

MARKET & FINANCIAL STUDY

NYC Mandatory Inclusionary Housing

Market and Financial Study NYC Mandatory Inclusionary Housing

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New York City Housing Development Corporation

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I. Introduction

The residential real estate market in New York City is one of the most expensive in the world. While homeownership and rental demand remain strong in New York City, the supply of new residential units has not kept pace with increasing global demand for New York City real estate. As a result, low-, moderate-, and middle-income households in New York City face steadily increasing rents and unattainable homeownership options. To address housing needs for all residents of the City, the *Housing New York* plan set a goal to build or preserve 200,000 affordable housing units over the next 10 years.

To meet this goal New York City will implement a Mandatory Inclusionary Housing (MIH) policy. In New York City, this approach would institute affordable housing requirements in conjunction with land use actions that promote substantial new housing creation to ensure that new housing serves a more economically-diverse population. An MIH program would require residential developments to include a minimum percentage of units with restricted rents or sale prices that are affordable to low-, moderate-, and/or middle-income households. Many major cities across the US use this tool to produce affordable housing. In New York City, a MIH program will be tailored to the City's economic environment and to the objective of promoting economically diverse neighborhoods.

An important goal of the NYC MIH policy is to support the production of new housing where land use changes promote increased capacity for housing. Therefore, the MIH policy should support the feasibility of both new market-rate and affordable housing development. Thus, it is critical to evaluate the financial feasibility of the MIH policy within the context of a representative range of market and development conditions to ensure that the financial feasibility of new mixed-income projects, and thus new housing production, will be supported.

Study Purpose and Objectives

The purpose of the NYC MIH Market and Financial Study is to evaluate what effects the application of a MIH program, if implemented in conjunction with land use actions to promote increased housing, would have on the financial feasibility of new residential development projects under a range of currently representative market conditions. Although real estate market conditions are dynamic, the relationships between rents/sale prices, development costs, and financial feasibility tend to move in tandem in most market cycles. Therefore, the findings of this report are helpful in describing future economic conditions, even as specific neighborhood market conditions or project dynamics change over time.

The Study has several important objectives, as follows:

1. Test and evaluate a range of MIH program parameters in conjunction with typical floor area ratio (FAR) increases from zoning changes.
 - o The evaluation needs to consider a range of market conditions that affect the economics of new development projects across New York City. This must include areas with relatively modest rents and sale prices in addition to areas with strong demand as reflected by high rents and condominium sale prices.
2. Evaluate a range of affordable housing set-asides and income levels within the same project type and location, but across different tenure assumptions (e.g., rental and ownership) and across different financial assumptions (e.g. presence of subsidy) to support the design of an MIH program.
3. Inform the City's efforts to direct scarce public resources to locations where they are most needed.
4. Complement affordability achieved through other City, State, and Federal programs.

Study Team and Advisors

The Study was conducted by BAE Urban Economics, a national real estate economics consulting firm with expertise in inclusionary housing analysis as well as in a wide range of related market rate and affordable housing feasibility studies.¹ Support to BAE was provided by subconsultants, including BJH Advisors, James Lima Planning + Development, and Mark A. Levine, Esq. of Akerman LLP.

BAE was contracted by the New York City Housing Development Corporation (HDC) to conduct the Study. HDC, the New York City Department of Housing Preservation and Development (HPD) and the New York City Department of City Planning (DCP) provided input through a three-agency collaborative Working Group.

In addition, the Study process included extensive consultation with for-profit and non-profit developers of market-rate and affordable housing, affordable housing advocates, conventional and community development lenders, residential brokers, and appraisers. BAE consulted representatives from more than 50 companies and organizations during the Study process through two stakeholder meetings held in late October 2014 as well as follow-up interviews.

¹ See www.bae1.com for more information.

Purpose of the Report

This report summarizes the methodology, data, analysis, and findings of the MIH Market and Financial Study, including:

- Description of the market and financial study process and methodology.
- Formulation of a framework for categorizing New York City's real estate market and development conditions based on current market rate rents/sale prices ("price signals").
- Formulation of three building prototypes (i.e., low-, medium-, and high-rise buildings) to reflect the development program and development costs.
- Description of research and conclusions regarding assumptions to reflect these market conditions and building types for use in a financial feasibility model.
- Presentation of findings from an extensive analysis of financial feasibility of prototypical projects throughout New York City, including testing representative ranges of FAR increases and a variety of MIH requirements.

Assumptions and Limiting Conditions

The following assumptions and limiting conditions apply to this report:

- BAE Urban Economics and its subconsultants have made every effort to review all data for consistency and veracity. However, the consultants did not independently verify published or proprietary data.
- This report and the associated MIH Market and Financial Study were prepared between October 2014 and January 2015. The data and analysis reflects market conditions and economic relationships as reported, with a reasonable nexus to that period in New York City. While many of the economic variables used will change over time, the relationships that determine financial feasibility tend to move in tandem. This leads to useful conclusions even as specific projects or geographic locations may shift upwards or downwards in their respective market condition.
- Each real estate development project is unique in design, function, target market, cost, and financing structure. This Study and report do not seek to ascertain the feasibility of individual developments, but rather to inform the policy making process for a generally applicable set or regulations.
- This report is limited to an analysis of residential real estate development economics. The affordability requirements, assumptions regarding potential future re-zonings, and approaches to integrating new inclusionary policies within the existing affordable housing policy framework of New York City were provided by City staff.

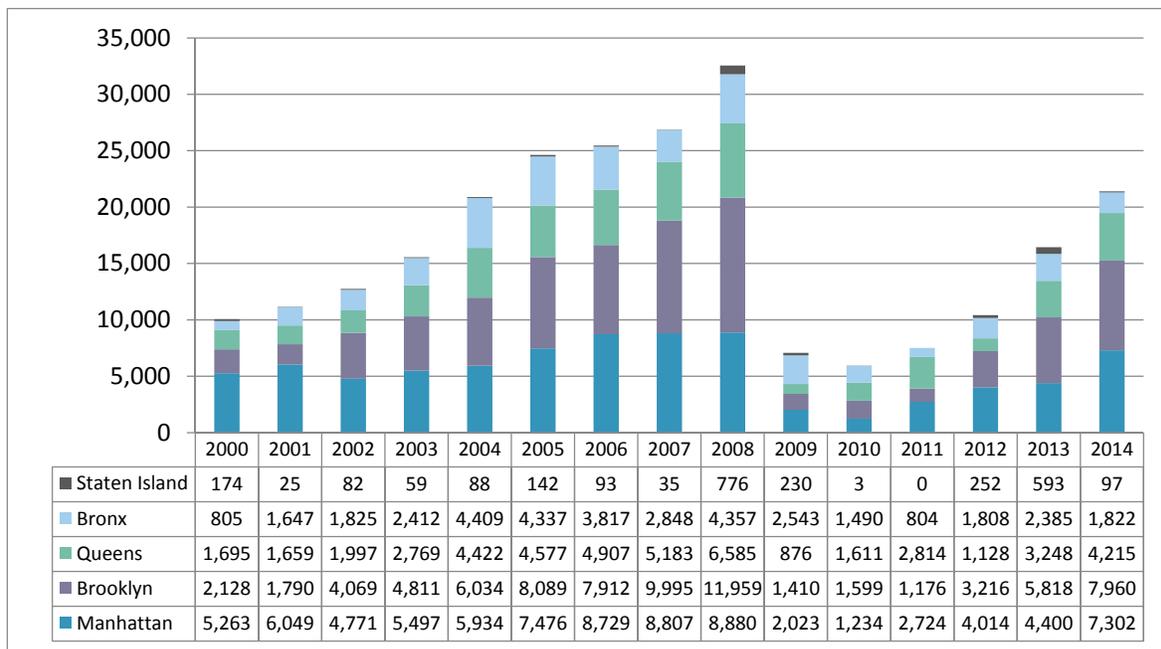
II. Overview of Current Development Trends

The five boroughs of New York City constitute a vast and varied residential real estate market. New multifamily development projects serving market-rate renters and buyers vary widely, from low-rise projects on infill sites in outer areas, to dramatic mid-rise and high-rise projects in dense urban locations. Recent years have also seen the development of ever-more luxurious condominiums serving affluent buyers from the region and around the world. This section summarizes several key trends affecting multifamily development in New York City.

Multifamily Development Trends

Development of new residential units in multifamily buildings² has accelerated in recent years, after experiencing a dramatic slowdown during the economic downturn of 2009. From 2000, new multifamily residential development rose steadily and peaked in 2008, with over 32,500 units permitted (Figure 1). The dramatic drop between 2008 and 2009 marked the housing crisis, with just over 7,000 units permitted that year. Development activity has since risen to over 21,000 permits issued in 2014, signifying market recovery.

Figure 1: Multifamily Permits 2000 – 2014



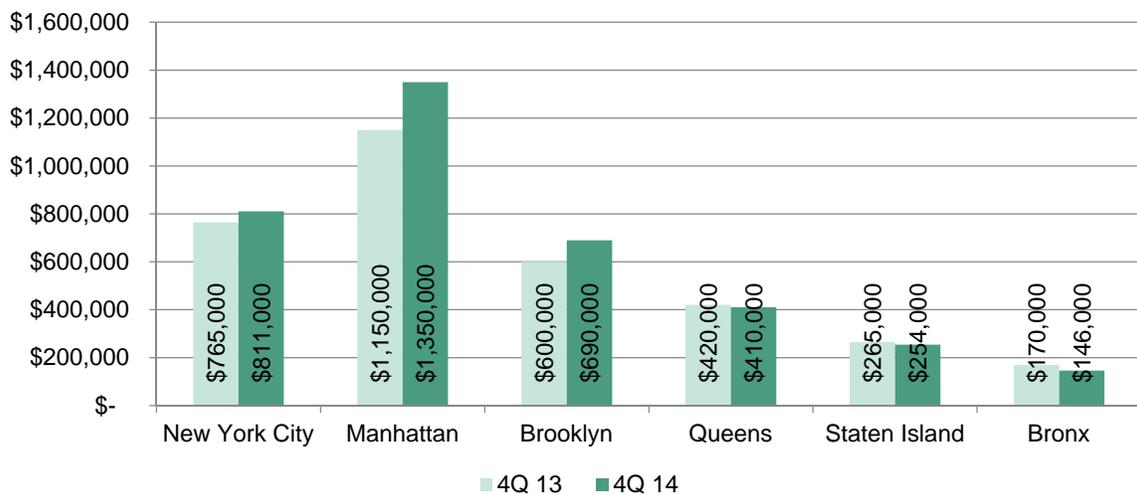
Source: NYC Department of City Planning; BAE, 2015

² Refers to units in buildings with 3 or more units.

Housing Prices and Sales Volume

New York City housing prices, among the most expensive in the US, continue to rise. The median condominium price in New York City rose to \$811,000, an increase of 6.0 percent over Q4 2013, due to a strong increase in sale prices in both Manhattan and Brooklyn (Figure 2); both boroughs experienced double digit growth compared to the prior year. In Manhattan, the median sales price hit \$1.4 M, a 17.4 percent increase from Q4 2013. In Brooklyn, the median sales price reached \$690,000, a 15 percent increase from Q4 2013. In Queens, Staten Island, and the Bronx, median condominium sale prices fell slightly.

Figure 2: Median Sale Price – All Condominiums, Q4 2013 and Q4 2014



Source: *New York City Residential Sales Report Fourth Quarter 2014*, The Real Estate Board of New York

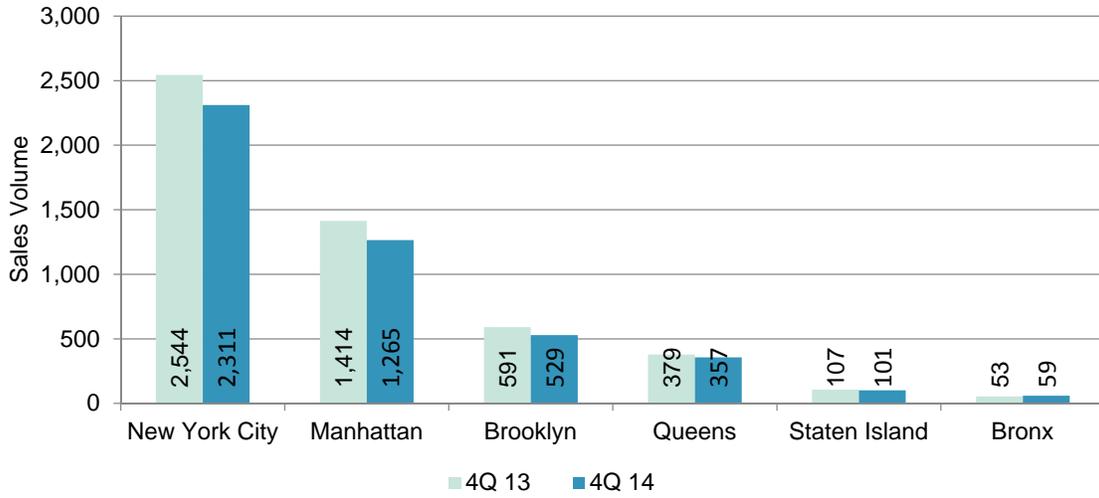
Data from the Corcoran Group demonstrates the effects of luxury condo development on median sales prices. In Q4 2014, the average sale price for new development condominiums was \$3.3 M (\$1,844 per square foot) in Manhattan and \$980,000 (\$812 per square foot) in Brooklyn.³

³ <http://thecorcorangroupmarketreport.tumblr.com/>

Sale Volume

Sale volumes for all condominiums, although strong, declined in Q4 2014. There were 2,311 condominium sales transactions in Q4 2014, a 9.2 percent decrease from Q4 2013. Declines in sale volume were observed in nearly all boroughs. Some analysts report that this trend may reflect a pause by some buyers responding to higher prices.⁴

Figure 3: Sales Volume – All Condominiums, Q4 2013 and Q4 2014



Source: New York City Residential Sales Report Fourth Quarter 2014, The Real Estate Board of New York

Residential Land Prices

In locations around the City, particularly in Manhattan, recent land sales prices are higher than ever. Research for this report focused on land sale transactions during the past 18 months.

Experts consulted for this report, including developers, lenders, brokers, and appraisers cited scarcity of developable sites, the low cost of capital, and strong demand for the finished product as factors contributing to land prices. According to several developers, the ability to develop retail space in strong locations also adds to the price of land, because the relatively high rents for retail uses add to the project's value. Developers of rental projects also note that condo developments ability to pay higher prices for land due to higher residuals exacerbates the trend toward higher land sale prices for scarce sites.

⁴ http://www.crainsnewyork.com/article/20141009/REAL_ESTATE/141009848/pricey-homes-put-off-buyers

City Planning for Future Growth

New York City faces a current and likely a continued shortage of housing. With a total supply of 3.4 million housing units (peak supply in City's history), the residential vacancy rate was just 3.45 percent in 2014, well below the threshold that legally defines a housing emergency (a vacancy rate below 5 percent). This imbalance between supply and demand, with very low vacancy rates, exerts upward pressure on rents and sale prices. Moreover, future population estimates for New York City anticipate continued growth across all income levels, meaning that new housing production serving a diverse population will continue as a critical need. To address these issues, the City is undertaking a series of collaborative neighborhood planning initiatives that would create zoning capacity to support new housing creation, along with supporting infrastructure and services.

Although increased housing production is an important component of a comprehensive solution for the city's affordability crisis, production alone is unlikely to ensure the availability of affordable housing at every income level, in every neighborhood. Therefore, the City is proposing to apply a requirement for affordable housing in new developments where land use actions promote new housing development, to ensure that new housing created within these neighborhoods serves households at a range of incomes, including levels below those that would be served by the market alone. Requirements for units to remain permanently affordable will ensure that these affordable units remain a resource for the community into the future, promoting neighborhood economic diversity even as economic conditions may change.

III. Overview of Methodology

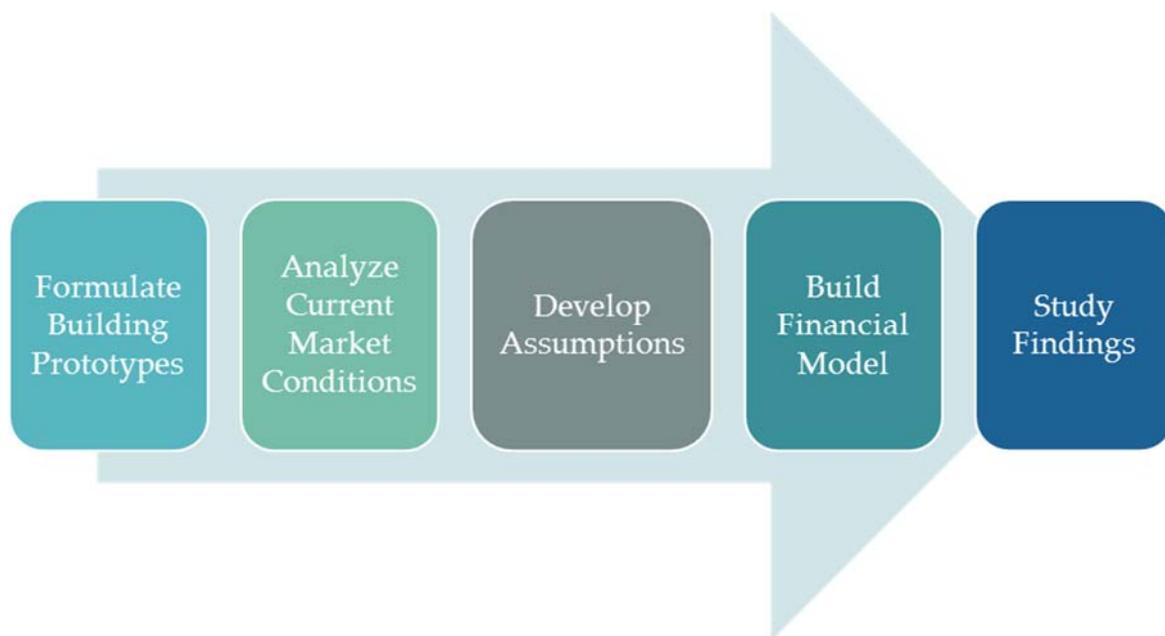
Study Process

The Study process focused on identifying and documenting the economics of residential development across the range of market conditions present in NYC neighborhoods. To achieve this, the process began with formulation of three building prototypes. Then an analysis of current market conditions was undertaken, including recent market-rate rents and condominium sale prices for all units sold in the past 18 months, resulting in the segmentation of NYC neighborhoods into five market condition categories.

BAE developed a dynamic financial feasibility model that incorporates scenarios representing various levels of economic diversity using different blends of market-rate and affordable units by building type, market condition, and various Area Median Incomes (AMIs). Section V: Financial Feasibility provides a detailed discussion of these scenarios.

The graphic below depicts the Study process.

Figure 4: Study Process



Measuring Financial Feasibility

The Study aims to evaluate the impact of a set of affordability requirements at average Area Median Incomes (AMIs) on the feasibility of future new housing development to inform the City's decisions about potential MIH policy. To achieve this, BAE constructed a detailed year-by-year cash flow model illustrating the full life of a new multifamily development project, including pre-development, development, and operations (or sales for condominiums). The model required assumptions about market conditions (translated into rents/sale prices, land costs, building types, construction costs, etc.), to analyze the interplay between these variables and two key public programs that support affordable housing production: "as-of-right" 4-percent federal Low Income Housing Tax Credits ("LIHTC") and the 421-a tax exemption ("421-a Program").

The purpose of the analysis is to evaluate the financial feasibility of development of typical residential building types in different markets, if the City were to adopt various MIH policies in conjunction with land use actions designed to promote housing production.

The Study is not a "value-capture" analysis that aims to calculate the value created by particular zoning actions or the profit generated by particular developments. Also, the Study is not an impact or nexus study that attempts to relate proposed policies to the quantified impacts of development. The model is also not intended to analyze particular proposed developments to size a custom affordability mandate or gauge specific feasibility.

Financial Feasibility Based on Current Market Conditions

The underlying complexity and diversity of New York City means that there are a broad range of market and economic conditions impacting the feasibility of new residential development. BAE's approach was to reflect current market conditions across the City's wide range of neighborhoods, from weaker development markets in outer areas, to the densely zoned and "hot" markets of portions of Manhattan. This methodology led to a framework of five categories of market condition, from Weak to Very Strong. The five-category framework used to characterize the City's real estate market is detailed in the following chapter.

Public Subsidies and Real Estate Taxes

Low Income Housing Tax Credits (LIHTC)

In consultation with City staff, BAE designed the financial feasibility model to include LIHTC, one form of financial subsidy commonly used to support affordable housing production. For the purposes of this analysis, only 4-percent federal LIHTC are assumed. In New York City, 9-percent LIHTC, the more valuable, but limited, of the two LIHTC options are awarded competitively to affordable housing developments that best serve the goals articulated in the City's Qualified Action Plan. In contrast, 4-percent credits are as-of-right to eligible mixed-income residential developments to finance affordable units for households earning up to 60 percent of AMI and are therefore commonly used in mixed income projects. Greater detail on the specific assumptions regarding the application of LIHTC credits is provided in the Model Assumptions section of this report.

421-a Real Estate Tax Exemption Program

To accurately estimate the real estate tax liability for development scenarios, BAE designed the financial feasibility model to include the impacts of the 421-a Program under a variety of circumstances. BAE was directed by City staff to perform the financial feasibility analysis described in this report on the assumption that the 421-a Program, set to expire on June 15, 2015, will be extended in its current form. Changes in the program are being debated, but the model does not attempt to predict what changes might be made. Greater detail on the specific assumptions regarding the application of the current 421-a Program is provided in the Model Assumptions section of this report.

Sources of Data and Assumptions

A key aspect of the Study was to collect and analyze extensive datasets. The Study sought to use the most recent and reliable data possible, to best reflect current market and financial conditions. While the following chapters provide more information about specific data sources and summaries of the data where relevant, the following is a list of key data sources:

- Building prototypes – NYC Department of City Planning
- Recent land sale transactions – proprietary sale records from CoStar Group
- Floor area data for land sale transactions – Primary Land Use Tax Lot Output (PLUTO) database; NYC Department of City Planning HEIP Division
- Recent market-rate apartment rents – proprietary records from REIS
- Recent condominium sales – NYC Department of Finance Rolling and Annualized Sales databases; propriety records from DataQuick

- Selected building offering prices for floor level analysis – Offering Plans for selected buildings
- Neighborhood Tabulation Area (NTA) boundaries – NYC Department of City Planning
- Demographic data - American Community Survey 2008 – 2012 dataset, as adjusted by NYC Department of City Planning
- Sample pro formas submitted by developers for subsidy applications – NYC Housing Preservation & Development
- Assessed valuation records for 421-a calculations – NYC Department of Finance, comparable properties dataset
- Low Income Housing Tax Credit assumptions – NYC Housing Preservation & Development, NYC Housing Development Corporation

Sources of assumptions based on expert input include:

- Ranges of hard construction costs – more than 30 stakeholders (developers and industry experts)
- Ranges of soft costs – more than 30 stakeholders (developers and industry experts)
- Rates of return on cost – more than 30 stakeholders (developers and industry experts)
- Financial assumptions (debt service coverage ratio, interest rates) – interviews with five conventional and community development lenders
- Floor level and view premium adjustment factors – stakeholder interviews (developers and industry experts)

IV. Index of Current Market Conditions

Purpose of Index

New York City has an array of neighborhoods with different socio-economic and market conditions, ranging from areas with a high proportion of low income households and limited market-rate development activity, to areas with strong affluence and high rents/sale prices, reflected by very strong housing development activity.

In order to frame a representative set of assumptions for the MIH financial model, a general categorization of these market conditions was necessary. Key to this process was analysis of market variables in order to identify and group similar neighborhoods with similar rents/sale prices for new units,

The Current Market Conditions Index was developed to find these commonalities for analytical purposes, as described below. It should be noted that this analytical process does not seek to prescribe a specific policy for any particular neighborhood, because the geographies analyzed encompass multiple subsidiary neighborhoods, and these neighborhoods will shift over time in terms of their demand, volume of new development, and prices. For these reasons, the index category of any particular neighborhood is of limited significance. Instead, this approach was used to generate representative market types to evaluate the financial feasibility of various policy options in the context of current market conditions.

Methodology

The methodology followed for the market analysis is outlined below:

- 1. Select the geographic unit for analysis.** The first step in the market analysis was to select the most appropriate geographic unit for the process. BAE considered how current and reliable the data available at that level of aggregation would be, as well as how well the geographic unit would reflect differences among neighborhoods. After evaluating potential geographic data units including Census Tracts, Community Districts, and Public User Microdata Areas (PUMAs), BAE chose Neighborhood Tabulation Areas (NTAs) as the most suitable geographic unit for the analysis. NTAs are aggregations of Census Tracts maintained by NYC DCP; these geographic units provide a finer level of detail than the larger Public Use Microdata Areas (which roughly correspond to Community Districts). NTAs also are large enough to avoid some of the sampling variability issues that exist for individual Census Tract data in the American Community Survey (ACS). In addition, in creating the NTAs, DCP reviewed and adjusted ACS data for several errors made by the US Census Bureau during initial data collection. While NTAs may contain multiple subsidiary neighborhoods with varying

socioeconomic and market conditions, they represent the finest-grained geography suitable for the purposes of this analysis.

There are 195 NTAs in the City, including seven that consist of parks, cemeteries, airports, and correctional facilities, resulting in 188 NTAs with residential uses contained within their boundaries. NTA boundaries are illustrated in a series of maps included in Appendix E of this report.

- 2. Conduct background analysis of basic trends and current conditions.** This step was undertaken to evaluate variables that could be incorporated into the Index. After preliminary mapping of several demographic and development activity variables using GIS, our methodology was refined to focus on “price signals” from recent rents and condo sales, in order to best reflect up-to-date market conditions.
- 3. Analyze most recent “price signals” for market-rate rents and condo sale prices.** Because residential markets signal their current market condition most clearly by price (rents and sale prices), this economic principal was used to distinguish NTAs in the Study’s market analysis. BAE used available data to analyze market-rate rents and condo sale prices over the past 18 months of market activity. For the rental variable, the most recent rental data from REIS for over 3,000 market-rate units of all ages located in 500 buildings was geo-coded, aggregated into an average rent for each NTA, and grouped using standard deviations. Every effort was made to utilize only market-rate rents; buildings with rent stabilization were excluded from this analysis. For the condominium variable, BAE obtained over 20,000 condominium sales over the past 18 months from NYC DOF, aggregated them into a median sale price for each NTA, and similarly analyzed the results.⁵
- 4. Develop Index.** The Index was then developed by using the “price signal” data for each NTA. Some NTAs did not have any market-rate condominium sales in the past 18 months, and/or some NTAs did not have available market-rate rent data (as tracked by REIS). The NTAs with limited market activity were analyzed using a third price signal: self-reported gross rent (including utilities) collected through the American Community Survey. This last variable is the least reliable as a market condition indicator because it is self-reported
- 5. Scoring of each NTA by Current Market Condition.** Based on the analysis for each NTA in NYC, each price signal variable was assigned an independent score from 1 to 5, reflecting the variable’s placement within the standard deviation intervals⁶. The

⁵ It should be noted that for the market condition, all market-rate buildings and all condo sales prices were utilized without filtering for age of building. Later in the study process, for the financial model assumptions, a subset of these larger datasets was utilized, filtered for age of building, with only those units built in 2010 or later used, to reflect nearly-new or new construction.

⁶ Each of the three price signal variables was analyzed by using a statistical measure called standard deviation, which measures the clustering or dispersion of data relative to the mean (or average) for all the data points. This measure best reflects the

highest-scoring variable among the three “price signals” was used to categorize each NTA as Weak, Moderate, Middle-Market, Strong, or Very Strong to reflect the current multifamily market condition of that NTA. The following pages provide maps of the three variables used in the analysis, and the resulting composite Market Condition Index scores.

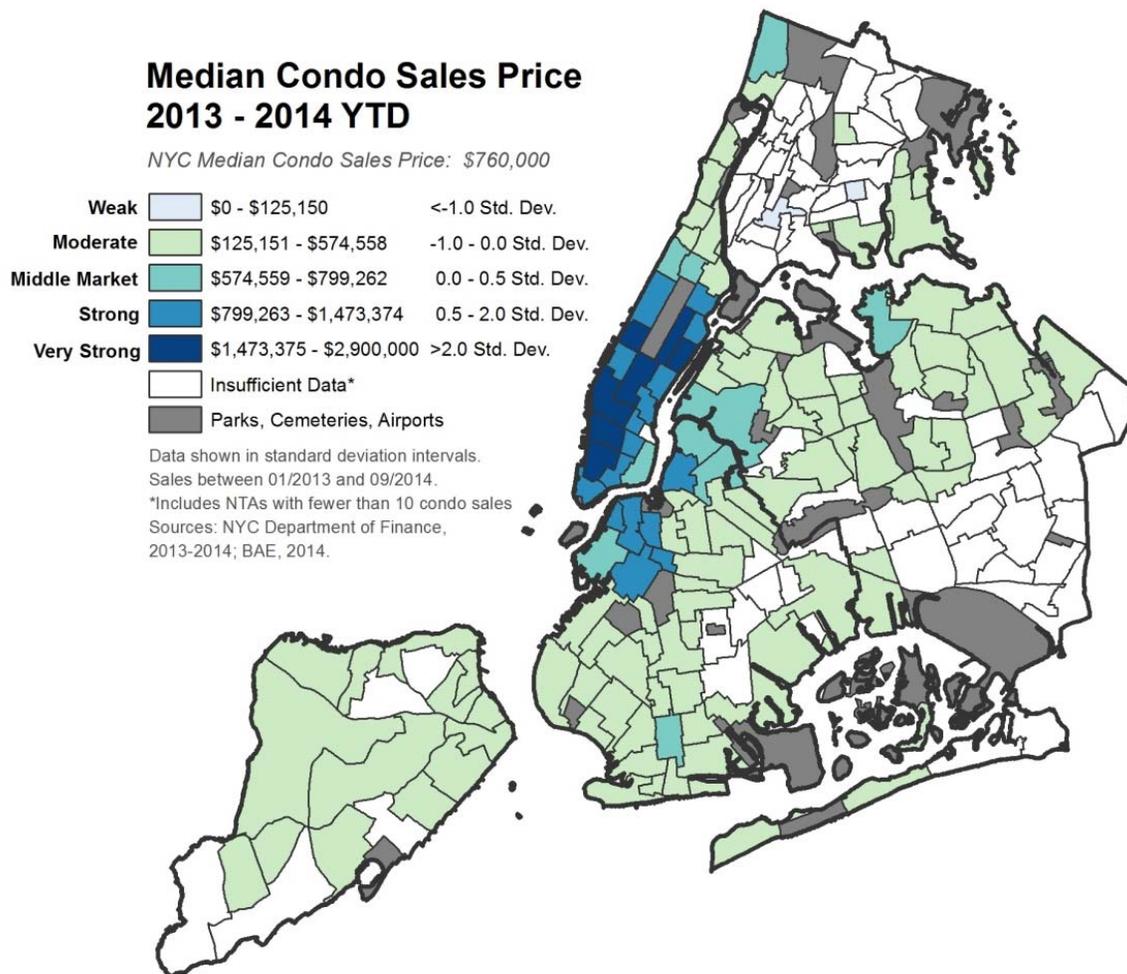
clustering of variables in NYC such as market rate rent, where some NTAs cluster at the high end, others cluster around the average for all of NYC, and others cluster toward the low end of the range. The intervals used to score each variable are noted in maps presenting the information on the following pages.

Market Index Variables

Median Condominium Sales Price

The map shown here depicts the median condo sale price for all identified sales in the past 18 months from the Department of Finance Rolling Sales database. The dataset contains more than 20,000 condominium sales recorded from January 2013 through September 2014. Neighborhoods that did not have any recorded condo sales in this period are shown in white, due to lack of data. Detailed data for this variable is shown for each NTA in Appendix B.

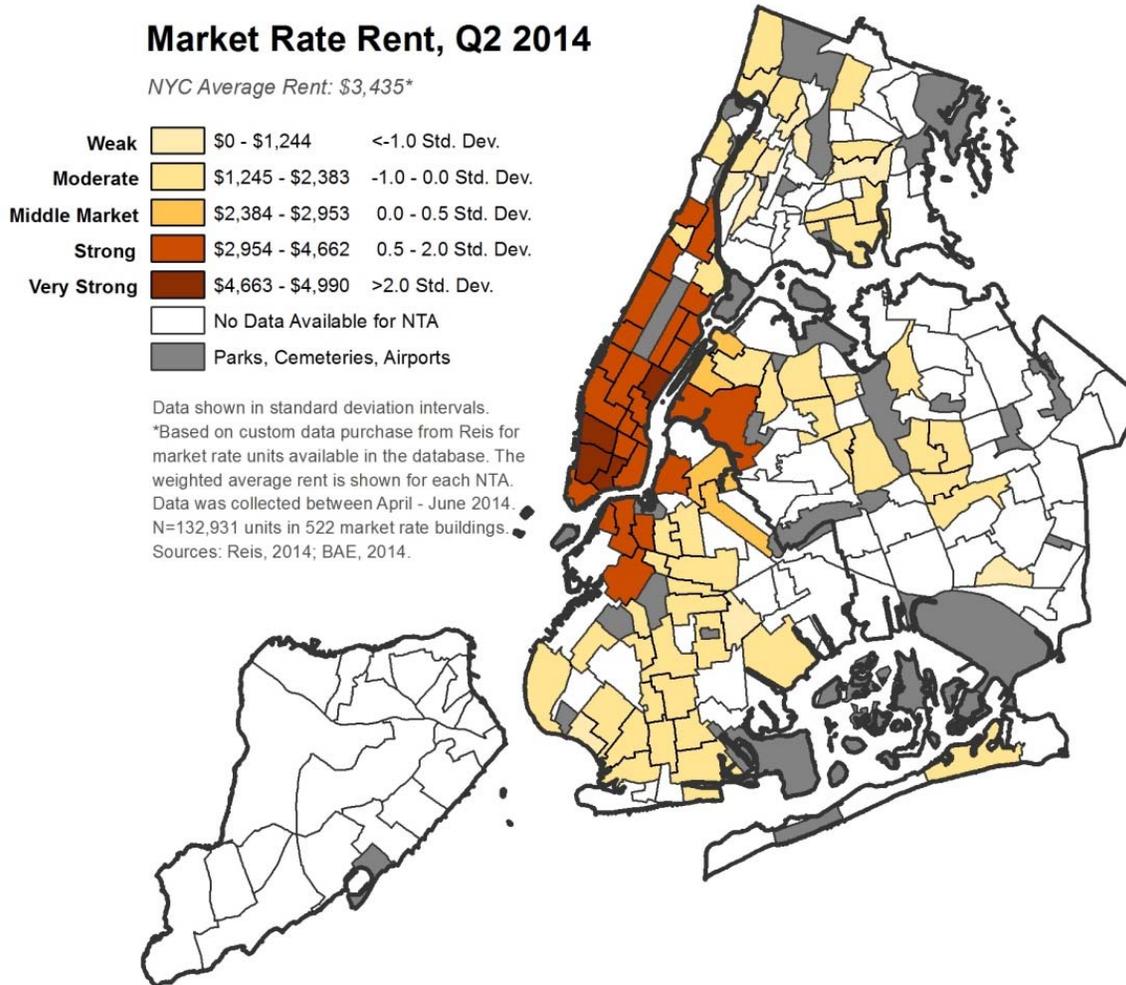
Figure 5: Median Condo Sales Price 2013 – 2014 YTD (September 2014)



Average Market Rate Rent

The map shown below depicts the average market rate rent per NTA, grouped by standard deviation intervals. The Reis dataset analyzed for this variable included more than 3,000 units' rents in over 500 buildings located throughout New York City. Areas shown in white are NTAs for which this data was not available⁷. Detailed data for this variable by NTA is shown in Appendix B.

Figure 6: Average Market Rate Rent, Q2 2014

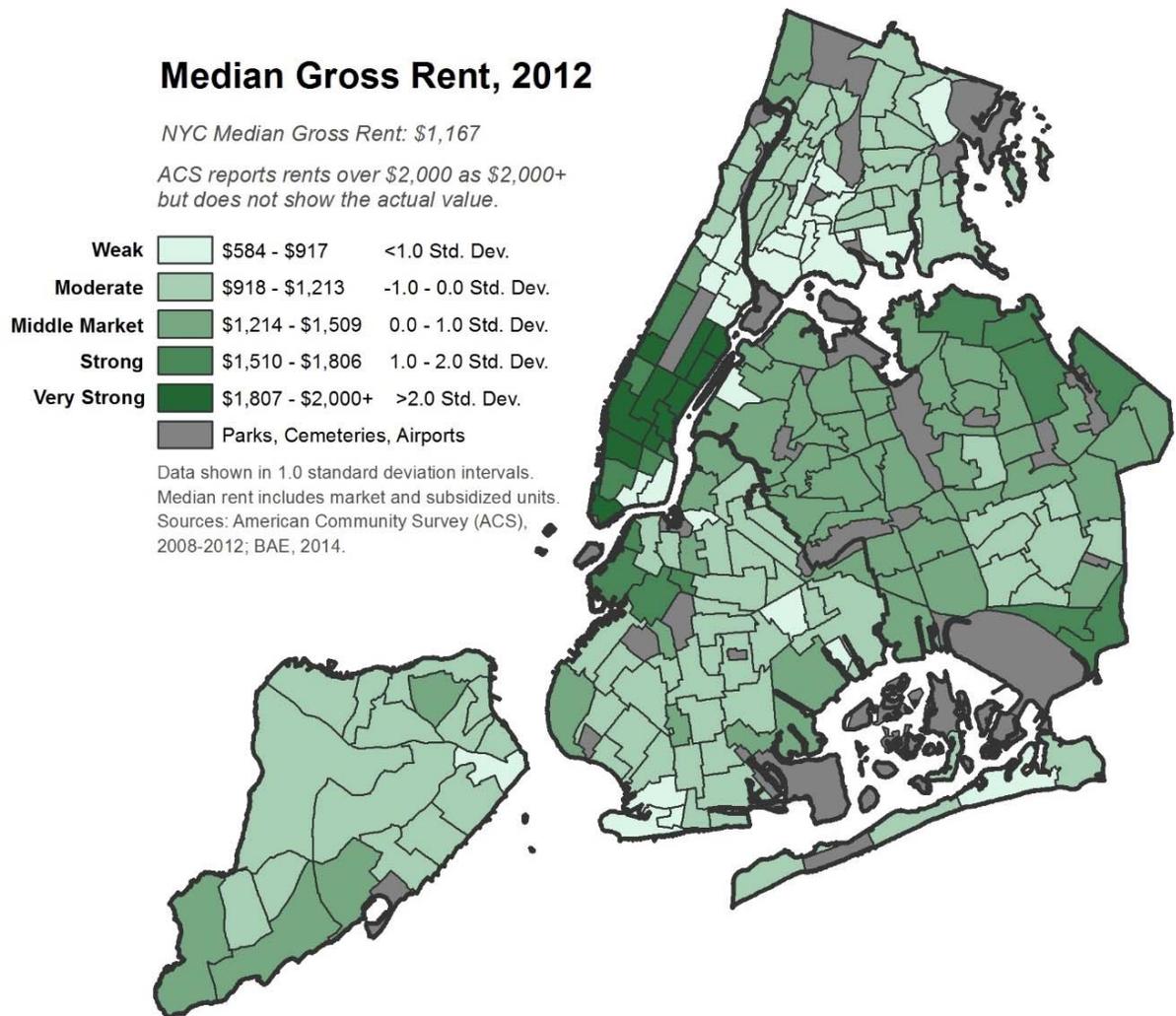


⁷ Due to the Market Index being comprised of a composite score of the highest "price signal" determining final scoring, the NTAs shown here represent market rate rents only; several additional Manhattan NTAs had Very Strong condo prices and thus received a final Index score of Very Strong, despite rents falling in the Strong market interval. See Market Index map to follow for final Index score per NTA.

Self-Reported Median Gross Rent

As noted above, this third variable was included in the Index in order to score NTAs without recent market sales activity or tracked data for market-rate rents. Because the US Census' American Community Survey publishes data for each Census Tract, each NTA has a data point for this variable. While this data has some limitations, it nevertheless provides a price signal for those NTAs without active markets for market-rate rents or condo sales prices.⁸

Figure 7: Median Gross Rent, 2012

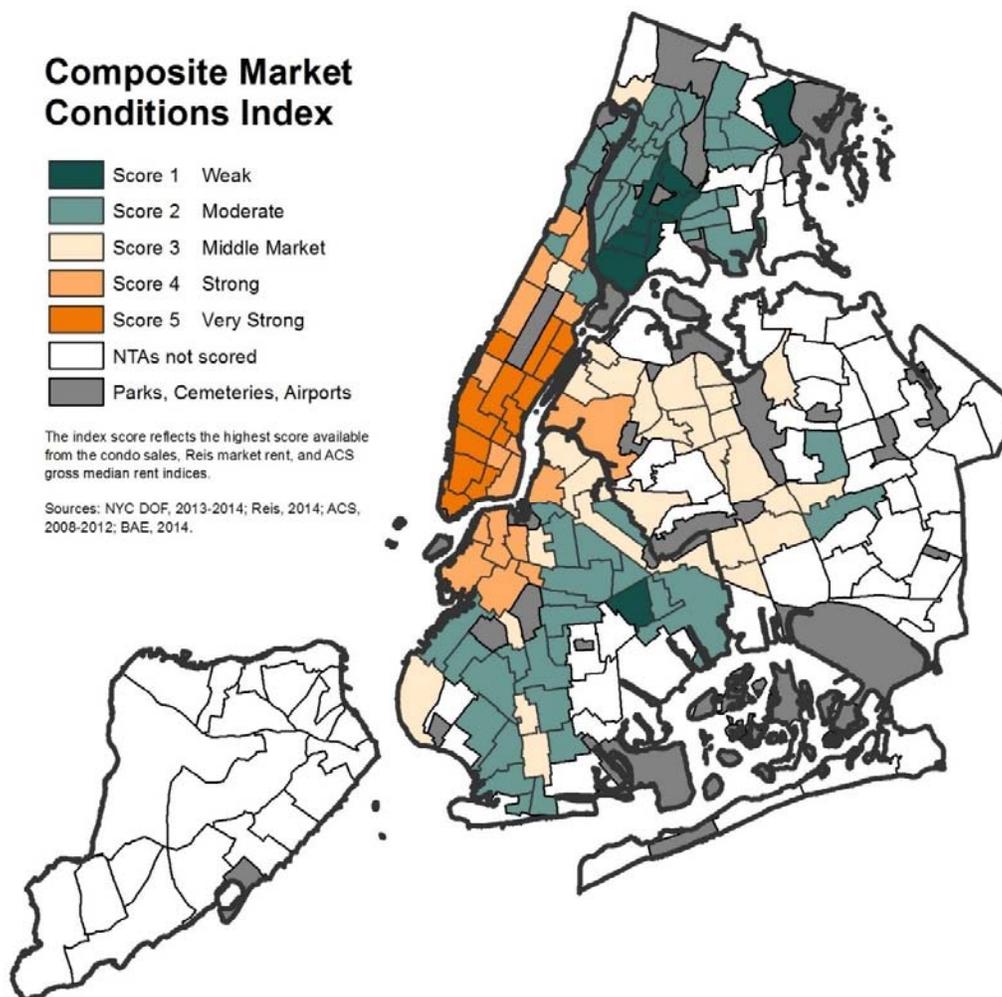


⁸ This data may have limitations due to self-reporting, which may not accurately reflect rent and utility payments; lack of distinction between market-rate and other types of rental housing; and method of reporting the highest segment as "\$2,000+," meaning that a precise analysis is not possible.

Market Conditions Index

The three price signal variables were each scored from 1 to 5 for each NTA. The highest of the three variables' scores for each NTA was then used to finalize the market condition category for the NTA. The map shown depicts the category for each NTA, with detailed data shown in Appendix B. It should be noted that these composite scores reflect recent market prices per NTA; the scores and the underlying data do not reflect the distribution of household incomes of existing residents in an NTA, or the existing rents/sale prices for all housing units, some of which are regulated. It should also be noted that NTAs shown as "not scored" are primarily low density neighborhoods with limited recent multifamily housing construction and insufficient data to support a detailed analysis for the index; these same NTAs also have generally limited transit and other infrastructure capacity to support substantial new multifamily housing development.

Figure 8: Market Conditions Index



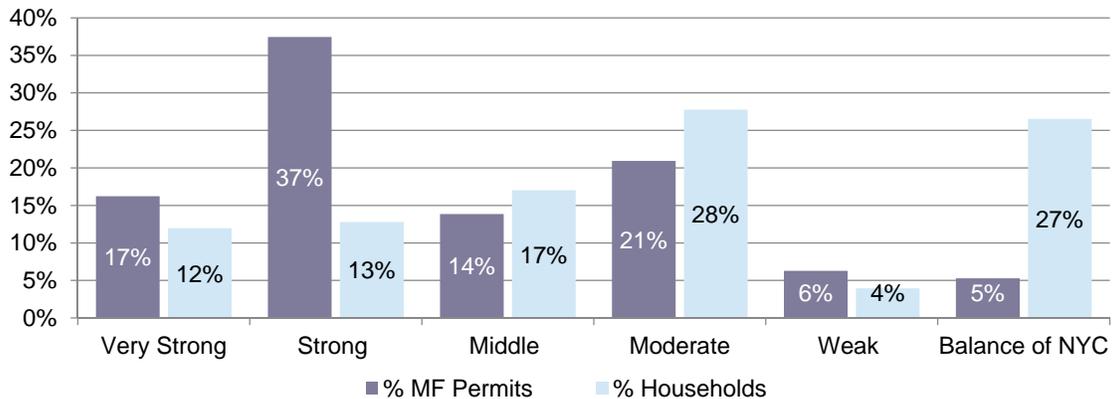
Summary Information about the Scored NTAs

To ensure that most of New York City’s residential areas that could be subject to the MIH policy were accounted for in the NTAs included in the Index, the following items were calculated:

- The NTAs scored by the Market Conditions Index contained 73 percent of all households in NYC in 2012.
- The NTAs scored by the Market Conditions Index absorbed 58,557 (95 percent) of the 61,713 multifamily permits issued by NYC in the past four years (2010 –2014).⁹

Although the number of new multifamily units permitted (which represents a proxy for past and current development activity) was not used as a variable to formulate the Market Conditions Index, the Index generally reflects this activity (Figure 9)¹⁰. The graph compares new multifamily permits issued since 2010 for the NTAs in each market condition category to existing households in NTAs aggregated by market condition. The NTAs in the Very Strong market condition category, representing 12 percent of all NYC households, account for 17 percent of multifamily permit activity since 2010. Similarly, the NTAs in the Strong market condition category, representing 13 percent of all NYC households, absorbed 37 percent of all NYC multifamily permits issued since 2010. These two market condition NTAs combined captured 54 percent of permit activity, with just 25 percent of total households.

Figure 9: Multifamily Permits 2010 –2014 and Households by Market Condition



Sources: ACS 2009-2012 and New York City Department of Buildings for permits in buildings with 3+ units issued 2010-2014

⁹ Permits includes both market-rate and affordable multifamily units.

¹⁰ Development activity (represented by building permits for multifamily units) was not used in the Index to score market condition because several NTAs have high price signals but very limited multifamily permits, likely due to existing lack of developable sites/capacity, or other factors affecting development. Moreover, in some Middle market areas, where there has been permit activity, some development it is made feasibility only through subsidies. Thus, overall permit activity for multifamily units is not a clear signal of market forces, but a “supply” response given these other factors. Development activity does not capture the economic feasibility relationships accurately.

Profiles of Market Condition Categories

Very Strong Market Condition Profile

The Very Strong market category contains 13 NTAs with a total of 366,245 households in 2012 (12.0 percent of total NYC households). From 2010 through 2014, these NTAs accounted for 17.2 percent of all multifamily development, according to building permit data. Overall, this category represents areas with median household incomes for existing households ranging from \$33,712 (Chinatown NTA) to \$123,085 (Battery Park City – Lower Manhattan NTA). The variables used to categorize these NTAs were not based on underlying existing household demographics, but rather “price signals” from recently sold or recently leased market-rate units reflecting recent market conditions in these areas. Residents who purchased a condo long ago and have not sold it, or have been leasing a rent stabilized unit for many years, have not been subject to the same price signals as those entering the marketplace today in each NTA.

Areas in this category (all of which are located within Manhattan) have the highest recent sale prices for condominiums and the highest market-rate rents in NYC. When considered on a median price basis by NTA, for example, condo units sold for a median price ranging from \$900,000 in Yorkville to \$2.9 M in the Upper East Side-Carnegie Hill from January 2013 through September 2014.

Land prices for multifamily residential development in the Very Strong Market neighborhoods command a premium over other market areas. Based on data from CoStar for 13 recent land sales zoned for residential development, transactions averaged \$437 per zoning square foot (indicates maximum buildable square feet), with the 90th percentile at \$538 per zoning square foot.

An example NTA in this category, Soho-Tribeca-Civic Center-Little Italy, had 18,761 households and a median household income of \$100,511 in 2012. The area is characterized by a wide variety of housing types, from historic industrial buildings converted to residential lofts in Soho and Tribeca to low-rise walkups in Little Italy. Median condo sales in the last 18 months (as of Fall 2014) exceeded \$2.7 M, and market-rate rents averaged almost \$5,000 per month. This neighborhood has experienced limited new development since 2010, with 604 multifamily units permitted during the past four years.

Another example NTA that falls under the Very Strong market condition is the Murray Hill-Kips Bay area. Situated between the East Village and the Upper East Side in Manhattan, the Murray Hill-Kips Bay NTA is characterized by a mix of mid- to high rise buildings similar to those found in the Midtown area. In 2012, this neighborhood was home to 26,173 households with a median household income of \$93,650.

Strong Market Condition Profile

The Strong Market category had 17 NTAs with a total of 391,688 households (12.8 percent of total NYC households) in 2012. Overall, this category represents neighborhoods with median incomes ranging from \$33,910 in Central Harlem North to \$105,508 in Brooklyn Heights–Cobble Hill¹¹. With respect to building permit activity from 2010 through the end of 2014, the combination of all NTAs in the Strong Market category accounted for 37.0 percent of all multifamily units permitted in New York City.

Neighborhoods in this category have strong sales prices and market-rate rents. Median condo sales prices in the past 18 months range from \$504,972 in Central Harlem North to \$1.4 M in Brooklyn Heights-Cobble Hill. Land prices in the Strong Market category are also robust. Based on 40 transactions in the past 18 months analyzed for this report, the land cost per zoning floor area square foot averaged \$193, with sales in the 90th percentile reaching \$327 per zoning area square foot.

The DUMBO-Vinegar Hill-Downtown Brooklyn-Boerum Hill NTA is an example of this market condition category. This NTA experienced a 22 percent increase in new households between 2000 and 2012. Downtown Brooklyn, contained in this NTA, has seen the arrival of new residential towers, townhouses, and office conversions since undergoing rezoning in 2004. Throughout the DUMBO-Vinegar Hill-Downtown Brooklyn-Boerum Hill NTA, median condo sale prices (all units) have approached \$900,000 in the past 18 months (as of Fall 2014), and market-rate rents currently average \$3,375 per month.

Middle Market Condition Profile

The Middle Market category has 30 NTAs with a total of 521,506 households (17.0 percent of total NYC households) in 2012. Examples of areas in this category include Central Harlem South NTA in Manhattan, Greenpoint in Brooklyn, and Long Island City NTA in Queens. This category encompasses neighborhoods with median incomes ranging from a low of \$27,421 (Queensbridge-Ravenswood-Long Island City) to a high of \$80,567 (Windsor Terrace).

From 2010 through 2014, this collection of neighborhoods accounted for 14.3 percent of total multifamily units permitted in New York City. Recent condo sale prices range from a median of \$250,000 in Ozone Park to \$732,850 in Central Harlem South. Based on 39 sales transactions identified in the past 18 months, land transactions for new residential projects in the Middle Market category averaged \$161 per zoned floor area square foot. The Clinton Hill NTA is an example of a Middle Market neighborhood with 14,937 households earning a median household income of \$60,387 in 2012.

¹¹ Again, the existing residential population's household incomes may not reflect current market prices due to many residents staying in place, and/or rent stabilization, and/or other housing assistance.

Moderate Market Condition Profile

The Moderate category consists of 49 NTAs with a total of 850,581 households (27.5 percent of total NYC households) in 2012. Examples of this category include East Harlem North in Manhattan, Bushwick North in Brooklyn, and Jamaica in Queens. From 2010 through 2014, this collection of neighborhoods accounted for 20.7 percent of all multifamily units permitted, including both private and publicly subsidized development. Overall this category represents neighborhoods with median household incomes ranging from \$19,927 (Williamsburg NTA) to \$63,815 (Allerton-Pelham Gardens NTA).

Based on 52 residentially-zoned land sales tracked by CoStar in the past 18 months, prices in the Moderate Market category averaged \$95 per zoned floor area square foot, and have reached as high as \$160 per zoned floor area square foot.

The Crown Heights North NTA, characterized by brownstone-lined streets and low-density walkups, is an example of a Moderate Market Condition area. This NTA contained 40,818 households earning a median household income of \$36,200 in 2012. East of Prospect Park, the number of Crown Heights North households increased by 7.5 percent from 2000 to 2012, compared to the overall New York City's household growth rate of 1.8 percent for the same period.

Weak Market Condition Profile

The Weak market category consists of 9 NTAs and had a total of 120,644 households (3.9 percent of total NYC households) in 2012. This category contains neighborhoods with median incomes ranging from \$19,523 (East Tremont) to \$24,363 (Morrisania-Melrose).

From 2010 through 2014, this collection of neighborhoods accounted for just 5.8 percent of all multifamily permits in New York City. Lower rents and sale prices, as well as publicly subsidized housing development contribute to its weak market condition profile. Recent land transactions in the Weak areas averaged \$30 per zoned floor area square foot.

V. Financial Feasibility: Assumptions

This chapter outlines the key assumptions that were researched and formulated for the financial analysis. This chapter is organized in four sections: approach and methodology, market-driven assumptions, building-driven assumptions, and financing/public subsidy assumptions.

Approach and Methodology

Financial Feasibility Model

BAE developed a dynamic financial feasibility model to analyze the impact of a range of potential inclusionary requirements on residential development feasibility across market conditions. The model contains all key cost, revenue, and financing assumptions outlined in the previous chapter, along with numerous secondary, supporting assumptions. Throughout the development of this analysis BAE consistently chose the more conservative value for key inputs where there was a range of observed values, and so these feasibility findings reflect a deliberately conservative analysis.

The model structure was designed to allow the user to input a series of key scenario conditions, including market condition, project tenure, zoning and density, on- or off-site development of affordable units, and application of the 421-a Program and/or LIHTC. Within any given set of these key scenario conditions, the model allows the user to test the effect a particular mandatory inclusionary program policy choice, as designed by the City, would have on the financial feasibility of a prototypical development.

The model used a series of development pro forma and 30-year cash flows to translate these key scenario conditions into a unit production and financial feasibility result for any given potential inclusionary requirement. The unit production output is expressed in terms of the total number of market-rate and affordable units yielded under each scenario, while the financial feasibility output is expressed in terms of three key metrics: yield-on-cost (YOC) or return-on-cost (ROC) at stabilization (for apartment and condominium scenarios, respectively), unleveraged internal rate of return (IRR), and leveraged IRR. These terms are defined below.

Key Terms of Analysis

The following findings and companion tables make reference to several key terms, briefly summarized below for ease of reference:

- **Market Condition:** BAE defined five market condition classifications (Very Strong, Strong, Mid-Market, Moderate, and Weak) to represent the range of market conditions currently present throughout the City, as described in chapter IV.

- **Building Prototype:** This analysis tests the financial feasibility of potential MIH requirements under three building prototypes, each of which corresponds to a characteristic building in a sample zoning designation. For the purpose of this analysis, low-rise refers to a seven-story building in an R7A zoning district; Mid-rise refers to a 10-story building in an R7D district; and High-rise refers to a 30-story building in an R10 district.
- **On- and Off-Site:** These terms refer to whether the project is permitted to meet the affordability requirement through the production of affordable units at a second location, in a separate building, on a separate zoning lot (Off-Site), or is required to meet the requirement within the subject development, in the same building, on the same zoning lot (On-Site). If the Off-Site scenario is assumed, the hard costs for the off-site building are assumed to be lower due to the use of a less expensive construction type (i.e. block and plank), but the land cost is assumed to match the average cost per zoning square foot for the market area in which the projects is tested. This assumption reflects the City's dynamic and competitive land market, in which affordable developers may not always succeed in obtaining land at a below-market price.
- **421-a Program:** This refers to the 421-a Real Estate Tax Exemption Program (421-a Program) as currently implemented. This includes the as-of-right 15-year and extended 20-year and 25-year benefit options, applied depending on the correspondence between market types and Geographic Exclusion Area boundaries, and on the affordability requirements associated with benefits.¹² Note that for the purposes of this analysis, the use of 421-a certificates was not assumed.
- **Low Income Housing Tax Credit (LIHTC):** For the purposes of this analysis, only 4-percent LIHTC are assumed, because these credits are as-of-right to eligible mixed-income residential developments to finance affordable units for households earning up to 60 percent of AMI.
- **MIH Affordability Requirement:** Each potential MIH requirement tested in this analysis represents a combination of income target and set-aside requirement. The income target, expressed as a percent of Area Median Income (AMI), specifies the maximum income level of households for whom affordable units would be reserved. Note that in this analysis, a blended *average* AMI level is presented, as described in greater detail in the following section. The set-aside requirement represents the total percentage of the project square footage that must be provided as affordable units.

¹² See page 42 for more detailed explanation of assumptions for the analysis.

- **Yield-on-Cost (YOC) and Return-on-Cost (ROC):** These are commonly used metrics to determine the feasibility of a potential development, without consideration of financing costs. This simple measure eliminates the complexity of various equity/debt combinations that vary by developer. Yield-on-cost (YOC), the measure used for rental projects, is calculated as the net operating income (NOI) for a rental project at the year of stabilization divided by the total development cost. Return-on-cost (ROC), the measure used for condominium projects, is calculated as the total profit (e.g., revenues minus costs) from sales of condo units divided by total development cost.
- **Leveraged and Unleveraged Internal Rate of Return (IRR).** These metrics are used to express financial return to the developer over a certain period of time, accounting for the time value of money. IRR technically refers to the discount rate at which the present value of all future cash flows are equal to the initial investment. Leveraged IRR measures the return on the equity investment in the project (only a portion of total project outlays, the balance being debt-financed), while unleveraged IRR considers all costs and cash flows as though no debt was used, only equity.

Market-Driven Assumptions

Market-Rate Rents and Sale Prices

The NYC marketplace presents several challenges in determining accurate financial assumptions for rents and sale prices, due to variability both by geography (which is accounted for by the Market Conditions Index), bedroom count/unit size, and premiums associated with height (e.g., floor level giving distance from street noise as well as improved views in many high-rise buildings).

In order to accurately estimate market-rate rents and sale prices in the financial model, a three-step method was used. Baseline average rent and sale price data were developed by unit size using only market data from the past 18 months, filtered to include only those units located in recently built structures (since 2010). Next, adjustment factors were formulated to account for building height and view premiums, as described below. Finally, the height and view premium adjustments were applied to the baseline averages, to formulate the final array of rents and sale prices by market condition and building type. Each step is detailed below.

A. Baseline Market Rate Rents / Market Rate Sale Prices

Market rate rent assumptions were developed by analyzing a subset of the data series described earlier (REIS), so that only current rents for units located in buildings built since 2010 were used. This filter was applied to provide both the most current rents, and rents approximating those found in the newest buildings only. Rent data from REIS is available by bedroom count by building; these variables were both used to sort the data based on the location's Market Index, and each Index category's rents by bedroom count were then

averaged to derive an average rent per unit by bedroom count. The table below shows the result of this analysis. Because this analysis is based on market-rate rents in relatively new buildings only (built after 2009), the rents may appear higher than perceptions of rental markets overall in NTAs within each market condition category.

Table 1: Baseline Market Rate Rents (before Height Adjustments)

<u>Market Condition</u>	<u>Studio</u>	<u>1-Bedroom</u>	<u>2-Bedroom</u>
Weak	\$1,301	\$1,594	\$1,982
Moderate	\$1,626	\$1,992	\$2,477
Mid-Market	\$1,864	\$2,565	\$3,287
Strong	\$2,669	\$3,443	\$5,010
Very Strong	\$3,767	\$4,999	\$8,991

Note: Figures reflect data for market-rate asking rents in buildings built in 2010 or later.

Sources: Reis, 2014; BAE, 2015.

Condominium sale prices were estimated based on a similar process, using the subset of sales occurring in buildings built since 2010 (newer buildings only). Year built was obtained by purchasing the same sales data found in the DOF Rolling Sales database from DataQuick, a private data vendor. This additional information was applied to the DOF sales to create new building subset information. However, because the DOF data does not specify bedroom counts for units in the dataset, BAE further sorted the data by square feet (which is provided) and grouped it per BAE’s estimate of bedroom count based on the square feet for each sale.

Table 2: Baseline Market Rate Condo Prices (before Height Adjustments)

<u>Market Condition</u>	<u>Studio</u>	<u>1-Bedroom</u>	<u>2-Bedroom</u>	<u>3-Bedroom</u>
Weak	\$244,414	\$308,541	\$458,474	\$540,295
Moderate	\$305,517	\$385,676	\$573,093	\$675,369
Mid-Market	\$326,355	\$421,387	\$810,929	\$854,828
Strong	\$580,346	\$1,027,690	\$1,701,277	\$2,058,768
Very Strong	\$900,780	\$1,412,887	\$2,903,023	\$3,924,139

Sources: DataQuick, 2014; BAE, 2015.

