

	A	B	C	D	E	F	G
1	THE LANDING AT LAKE GRIFFIN						
2	345 LOT SINGLE FAMILY SUBDIVISION - LADY LAKE, FLORIDA						
3	Home (Ave.)	Lot Ratio	Lot Price (net)	Home sq.ft.	DIRT \$ LOT	DEV. LOT \$	# OF LOTS
4	\$450,000	26.50%	\$119,250	2,050	\$26,087	85,442	345
5	INCOME						100%
6	# Lots	Income @ Lot	Income				
7	345	\$119,250	\$41,141,250				
8							
9							
10							
11	LOT INCOME TOTAL		\$41,141,250		AREA		225000
12	Land Acquisition						
13	Parcel	\$9,000,000		Width	Depth	Total Sq.Ft.	Acres
14	Land Cost:	\$9,000,000	\$9,000,000	1950	2250	4,387,500	
15					TOTAL S.F.	4,387,500	100.72
16						lots	
17	Development Costs	Dev. Cost @ Lot	Dev. Cost	NOTES	HOUSES	345	
18	# Lots						
19	345	\$3,990	\$1,376,550	TAPS,LATERALS			3.43
20	345	\$3,000	\$1,035,000	SIDEWALKS, GREEN			LOTS PER ACRE
21	Street L.F.	\$ per l.f.					
22	11,213	\$415	\$4,653,188	Private Rd utility & sewer,			
23		Site Challenges	\$10,050,000	DIRT IMPORT-MITIGATION-OFFSITE			
24		Entrances, etc.	\$75,000	NON-GATED			
25	Misc.	Engineering/Legal	\$862,500				
26	4.0%	Developer Fee	\$680,690				
27		Development Cost:	\$18,732,927				
28		Land & Dev. Cost:	\$27,732,927	per lot \$:	\$80,385		
29	7.00%	Financing Cost	\$1,744,420	90%Land+100%Dev.Costx% @ 9 months			
30		Closing/Realtor Cost:	\$2,962,170	BULK SALES PRICE:>>>>>>>		\$37,027,125	\$107,325
31		Marketing	\$15,000	90%		BULK SALE PER LOT	^^^^^^^^^
32		TOTAL INVESTMENT:	\$32,454,517	Profit %	27%		
33	LOT PROFIT NO DISCOUNT:		\$8,686,733	TIME TO DEVELOP>>>>>>>		12	MONTHS
34	LOT PROFIT IF BULK SALE		\$4,572,608				
35							
36	This 345 lot CONCEPT subdivision is based on a proposed PUD for single family homes only based on an avg \$450K home/lot sales price.						
37	The PLANNED UNIT DEVELOPMENT (PUD)will need to be confirmed with a qualified engineering firm.						
38							
39	At present, the cost of the fill dirt is expected to be lower than estimated since a source has been found that is within 20 minutes of the site						
40	and will be available for a cost that is about 40% lower than other sources. However, this dirt is going fast and will need to be reserved.						
41							
42	The sweet spot for the home builders for ready lots is a ratio of 25% to 28% of the sales price of the home. This subdivision fits that easily						
43	allowing for a profit margin for a developer who only wishes to sell the lots and not build houses. This is rare in this day and time in Florida.						
44							
45	This subdivision should clear between \$4,500,000 (bulk - bought all in 12 to 14 mths) to \$8,700,000 (non-bulk - in 18 to 24 mths)						
46	depending on whether a bulk sale of finished lots is to one or more of the established HOME builders NON-PHASED.						
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50							
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