EMERGING DEVELOPER ACADEMY™

Hosted by Alliance for Housing Progress

Single Family Housing Profit and Loss Statement

Estimate sales proceeds, deduct project costs, and calculate your developer return.

Participant / Team _____ **Date** _____

Project / Site _____ **No. of Units** _____

01 REVENUE		AMOUNT ($)
Sale of Housing Units	+	
Less Selling Costs Rate _____ %	-	
Total Revenue	=	

02 COSTS		AMOUNT ($)
Land Acquisition		
Planning / Engineering	+	
Site Improvements	+	
House Construction	+	
Fees and Other Soft Costs	+	
Costs Subtotal	=	
Estimated Financing Costs	+	
Total Costs	=	

03 DEVELOPER RETURN		AMOUNT ($)
Total Revenue		
Less Total Costs	-	
Developer Return (or Funding Gap)	=	

Selling costs = sales proceeds × selling cost rate. Enter the dollar amount in the table.

Positive return = projected profit. Negative return = funding gap before any additional profit target.