B. Adjustments to Rents/ Sale Prices for Floor Level and Views

The baseline rental rate assumptions used in the financial feasibility model are derived from a dataset of market rate rents reported for buildings at an average height of 20 stories, and are therefore assumed to represent units on average on the 10th floor. To account for the combined impact of height and view premiums on rental rates and sale prices, a height premium adjustment factor was applied to the rents and sale price assumptions shown above. This factor, shown below, was based on a review of available published analyses on this topic and interviews with appraisers familiar with the New York City residential market. BAE assumed that, on average, rents/sale prices increase by one percent per building floor for all

building types and that a one-time 10 percent view premium is also earned by units on the 20th floor of a building to account for view lines¹³.

Table 3: Floor Level and View Adjustment Factor

	Rental Apartment		
	Avg. Annual Rent PSF (a)	Adj. Annual Rent PSF (b)	Adjustment Factor
Low-rise (7 stories)	\$89.53	\$83.81	-6.39%
Mid-rise (10 stories)	\$89.53	\$85.36	-4.66%
High-rise (30 stories)	\$89.53	\$98.22	9.71%
	Condominium		
	Avg. Sale Price PSF	Adj. Sale Price PSF	Adjustment Factor
Low-rise (7 stories)	\$2,138.71	\$2,013.96	-5.83%
Mid-rise (10 stories)	\$2,138.71	\$2,044.99	-4.38%
High-rise (30 stories)	\$2,138.71	\$2,348.27	9.80%

Notes:

(a) Average annual rent per square foot and average sale price per square foot reflect the average values assumed as the baseline rent or sale price per unit, based on analysis of market rate rent and recent sales data.

(b) Adjusted rent and sale price per square foot reflect the adjusted average for a low-, mid-, or high-rise building assuming an increase of one percent per floor and a one-time increase of 10 percent on the 20th floor.

Sources: Reis, 2014; DataQuick, 2014; BAE, 2015.

¹³ To adjust for floor level, the baseline rents were adjusted downward by one percent per floor below 10 stories, and upwards by one percent per floor above 10 stories. In addition, a view premium of 10 percent was applied to units on the 20th floor of the high-rise prototype. These adjusted rents were then compared to baseline rents, to develop the factor used across all model assumptions as appropriate (per building prototype).

The rental rate and sale price assumptions resulting from this height and view premium adjustment are summarized by building type and market condition in the table below.

Table 4: Adjusted Rental Rates/Sale Prices by Building Type and Market Condition

Low-Rise Building (7 floors)							
Market Condition	Rental Apartment			Condominium			
	Studio	1-BR	2-BR	Studio	1-BR	2-BR	3-BR
Weak	\$1,218	\$1,492	\$1,856	\$230,157	\$290,544	\$431,732	\$508,780
Moderate	\$1,523	\$1,865	\$2,319	\$287,696	\$363,180	\$539,665	\$635,975
Mid-Market	\$1,745	\$2,402	\$3,078	\$307,319	\$396,808	\$763,628	\$804,966
Strong	\$2,499	\$3,224	\$4,691	\$546,495	\$967,745	\$1,602,042	\$1,938,681
Very Strong	\$3,527	\$4,681	\$8,419	\$848,238	\$1,330,474	\$2,733,691	\$3,695,245

Mid-Rise Building (10 floors)							
	Rental Apartment			Condominium			
	Studio	1-BR	2-BR	Studio	1-BR	2-BR	3-BR
Weak	\$1,240	\$1,519	\$1,889	\$233,703	\$295,020	\$438,384	\$516,619
Moderate	\$1,550	\$1,899	\$2,362	\$292,129	\$368,775	\$547,980	\$645,774
Mid-Market	\$1,777	\$2,445	\$3,134	\$312,054	\$402,922	\$775,393	\$817,369
Strong	\$2,545	\$3,283	\$4,777	\$554,915	\$982,656	\$1,626,726	\$1,968,551
Very Strong	\$3,591	\$4,766	\$8,572	\$861,307	\$1,350,973	\$2,775,810	\$3,752,180

High-Rise Building (30 floors)							
	Rental Apartment			Condominium			
	Studio	1-BR	2-BR	Studio	1-BR	2-BR	3-BR
Weak	\$1,427	\$1,748	\$2,174	\$268,362	\$338,773	\$503,398	\$593,236
Moderate	\$1,784	\$2,185	\$2,717	\$335,453	\$423,466	\$629,247	\$741,545
Mid-Market	\$2,045	\$2,814	\$3,606	\$358,333	\$462,676	\$890,387	\$938,588
Strong	\$2,928	\$3,777	\$5,496	\$637,211	\$1,128,388	\$1,867,975	\$2,260,495
Very Strong	\$4,133	\$5,484	\$9,864	\$989,042	\$1,551,328	\$3,187,474	\$4,308,643

Note: Figures reflect data for units in buildings built in 2010 or later.
Sources: Reis; DataQuick, 2014; BAE, 2015.

C. Adjustments to Condominium Sale Price for 421-a Benefit

The 421-a tax exemption program is available by zone to condominium buyers, and in theory should be reflected in condo sale prices for those units in zones with this benefit. However, an analysis conducted for this Study, of sale prices with and without this benefit available to the buyer, did not reveal a clear sale price premium attributable to this factor. Further interviews with brokers and appraisers indicated that this theoretical premium is difficult to estimate, can vary widely, and is often subsumed by other price factors such as luxury amenities.

Given this dynamic context and the lack of detailed research on the impact to prices of the 421-a benefit, this analysis adjusts condo sale prices for the 421-a benefit based on the financial particulars of each development scenario. This approach, described below, is appropriate given that the dataset of recent sales used to determine baseline condominium prices included a roughly even mix of projects with and without the 421-a benefit.

For each development scenario, the present value of the total 421-a tax exemption from the mid-point of a project's sales to the end of the benefit time period was calculated to quantify the total value of the benefit over time. This value was then divided by the total residential

square footage of each project and then reallocated on a per unit basis to calculate the proportional value of the tax exemption to each unit buyer. Finally, an increment equal to one-third the total per unit value was added to the baseline price of each unit (including height premium adjustments described above) to arrive at the adjusted sale prices summarized in the tables below. This factor was arrived at based on discussion with active players in the real estate market and review of observed recent sales.

Table 5 and Table 6 below summarize the adjusted sale prices for condominium units in each market condition and building type tested in this feasibility analysis. The adjustments are shown separately for cases with on-site and off-site affordable units because the application of the 421-a premium will vary (due to more market-rate units being produced when affordable units are built off-site). The 421-a benefit period assumptions are briefly summarized at the bottom of each table and discussed in greater detail elsewhere in this report.

Table 5: 421-a Benefit Adjustments to Condominium Sale Price, On-Site Inclusionary

Low-Rise Building (7 floors)									
	Base Sale Price (a)				Sale Price	Adjusted Sale Price (c)			
	Studio	1-BR	2-BR	3-BR	Adj. psf (b)	Studio	1-BR	2-BR	3-BR
Weak	\$230,157	\$290,544	\$431,732	\$508,780	\$170.90	\$261,175	\$333,969	\$505,048	\$599,015
Moderate	\$287,696	\$363,180	\$539,665	\$635,975	\$234.15	\$330,195	\$422,677	\$640,115	\$759,606
Mid-Market	\$307,319	\$396,808	\$763,628	\$804,966	\$330.48	\$367,301	\$480,783	\$905,404	\$979,460
Strong	\$546,495	\$967,745	\$1,602,042	\$1,938,681	\$446.19	\$627,478	\$1,081,122	\$1,793,458	\$2,174,269
Very Strong	\$848,238	\$1,330,474	\$2,733,691	\$3,695,245	\$311.92	\$904,851	\$1,409,733	\$2,867,504	\$3,859,939

Mid-Rise Building (10 floors)									
	Base Sale Price (a)				Sale Price	Adjusted Sale Price (c)			
	Studio	1-BR	2-BR	3-BR	Adj. psf (b)	Studio	1-BR	2-BR	3-BR
Weak	\$233,703	\$295,020	\$438,384	\$516,619	\$172.09	\$264,938	\$338,748	\$512,210	\$607,483
Moderate	\$292,129	\$368,775	\$547,980	\$645,774	\$235.34	\$334,843	\$428,575	\$648,940	\$770,033
Mid-Market	\$312,054	\$402,922	\$775,393	\$817,369	\$333.27	\$372,542	\$487,605	\$918,366	\$993,335
Strong	\$554,915	\$982,656	\$1,626,726	\$1,968,551	\$450.16	\$636,619	\$1,097,042	\$1,819,844	\$2,206,236
Very Strong	\$861,307	\$1,350,973	\$2,775,810	\$3,752,180	\$317.86	\$918,999	\$1,431,741	\$2,912,172	\$3,920,010

High-Rise Building (30 floors)									
	Base Sale Price (a)				Sale Price	Adjusted Sale Price (c)			
	Studio	1-BR	2-BR	3-BR	Adj. psf (b)	Studio	1-BR	2-BR	3-BR
Weak	\$268,362	\$338,773	\$503,398	\$593,236	\$175.02	\$300,128	\$383,246	\$578,481	\$685,646
Moderate	\$335,453	\$423,466	\$629,247	\$741,545	\$238.27	\$378,699	\$484,011	\$731,465	\$867,351
Mid-Market	\$358,333	\$462,676	\$890,387	\$938,588	\$340.09	\$420,059	\$549,093	\$1,036,286	\$1,118,155
Strong	\$637,211	\$1,128,388	\$1,867,975	\$2,260,495	\$459.91	\$720,684	\$1,245,251	\$2,065,277	\$2,503,327
Very Strong	\$989,042	\$1,551,328	\$3,187,474	\$4,308,643	\$332.43	\$1,049,378	\$1,635,798	\$3,330,086	\$4,484,166

Notes:

- (a) Reflects average recent sale values observed for units in buildings built in 2010 or later, as adjusted to account for building height premium.
- (b) Sale price adjustment factor was calculated as i) the net present value of the 421-a tax exemption to the unit owner for the duration of the applicable 421-a benefit period, assuming a discount rate of 4% ii) divided by the total residential square feet of the project and iii) adjusted by a factor of 33% of the total present value of the exemption; analysis assumes a 25-year 421-a benefit period for all market types except the Very Strong market, where the 20-year benefit is applied.
- (c) The adjusted sale price is ultimate sale price assumed for projects with a 421-a benefit, and was calculated by applying the per sq. ft. adjustment factor to the following unit size assumptions and adding that value to the base sale price as shown:

Studio	550
1-BR	770
2-BR	1,300
3-BR	1,600

Sources: DataQuick, 2014; BAE 2015.

Table 6: 421-a Benefit Adjustments to Condominium Sale Price, Off-Site Inclusionary

	Low-Rise Building (7 floors)									
	Base Sale Price (a)				Sale Price	Adjusted Sale Price (c)				
	Studio	1-BR	2-BR	3-BR	Adj. psf (b)	Studio	1-BR	2-BR	3-BR	
Weak	\$230,157	\$290,544	\$431,732	\$508,780	\$88.85	\$246,283	\$313,121	\$469,848	\$555,693	
Moderate	\$287,696	\$363,180	\$539,665	\$635,975	\$121.98	\$309,836	\$394,175	\$591,994	\$700,380	
Mid-Market	\$307,319	\$396,808	\$763,628	\$804,966	\$171.56	\$338,457	\$440,401	\$837,227	\$895,550	
Strong	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	
Very Strong	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	

	Mid-Rise Building (10 floors)									
	Base Sale Price (a)				Sale Price	Adjusted Sale Price (c)				
	Studio	1-BR	2-BR	3-BR	Adj. psf (b)	Studio	1-BR	2-BR	3-BR	
Weak	\$233,703	\$295,020	\$438,384	\$516,619	\$89.60	\$249,966	\$317,788	\$476,822	\$563,928	
Moderate	\$292,129	\$368,775	\$547,980	\$645,774	\$122.73	\$314,405	\$399,961	\$600,631	\$710,575	
Mid-Market	\$312,054	\$402,922	\$775,393	\$817,369	\$173.29	\$343,506	\$446,954	\$849,735	\$908,866	
Strong	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	
Very Strong	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	

	High-Rise Building (30 floors)									
	Base Sale Price (a)				Sale Price	Adjusted Sale Price (c)				
	Studio	1-BR	2-BR	3-BR	Adj. psf (b)	Studio	1-BR	2-BR	3-BR	
Weak	\$268,362	\$338,773	\$503,398	\$593,236	\$91.42	\$284,955	\$362,003	\$542,617	\$641,505	
Moderate	\$335,453	\$423,466	\$629,427	\$741,545	\$124.55	\$358,059	\$455,114	\$682,679	\$807,307	
Mid-Market	\$358,333	\$462,676	\$890,387	\$938,588	\$177.55	\$390,558	\$507,792	\$966,556	\$1,032,334	
Strong	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	
Very Strong	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	

Notes:

(a) Reflects average recent sale values observed for units in buildings built in 2010 or later, as adjusted to account for building height premium.

(b) Sale price adjustment factor was calculated as i) the net present value of the 421-a tax exemption to the unit owner for the duration of the applicable 421-a benefit period, assuming a discount rate of 4% ii) divided by the total residential square feet of the project and iii) adjusted by a factor of 33% of the total present value of the exemption; analysis assumes a 25-year 421-a benefit period for all market types except the Very Strong market, where the 20-year benefit is applied.

(c) The adjusted sale price is ultimate sale price assumed for projects with a 421-a benefit, and was calculated by applying the per sq. ft. adjustment factor to the following units size assumptions and adding that value to the base sale price as shown:

Studio	550
1-BR	770
2-BR	1,300
3-BR	1,600

Sources: DataQuick, 2014; BAE, 2015.

Land Acquisition Cost

The acquisition cost of land was a key variable considered in the financial feasibility model. In order to develop accurate estimates of the average value of land in various markets, BAE obtained land sale records from CoStar Group, a leading commercial real estate information company. Records were pulled for all sales of land for \$1.0 M or more with a residential intended use and with a closing date between January 1, 2013 and October 31, 2014. After filtering out sales of development or air rights and incomplete records, BAE sorted the remaining 150 records by NTA location, leading to a data set coded by market condition.

In order to establish a normalized acquisition cost assumption, BAE provided this set of sale records to DCP, which matched each record to the zoning classification and corresponding residential FAR for that property based on permitted FARs for the zoning districts listed in the 2014 PLUTO database¹⁴. This data was then used to calculate the average sale price per square foot of estimated zoned floor area (ZFA) within each market condition category (e.g. weak, strong).

In addition, BAE compared these results with the observations from a series of in-depth developer interviews in order to arrive at a final land acquisition assumption per ZFA for the financial feasibility model. These data are summarized in the table below.

It should also be noted that use of the sale price per ZFA metric in the model means that every unit across low-, mid-, and high-rise building prototypes in the market area has the same per-unit land cost. However, because the different building types and re-zonings being tested result in differently-sized building envelopes on the same 20,000 square foot lot (held constant), the use of a per ZFA land cost means that the larger the building, the more expensive the total land cost.

Table 7: Summary of Land Acquisition Cost Data and Model Assumptions

	Land Sale Records(a)				Developer	Model
	# of	Median	Average	90th Percentile	Interviews (b)	Assumptions
	Sales	\$/ZFA	\$/ZFA	\$/ZFA	\$/ZFA	\$/ZFA
Weak	4	\$31.59	\$30.25	\$40.05	NA	\$40.00
Moderate	52	\$89.38	\$94.99	\$158.99	\$150.00	\$160.00
Mid-Market	39	\$143.51	\$160.65	\$276.93	\$275.00	\$275.00
Strong	40	\$179.60	\$192.57	\$326.79	\$300.00	\$325.00
Very Strong	13	\$422.44	\$436.51	\$537.67	\$500.00 - \$1,000.00	\$550.00

Notes:

a) Sale records obtained from CoStar for land sales with an intended residential use for sales over \$1,000,000 from Jan 1, 2013 to Oct 31, 2014; NYC DCP provided ZFA assumptions to convert total land sale price to \$/ZFA.

b) BAE conducted six in-depth interviews with multifamily developers active in the New York market between Nov 2014 and Jan 2015; Several developers noted that in Very Strong and Strong Markets, land tends to trade at condo-related prices, creating challenges for rental projects which are challenging to "pencil" at condo land prices.

Sources: CoStar; NYC DCP; Developer interviews; BAE, 2014.

¹⁴ Note that DCP's estimate of ZFA for each of the 150 land transactions analyzed did not involve an in-depth, site-specific FAR estimate. The ZFA is based on the generalized zoning and other regulatory allowances for that site's location.

Absorption

BAE gathered information regarding current market expectations for absorption of newly built rental apartments and condominium units through a series of in-depth interviews with multifamily developers active in the New York City market. To avoid overestimating the value of time-sensitive financial measures within the analysis, based on these interviews and a wider review of recently published reports, BAE applied an absorption schedule intended to reflect a relatively conservative pace. These absorption assumptions, varied by project scale (building size), are summarized in the table below.

Table 8: Assumed Unit Absorption Schedule

	Rental Apartment			Condominium		
	Unit Count (a)	Absorption Rate (b)	Lease Up/Sales Period (c)	Unit Count (a)	Absorption Rate (b)	Lease Up/Sales Period (c)
Low-rise	110	10	0.92	77	6	1.07
Mid-rise	134	10	1.12	93	6	1.29
High-rise	287	10	2.39	200	6	2.78

Notes:

(a) Reports the number of units expected for each building prototype based on financial model assumptions including FAR, site size, loss factor, and unit size and distribution; Note that actual unit count under different affordability scenarios will vary, due to the variance in unit size between market-rate and affordable units.

(b) Absorption rate reported as the average number of units leased for the first time or sold per month

(c) Represents the approximate total period required to reach full leaseup or clear all for-sale units in years

Sources: BAE, 2015.

Affordability Targets

For affordable rental units, BAE calculated the maximum allowable monthly rent at various AMI levels for studio, one-, two-, and three-bedroom units using the average household size per unit and the adjusted Area Median Income of \$86,300 for a four-person household as the basis for calculations of rent limits at all AMI levels.¹⁵ This figure is based on the Fair Market Rent (FMR) figures published by HUD for 2015, as adjusted and provided to BAE by HPD staff. The maximum affordable rents for each unit type at each AMI level represents the amount that the household could afford to pay for rent without paying more than 30 percent of the household's median monthly income on combined rent and utility payments. The key assumptions and resulting rent limits used in the financial feasibility model are summarized in the table on the next page.

To estimate the maximum affordable sale price for condominium units, BAE assumed the same median income assumption for a family of four and average household size per unit factors as in the methodology described above for rent limits. The maximum affordable sale price is defined as the sale price at which a household will be able to pay no more than 30

¹⁵ The analysis was prepared in December 2014 and January 2015. The 2015 median household income was available, but the analysis used 2014 utility allowances due to 2015 estimates not yet available.

percent of the household's monthly income on combined mortgage and maintenance and operation (M&O) payments. To calculate the affordable sale price for studio, one-, two-, and three-bedroom units at various AMI levels, BAE used a modified version of the maximum affordable sale price calculator provided by HPD staff. Mortgage terms were assumed to reflect current market norms, and monthly M&O costs to the unit owner. In lieu of specific data for these owner costs, BAE generated an assumption of monthly cost using the average per unit operating expense used in the rental analysis as a proxy. This factor was then inflated by 15 percent to reflect the higher costs for an ownership unit. These key assumptions and the resulting maximum affordable sale prices for each unit type and AMI level used in the model are summarized in the table on second following page.

Table 9: Maximum Allowable Monthly Rent by AMI Level and Unit Size

Maximum Household Incomes (a)												
HH Size	30% AMI	40% AMI	50% AMI	55% AMI	60% AMI	80% AMI	90% AMI	100% AMI	125% AMI	130% AMI	145% AMI	165% AMI
1	\$18,150	\$24,200	\$30,250	\$33,275	\$36,300	\$48,400	\$54,450	\$60,500	\$75,625	\$78,650	\$87,725	\$99,825
2	\$20,730	\$27,640	\$34,550	\$38,005	\$41,460	\$55,280	\$62,190	\$69,100	\$86,375	\$89,830	\$100,195	\$114,015
3	\$23,310	\$31,080	\$38,850	\$42,735	\$46,620	\$62,160	\$69,930	\$77,700	\$97,125	\$101,010	\$112,665	\$128,205
4	\$25,890	\$34,520	\$43,150	\$47,465	\$51,780	\$69,040	\$77,670	\$86,300	\$107,875	\$112,190	\$125,135	\$142,395
5	\$27,990	\$37,320	\$46,650	\$51,315	\$55,980	\$74,640	\$83,970	\$93,300	\$116,625	\$121,290	\$135,285	\$153,945

Maximum Rents (c)												
Unit Size (b)	30% AMI	40% AMI	50% AMI	55% AMI	60% AMI	80% AMI	90% AMI	100% AMI	125% AMI	130% AMI	145% AMI	165% AMI
Studio	\$453.75	\$605.00	\$756.25	\$831.88	\$907.50	\$1,210.00	\$1,361.25	\$1,512.50	\$1,890.63	\$1,966.25	\$2,193.13	\$2,495.63
1-bedroom	\$486.00	\$648.00	\$810.00	\$891.00	\$972.00	\$1,296.00	\$1,458.00	\$1,620.00	\$2,025.00	\$2,106.00	\$2,349.00	\$2,673.00
2-bedroom	\$582.75	\$777.00	\$971.25	\$1,068.38	\$1,165.50	\$1,554.00	\$1,748.25	\$1,942.50	\$2,428.13	\$2,525.25	\$2,816.63	\$3,205.13
3-bedroom	\$673.50	\$898.00	\$1,122.50	\$1,234.75	\$1,347.00	\$1,796.00	\$2,020.50	\$2,245.00	\$2,806.25	\$2,918.50	\$3,255.25	\$3,704.25

Adjusted Maximum Rents (d)												
Unit Size	30% AMI	40% AMI	50% AMI	55% AMI	60% AMI	80% AMI	90% AMI	100% AMI	125% AMI	130% AMI	145% AMI	165% AMI
Studio	\$404	\$556	\$707	\$782	\$858	\$1,161	\$1,312	\$1,463	\$1,841	\$1,917	\$2,144	\$2,446
1-bedroom	\$436	\$598	\$760	\$841	\$922	\$1,246	\$1,408	\$1,570	\$1,975	\$2,056	\$2,299	\$2,623
2-bedroom	\$530	\$725	\$919	\$1,016	\$1,113	\$1,502	\$1,696	\$1,890	\$2,376	\$2,473	\$2,764	\$3,153
3-bedroom	\$611	\$836	\$1,060	\$1,172	\$1,285	\$1,734	\$1,958	\$2,183	\$2,744	\$2,856	\$3,193	\$3,642

Notes:

(a) All AMI income limits are based on a median income of \$86,300 for a family of four, based on 2015 FMR figures published by HUD.

(b) Household size are converted to unit sizes using the following factors:

Unit Size HH Size

- Studio : 1.0
- 1BR : 1.5
- 2BR : 3.0
- 3BR : 4.5

(c) Maximum monthly rent represents 30 percent of the corresponding income limit divided by 12 months.

(d) Adjusted maximum rents represent the maximum monthly rent less the monthly utility allowances for electricity, rounded down to the nearest whole number:

Unit Size Monthly Utility Allowance for Electricity

- Studio : \$49.00
- 1BR : \$50.00
- 2BR : \$52.00
- 3BR : \$62.00

Sources: New York City Dept of Housing Preservation and Development (HPD); US Dept of Housing and Urban Development (HUD); BAE, 2015.

Table 10: Maximum Affordable Sale Price by AMI Level and Unit Size

Maximum Household Incomes (a)											
HH Size	40% AMI	50% AMI	55% AMI	60% AMI	80% AMI	90% AMI	100% AMI	125% AMI	130% AMI	145% AMI	165% AMI
1	\$24,200	\$30,250	\$33,275	\$36,300	\$48,400	\$54,450	\$60,500	\$75,625	\$78,650	\$87,725	\$99,825
2	\$27,640	\$34,550	\$38,005	\$41,460	\$55,280	\$62,190	\$69,100	\$86,375	\$89,830	\$100,195	\$114,015
3	\$31,080	\$38,850	\$42,735	\$46,620	\$62,160	\$69,930	\$77,700	\$97,125	\$101,010	\$112,665	\$128,205
4	\$34,520	\$43,150	\$47,465	\$51,780	\$69,040	\$77,670	\$86,300	\$107,875	\$112,190	\$125,135	\$142,395
5	\$37,320	\$46,650	\$51,315	\$55,980	\$74,640	\$83,970	\$93,300	\$116,625	\$121,290	\$135,285	\$153,945

Maximum Monthly Housing Cost (c)											
Unit Size (b)	40% AMI	50% AMI	55% AMI	60% AMI	80% AMI	90% AMI	100% AMI	125% AMI	130% AMI	145% AMI	165% AMI
Studio	\$605.00	\$756.25	\$831.88	\$907.50	\$1,210.00	\$1,361.25	\$1,512.50	\$1,890.63	\$1,966.25	\$2,193.13	\$2,495.63
1-bedroom	\$648.00	\$810.00	\$891.00	\$972.00	\$1,296.00	\$1,458.00	\$1,620.00	\$2,025.00	\$2,106.00	\$2,349.00	\$2,673.00
2-bedroom	\$777.00	\$971.25	\$1,068.38	\$1,165.50	\$1,554.00	\$1,748.25	\$1,942.50	\$2,428.13	\$2,525.25	\$2,816.63	\$3,205.13
3-bedroom	\$898.00	\$1,122.50	\$1,234.75	\$1,347.00	\$1,796.00	\$2,020.50	\$2,245.00	\$2,806.25	\$2,918.50	\$3,255.25	\$3,704.25

Maximum Monthly Mortgage Payment (d)											
Unit Size (b)	40% AMI	50% AMI	55% AMI	60% AMI	80% AMI	90% AMI	100% AMI	125% AMI	130% AMI	145% AMI	165% AMI
Studio	\$30.00	\$181.25	\$256.88	\$332.50	\$635.00	\$786.25	\$937.50	\$1,315.63	\$1,391.25	\$1,618.13	\$1,920.63
1-bedroom	\$73.00	\$235.00	\$316.00	\$397.00	\$721.00	\$883.00	\$1,045.00	\$1,450.00	\$1,531.00	\$1,774.00	\$2,098.00
2-bedroom	\$202.00	\$396.25	\$493.38	\$590.50	\$979.00	\$1,173.25	\$1,367.50	\$1,853.13	\$1,950.25	\$2,241.63	\$2,630.13
3-bedroom	\$323.00	\$547.50	\$659.75	\$772.00	\$1,221.00	\$1,445.50	\$1,670.00	\$2,231.25	\$2,343.50	\$2,680.25	\$3,129.25

Maximum Affordable Sale Price (e)											
Unit Size (b)	40% AMI	50% AMI	55% AMI	60% AMI	80% AMI	90% AMI	100% AMI	125% AMI	130% AMI	145% AMI	165% AMI
Studio	\$5,560	\$33,544	\$47,443	\$61,528	\$117,681	\$145,665	\$173,649	\$243,701	\$257,786	\$299,854	\$355,822
1-bedroom	\$13,529	\$53,373	\$58,562	\$73,574	\$133,619	\$163,641	\$193,664	\$268,720	\$283,731	\$328,765	\$388,810
2-bedroom	\$37,435	\$73,388	\$91,365	\$109,341	\$181,432	\$217,385	\$253,338	\$343,405	\$361,382	\$415,311	\$487,402
3-bedroom	\$59,860	\$93,218	\$122,129	\$143,070	\$226,281	\$267,793	\$309,491	\$413,458	\$434,214	\$496,668	\$579,879

Notes:

- (a) All AMI income limits are based on a median income of \$86,300 for a family of four, based on 2015 FMR figures published by HUD.
 - (b) Household size are converted to unit sizes using the following factors:

<u>Unit Size</u>	<u>HH Size</u>
Studio	: 1.0
1BR	: 1.5
2BR	: 3.0
3BR	: 4.5
 - (c) Maximum monthly housing cost represents 30 percent of the corresponding income limit divided by 12 months.
 - (d) Represents the remainder of the max. monthly housing cost after an average monthly M&O payment of \$575.00; M&O payment represents average per unit operating expense reported by multifamily developers inflated by 15 percent to account for additional capital costs for an ownership unit.
 - (e) Max. affordable sale price reflects the sale price that corresponds to the maximum monthly mortgage payment, assuming the following terms:

Interest rate:	6.00%
Downpayment:	10.00%
- Sources: New York City Dept of Housing Preservation and Development (HPD); US Dept of Housing and Urban Development (HUD); BAE, 2015.

Building-Driven Assumptions

Building Prototypes

The financial feasibility model was designed to test three building prototypes using two tenure scenarios and two construction methods.

The building prototypes are defined as a low-rise building of seven floors, a mid-rise building of 10 floors, and a high-rise building of 30 floors. These three prototypes reflect consultation with NYC DCP and developers interviewed in late October, 2014. All building prototypes are assumed to use a poured concrete construction method. In order to most closely match the scale of off-site affordable developments contemplated in the feasibility model, we assume that off-site affordable buildings will be the low-rise prototype and therefore use block-and-plank construction,

Table 11: Development Program Summary

Market-Rate	Floors	Const. Type	Elevators
Low-Rise	7	Poured Concrete	1
Mid-Rise	10	Poured Concrete	2
High-Rise	30	Poured Concrete	2+

Affordable Off-Site

Low-Rise	7	Block-and-plank	1
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Sources: BAE, 2015

BAE modeled underground parking at a ratio of 0.5 spaces per market rate unit in all market-rate and mixed-income (i.e. “on-site”) building scenarios except for those in the Very Strong market category. This exception was made due to the Very Strong market category occurring exclusively in areas of Manhattan in which the zoning code does not include a parking requirement. Moreover, no parking requirement was assumed for affordable units under any scenario or market condition, reflecting the Department of City Planning’s proposal to eliminate required parking for affordable housing in the transit-accessible areas. In the event that parking were required for affordable units, increased construction costs in the absence of offsetting revenues would be expected to have a negative effect on project returns.

Each building prototype was tested for financial feasibility under a rental apartment-only and a condominium-only tenure scenario. No mixed-tenure building was tested in this analysis. All Development Programs are exclusively residential, with no ground floor retail or other uses assumed. This assumption was made for the purpose of isolating the impact of various affordability requirements on residential development in particular.

Zoning and Floor Area Ratio

All building prototypes are modeled to correspond to one of three pairs of zoning classifications representing initial and increased zoning and corresponding maximum FAR. These three pairs of zoning classifications represent three potential rezoning scenarios in which permitted residential densities are increased, and were identified by DCP as a range of typical scenarios based on a review of recent zoning map changes, and are summarized in the table below.

Table 12: Zoning and Density Assumptions

Upzoning Factor (a)	Initial Zoning	Initial FAR	Increased Zoning	Increased FAR (b)	Building Type	Building Size (gsf) (c)
130% FAR Increase	M1-2	2.00 (d)	R7A	4.60	Low-Rise	101,200
40% FAR Increase	R7A	4.00	R7D	5.60	Mid-Rise	123,200
100% FAR Increase	R8	6.02	R10	12.00	High-Rise	264,000

Notes:

(a) All potential rezoning factors were provided by DCP to represent a range of hypothetical zoning increases for analytic purposes only; these factors do not represent any statement of current or anticipated City policy.

(b) "Increased FAR" in this analysis refers to higher FAR allowed in areas designated for the Inclusionary Housing program.

(c) Building size, expressed as gross square feet (gsf), is calculated by inflating the zoning FAR by a factor of 10 percent and applying this adjusted FAR to a model site of 20,000 square feet.

(d) M1-2 zoning does not permit residential use.

Sources: New York City Department of City Planning (DCP); BAE, 2015.

To estimate the maximum building envelope for each development scenario in the feasibility model, BAE assumed a model 20,000 square foot development site, based on direction from DCP staff. In the street grid system widely found in New York City, this represents a typical lot frontage encompassing the short end of a block, for example along Manhattan's north-south avenues. The maximum building envelope in gross square feet was calculated by applying an adjusted FAR for the applicable zoning classification to the site size. The gross square footage figures for each zoning classification were also inflated by 10 percent from ZFA in order to account for floor space exempted from the definition of FAR (this includes mechanical space and certain other exempt spaces). Architects interviewed by DCP suggested this 10 percent loss factor.

Hard Costs

Hard construction costs, which include labor, building materials, and interior systems, vary greatly from project to project due to each project's unique site conditions. The methodology to develop hard costs for the three building types and the off-site affordable type was as follows:

- Estimate a baseline cost by building type using RS Means, a published guide to cost-estimating by region around the US

- Consultations with developers, both in a group setting in late October 2014, and through subsequent follow-up interviews. Note that some developers provided a range of costs per each building type, and also advised that these costs could vary, based on whether the project's contractors used union labor/paid union wages.
- Review of 11 pro formas of actual 80/20 rental projects submitted to NYC HPD in 2013-2014 as part of application of HPD subsidies.
- Formulation of model assumptions, based on a middle to high point in the range of costs provided by developers to account for union wages and a conservative approach to the analysis.

Table 13: Hard Cost Model Assumptions

Market Rate (assumed poured concrete for all prototypes)				
	RS Means (a)	Dev Group	HPD Sample (c)	Model Assumption
Low-Rise				
Stories	7	7	7	7
Price/Sq. Ft.	\$234	\$230 - \$250	\$217 - \$244	\$250
Mid-Rise				
Stories			8-12	10
Price/Sq. Ft.	NA	\$260 - \$275	\$200 - \$418	\$260
High-Rise				
Stories	24	28	up to 47	30
Price/Sq. Ft.	\$305	\$330 - \$360	\$296 - \$454	\$330
Off Site Affordable (assumed block & plank for prototypes shown)				
Low-Rise				
Stories		7		
Price/Sq. Ft.	NA	\$215 - 230	NA	\$215

a) RS Means - Low Rise from pre-cast panels & reinforced concrete
 RS Means - High-Rise from ribbed pre-cast concrete & reinforced concrete
 Calcs per RS Means:

	Low Rise Calc	High Rise Calc
Base/Sq.Ft.	\$174.50	\$227.40
Reg Adjustmt	1.34	1.34

b) Dev Group - High Rise based primarily on information from Avalon Bay for 28 story project last year (all union).

Some developers felt that this year cost would be \$360/psf due to cost escalation.

c) From analysis of pro formas for 15 projects with 80/20 rental mix + 3 additional for 100% affordable projects.

Provided by HPD.

Sources: RS Means, HPD, BAE, 2015.

In addition to the aforementioned hard cost assumptions, the analysis recognizes that hard costs are higher for more highly-finished condominiums than for rental units. Further, the “finishes” cost factor will be higher in Very Strong and Strong markets than in less expensive areas, in order to add value and create a more luxurious unit.

Table 14: Hard Cost Adjustment for Finishes

	Rental	Condo (a)
Weak	n/a	\$0.00
Moderate	n/a	\$0.00
Mid-Market	n/a	\$10.00
Strong	n/a	\$20.00
Very Strong	n/a	\$40.00

Notes:

a) Based on interviews with developers, who cited a \$40 to \$50+ finishes allowance for very strong projects.

Source: BAE, 2015.

Soft Costs

Soft costs are costs for design, engineering, legal, accounting, and fees/permits. Because most of these costs tend to vary based on the size and complexity of the project, to capture this relationship, soft costs are typically expressed as a percent of hard costs. However, some developers cited these costs as a fixed cost per square foot of building.

Sources for soft cost estimates included developer consultations and review of 14 sample pro formas provided by HPD (11 for 80/20 projects and 3 for 100 percent LIHTC projects). Research indicated that soft costs range from 15 to 18+ percent of hard costs. For purposes of using a conservative assumption, the model assumes a 20 percent soft cost factor applied to each hard cost assumption per building type/finishes, which did not include fees associated with construction financing.

Operating Expenses

Operating expenses for rental projects include the relatively constant set of services needed for any project (e.g., maintenance and repair, janitorial, utilities, and management), as well as the more variable costs associated with the level of amenities provided to tenants (e.g., doormen, fitness center, etc.). Operating costs will also vary between projects that are primarily market-rate (e.g. 80/20 or equivalent), and those that are 100 percent affordable.

Table 15: Operating Expense Assumptions

	Developers (a)	HPD Sample Pro Formas		Model (b)
		# of Projects	Average	
Market Rate				
Very Strong (a)	\$9,000 - \$10,000	4	\$9,289	\$9,500
Strong	not active	5	\$9,095	\$9,000
Mid-Market	not active	1	\$8,175	\$8,500
Moderate	not active	0	NA	\$8,000
Weak	not active	0	NA	\$7,500
Affordable (Off-Site)				
Very Strong	not active	1	\$10,450	\$6,700
Strong	not active	1	\$7,926	\$6,700
Mid-Market	\$6,400	1	\$6,522	\$6,500
Moderate	not active	0	NA	\$6,000
Weak	not active	0	NA	\$6,000

a) Most developers interviewed gave broad ranges b/c it depends on amenities scale of project. All market rate rental developers interviewed were currently active only in the Very Strong market.

b) If data was not available, BAE made estimate based on scaling from known information.

Sources: Developer consultations, sample pro formas from HPD, BAE, 2015.

Financing, Public Subsidies, and Real Estate Tax Assumptions

Financing Assumptions

Financing assumptions for the analysis were formulated based on interviews with a mix of residential lenders including Enterprise, Citi, and Wells Fargo along with several industry representatives. HPD also provided its underwriting assumptions for 80/20 tax exempt bond financing. Assumptions utilized in the analysis are shown below (Table 16).

Table 16: Financing Assumptions

	Rental			Condo
	Const. Loan	Perm. Loan	Tax-Exempt Bond	Const. Loan
Term (years)	2	30	35	2
Interest Rate	4.50%	5.75%	5.00%	4.50%
Debt Service Coverage Ratio (DSCR)	n/a	1.25	1.15	n/a
Loan-to-Cost (LTC), Loan-to-Value (LTV)	75.00%	75.00%	85.00%	75.00%
Origination & Underwriting	2.25%	2.25%	3.25%	2.25%
Condo Release Rate				1.15

Sources: Interviews with 5 residential lenders; BAE 2015.

Public Subsidy: 4 Percent Low Income Housing Tax Credits (LIHTCs)

The 4-percent LIHTC supports affordable rental projects by providing a source of equity through sale of the credit to investors, as well as use of tax-exempt bonds as a source of inexpensive debt. The eligible basis for the issuance of LIHTCs is based on the hard, soft, and financing costs attributable to the portion of the development targeted to households at or below 60-percent AMI; the total equity available from the syndication of the credits is calculated based on information published in the State 2014 Low Income Housing Qualified Allocation Plan (QAP) and provided by HPD and HDC staff. As per direction of HDC staff, the maximum tax-exempt bond amount eligible to be used for construction financing is set to the equivalent of 52 percent of hard and soft costs attributable to the portion of the project targeted at or below 60-percent. The maximum tax-exempt bond amount available for permanent financing is based on the Net Operating Income (NOI) attributable to the portion of the project targeted at or below 60-percent AMI. The table below summarizes the key assumptions used to calculate both the LIHTC equity and tax-exempt bond amount available to development scenarios in the financial feasibility model.

Table 17: Key Assumptions for Low Income Housing Tax Credits (LIHTC)

LIHTC Equity Assumptions

High Cost Area Adjustment Factor (DDA)	1.30
Value of 4-percent Tax Credit	3.22%
Price of \$1.00 4-percent Credit (a)	\$1.13
Maximum Tax Credit Value per Unit	\$455,000
Maximum Eligible Developer Fee	15.00%
Eligible Portion of Soft Costs	95.00%

Tax-Exempt Bond Assumptions

Portion of Aff. Hard, Soft Costs Issued for Const.	52.00%
Bond Terms (years)	35
Annual Interest Rate	5.00%
Debt Service Coverage Ratio (DSCR)	1.15
Issuance Costs	3.25%

Notes:

(a) Value of \$1.00 credit is net of syndication costs.

Sources: 2014 New York State Qualified Action Plan (QAP); New York City Housing Development Corporation (HDC); New York City Dept. of Housing Development and Preservation (HPD); BAE, 2015.

Real Estate Taxes

In order to accurately estimate the real estate tax liability for model development scenarios, BAE designed the financial feasibility model to include the impacts of the 421-a Program under a variety of circumstances. The 421-a Program, created in 1971, exempts a portion of the property taxes due on new construction residential development for a certain period of time. The period of time is determined depending of the location of the development and how much on-site affordable housing is required. The exemption is applied to the difference between the entire assessed value of the property after it has been built and the assessed value of the development site prior to construction. The program's goals are to stimulate the production of housing and to ensure that some portion of that housing is affordable to low- and moderate-income New Yorkers. The program, renewed and amended in June 2011, is currently in effect until June 15, 2015, at which time, without State extending legislation, benefits for new projects will not be available. BAE was directed by City staff to perform the financial feasibility analysis described in this report assuming the use of the as-of-right 15-year and extended 20-year and 25-year benefit options, applied depending on the correspondence between market types and Geographic Exclusion Area boundaries, and on the affordability requirements associated with benefits. Note that for the purposes of this analysis, the use of 421-a certificates was not assumed.

The key feature of the 421-a Program is that a certain portion of a property's assessed value is exempted from consideration in the calculation of real property taxes for a specific period of time, or benefit period. In order to receive the benefit in a multifamily rental development, the project may be required to provide a certain portion of units as affordable units. The applicable benefit period and affordability requirement (if any) for a given property are determined by the property's location – either inside or outside of a Geographic Exclusion Area (GEA) – and whether or not the property receives any additional public subsidy, or Substantial Government Assistance (SGA). For the purposes of this analysis, BAE consulted with City staff to determine a simplified set of applicable benefit periods to correspond with the market condition and level of affordability of each development scenario.

Table 18: Benefit Schedule Assumptions by Market Condition and Affordability

<u>Market Condition</u>	<u>No Affordability (a)</u>	<u>Meets Aff. Requirement (b)</u>
Weak	15-year benefit	25-year benefit
Moderate	15-year benefit	25-year benefit
Mid-Market	15-year benefit	25-year benefit
Strong	no benefit	25-year benefit
Very Strong	no benefit	20-year benefit

Notes:

(a) "No affordability" refers to a 100 percent market rate project with no affordable units.

(b) A project was considered to meet the affordability requirement if at least 20 percent of total units were designated for households at or below 60 percent AMI.

Under each benefit schedule, the difference between the Total Assessed Value (AV) for the built project and the Base Year AV for the property prior to construction is exempted from taxation for the duration of the benefit period, which phases out gradually over the last four to eight years of the benefit period. The Base Year AV is always taxed at full value regardless of the benefit period.

In consultation with HDC staff, BAE estimated the Total AV and Base Year AV for each development scenario based on an analysis of available data from the Department of Finance (DOF). The Base Year AV was determined by applying the average AV per square foot of land observed in the FY 2014-15 DOF Comparable Properties database to a 20,000 square foot model site. The average AV was calculated for real properties in each of the five market condition categories defined in the market index component of this study.

To be consistent with the valuation methodology employed by DOF, the Total AV was defined as equal to 45 percent of the approximate Market Value, which was calculated following the method used by DOF. The DOF Approximate Market Value is calculated by dividing the sum of a DOF Cap Rate and Effective Tax Rate into an NOI estimate for the project. The DOF Cap Rate and Effective Tax Rate figures were taken from the FY 2016 Guidelines for Properties Valued Based on the Income Approach, published in January 2015. The estimated NOI for each development scenario was determined by applying the 95th percentile of NOI per building square foot observed in the FY 2014-15 DOF Comparable Properties database to the gross square feet to be developed under each model scenario. Note that the Total AV was also calculated following this method on a pro-rated basis for years falling during the construction period.

In addition, for development scenarios where no affordable units were included (e.g. a project that is developed outside of the GEA with no on- or off-site affordable housing or a project within the GEA which meets the affordability requirement through off-site development), an AV cap was applied. The AV cap limits the amount of a property's Total AV that is eligible for exemption under the 421-a Program to a level determined by a per unit cap. The AV cap was set to \$65,000 per unit in 2008 with an annual three percent escalation, meaning that for 2015 a cap of \$79,941 per unit applies. This means that when the Total AV, as calculated following the methodology above, is higher than this amount on a per unit basis, that the Total AV to which the 421-a exemption is applied throughout the benefit period is reduced. This AV cap methodology is consistent with the 421-a Legislation Overview published by HPD in February 2013 and provided to BAE by HDC staff.

Following the methodology outlined above, BAE applied the published real property tax rate for Class II properties for FY 2014-15 of 12.855 percent of Assessed Value to the Total AV (as adjusted for the AV cap, as applicable) to estimate the total real estate tax owed without exemption. BAE then deducted the total real estate tax exemption amount, as determined by the applicable 421-a benefit schedule, to arrive at the total real estate taxes owed with a 421-

a exemption by each development scenario. The following table summarizes the assumed values for each of the variables described above.

Table 19: Assumed Values for Calculation of Assessed Value & Real Property Taxes

Market Condition	Base Year AV per sq. ft. of land (a)	DOF Cap Rate (b)	DOF Effective Tax Rate (c)	NOI per gross sq. ft. (d)	Base Tax Rate (e)
Weak	\$15.00	7.50%	5.785%	\$13.28	12.855%
Moderate	\$15.00	7.50%	5.785%	\$18.01	12.855%
Mid-Market	\$35.00	7.50%	5.785%	\$25.88	12.855%
Strong	\$50.00	6.90%	5.785%	\$33.45	12.855%
Very Strong	\$100.00	6.70%	5.785%	\$36.39	12.855%

Notes:

(a) Based on analysis of reported Assessed Values by market area in the FY 2014-15 DOF Comparable Properties Database.

(b) Based on the range of cap rates for residential buildings with more than 10 units built after 1972 in high, medium, and low markets in Manhattan and the Outer Boroughs as published by DOF in the FY 2016 Guidelines for Properties Valued Based on the Income Approach

(c) As published in the DOF in the FY 2016 Guidelines for Properties Valued Based on the Income Approach

(d) Represents the 95th percentile value of observed NOI per GSF by market area as published in the FY 2014-15 DOF Comparable Properties Database

(e) Base tax rate for Class II properties for FY 2014-15 as published by DOF

Sources: New York Department of Finance (DOF); New York Housing Development Corporation (HDC); BAE, 2015.

Measures of Financial Return

Yield on Cost (YOC) and Return on Cost (ROC)

A key measure of feasibility is the project’s Yield on Cost for rental projects (YOC) or Return on Cost for condominium projects (ROC).

For rental projects, the YOC is analyzed for the stabilized year (when full lease-up has occurred). It consists of dividing net income (before debt service and the investor’s income taxes) by total project cost (excluding financing costs). Many analysts and developers prefer using this financial metric to evaluate feasibility because it does not take into account financing costs, and thus allows for projects with a wide range of financing and leverage to be compared to each other, without distortions from leverage. This metric is the closest to a pure “economic” return on the project and does not account for the time value of money. Numerous developers and industry experts agree that a feasible YOC, at a minimum, is approximately 6.0 percent for rental projects.

For condo projects, the ROC is calculated by analyzing profit after all condo sales have occurred (e.g., revenues less development costs excluding financing costs), divided by development costs excluding financing costs. Again, this metric does not account for leverage arrangements. Since condominiums carry slightly more market risk than rental projects in most periods, industry experts agree that an 8.0 percent annual ROC is feasible; when compounded for the duration of pre-development through construction and absorption

(assumed as approximately five years for this study), the minimum feasible ROC is 46.9 percent.

These minimum feasibility thresholds, which will change over time, are related to economic cycles and alternative investment opportunities.

Unleveraged Internal Rate of Return (Unleveraged IRR)

The internal rate of return on an investment or project is the "annualized effective compounded return rate" that makes the net present value of all cash flows (both positive and negative) from a particular investment equal to zero. It can also be defined as the discount rate at which the present value of all future cash flow is equal to the initial equity investment.

The rationale for using an unleveraged rate of return is that developers can make a wide variety of arrangements regarding financing; some developers such as REITs typically do not borrow funds to build projects (or borrow from other debt REITs). The unleveraged IRR seeks to eliminate the distortions of financing by evaluating the project as though it was funded with only equity, and compares this investment to the net cash flows from the project over time. Most developers interviewed for this Study noted that an unleveraged IRR of between 8 and 10 percent would represent a minimum threshold of feasibility.

Leveraged Internal Rate of Return (IRR)

The leveraged IRR represents the return on only the portion of total project costs paid for by developer equity investment, factoring in leverage arrangements (e.g., through debt financing) and the time value of money.

Inclusionary Requirement Scenarios

This Study seeks to analyze the effects a range of potential inclusionary requirements would have on the financial feasibility of new multifamily residential development under a variety of conditions. To this end, BAE and City Staff developed a range of potential inclusionary requirements for feasibility testing.

Each potential MIH requirement represents a combination of an average income target and a total set-aside requirement. The income target, expressed as a percent of Area Median Income (AMI), specifies the maximum income level of households for whom affordable units are to be reserved. For the purposes of this analysis, a blended *average* AMI level is presented. A number of tiered income target requirements are possible under each blended average. For example, a blended average income target of 60-percent-AMI may be achieved by a specific affordability requirement of 10 percent of units at 40-percent-AMI and 10 percent of units at 80-percent-AMI for a total blended average of 20 percent of units at 60-percent-AMI.

The set-aside for each potential affordability requirement represents the total share of the project that must be developed as affordable housing. The set-aside applies to the total residential square feet (RSF) of a project. For example, a development with 100,000 RSF would reserve 20,000 square feet for affordable units under a 20-percent set-aside. Because affordable units are assumed to be somewhat smaller than market-rate units in this analysis, the resulting number of affordable units in a building will represent a slightly higher share of total units than the set-aside percentage.

The analysis tests three average income targets – 60, 75, and 90-percent AMI – at five set-aside requirements, ranging from 20 to 50 percent. This results in a grid of 15 potential affordability requirements, which are then tested under various scenarios as described in the following chapter.

The use of 4% LIHTC is only tested under the 60-percent AMI average inclusionary income target; this target is modified to a 50-percent AMI average target when testing the 20-percent set-aside, in conformance with the requirement in New York City that a project must include at least 20-percent of units at or below 50-percent AMI or at least 25-percent of units at or below 60-percent AMI in order to qualify for 4% LIHTC.

Table 20 summarizes the potential affordability requirement income targets and set-asides tested in this analysis, as applicable to each affordability program scenario (i.e. MIH affordability requirement only, 421-a Program and/or LIHTC in combination with MIH).

Table 20: MIH Affordability Requirement Range

Income Target	Set-Aside Requirement (a)				
	20%	25%	30%	40%	50%
50% AMI	LIHTC (b)	n/a	n/a	n/a	n/a
60% AMI	MIH/421a	MIH/421a/LIHTC	MIH/421a/LIHTC	MIH/421a/LIHTC	MIH/421a/LIHTC
75% AMI	MIH/421a	MIH/421a	MIH/421a	MIH/421a	MIH/421a
90% AMI	MIH/421a	MIH/421a	MIH/421a	MIH/421a	MIH/421a

Notes:

Target incomes and set-asides reflect potential inclusionary requirement values developed for analytic purposes only and do not represent any statement of policy

(a) Set-aside requirement is defined as a percentage of total residential square feet

(b) A 50% AMI income target is tested only at the 20% set-aside level for the purpose of allowing the applicability of 4-percent LIHTC credits; at all other set-aside levels, LIHTC eligibility is consistent with the 60% AMI income target

Sources: NYC Department of City Planning; NYC Dept. of Housing Preservation and Development; BAE, 2015.

VI. Summary of Findings

Overview of Feasibility Scenarios

Presentation and Parameters of Scenario Testing

BAE used the financial feasibility model to test over 1,200 unique multifamily residential development scenarios. The test results are provided in detailed summary tables in Appendix F and Appendix G. These tables are presented separately for rental and condominium projects, in order of market condition (from Very Strong to Weak), and in order of inclusionary income target. Within each market condition and income target, results are shown for a series of possible set-aside requirements with and without the receipt of a 421-a tax exemption and use of 4% LIHTC, as well as under on- or off-site affordable housing scenarios. Results for each building prototype are shown in separate tables. Please note the following key parameters of this feasibility analysis:

Building Prototype and Market Condition Combinations

In recognition of market norms, the low-rise building type series does not test low-rise development under a Very Strong market condition, due to the typical zoning for such areas and pattern of maximizing as-of-right development floor area when land prices are high. Conversely, the high-rise building type series does not test high-rise development under a Weak market condition, where market conditions are not conducive to generating this product type.

LIHTC Application

The use of LIHTC credits is only tested under the 60-percent AMI average inclusionary income target; this target is modified to a 50-percent AMI average target when testing the 20-percent set-aside, in conformance with the requirement that a project must include at least 20-percent of units at or below 50-percent AMI or at least 25-percent of units at or below 60-percent AMI in order to qualify for LIHTC.

421-a Program Application

The analysis assumes the current form of the 421-a tax exemption program for the baseline condition. The Geographic Exclusion Area (GEA) requires on-site affordability in the strongest New York City real estate markets as determined by legislative bodies. Projects developed inside the GEA must provide on-site affordable housing (for projects without substantial governmental assistance, 20 percent of units at 60-percent AMI) in order to receive a 20- or 25-year extended benefit. Projects developed outside of the GEA do not have to provide on-site affordable housing in order to receive the exemption. These types of projects receive an as-of-right 15-year benefit.

As such, this analysis assumes that the as-of-right 15-year benefit is not available for an entirely market-rate project in the Very Strong and Strong market conditions, because such a benefit would not be available in these market types. This means that under an Off-Site scenario, where the affordability requirement is fulfilled by affordable housing units developed off-site, the market-rate building (or “On-Site Component”) does not receive any 421-a benefit. In the Mid-Market, Moderate, and Weak categories, the as-of-right 15-year benefit is assumed to apply whether or not affordable housing is provided on-site, while the off-site component (where the affordable units are located) is assumed to receive the extended benefit that best corresponds to each market condition (i.e. 20-year benefit in the Very Strong market and the 25-year benefit in all other market conditions).

For analytical purposes, BAE assumed that projects satisfying MIH requirements would also be eligible to receive a 421-a benefit.

Baseline Development Scenarios

Two “baseline” development scenarios are tested for each building prototype under each market condition. Both baseline scenario findings represent the feasibility, or lack thereof, of a project that is developed in accordance with the zoning designation applicable to the subject site prior to the proposed re-zoning with MIH. The baseline should demonstrate the yield and financial feasibility of the site under current conditions as a point of comparison.

“No 421-a baseline” Scenario

The “no 421-a baseline” scenario represents projects where no 421-a benefit is applied whether or not that benefit is available as-of-right without the need to provide affordable housing.

“421-a baseline” Scenario

In the “421-a baseline” scenario for the Strong and Very Strong market conditions, the baseline represents a project without SGA, that provides 20-percent of units at 60-percent AMI and receives the 20-year extended benefit. In the Weak, Moderate, and Mid-Market typologies, the as-of-right 15-year benefit without affordability requirements was applied.

Zoning Assumption

All scenarios, with the exception of the baseline scenarios, represent a “pre-rezoning” land acquisition and “post-rezoning” development, in which the acquisition cost matches a site at current zoning, but the project is built to the allowable site density after rezoning and subject to the corresponding MIH inclusionary requirement. The market for land is extremely dynamic and responds to myriad countervailing factors, including the net impact of both the rezoning and the corresponding affordability requirement; the simplified assumption used in this citywide analysis was chosen in lieu of any generalized assumptions regarding the impact on future land values of the proposed program.

Feasibility Thresholds

Based on consultation with developers active in the New York City market, this analysis defines the feasibility threshold at 6 percent YOC at the year of stabilization for rental apartments. For condominium projects, with slightly more market risk, an 8 percent annual ROC was defined; when compounded by the period of pre-development through sales (five years) to 47 percent. Projects that achieve returns at or above these thresholds are highlighted with color in the summary tables shown below and detailed appendix tables.

In addition to this absolute feasibility threshold, the summary of findings illustrates the *relative* impact of each proposed inclusionary requirement on a project, as compared to the baseline scenarios described above. A positive impact on returns as compared to a baseline scenario would suggest that the scenario is conducive to new housing development. However, one should not expect that rezoning with Inclusionary Housing requirements will necessarily make unsubsidized development feasible where it is not currently feasible. For instance, in conditions where market rents do not support new construction without subsidy, increased residential density at these same rents would not substantially increase returns; therefore public subsidy would be still be necessary in such rezoning scenario.

Findings from this analysis are presented below, with detailed summary tables including key assumptions included in Appendix F for rental housing, and Appendix G for condominiums.

Findings

Rental Projects

Market-rate rental housing is generally underwritten with 421-a benefits, and most of that housing is constructed within the Very Strong and Strong markets. However, developers interviewed for this report stated that currently high land prices, driven by the condominium market where higher residuals allow condominium developers to pay more for available sites, makes constructing rental housing a challenge (see Chapter II of this report). This commentary is consistent with the relatively low returns for the baseline scenarios for rental housing. However, as described above, this analysis looks not only at an absolute threshold for project feasibility, but also at feasibility relative to the baseline condition.

Thus, in the current housing market, the addition of an MIH requirement to rental projects, in conjunction with a re-zoning, without a tax exemption or other form of subsidy, would not improve baseline feasibility except for high-rise buildings in the Very Strong market. However, in Very Strong and most Strong market scenarios, the combination of an MIH requirement ranging from a 20 percent to 30 percent set-aside and a 421-a benefit supports housing development by either exceeding baseline scenario returns or by exceeding the benchmark investment rate of 6 percent YOC.

Additional findings include:

- **MIH requirements work best in strong housing markets.** Returns for MIH scenarios are substantially better in the Very Strong and Strong market conditions, where returns are aided by the revenue from additional units allowed by changes in zoning. In weaker markets additional density does not contribute substantially to improved YOC.
- **Based on current conditions, for rental developments, substantial MIH set-asides require the availability of a 421-a benefit (or its equivalent).** In most Very Strong and Strong market scenarios, when coupled with 421-a benefits, the MIH Requirement at set-asides ranging from 20 percent to 30 percent is generally feasible and supportive of housing production.
- **The threshold AMIs and percentage of set-aside for affordable housing impacts feasibility.** Within each market condition and within each set-aside requirement, the higher the AMI level the better the return. For example within the Mid-Market scenario, where returns were lower than in stronger market conditions, within each percentage set-aside, feasibility increased steadily as AMIs rose from 60 percent to 90 percent. Also, when set-asides are lowered and AMI thresholds are held constant, returns also rise due to more market-rate units.
- **Rental projects in Moderate and Weak markets do not achieve sufficient returns to achieve feasibility without subsidies, even before incorporating an inclusionary requirement.** This reflects the reality that few market-rate rental projects are being built in markets with relatively low rents, as they are unable to support current construction costs and land prices.
- **The mid-rise prototype scenario in the Mid-Market condition is most sensitive to MIH requirements, and may require a set-aside at moderate income levels to support housing production.** The application of MIH requirements to mid-rise buildings in the Mid-Market slightly reduces feasibility relative to the baseline, even with the application of 421-a benefits. Though mid-rise and low-rise developments yielded lower returns than other building prototypes across all market conditions, with the application of 421-a benefits, such developments generally show stronger returns relative to their baseline. However, that is not the case in the Mid-Market scenario. This is due, in part, to the relatively lower increase in permitted residential density assumed under re-zoning for this prototype in this analysis (i.e. a 40-percent FAR increase was assumed for the mid-rise prototype, compared with a 100-percent FAR increase assumed for the high-rise prototype), as well as lower rents under Mid-Market conditions compared to stronger markets. For high-rise prototypes, in contrast, assumptions that a premium can be obtained for rents on upper stories contributes to improved feasibility. Nonetheless, this set of results suggests that relative feasibility in

the Mid-Market condition is more sensitive to the MIH requirement than in other market conditions, and that a set-aside at a relatively higher, moderate AMI level may be necessary to support housing production in Mid-Market conditions.

