

Rents, Sales prices, NOI and cap rates

Market Rate Housing Rents and Sales Prices			Office	Rent per SF(NNN)	Exit Assumptions
Studio	Effective Rents/Month	Sale Prices/Unit	Class A Office	\$45.7	Cap Rate
Average Size in SF	474	474	Affordable Units		Affordable Rental 4.75%
Rent or Price PSF	\$3.95	\$584	Average Rents/month	\$1.64	Market Rate Rental 4.75%
1BR			Average Size	795	Office 4.75%
Average Size in SF	736	736	Retail	Rent per SF(NNN)	Retail 4.75%
Rent or Price PSF	\$3.18	\$630	Anchor/non anchor weighted av	\$33.88	Parking 4.75%
2BR					Sale Costs 2.00%
Average Size in SF	1,120	1,120	NOI Calculation		
Rent or Price PSF	\$3.70	\$890	Additional Mixed use revenues after parking	7.0% of gross revenue	Leverage Assumptions
3BR			Mixed Use Expense Estimate	30.0% of gross revenue	Debt percentage
Average Size in SF	1,302	1,302			Residential mixed use 60%
Rent or Price PSF	\$3.51	\$1,208			High Rise Residential 60%

Parking Mix	
Parking Ratio Requirements	
Residential	.25 space per unit
Retail/Office	.25 space per 1,000 sf
Underground, Structure and Surface	
SF per space(including circulation)	400
\$/space	
Below grade Parking	\$35,000.00
Above Grade Parking (structured)	\$103,000.00
Residential Parking Income per month	\$300.00

Project Cost Estimating parameters	
Type	Basis
Construction	\$385 per SF net lease or sale
Renovation	\$89 per SF net lease or sale
Renovation	\$106 per SF net lease or sale
Parking Costs	See Parking Mix table
Hard Cost Contingency	10% of GMP costs

Municipal Fees and Allowances	Seattle Fee Estimator
Share of Infrastructure	Estimated allocation from FPC
Legal	.7% of Total Project Cost
Land Closing Costs/commission	Estimate
Design	4.9% of total hard costs
Developer Fee	3% of Project Budget
Construction Management Fee	2.5% of total hard costs
Taxes during construction	Estimate
Insurance	\$6,000 per unit
Marketing, FFE and Preleasing	Estimate
Operating Deficit	6 Months of OPEX
Commercial Tenant Improvement	\$50 per sf of retail
Retail and office brokerage	7% on 10 year term
Construction Loan Origination	1.50% of loan amount
Construction Interest	9% of loan amount

Reno/adaptive re-use design 6.13% of total hard costs

Office	60%
Retail	60%

Affordable Rents--by income and family size				
Household size	1	2	3	4
2023 Median Income	\$79,600	\$90,970	\$102,340	\$113,710
Low Income: 50% of median	\$39,800	\$45,485	\$51,170	\$56,855
30% spent on Housing	\$11,940	\$13,646	\$15,351	\$17,057
less Utility Allowance	\$23,880	\$27,291	\$30,702	\$34,113
Remainder for Rent	(\$11,940)	(\$13,646)	(\$15,351)	(\$17,057)
Monthly	(\$995)	(\$1,137)	(\$1,279)	(\$1,421)
Low Income: 70% of median	\$55,720	\$63,679	\$71,638	\$79,597
30% spent on Housing	\$16,716	\$19,104	\$21,491	\$23,879
less Utility Allowance	\$1,728	\$2,112	\$2,496	\$2,892
Remainder for Rent	\$14,988	\$16,992	\$18,995	\$20,987
Monthly	\$1,249	\$1,416	\$1,583	\$1,749
Moderate Income: 110% of median	\$87,560	\$100,067	\$112,574	\$125,081
35% spent on Housing	\$30,646	\$35,023	\$39,401	\$43,778
less Utility Allowance	\$1,728	\$2,112	\$2,496	\$2,892
Remainder for Mortgage	\$28,918	\$32,911	\$36,905	\$40,886
Monthly	\$2,410	\$2,743	\$3,075	\$3,407

