Mixed-Use Urban Development

All inputs: blue on gold. All outputs reference this tab.

PROJECT OVERVIEW

Project Name	Mixed-Use Urban Development	
Location	Sydney, Australia	
Asset Type	Mixed-Use: Retail GF + Residential	
Residential Units	36	units
Retail GLA (sqm)	850	sqm
Total GFA (sqm)	4200	

TIMELINE

Construction Start Year	2027	
Construction Period (quarters)	6	~20 months
Stabilization Period (quarters)	2	~9 months
Operating Start Year	**2029**	derived
Hold Period (operating years)	7	
Exit Year	**2035**	derived

DEVELOPMENT BUDGET

Land Cost (AUD)	2,800,000	
Hard Costs, Construction	11,500,000	
Soft Costs (A&E, permits, legal)	1,400,000	
Contingency (% of hard costs)	8.0%	
Development Fee (% of total)	3.5%	
Retail Fit-Out (AUD/sqm)	150	tenant improvement
Total Hard Project Cost	**16,620,000**	excl fees & finance
Total Development Cost (incl fees)	**17,297,000**	

CAPITAL STRUCTURE

Investor Equity (AUD)	8,101,531	
Senior Debt (AUD)	10,000,000	
Construction Interest Rate	6.2%	IO during construction
Permanent Interest Rate	5.8%	amortizing post-completion
Permanent Amortization (years)	25	
LTV Constraint	65.0%	

RESIDENTIAL ASSUMPTIONS

Avg Weekly Rent / Unit (AUD)	550	/week at stabilization
Stabilized Occupancy	96.0%	
Lease-Up Start Occupancy	40.0%	at practical completion
Lease-Up Period (quarters)	4	linear ramp to stabilized
Annual Rent Escalation	3.0%	

RETAIL ASSUMPTIONS

Avg Retail Rent (AUD/sqm p.a.)	480	
Stabilized Retail Occupancy	93.0%	
Retail Lease-Up Start Occupancy	30.0%	retail trails residential
Retail Lease-Up Period (quarters)	6	longer than resi
Annual Retail Rent Escalation (CPI)	3.0%	

OPERATING EXPENSES

Residential Fixed OpEx (AUD/unit p.a.)	3,800	insurance, rates, R&M
Residential Variable OpEx (% of rev)	8.0%	utilities, turnover
Retail OpEx (% of retail rev)	12.0%	
Property Management Fee	5.5%	of gross revenue
OpEx Annual Escalation	3.0%	

EXIT ASSUMPTIONS

Exit Cap Rate	5.3%	
Disposition Costs (% of sale)	2.5%	

FUND / PLACEMENT TERMS

Fund Manager Fee (annual)	1.8%	of committed equity
Placement Fee (one-time)	2.0%	
Organizational Expenses (AUD)	100,000	

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Quarterly cost curve and senior debt draws, IO during construction

Quarter	Q1	Q2	Q3	Q4	Q5	Q6	Q7	Total
COST CURVE (S-curve draw schedule)								
Land Acquisition	2,800,000	0	0	0	0	0	0	**2,800,000**
Hard Costs (S-curve)	575,000	1,150,000	1,725,000	2,300,000	2,300,000	2,300,000	1,150,000	**11,500,000**
Soft Costs	200,000	200,000	200,000	200,000	200,000	200,000	200,000	**1,400,000**
Contingency	46,000	92,000	138,000	184,000	184,000	184,000	92,000	**920,000**
Development Fee	125,125	47,250	67,375	87,500	87,500	87,500	47,250	**549,500**
Total Project Draws	**3,746,125**	**1,489,250**	**2,130,375**	**2,771,500**	**2,771,500**	**2,771,500**	**1,489,250**	**17,169,500**
Cumulative Draws	**3,746,125**	**5,235,375**	**7,365,750**	**10,137,250**	**12,908,750**	**15,680,250**	**17,169,500**	
CONSTRUCTION DEBT & INTEREST								
Senior Debt Draws	1,428,571	1,428,571	1,428,571	1,428,571	1,428,571	1,428,571	1,428,571	**10,000,000**
Cumulative Debt Outstanding	**1,428,571**	**2,857,143**	**4,285,714**	**5,714,286**	**7,142,857**	**8,571,429**	**10,000,000**	
Construction Interest (IO)	11,071	33,214	55,357	77,500	99,643	121,786	143,929	**542,500**
Equity Draw (residual)	**2,328,625**	**93,893**	**757,161**	**1,420,429**	**1,442,571**	**1,464,714**	**204,607**	**7,712,000**
Total Capitalized Interest	**542,500**							

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Construction IO to permanent amortizing. Annual periods.

