Lot Sales Expenses
Equity Amount \$ 2,800,000 Financing Construction Loan. Interest Rate 8.500%	Development Time (in Months)Pre-Construction Period7Construction Time6Sales Period13
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	
Sales Period 0.50	
Reset	Comments
Ter	mplate: Land Subdivisions

The Construction Financing Folder should look like this;

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

LOT SALES Folder

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

ntitled Project Express - Untitled Project Exp	ress		×
<u>File Edit Reports Tools Utilites Investit</u>	Activation Help		
	My Company Info. Property Info. Client Info.	Goal Seeking Note:	s
Project Land & Dev. Info. Costs	Construction Financing Lot Sales	Selling Expenses	
Sales Revenue			-
Description	Sale Price Based on	Qty Price	
<describe lot="" the="" type=""></describe>	\$ per Lot	0 \$0	
Describe the lot type>	\$ per Lot	0 \$0	
Add Insert Delete		Comments	
	Template: Land Subdivisions		

The Lot Sales folder should appear like this:

Steps for entering the Lot Sales

- 1. Select row 1
- 2. Enter the Description: "Prime Lots"
- Enter the Qty: 10
 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;

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<u>File Edit Reports Tools Utilites Investit</u>	Activation Help			
D 📽 🖬 🍯 👗 🛍 🛍 💿	My Company Info. Property Info. Client Info.	Goal Se	eking Notes	
Project Land & Dev. Info. Costs	Construction Financing Lot Sales	E	Selling xpenses	
Sales Revenue				
Description	Sale Price Based on	Qty	Price	
Prime Lots	\$ per Lot	10	\$ 265,000	
Regular Lots	\$ per Lot	<u>ا</u> 35	\$195,000	
Add Insert Delete				
			Comments	
	Template: Land Subdivisions			

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;

Real Estate Commission		
Amount	-	
\$ 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;

Real Estate Commission	
Fixed % of Sale Price	-
5.00%	

Selling Expenses

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

The Selling Expenses should appear like this;

E S	Selling Expenses					
	Description	Entry Choice		Expense		
	Marketing & Advertising	Amount	-		\$ 0	
	Legal Fees	Amount	Ŧ		\$0	
1						

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		
Markeing & Advertising	Amount	-	\$ 25,000		
Legal Fees	% of Sale Price	Ŧ	2.00%		

SAVE YOUR PROJECT