

## Schult 16x76 3/2, 101 Advantage Plus (destination PPI EV It 58)

(approximate home costs & lease-option structure)

<b>Cost of Home</b>	
<b>Home-only Cost</b>	
Base Price	\$24,300
Options, surcharge, dues, fees, misc.	\$7,113
Freight (Atlanta area estimate)	\$1,978
<b>Total Home-only Cost (delivered)</b>	<b>\$33,391</b>
<b>On-Site Costs</b>	
Setup - permit, block, level, tie-down, remove hitch	\$1,950
Electrical hookup - permit, wire, labor	\$850
Water hookup - permit, material, labor	\$400
Sewer hookup - material, labor	\$300
Decks - front & back, material, labor	
Front - 8x10	\$950
Rear deck - 4x6	\$500
A/C	\$1,850
Skirting	\$1,000
Landscaping	\$500
Miscellaneous, contingencies (5% of total)	\$2,085
<b>Subtotal - On-Site costs</b>	<b>\$10,385</b>
<b>Overhead Costs</b>	
Carrying cost to sell (interest, tax, & insurance, 6 mos.)	\$2,132
Sales commission	\$1,000
<b>Subtotal - Overhead Costs</b>	<b>\$3,132</b>
<b>Total Cost of Home, Options, On-site Costs, &amp; Overhead</b>	<b>\$46,908</b>



<b>Acquisition Financing</b>	
Loan-to-Value (LTV)	75.0%
<b>Portion of Cost Paid by Pentagon Properties, Inc.</b>	<b>\$11,727</b>
<b>Portion of Cost Financed by American Commerce Bank</b>	
Amount	\$35,181
Cost of funds (fixed for 3-5 yrs.)	7.0% /yr.
Term	12.0 yrs.
<b>Total Monthly Payment</b>	<b>\$362</b>



<b>Selling the Home</b>	
<b>Sales Price of Home</b>	
Gross profit	\$0
<b>Sales Price</b>	<b>\$46,908</b>
<b>Lease-Option Terms of Sale</b>	
<b>Option Payment (downpayment)</b>	<b>\$3,500</b>
Amount "financed"	\$43,408
Default allowance	3.0% /yr.
Term	13 yrs.
<b>Lease period</b>	<b>12 yrs.</b>
<b>Monthly L-O pmt. (est. cost of funds + 3.0%) + sales tax</b>	<b>\$498</b>
<b>When Option Is Exercised to Buy Home (after 12 yr. lease)</b>	
<b>Option Price (approx. FMV, includes Option Payment)</b>	<b>\$8,900</b>
Financing term (year)	1 yr.
Interest rate	0.0% /yr.
Monthly payment	\$450



**For information about this transaction:**

Clint Calvert, American Commerce Bank, 205-218-9778, ccalvert@americancommercebank.com

Brian Roland, Schult Homes, 704-796-5505, Brian.Rowland@Schulthomes.com

Spencer Roane, Pentagon Properties, Inc. 678-428-0212, spencer@roane.com