Year	2027	2028	2029	2030	2031	2032	2033	2034	2035
PHASE FLAGS									
Construction Phase	1	1	0	0	0	0	0	0	0
Operating Phase	0	0	1	1	1	1	1	1	1
DEBT BALANCE									
Beginning Balance	0	**6,666,667**	**10,000,000**	**9,821,442**	**9,646,073**	**9,473,835**	**9,304,672**	**9,138,530**	**8,975,355**
(+) Draws	6,666,667	3,333,333	0	0	0	0	0	0	0
(-) Principal Repayment	-	-	(178,558)	(175,369)	(172,238)	(169,163)	(166,142)	(163,175)	(160,262)
Ending Balance	**6,666,667**	**10,000,000**	**9,821,442**	**9,646,073**	**9,473,835**	**9,304,672**	**9,138,530**	**8,975,355**	**8,815,093**
INTEREST									
(-) Interest Expense	(206,667)	(516,667)	(580,000)	(569,644)	(559,472)	(549,482)	(539,671)	(530,035)	(520,571)
Total Debt Service (P+I, negative = outflow)	**(206,667)**	**(516,667)**	**(758,558)**	**(745,013)**	**(731,710)**	**(718,645)**	**(705,813)**	**(693,210)**	**(680,832)**
COVERAGE									
DSCR (operating years only)	-	-	1.44x	1.51x	1.59x	1.66x	1.74x	0.00x	0.00x

Mixed-Use Urban Development

Occupancy ramp for residential and retail

Year	2029	2030	2031	2032	2033	2034	2035
RESIDENTIAL LEASE-UP							
Lease-Up Quarter (of operating period)	2	6	10	14	18	22	26
Residential Occupancy	68.0%	96.0%	96.0%	96.0%	96.0%	96.0%	96.0%
Units	36	36	36	36	36	36	36
Weekly Rent / Unit	550	567	583	601	619	638	657
Gross Potential Residential Revenue	**1,029,600**	**1,060,488**	**1,092,303**	**1,125,072**	**1,158,824**	**1,193,589**	**1,229,396**
Effective Residential Revenue	**700,128**	**1,018,068**	**1,048,611**	**1,080,069**	**1,112,471**	**1,145,845**	**1,180,220**
RETAIL LEASE-UP							
Retail Occupancy	51.0%	93.0%	93.0%	93.0%	93.0%	93.0%	93.0%
Retail GLA (sqm)	850	850	850	850	850	850	850
Rent / sqm p.a.	480	494	509	525	540	556	573
Gross Potential Retail Revenue	**408,000**	**420,240**	**432,847**	**445,833**	**459,208**	**472,984**	**487,173**
Effective Retail Revenue	**208,080**	**390,823**	**402,548**	**414,624**	**427,063**	**439,875**	**453,071**
TOTAL EFFECTIVE GROSS REVENUE							
Total EGR	**908,208**	**1,408,892**	**1,451,158**	**1,494,693**	**1,539,534**	**1,585,720**	**1,633,292**
Residential % of EGR	**77.1%**	**72.3%**	**72.3%**	**72.3%**	**72.3%**	**72.3%**	**72.3%**

Mixed-Use Urban Development

NOI and CFADS, driven by lease-up schedule and debt schedule

Year	**2029**	**2030**	**2031**	**2032**	**2033**	**2034**	**2035**
REVENUE (from lease-up schedule)							
Effective Residential Revenue	700,128	1,018,068	1,048,611	1,080,069	1,112,471	1,145,845	1,180,220
Effective Retail Revenue	208,080	390,823	402,548	414,624	427,063	439,875	453,071
Effective Gross Revenue	**908,208**	**1,408,892**	**1,451,158**	**1,494,693**	**1,539,534**	**1,585,720**	**1,633,292**
OPERATING EXPENSES							
Residential Fixed OpEx	(136,800)	(140,904)	(145,131)	(149,485)	(153,970)	(158,589)	(163,346)
Residential Variable OpEx	(56,010)	(81,445)	(83,889)	(86,406)	(88,998)	(91,668)	(94,418)
Retail OpEx	(24,970)	(46,899)	(48,306)	(49,755)	(51,248)	(52,785)	(54,369)
Property Management	(49,951)	(77,489)	(79,814)	(82,208)	(84,674)	(87,215)	(89,831)
Total Operating Expenses	**(267,731)**	**(346,737)**	**(357,139)**	**(367,854)**	**(378,889)**	**(390,256)**	**(401,964)**
NET OPERATING INCOME							
Residential NOI	**507,318**	**795,719**	**819,591**	**844,178**	**869,504**	**895,589**	**922,456**
Retail NOI	**183,110**	**343,924**	**354,242**	**364,869**	**375,815**	**387,090**	**398,703**
Total NOI	**640,477**	**1,062,154**	**1,094,019**	**1,126,840**	**1,160,645**	**1,195,464**	**1,231,328**
DEBT SERVICE & CFADS							
Debt Service (from debt schedule)	(758,558)	(745,013)	(731,710)	(718,645)	(705,813)	(693,210)	(680,832)
Cash Flow After Debt Service	**(118,081)**	**317,141**	**362,309**	**408,195**	**454,832**	**502,254**	**550,496**
METRICS							
DSCR	**0.84x**	**1.43x**	**1.50x**	**1.57x**	**1.64x**	**1.72x**	**1.81x**
Cash-on-Cash Return	-1.5%	3.9%	4.5%	5.0%	5.6%	6.2%	6.8%
NOI Margin	**70.5%**	**75.4%**	**75.4%**	**75.4%**	**75.4%**	**75.4%**	**75.4%**
Residential Occupancy	68.0%	96.0%	96.0%	96.0%	96.0%	96.0%	96.0%
Retail Occupancy	51.0%	93.0%	93.0%	93.0%	93.0%	93.0%	93.0%

