



Preliminary Property Development Business Plan & Risk Assessment for Compass Pointe, Apollo Beach Florida



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EXECUTIVE SUMMARY

Introduction

DAZ Development LLC is seeking additional construction and land acquisition funding on a new 25 acre 84 unit townhome development. The property has 40 finished lots with 44 to be finished but plats and division is completed. These 84 lots are part of a 95 townhouse project with 11 townhomes already completed.

Highlights

- MiraBay is a Gated 750± acre Master Planned community
- Located 14 miles south of downtown Tampa and 20 miles east of St. Petersburg
- MiraBay Club offers weight-training, cardiovascular equipment, personal training services, full spa services, 5 tennis courts, basketball courts, and
- 84 fully developed townhome lots available for bulk sale

Land Value

- The Hillsborough County has appraised the lots at ONLY \$20,000 a lot making the property valued at \$1,680,000 plus common areas owned.
- We believe the land to be approximately 20% of the sales value of \$24 Million which should have a price of over \$4,800,000

Location

MiraBay is a Gated Master Planned community, 750 acres of charming architecture and resort-style amenities and services. The community is just 14 miles south of downtown Tampa and 20 miles east of St. Petersburg. It is conveniently located off US41, north of 19 Ave NE, in Apollo Beach, Hillsborough County and backs to the 1300-acre Wolf Branch Creek Nature Preserve and the beautiful waters of Tampa Bay.

MiraBay Club & Spa is a health & fitness playground, offering weight-training, cardiovascular equipment and personal training services as well as a full menu spa services. Five lighted tennis courts, basketball



courts & a sand volleyball area, and year-round swimming are also available to the residents. The MiraBay Club offers meeting space, lounge and café areas, a grand wraparound porch and The Lagoon Room, perfect for special events. Compass Pointe is a townhome subdivision within the gates of MiraBay.



Site Development

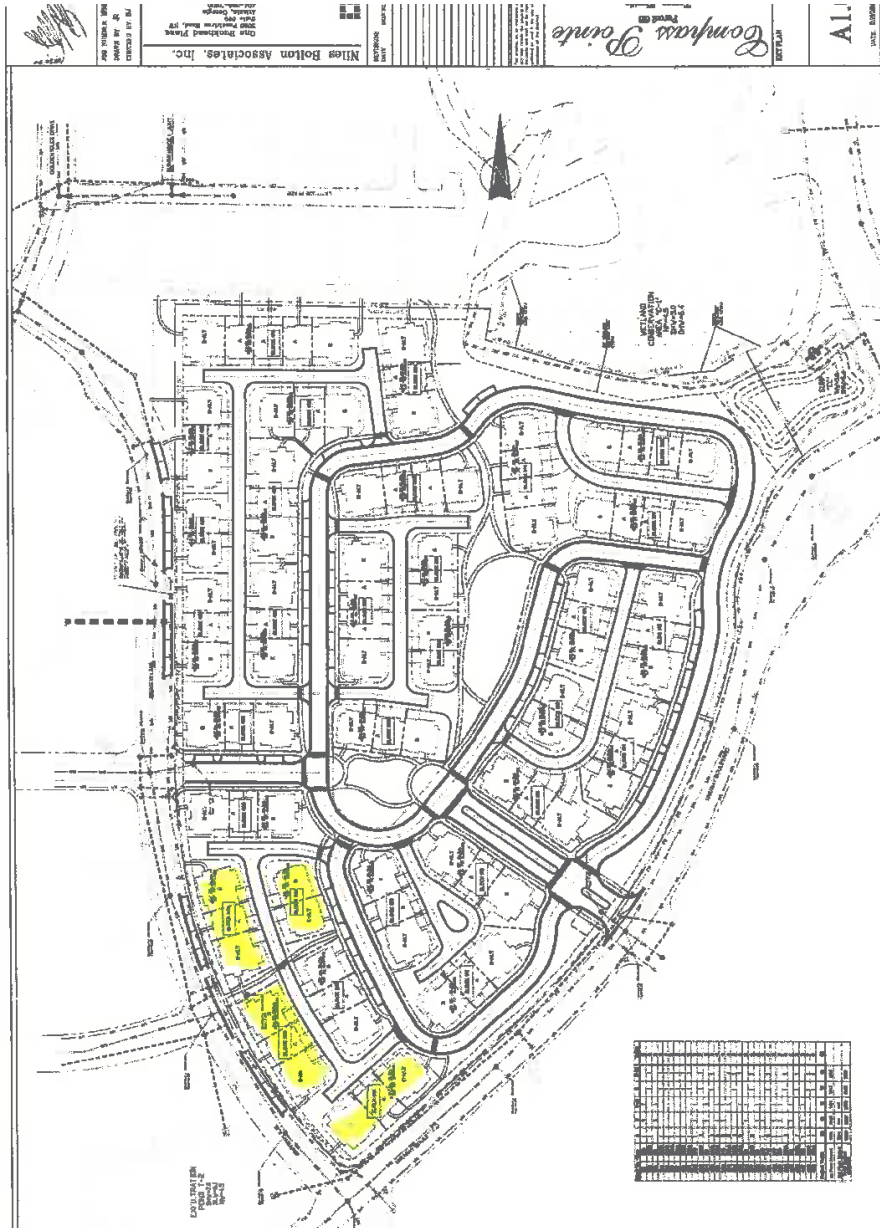
We have begun an expedited re-development pre-development schedule. Site Development is currently at 70% done. Construction documents are already done and bids for vertical construction are in and also value engineering effected along with sub-contractors engineering. We already have 40 of the 84 lots completed and 84 lots platted.

