

## **Proforma**

## **Comparing No Density Limit (Proposed) and CMX Density (Existing)**

	Category	Notes	No Density Limit (32 Units Total)	CMX Max Density (15 Units Total)
Income	Annual Gross Potential Income (GPI) Vacancy Factor Operating Expenses* Net Operating Income (NOI)	\$1,280 per unit per month, \$1.60/SF 5% of GPI 25% of GPI	\$491,520 \$24,576 \$122,880 \$344,064	\$230,400 \$11,520 \$57,600 \$161,280
Costs	Hard Costs and Soft Costs** Land Cost Total Project Cost	\$200/SF \$15/SF or \$650,000/acre	\$5,880,000 \$341,250 \$6,221,250	\$2,780,000 \$341,250 \$3,121,250
Financing	Equity (Investor Cash) Loan Monthly Debt Service Annual Debt Service	25% of Project Costs 75% Loan to Value (LTV) 5.4 APR, 30-year fixed	\$1,555,313 \$4,665,938 \$27,277 \$327,324	\$780,313 \$2,340,938 \$13,685 \$164,220
Bottom Line	Cash Flow (Net Annual Income) Land Cost per Unit Resale Value Resale Profit/Loss Pre-Developent Property Tax Revenue*** Property Tax Revenue*** Property Tax Revenue Increase***	NOI minus Annual Debt Service AKA Land Cost "per Door" 5.5% capitalization rate Resale Value minus Total Project Per year Per year	\$16,740 \$10,664 \$6,255,709 \$34,459 \$683 \$12,511 \$11,829	-\$2,940 \$22,750 \$2,932,364 -\$188,886 \$683 \$5,865 \$5,182

<sup>\*</sup> Includes taxes, insurance, property management, repairs, marketing, etc.

<sup>\*\*</sup> Includes site prep, vertical construction, offsite improvements, architect/engineer fees, impact fees, etc.

<sup>\*\*\*</sup> Total property tax is 1% of the assessed value; the City of Fresno's share is roughly 20% of that.

Figure 1: No Density Limit (proposed)



Figure 2: CMX Max Density (Existing)

