Bermuda Bay Apartments TAMPA FLORIDA

The same of the sa		ή	
Total Development Costs:	44	\$48,088,039	
Developed Cost Per Unit: (All Costs)		\$136,614	
Developed Cost Per Sq. Ft.: (All Costs)		\$ 130.43	
		\$ 130.43	
Number of Units:		352	
Land Cost:* includes commission		\$5,900,000	
Land Cost Per Unit:		\$16,761	
Acres - Total:		23.05	N
Hard Coat Day S. Pr. A.C.			
Hard Cost Per Sq. Ft. A/C:		72.00	
Site Utilities Estimate :		2,000,000	
Acres - Buildable:		23.05	
Density (buildable site acreage):		15.27	
Average Unit Size:		1,030	
Net Operating Income:		\$4,282,439	
Stabilized Return on Costs after Reserves:		8.91%	
Construction Period Interest		\$ 1,900,000	
Interim Rents		, , , , , , , , , , , , , , , , , , , ,	
		\$500,000	
Average Rent Per Unit:		\$1,468	
Average Rent Per Square Foot:		\$1.42	
Expenses per Unit:		(\$5,970)	1
Expense Ratio:			W. Comments
		32.92%	
Reserve Allowance:		\$200	
Construction Start Date: Horizontal		September 15, 2014	
Construction Start Date: Vertical		December 14, 2014	10 E-10 E-10 E-10 E-10 E-10 E-10 E-10 E-
Construction Period:	Months	24	
Lease up Period:	Months	16	
Stabilization:	Months	26	
Total Square Footage:		362,676	
Number of Buildings:	1300 VIII VIII VIII VIII VIII VIII VIII V	20	
Number of Floors:			40000000
JULIOUS,		2+3	

Bermuda Bay Apartments TAMPA FLORIDA

Stabilized Proforma Operating Statement

			RSF	Balcony	Total	Rent	Rent/SF	Monthly Total	Total	Squar
10.23%	36	1BR JR.	660	69	729	\$1,075	\$1.63	\$38,700	\$464,400	2
4.55%	16	1BR/1BA carriage	678	217	895	\$1,275	\$1.88	\$20,400	\$244,800	1
14.77%	52	1BR/1BA solarium	898	0	898	\$1,300	\$1.45	\$67,600	\$811,200	4
14.77%	52	1 BR/1BA	826	72	898	\$1,275	\$1.54	\$66,300	\$795,600	4
21.02%	74	2BR/2BA-solarium	1,225	0	1,225	\$1,625	\$1.33	\$120,250	\$1,443,000	9
21.02%	74	2BR/2BA	1,105	120	1,225	\$1,600	\$1.45	\$118,400	\$1,420,800	8
6.82%	24	3BR/2BA-solarium	1,435	0	1,435	\$1,790	\$1.25	\$42,960	\$515,520	3
6.82%	24	3BR/2BA	1,315	120	1,435	\$1,750	\$1.33	\$42,000	\$504,000	3
100.00%	352		1,030			\$1,468	\$1,42	\$516,610	\$5,734,920	36