Table 21: Summary of Financial Feasibility Analysis - Rental (YOC)

Baseline (a)		MIH Only										MIH + 421a										MIH + 421a + 4% LIHTC															
Current Zoning	Current w/ 421-a	On-Site Affordability					Off-Site Affordability					On-Site Affordability					Off-Site Affordability					On-Site Affordability					Off-Site Affordability										
		20%	25%	30%	40%	50%	20%	25%	30%	40%	50%	20%	25%	30%	40%	50%	20%	25%	30%	40%	50%	20%	25%	30%	40%	50%	20%	25%	30%	40%	50%	20%	25%	30%	40%	50%	
Very Strong																																					
60% AMI																																					
Low-Rise	NA (b)	NA (c)					NA (c)					NA (c)					NA (c)					NA (c)					NA (c)										
Mid-Rise	5.1% 5.6%	4.5%	4.0%	3.5%	2.7%	1.8%	4.8%	4.5%	4.3%	3.8%	3.4%	7.0%	6.5%	6.1%	5.2%	4.2%	5.2%	5.0%	4.8%	4.4%	4.1%	7.5%	7.2%	6.8%	6.0%	5.1%	5.4%	5.3%	5.1%	4.8%	4.5%						
High-Rise	5.2% 5.8%	6.3%	5.7%	5.1%	3.9%	2.8%	6.6%	6.3%	5.9%	5.3%	4.8%	9.3%	8.7%	8.1%	6.9%	5.7%	7.1%	6.7%	6.5%	6.0%	5.6%	10.0%	9.7%	9.2%	8.2%	7.1%	7.3%	7.1%	6.9%	6.5%	6.1%						
75% AMI																																					
Low-Rise	NA (b)	NA (c)					NA (c)					NA (c)					NA (c)					Not eligible					Not eligible										
Mid-Rise	5.1% 5.6%	4.6%	4.1%	3.7%	2.9%	2.1%	4.9%	4.7%	4.4%	4.0%	3.6%	7.1%	6.7%	6.3%	5.4%	4.6%	5.3%	5.1%	4.9%	4.6%	4.3%	Not eligible					Not eligible										
High-Rise	5.2% 5.8%	6.4%	5.8%	5.3%	4.2%	3.1%	6.7%	6.4%	6.1%	5.5%	5.0%	9.4%	8.9%	8.3%	7.2%	6.1%	7.2%	6.9%	6.6%	6.2%	5.8%	Not eligible					Not eligible										
90% AMI																																					
Low-Rise	NA (b)	NA (c)					NA (c)					NA (c)					NA (c)					Not eligible					Not eligible										
Mid-Rise	5.1% 5.6%	4.7%	4.3%	3.9%	3.1%	2.3%	5.0%	4.8%	4.5%	4.1%	3.8%	7.2%	6.8%	6.4%	5.6%	4.8%	5.4%	5.2%	5.0%	4.8%	4.5%	Not eligible					Not eligible										
High-Rise	5.2% 5.8%	6.5%	6.0%	5.5%	4.4%	3.4%	6.8%	6.5%	6.2%	5.6%	5.2%	9.6%	9.0%	8.5%	7.4%	6.4%	7.3%	7.0%	6.8%	6.3%	6.0%	Not eligible					Not eligible										
Strong																																					
60% AMI																																					
Low-Rise	NA (b)	3.0%	2.6%	2.2%	1.4%	0.6%	3.3%	3.1%	2.8%	2.4%	2.1%	6.6%	6.2%	5.8%	5.0%	4.1%	3.8%	3.7%	3.5%	3.3%	3.1%	7.3%	7.1%	6.8%	6.2%	5.5%	4.0%	4.0%	3.9%	3.7%	3.5%						
Mid-Rise	3.4% 4.7%	2.6%	2.3%	1.9%	1.2%	0.6%	3.0%	2.8%	2.6%	2.2%	1.9%	5.6%	5.3%	4.9%	4.2%	3.6%	3.4%	3.3%	3.2%	3.0%	2.8%	6.1%	5.9%	5.7%	5.1%	4.5%	3.5%	3.5%	3.4%	3.3%	3.2%						
High-Rise	3.4% 4.8%	3.7%	3.3%	2.9%	2.0%	1.2%	4.1%	3.8%	3.6%	3.2%	2.9%	6.9%	6.5%	6.0%	5.2%	4.4%	4.6%	4.4%	4.3%	4.0%	3.8%	7.5%	7.3%	7.0%	6.4%	5.7%	4.7%	4.7%	4.6%	4.4%	4.2%						
75% AMI																																					
Low-Rise	NA (b)	3.2%	2.8%	2.5%	1.7%	1.0%	3.5%	3.2%	3.0%	2.7%	2.4%	6.8%	6.4%	6.1%	5.3%	4.6%	4.0%	3.9%	3.7%	3.5%	3.4%	Not eligible					Not eligible										
Mid-Rise	3.4% 4.7%	2.7%	2.4%	2.1%	1.5%	0.9%	3.1%	2.9%	2.7%	2.4%	2.2%	5.8%	5.5%	5.1%	4.5%	3.9%	3.5%	3.4%	3.4%	3.2%	3.1%	Not eligible					Not eligible										
High-Rise	3.4% 4.8%	3.8%	3.5%	3.1%	2.3%	1.6%	4.2%	4.0%	3.8%	3.4%	3.1%	7.0%	6.7%	6.3%	5.5%	4.7%	4.7%	4.5%	4.4%	4.2%	4.0%	Not eligible					Not eligible										
90% AMI																																					
Low-Rise	NA (b)	3.4%	3.0%	2.7%	2.1%	1.4%	3.6%	3.4%	3.2%	2.9%	2.6%	7.0%	6.7%	6.3%	5.7%	5.0%	4.1%	4.0%	3.9%	3.8%	3.6%	Not eligible					Not eligible										
Mid-Rise	3.4% 4.7%	2.9%	2.6%	2.3%	1.8%	1.3%	3.2%	3.0%	2.9%	2.6%	2.4%	5.9%	5.6%	5.4%	4.8%	4.2%	3.6%	3.6%	3.5%	3.4%	3.3%	Not eligible					Not eligible										
High-Rise	3.4% 4.8%	4.0%	3.6%	3.3%	2.6%	1.9%	4.3%	4.1%	4.0%	3.6%	3.3%	7.2%	6.8%	6.5%	5.8%	5.1%	4.8%	4.7%	4.6%	4.4%	4.3%	Not eligible					Not eligible										
Mid-Market																																					
60% AMI																																					
Low-Rise	NA (b)	1.7%	1.4%	1.2%	0.6%	0.1%	1.9%	1.8%	1.6%	1.4%	1.2%	4.5%	4.2%	3.9%	3.4%	2.9%	4.4%	4.2%	4.1%	3.8%	3.6%	4.9%	4.8%	4.7%	4.3%	3.9%	4.6%	4.6%	4.5%	4.3%	4.1%						
Mid-Rise	2.0% 4.1%	1.5%	1.3%	1.0%	0.6%	0.1%	1.8%	1.6%	1.5%	1.3%	1.1%	3.9%	3.6%	3.4%	2.9%	2.5%	3.9%	3.8%	3.7%	3.5%	3.3%	4.1%	4.1%	4.0%	3.6%	3.2%	4.1%	4.1%	4.0%	3.9%	3.7%						
High-Rise	2.1% 4.2%	2.3%	2.0%	1.7%	1.2%	0.6%	2.6%	2.4%	2.3%	2.0%	1.8%	4.7%	4.4%	4.2%	3.6%	3.0%	4.8%	4.7%	4.5%	4.3%	4.0%	5.1%	5.0%	4.9%	4.5%	4.0%	5.0%	5.0%	4.9%	4.7%	4.5%						
75% AMI																																					
Low-Rise	NA (b)	1.9%	1.7%	1.4%	1.0%	0.6%	2.1%	2.0%	1.9%	1.7%	1.5%	4.7%	4.4%	4.2%	3.8%	3.4%	4.6%	4.4%	4.3%	4.1%	3.9%	Not eligible					Not eligible										
Mid-Rise	2.0% 4.1%	1.7%	1.5%	1.3%	0.9%	0.5%	1.9%	1.8%	1.7%	1.5%	1.4%	4.0%	3.8%	3.6%	3.3%	2.9%	1.9%	1.8%	1.7%	1.5%	1.4%	Not eligible					Not eligible										
High-Rise	2.1% 4.2%	2.4%	2.2%	2.0%	1.5%	1.0%	2.7%	2.6%	2.5%	2.3%	2.1%	4.9%	4.6%	4.4%	3.9%	3.5%	5.0%	4.8%	4.7%	4.5%	4.3%	Not eligible					Not eligible										
90% AMI																																					
Low-Rise	NA (b)	2.0%	1.9%	1.7%	1.4%	1.0%	2.2%	2.1%	2.0%	1.9%	1.8%	4.8%	4.7%	4.5%	4.2%	3.8%	4.7%	4.6%	4.5%	4.3%	4.2%	Not eligible					Not eligible										
Mid-Rise	2.0% 4.1%	1.8%	1.7%	1.5%	1.2%	0.9%	2.0%	1.9%	1.9%	1.8%	1.6%	4.2%	4.0%	3.9%	3.6%	3.3%	4.2%	4.1%	4.0%	3.9%	3.8%	Not eligible					Not eligible										
High-Rise	2.1% 4.2%	2.6%	2.4%	2.2%	1.8%	1.4%	2.8%	2.7%	2.6%	2.5%	2.3%	5.0%	4.8%	4.6%	4.2%	3.8%	5.1%	5.0%	4.9%	4.7%	4.6%	Not eligible					Not eligible										

Table 21: Summary of Financial Feasibility Analysis - Rental (YOC), continued

Baseline (a)		MIH Only										MIH + 421a										MIH + 421a + 4% LIHTC										
Current Zoning	Current w/ 421-a	On-Site Affordability					Off-Site Affordability					On-Site Affordability					Off-Site Affordability					On-Site Affordability					Off-Site Affordability					
		20%	25%	30%	40%	50%	20%	25%	30%	40%	50%	20%	25%	30%	40%	50%	20%	25%	30%	40%	50%	20%	25%	30%	40%	50%	20%	25%	30%	40%	50%	
Moderate																																
60% AMI																																
Low-Rise	NA (b)	1.5%	1.3%	1.1%	0.7%	0.3%	1.7%	1.6%	1.5%	1.4%	1.2%	3.7%	3.5%	3.3%	2.9%	2.5%	3.9%	3.8%	3.7%	3.5%	3.4%	4.1%	4.1%	4.0%	3.8%	3.6%	4.1%	4.2%	4.1%	4.0%	3.9%	
Mid-Rise	1.9%	3.7%	1.4%	1.2%	1.0%	0.7%	0.3%	1.6%	1.6%	1.5%	1.3%	1.2%	3.4%	3.2%	3.0%	2.6%	2.3%	3.6%	3.5%	3.4%	3.3%	3.1%	3.6%	3.7%	3.6%	3.4%	3.1%	3.8%	3.8%	3.8%	3.7%	3.7%
High-Rise	1.9%	3.7%	2.0%	1.8%	1.6%	1.1%	0.7%	2.3%	2.2%	2.1%	1.9%	1.7%	3.9%	3.7%	3.5%	3.0%	2.6%	4.2%	4.1%	4.0%	3.8%	3.7%	4.2%	4.3%	4.1%	3.9%	3.6%	4.4%	4.5%	4.4%	4.3%	4.2%
75% AMI																																
Low-Rise	NA (b)	1.7%	1.5%	1.4%	1.1%	0.8%	1.9%	1.8%	1.8%	1.7%	1.6%	4.0%	3.8%	3.7%	3.4%	3.1%	4.1%	4.0%	4.0%	3.8%	3.7%	Not eligible					Not eligible					
Mid-Rise	1.9%	3.7%	1.6%	1.4%	1.3%	1.0%	0.8%	1.8%	1.7%	1.7%	1.6%	1.5%	3.6%	3.4%	3.3%	3.0%	2.8%	3.8%	3.7%	3.7%	3.6%	3.5%	Not eligible					Not eligible				
High-Rise	0.0%	0.0%	2.2%	2.0%	1.8%	1.5%	1.2%	2.4%	2.4%	2.3%	2.2%	2.1%	4.1%	3.9%	3.7%	3.4%	3.1%	4.4%	4.3%	4.2%	4.1%	4.0%	Not eligible					Not eligible				
90% AMI																																
Low-Rise	NA (b)	1.9%	1.8%	1.7%	1.5%	1.3%	2.1%	2.0%	2.0%	1.9%	1.9%	4.2%	4.1%	4.0%	3.8%	3.6%	4.3%	4.2%	4.2%	4.1%	4.0%	Not eligible					Not eligible					
Mid-Rise	1.9%	3.7%	1.7%	1.7%	1.6%	1.4%	1.2%	1.9%	1.9%	1.9%	1.8%	1.8%	3.7%	3.7%	3.6%	3.4%	3.2%	3.9%	3.9%	3.9%	3.8%	3.8%	Not eligible					Not eligible				
High-Rise	0.0%	0.0%	2.3%	2.2%	2.1%	1.8%	1.6%	2.6%	2.5%	2.5%	2.4%	2.3%	4.2%	4.1%	4.0%	3.7%	3.5%	4.5%	4.5%	4.4%	4.4%	4.3%	Not eligible					Not eligible				
Weak																																
60% AMI																																
Low-Rise	NA (b)	1.3%	1.2%	1.0%	0.7%	0.4%	1.6%	1.5%	1.5%	1.3%	1.2%	3.2%	3.1%	2.9%	2.6%	2.3%	3.5%	3.4%	3.3%	3.2%	3.1%	3.6%	3.7%	3.7%	3.6%	3.5%	3.7%	3.8%	3.8%	3.8%	3.8%	
Mid-Rise	1.8%	3.6%	1.3%	1.2%	1.1%	0.8%	0.5%	1.6%	1.5%	1.5%	1.4%	1.3%	3.1%	3.0%	2.8%	2.5%	2.3%	3.4%	3.3%	3.3%	3.2%	3.1%	3.4%	3.6%	3.5%	3.4%	3.3%	3.6%	3.7%	3.7%	3.7%	3.7%
High-Rise	NA (c)	NA (c)					NA (c)					NA (c)					NA (c)					NA (c)										
75% AMI																																
Low-Rise	NA (b)	1.6%	1.5%	1.4%	1.2%	1.1%	1.8%	1.8%	1.8%	1.7%	1.7%	3.5%	3.4%	3.3%	3.1%	3.0%	3.7%	3.7%	3.6%	3.6%	3.6%	Not eligible					Not eligible					
Mid-Rise	1.8%	3.6%	1.6%	1.5%	1.4%	1.2%	1.1%	1.8%	1.8%	1.7%	1.7%	1.7%	3.4%	3.3%	3.2%	3.0%	2.9%	3.6%	3.6%	3.6%	3.5%	3.5%	Not eligible					Not eligible				
High-Rise	NA (c)	NA (c)					NA (c)					NA (c)					NA (c)					Not eligible										
90% AMI																																
Low-Rise	NA (b)	1.8%	1.8%	1.8%	1.7%	1.6%	2.0%	2.0%	2.0%	2.0%	2.1%	3.7%	3.7%	3.7%	3.6%	3.6%	3.9%	3.9%	3.9%	3.9%	4.0%	Not eligible					Not eligible					
Mid-Rise	1.8%	3.6%	1.8%	1.8%	1.7%	1.7%	1.6%	2.0%	2.0%	2.0%	2.0%	2.0%	3.6%	3.6%	3.5%	3.5%	3.4%	3.8%	3.8%	3.8%	3.9%	3.9%	Not eligible					Not eligible				
High-Rise	NA (c)	NA (c)					NA (c)					NA (c)					NA (c)					Not eligible										

Notes: **Dark Shaded Cells** represent YOC above feasibility threshold of 6.0% **Light Shaded Cells** represent YOC above comparable baseline (e.g. with or without application of 421-a)

a) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied and all units are assumed to be market rate.

b) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.

c) Assumes no low-rise development in Very Strong markets.

Source: BAE, 2015.

Condominium Scenarios

Table 22 below summarizes the Return-on-Cost (ROC) results of this feasibility analysis for condominium projects for Very Strong and Strong market conditions. It should be noted that projects analyzed for Mid-Market conditions and below did not generally break even (sale prices in those markets did not sufficiently cover land plus costs to develop).

Key findings of the condominium analysis include:

- **Condominium projects achieve relatively high returns in the Very Strong Market category.** Even with the application of MIH inclusionary requirements, all condominium projects in the Very Strong market category achieved ROCs above the feasibility threshold for inclusionary scenarios up to a 30-percent set-aside. Above a 30 percent set-aside, feasibility in the Very Strong market category for on-site inclusionary without the 421-a benefit falls below the threshold for mid-rise building types.
- **In the Strong Market category, feasibility is achieved for low-rise and high-rise projects with up to a 30 percent set-aside (and higher if built off-site and/or receive the 421-a benefit), but mid-rise projects are more challenging.** Feasibility is achieved up through a 30 percent set-aside for all low-rise and high-rise building types in Strong Markets, and can be increased further with either off-site affordable construction or receipt of 421-a benefits. However, for mid-rise building types, feasibility is not achieved unless the affordable units are constructed off-site (and then the project is feasible up to a 25 percent set-aside). Feasibility for mid-rise projects can be increased up to 30 percent set-aside in Strong Markets if projects also receive the 421-a benefit.
- **In Mid, Moderate, and Weak market conditions, condominium development is not feasible.** Condominium development in the Mid-Market, Moderate, and Weak market conditions did not generate sufficient revenue to cover project costs.

Table 22: Summary of Financial Feasibility Analysis- Condominiums (ROC)

Baseline (a)		MIH Only										MIH + 421a									
Zoning	Current w/ 421-a	On-Site Affordability					Off-Site Affordability					On-Site Affordability					Off-Site Affordability				
		20%	25%	30%	40%	50%	20%	25%	30%	40%	50%	20%	25%	30%	40%	50%	20%	25%	30%	40%	50%
Very Strong																					
60% AMI																					
Low-Rise	NA (b)	NA (c)					NA (c)					NA (c)					NA (c)				
Mid-Rise	91.2% 65.3%	86.8%	75.4%	64.4%	42.2%	20.0%	93.7%	85.9%	78.8%	66.0%	55.0%	101.0%	88.7%	76.7%	52.8%	28.9%	94.2%	86.4%	79.3%	66.7%	55.8%
High-Rise	94.3% 67.3%	130.1%	115.4%	101.0%	73.0%	44.9%	137.6%	127.6%	118.5%	102.2%	88.3%	148.7%	132.7%	117.1%	86.7%	56.3%	138.2%	128.3%	119.2%	103.1%	89.3%
75% AMI																					
Low-Rise	NA (b)	NA (c)					NA (c)					NA (c)					NA (c)				
Mid-Rise	91.2% 65.3%	87.8%	76.7%	65.8%	44.1%	22.4%	94.6%	86.9%	79.9%	67.4%	56.6%	102.0%	90.0%	78.2%	54.8%	31.3%	95.0%	87.4%	80.4%	68.0%	57.3%
High-Rise	94.3% 67.3%	131.1%	116.7%	102.5%	75.0%	47.4%	138.4%	128.6%	119.6%	103.6%	89.9%	149.7%	134.0%	118.6%	88.7%	58.8%	139.0%	129.3%	120.3%	104.5%	90.9%
90% AMI																					
Low-Rise	NA (b)	NA (c)					NA (c)					NA (c)					NA (c)				
Mid-Rise	91.2% 65.3%	88.8%	77.9%	67.3%	46.1%	24.8%	95.4%	87.9%	81.0%	68.7%	58.2%	103.0%	91.2%	79.7%	56.7%	33.8%	95.8%	88.4%	81.5%	69.4%	58.9%
High-Rise	94.3% 67.3%	132.1%	117.9%	104.0%	77.0%	49.9%	139.2%	129.6%	120.7%	105.0%	91.5%	150.8%	135.3%	120.1%	90.7%	61.3%	139.8%	130.3%	121.5%	105.9%	92.5%
Strong																					
60% AMI																					
Low-Rise	NA (b)	72.6%	63.2%	53.6%	34.4%	14.9%	73.0%	65.7%	59.1%	47.3%	37.3%	99.8%	88.8%	77.5%	55.1%	32.3%	73.4%	66.2%	59.6%	47.9%	38.0%
Mid-Rise	54.3% 45.2%	26.8%	19.7%	12.6%	0.0%	0.0%	52.2%	46.7%	41.6%	32.5%	24.6%	68.3%	58.5%	49.0%	30.0%	10.8%	52.5%	47.1%	42.0%	33.0%	25.2%
High-Rise	56.0% 46.1%	67.3%	57.3%	47.4%	28.0%	8.4%	75.9%	69.6%	63.8%	53.3%	44.1%	92.4%	80.7%	69.2%	46.6%	23.9%	76.3%	70.1%	64.3%	54.0%	44.9%
75% AMI																					
Low-Rise	NA (b)	74.2%	65.1%	55.8%	37.4%	18.6%	74.2%	67.2%	60.7%	49.4%	39.7%	101.4%	90.7%	79.8%	58.2%	36.1%	74.6%	67.6%	61.2%	49.9%	40.3%
Mid-Rise	54.3% 45.2%	27.9%	21.1%	14.3%	0.6%	0.0%	53.2%	47.9%	43.0%	34.3%	26.6%	69.6%	60.1%	51.0%	32.6%	14.0%	53.6%	48.3%	43.5%	34.8%	27.2%
High-Rise	56.0% 46.1%	68.5%	58.8%	49.2%	30.4%	11.3%	76.9%	70.8%	65.1%	55.0%	46.1%	93.7%	82.2%	71.0%	49.1%	27.0%	77.3%	71.3%	65.7%	55.7%	46.9%
90% AMI																					
Low-Rise	NA (b)	75.7%	67.0%	58.1%	40.4%	22.4%	75.5%	68.6%	62.4%	51.4%	42.0%	103.0%	92.7%	82.2%	61.3%	40.0%	75.8%	69.1%	62.9%	51.9%	42.6%
Mid-Rise	54.3% 45.2%	29.0%	22.5%	15.9%	2.8%	0.0%	54.3%	49.2%	44.5%	36.0%	28.7%	70.9%	61.7%	52.9%	35.1%	17.1%	54.6%	49.6%	44.9%	36.5%	29.3%
High-Rise	56.0% 46.1%	69.7%	60.3%	51.0%	32.8%	14.3%	77.9%	72.0%	66.5%	56.7%	48.1%	94.9%	83.8%	72.9%	51.5%	30.1%	78.3%	72.5%	67.1%	57.4%	48.9%
Mid-Market																					
60% AMI																					
Low-Rise	NA (b)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Mid-Rise	0.0% 0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
High-Rise	0.0% 0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
75% AMI																					
Low-Rise	NA (b)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Mid-Rise	0.0% 0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
High-Rise	0.0% 0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
90% AMI																					
Low-Rise	NA (b)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Mid-Rise	0.0% 0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
High-Rise	0.0% 0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table 22: Summary of Financial Feasibility Analysis- Condominiums (ROC), continued

Baseline (a)		MIH Only										MIH + 421a										
Current Zoning	Current w/ 421-a	On-Site Affordability					Off-Site Affordability					On-Site Affordability					Off-Site Affordability					
		20%	25%	30%	40%	50%	20%	25%	30%	40%	50%	20%	25%	30%	40%	50%	20%	25%	30%	40%	50%	
Moderate																						
60% AMI																						
Low-Rise	NA (b)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Mid-Rise	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
High-Rise	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
75% AMI																						
Low-Rise	NA (b)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Mid-Rise	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
High-Rise	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
90% AMI																						
Low-Rise	NA (b)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Mid-Rise	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
High-Rise	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Weak																						
60% AMI																						
Low-Rise	NA (b)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Mid-Rise	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
High-Rise	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
75% AMI																						
Low-Rise	NA (b)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Mid-Rise	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
High-Rise	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
90% AMI																						
Low-Rise	NA (b)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Mid-Rise	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
High-Rise	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Notes: **Dark Shaded Cells** represent ROC above feasibility threshold of 46.9%. **Light Shaded Cells** represent ROC above comparable baseline (e.g. with or without application of 421-a)

a) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(b) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.

(c) Assumes no low-rise development in Very Strong markets.

Source: BAE, 2015

Conclusions

The key findings presented above reflect an analysis of development feasibility in today's real estate market, across a range of market conditions, and do not consider available subsidies for affordable development, other than the benefit available through the 421-a Program and 4-percent LIHTC credit under limited circumstances. These findings suggest the following major conclusions.

- **MIH inclusionary requirements are most effective in the strongest housing markets.** In Very Strong and Strong market areas, proposed MIH inclusionary requirements are largely effective in yielding the production of new affordable rental and for-sale units while still allowing for a financial return sufficient to support new market-rate development. For rental development, MIH inclusionary requirements in these market areas are most effective for high-rise developments, but are also effective for low- and mid-rise developments when 421-a benefits are also applied. These market areas account for roughly one quarter of current households in the City and over half of all multifamily building permits issued in 2014.
- **In Very Strong and Strong market conditions, set-asides ranging from 20 to 30 percent are supportive of rental development feasibility in all scenarios, provided that 421-a benefits are available.** While some scenarios (e.g., strong market mid-rise development scenarios) did not surpass the 6.0 percent YOC threshold for feasibility, these scenarios still compared favorably to the baseline scenario. Without the availability of 421-a benefits, feasibility for rental housing is limited to high-rise scenarios in the Very Strong market condition.
- **Public subsidy will likely be required to support affordable rental development in less strong markets.** Absent an MIH requirement, under the Mid-Market, Moderate, and Weak market conditions rental development is not feasible. Thus, the addition of an MIH requirement, without subsidy, even with an up-zoning will not increase feasibility. It is important to note that this analysis does not include feasibility testing for development using public subsidies other than the tax benefit provided by the 421-a Program and from the 4-percent LIHTC when eligible, and so does not identify which forms of subsidy may be most appropriate or effective in achieving new affordable development in these markets.
- **Condominium development in the top markets can support substantial affordability requirements.** Condominium development in the Very Strong market can achieve feasible returns while incorporating at least 30 percent inclusionary, with higher set-asides achievable under most conditions. In Strong conditions, feasibility is achieved in low- and high-rise projects with 25 percent or higher MIH requirements, but is not supported in mid-rise projects unless affordable units are constructed off-site or 421-a benefits are applied.

Appendix A: Major Cities Inclusionary Program Summary

Table A-1: Summary of Inclusionary Programs in other Major Cities

	Boston	Chicago	District of Columbia	Denver	Los Angeles	San Francisco	Seattle
Year Adopted	2000	2003	2006	2002	1991	2002	2001
Voluntary/Mandatory	Voluntary	Voluntary	Mandatory	Combination	Mandatory	Mandatory	Voluntary
Affordability Duration	50 years	30 or 99 years	Perpetuity	15 years	30 years or life	Perpetuity	50 years
Density Bonus	Varies	Varies	20%	N	Varies	N	Y
Total Inc Set Aside	15%	10%	Varies	10%	15%	12% onsite, 20% offsite	Approx. 5%
Target Incomes (AMI)	<70%-100%	≤60%-100%	<50%-80%	50-80%	30-80%	≤55-90%	80-100%
Applies to Market Rate Rental	Y	Y	Y	Y	N	Y	Y
Applies to Market Rate Condos	Y	Y	Y	Y	Y	Y	Y
Off-Site Allowance	Y	N	Y	Y	Y	Y	Y
Total Unit Production * - Changes underway	1,070 units (thru 2012)	740 units (as of mid-2014)	80 units (as of mid-2014)*	77 units (as of mid-2014)	N/A	1,560 units (as of mid-2014)	56 units (as of mid-2014)^
In-Lieu Fee	Y	Y	N	Y	Y	Y	Y
Total In-Lieu Fees Collected	\$57.2 M	\$19.0 M	N/A	\$7.6 M	N/A	\$58.8 M	\$31.6 M

Note: There are complex rules underlying most of these programs, not itemized here. Also, several cities are re-evaluating IH programs as of Fall 2014-early 2015, and as a result, these program summary variables may change.

Sources: Achieving Lasting Affordability through Inclusionary Housing (Lincoln Institute of Land Policy 2014); updated for Total Unit Production and Total Fees Collected by BAE, Fall 2014.

Appendix B: Market Condition Index Data by NTA

Table B-1: Market Condition Index Detail – Very Strong and Strong NTAs

	Price Signals					Demographic Change						
	Condo Sale Price (a)	Number of Sales	Market Rate Avg. Rent	Number of Rental	Median Gross Rent (ACS) (c)	Median Household Income (d)		% Change	Number of Households (d)		% Change	Multifamily Permits (e)
	2013 - YTD 2014	2013 - YTD 2014	Q2 2014	2012	2012	2000	2012		2000	2012		2010-2014
New York City	\$ 760,000	18,084	\$ 3,435	124,561	\$ 1,167	\$ 52,768	\$ 51,865	-2%	3,022,477	3,063,393	1.4%	61,713
Total for NTAs in Index									2,210,558	2,250,664	1.8%	58,557
<i>NTA percent of NYC</i>									73%	73%		95%
Very Strong Market Index												
Yorkville	\$ 900,000	433	\$ 3,994	5,624	\$ 1,847	\$ 91,255	\$ 91,926	1%	45,446	43,613	-4%	274
Murray Hill-Kips Bay	\$ 915,000	405	\$ 3,903	7,017	\$ 2,000	\$ 86,552	\$ 93,650	8%	28,510	26,173	-8%	214
Battery Park City-Lower Manhattan	\$ 975,000	1,080	\$ 4,005	12,186	\$ 2,000	\$ 110,344	\$ 123,085	12%	10,258	18,931	85%	-
Turtle Bay-East Midtown	\$ 998,000	658	\$ 4,706	3,467	\$ 2,000	\$ 107,261	\$ 111,361	4%	32,265	29,094	-10%	1,214
Chinatown	\$ 1,022,500	103	\$ 4,787	604	\$ 884	\$ 32,356	\$ 33,712	4%	18,097	18,107	0%	33
Gramercy	\$ 1,234,628	217	\$ 3,639	1,102	\$ 1,950	\$ 87,607	\$ 98,027	12%	16,574	14,877	-10%	96
Lenox Hill-Roosevelt Island	\$ 1,517,500	660	\$ 4,466	5,439	\$ 1,886	\$ 93,986	\$ 96,473	3%	45,878	43,515	-5%	437
Midtown-Midtown South	\$ 1,540,000	692	\$ 4,063	7,037	\$ 2,000	\$ 87,135	\$ 113,326	30%	15,257	15,964	5%	1,803
Lincoln Square	\$ 1,550,000	811	\$ 4,601	6,145	\$ 2,000	\$ 105,005	\$ 111,584	6%	32,933	32,169	-2%	1,430
Hudson Yards-Chelsea-Flat Iron-Union Sq	\$ 1,831,425	1,004	\$ 4,310	10,073	\$ 1,818	\$ 77,920	\$ 95,002	22%	32,346	39,072	21%	4,134
West Village	\$ 1,990,000	405	\$ 4,990	2,360	\$ 2,000	\$ 97,708	\$ 105,161	8%	40,830	37,218	-9%	228
SoHo-TriBeCa-Civic Center-Little Italy	\$ 2,726,955	858	\$ 4,697	3,179	\$ 1,735	\$ 76,304	\$ 100,511	32%	17,203	18,761	9%	604
Upper East Side-Carnegie Hill	\$ 2,900,000	512	\$ 4,016	2,214	\$ 1,966	\$ 154,497	\$ 151,147	-2%	33,166	28,751	-13%	120
Total for Very Strong Market NTAs		7,838		66,447					368,763	366,245	-0.7%	10,587
<i>% of New York City</i>									12.2%	12.0%		17.2%
Strong Market Index												
Central Harlem North-Polo Grounds	\$ 504,972	219	\$ 3,440	690	\$ 804	\$ 26,838	\$ 33,910	26%	30,496	33,203	9%	551
Hamilton Heights	\$ 539,672	81	\$ 3,022	86	\$ 1,035	\$ 33,386	\$ 38,055	14%	18,353	18,678	2%	201
Morningside Heights	\$ 625,000	91	\$ 3,479	299	\$ 1,353	\$ 56,718	\$ 50,093	-12%	21,286	20,166	-5%	436
Lower East Side	\$ 634,822	88	\$ 3,217	264	\$ 677	\$ 32,145	\$ 30,817	-4%	28,708	30,216	5%	1,310
Hunters Point-Sunnyside-West Maspeth	\$ 742,069	446	\$ 3,008	5,380	\$ 1,349	\$ 54,149	\$ 56,111	4%	24,215	26,309	9%	6,063
Carroll Gardens-Columbia Street-Red Hook	\$ 752,500	286			\$ 1,516	\$ 65,572	\$ 73,987	13%	17,347	17,628	2%	522
Prospect Heights	\$ 814,300	168	\$ 2,348	177	\$ 1,556	\$ 67,287	\$ 80,022	19%	8,601	9,394	9%	872
East Harlem South	\$ 870,603	207	\$ 3,949	2,018	\$ 885	\$ 36,105	\$ 35,224	-2%	21,636	22,874	6%	831
DUMBO-Vinegar Hill-Dtwn Brooklyn-Boerum Hill	\$ 899,000	485	\$ 3,375	2,376	\$ 1,179	\$ 50,249	\$ 70,759	41%	12,367	15,085	22%	2,929
Fort Greene	\$ 900,000	111	\$ 3,144	808	\$ 1,136	\$ 45,201	\$ 56,759	26%	11,313	11,560	2%	1,453
Park Slope-Gowanus	\$ 909,768	380	\$ 3,248	235	\$ 1,765	\$ 77,270	\$ 96,949	25%	30,019	31,068	3%	617
North Side-South Side	\$ 945,000	511	\$ 3,467	2,363	\$ 1,274	\$ 37,007	\$ 51,601	39%	14,380	19,172	33%	2,337
Clinton	\$ 955,000	611	\$ 4,110	7,438	\$ 1,653	\$ 65,561	\$ 65,569	0%	23,850	25,261	6%	3,838
Upper West Side	\$ 1,070,000	919	\$ 4,030	4,574	\$ 1,588	\$ 86,061	\$ 92,599	8%	73,414	66,941	-9%	224
East Village	\$ 1,380,000	205	\$ 3,044	453	\$ 1,596	\$ 58,672	\$ 67,861	16%	22,951	22,306	-3%	353
Brooklyn Heights-Cobble Hill	\$ 1,151,875	176	\$ 3,688	638	\$ 1,791	\$ 95,751	\$ 105,508	10%	11,392	11,346	0%	269
Stuyvesant Town-Cooper Village			\$ 4,177	11,368	\$ 1,779	\$ 94,613	\$ 95,276	1%	10,926	10,481	-4%	-
Total for Strong Market NTAs		4,984		39,167					381,254	391,688	2.7%	22,806
<i>% of New York City</i>									12.6%	12.8%		37.0%

Table B-2: Market Condition Index Detail - Middle Market NTAs

	Price Signals					Demographic Change						
	Condo Sale Price (a)	Number of Sales	Market Rate Avg. Rent	Number of Rental	Median Gross Rent (ACS) (c)	Median Household Income (d)		% Change	Number of Households (d)		% Change	Multifamily Permits (e)
	2013 - YTD 2014	2013 - YTD 2014	Q2 2014	2012	2012	2000	2012		2000	2012		2010- 2014
New York City	\$ 760,000	18,084	\$ 3,435	124,561	\$ 1,167	\$ 52,768	\$ 51,865	-2%	3,022,477	3,063,393	1.4%	61,713
Total for NTAs in Index									2,210,558	2,250,664	1.8%	58,557
<i>NTA percent of NYC</i>									73%	73%		95%
Middle Market Index												
Ozone Park	\$ 250,000	15			\$ 1,290	\$ 60,354	\$ 63,126	5%	7,031	6,837	-3%	81
Ocean Parkway South	\$ 259,000	10	\$ 1,939	56	\$ 1,253	\$ 52,554	\$ 52,796	0%	7,111	6,607	-7%	5
North Corona	\$ 283,920	53	\$ 1,540	79	\$ 1,362	\$ 48,175	\$ 48,021	0%	11,625	11,533	-1%	157
Corona	\$ 291,495	38			\$ 1,314	\$ 48,019	\$ 44,853	-7%	16,064	16,253	1%	286
Briarwood-Jamaica Hills	\$ 301,086	20	\$ 1,435	200	\$ 1,298	\$ 62,174	\$ 57,143	-8%	13,434	13,557	1%	39
Ridgewood	\$ 324,480	27			\$ 1,221	\$ 46,732	\$ 48,548	4%	23,832	23,963	1%	82
Jackson Heights	\$ 325,000	62	\$ 1,840	145	\$ 1,235	\$ 55,590	\$ 48,606	-13%	37,797	36,495	-3%	57
Elmhurst-Maspeth	\$ 334,000	44			\$ 1,389	\$ 50,839	\$ 49,351	-3%	8,162	8,352	2%	199
Elmhurst	\$ 350,000	114	\$ 1,862	159	\$ 1,292	\$ 51,740	\$ 44,301	-14%	26,754	27,528	3%	223
Kew Gardens	\$ 395,000	55			\$ 1,257	\$ 61,426	\$ 60,918	-1%	9,516	9,997	5%	-
Woodside	\$ 397,765	96	\$ 1,358	126	\$ 1,299	\$ 54,360	\$ 53,412	-2%	16,076	16,388	2%	149
Rego Park	\$ 400,000	161	\$ 1,678	5,227	\$ 1,336	\$ 58,073	\$ 54,562	-6%	12,659	12,455	-2%	466
Flushing	\$ 430,000	697	\$ 1,467	359	\$ 1,237	\$ 45,996	\$ 40,185	-13%	25,456	25,643	1%	1,194
Forest Hills	\$ 430,950	119	\$ 1,824	465	\$ 1,388	\$ 67,882	\$ 69,268	2%	40,041	38,771	-3%	145
Astoria	\$ 437,000	57	\$ 1,828	173	\$ 1,310	\$ 50,021	\$ 52,248	4%	36,328	34,018	-6%	406
Old Astoria	\$ 450,000	107	\$ 2,689	259	\$ 1,342	\$ 46,740	\$ 45,426	-3%	10,807	10,958	1%	637
Bushwick South	\$ 494,000	25	\$ 2,482	101	\$ 1,066	\$ 28,484	\$ 35,588	25%	20,323	24,164	19%	547
Spuyten Duyvil-Kingsbridge	\$ 529,490	73	\$ 2,318	672	\$ 1,264	\$ 61,938	\$ 65,570	6%	13,536	12,741	-6%	168
Clinton Hill	\$ 534,944	232	\$ 2,322	193	\$ 1,354	\$ 52,451	\$ 60,387	15%	14,284	14,937	5%	773
Queensbridge-Ravenswood-Long Island City	\$ 555,000	15	\$ 2,777	396	\$ 662	\$ 29,592	\$ 27,421	-7%	7,643	7,283	-5%	1,251
Bay Ridge	\$ 565,000	77	\$ 1,867	306	\$ 1,241	\$ 60,477	\$ 56,615	-6%	35,720	34,990	-2%	37
Windsor Terrace	\$ 570,000	58	\$ 1,789	71	\$ 1,399	\$ 66,200	\$ 80,567	22%	9,134	9,510	4%	109
East Williamsburg	\$ 617,132	174	\$ 2,751	50	\$ 1,122	\$ 38,173	\$ 47,241	24%	12,827	14,888	16%	472
Homecrest	\$ 656,771	39	\$ 1,604	311	\$ 1,118	\$ 48,633	\$ 45,088	-7%	16,758	15,435	-8%	12
Greenpoint	\$ 711,878	162			\$ 1,354	\$ 46,419	\$ 62,994	36%	15,285	15,124	-1%	745
Central Harlem South	\$ 732,850	285			\$ 898	\$ 29,478	\$ 43,921	49%	16,042	18,506	15%	363
Cypress Hills-City Line					\$ 1,215	\$ 43,065	\$ 40,271	-6%	13,501	13,634	1%	-
Richmond Hill					\$ 1,298	\$ 56,374	\$ 56,686	1%	18,484	17,535	-5%	209
Woodhaven					\$ 1,301	\$ 59,055	\$ 56,459	-4%	17,178	17,140	0%	12
East Elmhurst					\$ 1,356	\$ 54,639	\$ 54,191	-1%	6,511	6,264	-4%	19
Total for Middle Market NTAs		2,815		9,348					519,918	521,506	0.3%	8,843
<i>% of New York City</i>									17.2%	17.0%		14.3%

Notes:

- a) Sale prices from DOF for all condo unit sales from January 1, 2013 through October 1, 2014.
- b) Rent data from Reis, current as of Oct 1, 2014.
- c) Median household income from 2000 US Census, and 2008-2012 American Community Survey.
- d) Number of households from 2000 US Census and 2008-2012 American Community Survey.
- e) Permit data from NYC Department of Buildings. Permit data includes units in buildings with 3 or more units.

Table B-3: Market Condition Index Detail - Moderate Market NTAs

	Price Signals					Demographic Change						
	Condo Sale Price (a)	Number of Sales	Market Rate Avg. Rent	Number of Rental	Median Gross Rent (ACS) (c)	Median Household Income (d)		% Change	Number of Households (d)		% Change	Multifamily Permits (e)
	2013 - YTD	2013 - YTD	Q2 2014	2012	2012	2000	2012		2000	2012		2010- 2014
	2014	2014										
New York City	\$ 760,000	18,084	\$ 3,435	124,561	\$ 1,167	\$ 52,768	\$ 51,865	-2%	3,022,477	3,063,393	1.4%	61,713
Total for NTAs in Index									2,210,558	2,250,664	1.8%	58,557
<i>NTA percent of NYC</i>									73%	73%		95%
Moderate Market Index												
Parkchester	\$ 91,000	261			\$ 1,114	\$ 46,406	\$ 48,784	5%	12,014	12,590	5%	30
Bronxdale	\$ 176,000	13			\$ 992	\$ 38,744	\$ 35,541	-8%	13,555	13,479	-1%	51
Soundview-Castle Hill-Clason Point-Harding Park	\$ 195,000	29	\$ 1,684	975	\$ 743	\$ 37,493	\$ 36,687	-2%	17,602	18,657	6%	279
East New York	\$ 254,666	165			\$ 981	\$ 35,693	\$ 33,177	-7%	26,996	30,771	14%	868
Erasmus	\$ 280,000	13			\$ 1,085	\$ 43,158	\$ 41,017	-5%	10,478	10,222	-2%	92
Sunset Park East	\$ 315,920	132	\$ 1,831	124	\$ 1,120	\$ 37,889	\$ 34,939	-8%	19,575	20,544	5%	147
Manhattanville	\$ 340,000	21	\$ 2,262	53	\$ 815	\$ 29,868	\$ 25,776	-14%	8,238	8,130	-1%	75
Crown Heights North	\$ 361,314	174	\$ 1,486	65	\$ 1,004	\$ 33,979	\$ 36,200	7%	37,963	40,818	8%	885
Washington Heights North	\$ 375,000	32	\$ 1,670	526	\$ 1,120	\$ 42,761	\$ 44,950	5%	25,875	25,490	-1%	15
Madison	\$ 375,090	92	\$ 1,639	263	\$ 1,120	\$ 53,589	\$ 54,759	2%	14,375	15,022	5%	46
Sunset Park West	\$ 380,250	93			\$ 1,186	\$ 42,317	\$ 42,197	0%	15,913	17,023	7%	92
Stuyvesant Heights	\$ 393,271	65			\$ 1,006	\$ 31,865	\$ 36,828	16%	22,361	24,360	9%	517
Pomonok-Flushing Heights-Hillcrest	\$ 396,600	74	\$ 1,366	137	\$ 982	\$ 62,057	\$ 51,179	-18%	11,548	11,797	2%	160
Prospect Lefferts Gardens-Wingate	\$ 397,500	62	\$ 1,555	756	\$ 1,072	\$ 41,819	\$ 40,741	-3%	25,532	26,016	2%	893
Washington Heights South	\$ 433,992	55			\$ 1,018	\$ 37,288	\$ 35,722	-4%	29,720	29,283	-1%	230
Gravesend	\$ 436,020	81	\$ 1,512	246	\$ 899	\$ 40,157	\$ 35,330	-12%	11,393	11,068	-3%	118
Midwood	\$ 436,250	44	\$ 1,318	317	\$ 1,143	\$ 50,929	\$ 45,455	-11%	19,443	18,430	-5%	102
Bensonhurst East	\$ 440,000	120	\$ 1,590	202	\$ 1,084	\$ 45,671	\$ 42,621	-7%	21,855	21,737	-1%	82
West Brighton	\$ 450,685	20			\$ 915	\$ 39,784	\$ 41,649	5%	8,738	8,026	-8%	-
Bushwick North	\$ 451,000	19			\$ 1,177	\$ 31,544	\$ 37,129	18%	16,194	18,885	17%	213
Bensonhurst West	\$ 485,000	65	\$ 1,590	94	\$ 1,102	\$ 46,317	\$ 42,883	-7%	30,929	29,717	-4%	181
Williamsburg	\$ 499,000	68			\$ 774	\$ 20,298	\$ 19,927	-2%	7,549	8,299	10%	266
Bedford	\$ 499,451	260	\$ 2,193	272	\$ 998	\$ 30,748	\$ 35,565	16%	20,284	24,225	19%	922
Crown Heights South	\$ 499,692	58	\$ 1,486	1,419	\$ 1,060	\$ 40,927	\$ 37,626	-8%	14,701	14,662	0%	178
East Harlem North	\$ 517,000	40	\$ 1,980	1,515	\$ 672	\$ 22,900	\$ 27,011	18%	20,857	22,183	6%	632
Flatbush	\$ 519,291	64	\$ 1,523	89	\$ 1,118	\$ 42,462	\$ 42,743	1%	37,355	37,482	0%	225
Borough Park	\$ 550,000	141			\$ 1,187	\$ 38,063	\$ 36,129	-5%	29,512	28,325	-4%	498
Kensington-Ocean Parkway	\$ 556,000	17	\$ 1,659	147	\$ 1,201	\$ 44,764	\$ 42,553	-5%	12,387	12,037	-3%	-
Brighton Beach	\$ 570,000	159			\$ 1,019	\$ 29,631	\$ 29,944	1%	14,594	13,764	-6%	256

Table B-3: Market Condition Index Detail - Moderate Market NTAs (cont.)

	Price Signals					Demographic Change						
	Condo Sale Price (a)	Number of Sales	Market Rate Avg. Rent	Number of Rental	Median Gross Rent (ACS) (c)	Median Household Income (d)		% Change	Number of Households (d)		% Change	Multifamily Permits (e)
	2013 - YTD 2014	2013 - YTD 2014	Q2 2014	2012	2012	2000	2012		2000	2012		2010-2014
New York City	\$ 760,000	18,084	\$ 3,435	124,561	\$ 1,167	\$ 52,768	\$ 51,865	-2%	3,022,477	3,063,393	1.4%	61,713
Total for NTAs in Index									2,210,558	2,250,664	1.8%	58,557
<i>NTA percent of NYC</i>									73%	73%		95%
Moderate Market Index												
East Concourse-Concourse Village			\$ 1,094	96	\$ 992	\$ 29,220	\$ 28,288	-3%	20,418	21,343	5%	297
Mount Hope			\$ 1,162	133	\$ 1,018	\$ 31,360	\$ 27,444	-12%	16,722	16,528	-1%	227
Belmont			\$ 1,182	110	\$ 1,002	\$ 23,409	\$ 20,728	-11%	8,325	8,319	0%	69
Bedford Park-Fordham North			\$ 1,226	94	\$ 1,085	\$ 36,408	\$ 28,155	-23%	18,435	18,253	-1%	305
Highbridge			\$ 1,229	211	\$ 927	\$ 28,660	\$ 23,965	-16%	11,152	12,711	14%	476
Van Cortlandt Village			\$ 1,307	83	\$ 1,073	\$ 42,838	\$ 40,484	-5%	18,133	17,347	-4%	184
Soundview-Bruckner			\$ 1,343	177	\$ 993	\$ 31,238	\$ 31,067	-1%	11,720	11,247	-4%	122
Williamsbridge-Olinville			\$ 1,351	245	\$ 1,106	\$ 45,048	\$ 39,960	-11%	20,316	20,322	0%	779
Pelham Parkway			\$ 1,461	170	\$ 1,141	\$ 51,386	\$ 47,582	-7%	12,017	11,364	-5%	16
University Heights-Morris Heights			\$ 1,502	192	\$ 937	\$ 28,319	\$ 25,886	-9%	17,133	17,631	3%	393
Jamaica			\$ 1,565	888	\$ 1,167	\$ 46,941	\$ 39,316	-16%	15,262	15,700	3%	262
East New York (Pennsylvania Ave)					\$ 1,000	\$ 28,686	\$ 29,420	3%	8,485	9,841	16%	427
Ocean Hill					\$ 1,003	\$ 28,417	\$ 34,308	21%	10,625	11,686	10%	517
Kingsbridge Heights					\$ 1,008	\$ 35,743	\$ 29,775	-17%	10,887	10,599	-3%	27
West Concourse					\$ 1,009	\$ 29,701	\$ 29,628	0%	12,216	12,795	5%	106
West Farms-Bronx River					\$ 1,036	\$ 33,716	\$ 30,221	-10%	11,763	11,448	-3%	29
Fordham South					\$ 1,043	\$ 25,044	\$ 23,192	-7%	8,219	8,338	1%	174
Marble Hill-Inwood					\$ 1,054	\$ 39,501	\$ 40,441	2%	17,946	18,168	1%	28
Norwood					\$ 1,098	\$ 39,462	\$ 35,656	-10%	14,592	14,192	-3%	247
Allerton-Pelham Gardens					\$ 1,191	\$ 63,815	\$ 63,892	0%	9,679	9,707	0%	14
Total for Moderate Market NTAs		2,437		9,599					831,580	850,581	2.3%	12,752
<i>% of New York City</i>									27.5%	27.8%		20.7%

Notes:

- a) Sale prices from DOF for all condo unit sales from January 1, 2013 through October 1, 2014.
- b) Rent data from Reis, current as of Oct 1, 2014.
- c) Median household income from 2000 US Census, and 2008-2012 American Community Survey.
- d) Number of households from 2000 US Census and 2008-2012 American Community Survey.
- e) Permit data from NYC Department of Buildings. Permit data includes units in buildings with 3 or more units.

Table B-5: Market Condition Index Detail - Weak Market NTAs

	Price Signals					Demographic Change						
	Condo Sale Price (a)	Number of Sales	Market Rate Avg. Rent	Number of Rental	Median Gross Rent (ACS) (c)	Median Household Income (d)		% Change	Number of Households (d)		% Change	Multifamily Permits (e)
	2013 - YTD 2014	2013 - YTD 2014	Q2 2014	2012	2012	2000	2012		2000	2012		2010-2014
New York City	\$ 760,000	18,084	\$ 3,435	124,561	\$ 1,167	\$ 52,768	\$ 51,865	-2%	3,022,477	3,063,393	1.4%	61,713
Total for NTAs in Index									2,210,558	2,250,664	1.8%	58,557
<i>NTA percent of NYC</i>									73%	73%		95%
Weak Market Index												
Mott Haven-Port Morris					\$ 584	\$ 20,763	\$ 19,858	-4%	15,957	17,497	10%	805
Brownsville					\$ 655	\$ 25,091	\$ 24,255	-3%	19,360	20,316	5%	69
Claremont-Bathgate					\$ 660	\$ 18,249	\$ 20,244	11%	9,064	9,847	9%	42
Melrose South-Mott Haven North					\$ 735	\$ 23,879	\$ 22,283	-7%	10,971	12,776	16%	598
Crotona Park East					\$ 804	\$ 26,885	\$ 23,174	-14%	6,055	6,912	14%	698
Morrisania-Melrose	\$ 68,000	10			\$ 849	\$ 25,644	\$ 24,363	-5%	9,780	12,475	28%	628
Longwood					\$ 860	\$ 26,224	\$ 20,059	-24%	7,041	8,318	18%	220
East Tremont					\$ 885	\$ 22,118	\$ 19,523	-12%	13,271	14,245	7%	494
Co-op City					\$ 872	\$ 56,227	\$ 45,241	-20%	17,545	18,258	4%	15
Total for Weak Market NTAs		10		-					109,044	120,644	10.6%	3,569
<i>% of New York City</i>									3.6%	3.9%		5.8%

Notes:

- a) Sale prices from DOF for all condo unit sales from January 1, 2013 through October 1, 2014.
- b) Rent data from Reis, current as of Oct 1, 2014.
- c) Median household income from 2000 US Census, and 2008-2012 American Community Survey.
- d) Number of households from 2000 US Census and 2008-2012 American Community Survey.
- e) Permit data from NYC Department of Buildings. Permit data includes units in buildings with 3 or more units.

Appendix C: Summary of Developer Interviews

Table C-1: Developer Interview Summary

Developers						
	Interview A 12/10/2014- 12/11/2014	Interview B 12/11/2014	Interview C 12/12/2014	Interview D 12/16/2014	Interview E 12/12/2014	Interview F 12/16/2014
Scale	50-150 units		300+ units	larger scale - 300+ MN, no in boroughs	200-1200, 350 sweet spot	larger scale
Markets	BK, BX, 2, 3, 4s		BK, East Harlem		Very strong, strong	Very strong, strong
Product Type	Affordable	Rental & Condo		80/20s, lux rental (1)	80/20s, lux rental	80/20s, lux rental
Loss Factor	15%		20%	15% (2)	19-20%	15-20%
Lease-up	2-4 months			9-12 mo rental; condo 2-3 yrs	2-5 mo	6-9 mo
Land Costs (by Market) - ZSF or FA						
Score 2	\$60-200			N/A	\$150	
Score 3	\$175-200			N/A	200+	Not buying
Score 4	\$300			N/A	\$275	have lg land holdings
Score 5				\$500- \$1150 (3)	\$500-\$1000	\$500+
Hard Costs - Affordable	Does Not Pay Prev Wage					
Low	\$230		N/A	N/A		
Mid	\$230		\$260	\$240		\$250
Hard Costs - Market Rate						
Union/Non-Union Policy			Only Does Union	Condos - Union	Union MN (non=\$40 less)	
Low	N/A		N/A	N/A		
Mid	N/A		\$260 - 330 (incl. cont)	\$330	\$360	\$275-\$300
High	N/A					\$350
Parking	\$55/space (1)		Same as Regular Hard/SF	Varies Depending on Price Point		
Rental - Condo Differential	N/A	up to \$50 psf	up to \$100 psf		N/A	\$50-60 psf
Soft Costs (%)			20% or \$73/SF	25% generally		
Low	24%			condos - 35%		
Mid	24%				20-22%	20-24%
High						
Operating Expenses - Affordable				\$11/SF/yr (4)		5,300 - 5,500
Low	\$6,700					
Mid	\$6,000					
High						
Operating Expenses - Market Rate				80-20 - \$17-\$18 (\$15/NSF, plus management fee)		\$10,000
Low						
Mid						
High						
Unit Size (SF) - rental		Market Dependent				See note (1)
Studio		475-525		500-550		
1-Bed		675	650	750-900	700-800	
2-Bed (1 bath)		850-900	900	950		
2-Bed (2 bath)		1150-1200		1100		
3-bed		1400				
Unit Size (SF) - condo						
Studio			N/A			
1-Bed		700	775	750-900		
2-Bed (1 bath)		1200	1150-1200	1000		
2-Bed (2 bath)		1200		1200-1500		
3-bed		1600-1700		1800-2300		

Appendix D: Metrics from Sample Pro Formas

Table D-1: Sample 80/20 Projects Submitted to HPD 2013-2014

		VERY STRONG MARKET							
									
Name/Address		261 Hudson		217-221 W. 29th St		225 E. 39th St/222 E. 40th		626 First Ave	
Type (Stories)		Mid-Rise (12)		High-Rise (21)		High-Rise (37)		High-Rise (47)	
Characteristics									
Lot SF		26,704		6,896		22,111		68,770	
Gross BSF		204,332		103,886		374,490		816,237	
Total Units		201		95		359		761	
Market Rate		160		76		287		601	
Affordable		41		19		72		160	
% Affordable/Affordability Target		20% @ 60% AMI		20% @ 60% AMI		20% @ 60% AMI		21% @ 60% AMI	
# of Parking Spaces		-		48		74		270	
Hard and Soft Costs									
		Total	PSF	Total	PSF	Total	PSF	Total	PSF
Hard Costs (inc. contingency)		\$ 85,422,264	\$ 418	\$ 34,841,958	\$ 335	\$ 170,079,813	\$ 454	\$ 334,766,539	\$ 410
Soft Costs (adjusted to exc. dev fee, taxes, financing, reserves)		\$ 15,401,258	\$ 75	\$ 4,406,796	\$ 42	NA	NA	\$ 21,114,746	\$ 26
Soft as % of Hard Costs		18.0%		12.6%		NA		6.3%	
Developer Fee		\$ 5,100,000		\$ 1,299,364		NA		\$ 10,998,490	
Operating Expenses (as adjusted) (a)		\$ 2,064,955		\$ 700,952		\$ 3,804,301		\$ 6,778,911	
Total Op Expenses Per Residential Unit		\$ 10,273		\$ 7,378		\$ 10,597		\$ 8,908	
Unit Features - Market		Size	Rent	Size	Rent	Size	Rent	Size	Rent
Studio		549	\$ 3,660	NA	NA				\$ 4,125
1-Bd		692	\$ 4,615	NA	NA				\$ 6,027
2-Bd		1,161	\$ 7,741	NA	NA				\$ 7,500
3-Bd									\$ 9,375
Market Rent/SF				Avg/SF \$ 7.00					
Studio		\$ 6.67							
1-Bd		\$ 6.67							
2-Bd		\$ 6.67							
3-Bd									
Stated Cap Rates (Single or Going in)		N/A		4.5%		N/A		N/A	

Notes:

(a) Adjusted to exclude developer fee, taxes, financing, reserves

(b) Operating expenses are for first stabilized year, and may include non-residential expenses such as parking, retail, etc. Adjusted to exclude real estate taxes, developer fees, and reserves, to correspond with MIH model which calculates these items separately due to their variability by geography and funding source.

Table D-1: Sample 80/20 Projects Submitted to HPD 2013-2014, Continued

STRONG MARKET								
Name/Address	31-43 Vernon Blvd		149 Kent Ave		525 W 52nd St		210 Livingston	
Type (Stories)	Low-Rise (7)		Low-Rise (7)		High-Rise (26)		High-Rise (26)	
Characteristics								
Lot SF	19,328		40,065		37,898		25,088	
Gross BSF	98,352		222,030		444,779		337,822	
Total Units	105		164		392		348	
Market Rate	84		131		313		278	
Affordable	21		33		79		70	
% Affordable/Affordability Target	20% @ 60% AMI		20% @ 40-50% AMI		20% @ 60% AMI		20% @ 40-50% AMI	
# of Parking Spaces	53		130		-		139	
Hard and Soft Costs	Total	PSF	Total	PSF	Total	PSF	Total	PSF
Hard Costs (inc. contingency)	\$ 23,989,015	\$ 244	\$ 48,451,217	\$ 218	\$ 188,109,235	\$ 423	\$ 113,944,597	\$ 337
Soft Costs (adjusted to exc. dev fee, taxes, financing, reserves)	\$ 2,671,905	\$ 27	\$ 14,786,110	\$ 67	\$ 18,931,520	\$ 43	\$ 19,166,800	\$ 57
Soft as % of Hard Costs	11.1%		30.5%		10.1%		16.8%	
Developer Fee	\$ 750,000		\$ 2,890,000		\$ 5,643,000		\$ 4,000,000	
Operating Expenses (as adjusted) (a)	N/A		\$ 1,423,372		\$ 4,067,070		\$ 3,375,715	
Total Op Expenses Per Residential Unit	N/A		\$ 8,679		\$ 10,375		\$ 9,700	
Unit Features - Market	Size	Rent	Size	Rent	Size	Rent	Size	Rent
Studio		\$ 2,050	486	2,493	526	\$ 3,395	500	\$ 1,898
1-Bd		\$ 2,550	672	3,478	711	\$ 4,555	700	\$ 4,057
2-Bd		\$ 3,350	1,019	5,269	1,136	\$ 7,060	1,000	\$ 5,796
3-Bd								
Market Rent/SF								
Studio			\$ 5.13		\$ 6.45		\$ 3.80	
1-Bd			\$ 5.18		\$ 6.41		\$ 5.80	
2-Bd			\$ 5.17		\$ 6.21		\$ 5.80	
3-Bd								
Stated Cap Rates (Single or Going in)	5.0%		5.0%		5.0%		5.0%	

Notes:

(a) Adjusted to exclude developer fee, taxes, financing, reserves

(b) Operating expenses are for first stabilized year, and may include non-residential expenses such as parking, retail, etc. Adjusted to exclude real estate taxes, developer fees, and reserves, to correspond with MIH model which calculates these items separately due to their variability by geography and funding source.

Table D-1: Sample 80/20 Projects Submitted to HPD 2013-2014, Continued

	STRONG MARKET		MID-MARKET		MODERATE MARKET	
						
Name/Address	605 W 42nd St		490 Myrtle		1511 Bedford	
Type (Stories)	High-Rise (61)		Low-Rise (7)		Mid-Rise (10)	
Characteristics						
Lot SF	108,000		47,000		21,429	
Gross BSF	1,165,185		114,336		148,455	
Total Units	1,174		93		142	
Market Rate	939		74		114	
Affordable	235		19		28	
% Affordable/Affordability Target	20% @ 60% AMI		20% @ 60% AMI		20% @ 80% AMI	
# of Parking Spaces	301		-		60	
Hard and Soft Costs	Total	PSF	Total	PSF	Total	PSF
Hard Costs (inc. contingency)	\$ 344,324,136	\$ 296	\$ 24,830,000	\$ 217	\$ 29,263,500	\$ 197
Soft Costs (adjusted to exc. dev fee, taxes, financing, reserves)	\$ 47,165,172	\$ 40	\$ 2,450,000	\$ 21	\$ 3,552,500	\$ 24
<i>Soft as % of Hard Costs</i>	13.7%		9.9%		12.1%	
Developer Fee	\$ 16,315,913		\$ 1,120,000		-	
Operating Expenses (as adjusted) (a)	\$ 8,950,987		\$ 760,237		N/A	
<i>Total Op Expenses Per Residential Unit</i>	\$ 7,624		\$ 8,175		N/A	
Unit Features - Market	Size	Rent	Size	Rent	Size	Rent
Studio	473	\$ 3,167	415	\$ 2,000		\$ 2,200
1-Bd	681	\$ 4,155	576	\$ 2,708		\$ 2,400
2-Bd	1,043	\$ 6,139	964	\$ 4,336		\$ 3,500
3-Bd	2,172	\$ 16,216				
Market Rent/SF						
Studio		\$ 6.70		\$ 4.82		
1-Bd		\$ 6.10		\$ 4.70		
2-Bd		\$ 5.89		\$ 4.50		
3-Bd		\$ 7.47				
Stated Cap Rates (Single or Going in)	5.0%		N/A		N/A	

Notes:

(a) Adjusted to exclude developer fee, taxes, financing, reserves

(b) Operating expenses are for first stabilized year, and may include non-residential expenses such as parking, retail, etc. Adjusted to exclude real estate taxes, developer fees, and reserves, to correspond with MIH model which calculates these items separately due to their variability by geography and funding source.

