

Property Address: 2404 C Street

# of Units	Unit Type		Sales Price		
7	1 Bd / 1 Ba		sold for	\$225,000	each \$1,575,000
3	1 Bd / 1 Ba	view	sold for	\$200,000	each \$600,000
7	2 Bd / 1.5 Ba	view	sold for	\$350,000	each \$2,450,000
4	2 Bd / 1.5 Ba		sold for	\$299,000	each \$1,196,000
0	3 Bd / 2 Ba (950-1000sf)		sold for	\$0	each \$0

21	Units Total				
Total Sales Price					\$5,821,000
	Less Selling Commission	6.0%			(\$349,260)
	Less Fixed Sales Costs	\$3,000	per unit (title,escrow,home warranty,misc		(\$63,000)
	Less Initial Marketing Costs	\$35,000	(model,office,flags,promotion)		(\$35,000)
	Less Other	\$500	per unit		(\$10,500)
Net Sales Price After Selling Costs					\$5,363,240

HARD COST:

Construction / Renovation Costs:

Interior Improvement Costs	\$75,000	per unit		(\$1,575,000)
Exterior Improvement Costs	\$0	(paint,landscape,roof,concrete,misc.)		\$0

SOFT COST:

Holding Costs Assuming a Vacancy Period of 12 months				
Monthly Loan Pmt.	\$ 31,500	\$5,511,442	Loan at 9.00%	Interest Only
Monthly Tax Pmt.	\$4,275	1.13 % of Acquisition Price		
Monthly Insurance	\$875	\$500	per unit per year	
Other Monthly Costs	\$5,000			
Total Monthly Costs	\$41,650	(times 12 months)		(\$499,802)

Cost to Set Up & Fund the H.O.A at	\$2,000	per unit (estimated)	(\$42,000)
After Sale Out Follow-Up Maint. Reserve	\$1,500	per unit	(\$31,500)
Relocation of Existing Tenants	\$3,500	per unit	(\$73,500)
Soft Cost to Convert to Condo's	\$75,000		(\$75,000)
Miscellaneous / Unexpected Costs of	\$2,500	per unit	(\$52,500)

Hard and Soft Costs to Convert to Condo's	(\$2,349,302)
Net Sales Price After Selling Costs MINUS Total Other Costs	\$3,013,938
Original Purchase Price plus Closing Cost:	(\$4,540,000)
Net Profit Upon Completion of Sale Out	(\$1,526,062)

INITIAL ACQUISITION AND CAPITAL REQUIREMENTS

Initial Acquisition Purchase Price	\$4,500,000
Initial Acquisition Loan and Closing Cost:	\$40,000
Total Hard and Soft Cost to convert to condos:	\$ 2,349,302
Total Project Costs:	\$6,889,302

Initial Capital Required to Acquire property with 20 percent down:	\$ 1,377,860
Construction Loan Amount in the amount of:	\$5,511,442

Property Address: 2404 C Street

# of Units	Unit Type		Sales Price		
7	1 Bd / 1 Ba		sold for	\$299,000	each \$2,093,000
3	1 Bd / 1 Ba	view	sold for	\$275,000	each \$825,000
7	2 Bd / 1.5 Ba	view	sold for	\$425,000	each \$2,975,000
4	2 Bd / 1.5 Ba		sold for	\$375,000	each \$1,500,000
0	3 Bd / 2 Ba (950-1000sf)		sold for	\$0	each \$0

21	Units Total				
Total Sales Price					\$7,393,000
	Less Selling Commission	6.0%			(\$443,580)
	Less Fixed Sales Costs	\$3,000	per unit (title,escrow,home warranty,misc		(\$63,000)
	Less Initial Marketing Costs	\$35,000	(model,office,flags,promotion)		(\$35,000)
	Less Other	\$500	per unit		(\$10,500)
Net Sales Price After Selling Costs					\$6,840,920

HARD COST:

Construction / Renovation Costs:

Interior Improvement Costs	\$75,000	per unit		(\$1,575,000)
Exterior Improvement Costs	\$0	(paint,landscape,roof,concrete,misc.)		\$0

SOFT COST:

Holding Costs Assuming a Vacancy Period of 12 months				
Monthly Loan Pmt.	\$ 31,500	\$5,106,922	Loan at 9.00%	Interest Only
Monthly Tax Pmt.	\$3,804	1.13 % of Acquisition Price		
Monthly Insurance	\$875	\$500	per unit per year	
Other Monthly Costs	\$5,000			
Total Monthly Costs	\$41,179	(times 12 months)		(\$494,152)

Cost to Set Up & Fund the H.O.A at	\$2,000	per unit (estimated)	(\$42,000)
After Sale Out Follow-Up Maint. Reserve	\$1,500	per unit	(\$31,500)
Relocation of Existing Tenants	\$3,500	per unit	(\$73,500)
Soft Cost to Convert to Condo's	\$75,000		(\$75,000)
Miscellaneous / Unexpected Costs of	\$2,500	per unit	(\$52,500)

Hard and Soft Costs to Convert to Condo's	(\$2,343,652)
Net Sales Price After Selling Costs MINUS Total Other Costs	\$4,497,268
Original Purchase Price plus Closing Cost:	(\$4,040,000)
Net Profit Upon Completion of Sale Out	\$457,268

INITIAL ACQUISITION AND CAPITAL REQUIREMENTS

Initial Acquisition Purchase Price	\$4,000,000
Initial Acquisition Loan and Closing Cost:	\$40,000
Total Hard and Soft Cost to convert to condos:	\$ 2,343,652
Total Project Costs:	\$6,383,652

Initial Capital Required to Acquire property with 20 percent down:	\$ 1,276,730
Construction Loan Amount in the amount of:	\$5,106,922