Growth Rates

3.50%

Expenses 3.00%

		Per Unit	Year 1 Lease Up	Year 2 Lease Up	Year 3 Stabilized	Year 4 Stabilized	Year 5 Stabilized
			\$5,734,920	\$5,734,920	\$5,935,642	\$6,143,390	\$6,358,408
Vacancy		5.00%	\$0	(\$286,746)	(\$296,782)	(\$307,169)	(\$317,920)
(Loss to lease Up))		(\$3,592,788)	(\$396,263)	<u>\$0</u>	\$0	\$0
Effective Gross R		\$14,352	\$2,142,132	\$5,051,911	\$5,638,860	\$5,836,220	\$6,040,488
Rent Premiums-1	st & 3rd floors	\$25	\$52,800	\$105,600	\$109,296	\$113,121	\$117,081
Garage Income		\$125	\$60,000	\$120,000	\$124,200	\$128,547	\$133,046
Fee Income:Appl	, Redec,pet,late,early term.mtm,misc	\$52	\$109,824	\$219,648	\$227,336	\$235,292	\$243,528
Other Income:W	ater,sewer,washer di	\$65	\$137,280	\$274,560	\$284,170	\$294,116	\$304,410
Total Collected In	ncome	\$16,397	\$2,502,036	\$5,771,719	\$6,383,861	\$6,607,297	\$6,838,552
Operating Expen	ises**	Per unit					
	Management Fees	3.50%	87,571	202,010	\$208,070	\$214,313	\$220,74
	Management Expenses: supplies, phones, travel, meals,	\$216	38,016	76,032	\$78,313	\$80,662	\$83,08
	Advertsing & Promotion	\$178	31,328	62,656	\$64,536	\$66,472	\$68,46
	Payroll: Administrative	\$725	127,600	255,200	\$262,856	\$270,742	\$278,86
	Payroll: Maintenance	\$480	84,480	168,960	\$174,029	\$179,250	\$184,62
	Utilities	\$950	167,200	334,400	\$344,432	\$354,765	\$365,40
	Contract Services	\$504	88,704	177,408	\$182,730	\$188,212	\$193,85
	Maintenance Expenses	\$235	41,360	82,720	\$85,202	\$87,758	\$90,39
	Turnover/Make Ready	\$125	0	44,000	\$45,320	\$46,680	\$48,08
	Insurance	\$400	70,400	140,800	\$145,024	\$149,375	\$153,85
	Real Estate Taxes***	\$1,350	237,600	427,680	\$440,510	\$453,726	\$467,33
	Reserves	\$200	0	<u>0</u>	70,400	\$61,600	\$61,60
Total Operating	Expenses	=	\$974,259	\$1,971,866	\$2,101,422	\$2,153,553	\$2,216,311
Expense Per Uni	t		(\$2,768)	(\$5,602)	(\$5,970)	(\$6,118)	(\$6,296
Net Operating In	ncome Before Reserves		\$1,527,777	\$3,799,852	\$4,352,839	\$4,515,344	\$4,683,84
Expense Ratio			38.94%	34.16%	32.92%	32.59%	32.419
Return on Costs			2.03%	7.90%	8.91%	9.26%	9,61
Net Operating In	ncome After Reserves (with taxes)		\$974,259	\$3,799,852	\$4,282,439	\$4,453,744	\$4,622,241
Value:Cap Rate	6.50%				\$65,883,681	\$68,519,134	\$71,111,392

^{**} from 2014 actual budget of BEOB-344 units in Ormond Beach
*** Estimated on real estate comps in market

Bermuda Bay Apartments TAMPA FLORIDA

Sources & Uses

352 Units

Cost Item	Total	Per Unit	Per A/C SF
Hard Costs	\$26,544,672	\$75,411.00	\$72.00
Contractor Fee and Overhead	\$1,592,680	\$4,524.66	\$4.32
Garages-free standing	\$960,000	\$2,727.27	\$2.60
Parking area	\$793,750	\$2,254.97	\$2.15
Landscape/Irrigation/Related Costs	\$400,000	\$1,136.36	\$1.08
Pool and deck area	\$125,000	\$355.11	\$0.34
Site Fill-to 9' slab*at \$12/cy	\$1,500,000	\$4,261.36	\$4.07
Site Utilities & Fill- Estimate	\$2,000,000	\$5,681.82	\$5.42
Land Costs	\$5,900,000	\$16,761.36	\$16.00
Design Fees - A & E	\$497,500	\$1,413.35	\$1.35
Consultants	\$101,500	\$288.35	\$0.28
Surveying/Testing/Third Party Reports	\$114,500	\$325.28	\$0.31
Permitting/Impact/Municipal Fees	\$1,919,837	\$5,454.08	\$5.21
FF&E	\$584,100	\$1,659.38	\$1.58
Preleasing/Marketing	\$579,500	\$1,646.31	\$1.57
Other Development Cost (see attached detailed development budg	\$975,000	\$2,769.89	\$2.64
Interest Expense*E34@60%AOB,4.25% then @85% year 2	\$1,900,000	\$5,397.73	\$5.15
Interim Rents	(\$500,000)	(\$1,420.45)	(\$1.36)
General Contingency	\$500,000	\$1,420.45	\$1.36
Development Overhead	\$800,000	\$2,272.73	\$2.17
Development Fee	\$800,000	\$2,272.73	\$2.17
Total Project Cost	\$48,088,039	\$136,614	\$130.43

