

The City of Lambertville

Police Station Redevelopment Project - PILOT Analysis - Developer Proposal 7/29/21

Developer Pro Forma

Description	Unit Size (SF)	No. Units	Initial Rent	PROJECTED ABSORPTION ==>										
				82%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
				Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
<u>Revenue</u>														
COAH 2-BR Low	950	2	1,210	23,813	29,621	30,213	30,817	31,434	32,063	32,704	33,358	34,025	34,705	
1 Bedroom	754	10	2,000	196,800	244,800	249,696	254,690	259,784	264,979	270,279	275,685	281,198	286,822	
2 Bedroom	965	6	3,200	188,928	235,008	239,708	244,502	249,392	254,380	259,468	264,657	269,950	275,349	
3 Bedroom	1,208	6	3,600	212,544	264,384	269,672	275,065	280,566	286,178	291,901	297,739	303,694	309,768	
COAH 1-BR V Low	750	1	557	5,481	6,818	6,954	7,093	7,235	7,380	7,527	7,678	7,831	7,988	
COAH 2-BR Mod	1,100	1	1,487	14,632	18,201	18,565	18,936	19,315	19,701	20,095	20,497	20,907	21,325	
COAH 3-BR Mod	1,315	1	1,704	16,767	20,857	21,274	21,700	22,134	22,576	23,028	23,488	23,958	24,437	
Retail/Industrial	-	-	-	-	-	-	-	-	-	-	-	-	-	
Misc. Revenues	1	27	170	45,166	56,182	57,305	58,451	59,620	60,813	62,029	63,270	64,535	65,826	
Total Rent				704,131	875,870	893,387	911,255	929,480	948,070	967,031	986,372	1,006,099	1,026,221	
Less: Vacancy	5.00%			(35,207)	(43,793)	(44,669)	(45,563)	(46,474)	(47,403)	(48,352)	(49,319)	(50,305)	(51,311)	
Annual Gross Revenue				668,924	832,076	848,718	865,692	883,006	900,666	918,680	937,053	955,794	974,910	
<u>Expenses</u>														
	Rate	Basis												
Operating Expenses	20.00%	AGR		133,785	166,415	169,744	173,138	176,601	180,133	183,736	187,411	191,159	194,982	
Taxes/PILOT	PILOT	Per Schedule ("PILOT"/"TAX)		66,892	83,208	84,872	86,569	88,301	90,067	91,868	93,705	95,579	97,491	
PILOT Admin. Fee	2.00%	PILOT		1,338	1,664	1,697	1,731	1,766	1,801	1,837	1,874	1,912	1,950	
Replacement Reserve	\$0.00/unit	27 units		-	-	-	-	-	-	-	-	-	-	
Management Fee	0.00%	AGR		-	-	-	-	-	-	-	-	-	-	
Total Expenses				202,015	251,287	256,313	261,439	266,668	272,001	277,441	282,990	288,650	294,423	
Net Operating Income				466,909	580,789	592,405	604,253	616,338	628,665	641,238	654,063	667,144	680,487	
NOI Factor				69.80%	69.80%	69.80%	69.80%	69.80%	69.80%	69.80%	69.80%	69.80%	69.80%	
<u>Financing Terms</u>														
Equity	2,161,284	24.2%												
Mortgage	6,769,643	75.8%												
Rate	4.00%													
Term	3													
Annual Payment	2,850,013			6,887,222	365,392	-	-	-	-	-	-	-	-	
Cash Flow			12/31/2021	12/31/2022										
			(1,080,642)	(1,080,642)	(6,420,313)	215,397	592,405	604,253	616,338	628,665	641,238	654,063	667,144	680,487

Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20
35,400	36,108	36,830	37,566	38,318	39,084	39,866	40,663	41,476	42,306
292,559	298,410	304,378	310,466	316,675	323,008	329,469	336,058	342,779	349,635
280,856	286,473	292,203	298,047	304,008	310,088	316,290	322,616	329,068	335,649
315,963	322,283	328,728	335,303	342,009	348,849	355,826	362,943	370,201	377,605
8,148	8,311	8,477	8,646	8,819	8,996	9,176	9,359	9,546	9,737
21,752	22,187	22,631	23,083	23,545	24,016	24,496	24,986	25,486	25,995
24,926	25,425	25,933	26,452	26,981	27,520	28,071	28,632	29,205	29,789
-	-	-	-	-	-	-	-	-	-
<u>67,142</u>	<u>68,485</u>	<u>69,855</u>	<u>71,252</u>	<u>72,677</u>	<u>74,130</u>	<u>75,613</u>	<u>77,125</u>	<u>78,668</u>	<u>80,241</u>
1,046,746	1,067,681	1,089,034	1,110,815	1,133,031	1,155,692	1,178,806	1,202,382	1,226,429	1,250,958
<u>(52,337)</u>	<u>(53,384)</u>	<u>(54,452)</u>	<u>(55,541)</u>	<u>(56,652)</u>	<u>(57,785)</u>	<u>(58,940)</u>	<u>(60,119)</u>	<u>(61,321)</u>	<u>(62,548)</u>
994,408	1,014,297	1,034,582	1,055,274	1,076,380	1,097,907	1,119,865	1,142,263	1,165,108	1,188,410
198,882	202,859	206,916	211,055	215,276	219,581	223,973	228,453	233,022	237,682
149,161	152,144	155,187	158,291	161,457	164,686	167,980	171,339	174,766	178,262
2,983	3,043	3,104	3,166	3,229	3,294	3,360	3,427	3,495	3,565
-	-	-	-	-	-	-	-	-	-
<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
351,026	358,047	365,208	372,512	379,962	387,561	395,312	403,219	411,283	419,509
643,382	656,250	669,375	682,762	696,418	710,346	724,553	739,044	753,825	768,901
64.70%	64.70%	64.70%	64.70%	64.70%	64.70%	64.70%	64.70%	64.70%	64.70%
643,382	656,250	669,375	682,762	696,418	710,346	724,553	739,044	753,825	768,901

100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Year 21	Year 22	Year 23	Year 24	Year 25	Year 26	Year 27	Year 28	Year 29	Year 30
43,152	44,015	44,895	45,793	46,709	47,643	48,596	49,568	50,559	51,571
356,627	363,760	371,035	378,456	386,025	393,745	401,620	409,653	417,846	426,203
342,362	349,210	356,194	363,318	370,584	377,996	385,556	393,267	401,132	409,155
385,158	392,861	400,718	408,732	416,907	425,245	433,750	442,425	451,273	460,299
9,932	10,131	10,333	10,540	10,751	10,966	11,185	11,409	11,637	11,870
26,515	27,046	27,586	28,138	28,701	29,275	29,860	30,458	31,067	31,688
30,385	30,992	31,612	32,244	32,889	33,547	34,218	34,902	35,600	36,312
-	-	-	-	-	-	-	-	-	-
81,846	83,483	85,153	86,856	88,593	90,365	92,172	94,015	95,896	97,814
1,275,977	1,301,497	1,327,527	1,354,077	1,381,159	1,408,782	1,436,957	1,465,697	1,495,011	1,524,911
(63,799)	(65,075)	(66,376)	(67,704)	(69,058)	(70,439)	(71,848)	(73,285)	(74,751)	(76,246)
1,212,178	1,236,422	1,261,150	1,286,373	1,312,101	1,338,343	1,365,110	1,392,412	1,420,260	1,448,665
242,436	247,284	252,230	257,275	262,420	267,669	273,022	278,482	284,052	289,733
181,827	185,463	189,173	192,956	196,815	200,751	204,766	237,456	242,205	329,398
3,637	3,709	3,783	3,859	3,936	4,015	4,095	4,749	4,844	6,588
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
427,899	436,457	445,186	454,090	463,172	472,435	481,884	520,687	531,101	625,719
784,279	799,965	815,964	832,283	848,929	865,908	883,226	871,725	889,159	822,946
64.70%	64.70%	64.70%	64.70%	64.70%	64.70%	64.70%	62.61%	62.61%	56.81%
784,279	799,965	815,964	832,283	848,929	865,908	883,226	871,725	889,159	822,946