Table D-1: Sample 80/20 Projects Submitted to HPD 2013-2014, Continued

ALL AFFORDABLE						
						
Name/Address	424 W 55th St		540 West 53rd St		3160 Webster Ave	
Type (Stories)	Low-Rise (7)		Mid-Rise (12)		Mid-Rise (10)	
Characteristics						
Lot SF	4,393				11,631	
Gross BSF	21,058		131,108		79,010	
Total Units	17		103		60	
Market Rate	-		-		-	
Affordable	17		103		60	
% Affordable/Affordability Target	100% @ 80% AMI		100% @ 80-165% AMI		100% @ 30-80% AMI	
# of Parking Spaces	-		-		-	
Hard and Soft Costs	Total	PSF	Total	PSF	Total	PSF
Hard Costs (inc. contingency)	\$ 7,357,139	\$ 349	\$ 34,394,485	\$ 262	\$ 14,507,851	\$ 184
Soft Costs (adjusted to exc. dev fee, taxes, financing, reserves)	\$ 2,093,789	\$ 99	\$ 5,302,473	\$ 40	\$ 1,565,426	
<i>Soft as % of Hard Costs</i>	28.5%		15.4%		10.8%	
Developer Fee	\$ 3,500,000		\$ 6,142,770		\$ 1,863,000	
Operating Expenses (as adjusted) (a)	177,656		\$ 816,403		391,347	
<i>Total Op Expenses Per Residential Unit</i>	\$ 10,450		\$ 7,926		\$ 6,522	
Unit Features - Market	Size	Rent	Size	Rent	Size	Rent
Studio		N/A		N/A		N/A
1-Bd		N/A		N/A		N/A
2-Bd		N/A		N/A		N/A
3-Bd		N/A		N/A		N/A
Market Rent/SF						
Studio						
1-Bd						
2-Bd						
3-Bd						
Stated Cap Rates (Single or Going in)	N/A		N/A		N/A	

Notes:

(a) Adjusted to exclude developer fee, taxes, financing, reserves

(b) Operating expenses are for first stabilized year, and may include non-residential expenses such as parking, retail, etc. Adjusted to exclude real estate taxes, developer fees, and reserves, to correspond with MIH model which calculates these items separately due to their variability by geography and funding source.

Appendix E: NTA Boundaries by Borough

Table E-1: Bronx NTA Boundaries

Bronx Neighborhood Tabulation Areas (NTAs)

- BX01 Claremont-Bathgate
- BX03 Eastchester-Edenwald-Baychester
- BX05 Bedford Park-Fortham North
- BX06 Belmont
- BX07 Bronxdale
- BX08 West Fams-Bronx River
- BX09 Soundview-Castle Hill-Clason Point-Harding Park
- BX10 Pelham Bay-Country Club-City Island
- BX13 Co-op City
- BX14 East Concourse-Concourse Village
- BX17 East Tremont
- BX22 North Riverdale-Fieldston-Riverdale
- BX26 Highbridge
- BX27 Hunts Point
- BX28 Van Cortlandt Village
- BX29 Spuyten Duyvil-Kingsbridge
- BX30 Kingsbridge Heights
- BX31 Allerton-Pelham Gardens
- BX33 Longwood
- BX34 Melrose South-Mott Haven North
- BX35 Morrisania-Melrose
- BX36 University Heights-Morris Heights
- BX37 Van Nest-Morris Park-Westchester Square
- BX39 Mott Haven-Port Morris
- BX40 Fordham South
- BX41 Mount Hope
- BX43 Nonwood
- BX44 Williamsbridge-Olinville
- BX46 Parkchester
- BX49 Pelham Parkway
- BX52 Schuylerville-Throgs Neck-Edgewater Park
- BX55 Soundview-Bruckner
- BX59 Westchester-Unionport
- BX62 Woodlawn-Wakefield
- BX63 West Concourse
- BX75 Crotona Park East

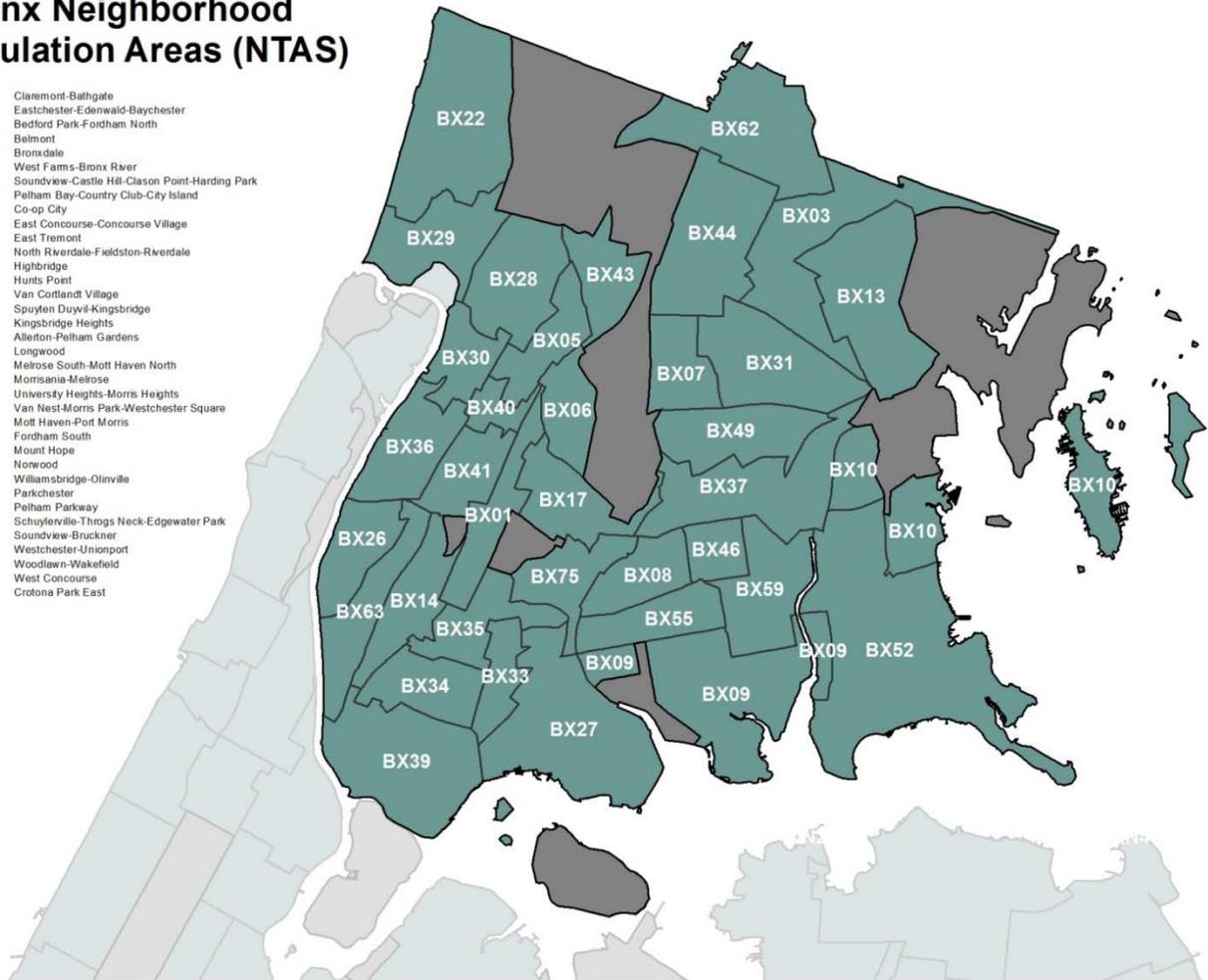


Table E-2: Brooklyn NTA Boundaries

Brooklyn Neighborhood Tabulation Areas (NTAs)

BK09	Brooklyn Heights-Cobble Hill
BK17	Sheepshead Bay-Gerritsen Beach-Manhattan Bea
BK19	Brighton Beach
BK21	Seagate-Coney Island
BK23	West Brighton
BK25	Homecrest
BK26	Gravesend
BK27	Bath Beach
BK28	Bensonhurst West
BK29	Bensonhurst East
BK30	Dyker Heights
BK31	Bay Ridge
BK32	Sunset Park West
BK33	Carroll Gardens-Columbia Street-Red Hook
BK34	Sunset Park East
BK35	Stuyvesant Heights
BK37	Park Slope-Gowanus
BK38	DUMBO-Vinegar Hill-Downtown Brooklyn-Boerum
BK40	Windsor Terrace
BK41	Kensington-Ocean Parkway
BK42	Flatbush
BK43	Midwood
BK44	Madison
BK45	Georgetown-Marine Park-Bergen Beach-Mill Basin
BK46	Ocean Parkway South
BK50	Canarsie
BK58	Flatlands
BK60	Prospect Lefferts Gardens-Wingate
BK61	Crown Heights North
BK63	Crown Heights South
BK64	Prospect Heights
BK68	Fort Greene
BK69	Clinton Hill
BK72	Williamsburg
BK73	North Side-South Side
BK75	Bedford
BK76	Greenpoint
BK77	Bushwick North
BK78	Bushwick South
BK79	Ocean Hill
BK81	Brownsville
BK82	East New York
BK83	Cypress Hills-City Line
BK85	East New York (Pennsylvania Ave)
BK88	Borough Park
BK90	East Williamsburg
BK91	East Flatbush-Farragut
BK93	Starrett City
BK95	Erasmus
BK96	Rugby-Remsen Village

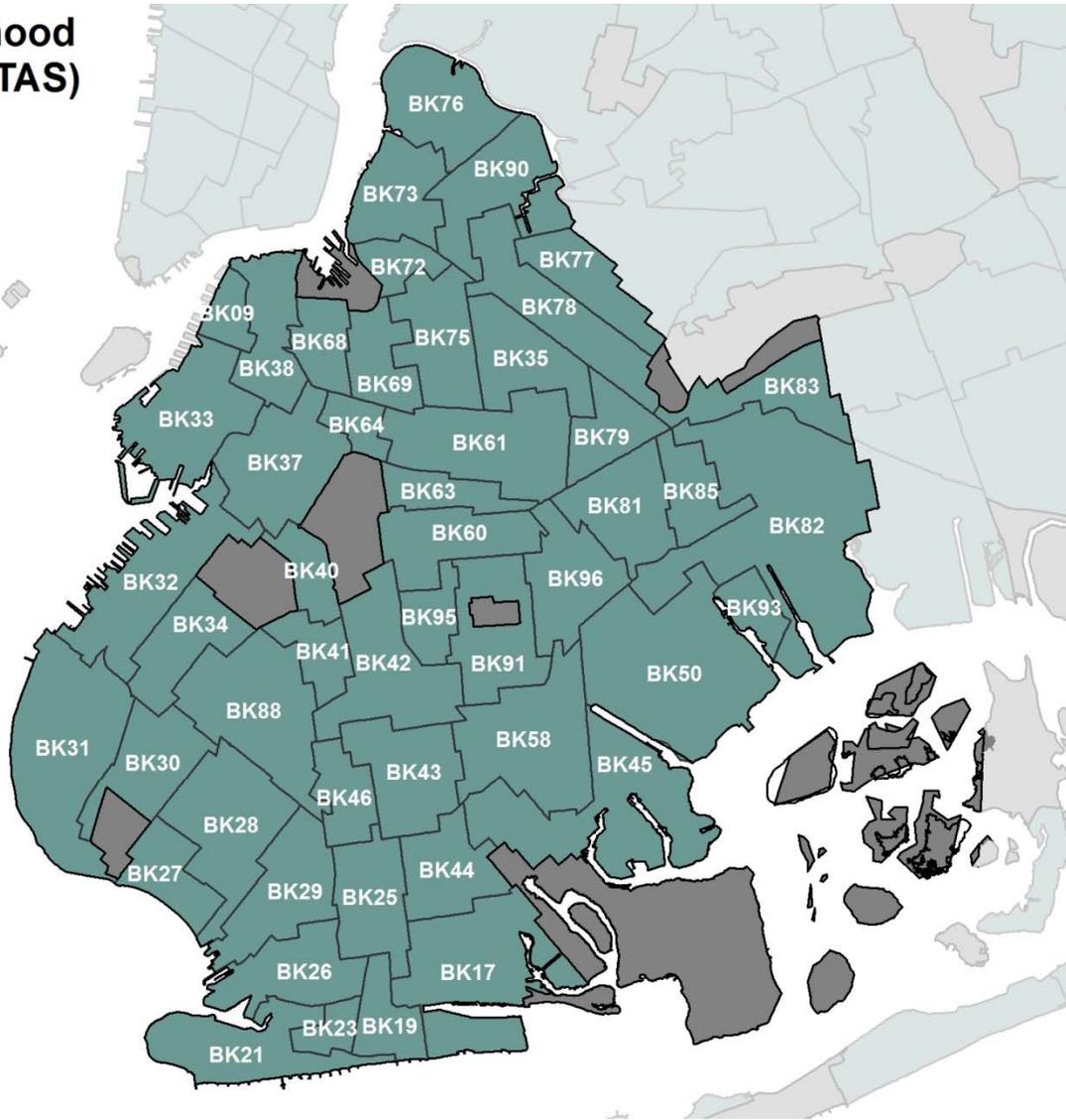


Table E-3: Manhattan NTA Boundaries

Manhattan Neighborhood Tabulation Areas (NTAs)

MN01	Marble Hill-Inwood
MN03	Central Harlem North-Polo Grounds
MN04	Hamilton Heights
MN06	Manhattanville
MN09	Morningside Heights
MN11	Central Harlem South
MN12	Upper West Side
MN13	Hudson Yards-Chelsea-Flat Iron-Union Square
MN14	Lincoln Square
MN15	Clinton
MN17	Midtown-Midtown South
MN19	Turtle Bay-East Midtown
MN20	Murray Hill-Kips Bay
MN21	Gramercy
MN22	East Village
MN23	West Village
MN24	SoHo-TriBeCa-Civic Center-Little Italy
MN25	Battery Park City-Lower Manhattan
MN27	Chinatown
MN28	Lower East Side
MN31	Lenox Hill-Roosevelt Island
MN32	Yorkville
MN33	East Harlem South
MN34	East Harlem North
MN35	Washington Heights North
MN36	Washington Heights South
MN40	Upper East Side-Carnegie Hill
MN50	Stuyvesant Town-Cooper Village

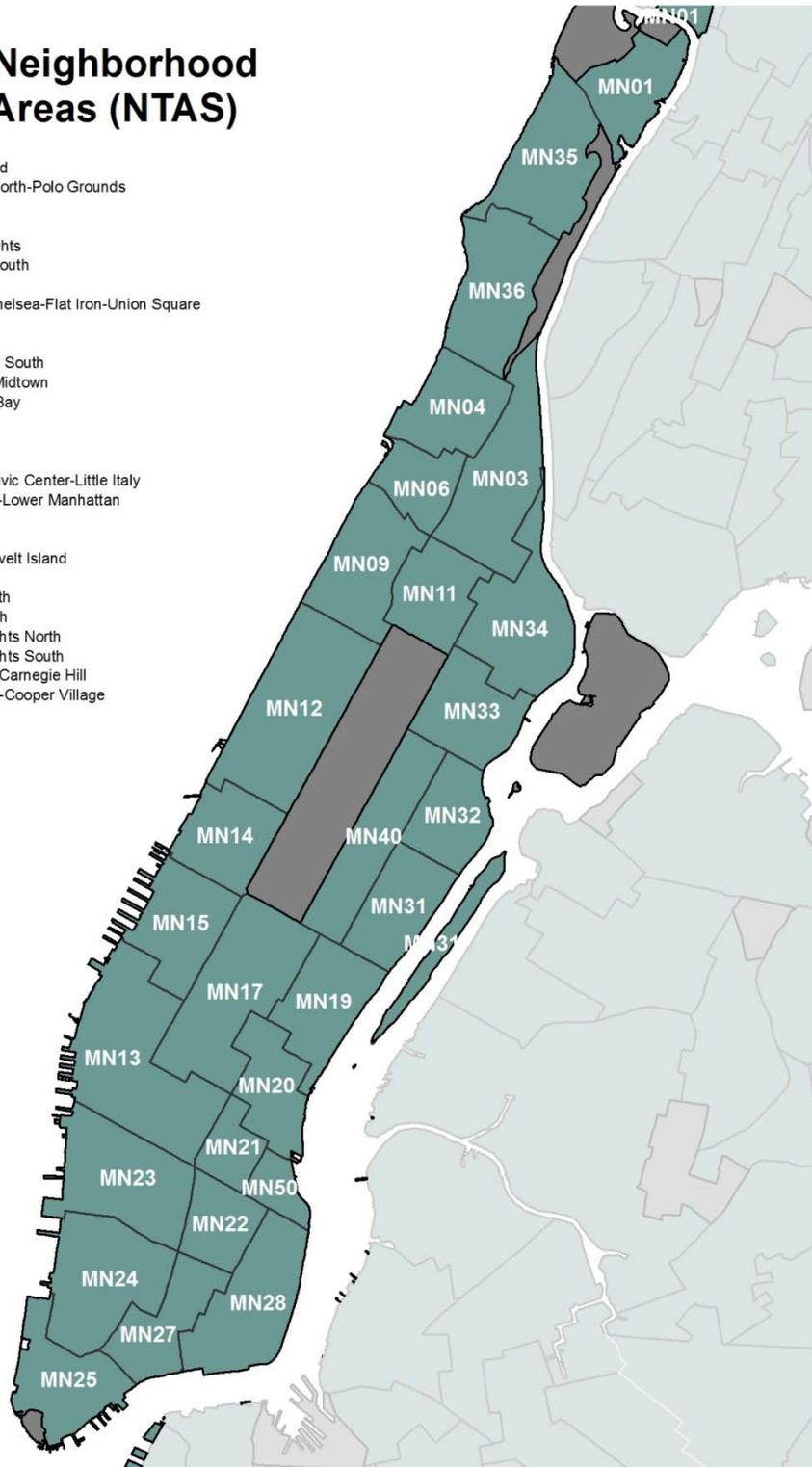


Table E-4: Queens NTA Boundaries

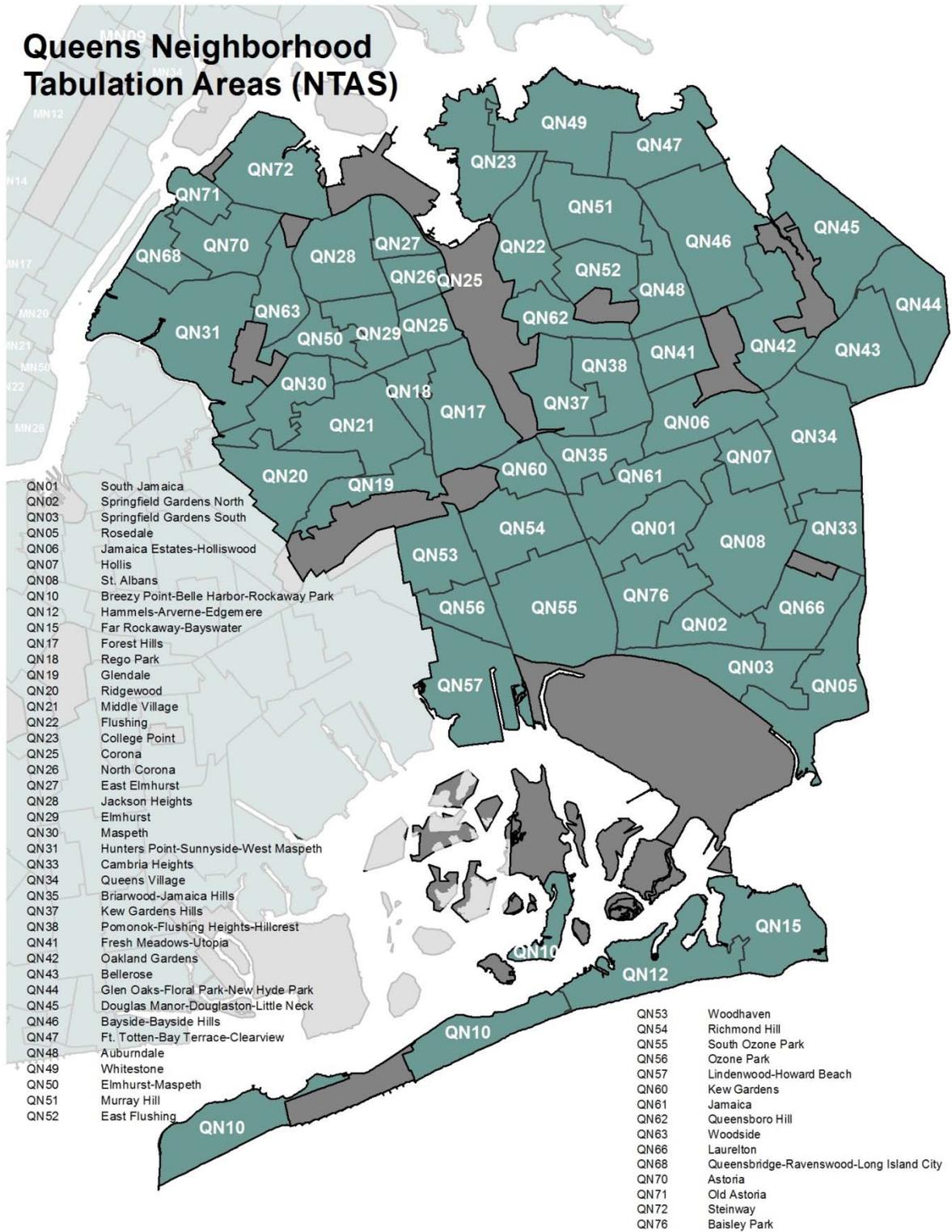
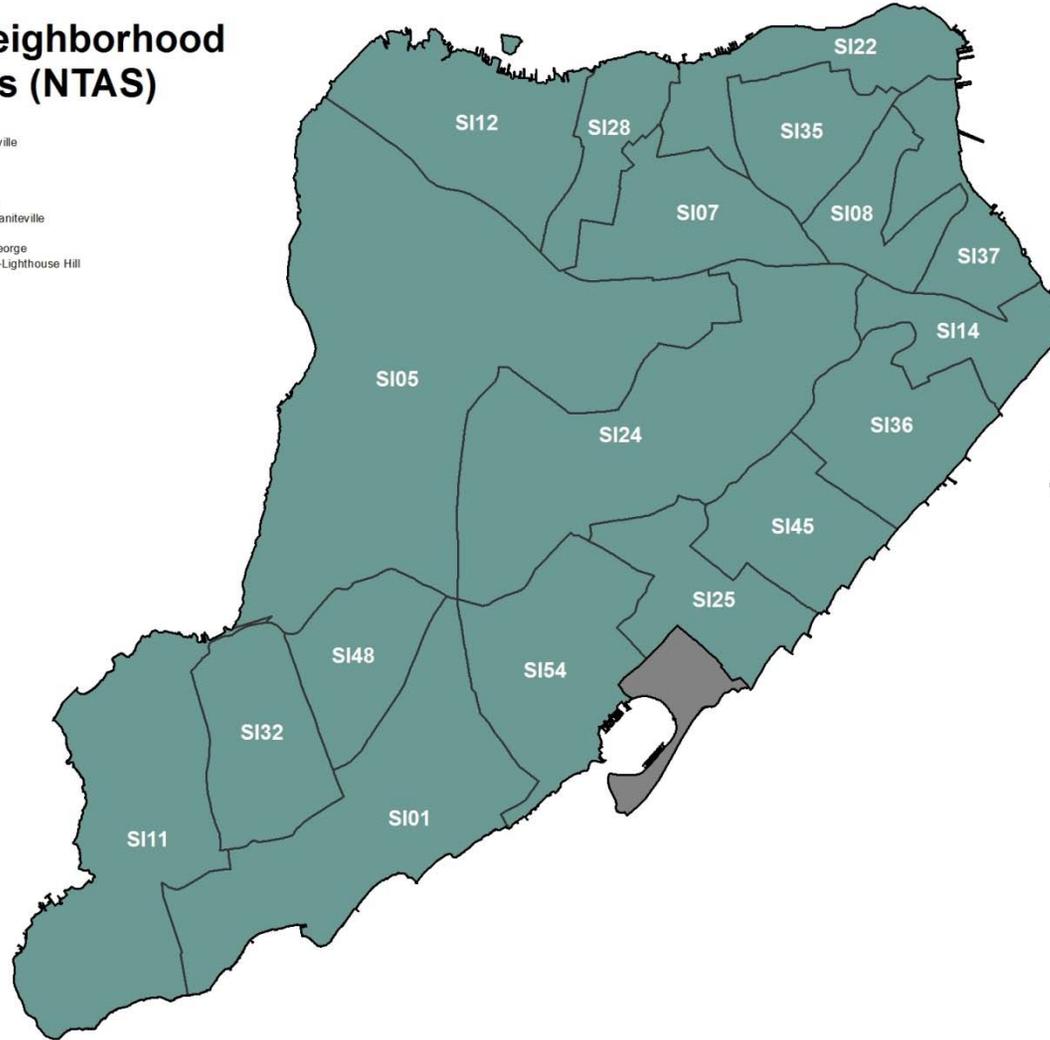


Table E-5: Staten Island NTA Boundaries

Staten Island Neighborhood Tabulation Areas (NTAs)

- SI01 Annadale-Huguenot-Prince's Bay-Eitngville
- SI05 New Springville-Bloomfield-Travis
- SI07 Westerleigh
- SI08 Grymes Hill-Clifton-Fox Hills
- SI11 Charleston-Richmond Valley-Tottenville
- SI12 Manner's Harbor-Arlington-Port Ivory-Graniteville
- SI14 Grasmere-Arrochar-Ft. Wadsworth
- SI22 West New Brighton-New Brighton-St. George
- SI24 Todd Hill-Emerson Hill-Heartland Village-Lighthouse Hill
- SI25 Oakwood-Oakwood Beach
- SI28 Port Richmond
- SI32 Rossville-Woodrow
- SI35 New Brighton-Silver Lake
- SI36 Old Town-Dongan Hills-South Beach
- SI37 Stapleton-Rosebank
- SI45 New Dorp-Midland Beach
- SI48 Arden Heights
- SI54 Great Kills



Appendix F: Financial Feasibility Analysis Results – Rental

Table F-1: Feasibility Analysis Results: High-Rise Rental, Very Strong Market

	Baseline		60% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$944.08	\$951.44	\$734.78	\$735.25	\$735.70	\$736.55	\$737.33	\$736.09	\$736.82	\$737.51	\$738.79	\$739.94
Total Dev. Cost per Unit	\$899,822	\$876,502	\$676,903	\$671,718	\$666,601	\$656,569	\$646,795	\$701,586	\$702,282	\$702,941	\$704,157	\$705,254
Acquisition Cost PSF	\$550.00	\$550.00	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92
Hard Cost PSF	\$261.51	\$261.51	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76
Soft Cost PSF	\$52.30	\$52.30	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15
Avg. Annual Rent PSF - Market Rate	\$85.36	\$85.36	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$902.81	\$902.86	\$902.92	\$903.07	\$903.25
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$674,849	\$674,887	\$674,933	\$675,046	\$675,176
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	139	144	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	111	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	33	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.2%	5.8%	6.3%	5.7%	5.1%	3.9%	2.8%	6.6%	6.3%	5.9%	5.3%	4.8%
Unleveraged IRR w/ Reversion at YR 30	8.3%	7.7%	9.0%	8.5%	7.9%	6.5%	4.9%	9.4%	9.0%	8.7%	8.0%	7.5%
Leveraged IRR w/ Reversion at YR 30	9.4%	9.0%	10.8%	9.8%	8.8%	6.7%	4.6%	11.5%	10.8%	10.2%	9.1%	8.1%

Table F-1: Feasibility Analysis Results: High-Rise Rental, Very Strong Market

	Baseline		60% AMI Target									
			MIH + 421-a Benefit									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$944.08	\$951.44	\$739.05	\$739.03	\$739.00	\$738.92	\$738.79	\$737.02	\$737.95	\$738.83	\$740.46	\$741.92
Total Dev. Cost per Unit	\$899,822	\$876,502	\$680,839	\$675,175	\$669,595	\$658,678	\$648,074	\$702,473	\$703,360	\$704,199	\$705,748	\$707,147
Acquisition Cost PSF	\$550.00	\$550.00	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92
Hard Cost PSF	\$261.51	\$261.51	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76
Soft Cost PSF	\$52.30	\$52.30	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15
Avg. Annual Rent PSF - Market Rate	\$85.36	\$85.36	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$903.46	\$903.65	\$903.85	\$904.24	\$904.64
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$675,337	\$675,479	\$675,625	\$675,921	\$676,217
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	139	144	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	111	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	33	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.2%	5.8%	9.3%	8.7%	8.1%	6.9%	5.7%	7.1%	6.7%	6.5%	6.0%	5.6%
Unleveraged IRR w/ Reversion at YR 30	8.3%	7.7%	10.7%	10.2%	9.6%	8.3%	6.8%	9.6%	9.3%	9.0%	8.4%	7.9%
Leveraged IRR w/ Reversion at YR 30	9.4%	9.0%	16.8%	15.1%	13.4%	10.3%	7.4%	12.1%	11.5%	10.9%	9.9%	9.0%

Table F-1: Feasibility Analysis Results: High-Rise Rental, Very Strong Market

	Baseline		60% AMI Target									
	Baseline		MIH + 421-a + 4% LIHTC									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$944.08	\$951.44	\$750.01	\$752.96	\$755.68	\$761.07	\$766.38	\$726.29	\$727.37	\$728.21	\$729.76	\$731.17
Total Dev. Cost per Unit	\$899,822	\$876,502	\$690,939	\$687,896	\$684,706	\$678,426	\$672,274	\$692,243	\$693,275	\$694,074	\$695,554	\$696,897
Acquisition Cost PSF	\$550.00	\$550.00	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92
Hard Cost PSF	\$261.51	\$261.51	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76
Soft Cost PSF	\$52.30	\$52.30	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15
Avg. Annual Rent PSF - Market Rate	\$85.36	\$85.36	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$941.41	\$941.82	\$942.10	\$942.65	\$943.18
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$703,706	\$704,014	\$704,218	\$704,628	\$705,030
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	139	144	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	111	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	33	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.2%	5.8%	10.0%	9.7%	9.2%	8.2%	7.1%	7.3%	7.1%	6.9%	6.5%	6.1%
Unleveraged IRR w/ Reversion at YR 30	8.3%	7.7%	11.1%	10.8%	10.3%	9.3%	7.9%	9.8%	9.6%	9.3%	8.8%	8.4%
Leveraged IRR w/ Reversion at YR 30	9.4%	9.0%	18.8%	17.6%	16.1%	13.0%	9.9%	12.5%	12.1%	11.6%	10.6%	9.8%

Table F-1: Feasibility Analysis Results: High-Rise Rental, Very Strong Market

	Baseline		75% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$944.08	\$951.44	\$734.97	\$735.49	\$735.99	\$736.94	\$737.82	\$736.30	\$737.07	\$737.80	\$739.15	\$740.38
Total Dev. Cost per Unit	\$899,822	\$876,502	\$677,081	\$671,940	\$666,865	\$656,915	\$647,221	\$701,781	\$702,519	\$703,218	\$704,507	\$705,670
Acquisition Cost PSF	\$550.00	\$550.00	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92
Hard Cost PSF	\$261.51	\$261.51	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76
Soft Cost PSF	\$52.30	\$52.30	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15
Avg. Annual Rent PSF - Market Rate	\$85.36	\$85.36	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$902.75	\$902.83	\$902.92	\$903.13	\$903.35
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$674,807	\$674,867	\$674,935	\$675,088	\$675,255
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units	139	144	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	111	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	33	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.2%	5.8%	6.4%	5.8%	5.3%	4.2%	3.1%	6.7%	6.4%	6.1%	5.5%	5.0%
Unleveraged IRR w/ Reversion at YR 30	8.3%	7.7%	9.2%	8.6%	8.1%	6.8%	5.3%	9.4%	9.1%	8.8%	8.2%	7.7%
Leveraged IRR w/ Reversion at YR 30	9.4%	9.0%	11.0%	10.0%	9.1%	7.1%	5.1%	11.7%	11.0%	10.4%	9.3%	8.5%

Table F-1: Feasibility Analysis Results: High-Rise Rental, Very Strong Market

	Baseline		75% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$944.08	\$951.44	\$739.24	\$739.27	\$739.29	\$739.30	\$739.27	\$737.23	\$738.20	\$739.12	\$740.82	\$742.36
Total Dev. Cost per Unit	\$899,822	\$876,502	\$681,018	\$675,397	\$669,859	\$659,024	\$648,499	\$702,668	\$703,597	\$704,476	\$706,099	\$707,563
Acquisition Cost PSF	\$550.00	\$550.00	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92
Hard Cost PSF	\$261.51	\$261.51	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76
Soft Cost PSF	\$52.30	\$52.30	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15
Avg. Annual Rent PSF - Market Rate	\$85.36	\$85.36	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$903.40	\$903.62	\$903.85	\$904.30	\$904.74
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$675,294	\$675,460	\$675,627	\$675,964	\$676,296
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units	139	144	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	111	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	33	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.2%	5.8%	9.4%	8.9%	8.3%	7.2%	6.1%	7.2%	6.9%	6.6%	6.2%	5.8%
Unleveraged IRR w/ Reversion at YR 30	8.3%	7.7%	10.8%	10.3%	9.8%	8.6%	7.2%	9.7%	9.4%	9.1%	8.6%	8.1%
Leveraged IRR w/ Reversion at YR 30	9.4%	9.0%	17.2%	15.5%	13.9%	10.9%	8.1%	12.3%	11.7%	11.1%	10.2%	9.3%

Table F-1: Feasibility Analysis Results: High-Rise Rental, Very Strong Market

	Baseline		75% AMI Target									
	Baseline		MIH + 421-a + 4% LIHTC									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$944.08	\$951.44										
Total Dev. Cost per Unit	\$899,822	\$876,502										
Acquisition Cost PSF	\$550.00	\$550.00										
Hard Cost PSF	\$261.51	\$261.51										
Soft Cost PSF	\$52.30	\$52.30										
Avg. Annual Rent PSF - Market Rate	\$85.36	\$85.36										
Avg. Annual Rent PSF - Affordable	n/a	\$17.61										
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	N/A (d)									
Total Dev. Cost per Unit	n/a	n/a										
Acquisition Cost PSF	n/a	n/a										
Hard Cost PSF	n/a	n/a										
Soft Cost PSF	n/a	n/a										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Scenario Yield</u>												
Total Units	139	144										
Market Rate Units	139	111										
Affordable Units - On-Site	0	33										
Affordable Units - Off-Site	0	0										
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.2%	5.8%										
Unleveraged IRR w/ Reversion at YR 30	8.3%	7.7%										
Leveraged IRR w/ Reversion at YR 30	9.4%	9.0%										

Table F-1: Feasibility Analysis Results: High-Rise Rental, Very Strong Market

	Baseline		90% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$944.08	\$951.44	\$735.18	\$735.76	\$736.31	\$737.36	\$738.35	\$736.48	\$737.30	\$738.07	\$739.49	\$740.78
Total Dev. Cost per Unit	\$899,822	\$876,502	\$677,277	\$672,182	\$667,154	\$657,294	\$647,687	\$701,961	\$702,737	\$703,472	\$704,829	\$706,053
Acquisition Cost PSF	\$550.00	\$550.00	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92
Hard Cost PSF	\$261.51	\$261.51	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76
Soft Cost PSF	\$52.30	\$52.30	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15
Avg. Annual Rent PSF - Market Rate	\$85.36	\$85.36	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$902.88	\$902.99	\$903.11	\$903.37	\$903.63
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$674,905	\$674,987	\$675,075	\$675,265	\$675,465
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units	139	144	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	111	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	33	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.2%	5.8%	6.5%	6.0%	5.5%	4.4%	3.4%	6.8%	6.5%	6.2%	5.6%	5.2%
Unleveraged IRR w/ Reversion at YR 30	8.3%	7.7%	9.2%	8.7%	8.2%	7.1%	5.7%	9.5%	9.2%	8.9%	8.3%	7.8%
Leveraged IRR w/ Reversion at YR 30	9.4%	9.0%	11.2%	10.3%	9.3%	7.5%	5.6%	11.9%	11.2%	10.6%	9.6%	8.8%

Table F-1: Feasibility Analysis Results: High-Rise Rental, Very Strong Market

	Baseline		90% AMI Target									
			MIH + 421-a Benefit									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$944.08	\$951.44	\$739.46	\$739.54	\$739.61	\$739.73	\$739.80	\$737.41	\$738.43	\$739.39	\$741.16	\$742.76
Total Dev. Cost per Unit	\$899,822	\$876,502	\$681,214	\$675,640	\$670,147	\$659,402	\$648,965	\$702,847	\$703,815	\$704,730	\$706,420	\$707,945
Acquisition Cost PSF	\$550.00	\$550.00	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92
Hard Cost PSF	\$261.51	\$261.51	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76	\$330.76
Soft Cost PSF	\$52.30	\$52.30	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15	\$66.15
Avg. Annual Rent PSF - Market Rate	\$85.36	\$85.36	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22	\$98.22
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$903.54	\$903.79	\$904.04	\$904.54	\$905.02
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$675,393	\$675,579	\$675,767	\$676,141	\$676,506
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units	139	144	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	111	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	33	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.2%	5.8%	9.6%	9.0%	8.5%	7.4%	6.4%	7.3%	7.0%	6.8%	6.3%	6.0%
Unleveraged IRR w/ Reversion at YR 30	8.3%	7.7%	10.9%	10.4%	9.9%	8.8%	7.5%	9.7%	9.5%	9.2%	8.7%	8.3%
Leveraged IRR w/ Reversion at YR 30	9.4%	9.0%	17.6%	16.0%	14.4%	11.5%	8.8%	12.5%	11.9%	11.4%	10.5%	9.7%

Table F-1: Feasibility Analysis Results: High-Rise Rental, Very Strong Market

	Baseline		90% AMI Target																			
			MIH + 421-a + 4% LIHTC																			
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability														
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI										
<u>Key Assumptions - On-Site Component</u>																						
Total Dev. Cost PSF	\$944.08	\$951.44																				
Total Dev. Cost per Unit	\$899,822	\$876,502																				
Acquisition Cost PSF	\$550.00	\$550.00																				
Hard Cost PSF	\$261.51	\$261.51																				
Soft Cost PSF	\$52.30	\$52.30																				
Avg. Annual Rent PSF - Market Rate	\$85.36	\$85.36																				
Avg. Annual Rent PSF - Affordable	n/a	\$17.61																				
<u>Key Assumptions - Off-Site Component</u>																						
Total Dev. Cost PSF	n/a	n/a																				
Total Dev. Cost per Unit	n/a	n/a											N/A					N/A				
Acquisition Cost PSF	n/a	n/a											(d)					(d)				
Hard Cost PSF	n/a	n/a																				
Soft Cost PSF	n/a	n/a																				
Avg. Annual Rent PSF - Affordable	n/a	n/a																				
<u>Scenario Yield</u>																						
Total Units	139	144																				
Market Rate Units	139	111																				
Affordable Units - On-Site	0	33																				
Affordable Units - Off-Site	0	0																				
<u>Feasibility Results</u>																						
Yield-on-Cost (YOC)	5.2%	5.8%																				
Unleveraged IRR w/ Reversion at YR 30	8.3%	7.7%																				
Leveraged IRR w/ Reversion at YR 30	9.4%	9.0%																				

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.

(d) Projects that do not provide at least 20% of units at or below 50% AMI or 25% of units at or below 60% AMI do not qualify for LIHTC credits; for this reason, this analysis does not test the impact of LIHTC credits under the 75% AMI or 90% AMI blended target levels; note that under the 60% AMI blended target level, the blended average AMI target corresponding to a 20% set-aside is modified to 50% AMI in order to allow for LIHTC eligibility.

Source: BAE, 2015.

Table F-2: Feasibility Analysis Results: High-Rise Rental, Strong Market

	Baseline		60% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$717.19	\$719.34	\$625.51	\$624.88	\$624.24	\$623.09	\$621.68	\$629.88	\$630.33	\$630.76	\$631.54	\$632.26
Total Dev. Cost per Unit	\$683,576	\$662,683	\$576,243	\$570,891	\$565,610	\$555,432	\$545,344	\$600,356	\$600,784	\$601,189	\$601,940	\$602,621
Acquisition Cost PSF	\$325.00	\$325.00	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04
Hard Cost PSF	\$282.65	\$278.42	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$55.68	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$54.64	\$54.64	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$659.70	\$659.51	\$659.34	\$659.07	\$658.87
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$493,129	\$492,983	\$492,858	\$492,657	\$492,507
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	139	144	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	111	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	33	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	3.4%	4.8%	3.7%	3.3%	2.9%	2.0%	1.2%	4.1%	3.8%	3.6%	3.2%	2.9%
Unleveraged IRR w/ Reversion at YR 30	6.2%	6.6%	6.2%	5.7%	5.0%	3.6%	0.0%	6.7%	6.4%	6.1%	5.5%	5.0%
Leveraged IRR w/ Reversion at YR 30	6.3%	7.1%	6.3%	5.6%	4.8%	3.0%	0.0%	7.0%	6.6%	6.2%	5.4%	4.7%

Table F-2: Feasibility Analysis Results: High-Rise Rental, Strong Market

	Baseline		60% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$717.19	\$719.34	\$629.49	\$628.41	\$627.32	\$625.30	\$623.05	\$630.80	\$631.44	\$632.05	\$633.19	\$634.22
Total Dev. Cost per Unit	\$683,576	\$662,683	\$579,906	\$574,109	\$568,399	\$557,400	\$546,543	\$601,227	\$601,843	\$602,427	\$603,510	\$604,493
Acquisition Cost PSF	\$325.00	\$325.00	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04
Hard Cost PSF	\$282.65	\$278.42	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$55.68	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$54.64	\$54.64	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$660.31	\$660.24	\$660.20	\$660.16	\$660.17
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$493,579	\$493,531	\$493,498	\$493,469	\$493,475
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	139	144	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	111	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	33	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	3.4%	4.8%	6.9%	6.5%	6.0%	5.2%	4.4%	4.6%	4.4%	4.3%	4.0%	3.8%
Unleveraged IRR w/ Reversion at YR 30	6.2%	6.6%	8.7%	8.2%	7.7%	6.5%	5.0%	7.1%	6.8%	6.6%	6.2%	5.7%
Leveraged IRR w/ Reversion at YR 30	6.3%	7.1%	11.0%	10.0%	9.0%	6.9%	4.4%	7.6%	7.2%	6.9%	6.2%	5.7%

Table F-2: Feasibility Analysis Results: High-Rise Rental, Strong Market

	Baseline		60% AMI Target									
			MIH + 421-a + 4% LIHTC									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$717.19	\$719.34	\$640.87	\$642.89	\$644.61	\$648.15	\$651.34	\$620.82	\$621.61	\$622.18	\$623.23	\$624.19
Total Dev. Cost per Unit	\$683,576	\$662,683	\$590,392	\$587,338	\$584,068	\$577,771	\$571,363	\$591,723	\$592,471	\$593,011	\$594,017	\$594,935
Acquisition Cost PSF	\$325.00	\$325.00	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04
Hard Cost PSF	\$282.65	\$278.42	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$55.68	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$54.64	\$54.64	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$697.84	\$697.93	\$697.91	\$697.92	\$697.98
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$521,639	\$521,702	\$521,688	\$521,696	\$521,740
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	139	144	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	111	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	33	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	3.4%	4.8%	7.5%	7.3%	7.0%	6.4%	5.7%	4.7%	4.7%	4.6%	4.4%	4.2%
Unleveraged IRR w/ Reversion at YR 30	6.2%	6.6%	9.2%	8.9%	8.5%	7.6%	6.4%	7.3%	7.2%	7.0%	6.6%	6.3%
Leveraged IRR w/ Reversion at YR 30	6.3%	7.1%	12.2%	11.7%	10.9%	9.1%	6.8%	7.8%	7.6%	7.4%	6.8%	6.4%

Table F-2: Feasibility Analysis Results: High-Rise Rental, Strong Market

	Baseline		75% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$717.19	\$719.34	\$625.70	\$625.13	\$624.53	\$623.48	\$622.16	\$630.09	\$630.58	\$631.05	\$631.92	\$632.70
Total Dev. Cost per Unit	\$683,576	\$662,683	\$576,421	\$571,112	\$565,874	\$555,778	\$545,770	\$600,553	\$601,023	\$601,468	\$602,294	\$603,044
Acquisition Cost PSF	\$325.00	\$325.00	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04
Hard Cost PSF	\$282.65	\$278.42	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$55.68	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$54.64	\$54.64	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$659.64	\$659.47	\$659.33	\$659.12	\$658.96
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$493,080	\$492,957	\$492,852	\$492,690	\$492,575
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units	139	144	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	111	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	33	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	3.4%	4.8%	3.8%	3.5%	3.1%	2.3%	1.6%	4.2%	4.0%	3.8%	3.4%	3.1%
Unleveraged IRR w/ Reversion at YR 30	6.2%	6.6%	6.4%	5.9%	5.3%	4.0%	2.4%	6.9%	6.6%	6.3%	5.8%	5.3%
Leveraged IRR w/ Reversion at YR 30	6.3%	7.1%	6.5%	5.9%	5.1%	3.6%	0.0%	7.2%	6.8%	6.4%	5.7%	5.1%

Table F-2: Feasibility Analysis Results: High-Rise Rental, Strong Market

	Baseline		75% AMI Target									
			MIH + 421-a Benefit									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$717.19	\$719.34	\$629.68	\$628.65	\$627.61	\$625.69	\$623.53	\$631.00	\$631.69	\$632.35	\$633.56	\$634.67
Total Dev. Cost per Unit	\$683,576	\$662,683	\$580,084	\$574,331	\$568,662	\$557,746	\$546,969	\$601,423	\$602,082	\$602,707	\$603,865	\$604,915
Acquisition Cost PSF	\$325.00	\$325.00	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04
Hard Cost PSF	\$282.65	\$278.42	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$55.68	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$54.64	\$54.64	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$660.24	\$660.21	\$660.19	\$660.20	\$660.26
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$493,530	\$493,504	\$493,493	\$493,502	\$493,543
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units	139	144	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	111	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	33	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	3.4%	4.8%	7.0%	6.7%	6.3%	5.5%	4.7%	4.7%	4.5%	4.4%	4.2%	4.0%
Unleveraged IRR w/ Reversion at YR 30	6.2%	6.6%	8.9%	8.4%	8.0%	6.9%	5.6%	7.2%	7.0%	6.8%	6.4%	6.1%
Leveraged IRR w/ Reversion at YR 30	6.3%	7.1%	11.4%	10.4%	9.5%	7.5%	5.4%	7.8%	7.5%	7.2%	6.6%	6.1%

Table F-2: Feasibility Analysis Results: High-Rise Rental, Strong Market

	Baseline		75% AMI Target									
			MIH + 421-a + 4% LIHTC									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$717.19	\$719.34										
Total Dev. Cost per Unit	\$683,576	\$662,683										
Acquisition Cost PSF	\$325.00	\$325.00										
Hard Cost PSF	\$282.65	\$278.42										
Soft Cost PSF	\$56.53	\$55.68										
Avg. Annual Rent PSF - Market Rate	\$54.64	\$54.64										
Avg. Annual Rent PSF - Affordable	n/a	\$17.61										
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a										
Total Dev. Cost per Unit	n/a	n/a										
Acquisition Cost PSF	n/a	n/a										
Hard Cost PSF	n/a	n/a										
Soft Cost PSF	n/a	n/a										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Scenario Yield</u>												
Total Units	139	144										
Market Rate Units	139	111										
Affordable Units - On-Site	0	33										
Affordable Units - Off-Site	0	0										
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	3.4%	4.8%										
Unleveraged IRR w/ Reversion at YR 30	6.2%	6.6%										
Leveraged IRR w/ Reversion at YR 30	6.3%	7.1%										

Table F-2: Feasibility Analysis Results: High-Rise Rental, Strong Market

	Baseline		90% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$717.19	\$719.34	\$625.92	\$625.39	\$624.85	\$623.90	\$622.69	\$630.28	\$630.81	\$631.32	\$632.26	\$633.11
Total Dev. Cost per Unit	\$683,576	\$662,683	\$576,617	\$571,355	\$566,162	\$556,156	\$546,236	\$600,733	\$601,242	\$601,725	\$602,620	\$603,432
Acquisition Cost PSF	\$325.00	\$325.00	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04
Hard Cost PSF	\$282.65	\$278.42	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$55.68	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$54.64	\$54.64	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$659.76	\$659.63	\$659.51	\$659.34	\$659.23
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$493,174	\$493,070	\$492,985	\$492,858	\$492,776
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units	139	144	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	111	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	33	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	3.4%	4.8%	4.0%	3.6%	3.3%	2.6%	1.9%	4.3%	4.1%	4.0%	3.6%	3.3%
Unleveraged IRR w/ Reversion at YR 30	6.2%	6.6%	6.6%	6.1%	5.6%	4.4%	3.0%	7.0%	6.7%	6.5%	6.0%	5.6%
Leveraged IRR w/ Reversion at YR 30	6.3%	7.1%	6.8%	6.1%	5.5%	4.0%	0.0%	7.4%	7.0%	6.7%	6.0%	5.5%

Table F-2: Feasibility Analysis Results: High-Rise Rental, Strong Market

	Baseline		90% AMI Target									
			MIH + 421-a Benefit									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$717.19	\$719.34	\$629.89	\$628.92	\$627.93	\$626.11	\$624.06	\$631.19	\$631.92	\$632.62	\$633.90	\$635.07
Total Dev. Cost per Unit	\$683,576	\$662,683	\$580,280	\$574,574	\$568,951	\$558,125	\$547,434	\$601,604	\$602,301	\$602,963	\$604,191	\$605,304
Acquisition Cost PSF	\$325.00	\$325.00	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04
Hard Cost PSF	\$282.65	\$278.42	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$55.68	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$54.64	\$54.64	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87	\$62.87
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$660.37	\$660.36	\$660.37	\$660.43	\$660.53
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$493,624	\$493,618	\$493,625	\$493,671	\$493,744
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units	139	144	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	111	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	33	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	3.4%	4.8%	7.2%	6.8%	6.5%	5.8%	5.1%	4.8%	4.7%	4.6%	4.4%	4.3%
Unleveraged IRR w/ Reversion at YR 30	6.2%	6.6%	9.0%	8.6%	8.2%	7.2%	6.1%	7.3%	7.2%	7.0%	6.6%	6.3%
Leveraged IRR w/ Reversion at YR 30	6.3%	7.1%	11.7%	10.8%	9.9%	8.2%	6.3%	7.9%	7.7%	7.4%	6.9%	6.5%

Table F-2: Feasibility Analysis Results: High-Rise Rental, Strong Market

	Baseline		90% AMI Target																			
			MIH + 421-a + 4% LIHTC																			
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability														
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI										
Key Assumptions - On-Site Component																						
Total Dev. Cost PSF	\$717.19	\$719.34																				
Total Dev. Cost per Unit	\$683,576	\$662,683																				
Acquisition Cost PSF	\$325.00	\$325.00																				
Hard Cost PSF	\$282.65	\$278.42																				
Soft Cost PSF	\$56.53	\$55.68																				
Avg. Annual Rent PSF - Market Rate	\$54.64	\$54.64																				
Avg. Annual Rent PSF - Affordable	n/a	\$17.61																				
Key Assumptions - Off-Site Component																						
Total Dev. Cost PSF	n/a	n/a																				
Total Dev. Cost per Unit	n/a	n/a																				
Acquisition Cost PSF	n/a	n/a																				
Hard Cost PSF	n/a	n/a																				
Soft Cost PSF	n/a	n/a																				
Avg. Annual Rent PSF - Affordable	n/a	n/a																				
Scenario Yield																						
Total Units	139	144																				
Market Rate Units	139	111																				
Affordable Units - On-Site	0	33																				
Affordable Units - Off-Site	0	0																				
Feasibility Results																						
Yield-on-Cost (YOC)	3.4%	4.8%																				
Unleveraged IRR w/ Reversion at YR 30	6.2%	6.6%																				
Leveraged IRR w/ Reversion at YR 30	6.3%	7.1%																				

Notes:

- (a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.
- (b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.
- (c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.
- (d) Projects that do not provide at least 20% of units at or below 50% AMI or 25% of units at or below 60% AMI do not qualify for LIHTC credits; for this reason, this analysis does not test the impact of LIHTC credits under the 75% AMI or 90% AMI blended target levels; note that under the 60% AMI blended target level, the blended average AMI target corresponding to a 20% set-aside is modified to 50% AMI in order to allow for LIHTC eligibility.

Source: BAE, 2015.

Table F-3: Feasibility Analysis Results: High-Rise Rental, Mid-Market

	Baseline		60% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$659.84	\$663.92	\$595.20	\$594.65	\$594.08	\$593.09	\$591.85	\$599.33	\$599.79	\$600.22	\$601.02	\$601.75
Total Dev. Cost per Unit	\$628,913	\$632,795	\$548,317	\$543,265	\$538,282	\$528,688	\$519,177	\$571,238	\$571,673	\$572,085	\$572,850	\$573,544
Acquisition Cost PSF	\$275.00	\$275.00	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$38.57	\$38.57	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$603.04	\$602.94	\$602.87	\$602.76	\$602.70
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$450,773	\$450,701	\$450,644	\$450,563	\$450,515
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	139	139	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	139	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	0	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	2.1%	4.2%	2.3%	2.0%	1.7%	1.2%	0.6%	2.6%	2.4%	2.3%	2.0%	1.8%
Unleveraged IRR w/ Reversion at YR 30	4.1%	5.3%	4.1%	3.6%	3.0%	0.0%	0.0%	4.6%	4.4%	4.1%	3.6%	3.1%
Leveraged IRR w/ Reversion at YR 30	3.6%	4.9%	3.6%	3.0%	0.0%	0.0%	0.0%	4.3%	3.9%	3.6%	3.0%	0.0%

Table F-3: Feasibility Analysis Results: High-Rise Rental, Mid-Market

	Baseline		60% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$659.84	\$663.92	\$598.14	\$597.25	\$596.36	\$594.73	\$592.86	\$603.60	\$604.11	\$604.59	\$605.49	\$606.30
Total Dev. Cost per Unit	\$628,913	\$632,795	\$551,028	\$545,647	\$540,346	\$530,145	\$520,064	\$575,309	\$575,794	\$576,254	\$577,107	\$577,880
Acquisition Cost PSF	\$275.00	\$275.00	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$38.57	\$38.57	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$599.95	\$600.16	\$600.36	\$600.74	\$601.10
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$448,462	\$448,617	\$448,767	\$449,053	\$449,321
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	139	139	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	139	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	0	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	2.1%	4.2%	4.7%	4.4%	4.2%	3.6%	3.0%	4.8%	4.7%	4.5%	4.3%	4.0%
Unleveraged IRR w/ Reversion at YR 30	4.1%	5.3%	6.3%	5.8%	5.3%	4.2%	2.7%	5.9%	5.7%	5.5%	5.0%	4.6%
Leveraged IRR w/ Reversion at YR 30	3.6%	4.9%	6.5%	5.8%	5.0%	3.4%	0.0%	5.9%	5.6%	5.2%	4.6%	4.0%

Table F-3: Feasibility Analysis Results: High-Rise Rental, Mid-Market

	Baseline		60% AMI Target									
	Baseline		MIH + 421-a + 4% LIHTC									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$659.84	\$663.92	\$609.54	\$611.76	\$613.69	\$617.63	\$621.22	\$593.69	\$594.40	\$594.87	\$595.75	\$596.55
Total Dev. Cost per Unit	\$628,913	\$632,795	\$561,534	\$558,902	\$556,047	\$550,558	\$544,938	\$565,857	\$566,541	\$566,989	\$567,824	\$568,585
Acquisition Cost PSF	\$275.00	\$275.00	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$38.57	\$38.57	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$637.33	\$637.72	\$637.95	\$638.40	\$638.83
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$476,402	\$476,693	\$476,870	\$477,208	\$477,525
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	139	139	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	139	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	0	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	2.1%	4.2%	5.1%	5.0%	4.9%	4.5%	4.0%	5.0%	5.0%	4.9%	4.7%	4.5%
Unleveraged IRR w/ Reversion at YR 30	4.1%	5.3%	6.7%	6.5%	6.2%	5.3%	4.2%	6.1%	6.0%	5.9%	5.5%	5.2%
Leveraged IRR w/ Reversion at YR 30	3.6%	4.9%	7.1%	6.8%	6.3%	4.9%	3.0%	6.1%	6.1%	5.8%	5.3%	4.8%

Table F-3: Feasibility Analysis Results: High-Rise Rental, Mid-Market

	Baseline		75% AMI Target									
	Baseline		MIH ONLY									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$659.84	\$663.92	\$595.39	\$594.89	\$594.37	\$593.48	\$592.33	\$599.54	\$600.04	\$600.51	\$601.39	\$602.19
Total Dev. Cost per Unit	\$628,913	\$632,795	\$548,496	\$543,487	\$538,546	\$529,034	\$519,603	\$571,434	\$571,912	\$572,365	\$573,204	\$573,966
Acquisition Cost PSF	\$275.00	\$275.00	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$38.57	\$38.57	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$602.98	\$602.91	\$602.86	\$602.80	\$602.79
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$450,725	\$450,675	\$450,639	\$450,596	\$450,584
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units	139	139	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	139	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	0	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	2.1%	4.2%	2.4%	2.2%	2.0%	1.5%	1.0%	2.7%	2.6%	2.5%	2.3%	2.1%
Unleveraged IRR w/ Reversion at YR 30	4.1%	5.3%	4.3%	3.9%	3.4%	2.2%	0.0%	4.8%	4.6%	4.3%	3.9%	3.5%
Leveraged IRR w/ Reversion at YR 30	3.6%	4.9%	3.9%	3.4%	2.8%	1.5%	0.0%	4.5%	4.2%	3.9%	3.4%	2.9%

Table F-3: Feasibility Analysis Results: High-Rise Rental, Mid-Market

	Baseline		75% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$659.84	\$663.92	\$598.33	\$597.50	\$596.65	\$595.11	\$593.35	\$603.81	\$604.36	\$604.89	\$605.86	\$606.74
Total Dev. Cost per Unit	\$628,913	\$632,795	\$551,207	\$545,869	\$540,610	\$530,492	\$520,490	\$575,505	\$576,033	\$576,533	\$577,461	\$578,302
Acquisition Cost PSF	\$275.00	\$275.00	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$38.57	\$38.57	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$599.88	\$600.12	\$600.35	\$600.78	\$601.19
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$448,414	\$448,590	\$448,761	\$449,086	\$449,389
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units	139	139	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	139	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	0	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	2.1%	4.2%	4.9%	4.6%	4.4%	3.9%	3.5%	5.0%	4.8%	4.7%	4.5%	4.3%
Unleveraged IRR w/ Reversion at YR 30	4.1%	5.3%	6.5%	6.1%	5.7%	4.8%	3.6%	6.1%	5.9%	5.7%	5.4%	5.0%
Leveraged IRR w/ Reversion at YR 30	3.6%	4.9%	6.8%	6.2%	5.6%	4.2%	2.5%	6.2%	5.9%	5.6%	5.1%	4.6%

Table F-3: Feasibility Analysis Results: High-Rise Rental, Mid-Market

	Baseline		75% AMI Target									
			MIH + 421-a + 4% LIHTC									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$659.84	\$663.92										
Total Dev. Cost per Unit	\$628,913	\$632,795										
Acquisition Cost PSF	\$275.00	\$275.00										
Hard Cost PSF	\$282.65	\$282.65										
Soft Cost PSF	\$56.53	\$56.53										
Avg. Annual Rent PSF - Market Rate	\$38.57	\$38.57										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a										
Total Dev. Cost per Unit	n/a	n/a										
Acquisition Cost PSF	n/a	n/a	N/A (d)					N/A (d)				
Hard Cost PSF	n/a	n/a										
Soft Cost PSF	n/a	n/a										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Scenario Yield</u>												
Total Units	139	139										
Market Rate Units	139	139										
Affordable Units - On-Site	0	0										
Affordable Units - Off-Site	0	0										
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	2.1%	4.2%										
Unleveraged IRR w/ Reversion at YR 30	4.1%	5.3%										
Leveraged IRR w/ Reversion at YR 30	3.6%	4.9%										

Table F-3: Feasibility Analysis Results: High-Rise Rental, Mid-Market

	Baseline		90% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$659.84	\$663.92	\$595.60	\$595.15	\$594.69	\$593.90	\$592.86	\$599.73	\$600.27	\$600.78	\$601.74	\$602.60
Total Dev. Cost per Unit	\$628,913	\$632,795	\$548,691	\$543,729	\$538,834	\$529,413	\$520,068	\$571,615	\$572,131	\$572,621	\$573,530	\$574,354
Acquisition Cost PSF	\$275.00	\$275.00	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$38.57	\$38.57	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$603.10	\$603.06	\$603.04	\$603.03	\$603.06
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$450,818	\$450,789	\$450,771	\$450,765	\$450,784
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units	139	139	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	139	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	0	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	2.1%	4.2%	2.6%	2.4%	2.2%	1.8%	1.4%	2.8%	2.7%	2.6%	2.5%	2.3%
Unleveraged IRR w/ Reversion at YR 30	4.1%	5.3%	4.5%	4.2%	3.7%	2.8%	1.6%	5.0%	4.8%	4.6%	4.2%	3.9%
Leveraged IRR w/ Reversion at YR 30	3.6%	4.9%	4.2%	3.7%	3.2%	0.0%	0.0%	4.7%	4.5%	4.2%	3.8%	3.4%

Table F-3: Feasibility Analysis Results: High-Rise Rental, Mid-Market

	Baseline		90% AMI Target									
			MIH + 421-a Benefit									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$659.84	\$663.92	\$598.55	\$597.76	\$596.97	\$595.54	\$593.88	\$604.00	\$604.59	\$605.16	\$606.20	\$607.15
Total Dev. Cost per Unit	\$628,913	\$632,795	\$551,402	\$546,112	\$540,898	\$530,870	\$520,956	\$575,686	\$576,253	\$576,790	\$577,787	\$578,691
Acquisition Cost PSF	\$275.00	\$275.00	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$38.57	\$38.57	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38	\$44.38
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$600.01	\$600.27	\$600.53	\$601.01	\$601.46
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$448,507	\$448,704	\$448,894	\$449,255	\$449,590
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units	139	139	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	139	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	0	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	2.1%	4.2%	5.0%	4.8%	4.6%	4.2%	3.8%	5.1%	5.0%	4.9%	4.7%	4.6%
Unleveraged IRR w/ Reversion at YR 30	4.1%	5.3%	6.7%	6.4%	6.0%	5.3%	4.4%	6.3%	6.1%	6.0%	5.7%	5.4%
Leveraged IRR w/ Reversion at YR 30	3.6%	4.9%	7.1%	6.6%	6.0%	4.9%	3.6%	6.5%	6.2%	6.0%	5.5%	5.2%

Table F-3: Feasibility Analysis Results: High-Rise Rental, Mid-Market

	Baseline		90% AMI Target									
			MIH + 421-a + 4% LIHTC									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$659.84	\$663.92										
Total Dev. Cost per Unit	\$628,913	\$632,795										
Acquisition Cost PSF	\$275.00	\$275.00										
Hard Cost PSF	\$282.65	\$282.65										
Soft Cost PSF	\$56.53	\$56.53										
Avg. Annual Rent PSF - Market Rate	\$38.57	\$38.57										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a										
Total Dev. Cost per Unit	n/a	n/a										
Acquisition Cost PSF	n/a	n/a	N/A (d)					N/A (d)				
Hard Cost PSF	n/a	n/a										
Soft Cost PSF	n/a	n/a										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Scenario Yield</u>												
Total Units	139	139										
Market Rate Units	139	139										
Affordable Units - On-Site	0	0										
Affordable Units - Off-Site	0	0										
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	2.1%	4.2%										
Unleveraged IRR w/ Reversion at YR 30	4.1%	5.3%										
Leveraged IRR w/ Reversion at YR 30	3.6%	4.9%										

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.

