



Office America Group

# DECO GREEN

**@Lakeworth Beach, Florida**

**Confidential information**



01 Location

---

04 Development Costs

---

02 Market Overview

---

05 Property Proforma

---

03 The Project

---

06 Projected Returns

---

01.

# Location

# City of Lake Worth Beach

Lake Worth Beach is a coastal city of 37,000 residents within seven square miles, located in Palm Beach County, Florida. The cities of West Palm Beach and Palm Beach are their northern neighbors.

It is a dynamic and multicultural city with a strong social and environmental consciousness. People are drawn to the city by its individualistic style, acceptance of different cultures and lifestyles, many historic structures, hip downtown, and distinctive residential neighborhoods.

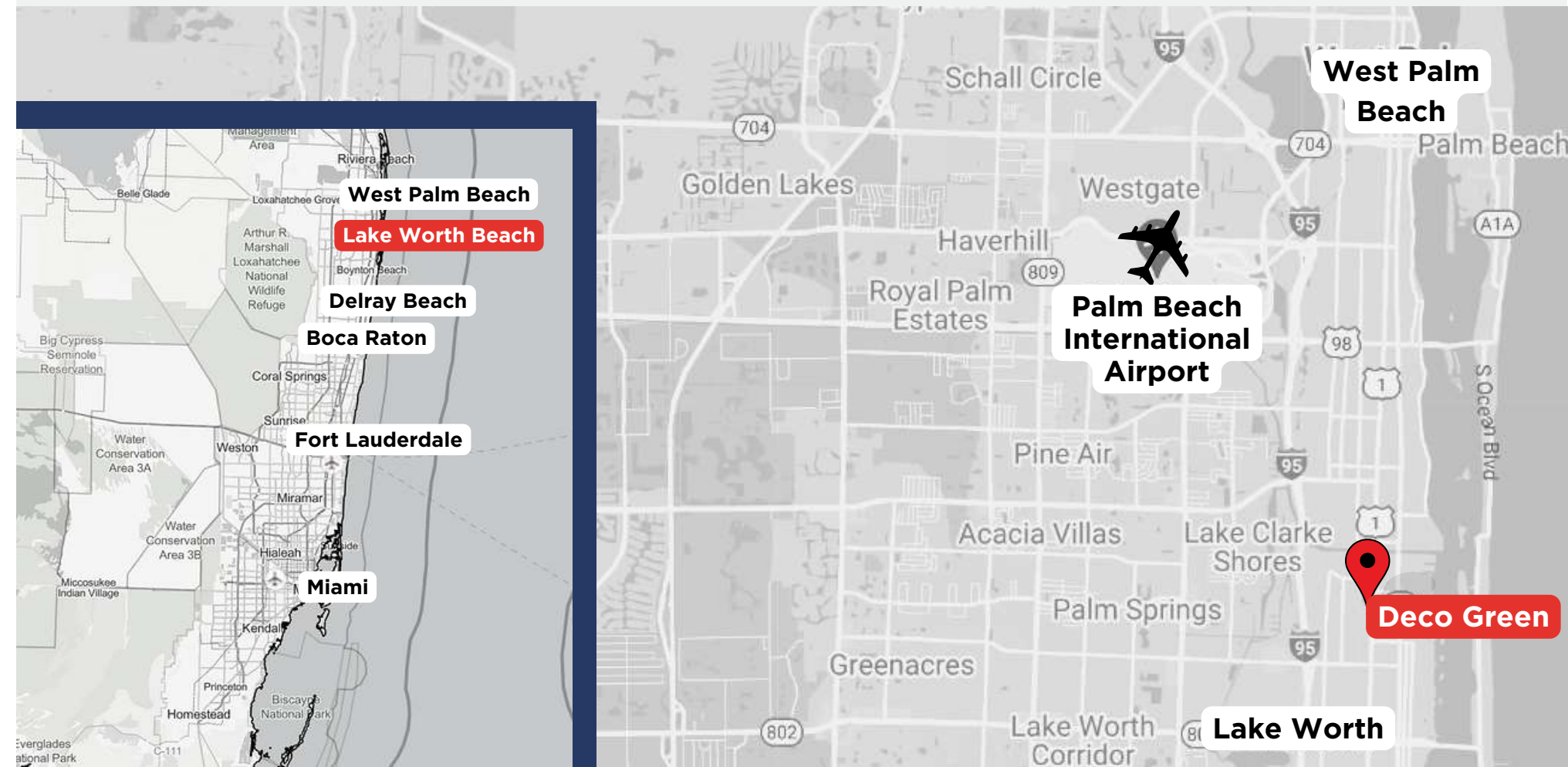
The city has a rich history and is protective of its historic architectural fabric. Over 1,000 historic buildings contribute to the human scale of the city and the charm of its downtown and residential neighborhoods.

The downtown is considered the artistic soul of Lake Worth Beach with a historic theater and museum, live music clubs, coffee houses, art galleries, antique malls, retail stores, and many restaurants.

The city has a broad array of recreational opportunities, including the beach, boating fresh and saltwater, a municipally-owned golf course and fishing pier, a waterfront amphitheater, and many parks and athletic facilities

## Located in Palm Beach County, Florida

- Tourism accounts for more than 70,000 jobs. It has an economic impact of more than \$7 billion on the local economy.
- More than 8 million people visit Palm Beach County annually, and they spend approximately \$4.6 + billion while they are here.
- As of 2018, Palm Beach County had a base population of 1.49 million, making it the third-largest county in Florida behind Miami-Dade (2.75 million) and Broward (1.93 million).
- Home to the third busiest airport in the Miami metropolitan area.
- Palm Beach County is often referred to as "The Golf Capital of Florida" with more than 150 public and private golf courses.





# Best Waterfront City to Live, Play and Work.

Lake Worth Beach boasts a quaint but vibrant downtown with many art galleries, cultural facilities and restaurants. Lake Worth Beach hosts a variety of annual festivals, many of which celebrate the city's historic and artistic past and cultural diversity.



Lake Worth Casino



LWB Street Art Festival



Rapid Water Park

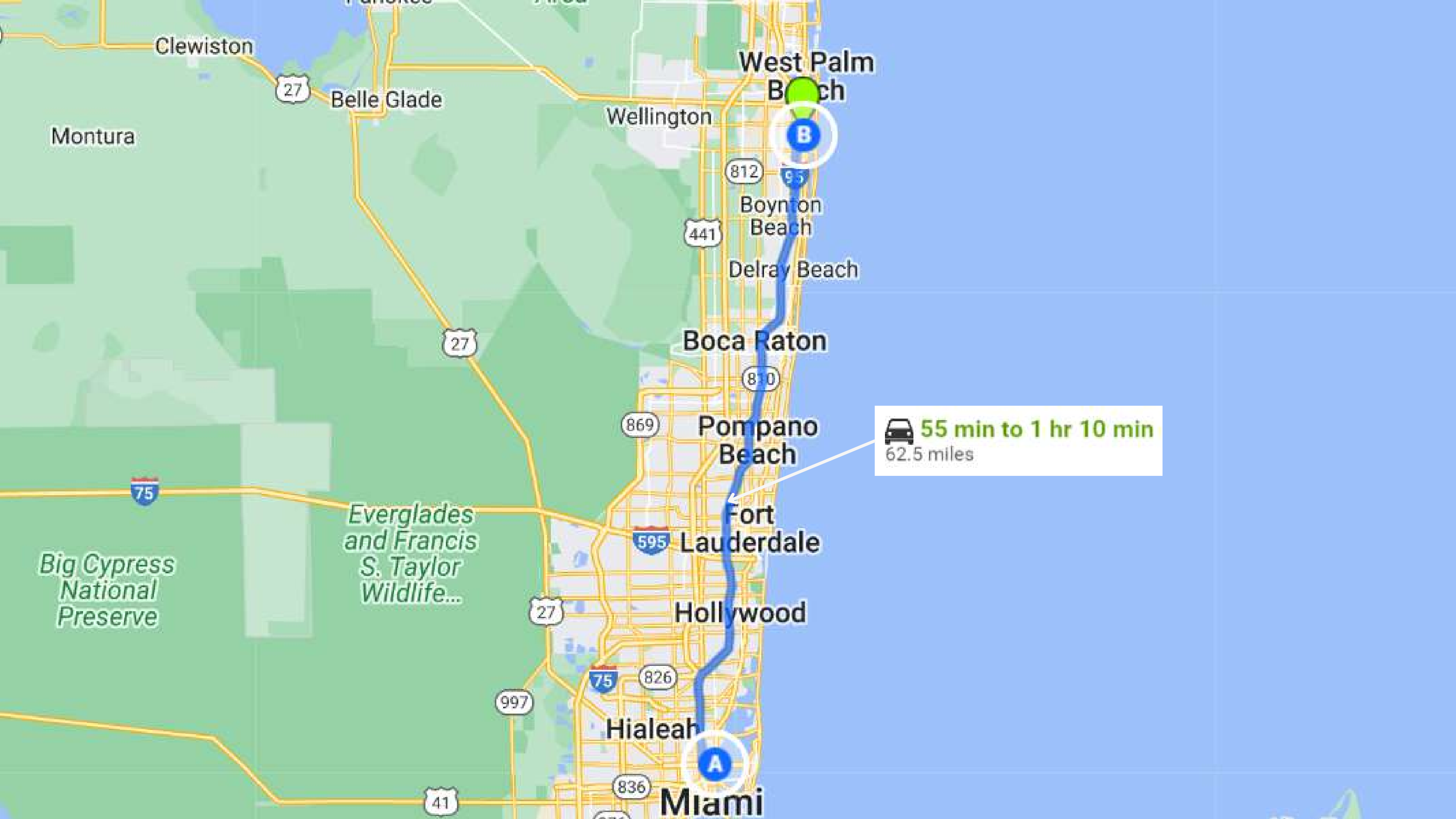


Golfstream Hotel



Lake Worth Beach





Clewiston

27

Belle Glade

Montura

Wellington

West Palm  
Beach

8

812

Boynton  
Beach

441

Delray Beach

27

Boca Raton

810

869

Pompano  
Beach



55 min to 1 hr 10 min

62.5 miles

Everglades  
and Francis  
S. Taylor  
Wildlife...

