Lock 7 Development, LLC
BZA: 18688

Profit & Loss Analysis (Rental)
1348 - 1356 Florida Avenue NE

Purchase Price	**$ 3,030,000**	**Management Fee**	**7%**	**Loan Term**	**25**
Loan to Value	**75%**	**Vacancy/Collection**	**5%**	**Interest Rate**	**5%**

BZA Request: 55'-0"/3.5 FAR/5 STORY		**Alternative 1: 50'-0"/3.0 FAR/4 STORY**		**Alternative 2: 50'-0"/3.5 FAR/5 STORY**		**Alternative 3: 55'-0"/3.0 FAR/5 STORY**	
# of Units:	**49**	**# of Units:**	**39**	**# of Units:**	**49**	**# of Units:**	**42**
Purchase Price	3,030,000	Purchase Price	3,030,000	Purchase Price	3,030,000	Purchase Price	3,030,000
Closing Costs	46,921	Closing Costs	46,921	Closing Costs	46,921	Closing Costs	46,921
Hard Construction Costs	7,345,000	Hard Construction Costs	6,078,985	Hard Construction Costs	7,170,973	Hard Construction Costs	6,354,366
Soft Cost Estimate	1,850,000	Soft Cost Estimate	1,850,000	Soft Cost Estimate	1,850,000	Soft Cost Estimate	1,850,000
Total Project Cost	**12,271,921**	**Total Project Cost**	**11,005,906**	**Total Project Cost**	**12,097,894**	**Total Project Cost**	**11,281,287**
Debt	9,203,941	Debt	8,254,430	Debt	9,073,421	Debt	8,460,965
Equity	3,067,980	Equity	2,751,477	Equity	3,024,474	Equity	2,820,322
GFA	41,577	GFA	31,256	GFA	39,082	GFA	33,501
Rentable SQFT	35,340	Rentable SQFT	26,568	Rentable SQFT	33,220	Rentable SQFT	28,476
Discounted rent due to:		*Discounted rent due to:*		*Discounted rent due to:*		*Discounted rent due to:*	
Florida Ave Frontage:	**-3%**	**Florida Ave Frontage:**	**-3%**	**Florida Ave Frontage:**	**-3%**	**Florida Ave Frontage:**	**-3%**
		No Retail:	**-5%**	**No Retail:**	**-5%**		
				Lower Ceiling Height:	**-6%**		
Gross Rent	1,199,808	Gross Rent	856,872	Gross Rent	1,007,133	Gross Rent	966,755
Rent/SQFT	*33.95*	*Rent/SQFT*	*32.25*	*Rent/SQFT*	*30.32*	*Rent/SQFT*	*33.95*
Vacancy/Collection at 5%	59,990	Vacancy/Collection at 5%	42,844	Vacancy/Collection at 5%	50,357	Vacancy/Collection at 5%	48,338
Retail Rent	30,000	Retail Rent	0	Retail Rent	0	Retail Rent	0
Net Rent	**1,169,818**	**Net Rent**	**814,028**	**Net Rent**	**956,777**	**Net Rent**	**918,417**
Taxes	101,243	Taxes	90,799	Taxes	99,808	Taxes	93,071
Insurance	17,000	Insurance	15,000	Insurance	17,000	Insurance	16,000
Common Utilities	28,000	Common Utilities	28,000	Common Utilities	28,000	Common Utilities	28,000
Personnel	81,000	Personnel	81,000	Personnel	81,000	Personnel	81,000
Trash	6,000	Trash	6,000	Trash	6,000	Trash	6,000
Management Fees at 7%	81,887	Management Fees at 7%	56,982	Management Fees at 7%	66,974	Management Fees at 7%	64,289
Repairs and Maintenance	62,000	Repairs and Maintenance	55,000	Repairs and Maintenance	62,000	Repairs and Maintenance	59,000
Total Expenses	**377,131**	**Total Expenses**	**332,781**	**Total Expenses**	**360,782**	**Total Expenses**	**347,360**
Operating Income	**792,687**	**Operating Income**	**481,247**	**Operating Income**	**595,995**	**Operating Income**	**571,058**
Debt Service	645,664	Debt Service	579,055	Debt Service	636,508	Debt Service	593,544
Cash Flow	**147,023**	**Cash Flow**	**(97,808)**	**Cash Flow**	**(40,513)**	**Cash Flow**	**(22,486)**
Cash Return on Equity	**4.79%**	**Cash Return on Equity**	**-3.55%**	**Cash Return on Equity**	**-1.34%**	**Cash Return on Equity**	**-0.80%**