		Dollar Amount	Per Unit	% of Total Cost
Debt	! -			X DAY BOOK BOOK BOOK BOOK BOOK BOOK BOOK BOO
Construction Loan-70% LTC		\$33,661,628	\$95,630	70.00%
Mezz Loan			\$0	0.00%
Total Debt		\$33,661,628	\$95,630	70.00%
Equity				
Equity		\$13,426,412	\$38,143	27.92%
Developer Equity		\$1,000,000	\$2,841	2.08%
Total Equity	. 	\$14,426,412	\$40,984	30.00%
Total Capitalization		\$48,088,039	\$136,614	100.00%
Value - CAP Rate	6.50%	\$65,883,681	\$187,170	

Detailed Development Budget

Net Rentable Square Footage	The second second production of the second s	368,676
Clubhouse-included above		-
Gross Square Footage		368,676
Number of Units		352
Average Unit Square Footage with balco	nies	1,047
Acres -Developable Area		23.05
Density - /Net Acre		15.27
Land Costs per Unit	\$	16,051
Garage Spaces		80
Surface Parking		555
1.80	N N N N N N N N N N N N N N N N N N N	635

KEY DATES					
Land Purchase Date			9/24/13		
Construction Start Date:			9/15/14		
Construction Period			24		
	DEVELOPMENTIN	PETS	24		
			TOTAL		
				PER	PER A/C
	Total Units/Sq. Ft.	-	COST	UNIT	SQ. FT.
	rotar omis/sq. r t.			352	368,676
LAND	Land		45 (50 000	TOTAL UNITS	TOTAL A/C SF
	Commission-		\$5,650,000	16,051	15.33
	Total Land	_	\$250,000	710	0.68
	Total Land		\$5,900,000	\$16,761	16.00
DIRECT CONSTRUCTION COSTS:	Construction Costs Control Class				
DIRECT CONSTRUCTION COSTS;	Construction Costs (includes Clubhouse)	\$72.00	26,544,672	75,411	72.00
	Contractor Fee and General Conditions	6.00%	1,592,680	4,525	4.32
	Garages-free standing		960,000	2,727	2.60
	Parking Area		793,750	2,255	2.15
	Landscape/Irrigation/related costs		400,000	1,136	1.08
	Site Fill-to 9' slab*at \$9.00/cy		1,500,000	4,261	4.07
	Pool and deck area		125,000	355	0.34
	Site Utilities/Walls/Front entrance		2,000,000	5,682	5.42
	Total Diseat Costs				TO SHOW THE PROPERTY OF
INDIRECT CONSTRUCTION COSTS:	Total Direct Costs Design		\$33,916,102	\$96,393	\$91.99
INDINECT CONSTRUCTION COSTS:					
	Architect - Design	200,000		568	0.54
	Structural Engineer* in Arch	40,000		114	0.11
	Land Planner: site plan approval, rezoning, CPA	20,000		57	0.05
	Civil Engineer	137,500		391	0.37
	MEP Engineer* in Arch	0		0	0.00
	Landscape / Hardscape Design	60,000		170	0.00
	A&E Reimbursable	20,000		57	0.00
	Other A&E	20,000		57	0.00
	Total Design	Control of the Contro	\$497,500	\$1,413	\$1.35
	Consultants		10 0.114.0000	92,120	Ψ1.00
	Architectural Administration / Inspections	60,000		170	0.16
	Inspecting Civil Engineer	9,000		26	0.02
	Interior Designer	30,000		85	0.02
	Colored Rendering	2,500		7	0.08
	Total Consultants		\$101,500	\$288	
	Survey / Testing		3101,300	\$288	\$0.28
	Surveying (ALTA / Topo / Tree)	40,000		***	
	As-Built Survey	15,000		114	0.11
	Geotechincal	25,000		43	0.04
	EPC Fees			71	0.07
	Materials Testing	4,500		13	0.01
	Traffic Study	10,000		28	0.03
	Appraisal	8,000			
	Market Study	7,500		21	0.02
		4,500		13	0.01
	Total Survey / Testing		\$114,500	\$325	\$0.31
	Permits and Fees				
	Building Permit-Inspection Fees (\$58,402.24)	65,000		185	0.18
	Plan Review Fee (\$38,934.82)	45,000		128	0.12
	Transportation Impact Fee	236,544		672	0.64
	City Utility Connection Fees	1,035		3	0.00
	Wetland Mitigation Fee	162,000		460	0.44
	Water Connection Fee	28,000		80	0.08
	Sewer Connection Fee	41,310		117	0.11
	CIAC-Contribution in aid of Construction Fees	377,520		1,073	1.02
	School Impact Fees	886,300		2,518	2.40
	Fire Line Capacity Fee	17,128		49	0.05
	Other review fees***	60,000		170	0.16
	Total Permits and Fees		\$1,919,837	\$5,454	\$5.21
			Ψ1,>17,001	33,434	\$5.21
FURNISHINGS/EQUIPMENT:	Weight Room Equipment	50,000		142	0.14
	Pool / Courtyard FF&E and Pots	40,000		114	(9.777.174)
	Model Unit	50,000		114	0.11
	Club and Rec Room Furnishings	75,000		213	0.14
	Office Equipment	25,000			0.20
	To Proceed to the Process of the Pro	25,000		71	0.07

