ESSEX PASTURES

ESSEX STREET / IPSWICH, MA

UPDATED PRO FORMA / MHP PEL APPLICATION (12/18/17)

Development Program and Construction Cost Assumptions

Number of Units	194
Unit Mix	
1BR/1BA (Mid-rise Buildings)	36
2BR/2BA/INTERIOR (Mid-rise Buildings)	118
2BR/2BA/CORNER (Mid-rise Buildings)	20
3BR/2.5BA (Townhouse Buildings)	20
	194
Average Residential Net Square Feet (NSF)	
1BR/1BA (Mid-rise Buildings)	720
2BR/2BA/INTERIOR (Mid-rise Buildings)	1039
2BR/2BA/CORNER (Mid-rise Buildings)	1160
3BR/2.5BA (Townhouse Buildings)	1661
Total Residential NSF	204,942
Average Residential NSF/Unit	1056
Total Residential Buildings Gross Square Feet	267,890
Average Residential Gross Square Feet/Unit	1,381
NSF/GSF Ratio	76.50%
Non-Residential Buildings Gross Square Feet	
Rental/Management Office	
Gross Square Feet	1,200
Detached Parking Garages (Total of 19 Spaces but 2 Used for Bike Storage)	
Gross Square Feet	4,560
Maintenance Building	
Gross Square Feet	1,500
Generator/Control Building	
Gross Square Feet	240
Total Non-Residential GSF	7,500
Total Residential and Non-Residential Gross Square Feet	275,390
Parking Spaces	
Free Standing Parking Garage Spaces	17
Surface Parking Spaces	272
Townhouse Garage Spaces	20
Total Parking Spaces	309
Parking Spaces Per Residential Unit	1.59

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TOTAL DEVELOPMENT COSTS (TDC)	***Budgeted Cost***	***Per Unit***
ACQUISITION COST		
40B Land Value based upon MHP-commissioned appraisal	$3,155,000	$16,263
Carrying Costs	$0	$0
Subtotal Acquisition Costs	**$3,155,000**	**$16,263**
CONSTRUCTION COSTS (RESIDENTIAL AND NON-RESIDENTIAL CONSTRUCTION)		
Residential Buildings	$26,486,740	$136,530
Non-Residential Buildings (Rental Office/Maintenance Building/Control Building)	$315,000	$1,624
Detached Parking Garages (19 bays)	$114,000	$588
Hard Cost Contingency (5%)	$1,345,787	$6,937
Subtotal-Residential and Non-Residential Construction (Hard Costs)	**$28,261,527**	**$145,678**
CONSTRUCTION COSTS-SITE WORK		
Earth Work	$150,000	$773
Utilities: On-Site	$900,000	$4,639
Utilities: Off-Site	$0	$0
Driveways, Walkways & Surface Parking	$985,000	$5,077
Site Improvements (including Fencing and Retaining Walls)	$150,000	$773
Lawns and Planting	$300,000	$1,546
Geotechnical Conditions	$0	$0
Environmental Remediation	$50,000	$258
Unusual Site Conditions (Demolition)	$50,000	$258
Hard Cost Contingency (5%)	$129,250	$666
Subtotal-Site Work (Hard Costs)	**$2,714,250**	**$13,991**
CONSTRUCTION COSTS-GENERAL CONDITIONS, BUILDER'S OVERHEAD AND PROFIT (HARD COSTS)		
General Conditions (6%)	$1,858,547	$9,580
Builder's Overhead (2%)	$619,516	$3,193
Builder's Profit (6%)	$1,858,547	$9,580
Subtotal-General Conditions, Builder's Overhead and Profit (Hard Costs)	**$4,336,609**	**$22,354**

GENERAL DEVELOPMENT COSTS (SOFT COSTS)	***Budgeted Cost***	***Per Unit***
Public Water Connection Fee (Domestic & Fire)	$56,775	$293
Public Sewer Connection Fee	$38,800	$200
Gas Company Fees (Backup Generator Power)	$1,500	$8
Building Permit	$350,000	$1,804
Market Study	$10,000	$52
Lender Appraisal	$7,500	$39
Marketing and Initial Rent-up	$150,000	$773
Furniture, Fixtures and Equipment (FF&E): Model Unit, Management/Leasing Office, Mail Units and Package Delivery System)	$60,000	$309
Real Estate Taxes (during construction)	$75,000	$387
Utility Usage (during construction)	$30,000	$155
Insurance (during construction) (Builder's Risk and Liability)	$175,000	$902
Security (during construction)	$25,000	$129
Inspecting Engineer (Bank)	$30,000	$155
Construction Loan Interest	$2,155,756	$11,112
Fees to Construction Lender	$287,434	$1,482
Fees to Permanent Lender	$287,434	$1,482
Civil Engineering and Landscape Architect	$125,000	$644
Architectural & Engineering (Structural/MEP)	$325,000	$1,675
Traffic Engineer (Traffic Study)	$10,000	$52
Environmental Engineer (Resource Areas)	$10,000	$52
21E Report (Phase I)	$8,500	$44
ALTA Survey and Topo	$15,000	$77
Owner's Construction Representative	$0	$0
Bond Premium (Payment/Performance/Lien)	$0	$0
Legal	$75,000	$387
Title & Recording (including Title Insurance)	$57,487	$296
Accounting and 40B Cost Certification	$35,000	$180
40B Site Approval Processing Fee (MHP)	$2,000	$10
40B Technical Assistance/Mediation Fund Fee (MHP)	$8,320	$43
40B Land Value Appraisal (MHP)	$5,200	$27
40B Lottery Fee (49 Units)	$40,000	$206
40B ZBA Application and Peer Review Fees	$40,000	$206
40B Cost Certification Surety ($100,000) (MHP)	$3,000	$15
40B Advisor	$50,000	$258
Soft Cost Contingency (5%)	$227,485	$1,173
Subtotal-General Development Costs (Soft Costs)	**$4,777,192**	**$24,625**

DEVELOPER FEE AND OVERHEAD (BASED UPON 40B FORMULA)	***Budgeted Cost***	***Per Unit***
Developer Fee and Overhead	$4,316,708	$22,251
Subtotal-Developer Fee and Overhead	**$4,316,708**	**$22,251**
CAPITALIZED RESERVES		
Initial Rent-up Reserves	$194,000	$1,000
Subtotal-Capitalized Reserves	**$194,000**	**$1,000**

Summary of Subtotals	***Budgeted Cost***	***Per Unit***
Acquisition Cost	$3,155,000	$16,263
Construction Costs-Residential and Non-Residential (Hard Costs)	$28,261,527	$145,678
Construction Costs-Site Work (Hard Costs)	$2,714,250	$13,991
General Conditions, Builder's Overhead and Profit (Hard Costs)	$4,336,609	$22,354
General Development Costs (Soft Costs)	$4,777,192	$24,625
Developer Fee and Overhead	$4,316,708	$22,251
Capitalized Reserves	$194,000	$1,000
Total Development Costs (TDC)	**$47,755,285**	**$246,161**

Summary		
Total Sources of Funds		
Permanent Mortgage	$38,324,556	$197,549
Deferral of Acquisition Cost	$3,155,000	$16,263
Deferral of Development Fee and Overhead Payment	$4,316,708	$22,251
Cash	$1,959,022	$10,098
Subtotal Sources of Funds	**$47,755,285**	**$246,161**
Total Uses of Funds		