



PROPOSAL KIT SAMPLE

Real Estate Land Development Proposal

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June 1, 20XX

Ted Siegel
Siegel Orchards
2950 4th Street SE
East Wenatchee, WA 98802

Dear Ted,

I enjoyed meeting with you last Thursday to discuss the possibility of developing your land. As you well know, the profits on apple orchards have been remarkably low for the last few years, with no hope for future gains in the global market. Douglas County is allowing so many acres of agricultural land to be developed each year in an effort to boost the economy. The twenty acres that you own at the west end of 4th Street is a prime location for development.

Murphy Construction Development started business five years ago in the Wenatchee Valley after orchardists in our valley were hard hit by a struggling fruit industry. We specialize in helping orchardists develop their land into housing tracts. We are proud of the service that we provide, and we have been very successful with it. We have now developed over 100 acres in the Valley, all with excellent turn-around time and good profits.

Please be aware that developing your land without the services of an experienced specialist could cost you time, aggravation, and most importantly, a large portion of your profits. Development is a costly, time-consuming investment. That's where we come in. Our experience with Douglas County, our knowledge of permit and license requirements, and our proven ability to contract all phases of the development, including excavation through completion, in a timely fashion make us the obvious choice for a development partner. So far, every development we have undertaken has been accomplished on time, which generally means on-budget. We pride ourselves on our hard work and not only our ability to get the job done, but the ability to get it done right.

I've attached a development proposal for you to browse through. It is by no means all inclusive, but it should give you a better idea what our vision is for the property and the costs and benefits involved. I look forward to meeting with you again.

Sincerely,

Greg Murphy
Murphy Construction Development
323 S. Columbia Street
Wenatchee, WA 98801
(509) 665-9797 office
(509) 679-5448 cell
gmurphy@MurphyConstruction.net



Proposal

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June 1, 20XX

Land Development - Converting Farm Land into Housing

Prepared for: Ted Siegel
Owner, Siegel Orchards

Prepared by: Greg Murphy
Owner, Murphy Construction Development



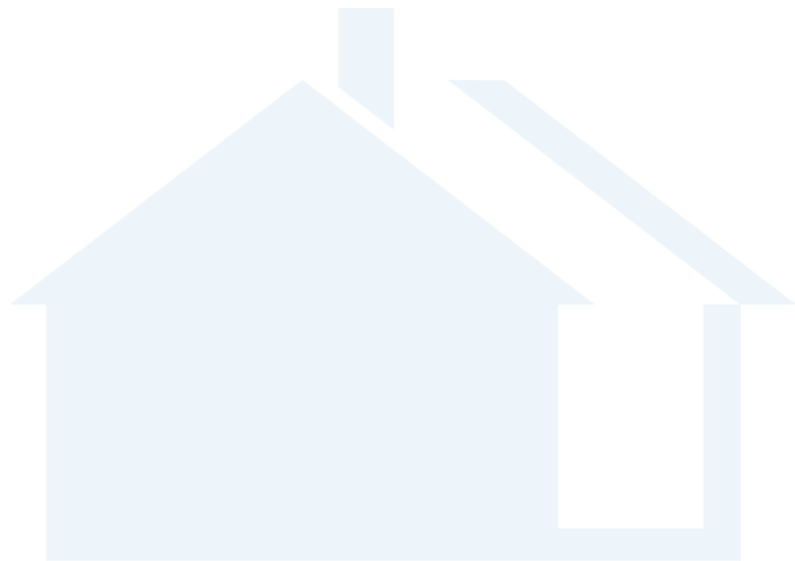
Description

Murphy Construction Development (MCD) will meet all your needs and goals to develop 20 acres of apple orchard into housing subdivisions.



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Executive Summary

The Objective...

Develop land owned by Ted Siegel at the 4000-5000 blocks of 4th Street SE, E. Wenatchee, WA 98802.

- 🏠 **Need #1:** Permits and licenses.
- 🏠 **Need #2:** Short-term investment money to complete development.
- 🏠 **Need #3:** Experienced developer and general contractor.

The Opportunity...

To develop 20 acres of apple orchard into housing subdivisions.

- 🏠 **Goal #1:** Gain zoning changes and permits from Douglas County.
- 🏠 **Goal #2:** Access to liquid investment money for all phases of development.
- 🏠 **Goal #3:** Find a reputable, reliable developer/contractor.

The Solution...

Hire Murphy Construction Development (MCD) to meet all your needs and goals.

- 🏠 **Recommendation #1:** Allow MCD to review zoning, permit, and license paperwork before submitting to Douglas County.
- 🏠 **Recommendation #2:** Partner with MCD to get a short-term investment loan.
- 🏠 **Recommendation #3:** Contract with MCD for all phases of development.





Cost Summary

Phase 1 Costs	Price
Excavation	\$56,000
Surveying, permits, licenses	\$32,000
Water, sewer, power	\$128,000
Supplies	\$200,000
Sub-contracting	\$200,000
County Assessments	\$106,000
Miscellaneous phase 1 costs	\$50,000
Total Phase 1 Costs:	\$772,000
Phase 2 Costs	
Site construction, homes 1 – 10	\$2,100,000
Miscellaneous phase 2 costs	\$100,000
Total Phase 2 Costs:	\$2,200,000
Phase 3 Costs	
Site construction, homes 11 - 20	\$2,100,000
Miscellaneous phase 3 costs	\$100,000
Total Phase 3 Costs:	\$2,200,000
Miscellaneous Costs:	
Liability Insurance	\$21,000
Sales commission to listing agent (approximate)	\$320,000
Interest on Loan	\$250,000
Total Miscellaneous Costs:	\$591,000
TOTAL COSTS	\$5,763,000
TOTAL SALES FORECAST	\$8,500,000
TOTAL PROFIT FORECAST	\$2,737,000

Standard Disclaimer: The numbers represented above are to be used as an estimate for the projects discussed. The above Cost Summary does in no way constitute a warranty of final price. Estimates are subject to change if project specifications are changed or costs for outsourced services change before being locked in by a binding contract.



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