We have completed an in depth project plan which shows our current estimates of cost vs revenue with actual bids and numbers and comps. We will also complete the re-design, development and construction documents, to properly create a detailed cost breakdown of the



units. We have current quotes which clearly show below or within budget construction expenses.

We will begin our sales and marketing with investment secured but have received a very good response from the market proven by the 1000's of market responses received by our sales team. There is an overwhelming interest in the 3 & 4 bedroom townhome units.





SWOT ANALYSIS

Strengths

- Amazing opportunity for entering an existing market with proven sales and resales.
- Buyers will enjoy the highest appreciation being next to facilities of Mirabay
- Next to boat access and access to sea.
- Close proximity to Golf Resorts, Airport, Facilities
- Commercial Areas close to the property
- High Development in the Area of Resort and Multifamily properties
- Scholl system is very good and improved.

Weaknesses

- The area has other properties for sale
- Resort residential is unique

Opportunities

- Extensive accommodation will be needed around the Tampa Area as is already a shortage of accommodation in Tampa.
- Create a unique opportunity for low prices in a high-priced neighborhood
- Lifestyle proposal is one of the advantages to be taken into consideration
- Affiliation of owner with Optimus Alliance give the advantage of having marketing and agents already in place to promote project.



Threats

- Market shifts may make the market more volatile
- Coronavirus slowing down economy

SALES AND MARKETING MIX

Target buyers' market

Compass Pointed being located close to Tampa will attract the main revenue stream based on the existing market trend of buying Resort Homes for Lifestyle close to the place the buyers work. Our intended customer base will primarily be Tampa based workforce as well as “snowbird” buyers from the north and lifestyle buyers which could be either foreigners or locals. We must not underestimate the buying power of the local US middle-class market.

Parameters and Guidelines

Sales will begin with construction and building construction will continue. Sales will begin as soon as possible





Comparable

- Park Square Homes Sells \$270,000 for 1500 square feet home
- Resales in the community are selling at similar as our budget for new properties
- Sales within the community have a very good rate. (Appendix 1)

Marketing Strategy

- Sales office on site with experienced marketing and sales force.
- Website and internet advertising.
- MLS listing
- Fencing the project with Signs of photos internal and external.
- Attracting agents to the project with various incentives.





MANAGEMENT TEAM

Our development team, although new as a group, encompasses all aspects of the business from construction to marketing to sales and we feel we have collectively substantial talents and insights into this market, as well as each individually has extensive experience in our respective fields. We have also worked diligently over the last 24 months with our partners, architects, engineers and realtors to design and develop the best use of our property and bring the best possible product to the market.



