

COMMERCIAL REAL ESTATE

Office Block *DEVELOPMENT MODEL* – 20 years



Revolutionizing Success: Unveiling the Power of Our Commercial Property Development Model for Office Spaces

Embarking on a journey in commercial property development demands not only vision but also a reliable financial compass. Our Commercial Property Development model for Office Spaces is more than a tool; it's a strategic partner, offering unmatched coherence, simplicity, and adaptability. Designed for developers, investors, and funders, this model stands out with its comprehensive 20-year Cash Flow statements and an integrated business plan template that streamlines the financial data import process, saving valuable time.

Coherence and Ease of Operation

Our model's strength lies in its coherent design and user-friendly interface. We understand that not everyone involved in the project may have a financial background. Therefore, we've prioritized simplicity, ensuring that even non-financial operators can easily navigate through the intricacies of commercial property development.

Dynamic and Adaptable:

In the dynamic realm of property development, flexibility is paramount. Our model adapts seamlessly to a myriad of circumstances and scenarios, providing reliable projections that withstand market fluctuations and unexpected variables. It's a dynamic companion, ensuring your project remains on a solid financial trajectory.

20 years Comprehensive Financial Insights

With a 20-year horizon, our model offers a Three-Statement Analysis, giving you a panoramic view of your project's financial landscape. Beyond that, it provides ongoing Cash Flow statements, Exit values, Net Present Value (NPV), Internal Rate of Return (IRR), Modified Internal Rate of Return

Investor-Focused Analysis:

Prospective investors and funders benefit from a detailed investor analysis, gaining transparency into potential returns and associated risks. This insight fosters trust and confidence, attracting the right partners to elevate your development endeavours.

Capital Gains and Estimated CGT

Capital Gains and Estimated CGT:

Our model doesn't just stop at financial projections. It incorporates Capital Gains Tax (CGT) estimation, providing a strategic layer to your financial planning. Understand the tax implications and optimize your strategy accordingly.

Accessibility for Non-Financial Operators:

Breaking down financial barriers, our model is designed to be easily understood by non-financial operators. Architects, project managers, and developers can actively engage with the financial aspects of the project, ensuring a collaborative approach towards success.

Time-Saving Business Plan Template

To further enhance efficiency, our model includes a basic business plan template. This feature automatically imports crucial financial data, streamlining the business plan creation process. Save time and focus on strategic aspects with this integrated template.

In conclusion, our Commercial Property Development model for Office Spaces isn't just a financial model; it's a strategic ally. With its 20-year Cash Flow statements, integrated business plan template, and a host of comprehensive financial tools, it sets a new standard for coherence, simplicity, and adaptability in the world of commercial property development.

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Commercial Property Development Model - Index

Develop and Hold Model

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Develop and Sell - Profitability Analysis

1. Measure Profitability
2. Compare Multi-Projects Profitability

INPUTS SHEET

Inputs for the 20-year Three Statement Analysis					ENTER BLUE CELLS ONLY	
Total area size of land	20 000					General land and building information
Total area size of building	11 800	Building as % of land	59,00%			
Total land space of the building	5 900	Land space % used	29,50%			
Total area size of outdoor parking and walkways	14 100	Outdoor parking % used	70,50%			
		100,00%	allocation			
Investors Data	Amount	Share (%)				Investor amounts and (%) shareholding allocation up to (100%) External Funding and terms of loan
Investor 1 (Capital Invested - Equity shares?)	5 000 000	25,00%				
Investor 2 (Capital Invested - Equity shares?)	2 500 000	10,00%				
Investor 3 (Capital Invested - Equity shares?)	2 500 000	10,00%				
Investor 4 (Capital Invested - Equity shares?)	2 500 000	10,00%				
Investor 5 (Capital Invested - Equity shares?)	2 500 000	10,00%				
Investor 6 (Capital Invested - Equity shares?)	2 500 000	8,00%				
Investor 7 (Capital Invested - Equity shares?)	2 500 000	9,00%				
Investor 8 (Capital Invested - Equity shares?)	3 000 000	11,00%				
Investor 9 (Capital Invested - Equity shares?)	2 000 000	7,00%				
External Funding Requirements (bankers)	45 000 000	9,00%	240	404 877	pm	
Total Costs Associated with the Development to completion			74 000 000			
Total Initial Equity Invested in year (0) - The start			25 000 000	Time period (0)		The estimated timing of development expenditure. Total equals 100% Development Expenditure Flow entered below.
Total development costs taking place in your <i>current</i> tax year cycle			36 000 000	Year 1		
Total development costs taking place in your <i>next</i> tax year cycle			38 000 000	year 2		
Total development costs taking place in your <i>next</i> tax year cycle			0	year 3		
Total development costs taking place in your <i>next</i> tax year cycle			0	year 4		
The Total Monthly Income generated upon completion			1 264 000	Starting annualised Income after vacancy		
What % of your space will become income generators in the current year?			0,00%	year 1	0	The estimated timing of your rental inflows.
What (%) of your space will be Income generators in the next fin year? (year 2)			50,00%	year 2	6 825 600	
What (%) of your space will be Income generators in the next fin year? (year 3)			50,00%	year 3	6 825 600	
What (%) of your space will be Income generators in the next fin year? (year 4)			0,00%	year 4	0	
What is your anticipated Vacancy %			10,00%	running average		
Your total monthly costs associated per (FT2) or (M2) apportionment			29,41			
How many (ft2) or (m2) lettable space			10 200			
What is your expected lease escalation per annum (%)			4,50%			Annual increments and Cap Rate
What is your expected escalation in costs per annum (%)			4,50%			
What is your expected value (Cap rate of the finished apartments) (%)			10,50%			
The Opportunity Cost (own funds) (%) - also used for MIRR formula			9,00%			Funding and Tax Data
What is your Income Tax Rate (%)?			28,00%			
What is your Estimated CGT (%) on Asset Gains			28,00%			