Affordable Purchase Prices by income and family size				
Household size	1	2	3	4
2023 Median Income	\$79,600	\$90,970	\$102,340	\$113,710
Moderate Income: 70% of median	\$55,720	\$63,679	\$71,638	\$79,597
35% spent on Housing	\$19,502	\$22,288	\$25,073	\$27,859
less Utility Allowance	(\$2,400)	(\$2,400)	(\$2,400)	(\$2,400)
less Property Insurance	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)
less Property Taxes @ 1.4%	(\$5,950)	(\$5,950)	(\$5,950)	(\$5,950)
Remainder for Mortgage	\$10,152	\$12,938	\$15,723	\$18,509
Net Affordable Mortgage at 4%	\$175,549	\$223,718	\$271,888	\$320,057
plus Down Payment of 3%	\$5,429	\$6,919	\$8,409	\$9,899
TOTAL AFFORDABLE PRICE	\$180,978	\$230,637	\$280,297	\$329,956
Moderate Income: 100% of median	\$79,600	\$90,970	\$102,340	\$113,710
35% spent on Housing	\$27,860	\$31,840	\$35,819	\$39,799
less Utility Allowance	(\$2,400)	(\$2,400)	(\$2,400)	(\$2,400)
less Property Insurance	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)
less Property Taxes @ 1.4%	(\$5,950)	(\$5,950)	(\$5,950)	(\$5,950)
Remainder for Mortgage	\$18,510	\$22,490	\$26,469	\$30,449
Net Affordable Mortgage at 4%	\$320,076	\$388,889	\$457,703	\$526,516
plus Down Payment of 3%	\$9,899	\$12,028	\$14,156	\$16,284
TOTAL AFFORDABLE PRICE	\$329,975	\$400,917	\$471,859	\$542,800
Moderate Income: 120% of median	\$95,520	\$109,164	\$122,808	\$136,452
35% spent on Housing	\$33,432	\$38,207	\$42,983	\$47,758
less Utility Allowance	(\$2,400)	(\$2,400)	(\$2,400)	(\$2,400)
less Property Insurance	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)
less Property Taxes @ 1.4%	(\$5,950)	(\$5,950)	(\$5,950)	(\$5,950)
Remainder for Mortgage	\$24,082	\$28,857	\$33,633	\$38,408
Net Affordable Mortgage at 4%	\$416,427	\$499,003	\$581,579	\$664,156
plus Down Payment of 3%	\$12,879	\$15,433	\$17,987	\$20,541
TOTAL AFFORDABLE PRICE	\$429,306	\$514,436	\$599,566	\$684,697