CHAIRMAN



Constantinos A. Zavos, has extensive knowledge and experience investing in growth, emerging growth and established operating companies. Moreover, he has invested in and developed real estate projects in Cyprus, Greece, Romania and the USA, focusing largely on projects involving raw land. Constantinos has also held directorship roles within various commercial entities including FF&E companies supplying hotels and restaurants, commercial and residential real estate companies and home automation companies. He has also created a wholesale supply brokerage company in Cyprus, CAZ Estates Limited, which sells high-yielding tenanted property in the USA to investors around the world. The company has sold through its network over 450 properties in recent years. Additionally, he has created Optimus Alliance which markets its own projects globally and is a Regulated European Fund.

Mr. Zavos is also the Chairman of DAZ Development LLC. The company currently owns and develops 126 town homes in the Disney area in Orlando Florida, USA. He is also involved in Kissimmee area on a development of 51 residential townhomes. He is also currently involved with other partners in various projects in Florida, USA, relating to the development and subsequent leasing of commercial land to quality tenants, among which Starbucks, and also a 77-acre commercial project close to Disneyworld which will include 400 residential units and multiple commercial units and hotels.

Mr. Zavos holds an MBA degree from Webster University, a Master's Degree in Management and Business Administration from Westminster University and a Bachelor's Degree in Management and Business Administration from the University of Reading, in England.



FUNDING REQUEST

Please see budgets and other information available on separate sheet.

EXIT STRATEGY

Our Goal is to build and sell all the project as soon as possible and provide a heavy income opportunity for the investors

REFERENCES

- ▶ www.optimusalliance.com
- ▶ www.theazuresort.com
- ▶ www.cazestates.com
- ▶ www.cazmanage.com
- ▶ Projects in Cyprus and Greece





