West Evanston: 60202

- Median Age: 36
- 70% Households: No Children
- 50% of those Households: Married
- Median Income: $54,286
- Typical Age of Home: 50 years

Target Homebuyer
“Young Digerati” young family-mix, age 25-40, well-educated, diverse

Cost Analysis

<table>
<thead>
<tr>
<th>Hard Costs</th>
<th>3 Bed</th>
<th>2 Bed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hard Costs</td>
<td>$216,824</td>
<td>$183,603</td>
</tr>
<tr>
<td>Soft Costs</td>
<td>$120 / S.F.</td>
<td>$107 / S.F.</td>
</tr>
<tr>
<td>Total</td>
<td>$337,643</td>
<td>$304,422</td>
</tr>
</tbody>
</table>

Home Pricing

- Energy Conservation Systems
  - $350,000
  - $370,000
  - $380,000

Site Development

<table>
<thead>
<tr>
<th>Typical Lot Arrangement</th>
<th>Rotate</th>
<th>Building Layout</th>
<th>Courtyard</th>
<th>Nature</th>
</tr>
</thead>
<tbody>
<tr>
<td>Open Floor Plan</td>
<td>Private Roofline</td>
<td>Large Master Suite</td>
<td></td>
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</tbody>
</table>

Floor Plans

- 2 Bedroom 2.5 Bath

- 3 Bedroom 2.5 Bath

Energy Conservation Systems

- HAI Omni system:
  - Lighting Control
  - Video Surveillance
  - Lock/unlock Doors Remotely
  - Scheduling of Services
  - Carrier Infinity line of HVAC equipment, allowing for remote access and scheduling of the home’s heating and cooling.

Home Automation System