**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**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>Hard Cost</th>
<th>Soft Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land</td>
<td>$5,000,000</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Legal Fees</td>
<td>$10,000</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Appraisal</td>
<td>$8,000</td>
<td></td>
<td>✓</td>
</tr>
</tbody>
</table>

**Site Preparation sub folder**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>Hard Cost</th>
<th>Soft Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Site Clearing</td>
<td>$25,000</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Site Servicing Costs</td>
<td>$150,000</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Miscellaneous Site Costs</td>
<td>$10,000</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

**Construction sub folder**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>QTY</th>
<th>Hard Cost</th>
<th>Soft Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Building</td>
<td>$190.00 per Unit of Total Building Area</td>
<td>N/A</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Parking</td>
<td>$25,000 per Parking Space</td>
<td>75</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

**Professional Fees sub folder**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>Hard Cost</th>
<th>Soft Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Architectural &amp; Engineering</td>
<td>8.00% of Construction &amp; Site Prep Costs</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Geo-Scientists</td>
<td>$20,000</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Mortgage Brokerage Fees</td>
<td>$35,000</td>
<td></td>
<td>✓</td>
</tr>
</tbody>
</table>
City Fees sub folder

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>Hard Cost</th>
<th>Soft Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Application Fees</td>
<td>$5,000 per Unit x Total No. of Units</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Connection Fees</td>
<td>$3,000 per Unit x Total No. of Units</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Inspection Fees</td>
<td>$2,500 per Unit x Total No. of Units</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Impact Fees</td>
<td>$20,000 per Unit x Total No. of Units</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Property Taxes</td>
<td>$65,000</td>
<td></td>
<td>✓</td>
</tr>
</tbody>
</table>

Miscellaneous sub folder

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>Hard Cost</th>
<th>Soft Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Miscellaneous Costs</td>
<td>$25,000</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Description</th>
<th>Entry</th>
<th>QTY</th>
</tr>
</thead>
<tbody>
<tr>
<td>One Bedrooms</td>
<td>$520,000 per Unit</td>
<td>15</td>
</tr>
<tr>
<td>Two Bedrooms</td>
<td>$570,000 per Unit</td>
<td>34</td>
</tr>
<tr>
<td>Three Bedrooms</td>
<td>$610,000 per Unit</td>
<td>9</td>
</tr>
<tr>
<td>Penthouse</td>
<td>$950,000 per Unit</td>
<td>2</td>
</tr>
</tbody>
</table>

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 your company information.

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;

LAND & DEV. COSTS folder

Land Costs sub folder

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>Hard Cost</th>
<th>Soft Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land</td>
<td>$5,000,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Legal Fees</td>
<td>$10,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Appraisal</td>
<td>$8,000</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
The Land Costs sub folder should appear like this:

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

**Site Preparation sub folder**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>Hard Cost</th>
<th>Soft Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Site Clearing</td>
<td>$25,000</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Site Servicing Costs</td>
<td>$150,000</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Miscellaneous Site Costs</td>
<td>$10,000</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

The Site Preparation sub folder should appear like this:

![Image of Developer Pro software interface]

**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:

![Image of Site Preparation sub fold]

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

**Construction sub folder**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>QTY</th>
<th>Hard Cost</th>
<th>Soft Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Building</td>
<td>$190.00 per Unit of Total Building Area</td>
<td>N/A</td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td>Parking</td>
<td>$25,000 per Parking Space</td>
<td>75</td>
<td>✓</td>
<td></td>
</tr>
</tbody>
</table>

The Construction sub folder should appear like this:

![Image of Construction sub folder]
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:

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

**Professional Fees sub folder**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>Hard Cost</th>
<th>Soft Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Architectural &amp; Engineering</td>
<td>8.00% of Construction &amp; Site Prep Costs</td>
<td>✔️</td>
<td></td>
</tr>
<tr>
<td>Geo-Scientists</td>
<td>$20,000</td>
<td></td>
<td>✔️</td>
</tr>
<tr>
<td>Mortgage Brokerage Fees</td>
<td>$35,000</td>
<td></td>
<td>✔️</td>
</tr>
</tbody>
</table>
The Professional Fees sub folder should appear like this;

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 Delete button
9. Select row with Description ‘Legal Fee’
10. Click on the Delete button
11. Select row with Description ‘Other Professional Fees’
12. Click on the Delete button
The Professional Fees sub folder should look like this:

![Image of Professional Fees sub folder](image)

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

**City Fees sub folder**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>Hard Cost</th>
<th>Soft Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Application Fees</td>
<td>$5,000 per Unit x Total No. of Units</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Connection Fees</td>
<td>$3,000 per Unit x Total No. of Units</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Inspection Fees</td>
<td>$2,500 per Unit x Total No. of Units</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Impact Fees</td>
<td>$20,000 per Unit x Total No. of Units</td>
<td></td>
<td>✓</td>
</tr>
<tr>
<td>Property Taxes</td>
<td>$65,000</td>
<td></td>
<td>✓</td>
</tr>
</tbody>
</table>
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. Select the Entry Choice: "$ per Unit x Total No. of Units"
12. Enter the Amount: $20,000

13. Select row with Description ‘Property Taxes’
14. Enter the Amount: $65,000
The City Fees sub folder should look like this:

![Image of City Fees sub folder]

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

### Miscellaneous sub folder

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>Hard Cost</th>
<th>Soft Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Miscellaneous Costs</td>
<td>$25,000</td>
<td>✔️</td>
<td></td>
</tr>
</tbody>
</table>

The Miscellaneous sub folder should appear like this:

![Image of Miscellaneous sub folder]

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:

![Miscellaneous sub folder]

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:

![Contingency sub folder]

Steps for entering the Contingency

1. Enter the Amount: 8.00%
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: $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;

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:

![Construction Financing Folder](image)

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

**UNIT SALES FOLDER**

<table>
<thead>
<tr>
<th>Description</th>
<th>Entry</th>
<th>QTY</th>
</tr>
</thead>
<tbody>
<tr>
<td>One Bedrooms</td>
<td>$520,000 per Unit</td>
<td>15</td>
</tr>
<tr>
<td>Two Bedrooms</td>
<td>$570,000 per Unit</td>
<td>34</td>
</tr>
<tr>
<td>Three Bedrooms</td>
<td>$610,000 per Unit</td>
<td>9</td>
</tr>
<tr>
<td>Penthouse</td>
<td>$950,000 per Unit</td>
<td>2</td>
</tr>
</tbody>
</table>
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:

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: $27,000
Legal Fees: 2.00% of Sale Price
The Selling Expenses should appear like this;

<table>
<thead>
<tr>
<th>Description</th>
<th>Entry Choice</th>
<th>Expense</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing &amp; Advertising</td>
<td>Amount</td>
<td>$ 0</td>
</tr>
<tr>
<td>Legal Fees</td>
<td>Amount</td>
<td>$ 0</td>
</tr>
</tbody>
</table>

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;

<table>
<thead>
<tr>
<th>Description</th>
<th>Entry Choice</th>
<th>Expense</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing &amp; Advertising</td>
<td>Amount</td>
<td>$ 27,000</td>
</tr>
<tr>
<td>Legal Fees</td>
<td>% of Sale Price</td>
<td>2.00%</td>
</tr>
</tbody>
</table>

SAVE YOUR PROJECT