# Condominium Building Development Assumptions - 7/11/2012 123 Main Street, Chicago, IL

	BUILDING INFORMATIO	N	
Project Name Lot Square Footage Allowable FAR Total Above-Grade Gross SF Stories Residual GSF of Residential	123 Main Street, Chicago, IL 14,000 SF 4.5 FAR 63,000 GSF 8 Stories	Retail	<b>2,000 GSF</b> 61,000 GSF
Salable Square Feet of Residential Residential Units * * See Unit Mix and Pricing Tab Parking Number of Storage Units	85.0% Efficiency	Average SF	51,850 SSF 46 Units 749 SF <b>42 Spaces</b> <b>30 Units</b>

PROJECT TIMING AND SA	LES VELOCI	TY ASSUMPT	IONS	
	<u>Value</u>	<u>Value</u>	Month #	Date
Analysis Start Date			Mo. 1	11/1/2011
Date of Land Contract Execution				1/1/2012
Land Deposit Date				1/1/2012
Land Closing Date				4/1/2013
# Months of Pre-Construction After Analysis Start		10 Months		
# of Months of Pre-sale Closings		2 Months		
Construction Duration/Construction Start		18 Months	Mo. 11	12/1/12
Pre-Sales Begin			Mo. 21	7/1/13
Pre-Sales Duration/End Month		6 Months	Mo. 26	12/1/13
Pre-Sales % Sold/Velocity/# Units 39%	3.00/Month	18 Units		
Market Sales Begin/Velocity		4.00/Month	Mo. 40	
First C of O Received		4.00/ WIOIIIII	Mo. 40	2/1/15
Sales Through the Month Prior to First C of O	39% Total	18 Units	W10. 40	2/1/13
Sales Duration/Velocity	19 Months	1/Month		
Final C of O Received/End of Construction	17 1110111133	1 / 111011113	Mo. 29	3/1/14
First Move-Ins			Mo. 41	2/1/15
Sales After First C of O	61% Total	28 Units		-, , -
Sales Duration/Velocity	8 Months	3.50/Month		
Ţ				
Market Sales Velocity/ Completion Timing		4.00/Month	Mo. 47	9/1/15
Sell Out # Months from First C of O / Total Sell Out	Period	7 Months		34 Months

	DEVELOPMENT USES OF FUNDS							
		<u>% Total</u>	\$/Unit	\$/GSF	<u>Total</u>			
Land and Acquisition Costs	5.00% Deposit	16.89%	\$86,957	\$63.49	\$4,000,000			
Total Hard Costs		60.23%	\$310,136	\$226.45	\$14,266,250			
Condominium Hard Costs			\$239,674	\$175.00	\$11,025,000			
Retail Hard Costs					\$2,000,000			
Owner Directed Hard Costs	\$10,000/Unit Premium		\$10,000	\$7.30	\$460,000			
FF& E			\$2,174	\$1.59	\$100,000			
Hard Costs Contingency	5.00% of Base Building Hard Costs		\$14,158	\$10.34	\$651,250			
Retail Tenant Improvements					\$30,000			
<b>Total Soft Costs and Fees</b>	21.41% of Hard Costs	12.90%			\$3,055,000			
Soft Costs			\$54,783	\$40.00	\$2,520,000			
Developer Fee	3.00% of Base Building Hard Costs		\$8,495	\$6.20	\$390,750			
Retail Tenant Broker Fees and I	easing Commissions				\$14,000			
CM Fee (Developer)	1.00% of Base Building Hard Costs				\$130,250			
Financing Costs excl. any Open	rating Deficit	<u>9.98%</u>	\$51,391	\$37.52	<b>\$2,363,964</b>			
Total Uses of Funds		100.00%	\$514,896	\$373.67	\$23,685,214			
Operating Deficit (Funded by Equ	uity)				(\$1,343)			
Total Uses of Funds with Oper	ating Def.		\$514,867	\$375.93	\$23,683,871			

DEVELOPMENT SOURCES OF FUNDS							
		% of Total	Initial	Share of any	% of	Total Equity	
Equity		Equity	Investment	Deficits *	Cost	w/Deficits	
Sponsor/Developer		4.76%	\$200,000	\$11,455	0.89%	\$211,455	
Third Party Investor		95.24%	\$4,000,000	\$229,092	17.86%	\$4,229,092	
Equity Total		100.00%	\$4,200,000	\$240,547	18.75%	\$4,440,547	
<u>Debt</u>	Closing Date				% of	Total	
Senior Loan **	12/1/2012	6.0% Interest			80.80%	\$19,136,266	
Mortgage Recording Tax		1.25%					
Loan Fees - Front End		0.25%					
Loan Fees - At Draws		1.00%					
				Debt Total	80.80%	\$19,136,266	
			Prope	rty Cash Flow	0.45%	\$107,058	
			Total Sou	rces of Funds	100.00%	\$23,683,871	

