

Rents, Sales prices, NOI and cap rates				
Market Rate Housing Rents and Sales Prices		Office	Rent per SF(NNN)	Exit Assumptions
Studio	Rents/Month	Sale Prices/SF	Class A Office	Cap Rate
Average Size in SF	500	500	\$39	Affordable Rental 4.75%
Rent or Price PSF	\$3.20	\$700	Ground Floor office & retail	Market Rate Rental 4.10%
1BR			Nonprofit Office	Office 6.10%
Average Size in SF	700	680	Artists Studios	Retail 5.80%
Rent or Price PSF	\$3.14	\$710	Retail	Parking 5.50%
2BR			Ground floor retail	Sale Costs 2.00%
Average Size in SF	1,000	1,100	Traditional retail	
Rent or Price PSF	\$3.50			
		\$720		
3BR				
Average Size in SF	1,800	1,700	NOI Calculation	Leverage Assumptions
Rent or Price PSF	\$3.44	\$750	Additional Mixed use revenues after parking	Debt percentage
			7.0% of gross revenue	Residential mixed use 60%
			Suburban retail office	High Rise Residential 60%
			3.5% of gross revenue	Office 60%
			Mixed Use Expense Estimate	Retail 60%
			30.0% of gross revenue	

Parking Mix	
Parking Ratio Requirements	
Residential	1 space per unit
Retail/Office	1 space per 1,000 sf
Underground, Structure and Surface	
SF per space(including circulation)	350
\$/space	
Structured Parking	\$45,000.00
Surface Parking	\$10,000.00
Lifts	
SF per space(including circulation)	150
\$/space	\$12,500.00
Monthly Rent / Space	
Unbundled rent/space	\$250
Public garage	\$250

Project Cost Estimating parameters	
Type	Basis
Type V Hard Costs for Construction	\$300 per SF net lease or sale
Type III Hard Costs for Construction	\$375 per SF net lease or sale
Type I Hard Costs for Construction	\$450 per SF net leaseable
Parking Costs	See Parking Mix table
Hard Cost Contingency	5% of GMP costs
Renovation Hard Costs for Construction	\$300 per SF net lease or sale
Municipal Fees and Allowances	What does the jurisdiction charge?
Share of Infrastructure	Estimated allocation from FPC
Legal	Estimate
Land Closing Costs/commissions	Estimate
Design	4% of total hard costs
Developer Fee	3% of Project Budget
Construction Management Fee	2% 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 Improvements	\$40 per SF of retail
Retail and office brokerage	6% on a five year term
Construction Loan Origination	1.50% of loan amount
Construction Interest	7% of loan amount
Demolition Up to 3 stories	\$250,000 flat cost
Demolition 3 to 9 stories	\$500,000 flat cost
Demolition 9 and Up	\$1,000,000 flat cost