Big Cypress  
National  
Preserve

75

595

Fort  
Lauderdale

27

Hollywood

75

826

997

Hialeah

A

Miami

41

836



North Dixie Hwy 24,500 AADT

**Deco Green**







Lake Worth Lagoon

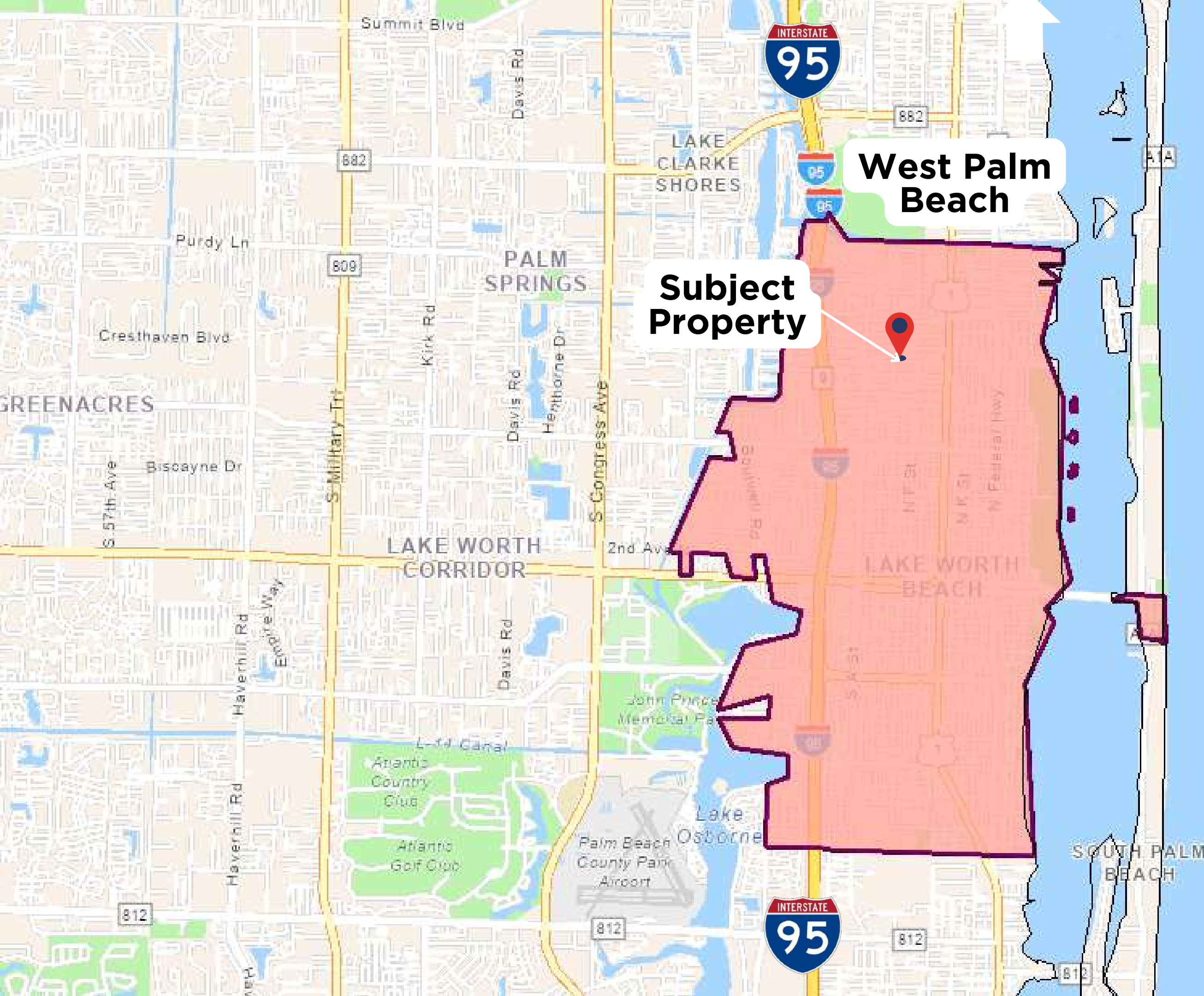
Lake Worth Beach

Deco Green



# O2.

## Market Overview



**West Palm  
Beach**

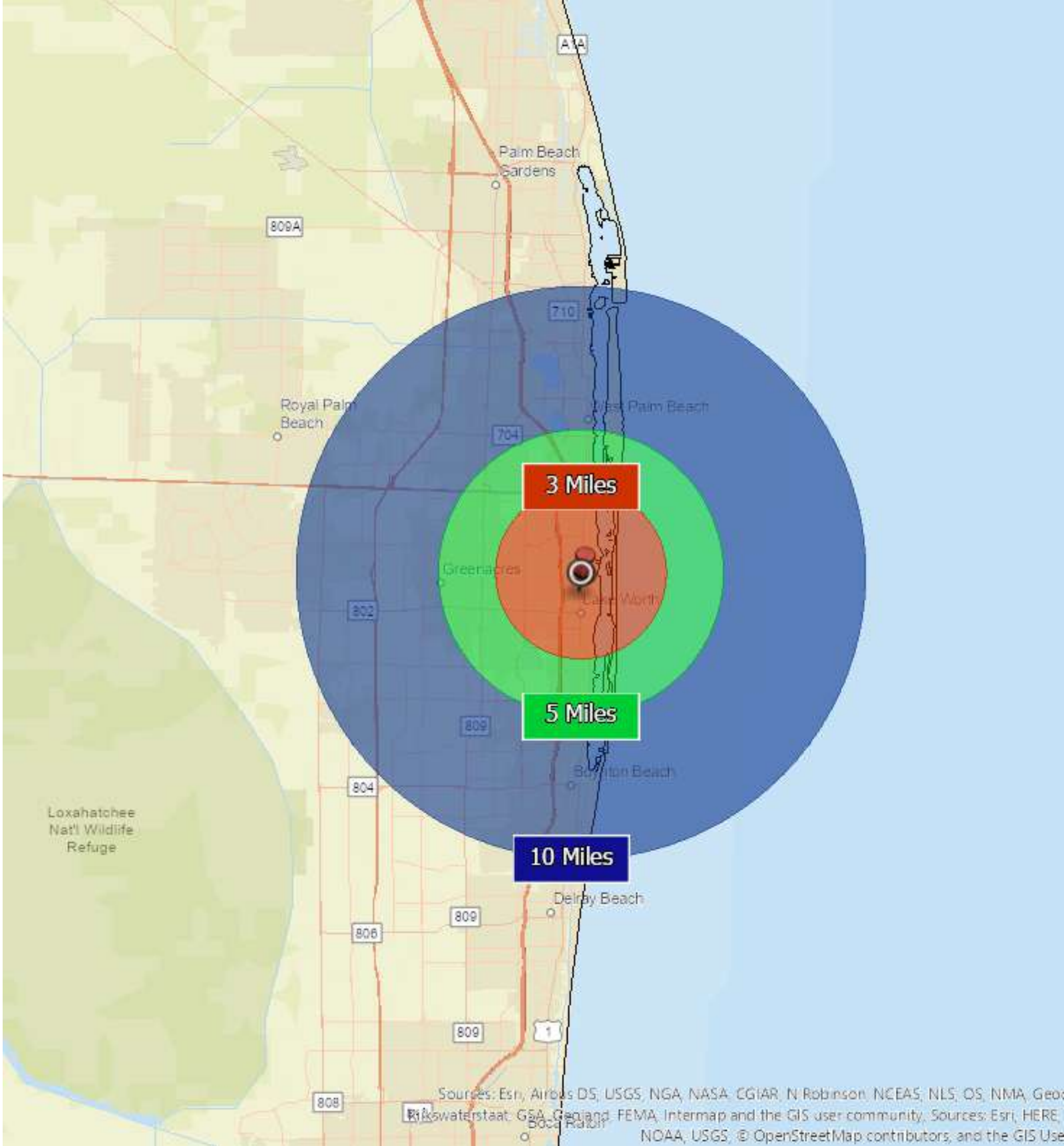
**Subject  
Property**

**City of Lake Worth  
Beach Limits**



# Demographics & Income Profile

	3 Miles	5 Miles	10 Miles
2022 Summary			
Population	101,479	245,726	705,965
Households	38,391	90,847	276,852
Families	22,468	54,802	167,904
Average Household Size	2.61	2.66	2.51
Owner Occupied Housing Units	21,372	49,809	167,409
Renter Occupied Housing Units	17,018	41,038	109,443
Median Age	39.4	38.2	41.9
Median Household Income	\$58,074	\$58,130	\$63,222
Average Household Income	\$89,085	\$87,765	\$94,409
2027 Summary			
Population	104,465	250,862	719,479
Households	39,378	92,574	281,759
Families	23,004	55,631	170,392
Average Household Size	2.62	2.67	2.52
Owner Occupied Housing Units	22,064	51,019	170,971
Renter Occupied Housing Units	17,315	41,555	110,788
Median Age	39.7	38.7	42.2
Median Household Income	\$74,379	\$71,449	\$77,631
Average Household Income	\$106,400	\$104,489	\$113,082
Trends: 2022-2027 Annual Rate			
Population	0.58%	0.41%	0.38%
Households	0.51%	0.38%	0.35%
Families	0.47%	0.30%	0.29%
Owner Households	0.64%	0.48%	0.42%
Median Household Income	5.07%	4.21%	4.19%





# Comparable Properties

The subject location and its attraction from a renter standpoint would be as a good new quality apartment complex with the good access of the property from Dixie Highway and its proximity to the eastern beach and would serve as a lower priced alternative to newer complexes to the north in Downtown West Palm Beach,

No	PROPERTY NAME ADDRESS, CITY, STATE	NUMBER OF UNITS	NET BUILDING AREA	AVERAGE UNIT SIZE	YEAR BUILT	NUMBER OF BUILDINGS	NUMBER OF STORIES	LAND AREA (ACRES)	DENSITY (UNITS/ACRE)	OCCUPANCY RATE (%)	BEDS/ BATHS	UNIT SIZE (SF) Ave.	QUOTED RENT PER MONTH Ave.	QUOTED RENT \$/SF/MONTH Ave.	CONCESSIONS
S	Deco Green	125	128,170	1	2023	4	3 & 6	2.31	54.89	-					
1	The Mid 1601 North Dixie Highway Lake Worth Beach, FL	230	182,156	792	2020	8	3	5.68	40.49	93.9%	1BR/1BA 2BR/2BA	669 976	\$1,926 \$2,300	\$2.88 \$2.36	0.3%
2	The Bohemian 101 S East Coast Street Lake Worth Beach, FL	200	139,768	699	2022	1	7	1.85	108.11	43.5% (Completed August 2022)	1BR/1BA 2BR/2BA	597 1012	\$1,974 \$2,647	\$3.30 \$2.62	None
3	The District Flats 1701 Clare Ave West Palm Beach, FL	178	135,687	762	2021	2	4	3.18	55.97	95.5%	Studio/1BA 1BR/1BA 2BR/2BA	551 728 952	\$2,042 \$2,267 \$2,660	\$3.71 \$3.12 \$2.79	0.4%
4	Cameron Estates 1517 Cameron Samuel Lane West Palm Beach, FL	548	575,898	1.05	2016	17	4	21.49	25.50	99.4%	1BR/1BA 2BR/2BA 3BR/2BA 3BR/2.5BA	783 1089 1357 1610	\$1,999 \$2,605 \$4,194 \$4,194	\$2.55 \$2.39 \$3.09 \$2.61	None





# Comparable Properties

1

## 1601 N Dixie Hwy - The Mid Apartment Residences

Lake Worth, Florida - Sunset Ridge South Neighborhood

★★★★★



PROPERTY	
No. of Units:	230
Stories:	3
Avg. Unit Size:	791 SF
Type:	Apartments - All
Rent Type:	Market
Year Built:	2020
Parking:	299 Spaces; 1.3 per U...
Distance to Transit:	-

PROPERTY MANAGER	
Castle - The Mid Apartment Residences	
(561) 712-6200	
OWNER	
Affiliated Companies	

### ASKING RENTS PER UNIT/SF

Current:	\$2,076	\$2.62 /SF
Last Quarter:	\$2,061	\$2.60 /SF
Year Ago:	\$1,711	\$2.16 /SF
Competitors:	\$2,128	\$2.23 /SF
Submarket:	\$2,157	\$2.15 /SF

### VACANCY

Current:	1.7%	4 Units
Last Quarter:	1.3%	3 Units
Year Ago:	0.0%	0 Units
Competitors:	7.7%	391 Units
Submarket:	8.0%	1,541 Units

### 12 MONTH ABSORPTION

Current:	(4) Units
Competitor Total:	197 Units
Competitor Avg:	11.6 Units
Submarket Total:	151 Units
Submarket Avg:	0.3 Units

### UNIT BREAKDOWN

			Unit Mix		Availability		Avg Asking Rent		Avg Effective Rent		
Bed	Bath	Avg SF	Units	Mix %	Units	Mix %	Per Unit	Per SF	Per Unit	Per SF	Concessions
1	1	635	92	40.0%	7	7.6%	\$1,850	\$2.91	\$1,844	\$2.90	0.3%
1	1	738	46	20.0%	0	0.0%	\$2,079	\$2.82	\$2,073	\$2.81	0.3%
2	2	971	84	36.5%	7	8.3%	\$2,275	\$2.34	\$2,268	\$2.34	0.3%
2	2	1,028	8	3.5%	0	0.0%	\$2,559	\$2.49	\$2,551	\$2.48	0.3%
Totals		Avg SF	Units	Mix %	Units	Mix %	Per Unit	Per SF	Per Unit	Per SF	Concessions
All 1 Beds		669	138	60.0%	7	5.1%	\$1,926	\$2.88	\$1,921	\$2.87	0.3%
All 2 Beds		976	92	40.0%	7	7.6%	\$2,300	\$2.36	\$2,293	\$2.35	0.3%
Totals		792	230	100%	14	6.1%	\$2,076	\$2.62	\$2,069	\$2.61	0.3%

Estimate

2

## 101 S East Coast St - The Bohemian

Lake Worth, Florida - Hope Neighborhood

★★★★★



PROPERTY	
Property Size:	200 Units, 7 Floors
Avg. Unit Size:	698 SF
Year Built:	Aug 2022
Type:	Apartments - All
Rent Type:	Market
Parking:	-
Distance to Subject:	1.44 Miles
Distance to Transit:	-

PROPERTY MANAGER	
Castle - The Bohemian	
(561) 861-3591	
OWNER	
-	

### UNIT BREAKDOWN

			Unit Mix		Availability		Avg Asking Rent		Avg Effective Rent		
Bed	Bath	Avg SF	Units	Mix %	Units	Mix %	Per Unit	Per SF	Per Unit	Per SF	Concessions
1	1	530	54	27.0%	42	77.8%	\$1,895	\$3.58	\$1,895	\$3.58	0.0%
1	1	605	75	37.5%	33	44.0%	\$1,935	\$3.20	\$1,935	\$3.20	0.0%
1	1	736	22	11.0%	0	0.0%	\$2,299	\$3.12	\$2,299	\$3.12	0.0%
2	2	1,005	35	17.5%	12	34.3%	\$2,612	\$2.60	\$2,612	\$2.60	0.0%
2	2	1,029	14	7.0%	0	0.0%	\$2,736	\$2.66	\$2,736	\$2.66	0.0%
Totals		Avg SF	Units	Mix %	Units	Mix %	Per Unit	Per SF	Per Unit	Per SF	Concessions
All 1 Beds		597	151	75.5%	75	49.7%	\$1,974	\$3.30	\$1,974	\$3.30	0.0%
All 2 Beds		1,012	49	24.5%	12	24.5%	\$2,647	\$2.62	\$2,647	\$2.62	0.0%
Totals		699	200	100%	87	43.5%	\$2,139	\$3.06	\$2,139	\$3.06	0.0%

Estimate

Updated August 30, 2022



# Comparable Properties

3

1701 Clare Ave - The District Flats

West Palm Beach, Florida - West Palm Beach Neighborhood



PROPERTY

Property Size:	178 Units, 4 Floors
Avg. Unit Size:	762 SF
Year Built:	2021
Type:	Apartments - All
Rent Type:	Market
Parking:	-
Distance to Subject:	4.29 Miles
Distance to Transit:	-

PROPERTY MANAGER

Panco - The District Flats
(561) 237-5961

OWNER

Purchased Apr 2022
\$78,000,000 (\$438,202/Unit)

UNIT BREAKDOWN

			Unit Mix		Availability		Avg Asking Rent		Avg Effective Rent		
Bed	Bath	Avg SF	Units	Mix %	Units	Mix %	Per Unit	Per SF	Per Unit	Per SF	Concessions
Studio	1	551	25	14.0%	0	0.0%	\$2,042	\$3.71	\$2,035	\$3.69	0.4%
1	1	684	60	33.7%	1	1.7%	\$2,232	\$3.26	\$2,223	\$3.25	0.4%
1	1	716	26	14.6%	1	3.9%	\$2,226	\$3.11	\$2,217	\$3.10	0.4%
1	1	873	20	11.2%	1	5.0%	\$2,425	\$2.78	\$2,416	\$2.77	0.4%
2	2	930	27	15.2%	3	11.1%	\$2,647	\$2.85	\$2,637	\$2.84	0.4%
2	2	982	20	11.2%	2	10.0%	\$2,677	\$2.73	\$2,667	\$2.72	0.4%
Totals		Avg SF	Units	Mix %	Units	Mix %	Per Unit	Per SF	Per Unit	Per SF	Concessions
All Studios		551	25	14.0%	0	0.0%	\$2,042	\$3.71	\$2,035	\$3.69	0.4%
All 1 Beds		728	106	59.6%	3	2.8%	\$2,267	\$3.12	\$2,258	\$3.10	0.4%
All 2 Beds		952	47	26.4%	5	10.6%	\$2,660	\$2.79	\$2,649	\$2.78	0.4%
Totals		762	178	100%	8	4.5%	\$2,339	\$3.07	\$2,330	\$3.06	0.4%

Estimate Updated August 30, 2022

SITE AMENITIES

24 Hour Access, Key Fob Entry, Laundry Facilities, Maintenance on site, Online Services, Package Service

UNIT AMENITIES

Air Conditioning, Dishwasher, Hardwood Floors, Heating, High Speed Internet Access, Kitchen, Microwave

ONE TIME EXPENSES

Admin Fee \$350	Application Fee \$350
-----------------	-----------------------

4

1517 Cameron Samuel Ln - Cameron Estates

West Palm Beach, Florida - West Palm Beach Neighborhood



PROPERTY

Property Size:	548 Units, 4 Floors
Avg. Unit Size:	1,051 SF
Year Built:	Dec 2015
Type:	Apartments - All
Rent Type:	Market
Parking:	910 Spaces; 1.7 per Unit
Distance to Subject:	6.09 Miles
Distance to Transit:	-