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Static reconciliation, must balance

USES OF FUNDS (AUD)		
Land	2,800,000	
Hard Costs	11,500,000	
Soft Costs	1,400,000	
Contingency	920,000	
Development Fee	549,500	
Retail Fit-Out	127,500	
Capitalized Interest	542,500	
Placement Fee	162,031	
Organizational Expenses	100,000	
Cash / Working Capital Reserve (plug)	**0**	forces Sources = Uses
Total Uses	**18,101,531**	
SOURCES OF FUNDS (AUD)		
Investor Equity	8,101,531	
Senior Debt	10,000,000	
Total Sources	**18,101,531**	
Sources - Uses (must = 0)	**0**	**TIES**

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Contributions and distributions only. Sign convention: Less = positive, subtract explicitly.

EXIT VALUATION (sign-enforced)

Exit Year NOI	1,231,328	
Exit Cap Rate	5.3%	
Gross Property Value	**23,453,867**	
Less: Disposition Costs (positive)	586,347	
Less: Remaining Debt (positive)	8,815,093	from debt schedule exit year
Net Equity Proceeds	**14,052,428**	POSITIVE

EXIT PROCEEDS VERIFICATION

Independent recomp: Gross - Costs - Debt	14,052,428	
Variance to Net Proceeds	**0**	**TIES**

INVESTOR CASH FLOWS

Year	**2027**	**2028**	**2029**	**2030**	**2031**	**2032**	**2033**	**2034**	**2035**
Equity Contributions	(4,989,638)	(3,111,893)	-	-	-	-	-	-	-
Operating Cash Flow (to)/from Equity	-	-	(118,081)	317,141	362,309	408,195	454,832	502,254	550,496
Exit Proceeds	-	-	-	-	-	-	-	-	**14,052,428**
Net Cash Flow	**(4,989,638)**	**(3,111,893)**	**(118,081)**	**317,141**	**362,309**	**408,195**	**454,832**	**502,254**	**14,602,923**

RETURN METRICS

Investor IRR	10.3%								
Equity Multiple	2.03x								
Peak Equity Exposure (from cumulative CF)	**8,219,612**	min of cumulative net CF (negative = capital at risk)							
Cumulative Net Cash Flow	**(4,989,638)**	**(8,101,531)**	**(8,219,612)**	**(7,902,470)**	**(7,540,162)**	**(7,131,967)**	**(6,677,135)**	**(6,174,881)**	**8,428,042**

Note: Negative operating CF in lease-up year requires additional equity funding from working capital reserve (see S&U).

Mixed-Use Urban Development

15 automated checks, formula-driven, cross-sheet referenced

MODEL INTEGRITY CHECKS

#	Check Description	Result	Status
1	Sources & Uses ties within $10	0	**PASS**
2	Total draws ~ dev cost excl fit-out (within $5K)	0	**PASS**
3	Exit proceeds recomputation ties	0	**PASS**
4	Remaining debt at exit > 0	8,815,093	**PASS**
5	Net equity proceeds > 0	14,052,428	**PASS**
6	DSCR >= 1.20x (Year 3 = first full stabilized year)	1.50x	**PASS**
7	**IRR > 0**	0.10	**PASS**
8	Equity Multiple > 1.0x	2.03x	**PASS**
9	NOI > 0 all operating years	640,477	**PASS**
10	Resi revenue > 0 all years	700,128	**PASS**
11	Retail revenue > 0 all years	208,080	**PASS**
12	Resi occupancy reaches stabilized	0.96	**PASS**
13	Retail occupancy reaches stabilized	0.93	**PASS**
14	Operating start year = timeline derived	2,029	**PASS**
15	Exit year = operating start + hold - 1	2,035	**PASS**
16	Equity CFs tie to S&U equity (within $100)	0.38	**PASS**