Lock 7 Development, LLC
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Profit & Loss Analysis (Sales)
1348 - 1356 Florida Avenue NE

Transacation Costs	10%	Additional Soft Costs	7%

BZA Request: 55'-0"/3.5 FAR/5 STORY	
# of Units:	**49**
Diminishing Price Affect on particular units due to:	
Florida Ave Frontage:	**-8.0%**
Gross Sales (see below)	**16,126,776**
Base Construction Cost	12,271,921
Transactions Costs	1,612,678
Warranty Bond	257,200
Ongoing Warranty Costs	84,000
TOTAL PROJECT COST	**14,225,799**
Profit	**1,900,977**
Estimated Gross Sales Price	
Corner Retail Space	*184,000*
Unit #1	474,016
Unit #2	370,950
Unit #3	373,454
Unit #4	354,811
Unit #5	266,785
Unit #6	288,905
Unit #7	288,194
Unit #8	318,261
Unit #9	282,491
Unit #10	**247,000**
Unit #11	**214,600**
Unit #12	**220,100**
Unit #13	387,338
Unit #14	276,080
Unit #15	308,983
Unit #16	445,519
Unit #17	291,605
Unit #18	290,887
Unit #19	321,235
Unit #20	285,131
Unit #21	**247,000**
Unit #22	210,892
Unit #23	**220,100**
Unit #24	391,212
Unit #25	278,660
Unit #26	311,871
Unit #27	449,974
Unit #28	294,305
Unit #29	293,581
Unit #30	324,210
Unit #31	287,771
Unit #32	515,508
Unit #33	212,758
Unit #34	**220,100**
Unit #35	395,085
Unit #36	281,240
Unit #37	314,759
Unit #38	454,430
Unit #39	302,406
Unit #40	301,661
Unit #41	333,133
Unit #42	295,691
Unit #43	530,670
Unit #44	218,357
Unit #45	334,858
Unit #46	442,071
Unit #47	314,110
Unit #48	351,546
Unit #49	508,473

Alternative 1: 50'-0"/3.0 FAR/4 STORY	
# of Units:	**39**
Diminishing Price Affect on particular units due to:	
Florida Ave Frontage:	**-8.0%**
No Retail:	**-5.0%**
Gross Sales (see below)	**11,453,684**
Base Construction Cost	11,005,906
Transactions Costs	1,145,368
Warranty Bond	205,900
Ongoing Warranty Costs	48,000
TOTAL PROJECT COST	**12,405,175**
Profit	**(951,491)**
Estimated Gross Sales Price	
Corner Residential	*349,600*
Unit #1	450,315
Unit #2	352,402
Unit #3	354,781
Unit #4	310,105
Unit #5	233,170
Unit #6	274,460
Unit #7	273,784
Unit #8	302,348
Unit #9	268,366
Unit #10	**247,000**
Unit #11	**214,600**
Unit #12	**220,100**
Unit #13	338,534
Unit #14	241,294
Unit #15	270,052
Unit #16	389,384
Unit #17	277,025
Unit #18	276,343
Unit #19	305,173
Unit #20	270,874
Unit #21	**247,000**
Unit #22	200,347
Unit #23	**220,100**
Unit #24	341,919
Unit #25	243,549
Unit #26	272,575
Unit #27	393,278
Unit #28	279,590
Unit #29	278,902
Unit #30	307,999
Unit #31	273,382
Unit #32	489,733
Unit #33	202,120
Unit #34	**220,100**
Unit #35	345,304
Unit #36	245,804
Unit #37	275,099
Unit #38	397,171