COMPASS POINTE BUDGET

Please consult our advisors for further information

CASHFLOW STATEMENT

Please Consult our advisors for further information

PROFORMA

Please consult our advisors for further information

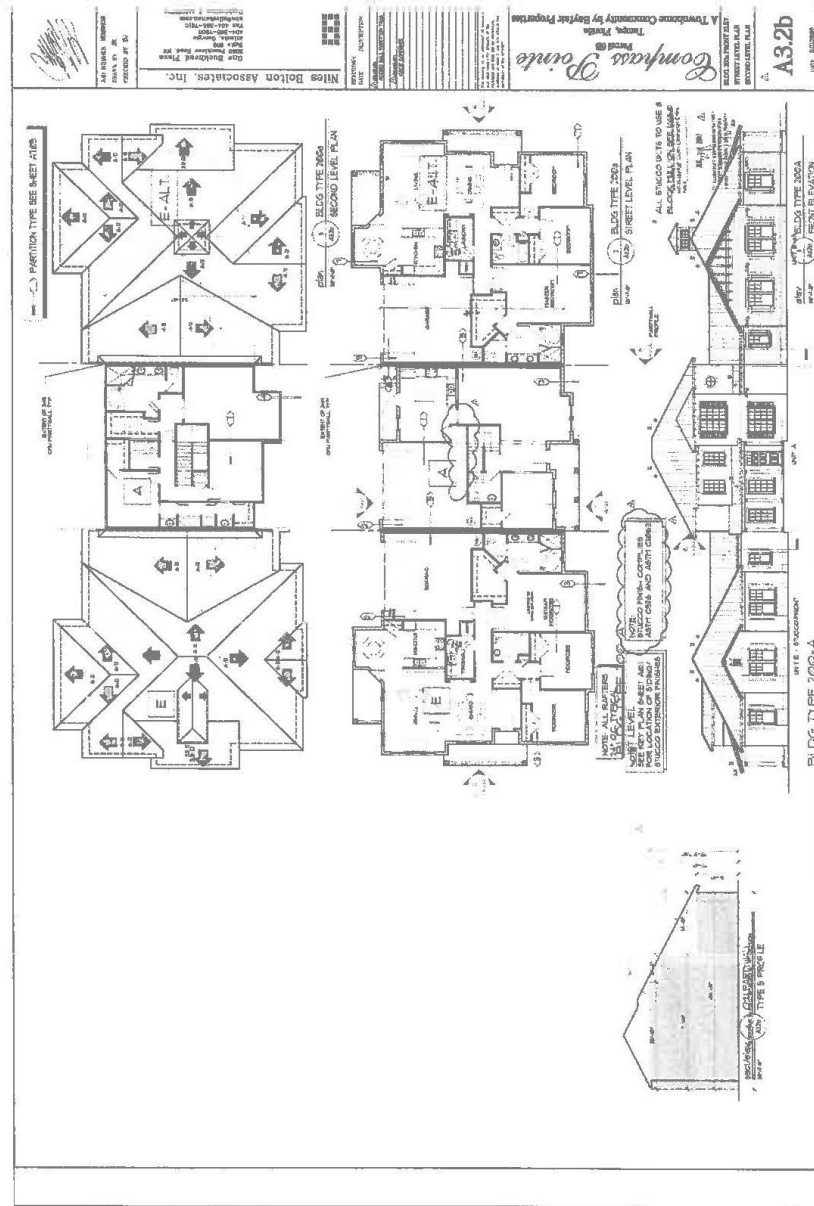
SOME IMAGES





CRYSTAL HOMES
MAGIC INCLUDED

ARCHITECTURAL PLANS





CRYSTAL HOMES
MAGIC INCLUDED

PARADE
ENTRY

#

Mira Bay

GRAND OPENING!

THE UTRIG

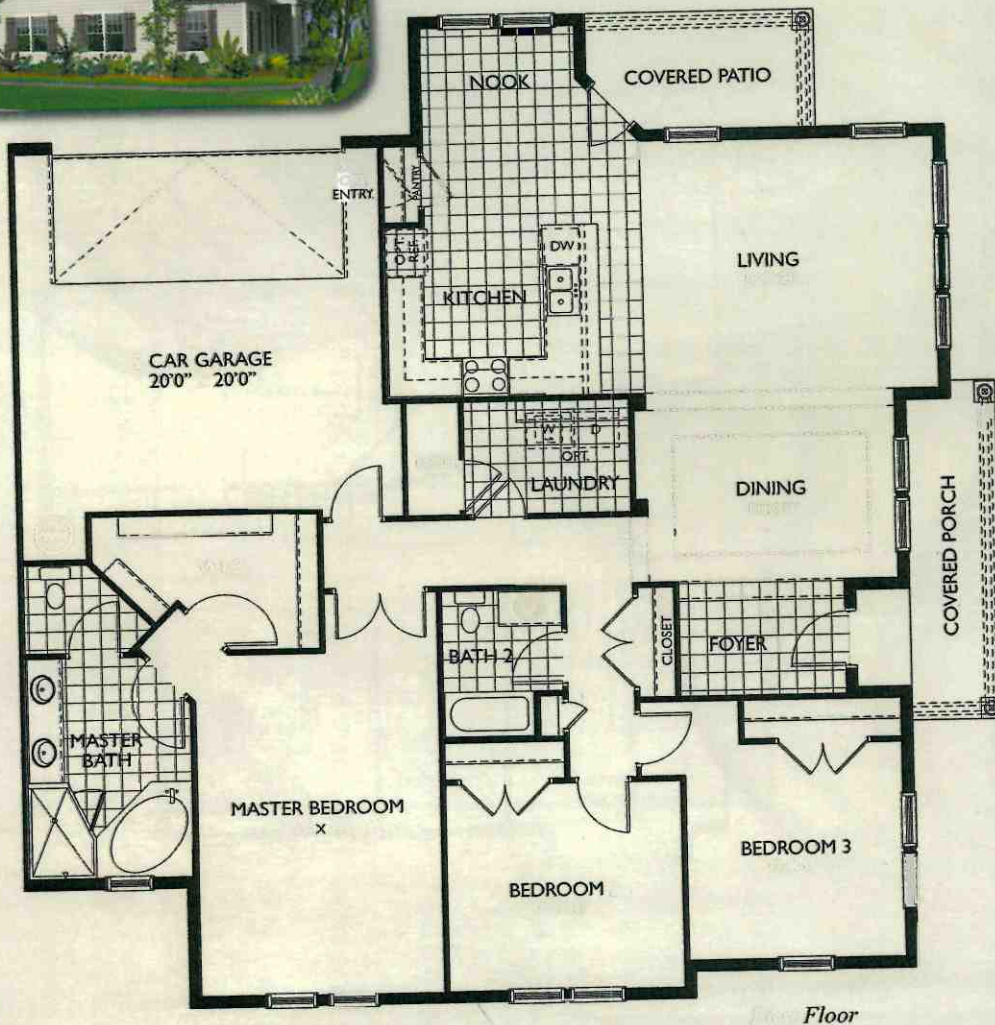
The ones in Pompano Pointe

28



Bed

Gar



See how the Utrig contains optional features, including structural options included in the