(d) Projects that do not provide at least 20% of units at or below 50% AMI or 25% of units at or below 60% AMI do not qualify for LIHTC credits; for this reason, this analysis does not test the impact of LIHTC credits under the 75% AMI or 90% AMI blended target levels; note that under the 60% AMI blended target level, the blended average AMI target corresponding to a 20% set-aside is modified to 50% AMI in order to allow for LIHTC eligibility.

Source: BAE, 2015.

Table F-4: Feasibility Analysis Results: High-Rise Rental, Moderate Market

	60% AMI Target											
	Baseline		MIH ONLY									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$532.59	\$535.50	\$530.69	\$530.08	\$529.46	\$528.37	\$527.03	\$533.94	\$534.20	\$534.44	\$534.89	\$535.30
Total Dev. Cost per Unit	\$507,629	\$510,398	\$488,893	\$484,281	\$479,733	\$470,994	\$462,319	\$508,915	\$509,159	\$509,391	\$509,820	\$510,210
Acquisition Cost PSF	\$160.00	\$160.00	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$30.34	\$30.34	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$479.24	\$479.07	\$478.93	\$478.69	\$478.51
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$358,229	\$358,107	\$358,001	\$357,824	\$357,685
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	139	139	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	139	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	0	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.9%	3.7%	2.0%	1.8%	1.6%	1.1%	0.7%	2.3%	2.2%	2.1%	1.9%	1.7%
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%	3.4%	3.0%	2.5%	0.0%	0.0%	4.0%	3.8%	3.6%	3.2%	2.8%
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%	2.9%	0.0%	0.0%	0.0%	0.0%	3.5%	3.3%	3.0%	0.0%	0.0%

Table F-4: Feasibility Analysis Results: High-Rise Rental, Moderate Market

	Baseline		60% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$532.59	\$535.50	\$532.57	\$531.74	\$530.89	\$529.36	\$527.60	\$537.16	\$537.45	\$537.72	\$538.23	\$538.69
Total Dev. Cost per Unit	\$507,629	\$510,398	\$490,627	\$485,793	\$481,029	\$471,879	\$462,819	\$511,977	\$512,254	\$512,516	\$513,002	\$513,443
Acquisition Cost PSF	\$160.00	\$160.00	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$30.34	\$30.34	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$476.87	\$476.94	\$477.00	\$477.13	\$477.26
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$356,464	\$356,511	\$356,558	\$356,655	\$356,751
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	139	139	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	139	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	0	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.9%	3.7%	3.9%	3.7%	3.5%	3.0%	2.6%	4.2%	4.1%	4.0%	3.8%	3.7%
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%	5.3%	4.9%	4.4%	3.5%	2.2%	5.2%	5.0%	4.9%	4.5%	4.2%
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%	5.0%	4.4%	3.8%	2.5%	0.0%	4.9%	4.6%	4.4%	3.9%	3.5%

Table F-4: Feasibility Analysis Results: High-Rise Rental, Moderate Market

	Baseline		60% AMI Target									
	Baseline		MIH + 421-a + 4% LIHTC									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$532.59	\$535.50	\$544.02	\$546.30	\$548.28	\$552.35	\$556.08	\$528.28	\$528.81	\$529.10	\$529.64	\$530.13
Total Dev. Cost per Unit	\$507,629	\$510,398	\$501,171	\$499,095	\$496,789	\$492,373	\$487,798	\$503,517	\$504,024	\$504,300	\$504,812	\$505,279
Acquisition Cost PSF	\$160.00	\$160.00	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$30.34	\$30.34	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$514.34	\$514.58	\$514.67	\$514.86	\$515.04
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$384,468	\$384,649	\$384,717	\$384,855	\$384,990
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	139	139	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	139	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	0	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.9%	3.7%	4.2%	4.3%	4.1%	3.9%	3.6%	4.4%	4.5%	4.4%	4.3%	4.2%
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%	5.7%	5.6%	5.3%	4.7%	3.8%	5.4%	5.4%	5.3%	5.1%	4.9%
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%	5.5%	5.4%	5.0%	4.0%	2.6%	5.0%	5.1%	4.9%	4.6%	4.3%

Table F-4: Feasibility Analysis Results: High-Rise Rental, Moderate Market

	Baseline		75% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$532.59	\$535.50	\$530.89	\$530.33	\$529.75	\$528.76	\$527.52	\$534.15	\$534.45	\$534.74	\$535.27	\$535.75
Total Dev. Cost per Unit	\$507,629	\$510,398	\$489,072	\$484,503	\$479,996	\$471,340	\$462,745	\$509,112	\$509,398	\$509,671	\$510,175	\$510,632
Acquisition Cost PSF	\$160.00	\$160.00	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$30.34	\$30.34	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$479.17	\$479.04	\$478.92	\$478.74	\$478.60
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$358,181	\$358,081	\$357,995	\$357,857	\$357,753
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units	139	139	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	139	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	0	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.9%	3.7%	2.2%	2.0%	1.8%	1.5%	1.2%	2.4%	2.4%	2.3%	2.2%	2.1%
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%	3.7%	3.3%	2.9%	2.1%	0.0%	4.2%	4.1%	3.9%	3.6%	3.3%
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%	3.2%	2.8%	0.0%	0.0%	0.0%	3.8%	3.6%	3.4%	3.1%	2.7%

Table F-4: Feasibility Analysis Results: High-Rise Rental, Moderate Market

	Baseline		75% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$532.59	\$535.50	\$532.77	\$531.98	\$531.18	\$529.75	\$528.09	\$537.36	\$537.70	\$538.02	\$538.60	\$539.14
Total Dev. Cost per Unit	\$507,629	\$510,398	\$490,806	\$486,014	\$481,292	\$472,225	\$463,244	\$512,174	\$512,493	\$512,796	\$513,357	\$513,866
Acquisition Cost PSF	\$160.00	\$160.00	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$30.34	\$30.34	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$476.81	\$476.90	\$476.99	\$477.17	\$477.35
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$356,416	\$356,484	\$356,553	\$356,688	\$356,819
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units	139	139	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	139	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	0	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.9%	3.7%	4.1%	3.9%	3.7%	3.4%	3.1%	4.4%	4.3%	4.2%	4.1%	4.0%
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%	5.5%	5.2%	4.9%	4.1%	3.3%	5.4%	5.3%	5.2%	4.9%	4.7%
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%	5.3%	4.9%	4.4%	3.4%	2.2%	5.2%	5.0%	4.8%	4.5%	4.2%

Table F-4: Feasibility Analysis Results: High-Rise Rental, Moderate Market

	Baseline		75% AMI Target									
			MIH + 421-a + 4% LIHTC									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$532.59	\$535.50										
Total Dev. Cost per Unit	\$507,629	\$510,398										
Acquisition Cost PSF	\$160.00	\$160.00										
Hard Cost PSF	\$282.65	\$282.65										
Soft Cost PSF	\$56.53	\$56.53										
Avg. Annual Rent PSF - Market Rate	\$30.34	\$30.34										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a										
Total Dev. Cost per Unit	n/a	n/a										
Acquisition Cost PSF	n/a	n/a	N/A (d)					N/A (d)				
Hard Cost PSF	n/a	n/a										
Soft Cost PSF	n/a	n/a										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Scenario Yield</u>												
Total Units	139	139										
Market Rate Units	139	139										
Affordable Units - On-Site	0	0										
Affordable Units - Off-Site	0	0										
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.9%	3.7%										
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%										
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%										

Table F-4: Feasibility Analysis Results: High-Rise Rental, Moderate Market

	Baseline		90% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$532.59	\$535.50	\$531.10	\$530.59	\$530.07	\$529.18	\$528.05	\$534.34	\$534.68	\$535.01	\$535.61	\$536.15
Total Dev. Cost per Unit	\$507,629	\$510,398	\$489,267	\$484,745	\$480,285	\$471,719	\$463,211	\$509,292	\$509,618	\$509,927	\$510,501	\$511,021
Acquisition Cost PSF	\$160.00	\$160.00	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$30.34	\$30.34	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$479.30	\$479.19	\$479.10	\$478.96	\$478.87
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$358,274	\$358,195	\$358,128	\$358,025	\$357,954
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units	139	139	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	139	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	0	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.9%	3.7%	2.3%	2.2%	2.1%	1.8%	1.6%	2.6%	2.5%	2.5%	2.4%	2.3%
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%	4.0%	3.7%	3.4%	2.7%	1.9%	4.5%	4.3%	4.2%	4.0%	3.8%
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%	3.5%	3.1%	2.8%	0.0%	0.0%	4.0%	3.9%	3.8%	3.5%	3.3%

Table F-4: Feasibility Analysis Results: High-Rise Rental, Moderate Market

	Baseline		90% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$532.59	\$535.50	\$532.98	\$532.25	\$531.50	\$530.17	\$528.62	\$537.55	\$537.93	\$538.28	\$538.95	\$539.55
Total Dev. Cost per Unit	\$507,629	\$510,398	\$491,002	\$486,257	\$481,581	\$472,603	\$463,710	\$512,354	\$512,713	\$513,052	\$513,682	\$514,254
Acquisition Cost PSF	\$160.00	\$160.00	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Annual Rent PSF - Market Rate	\$30.34	\$30.34	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91	\$34.91
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$476.93	\$477.05	\$477.17	\$477.40	\$477.62
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$356,509	\$356,598	\$356,686	\$356,857	\$357,020
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units	139	139	287	289	291	296	301	342	358	374	407	439
Market Rate Units	139	139	222	208	194	166	138	277	277	277	277	277
Affordable Units - On-Site	0	0	65	81	97	130	162	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	65	81	97	130	162
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.9%	3.7%	4.2%	4.1%	4.0%	3.7%	3.5%	4.5%	4.5%	4.4%	4.4%	4.3%
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%	5.8%	5.5%	5.3%	4.7%	4.1%	5.6%	5.5%	5.5%	5.3%	5.2%
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%	5.6%	5.3%	4.9%	4.1%	3.2%	5.5%	5.3%	5.2%	5.0%	4.8%

Table F-4: Feasibility Analysis Results: High-Rise Rental, Moderate Market

	Baseline		90% AMI Target									
			MIH + 421-a + 4% LIHTC									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$532.59	\$535.50										
Total Dev. Cost per Unit	\$507,629	\$510,398										
Acquisition Cost PSF	\$160.00	\$160.00										
Hard Cost PSF	\$282.65	\$282.65										
Soft Cost PSF	\$56.53	\$56.53										
Avg. Annual Rent PSF - Market Rate	\$30.34	\$30.34										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a										
Total Dev. Cost per Unit	n/a	n/a										
Acquisition Cost PSF	n/a	n/a	N/A (d)					N/A (d)				
Hard Cost PSF	n/a	n/a										
Soft Cost PSF	n/a	n/a										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Scenario Yield</u>												
Total Units	139	139										
Market Rate Units	139	139										
Affordable Units - On-Site	0	0										
Affordable Units - Off-Site	0	0										
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.9%	3.7%										
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%										
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%										

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.

(d) Projects that do not provide at least 20% of units at or below 50% AMI or 25% of units at or below 60% AMI do not qualify for LIHTC credits; for this reason, this analysis does not test the impact of LIHTC credits under the 75% AMI or 90% AMI blended target levels; note that under the 60% AMI blended target level, the blended average AMI target corresponding to a 20% set-aside is modified to 50% AMI in order to allow for LIHTC eligibility.

Source: BAE, 2015.

Table F-5: Feasibility Analysis Results: Mid-Rise Rental, Very Strong Market

	Baseline		60% AMI Target									
			MIH ONLY									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$932.14	\$939.26	\$774.13	\$774.82	\$775.49	\$776.78	\$777.99	\$772.10	\$772.29	\$772.47	\$772.80	\$773.09
Total Dev. Cost per Unit	\$888,442	\$865,277	\$713,155	\$707,870	\$702,655	\$692,429	\$682,466	\$735,905	\$736,090	\$736,263	\$736,576	\$736,853
Acquisition Cost PSF	\$550.00	\$550.00	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86
Hard Cost PSF	\$252.27	\$252.27	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62
Soft Cost PSF	\$50.45	\$50.45	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32
Avg. Annual Rent PSF - Market Rate	\$83.84	\$83.84	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$916.92	\$916.60	\$916.32	\$915.82	\$915.41
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$685,399	\$685,162	\$684,948	\$684,578	\$684,269
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	92	96	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	74	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	22	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.1%	5.6%	4.5%	4.0%	3.5%	2.7%	1.8%	4.8%	4.5%	4.3%	3.8%	3.4%
Unleveraged IRR w/ Reversion at YR 30	8.2%	7.6%	7.5%	6.9%	6.3%	5.0%	3.2%	7.9%	7.6%	7.3%	6.7%	6.1%
Leveraged IRR w/ Reversion at YR 30	9.4%	8.8%	8.2%	7.3%	6.5%	4.7%	2.7%	8.8%	8.3%	7.8%	6.9%	6.2%

Table F-5: Feasibility Analysis Results: Mid-Rise Rental, Very Strong Market

	Baseline		60% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$932.14	\$939.26	\$777.89	\$778.12	\$778.34	\$778.75	\$779.11	\$772.97	\$773.34	\$773.69	\$774.33	\$774.89
Total Dev. Cost per Unit	\$888,442	\$865,277	\$716,619	\$710,887	\$705,238	\$694,186	\$683,447	\$736,736	\$737,093	\$737,426	\$738,032	\$738,568
Acquisition Cost PSF	\$550.00	\$550.00	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86
Hard Cost PSF	\$252.27	\$252.27	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62
Soft Cost PSF	\$50.45	\$50.45	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32
Avg. Annual Rent PSF - Market Rate	\$83.84	\$83.84	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$917.69	\$917.54	\$917.40	\$917.18	\$917.01
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$685,977	\$685,859	\$685,757	\$685,590	\$685,462
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	92	96	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	74	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	22	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.1%	5.6%	7.0%	6.5%	6.1%	5.2%	4.2%	5.2%	5.0%	4.8%	4.4%	4.1%
Unleveraged IRR w/ Reversion at YR 30	8.2%	7.6%	9.1%	8.5%	7.9%	6.7%	5.1%	8.1%	7.8%	7.6%	7.0%	6.6%
Leveraged IRR w/ Reversion at YR 30	9.4%	8.8%	11.8%	10.6%	9.5%	7.1%	4.6%	9.3%	8.8%	8.3%	7.5%	6.8%

Table F-5: Feasibility Analysis Results: Mid-Rise Rental, Very Strong Market

	Baseline		60% AMI Target									
	Baseline		MIH + 421-a + LIHTC									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$932.14	\$939.26	\$786.86	\$789.54	\$792.02	\$796.92	\$801.73	\$763.55	\$764.12	\$764.48	\$765.13	\$765.71
Total Dev. Cost per Unit	\$888,442	\$865,277	\$724,880	\$721,323	\$717,634	\$710,381	\$703,287	\$727,757	\$728,298	\$728,641	\$729,263	\$729,814
Acquisition Cost PSF	\$550.00	\$550.00	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86
Hard Cost PSF	\$252.27	\$252.27	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62
Soft Cost PSF	\$50.45	\$50.45	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32
Avg. Annual Rent PSF - Market Rate	\$83.84	\$83.84	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$956.72	\$956.81	\$956.76	\$956.69	\$956.66
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$715,145	\$715,218	\$715,180	\$715,129	\$715,105
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	92	96	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	74	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	22	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.1%	5.6%	7.5%	7.2%	6.8%	6.0%	5.1%	5.4%	5.3%	5.1%	4.8%	4.5%
Unleveraged IRR w/ Reversion at YR 30	8.2%	7.6%	9.4%	9.0%	8.6%	7.4%	6.0%	8.3%	8.1%	7.9%	7.4%	7.0%
Leveraged IRR w/ Reversion at YR 30	9.4%	8.8%	12.8%	11.9%	10.9%	8.7%	6.1%	9.5%	9.2%	8.8%	8.1%	7.5%

Table F-5: Feasibility Analysis Results: Mid-Rise Rental, Very Strong Market

	Baseline		75% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$932.14	\$939.26	\$774.32	\$775.05	\$775.77	\$777.15	\$778.46	\$772.29	\$772.52	\$772.74	\$773.14	\$773.49
Total Dev. Cost per Unit	\$888,442	\$865,277	\$713,328	\$708,085	\$702,911	\$692,764	\$682,879	\$736,090	\$736,313	\$736,521	\$736,899	\$737,234
Acquisition Cost PSF	\$550.00	\$550.00	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86
Hard Cost PSF	\$252.27	\$252.27	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62
Soft Cost PSF	\$50.45	\$50.45	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32
Avg. Annual Rent PSF - Market Rate	\$83.84	\$83.84	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$916.89	\$916.61	\$916.36	\$915.92	\$915.56
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$685,378	\$685,167	\$684,978	\$684,652	\$684,384
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units	92	96	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	74	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	22	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.1%	5.6%	4.6%	4.1%	3.7%	2.9%	2.1%	4.9%	4.7%	4.4%	4.0%	3.6%
Unleveraged IRR w/ Reversion at YR 30	8.2%	7.6%	7.6%	7.1%	6.5%	5.3%	3.7%	8.0%	7.7%	7.4%	6.8%	6.3%
Leveraged IRR w/ Reversion at YR 30	9.4%	8.8%	8.4%	7.6%	6.8%	5.1%	3.2%	9.0%	8.5%	8.0%	7.2%	6.5%

Table F-5: Feasibility Analysis Results: Mid-Rise Rental, Very Strong Market

	Baseline		75% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$932.14	\$939.26	\$778.08	\$778.36	\$778.62	\$779.12	\$779.58	\$773.16	\$773.58	\$773.96	\$774.67	\$775.29
Total Dev. Cost per Unit	\$888,442	\$865,277	\$716,792	\$711,102	\$705,494	\$694,521	\$683,860	\$736,920	\$737,315	\$737,685	\$738,355	\$738,948
Acquisition Cost PSF	\$550.00	\$550.00	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86
Hard Cost PSF	\$252.27	\$252.27	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62
Soft Cost PSF	\$50.45	\$50.45	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32
Avg. Annual Rent PSF - Market Rate	\$83.84	\$83.84	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$917.67	\$917.54	\$917.44	\$917.28	\$917.16
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$685,955	\$685,864	\$685,787	\$685,665	\$685,576
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units	92	96	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	74	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	22	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.1%	5.6%	7.1%	6.7%	6.3%	5.4%	4.6%	5.3%	5.1%	4.9%	4.6%	4.3%
Unleveraged IRR w/ Reversion at YR 30	8.2%	7.6%	9.2%	8.7%	8.1%	7.0%	5.5%	8.2%	8.0%	7.7%	7.2%	6.8%
Leveraged IRR w/ Reversion at YR 30	9.4%	8.8%	12.1%	11.0%	9.9%	7.7%	5.3%	9.4%	9.0%	8.6%	7.8%	7.2%

Table F-5: Feasibility Analysis Results: Mid-Rise Rental, Very Strong Market

	Baseline		75% AMI Target									
	Baseline		MIH + 421-a + LIHTC									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$932.14	\$939.26										
Total Dev. Cost per Unit	\$888,442	\$865,277										
Acquisition Cost PSF	\$550.00	\$550.00										
Hard Cost PSF	\$252.27	\$252.27										
Soft Cost PSF	\$50.45	\$50.45										
Avg. Annual Rent PSF - Market Rate	\$83.84	\$83.84										
Avg. Annual Rent PSF - Affordable	n/a	\$17.61										
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a										
Total Dev. Cost per Unit	n/a	n/a										
Acquisition Cost PSF	n/a	n/a										
Hard Cost PSF	n/a	n/a										
Soft Cost PSF	n/a	n/a										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Scenario Yield</u>												
Total Units	92	96										
Market Rate Units	92	74										
Affordable Units - On-Site	0	22										
Affordable Units - Off-Site	0	0										
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.1%	5.6%										
Unleveraged IRR w/ Reversion at YR 30	8.2%	7.6%										
Leveraged IRR w/ Reversion at YR 30	9.4%	8.8%										

Table F-5: Feasibility Analysis Results: Mid-Rise Rental, Very Strong Market

	Baseline		90% AMI Target									
			MIH ONLY									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$932.14	\$939.26	\$774.52	\$775.31	\$776.08	\$777.57	\$778.98	\$772.47	\$772.74	\$772.99	\$773.45	\$773.86
Total Dev. Cost per Unit	\$888,442	\$865,277	\$713,518	\$708,320	\$703,191	\$693,132	\$683,331	\$736,258	\$736,517	\$736,758	\$737,195	\$737,582
Acquisition Cost PSF	\$550.00	\$550.00	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86
Hard Cost PSF	\$252.27	\$252.27	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62
Soft Cost PSF	\$50.45	\$50.45	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32
Avg. Annual Rent PSF - Market Rate	\$83.84	\$83.84	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$917.05	\$916.80	\$916.58	\$916.20	\$915.89
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$685,495	\$685,309	\$685,142	\$684,858	\$684,626
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units	92	96	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	74	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	22	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.1%	5.6%	4.7%	4.3%	3.9%	3.1%	2.3%	5.0%	4.8%	4.5%	4.1%	3.8%
Unleveraged IRR w/ Reversion at YR 30	8.2%	7.6%	7.7%	7.2%	6.7%	5.6%	4.2%	8.1%	7.8%	7.5%	7.0%	6.5%
Leveraged IRR w/ Reversion at YR 30	9.4%	8.8%	8.5%	7.8%	7.0%	5.5%	3.7%	9.1%	8.7%	8.2%	7.4%	6.8%

Table F-5: Feasibility Analysis Results: Mid-Rise Rental, Very Strong Market

	Baseline		90% AMI Target									
			MIH + 421-a Benefit									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$932.14	\$939.26	\$778.28	\$778.61	\$778.93	\$779.54	\$780.10	\$773.34	\$773.79	\$774.21	\$774.98	\$775.66
Total Dev. Cost per Unit	\$888,442	\$865,277	\$716,982	\$711,337	\$705,774	\$694,888	\$684,312	\$737,089	\$737,519	\$737,921	\$738,652	\$739,297
Acquisition Cost PSF	\$550.00	\$550.00	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86
Hard Cost PSF	\$252.27	\$252.27	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62	\$261.62
Soft Cost PSF	\$50.45	\$50.45	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32	\$52.32
Avg. Annual Rent PSF - Market Rate	\$83.84	\$83.84	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36	\$85.36
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$917.82	\$917.73	\$917.66	\$917.55	\$917.48
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$686,072	\$686,006	\$685,951	\$685,871	\$685,819
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units	92	96	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	74	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	22	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.1%	5.6%	7.2%	6.8%	6.4%	5.6%	4.8%	5.4%	5.2%	5.0%	4.8%	4.5%
Unleveraged IRR w/ Reversion at YR 30	8.2%	7.6%	9.3%	8.8%	8.3%	7.2%	5.9%	8.3%	8.1%	7.8%	7.4%	7.0%
Leveraged IRR w/ Reversion at YR 30	9.4%	8.8%	12.4%	11.3%	10.2%	8.2%	6.0%	9.6%	9.2%	8.8%	8.1%	7.5%

Table F-5: Feasibility Analysis Results: Mid-Rise Rental, Very Strong Market

	Baseline		90% AMI Target									
			MIH + 421-a + LIHTC									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$932.14	\$939.26										
Total Dev. Cost per Unit	\$888,442	\$865,277										
Acquisition Cost PSF	\$550.00	\$550.00										
Hard Cost PSF	\$252.27	\$252.27										
Soft Cost PSF	\$50.45	\$50.45										
Avg. Annual Rent PSF - Market Rate	\$83.84	\$83.84										
Avg. Annual Rent PSF - Affordable	n/a	\$17.61										
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a										
Total Dev. Cost per Unit	n/a	n/a										
Acquisition Cost PSF	n/a	n/a										
Hard Cost PSF	n/a	n/a										
Soft Cost PSF	n/a	n/a										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Scenario Yield</u>												
Total Units	92	96										
Market Rate Units	92	74										
Affordable Units - On-Site	0	22										
Affordable Units - Off-Site	0	0										
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	5.1%	5.6%										
Unleveraged IRR w/ Reversion at YR 30	8.2%	7.6%										
Leveraged IRR w/ Reversion at YR 30	9.4%	8.8%										

Notes:

- (a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.
- (b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.
- (c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.
- (d) Projects that do not provide at least 20% of units at or below 50% AMI or 25% of units at or below 60% AMI do not qualify for LIHTC credits; for this reason, this analysis does not test the impact of LIHTC credits under the 75% AMI or 90% AMI blended target levels; note that under the 60% AMI blended target level, the blended average AMI target corresponding to a 20% set-aside is modified to 50% AMI in order to allow for LIHTC eligibility.

Source: BAE, 2015.

Table F-6: Feasibility Analysis Results: Mid-Rise Rental, Strong Market

	Baseline		60% AMI Target										
	Baseline		MIH ONLY										
	Baseline		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	
<u>Key Assumptions - On-Site Component</u>													
Total Dev. Cost PSF	\$705.67	\$707.27	\$613.17	\$612.76	\$612.34	\$611.01	\$610.04	\$615.83	\$616.00	\$616.16	\$616.45	\$616.70	
Total Dev. Cost per Unit	\$672,589	\$651,564	\$564,877	\$559,819	\$554,827	\$544,664	\$535,133	\$586,964	\$587,125	\$587,275	\$587,551	\$587,796	
Acquisition Cost PSF	\$325.00	\$325.00	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	
Hard Cost PSF	\$273.64	\$269.09	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73	
Soft Cost PSF	\$54.73	\$53.82	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55	
Avg. Annual Rent PSF - Market Rate	\$53.66	\$53.66	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a	
<u>Key Assumptions - Off-Site Component</u>													
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$666.46	\$666.12	\$665.81	\$665.28	\$664.83	
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$498,178	\$497,923	\$497,693	\$497,294	\$496,961	
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00	
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	
<u>Scenario Yield</u>													
Total Units	92	96	134	135	136	138	140	160	167	175	190	205	
Market Rate Units	92	74	103	97	90	78	65	129	129	129	129	129	
Affordable Units - On-Site	0	22	30	38	45	61	76	0	0	0	0	0	
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76	
<u>Feasibility Results</u>													
Yield-on-Cost (YOC)	3.4%	4.7%	2.6%	2.3%	1.9%	1.2%	0.6%	3.0%	2.8%	2.6%	2.2%	1.9%	
Unleveraged IRR w/ Reversion at YR 30	6.1%	6.6%	5.0%	4.3%	3.7%	2.0%	0.0%	5.5%	5.2%	4.8%	4.2%	3.6%	
Leveraged IRR w/ Reversion at YR 30	6.2%	6.9%	4.7%	3.9%	3.1%	0.0%	0.0%	5.4%	5.0%	4.5%	3.8%	3.1%	

Table F-6: Feasibility Analysis Results: Mid-Rise Rental, Strong Market

	Baseline		60% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$705.67	\$707.27	\$616.81	\$615.96	\$615.11	\$612.94	\$611.15	\$616.69	\$617.04	\$617.37	\$617.97	\$618.50
Total Dev. Cost per Unit	\$672,589	\$651,564	\$568,228	\$562,742	\$557,336	\$546,383	\$536,111	\$587,784	\$588,117	\$588,430	\$589,001	\$589,509
Acquisition Cost PSF	\$325.00	\$325.00	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14
Hard Cost PSF	\$273.64	\$269.09	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$53.82	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Annual Rent PSF - Market Rate	\$53.66	\$53.66	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$667.16	\$666.97	\$666.80	\$666.52	\$666.30
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$498,706	\$498,562	\$498,435	\$498,227	\$498,063
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	92	96	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	74	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	22	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	3.4%	4.7%	5.6%	5.3%	4.9%	4.2%	3.5%	3.4%	3.3%	3.2%	3.0%	2.8%
Unleveraged IRR w/ Reversion at YR 30	6.1%	6.6%	7.6%	7.1%	6.6%	5.3%	3.6%	5.9%	5.6%	5.4%	4.9%	4.5%
Leveraged IRR w/ Reversion at YR 30	6.2%	6.9%	8.8%	7.9%	7.0%	4.9%	2.3%	5.9%	5.5%	5.2%	4.6%	4.0%

Table F-6: Feasibility Analysis Results: Mid-Rise Rental, Strong Market

	Baseline		60% AMI Target										
	Baseline		MIH + 421-a + LIHTC										
	Baseline		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	
<u>Key Assumptions - On-Site Component</u>													
Total Dev. Cost PSF	\$705.67	\$707.27	\$626.02	\$627.72	\$629.14	\$631.43	\$634.02	\$607.77	\$608.29	\$608.62	\$609.21	\$609.74	
Total Dev. Cost per Unit	\$672,589	\$651,564	\$576,708	\$573,479	\$570,048	\$562,866	\$556,173	\$579,283	\$579,777	\$580,086	\$580,652	\$581,156	
Acquisition Cost PSF	\$325.00	\$325.00	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	
Hard Cost PSF	\$273.64	\$269.09	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73	
Soft Cost PSF	\$54.73	\$53.82	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55	
Avg. Annual Rent PSF - Market Rate	\$53.66	\$53.66	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a	
<u>Key Assumptions - Off-Site Component</u>													
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$704.88	\$704.88	\$704.75	\$704.55	\$704.40	
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$526,900	\$526,895	\$526,799	\$526,648	\$526,536	
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00	
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	
<u>Scenario Yield</u>													
Total Units	92	96	134	135	136	138	140	160	167	175	190	205	
Market Rate Units	92	74	103	97	90	78	65	129	129	129	129	129	
Affordable Units - On-Site	0	22	30	38	45	61	76	0	0	0	0	0	
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76	
<u>Feasibility Results</u>													
Yield-on-Cost (YOC)	3.4%	4.7%	6.1%	5.9%	5.7%	5.1%	4.5%	3.5%	3.5%	3.4%	3.3%	3.2%	
Unleveraged IRR w/ Reversion at YR 30	6.1%	6.6%	8.0%	7.8%	7.4%	6.3%	4.9%	6.0%	5.9%	5.8%	5.4%	5.0%	
Leveraged IRR w/ Reversion at YR 30	6.2%	6.9%	9.7%	9.2%	8.4%	6.6%	4.2%	6.0%	5.9%	5.6%	5.1%	4.6%	

Table F-6: Feasibility Analysis Results: Mid-Rise Rental, Strong Market

	Baseline		75% AMI Target										
			MIH ONLY										
			On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	
<u>Key Assumptions - On-Site Component</u>													
Total Dev. Cost PSF	\$705.67	\$707.27	\$613.36	\$613.00	\$612.62	\$611.39	\$610.51	\$616.03	\$616.24	\$616.43	\$616.79	\$617.11	
Total Dev. Cost per Unit	\$672,589	\$651,564	\$565,050	\$560,033	\$555,082	\$544,999	\$535,545	\$587,150	\$587,350	\$587,538	\$587,880	\$588,185	
Acquisition Cost PSF	\$325.00	\$325.00	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	
Hard Cost PSF	\$273.64	\$269.09	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73	
Soft Cost PSF	\$54.73	\$53.82	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55	
Avg. Annual Rent PSF - Market Rate	\$53.66	\$53.66	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a	
<u>Key Assumptions - Off-Site Component</u>													
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$666.42	\$666.11	\$665.83	\$665.36	\$664.96	
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$498,148	\$497,918	\$497,712	\$497,356	\$497,061	
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00	
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	
<u>Scenario Yield</u>													
Total Units	92	96	134	135	136	138	140	160	167	175	190	205	
Market Rate Units	92	74	103	97	90	78	65	129	129	129	129	129	
Affordable Units - On-Site	0	22	30	38	45	61	76	0	0	0	0	0	
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76	
<u>Feasibility Results</u>													
Yield-on-Cost (YOC)	3.4%	4.7%	2.7%	2.4%	2.1%	1.5%	0.9%	3.1%	2.9%	2.7%	2.4%	2.2%	
Unleveraged IRR w/ Reversion at YR 30	6.1%	6.6%	5.2%	4.6%	4.0%	2.6%	0.0%	5.7%	5.4%	5.1%	4.5%	4.0%	
Leveraged IRR w/ Reversion at YR 30	6.2%	6.9%	4.9%	4.3%	3.6%	0.0%	0.0%	5.6%	5.2%	4.8%	4.2%	3.6%	

Table F-6: Feasibility Analysis Results: Mid-Rise Rental, Strong Market

	Baseline		75% AMI Target										
			MIH + 421-a Benefit										
			On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	
<u>Key Assumptions - On-Site Component</u>													
Total Dev. Cost PSF	\$705.67	\$707.27	\$617.00	\$616.20	\$615.39	\$613.32	\$611.62	\$616.89	\$617.28	\$617.64	\$618.31	\$618.91	
Total Dev. Cost per Unit	\$672,589	\$651,564	\$568,401	\$562,956	\$557,591	\$546,718	\$536,523	\$587,970	\$588,342	\$588,692	\$589,330	\$589,898	
Acquisition Cost PSF	\$325.00	\$325.00	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	
Hard Cost PSF	\$273.64	\$269.09	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73	
Soft Cost PSF	\$54.73	\$53.82	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55	
Avg. Annual Rent PSF - Market Rate	\$53.66	\$53.66	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a	
<u>Key Assumptions - Off-Site Component</u>													
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$667.12	\$666.97	\$666.83	\$666.61	\$666.44	
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$498,676	\$498,557	\$498,454	\$498,288	\$498,163	
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00	
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	
<u>Scenario Yield</u>													
Total Units	92	96	134	135	136	138	140	160	167	175	190	205	
Market Rate Units	92	74	103	97	90	78	65	129	129	129	129	129	
Affordable Units - On-Site	0	22	30	38	45	61	76	0	0	0	0	0	
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76	
<u>Feasibility Results</u>													
Yield-on-Cost (YOC)	3.4%	4.7%	5.8%	5.5%	5.1%	4.5%	3.9%	3.5%	3.4%	3.4%	3.2%	3.1%	
Unleveraged IRR w/ Reversion at YR 30	6.1%	6.6%	7.8%	7.3%	6.9%	5.8%	4.4%	6.0%	5.8%	5.6%	5.2%	4.9%	
Leveraged IRR w/ Reversion at YR 30	6.2%	6.9%	9.1%	8.3%	7.5%	5.7%	3.5%	6.1%	5.8%	5.5%	5.0%	4.5%	

Table F-6: Feasibility Analysis Results: Mid-Rise Rental, Strong Market

	Baseline		75% AMI Target									
			MIH + 421-a + LIHTC									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$705.67	\$707.27										
Total Dev. Cost per Unit	\$672,589	\$651,564										
Acquisition Cost PSF	\$325.00	\$325.00										
Hard Cost PSF	\$273.64	\$269.09										
Soft Cost PSF	\$54.73	\$53.82										
Avg. Annual Rent PSF - Market Rate	\$53.66	\$53.66										
Avg. Annual Rent PSF - Affordable	n/a	\$17.61										
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a										
Total Dev. Cost per Unit	n/a	n/a										
Acquisition Cost PSF	n/a	n/a										
Hard Cost PSF	n/a	n/a										
Soft Cost PSF	n/a	n/a										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Scenario Yield</u>												
Total Units	92	96										
Market Rate Units	92	74										
Affordable Units - On-Site	0	22										
Affordable Units - Off-Site	0	0										
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	3.4%	4.7%										
Unleveraged IRR w/ Reversion at YR 30	6.1%	6.6%										
Leveraged IRR w/ Reversion at YR 30	6.2%	6.9%										

Table F-6: Feasibility Analysis Results: Mid-Rise Rental, Strong Market

	Baseline		90% AMI Target										
	Baseline		MIH ONLY										
	Baseline		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	
<u>Key Assumptions - On-Site Component</u>													
Total Dev. Cost PSF	\$705.67	\$707.27	\$613.57	\$613.26	\$612.93	\$611.80	\$611.02	\$616.21	\$616.45	\$616.68	\$617.11	\$617.49	
Total Dev. Cost per Unit	\$672,589	\$651,564	\$565,240	\$560,269	\$555,363	\$545,366	\$535,997	\$587,321	\$587,557	\$587,778	\$588,182	\$588,542	
Acquisition Cost PSF	\$325.00	\$325.00	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	
Hard Cost PSF	\$273.64	\$269.09	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73	
Soft Cost PSF	\$54.73	\$53.82	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55	
Avg. Annual Rent PSF - Market Rate	\$53.66	\$53.66	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a	
<u>Key Assumptions - Off-Site Component</u>													
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$666.57	\$666.29	\$666.04	\$665.62	\$665.27	
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$498,258	\$498,051	\$497,866	\$497,550	\$497,290	
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00	
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	
<u>Scenario Yield</u>													
Total Units	92	96	134	135	136	138	140	160	167	175	190	205	
Market Rate Units	92	74	103	97	90	78	65	129	129	129	129	129	
Affordable Units - On-Site	0	22	30	38	45	61	76	0	0	0	0	0	
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76	
<u>Feasibility Results</u>													
Yield-on-Cost (YOC)	3.4%	4.7%	2.9%	2.6%	2.3%	1.8%	1.3%	3.2%	3.0%	2.9%	2.6%	2.4%	
Unleveraged IRR w/ Reversion at YR 30	6.1%	6.6%	5.3%	4.9%	4.3%	3.1%	1.6%	5.8%	5.5%	5.3%	4.8%	4.4%	
Leveraged IRR w/ Reversion at YR 30	6.2%	6.9%	5.2%	4.6%	3.9%	0.0%	0.0%	5.8%	5.4%	5.1%	4.5%	4.0%	

Table F-6: Feasibility Analysis Results: Mid-Rise Rental, Strong Market

	Baseline		90% AMI Target										
	Baseline		MIH + 421-a Benefit										
	Baseline		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	
<u>Key Assumptions - On-Site Component</u>													
Total Dev. Cost PSF	\$705.67	\$707.27	\$617.20	\$616.46	\$615.70	\$613.73	\$612.14	\$617.07	\$617.49	\$617.90	\$618.63	\$619.28	
Total Dev. Cost per Unit	\$672,589	\$651,564	\$568,591	\$563,192	\$557,872	\$547,085	\$536,975	\$588,141	\$588,549	\$588,932	\$589,632	\$590,254	
Acquisition Cost PSF	\$325.00	\$325.00	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	
Hard Cost PSF	\$273.64	\$269.09	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73	
Soft Cost PSF	\$54.73	\$53.82	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55	
Avg. Annual Rent PSF - Market Rate	\$53.66	\$53.66	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	\$54.64	
Avg. Annual Rent PSF - Affordable	n/a	\$17.61	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a	
<u>Key Assumptions - Off-Site Component</u>													
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$667.27	\$667.14	\$667.04	\$666.87	\$666.75	
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$498,785	\$498,690	\$498,609	\$498,483	\$498,392	
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00	
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	
<u>Scenario Yield</u>													
Total Units	92	96	134	135	136	138	140	160	167	175	190	205	
Market Rate Units	92	74	103	97	90	78	65	129	129	129	129	129	
Affordable Units - On-Site	0	22	30	38	45	61	76	0	0	0	0	0	
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76	
<u>Feasibility Results</u>													
Yield-on-Cost (YOC)	3.4%	4.7%	5.9%	5.6%	5.4%	4.8%	4.2%	3.6%	3.6%	3.5%	3.4%	3.3%	
Unleveraged IRR w/ Reversion at YR 30	6.1%	6.6%	8.0%	7.6%	7.1%	6.2%	5.0%	6.2%	6.0%	5.8%	5.5%	5.2%	
Leveraged IRR w/ Reversion at YR 30	6.2%	6.9%	9.4%	8.7%	8.0%	6.4%	4.5%	6.3%	6.0%	5.8%	5.4%	5.0%	

Table F-6: Feasibility Analysis Results: Mid-Rise Rental, Strong Market

	Baseline		90% AMI Target									
			MIH + 421-a + LIHTC									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$705.67	\$707.27										
Total Dev. Cost per Unit	\$672,589	\$651,564										
Acquisition Cost PSF	\$325.00	\$325.00										
Hard Cost PSF	\$273.64	\$269.09										
Soft Cost PSF	\$54.73	\$53.82										
Avg. Annual Rent PSF - Market Rate	\$53.66	\$53.66										
Avg. Annual Rent PSF - Affordable	n/a	\$17.61										
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a										
Total Dev. Cost per Unit	n/a	n/a										
Acquisition Cost PSF	n/a	n/a										
Hard Cost PSF	n/a	n/a										
Soft Cost PSF	n/a	n/a										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Scenario Yield</u>												
Total Units	92	96										
Market Rate Units	92	74										
Affordable Units - On-Site	0	22										
Affordable Units - Off-Site	0	0										
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	3.4%	4.7%										
Unleveraged IRR w/ Reversion at YR 30	6.1%	6.6%										
Leveraged IRR w/ Reversion at YR 30	6.2%	6.9%										

Notes:

- (a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.
- (b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.
- (c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.
- (d) Projects that do not provide at least 20% of units at or below 50% AMI or 25% of units at or below 60% AMI do not qualify for LIHTC credits; for this reason, this analysis does not test the impact of LIHTC credits under the 75% AMI or 90% AMI blended target levels; note that under the 60% AMI blended target level, the blended average AMI target corresponding to a 20% set-aside is modified to 50% AMI in order to allow for LIHTC eligibility.

Source: BAE, 2015.

Table F-7: Feasibility Analysis Results: Mid-Rise Rental, Mid-Market

	Baseline		60% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$648.38	\$652.32	\$571.64	\$571.26	\$570.87	\$569.61	\$568.71	\$574.43	\$574.65	\$574.85	\$575.22	\$575.55
Total Dev. Cost per Unit	\$617,987	\$621,741	\$526,617	\$521,902	\$517,249	\$507,758	\$498,883	\$547,508	\$547,714	\$547,906	\$548,258	\$548,572
Acquisition Cost PSF	\$275.00	\$275.00	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Annual Rent PSF - Market Rate	\$37.88	\$37.88	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$608.55	\$608.35	\$608.17	\$607.87	\$607.62
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$454,894	\$454,744	\$454,611	\$454,384	\$454,199
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	92	92	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	2.0%	4.1%	1.5%	1.3%	1.0%	0.6%	0.1%	1.8%	1.6%	1.5%	1.3%	1.1%
Unleveraged IRR w/ Reversion at YR 30	4.0%	5.2%	2.8%	2.2%	0.0%	0.0%	0.0%	3.4%	3.1%	2.8%	2.2%	1.6%
Leveraged IRR w/ Reversion at YR 30	3.5%	4.8%	0.0%	0.0%	0.0%	0.0%	0.0%	2.8%	0.0%	0.0%	0.0%	0.0%

Table F-7: Feasibility Analysis Results: Mid-Rise Rental, Mid-Market

	Baseline		60% AMI Target										
	Baseline		MIH + 421-a Benefit										
	Baseline		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	
<u>Key Assumptions - On-Site Component</u>													
Total Dev. Cost PSF	\$648.38	\$652.32	\$574.34	\$573.64	\$572.92	\$571.04	\$569.54	\$578.36	\$578.61	\$578.84	\$579.26	\$579.63	
Total Dev. Cost per Unit	\$617,987	\$621,741	\$529,103	\$524,070	\$519,111	\$509,035	\$499,610	\$551,250	\$551,484	\$551,704	\$552,104	\$552,461	
Acquisition Cost PSF	\$275.00	\$275.00	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73	
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55	
Avg. Annual Rent PSF - Market Rate	\$37.88	\$37.88	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a	
<u>Key Assumptions - Off-Site Component</u>													
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$606.07	\$606.15	\$606.23	\$606.39	\$606.53	
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$453,036	\$453,098	\$453,158	\$453,274	\$453,382	
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00	
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	
<u>Scenario Yield</u>													
Total Units	92	92	134	135	136	138	140	160	167	175	190	205	
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129	
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0	
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76	
<u>Feasibility Results</u>													
Yield-on-Cost (YOC)	2.0%	4.1%	3.9%	3.6%	3.4%	2.9%	2.5%	3.9%	3.8%	3.7%	3.5%	3.3%	
Unleveraged IRR w/ Reversion at YR 30	4.0%	5.2%	5.2%	4.8%	4.2%	3.0%	1.2%	4.8%	4.5%	4.3%	3.8%	3.4%	
Leveraged IRR w/ Reversion at YR 30	3.5%	4.8%	4.9%	4.2%	3.5%	0.0%	0.0%	4.2%	3.9%	3.5%	2.9%	0.0%	

Table F-7: Feasibility Analysis Results: Mid-Rise Rental, Mid-Market

	Baseline		60% AMI Target										
	Baseline		MIH + 421-a + LIHTC										
	Baseline		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	
<u>Key Assumptions - On-Site Component</u>													
Total Dev. Cost PSF	\$648.38	\$652.32	\$583.53	\$585.37	\$586.93	\$589.51	\$592.38	\$569.55	\$570.03	\$570.28	\$570.75	\$571.16	
Total Dev. Cost per Unit	\$617,987	\$621,741	\$537,571	\$534,792	\$531,806	\$525,496	\$519,646	\$542,850	\$543,308	\$543,551	\$543,995	\$544,392	
Acquisition Cost PSF	\$275.00	\$275.00	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73	
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55	
Avg. Annual Rent PSF - Market Rate	\$37.88	\$37.88	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a	
<u>Key Assumptions - Off-Site Component</u>													
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$643.52	\$643.83	\$643.97	\$644.22	\$644.46	
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$481,032	\$481,265	\$481,366	\$481,556	\$481,732	
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00	
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	
<u>Scenario Yield</u>													
Total Units	92	92	134	135	136	138	140	160	167	175	190	205	
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129	
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0	
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76	
<u>Feasibility Results</u>													
Yield-on-Cost (YOC)	2.0%	4.1%	4.1%	4.1%	4.0%	3.6%	3.2%	4.1%	4.1%	4.0%	3.9%	3.7%	
Unleveraged IRR w/ Reversion at YR 30	4.0%	5.2%	5.6%	5.4%	5.0%	4.0%	2.6%	4.9%	4.9%	4.7%	4.3%	4.0%	
Leveraged IRR w/ Reversion at YR 30	3.5%	4.8%	5.4%	5.1%	4.5%	3.0%	0.0%	4.4%	4.3%	4.0%	3.5%	2.9%	

Table F-7: Feasibility Analysis Results: Mid-Rise Rental, Mid-Market

	Baseline		75% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$648.38	\$652.32	\$571.83	\$571.50	\$571.15	\$569.99	\$569.18	\$574.63	\$574.89	\$575.13	\$575.57	\$575.96
Total Dev. Cost per Unit	\$617,987	\$621,741	\$526,790	\$522,116	\$517,505	\$508,093	\$499,296	\$547,695	\$547,939	\$548,169	\$548,588	\$548,961
Acquisition Cost PSF	\$275.00	\$275.00	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Annual Rent PSF - Market Rate	\$37.88	\$37.88	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$608.51	\$608.35	\$608.20	\$607.95	\$607.76
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$454,864	\$454,739	\$454,629	\$454,446	\$454,299
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units	92	92	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	2.0%	4.1%	1.7%	1.5%	1.3%	0.9%	0.5%	1.9%	1.8%	1.7%	1.5%	1.4%
Unleveraged IRR w/ Reversion at YR 30	4.0%	5.2%	3.1%	2.6%	2.0%	0.0%	0.0%	3.6%	3.4%	3.1%	2.7%	2.2%
Leveraged IRR w/ Reversion at YR 30	3.5%	4.8%	0.0%	0.0%	0.0%	0.0%	0.0%	3.1%	2.8%	0.0%	0.0%	0.0%

Table F-7: Feasibility Analysis Results: Mid-Rise Rental, Mid-Market

	Baseline		75% AMI Target									
			MIH + 421-a Benefit									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$648.38	\$652.32	\$574.53	\$573.87	\$573.20	\$571.42	\$570.01	\$574.63	\$574.89	\$575.13	\$575.57	\$575.96
Total Dev. Cost per Unit	\$617,987	\$621,741	\$529,276	\$524,285	\$519,367	\$509,370	\$500,022	\$547,695	\$547,939	\$548,169	\$548,588	\$548,961
Acquisition Cost PSF	\$275.00	\$275.00	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Annual Rent PSF - Market Rate	\$37.88	\$37.88	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$608.51	\$608.35	\$608.20	\$607.95	\$607.76
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$454,864	\$454,739	\$454,629	\$454,446	\$454,299
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units	92	92	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	2.0%	4.1%	4.0%	3.8%	3.6%	3.3%	2.9%	1.9%	1.8%	1.7%	1.5%	1.4%
Unleveraged IRR w/ Reversion at YR 30	4.0%	5.2%	5.5%	5.1%	4.7%	3.7%	2.5%	3.6%	3.4%	3.1%	2.7%	2.2%
Leveraged IRR w/ Reversion at YR 30	3.5%	4.8%	5.3%	4.7%	4.1%	2.7%	0.0%	3.1%	2.8%	0.0%	0.0%	0.0%

Table F-7: Feasibility Analysis Results: Mid-Rise Rental, Mid-Market

	Baseline		75% AMI Target									
	Baseline		MIH + 421-a + LIHTC									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$648.38	\$652.32										
Total Dev. Cost per Unit	\$617,987	\$621,741										
Acquisition Cost PSF	\$275.00	\$275.00										
Hard Cost PSF	\$273.64	\$273.64										
Soft Cost PSF	\$54.73	\$54.73										
Avg. Annual Rent PSF - Market Rate	\$37.88	\$37.88										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a										
Total Dev. Cost per Unit	n/a	n/a										
Acquisition Cost PSF	n/a	n/a			N/A (d)					N/A (d)		
Hard Cost PSF	n/a	n/a										
Soft Cost PSF	n/a	n/a										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Scenario Yield</u>												
Total Units	92	92										
Market Rate Units	92	92										
Affordable Units - On-Site	0	0										
Affordable Units - Off-Site	0	0										
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	2.0%	4.1%										
Unleveraged IRR w/ Reversion at YR 30	4.0%	5.2%										
Leveraged IRR w/ Reversion at YR 30	3.5%	4.8%										

Table F-7: Feasibility Analysis Results: Mid-Rise Rental, Mid-Market

	Baseline		90% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$648.38	\$652.32	\$572.04	\$571.75	\$571.46	\$570.40	\$569.70	\$574.81	\$575.10	\$575.38	\$575.88	\$576.33
Total Dev. Cost per Unit	\$617,987	\$621,741	\$526,980	\$522,352	\$517,785	\$508,461	\$499,748	\$547,865	\$548,146	\$548,409	\$548,890	\$549,317
Acquisition Cost PSF	\$275.00	\$275.00	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Annual Rent PSF - Market Rate	\$37.88	\$37.88	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$608.66	\$608.52	\$608.41	\$608.21	\$608.07
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$454,974	\$454,872	\$454,784	\$454,640	\$454,529
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units	92	92	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	2.0%	4.1%	1.8%	1.7%	1.5%	1.2%	0.9%	2.0%	1.9%	1.9%	1.8%	1.6%
Unleveraged IRR w/ Reversion at YR 30	4.0%	5.2%	3.4%	3.0%	2.5%	1.5%	0.0%	3.8%	3.6%	3.4%	3.1%	2.7%
Leveraged IRR w/ Reversion at YR 30	3.5%	4.8%	2.8%	0.0%	0.0%	0.0%	0.0%	3.3%	3.1%	2.9%	0.0%	0.0%

Table F-7: Feasibility Analysis Results: Mid-Rise Rental, Mid-Market

	Baseline		90% AMI Target										
			MIH + 421-a Benefit										
			On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	
<u>Key Assumptions - On-Site Component</u>													
Total Dev. Cost PSF	\$648.38	\$652.32	\$574.73	\$574.13	\$573.51	\$571.83	\$570.53	\$578.74	\$579.06	\$579.36	\$579.92	\$580.41	
Total Dev. Cost per Unit	\$617,987	\$621,741	\$529,466	\$524,520	\$519,647	\$509,737	\$500,474	\$551,607	\$551,916	\$552,206	\$552,735	\$553,207	
Acquisition Cost PSF	\$275.00	\$275.00	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73	
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55	
Avg. Annual Rent PSF - Market Rate	\$37.88	\$37.88	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	\$38.57	
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a	
<u>Key Assumptions - Off-Site Component</u>													
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$606.17	\$606.32	\$606.46	\$606.73	\$606.97	
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$453,115	\$453,226	\$453,331	\$453,530	\$453,712	
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00	
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	
<u>Scenario Yield</u>													
Total Units	92	92	134	135	136	138	140	160	167	175	190	205	
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129	
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0	
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76	
<u>Feasibility Results</u>													
Yield-on-Cost (YOC)	2.0%	4.1%	4.2%	4.0%	3.9%	3.6%	3.3%	4.2%	4.1%	4.0%	3.9%	3.8%	
Unleveraged IRR w/ Reversion at YR 30	4.0%	5.2%	5.7%	5.4%	5.1%	4.3%	3.4%	5.2%	5.0%	4.9%	4.6%	4.4%	
Leveraged IRR w/ Reversion at YR 30	3.5%	4.8%	5.6%	5.1%	4.6%	3.5%	2.2%	4.8%	4.6%	4.4%	4.0%	3.6%	

Table F-7: Feasibility Analysis Results: Mid-Rise Rental, Mid-Market

	Baseline		90% AMI Target																			
			MIH + 421-a + LIHTC																			
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability														
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI										
<u>Key Assumptions - On-Site Component</u>																						
Total Dev. Cost PSF	\$648.38	\$652.32																				
Total Dev. Cost per Unit	\$617,987	\$621,741																				
Acquisition Cost PSF	\$275.00	\$275.00																				
Hard Cost PSF	\$273.64	\$273.64																				
Soft Cost PSF	\$54.73	\$54.73																				
Avg. Annual Rent PSF - Market Rate	\$37.88	\$37.88																				
Avg. Annual Rent PSF - Affordable	n/a	n/a																				
<u>Key Assumptions - Off-Site Component</u>																						
Total Dev. Cost PSF	n/a	n/a											N/A (d)					N/A (d)				
Total Dev. Cost per Unit	n/a	n/a																				
Acquisition Cost PSF	n/a	n/a																				
Hard Cost PSF	n/a	n/a																				
Soft Cost PSF	n/a	n/a																				
Avg. Annual Rent PSF - Affordable	n/a	n/a																				
<u>Scenario Yield</u>																						
Total Units	92	92																				
Market Rate Units	92	92																				
Affordable Units - On-Site	0	0																				
Affordable Units - Off-Site	0	0																				
<u>Feasibility Results</u>																						
Yield-on-Cost (YOC)	2.0%	4.1%																				
Unleveraged IRR w/ Reversion at YR 30	4.0%	5.2%																				
Leveraged IRR w/ Reversion at YR 30	3.5%	4.8%																				

Notes:

- (a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.
- (b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.
- (c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.
- (d) Projects that do not provide at least 20% of units at or below 50% AMI or 25% of units at or below 60% AMI do not qualify for LIHTC credits; for this reason, this analysis does not test the impact of LIHTC credits under the 75% AMI or 90% AMI blended target levels; note that under the 60% AMI blended target level, the blended average AMI target corresponding to a 20% set-aside is modified to 50% AMI in order to allow for LIHTC eligibility.

Source: BAE, 2015.