<sup>\*</sup> Operating Deficit and Financing-related Deficits

\*\* Loan amount includes capitalized interest and capitalized points/fees

# Condominium Building Revenue and Operating Assumptions - 7/11/2012 123 Main Street, Chicago, IL

Equity Investment

Multiple on Equity

IRR

Net Return on Equity

NPV off of Monthly Cash Flows

Residential Units	<u>Units</u>	<u>Average P</u>	<u>rice</u>	Average SF
Pre-Sales	18 Units	\$483,750	\$663 PSF	749 SSF
Regular Sales	28 Units	\$543,315	\$725 PSF	749 SSF
Total	46 Units			
Revenue	Deposit Amount	5.00%	Amount	
Residential Units Excluding Options	Pre-Sales Discount	10.00%	\$24,992,500	
Options Income		\$5,000/Condo	\$230,000	
Parking	42 Spaces	\$40,000/Space	\$1,680,000	
Storage Units	30 Units	\$5,000/Unit		
Gross Revenues			\$27,052,500	
Selling Costs	5.00%		<u>(\$1,352,625)</u>	
		I AND I C ASSII	\$25,699,875	
Total Residential Component Revenues,  RETAIL COM  Retail	PONENT INCOME, T NNN Rent	TI Allowance	MPTIONS  TI Start Month #	TI Schedule
RETAIL COM	PONENT INCOME, T NNN Rent \$25.00		MPTIONS	TI Schedule 2 Months
RETAIL COM	PONENT INCOME, To NNN Rent \$25.00 3.00%	TI Allowance	MPTIONS  TI Start Month #	
RETAIL COM Retail Escalation	PONENT INCOME, To NNN Rent \$25.00 3.00%	TI Allowance	MPTIONS  TI Start Month #	
RETAIL COM Retail Escalation	PONENT INCOME, To NNN Rent \$25.00 3.00% No Leasing Commissions 4.00%	TI Allowance \$15.00	MPTIONS  TI Start Month #  Month 42  OpEx/SF/Yr	2 Months  RE Taxes/SF/Y
RETAIL COM  Retail  Escalation  Rent Escalates Prior to Delivery?  LC Payment Lead Time *	PONENT INCOME, To NNN Rent \$25.00 3.00% No Leasing Commissions 4.00%	TI Allowance \$15.00	MPTIONS  TI Start Month #  Month 42  OpEx/SF/Yr  \$5.00	2 Months  RE Taxes/SF/Y
RETAIL COM  Retail  Escalation  Rent Escalates Prior to Delivery?  LC Payment Lead Time *	PONENT INCOME, T  NNN Rent \$25.00 3.00% No  Leasing Commissions 4.00% 3 Months	TI Allowance \$15.00  Term 7 Years  Sale of Retail in M	MPTIONS  TI Start Month #  Month 42  OpEx/SF/Yr  \$5.00	2 Months  RE Taxes/SF/Y \$3.00  Month 52

BUILDING OPERATING	ASSUMPTIO	ONS	
Annual Inflation Rate for Operating Expenses/Deficit			3.00%
Annual Operating Expenses/Unit after First C of O			\$5,000
Real Estate Taxes on Residential Units			
Average Assessed Value			\$400,000
Tax Rate			1.27%
Annual Real Estate Taxes/Unit after First C of O			\$5,080
RETURNS (CALCULATED OFF OF	MONTHLY	CASH FLOW	VS)
	Sponsor/ Developer	Third Party Investor	Total Project

\$4,000,000

\$1,762,815

1.42x

13.08%

\$200,000

\$795,306

4.76x

51.45%

8.00%

\$4,200,000

\$2,558,121

1.58x

17.01%

\$1,083,594

## **NOTES**

#### Capital Structure

123 Main Street, Chicago, IL

	% Equity	% TDC	Equity % TDC	Debt % TDC	Amount *	Total Equity excl. Deficits ^	Total Debt *	Deficits Funded by Equity	Equity Investment including Deficit Liabilities	;	% TDC - Actual %s
Developer Sponsor Equity <sup>†</sup> Third Party Investor Equity <sup>†</sup>	4.76% 95.24%	0.91% 18.29%	19.20%		\$200,000 \$4,000,000	\$4,200,000		\$240,547	\$211,455 \$4,229,092	Developer Sponsor Equity + Third Party Investor Equity +	
Senior Loan **		80.80%		80.80%	<u>\$19,136,266</u>		\$19,136,266	#2TO,OT/	\$4,440,547	Senior Loan **	80.80%
Total Sources of Funds (TDC)	100%	100%			\$23,576,813					Property Cash Flow as Source of Funds	<u>0.45%</u> <b>100.00%</b>
Sources of Funds From Above Property Cash Flow As Source of Funds Total Sources of Funds	\$23,576,813 \$107,058 \$23,683,871										

<sup>&</sup>lt;sup>+</sup> While the equity slices are shown stacked vertically, note that this is simply the graphic representation and does not imply that there is any Preferred equity in the transaction.