PROPERTY MANAGER

JMG - Cameron Estates
(561) 621-2253

OWNER

-
---

UNIT BREAKDOWN

			Unit Mix		Availability		Avg Asking Rent		Avg Effective Rent		
Bed	Bath	Avg SF	Units	Mix %	Units	Mix %	Per Unit	Per SF	Per Unit	Per SF	Concessions
1	1	783	152	27.7%	1	0.7%	\$1,999	\$2.55	\$1,999	\$2.55	0.0%
2	2	1,064	50	9.1%	0	0.0%	\$2,605	\$2.45	\$2,605	\$2.45	0.0%
2	2	1,084	162	29.6%	0	0.0%	\$2,605	\$2.40	\$2,605	\$2.40	0.0%
2	2	1,103	50	9.1%	0	0.0%	\$2,605	\$2.36	\$2,605	\$2.36	0.0%
2	2	1,118	50	9.1%	0	0.0%	\$2,605	\$2.33	\$2,605	\$2.33	0.0%
3	2	1,357	72	13.1%	1	1.4%	\$4,194	\$3.09	\$4,194	\$3.09	0.0%
3	2.5	1,610	12	2.2%	1	8.3%	\$4,194	\$2.61	\$4,194	\$2.61	0.0%
Totals		Avg SF	Units	Mix %	Units	Mix %	Per Unit	Per SF	Per Unit	Per SF	Concessions
All 1 Beds		783	152	27.7%	1	0.7%	\$1,999	\$2.55	\$1,999	\$2.55	0.0%
All 2 Beds		1,089	312	56.9%	0	0.0%	\$2,605	\$2.39	\$2,605	\$2.39	0.0%
All 3 Beds		1,393	84	15.3%	2	2.4%	\$4,194	\$3.01	\$4,194	\$3.01	0.0%
Totals		1,051	548	100%	3	0.6%	\$2,680	\$2.55	\$2,680	\$2.55	0.0%

Estimate Updated August 13, 2022

SITE AMENITIES

Business Center, Car Wash Area, Clubhouse, Fitness Center, Gameroom, Gated, Playground, Property Manager on Site, Spa, Tennis Court, Volleyball Court, Waterfront

UNIT AMENITIES

Air Conditioning, Cable Ready, Ceiling Fans, Dishwasher, Disposal, Hardwood Floors, High Speed Internet Access, Microwave, Refrigerator, Stainless Steel Appliances, Views, Walk-In Closets, Washer/Dryer, Washer/Dryer Hookup

03.

# The Project





## LOCATION

Lake Worth Beach FL

## PROJECT TYPE

MIX USE

## TOTAL SF

128k

## TOTAL UNITS

125 Units

## TOTAL RETAIL/OFFICE

8.1K

## DEVELOPMENT COSTS

\$47M



# Site Plan

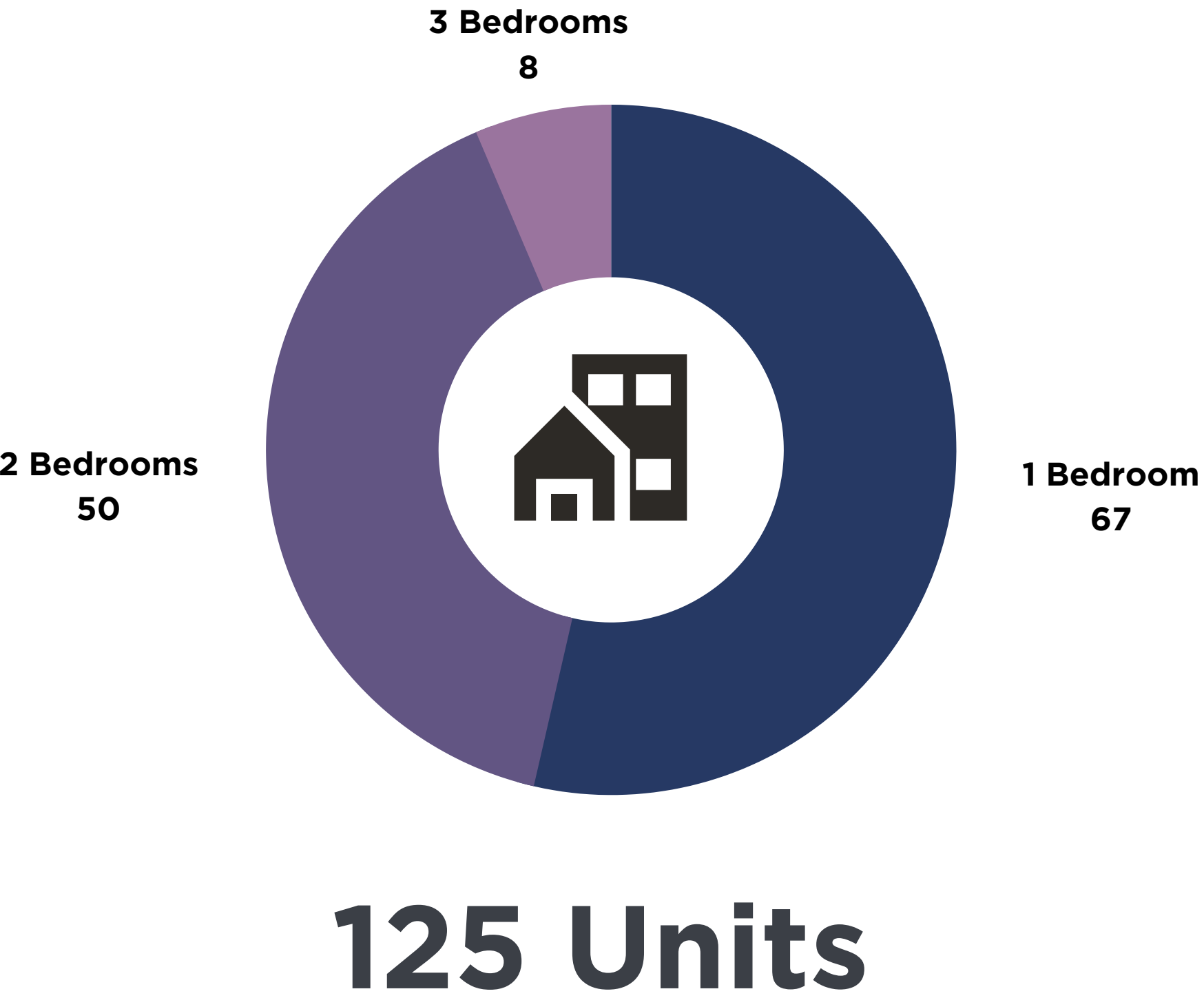
## LEGEND:

1. Building #1 - 3 Story  
Retail/Office/Gym/Residential
2. Building #2 - 6 Story  
Parking/Residential
3. Building #3 - 3 Story  
Community room/Office/Retail/Residential
4. Building #4 - 3 Story  
Office/Retail/Residential
5. Courtyard
6. Playground
7. Dog Park
8. Bicycle Rack
9. Security Fence
10. Dumpster (Buildings #1, #3 & #4)
11. Parking - Pervious Concrete
12. Transformers
13. Parallel Parking
14. Loading Zone





# Unit Mix



## Commercial

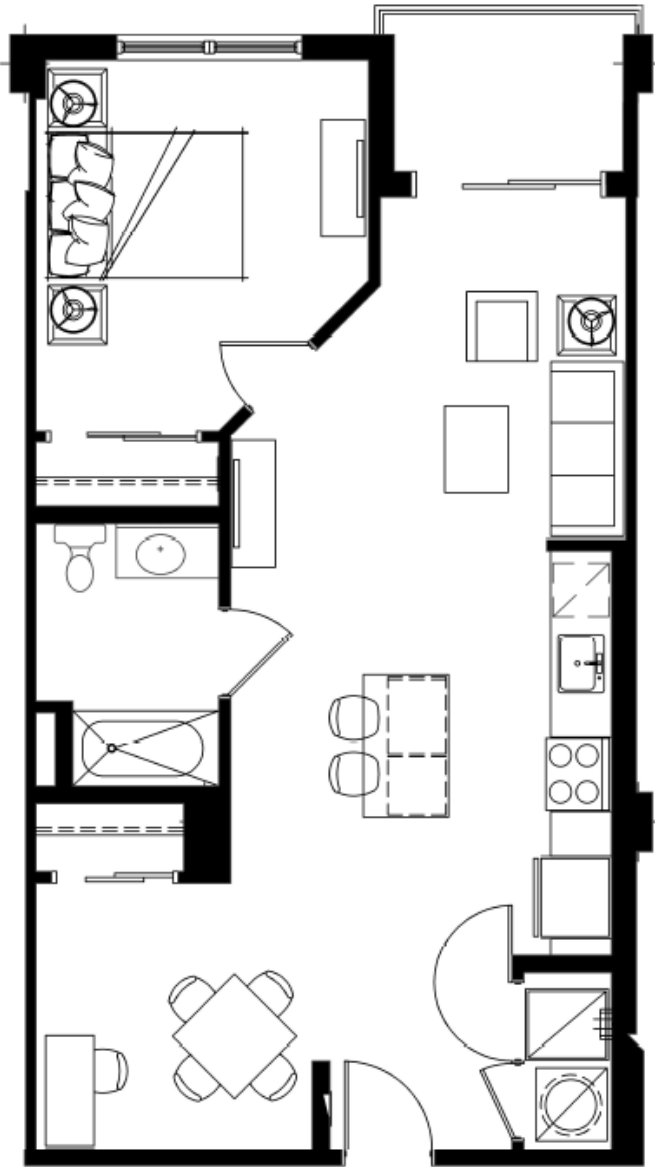
Retail/Office	Qty	Ave Size SF	Total SF
Retail - Blg 4	6	700	4,200
Retail - Blg 1 & 3	2	447	894
Retail - Blg 1 & 3	2	569	1,138
Office - Blg 1 & 3	2	956	1,912
			8,144

## Residential

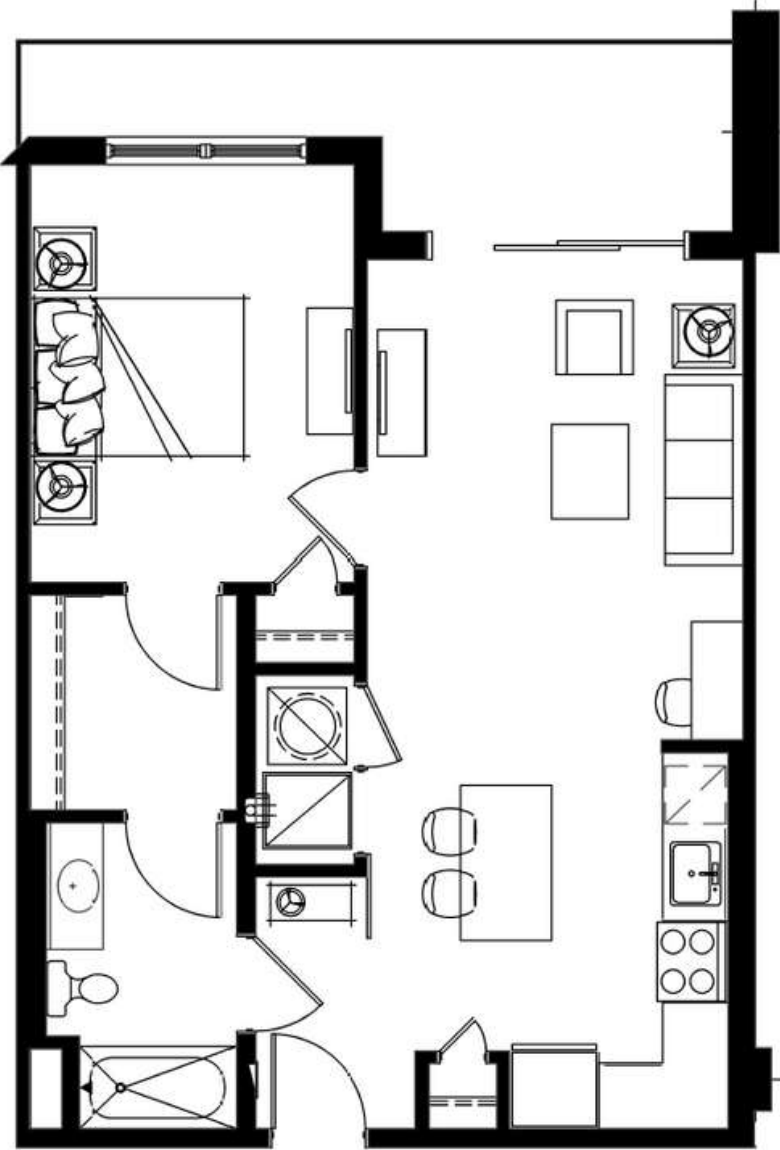
Residential	Units	Avg Size	Balcony	Gross Area	Baths
Building 2 101					
A	19	780	50	830	1 Bed / 1 Bath
Ab	10	720	65	785	1 Bed / 1 Bath
Ac	10	750	60	810	1 Bed / 1 Bath
Ad	4	655	110	765	1 Bed / 1 Bath
Ae	4	755	65	820	1 Bed / 1 Bath
B	40	1,100	60	1,160	2 Beds / 2 Baths
Bb	6	1,170	175	1,345	2 Beds / 2 Baths
C	8	1,265	75	1,340	3 Beds/ 2 Baths
Buildings 1 & 3 12					
D	4	1,320	215	1,535	2 Beds / 2 Baths
E	4	1,205		1,205	1 Beds / 1.5 Baths
F	4	1,075		1,075	1 Bed / 1 Bath
Buildings 4 12					
G	12	760	45	805	1 Bed / 1 Bath