APPENDIX 1 - HOUSE SALES

PRICING



SINGLE FAMILY HOMES 40' HOMESITES

FLOORPLAN	BEDS	BATHS	GARAGE	SQ. FT.	PRICE
MENDOZA	3	2	2	1,512	\$245,990
SEVILLE	3	2	2	1,950	\$272,990
SORRENTO	4	2.5	2	2,078	\$287,990
MONTANE	4	3	2	2,244	\$301,990
CARNAVAL	4	3	2	2,398	\$304,990
BARCELONA	4	3	2	2,413	\$305,990

SINGLE FAMILY HOMES 50' HOMESITES

FLOORPLAN	BEDS	BATHS	GARAGE	SQ.FT.	PRICE
MARGATE II	3	2	2	1,966	\$293,990
HAMPTON	4	3	2	2,375	\$317,990
SEBRING	4	2.5	3	2,410	\$324,990
LARGO	4	3.5	2	2,922	\$349,990
SANIBEL	4	3.5	2	3,042	\$355,990
VENICE	4	3.5	2	3,145	\$362,990

\$5,000 VIP Savings Reflected in Above Pricing. Only Valid for VIP Participants with Lot Reservation on February 19, 2020 and under contract by February 29, 2020

ParkSquareHomes.com



Pricing subject to change. This information is based on current development plans which are subject to change without notice.
CRC 1330351 & CGC 1520474



Address: **214 ABERDEEN POND DR, APOLLO BEACH, FL 33572**
 Subdivision: **MIRABAY PRCL 5B** Tax ID: [U-29-31-19-76J-000065-00005.0](#)
 Status: **Active** MLS #: **T3242929** Year Built: **2005**
 County: **Hillsborough** List Price: **\$275,000** ADOM: **51**
 Beds/Baths: **3/2/1** SqFt Ht: **2,450** CDOM: **51**
 Total Acreage: **Up to 10,889 Sq. Ft.** SF Source: **Public Records** LP/SqFt: **\$112.24**
 Pool: **Community** Garage: **Yes** Attch: **Yes** Spcs: **2** Carport: **No** Spcs:
 Gar/Parking: **Garage Door Opener, Garage Faces Rear** Taxes: **\$1,834**
 Water Access: No Water Front: No
 Water Name: Water View: No
 Water Ft: **0** Water Extras: No



Address: **5518 LUMINAR POINTE LN, APOLLO BEACH, FL 33572**
 Subdivision: **MIRABAY TOWNHOMES AT COMPASS POINTE LOT 2 BLOCK 20** Tax ID: [U-29-31-19-926-000201-00002.0](#)
 Status: **Active** MLS #: **T3233289** Year Built: **2007**
 County: **Hillsborough** List Price: **\$279,900** ADOM: **105**
 Beds/Baths: **4/2/1** SqFt Ht: **2,623** CDOM: **105**
 Total Acreage: **Up to 10,889 Sq. Ft.** SF Source: **Public Records** LP/SqFt: **\$106.71**
 Pool: **Community** Garage: **Yes** Attch: **Yes** Spcs: **2** Carport: **No** Spcs:
 Gar/Parking: **Driveway, Garage Door Opener, Ground Level, Guest Parking, On Street Parking** Taxes: **\$5,120**
 Water Access: No Water Front: No
 Water Name: Water View: No
 Water Ft: **0** Water Extras: No