Alternative 2: 50'-0"/3.5 FAR/5 STORY	
# of Units:	**49**
Diminishing Price Affect on particular units due to:	
Florida Ave Frontage:	**-8.0%**
No Retail:	**-5.0%**
Lower Ceiling Height:	**-7.0%**
Gross Sales (see below)	**14,366,058**
Base Construction Cost	12,097,894
Transactions Costs	1,436,606
Warranty Bond	237,600
Ongoing Warranty Costs	72,000
TOTAL PROJECT COST	**13,844,100**
Profit	**521,958**
Estimated Gross Sales Price	
Corner Residential	*349,600*
Unit #1	450,315
Unit #2	352,402
Unit #3	354,781
Unit #4	310,105
Unit #5	233,170
Unit #6	255,248
Unit #7	254,619
Unit #8	281,183
Unit #9	249,581
Unit #10	**247,000**
Unit #11	**214,600**
Unit #12	**220,100**
Unit #13	314,836
Unit #14	224,403
Unit #15	251,148
Unit #16	362,127
Unit #17	257,633
Unit #18	256,999
Unit #19	283,811
Unit #20	251,913
Unit #21	**247,000**
Unit #22	186,323
Unit #23	**220,100**
Unit #24	317,985
Unit #25	226,500
Unit #26	253,495
Unit #27	365,748
Unit #28	260,019
Unit #29	259,378
Unit #30	286,439
Unit #31	254,246
Unit #32	455,451
Unit #33	187,972
Unit #34	**220,100**
Unit #35	321,133
Unit #36	228,598
Unit #37	255,842
Unit #38	369,369
Unit #39	267,175
Unit #40	266,517
Unit #41	294,323
Unit #42	261,243
Unit #43	468,847
Unit #44	192,918
Unit #45	295,847
Unit #46	390,570
Unit #47	277,516
Unit #48	310,591
Unit #49	449,236

Alternative 3: 55'-0"/3.0 FAR/5 STORY	
# of Units:	**42**
Diminishing Price Affect on particular units due to:	
Florida Ave Frontage:	**-8.0%**
Gross Sales (see below)	**13,426,692**
Base Construction Cost	11,281,287
Transactions Costs	1,342,669
Warranty Bond	257,200
Ongoing Warranty Costs	84,000
TOTAL PROJECT COST	**12,965,156**
Profit	**461,536**
Estimated Gross Sales Price	
Corner Retail Space	*184,000*
Unit #1	474,016
Unit #2	370,950
Unit #3	373,454
Unit #4	354,811
Unit #5	266,785
Unit #6	288,905
Unit #7	288,194
Unit #8	318,261
Unit #9	282,491
Unit #10	**247,000**
Unit #11	**214,600**
Unit #12	**220,100**
Unit #13	387,338
Unit #14	276,080
Unit #15	308,983
Unit #16	445,519
Unit #17	291,605
Unit #18	290,887
Unit #19	321,235
Unit #20	285,131
Unit #21	**247,000**
Unit #22	210,892
Unit #23	**220,100**
Unit #24	391,212
Unit #25	278,660
Unit #26	311,871
Unit #27	449,974
Unit #28	294,305
Unit #29	293,581
Unit #30	324,210
Unit #31	287,771
Unit #32	515,508
Unit #33	212,758
Unit #34	**220,100**
Unit #35	395,085
Unit #36	281,240
Unit #37	314,759
Unit #38	454,430
Unit #39	302,406
Unit #40	301,661
Unit #41	333,133
Unit #42	295,691

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Construction Budget
1348 - 1356 Florida Avenue NE