LIHTC Affordable Rents--by income and family size					Affordable Purchase Prices by income and family size				
Household size	1	2	3	4	Household size	1	2	3	4
2023 Median Income	\$88,440	\$101,080	\$113,720	\$126,340	2023 Median Income	\$82,040	\$93,760	\$105,480	\$117,200
Low Income: 80% of median	\$70,752	\$80,864	\$90,976	\$101,072	Moderate Income: 80% of median	\$65,632	\$75,008	\$84,384	\$93,760
30% spent on Housing	\$21,226	\$24,259	\$27,293	\$30,322	35% spent on Housing	\$22,971	\$26,253	\$29,534	\$32,816
less Utility Allowance	\$400	\$400	\$400	\$400	less Utility Allowance	(\$1,200)	(\$2,400)	(\$2,400)	(\$2,400)
Remainder for Rent	\$20,826	\$23,859	\$26,893	\$29,922	less Property Insurance	(\$600)	(\$600)	(\$600)	(\$600)
Monthly	\$1,735	\$1,988	\$2,241	\$2,493	less Property Taxes @ 1.4%	(\$2,800)	(\$2,800)	(\$2,800)	(\$2,800)
Low Income: 60% of median	\$53,064	\$60,648	\$68,232	\$75,804	Remainder for Mortgage	\$18,371	\$20,453	\$23,734	\$27,016
30% spent on Housing	\$15,919	\$18,194	\$20,470	\$22,741	Net Affordable Mortgage at 4%	\$317,675	\$353,670	\$410,416	\$467,162
less Utility Allowance	\$400	\$400	\$400	\$400	plus Down Payment of 3%	\$9,825	\$10,938	\$12,693	\$14,448
Remainder for Rent	\$15,519	\$17,794	\$20,070	\$22,341	TOTAL AFFORDABLE PRICE	\$327,500	\$364,609	\$423,109	\$481,610
Monthly	\$1,293	\$1,483	\$1,672	\$1,862	Moderate Income: 100% of median	\$82,040	\$93,760	\$105,480	\$117,200
Low Income: 50% of median	\$44,220	\$50,540	\$56,860	\$63,170	35% spent on Housing	\$28,714	\$32,816	\$36,918	\$41,020
35% spent on Housing	\$15,477	\$17,689	\$19,901	\$22,110	less Utility Allowance	(\$2,400)	(\$2,400)	(\$2,400)	(\$2,400)
less Utility Allowance	\$400	\$400	\$400	\$400	less Property Insurance	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)
Remainder for Mortgage	\$15,077	\$17,289	\$19,501	\$21,710	less Property Taxes @ 1.4%	(\$2,800)	(\$2,800)	(\$2,800)	(\$2,800)
Monthly	\$1,256	\$1,441	\$1,625	\$1,809	Remainder for Mortgage	\$22,514	\$26,616	\$30,718	\$34,820
Extremely Low Income: 30% of median	\$26,532	\$30,324	\$34,116	\$37,902	Net Affordable Mortgage at 4%	\$389,313	\$460,245	\$531,177	\$602,109
30% spent on Housing	\$7,960	\$9,097	\$10,235	\$11,371	plus Down Payment of 3%	\$12,041	\$14,234	\$16,428	\$18,622
less Utility Allowance	\$0	\$0	\$0	\$0	TOTAL AFFORDABLE PRICE	\$401,353	\$474,479	\$547,605	\$620,731
Remainder for Rent	\$7,960	\$9,097	\$10,235	\$11,371	Moderate Income: 120% of median	\$98,448	\$112,512	\$126,576	\$140,640
Monthly	\$663	\$758	\$853	\$948	35% spent on Housing	\$34,457	\$39,379	\$44,302	\$49,224
Low Income: 30% of median	\$26,532	\$30,324	\$34,116	\$37,902	less Utility Allowance	(\$2,400)	(\$2,400)	(\$2,400)	(\$2,400)
30% spent on Housing	\$7,960	\$9,097	\$10,235	\$11,371	less Property Insurance	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)
less Utility Allowance	\$0	\$0	\$0	\$0	less Property Taxes @ 1.4%	(\$2,800)	(\$2,800)	(\$2,800)	(\$2,800)
Remainder for Rent	\$7,960	\$9,097	\$10,235	\$11,371	Remainder for Mortgage	\$28,257	\$33,179	\$38,102	\$43,024
Monthly	\$663	\$758	\$853	\$948	Net Affordable Mortgage at 5%	\$434,376	\$510,046	\$585,715	\$661,384
Low Income: 20% of median	\$17,616	\$20,256	\$22,896	\$25,536	plus Down Payment of 3%	\$13,434	\$15,775	\$18,115	\$20,455
20% spent on Housing	\$5,445	\$6,077	\$6,710	\$7,342	TOTAL AFFORDABLE PRICE	\$447,811	\$525,820	\$603,830	\$681,840
less Utility Allowance	\$0	\$0	\$0	\$0	Moderate Income: 60% of median	\$49,224	\$56,256	\$63,288	\$70,320
Remainder for Rent	\$5,445	\$6,077	\$6,710	\$7,342	35% spent on Housing	\$17,228	\$19,690	\$22,151	\$24,612
Monthly	\$454	\$516	\$578	\$640	less Utility Allowance	(\$2,400)	(\$2,400)	(\$2,400)	(\$2,400)
Low Income: 10% of median	\$8,808	\$10,128	\$11,448	\$12,768	less Property Insurance	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)
10% spent on Housing	\$2,642	\$3,038	\$3,434	\$3,830	less Property Taxes @ 1.4%	(\$2,800)	(\$2,800)	(\$2,800)	(\$2,800)
less Utility Allowance	\$0	\$0	\$0	\$0	Remainder for Mortgage	\$11,028	\$13,490	\$15,951	\$18,412
Remainder for Rent	\$2,642	\$3,038	\$3,434	\$3,830	Net Affordable Mortgage at 5%	\$169,534	\$207,368	\$245,203	\$283,038
Monthly	\$220	\$253	\$286	\$319	plus Down Payment of 3%	\$5,243	\$6,413	\$7,584	\$8,754
Low Income: 5% of median	\$4,404	\$5,064	\$5,724	\$6,384	TOTAL AFFORDABLE PRICE	\$174,777	\$213,782	\$252,786	\$291,791
5% spent on Housing	\$1,321	\$1,519	\$1,717	\$1,915					
less Utility Allowance	\$0	\$0	\$0	\$0					
Remainder for Rent	\$1,321	\$1,519	\$1,717	\$1,915					
Monthly	\$110	\$126	\$141	\$156					