Address: **107 ABERDEEN POND DR, APOLLO BEACH, FL 33572**
 Subdivision: **MIRABAY PARCEL 5B** Tax ID: [U-29-31-19-76J-000071-00002.0](#)
 Status: **Active** MLS #: **T3212492** Year Built: **2005**
 County: **Hillsborough** List Price: **\$279,900** ADOM: **217**
 Beds/Baths: **3/2/1** SqFt Ht: **2,650** CDOM: **217**
 Total Acreage: **Up to 10,889 Sq. Ft.** SF Source: **Public Records** LP/SqFt: **\$105.62**
 Pool: **Community** Garage: **Yes** Attch: **Yes** Spcs: **2** Carport: **No** Spcs:
 Gar/Parking: **Garage Door Opener, Garage Faces Rear, Garage Faces Side** Taxes: **\$5,583**
 Water Access: No Water Front: No
 Water Name: Water View: No
 Water Ft: **0** Water Extras: No







Address: **112 ABERDEEN POND DR, APOLLO BEACH, FL 33572**
 Subdivision: **MIRABAY PRCL 5B** Tax ID: [U-29-31-19-76J-000067-00004.0](#)
 Status: **Active** MLS #: **T3198135** Year Built: **2005**
 County: **Hillsborough** List Price: **\$284,900** ADOM: **307**
 Beds/Baths: **3/2/1** SqFt Ht: **2,612** CDOM: **307**
 Total Acreage: **Up to 10,889 Sq. Ft.** SF Source: **Public Records** LP/SqFt: **\$109.07**
 Pool: **Community** Garage: **Yes** Attch: **Yes** Spcs: **2** Carport: **No** Spcs:
 Gar/Parking: **Alley Access, Garage Door Opener, Garage Faces Rear, Guest Parking** Taxes: **\$5,806**
 Water Access: No Water Front: No
 Water Name: Water View: No
 Water Ft: **0** Water Extras: **Yes-Fishing Pier, Riprap, Sailboat Water**


7/16/2020

Email from May 26 2020 - Matrix Portal







6301 CAMINO DR, APOLLO BEACH, FL 33572
 Address: **WATERSET** Tax ID: **U-22-31-19-B40-00125C-00006.0**
 Subdivision: **Pending** MLS #: **05824560** Year Built: **2019**
 Status: **Hillsborough** List Price: **\$262,490** ADOM: **92**
 County: **Hillsborough** SqFt Ht: **1,914** CDOM: **92**
 Beds/Baths: **4/3/1** SF Source: **Builder** LP/SqFt: **\$137.14**
 Total Acreage: **Up to 10,889 Sq. Ft.** Garage: **Yes** Attch: **No** Spcs: **2** Carport: **No** Spcs:
 Pool: **Community** Water Front: **No** Taxes: **\$2,128**
 Gar/Parking: **Garage Door Opener, Guest Parking** Water View: **No**
 Water Access: **No** Water Extras: **No**
 Water Name: **0**
 Water Ft: **0**




214 SUMMERSIDE CT, APOLLO BEACH, FL 33572
 Address: **MIRABAY PRCL 7 PH 3** Tax ID: **U-28-31-19-99K-000044-00008.0**
 Subdivision: **Sold** MLS #: **U8082426** Year Built: **2008**
 Status: **Hillsborough** List Price: **\$249,000** ADOM: **12**
 County: **Hillsborough** SqFt Ht: **1,546** CDOM: **12**
 Beds/Baths: **2/2/0** SF Source: **Public Records** LP/SqFt: **\$161.06**
 Total Acreage: **Up to 10,889 Sq. Ft.** Garage: **Yes** Attch: **Yes** Spcs: **2** Carport: **No** Spcs:
 Pool: **Community** Water Front: **No** Taxes: **\$6,035**
 Gar/Parking: **Driveway** Water View: **No**
 Water Access: **No** Water Extras: **No**
 Water Name: **0**
 Water Ft: **0** Sold Price: **\$245,500.00** Sold Date: **06/15/2020** SP/SqFt: **\$158.80**
 Sold Price: **\$245,500.00**