Development Program														
Phasing	Development Component	Location of Development Component	Area in SF	Type of Development	Residential Units	Affordable Residential Units	Commercial SF	Building Height	Value	Total Project Costs	Equity	Debt	GAP	Leveraged IRR
Phase 01	The Byte	Parcel 01	915,695	RES-Market-MU-Retail-AFF-R&D-Co-living-Offices	314 Units	79 Units	Commercial 487,500 SF	36 stories	\$453,826,026	\$371,587,414	\$148,634,966	\$222,952,449	(\$22,490,000)	13%
	Chinook	Parcel 05	433,037	RES-Market-MU- Retail-AFF-community(Lib-tech centres)	87 Units	87 Units	Commercial 290,675 SF	34 stories	\$230,757,678	\$181,005,049	\$72,402,019	\$108,603,029	(\$3,499,000)	14%
	Yesler Building	Parcel 08	143,450	RES-Market-MU- Retail-AFF-community(Lib-tech centres)	76 Units	55 Units	Commercial 54,152 SF	13 stories	\$62,098,764	\$53,582,898	\$21,433,159	\$32,149,739	(\$5,815,000)	12%
	Goat Hill Garage	Parcel 07	27,990	RES-Market-MU- Retail-AFF-community(Lib-tech centres)	-	1402906 Units	Commercial 22,392 SF	6 stories	\$17,208,370	\$10,214,814	\$4,085,926	\$6,128,889	\$3,022,000	40%
Phase 02	Pulse Tech	Parcel 04&10	442,680	RES-Market-MU- Retail-AFF-community(Lib-tech centres)	288 Units	65 Units	Commercial 139,356 SF	34 stories	\$223,660,864	\$200,934,881	\$80,373,953	\$120,560,929	(\$28,888,000)	9%
	Quantum Court	Parcel 02	854,740	RES-Market-MU- Retail-AFF-community(Lib-tech centres)	313 Units	147 Units	Commercial 444,764 SF	48 stories	\$348,958,712	\$335,492,794	\$134,197,118	\$201,295,676	(\$67,063,000)	14%
	Rainier Heights	Parcel 03	860,200	RES-Market-MU-Retail-AFF-R&D-Co-living-Offices-Res-for-Sale-Light Industrial(Biotechnology-Life Sciences)	410 Units	297 Units	Commercial 451,105 SF	62 stories	\$483,210,220	\$441,463,541	\$176,585,416	\$264,878,125	(\$69,763,000)	13%
	Crest Hill	Parcel 06	778,710	RES-Market-MU-Retail-AFF-R&D-Co-living-Offices-Res-for-Sale-Light Industrial(Biotechnology-Life	408 Units	295 Units	Commercial 367,681 SF	40 stories	\$483,210,220	\$441,463,541	\$176,585,416	\$264,878,125	(\$13,378,000)	13%
Phase 03	Emerald City Park	City Hall Park	22,000	RES-Market-MU- Retail-AFF-community(Lib-tech centres)	None	None								
	Harbor Way	Bridge	24,700		None	None								
	Freeway Connect	Bridge	24,700		None	None								
	TOTALS		4,527,902		1,896 Units		2,257,625 SF		\$2,302,930,854	\$2,035,744,932	\$814,297,973	\$1,221,446,959	(\$207,874,000)	14.31%

Infrastructure Allocation											
	Item	Total Cost	Parcel 01	Parcel 05	Parcel 08	Parcel 07	Parcel 04&10	Parcel 02	Parcel 03	Parcel 06	
	City Hall Park	\$6,000,000	\$1,477,371	\$774,772	\$207,511	\$57,899	\$752,526	\$1,174,101	\$1,625,801	\$1,389,056	
	Harbor Way	\$12,350,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
	Freeway Connect	\$12,350,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
	TOTAL	\$30,700,000	\$1,477,371	\$774,772	\$207,511		\$752,526	\$1,174,101	\$1,625,801	\$1,389,056	\$0
Schedule											
Phase	Development Component	Pre-Development	Demolition	Construction	Close-out						
Phase 01	The Byte	01/1/25 to 12/31/26	None	1/1/27 to 12/31/28	1/1/29 to 6/30/29						
	Chinook	01/1/25 to 12/31/26	None	1/1/27 to 12/31/28	1/1/29 to 6/30/29						
	Yesler Building	01/1/25 to 12/31/26	None	1/1/27 to 12/31/28	1/1/29 to 6/30/29						
	Goat Hill Garage	01/1/25 to 12/31/26	None	1/1/27 to 6/31/27	1/1/29 to 6/30/29						
Crest Hill	Pulse Tech	10/31/27 to 6/1/28	6/2/28 to 12/31/28	1/1/29 to 12/31/31	1/1/31 to 6/31/32						
	Quantum Court	10/31/27 to 6/1/28	6/2/28 to 12/31/28	1/1/29 to 12/31/31	1/1/31 to 6/31/32						
	Rainier Heights	10/31/27 to 6/1/28	6/2/28 to 12/30/28	1/1/29 to 12/31/31	1/1/31 to 6/31/32						
	Crest Hill	10/31/27 to 6/1/28	None	6/2/28 to 12/31/29	1/1/30 to 6/31/30						
Phase 03	City Hall Park	7/1/33 to 3/31/34	None	4/1/34 to 12/31/35	1/1/36 to 6/1/2036						
	Harbor Way	7/1/33 to 3/31/34	None	4/1/34 to 12/31/35	1/1/36 to 6/1/2036						
	Harbor Way	7/1/33 to 3/31/34	None	4/1/34 to 12/31/35	1/1/36 to 6/1/2036						