

别墅项目信息

i) **Project Detail 项目细节**

Items	Description 描述	Unit built for Phase 1, 一期建设单元数	Unit built for Phase 2, 二期建设单元数	Land size 土地面积	House size 建筑面积	Average Sales 平均销售额
1	Type A 户型 A	11	10	92.66	3,344.93	270,000
2	Type B 户型 B	10	1	171.6	3,244.78	350,000
3	Type C 户型 C	3	13	125.84	3,461.10	300,000
5	Landscape & Plaza, 景观&广场			250	350	
6	Main Gate 主入口			60	96	
8	Road & Walkway 人行道&道路			1080		

ii) **Project Cost 项目成本**

Items	Description	Unit Cost	Unit	Total Cost
1	Land	7,236.9	48	3,618,500
2	Type A	95,570	21	2,007,000
3	Type B	176,988	11	1,946,900
4	Type C	129,791	16	2,076,700
9	Landscape & Plaza		2	175,000
10	Main Gate		1	35,000
12	Road & Walkway			270,000
	Operating Expense			
1	Marketing			200,000
2	Licensing			70,000
3	Architectural and Design			200,000
4	Administration costs & Other operating expense			790,000
	Total			11,388,900

Schedule

Work	Phase 1	Phase 2
Structure/House	Start: 09/2017 Complete: 09/2018	Start: 03/2018 Complete: 03/2019



Sales Projection

Sales Projection (# of Unit)	Total	Year 2017	Year 2018	2019
Type A	21	3	10	8
Type B	11	2	4	5
Type C	16	5	8	3

Payment option

<i>Option</i>	<i>Discount</i>	<i>Remarks</i>	<i>Target % of Customer</i>
Full payment	3% discount	Deposit (10%), Final Payment within one month (90%)	30%
Step-by-step payment	1% discount	First Deposit (10%), Subsequent payment (20 % x 4 times), Final Payment (10%)	40%
	2% discount	First Deposit (10%), Subsequent payment in one year (30% x 3 times)	20%
Installment payment	Mortgage Customers	First Deposit (10%) Long Period: 15 years ; Loan Rate: 8% from bank	10%