INPUTS SHEET cont.

Lease Information					
Total area size of Building	11 800	FT2 or M2			
Lettable space units total size	10 200	Weighted aver lease/rental per square		123,92	
Common Open Area	1 600	Common area as % of building		13,56%	
Parking area	4 000				
No. of Parking Bays	160				
Total Operating Costs of the Building	300 000	29,41	per ft2 or m2		
No. Units	Area/Size	Lease amount per square	Monthly	Monthly Costs	Total Space
10	100	120	120 000	29 412	1 000
20	110	120	264 000	64 706	2 200
25	120	120	360 000	88 235	3 000
20	200	130	520 000	117 647	4 000
			0	0	0
0	0	0	0	0	0
			0	0	0
			0	0	0
			0	0	0
			0	0	0
			0	0	0
			0	0	0
			0	0	0
			0	0	0

Enter your expected monthly development expenditure

Development Expenditure Flow		
Development Expenditure Flow		
Accumulative	Amount	Month No.
0	0	1
0	0	2
0	0	3
12 000 000	12 000 000	4
15 000 000	3 000 000	5
18 000 000	3 000 000	6
21 000 000	3 000 000	7
24 000 000	3 000 000	8
27 000 000	3 000 000	9
30 000 000	3 000 000	10
33 000 000	3 000 000	11
36 000 000	3 000 000	12
39 000 000	3 000 000	13
42 000 000	3 000 000	14
45 000 000	3 000 000	15
48 000 000	3 000 000	16
51 000 000	3 000 000	17
54 000 000	3 000 000	18

YR 1

Automated CASH FLOW STATEMENTS

Equity Investment	0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Opening		25 000 000	31 764 213	-6 614 891	-2 835 032	1 288 122	6 028 778	11 441 300	17 584 090	24 519 856	32 315 904
Development Costs		36 000 000	38 000 000	0	0	0	0	0	0	0	0
Operating Costs		0	1 800 000	3 681 000	3 846 645	4 019 744	4 200 633	4 389 661	4 587 196	4 793 620	5 009 332
Lease Income		0	6 825 600	13 958 352	14 586 478	15 242 869	15 928 798	16 645 594	17 394 646	18 177 405	18 995 388
Equity Investment	25 000 000										
External Funding amount received		45 000 000	0	0	0	0	0	0	0	0	0
Loan Repayment		4 858 520	4 858 520	4 858 520	4 858 520	4 858 520	4 858 520	4 858 520	4 858 520	4 858 520	4 858 520
Cash Flow before Opportunity (%)		4 141 480	-37 832 920	5 418 832	5 881 313	6 364 605	6 869 646	7 397 413	7 948 930	8 525 266	9 127 536
Balance before opportunity costs		29 141 480	-6 068 707	-1 196 059	3 046 280	7 652 727	12 898 423	18 838 713	25 533 020	33 045 121	41 443 440
Opportunity costs/re-investment		2 622 733	-546 184	-107 645	274 165	688 745	1 160 858	1 695 484	2 297 972	2 974 061	3 729 910
Closing Balance		31 764 213	-6 614 891	-1 303 704	3 320 445	8 341 472	14 059 282	20 534 197	27 830 992	36 019 182	45 173 350
Income Tax Payments/credits		-390 059	151 947	1 769 440	2 032 324	2 312 695	2 617 982	2 950 108	3 311 136	3 703 278	4 128 904
Final Balance		31 764 213	-6 614 891	-2 835 032	1 288 122	6 028 778	11 441 300	17 584 090	24 519 856	32 315 904	41 044 446

