TAB H

Board of Zoning Adjustment
District of Columbia
CASE NO.19187
EXHIBIT NO.8H

Project: 1212-1218 4th Street
Owner: Sahr Bockai

Profit and Loss Analysis Schedule
(Condominium Sale)

Description	Scenario 1 11 units by right	Scenario 2 - 15 units	Scenario 3 22 units	Scenario 4 26 units
Gross Sales	**$8,818,204.00**	**$9,934,464.00**	**$11,733,060.67**	**$12,899,101.80**
Purchase Price	$1,443,000.00	$1,443,000.00	$1,443,000.00	$1,443,000.00
Closing Costs	$57,720.00	$57,720.00	$57,720.00	$57,720.00
Hard construction costs	$6,161,864.34	$6,189,528.78	$6,924,224.93	$7,145,557.18
Soft cost estimate	$1,643,498.17	$1,898,384.63	$2,371,056.06	$2,633,804.82
Project Cost	**$9,306,082.51**	**$9,588,633.41**	**$10,796,000.99**	**$11,280,081.99**
Selling transaction costs	$705,456.32	$794,757.12	$938,644.85	$1,031,928.14
Warranty Bond	$492,949.15	$495,162.30	$553,937.99	$571,644.57
Ongoing Warranty Costs	$20,000.00	$30,000.00	$50,000.00	$50,000.00
Taxes	$12,265.50	$12,265.50	$12,265.50	$12,265.50
Insurance	$138,000.00	$138,000.00	$138,000.00	$138,000.00
Common Utilities	$28,000.00	$28,560.00	$29,131.20	$29,713.82
Trash	$9,000.00	$9,000.00	$9,000.00	$9,000.00
Total Project Cost	**$10,006,297.16**	**$10,301,621.21**	**$11,588,335.69**	**$12,090,705.89**
Profit(Deficit)	**($1,188,093.16)**	**($367,157.21)**	**$144,724.99**	**$808,395.91**
Profit margin +/-%	**-12.77%**	**-3.83%**	**1.34%**	**7.17%**

Revenue bys Square Feet

SQFT	Sale Price	SQFT	Sale Price	SQFT	Sale Price	SQFT	Sale Price
1850	$998,963.00	1480	$950,160.00	1490	$755,310.80	1341	$731,783.70
1850	$998,963.00	1480	$950,160.00	1490	$755,310.80	1341	$731,783.70
1850	$998,963.00	1480	$950,160.00	1490	$755,310.80	1341	$731,783.70
1850	$998,963.00	1480	$950,160.00	1450	$735,236.77	1305	$712,334.95
				1450	$735,236.77	1334	$728,164.62
1650	$909,150.00	1320	$847,440.00	1320	$727,320.00	1188	$654,588.00
1650	$909,150.00	1320	$847,440.00	1320	$727,320.00	1188	$654,588.00
	$0.00	1056	$677,952.00	1056	$581,856.00	1035	$570,218.88
	$0.00	1056	$677,952.00	1035	$570,218.88	1014	$558,814.50
	$0.00	901	$578,442.00	883	$486,521.98	848	$467,061.10
						848	$467,061.10
1250	$688,750.00	938	$601,875.00	919	$506,231.25	818	$524,955.38
1150	$633,650.00	863	$553,725.00	819	$451,475.63	729	$401,813.31
1092	$601,692.00	819	$525,798.00	819	$451,269.00	729	$467,960.22
				819	$451,269.00	729	$467,960.22
				819	$451,269.00	729	$467,960.22
						729	$467,960.22
980	$539,980.00	686	$288,120.00	686	$377,986.00	665	$366,646.42
980	$539,980.00	637	$267,540.00	686	$377,986.00	617	$340,187.40
		637	$267,540.00	686	$377,986.00	617	$340,187.40
				686	$377,986.00	617	$340,187.40
				686	$377,986.00	617	$340,187.40
				637	$350,987.00	587	$323,178.03
				637	$350,987.00	587	$323,178.03
						587	$323,178.03
						587	$395,379.87
	$8,818,204.00		**$9,934,464.00**		**$11,733,060.67**		**$12,899,101.80**

Project: **1212-1218 4th Street**
Owner: **Sahr Bockai**
Construction Budget

Div.	Description		Scenario 1 11 units	Scenario 2 15 units	Scenario 3 22 units	Scenario 4 26 units
	Hard Cost					
2	Site Work		$388,785	$388,785	$388,785	$388,785
3	Concrete		$138,264	$165,917	$174,213	$209,156
4	Masonry		$519,000	$519,000	$653,940	$653,940
5	Metals		$370,000	$370,000	$466,200	$466,200
6	Carpentry		$861,505	$928,076	$1,085,496	$1,096,351
7	Thermal and Moisture		$317,019	$317,019	$317,019	$317,019
8	Doors and Windows		$411,835	$494,202	$518,912	$534,479
9	Finishes		$678,255	$813,906	$854,601	$849,668
10	Hardware Accessory (Signage)		$38,290	$45,948	$48,245	$57,922
11	Kitchen Appliances		$155,320	$167,322	$195,703	$234,957
12	Fire Pump , Extinguishers		$79,174	$79,174	$99,759	$99,759
13	Elevator Cab & Finishes		$120,000	$120,000	$120,000	$120,000
14	Mechanical		$667,500	$691,773	$841,050	$844,084
15	Electrical Heavy		$390,000	$468,000	$491,400	$534,655
	Demolition	0.02	$124,187	$124,187	$124,187	$124,187
16	General Requirements		$582,701	$699,241	$734,203	$798,829
	Landscaping		$59,006	$59,006	$59,006	$59,006
	Historical Repointing		$102,764	$102,764	$115,095	$115,095
	Total Hard Costs		**$6,161,864**	**$6,189,529**	**$6,924,225**	**$7,145,557**
	Interest and Loan Fees		$308,093	$309,476	$346,211	$357,278
	Architect/Structural	3%	$172,532	$172,532	$193,878	$193,878
	Civil Engineer	3%	$184,856	$185,686	$207,727	$214,367
	Material Testing/Inspecs	1%	$61,619	$84,025	$123,237	$145,644
	Phase 1 & Phase II		$17,500	$17,500	$17,500	$17,500
	Professional Fees	Estimate	$184,856	$252,076	$302,492	$362,990
	Historic Consulting	Estimate	$50,000	$50,000	$50,000	$50,000
	Permitting	Estimate	$25,000	$34,091	$40,909	$49,091
	Leasing&Marketing	Estimate	$215,665	$215,665	$242,348	$242,348
	Environmental remediations and other soft cost contingency	3%	$197,180	$268,881	$394,359	$466,061
	Developer Costs/Fees	4%	$226,197	$308,451	$452,395	$534,648
	Total Soft Cost		**$1,643,498**	**$1,898,385**	**$2,371,056**	**$2,633,805**
	Total Hard and Soft Costs		**$7,805,363**	**$8,087,913**	**$9,295,281**	**$9,779,362**