

Conscious Community Initiative Numbers

Real Estate Development Numbers

Our plan is to develop Park Heights or Druid Height's Neighborhoods according to 4 phases using the Conscious Invest-To-Own Program.

Conscious Community Board consisting of Manny, John, Naila, and Peter will manage the investment funds for the Conscious Community Initiative.

The amount we need to raise is \$2 Million for a period of 36-Months. We will provide our investors a ROI of 12%. The \$2 Million will be secured by the real estate.

The Conscious Community Initiative will be divided into 4 phases.

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Phase 1 - April 2016 – 2017 – Required capital \$2 Million - Purchase 20 Properties

Step 1. We need to raise an initial \$500,000 to launch our Conscious Community Campaign

Step 2. We use the \$500,000 to get a line of credit from a bank that allows us to put ¼ down for a total cash plus line of credit for \$2 Million

Ex. \$500,000 down payment to have access to \$2 Million Dollars Credit.

Step 3. We purchase the properties from Baltimore City's Vacants to Value Program 20 Properties at \$5000 per property = \$100,000 for all 20 properties.

Step 4. We resell the properties to our Conscious Capitalism investors group members Conscious Real Estate Investors Roundtable (ConsciousRT) for \$140,000 per property.

A. \$5,000 Acquisition price x 20 properties = \$100,000

B. \$90,000 Renovation Costs x 20 properties = \$1.8 Million

B. The properties will feature 3 Bedrooms and 2 Bathrooms

C. We sell the properties to investors for \$140,000 x 20 properties sold = \$2.8 Million revenue generated.

D. Total Profit generated \$45,000 per property x 20 properties = \$900,000

Step 5. The ConsciousRT Investors will rent the property to a Baltimore City Resident on the Baltimore City's Section 8 Rent-To-Own Program for a period of 3 years.

Step 6. The Section 8 renter/purchaser will agree to purchase the properties for \$180,000 in 3 years from the ConsciousRT Investor.

A. The Conscious Capitalism Investor and Section 8 Renter set the price at \$180,000 6-months after the property has been renovated.

B. The Conscious Capitalism Investor will receive monthly rent from the Section 8 program ranging from \$1200 - \$1400 per month for 36 months

C. The Conscious Community strategic partners consisting of HUD Counseling agencies, lenders, and real estate professionals will work with the Section 8 renters to help them to become mortgage qualified in 36 months to purchase properties.

D. The Section 8 Renters will enroll into our Conscious Invest-To-Own program which consist of have monthly credit and financial literacy counseling, 36 hours of

homeownership education, and will receive closing costs and down payment assistance once completed toward the purchase price of the house.

E. While in the program they will establish savings accounts and an Emergency Fund of 6 months reserves.

Phases 2 – 4 will leverage the revenue and profits generated (\$900,000) from Phase 1.

Phase 2 – April 2018 – 2020 – Requires capital \$5 Million – Purchase 40 Homes

- A. Acquisition costs is \$5,000 per property x 40 Properties = \$200,000
- B. Renovation Cost is \$90,000 per property x 40 Properties = \$3.6 Million
- C. Resell price of \$140,000 per property x 40 properties = \$5.6 Million
- D. Total Profit generated \$45,000 per property x 40 properties = \$1.8 Million

Phase 3 – April 2020 – 2022 - Requires capital \$5 Million – Purchase 40 Homes

- A. Acquisition costs is \$5,000 per property x 40 Properties = \$200,000
- B. Renovation Cost is \$90,000 per property x 40 Properties = \$3.6 Million
- C. Resell price of \$140,000 per property x 40 properties = \$5.6 Million
- D. Total Profit generated \$45,000 per property x 40 properties = \$1.8 Million

Phase 4 – April 2022 – 2024 - Requires capital \$5 Million – Purchase 40 Homes

- A. Acquisition costs is \$5,000 per property x 40 Properties = \$200,000
- B. Renovation Cost is \$90,000 per property x 40 Properties = \$3.6 Million
- C. Resell price of \$140,000 per property x 40 properties = \$5.6 Million
- D. Total Profit generated \$45,000 per property x 40 properties = \$1.8 Million

Total of \$6.3 Million revenue generated in 8 Years.

Conscious Community Baltimore and Strategic Partners