Address: **202 SUMMERSIDE CT, APOLLO BEACH, FL 33572**
 Subdivision: **MIRABAY PRCL 7 PH 1A** Tax ID: **U-28-31-19-701-000045-00004.0**
 Status: **Active** MLS #: **T3231050** Year Built: **2005**
 County: **Hillsborough** List Price: **\$269,900** ADOM: **127**
 Beds/Baths: **3/2/0** SqFt Ht: **1,750** CDOM: **127**
 Total Acreage: **Up to 10,889 Sq. Ft.** SF Source: **Public Records** LP/SqFt: **\$154.23**
 Pool: Community Garage: **Yes** Attch: **Yes** Spcs: **2** Carport: **No** Spcs:
 Gar/Parking: **Driveway, Garage Door Opener, Garage Faces Rear, Guest** Taxes: **\$6,155**
Parking, Off Street Parking
 Water Access: No Water Front: No
 Water Name: Water View: No
 Water Ft: **0** Water Extras: No



Address: **5612 GOLDEN ISLES DR, APOLLO BEACH, FL 33572**
 Subdivision: **MIRABAY PRCL 7 PH 1** Tax ID: **U-28-31-19-68H-000063-00005.0**
 Status: **Temporarily Off-Market** MLS #: **T3239812** Year Built: **2004**
 County: **Hillsborough** List Price: **\$275,000** ADOM: **38**
 Beds/Baths: **3/2/0** SqFt Ht: **1,750** CDOM: **38**
 Total Acreage: **Up to 10,889 Sq. Ft.** SF Source: **Public Records** LP/SqFt: **\$157.14**
 Pool: Community Garage: **Yes** Attch: **Yes** Spcs: **2** Carport: **No** Spcs:
 Gar/Parking: Taxes: **\$6,159**
 Water Access: Yes-Lagoon/Estuary, Limited A Water Front: No
 Water Name: Water View: Yes-Pond
 Water Ft: **0** Water Extras: No



Address: **203 OCEANIA CT, APOLLO BEACH, FL 33572**
 Subdivision: **MIRABAY PRCL 7 PH 1** Tax ID: **U-28-31-19-68H-000048-00003.0**
 Status: **Sold** MLS #: **T3202737** Year Built: **2005**
 County: **Hillsborough** List Price: **\$242,500** ADOM: **96**
 Beds/Baths: **3/2/0** SqFt Ht: **1,750** CDOM: **96**
 Total Acreage: **Up to 10,889 Sq. Ft.** SF Source: **Public Records** LP/SqFt: **\$138.57**
 Pool: Community Garage: **Yes** Attch: **Yes** Spcs: **2** Carport: **No** Spcs:
 Gar/Parking: **Alley Access, Driveway, Garage Faces Rear** Taxes: **\$5,191**
 Water Access: No Water Front: No
 Water Name: Water View: No
 Water Ft: **0** Water Extras: No
 Sold Price: **\$238,000.00** Sold Date: **02/19/2020** SP/SqFt: **\$136.00**



Address: **5610 GOLDEN ISLES DR, APOLLO BEACH, FL 33572**
 Subdivision: **MIRABAY PRCL 7 PH 1** Tax ID: **0541911120**
 Status: **Sold** MLS #: **T3206512** Year Built: **2004**
 County: **Hillsborough** List Price: **\$250,000** ADOM: **47**
 Beds/Baths: **2/2/0** SqFt Ht: **1,750** CDOM: **47**
 Total Acreage: **Up to 10,889 Sq. Ft.** SF Source: **Public Records** LP/SqFt: **\$142.86**
 Pool: Community Garage: **Yes** Attch: **Yes** Spcs: **2** Carport: **No** Spcs:
 Gar/Parking: **Driveway, Garage Faces Rear** Taxes: **\$4,763**
 Water Access: No Water Front: No
 Water Name: Water View: Yes-Pond
 Water Ft: **0** Water Extras: No
 Sold Price: **\$245,000.00** Sold Date: **01/28/2020** SP/SqFt: **\$140.00**

7/16/2020

Email from May 26 2020 - Matrix Portal



5316 GOLDEN ISLES DR, APOLLO BEACH, FL 33572
 Address: **MIRABAY SEACREST VILLAS** Tax ID: **U-28-31-19-76K-000052-00005.0**
 Status: **Sold** MLS #: **T3199822** Year Built: **2006**
 County: **Hillsborough** List Price: **\$249,000** ADOM: **73**
 Beds/Baths: **3/2/0** SqFt Ht: **1,960** CDOM: **73**
 Total Acreage: **Up to 10,889 Sq. Ft.** SF Source: **Public Records** LP/SqFt: **\$127.04**
 Pool: **Community** Garage: **Yes** Atch: **Yes** Spcs: **2** Carport: **No** Spcs:
 Gar/Parking: **Garage Door Opener, Guest Parking, Open Parking** Taxes: **\$6,579**
 Water Access: **No** Water Front: **No**
 Water Name: **No** Water View: **No**
 Water Ft: **0** Water Extras: **No**
 Sold Price: **\$245,000.00** Sold Date: **01/06/2020** SP/SqFt: **\$125.00**