Table F-8: Feasibility Analysis Results: Mid-Rise Rental, Moderate Market

	Baseline		60% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$421.19	\$424.04	\$480.18	\$479.71	\$479.22	\$477.80	\$476.74	\$482.92	\$483.04	\$483.16	\$483.36	\$483.55
Total Dev. Cost per Unit	\$401,448	\$404,168	\$442,358	\$438,257	\$434,212	\$425,916	\$418,205	\$460,284	\$460,399	\$460,507	\$460,705	\$460,881
Acquisition Cost PSF	\$69.57	\$69.57	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29
Hard Cost PSF	\$273.32	\$273.32	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.66	\$54.66	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Annual Rent PSF - Market Rate	\$29.79	\$29.79	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$481.71	\$481.51	\$481.34	\$481.04	\$480.79
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$360,077	\$359,932	\$359,802	\$359,576	\$359,389
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	92	92	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.9%	3.7%	1.4%	1.2%	1.0%	0.7%	0.3%	1.6%	1.6%	1.5%	1.3%	1.2%
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.6%	2.4%	1.9%	0.0%	0.0%	0.0%	3.0%	2.8%	2.5%	2.1%	1.7%
Leveraged IRR w/ Reversion at YR 30	3.0%	4.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table F-8: Feasibility Analysis Results: Mid-Rise Rental, Moderate Market

	Baseline		60% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$421.19	\$424.04	\$482.11	\$481.41	\$480.69	\$478.83	\$477.34	\$485.90	\$486.03	\$486.16	\$486.40	\$486.61
Total Dev. Cost per Unit	\$401,448	\$404,168	\$444,138	\$439,811	\$435,547	\$426,834	\$418,731	\$463,121	\$463,252	\$463,375	\$463,600	\$463,800
Acquisition Cost PSF	\$69.57	\$69.57	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29
Hard Cost PSF	\$273.32	\$273.32	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.66	\$54.66	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Annual Rent PSF - Market Rate	\$29.79	\$29.79	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$479.76	\$479.78	\$479.80	\$479.84	\$479.88
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$358,618	\$358,632	\$358,647	\$358,679	\$358,711
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units	92	92	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.9%	3.7%	3.4%	3.2%	3.0%	2.6%	2.3%	3.6%	3.5%	3.4%	3.3%	3.1%
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.6%	4.6%	4.2%	3.7%	2.6%	1.3%	4.4%	4.2%	4.0%	3.6%	3.3%
Leveraged IRR w/ Reversion at YR 30	3.0%	4.1%	4.0%	3.4%	2.8%	0.0%	0.0%	3.7%	3.4%	3.1%	2.6%	0.0%

Table F-8: Feasibility Analysis Results: Mid-Rise Rental, Moderate Market

	Baseline		60% AMI Target										
	Baseline		MIH + 421-a + LIHTC										
	Baseline		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	
<u>Key Assumptions - On-Site Component</u>													
Total Dev. Cost PSF	\$421.19	\$424.04	\$491.28	\$493.12	\$494.68	\$497.26	\$500.14	\$478.10	\$478.50	\$478.66	\$478.97	\$479.24	
Total Dev. Cost per Unit	\$401,448	\$404,168	\$452,585	\$450,509	\$448,215	\$443,263	\$438,733	\$455,693	\$456,067	\$456,225	\$456,516	\$456,774	
Acquisition Cost PSF	\$69.57	\$69.57	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	
Hard Cost PSF	\$273.32	\$273.32	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73	
Soft Cost PSF	\$54.66	\$54.66	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55	
Avg. Annual Rent PSF - Market Rate	\$29.79	\$29.79	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a	
<u>Key Assumptions - Off-Site Component</u>													
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$517.06	\$517.30	\$517.37	\$517.50	\$517.62	
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$386,501	\$386,684	\$386,733	\$386,829	\$386,919	
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00	
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	
<u>Scenario Yield</u>													
Total Units	92	92	134	135	136	138	140	160	167	175	190	205	
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129	
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0	
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76	
<u>Feasibility Results</u>													
Yield-on-Cost (YOC)	1.9%	3.7%	3.6%	3.7%	3.6%	3.4%	3.1%	3.8%	3.8%	3.8%	3.7%	3.7%	
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.6%	5.0%	4.9%	4.6%	3.9%	2.9%	4.5%	4.6%	4.5%	4.2%	4.0%	
Leveraged IRR w/ Reversion at YR 30	3.0%	4.1%	4.5%	4.4%	3.9%	2.8%	0.0%	3.8%	3.9%	3.7%	3.4%	3.0%	

Table F-8: Feasibility Analysis Results: Mid-Rise Rental, Moderate Market

	75% AMI Target											
	Baseline		MIH ONLY									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$421.19	\$424.04	\$480.37	\$479.94	\$479.50	\$478.17	\$477.21	\$483.12	\$483.28	\$483.43	\$483.71	\$483.96
Total Dev. Cost per Unit	\$401,448	\$404,168	\$442,531	\$438,472	\$434,467	\$426,251	\$418,617	\$460,470	\$460,625	\$460,770	\$461,034	\$461,270
Acquisition Cost PSF	\$69.57	\$69.57	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29
Hard Cost PSF	\$273.32	\$273.32	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.66	\$54.66	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Annual Rent PSF - Market Rate	\$29.79	\$29.79	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$481.67	\$481.51	\$481.37	\$481.12	\$480.92
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$360,047	\$359,927	\$359,820	\$359,638	\$359,489
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units	92	92	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.9%	3.7%	1.6%	1.4%	1.3%	1.0%	0.8%	1.8%	1.7%	1.7%	1.6%	1.5%
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.6%	2.8%	2.4%	2.0%	0.0%	0.0%	3.3%	3.1%	3.0%	2.6%	2.4%
Leveraged IRR w/ Reversion at YR 30	3.0%	4.1%	0.0%	0.0%	0.0%	0.0%	0.0%	2.7%	0.0%	0.0%	0.0%	0.0%

Table F-8: Feasibility Analysis Results: Mid-Rise Rental, Moderate Market

	Baseline		75% AMI Target									
			MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$421.19	\$424.04	\$482.30	\$481.64	\$480.98	\$479.20	\$477.81	\$486.09	\$486.27	\$486.44	\$486.75	\$487.02
Total Dev. Cost per Unit	\$401,448	\$404,168	\$444,311	\$440,026	\$435,803	\$427,169	\$419,144	\$463,307	\$463,477	\$463,637	\$463,929	\$464,189
Acquisition Cost PSF	\$69.57	\$69.57	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29
Hard Cost PSF	\$273.32	\$273.32	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.66	\$54.66	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Annual Rent PSF - Market Rate	\$29.79	\$29.79	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$479.72	\$479.77	\$479.82	\$479.92	\$480.02
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$358,588	\$358,627	\$358,666	\$358,741	\$358,812
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
Scenario Yield												
Total Units	92	92	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
Feasibility Results												
Yield-on-Cost (YOC)	1.9%	3.7%	3.6%	3.4%	3.3%	3.0%	2.8%	3.8%	3.7%	3.7%	3.6%	3.5%
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.6%	4.9%	4.6%	4.2%	3.5%	2.6%	4.6%	4.5%	4.4%	4.1%	3.9%
Leveraged IRR w/ Reversion at YR 30	3.0%	4.1%	4.4%	4.0%	3.5%	2.5%	0.0%	4.0%	3.8%	3.7%	3.3%	3.0%

Table F-8: Feasibility Analysis Results: Mid-Rise Rental, Moderate Market

	Baseline		75% AMI Target																			
			MIH + 421-a + LIHTC																			
			On-Site Affordability					Off-Site Affordability														
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI										
<u>Key Assumptions - On-Site Component</u>																						
Total Dev. Cost PSF	\$421.19	\$424.04																				
Total Dev. Cost per Unit	\$401,448	\$404,168																				
Acquisition Cost PSF	\$69.57	\$69.57																				
Hard Cost PSF	\$273.32	\$273.32																				
Soft Cost PSF	\$54.66	\$54.66																				
Avg. Annual Rent PSF - Market Rate	\$29.79	\$29.79																				
Avg. Annual Rent PSF - Affordable	n/a	n/a																				
<u>Key Assumptions - Off-Site Component</u>																						
Total Dev. Cost PSF	n/a	n/a											N/A (d)					N/A (d)				
Total Dev. Cost per Unit	n/a	n/a																				
Acquisition Cost PSF	n/a	n/a																				
Hard Cost PSF	n/a	n/a																				
Soft Cost PSF	n/a	n/a																				
Avg. Annual Rent PSF - Affordable	n/a	n/a																				
<u>Scenario Yield</u>																						
Total Units	92	92																				
Market Rate Units	92	92																				
Affordable Units - On-Site	0	0																				
Affordable Units - Off-Site	0	0																				
<u>Feasibility Results</u>																						
Yield-on-Cost (YOC)	1.9%	3.7%																				
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.6%																				
Leveraged IRR w/ Reversion at YR 30	3.0%	4.1%																				

Table F-8: Feasibility Analysis Results: Mid-Rise Rental, Moderate Market

	Baseline		90% AMI Target										
	Baseline		MIH ONLY										
	Baseline		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	
<u>Key Assumptions - On-Site Component</u>													
Total Dev. Cost PSF	\$421.19	\$424.04	\$480.57	\$480.20	\$479.81	\$478.59	\$477.73	\$483.30	\$483.50	\$483.68	\$484.02	\$484.33	
Total Dev. Cost per Unit	\$401,448	\$404,168	\$442,721	\$438,707	\$434,748	\$426,618	\$419,069	\$460,641	\$460,831	\$461,010	\$461,336	\$461,627	
Acquisition Cost PSF	\$69.57	\$69.57	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	
Hard Cost PSF	\$273.32	\$273.32	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73	
Soft Cost PSF	\$54.66	\$54.66	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55	
Avg. Annual Rent PSF - Market Rate	\$29.79	\$29.79	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a	
<u>Key Assumptions - Off-Site Component</u>													
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$481.82	\$481.69	\$481.57	\$481.38	\$481.23	
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$360,157	\$360,060	\$359,975	\$359,832	\$359,719	
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00	
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	
<u>Scenario Yield</u>													
Total Units	92	92	134	135	136	138	140	160	167	175	190	205	
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129	
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0	
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76	
<u>Feasibility Results</u>													
Yield-on-Cost (YOC)	1.9%	3.7%	1.7%	1.7%	1.6%	1.4%	1.2%	1.9%	1.9%	1.9%	1.8%	1.8%	
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.6%	3.1%	2.8%	2.5%	1.9%	0.0%	3.6%	3.4%	3.3%	3.1%	3.0%	
Leveraged IRR w/ Reversion at YR 30	3.0%	4.1%	0.0%	0.0%	0.0%	0.0%	0.0%	3.0%	2.9%	2.7%	0.0%	0.0%	

Table F-8: Feasibility Analysis Results: Mid-Rise Rental, Moderate Market

	Baseline		90% AMI Target										
	Baseline		MIH + 421-a Benefit										
	Baseline		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	
<u>Key Assumptions - On-Site Component</u>													
Total Dev. Cost PSF	\$421.19	\$424.04	\$482.51	\$481.90	\$481.29	\$479.62	\$478.33	\$486.27	\$486.49	\$486.69	\$487.06	\$487.39	
Total Dev. Cost per Unit	\$401,448	\$404,168	\$444,501	\$440,261	\$436,083	\$427,536	\$419,596	\$463,477	\$463,684	\$463,877	\$464,231	\$464,545	
Acquisition Cost PSF	\$69.57	\$69.57	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	
Hard Cost PSF	\$273.32	\$273.32	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73	
Soft Cost PSF	\$54.66	\$54.66	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55	
Avg. Annual Rent PSF - Market Rate	\$29.79	\$29.79	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	\$30.34	
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a	
<u>Key Assumptions - Off-Site Component</u>													
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$479.86	\$479.95	\$480.03	\$480.18	\$480.32	
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$358,698	\$358,760	\$358,821	\$358,935	\$359,041	
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00	
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	
<u>Scenario Yield</u>													
Total Units	92	92	134	135	136	138	140	160	167	175	190	205	
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129	
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0	
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76	
<u>Feasibility Results</u>													
Yield-on-Cost (YOC)	1.9%	3.7%	3.7%	3.7%	3.6%	3.4%	3.2%	3.9%	3.9%	3.9%	3.8%	3.8%	
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.6%	5.2%	5.0%	4.7%	4.2%	3.7%	4.9%	4.8%	4.7%	4.6%	4.5%	
Leveraged IRR w/ Reversion at YR 30	3.0%	4.1%	4.8%	4.5%	4.2%	3.5%	2.6%	4.4%	4.3%	4.2%	4.0%	3.8%	

Table F-8: Feasibility Analysis Results: Mid-Rise Rental, Moderate Market

	Baseline		90% AMI Target									
			MIH + 421-a + LIHTC									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$421.19	\$424.04										
Total Dev. Cost per Unit	\$401,448	\$404,168										
Acquisition Cost PSF	\$69.57	\$69.57										
Hard Cost PSF	\$273.32	\$273.32										
Soft Cost PSF	\$54.66	\$54.66										
Avg. Annual Rent PSF - Market Rate	\$29.79	\$29.79										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a										
Total Dev. Cost per Unit	n/a	n/a										
Acquisition Cost PSF	n/a	n/a										
Hard Cost PSF	n/a	n/a										
Soft Cost PSF	n/a	n/a										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Scenario Yield</u>												
Total Units	92	92										
Market Rate Units	92	92										
Affordable Units - On-Site	0	0										
Affordable Units - Off-Site	0	0										
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.9%	3.7%										
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.6%										
Leveraged IRR w/ Reversion at YR 30	3.0%	4.1%										

Notes:

- (a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.
- (b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.
- (c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.
- (d) Projects that do not provide at least 20% of units at or below 50% AMI or 25% of units at or below 60% AMI do not qualify for LIHTC credits; for this reason, this analysis does not test the impact of LIHTC credits under the 75% AMI or 90% AMI blended target levels; note that under the 60% AMI blended target level, the blended average AMI target corresponding to a 20% set-aside is modified to 50% AMI in order to allow for LIHTC eligibility.

Source: BAE, 2015.

Table F-9: Feasibility Analysis Results: Mid-Rise Rental, Weak Market

	60% AMI Target													
	Baseline		MIH ONLY											
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability						
20% at 60% AMI			25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI			
<u>Key Assumptions - On-Site Component</u>														
Total Dev. Cost PSF	\$389.49	\$391.30	\$386.29	\$385.72	\$385.15	\$383.55	\$382.32	\$388.74	\$388.71	\$388.69	\$388.64	\$388.60	\$388.60	\$388.60
Total Dev. Cost per Unit	\$371,237	\$372,954	\$355,865	\$352,396	\$348,974	\$341,898	\$335,378	\$370,515	\$370,491	\$370,467	\$370,425	\$370,387	\$370,387	\$370,387
Acquisition Cost PSF	\$40.00	\$40.00	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Annual Rent PSF - Market Rate	\$23.84	\$23.84	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>														
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$351.69	\$351.42	\$351.17	\$350.74	\$350.37	\$350.37	\$350.37
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$262,885	\$262,685	\$262,503	\$262,180	\$261,904	\$261,904	\$261,904
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>														
Total Units	92	92	134	135	136	138	140	160	167	175	190	205	205	205
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129	129	129
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76	76	76
<u>Feasibility Results</u>														
Yield-on-Cost (YOC)	1.8%	3.6%	1.3%	1.2%	1.1%	0.8%	0.5%	1.6%	1.5%	1.5%	1.4%	1.3%	1.3%	1.3%
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%	2.4%	1.9%	0.0%	0.0%	0.0%	3.0%	2.8%	2.6%	2.3%	1.9%	1.9%	1.9%
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table F-9: Feasibility Analysis Results: Mid-Rise Rental, Weak Market

	Baseline		60% AMI Target									
			MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$389.49	\$391.30	\$387.43	\$386.69	\$385.95	\$384.03	\$382.49	\$390.63	\$390.61	\$390.60	\$390.57	\$390.55
Total Dev. Cost per Unit	\$371,237	\$372,954	\$356,913	\$353,281	\$349,702	\$342,326	\$335,525	\$372,316	\$372,301	\$372,287	\$372,262	\$372,240
Acquisition Cost PSF	\$40.00	\$40.00	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Annual Rent PSF - Market Rate	\$23.84	\$23.84	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$350.04	\$349.92	\$349.82	\$349.64	\$349.48
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$261,654	\$261,569	\$261,491	\$261,354	\$261,236
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
Scenario Yield												
Total Units	92	92	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
Feasibility Results												
Yield-on-Cost (YOC)	1.8%	3.6%	3.1%	3.0%	2.8%	2.5%	2.3%	3.4%	3.3%	3.3%	3.2%	3.1%
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%	4.4%	4.0%	3.6%	2.7%	1.7%	4.2%	4.1%	3.9%	3.7%	3.4%
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%	3.7%	3.3%	2.8%	0.0%	0.0%	3.5%	3.3%	3.1%	2.8%	2.4%

Table F-9: Feasibility Analysis Results: Mid-Rise Rental, Weak Market

	Baseline		60% AMI Target										
	Baseline		MIH + 421-a + LIHTC										
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability					
			20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	
<u>Key Assumptions - On-Site Component</u>													
Total Dev. Cost PSF	\$389.49	\$391.30	\$396.63	\$398.44	\$399.98	\$402.52	\$405.38	\$384.08	\$384.33	\$384.38	\$384.46	\$384.53	
Total Dev. Cost per Unit	\$371,237	\$372,954	\$365,387	\$364,011	\$362,409	\$358,813	\$355,604	\$366,072	\$366,317	\$366,359	\$366,435	\$366,502	
Acquisition Cost PSF	\$40.00	\$40.00	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73	
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55	
Avg. Annual Rent PSF - Market Rate	\$23.84	\$23.84	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a	
<u>Key Assumptions - Off-Site Component</u>													
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$387.47	\$387.58	\$387.52	\$387.42	\$387.33	
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$289,633	\$289,713	\$289,669	\$289,593	\$289,530	
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	
<u>Scenario Yield</u>													
Total Units	92	92	134	135	136	138	140	160	167	175	190	205	
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129	
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0	
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76	
<u>Feasibility Results</u>													
Yield-on-Cost (YOC)	1.8%	3.6%	3.4%	3.6%	3.5%	3.4%	3.3%	3.6%	3.7%	3.7%	3.7%	3.7%	
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%	4.8%	4.9%	4.8%	4.3%	3.7%	4.4%	4.6%	4.6%	4.5%	4.4%	
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%	4.3%	4.5%	4.2%	3.4%	2.3%	3.7%	3.9%	3.9%	3.7%	3.5%	

Table F-9: Feasibility Analysis Results: Mid-Rise Rental, Weak Market

	Baseline		75% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$389.49	\$391.30	\$386.48	\$385.96	\$385.43	\$383.92	\$382.79	\$388.93	\$388.95	\$388.96	\$388.99	\$389.01
Total Dev. Cost per Unit	\$371,237	\$372,954	\$356,038	\$352,610	\$349,229	\$342,233	\$335,790	\$370,701	\$370,716	\$370,730	\$370,754	\$370,776
Acquisition Cost PSF	\$40.00	\$40.00	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Annual Rent PSF - Market Rate	\$23.84	\$23.84	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$351.65	\$351.41	\$351.20	\$350.83	\$350.51
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$262,855	\$262,680	\$262,521	\$262,242	\$262,005
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units	92	92	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.8%	3.6%	1.6%	1.5%	1.4%	1.2%	1.1%	1.8%	1.8%	1.7%	1.7%	1.7%
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%	2.8%	2.5%	2.2%	0.0%	0.0%	3.3%	3.2%	3.1%	2.9%	2.8%
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%	0.0%	0.0%	0.0%	0.0%	0.0%	2.8%	0.0%	0.0%	0.0%	0.0%

Table F-9: Feasibility Analysis Results: Mid-Rise Rental, Weak Market

	Baseline		75% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$389.49	\$391.30	\$387.62	\$386.93	\$386.23	\$384.40	\$382.96	\$390.82	\$390.85	\$390.87	\$390.92	\$390.95
Total Dev. Cost per Unit	\$371,237	\$372,954	\$357,086	\$353,496	\$349,958	\$342,662	\$335,938	\$372,502	\$372,526	\$372,549	\$372,591	\$372,629
Acquisition Cost PSF	\$40.00	\$40.00	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Annual Rent PSF - Market Rate	\$23.84	\$23.84	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$350.00	\$349.92	\$349.85	\$349.72	\$349.61
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$261,623	\$261,564	\$261,510	\$261,416	\$261,337
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units	92	92	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.8%	3.6%	3.4%	3.3%	3.2%	3.0%	2.9%	3.6%	3.6%	3.6%	3.5%	3.5%
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%	4.8%	4.5%	4.3%	3.8%	3.2%	4.6%	4.5%	4.4%	4.3%	4.2%
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%	4.3%	4.0%	3.6%	2.9%	0.0%	4.0%	3.9%	3.8%	3.6%	3.4%

Table F-9: Feasibility Analysis Results: Mid-Rise Rental, Weak Market

	Baseline		75% AMI Target									
	Baseline		MIH + 421-a + LIHTC									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$389.49	\$391.30										
Total Dev. Cost per Unit	\$371,237	\$372,954										
Acquisition Cost PSF	\$40.00	\$40.00										
Hard Cost PSF	\$273.64	\$273.64										
Soft Cost PSF	\$54.73	\$54.73										
Avg. Annual Rent PSF - Market Rate	\$23.84	\$23.84										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a										
Total Dev. Cost per Unit	n/a	n/a										
Acquisition Cost PSF	n/a	n/a										
Hard Cost PSF	n/a	n/a										
Soft Cost PSF	n/a	n/a										
Avg. Annual Rent PSF - Affordable	n/a	n/a										
<u>Scenario Yield</u>												
Total Units	92	92										
Market Rate Units	92	92										
Affordable Units - On-Site	0	0										
Affordable Units - Off-Site	0	0										
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.8%	3.6%										
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%										
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%										

Table F-9: Feasibility Analysis Results: Mid-Rise Rental, Weak Market

	Baseline		90% AMI Target										
	Baseline		MIH ONLY										
	Baseline		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	
<u>Key Assumptions - On-Site Component</u>													
Total Dev. Cost PSF	\$389.49	\$391.30	\$386.69	\$386.22	\$385.74	\$384.33	\$383.31	\$389.11	\$389.16	\$389.21	\$389.30	\$389.39	
Total Dev. Cost per Unit	\$371,237	\$372,954	\$356,228	\$352,846	\$349,509	\$342,600	\$336,242	\$370,872	\$370,923	\$370,970	\$371,056	\$371,133	
Acquisition Cost PSF	\$40.00	\$40.00	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73	
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55	
Avg. Annual Rent PSF - Market Rate	\$23.84	\$23.84	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a	
<u>Key Assumptions - Off-Site Component</u>													
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$351.79	\$351.59	\$351.41	\$351.09	\$350.81	
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$262,965	\$262,813	\$262,676	\$262,436	\$262,234	
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	
<u>Scenario Yield</u>													
Total Units	92	92	134	135	136	138	140	160	167	175	190	205	
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129	
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0	
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76	
<u>Feasibility Results</u>													
Yield-on-Cost (YOC)	1.8%	3.6%	1.8%	1.8%	1.7%	1.7%	1.6%	2.0%	2.0%	2.0%	2.0%	2.0%	
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%	3.2%	3.1%	2.9%	2.5%	2.2%	3.7%	3.6%	3.6%	3.5%	3.5%	
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%	0.0%	0.0%	0.0%	0.0%	0.0%	3.1%	3.1%	3.0%	3.0%	2.9%	

Table F-9: Feasibility Analysis Results: Mid-Rise Rental, Weak Market

	Baseline		90% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$389.49	\$391.30	\$387.82	\$387.19	\$386.54	\$384.82	\$383.48	\$391.00	\$391.06	\$391.12	\$391.23	\$391.33
Total Dev. Cost per Unit	\$371,237	\$372,954	\$357,276	\$353,731	\$350,238	\$343,029	\$336,390	\$372,673	\$372,733	\$372,790	\$372,893	\$372,985
Acquisition Cost PSF	\$40.00	\$40.00	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Annual Rent PSF - Market Rate	\$23.84	\$23.84	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27	\$24.27
Avg. Annual Rent PSF - Affordable	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$350.14	\$350.10	\$350.05	\$349.98	\$349.92
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$261,733	\$261,697	\$261,664	\$261,610	\$261,566
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units	92	92	134	135	136	138	140	160	167	175	190	205
Market Rate Units	92	92	103	97	90	78	65	129	129	129	129	129
Affordable Units - On-Site	0	0	30	38	45	61	76	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	30	38	45	61	76
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)	1.8%	3.6%	3.6%	3.6%	3.5%	3.5%	3.4%	3.8%	3.8%	3.8%	3.9%	3.9%
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%	5.1%	5.0%	4.9%	4.6%	4.3%	4.9%	4.9%	4.9%	4.9%	4.9%
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%	4.8%	4.6%	4.4%	4.0%	3.6%	4.4%	4.4%	4.4%	4.4%	4.4%

Table F-9: Feasibility Analysis Results: Mid-Rise Rental, Weak Market

	Baseline		90% AMI Target																			
			MIH + 421-a + LIHTC																			
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability														
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI										
<u>Key Assumptions - On-Site Component</u>																						
Total Dev. Cost PSF	\$389.49	\$391.30																				
Total Dev. Cost per Unit	\$371,237	\$372,954																				
Acquisition Cost PSF	\$40.00	\$40.00																				
Hard Cost PSF	\$273.64	\$273.64																				
Soft Cost PSF	\$54.73	\$54.73																				
Avg. Annual Rent PSF - Market Rate	\$23.84	\$23.84																				
Avg. Annual Rent PSF - Affordable	n/a	n/a																				
<u>Key Assumptions - Off-Site Component</u>																						
Total Dev. Cost PSF	n/a	n/a											N/A (d)					N/A (d)				
Total Dev. Cost per Unit	n/a	n/a																				
Acquisition Cost PSF	n/a	n/a																				
Hard Cost PSF	n/a	n/a																				
Soft Cost PSF	n/a	n/a																				
Avg. Annual Rent PSF - Affordable	n/a	n/a																				
<u>Scenario Yield</u>																						
Total Units	92	92																				
Market Rate Units	92	92																				
Affordable Units - On-Site	0	0																				
Affordable Units - Off-Site	0	0																				
<u>Feasibility Results</u>																						
Yield-on-Cost (YOC)	1.8%	3.6%																				
Unleveraged IRR w/ Reversion at YR 30	3.6%	4.7%																				
Leveraged IRR w/ Reversion at YR 30	3.1%	4.2%																				

Notes:

- (a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.
- (b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.
- (c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.
- (d) Projects that do not provide at least 20% of units at or below 50% AMI or 25% of units at or below 60% AMI do not qualify for LIHTC credits; for this reason, this analysis does not test the impact of LIHTC credits under the 75% AMI or 90% AMI blended target levels; note that under the 60% AMI blended target level, the blended average AMI target corresponding to a 20% set-aside is modified to 50% AMI in order to allow for LIHTC eligibility.

Source: BAE, 2015.

Table F-10: Feasibility Analysis Results: Low-Rise Rental, Strong Market

	Baseline		60% AMI Target										
	Baseline		MIH ONLY										
	Baseline		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	
<u>Key Assumptions - On-Site Component</u>													
Total Dev. Cost PSF			\$500.61	\$499.84	\$499.57	\$497.96	\$496.80	\$504.92	\$505.32	\$505.71	\$506.40	\$507.01	
Total Dev. Cost per Unit			\$461,179	\$456,655	\$452,654	\$443,890	\$435,799	\$481,250	\$481,638	\$482,000	\$482,661	\$483,248	
Acquisition Cost PSF			\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32	
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66	
Avg. Annual Rent PSF - Market Rate			\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	
Avg. Annual Rent PSF - Affordable			\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a	
<u>Key Assumptions - Off-Site Component</u>													
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$658.48	\$658.42	\$658.38	\$658.33	\$658.31	
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$492,212	\$492,172	\$492,141	\$492,101	\$492,084	
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00	
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	
<u>Scenario Yield</u>													
Total Units			110	111	112	114	115	131	137	144	156	168	
Market Rate Units			85	80	74	64	53	106	106	106	106	106	
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0	
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62	
<u>Feasibility Results</u>													
Yield-on-Cost (YOC)			3.0%	2.6%	2.2%	1.4%	0.6%	3.3%	3.1%	2.8%	2.4%	2.1%	
Unleveraged IRR w/ Reversion at YR 30			5.8%	5.1%	4.4%	2.5%	0.0%	6.2%	5.8%	5.4%	4.7%	4.0%	
Leveraged IRR w/ Reversion at YR 30			5.7%	4.9%	4.0%	0.0%	0.0%	6.2%	5.7%	5.2%	4.4%	3.6%	

Table F-10: Feasibility Analysis Results: Low-Rise Rental, Strong Market

	Baseline		60% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$504.18	\$502.99	\$502.29	\$499.85	\$497.89	\$505.77	\$506.36	\$506.91	\$507.91	\$508.79
Total Dev. Cost per Unit			\$464,472	\$459,526	\$455,117	\$445,574	\$436,753	\$482,066	\$482,625	\$483,147	\$484,100	\$484,945
Acquisition Cost PSF			\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66
Avg. Annual Rent PSF - Affordable			\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$659.20	\$659.30	\$659.40	\$659.61	\$659.82
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$492,755	\$492,828	\$492,904	\$493,059	\$493,213
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			6.6%	6.2%	5.8%	5.0%	4.1%	3.8%	3.7%	3.5%	3.3%	3.1%
Unleveraged IRR w/ Reversion at YR 30			8.9%	8.3%	7.8%	6.4%	4.6%	6.6%	6.3%	6.0%	5.5%	5.0%
Leveraged IRR w/ Reversion at YR 30			11.4%	10.3%	9.1%	6.7%	3.8%	6.8%	6.4%	6.1%	5.3%	4.7%

Table F-10: Feasibility Analysis Results: Low-Rise Rental, Strong Market

	Baseline		60% AMI Target									
	Baseline		MIH + 421-a + LIHTC									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$513.00	\$514.24	\$515.74	\$517.56	\$519.79	\$497.87	\$498.58	\$499.09	\$500.02	\$500.86
Total Dev. Cost per Unit			\$472,592	\$469,810	\$467,299	\$461,361	\$455,962	\$474,534	\$475,213	\$475,698	\$476,586	\$477,379
Acquisition Cost PSF			\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66
Avg. Annual Rent PSF - Affordable			\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$696.69	\$696.97	\$697.10	\$697.38	\$697.66
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$520,773	\$520,983	\$521,086	\$521,293	\$521,498
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			7.3%	7.1%	6.8%	6.2%	5.5%	4.0%	4.0%	3.9%	3.7%	3.5%
Unleveraged IRR w/ Reversion at YR 30			9.4%	9.2%	8.8%	7.7%	6.3%	6.8%	6.7%	6.5%	6.0%	5.6%
Leveraged IRR w/ Reversion at YR 30			12.9%	12.4%	11.5%	9.4%	6.7%	7.1%	6.9%	6.6%	6.0%	5.4%

Table F-10: Feasibility Analysis Results: Low-Rise Rental, Strong Market

	Baseline		75% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$500.80	\$500.08	\$499.86	\$498.34	\$497.27	\$505.11	\$505.56	\$505.98	\$506.74	\$507.42
Total Dev. Cost per Unit			\$461,352	\$456,870	\$452,910	\$444,225	\$436,211	\$481,436	\$481,862	\$482,261	\$482,988	\$483,634
Acquisition Cost PSF			\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66
Avg. Annual Rent PSF - Affordable			\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$658.44	\$658.42	\$658.41	\$658.42	\$658.45
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$492,185	\$492,171	\$492,164	\$492,169	\$492,190
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			3.2%	2.8%	2.5%	1.7%	1.0%	3.5%	3.2%	3.0%	2.7%	2.4%
Unleveraged IRR w/ Reversion at YR 30			6.0%	5.4%	4.8%	3.2%	0.0%	6.3%	6.0%	5.7%	5.0%	4.5%
Leveraged IRR w/ Reversion at YR 30			6.0%	5.2%	4.4%	2.7%	0.0%	6.5%	6.0%	5.6%	4.8%	4.1%

Table F-10: Feasibility Analysis Results: Low-Rise Rental, Strong Market

	Baseline		75% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$504.37	\$503.22	\$502.57	\$500.23	\$498.36	\$505.97	\$506.60	\$507.18	\$508.25	\$509.20
Total Dev. Cost per Unit			\$464,645	\$459,741	\$455,372	\$445,909	\$437,165	\$482,252	\$482,849	\$483,408	\$484,426	\$485,330
Acquisition Cost PSF			\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66
Avg. Annual Rent PSF - Affordable			\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$659.17	\$659.30	\$659.43	\$659.70	\$659.96
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$492,728	\$492,828	\$492,928	\$493,126	\$493,319
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			6.8%	6.4%	6.1%	5.3%	4.6%	4.0%	3.9%	3.7%	3.5%	3.4%
Unleveraged IRR w/ Reversion at YR 30			9.1%	8.6%	8.1%	6.9%	5.5%	6.8%	6.5%	6.3%	5.8%	5.4%
Leveraged IRR w/ Reversion at YR 30			11.9%	10.8%	9.8%	7.6%	5.2%	7.1%	6.7%	6.4%	5.8%	5.2%

Table F-10: Feasibility Analysis Results: Low-Rise Rental, Strong Market

	Baseline		75% AMI Target									
	Baseline		MIH + 421-a + LIHTC									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF												
Total Dev. Cost per Unit												
Acquisition Cost PSF												
Hard Cost PSF												
Soft Cost PSF												
Avg. Annual Rent PSF - Market Rate												
Avg. Annual Rent PSF - Affordable												
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF												
Total Dev. Cost per Unit					N/A					N/A		
Acquisition Cost PSF		N/A			(d)					(d)		
Hard Cost PSF		(c)										
Soft Cost PSF												
Avg. Annual Rent PSF - Affordable												
<u>Scenario Yield</u>												
Total Units												
Market Rate Units												
Affordable Units - On-Site												
Affordable Units - Off-Site												
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)												
Unleveraged IRR w/ Reversion at YR 30												
Leveraged IRR w/ Reversion at YR 30												

Table F-10: Feasibility Analysis Results: Low-Rise Rental, Strong Market

	Baseline		90% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$501.00	\$500.34	\$500.17	\$498.75	\$497.79	\$505.29	\$505.78	\$506.23	\$507.06	\$507.79
Total Dev. Cost per Unit			\$461,542	\$457,105	\$453,190	\$444,592	\$436,663	\$481,606	\$482,067	\$482,500	\$483,287	\$483,987
Acquisition Cost PSF			\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$364.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$53.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66
Avg. Annual Rent PSF - Affordable			\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$658.59	\$658.61	\$658.63	\$658.69	\$658.76
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$492,298	\$492,307	\$492,323	\$492,368	\$492,425
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			3.4%	3.0%	2.7%	2.1%	1.4%	3.6%	3.4%	3.2%	2.9%	2.6%
Unleveraged IRR w/ Reversion at YR 30			6.2%	5.7%	5.1%	3.8%	2.2%	6.5%	6.2%	5.9%	5.3%	4.8%
Leveraged IRR w/ Reversion at YR 30			6.2%	5.6%	4.9%	3.3%	0.0%	6.7%	6.3%	5.9%	5.2%	4.5%

Table F-10: Feasibility Analysis Results: Low-Rise Rental, Strong Market

	Baseline		90% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$504.68	\$503.48	\$502.88	\$500.64	\$498.87	\$506.15	\$506.81	\$507.43	\$508.56	\$509.57
Total Dev. Cost per Unit			\$464,835	\$459,976	\$455,652	\$446,277	\$437,617	\$482,422	\$483,054	\$483,647	\$484,726	\$485,684
Acquisition Cost PSF			\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$364.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$53.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66	\$53.66
Avg. Annual Rent PSF - Affordable			\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$659.32	\$659.48	\$659.65	\$659.97	\$660.27
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$492,842	\$492,964	\$493,086	\$493,325	\$493,555
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			7.0%	6.7%	6.3%	5.7%	5.0%	4.1%	4.0%	3.9%	3.8%	3.6%
Unleveraged IRR w/ Reversion at YR 30			9.3%	8.8%	8.4%	7.4%	6.2%	6.9%	6.7%	6.5%	6.1%	5.8%
Leveraged IRR w/ Reversion at YR 30			12.3%	11.4%	10.4%	8.5%	6.4%	7.3%	7.0%	6.7%	6.2%	5.7%

Table F-10: Feasibility Analysis Results: Low-Rise Rental, Strong Market

	Baseline		90% AMI Target									
			MIH + 421-a + LIHTC									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF												
Total Dev. Cost per Unit												
Acquisition Cost PSF												
Hard Cost PSF												
Soft Cost PSF												
Avg. Annual Rent PSF - Market Rate												
Avg. Annual Rent PSF - Affordable												
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF												
Total Dev. Cost per Unit					N/A					N/A		
Acquisition Cost PSF		N/A			(d)					(d)		
Hard Cost PSF		(c)										
Soft Cost PSF												
Avg. Annual Rent PSF - Affordable												
<u>Scenario Yield</u>												
Total Units												
Market Rate Units												
Affordable Units - On-Site												
Affordable Units - Off-Site												
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)												
Unleveraged IRR w/ Reversion at YR 30												
Leveraged IRR w/ Reversion at YR 30												

Notes:

- (a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.
- (b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.
- (c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.
- (d) Projects that do not provide at least 20% of units at or below 50% AMI or 25% of units at or below 60% AMI do not qualify for LIHTC credits; for this reason, this analysis does not test the impact of LIHTC credits under the 75% AMI or 90% AMI blended target levels; note that under the 60% AMI blended target level, the blended average AMI target corresponding to a 20% set-aside is modified to 50% AMI in order to allow for LIHTC eligibility.

Source: BAE, 2015.

Table F-11: Feasibility Analysis Results: Low-Rise Rental, Mid-Market

	Baseline		60% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$474.57	\$473.85	\$473.62	\$472.10	\$471.03	\$478.80	\$479.22	\$479.61	\$480.32	\$480.95
Total Dev. Cost per Unit			\$437,194	\$432,906	\$429,134	\$420,831	\$413,191	\$456,358	\$456,755	\$457,127	\$457,804	\$458,406
Acquisition Cost PSF			\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88
Avg. Annual Rent PSF - Affordable			\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$601.76	\$601.81	\$601.86	\$601.97	\$602.08
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$449,817	\$449,851	\$449,889	\$449,970	\$450,056
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			1.7%	1.4%	1.2%	0.6%	0.1%	1.9%	1.8%	1.6%	1.4%	1.2%
Unleveraged IRR w/ Reversion at YR 30			3.4%	2.7%	2.0%	0.0%	0.0%	3.9%	3.5%	3.2%	2.5%	1.9%
Leveraged IRR w/ Reversion at YR 30			2.8%	0.0%	0.0%	0.0%	0.0%	3.4%	3.0%	0.0%	0.0%	0.0%

Table F-11: Feasibility Analysis Results: Low-Rise Rental, Mid-Market

	Baseline		60% AMI Target									
			MIH + 421-a Benefit									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$477.23	\$476.18	\$475.64	\$473.50	\$471.84	\$482.66	\$483.10	\$483.52	\$484.27	\$484.95
Total Dev. Cost per Unit			\$439,639	\$435,038	\$430,963	\$422,083	\$413,901	\$460,031	\$460,455	\$460,852	\$461,575	\$462,216
Acquisition Cost PSF			\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88
Avg. Annual Rent PSF - Affordable			\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$599.41	\$599.73	\$600.04	\$600.60	\$601.10
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$448,058	\$448,300	\$448,529	\$448,947	\$449,320
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			4.5%	4.2%	3.9%	3.4%	2.9%	4.4%	4.2%	4.1%	3.8%	3.6%
Unleveraged IRR w/ Reversion at YR 30			6.2%	5.7%	5.1%	3.8%	2.0%	5.5%	5.2%	4.9%	4.3%	3.8%
Leveraged IRR w/ Reversion at YR 30			6.3%	5.6%	4.7%	2.8%	0.0%	5.2%	4.8%	4.3%	3.5%	2.8%

Table F-11: Feasibility Analysis Results: Low-Rise Rental, Mid-Market

	Baseline		60% AMI Target									
	Baseline		MIH + 421-a + LIHTC									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$486.06	\$487.46	\$489.11	\$491.24	\$493.78	\$474.78	\$475.43	\$475.84	\$476.59	\$477.26
Total Dev. Cost per Unit			\$447,775	\$445,341	\$443,169	\$437,901	\$433,149	\$452,529	\$453,143	\$453,534	\$454,249	\$454,887
Acquisition Cost PSF			\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88
Avg. Annual Rent PSF - Affordable			\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$636.70	\$637.25	\$637.61	\$638.26	\$638.85
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$475,933	\$476,346	\$476,612	\$477,101	\$477,541
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			4.9%	4.8%	4.7%	4.3%	3.9%	4.6%	4.6%	4.5%	4.3%	4.1%
Unleveraged IRR w/ Reversion at YR 30			6.7%	6.5%	6.1%	5.1%	3.7%	5.7%	5.6%	5.4%	4.9%	4.5%
Leveraged IRR w/ Reversion at YR 30			7.1%	6.8%	6.2%	4.6%	1.9%	5.4%	5.3%	5.0%	4.3%	3.7%

Table F-11: Feasibility Analysis Results: Low-Rise Rental, Mid-Market

	Baseline		75% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$474.76	\$474.08	\$473.90	\$472.47	\$471.50	\$479.00	\$479.45	\$479.88	\$480.66	\$481.35
Total Dev. Cost per Unit			\$437,367	\$433,120	\$429,389	\$421,166	\$413,603	\$456,543	\$456,979	\$457,387	\$458,131	\$458,791
Acquisition Cost PSF			\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88
Avg. Annual Rent PSF - Affordable			\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$601.73	\$601.81	\$601.89	\$602.06	\$602.22
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$449,790	\$449,851	\$449,912	\$450,038	\$450,162
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			1.9%	1.7%	1.4%	1.0%	0.6%	2.1%	2.0%	1.9%	1.7%	1.5%
Unleveraged IRR w/ Reversion at YR 30			3.7%	3.2%	2.6%	0.0%	0.0%	4.1%	3.8%	3.5%	3.0%	2.5%
Leveraged IRR w/ Reversion at YR 30			3.2%	0.0%	0.0%	0.0%	0.0%	3.7%	3.3%	3.0%	0.0%	0.0%

Table F-11: Feasibility Analysis Results: Low-Rise Rental, Mid-Market

	Baseline		75% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$477.42	\$476.42	\$475.92	\$473.88	\$472.31	\$482.85	\$483.34	\$483.79	\$484.62	\$485.35
Total Dev. Cost per Unit			\$439,812	\$435,253	\$431,218	\$422,418	\$414,313	\$460,217	\$460,679	\$461,112	\$461,901	\$462,602
Acquisition Cost PSF			\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88
Avg. Annual Rent PSF - Affordable			\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$599.37	\$599.73	\$600.07	\$600.69	\$601.24
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$448,031	\$448,300	\$448,552	\$449,014	\$449,426
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			4.7%	4.4%	4.2%	3.8%	3.4%	4.6%	4.4%	4.3%	4.1%	3.9%
Unleveraged IRR w/ Reversion at YR 30			6.5%	6.1%	5.6%	4.6%	3.3%	5.7%	5.4%	5.2%	4.8%	4.4%
Leveraged IRR w/ Reversion at YR 30			6.8%	6.1%	5.4%	3.9%	1.9%	5.6%	5.2%	4.8%	4.2%	3.6%

Table F-11: Feasibility Analysis Results: Low-Rise Rental, Mid-Market

	Baseline		75% AMI Target																			
			MIH + 421-a + LIHTC																			
			On-Site Affordability					Off-Site Affordability														
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI										
<u>Key Assumptions - On-Site Component</u>																						
Total Dev. Cost PSF																						
Total Dev. Cost per Unit																						
Acquisition Cost PSF																						
Hard Cost PSF																						
Soft Cost PSF																						
Avg. Annual Rent PSF - Market Rate																						
Avg. Annual Rent PSF - Affordable																						
<u>Key Assumptions - Off-Site Component</u>																						
Total Dev. Cost PSF																						
Total Dev. Cost per Unit																						
Acquisition Cost PSF												N/A (c)	N/A (d)					N/A (d)				
Hard Cost PSF																						
Soft Cost PSF																						
Avg. Annual Rent PSF - Affordable																						
<u>Scenario Yield</u>																						
Total Units																						
Market Rate Units																						
Affordable Units - On-Site																						
Affordable Units - Off-Site																						
<u>Feasibility Results</u>																						
Yield-on-Cost (YOC)																						
Unleveraged IRR w/ Reversion at YR 30																						
Leveraged IRR w/ Reversion at YR 30																						

Table F-11: Feasibility Analysis Results: Low-Rise Rental, Mid-Market

	Baseline		90% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$474.97	\$474.34	\$474.21	\$472.88	\$472.01	\$479.17	\$479.67	\$480.13	\$480.98	\$481.73
Total Dev. Cost per Unit			\$437,557	\$433,356	\$429,669	\$421,534	\$414,055	\$456,713	\$457,184	\$457,626	\$458,430	\$459,144
Acquisition Cost PSF			\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88
Avg. Annual Rent PSF - Affordable			\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$601.88	\$601.99	\$602.10	\$602.32	\$602.54
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$449,904	\$449,987	\$450,071	\$450,237	\$450,397
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			2.0%	1.9%	1.7%	1.4%	1.0%	2.2%	2.1%	2.0%	1.9%	1.8%
Unleveraged IRR w/ Reversion at YR 30			4.0%	3.6%	3.1%	2.1%	0.0%	4.3%	4.1%	3.9%	3.5%	3.1%
Leveraged IRR w/ Reversion at YR 30			3.5%	3.0%	0.0%	0.0%	0.0%	3.9%	3.7%	3.4%	2.9%	0.0%

Table F-11: Feasibility Analysis Results: Low-Rise Rental, Mid-Market

	Baseline		90% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$477.62	\$476.68	\$476.23	\$474.29	\$472.82	\$483.03	\$483.55	\$484.04	\$484.93	\$485.72
Total Dev. Cost per Unit			\$440,002	\$435,488	\$431,499	\$422,786	\$414,765	\$460,387	\$460,885	\$461,351	\$462,201	\$462,955
Acquisition Cost PSF			\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88	\$37.88
Avg. Annual Rent PSF - Affordable			\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$599.52	\$599.91	\$600.28	\$600.95	\$601.55
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$448,144	\$448,436	\$448,711	\$449,213	\$449,661
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			4.8%	4.7%	4.5%	4.2%	3.8%	4.7%	4.6%	4.5%	4.3%	4.2%
Unleveraged IRR w/ Reversion at YR 30			6.7%	6.4%	6.0%	5.3%	4.3%	5.9%	5.7%	5.5%	5.2%	4.9%
Leveraged IRR w/ Reversion at YR 30			7.2%	6.6%	6.1%	4.9%	3.5%	5.9%	5.6%	5.3%	4.8%	4.4%

Table F-11: Feasibility Analysis Results: Low-Rise Rental, Mid-Market

	Baseline		90% AMI Target									
			MIH + 421-a + LIHTC									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF												
Total Dev. Cost per Unit												
Acquisition Cost PSF												
Hard Cost PSF												
Soft Cost PSF												
Avg. Annual Rent PSF - Market Rate												
Avg. Annual Rent PSF - Affordable												
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF												
Total Dev. Cost per Unit					N/A					N/A		
Acquisition Cost PSF		N/A			(d)					(d)		
Hard Cost PSF		(c)										
Soft Cost PSF												
Avg. Annual Rent PSF - Affordable												
<u>Scenario Yield</u>												
Total Units												
Market Rate Units												
Affordable Units - On-Site												
Affordable Units - Off-Site												
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)												
Unleveraged IRR w/ Reversion at YR 30												
Leveraged IRR w/ Reversion at YR 30												

Notes:

- (a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.
- (b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.
- (c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.
- (d) Projects that do not provide at least 20% of units at or below 50% AMI or 25% of units at or below 60% AMI do not qualify for LIHTC credits; for this reason, this analysis does not test the impact of LIHTC credits under the 75% AMI or 90% AMI blended target levels; note that under the 60% AMI blended target level, the blended average AMI target corresponding to a 20% set-aside is modified to 50% AMI in order to allow for LIHTC eligibility.

Source: BAE, 2015.

Table F-12: Feasibility Analysis Results: Low-Rise Rental, Moderate Market

	Baseline		60% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$418.66	\$417.87	\$417.57	\$415.94	\$414.76	\$422.31	\$422.55	\$422.78	\$423.18	\$423.55
Total Dev. Cost per Unit			\$385,682	\$381,763	\$378,354	\$370,773	\$363,835	\$402,519	\$402,746	\$402,959	\$403,347	\$403,692
Acquisition Cost PSF			\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79
Avg. Annual Rent PSF - Affordable			\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$477.66	\$477.61	\$477.58	\$477.52	\$477.49
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$357,051	\$357,017	\$356,988	\$356,947	\$356,921
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			1.5%	1.3%	1.1%	0.7%	0.3%	1.7%	1.6%	1.5%	1.4%	1.2%
Unleveraged IRR w/ Reversion at YR 30			2.8%	2.2%	0.0%	0.0%	0.0%	3.3%	3.1%	2.8%	2.3%	1.8%
Leveraged IRR w/ Reversion at YR 30			0.0%	0.0%	0.0%	0.0%	0.0%	2.8%	0.0%	0.0%	0.0%	0.0%

Table F-12: Feasibility Analysis Results: Low-Rise Rental, Moderate Market

	Baseline		60% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$420.57	\$419.55	\$419.03	\$416.96	\$415.36	\$425.25	\$425.51	\$425.74	\$426.18	\$426.56
Total Dev. Cost per Unit			\$387,444	\$383,302	\$379,676	\$371,680	\$364,355	\$405,321	\$405,562	\$405,788	\$406,199	\$406,565
Acquisition Cost PSF			\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79
Avg. Annual Rent PSF - Affordable			\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$475.80	\$475.96	\$476.11	\$476.40	\$476.65
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$355,658	\$355,780	\$355,896	\$356,108	\$356,298
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			3.7%	3.5%	3.3%	2.9%	2.5%	3.9%	3.8%	3.7%	3.5%	3.4%
Unleveraged IRR w/ Reversion at YR 30			5.2%	4.8%	4.3%	3.2%	1.8%	4.8%	4.6%	4.4%	4.0%	3.6%
Leveraged IRR w/ Reversion at YR 30			4.8%	4.2%	3.6%	2.0%	0.0%	4.3%	4.0%	3.7%	3.1%	2.5%

Table F-12: Feasibility Analysis Results: Low-Rise Rental, Moderate Market

	Baseline		60% AMI Target										
	Baseline		MIH + 421-a + LIHTC										
	Baseline		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	
<u>Key Assumptions - On-Site Component</u>													
Total Dev. Cost PSF			\$429.43	\$430.87	\$432.55	\$434.77	\$437.39	\$418.24	\$418.72	\$418.97	\$419.43	\$419.84	
Total Dev. Cost per Unit			\$395,607	\$393,641	\$391,926	\$387,561	\$383,684	\$398,631	\$399,091	\$399,331	\$399,771	\$400,163	
Acquisition Cost PSF			\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32	
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66	
Avg. Annual Rent PSF - Market Rate			\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	
Avg. Annual Rent PSF - Affordable			\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a	
<u>Key Assumptions - Off-Site Component</u>													
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$513.13	\$513.52	\$513.72	\$514.08	\$514.40	
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$383,566	\$383,856	\$384,002	\$384,272	\$384,516	
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00	
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96	
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39	
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	
<u>Scenario Yield</u>													
Total Units			110	111	112	114	115	131	137	144	156	168	
Market Rate Units			85	80	74	64	53	106	106	106	106	106	
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0	
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62	
<u>Feasibility Results</u>													
Yield-on-Cost (YOC)			4.1%	4.1%	4.0%	3.8%	3.6%	4.1%	4.2%	4.1%	4.0%	3.9%	
Unleveraged IRR w/ Reversion at YR 30			5.7%	5.6%	5.4%	4.6%	3.6%	5.0%	5.1%	5.0%	4.7%	4.4%	
Leveraged IRR w/ Reversion at YR 30			5.5%	5.4%	5.0%	3.8%	2.1%	4.5%	4.6%	4.4%	4.0%	3.6%	

Table F-12: Feasibility Analysis Results: Low-Rise Rental, Moderate Market

	Baseline		75% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$418.84	\$418.10	\$417.86	\$416.31	\$415.23	\$422.51	\$422.79	\$423.05	\$423.53	\$423.95
Total Dev. Cost per Unit			\$385,855	\$381,978	\$378,610	\$371,108	\$364,247	\$402,704	\$402,970	\$403,220	\$403,674	\$404,077
Acquisition Cost PSF			\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79
Avg. Annual Rent PSF - Affordable			\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$477.63	\$477.61	\$477.61	\$477.61	\$477.63
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$357,025	\$357,016	\$357,012	\$357,015	\$357,028
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			1.7%	1.5%	1.4%	1.1%	0.8%	1.9%	1.8%	1.8%	1.7%	1.6%
Unleveraged IRR w/ Reversion at YR 30			3.2%	2.8%	2.4%	0.0%	0.0%	3.6%	3.4%	3.3%	2.9%	2.6%
Leveraged IRR w/ Reversion at YR 30			0.0%	0.0%	0.0%	0.0%	0.0%	3.1%	2.9%	2.7%	0.0%	0.0%

Table F-12: Feasibility Analysis Results: Low-Rise Rental, Moderate Market

	Baseline		75% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$420.76	\$419.79	\$419.31	\$417.33	\$415.83	\$425.45	\$425.74	\$426.02	\$426.52	\$426.96
Total Dev. Cost per Unit			\$387,618	\$383,517	\$379,931	\$372,016	\$364,767	\$405,506	\$405,786	\$406,048	\$406,526	\$406,950
Acquisition Cost PSF			\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79
Avg. Annual Rent PSF - Affordable			\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$475.76	\$475.96	\$476.15	\$476.49	\$476.80
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$355,632	\$355,780	\$355,919	\$356,175	\$356,405
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			4.0%	3.8%	3.7%	3.4%	3.1%	4.1%	4.0%	4.0%	3.8%	3.7%
Unleveraged IRR w/ Reversion at YR 30			5.5%	5.2%	4.9%	4.1%	3.2%	5.1%	5.0%	4.8%	4.5%	4.3%
Leveraged IRR w/ Reversion at YR 30			5.3%	4.9%	4.4%	3.3%	2.0%	4.7%	4.5%	4.3%	3.8%	3.5%

Table F-12: Feasibility Analysis Results: Low-Rise Rental, Moderate Market

	Baseline		75% AMI Target									
			MIH + 421-a + LIHTC									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF												
Total Dev. Cost per Unit												
Acquisition Cost PSF												
Hard Cost PSF												
Soft Cost PSF												
Avg. Annual Rent PSF - Market Rate												
Avg. Annual Rent PSF - Affordable												
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF												
Total Dev. Cost per Unit					N/A					N/A		
Acquisition Cost PSF		N/A			(d)					(d)		
Hard Cost PSF		(c)										
Soft Cost PSF												
Avg. Annual Rent PSF - Affordable												
<u>Scenario Yield</u>												
Total Units												
Market Rate Units												
Affordable Units - On-Site												
Affordable Units - Off-Site												
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)												
Unleveraged IRR w/ Reversion at YR 30												
Leveraged IRR w/ Reversion at YR 30												

Table F-12: Feasibility Analysis Results: Low-Rise Rental, Moderate Market

	Baseline		90% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$419.05	\$418.36	\$418.16	\$416.73	\$415.75	\$422.69	\$423.00	\$423.30	\$423.84	\$424.32
Total Dev. Cost per Unit			\$386,045	\$382,213	\$378,890	\$371,475	\$364,699	\$402,874	\$403,176	\$403,458	\$403,973	\$404,430
Acquisition Cost PSF			\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79
Avg. Annual Rent PSF - Affordable			\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$477.78	\$477.80	\$477.82	\$477.88	\$477.94
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$357,138	\$357,152	\$357,171	\$357,214	\$357,263
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			1.9%	1.8%	1.7%	1.5%	1.3%	2.1%	2.0%	2.0%	1.9%	1.9%
Unleveraged IRR w/ Reversion at YR 30			3.5%	3.3%	3.0%	2.3%	0.0%	3.9%	3.8%	3.7%	3.4%	3.2%
Leveraged IRR w/ Reversion at YR 30			3.0%	2.7%	0.0%	0.0%	0.0%	3.4%	3.3%	3.1%	2.8%	0.0%

Table F-12: Feasibility Analysis Results: Low-Rise Rental, Moderate Market

	Baseline		90% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$420.96	\$420.05	\$419.62	\$417.75	\$416.34	\$425.63	\$425.96	\$426.27	\$426.83	\$427.33
Total Dev. Cost per Unit			\$387,807	\$383,752	\$380,211	\$372,383	\$365,219	\$405,676	\$405,992	\$406,287	\$406,826	\$407,303
Acquisition Cost PSF			\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79	\$29.79
Avg. Annual Rent PSF - Affordable			\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$475.91	\$476.14	\$476.36	\$476.76	\$477.11
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$355,745	\$355,916	\$356,078	\$356,375	\$356,640
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			4.2%	4.1%	4.0%	3.8%	3.6%	4.3%	4.2%	4.2%	4.1%	4.0%
Unleveraged IRR w/ Reversion at YR 30			5.8%	5.6%	5.4%	4.9%	4.3%	5.4%	5.3%	5.2%	5.0%	4.9%
Leveraged IRR w/ Reversion at YR 30			5.8%	5.4%	5.1%	4.4%	3.5%	5.1%	4.9%	4.8%	4.5%	4.3%

Table F-12: Feasibility Analysis Results: Low-Rise Rental, Moderate Market

	Baseline		90% AMI Target									
			MIH + 421-a + LIHTC									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF												
Total Dev. Cost per Unit												
Acquisition Cost PSF												
Hard Cost PSF												
Soft Cost PSF												
Avg. Annual Rent PSF - Market Rate												
Avg. Annual Rent PSF - Affordable												
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF												
Total Dev. Cost per Unit					N/A					N/A		
Acquisition Cost PSF		N/A			(d)					(d)		
Hard Cost PSF		(c)										
Soft Cost PSF												
Avg. Annual Rent PSF - Affordable												
<u>Scenario Yield</u>												
Total Units												
Market Rate Units												
Affordable Units - On-Site												
Affordable Units - Off-Site												
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)												
Unleveraged IRR w/ Reversion at YR 30												
Leveraged IRR w/ Reversion at YR 30												

Notes:

- (a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.
- (b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.
- (c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.
- (d) Projects that do not provide at least 20% of units at or below 50% AMI or 25% of units at or below 60% AMI do not qualify for LIHTC credits; for this reason, this analysis does not test the impact of LIHTC credits under the 75% AMI or 90% AMI blended target levels; note that under the 60% AMI blended target level, the blended average AMI target corresponding to a 20% set-aside is modified to 50% AMI in order to allow for LIHTC eligibility.

Source: BAE, 2015.

Table F-13: Feasibility Analysis Results: Low-Rise Rental, Weak Market

	Baseline		60% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$362.16	\$361.31	\$360.95	\$359.19	\$357.90	\$364.94	\$364.93	\$364.93	\$364.92	\$364.91
Total Dev. Cost per Unit			\$333,637	\$330,090	\$327,050	\$320,190	\$313,958	\$347,830	\$347,825	\$347,821	\$347,813	\$347,806
Acquisition Cost PSF			\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84
Avg. Annual Rent PSF - Affordable			\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$350.75	\$350.52	\$350.31	\$349.94	\$349.62
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$262,188	\$262,015	\$261,856	\$261,577	\$261,338
Acquisition Cost PSF		N/A	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF		(c)	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			1.3%	1.2%	1.0%	0.7%	0.4%	1.6%	1.5%	1.5%	1.3%	1.2%
Unleveraged IRR w/ Reversion at YR 30			2.5%	2.0%	0.0%	0.0%	0.0%	3.0%	2.8%	2.7%	2.3%	1.9%
Leveraged IRR w/ Reversion at YR 30			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table F-13: Feasibility Analysis Results: Low-Rise Rental, Weak Market

	Baseline		60% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$363.29	\$362.27	\$361.75	\$359.67	\$358.07	\$366.80	\$366.80	\$366.81	\$366.81	\$366.82
Total Dev. Cost per Unit			\$334,673	\$330,965	\$327,770	\$320,613	\$314,104	\$349,606	\$349,610	\$349,613	\$349,620	\$349,626
Acquisition Cost PSF			\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84
Avg. Annual Rent PSF - Affordable			\$17.61	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$349.17	\$349.09	\$349.02	\$348.89	\$348.78
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$261,006	\$260,946	\$260,891	\$260,793	\$260,711
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$17.61	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			3.2%	3.1%	2.9%	2.6%	2.3%	3.5%	3.4%	3.3%	3.2%	3.1%
Unleveraged IRR w/ Reversion at YR 30			4.6%	4.2%	3.8%	2.9%	1.8%	4.4%	4.2%	4.1%	3.8%	3.5%
Leveraged IRR w/ Reversion at YR 30			4.0%	3.5%	3.0%	0.0%	0.0%	3.7%	3.5%	3.3%	2.9%	2.5%

Table F-13: Feasibility Analysis Results: Low-Rise Rental, Weak Market

	Baseline		60% AMI Target									
	Baseline		MIH + 421-a + LIHTC									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 50% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$372.17	\$373.61	\$375.30	\$377.53	\$380.17	\$360.56	\$360.83	\$360.89	\$360.99	\$361.08
Total Dev. Cost per Unit			\$342,858	\$341,329	\$340,051	\$336,536	\$333,489	\$343,654	\$343,913	\$343,969	\$344,069	\$344,158
Acquisition Cost PSF			\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84
Avg. Annual Rent PSF - Affordable			\$14.52	\$17.61	\$17.61	\$17.61	\$17.61	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$386.60	\$386.74	\$386.72	\$386.67	\$386.63
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$288,983	\$289,091	\$289,070	\$289,036	\$289,008
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$14.52	\$17.61	\$17.61	\$17.61	\$17.61
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			3.6%	3.7%	3.7%	3.6%	3.5%	3.7%	3.8%	3.8%	3.8%	3.8%
Unleveraged IRR w/ Reversion at YR 30			5.1%	5.2%	5.0%	4.6%	3.9%	4.6%	4.8%	4.7%	4.6%	4.5%
Leveraged IRR w/ Reversion at YR 30			4.6%	4.8%	4.5%	3.8%	2.7%	3.9%	4.1%	4.1%	3.9%	3.7%

Table F-13: Feasibility Analysis Results: Low-Rise Rental, Weak Market

	Baseline		75% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$362.35	\$361.54	\$361.23	\$359.57	\$358.37	\$365.13	\$365.17	\$365.20	\$365.26	\$365.32
Total Dev. Cost per Unit			\$333,810	\$330,305	\$327,306	\$320,525	\$314,370	\$348,015	\$348,050	\$348,081	\$348,140	\$348,191
Acquisition Cost PSF			\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84
Avg. Annual Rent PSF - Affordable			\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$350.72	\$350.52	\$350.34	\$350.03	\$349.76
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$262,162	\$262,014	\$261,879	\$261,644	\$261,445
Acquisition Cost PSF		N/A	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF		(c)	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			1.6%	1.5%	1.4%	1.2%	1.1%	1.8%	1.8%	1.8%	1.7%	1.7%
Unleveraged IRR w/ Reversion at YR 30			2.9%	2.6%	2.4%	0.0%	0.0%	3.4%	3.3%	3.2%	3.0%	2.8%
Leveraged IRR w/ Reversion at YR 30			0.0%	0.0%	0.0%	0.0%	0.0%	2.9%	2.7%	0.0%	0.0%	0.0%

Table F-13: Feasibility Analysis Results: Low-Rise Rental, Weak Market

	Baseline		75% AMI Target									
			MIH + 421-a Benefit									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$363.47	\$362.50	\$362.03	\$360.04	\$358.54	\$366.99	\$367.04	\$367.08	\$367.16	\$367.23
Total Dev. Cost per Unit			\$334,846	\$331,180	\$328,026	\$320,948	\$314,516	\$349,791	\$349,834	\$349,874	\$349,947	\$350,012
Acquisition Cost PSF			\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84
Avg. Annual Rent PSF - Affordable			\$22.24	\$22.24	\$22.24	\$22.24	\$22.24	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$349.14	\$349.09	\$349.05	\$348.98	\$348.92
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$260,980	\$260,945	\$260,914	\$260,861	\$260,817
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$22.24	\$22.24	\$22.24	\$22.24	\$22.24
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			3.5%	3.4%	3.3%	3.1%	3.0%	3.7%	3.7%	3.6%	3.6%	3.6%
Unleveraged IRR w/ Reversion at YR 30			5.0%	4.8%	4.5%	4.0%	3.4%	4.7%	4.7%	4.6%	4.4%	4.3%
Leveraged IRR w/ Reversion at YR 30			4.6%	4.2%	3.9%	3.2%	2.3%	4.2%	4.1%	4.0%	3.8%	3.6%

Table F-13: Feasibility Analysis Results: Low-Rise Rental, Weak Market

	Baseline		75% AMI Target									
			MIH + 421-a + LIHTC									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF												
Total Dev. Cost per Unit												
Acquisition Cost PSF												
Hard Cost PSF												
Soft Cost PSF												
Avg. Annual Rent PSF - Market Rate												
Avg. Annual Rent PSF - Affordable												
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF												
Total Dev. Cost per Unit					N/A					N/A		
Acquisition Cost PSF		N/A			(d)					(d)		
Hard Cost PSF		(c)										
Soft Cost PSF												
Avg. Annual Rent PSF - Affordable												
<u>Scenario Yield</u>												
Total Units												
Market Rate Units												
Affordable Units - On-Site												
Affordable Units - Off-Site												
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)												
Unleveraged IRR w/ Reversion at YR 30												
Leveraged IRR w/ Reversion at YR 30												

Table F-13: Feasibility Analysis Results: Low-Rise Rental, Weak Market

	Baseline		90% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$362.56	\$361.80	\$361.54	\$359.98	\$358.89	\$365.31	\$365.38	\$365.45	\$365.58	\$365.69
Total Dev. Cost per Unit			\$334,000	\$330,540	\$327,586	\$320,892	\$314,822	\$348,185	\$348,255	\$348,320	\$348,439	\$348,544
Acquisition Cost PSF			\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84
Avg. Annual Rent PSF - Affordable			\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$350.87	\$350.70	\$350.55	\$350.29	\$350.07
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$262,275	\$262,151	\$262,038	\$261,843	\$261,680
Acquisition Cost PSF		N/A	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF		(c)	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			1.8%	1.8%	1.8%	1.7%	1.6%	2.0%	2.0%	2.0%	2.0%	2.1%
Unleveraged IRR w/ Reversion at YR 30			3.4%	3.2%	3.0%	2.7%	2.3%	3.8%	3.7%	3.7%	3.6%	3.6%
Leveraged IRR w/ Reversion at YR 30			2.8%	0.0%	0.0%	0.0%	0.0%	3.2%	3.2%	3.1%	3.1%	3.0%

Table F-13: Feasibility Analysis Results: Low-Rise Rental, Weak Market

	Baseline		90% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$363.68	\$362.76	\$362.34	\$360.46	\$359.06	\$367.17	\$367.25	\$367.33	\$367.47	\$367.60
Total Dev. Cost per Unit			\$335,036	\$331,415	\$328,306	\$321,316	\$314,968	\$349,961	\$350,039	\$350,113	\$350,246	\$350,365
Acquisition Cost PSF			\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Annual Rent PSF - Market Rate			\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84	\$23.84
Avg. Annual Rent PSF - Affordable			\$26.88	\$26.88	\$26.88	\$26.88	\$26.88	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$349.29	\$349.27	\$349.26	\$349.24	\$349.23
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$261,093	\$261,082	\$261,073	\$261,060	\$261,053
Acquisition Cost PSF		N/A	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF		(c)	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Annual Rent PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$26.88	\$26.88	\$26.88	\$26.88	\$26.88
<u>Scenario Yield</u>												
Total Units			110	111	112	114	115	131	137	144	156	168
Market Rate Units			85	80	74	64	53	106	106	106	106	106
Affordable Units - On-Site			25	31	37	50	62	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	25	31	37	50	62
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)			3.7%	3.7%	3.7%	3.6%	3.6%	3.9%	3.9%	3.9%	3.9%	4.0%
Unleveraged IRR w/ Reversion at YR 30			5.4%	5.2%	5.1%	4.9%	4.6%	5.1%	5.0%	5.0%	5.0%	5.0%
Leveraged IRR w/ Reversion at YR 30			5.1%	4.9%	4.7%	4.3%	3.9%	4.6%	4.6%	4.6%	4.6%	4.6%

Table F-13: Feasibility Analysis Results: Low-Rise Rental, Weak Market

	Baseline		90% AMI Target									
			MIH + 421-a + LIHTC									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF												
Total Dev. Cost per Unit												
Acquisition Cost PSF												
Hard Cost PSF												
Soft Cost PSF												
Avg. Annual Rent PSF - Market Rate												
Avg. Annual Rent PSF - Affordable												
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF												
Total Dev. Cost per Unit					N/A					N/A		
Acquisition Cost PSF		N/A			(d)					(d)		
Hard Cost PSF		(c)										
Soft Cost PSF												
Avg. Annual Rent PSF - Affordable												
<u>Scenario Yield</u>												
Total Units												
Market Rate Units												
Affordable Units - On-Site												
Affordable Units - Off-Site												
<u>Feasibility Results</u>												
Yield-on-Cost (YOC)												
Unleveraged IRR w/ Reversion at YR 30												
Leveraged IRR w/ Reversion at YR 30												

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.