2023 Adjusted HOME Income Limits - Housing Trust Fund				
Seattle-Bellevue, WA HUD M Efficiency	1 Person	2 Person	3 Person	4 Person
30% Limits - Extremely Low Income (ELI)	28,800	32,900	37,000	41,100
50% Limits - Very Low Income (VLI)	47,950	54,800	61,650	68,500
60% Limits -	57,540	65,760	73,980	82,200
80% Limits - Low Income	70,650	80,750	90,850	100,900
Rent Limits				
LOW HOME RENT LIMIT - 50	1198	1,284	1,541	1,781
HIGH HOME RENT LIMIT - 65	1539	1,650	1,982	2,282

2023 National Housing Trust Fund Income Limits				
Seattle-Bellevue, WA HMFA Efficiency	1 Person	2 Person	3 Person	4 Person
30% Limits	32,900	37,000	41,100	44,400
Rent Limits				
30% Rent Limits	720	771	925	1,068

Seattle MFTE - Max Rent Including Basic Utilities				
Household size	1	2	3	4
80%	\$1,892	\$2,271	\$2,623	\$2,926
60%	\$1,541	\$1,850	\$2,137	\$2,383
50%	\$1,284	\$1,541	\$1,781	\$1,987
30%	\$771	\$925	\$1,068	\$1,192

e MFTE program requires 20% or 25% of the apartments in a building participating in MFTE to be afforda

Team #2024-13927

Development Program																				
Development Component	Location of Development Component	Demolition?	Area in SF	Land Cost	Land Use	Total Residential Units	Market Rate Units	Moderate Units	Affordable Units	Total Commercial SF	Value	Total Project Costs	Equity	Debt	Gross GAP	Gap Funding Source	Post GAP Funding	Leveraged IRR		
Phase 1	P1	No	57,120	Ground Lease \$6,000,000 \$5,500,000 \$5,500,000	RES-Market-Sale RES-Market-Rental RES-AFF-MU Hotel	995 Rental Units	366 For Sale Units 85%	67 For Sale Units 15%	410 Rental Units 41%	Community 236,003 SF Flex Office 22,600 SF Healthcare 85,000 SF Retail 136,965 SF	\$1,220,531,493	\$913,665,201	\$355,926,259	\$548,198,767	\$25,205,000	Federal Historic Credit: \$5,689,586 Amazon National Housing Fund: \$3,350,000 Choice Neighborhoods Planning Grants: \$500,000	\$0	27.56%		
	P4		4,260																	
	P5	Yes	28,320																	
	P10		6,600																	
	P9	No	16,266																	
	P9	No (vacant)	6,600																	
	0942001115		6,600																	
	0942001140	Yes	6,600																	
	0942001120		6,600																	
			57,256																	
Phase 2	P6/P7/P9	Yes	54,955	Ground Lease	RES-Market-Rental RES-AFF-MU	421 Student Housing Units	333 For Sale Units 75%	52 For Sale Units 12%	58 For Sale Units 13%	Community 110,000 SF Institutional w/ Flex Office 120,000 SF Healthcare 5,000 SF Retail 23,000 SF	\$1,288,944,199	\$1,029,407,264	\$371,310,524	\$817,644,000	(\$37,912,000)	Amazon National Housing Fund: \$2,900,000 Washington State Department of Ecology Electric Vehicle (EV) Charging Station Grants: \$100,000 TIF Proceeds: \$5,319,383 WA LIHTC Credit: \$32,132,856	\$0	29.65%		
						1153 Rental Units 443 For Sale Units	690 Rental Units 60%													
Phase 3	P9	No	27,477	Ground Lease	RES-Market-Rental RES-AFF-MU	620 Rental Units	200 Senior Housing Units		120 Senior Housing Units 300 Permanent Housing Units	Healthcare 12,500 SF	\$145,453,944	\$189,776,609	\$19,530,892	\$113,866,000	(\$68,565,000)	HUD LIHTC Credit: \$9,900,000 HOME Investment: \$1,267,004 Behavioral Health Facilities Program: \$4,000,000 WA National Housing Fund: \$5,708,333 TIF Proceeds: \$10,316,450 Seattle Levy Fund: \$3,000,000	\$0	8.32%		
TOTALS			272,054			4,065 Units (not including hotel)	200 Total Units	119 Units	420 Total Units	12,500 SF	\$2,654,929,636	\$2,132,849,074	\$746,767,674	\$1,279,708,767	(\$81,272,000)	\$84,183,611	\$	27.76%		