DEVELOPMENT & OVERHEAD FEES:	Development Overhead		\$800,000	\$2,273	\$2.17
	- vom anto-illi ilitti tot.	_\$	1,400,000	\$3,977	\$3.80
	Total Interim Interest:		(500,000)	(1,420)	(1.36
	Interim Rents: see lease up		1,900,000	5,398	5.15
See	Construction Period Interest (interest for 24 months)			Investigation (Investigation)	
INTEREST EXPENSE:	Total Other Development Costs		975,000	\$2,770	\$2.64
		225,000		639	0.61
	Other Insurance Real Estate Taxes -2 years	150,000		426	0.41
	Builders Risk Insurance Other Insurance	150,000		0	0.00
	Legal & Closing Costs	100,000		284	0.27
JI HER DEVELOPMENT COSTS:	Loan Origination Fees-broker/lender	350,000		994	0.95
OTHER DEVELOPMENT COSTS:				44,010	Ψ1.5
	Total Marketing Costs		\$579,500	\$1,646	\$1.5
	Operating Reserve	200,000		568	0.5
	Remibursables (Travel / Lodging)	12,000		34	0.0
	Main Entrance Signage	100,000		284	0.27
	Lease-up Expenses	150,000		426	0.07
	Common Area Signage	25,000		71	0.02
	Design / Graphics / Displays / Postage	7,500		28 21	0.03
	Leasing Brochures	10,000		213	0.20
PRELEASING/MARKETING COSTS:	Advertising / Promotions	75,000	\$584,100	1,659	1.58
	Total Furnishing/Equipment	281,600		800	0.7
	Washer / Dryers	37,500		107	0.10
	Maintenance Equipment	10,000		28	0.0
	Golf Carts Audio Visual / Security	15,000		43	0.0

^{***}City of Tampa Water-\$70;SWFWMD-\$3000;COT Wastewater-\$250;COT Plan Review-\$425;EPC-FDEP Sewer-\$650;Hills FDEP water review-\$860; EPC-\$4000