	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
Opening	41 044 446	50 782 922	61 614 349	73 627 688	86 918 232	101 588 018	117 746 266	135 509 841	155 003 745	176 361 634
Development Costs	0	0	0	0	0	0	0	0	0	0
Operating Costs	5 234 752	5 470 316	5 716 480	5 973 722	6 242 540	6 523 454	6 817 009	7 123 775	7 444 345	7 779 340
Lease Income	19 850 181	20 743 439	21 676 894	22 652 354	23 671 710	24 736 937	25 850 099	27 013 354	28 228 954	29 499 257
Funding amount received	0	0	0	0	0	0	0	0	0	0
Loan Repayment	4 858 520	4 858 520	4 858 520	4 858 520	4 858 520	4 858 520	4 858 520	4 858 520	4 858 520	4 858 520
Cash Flow before Opportunity (%)	9 756 908	10 414 603	11 101 893	11 820 112	12 570 650	13 354 963	14 174 570	15 031 059	15 926 090	16 861 397
Balance before opportunity costs	50 801 354	61 197 524	72 716 242	85 447 800	99 488 882	114 942 980	131 920 835	150 540 900	170 929 835	193 223 031
Interest - opportunity costs	4 572 122	5 507 777	6 544 462	7 690 302	8 953 999	10 344 868	11 872 875	13 548 681	15 383 685	17 390 073
Closing Balance	55 373 476	66 705 302	79 260 704	93 138 102	108 442 881	125 287 849	143 793 710	164 089 581	186 313 520	210 613 104
Income Tax Payments	4 590 554	5 090 953	5 633 016	6 219 870	6 854 864	7 541 583	8 283 869	9 085 836	9 951 886	10 886 736
Final Balance	50 782 922	61 614 349	73 627 688	86 918 232	101 588 018	117 746 266	135 509 841	155 003 745	176 361 634	199 726 368

Automated INCOME STATEMENTS

	Current	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Revenue	2 622 733	6 825 600	13 958 352	14 860 643	15 931 615	17 089 657	18 341 079	19 692 618	21 151 466	22 725 298
Lease Income	0	6 825 600	13 958 352	14 586 478	15 242 869	15 928 798	16 645 594	17 394 646	18 177 405	18 995 388
Interest earned	2 622 733	0	0	274 165	688 745	1 160 858	1 695 484	2 297 972	2 974 061	3 729 910
Expenditure	4 015 801	6 282 931	7 638 924	7 602 344	7 671 991	7 739 723	7 804 979	7 867 132	7 925 474	7 979 213
Operating Costs	0	1 800 000	3 681 000	3 846 645	4 019 744	4 200 633	4 389 661	4 587 196	4 793 620	5 009 332
Interest Paid Loan	4 015 801	3 936 748	3 850 279	3 755 699	3 652 247	3 539 090	3 415 318	3 279 936	3 131 854	2 969 881
Interest Paid Opportunity Cost	0	546 184	107 645	0	0	0	0	0	0	0
NPBT	-1 393 067	542 669	6 319 428	7 258 299	8 259 624	9 349 934	10 536 099	11 825 486	13 225 993	14 746 085
Income Tax	-390 059	151 947	1 769 440	2 032 324	2 312 695	2 617 982	2 950 108	3 311 136	3 703 278	4 128 904
NPAT	-1 003 008	390 722	4 549 988	5 225 975	5 946 929	6 731 953	7 585 991	8 514 350	9 522 715	10 617 181
	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
Revenue	24 422 303	26 251 216	28 221 356	30 342 656	32 625 709	35 081 805	37 722 974	40 562 035	43 612 640	46 889 330
Lease Income	19 850 181	20 743 439	21 676 894	22 652 354	23 671 710	24 736 937	25 850 099	27 013 354	28 228 954	29 499 257
Interest earned	4 572 122	5 507 777	6 544 462	7 690 302	8 953 999	10 344 868	11 872 875	13 548 681	15 383 685	17 390 073
Expenditure	8 027 466	8 069 243	8 103 441	8 128 834	8 144 053	8 147 580	8 137 726	8 112 622	8 070 189	8 008 131
Operating Costs	5 234 752	5 470 316	5 716 480	5 973 722	6 242 540	6 523 454	6 817 009	7 123 775	7 444 345	7 779 340
Interest Paid Loan	2 792 713	2 598 926	2 386 961	2 155 112	1 901 513	1 624 126	1 320 717	988 847	625 845	228 791
Interest Paid Opportunity Cost	0	0	0	0	0	0	0	0	0	0
NPBT	16 394 837	18 181 974	20 117 914	22 213 822	24 481 656	26 934 226	29 585 248	32 449 413	35 542 450	38 881 200
Income Tax	4 590 554	5 090 953	5 633 016	6 219 870	6 854 864	7 541 583	8 283 869	9 085 836	9 951 886	10 886 736
NPAT	11 804 283	13 091 021	14 484 898	15 993 952	17 626 793	19 392 642	21 301 378	23 363 577	25 590 564	27 994 464