# Unit Floor Plans

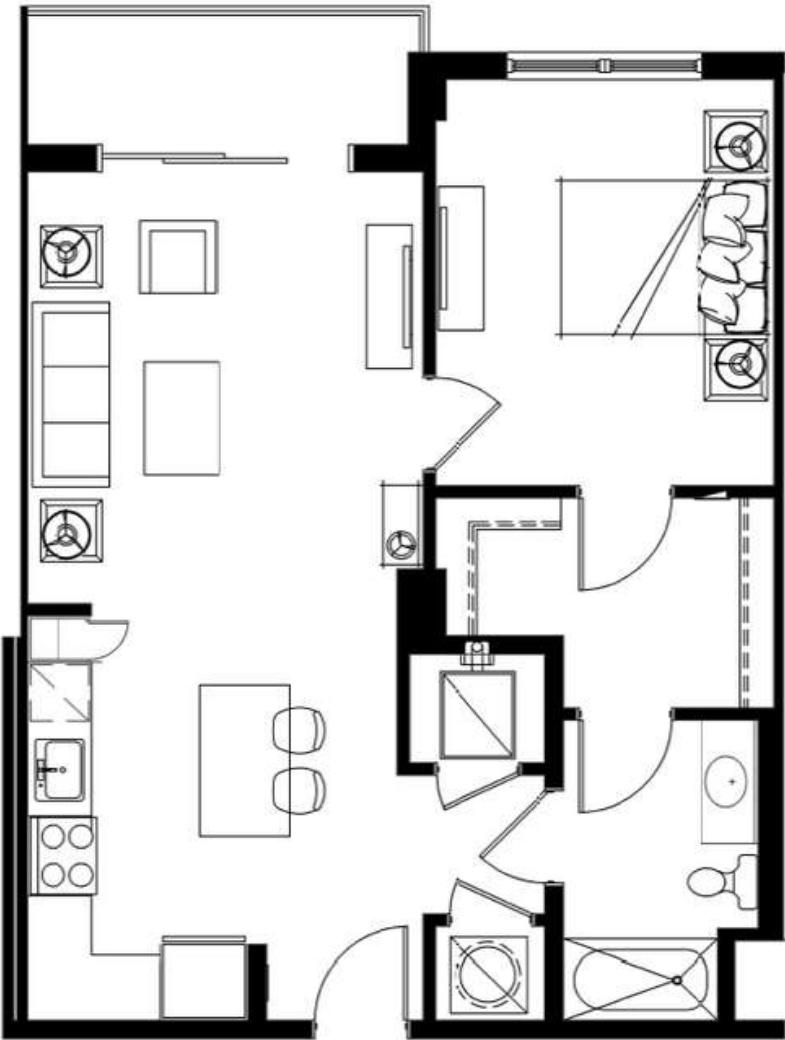
BUILDING	UNIT TYPE	BED/BR	AREA	BALCONY
2	A	1/1	780SF	50SF



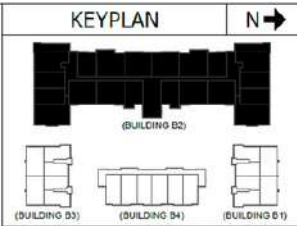
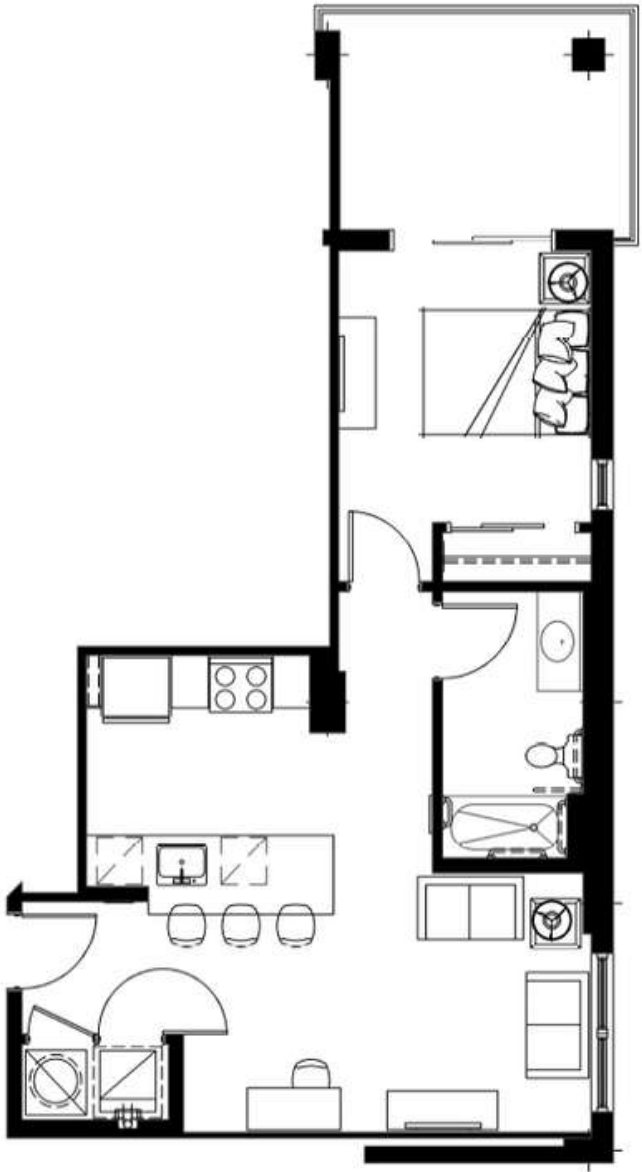
BUILDING	UNIT TYPE	BED/BR	AREA	BALCONY
2	Ab	1/1	720SF	65SF



BUILDING	UNIT TYPE	BED/BR	AREA	BALCONY
2	Ac	1/1	750SF	70SF

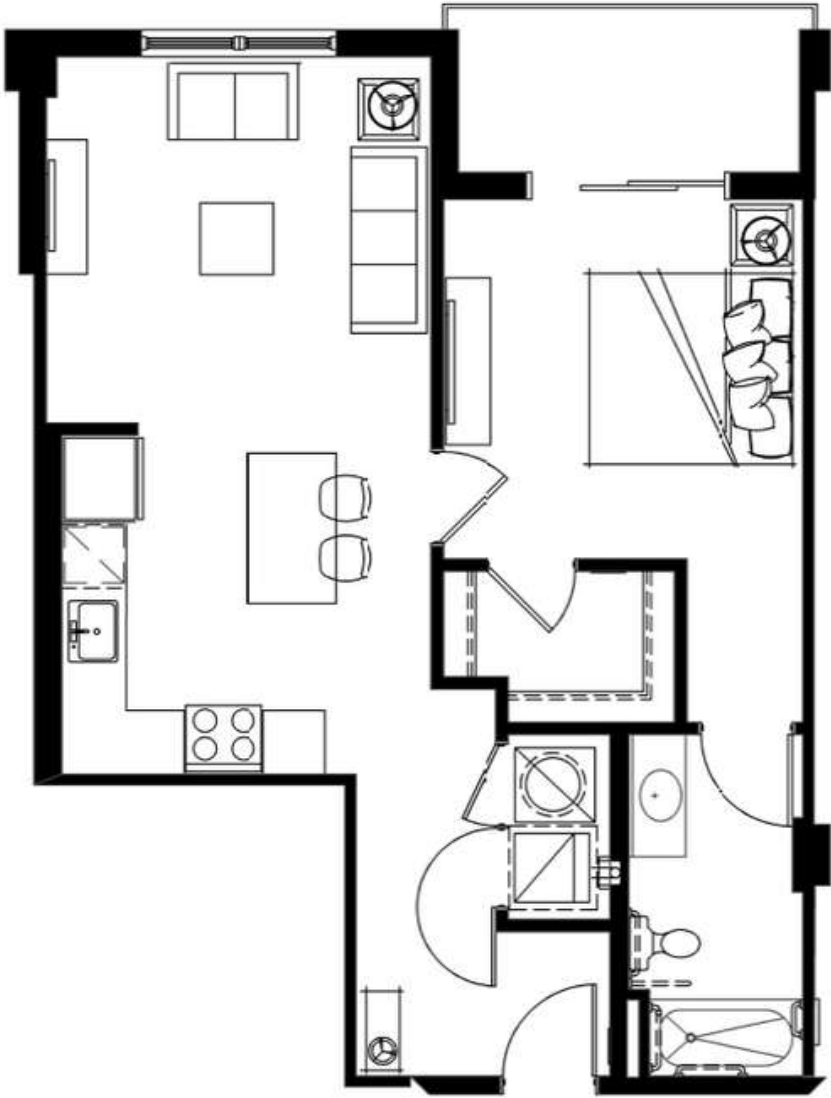


BUILDING	UNIT TYPE	BED/BR	AREA	BALCONY
2	Ad	1/1	655SF	110SF

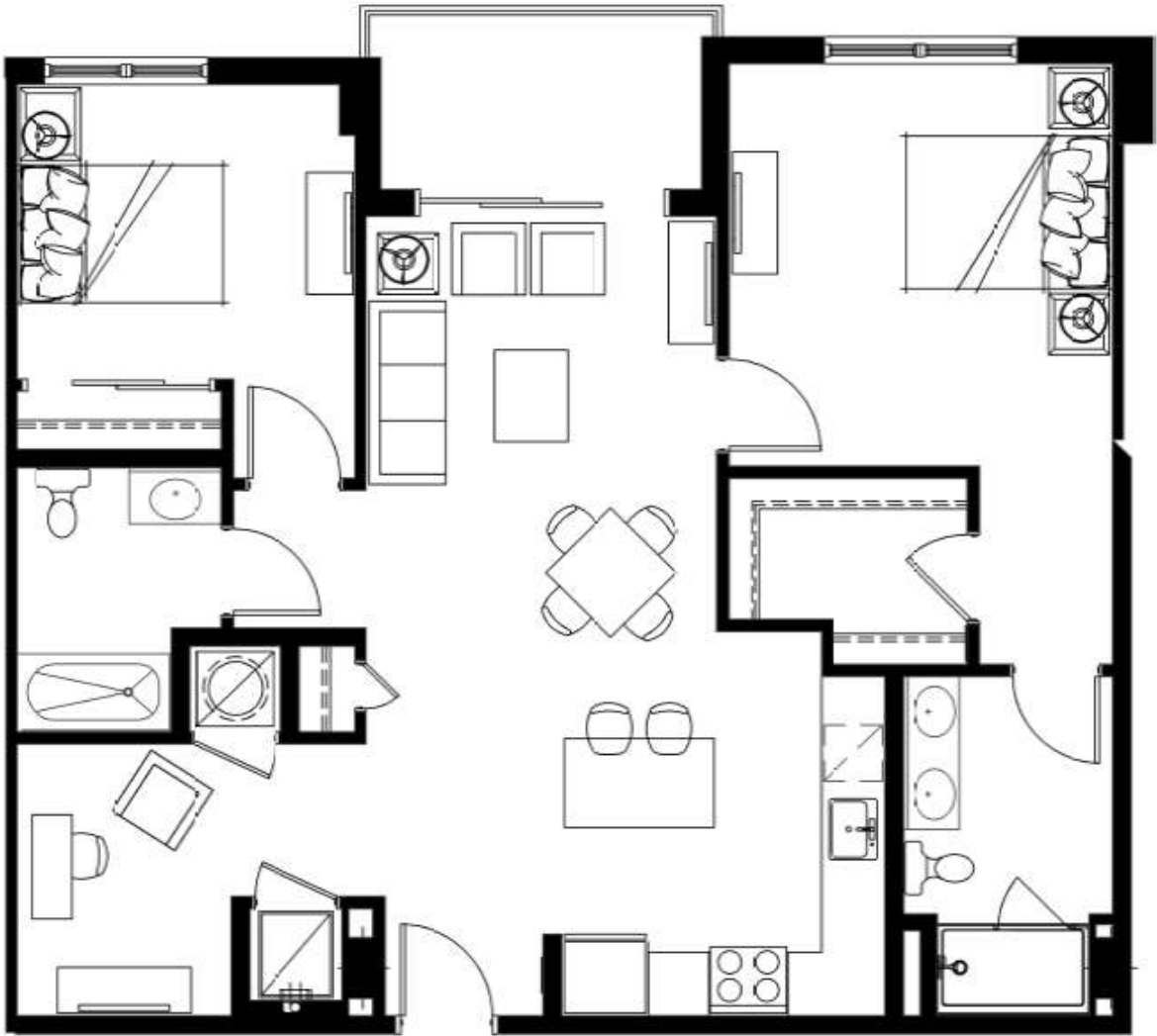


# Unit Floor Plans

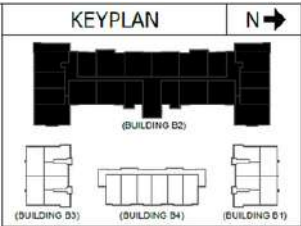
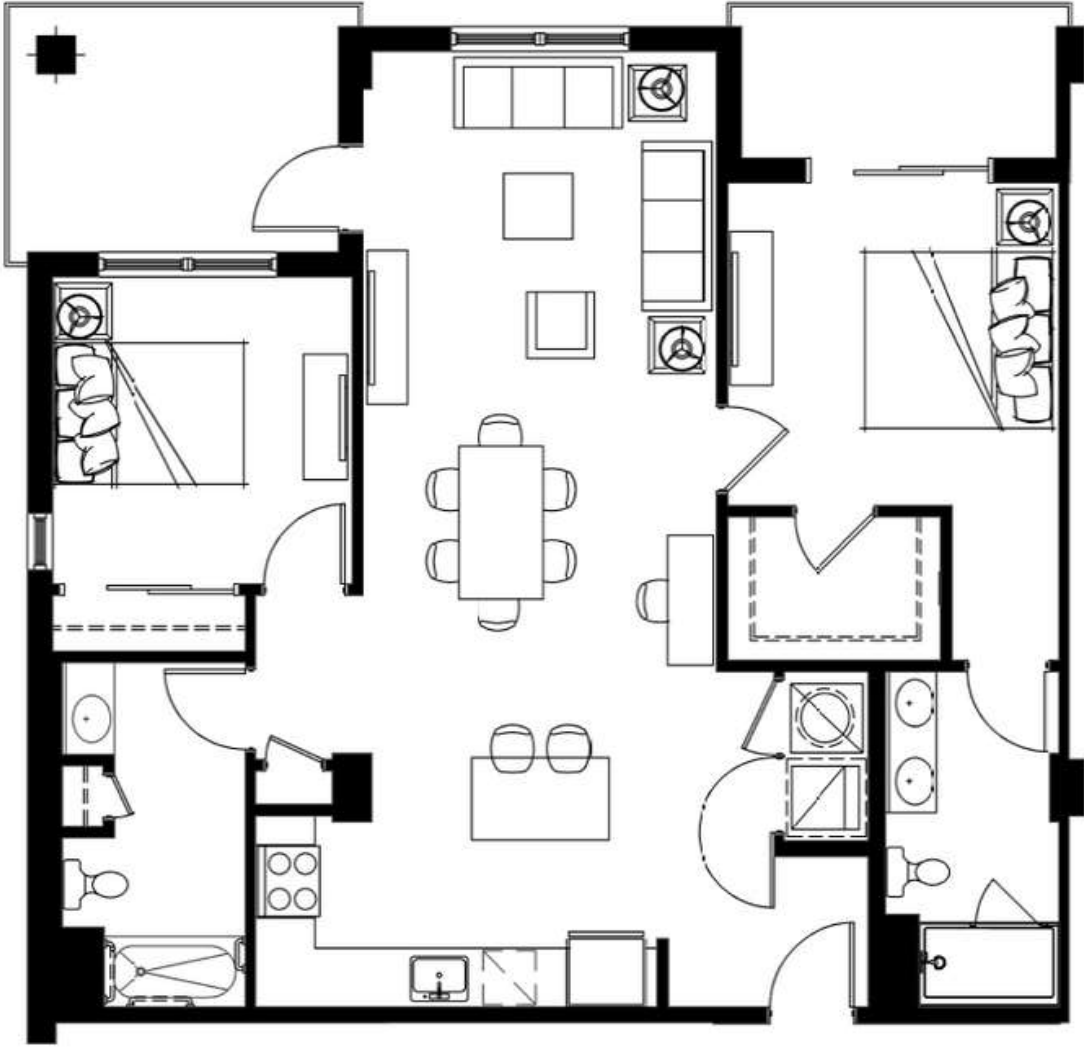
BUILDING	UNIT TYPE	BED/BR	AREA	BALCONY
2	Ae	1/1	755 SF	65 SF