Description			Total Project
SF/ SF/ Unit SF/		6,000	Club House
SF/ SF/ SF/			Other Areas
SF	0 0		Total Apartments
SF	0		
SF / SF SF SF SF	0 0		
SF			3BR/2BA
SF / SF SF SF			3BR/2BA-solarium
SF / SF SF SF SF			2BR/2BA
SF / SF SF SF SF	-		2BR/2BA-solarium
SF SF SF SF SF SF SF SF		826	1 BR/1BA
SF SF SF SF SF	-	898	1BR/1BA solarium
SF / SF / SF SF / SF #Units by Building By Unit Type Est. Square I			1BR/1BA carriage
SF			1BR JR.
SF / SF SF SF			Apartments
SF / SF / SF / # Units by Building By Unit Type	Total	L	Description
	SF/		Unit
	1990/85	SF / Total 729 895 898 898 1,225 1,435 1,435 0 0	SF/ SF/ SF/ Bale Total Bale Total 895 898 826 72 898 825 1,225 1,225 85 1,20 1,235 85 1,435 96 96 96 96 96 96 96 96 96 96 96 96 96

Lease-Op Assumptions:		Summary Information:	n:
Land Closing Date	September-13	Units	352
Months to Construction Start	12	Avg. Net Units Leased/Mo.	20.0
Months to First Unit Delivered from Construction Start	9	Net Monthly Absorption	5.68%
Total Construction Period	23	Stabilized Occupancy	95%
The Number of Months of Lease-Up is to	17	9 0 0 0 0 0	
Months to Stabilization	26		
Months Abated Rent (Concessions)	0.0		

November-13	Land Close	
September-14	Start Date	Construction
June-15	Delivered	First Unit
August-16	Delivered	Last Unit
October-16	Stabilization	

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						357		334.0		0.0	Total	
			0	490,192		0	334.0	0.0	0.0	0.0	May-18	36
			0	490,192		0	334.0	0.0	0.0	0.0	Apr-18	35
			0	490,192		0	334.0	0.0	0.0	0.0	Mar-18	34
			0	490,192		0	334.0	0.0	0.0	0.0	Feb-18	33
			0	490,192		0	334.0	0.0	0.0	0.0	Jan-18	32
			0	490,192	352 4	0	334.0	0.0	0.0	0.0	Dec-17	31
			0	490,192		0	334.0	0.0	0.0	0.0	Nov-17	30
			0	490,192		0	334.0	0.0	0.0	0.0	Oct-17	29
			0	490,192		0	334.0	0.0	0.0	0.0	Sep-17	28
			0	490,192		0	334.0	0.0	0.0	0.0	Aug-17	27
			0	490,192		0	334.0	0.0	0.0	0.0	Jul-17	26
			0	490,192		0	334.0	0.0	0.0	0.0	Jun-17	25
			0	490,192		0	334.0	0.0	0.0	0.0	May-17	24
			0	490,192		0	334.0	0.0	0.0	0.0	Apr-17	23
			0	490,192		0	334.0	0.0	0.0	0.0	Mar-17	22
			0	490,192		0	334.0	0.0	0.0	0.0	Feb-17	21
			0	490,192		0	334.0	0.0	0.0	0.0	Jan-17	20
	(\$77.037)		0	490,192		0	334.0	0.0	0.0	0.0	Dec-16	19
	(\$77,037)	3,663,235	0	490,192		0	334.0	0.0	0.0	0.0	Nov-16	18
(\$554,018)	(\$77,037)		0	490,192		0	334.0	14.0	0.0	0.0	Oct-16	17
	(\$73.808)		(20,547)	469,645		0	320.0	20.0	0.0	0.0	Sep-16	16
	(\$69,195)		(49,900)	440,293		0	300.0	20.0	0.0	0.0	Aug-16	15
	(\$64,582)		(79,253)	410,940		25	280.0	20.0	0.0	0.0	Jul-16	14
	(\$59,969)		(108,606)	381,587		25	260.0	20.0	0.0	0.0	Jun-16	13
	(\$55,356)		(137,958)	352,234		25	240.0	20.0	0.0	0.0	May-16	12
	(\$50,743)		(167,311)	322,881		25	220.0	20.0	0.0	0.0	Apr-16	11
	(\$46,130)		(196,664)	293,528		25	200.0	20.0	0.0	0.0	Mar-16	10
	(\$41,517)		(226,017)	264,176		25	180.0	20.0	0.0	0.0	Feb-16	9
	(\$36,904)		(255,370)	234,823		25	160.0	20.0	0.0	0.0	Jan-16	00
	(\$32.291)		(284,723)	205,470		25	140.0	20.0	0.0	0.0	Dec-15	7
	(\$27.678)		(314,075)	176,117		25	120.0	20.0	0.0	0.0	Nov-15	6
	(\$23,065)		(343,428)	146,764		25	100.0	20.0	0.0	0.0	Oct-15	(A
	(\$18,452)		(372,781)	117,411		25	80.0	20.0	0.0	0.0	Sep-15	4
	(\$13,839)		(402,134)	88,059		25	60.0	20.0	0.0	0.0	Aug-15	w
	(\$9,226)		(431,487)	58,706	50	25	40.0	20.0	0.0	0.0	Jul-15	2
	(\$4.613)		(460,840)	29,353		25	20.0	20.0	0.0	0.0	Jun-15	1
Interim Expenses		Interim Rents	Lease Up Deficit Interim Rents	Rental Income	Cumulative	per Month	Cumulative	per Month	Cumulative	per Month*		Months
						Delivered		Net Leased		Concessions		
					The state of the s		Carrie month	-				