(d) Projects that do not provide at least 20% of units at or below 50% AMI or 25% of units at or below 60% AMI do not qualify for LIHTC credits; for this reason, this analysis does not test the impact of LIHTC credits under the 75% AMI or 90% AMI blended target levels; note that under the 60% AMI blended target level, the blended average AMI target corresponding to a 20% set-aside is modified to 50% AMI in order to allow for LIHTC eligibility.

Source: BAE, 2015.

Appendix G: Financial Feasibility Analysis Results – Condominium

Table G-1: Feasibility Analysis Results:

High-Rise Condominium, Very Strong Market

Very Strong Market Scenarios												
		60% AMI Target										
Baseline		MIH + 421-a Benefit										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$1,000.69	\$994.73	\$787.23	\$785.10	\$783.25	\$780.41	\$778.68	\$799.29	\$799.91	\$800.56	\$802.00	\$803.58
Total Dev. Cost per Unit	\$1,322,787	\$1,314,915	\$1,040,622	\$1,037,802	\$1,035,361	\$1,031,605	\$1,029,315	\$1,056,561	\$1,057,379	\$1,058,244	\$1,060,149	\$1,062,227
Acquisition Cost PSF	\$550.00	\$550.00	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92
Hard Cost PSF	\$301.51	\$301.51	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76
Soft Cost PSF	\$60.30	\$60.30	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15
Avg. Sale Price PSF - Market Rate	\$2,045.33	\$2,150.86	\$2,458.37	\$2,458.37	\$2,458.37	\$2,458.37	\$2,458.37	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$933.90	\$934.36	\$934.84	\$935.89	\$937.05
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$1,135,742	\$1,136,294	\$1,136,878	\$1,138,163	\$1,139,566
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$271.96	\$271.96	\$271.96	\$271.96	\$271.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$54.39	\$54.39	\$54.39	\$54.39	\$54.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
Scenario Yield												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	80	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	20	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
Feasibility Results												
Return-on-Cost (ROC)	94.3%	67.3%	148.7%	132.7%	117.1%	86.7%	56.3%	138.2%	128.3%	119.2%	103.1%	89.3%
Unleveraged IRR	26.6%	21.4%	36.6%	34.6%	32.3%	26.2%	19.1%	31.0%	29.2%	27.5%	24.4%	21.7%
Leveraged IRR	42.9%	34.1%	56.3%	53.5%	49.9%	39.9%	27.4%	46.7%	43.7%	40.9%	35.7%	30.9%

Table G-1: Feasibility Analysis Results: High-Rise Condominium, Very Strong Market

	Baseline		75% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$1,000.69	\$994.73	\$785.94	\$783.81	\$781.96	\$779.12	\$777.39	\$799.23	\$799.84	\$800.48	\$801.91	\$803.46
Total Dev. Cost per Unit	\$1,322,787	\$1,314,915	\$1,038,915	\$1,036,096	\$1,033,654	\$1,029,898	\$1,027,609	\$1,056,488	\$1,057,291	\$1,058,141	\$1,060,019	\$1,062,073
Acquisition Cost PSF	\$550.00	\$550.00	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92
Hard Cost PSF	\$301.51	\$301.51	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76
Soft Cost PSF	\$60.30	\$60.30	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15
Avg. Sale Price PSF - Market Rate	\$2,045.33	\$2,150.86	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$933.86	\$934.31	\$934.78	\$935.82	\$936.96
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$1,135,693	\$1,136,234	\$1,136,808	\$1,138,076	\$1,139,461
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$271.96	\$271.96	\$271.96	\$271.96	\$271.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$54.39	\$54.39	\$54.39	\$54.39	\$54.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	80	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	20	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	94.3%	67.3%	131.1%	116.7%	102.5%	75.0%	47.4%	138.4%	128.6%	119.6%	103.6%	89.9%
Unleveraged IRR	26.6%	21.4%	33.4%	31.6%	29.3%	23.5%	16.6%	31.1%	29.3%	27.6%	24.6%	21.8%
Leveraged IRR	42.9%	34.1%	50.0%	47.3%	43.8%	34.3%	22.2%	46.7%	43.8%	41.0%	35.9%	31.1%

Table G-1: Feasibility Analysis Results:

High-Rise Condominium, Very Strong Market

	Baseline		75% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$1,000.69	\$994.73	\$787.23	\$785.10	\$783.25	\$780.41	\$778.68	\$799.29	\$799.91	\$800.56	\$802.00	\$803.58
Total Dev. Cost per Unit	\$1,322,787	\$1,314,915	\$1,040,622	\$1,037,802	\$1,035,361	\$1,031,605	\$1,029,315	\$1,056,561	\$1,057,379	\$1,058,244	\$1,060,149	\$1,062,227
Acquisition Cost PSF	\$550.00	\$550.00	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92
Hard Cost PSF	\$301.51	\$301.51	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76
Soft Cost PSF	\$60.30	\$60.30	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15
Avg. Sale Price PSF - Market Rate	\$2,045.33	\$2,150.86	\$2,458.37	\$2,458.37	\$2,458.37	\$2,458.37	\$2,458.37	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$933.90	\$934.36	\$934.84	\$935.89	\$937.05
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$1,135,742	\$1,136,294	\$1,136,878	\$1,138,163	\$1,139,566
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$271.96	\$271.96	\$271.96	\$271.96	\$271.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$54.39	\$54.39	\$54.39	\$54.39	\$54.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	80	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	20	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	94.3%	67.3%	149.7%	134.0%	118.6%	88.7%	58.8%	139.0%	129.3%	120.3%	104.5%	90.9%
Unleveraged IRR	26.6%	21.4%	36.8%	34.9%	32.6%	26.8%	19.9%	31.2%	29.4%	27.8%	24.7%	22.0%
Leveraged IRR	42.9%	34.1%	56.7%	54.0%	50.6%	40.9%	28.8%	47.0%	44.1%	41.4%	36.3%	31.6%

Table G-1: Feasibility Analysis Results: High-Rise Condominium, Very Strong Market

	Baseline		90% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$1,000.69	\$994.73	\$785.94	\$783.81	\$781.96	\$779.12	\$777.39	\$799.23	\$799.84	\$800.48	\$801.91	\$803.46
Total Dev. Cost per Unit	\$1,322,787	\$1,314,915	\$1,038,915	\$1,036,096	\$1,033,654	\$1,029,898	\$1,027,609	\$1,056,488	\$1,057,291	\$1,058,141	\$1,060,019	\$1,062,073
Acquisition Cost PSF	\$550.00	\$550.00	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92
Hard Cost PSF	\$301.51	\$301.51	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76
Soft Cost PSF	\$60.30	\$60.30	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15
Avg. Sale Price PSF - Market Rate	\$2,045.33	\$2,150.86	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$933.86	\$934.31	\$934.78	\$935.82	\$936.96
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$1,135,693	\$1,136,234	\$1,136,808	\$1,138,076	\$1,139,461
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$271.96	\$271.96	\$271.96	\$271.96	\$271.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$54.39	\$54.39	\$54.39	\$54.39	\$54.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	80	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	20	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	94.3%	67.3%	132.1%	117.9%	104.0%	77.0%	49.9%	139.2%	129.6%	120.7%	105.0%	91.5%
Unleveraged IRR	26.6%	21.4%	33.7%	31.9%	29.7%	24.1%	17.4%	31.3%	29.5%	27.9%	24.9%	22.2%
Leveraged IRR	42.9%	34.1%	50.4%	47.8%	44.4%	35.2%	23.7%	47.0%	44.2%	41.5%	36.4%	31.8%

Table G-1: Feasibility Analysis Results: High-Rise Condominium, Very Strong Market

	Baseline		90% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$1,000.69	\$994.73	\$787.23	\$785.10	\$783.25	\$780.41	\$778.68	\$799.29	\$799.91	\$800.56	\$802.00	\$803.58
Total Dev. Cost per Unit	\$1,322,787	\$1,314,915	\$1,040,622	\$1,037,802	\$1,035,361	\$1,031,605	\$1,029,315	\$1,056,561	\$1,057,379	\$1,058,244	\$1,060,149	\$1,062,227
Acquisition Cost PSF	\$550.00	\$550.00	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92	\$275.92
Hard Cost PSF	\$301.51	\$301.51	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76	\$370.76
Soft Cost PSF	\$60.30	\$60.30	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15	\$74.15
Avg. Sale Price PSF - Market Rate	\$2,045.33	\$2,150.86	\$2,458.37	\$2,458.37	\$2,458.37	\$2,458.37	\$2,458.37	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66	\$2,348.66
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$933.90	\$934.36	\$934.84	\$935.89	\$937.05
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$1,135,742	\$1,136,294	\$1,136,878	\$1,138,163	\$1,139,566
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$271.96	\$271.96	\$271.96	\$271.96	\$271.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$54.39	\$54.39	\$54.39	\$54.39	\$54.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
Scenario Yield												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	80	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	20	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
Feasibility Results												
Return-on-Cost (ROC)	94.3%	67.3%	150.8%	135.3%	120.1%	90.7%	61.3%	139.8%	130.3%	121.5%	105.9%	92.5%
Unleveraged IRR	26.6%	21.4%	37.0%	35.2%	33.0%	27.3%	20.7%	31.4%	29.6%	28.0%	25.0%	22.4%
Leveraged IRR	42.9%	34.1%	57.1%	54.5%	51.2%	41.9%	30.3%	47.3%	44.5%	41.8%	36.8%	32.3%

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.

Source: BAE, 2015.

Table G-2: Feasibility Analysis Results:

High-Rise Condominium, Strong Market

		Strong Market Scenarios										
		60% AMI Target										
Baseline		MIH ONLY										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$750.01	\$740.43	\$654.80	\$651.65	\$648.75	\$643.87	\$639.74	\$669.78	\$669.96	\$670.20	\$670.84	\$671.67
Total Dev. Cost per Unit	\$991,424	\$978,760	\$865,564	\$861,404	\$857,570	\$851,119	\$845,652	\$885,369	\$885,605	\$885,916	\$886,773	\$887,868
Acquisition Cost PSF	\$325.00	\$325.00	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04
Hard Cost PSF	\$302.65	\$298.42	\$367.58	\$366.52	\$365.45	\$363.48	\$361.36	\$371.82	\$371.82	\$371.82	\$371.82	\$371.82
Soft Cost PSF	\$60.53	\$59.68	\$73.52	\$73.30	\$73.09	\$72.70	\$72.27	\$74.36	\$74.36	\$74.36	\$74.36	\$74.36
Avg. Sale Price PSF - Market Rate	\$1,247.72	\$1,396.70	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$668.38	\$668.51	\$668.67	\$669.10	\$669.67
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$812,839	\$812,987	\$813,181	\$813,715	\$814,397
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
Scenario Yield												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	80	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	20	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
Feasibility Results												
Return-on-Cost (ROC)	56.0%	46.1%	67.3%	57.3%	47.4%	28.0%	8.4%	75.9%	69.6%	63.8%	53.3%	44.1%
Unleveraged IRR	18.3%	16.4%	20.5%	18.5%	16.2%	10.4%	3.5%	20.2%	18.8%	17.4%	14.8%	12.5%
Leveraged IRR	26.4%	23.4%	28.3%	25.1%	21.1%	10.6%	0.0%	28.1%	25.6%	23.1%	18.6%	14.4%

Table G-2: Feasibility Analysis Results:

High-Rise Condominium, Strong Market

		Strong Market Scenarios										
		60% AMI Target										
Baseline		MIH + 421-a Benefit										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$750.01	\$740.43	\$656.02	\$652.87	\$649.97	\$645.09	\$640.96	\$669.81	\$670.00	\$670.24	\$670.89	\$671.73
Total Dev. Cost per Unit	\$991,424	\$978,760	\$867,179	\$863,018	\$859,184	\$852,733	\$847,266	\$885,405	\$885,650	\$885,969	\$886,839	\$887,946
Acquisition Cost PSF	\$325.00	\$325.00	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04
Hard Cost PSF	\$302.65	\$298.42	\$367.58	\$366.52	\$365.45	\$363.48	\$361.36	\$371.82	\$371.82	\$371.82	\$371.82	\$371.82
Soft Cost PSF	\$60.53	\$59.68	\$73.52	\$73.30	\$73.09	\$72.70	\$72.27	\$74.36	\$74.36	\$74.36	\$74.36	\$74.36
Avg. Sale Price PSF - Market Rate	\$1,247.72	\$1,396.70	\$1,584.53	\$1,584.53	\$1,584.53	\$1,584.53	\$1,584.53	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$668.40	\$668.53	\$668.69	\$669.14	\$669.71
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$812,862	\$813,015	\$813,213	\$813,756	\$814,446
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
Scenario Yield												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	80	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	20	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
Feasibility Results												
Return-on-Cost (ROC)	56.0%	46.1%	92.4%	80.7%	69.2%	46.6%	23.9%	76.3%	70.1%	64.3%	54.0%	44.9%
Unleveraged IRR	18.3%	16.4%	26.6%	24.6%	22.3%	16.4%	9.4%	20.3%	18.9%	17.5%	15.0%	12.7%
Leveraged IRR	26.4%	23.4%	39.2%	36.2%	32.3%	22.0%	8.4%	28.3%	25.8%	23.4%	18.9%	14.7%

Table G-2: Feasibility Analysis Results:

High-Rise Condominium, Strong Market

	75% AMI Target											
	Baseline		MIH ONLY									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$750.01	\$740.43	\$654.80	\$651.65	\$648.75	\$643.87	\$639.74	\$669.78	\$669.96	\$670.20	\$670.84	\$671.67
Total Dev. Cost per Unit	\$991,424	\$978,760	\$865,564	\$861,404	\$857,570	\$851,119	\$845,652	\$885,369	\$885,605	\$885,916	\$886,773	\$887,868
Acquisition Cost PSF	\$325.00	\$325.00	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04
Hard Cost PSF	\$302.65	\$298.42	\$367.58	\$366.52	\$365.45	\$363.48	\$361.36	\$371.82	\$371.82	\$371.82	\$371.82	\$371.82
Soft Cost PSF	\$60.53	\$59.68	\$73.52	\$73.30	\$73.09	\$72.70	\$72.27	\$74.36	\$74.36	\$74.36	\$74.36	\$74.36
Avg. Sale Price PSF - Market Rate	\$1,247.72	\$1,396.70	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$668.38	\$668.51	\$668.67	\$669.10	\$669.67
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$812,839	\$812,987	\$813,181	\$813,715	\$814,397
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	80	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	20	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	56.0%	46.1%	68.5%	58.8%	49.2%	30.4%	11.3%	76.9%	70.8%	65.1%	55.0%	46.1%
Unleveraged IRR	18.3%	16.4%	20.9%	19.0%	16.7%	11.3%	4.7%	20.5%	19.1%	17.7%	15.3%	13.1%
Leveraged IRR	26.4%	23.4%	28.9%	25.9%	22.1%	12.2%	0.0%	28.6%	26.1%	23.8%	19.4%	15.4%

Table G-2: Feasibility Analysis Results:

High-Rise Condominium, Strong Market

	Baseline		75% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$750.01	\$740.43	\$656.02	\$652.87	\$649.97	\$645.09	\$640.96	\$669.81	\$670.00	\$670.24	\$670.89	\$671.73
Total Dev. Cost per Unit	\$991,424	\$978,760	\$867,179	\$863,018	\$859,184	\$852,733	\$847,266	\$885,405	\$885,650	\$885,969	\$886,839	\$887,946
Acquisition Cost PSF	\$325.00	\$325.00	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04
Hard Cost PSF	\$302.65	\$298.42	\$367.58	\$366.52	\$365.45	\$363.48	\$361.36	\$371.82	\$371.82	\$371.82	\$371.82	\$371.82
Soft Cost PSF	\$60.53	\$59.68	\$73.52	\$73.30	\$73.09	\$72.70	\$72.27	\$74.36	\$74.36	\$74.36	\$74.36	\$74.36
Avg. Sale Price PSF - Market Rate	\$1,247.72	\$1,396.70	\$1,584.53	\$1,584.53	\$1,584.53	\$1,584.53	\$1,584.53	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$668.40	\$668.53	\$668.69	\$669.14	\$669.71
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$812,862	\$813,015	\$813,213	\$813,756	\$814,446
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
Scenario Yield												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	80	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	20	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
Feasibility Results												
Return-on-Cost (ROC)	56.0%	46.1%	93.7%	82.2%	71.0%	49.1%	27.0%	77.3%	71.3%	65.7%	55.7%	46.9%
Unleveraged IRR	18.3%	16.4%	26.9%	25.0%	22.8%	17.2%	10.5%	20.6%	19.2%	17.9%	15.5%	13.3%
Leveraged IRR	26.4%	23.4%	39.8%	36.9%	33.3%	23.4%	10.7%	28.8%	26.4%	24.1%	19.8%	15.8%

Table G-2: Feasibility Analysis Results:

High-Rise Condominium, Strong Market

	Baseline		90% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$750.01	\$740.43	\$654.80	\$651.65	\$648.75	\$643.87	\$639.74	\$669.78	\$669.96	\$670.20	\$670.84	\$671.67
Total Dev. Cost per Unit	\$991,424	\$978,760	\$865,564	\$861,404	\$857,570	\$851,119	\$845,652	\$885,369	\$885,605	\$885,916	\$886,773	\$887,868
Acquisition Cost PSF	\$325.00	\$325.00	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04
Hard Cost PSF	\$302.65	\$298.42	\$367.58	\$366.52	\$365.45	\$363.48	\$361.36	\$371.82	\$371.82	\$371.82	\$371.82	\$371.82
Soft Cost PSF	\$60.53	\$59.68	\$73.52	\$73.30	\$73.09	\$72.70	\$72.27	\$74.36	\$74.36	\$74.36	\$74.36	\$74.36
Avg. Sale Price PSF - Market Rate	\$1,247.72	\$1,396.70	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$668.38	\$668.51	\$668.67	\$669.10	\$669.67
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$812,839	\$812,987	\$813,181	\$813,715	\$814,397
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	80	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	20	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	56.0%	46.1%	69.7%	60.3%	51.0%	32.8%	14.3%	77.9%	72.0%	66.5%	56.7%	48.1%
Unleveraged IRR	18.3%	16.4%	21.2%	19.4%	17.3%	12.1%	5.9%	20.7%	19.4%	18.1%	15.7%	13.6%
Leveraged IRR	26.4%	23.4%	29.5%	26.6%	23.1%	13.8%	1.6%	29.0%	26.7%	24.5%	20.3%	16.4%

Table G-2: Feasibility Analysis Results:

High-Rise Condominium, Strong Market

	Baseline		90% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$750.01	\$740.43	\$656.02	\$652.87	\$649.97	\$645.09	\$640.96	\$669.81	\$670.00	\$670.24	\$670.89	\$671.73
Total Dev. Cost per Unit	\$991,424	\$978,760	\$867,179	\$863,018	\$859,184	\$852,733	\$847,266	\$885,405	\$885,650	\$885,969	\$886,839	\$887,946
Acquisition Cost PSF	\$325.00	\$325.00	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04	\$163.04
Hard Cost PSF	\$302.65	\$298.42	\$367.58	\$366.52	\$365.45	\$363.48	\$361.36	\$371.82	\$371.82	\$371.82	\$371.82	\$371.82
Soft Cost PSF	\$60.53	\$59.68	\$73.52	\$73.30	\$73.09	\$72.70	\$72.27	\$74.36	\$74.36	\$74.36	\$74.36	\$74.36
Avg. Sale Price PSF - Market Rate	\$1,247.72	\$1,396.70	\$1,584.53	\$1,584.53	\$1,584.53	\$1,584.53	\$1,584.53	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76	\$1,432.76
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$668.40	\$668.53	\$668.69	\$669.14	\$669.71
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$812,862	\$813,015	\$813,213	\$813,756	\$814,446
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
Scenario Yield												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	80	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	20	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
Feasibility Results												
Return-on-Cost (ROC)	56.0%	46.1%	94.9%	83.8%	72.9%	51.5%	30.1%	78.3%	72.5%	67.1%	57.4%	48.9%
Unleveraged IRR	18.3%	16.4%	27.3%	25.5%	23.3%	18.0%	11.7%	20.9%	19.5%	18.3%	15.9%	13.8%
Leveraged IRR	26.4%	23.4%	40.4%	37.7%	34.2%	24.9%	12.9%	29.2%	26.9%	24.7%	20.6%	16.8%

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.

Source: BAE, 2015.

Table G-3: Feasibility Analysis Results: High-Rise Condominium, Mid-Market

	60% AMI Target											
	Baseline		MIH ONLY									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$681.51	\$682.36	\$614.02	\$610.98	\$608.18	\$603.44	\$599.40	\$628.03	\$628.12	\$628.27	\$628.74	\$629.40
Total Dev. Cost per Unit	\$900,865	\$902,001	\$811,660	\$807,645	\$803,936	\$797,678	\$792,330	\$830,176	\$830,293	\$830,488	\$831,117	\$831,987
Acquisition Cost PSF	\$275.00	\$275.00	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96
Hard Cost PSF	\$292.65	\$292.65	\$357.58	\$356.52	\$355.45	\$353.48	\$351.36	\$361.82	\$361.82	\$361.82	\$361.82	\$361.82
Soft Cost PSF	\$58.53	\$58.53	\$71.52	\$71.30	\$71.09	\$70.70	\$70.27	\$72.36	\$72.36	\$72.36	\$72.36	\$72.36
Avg. Sale Price PSF - Market Rate	\$543.15	\$600.52	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71
Avg. Sale Price PSF - Affordable	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$602.72	\$602.78	\$602.88	\$603.20	\$603.64
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$732,985	\$733,058	\$733,178	\$733,564	\$734,100
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
<u>Scenario Yield</u>												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	100	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	0	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-3: Feasibility Analysis Results: High-Rise Condominium, Mid-Market

	60% AMI Target											
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$681.51	\$682.36	\$614.93	\$611.89	\$609.08	\$604.35	\$600.30	\$628.85	\$628.93	\$629.06	\$629.50	\$630.13
Total Dev. Cost per Unit	\$900,865	\$902,001	\$812,856	\$808,841	\$805,132	\$798,874	\$793,525	\$831,267	\$831,361	\$831,535	\$832,123	\$832,957
Acquisition Cost PSF	\$275.00	\$275.00	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96
Hard Cost PSF	\$292.65	\$292.65	\$357.58	\$356.52	\$355.45	\$353.48	\$351.36	\$361.82	\$361.82	\$361.82	\$361.82	\$361.82
Soft Cost PSF	\$58.53	\$58.53	\$71.52	\$71.30	\$71.09	\$70.70	\$70.27	\$72.36	\$72.36	\$72.36	\$72.36	\$72.36
Avg. Sale Price PSF - Market Rate	\$543.15	\$600.52	\$735.94	\$735.94	\$735.94	\$735.94	\$735.94	\$682.30	\$682.30	\$682.30	\$682.30	\$682.30
Avg. Sale Price PSF - Affordable	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$603.27	\$603.32	\$603.41	\$603.71	\$604.13
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$733,656	\$733,715	\$733,821	\$734,183	\$734,697
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
<u>Scenario Yield</u>												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	100	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	0	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-3: Feasibility Analysis Results: High-Rise Condominium, Mid-Market

	75% AMI Target											
	Baseline		MIH ONLY									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$681.51	\$682.36	\$614.02	\$610.98	\$608.18	\$603.44	\$599.40	\$628.03	\$628.12	\$628.27	\$628.74	\$629.40
Total Dev. Cost per Unit	\$900,865	\$902,001	\$811,660	\$807,645	\$803,936	\$797,678	\$792,330	\$830,176	\$830,293	\$830,488	\$831,117	\$831,987
Acquisition Cost PSF	\$275.00	\$275.00	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96
Hard Cost PSF	\$292.65	\$292.65	\$357.58	\$356.52	\$355.45	\$353.48	\$351.36	\$361.82	\$361.82	\$361.82	\$361.82	\$361.82
Soft Cost PSF	\$58.53	\$58.53	\$71.52	\$71.30	\$71.09	\$70.70	\$70.27	\$72.36	\$72.36	\$72.36	\$72.36	\$72.36
Avg. Sale Price PSF - Market Rate	\$543.15	\$600.52	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71
Avg. Sale Price PSF - Affordable	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$602.72	\$602.78	\$602.88	\$603.20	\$603.64
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$732,985	\$733,058	\$733,178	\$733,564	\$734,100
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	100	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	0	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-3: Feasibility Analysis Results:

High-Rise Condominium, Mid-Market

	75% AMI Target											
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$681.51	\$682.36	\$614.93	\$611.89	\$609.08	\$604.35	\$600.30	\$628.85	\$628.93	\$629.06	\$629.50	\$630.13
Total Dev. Cost per Unit	\$900,865	\$902,001	\$812,856	\$808,841	\$805,132	\$798,874	\$793,525	\$831,267	\$831,361	\$831,535	\$832,123	\$832,957
Acquisition Cost PSF	\$275.00	\$275.00	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96
Hard Cost PSF	\$292.65	\$292.65	\$357.58	\$356.52	\$355.45	\$353.48	\$351.36	\$361.82	\$361.82	\$361.82	\$361.82	\$361.82
Soft Cost PSF	\$58.53	\$58.53	\$71.52	\$71.30	\$71.09	\$70.70	\$70.27	\$72.36	\$72.36	\$72.36	\$72.36	\$72.36
Avg. Sale Price PSF - Market Rate	\$543.15	\$600.52	\$735.94	\$735.94	\$735.94	\$735.94	\$735.94	\$682.30	\$682.30	\$682.30	\$682.30	\$682.30
Avg. Sale Price PSF - Affordable	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$603.27	\$603.32	\$603.41	\$603.71	\$604.13
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$733,656	\$733,715	\$733,821	\$734,183	\$734,697
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	100	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	0	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-3: Feasibility Analysis Results: High-Rise Condominium, Mid-Market

	90% AMI Target											
	Baseline		MIH ONLY									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$681.51	\$682.36	\$614.02	\$610.98	\$608.18	\$603.44	\$599.40	\$628.03	\$628.12	\$628.27	\$628.74	\$629.40
Total Dev. Cost per Unit	\$900,865	\$902,001	\$811,660	\$807,645	\$803,936	\$797,678	\$792,330	\$830,176	\$830,293	\$830,488	\$831,117	\$831,987
Acquisition Cost PSF	\$275.00	\$275.00	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96
Hard Cost PSF	\$292.65	\$292.65	\$357.58	\$356.52	\$355.45	\$353.48	\$351.36	\$361.82	\$361.82	\$361.82	\$361.82	\$361.82
Soft Cost PSF	\$58.53	\$58.53	\$71.52	\$71.30	\$71.09	\$70.70	\$70.27	\$72.36	\$72.36	\$72.36	\$72.36	\$72.36
Avg. Sale Price PSF - Market Rate	\$543.15	\$600.52	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71	\$623.71
Avg. Sale Price PSF - Affordable	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$602.72	\$602.78	\$602.88	\$603.20	\$603.64
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$732,985	\$733,058	\$733,178	\$733,564	\$734,100
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	100	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	0	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-3: Feasibility Analysis Results: High-Rise Condominium, Mid-Market

	90% AMI Target											
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$681.51	\$682.36	\$614.93	\$611.89	\$609.08	\$604.35	\$600.30	\$628.85	\$628.93	\$629.06	\$629.50	\$630.13
Total Dev. Cost per Unit	\$900,865	\$902,001	\$812,856	\$808,841	\$805,132	\$798,874	\$793,525	\$831,267	\$831,361	\$831,535	\$832,123	\$832,957
Acquisition Cost PSF	\$275.00	\$275.00	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96	\$137.96
Hard Cost PSF	\$292.65	\$292.65	\$357.58	\$356.52	\$355.45	\$353.48	\$351.36	\$361.82	\$361.82	\$361.82	\$361.82	\$361.82
Soft Cost PSF	\$58.53	\$58.53	\$71.52	\$71.30	\$71.09	\$70.70	\$70.27	\$72.36	\$72.36	\$72.36	\$72.36	\$72.36
Avg. Sale Price PSF - Market Rate	\$543.15	\$600.52	\$735.94	\$735.94	\$735.94	\$735.94	\$735.94	\$682.30	\$682.30	\$682.30	\$682.30	\$682.30
Avg. Sale Price PSF - Affordable	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$603.27	\$603.32	\$603.41	\$603.71	\$604.13
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$733,656	\$733,715	\$733,821	\$734,183	\$734,697
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	100	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	0	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for Source: BAE, 2015.

Table G-4: Feasibility Analysis Results: High-Rise Condominium, Moderate Market

Moderate Market Scenarios												
60% AMI Target												
Baseline	MIH ONLY											
	On-Site Affordability					Off-Site Affordability						
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$540.07	\$540.69	\$536.64	\$533.80	\$531.17	\$526.70	\$522.80	\$548.25	\$548.09	\$548.00	\$548.01	\$548.22
Total Dev. Cost per Unit	\$713,908	\$714,730	\$709,376	\$705,623	\$702,141	\$696,227	\$691,079	\$724,719	\$724,507	\$724,384	\$724,396	\$724,676
Acquisition Cost PSF	\$160.00	\$160.00	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Sale Price PSF - Market Rate	\$439.85	\$480.43	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08
Avg. Sale Price PSF - Affordable	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$468.55	\$468.44	\$468.38	\$468.38	\$468.52
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$569,810	\$569,682	\$569,607	\$569,614	\$569,784
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
Scenario Yield												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	100	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	0	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
Feasibility Results												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-4: Feasibility Analysis Results: High-Rise Condominium, Moderate Market

	Moderate Market Scenarios											
	60% AMI Target											
Baseline	MIH + 421-a Benefit											
	On-Site Affordability					Off-Site Affordability						
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$540.07	\$540.69	\$537.10	\$534.26	\$531.64	\$527.18	\$523.30	\$548.83	\$548.66	\$548.55	\$548.54	\$548.73
Total Dev. Cost per Unit	\$713,908	\$714,730	\$709,973	\$706,230	\$702,758	\$696,863	\$691,735	\$725,487	\$725,257	\$725,117	\$725,099	\$725,351
Acquisition Cost PSF	\$160.00	\$160.00	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Sale Price PSF - Market Rate	\$439.85	\$480.43	\$583.71	\$583.71	\$583.71	\$583.71	\$583.71	\$546.19	\$546.19	\$546.19	\$546.19	\$546.19
Avg. Sale Price PSF - Affordable	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$468.93	\$468.81	\$468.74	\$468.74	\$468.86
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$570,276	\$570,137	\$570,052	\$570,041	\$570,193
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
<u>Scenario Yield</u>												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	100	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	0	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-4: Feasibility Analysis Results: High-Rise Condominium, Moderate Market

	75% AMI Target											
	Baseline		MIH ONLY									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$540.07	\$540.69	\$536.64	\$533.80	\$531.17	\$526.70	\$522.80	\$548.25	\$548.09	\$548.00	\$548.01	\$548.22
Total Dev. Cost per Unit	\$713,908	\$714,730	\$709,376	\$705,623	\$702,141	\$696,227	\$691,079	\$724,719	\$724,507	\$724,384	\$724,396	\$724,676
Acquisition Cost PSF	\$160.00	\$160.00	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Sale Price PSF - Market Rate	\$439.85	\$480.43	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08
Avg. Sale Price PSF - Affordable	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$468.55	\$468.44	\$468.38	\$468.38	\$468.52
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$569,810	\$569,682	\$569,607	\$569,614	\$569,784
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	100	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	0	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-4: Feasibility Analysis Results: High-Rise Condominium, Moderate Market

	75% AMI Target											
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$540.07	\$540.69	\$537.10	\$534.26	\$531.64	\$527.18	\$523.30	\$548.83	\$548.66	\$548.55	\$548.54	\$548.73
Total Dev. Cost per Unit	\$713,908	\$714,730	\$709,973	\$706,230	\$702,758	\$696,863	\$691,735	\$725,487	\$725,257	\$725,117	\$725,099	\$725,351
Acquisition Cost PSF	\$160.00	\$160.00	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Sale Price PSF - Market Rate	\$439.85	\$480.43	\$583.71	\$583.71	\$583.71	\$583.71	\$583.71	\$546.19	\$546.19	\$546.19	\$546.19	\$546.19
Avg. Sale Price PSF - Affordable	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$468.93	\$468.81	\$468.74	\$468.74	\$468.86
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$570,276	\$570,137	\$570,052	\$570,041	\$570,193
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	100	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	0	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-4: Feasibility Analysis Results: High-Rise Condominium, Moderate Market

	90% AMI Target													
	Baseline		MIH ONLY											
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability						
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI		
Key Assumptions - On-Site Component														
Total Dev. Cost PSF	\$540.07	\$540.69	\$536.64	\$533.80	\$531.17	\$526.70	\$522.80	\$548.25	\$548.09	\$548.00	\$548.01	\$548.22		
Total Dev. Cost per Unit	\$713,908	\$714,730	\$709,376	\$705,623	\$702,141	\$696,227	\$691,079	\$724,719	\$724,507	\$724,384	\$724,396	\$724,676		
Acquisition Cost PSF	\$160.00	\$160.00	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27		
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82		
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36		
Avg. Sale Price PSF - Market Rate	\$439.85	\$480.43	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08	\$505.08		
Avg. Sale Price PSF - Affordable	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a		
Key Assumptions - Off-Site Component														
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$468.55	\$468.44	\$468.38	\$468.38	\$468.52		
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$569,810	\$569,682	\$569,607	\$569,614	\$569,784		
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00		
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96		
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39		
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30		
Scenario Yield														
Total Units	100	100	200	200	200	200	200	240	250	260	280	300		
Market Rate Units	100	100	160	150	140	120	100	200	200	200	200	200		
Affordable Units - On-Site	0	0	40	50	60	80	100	0	0	0	0	0		
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100		
Feasibility Results														
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		

Table G-4: Feasibility Analysis Results: High-Rise Condominium, Moderate Market

	90% AMI Target											
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$540.07	\$540.69	\$537.10	\$534.26	\$531.64	\$527.18	\$523.30	\$548.83	\$548.66	\$548.55	\$548.54	\$548.73
Total Dev. Cost per Unit	\$713,908	\$714,730	\$709,973	\$706,230	\$702,758	\$696,863	\$691,735	\$725,487	\$725,257	\$725,117	\$725,099	\$725,351
Acquisition Cost PSF	\$160.00	\$160.00	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27	\$80.27
Hard Cost PSF	\$282.65	\$282.65	\$347.58	\$346.52	\$345.45	\$343.48	\$341.36	\$351.82	\$351.82	\$351.82	\$351.82	\$351.82
Soft Cost PSF	\$56.53	\$56.53	\$69.52	\$69.30	\$69.09	\$68.70	\$68.27	\$70.36	\$70.36	\$70.36	\$70.36	\$70.36
Avg. Sale Price PSF - Market Rate	\$439.85	\$480.43	\$583.71	\$583.71	\$583.71	\$583.71	\$583.71	\$546.19	\$546.19	\$546.19	\$546.19	\$546.19
Avg. Sale Price PSF - Affordable	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$468.93	\$468.81	\$468.74	\$468.74	\$468.86
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$570,276	\$570,137	\$570,052	\$570,041	\$570,193
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
Scenario Yield												
Total Units	100	100	200	200	200	200	200	240	250	260	280	300
Market Rate Units	100	100	160	150	140	120	100	200	200	200	200	200
Affordable Units - On-Site	0	0	40	50	60	80	100	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	40	50	60	80	100
Feasibility Results												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for Source: BAE, 2015.

Table G-5: Feasibility Analysis Results: Mid-Rise Condominium, Very Strong Market

Very Strong Market Scenarios												
		60% AMI Target										
Baseline		MIH ONLY										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$982.43	\$978.79	\$818.04	\$816.99	\$816.12	\$814.69	\$813.86	\$824.43	\$824.67	\$824.98	\$825.59	\$826.27
Total Dev. Cost per Unit	\$1,298,645	\$1,293,837	\$1,081,349	\$1,079,957	\$1,078,806	\$1,076,923	\$1,075,817	\$1,089,790	\$1,090,117	\$1,090,527	\$1,091,332	\$1,092,231
Acquisition Cost PSF	\$550.00	\$550.00	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86
Hard Cost PSF	\$292.27	\$292.27	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62
Soft Cost PSF	\$58.45	\$58.45	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32
Avg. Sale Price PSF - Market Rate	\$2,014.30	\$2,115.59	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$939.12	\$939.35	\$939.62	\$940.17	\$940.79
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$1,142,090	\$1,142,361	\$1,142,701	\$1,143,369	\$1,144,115
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$271.96	\$271.96	\$271.96	\$271.96	\$271.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$54.39	\$54.39	\$54.39	\$54.39	\$54.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
Scenario Yield												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	53	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	13	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
Feasibility Results												
Return-on-Cost (ROC)	91.2%	65.3%	86.8%	75.4%	64.4%	42.2%	20.0%	93.7%	85.9%	78.8%	66.0%	55.0%
Unleveraged IRR	28.8%	21.7%	28.6%	25.8%	22.6%	15.6%	7.9%	27.9%	26.0%	24.1%	20.7%	17.7%
Leveraged IRR	47.8%	35.8%	45.9%	41.4%	35.7%	22.6%	5.9%	44.1%	40.7%	37.5%	31.3%	25.6%

Table G-5: Feasibility Analysis Results: Mid-Rise Condominium, Very Strong Market

Very Strong Market Scenarios												
		60% AMI Target										
Baseline		MIH + 421-a Benefit										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$982.43	\$978.79	\$819.18	\$818.13	\$817.26	\$815.83	\$815.00	\$824.48	\$824.74	\$825.06	\$825.69	\$826.38
Total Dev. Cost per Unit	\$1,298,645	\$1,293,837	\$1,082,857	\$1,081,465	\$1,080,314	\$1,078,431	\$1,077,325	\$1,089,861	\$1,090,203	\$1,090,626	\$1,091,456	\$1,092,377
Acquisition Cost PSF	\$550.00	\$550.00	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86
Hard Cost PSF	\$292.27	\$292.27	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62
Soft Cost PSF	\$58.45	\$58.45	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32
Avg. Sale Price PSF - Market Rate	\$2,014.30	\$2,115.59	\$2,150.23	\$2,150.23	\$2,150.23	\$2,150.23	\$2,150.23	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$939.17	\$939.40	\$939.69	\$940.26	\$940.89
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$1,142,149	\$1,142,432	\$1,142,784	\$1,143,472	\$1,144,236
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$271.96	\$271.96	\$271.96	\$271.96	\$271.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$54.39	\$54.39	\$54.39	\$54.39	\$54.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
Scenario Yield												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	53	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	13	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
Feasibility Results												
Return-on-Cost (ROC)	91.2%	65.3%	101.0%	88.7%	76.7%	52.8%	28.9%	94.2%	86.4%	79.3%	66.7%	55.8%
Unleveraged IRR	28.8%	21.7%	32.1%	29.3%	26.0%	18.9%	11.0%	28.0%	26.1%	24.3%	20.9%	17.9%
Leveraged IRR	47.8%	35.8%	53.3%	48.8%	43.0%	29.7%	13.1%	44.4%	41.0%	37.8%	31.7%	26.1%

Table G-5: Feasibility Analysis Results: Mid-Rise Condominium, Very Strong Market

	Baseline		75% AMI Target									
	Baseline		MIH ONLY									
	Baseline		On-Site Affordability					Off-Site Affordability				
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$982.43	\$978.79	\$818.04	\$816.99	\$816.12	\$814.69	\$813.86	\$824.43	\$824.67	\$824.98	\$825.59	\$826.27
Total Dev. Cost per Unit	\$1,298,645	\$1,293,837	\$1,081,349	\$1,079,957	\$1,078,806	\$1,076,923	\$1,075,817	\$1,089,790	\$1,090,117	\$1,090,527	\$1,091,332	\$1,092,231
Acquisition Cost PSF	\$550.00	\$550.00	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86
Hard Cost PSF	\$292.27	\$292.27	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62
Soft Cost PSF	\$58.45	\$58.45	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32
Avg. Sale Price PSF - Market Rate	\$2,014.30	\$2,115.59	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$939.12	\$939.35	\$939.62	\$940.17	\$940.79
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$1,142,090	\$1,142,361	\$1,142,701	\$1,143,369	\$1,144,115
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$271.96	\$271.96	\$271.96	\$271.96	\$271.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$54.39	\$54.39	\$54.39	\$54.39	\$54.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	53	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	13	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	91.2%	65.3%	87.8%	76.7%	65.8%	44.1%	22.4%	94.6%	86.9%	79.9%	67.4%	56.6%
Unleveraged IRR	28.8%	21.7%	28.9%	26.2%	23.0%	16.3%	8.8%	28.1%	26.2%	24.4%	21.1%	18.1%
Leveraged IRR	47.8%	35.8%	46.4%	42.1%	36.5%	23.8%	8.0%	44.5%	41.2%	38.0%	32.0%	26.5%

Table G-5: Feasibility Analysis Results: Mid-Rise Condominium, Very Strong Market

	Baseline		75% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$982.43	\$978.79	\$819.18	\$818.13	\$817.26	\$815.83	\$815.00	\$824.48	\$824.74	\$825.06	\$825.69	\$826.38
Total Dev. Cost per Unit	\$1,298,645	\$1,293,837	\$1,082,857	\$1,081,465	\$1,080,314	\$1,078,431	\$1,077,325	\$1,089,861	\$1,090,203	\$1,090,626	\$1,091,456	\$1,092,377
Acquisition Cost PSF	\$550.00	\$550.00	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86
Hard Cost PSF	\$292.27	\$292.27	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62
Soft Cost PSF	\$58.45	\$58.45	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32
Avg. Sale Price PSF - Market Rate	\$2,014.30	\$2,115.59	\$2,150.23	\$2,150.23	\$2,150.23	\$2,150.23	\$2,150.23	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$939.17	\$939.40	\$939.69	\$940.26	\$940.89
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$1,142,149	\$1,142,432	\$1,142,784	\$1,143,472	\$1,144,236
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$271.96	\$271.96	\$271.96	\$271.96	\$271.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$54.39	\$54.39	\$54.39	\$54.39	\$54.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	53	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	13	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	91.2%	65.3%	102.0%	90.0%	78.2%	54.8%	31.3%	95.0%	87.4%	80.4%	68.0%	57.3%
Unleveraged IRR	28.8%	21.7%	32.3%	29.6%	26.4%	19.5%	11.8%	28.2%	26.3%	24.5%	21.3%	18.3%
Leveraged IRR	47.8%	35.8%	53.7%	49.4%	43.8%	30.9%	15.0%	44.7%	41.5%	38.4%	32.4%	26.9%

Table G-5: Feasibility Analysis Results: Mid-Rise Condominium, Very Strong Market

	Baseline		90% AMI Target									
	Baseline		MIH ONLY									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$982.43	\$978.79	\$818.04	\$816.99	\$816.12	\$814.69	\$813.86	\$824.43	\$824.67	\$824.98	\$825.59	\$826.27
Total Dev. Cost per Unit	\$1,298,645	\$1,293,837	\$1,081,349	\$1,079,957	\$1,078,806	\$1,076,923	\$1,075,817	\$1,089,790	\$1,090,117	\$1,090,527	\$1,091,332	\$1,092,231
Acquisition Cost PSF	\$550.00	\$550.00	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86
Hard Cost PSF	\$292.27	\$292.27	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62
Soft Cost PSF	\$58.45	\$58.45	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32
Avg. Sale Price PSF - Market Rate	\$2,014.30	\$2,115.59	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$939.12	\$939.35	\$939.62	\$940.17	\$940.79
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$1,142,090	\$1,142,361	\$1,142,701	\$1,143,369	\$1,144,115
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$271.96	\$271.96	\$271.96	\$271.96	\$271.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$54.39	\$54.39	\$54.39	\$54.39	\$54.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	53	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	13	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	91.2%	65.3%	88.8%	77.9%	67.3%	46.1%	24.8%	95.4%	87.9%	81.0%	68.7%	58.2%
Unleveraged IRR	28.8%	21.7%	29.1%	26.5%	23.5%	16.9%	9.6%	28.3%	26.5%	24.7%	21.5%	18.6%
Leveraged IRR	47.8%	35.8%	46.8%	42.7%	37.3%	25.1%	10.0%	44.8%	41.6%	38.6%	32.7%	27.3%

Table G-5: Feasibility Analysis Results: Mid-Rise Condominium, Very Strong Market

	Baseline		90% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$982.43	\$978.79	\$819.18	\$818.13	\$817.26	\$815.83	\$815.00	\$824.48	\$824.74	\$825.06	\$825.69	\$826.38
Total Dev. Cost per Unit	\$1,298,645	\$1,293,837	\$1,082,857	\$1,081,465	\$1,080,314	\$1,078,431	\$1,077,325	\$1,089,861	\$1,090,203	\$1,090,626	\$1,091,456	\$1,092,377
Acquisition Cost PSF	\$550.00	\$550.00	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86	\$392.86
Hard Cost PSF	\$292.27	\$292.27	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62	\$301.62
Soft Cost PSF	\$58.45	\$58.45	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32	\$60.32
Avg. Sale Price PSF - Market Rate	\$2,014.30	\$2,115.59	\$2,150.23	\$2,150.23	\$2,150.23	\$2,150.23	\$2,150.23	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33	\$2,045.33
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$939.17	\$939.40	\$939.69	\$940.26	\$940.89
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$1,142,149	\$1,142,432	\$1,142,784	\$1,143,472	\$1,144,236
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$550.00	\$550.00	\$550.00	\$550.00	\$550.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$271.96	\$271.96	\$271.96	\$271.96	\$271.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$54.39	\$54.39	\$54.39	\$54.39	\$54.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	53	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	13	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	91.2%	65.3%	103.0%	91.2%	79.7%	56.7%	33.8%	95.8%	88.4%	81.5%	69.4%	58.9%
Unleveraged IRR	28.8%	21.7%	32.6%	30.0%	26.8%	20.1%	12.7%	28.4%	26.6%	24.8%	21.7%	18.8%
Leveraged IRR	47.8%	35.8%	54.2%	50.0%	44.5%	32.1%	16.9%	45.1%	41.9%	38.9%	33.2%	27.8%

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.

Source: BAE, 2015.

Table G-6: Feasibility Analysis Results: Mid-Rise Condominium, Strong Market

Strong Market Scenarios												
60% AMI Target												
Baseline		MIH ONLY										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$733.63	\$725.47	\$724.38	\$722.61	\$720.89	\$717.14	\$714.31	\$645.42	\$645.54	\$645.72	\$646.08	\$646.52
Total Dev. Cost per Unit	\$969,773	\$958,984	\$957,543	\$955,202	\$952,923	\$947,963	\$944,233	\$853,166	\$853,325	\$853,559	\$854,040	\$854,621
Acquisition Cost PSF	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14
Hard Cost PSF	\$293.64	\$289.09	\$289.09	\$288.18	\$287.27	\$285.00	\$283.18	\$302.73	\$302.73	\$302.73	\$302.73	\$302.73
Soft Cost PSF	\$58.73	\$57.82	\$57.82	\$57.64	\$57.45	\$57.00	\$56.64	\$60.55	\$60.55	\$60.55	\$60.55	\$60.55
Avg. Sale Price PSF - Market Rate	\$1,228.79	\$1,374.93	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,247.72	\$1,247.72	\$1,247.72	\$1,247.72	\$1,247.72
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$668.97	\$669.07	\$669.21	\$669.52	\$669.88
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$813,547	\$813,669	\$813,848	\$814,217	\$814,661
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
Scenario Yield												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	53	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	13	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
Feasibility Results												
Return-on-Cost (ROC)	54.3%	45.2%	26.8%	19.7%	12.6%	0.0%	0.0%	52.2%	46.7%	41.6%	32.5%	24.6%
Unleveraged IRR	19.9%	16.8%	10.5%	7.9%	5.2%	0.0%	0.0%	18.2%	16.4%	14.8%	11.8%	9.1%
Leveraged IRR	30.0%	25.2%	11.6%	5.8%	0.0%	0.0%	0.0%	25.6%	22.4%	19.4%	13.6%	8.1%

Table G-6: Feasibility Analysis Results: Mid-Rise Condominium, Strong Market

Strong Market Scenarios												
60% AMI Target												
Baseline		MIH + 421-a Benefit										
		On-Site Affordability					Off-Site Affordability					
Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$733.63	\$725.47	\$636.58	\$634.53	\$632.62	\$628.64	\$625.53	\$645.45	\$645.57	\$645.76	\$646.13	\$646.58
Total Dev. Cost per Unit	\$969,773	\$958,984	\$841,484	\$838,765	\$836,238	\$830,978	\$826,872	\$853,201	\$853,368	\$853,609	\$854,103	\$854,695
Acquisition Cost PSF	\$325.00	\$325.00	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14
Hard Cost PSF	\$293.64	\$289.09	\$298.51	\$297.53	\$296.56	\$294.29	\$292.34	\$302.73	\$302.73	\$302.73	\$302.73	\$302.73
Soft Cost PSF	\$58.73	\$57.82	\$59.70	\$59.51	\$59.31	\$58.86	\$58.47	\$60.55	\$60.55	\$60.55	\$60.55	\$60.55
Avg. Sale Price PSF - Market Rate	\$1,228.79	\$1,374.93	\$1,396.28	\$1,396.28	\$1,396.28	\$1,396.28	\$1,396.28	\$1,247.72	\$1,247.72	\$1,247.72	\$1,247.72	\$1,247.72
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$668.99	\$669.09	\$669.25	\$669.56	\$669.93
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$813,574	\$813,702	\$813,887	\$814,265	\$814,718
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
Scenario Yield												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	53	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	13	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
Feasibility Results												
Return-on-Cost (ROC)	54.3%	45.2%	68.3%	58.5%	49.0%	30.0%	10.8%	52.5%	47.1%	42.0%	33.0%	25.2%
Unleveraged IRR	19.9%	16.8%	24.9%	22.1%	18.9%	12.2%	4.6%	18.3%	16.6%	15.0%	12.0%	9.3%
Leveraged IRR	30.0%	25.2%	39.1%	34.5%	28.8%	15.4%	0.0%	25.8%	22.7%	19.7%	14.0%	8.6%

Table G-6: Feasibility Analysis Results: Mid-Rise Condominium, Strong Market

	Baseline		75% AMI Target									
			On-Site Affordability					Off-Site Affordability				
	MIH ONLY		On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
Baseline (a)	w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$733.63	\$725.47	\$724.38	\$722.61	\$720.89	\$717.14	\$714.31	\$645.42	\$645.54	\$645.72	\$646.08	\$646.52
Total Dev. Cost per Unit	\$969,773	\$958,984	\$957,543	\$955,202	\$952,923	\$947,963	\$944,233	\$853,166	\$853,325	\$853,559	\$854,040	\$854,621
Acquisition Cost PSF	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14
Hard Cost PSF	\$293.64	\$289.09	\$289.09	\$288.18	\$287.27	\$285.00	\$283.18	\$302.73	\$302.73	\$302.73	\$302.73	\$302.73
Soft Cost PSF	\$58.73	\$57.82	\$57.82	\$57.64	\$57.45	\$57.00	\$56.64	\$60.55	\$60.55	\$60.55	\$60.55	\$60.55
Avg. Sale Price PSF - Market Rate	\$1,228.79	\$1,374.93	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,247.72	\$1,247.72	\$1,247.72	\$1,247.72	\$1,247.72
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$668.97	\$669.07	\$669.21	\$669.52	\$669.88
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$813,547	\$813,669	\$813,848	\$814,217	\$814,661
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	53	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	13	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	54.3%	45.2%	27.9%	21.1%	14.3%	0.6%	0.0%	53.2%	47.9%	43.0%	34.3%	26.6%
Unleveraged IRR	19.9%	16.8%	11.0%	8.4%	5.8%	0.3%	0.0%	18.5%	16.8%	15.3%	12.4%	9.8%
Leveraged IRR	30.0%	25.2%	12.5%	7.1%	1.0%	0.0%	0.0%	26.2%	23.2%	20.3%	14.8%	9.6%

Table G-6: Feasibility Analysis Results: Mid-Rise Condominium, Strong Market

	Baseline		75% AMI Target									
			MIH + 421-a Benefit									
			On-Site Affordability					Off-Site Affordability				
	Baseline (a)	w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$733.63	\$725.47	\$636.58	\$634.53	\$632.62	\$628.64	\$625.53	\$645.45	\$645.57	\$645.76	\$646.13	\$646.58
Total Dev. Cost per Unit	\$969,773	\$958,984	\$841,484	\$838,765	\$836,238	\$830,978	\$826,872	\$853,201	\$853,368	\$853,609	\$854,103	\$854,695
Acquisition Cost PSF	\$325.00	\$325.00	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14
Hard Cost PSF	\$293.64	\$289.09	\$298.51	\$297.53	\$296.56	\$294.29	\$292.34	\$302.73	\$302.73	\$302.73	\$302.73	\$302.73
Soft Cost PSF	\$58.73	\$57.82	\$59.70	\$59.51	\$59.31	\$58.86	\$58.47	\$60.55	\$60.55	\$60.55	\$60.55	\$60.55
Avg. Sale Price PSF - Market Rate	\$1,228.79	\$1,374.93	\$1,396.28	\$1,396.28	\$1,396.28	\$1,396.28	\$1,396.28	\$1,247.72	\$1,247.72	\$1,247.72	\$1,247.72	\$1,247.72
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$668.99	\$669.09	\$669.25	\$669.56	\$669.93
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$813,574	\$813,702	\$813,887	\$814,265	\$814,718
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	53	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	13	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	54.3%	45.2%	69.6%	60.1%	51.0%	32.6%	14.0%	53.6%	48.3%	43.5%	34.8%	27.2%
Unleveraged IRR	19.9%	16.8%	25.3%	22.6%	19.6%	13.1%	5.9%	18.6%	17.0%	15.4%	12.6%	10.0%
Leveraged IRR	30.0%	25.2%	39.8%	35.5%	30.0%	17.4%	1.1%	26.4%	23.5%	20.6%	15.2%	10.0%

Table G-6: Feasibility Analysis Results: Mid-Rise Condominium, Strong Market

	Baseline		90% AMI Target									
	Baseline		MIH ONLY									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$733.63	\$725.47	\$724.38	\$722.61	\$720.89	\$717.14	\$714.31	\$645.42	\$645.54	\$645.72	\$646.08	\$646.52
Total Dev. Cost per Unit	\$969,773	\$958,984	\$957,543	\$955,202	\$952,923	\$947,963	\$944,233	\$853,166	\$853,325	\$853,559	\$854,040	\$854,621
Acquisition Cost PSF	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14
Hard Cost PSF	\$293.64	\$289.09	\$289.09	\$288.18	\$287.27	\$285.00	\$283.18	\$302.73	\$302.73	\$302.73	\$302.73	\$302.73
Soft Cost PSF	\$58.73	\$57.82	\$57.82	\$57.64	\$57.45	\$57.00	\$56.64	\$60.55	\$60.55	\$60.55	\$60.55	\$60.55
Avg. Sale Price PSF - Market Rate	\$1,228.79	\$1,374.93	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,247.72	\$1,247.72	\$1,247.72	\$1,247.72	\$1,247.72
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$668.97	\$669.07	\$669.21	\$669.52	\$669.88
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$813,547	\$813,669	\$813,848	\$814,217	\$814,661
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	53	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	13	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	54.3%	45.2%	29.0%	22.5%	15.9%	2.8%	0.0%	54.3%	49.2%	44.5%	36.0%	28.7%
Unleveraged IRR	19.9%	16.8%	11.4%	9.0%	6.5%	1.2%	0.0%	18.8%	17.2%	15.8%	13.0%	10.5%
Leveraged IRR	30.0%	25.2%	13.4%	8.3%	2.6%	0.0%	0.0%	26.8%	23.9%	21.2%	16.0%	11.1%

Table G-6: Feasibility Analysis Results: Mid-Rise Condominium, Strong Market

	Baseline		90% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$733.63	\$725.47	\$636.58	\$634.53	\$632.62	\$628.64	\$625.53	\$645.45	\$645.57	\$645.76	\$646.13	\$646.58
Total Dev. Cost per Unit	\$969,773	\$958,984	\$841,484	\$838,765	\$836,238	\$830,978	\$826,872	\$853,201	\$853,368	\$853,609	\$854,103	\$854,695
Acquisition Cost PSF	\$325.00	\$325.00	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14	\$232.14
Hard Cost PSF	\$293.64	\$289.09	\$298.51	\$297.53	\$296.56	\$294.29	\$292.34	\$302.73	\$302.73	\$302.73	\$302.73	\$302.73
Soft Cost PSF	\$58.73	\$57.82	\$59.70	\$59.51	\$59.31	\$58.86	\$58.47	\$60.55	\$60.55	\$60.55	\$60.55	\$60.55
Avg. Sale Price PSF - Market Rate	\$1,228.79	\$1,374.93	\$1,396.28	\$1,396.28	\$1,396.28	\$1,396.28	\$1,396.28	\$1,247.72	\$1,247.72	\$1,247.72	\$1,247.72	\$1,247.72
Avg. Sale Price PSF - Affordable	n/a	\$90.60	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$668.99	\$669.09	\$669.25	\$669.56	\$669.93
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$813,574	\$813,702	\$813,887	\$814,265	\$814,718
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	53	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	13	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	54.3%	45.2%	70.9%	61.7%	52.9%	35.1%	17.1%	54.6%	49.6%	44.9%	36.5%	29.3%
Unleveraged IRR	19.9%	16.8%	25.7%	23.2%	20.2%	14.1%	7.2%	18.9%	17.4%	15.9%	13.2%	10.7%
Leveraged IRR	30.0%	25.2%	40.5%	36.4%	31.2%	19.3%	4.3%	27.0%	24.2%	21.5%	16.3%	11.5%

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.