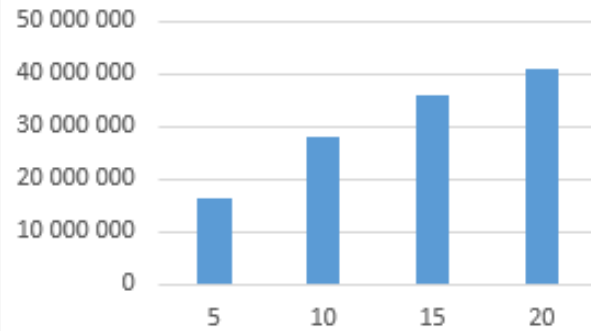
Automated BALANCE SHEETS

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
TOTAL ASSETS	68 154 272	74 238 112	91 193 271	95 652 690	103 707 351	112 583 009	122 344 776	133 062 373	144 810 435	157 668 830
Fixed Assets	36 000 000	74 000 000	91 193 271	94 364 568	97 678 574	101 141 709	104 760 686	108 542 517	112 494 531	116 624 384
Property (at cost)	36 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000
Revaluation Surplus - Account	0	0	23 879 543	28 284 122	32 886 908	37 696 819	42 723 175	47 975 718	53 464 626	59 200 534
CGT Prov - Rev A/C	0	0	6 686 272	7 919 554	9 208 334	10 555 109	11 962 489	13 433 201	14 970 095	16 576 149
Current Assets	32 154 272	238 112	0	1 288 122	6 028 778	11 441 300	17 584 090	24 519 856	32 315 904	41 044 446
Cash	31 764 213	0	0	1 288 122	6 028 778	11 441 300	17 584 090	24 519 856	32 315 904	41 044 446
Tax credit	390 059	238 112	0	0	0	0	0	0	0	0
Total Liabilities	44 157 280	49 850 399	45 062 299	41 124 445	39 918 172	38 598 742	37 155 540	35 576 956	33 850 290	31 961 650
Loan Type External	44 157 280	43 235 508	42 227 267	41 124 445	39 918 172	38 598 742	37 155 540	35 576 956	33 850 290	31 961 650
Deficit Bank Balance	0	6 614 891	2 835 032	0	0	0	0	0	0	0
Owners Equity	23 996 992	24 387 713	46 130 972	54 528 244	63 789 179	73 984 268	85 189 236	97 485 417	110 960 145	125 707 180
Retained Income	-1 003 008	-612 287	3 937 701	9 163 676	15 110 606	21 842 558	29 428 550	37 942 900	47 465 614	58 082 795
Revaluation reserve account	0	0	23 879 543	28 284 122	32 886 908	37 696 819	42 723 175	47 975 718	53 464 626	59 200 534
N1 CGT Provision	0	0	6 686 272	7 919 554	9 208 334	10 555 109	11 962 489	13 433 201	14 970 095	16 576 149
Total Equity and Liabilities	68 154 272	74 238 112	91 193 271	95 652 690	103 707 351	112 583 009	122 344 776	133 062 373	144 810 435	157 668 830

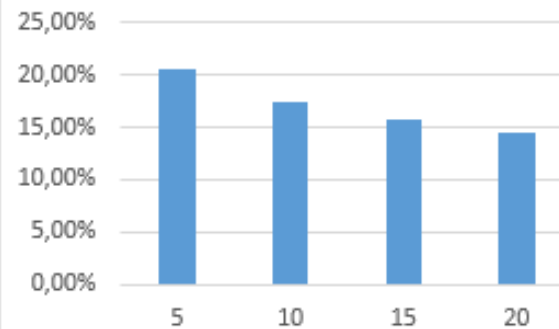
	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
TOTAL ASSETS	171 723 003	187 064 334	203 790 523	222 005 994	241 822 329	263 358 721	286 742 457	312 109 429	339 604 673	369 382 944
Fixed Assets	120 940 082	125 449 985	130 162 835	135 087 762	140 234 312	145 612 456	151 232 616	157 105 684	163 243 040	169 656 576
Property (at cost)	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000
Revaluation Surplus - Account	65 194 558	71 458 313	78 003 937	84 844 114	91 992 099	99 461 744	107 267 522	115 424 561	123 948 666	132 856 356
CGT Prov - Rev A/C	18 254 476	20 008 328	21 841 102	23 756 352	25 757 788	27 849 288	30 034 906	32 318 877	34 705 626	37 199 780
Current Assets	50 782 922	61 614 349	73 627 688	86 918 232	101 588 018	117 746 266	135 509 841	155 003 745	176 361 634	199 726 368
Cash	50 782 922	61 614 349	73 627 688	86 918 232	101 588 018	117 746 266	135 509 841	155 003 745	176 361 634	199 726 368
Tax credit	0	0	0	0	0	0	0	0	0	0
Total Liabilities	29 895 844	27 636 250	25 164 691	22 461 282	19 504 276	16 269 881	12 732 078	8 862 405	4 629 729	0
Loan Type External	29 895 844	27 636 250	25 164 691	22 461 282	19 504 276	16 269 881	12 732 078	8 862 405	4 629 729	0
Deficit Bank Balance	0	0	0	0	0	0	0	0	0	0
Owners Equity	141 827 160	159 428 084	178 625 832	199 544 712	222 318 054	247 088 840	274 010 379	303 247 024	334 974 944	369 382 944
Retained Income	69 887 078	82 978 099	97 462 997	113 456 949	131 083 742	150 476 384	171 777 763	195 141 340	220 731 904	248 726 368
Revaluation reserve account	65 194 558	71 458 313	78 003 937	84 844 114	91 992 099	99 461 744	107 267 522	115 424 561	123 948 666	132 856 356
N1 CGT Provision	18 254 476	20 008 328	21 841 102	23 756 352	25 757 788	27 849 288	30 034 906	32 318 877	34 705 626	37 199 780
Total Equity and Liabilities	171 723 003	187 064 334	203 790 523	222 005 994	241 822 329	263 358 721	286 742 457	312 109 429	339 604 673	369 382 944

