Profit & Loss Analysis (Condominium)

Applicant: Newton St Development 3, LLC				
Property: 1740 New Jersey Ave NW				
	Alternative 1	**Alternative 2**	**Alternative 3**	**Proposed**
	3-unit condominium	5-unit condominium	8-unit condominium	7-unit condominium
	No Addition	Addition	Addition	Addition
Gross Sales	**$2,325,000**	**$3,075,000**	**$3,500,000**	**$3,115,000**
Purchase Price	$520,000	$520,000	$520,000	$520,000
Closing Costs	$40,000	$40,000	$40,000	$40,000
Hard Costs	$1,522,875	$1,840,410	$1,946,905	$1,797,575
Soft Costs	$166,639	$198,401	$208,179	$190,398
Transaction Costs (Commissions, Taxes, Closing, etc)	$232,500	$307,500	$350,000	$311,500
Condominium Documents & Legal Fees	$23,250	$30,750	$35,000	$31,150
Condominium Surveying Costs	$14,606	$16,100	$17,500	$16,975
Warranty Bond	$102,242	$119,410	$128,778	$116,741
Operating Warranty Costs	$23,250	$30,750	$35,000	$31,150
Total Project Cost	**$2,645,362**	**$3,103,322**	**$3,281,362**	**$3,055,489**
Profit	**-$320,362**	**-$28,322**	**$218,638**	**$59,511**
ROI	**-12.11%**	**-0.91%**	**6.66%**	**1.95%**

	Alternative 1			**Alternative 2**			**Proposed**			**Proposed**		
	3-unit condominium			5-unit condominium			8-unit condominium			7-unit condominium		
	No Addition			Addition			Addition			Addition		
Gross Sales	**Price**	**SF**	**PPSF**	**Price**	**SF**	**PPSF**	**Price**	**SF**	**PPSF**	**Price**	**SF**	**PPSF**
Unit 1	$600,000	1700	$353	$600,000	1700	$353	$400,000	709	$564	$475,000	900	$528
Unit 2	$750,000	1500	$500	$325,000	515	$631	$415,000	716	$580			
Unit 3	$975,000	1750	$557	$475,000	805	$590	$325,000	515	$631	$320,000	515	$621
Unit 4				$975,000	1750	$557	$475,000	805	$590	$465,000	805	$578
Unit 5				$700,000	1200	$583	$400,000	551	$726	$395,000	551	$717
Unit 6							$525,000	761	$690	$515,000	761	$677
Unit 7							$400,000	501	$798	$395,000	501	$788
Unit 8							$560,000	717	$781	$550,000	717	$767
TOTAL	**$2,325,000**			**$3,075,000**			**$3,500,000**			**$3,115,000**		

Board of Zoning Adjustment
District of Columbia
CASE NO.18794
EXHIBIT NO.30D

Profit & Loss Analysis (Apartment)

Applicant: Newton St Development 3, LLC				
Property: 1740 New Jersey Ave NW				
	Alternative 1	Alternative 2	Alternative 3	Proposed
	3-unit apt	**5-unit apt**	**8-unit apt**	**7-unit apt**
	No Addition	Addition	Addition	Addition
Purchase Price	$520,000	$520,000	$520,000	$520,000
Closing Costs	$40,000	$40,000	$40,000	$40,000
Hard Costs	$1,448,317	$1,741,405	$1,839,688	$1,723,639
Soft Costs	$151,481	$176,389	$185,048	$169,568
Total Project Cost	**$2,159,798**	**$2,477,793**	**$2,584,735**	**$2,453,207**
Debt	$1,619,848	$1,858,345	$1,938,552	$1,839,906
Gross Yearly Rent	$151,200	$205,200	$220,200	$195,000
Average Rent per unit per month	$4,200	$3,420	$2,294	$2,321
Vacancy / Collection (5%)	$7,560	$10,260	$11,010	$9,750
Net Rent	**$143,640**	**$194,940**	**$209,190**	**$185,250**
Taxes	$19,763	$26,138	$29,750	$26,478
Insurance	$4,704	$5,290	$5,607	$5,278
Common Utilities	$14,400	$14,400	$14,400	$14,400
Trash	$4,500	$4,950	$6,000	$5,400
Management Fees (5%)	$7,182	$9,747	$10,460	$9,263
Repairs and Maintenance	$5,746	$7,798	$8,368	$7,410
Reserves for Replacement	$5,746	$7,798	$8,368	$7,410
Total Expenses	**$62,039**	**$76,119**	**$82,951**	**$75,638**
Operating Income	$81,601	$118,821	$126,239	$109,612
Debt Service	$ (135,348)	$ (151,764)	$ (157,728)	$ (145,596)
Cash Flow	**-$53,747**	**-$32,943**	**-$31,489**	**-$35,984**
Cash Return on Equity	**-9.95%**	**-5.32%**	**-4.87%**	**-5.87%**