<sup>\*</sup> The Senior Loan Amount operates on a residual basis after designating the dollar amounts of the other sources of funds.

<sup>\*\*</sup> Principal Amount includes Funded Interest Reserve and Funded Loan Fees.

<sup>^</sup> Equity amounts in this column do not include the pro-rata portion of the Operating and Financing Deficits to be funded by the Equity investors. See Column S for adjusted totals.

## Market Rate Condominium Units

	_	
	Average Unit Size	Total # of Units
tudio	525 SF	6.0
Bed / 1 Bath	675 SF	23.0
Bed / 1 Bath + Den	825 SF	7.0
Bed / 2 Bath	1,000 SF	10.0
Bed / 2 Bath + Den	1,200 SF	<u>0.0</u>
		46.0

PRE-SALES UNITS						
10% Pre-Sales Discount						
Pre-Sales		# of Pre-Sale	e			
Price/Unit	Price PSF	Units	Gross Sales			
\$301,500	\$574	3.0	\$904,500			
\$391,500	\$580	9.0	\$3,523,500			
\$571,500	\$693	3.0	\$1,714,500			
\$855,000	\$855	3.0	\$2,565,000			
\$765,000	\$638	0.0	\$0			
,		18.0	\$8,707,500			
Average	Average					
\$483,750	\$663 PSF					

				RATE
F	REGULAR	SALES UNIT	S	
gular Sale		Regular Sale		
ce/Unit	Price PSF	# of Units	Gross Sales	Gross Sales
\$335,000	\$638	3.0	\$1,005,000	\$1,909,500
\$435,000	\$644	14.0	\$6,090,000	\$9,613,500
\$635,000	\$770	4.0	\$2,540,000	\$4,254,500
\$950,000	\$950	7.0	\$6,650,000	\$9,215,000
\$850,000	\$708	<u>0.0</u>	<u>\$0</u>	<u>\$0</u>
		28.0	\$16,285,000	\$24,992,500
verage	Average			
581,607	\$764 PSF			

Total SF 34,450 SF Average Unit Size 749 SF Average Pricing \$543,315 \$725 PSF **Average Pricing PSF** 

MARKET

## Summary

	Check Against Cash Flow Tab	TRUE
Net Revenue after Selling Costs		\$23,961,375
Selling Costs	5.00%	(\$1,261,125)
Options Revenue		\$230,000
Total Gross Sales		\$24,992,500
Blended Price, Regular Sales Only		\$581,607
Average Unit SF		749 SF
Total SF		<b>34,45</b> 0 SF
Total Units		46.0

	<u>Units</u>	Average	<u>Price</u>	Average SF
Pre-Sales	18 Units	\$483,750	\$663 PSF	749 SSF
Regular Sales	28 Units	\$543,315	\$725 PSF	749 SSF
Total	46 Units			

# Equity Joint Venture Partnership Structure

123 Main Street, Chicago, IL

Total Required Equity (Purchase + 6	Operation)	\$4,440,547	(Includes and	y Deficit Funding)

Sponsor	4.76%	\$211,455	100.00%
Third Party Investor	<u>95.24%</u>	<u>\$4,229,092</u>	
	100.00%	\$4,440,547	

#### Profit Sharing Preferred Return Residual Split 8.00% Partnership Structure % Equity Profit >> Sponsor Equity Sponsor Equity 4.76% 4.76% 50.00% Sharing >> Third Party Investor Sponsor Promote 0.00% <u>95.24%</u> Splits >> Total Investor Equity 100.00% <u>95.24%</u> 50.00%

100.00%

100.00%

Note: By its nature, the Preferred Return includes the Return of Capital.