BUILDING	UNIT TYPE	BED/BR	AREA	BALCONY
2	B	2/2	1100SF	60SF



BUILDING	UNIT TYPE	BED/BR	AREA	BALCONY
2	Bb	2/2	1170SF	175SF

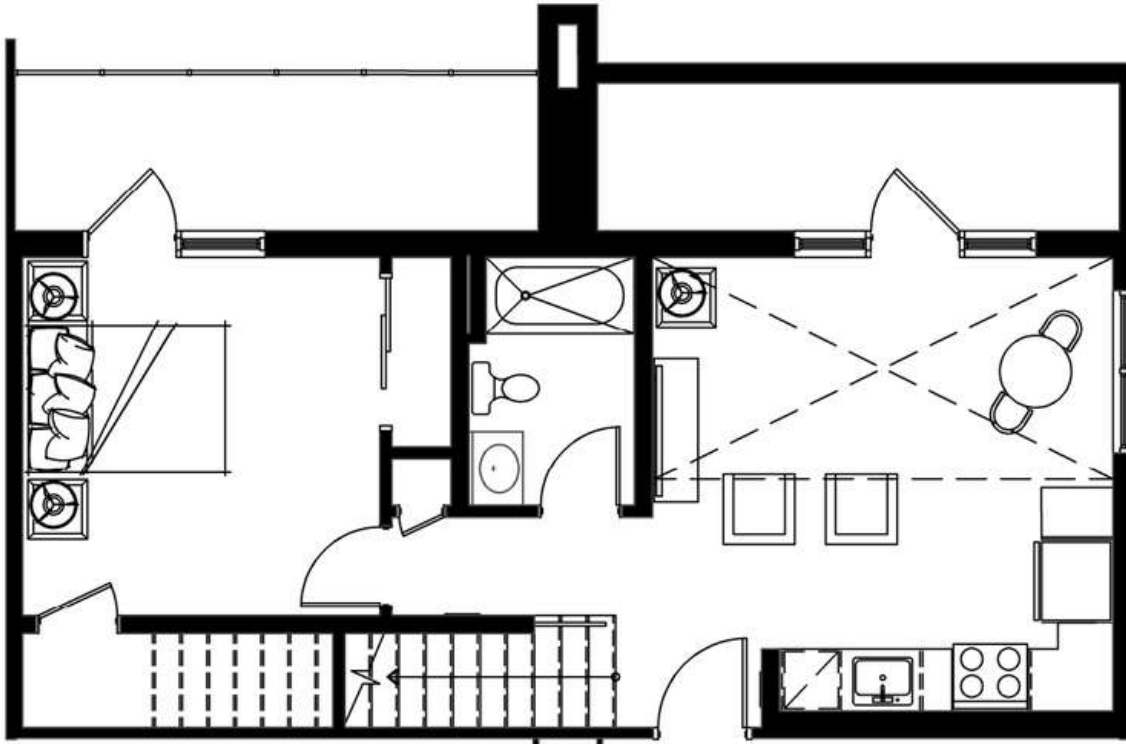


# Unit Floor Plans

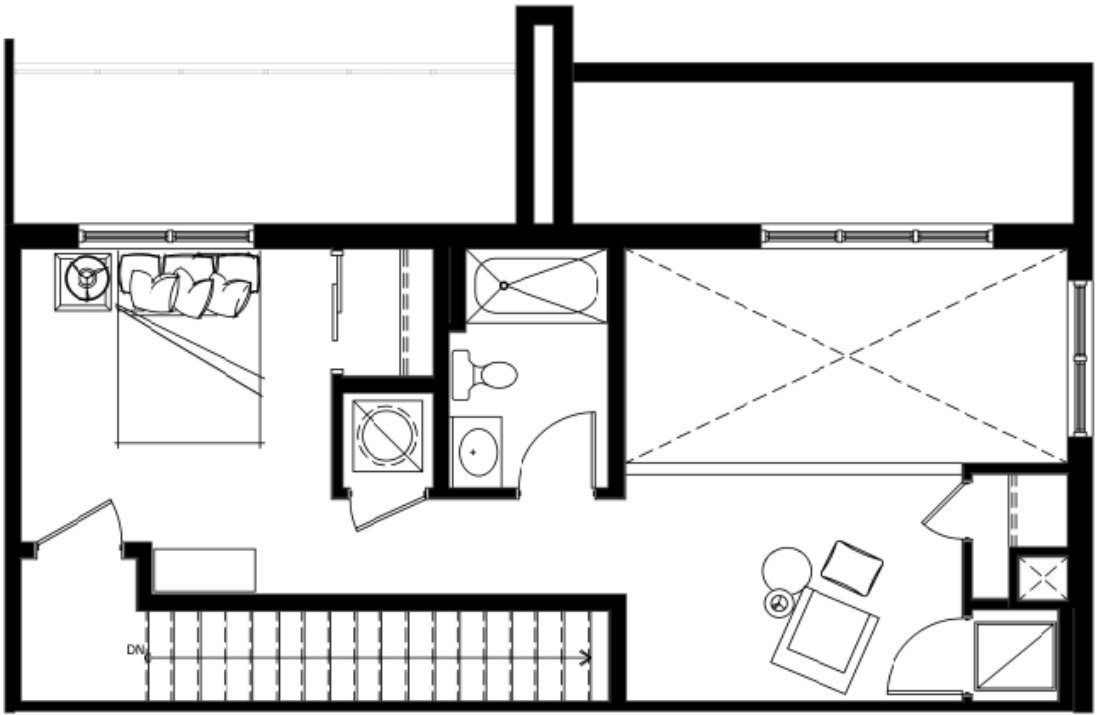
BUILDING	UNIT TYPE	BED/BR	AREA	BALCONY
2	C	3/2	1265SF	75SF



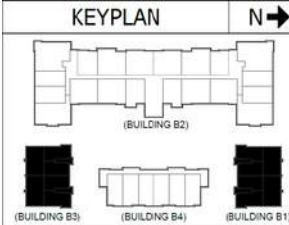
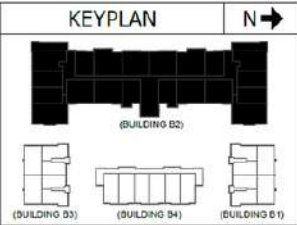
BUILDING	UNIT TYPE	BED/BR	AREA	BALCONY
1 & 3	D	2/2	1,320SF	215SF