	Alternative 1			**Alternative 2**			**Proposed**			**Proposed**		
	3-unit apartment			5-unit apartment			8-unit apartment			7-unit apartment		
	No Addition			Addition			Addition			Addition		
Gross	**Price**	**SF**	**$/sf/yr**	**Price**	**SF**	**$/sf/yr**	**Price**	**SF**	**$/sf/yr**	**Price**	**SF**	**$/sf/yr**
Unit 1	$3,700	1700	$26	$3,700	1700	$26	$2,100	709	$36	$2,400	900	$32
Unit 2	$3,900	1500	$31	$1,700	515	$40	$2,400	716	$40			
Unit 3	$5,000	1750	$34	$2,700	805	$40	$1,700	515	$40	$1,700	515	$40
Unit 4				$5,000	1750	$34	$2,800	805	$42	$2,800	805	$42
Unit 5				$4,000	1200	$40	$1,800	551	$39	$1,800	551	$39
Unit 6							$2,800	761	$44	$2,800	761	$44
Unit 7							$1,850	501	$44	$1,850	501	$44
Unit 8							$2,900	717	$49	$2,900	717	$49
TOTAL	**$12,600**			**$17,100**			**$18,350**			**$16,250**		

Construction Budget (Condominium)				
Applicant: Newton St Development 3, LLC				
Property: 1740 New Jersey Ave NW				
	Alternative 1:	**Alternative 2:**	**Alternative 3:**	**Proposed:**
	3 Unit Condo	5-Unit Condo	8-Unit Condo	7-Unit Condo
	No Addition	Addition	Addition	Addition
Hard Costs:				
General Requirements	$30,734	$31,698	$32,598	$32,084
Site Clean Up and Removal of Obsolete Non-Functioning Equipment	$15,337	$15,337	$15,337	$15,337
Site Preparation, Demolition, Discovery	$63,613	$63,613	$63,613	$63,613
Onsite Water/Sewer	$10,163	$11,283	$12,108	$11,471
Utilities, Taps, Permits, Hook-up Fees	$25,101	$33,189	$34,189	$33,649
Water Issues (Removal, Abatement, Mitigation), Foundation Membranes, Excavation, Drainage	$61,238	$61,238	$61,238	$46,412
Excavation & Earthwork	$8,480	$28,267	$28,267	$13,390
Foundation	$5,453	$18,177	$18,177	$18,177
Other Masonry/Hardscape	$9,779	$32,598	$32,598	$16,299
Rough Framing/Carpentry	$144,087	$152,900	$163,768	$155,148
Roofing/Roof Framing	$53,960	$66,128	$66,128	$66,128
Exterior Finishes, Stairs, Flashings, Trim	$46,550	$78,174	$78,174	$78,174
Windows/Exterior Doors	$52,915	$70,552	$75,256	$71,295
Plumbing	$90,887	$112,500	$120,070	$113,751
Electrical	$116,280	$125,591	$133,963	$126,913
HVAC	$212,592	$267,483	$302,453	$276,541
Insulation & Air Sealing	$51,585	$64,320	$67,680	$65,899
Drywall/Plaster	$52,380	$58,193	$61,005	$59,400
Interior Finish	$307,763	$339,211	$350,807	$341,501
Kitchen and Bath	$88,980	$96,591	$106,295	$100,538
Porches and Decks	$31,763	$58,366	$58,366	$33,351
Appliances	$43,237	$55,000	$64,813	$58,505
TOTAL Hard Costs:	**$1,522,875**	**$1,840,410**	**$1,946,905**	**$1,797,575**
Soft Costs:				
Architectural	$60,630	$70,440	$74,019	$66,654
MEP	$26,526	$30,817	$32,383	$29,161
Structural	$22,736	$35,220	$37,010	$33,327
Civil / Survey	$22,736	$26,415	$27,757	$24,995
Legal and Permit Fees	$34,010	$35,510	$37,010	$36,260
TOTAL Soft Costs:	**$166,639**	**$198,401**	**$208,179**	**$190,398**

