

Summary of Investment Returns to Land Owner & Developer

Greenwood Park Estate

Option 1 - Subdivision

Subdivision - 179 Lots

Time Span: Jun-07 to Jan-11	Project Size: 14. ha <small>1 per 1.0 Ha of Site Area</small>
Type: Land Subdivision	Project Size: 179. lots <small>1 per 0.08 Ha of Site Area</small>
Status: Under Review	Equated GFA: 0.0
Site Area: 14. Ha	
FSR: 0:1	

Estate Master for Excel Licensed to: Unlicensed

COSTS & REVENUES	Land Owner	Developer	Joint	% by Land Owner
	Enter Land Owner Name	Enter Developer Name	Venture	
REVENUE				
Land Sale to Developer	-	-	-	
Gross Sales Revenue	17,007,680	25,511,519	42,519,199	40.0%
Less Selling Costs	-	(1,266,902)	(1,266,902)	0.0%
Less Purchasers Costs	-	-	-	N.A.
NET SALE PROCEEDS	17,007,680	24,244,618	41,252,297	41.2%
Gross Rental Income	-	-	-	N.A.
Less Leasing Costs	-	-	-	N.A.
NET RENTAL INCOME	-	-	-	N.A.
Interest Received	59,523	381,161	440,684	13.5%
Other Income	-	-	-	N.A.
TOTAL REVENUE (before GST paid)	17,067,202	24,625,778	41,692,981	40.9%
Less GST paid	(1,073,425)	(1,610,138)	(2,683,564)	40.0%
TOTAL REVENUE (after GST paid)	15,993,777	23,015,640	39,009,417	41.0%
COSTS				
Opportunity Cost of Land	13,000,000	-	13,000,000	
Land Acquisition Costs	-	12,000	12,000	
Construction Costs	-	7,370,000	7,370,000	0.0%
Professional Fees	-	1,132,572	1,132,572	0.0%
Statutory Fees	-	7,509,700	7,509,700	0.0%
Miscellaneous Costs 1	-	-	-	N.A.
Miscellaneous Costs 2	-	-	-	N.A.
Miscellaneous Costs 3	-	-	-	N.A.
Project Contingency (Reserve)	-	-	-	N.A.
Land Holding Costs	-	412,154	412,154	0.0%
Pre-Sale Commissions	-	439,376	439,376	0.0%
Finance Charges (inc. Line Fees)	-	374,944	374,944	0.0%
Interest Expense	-	1,017,686	1,017,686	0.0%
TOTAL COSTS (before GST reclaimed)	13,000,000	18,268,432	31,268,432	41.6%
Less GST reclaimed	-	(929,168)	(929,168)	0.0%
TOTAL COSTS (after GST reclaimed)	13,000,000	17,339,264	30,339,264	42.8%
PERFORMANCE INDICATORS				
Development Profit (before distribution of Profit Share)	2,993,777	5,676,376	8,670,153	
Development Profit (after distribution of Profit Share)	3,277,596	5,108,739	8,386,334	
Development Margin (after distribution of Profit Share) on total development costs (inc selling costs).	25.21%	27.46%	27.64%	
Discount Rate	0.00%	20.00%		
NPV of Cash Flow (after distribution of Profit Share)	16,277,596			
NPV less Land Value (after distribution of Profit Share)	3,277,596	1,041,522		
Internal Rate of Return (after distribution of Profit Share)	8.13%	27.61%		

* Profit Share distribution includes AUD283,819 to Land Owner and AUD283,819 to Lender 1

LAND OWNER'S SENSITIVITY TABLE		Profit ¹	Dev Margin	NPV ¹	IRR %
Variation to Land Acquisition Costs	-5.00%	3,277,596	25.21%	3,277,596	8.13%
	-3.00%	3,277,596	25.21%	3,277,596	8.13%
	3.00%	3,277,596	25.21%	3,277,596	8.13%
	5.00%	3,277,596	25.21%	3,277,596	8.13%
Variation to Construction Costs	-10.00%	3,318,557	25.53%	3,318,557	8.22%
	-5.00%	3,298,539	25.37%	3,298,539	8.17%
	5.00%	3,257,473	25.06%	3,257,473	8.09%
	10.00%	3,237,316	24.90%	3,237,316	8.05%
Variation to Construction Period	-20.00%	3,190,726	24.54%	3,190,726	9.56%
	-10.00%	3,231,607	24.86%	3,231,607	8.66%
	10.00%	3,323,373	25.56%	3,323,373	7.50%
	20.00%	3,364,718	25.88%	3,364,718	6.97%
Variation to End Sale Values	-5.00%	2,443,345	18.79%	2,443,345	6.22%
	-3.00%	2,777,059	21.36%	2,777,059	7.00%
	3.00%	3,778,977	29.07%	3,778,977	9.23%
	5.00%	4,112,613	31.64%	4,112,613	9.95%
Variation to Capitalisation Rate	-0.50%	3,277,596	25.21%	3,277,596	8.13%
	-0.20%	3,277,596	25.21%	3,277,596	8.13%
	0.20%	3,277,596	25.21%	3,277,596	8.13%
	0.50%	3,277,596	25.21%	3,277,596	8.13%
Variation to Sales Span	-30.00%	3,248,644	24.99%	3,248,644	8.32%
	-20.00%	3,262,579	25.10%	3,262,579	8.35%
	20.00%	3,293,517	25.33%	3,293,517	7.92%
	30.00%	3,307,527	25.44%	3,307,527	7.95%
Variation to Rental Levels	-20.00%	3,277,596	25.21%	3,277,596	8.13%
	-10.00%	3,277,596	25.21%	3,277,596	8.13%
	10.00%	3,277,596	25.21%	3,277,596	8.13%
	20.00%	3,277,596	25.21%	3,277,596	8.13%