Ground Floor



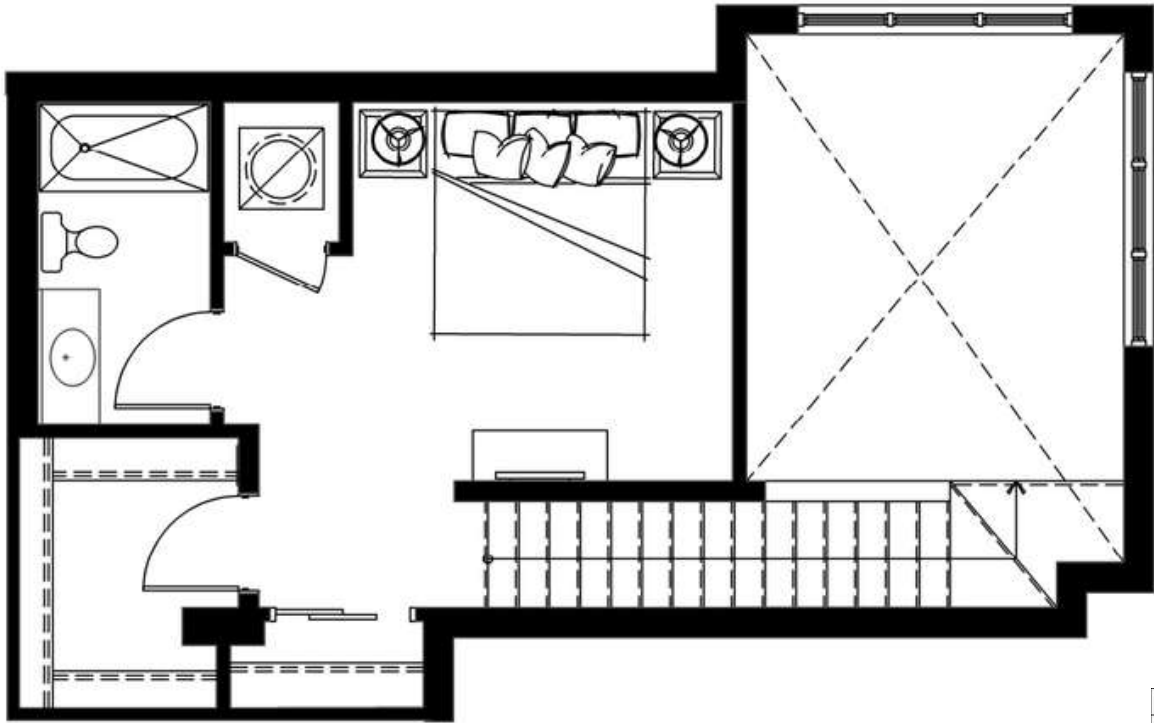
1st Floor



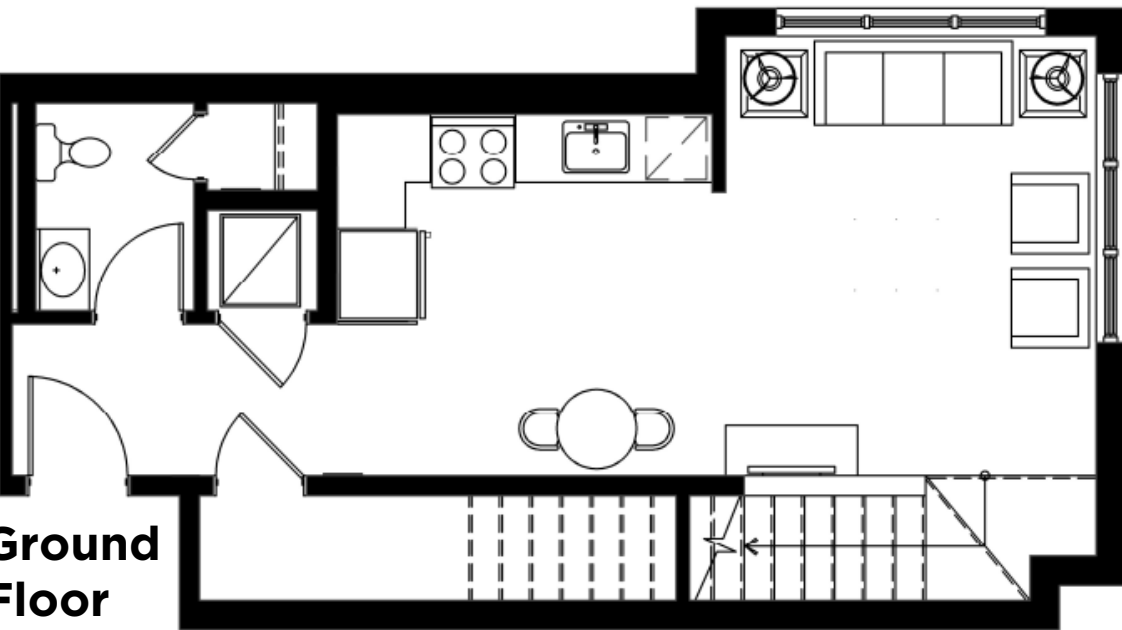


# Unit Floor Plans

BUILDING	UNIT TYPE	BED/BR	AREA
1 & 3	E	1/2	1,205SF

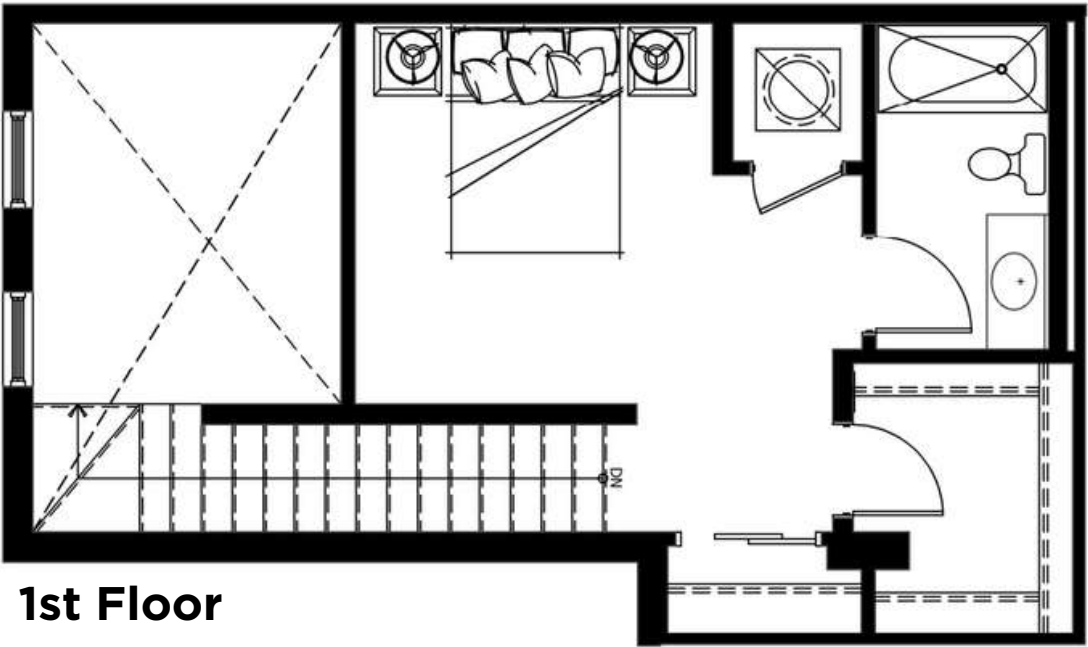


1st Floor

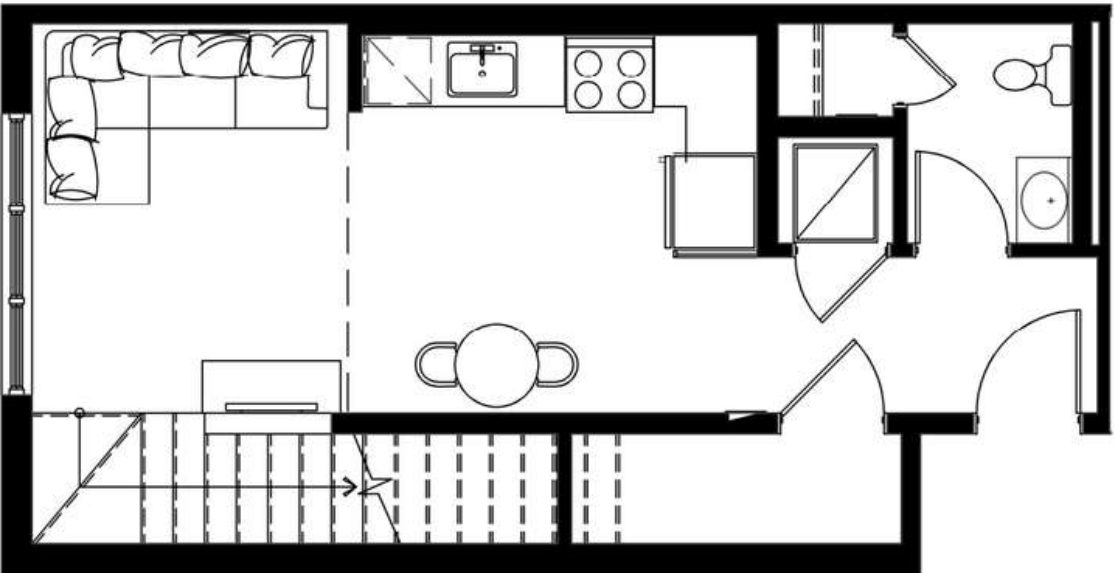


Ground Floor

BUILDING	UNIT TYPE	BED/BR	AREA
1 & 3	F	1/2	1,075SF

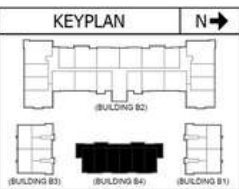
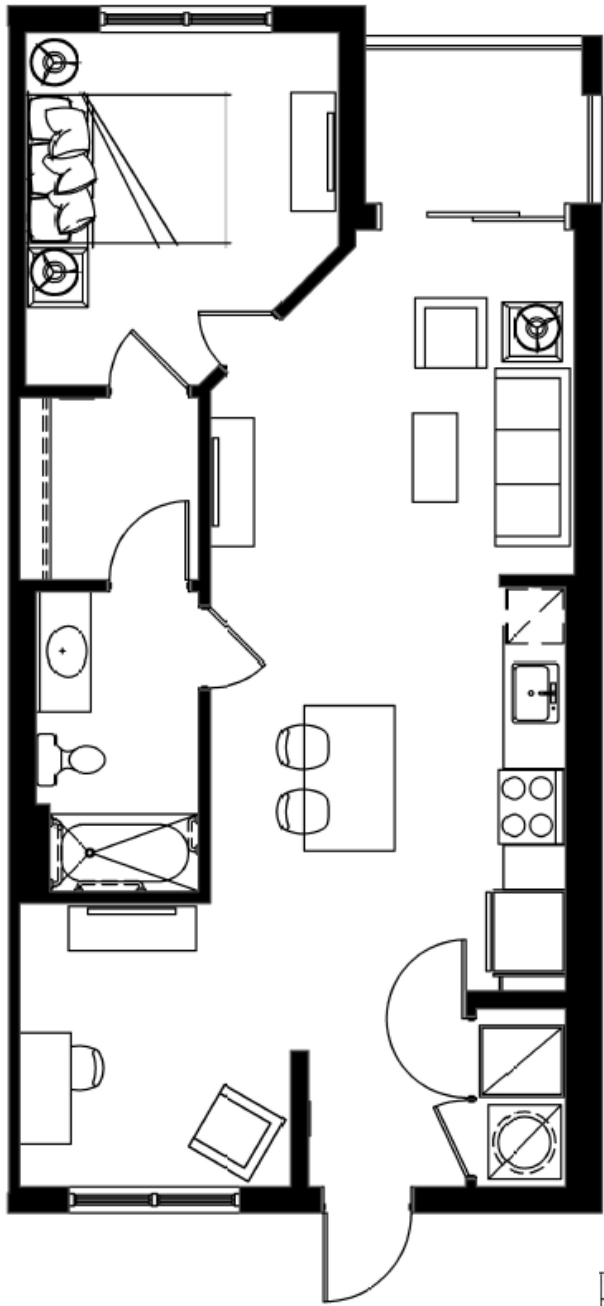


1st Floor



Ground Floor

BUILDING	UNIT TYPE	BED/BR	AREA	BALCONY
4	G	1/1	760SF	45SF







LOCATION	PROJECT TYPE	TOTAL SF	TOTAL UNITS	TOTAL RETAIL/ OFFICE SF	DEVELOPMENT COSTS	STATUS
LAKE WORTH BEACH	MIX USE	175K	125 Units	8.1K	\$44.7M	UNDER CONSTRUCTION



















# 04.

## Development Costs

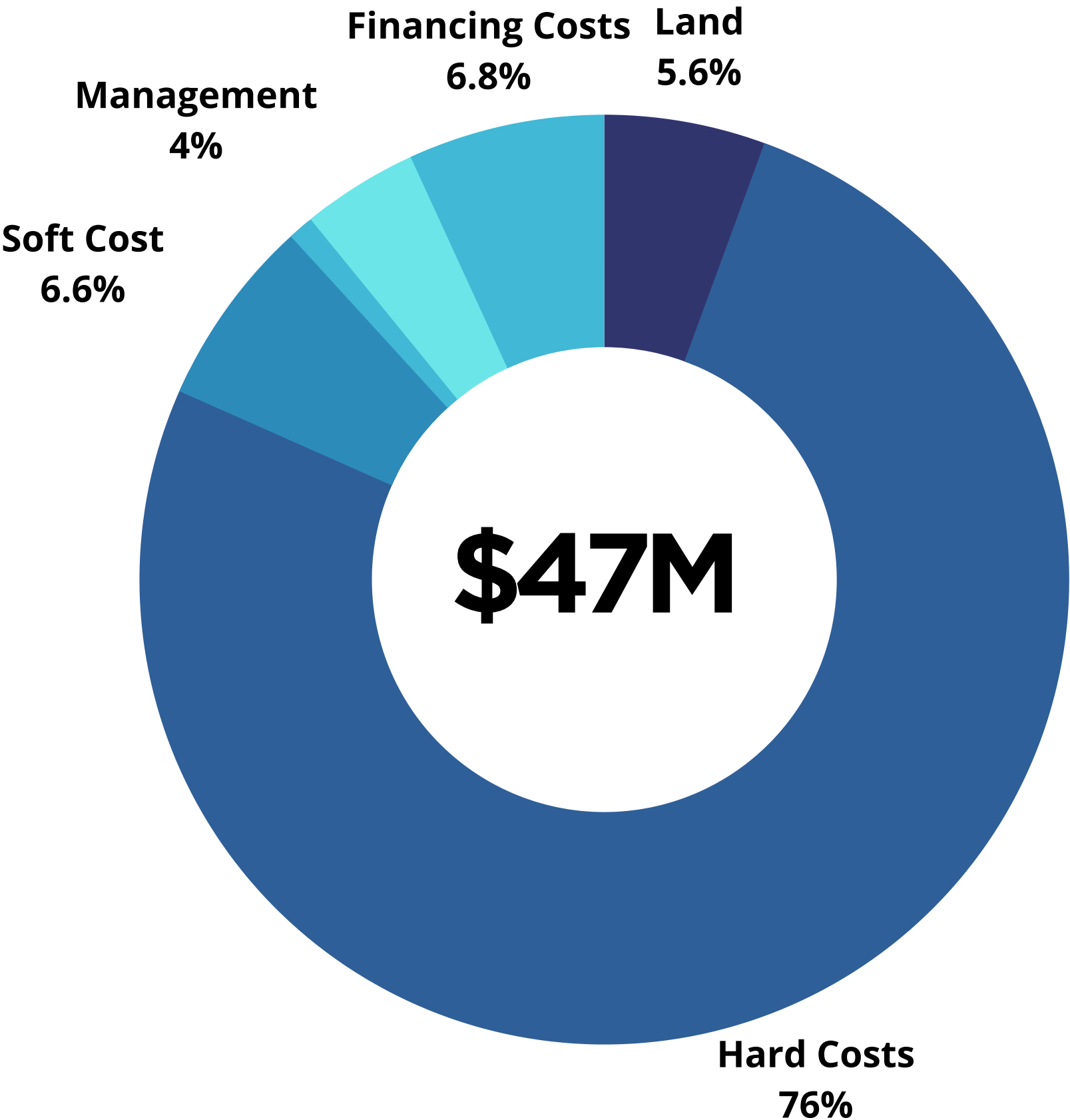


# A \$47M Investment

---



# Development Costs



	Budget	Per Res Unit	\$/SF
<b>Land Costs</b>			
Acquisition Cost	\$ 35,027	\$ 280	0.27 \$/SF
Closing Cost	\$ 2,490,000	\$ 19,920	19.46 \$/SF
Buyer's Brokerage Fee	\$ 99,600	\$ 797	0.78 \$/SF
<b>Total Land Costs</b>	<b>\$ 2,624,627</b>	<b>\$ 20,997</b>	<b>20.51 \$/SF</b>
<b>Hard Costs</b>			
General Construction	\$ 32,408,028	\$ 259,264	253.26 \$/SF
Site Work	\$ 1,583,704	\$ 12,670	12.38 \$/SF
Onsite Supervision	\$ 54,000	\$ 432	0.42 \$/SF
Contingency	\$ 1,620,401	\$ 12,963	12.66 \$/SF
<b>Total Hard Costs</b>	<b>\$ 35,666,133</b>	<b>\$ 285,329</b>	<b>278.72 \$/SF</b>
<b>Site Amenities</b>			
Special Design - Art Work	\$ 40,000	\$ 320	0.31 \$/SF
	<b>\$ 40,000</b>	<b>\$ 320</b>	<b>0.31 \$/SF</b>
<b>Soft Costs</b>			
Impact Fees - Utility - Permits	\$ 1,580,135	\$ 12,641	12.35 \$/SF
Other Permits and Fees	\$ 247,518	\$ 1,980	1.93 \$/SF
Architect Contract	\$ 917,713	\$ 7,342	7.17 \$/SF
Predevelopment Costs	\$ -	\$ -	0.00 \$/SF
Other Consulting	\$ 207,577	\$ 1,661	1.62 \$/SF
Legal & Professional	\$ 61,999	\$ 496	0.48 \$/SF
Builder's Risk Insurance	\$ 112,302	\$ 898	0.88 \$/SF
Real Estate Taxes - Land	\$ 40,000	\$ 320	0.31 \$/SF
Soft Costs Contingency	\$ 20,000	\$ 160	0.16 \$/SF
<b>Total Soft Costs</b>	<b>\$ 3,187,245</b>	<b>\$ 25,498</b>	<b>24.91 \$/SF</b>
<b>Commercial / Marketing</b>			
Leasing Commision (Retail / Office)	\$ 70,164	\$ 561	0.55 \$/SF
Tenant Improvements - (Retail / Office)	\$ 200,000	\$ 1,600	1.56 \$/SF
FF&E / Model	\$ 100,000	\$ 800	0.78 \$/SF
Apartment Start-up Marketing	\$ 50,000	\$ 400	0.39 \$/SF
	<b>\$ 420,164</b>	<b>\$ 3,361</b>	<b>3.28 \$/SF</b>
<b>Management</b>			
Developer Fees	\$ 1,624,476	\$ 12,996	12.69 \$/SF
Developer Fees (Soft)	\$ 272,299	\$ 2,178	2.13 \$/SF
	<b>\$ 1,896,775</b>	<b>\$ 15,174</b>	<b>14.82 \$/SF</b>
<b>Financing Costs</b>			
Construction Loan - Origination Fee	\$ 1,176,250	\$ 9,410	9.19 \$/SF
Construction Loan - Interest Reserve	\$ 1,532,446	\$ 12,260	11.98 \$/SF
Referral Fee	\$ 450,000	\$ 3,600	3.52 \$/SF
Loan Servicing	\$ 40,000	\$ 320	0.31 \$/SF
	<b>\$ 3,198,696</b>	<b>\$ 25,590</b>	<b>25.00 \$/SF</b>
<b>GRAND TOTAL</b>	<b>\$ 47,033,641</b>	<b>\$ 376,269</b>	<b>367.55 \$/SF</b>