Automated DASHBOARD

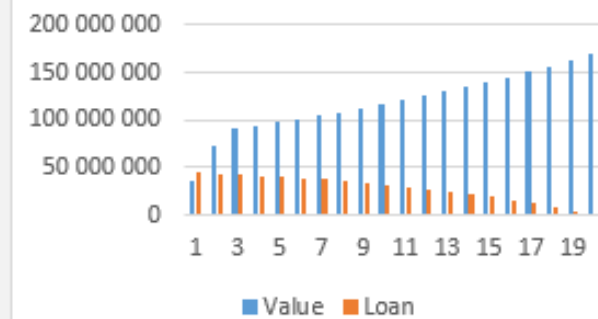
NPV



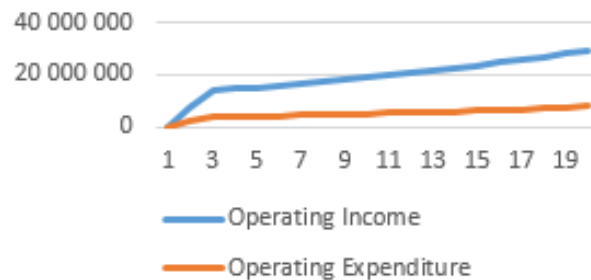
IRR



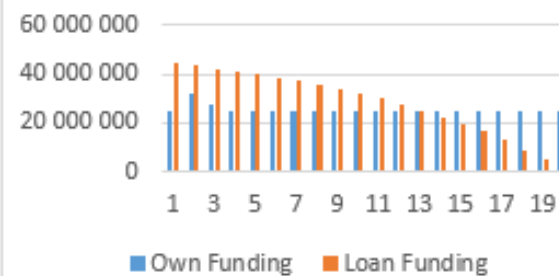
Value to Loan Ratio



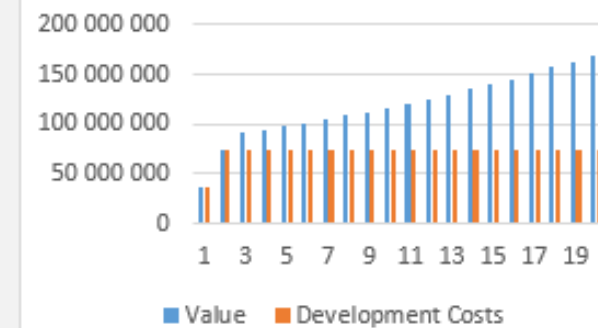
Operating Income to Operating Expenditure