Item	Square Foot	Total Cost	Infrastructure Allocation			Cost per sq ft
			Phase 1	Phase 2	Phase 3	
Stormwater Retention Pond	11,467	\$172,005	\$172,005	\$0	\$0	\$15
Pedestrian Bridge	27,039	\$5,407,800	\$0	\$5,407,800	\$0	\$200
Pedestrian Stairs - Harbor View	16,511	\$925,650	\$0	\$925,650	\$0	\$50
Pedestrian Stairs - Senior	16,108	\$805,400	\$0	\$805,400	\$0	\$50
Landscaping	174,148	\$3,482,960	\$3,482,960	\$0	\$0	\$20
Solar Panels	77,840	\$1,892,000	\$1,297,333	\$1,297,333	\$50	\$25
EV Charging Infrastructure	3,500	\$87,500	\$0	\$87,500	\$0	\$25
EV Charging Stations (per unit)	10	\$50,000	\$0	\$50,000	\$0	\$5,000
TOTAL	328,613	\$14,823,215	\$4,952,298	\$7,788,183	\$2,102,733	

Development Component	Schedule			
	Pre-Development	Demolition	Construction	Close-out
Phase 1	01/1/25 to 12/31/25	1/1/26 to 3/30/26	4/1/26 to 3/30/29	4/1/29 to 10/30/29
Phase 2	01/1/27 to 12/31/27	1/1/28 to 6/30/28	7/1/28 to 6/30/31	7/1/31 to 2/31/32
Phase 3	01/1/27 to 12/31/29	None	1/1/30 to 3/31/33	4/1/33 to 2/31/34

Housing Overall		
Rental	3189	78%
For Sale	876	22%
Total	4065	

ONLY (not including student housing)		
Market Rate	1475	54%
Affordable	1293	46%
Total	2768	

Rental with student housing		
Market Rate	1896	59%
Affordable	1293	41%
Total	3189	

For Sale		
Market Rate	699	80%
Moderate	119	14%
Affordable	58	7%
Total	876	

Financing		
Phase 1	Phase 2	Phase 3
Federal Historic Tax Credit		
Total Development Costs	654,740,687	
Ineligible Items	(86,849,722)	
Project Eligible %	5.06%	
Adjusted Eligible Basis	28,735,283	
Rehabilitation Tax Credit %	20%	
Total Rehabilitation Tax Credit	5,747,057	
Tax Credit Factor	0.99	
Total Equity	5,689,586	
Amazon National Housing Fund		
Grant Per Unit	50000	
Qualified Units	67	
Total Equity	3,360,000	
Choice Neighborhoods Planning Grant		
Comprehensive Neighborhood Plan for designing	500000	
Total Equity	500,000	
WA LITHC Tax Credit		
Allocation Unit Grant	\$27,640	
Total Units	463 Rental Units	
Total Equity	\$12,787,320	
Max Limit per Applic	3,245,743	
Over 10 Year	3245743	
Tax Credit Factor	0.99	
Total Equity	32,132,856	
LITHC Tax Credit		
Total Development Costs	577,947,600	
Ineligible Items	(70,105,347)	
Project Eligible %	81%	
Adjusted Eligible Basis	411,279,990	
Qualified Basis	164,511,996	
Current 9% Rate	8%	
Credit Amount Per Year	13,226,764	
MAX	1,000,000	
Over 10 Years	10,000,000	
Tax Credit Factor	0.99	
Total Equity	9,900,000	
HOME Investment Partnerships Program		
Total Units	120	
Max Limit per Applicant	1267004	
Total Equity	\$1,267,004	
WA National Housing Fund		
Max per Applicant	5708333	
Total Units	300	
Total Grant	\$5,708,333	
Behavioral Health Facilities Program - Intensive Behavioral Health Treatment Facilities		
Eligible Funds	7234546	
Max Grant	\$4,000,000	
Seattle Levy Fund		
Eligible Units	300	
Total Equity	\$3,000,000	
TIF Proceeds		
Total Equity	\$10,316,450	