# Development Costs

Source and use of funds

## Capital Stack



	Budget	Total Equity	Bank Financing
<b>Land Costs</b>			
Acquisition Cost	\$ 35,027	\$ 35,027	
Closing Cost	\$ 2,490,000	\$ 2,490,000	
Buyer's Brokerage Fee	\$ 99,600	\$ 99,600	
<b>Total Land Costs</b>	<b>\$ 2,624,627</b>	<b>\$ 2,624,627</b>	
<b>Hard Costs</b>			
General Construction	\$ 32,408,028	\$ 5,562,963	\$ 26,845,065
Site Work	\$ 1,583,704	\$ 1,583,704	
Onsite Supervision	\$ 54,000	\$ -	\$ 54,000
Contingency	\$ 1,620,401	\$ -	\$ 1,620,401
<b>Total Hard Costs</b>	<b>\$ 35,666,133</b>	<b>\$ 7,146,667</b>	<b>\$ 28,519,466</b>
<b>Site Amenities</b>			
Special Design - Art Work	\$ 40,000	\$ 40,000	\$ -
	<b>\$ 40,000</b>	<b>\$ 40,000</b>	<b>\$ -</b>
<b>Soft Costs</b>			
Impact Fees - Utility - Permits	\$ 1,580,135	\$ 1,580,135	\$ -
Other Permits and Fees	\$ 247,518	\$ 247,518	\$ -
Architect Contract	\$ 917,713	\$ 917,713	\$ -
Predevelopment Costs	\$ -	\$ -	\$ -
Other Consulting	\$ 207,577	\$ 207,577	\$ -
Legal & Professional	\$ 61,999	\$ 61,999	\$ -
Builder's Risk Insurance	\$ 112,302	\$ 112,302	\$ -
Real Estate Taxes - Land	\$ 40,000	\$ 40,000	\$ -
Soft Costs Contingency	\$ 20,000	\$ 20,000	\$ -
<b>Total Soft Costs</b>	<b>\$ 3,187,245</b>	<b>\$ 3,187,245</b>	<b>\$ -</b>
<b>Commercial / Marketing</b>			
Leasing Commision (Retail / Office)	\$ 70,164	\$ -	\$ 70,164.00
Tenant Improvements - (Retail / Office)	\$ 200,000	\$ -	\$ 200,000.00
FF&E / Model	\$ 100,000	\$ -	\$ 100,000.00
Apartment Start-up Marketing	\$ 50,000	\$ 7,377	\$ 42,622.74
	<b>\$ 420,164</b>	<b>\$ 7,377</b>	<b>\$ 412,787</b>
<b>Management</b>			
Developer Fees	\$ 1,624,476	\$ 1,624,476	
Developer Fees (Soft)	\$ 272,299	\$ 272,299	
	<b>\$ 1,896,775</b>	<b>\$ 1,896,775</b>	
<b>Financing Costs</b>			
Construction Loan - Origination Fee	\$ 1,176,250	\$ 1,176,250	\$ -
Construction Loan - Interest Reserve	\$ 1,532,446		\$ 1,532,446
Referral Fee	\$ 450,000	\$ 450,000	\$ -
Loan Servicing	\$ 40,000	\$ 40,000	
	<b>\$ 3,198,696</b>	<b>\$ 1,666,250</b>	<b>\$ 1,532,446</b>
<b>GRAND TOTAL</b>	<b>\$ 47,033,641</b>	<b>\$ 16,568,942</b>	<b>\$ 30,464,699</b>



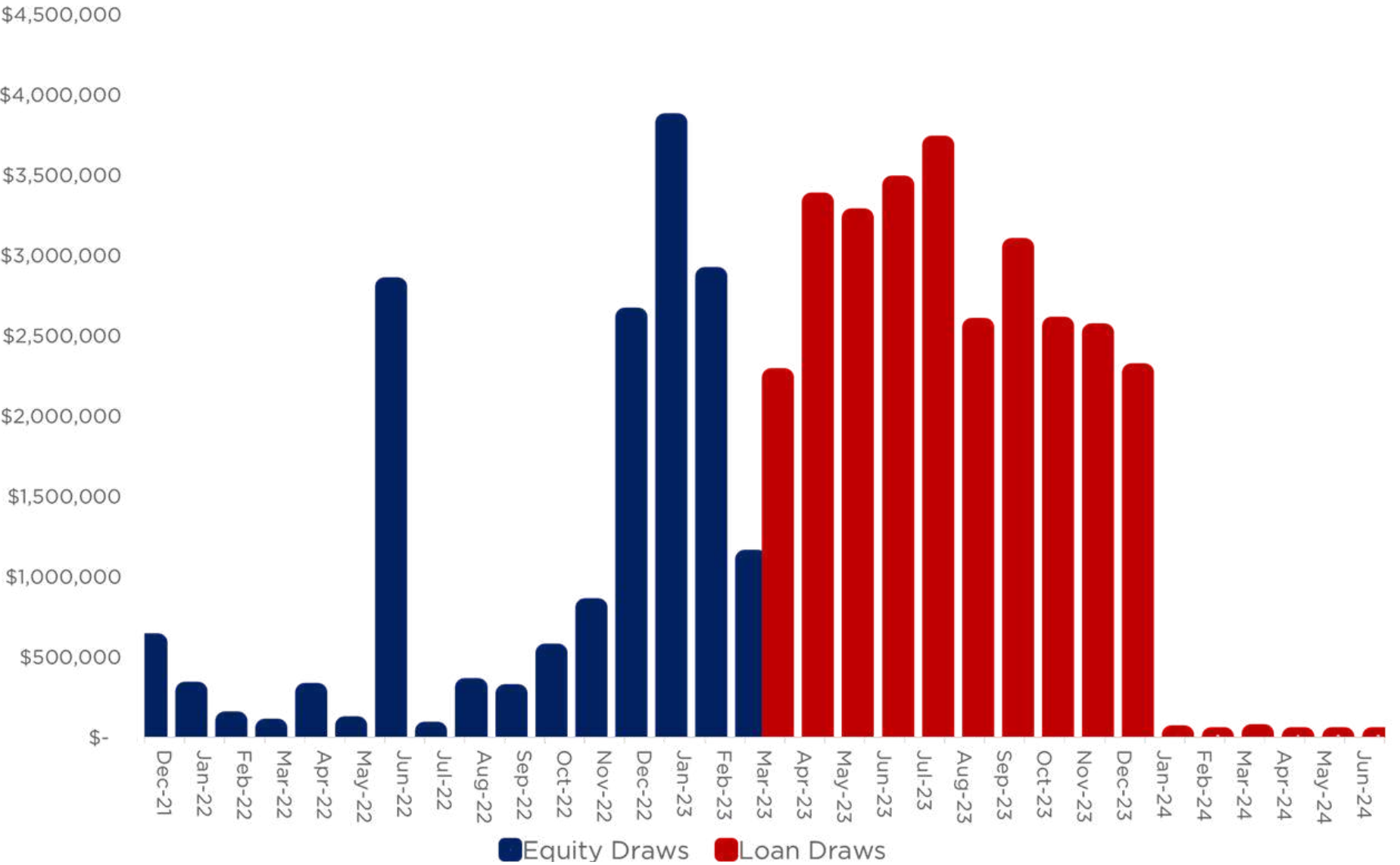
# Construction Loan Draws

			Month	Interest Rate	Loan Balance Before Interest	Interest Charges	Total Interest Reserve account	Equity Draws	Loan Draws	Loan Balance after Interest
C	0	Dec-21						\$ 588,324		
	1	Jan-22						\$ 287,453		
	2	Feb-22						\$ 102,578		
	3	Mar-22						\$ 57,449		
	4	Apr-22						\$ 280,183		
	5	May-22						\$ 74,525		
	6	Jun-22						\$ 2,806,377		
Site Work Period	7	Jul-22						\$ 37,401		
	8	Aug-22				\$ -		\$ 309,250		
	9	Sep-22				\$ -		\$ 273,465		\$ -
	10	Oct-22			\$ -	\$ -	\$ -	\$ 523,920		\$ -
	11	Nov-22			\$ -	\$ -	\$ -	\$ 807,102		\$ -
Building	12	Dec-22	10.53%	\$ -	\$ -	\$ -	\$ -	\$ 2,617,046		\$ -
	13	Jan-23	10.59%	\$ -	\$ -	\$ -	\$ -	\$ 3,824,568		\$ -
	14	Feb-23	10.62%	\$ -	\$ -	\$ -	\$ -	\$ 2,871,068		\$ -
	1	Mar-23	10.62%	\$ 2,238,702	\$ -	\$ -	\$ -	\$ 1,108,234	\$ 2,238,702	\$ 2,238,701.57
	2	Apr-23	10.60%	\$ 5,572,741	\$ 19,813	\$ 19,813	\$ -	\$ -	\$ 3,334,039	\$ 5,592,553.18
	3	May-23	10.57%	\$ 8,808,745	\$ 49,226	\$ 69,038	\$ -	\$ -	\$ 3,236,004	\$ 8,877,783.45
	4	Jun-23	10.54%	\$ 12,245,203	\$ 77,590	\$ 146,629	\$ -	\$ -	\$ 3,436,458	\$ 12,391,832.21
	5	Jul-23	10.48%	\$ 15,931,291	\$ 107,554	\$ 254,182	\$ -	\$ -	\$ 3,686,087	\$ 16,185,473.18
	6	Aug-23	10.43%	\$ 18,482,271	\$ 139,133	\$ 393,316	\$ -	\$ -	\$ 2,550,980	\$ 18,875,586.49
	7	Sep-23	10.38%	\$ 21,534,202	\$ 160,642	\$ 553,957	\$ -	\$ -	\$ 3,051,931	\$ 22,088,159.52
	8	Oct-23	10.33%	\$ 24,092,742	\$ 186,271	\$ 740,228	\$ -	\$ -	\$ 2,558,540	\$ 24,832,970.35
	9	Nov-23	10.26%	\$ 26,612,763	\$ 207,398	\$ 947,627	\$ -	\$ -	\$ 2,520,021	\$ 27,560,390.08
	10	Dec-23	10.19%	\$ 28,884,205	\$ 227,539	\$ 1,175,166	\$ -	\$ -	\$ 2,271,441	\$ 30,059,370.33
Lease up	11	Jan-24	10.13%	\$ 28,899,753	\$ 192,380	\$ 1,367,546	\$ -	\$ 15,548	\$ -	\$ 30,267,298.17
	12	Feb-24	10.08%	\$ 28,902,253	\$ 138,172	\$ 1,505,717	\$ -	\$ 2,500	\$ -	\$ 30,407,969.70
	13	Mar-24	10.03%	\$ 28,924,753	\$ 26,729	\$ 1,532,446	\$ -	\$ 22,500	\$ -	\$ 30,457,198.72
	14	Apr-24	9.98%	\$ 28,927,253	\$ -	\$ 1,532,446	\$ -	\$ 2,500	\$ -	\$ 30,459,698.72
	15	May-24	9.94%	\$ 28,929,753	\$ -	\$ 1,532,446	\$ -	\$ 2,500	\$ -	\$ 30,462,198.72
	16	Jun-24	9.90%	\$ 28,932,253	\$ -	\$ 1,532,446	\$ -	\$ 2,500	\$ -	\$ 30,464,698.72
Total								\$ 16,568,942	\$ 28,932,253	\$ 30,464,698.72

NOI DURING LEASE UP

DATE	NOI*	Occupancy	Units
Jan-24	52,895	20%	25
Feb-24	105,791	40%	50
Mar-24	216,050	80%	100
Apr-24	241,763	90%	112
May-24	240,578	100%	125
Jun-24	239,635	100%	125

\*NOI = NOI





# Source and use of funds

## Capital Source

Invested Equity (up to 11/30/22)	\$6,143,260
<b>Equity Offering</b>	<b>\$10,425,682</b>
Construction Loan	\$30,464,699
<b>Total</b>	<b>\$47,033,641</b>

## Use of Funds

Land Acquisition Cost	\$2,624,626
<b>Development Costs</b>	
Hard Costs	\$35,666,133
Soft Costs	\$3,227,245
Commercial/Marketing	\$420,164
Management	\$1,896,775
Financing Costs	\$3,198,696
<b>Total</b>	<b>\$47,033,641</b>



05.

# Property Proforma



# Key assumptions

## Key input assumptions

Avg month rent per SF (residential)	Income Grow Rate	Expenses Grow rate
2.55 \$/sf	5%	4%
Avg annual rent per SF (commercial)	Opex Ratio	Cap Rate at Refinance
34.66 \$/sf	34%	5.00%
Senior Loan LTV	Senior Interest rat	Exit Cap Rate (Year 3)
57%	6.50%	5.00%

## Key Output assumptions

Residential Annual Gross Revenue	Retail/office Annual Gross Revenue	Other Annual Income
\$3.6M	\$296K	\$225K
Property NOI	Senior Loan Amount	Annual Debt Service
\$2.7M	\$31.7M	\$2.3M
Property Annual Net Cash Flow	Property Value at Sale (Year 3)	
\$465K	\$60.5M	



# Property Proforma

Cash Flow Analisys (Pro-Forma)		Year 3	Year 4	Year 5
		Operation	Stabilization	Sale
<b>Property Revenue:</b>				
(+) Base Rental Income Residential:		\$ 3,660,600.00	\$ 3,843,630.00	\$ 4,035,811.50
(-) Lease Up loss:		(\$366,060)		
(+) Base Rental Income Retail / Office:		\$ 282,240.00	\$ 296,352.00	\$ 311,169.60
(-) Lease Up loss Retail/Office:		(\$141,120)		
(+) Other Income:			\$ 225,000.00	\$ 236,250.00
(-) Concessions & Free Rent Residential:		(\$274,545)	(\$64,061)	(\$67,264)
<b>Potential Gross Revenue:</b>		<b>\$ 3,161,115.00</b>	<b>\$ 4,300,921.50</b>	<b>\$ 4,515,967.58</b>
(-) General Vacancy Residetial:		(\$183,030)	(\$192,182)	(\$201,791)
(-) General Vacancy Retail / Office:		(\$14,112)	(\$14,818)	(\$15,558)
<b>Effective Gross Income (EGI):</b>		<b>\$ 2,963,973.00</b>	<b>\$ 4,093,922.40</b>	<b>\$ 4,298,618.52</b>
<b>Operating Expenses</b>				
(-) Utility Expenses:	0.60	(\$53,980)	(\$77,114)	(\$80,199)
(-) Administrative Expenses:	0.20	(\$25,817)	(\$26,849)	(\$27,923)
(-) Salaries & Employee Costs:	2.50	(\$223,937)	(\$319,910)	(\$332,706)
(-) Advertising & Marketing Expense:	0.20	(\$25,593)	(\$26,617)	(\$27,681)
(-) Repair & Maintenance:	0.27	(\$6,903)	(\$34,516)	(\$35,897)
(-) Contract Services	0.29	(\$26,009)	(\$37,155)	(\$38,641)
(-) Taxes & Insurance	<i>varies</i>	(\$43,044)	(\$638,039)	(\$663,560)
(-) Property Management	3.5%	(\$103,739)	(\$143,287)	(\$150,452)
(-) Rental and Renewals	<i>varies</i>	(\$131,782)	(\$92,247)	(\$96,859)
(-) Replacement Reserve	1.5%			(\$64,479)
		<b>(\$640,803)</b>	<b>(\$1,395,735)</b>	<b>(\$1,518,399)</b>
<b>Opex Ratio</b>		<b>22%</b>	<b>34%</b>	<b>35%</b>
<b>Net Opex Ratio per residential unit</b>		<b>(\$4,693)</b>	<b>(\$10,285)</b>	<b>(\$11,222)</b>
<b>Net Operating Income (NOI)</b>		<b>\$2,323,170</b>	<b>\$2,698,188</b>	<b>\$2,780,220</b>
(+) Expense Reimbursment Retail/office :		\$ 44,792.00	\$ 89,584.00	\$ 93,167.36
CAM expenses for retail/office portion	11			
<b>Adjusted Net Operating Income (NOI)</b>		<b>\$2,367,962</b>	<b>\$2,787,772</b>	<b>\$2,873,387</b>
<b>Debt Service Construction Loan</b>		<u>\$ (1,096,711.55)</u>		
<b>Debt Service: Permanent Loan</b>				
Principal	35 year	\$ (1,160,981.18)	\$ (2,321,962.36)	\$ (2,321,962.36)
Interest	6.50%	\$ (128,111.73)	\$ (272,877.99)	\$ (290,615.06)
Loan Balance		\$ (1,032,869.45)	\$ (2,049,084.37)	\$ (2,031,347.30)
<b>DSCR</b>			<u>1.20</u>	<u>1.24</u>
<b>Before tax cash flow</b>		<b>\$110,269</b>	<b>\$465,809</b>	<b>\$551,425</b>



06.