Equity Funding vs Loan Funding



Value to Development Costs



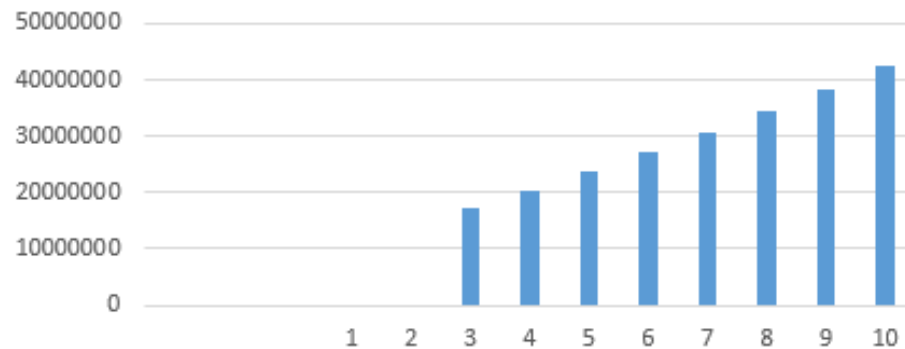
Capital Gains and CGT estimations

Capital Gains and CGT

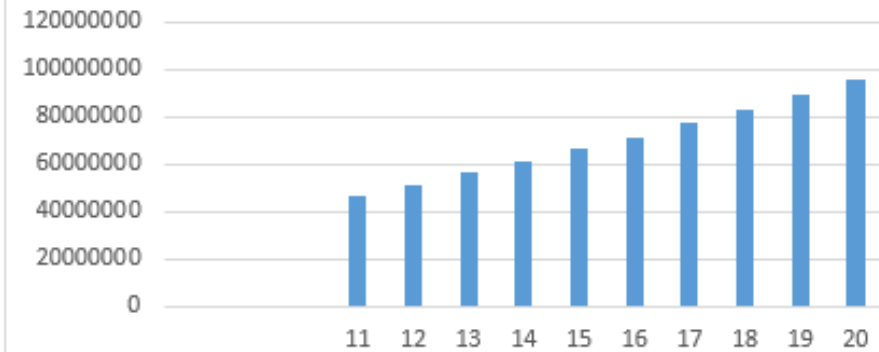
Years	1	2	3	4	5	6	7	8	9	10
Property (at cost)	36 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000
Revaluation Surplus - Account	0	0	23 879 543	28 284 122	32 886 908	37 696 819	42 723 175	47 975 718	53 464 626	59 200 534
CGT Prov - Rev A/C	0	0	6 686 272	7 919 554	9 208 334	10 555 109	11 962 489	13 433 201	14 970 095	16 576 149
Net Gain	0	0	17 193 271	20 364 568	23 678 574	27 141 709	30 760 686	34 542 517	38 494 531	42 624 384

Years	11	12	13	14	15	16	17	18	19	20
Property (at cost)	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000	74 000 000
Revaluation Surplus - Account	65 194 558	71 458 313	78 003 937	84 844 114	91 992 099	99 461 744	107 267 522	115 424 561	123 948 666	132 856 356
CGT Prov - Rev A/C	18 254 476	20 008 328	21 841 102	23 756 352	25 757 788	27 849 288	30 034 906	32 318 877	34 705 626	37 199 780
Net Gain	46 940 082	51 449 985	56 162 835	61 087 762	66 234 312	71 612 456	77 232 616	83 105 684	89 243 040	95 656 576

Net Gain after CGT



Net Gain after CGT

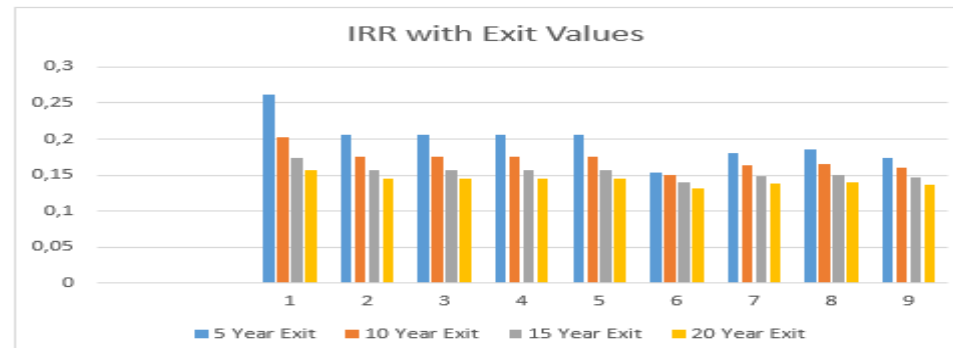


Automated VALUATION

IRR and NPV				
PROPPRO247				
NPV	16 458 590	→	Cash Flow	Year
IRR	20,60%			
Exit	5 Years			
NPV	28 100 071	→		
IRR	17,53%			
Exit	10 Tears			
NPV	36 034 763	→		
IRR	15,68%			
Exit	15 Years			
NPV	40 909 327	→		
IRR	14,41%			
Exit	20 Years			
			Cash Balance	Net Exit Value
			31 764 213	
			-38 379 104	
			3 779 858	
			4 123 154	
			4 740 656	63 789 179
			5 412 522	
			6 142 790	
			6 935 766	
			7 796 049	
			8 728 542	125 707 180
			9 738 476	
			10 831 427	
			12 013 339	
			13 290 544	
			14 669 786	222 318 054
			16 158 248	
			17 763 575	
			19 493 904	
			21 357 889	
			23 364 734	369 382 944