Architect - Design/MEP/Structural Land Planner: site plan approval Civil Engineer Landscape / Hardscape Design Interior Design A&E Reimbursable	\$ \$ \$ \$	Budgets 127,670.00 15,000.00 82,100.00 15,000.00	\$ \$ \$	month 1 33,000.00 3,000.00 6,935.00	\$ \$ \$	month 2 20,000.00 6,500.00 27,440.00 8,000.00	month 3 \$ 20,000.00 \$ 3,000.00 \$ 21,550.00 \$ 7,000.00	\$ \$	month 4 20,000.00 2,500.00 22,690.00	\$	month 5 34,670.00 4,285.00	PAII \$ \$ \$	D-as of May '14 8,525.62 16,718.01 20,120.49
Other A&E										\$	5,000.00		
Tree Survey/Topography Surveying (ALTA) As-Built Survey	\$	18,900.00			\$	9,000.00	\$ 9,900.00					\$	17,195.58
Geotechnical	\$	20,000.00	\$	5,000.00	\$	5,000.00	\$ 10,000.00					\$	8,026.56
EPC/TPC/CITY ZONING FEES Materials Testing	\$	6,000.00										\$	6,113.12
Econometric Study	\$	8,000.00	\$	8,000.00									
Appraisal	\$	7,500.00			\$	7,500.00							
Market Study	\$	6,500.00										\$	6,500.00
Soil Remediation Plan Checking Fee: City Permit Fees		\$275,000										\$	171,753.12
r smill r ddd													
Land Deposit-Refundable	\$	75,000.00	\$	50,000.00	\$	5,000.00	\$ 5,000.00	\$	5,000.00	\$	5,000.00	\$	55,863.01
Loan Broker Fee													
Construction Loan Fee-Application Fee	\$	10,000.00			\$	10,000.00							
Legal & Closing Costs													
Legal Fees - Land Acquisition	\$	10,000.00	\$	10,000.00								\$	10,000.00
Legal Fees - Partnership Legal Fees - Construction Loan	\$	40,000.00	\$	20,000.00			\$ 10,000.00	\$	10,000.00			\$	20,083.21
Legal Fees - Equity Member Legal Fees - Zoning / Site Plan Legal Fees - Environmental	\$	10,000.00			\$	6,500.00	\$ 3,500.00			*			
Title Policy													
Accounting Fees													
Bank Charges												\$	850.00 224.98
Remibursables (Travel / Lodging)												Φ	224.90
Builders Risk Insurance													
Liability Insurance													
Doc Stamps & Intangible Tax on Mortgage													
Doc Stamps on Deed Real Estate Taxes													
Operating Reserve												\$	14,653.36
Contingency													
Pre-Development Fee													
TALOGE BEAUTY	Marie Wales			NOTE TO THE SELECTION OF THE SELECTION O									
Total Start-Up Capital Needed	\$	731,670.00	\$	135,935.00	\$	104,940.00	\$ 89,950.00	\$	60,190.00	\$ 4	18,955.00	\$	356,627.06