# Projected Returns



# Projected level Returns

		Construction Period			Operational Period		
Project - CASH FLOW		Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
		Pre-Development	Plans & Permits	Construction	Completion	Stabilized	Sale
Forward NOI:					\$2,787,772	\$2,873,387	\$3,028,191
Applicable Cap Rate:					5.00%	5.00%	5.00%
Implied Property Value:					\$ 55,755,436	\$ 57,467,745	\$ 60,563,821
Implied Property Value per residential unit:					446,043 \$/unit	459,742 \$/unit	484,511 \$/unit
(-) Private Equity Investors Draws :		(\$500,000)	(\$4,317,004)	(\$11,751,938)			
(+) Property Before Tax Cash Flow					\$110,269	\$465,809	\$551,425
(+) CRA Infraestructure Reimburse					\$100,000		
(+) Hotwire Door Fee					\$24,600		
(+) Proceeds from Permanent Loan		57%			\$31,780,598		
(-) Repayment of Contruction Loan:					(\$30,464,699)		
(-) Permanent Loan Origination Fee:		2.00%			(\$635,612)		
(-) Repayment of Permanent Loan:							(\$31,088,994)
(-) Permanent Loan Prepayment Fee		0%					\$0
(+) Proceeds from Sale of Property:						\$	60,563,821
(-) Selling Costs:		4.0%				\$	(2,422,553)
Total Cash Flow		(\$500,000)	(\$4,317,004)	(\$11,751,938)	\$915,157	\$465,809	\$27,603,699
Project Levered IRR		18.75%					
Equity Multiple		1.75 x					
Unleveraged IRR							
(-) Private Equity Investors Draws* :		(\$500,000)	(\$4,317,004)	(\$40,051,938)			
(+) Net Operating Income					\$2,367,962	\$2,787,772	\$2,873,387
(+) CRA Infraestructure Reimburse					\$100,000		
(+) Proceeds from Sale of Property:						\$	60,563,821
(-) Selling Costs:						\$	(2,422,553)
Unleveraged Cash Flow		(\$500,000)	(\$4,317,004)	(\$40,051,938)	\$2,467,962	\$2,787,772	\$61,014,655
Unleveraged IRR		14%					
Equity Multiple		1.48 x					



# Investor level Projected Returns

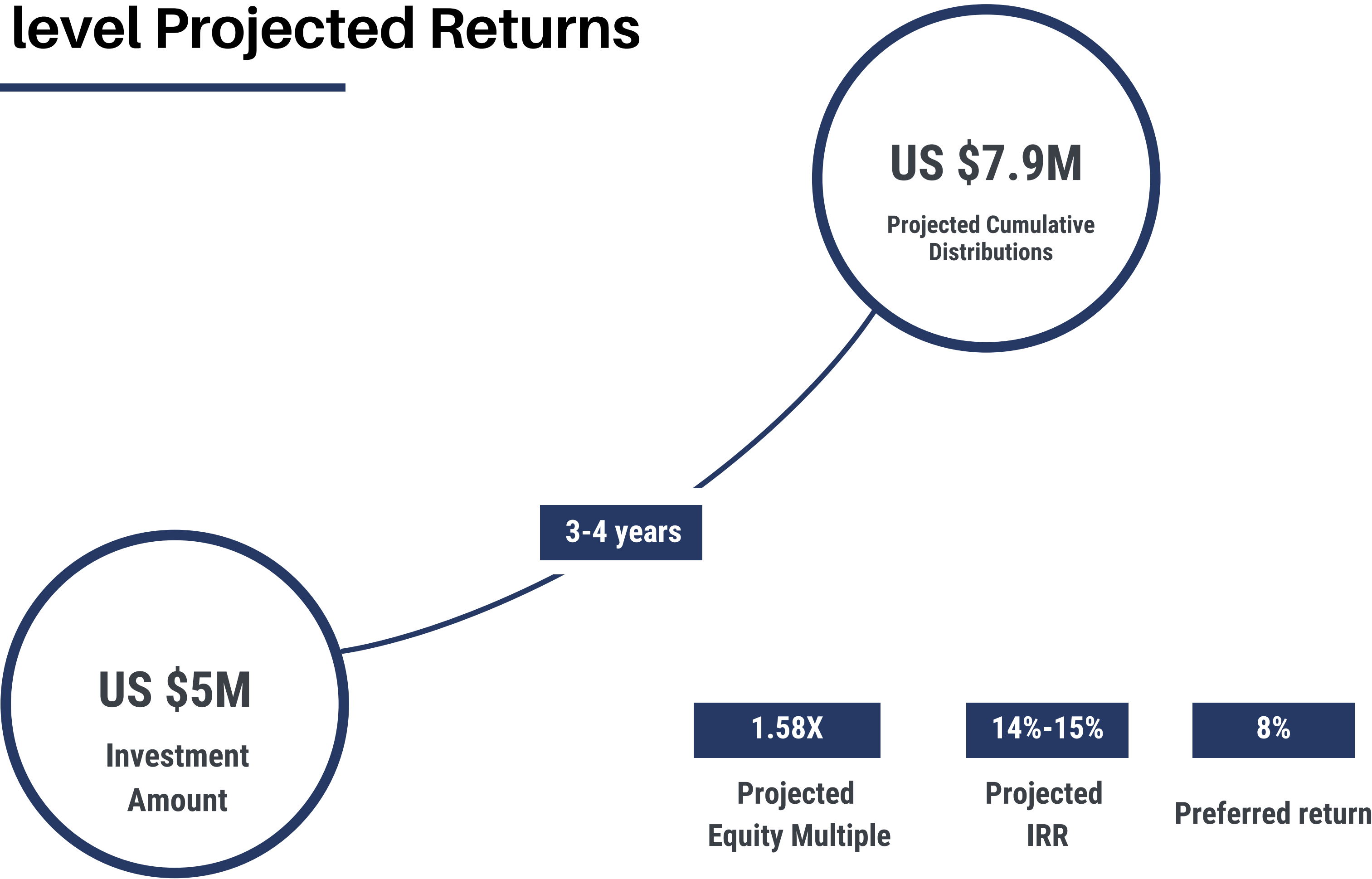
		Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
Sponsor Cash Flow		Purchase	Plans & Permits	Construction	Completion	Stabilized	Sale
Distributions	2,737,229	-	-	-	-	-	2,737,229
Contributions	-	-	-	-	-	-	-
Net Cash Flow	2,737,229	-	-	-	-	-	2,737,229

		Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
LP Cash Flow		Purchase	Plans & Permits	Construction	Completion	Stabilized	Stabilized
Distributions	26,247,437	\$ -	\$ -	\$ -	\$ 915,157	\$ 465,809	\$ 24,866,470
Contributions	16,568,942	\$ 500,000	\$ 4,317,004	\$ 11,751,938	\$ -	\$ -	\$ -
Net Cash Flow	9,678,495	\$ (500,000)	\$ (4,317,004)	\$ (11,751,938)	\$ 915,157	\$ 465,809	\$ 24,866,470
IRR	15.24%						
Equity Multiple	1.58 x						

		Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
Property Level Cash Flow		Purchase	Plans & Permits	Construction	Completion	Stabilized	Stabilized
Levered cash flow		(\$500,000)	(\$4,317,004)	(\$11,751,938)	\$915,157	\$465,809	\$27,603,699
Levered IRR	18.75%						
Equity Multiple	1.75 x						



# Investor level Projected Returns





07.

# Construction progress



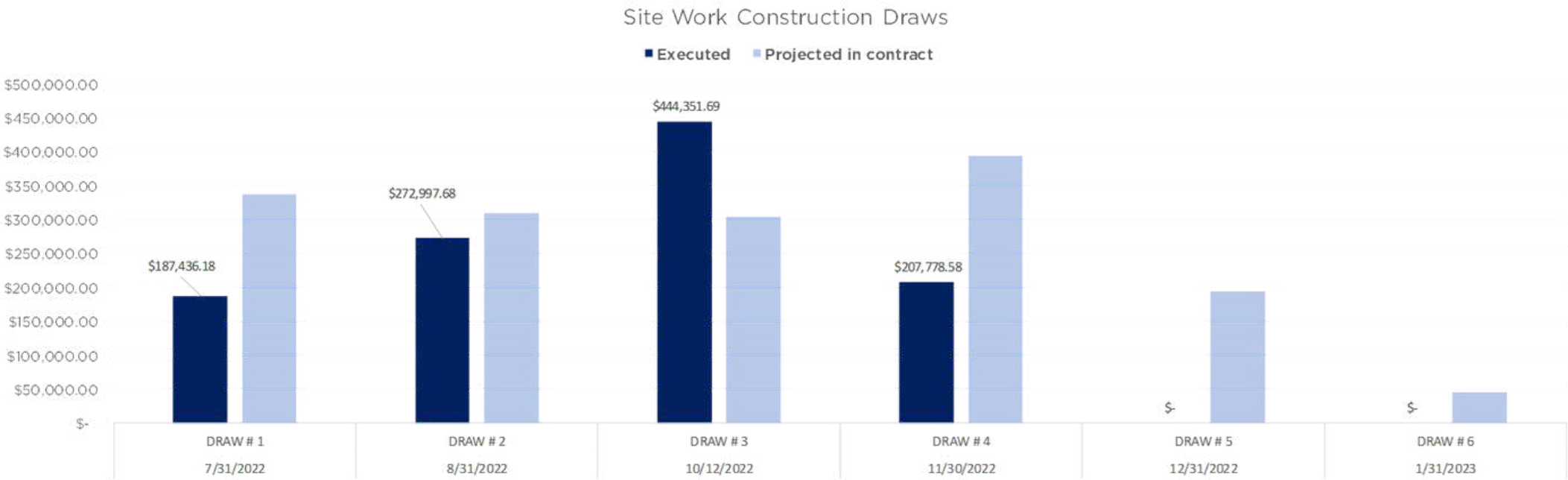
# Sitework construction progress

The construction of the site work is progressing as planned. The contract was executed in July of 2022, and as of today, construction is currently at 70% completion.

Mayor underground utilities have been installed and approved by city inspectors, and building pads are ready to begin vertical construction. The project is on schedule and we expect to complete construction by the end of 2023.



						7/31/2022	8/31/2022	10/12/2022	11/30/2022	12/31/2022	1/31/2023
Item	Description	Original Budget Amount	%	Executed	% Executed	DRAW # 1	DRAW # 2	DRAW # 3	DRAW # 4	DRAW # 5	DRAW # 6
1	General Conditions	\$ 245,100.00	15%	\$ 171,570.00	70%	\$ 29,412.00	\$ 41,667.00	\$ 68,628.00	\$ 31,863.00		
2	General Requirements	\$ 72,492.00	5%	\$ 50,744.40	70%	\$ 28,996.80	\$ 7,249.20	\$ 5,074.44	\$ 9,423.96		
3	Demolition	\$ 34,915.00	2%	\$ 29,677.75	85%	\$ 27,932.00	\$ -	\$ 1,745.75	\$ -		
4	Earthwork	\$ 289,128.00	18%	\$ 223,541.79	77%	\$ 28,912.80	\$ 57,825.60	\$ 136,803.39	\$ -		
5	Water Distribution	\$ 218,069.00	14%	\$ 199,294.07	91%	\$ -	\$ -	\$ 156,734.07	\$ 42,560.00		
6	Sanitary Sewerage	\$ 95,805.00	6%	\$ 65,745.32	69%	\$ -	\$ -	\$ 6,115.32	\$ 59,630.00		
7	Storm Drainage	\$ 134,558.00	8%	\$ 98,918.00	74%	\$ -	\$ -	\$ 45,598.00	\$ 53,320.00		
8	Paving and Surfacing	\$ 131,095.00	8%	\$ -	0%	\$ -	\$ -	\$ -	\$ -		
9	Site Improvement	\$ 168,217.00	11%	\$ 168,217.00	100%	\$ 16,821.70	\$ 151,395.30	\$ -	\$ -		
10	Overhead	\$ 55,575.00	4%	\$ 38,902.50	70%	\$ 6,669.00	\$ 9,447.75	\$ 15,561.00	\$ 7,224.75		
11	Profit	\$ 28,899.00	2%	\$ 20,229.30	70%	\$ 3,467.88	\$ 4,912.83	\$ 8,091.72	\$ 3,756.87		
12	Permit Fees	\$ 20,000.00	1%	\$ 2,000.00	10%	\$ 1,500.00	\$ 500.00				
13	Liability Insurance	\$ 12,698.00	1%	\$ 12,698.00	100%	\$ 12,698.00	\$ -				
14	Worker's Compensation Insurance	\$ 6,026.00	0%	\$ 6,026.00	100%	\$ 6,026.00	\$ -				
15	Pre Construction	\$ 25,000.00	2%	\$ 25,000.00	100%	\$ 25,000.00	\$ -				
16	Contingency	\$ 46,127.00	3%	\$ -	0%	\$ -	\$ -				
Total		\$ 1,583,704.00	100%	\$ 1,112,564.13	70%	\$ 187,436.18	\$ 272,997.68	\$ 444,351.69	\$ 207,778.58	\$ -	\$ -
Retainage						\$ 18,743.62	\$ 27,299.77	\$ 44,435.17	\$ 20,777.86		
Payment Due						\$ 168,692.56	\$ 245,697.91	\$ 399,916.52	\$ 187,000.72		
Contracted Estimated Schedule						\$ 336,497.90	\$ 308,561.24	\$ 304,166.10	\$ 394,138.26	\$ 194,213.50	\$ 46,127.00



















Deco Green @ Lake Worth Beach




Copy link

#Welcome  
Deco Green



[Watch Project  
Intro on YouTube.](#)

Watch on  YouTube