Automated INVESTOR ANALYSIS

DETAIL NAME	1 KB	2 JN	3 FT	4 KJ	5 LM	6 MO	7 NI	8 PT	9 LY	TOTALS
Loan Capital / Equity Invested	5 000 000	2 500 000	2 500 000	2 500 000	2 500 000	2 500 000	2 500 000	3 000 000	2 000 000	25 000 000
Shares obtained	25,00%	10,00%	10,00%	10,00%	10,00%	8,00%	9,00%	11,00%	7,00%	100,00%
TECHNICAL Earnings	Without exiting, and without capital gains									
1st Year (post Co. Tax and pre Dividend Tax)	-250 752	-100 301	-100 301	-100 301	-100 301	-80 241	-90 271	-110 331	-70 211	-1 003 008
2nd year	97 680	39 072	39 072	39 072	39 072	31 258	35 165	42 979	27 351	390 722
3rd year	1 137 497	454 999	454 999	454 999	454 999	363 999	409 499	500 499	318 499	4 549 988
4th year	1 306 494	522 598	522 598	522 598	522 598	418 078	470 338	574 857	365 818	5 225 975
5th year	1 486 732	594 693	594 693	594 693	594 693	475 754	535 224	654 162	416 285	5 946 929
6th year	1 682 988	673 195	673 195	673 195	673 195	538 556	605 876	740 515	471 237	6 731 953
7th year	1 896 498	758 599	758 599	758 599	758 599	606 879	682 739	834 459	531 019	7 585 991
8th year	2 128 588	851 435	851 435	851 435	851 435	681 148	766 292	936 579	596 005	8 514 350
9th year	2 380 679	952 271	952 271	952 271	952 271	761 817	857 044	1 047 499	666 590	9 522 715
10th year	2 654 295	1 061 718	1 061 718	1 061 718	1 061 718	849 374	955 546	1 167 890	743 203	10 617 181
11th year	2 951 071	1 180 428	1 180 428	1 180 428	1 180 428	944 343	1 062 385	1 298 471	826 300	11 804 283
12th year	3 272 755	1 309 102	1 309 102	1 309 102	1 309 102	1 047 282	1 178 192	1 440 012	916 371	13 091 021
13th year	3 621 225	1 448 490	1 448 490	1 448 490	1 448 490	1 158 792	1 303 641	1 593 339	1 013 943	14 484 898
14th year	3 998 488	1 599 395	1 599 395	1 599 395	1 599 395	1 279 516	1 439 456	1 759 335	1 119 577	15 993 952
15th year	4 406 698	1 762 679	1 762 679	1 762 679	1 762 679	1 410 143	1 586 411	1 938 947	1 233 875	17 626 793
16th year	4 848 161	1 939 264	1 939 264	1 939 264	1 939 264	1 551 411	1 745 338	2 133 191	1 357 485	19 392 642
17th year	5 325 345	2 130 138	2 130 138	2 130 138	2 130 138	1 704 110	1 917 124	2 343 152	1 491 096	21 301 378
18th year	5 840 894	2 336 358	2 336 358	2 336 358	2 336 358	1 869 086	2 102 722	2 569 994	1 635 450	23 363 577
19th year	6 397 641	2 559 056	2 559 056	2 559 056	2 559 056	2 047 245	2 303 151	2 814 962	1 791 339	25 590 564
IRR	Exit with chosen Cap Rate (annualised profits/losses accumulated to exit timeframes)									10,50% Cap Rate
	1	2	3	4	5	6	7	8	9	
5 Year Exit	IRR	IRR	IRR	IRR	IRR	IRR	IRR	IRR	IRR	
10 Year Exit	26,11%	20,60%	20,60%	20,60%	20,60%	15,34%	18,09%	18,52%	17,43%	
15 Year Exit	20,18%	17,53%	17,53%	17,53%	17,53%	14,93%	16,30%	16,51%	15,97%	
20 Year Exit	17,42%	15,68%	15,68%	15,68%	15,68%	13,97%	14,87%	15,01%	14,66%	
	15,70%	14,41%	14,41%	14,41%	14,41%	13,14%	13,81%	13,92%	13,65%	



Develop to Sell – Calculate XIRR and XNPV

Development Name	Jason Boulevard		No. Units	10	Weighted ave size	2100
Land Size (ft2) or (m2)	30 000	FSI	70%	Max Habitable area	21 000	

Start Date: 2022/06/30

Development Detailed Inputs

Enter your Cash Flows, Codes and Dates below
the first start date must be oldest

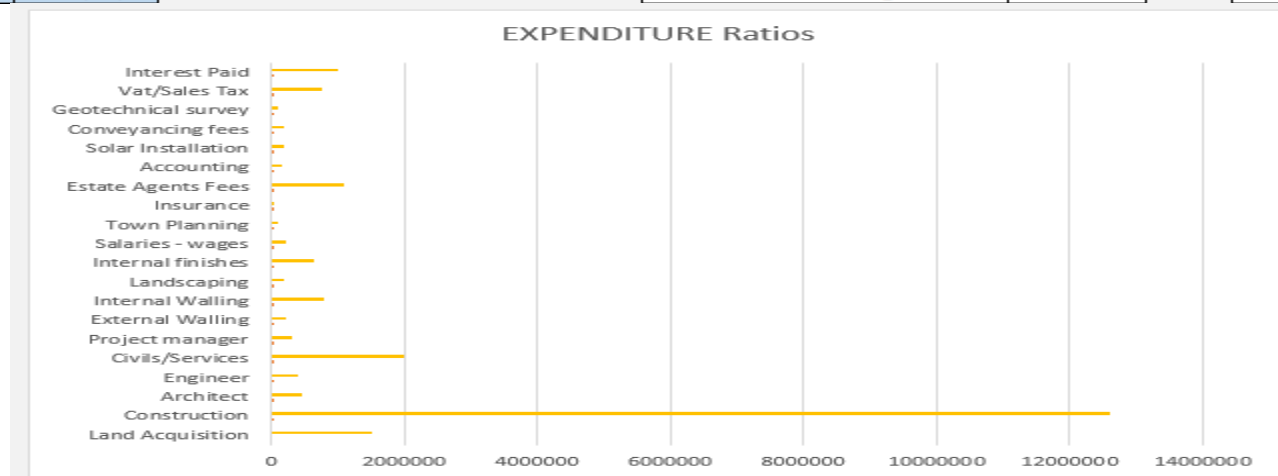
Amount	Code	Date
1 500 000	1	2022/06/30
100 000	2	2022/07/30
250 000	3	2022/07/31
400 000	4	2023/07/31
43 000	13	2022/09/30
2 000 000	2	2023/07/25
800 000	8	2022/11/30
2 000 000	5	2022/11/25
300 000	6	2023/01/30
3 500 000	2	2023/02/28
75 000	11	2023/02/28
75 000	11	2023/03/30