Uses of Funds	Project Year Calendar Year	Data Series	Year 2011	1 Year 2012 7/11/2012	2 Year 2013 7/11/2013	3 Year 2014 7/11/2014	4 Year 2015 7/11/2015	5 Year 2016 7/11/2016	6 Year 2017 7/11/2017	7 Year 2018 7/11/2018	8 Year 2019 7/11/2019	9 Year 2020 7/11/2020	10 Year 2021 7/11/2021
	Total	Profile											
Land Excluding Deposit			0	0	3,800,000	0	0	0	0	0	0	0	0
Refundable Land Deposit			0	200,000	0	0	0	0	0	0	0	0	0
Total Land and Acquisition Cost		-	0	200,000	3,800,000	0	0	0	0	0	0	0	0
Construction Contract Excluding FF&		.l. .l.	0	992,250	9,481,500	551,250	0	0	0	0	0	0	0
Retail Hard Cost FF& E	\$2,000,000 \$100,000		0	180,000 0	1,720,000 0	100,000 100,000	0	0	0	0	0	0	0
Total Hard Cost			0	1,272,263	12,157,175	806,813	30,000	0	0	0	0	0	0
Total Hald Gost	ψ14,200,230		· ·	1,2/2,203	12,137,173	000,013	30,000	Ü	V	· ·	· ·	V	v
Developer Fee	\$390,750	.l.	0	86,833	260,500	43,417	0	0	0	0	0	0	0
Soft Costs Including Contingence	\$2,520,000	li.	100,800	1,260,000	756,000	403,200	0	0	0	0	0	0	0
Retail Tenant Broker Fees & Leasing Commission			0	0	0	0	14,000	0	0	0	0	0	0
CM Fee (Developer		al.	0	28,944	86,833	14,472	0	0	0	0	0	0	0
Total Soft Cost	\$3,055,000	11	100,800	1,375,778	1,103,333	461,089	14,000	0	0	0	0	0	0
Subtotal Eligible Development Costs for Senior Loan Funding	\$21,321,250		100,800	2,848,040	17,060,508	1,267,901	44,000	0	0	0	0	0	0
Financing Cost	\$2,363,964	ıl.	0	0	883,688	1,089,088	391,188	0	0	0	0	0	0
Capitalized (funded) Loan Fees at Loan Draw	\$171,186		0	0	158,093	12,679	413	0	0	0	0	0	0
Loan Interest - paid in Cash	\$107,058		0	0	0	0	107,058	0	0	0	0	0	0
Capitalized (funded) Loan Interest Reserv		d.	0	0	438,551	1,076,409	283,717	0	0	0	0	0	0
Mortgage Recording Tax - paid in Cas	\$239,203		0	0	239,203	0	0	0	0	0	0	0	0
Total Financing Cost	\$2,363,964	ıl.	0	0	883,688	1,089,088	391,188	0	0	0	0	0	0
Total Development Costs (TDC) before Operating Defici	\$23,685,214	-1	100,800	2,848,040	17,944,196	2,356,989	435,188	0	0	0	0	0	0
Operating Defici			0	0	0	0	(1,343)	0	0	0	0	0	0
Total Development Costs including Operating Defici			100,800	2,848,040	17,944,196	2,356,989	433,845	0	0	0	0	0	0
Sources of Funds Developer Sponsor Equit													
Direct Project Costs Draw	· ·		100,800	99,200	0	0	0	0	0	0	0	0	0
Operating Deficit and Financing-related Deficits Draw	\$11,455		0	0	11,391	0	64	0	0	0	0	0	0
Total Fundin	\$211,455		100,800	99,200	11,391	0	64	0	0	0	0	0	0
Third Party Investor Equit													
Direct Project Costs Drav	\$4,000,000	l.	0	2,748,840	1,251,160	0	0	0	0	0	0	0	0
Operating Deficit and Financing-related Deficits Draw	\$229,092		0	0	227,813	0	1,279	0	0	0	0	0	0
Total Fundin	\$4,229,092	le	0	2,748,840	1,478,972	0	1,279	0	0	0	0	0	0
Senior Loa													
Beginning Balanc		.l.	0	0	87,710,114	215,281,750	78,155,029	0	0	0	0	0	0
Direct Project Costs Drav			0	0	15,809,349	1,267,901	41,313	0	0	0	0	0	0
Loan Fees - Front En			0	0	47,841	0	0	0	0	0	0	0	0
Loan Fees - At Loan Draw		I	0	0	158,093	12,679	413	0	0	0	0	0	0
Funded Interest Reserv	\$1,798,677	al.	0	0	438,551	1,076,409	283,717	0	0	0	0	0	0
Cash Interest Payments, if an			0	0	0	0	107,058	0	0	0	0	0	0
Repayment from Net Revenue	(\$19,136,266)		0	0	0	0	(19,136,266)	0	0	0	0	0	0