BZA Request: 55'-0"/3.5 FAR/5 STORY	
49 Units - Retail - GSF:	**41,577**
General Requirements from GC	500,000.00
Environmental Remediation	120,000.00
Demolition	60,000.00
Utility Service	225,000.00
Site Work	270,000.00
Foundation	599,000.00
Masonry	376,000.00
Carpentry	1,000,000.00
Doors and Windows	600,000.00
Finishes	1,000,000.00
Electrical, Mech & Plumbing	1,500,000.00
Equipment and Finishes	600,000.00
Façade stabilization	40,000.00
Landscaping	25,000.00
Green Roof cost	30,000.00
GC Fee	400,000.00
Total Hard Costs	**7,345,000.00**
Interest and Loan Fees	920,000.00
Real Estate Taxes	105,000.00
Legal	95,000.00
Architectural and Engineering	305,000.00
Permitting, Testing & Utility Fees	340,000.00
Insurance	85,000.00
Total Soft Costs	**1,850,000.00**
Total Hard Costs and Soft Costs	**9,195,000.00**

Alternative 1: 50'-0"/3.0 FAR/4 STORY	
39 Units - No Retail - GSF:	**31,256**
General Requirements from GC	500,000.00
Environmental Remediation	120,000.00
Demolition	60,000.00
Utility Service	225,000.00
Site Work	270,000.00
Foundation	599,000.00
Masonry	376,000.00
Carpentry	751,761.79
Doors and Windows	451,057.07
Finishes	751,761.79
Electrical, Mech & Plumbing	1,127,642.69
Equipment and Finishes	451,057.07
Façade stabilization	40,000.00
Landscaping	25,000.00
Green Roof cost	30,000.00
GC Fee	300,704.72
Total Hard Costs	**6,078,985.13**
Interest and Loan Fees	920,000.00
Real Estate Taxes	105,000.00
Legal	95,000.00
Architectural and Engineering	305,000.00
Permitting, Testing & Utility Fees	340,000.00
Insurance	85,000.00
Total Soft Costs	**1,850,000.00**
Total Hard Costs and Soft Costs	**7,928,985.13**

Alternative 2: 50'-0"/3.5 FAR/5 STORY	
49 Units - No Retail - GSF:	**39,082**
General Requirements from GC	500,000.00
Environmental Remediation	120,000.00
Demolition	60,000.00
Utility Service	225,000.00
Site Work	270,000.00
Foundation	599,000.00
Masonry	376,000.00
Carpentry	939,990.86
Doors and Windows	600,000.00
Finishes	1,000,000.00
Electrical, Mech & Plumbing	1,409,986.29
Equipment and Finishes	600,000.00
Façade stabilization	40,000.00
Landscaping	25,000.00
Green Roof cost	30,000.00
GC Fee	375,996.34
Total Hard Costs	**7,170,973.49**
Interest and Loan Fees	920,000.00
Real Estate Taxes	105,000.00
Legal	95,000.00
Architectural and Engineering	305,000.00
Permitting, Testing & Utility Fees	340,000.00
Insurance	85,000.00
Total Soft Costs	**1,850,000.00**
Total Hard Costs and Soft Costs	**9,020,973.49**

Alternative 3: 55'-0"/3.0 FAR/5 STORY	
42 Units - No Retail - GSF:	**33,501**
General Requirements from GC	500,000.00
Environmental Remediation	120,000.00
Demolition	60,000.00
Utility Service	225,000.00
Site Work	270,000.00
Foundation	599,000.00
Masonry	376,000.00
Carpentry	805,757.99
Doors and Windows	483,454.79
Finishes	805,757.99
Electrical, Mech & Plumbing	1,208,636.99
Equipment and Finishes	483,454.79
Façade stabilization	40,000.00
Landscaping	25,000.00
Green Roof cost	30,000.00
GC Fee	322,303.20
Total Hard Costs	**6,354,365.75**
Interest and Loan Fees	920,000.00
Real Estate Taxes	105,000.00
Legal	95,000.00
Architectural and Engineering	305,000.00
Permitting, Testing & Utility Fees	340,000.00
Insurance	85,000.00
Total Soft Costs	**1,850,000.00**
Total Hard Costs and Soft Costs	**8,204,365.75**