Change Expense Types

Funders %	Expense Type	Code
8,00%	Land Acquisition	1
	Construction	2
	Architect	3
	Engineer	4
	Civils/Services	5
	Project manager	6
	External Walling	7
	Internal Walling	8
	Landscaping	9
	Internal finishes	10
	Salaries - wages	11
	Town Planning	12
	Insurance	13
	Estate Agents Fees	14
	Accounting	15

XIRR	137,03%
XNPV	6 139 690
Gross Profit	7 572 000
GP %	24,79%

Amounts	% absorbed
1 500 000	6,53%
12 600 000	54,84%
470 000	2,05%
400 000	1,74%
2 000 000	8,70%
300 000	1,31%
212 000	0,92%
800 000	3,48%
175 000	0,76%
645 000	2,81%
225 000	0,98%
100 000	0,44%
43 000	0,19%
1 100 000	4,79%
170 000	0,74%



Quick Compare Multi Projects - Develop to Sell

For Sale Model - Quick Compare Commercial Development Real Estate Opportunities

Project A

Funders %	12,00%	
XNPV	3 505 354	Date Sensitive
XIRR	159,12%	Date Sensitive
Gross Profit %	43,00%	
Sales Income	10 000 000	
Expenditure	-5 700 000	

Project B

Funders %	12,00%	
XNPV	5 873 133	Date Sensitive
XIRR	62,73%	Date Sensitive
Gross Profit %	43,00%	
Sales Income	20 000 000	
Expenditure	-11 400 000	

Project C

Funders %	12,00%	
XNPV	593 893	Date Sensitive
XIRR	41,35%	Date Sensitive
Gross Profit %	50,00%	
Sales Income	2 000 000	
Expenditure	-1 000 000	

Project D

Funders %	12,00%	
XNPV	846 237	Date Sensitive
XIRR	25,97%	Date Sensitive
Gross Profit %	50,00%	
Sales Income	4 000 000	
Expenditure	-2 000 000	

NB No Dates must be earlier than the first date - formula will not work

(-) for expenditure Flows

Cash Flows	YYYY/MM/DD
-1 000 000	2020/01/11
-700 000	2020/02/28
-4 000 000	2020/08/20
10 000 000	2021/01/10

(-) for expenditure Flows

Cash Flows	YYYY/MM/DD
-2 000 000	2020/01/11
-1 400 000	2020/02/28
-8 000 000	2020/08/20
20 000 000	2021/08/10

(-) for expenditure Flows

Cash Flows	YYYY/MM/DD
-1 000 000	2020/01/11
2 000 000	2022/01/11

(-) for expenditure Flows

Cash Flows	YYYY/MM/DD
-2 000 000	2020/01/11
4 000 000	2023/01/11

Business Plan Template for Develop / Hold

Executive Summary & Overview

Business Name Here

This is where you will summarise the main inputs such as market, personnel and important financial data!
It is probably better to first complete the sections below and then extract the most pertinent data and info!
Funding requirements.

The Business Description & Structure

This is where you will outline the why and how of your products, basic business description and what you are selling.
You will also provide an overview of personnel, your intellectual property and the legal structure of your company

The Market, Research & Strategies

This is where you will outline the why and how of your products stack up against competitors, your basic marketing/advertising strategy.
You will also provide an overview of personnel, your intellectual property and the legal structure of your company
You will also provide a bit of data analysis such as sales forecasts etc. (this we have automated for you below)

Management & Personnel

This is where you will include the skills and bio of management and staff!
Specific expertise.
PS Note - Funders and Investors always look at the jockey's before the business!

Financial Summary

<u>IRR</u>	
year 5	20,60%
year 10	17,53%
year 15	15,68%
year 20	14,41%

Other

<u>NPV</u>	
year 5	16 458 590
year 10	28 100 071
year 15	36 034 763
year 20	40 909 327