

To the Twin Shores Beach and Marina Board Members

If a developer offers each shareholder \$400,000. (a number that was thrown around the last time this topic came up) the total price will be \$38,800,000. To the developer.

The current maximum density to build new construction is 6 units per acre or a total of 30 new units.

That equates to \$1,293,333. per unit. If the city allows a variance to double the density to 60 units, the cost per unit for land will be approximately \$647,000.

Then there is site development: The investment to a developer For surveying, demolition, architectural plans, roads, water, sewer, gas, electric and storm drains may estimate \$10 million or \$333,333. Per 30 lot development or \$167,000. Per lot for 60 lots.

Construction, marketing and sales fees for luxury, flood plain construction will be approximately \$450. per foot.
(Note: the finish of the villas were \$420. Per foot)

If the developer were to build a 2,500 square foot unit his construction cost will be \$1,125,000. each.

These numbers do not consider contingencies, marine development, club house, office, etc. Also keep in mind, the city will require a portion of the land be put aside for retention ponds which will undermine even further the potential likelihood of a developer taking on the project. It is not feasible. For \$3.3 million dollars you can buy a gulf front home on the beach.

The likelihood of a developer coming in during all of our lifetimes is not feasible and should not even be considered a possibility in our discussions. By the way, there never was a bonified developer in the past. That talk and rumor was manufactured by a few commercial real estate agents looking for everyone's response. There was no buyer. There was no offer.

The other concern is that if people rent there will be no one to 'do all the work in the park' is a problem with every community of every size.

People see how many hours and how much work board members and volunteers do and many walk away. They came to golf, fish, play tennis and enjoy retirement. In the future we will possibly need to have an on site manager for this reason.

Paul & Nancy Cornuke 12/2/23

DEVELOPMENT PROSPECTUS

| <u>LAND COST</u> | <u>30 UNITS</u> | <u>60 UNITS</u> |
|---|-----------------|-----------------|
| | Per lot cost | per lot cost |
| <u>\$38,800,000.</u> | \$1,293,333. | \$646,667. |
| <u>Site development</u> (\$10 million) | \$333,333. | \$166,667. |
| <u>Construction costs</u> | \$1,125,000. | \$1,125,000. |
| <u>Total estimate</u> | \$2,751,666. | \$1,938,334. |
| <u>20% overhead+ profit</u> | \$550,333. | \$387,667. |
| <u>Total asking price</u> | \$3,302,000. | \$2,326,000. |
| <u>Price per square foot</u> | \$1,321 per sf | \$931. Per sf |