¹ After opportunity cost of land

Cash Flow Table for Greenwood Park Estate

Option 1 - Subdivision - Subdivision - 179 Lots

LAND OWNER'S CASH FLOW	TOTAL	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14
REVENUE																
Gross Revenue	17,067,202	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less Selling / Leasing Costs & GST	(1,073,425)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	283,819	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NET REVENUE	16,277,596	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
COSTS																
Opportunity Cost of Land	13,000,000	13,000,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Pro. Fees and Construction	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
GST Input Credits Reclaimed	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL COSTS	13,000,000	13,000,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow b/f Interest	3,277,596	(13,000,000)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Cash Flow	(13,000,000)	(13,000,000)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Balance	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)
Loan Balance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less Interest Expense	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative CF After Interest*		(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)

Cash Flow Table for Greenwood Park Estate

Option 1 - Subdivision - Subdivision - 179 Lots

LAND OWNER'S CASH FLOW	TOTAL	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
REVENUE																
Gross Revenue	17,067,202	-	-	-	-	-	413,381	413,735	414,090	414,446	414,802	415,159	415,517	415,875	831,906	831,906
Less Selling / Leasing Costs & GST	(1,073,425)	-	-	-	-	-	(26,041)	(26,064)	(26,086)	(26,109)	(26,131)	(26,154)	(26,176)	(26,199)	(52,313)	(52,313)
Profit Share	283,819	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NET REVENUE	16,277,596	-	-	-	-	-	387,340	387,671	388,004	388,337	388,671	389,006	389,341	389,677	779,593	779,593
COSTS																
Opportunity Cost of Land	13,000,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Pro. Fees and Construction	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
GST Input Credits Reclaimed	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL COSTS	13,000,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow b/f Interest	3,277,596	-	-	-	-	-	387,340	387,671	388,004	388,337	388,671	389,006	389,341	389,677	779,593	779,593
Equity Cash Flow	-	-	-	-	-	-	387,340	387,671	388,004	388,337	388,671	389,006	389,341	389,677	779,593	779,593
Equity Balance	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(12,612,660)	(12,224,989)	(11,836,985)	(11,448,648)	(11,059,977)	(10,670,971)	(10,281,631)	(9,891,954)	(9,112,361)	(8,332,769)
Loan Balance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less Interest Expense	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative CF After Interest*		(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(13,000,000)	(12,612,660)	(12,224,989)	(11,836,985)	(11,448,648)	(11,059,977)	(10,670,971)	(10,281,631)	(9,891,954)	(9,112,361)	(8,332,769)

Cash Flow Table for Greenwood Park Estate

Option 1 - Subdivision - Subdivision - 179 Lots

LAND OWNER'S CASH FLOW	TOTAL	30	31	32	33	34	35	36	37	38	39	40	41	42	43
REVENUE															
Gross Revenue	17,067,202	831,906	831,906	831,906	831,906	831,906	831,906	886,869	886,869	886,869	886,869	886,869	886,869	886,869	886,869
Less Selling / Leasing Costs & GST	(1,073,425)	(52,313)	(52,313)	(52,313)	(52,313)	(52,313)	(52,313)	(55,745)	(55,745)	(55,745)	(55,745)	(55,745)	(55,745)	(55,745)	(55,745)
Profit Share	283,819	-	-	-	-	-	-	-	-	-	-	-	-	-	283,819
TOTAL NET REVENUE	16,277,596	779,593	779,593	779,593	779,593	779,593	779,593	831,124	831,124	831,124	831,124	831,124	831,124	831,124	1,114,943
COSTS															
Opportunity Cost of Land	13,000,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Pro. Fees and Construction	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
GST Input Credits Reclaimed	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL COSTS	13,000,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow b/f Interest	3,277,596	779,593	779,593	779,593	779,593	779,593	779,593	831,124	831,124	831,124	831,124	831,124	831,124	831,124	1,114,943
Equity Cash Flow	779,593	779,593	779,593	779,593	779,593	779,593	779,593	831,124	831,124	831,124	831,124	831,124	831,124	831,124	1,114,943
Equity Balance	(13,000,000)	(7,553,176)	(6,773,583)	(5,993,991)	(5,214,398)	(4,434,806)	(3,655,213)	(2,824,089)	(1,992,965)	(1,161,842)	(330,718)	500,406	1,331,530	2,162,653	3,277,596
Loan Balance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less Interest Expense	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative CF After Interest*		(7,553,176)	(6,773,583)	(5,993,991)	(5,214,398)	(4,434,806)	(3,655,213)	(2,824,089)	(1,992,965)	(1,161,842)	(330,718)	500,406	1,331,530	2,162,653	3,277,596