205 BREAKERS LN, APOLLO BEACH, FL 33572
 Address: **MIRABAY PRCL 7 PH 2** Tax ID: **U-28-31-19-76K-000050-00002.0**
 Status: **Sold** MLS #: **T3215438** Year Built: **2005**
 County: **Hillsborough** List Price: **\$259,000** ADOM: **25**
 Beds/Baths: **3/2/0** SqFt Ht: **1,750** CDOM: **25**
 Total Acreage: **Up to 10,889 Sq. Ft.** SF Source: **Public Records** LP/SqFt: **\$148.00**
 Pool: **Community** Garage: **Yes** Atch: **Yes** Spcs: **2** Carport: **No** Spcs:
 Gar/Parking: **Driveway, Garage Door Opener, Guest Parking** Taxes: **\$5,689**
 Water Access: **No** Water Front: **No**
 Water Name: **No** Water View: **No**
 Water Ft: **0** Water Extras: **No**
 Sold Price: **\$247,000.00** Sold Date: **02/24/2020** SP/SqFt: **\$141.14**



5710 TIDES PL, APOLLO BEACH, FL 33572
 Address: **MIRABAY PRCL 7 PH 2** Tax ID: **U-29-31-19-76K-000056-00004.0**
 Status: **Sold** MLS #: **T3225097** Year Built: **2006**
 County: **Hillsborough** List Price: **\$289,000** ADOM: **5**
 Beds/Baths: **3/2/0** SqFt Ht: **1,750** CDOM: **5**
 Total Acreage: **Up to 10,889 Sq. Ft.** SF Source: **Public Records** LP/SqFt: **\$165.14**
 Pool: **Community** Garage: **Yes** Atch: **Yes** Spcs: **2** Carport: **No** Spcs:
 Gar/Parking: **Garage Door Opener** Taxes: **\$5,437**
 Water Access: **No** Water Front: **No**
 Water Name: **Yes-Canal** Water View: **Yes-Canal**
 Water Ft: **42** Water Extras: **No**
 Sold Price: **\$289,000.00** Sold Date: **03/30/2020** SP/SqFt: **\$165.14**



5714 TIDES PL, APOLLO BEACH, FL 33572
 Address: **MIRABAY PRCL 7 PH 2** Tax ID: **U-29-31-19-76K-000056-00002.0**
 Status: **Sold** MLS #: **T3227448** Year Built: **2006**
 County: **Hillsborough** List Price: **\$294,500** ADOM: **7**
 Beds/Baths: **3/2/0** SqFt Ht: **1,960** CDOM: **7**
 Total Acreage: **Up to 10,889 Sq. Ft.** SF Source: **Public Records** LP/SqFt: **\$150.26**
 Pool: **Community** Garage: **Yes** Atch: **Yes** Spcs: **2** Carport: **No** Spcs:
 Gar/Parking: **Garage Faces Rear, Guest Parking** Taxes: **\$5,428**
 Water Access: **No** Water Front: **Yes-Canal - Brackish**
 Water Name: **Yes-Canal** Water View: **Yes-Canal**
 Water Ft: **40** Water Extras: **No**
 Sold Price: **\$294,500.00** Sold Date: **04/15/2020** SP/SqFt: **\$150.26**



THANK YOU

Images

https://cazestates-my.sharepoint.com/:f:/g/person/czavos_optimusalliance_com/EvphmONoLaNKpMjUBnMrJ0IBvU2K6mkDi6enW8oav70j7A?e=uClZtR

Videos

https://cazestates-my.sharepoint.com/:f:/g/person/czavos_optimusalliance_com/EsM6_tTRdwdPsrGJLheqChcBHags_4Nnn6JDvkflsfmrOQ?e=xvxHcl

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