# Annual Cash Flow and Returns Summary

123 Main Street, Chicago, IL

	Project Year			1	2	3	4	5	6	7	8
	Calendar Year		Year 2011	Year 2012	Year 2013	Year 2014	Year 2015	Year 2016	Year 2017	Year 2018	Year 2019
				7/11/2012	7/11/2013	7/11/2014	7/11/2015	7/11/2016	7/11/2017	7/11/2018	7/11/2019
Units Closed	46			0	0	0	46	0	0	0	0
		<b>Data Series</b>									
	Total	Profile									
Condominium Revenue, Net	\$23,961,375		0	0	439,875	0	23,521,500	0	0	0	0
Parking Revenue, Net	\$1,596,000		0	0	<b>32,</b> 870	0	1,563,130	0	0	0	0
Storage Revenue, Net	\$1,596,000		0	0	<b>32,</b> 870	0	1,563,130	0	0	0	0
All Sale Product Revenue, Net	\$25,699,875		0	0	475,679	0	25,224,196	0	0	0	0
Retail Net Proceeds	\$533,333		0	0	0	0	0	533,333	0	0	0
Revenue Net of Selling Costs	\$26,301,095	I_	0	0	0	0	25,759,050	542,045	0	0	0
Total Operating Expenses	\$60,447		0	0	0	0	60,447	0	0	0	0
Net Revenue After Operating Expenses	\$26,240,648		0	0	0	0	25,698,603	542,045	0	0	0
Cash Interest Expense	<b>\$0</b>										
Senior Loan	\$107,058		0	0	0	0	107,058	0	0	0	0
Total Interest Expense	\$346,261	1.	0	0	239,203	0	107,058	0	0	0	0
Net Revenue Less Interest	\$25,894,387		0	0	(239,203)	0	25,591,545	542,045	0	0	0
Financing Cash Flows:											
Sponsor Equity Investment	(\$99,200)		(100,800)	(99,200)	0	0	0	0	0	0	0
Sponsor Operating Deficit Draw	(\$11,455)		0	0	(11,391)	0	(64)	0	0	0	0
Investor Equity Investment	(\$4,000,000)		0	(2,748,840)	(1,251,160)	0	0	0	0	0	0
Investor Operating Deficit Draw	(\$229,092)		0	0	(227,813)	0	(1,279)	0	0	0	0
All Loan Draws	\$17,118,563		0	0	15,809,349	1,267,901	41,313	0	0	0	0
Senior Loan Repayment	(\$19,136,266)		0	0	0	0	(19,136,266)	0	0	0	0
Levered Cash Flow *	\$2,658,921	- I-	(100,800)	(2,848,040)	(1,490,363)	0	6,455,279	542,045	0	0	0
Net Profit	\$2,658,921										
Internal Rate of Return (XIRR)	19.00%	Off of Annual Cash I									
Net Present Value (XNPV) at 8	<b>\$1,294,738</b>	* Exclusive of any NOI from Existing Apartments									

## <u> Joint Venture Return Detail</u>

123 Main Street, Chicago, IL

Sponsor	Third Party	Total		
	Investor	Project		

Equity Investment	\$211,455	\$4,229,092	\$4,440,547
Share of Equity Investment	4.76%	95.24%	100.00%
Gross Return	\$1,006,761	\$5,991,907	\$6,998,668
Net Profit (Return on Equity)	\$795,306	\$1,762,815	\$2,558,121
Multiple on Equity	4.76x	1.42x	1.58x
Internal Rate of Return	51.45%	13.08%	0.00%
Time from Equity Investment to Final Return (months)	34	34	34

Profit Sharing Summary - Sponsor and Third Party Investor								
Tier	Sponsor Cashflow	Developer Share	Third Party Investor Cashflow	Third Party Investor Share	Total Cashflow			
ROC and Pref Return	\$262,376	5%	\$5,247,522	95%	\$5,509,898			
Tier 1	\$744,385	50%	\$744,385	50%	\$1,488,769			
Total	\$1,006,761	14%	\$5,991,907	86%	\$6,998,668			
Less Equity Investment	(\$211,455)	5%	(\$4,229,092)	95%	(\$4,440,547)			
Net Profit (Return on Equity)	\$795,306	31%	\$1,762,815	69%	\$2,558,121			

### Profit Sharing Structure - Developer and Third Party Investor

				Developer	Developer Equity Pro-	Investor	Total (must
	IRR Hur	<u>dle Ranges</u>		Promote	Rata Share	Profit Share	be 100%)
Preferred Retur From Residual Split	0%	through Above	8% 8%	0% 45%	5% 5%	95% 50%	100% 100%
residuai spiit		110016	0 /0	<del>1</del> 3/0	3/0	5070	100/0