Construction Budget (Apartment)				
Applicant: Newton St Development 3, LLC				
Property: 1740 New Jersey Ave NW				
	Alternative 1:	**Alternative 2:**	**Alternative 3:**	**Proposed:**
	3 Unit Apartment	5-Unit Apartment	8-Unit Apartment	7-Unit Apartment
	No Addition	Addition	Addition	Addition
Hard Costs:				
General Requirements	$30,734	$31,698	$32,598	$32,084
Site Clean Up and Removal of Obsolete Non-Functioning Equipment	$15,337	$15,337	$15,337	$15,337
Site Preparation, Demolition, Discovery	$63,613	$63,613	$63,613	$63,613
Onsite Water/Sewer	$10,163	$11,283	$12,108	$11,471
Utilities, Taps, Permits, Hook-up Fees	$25,101	$33,189	$34,189	$33,649
Water Issues (Removal, Abatement, Mitigation), Foundation Membranes, Excavation, Drainage	$61,238	$61,238	$61,238	$46,412
Excavation & Earthwork	$8,480	$28,267	$28,267	$21,424
Foundation	$5,453	$18,177	$18,177	$17,221
Other Masonry/Hardscape	$9,779	$32,598	$32,598	$32,598
Rough Framing/Carpentry	$144,087	$152,900	$163,768	$155,148
Roofing/Roof Framing	$53,960	$66,128	$66,128	$66,128
Exterior Finishes, Stairs, Flashings, Trim	$46,550	$78,174	$78,174	$78,174
Windows/Exterior Doors	$52,915	$70,552	$75,256	$71,295
Plumbing	$90,887	$112,500	$120,070	$113,751
Electrical	$116,280	$125,591	$133,963	$126,913
HVAC	$182,277	$232,263	$265,443	$243,090
Insulation & Air Sealing	$51,585	$64,320	$67,680	$65,899
Drywall/Plaster	$52,380	$58,193	$61,005	$59,400
Interior Finish	$277,448	$303,991	$313,797	$307,191
Kitchen and Bath	$81,581	$88,025	$97,096	$91,986
Porches and Decks	$40,233	$58,366	$58,366	$33,351
Appliances	$28,237	$35,000	$40,813	$37,505
TOTAL Hard Costs:	**$1,448,317**	**$1,741,405**	**$1,839,688**	**$1,723,639**
Soft Costs:				
Architectural	$53,052	$61,635	$64,767	$58,323
MEP	$22,736	$26,415	$27,757	$24,995
Structural	$18,947	$26,415	$27,757	$24,995
Civil / Survey	$22,736	$26,415	$27,757	$24,995
Legal	$34,010	$35,510	$37,010	$36,260
TOTAL Soft Costs:	**$151,481**	**$176,389**	**$185,048**	**$169,568**