Source: BAE, 2015.

Table G-7: Feasibility Analysis Results: Mid-Rise Condominium, Mid-Market

		Mid-Market Scenarios										
		60% AMI Target										
Baseline		MIH ONLY										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$665.57	\$666.38	\$583.36	\$581.37	\$579.52	\$575.63	\$572.58	\$592.82	\$592.90	\$593.04	\$593.32	\$593.68
Total Dev. Cost per Unit	\$879,801	\$880,875	\$771,135	\$768,504	\$766,050	\$760,909	\$756,873	\$783,640	\$783,746	\$783,924	\$784,300	\$784,774
Acquisition Cost PSF	\$275.00	\$275.00	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43
Hard Cost PSF	\$283.64	\$283.64	\$288.51	\$287.53	\$286.56	\$284.29	\$282.34	\$292.73	\$292.73	\$292.73	\$292.73	\$292.73
Soft Cost PSF	\$56.73	\$56.73	\$57.70	\$57.51	\$57.31	\$56.86	\$56.47	\$58.55	\$58.55	\$58.55	\$58.55	\$58.55
Avg. Sale Price PSF - Market Rate	\$534.91	\$591.05	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15
Avg. Sale Price PSF - Affordable	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$602.64	\$602.71	\$602.82	\$603.06	\$603.35
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$732,891	\$732,972	\$733,107	\$733,393	\$733,754
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-7: Feasibility Analysis Results: Mid-Rise Condominium, Mid-Market

		Mid-Market Scenarios										
		60% AMI Target					MIH + 421-a Benefit					
Baseline		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$665.57	\$666.38	\$584.22	\$582.23	\$580.37	\$576.48	\$573.43	\$593.58	\$593.64	\$593.76	\$594.01	\$594.34
Total Dev. Cost per Unit	\$879,801	\$880,875	\$772,261	\$769,630	\$767,176	\$762,035	\$757,999	\$784,642	\$784,723	\$784,876	\$785,208	\$785,643
Acquisition Cost PSF	\$275.00	\$275.00	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43
Hard Cost PSF	\$283.64	\$283.64	\$288.51	\$287.53	\$286.56	\$284.29	\$282.34	\$292.73	\$292.73	\$292.73	\$292.73	\$292.73
Soft Cost PSF	\$56.73	\$56.73	\$57.70	\$57.51	\$57.31	\$56.86	\$56.47	\$58.55	\$58.55	\$58.55	\$58.55	\$58.55
Avg. Sale Price PSF - Market Rate	\$534.91	\$591.05	\$653.13	\$653.13	\$653.13	\$653.13	\$653.13	\$600.34	\$600.34	\$600.34	\$600.34	\$600.34
Avg. Sale Price PSF - Affordable	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$603.27	\$603.32	\$603.42	\$603.63	\$603.90
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$733,654	\$733,715	\$733,832	\$734,084	\$734,415
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-7: Feasibility Analysis Results: Mid-Rise Condominium, Mid-Market

		75% AMI Target										
Baseline		MIH ONLY										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$665.57	\$666.38	\$583.36	\$581.37	\$579.52	\$575.63	\$572.58	\$592.82	\$592.90	\$593.04	\$593.32	\$593.68
Total Dev. Cost per Unit	\$879,801	\$880,875	\$771,135	\$768,504	\$766,050	\$760,909	\$756,873	\$783,640	\$783,746	\$783,924	\$784,300	\$784,774
Acquisition Cost PSF	\$275.00	\$275.00	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43
Hard Cost PSF	\$283.64	\$283.64	\$288.51	\$287.53	\$286.56	\$284.29	\$282.34	\$292.73	\$292.73	\$292.73	\$292.73	\$292.73
Soft Cost PSF	\$56.73	\$56.73	\$57.70	\$57.51	\$57.31	\$56.86	\$56.47	\$58.55	\$58.55	\$58.55	\$58.55	\$58.55
Avg. Sale Price PSF - Market Rate	\$534.91	\$591.05	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15
Avg. Sale Price PSF - Affordable	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$602.64	\$602.71	\$602.82	\$603.06	\$603.35
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$732,891	\$732,972	\$733,107	\$733,393	\$733,754
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-7: Feasibility Analysis Results: Mid-Rise Condominium, Mid-Market

		75% AMI Target										
Baseline		MIH + 421-a Benefit										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$665.57	\$666.38	\$584.22	\$582.23	\$580.37	\$576.48	\$573.43	\$593.58	\$593.64	\$593.76	\$594.01	\$594.34
Total Dev. Cost per Unit	\$879,801	\$880,875	\$772,261	\$769,630	\$767,176	\$762,035	\$757,999	\$784,642	\$784,723	\$784,876	\$785,208	\$785,643
Acquisition Cost PSF	\$275.00	\$275.00	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43
Hard Cost PSF	\$283.64	\$283.64	\$288.51	\$287.53	\$286.56	\$284.29	\$282.34	\$292.73	\$292.73	\$292.73	\$292.73	\$292.73
Soft Cost PSF	\$56.73	\$56.73	\$57.70	\$57.51	\$57.31	\$56.86	\$56.47	\$58.55	\$58.55	\$58.55	\$58.55	\$58.55
Avg. Sale Price PSF - Market Rate	\$534.91	\$591.05	\$653.13	\$653.13	\$653.13	\$653.13	\$653.13	\$600.34	\$600.34	\$600.34	\$600.34	\$600.34
Avg. Sale Price PSF - Affordable	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$603.27	\$603.32	\$603.42	\$603.63	\$603.90
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$733,654	\$733,715	\$733,832	\$734,084	\$734,415
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-7: Feasibility Analysis Results: Mid-Rise Condominium, Mid-Market

		90% AMI Target										
Baseline		MIH ONLY										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$665.57	\$666.38	\$583.36	\$581.37	\$579.52	\$575.63	\$572.58	\$592.82	\$592.90	\$593.04	\$593.32	\$593.68
Total Dev. Cost per Unit	\$879,801	\$880,875	\$771,135	\$768,504	\$766,050	\$760,909	\$756,873	\$783,640	\$783,746	\$783,924	\$784,300	\$784,774
Acquisition Cost PSF	\$275.00	\$275.00	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43
Hard Cost PSF	\$283.64	\$283.64	\$288.51	\$287.53	\$286.56	\$284.29	\$282.34	\$292.73	\$292.73	\$292.73	\$292.73	\$292.73
Soft Cost PSF	\$56.73	\$56.73	\$57.70	\$57.51	\$57.31	\$56.86	\$56.47	\$58.55	\$58.55	\$58.55	\$58.55	\$58.55
Avg. Sale Price PSF - Market Rate	\$534.91	\$591.05	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15	\$543.15
Avg. Sale Price PSF - Affordable	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$602.64	\$602.71	\$602.82	\$603.06	\$603.35
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$732,891	\$732,972	\$733,107	\$733,393	\$733,754
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-7: Feasibility Analysis Results: Mid-Rise Condominium, Mid-Market

		90% AMI Target										
Baseline		MIH + 421-a Benefit										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$665.57	\$666.38	\$584.22	\$582.23	\$580.37	\$576.48	\$573.43	\$593.58	\$593.64	\$593.76	\$594.01	\$594.34
Total Dev. Cost per Unit	\$879,801	\$880,875	\$772,261	\$769,630	\$767,176	\$762,035	\$757,999	\$784,642	\$784,723	\$784,876	\$785,208	\$785,643
Acquisition Cost PSF	\$275.00	\$275.00	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43	\$196.43
Hard Cost PSF	\$283.64	\$283.64	\$288.51	\$287.53	\$286.56	\$284.29	\$282.34	\$292.73	\$292.73	\$292.73	\$292.73	\$292.73
Soft Cost PSF	\$56.73	\$56.73	\$57.70	\$57.51	\$57.31	\$56.86	\$56.47	\$58.55	\$58.55	\$58.55	\$58.55	\$58.55
Avg. Sale Price PSF - Market Rate	\$534.91	\$591.05	\$653.13	\$653.13	\$653.13	\$653.13	\$653.13	\$600.34	\$600.34	\$600.34	\$600.34	\$600.34
Avg. Sale Price PSF - Affordable	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$603.27	\$603.32	\$603.42	\$603.63	\$603.90
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$733,654	\$733,715	\$733,832	\$734,084	\$734,415
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for Source: BAE, 2015.

Table G-8: Feasibility Analysis Results: Mid-Rise Condominium, Moderate Market

Moderate Market Scenarios												
60% AMI Target												
Baseline		MIH ONLY										
		On-Site Affordability					Off-Site Affordability					
Baseline	Baseline w/ 421-a	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	
(a)	(b)											
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$525.05	\$525.65	\$479.59	\$477.74	\$475.99	\$472.28	\$469.33	\$487.85	\$487.82	\$487.83	\$487.90	\$488.04
Total Dev. Cost per Unit	\$694,047	\$694,843	\$633,963	\$631,506	\$629,196	\$624,289	\$620,392	\$644,877	\$644,831	\$644,854	\$644,940	\$645,133
Acquisition Cost PSF	\$160.00	\$160.00	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Sale Price PSF - Market Rate	\$433.18	\$473.23	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85
Avg. Sale Price PSF - Affordable	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$466.48	\$466.45	\$466.47	\$466.52	\$466.64
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$567,300	\$567,266	\$567,283	\$567,347	\$567,493
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
Scenario Yield												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
Feasibility Results												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-8: Feasibility Analysis Results:

Mid-Rise Condominium, Moderate Market

		Moderate Market Scenarios										
		60% AMI Target										
Baseline		MIH + 421-a Benefit										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$525.05	\$525.65	\$480.21	\$478.35	\$476.61	\$472.89	\$469.95	\$488.40	\$488.35	\$488.35	\$488.39	\$488.51
Total Dev. Cost per Unit	\$694,047	\$694,843	\$634,782	\$632,325	\$630,014	\$625,108	\$621,210	\$645,599	\$645,533	\$645,537	\$645,588	\$645,750
Acquisition Cost PSF	\$160.00	\$160.00	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Sale Price PSF - Market Rate	\$433.18	\$473.23	\$517.51	\$517.51	\$517.51	\$517.51	\$517.51	\$480.35	\$480.35	\$480.35	\$480.35	\$480.35
Avg. Sale Price PSF - Affordable	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$466.93	\$466.89	\$466.89	\$466.92	\$467.02
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$567,845	\$567,795	\$567,798	\$567,836	\$567,959
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
Scenario Yield												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
Feasibility Results												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-8: Feasibility Analysis Results: Mid-Rise Condominium, Moderate Market

		75% AMI Target										
Baseline		MIH ONLY										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$525.05	\$525.65	\$479.59	\$477.74	\$475.99	\$472.28	\$469.33	\$487.85	\$487.82	\$487.83	\$487.90	\$488.04
Total Dev. Cost per Unit	\$694,047	\$694,843	\$633,963	\$631,506	\$629,196	\$624,289	\$620,392	\$644,877	\$644,831	\$644,854	\$644,940	\$645,133
Acquisition Cost PSF	\$160.00	\$160.00	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Sale Price PSF - Market Rate	\$433.18	\$473.23	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85
Avg. Sale Price PSF - Affordable	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$466.48	\$466.45	\$466.47	\$466.52	\$466.64
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$567,300	\$567,266	\$567,283	\$567,347	\$567,493
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-8: Feasibility Analysis Results:

Mid-Rise Condominium, Moderate Market

		75% AMI Target										
Baseline		MIH + 421-a Benefit										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$525.05	\$525.65	\$480.21	\$478.35	\$476.61	\$472.89	\$469.95	\$488.40	\$488.35	\$488.35	\$488.39	\$488.51
Total Dev. Cost per Unit	\$694,047	\$694,843	\$634,782	\$632,325	\$630,014	\$625,108	\$621,210	\$645,599	\$645,533	\$645,537	\$645,588	\$645,750
Acquisition Cost PSF	\$160.00	\$160.00	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Sale Price PSF - Market Rate	\$433.18	\$473.23	\$517.51	\$517.51	\$517.51	\$517.51	\$517.51	\$480.35	\$480.35	\$480.35	\$480.35	\$480.35
Avg. Sale Price PSF - Affordable	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$466.93	\$466.89	\$466.89	\$466.92	\$467.02
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$567,845	\$567,795	\$567,798	\$567,836	\$567,959
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-8: Feasibility Analysis Results:

Mid-Rise Condominium, Moderate Market

		90% AMI Target										
Baseline		MIH ONLY										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$525.05	\$525.65	\$479.59	\$477.74	\$475.99	\$472.28	\$469.33	\$487.85	\$487.82	\$487.83	\$487.90	\$488.04
Total Dev. Cost per Unit	\$694,047	\$694,843	\$633,963	\$631,506	\$629,196	\$624,289	\$620,392	\$644,877	\$644,831	\$644,854	\$644,940	\$645,133
Acquisition Cost PSF	\$160.00	\$160.00	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Sale Price PSF - Market Rate	\$433.18	\$473.23	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85	\$439.85
Avg. Sale Price PSF - Affordable	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$466.48	\$466.45	\$466.47	\$466.52	\$466.64
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$567,300	\$567,266	\$567,283	\$567,347	\$567,493
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-8: Feasibility Analysis Results: Mid-Rise Condominium, Moderate Market

	90% AMI Target											
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$525.05	\$525.65	\$480.21	\$478.35	\$476.61	\$472.89	\$469.95	\$488.40	\$488.35	\$488.35	\$488.39	\$488.51
Total Dev. Cost per Unit	\$694,047	\$694,843	\$634,782	\$632,325	\$630,014	\$625,108	\$621,210	\$645,599	\$645,533	\$645,537	\$645,588	\$645,750
Acquisition Cost PSF	\$160.00	\$160.00	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29	\$114.29
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Sale Price PSF - Market Rate	\$433.18	\$473.23	\$517.51	\$517.51	\$517.51	\$517.51	\$517.51	\$480.35	\$480.35	\$480.35	\$480.35	\$480.35
Avg. Sale Price PSF - Affordable	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$466.93	\$466.89	\$466.89	\$466.92	\$467.02
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$567,845	\$567,795	\$567,798	\$567,836	\$567,959
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
Scenario Yield												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
Feasibility Results												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for Source: BAE, 2015.

Table G-9: Feasibility Analysis Results: Mid-Rise Condominium, Weak Market

		Weak Market Scenarios										
		60% AMI Target										
Baseline		MIH ONLY										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$392.45	\$392.62	\$385.75	\$384.00	\$382.35	\$378.78	\$375.91	\$392.72	\$392.53	\$392.40	\$392.18	\$392.06
Total Dev. Cost per Unit	\$518,769	\$519,001	\$509,911	\$507,602	\$505,413	\$500,699	\$496,908	\$519,121	\$518,876	\$518,700	\$518,417	\$518,260
Acquisition Cost PSF	\$40.00	\$40.00	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Sale Price PSF - Market Rate	\$346.54	\$375.66	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88
Avg. Sale Price PSF - Affordable	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$338.75	\$338.60	\$338.49	\$338.32	\$338.22
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$411,966	\$411,781	\$411,648	\$411,434	\$411,316
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-9: Feasibility Analysis Results: Mid-Rise Condominium, Weak Market

Weak Market Scenarios												
60% AMI Target												
Baseline		MIH + 421-a Benefit										
		On-Site Affordability					Off-Site Affordability					
Baseline	Baseline w/ 421-a	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	
(a)	(b)											
Key Assumptions - On-Site Component												
Total Dev. Cost PSF	\$392.45	\$392.62	\$385.93	\$384.18	\$382.53	\$378.96	\$376.09	\$392.88	\$392.69	\$392.55	\$392.33	\$392.20
Total Dev. Cost per Unit	\$518,769	\$519,001	\$510,150	\$507,842	\$505,652	\$500,938	\$497,148	\$519,333	\$519,082	\$518,900	\$518,607	\$518,441
Acquisition Cost PSF	\$40.00	\$40.00	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Sale Price PSF - Market Rate	\$346.54	\$375.66	\$408.67	\$408.67	\$408.67	\$408.67	\$408.67	\$381.45	\$381.45	\$381.45	\$381.45	\$381.45
Avg. Sale Price PSF - Affordable	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$338.88	\$338.73	\$338.62	\$338.43	\$338.33
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$412,126	\$411,936	\$411,799	\$411,578	\$411,453
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
Scenario Yield												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
Feasibility Results												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-9: Feasibility Analysis Results: Mid-Rise Condominium, Weak Market

		75% AMI Target										
Baseline		MIH ONLY										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$392.45	\$392.62	\$385.75	\$384.00	\$382.35	\$378.78	\$375.91	\$392.72	\$392.53	\$392.40	\$392.18	\$392.06
Total Dev. Cost per Unit	\$518,769	\$519,001	\$509,911	\$507,602	\$505,413	\$500,699	\$496,908	\$519,121	\$518,876	\$518,700	\$518,417	\$518,260
Acquisition Cost PSF	\$40.00	\$40.00	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Sale Price PSF - Market Rate	\$346.54	\$375.66	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88
Avg. Sale Price PSF - Affordable	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$338.75	\$338.60	\$338.49	\$338.32	\$338.22
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$411,966	\$411,781	\$411,648	\$411,434	\$411,316
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-9: Feasibility Analysis Results: Mid-Rise Condominium, Weak Market

		75% AMI Target										
Baseline		MIH + 421-a Benefit										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$392.45	\$392.62	\$385.93	\$384.18	\$382.53	\$378.96	\$376.09	\$392.88	\$392.69	\$392.55	\$392.33	\$392.20
Total Dev. Cost per Unit	\$518,769	\$519,001	\$510,150	\$507,842	\$505,652	\$500,938	\$497,148	\$519,333	\$519,082	\$518,900	\$518,607	\$518,441
Acquisition Cost PSF	\$40.00	\$40.00	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Sale Price PSF - Market Rate	\$346.54	\$375.66	\$408.67	\$408.67	\$408.67	\$408.67	\$408.67	\$381.45	\$381.45	\$381.45	\$381.45	\$381.45
Avg. Sale Price PSF - Affordable	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$338.88	\$338.73	\$338.62	\$338.43	\$338.33
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$412,126	\$411,936	\$411,799	\$411,578	\$411,453
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-9: Feasibility Analysis Results: Mid-Rise Condominium, Weak Market

		90% AMI Target										
Baseline		MIH ONLY										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$392.45	\$392.62	\$385.75	\$384.00	\$382.35	\$378.78	\$375.91	\$392.72	\$392.53	\$392.40	\$392.18	\$392.06
Total Dev. Cost per Unit	\$518,769	\$519,001	\$509,911	\$507,602	\$505,413	\$500,699	\$496,908	\$519,121	\$518,876	\$518,700	\$518,417	\$518,260
Acquisition Cost PSF	\$40.00	\$40.00	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Sale Price PSF - Market Rate	\$346.54	\$375.66	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88	\$351.88
Avg. Sale Price PSF - Affordable	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$338.75	\$338.60	\$338.49	\$338.32	\$338.22
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$411,966	\$411,781	\$411,648	\$411,434	\$411,316
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-9: Feasibility Analysis Results: Mid-Rise Condominium, Weak Market

	90% AMI Target											
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF	\$392.45	\$392.62	\$385.93	\$384.18	\$382.53	\$378.96	\$376.09	\$392.88	\$392.69	\$392.55	\$392.33	\$392.20
Total Dev. Cost per Unit	\$518,769	\$519,001	\$510,150	\$507,842	\$505,652	\$500,938	\$497,148	\$519,333	\$519,082	\$518,900	\$518,607	\$518,441
Acquisition Cost PSF	\$40.00	\$40.00	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57	\$28.57
Hard Cost PSF	\$273.64	\$273.64	\$278.51	\$277.53	\$276.56	\$274.29	\$272.34	\$282.73	\$282.73	\$282.73	\$282.73	\$282.73
Soft Cost PSF	\$54.73	\$54.73	\$55.70	\$55.51	\$55.31	\$54.86	\$54.47	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Avg. Sale Price PSF - Market Rate	\$346.54	\$375.66	\$408.67	\$408.67	\$408.67	\$408.67	\$408.67	\$381.45	\$381.45	\$381.45	\$381.45	\$381.45
Avg. Sale Price PSF - Affordable	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$338.88	\$338.73	\$338.62	\$338.43	\$338.33
Total Dev. Cost per Unit	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$412,126	\$411,936	\$411,799	\$411,578	\$411,453
Acquisition Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units	67	67	93	93	93	93	93	112	117	121	130	140
Market Rate Units	67	67	75	70	65	56	47	93	93	93	93	93
Affordable Units - On-Site	0	0	19	23	28	37	47	0	0	0	0	0
Affordable Units - Off-Site	0	0	0	0	0	0	0	19	23	28	37	47
<u>Feasibility Results</u>												
Return-on-Cost (ROC)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for Source: BAE, 2015.

Table G-10: Feasibility Analysis Results:

Low-Rise Condominium, Strong Market

		Strong Market Scenarios									
		60% AMI Target									
Baseline		MIH ONLY									
		On-Site Affordability					Off-Site Affordability				
Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
Key Assumptions - On-Site Component											
Total Dev. Cost PSF		\$521.20	\$519.17	\$517.67	\$513.97	\$511.02	\$531.86	\$532.36	\$532.83	\$533.78	\$534.67
Total Dev. Cost per Unit		\$688,964	\$686,277	\$684,297	\$679,402	\$675,501	\$703,048	\$703,712	\$704,331	\$705,588	\$706,762
Acquisition Cost PSF		\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30
Hard Cost PSF		\$288.97	\$287.79	\$287.00	\$284.62	\$282.65	\$293.32	\$293.32	\$293.32	\$293.32	\$293.32
Soft Cost PSF		\$57.79	\$57.56	\$57.40	\$56.92	\$56.53	\$58.66	\$58.66	\$58.66	\$58.66	\$58.66
Avg. Sale Price PSF - Market Rate		\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79
Avg. Sale Price PSF - Affordable		\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component											
Total Dev. Cost PSF		n/a	n/a	n/a	n/a	n/a	\$660.48	\$660.91	\$661.31	\$662.13	\$662.89
Total Dev. Cost per Unit		n/a	n/a	n/a	n/a	n/a	\$803,223	\$803,748	\$804,237	\$805,230	\$806,158
Acquisition Cost PSF	N/A	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	(c)	n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF		n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable		n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
Scenario Yield											
Total Units		77	77	77	77	77	92	96	100	107	115
Market Rate Units		61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site		15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site		0	0	0	0	0	15	19	23	31	38
Feasibility Results											
Return-on-Cost (ROC)		72.6%	63.2%	53.6%	34.4%	14.9%	73.0%	65.7%	59.1%	47.3%	37.3%
Unleveraged IRR		28.6%	25.4%	22.0%	14.8%	6.8%	27.3%	24.8%	22.6%	18.4%	14.8%
Leveraged IRR		42.6%	37.6%	32.2%	19.9%	4.1%	40.4%	36.6%	32.9%	26.0%	19.5%

Table G-10: Feasibility Analysis Results:

Low-Rise Condominium, Strong Market

		Strong Market Scenarios									
		60% AMI Target									
Baseline		MIH + 421-a Benefit									
		On-Site Affordability					Off-Site Affordability				
Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
Key Assumptions - On-Site Component											
Total Dev. Cost PSF		\$522.32	\$520.28	\$518.79	\$515.08	\$512.13	\$531.88	\$532.39	\$532.87	\$533.83	\$534.72
Total Dev. Cost per Unit		\$690,439	\$687,752	\$685,771	\$680,877	\$676,976	\$703,083	\$703,755	\$704,381	\$705,651	\$706,836
Acquisition Cost PSF		\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30
Hard Cost PSF		\$288.97	\$287.79	\$287.00	\$284.62	\$282.65	\$293.32	\$293.32	\$293.32	\$293.32	\$293.32
Soft Cost PSF		\$57.79	\$57.56	\$57.40	\$56.92	\$56.53	\$58.66	\$58.66	\$58.66	\$58.66	\$58.66
Avg. Sale Price PSF - Market Rate		\$1,376.03	\$1,376.03	\$1,376.03	\$1,376.03	\$1,376.03	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79
Avg. Sale Price PSF - Affordable		\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component											
Total Dev. Cost PSF		n/a	n/a	n/a	n/a	n/a	\$660.50	\$660.94	\$661.34	\$662.17	\$662.94
Total Dev. Cost per Unit		n/a	n/a	n/a	n/a	n/a	\$803,251	\$803,782	\$804,276	\$805,280	\$806,217
Acquisition Cost PSF	N/A	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	(c)	n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF		n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable		n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
Scenario Yield											
Total Units		77	77	77	77	77	92	96	100	107	115
Market Rate Units		61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site		15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site		0	0	0	0	0	15	19	23	31	38
Feasibility Results											
Return-on-Cost (ROC)		99.8%	88.8%	77.5%	55.1%	32.3%	73.4%	66.2%	59.6%	47.9%	38.0%
Unleveraged IRR		36.8%	33.4%	29.8%	22.3%	13.8%	27.4%	25.0%	22.7%	18.6%	15.0%
Leveraged IRR		57.3%	52.2%	46.7%	34.2%	18.7%	40.6%	36.9%	33.3%	26.4%	19.9%

Table G-10: Feasibility Analysis Results:

Low-Rise Condominium, Strong Market

	Baseline		75% AMI Target									
	Baseline		MIH ONLY									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$521.20	\$519.17	\$517.67	\$513.97	\$511.02	\$531.86	\$532.36	\$532.83	\$533.78	\$534.67
Total Dev. Cost per Unit			\$688,964	\$686,277	\$684,297	\$679,402	\$675,501	\$703,048	\$703,712	\$704,331	\$705,588	\$706,762
Acquisition Cost PSF			\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30
Hard Cost PSF			\$288.97	\$287.79	\$287.00	\$284.62	\$282.65	\$293.32	\$293.32	\$293.32	\$293.32	\$293.32
Soft Cost PSF			\$57.79	\$57.56	\$57.40	\$56.92	\$56.53	\$58.66	\$58.66	\$58.66	\$58.66	\$58.66
Avg. Sale Price PSF - Market Rate			\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79
Avg. Sale Price PSF - Affordable			\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$660.48	\$660.91	\$661.31	\$662.13	\$662.89
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$803,223	\$803,748	\$804,237	\$805,230	\$806,158
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF			n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units			77	77	77	77	77	92	96	100	107	115
Market Rate Units			61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site			15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>												
Return-on-Cost (ROC)			74.2%	65.1%	55.8%	37.4%	18.6%	74.2%	67.2%	60.7%	49.4%	39.7%
Unleveraged IRR			29.1%	26.1%	22.8%	16.0%	8.4%	27.7%	25.3%	23.1%	19.1%	15.7%
Leveraged IRR			43.3%	38.7%	33.5%	22.0%	7.5%	41.0%	37.4%	33.9%	27.2%	21.0%

Table G-10: Feasibility Analysis Results:

Low-Rise Condominium, Strong Market

		75% AMI Target									
Baseline		MIH + 421-a Benefit									
		On-Site Affordability					Off-Site Affordability				
Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>											
Total Dev. Cost PSF		\$522.32	\$520.28	\$518.79	\$515.08	\$512.13	\$531.88	\$532.39	\$532.87	\$533.83	\$534.72
Total Dev. Cost per Unit		\$690,439	\$687,752	\$685,771	\$680,877	\$676,976	\$703,083	\$703,755	\$704,381	\$705,651	\$706,836
Acquisition Cost PSF		\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30
Hard Cost PSF		\$288.97	\$287.79	\$287.00	\$284.62	\$282.65	\$293.32	\$293.32	\$293.32	\$293.32	\$293.32
Soft Cost PSF		\$57.79	\$57.56	\$57.40	\$56.92	\$56.53	\$58.66	\$58.66	\$58.66	\$58.66	\$58.66
Avg. Sale Price PSF - Market Rate		\$1,376.03	\$1,376.03	\$1,376.03	\$1,376.03	\$1,376.03	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79
Avg. Sale Price PSF - Affordable		\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>											
Total Dev. Cost PSF		n/a	n/a	n/a	n/a	n/a	\$660.50	\$660.94	\$661.34	\$662.17	\$662.94
Total Dev. Cost per Unit		n/a	n/a	n/a	n/a	n/a	\$803,251	\$803,782	\$804,276	\$805,280	\$806,217
Acquisition Cost PSF	N/A	n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF	(c)	n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF		n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable		n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>											
Total Units		77	77	77	77	77	92	96	100	107	115
Market Rate Units		61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site		15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site		0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>											
Return-on-Cost (ROC)		101.4%	90.7%	79.8%	58.2%	36.1%	74.6%	67.6%	61.2%	49.9%	40.3%
Unleveraged IRR		37.2%	34.0%	30.6%	23.4%	15.3%	27.8%	25.4%	23.3%	19.3%	15.9%
Leveraged IRR		58.0%	53.2%	47.9%	36.1%	21.6%	41.3%	37.7%	34.2%	27.6%	21.5%

Table G-10: Feasibility Analysis Results:

Low-Rise Condominium, Strong Market

	Baseline		90% AMI Target									
	Baseline		MIH ONLY									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$521.20	\$519.17	\$517.67	\$513.97	\$511.02	\$531.86	\$532.36	\$532.83	\$533.78	\$534.67
Total Dev. Cost per Unit			\$688,964	\$686,277	\$684,297	\$679,402	\$675,501	\$703,048	\$703,712	\$704,331	\$705,588	\$706,762
Acquisition Cost PSF			\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30
Hard Cost PSF			\$288.97	\$287.79	\$287.00	\$284.62	\$282.65	\$293.32	\$293.32	\$293.32	\$293.32	\$293.32
Soft Cost PSF			\$57.79	\$57.56	\$57.40	\$56.92	\$56.53	\$58.66	\$58.66	\$58.66	\$58.66	\$58.66
Avg. Sale Price PSF - Market Rate			\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79
Avg. Sale Price PSF - Affordable			\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$660.48	\$660.91	\$661.31	\$662.13	\$662.89
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$803,223	\$803,748	\$804,237	\$805,230	\$806,158
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF			n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units			77	77	77	77	77	92	96	100	107	115
Market Rate Units			61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site			15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>												
Return-on-Cost (ROC)			75.7%	67.0%	58.1%	40.4%	22.4%	75.5%	68.6%	62.4%	51.4%	42.0%
Unleveraged IRR			29.6%	26.7%	23.6%	17.1%	10.0%	28.0%	25.8%	23.6%	19.8%	16.5%
Leveraged IRR			44.1%	39.7%	34.9%	24.1%	10.7%	41.7%	38.1%	34.8%	28.5%	22.6%

Table G-10: Feasibility Analysis Results:

Low-Rise Condominium, Strong Market

	Baseline		90% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$522.32	\$520.28	\$518.79	\$515.08	\$512.13	\$531.88	\$532.39	\$532.87	\$533.83	\$534.72
Total Dev. Cost per Unit			\$690,439	\$687,752	\$685,771	\$680,877	\$676,976	\$703,083	\$703,755	\$704,381	\$705,651	\$706,836
Acquisition Cost PSF			\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30	\$141.30
Hard Cost PSF			\$288.97	\$287.79	\$287.00	\$284.62	\$282.65	\$293.32	\$293.32	\$293.32	\$293.32	\$293.32
Soft Cost PSF			\$57.79	\$57.56	\$57.40	\$56.92	\$56.53	\$58.66	\$58.66	\$58.66	\$58.66	\$58.66
Avg. Sale Price PSF - Market Rate			\$1,376.03	\$1,376.03	\$1,376.03	\$1,376.03	\$1,376.03	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79	\$1,228.79
Avg. Sale Price PSF - Affordable			\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$660.50	\$660.94	\$661.34	\$662.17	\$662.94
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$803,251	\$803,782	\$804,276	\$805,280	\$806,217
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$325.00	\$325.00	\$325.00	\$325.00	\$325.00
Hard Cost PSF			n/a	n/a	n/a	n/a	n/a	\$251.96	\$251.96	\$251.96	\$251.96	\$251.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$50.39	\$50.39	\$50.39	\$50.39	\$50.39
Avg. Market Sale Price PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units			77	77	77	77	77	92	96	100	107	115
Market Rate Units			61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site			15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>												
Return-on-Cost (ROC)			103.0%	92.7%	82.2%	61.3%	40.0%	75.8%	69.1%	62.9%	51.9%	42.6%
Unleveraged IRR			37.7%	34.6%	31.3%	24.4%	16.8%	28.2%	25.9%	23.8%	20.0%	16.7%
Leveraged IRR			58.7%	54.1%	49.1%	37.9%	24.4%	41.9%	38.4%	35.1%	28.9%	23.0%

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for residential use.

Source: BAE, 2015.

Table G-11: Feasibility Analysis Results:

Low-Rise Condominium, Mid-Market

Mid-Market Scenarios											
60% AMI Target											
Baseline		MIH ONLY									
		On-Site Affordability					Off-Site Affordability				
Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>											
Total Dev. Cost PSF		\$484.75	\$482.76	\$481.29	\$477.64	\$474.72	\$494.76	\$495.17	\$495.55	\$496.33	\$497.07
Total Dev. Cost per Unit		\$640,780	\$638,142	\$636,208	\$631,379	\$627,520	\$654,008	\$654,548	\$655,052	\$656,092	\$657,070
Acquisition Cost PSF		\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57
Hard Cost PSF		\$278.97	\$277.79	\$277.00	\$274.62	\$272.65	\$283.32	\$283.32	\$283.32	\$283.32	\$283.32
Soft Cost PSF		\$55.79	\$55.56	\$55.40	\$54.92	\$54.53	\$56.66	\$56.66	\$56.66	\$56.66	\$56.66
Avg. Sale Price PSF - Market Rate		\$534.91	\$534.91	\$534.91	\$534.91	\$534.91	\$534.91	\$534.91	\$534.91	\$534.91	\$534.91
Avg. Sale Price PSF - Affordable		\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>											
Total Dev. Cost PSF		n/a	n/a	n/a	n/a	n/a	\$595.42	\$595.77	\$596.09	\$596.76	\$597.39
Total Dev. Cost per Unit		n/a	n/a	n/a	n/a	n/a	\$724,100	\$724,525	\$724,920	\$725,737	\$726,506
Acquisition Cost PSF	N/A	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	(c)	n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF		n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable		n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
<u>Scenario Yield</u>											
Total Units		77	77	77	77	77	92	96	100	107	115
Market Rate Units		61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site		15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site		0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>											
Return-on-Cost (ROC)		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-11: Feasibility Analysis Results: Low-Rise Condominium, Mid-Market

		Mid-Market Scenarios									
		60% AMI Target									
Baseline		MIH + 421-a Benefit									
		On-Site Affordability					Off-Site Affordability				
Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>											
Total Dev. Cost PSF		\$485.58	\$483.59	\$482.12	\$478.47	\$475.55	\$495.49	\$495.88	\$496.25	\$497.00	\$497.71
Total Dev. Cost per Unit		\$641,879	\$639,240	\$637,306	\$632,477	\$628,618	\$654,982	\$655,496	\$655,976	\$656,971	\$657,910
Acquisition Cost PSF		\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57
Hard Cost PSF		\$278.97	\$277.79	\$277.00	\$274.62	\$272.65	\$283.32	\$283.32	\$283.32	\$283.32	\$283.32
Soft Cost PSF		\$55.79	\$55.56	\$55.40	\$54.92	\$54.53	\$56.66	\$56.66	\$56.66	\$56.66	\$56.66
Avg. Sale Price PSF - Market Rate		\$643.97	\$643.97	\$643.97	\$643.97	\$643.97	\$591.53	\$591.53	\$591.53	\$591.53	\$591.53
Avg. Sale Price PSF - Affordable		\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>											
Total Dev. Cost PSF		n/a	n/a	n/a	n/a	n/a	\$596.05	\$596.38	\$596.69	\$597.33	\$597.94
Total Dev. Cost per Unit		n/a	n/a	n/a	n/a	n/a	\$724,865	\$725,270	\$725,646	\$726,428	\$727,166
Acquisition Cost PSF	N/A	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	(c)	n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF		n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable		n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
<u>Scenario Yield</u>											
Total Units		77	77	77	77	77	92	96	100	107	115
Market Rate Units		61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site		15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site		0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>											
Return-on-Cost (ROC)		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-11: Feasibility Analysis Results:

Low-Rise Condominium, Mid-Market

		75% AMI Target									
Baseline		MIH ONLY									
		On-Site Affordability					Off-Site Affordability				
Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>											
Total Dev. Cost PSF		\$484.75	\$482.76	\$481.29	\$477.64	\$474.72	\$494.76	\$495.17	\$495.55	\$496.33	\$497.07
Total Dev. Cost per Unit		\$640,780	\$638,142	\$636,208	\$631,379	\$627,520	\$654,008	\$654,548	\$655,052	\$656,092	\$657,070
Acquisition Cost PSF		\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57
Hard Cost PSF		\$278.97	\$277.79	\$277.00	\$274.62	\$272.65	\$283.32	\$283.32	\$283.32	\$283.32	\$283.32
Soft Cost PSF		\$55.79	\$55.56	\$55.40	\$54.92	\$54.53	\$56.66	\$56.66	\$56.66	\$56.66	\$56.66
Avg. Sale Price PSF - Market Rate		\$534.91	\$534.91	\$534.91	\$534.91	\$534.91	\$534.91	\$534.91	\$534.91	\$534.91	\$534.91
Avg. Sale Price PSF - Affordable		\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>											
Total Dev. Cost PSF		n/a	n/a	n/a	n/a	n/a	\$595.42	\$595.77	\$596.09	\$596.76	\$597.39
Total Dev. Cost per Unit		n/a	n/a	n/a	n/a	n/a	\$724,100	\$724,525	\$724,920	\$725,737	\$726,506
Acquisition Cost PSF	N/A	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	(c)	n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF		n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable		n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>											
Total Units		77	77	77	77	77	92	96	100	107	115
Market Rate Units		61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site		15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site		0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>											
Return-on-Cost (ROC)		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-11: Feasibility Analysis Results:

Low-Rise Condominium, Mid-Market

	75% AMI Target											
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$485.58	\$483.59	\$482.12	\$478.47	\$475.55	\$495.49	\$495.88	\$496.25	\$497.00	\$497.71
Total Dev. Cost per Unit			\$641,879	\$639,240	\$637,306	\$632,477	\$628,618	\$654,982	\$655,496	\$655,976	\$656,971	\$657,910
Acquisition Cost PSF			\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57
Hard Cost PSF			\$278.97	\$277.79	\$277.00	\$274.62	\$272.65	\$283.32	\$283.32	\$283.32	\$283.32	\$283.32
Soft Cost PSF			\$55.79	\$55.56	\$55.40	\$54.92	\$54.53	\$56.66	\$56.66	\$56.66	\$56.66	\$56.66
Avg. Sale Price PSF - Market Rate			\$643.97	\$643.97	\$643.97	\$643.97	\$643.97	\$591.53	\$591.53	\$591.53	\$591.53	\$591.53
Avg. Sale Price PSF - Affordable			\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$596.05	\$596.38	\$596.69	\$597.33	\$597.94
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$724,865	\$725,270	\$725,646	\$726,428	\$727,166
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units			77	77	77	77	77	92	96	100	107	115
Market Rate Units			61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site			15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>												
Return-on-Cost (ROC)			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-11: Feasibility Analysis Results:

Low-Rise Condominium, Mid-Market

		90% AMI Target										
Baseline		MIH ONLY										
		On-Site Affordability					Off-Site Affordability					
	Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$484.75	\$482.76	\$481.29	\$477.64	\$474.72	\$494.76	\$495.17	\$495.55	\$496.33	\$497.07
Total Dev. Cost per Unit			\$640,780	\$638,142	\$636,208	\$631,379	\$627,520	\$654,008	\$654,548	\$655,052	\$656,092	\$657,070
Acquisition Cost PSF			\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57
Hard Cost PSF			\$278.97	\$277.79	\$277.00	\$274.62	\$272.65	\$283.32	\$283.32	\$283.32	\$283.32	\$283.32
Soft Cost PSF			\$55.79	\$55.56	\$55.40	\$54.92	\$54.53	\$56.66	\$56.66	\$56.66	\$56.66	\$56.66
Avg. Sale Price PSF - Market Rate			\$534.91	\$534.91	\$534.91	\$534.91	\$534.91	\$534.91	\$534.91	\$534.91	\$534.91	\$534.91
Avg. Sale Price PSF - Affordable			\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$595.42	\$595.77	\$596.09	\$596.76	\$597.39
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$724,100	\$724,525	\$724,920	\$725,737	\$726,506
Acquisition Cost PSF		N/A	n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF		(c)	n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units			77	77	77	77	77	92	96	100	107	115
Market Rate Units			61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site			15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>												
Return-on-Cost (ROC)			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-11: Feasibility Analysis Results:

Low-Rise Condominium, Mid-Market

	Baseline		90% AMI Target									
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$485.58	\$483.59	\$482.12	\$478.47	\$475.55	\$495.49	\$495.88	\$496.25	\$497.00	\$497.71
Total Dev. Cost per Unit			\$641,879	\$639,240	\$637,306	\$632,477	\$628,618	\$654,982	\$655,496	\$655,976	\$656,971	\$657,910
Acquisition Cost PSF			\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57	\$119.57
Hard Cost PSF			\$278.97	\$277.79	\$277.00	\$274.62	\$272.65	\$283.32	\$283.32	\$283.32	\$283.32	\$283.32
Soft Cost PSF			\$55.79	\$55.56	\$55.40	\$54.92	\$54.53	\$56.66	\$56.66	\$56.66	\$56.66	\$56.66
Avg. Sale Price PSF - Market Rate			\$643.97	\$643.97	\$643.97	\$643.97	\$643.97	\$591.53	\$591.53	\$591.53	\$591.53	\$591.53
Avg. Sale Price PSF - Affordable			\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$596.05	\$596.38	\$596.69	\$597.33	\$597.94
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$724,865	\$725,270	\$725,646	\$726,428	\$727,166
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$241.96	\$241.96	\$241.96	\$241.96	\$241.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$48.39	\$48.39	\$48.39	\$48.39	\$48.39
Avg. Market Sale Price PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units			77	77	77	77	77	92	96	100	107	115
Market Rate Units			61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site			15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>												
Return-on-Cost (ROC)			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for Source: BAE, 2015.

Table G-12: Feasibility Analysis Results: Low-Rise Condominium, Moderate Market

Moderate Market Scenarios											
60% AMI Target											
Baseline		MIH ONLY									
		On-Site Affordability					Off-Site Affordability				
Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
Key Assumptions - On-Site Component											
Total Dev. Cost PSF		\$416.88	\$414.95	\$413.55	\$409.99	\$407.13	\$425.41	\$425.58	\$425.75	\$426.13	\$426.51
Total Dev. Cost per Unit		\$551,060	\$548,511	\$546,661	\$541,952	\$538,172	\$562,332	\$562,566	\$562,784	\$563,289	\$563,788
Acquisition Cost PSF		\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57
Hard Cost PSF		\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF		\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Sale Price PSF - Market Rate		\$433.18	\$433.18	\$433.18	\$433.18	\$433.18	\$433.18	\$433.18	\$433.18	\$433.18	\$433.18
Avg. Sale Price PSF - Affordable		\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component											
Total Dev. Cost PSF		n/a	n/a	n/a	n/a	n/a	\$461.99	\$462.14	\$462.28	\$462.60	\$462.92
Total Dev. Cost per Unit		n/a	n/a	n/a	n/a	n/a	\$561,835	\$562,017	\$562,188	\$562,582	\$562,971
Acquisition Cost PSF	N/A	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	(c)	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF		n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable		n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
Scenario Yield											
Total Units		77	77	77	77	77	92	96	100	107	115
Market Rate Units		61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site		15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site		0	0	0	0	0	15	19	23	31	38
Feasibility Results											
Return-on-Cost (ROC)		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-12: Feasibility Analysis Results: Low-Rise Condominium, Moderate Market

		Moderate Market Scenarios									
		60% AMI Target					MIH + 421-a Benefit				
Baseline		On-Site Affordability					Off-Site Affordability				
Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>											
Total Dev. Cost PSF		\$417.49	\$415.56	\$414.16	\$410.60	\$407.74	\$425.94	\$426.10	\$426.25	\$426.61	\$426.96
Total Dev. Cost per Unit		\$551,866	\$549,318	\$547,467	\$542,759	\$538,978	\$563,041	\$563,254	\$563,453	\$563,923	\$564,390
Acquisition Cost PSF		\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57
Hard Cost PSF		\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF		\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Sale Price PSF - Market Rate		\$510.45	\$510.45	\$510.45	\$510.45	\$510.45	\$473.43	\$473.43	\$473.43	\$473.43	\$473.43
Avg. Sale Price PSF - Affordable		\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>											
Total Dev. Cost PSF		n/a	n/a	n/a	n/a	n/a	\$462.44	\$462.58	\$462.71	\$463.01	\$463.31
Total Dev. Cost per Unit		n/a	n/a	n/a	n/a	n/a	\$562,388	\$562,554	\$562,710	\$563,077	\$563,442
Acquisition Cost PSF	N/A	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	(c)	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF		n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable		n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
<u>Scenario Yield</u>											
Total Units		77	77	77	77	77	92	96	100	107	115
Market Rate Units		61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site		15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site		0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>											
Return-on-Cost (ROC)		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-12: Feasibility Analysis Results:

Low-Rise Condominium, Moderate Market

		75% AMI Target									
Baseline		MIH ONLY									
		On-Site Affordability					Off-Site Affordability				
Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>											
Total Dev. Cost PSF		\$416.88	\$414.95	\$413.55	\$409.99	\$407.13	\$425.41	\$425.58	\$425.75	\$426.13	\$426.51
Total Dev. Cost per Unit		\$551,060	\$548,511	\$546,661	\$541,952	\$538,172	\$562,332	\$562,566	\$562,784	\$563,289	\$563,788
Acquisition Cost PSF		\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57
Hard Cost PSF		\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF		\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Sale Price PSF - Market Rate		\$433.18	\$433.18	\$433.18	\$433.18	\$433.18	\$433.18	\$433.18	\$433.18	\$433.18	\$433.18
Avg. Sale Price PSF - Affordable		\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>											
Total Dev. Cost PSF		n/a	n/a	n/a	n/a	n/a	\$461.99	\$462.14	\$462.28	\$462.60	\$462.92
Total Dev. Cost per Unit		n/a	n/a	n/a	n/a	n/a	\$561,835	\$562,017	\$562,188	\$562,582	\$562,971
Acquisition Cost PSF	N/A	n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	(c)	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF		n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable		n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>											
Total Units		77	77	77	77	77	92	96	100	107	115
Market Rate Units		61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site		15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site		0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>											
Return-on-Cost (ROC)		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-12: Feasibility Analysis Results:

Low-Rise Condominium, Moderate Market

	75% AMI Target											
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$417.49	\$415.56	\$414.16	\$410.60	\$407.74	\$425.94	\$426.10	\$426.25	\$426.61	\$426.96
Total Dev. Cost per Unit			\$551,866	\$549,318	\$547,467	\$542,759	\$538,978	\$563,041	\$563,254	\$563,453	\$563,923	\$564,390
Acquisition Cost PSF			\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Sale Price PSF - Market Rate			\$510.45	\$510.45	\$510.45	\$510.45	\$510.45	\$473.43	\$473.43	\$473.43	\$473.43	\$473.43
Avg. Sale Price PSF - Affordable			\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$462.44	\$462.58	\$462.71	\$463.01	\$463.31
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$562,388	\$562,554	\$562,710	\$563,077	\$563,442
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units			77	77	77	77	77	92	96	100	107	115
Market Rate Units			61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site			15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>												
Return-on-Cost (ROC)			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-12: Feasibility Analysis Results:

Low-Rise Condominium, Moderate Market

	90% AMI Target											
	Baseline		MIH ONLY									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$416.88	\$414.95	\$413.55	\$409.99	\$407.13	\$425.41	\$425.58	\$425.75	\$426.13	\$426.51
Total Dev. Cost per Unit			\$551,060	\$548,511	\$546,661	\$541,952	\$538,172	\$562,332	\$562,566	\$562,784	\$563,289	\$563,788
Acquisition Cost PSF			\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Sale Price PSF - Market Rate			\$433.18	\$433.18	\$433.18	\$433.18	\$433.18	\$433.18	\$433.18	\$433.18	\$433.18	\$433.18
Avg. Sale Price PSF - Affordable			\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$461.99	\$462.14	\$462.28	\$462.60	\$462.92
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$561,835	\$562,017	\$562,188	\$562,582	\$562,971
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units			77	77	77	77	77	92	96	100	107	115
Market Rate Units			61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site			15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>												
Return-on-Cost (ROC)			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-12: Feasibility Analysis Results:

Low-Rise Condominium, Moderate Market

	90% AMI Target											
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$417.49	\$415.56	\$414.16	\$410.60	\$407.74	\$425.94	\$426.10	\$426.25	\$426.61	\$426.96
Total Dev. Cost per Unit			\$551,866	\$549,318	\$547,467	\$542,759	\$538,978	\$563,041	\$563,254	\$563,453	\$563,923	\$564,390
Acquisition Cost PSF			\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57	\$69.57
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Sale Price PSF - Market Rate			\$510.45	\$510.45	\$510.45	\$510.45	\$510.45	\$473.43	\$473.43	\$473.43	\$473.43	\$473.43
Avg. Sale Price PSF - Affordable			\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$462.44	\$462.58	\$462.71	\$463.01	\$463.31
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$562,388	\$562,554	\$562,710	\$563,077	\$563,442
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$160.00	\$160.00	\$160.00	\$160.00	\$160.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>												
Total Units			77	77	77	77	77	92	96	100	107	115
Market Rate Units			61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site			15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>												
Return-on-Cost (ROC)			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for Source: BAE, 2015.

Table G-13: Feasibility Analysis Results:

Low-Rise Condominium, Weak Market

		Weak Market Scenarios									
		60% AMI Target									
Baseline		MIH ONLY									
		On-Site Affordability					Off-Site Affordability				
Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>											
Total Dev. Cost PSF		\$360.77	\$358.89	\$357.54	\$354.04	\$351.21	\$367.68	\$367.58	\$367.48	\$367.38	\$367.32
Total Dev. Cost per Unit		\$476,892	\$474,407	\$472,620	\$467,990	\$464,257	\$486,025	\$485,889	\$485,763	\$485,629	\$485,556
Acquisition Cost PSF		\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39
Hard Cost PSF		\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF		\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Sale Price PSF - Market Rate		\$346.54	\$346.54	\$346.54	\$346.54	\$346.54	\$346.54	\$346.54	\$346.54	\$346.54	\$346.54
Avg. Sale Price PSF - Affordable		\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>											
Total Dev. Cost PSF		n/a	n/a	n/a	n/a	n/a	\$337.28	\$337.19	\$337.11	\$337.02	\$336.97
Total Dev. Cost per Unit		n/a	n/a	n/a	n/a	n/a	\$410,169	\$410,063	\$409,965	\$409,860	\$409,803
Acquisition Cost PSF	N/A	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	(c)	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF		n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable		n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
<u>Scenario Yield</u>											
Total Units		77	77	77	77	77	92	96	100	107	115
Market Rate Units		61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site		15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site		0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>											
Return-on-Cost (ROC)		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-13: Feasibility Analysis Results: Low-Rise Condominium, Weak Market

		Weak Market Scenarios									
		60% AMI Target									
Baseline		MIH + 421-a Benefit									
		On-Site Affordability					Off-Site Affordability				
Baseline (a)	Baseline w/ 421-a (b)	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI	20% at 60% AMI	25% at 60% AMI	30% at 60% AMI	40% at 60% AMI	50% at 60% AMI
<u>Key Assumptions - On-Site Component</u>											
Total Dev. Cost PSF		\$360.95	\$359.07	\$357.72	\$354.21	\$351.39	\$367.83	\$367.73	\$367.63	\$367.52	\$367.46
Total Dev. Cost per Unit		\$477,127	\$474,643	\$472,855	\$468,225	\$464,492	\$486,232	\$486,090	\$485,959	\$485,815	\$485,733
Acquisition Cost PSF		\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39
Hard Cost PSF		\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF		\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Sale Price PSF - Market Rate		\$402.94	\$402.94	\$402.94	\$402.94	\$402.94	\$375.86	\$375.86	\$375.86	\$375.86	\$375.86
Avg. Sale Price PSF - Affordable		\$90.60	\$90.60	\$90.60	\$90.60	\$90.60	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>											
Total Dev. Cost PSF		n/a	n/a	n/a	n/a	n/a	\$337.41	\$337.32	\$337.23	\$337.14	\$337.09
Total Dev. Cost per Unit		n/a	n/a	n/a	n/a	n/a	\$410,331	\$410,220	\$410,118	\$410,005	\$409,941
Acquisition Cost PSF	N/A	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	(c)	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF		n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable		n/a	n/a	n/a	n/a	n/a	\$90.60	\$90.60	\$90.60	\$90.60	\$90.60
<u>Scenario Yield</u>											
Total Units		77	77	77	77	77	92	96	100	107	115
Market Rate Units		61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site		15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site		0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>											
Return-on-Cost (ROC)		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-13: Feasibility Analysis Results:

Low-Rise Condominium, Weak Market

		75% AMI Target									
Baseline		MIH ONLY									
		On-Site Affordability					Off-Site Affordability				
Baseline (a)	Baseline w/ 421-a (b)	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>											
Total Dev. Cost PSF		\$360.77	\$358.89	\$357.54	\$354.04	\$351.21	\$367.68	\$367.58	\$367.48	\$367.38	\$367.32
Total Dev. Cost per Unit		\$476,892	\$474,407	\$472,620	\$467,990	\$464,257	\$486,025	\$485,889	\$485,763	\$485,629	\$485,556
Acquisition Cost PSF		\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39
Hard Cost PSF		\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF		\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Sale Price PSF - Market Rate		\$346.54	\$346.54	\$346.54	\$346.54	\$346.54	\$346.54	\$346.54	\$346.54	\$346.54	\$346.54
Avg. Sale Price PSF - Affordable		\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>											
Total Dev. Cost PSF		n/a	n/a	n/a	n/a	n/a	\$337.28	\$337.19	\$337.11	\$337.02	\$336.97
Total Dev. Cost per Unit		n/a	n/a	n/a	n/a	n/a	\$410,169	\$410,063	\$409,965	\$409,860	\$409,803
Acquisition Cost PSF	N/A	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	(c)	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF		n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable		n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>											
Total Units		77	77	77	77	77	92	96	100	107	115
Market Rate Units		61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site		15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site		0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>											
Return-on-Cost (ROC)		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-13: Feasibility Analysis Results:

Low-Rise Condominium, Weak Market

	75% AMI Target											
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI	20% at 75% AMI	25% at 75% AMI	30% at 75% AMI	40% at 75% AMI	50% at 75% AMI
<u>Key Assumptions - On-Site Component</u>												
Total Dev. Cost PSF			\$360.95	\$359.07	\$357.72	\$354.21	\$351.39	\$367.83	\$367.73	\$367.63	\$367.52	\$367.46
Total Dev. Cost per Unit			\$477,127	\$474,643	\$472,855	\$468,225	\$464,492	\$486,232	\$486,090	\$485,959	\$485,815	\$485,733
Acquisition Cost PSF			\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Sale Price PSF - Market Rate			\$402.94	\$402.94	\$402.94	\$402.94	\$402.94	\$375.86	\$375.86	\$375.86	\$375.86	\$375.86
Avg. Sale Price PSF - Affordable			\$138.41	\$138.41	\$138.41	\$138.41	\$138.41	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$337.41	\$337.32	\$337.23	\$337.14	\$337.09
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$410,331	\$410,220	\$410,118	\$410,005	\$409,941
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$138.41	\$138.41	\$138.41	\$138.41	\$138.41
<u>Scenario Yield</u>												
Total Units			77	77	77	77	77	92	96	100	107	115
Market Rate Units			61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site			15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>												
Return-on-Cost (ROC)			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-13: Feasibility Analysis Results:

Low-Rise Condominium, Weak Market

		90% AMI Target									
Baseline		MIH ONLY									
		On-Site Affordability					Off-Site Affordability				
Baseline (a)	Baseline w/ 421-a (b)	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
<u>Key Assumptions - On-Site Component</u>											
Total Dev. Cost PSF		\$360.77	\$358.89	\$357.54	\$354.04	\$351.21	\$367.68	\$367.58	\$367.48	\$367.38	\$367.32
Total Dev. Cost per Unit		\$476,892	\$474,407	\$472,620	\$467,990	\$464,257	\$486,025	\$485,889	\$485,763	\$485,629	\$485,556
Acquisition Cost PSF		\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39
Hard Cost PSF		\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF		\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Sale Price PSF - Market Rate		\$346.54	\$346.54	\$346.54	\$346.54	\$346.54	\$346.54	\$346.54	\$346.54	\$346.54	\$346.54
Avg. Sale Price PSF - Affordable		\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
<u>Key Assumptions - Off-Site Component</u>											
Total Dev. Cost PSF		n/a	n/a	n/a	n/a	n/a	\$337.28	\$337.19	\$337.11	\$337.02	\$336.97
Total Dev. Cost per Unit		n/a	n/a	n/a	n/a	n/a	\$410,169	\$410,063	\$409,965	\$409,860	\$409,803
Acquisition Cost PSF	N/A	n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	(c)	n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF		n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable		n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
<u>Scenario Yield</u>											
Total Units		77	77	77	77	77	92	96	100	107	115
Market Rate Units		61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site		15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site		0	0	0	0	0	15	19	23	31	38
<u>Feasibility Results</u>											
Return-on-Cost (ROC)		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Table G-13: Feasibility Analysis Results:

Low-Rise Condominium, Weak Market

	90% AMI Target											
	Baseline		MIH + 421-a Benefit									
	Baseline (a)	Baseline w/ 421-a (b)	On-Site Affordability					Off-Site Affordability				
			20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI	20% at 90% AMI	25% at 90% AMI	30% at 90% AMI	40% at 90% AMI	50% at 90% AMI
Key Assumptions - On-Site Component												
Total Dev. Cost PSF			\$360.95	\$359.07	\$357.72	\$354.21	\$351.39	\$367.83	\$367.73	\$367.63	\$367.52	\$367.46
Total Dev. Cost per Unit			\$477,127	\$474,643	\$472,855	\$468,225	\$464,492	\$486,232	\$486,090	\$485,959	\$485,815	\$485,733
Acquisition Cost PSF			\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39	\$17.39
Hard Cost PSF			\$268.97	\$267.79	\$267.00	\$264.62	\$262.65	\$273.32	\$273.32	\$273.32	\$273.32	\$273.32
Soft Cost PSF			\$53.79	\$53.56	\$53.40	\$52.92	\$52.53	\$54.66	\$54.66	\$54.66	\$54.66	\$54.66
Avg. Sale Price PSF - Market Rate			\$402.94	\$402.94	\$402.94	\$402.94	\$402.94	\$375.86	\$375.86	\$375.86	\$375.86	\$375.86
Avg. Sale Price PSF - Affordable			\$186.30	\$186.30	\$186.30	\$186.30	\$186.30	n/a	n/a	n/a	n/a	n/a
Key Assumptions - Off-Site Component												
Total Dev. Cost PSF			n/a	n/a	n/a	n/a	n/a	\$337.41	\$337.32	\$337.23	\$337.14	\$337.09
Total Dev. Cost per Unit			n/a	n/a	n/a	n/a	n/a	\$410,331	\$410,220	\$410,118	\$410,005	\$409,941
Acquisition Cost PSF	N/A		n/a	n/a	n/a	n/a	n/a	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Hard Cost PSF	(c)		n/a	n/a	n/a	n/a	n/a	\$231.96	\$231.96	\$231.96	\$231.96	\$231.96
Soft Cost PSF			n/a	n/a	n/a	n/a	n/a	\$46.39	\$46.39	\$46.39	\$46.39	\$46.39
Avg. Market Sale Price PSF - Affordable			n/a	n/a	n/a	n/a	n/a	\$186.30	\$186.30	\$186.30	\$186.30	\$186.30
Scenario Yield												
Total Units			77	77	77	77	77	92	96	100	107	115
Market Rate Units			61	57	54	46	38	77	77	77	77	77
Affordable Units - On-Site			15	19	23	31	38	0	0	0	0	0
Affordable Units - Off-Site			0	0	0	0	0	15	19	23	31	38
Feasibility Results												
Return-on-Cost (ROC)			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Unleveraged IRR			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Leveraged IRR			0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Notes:

(a) The baseline scenarios assume a project that is developed at the density permitted under current zoning conditions. Current conditions are assumed to be as follows: M1-2 for Low-Rise, R7A for Mid-Rise, R10 for High-Rise.

(b) Each baseline scenario is run both with and without the applicable existing 421-a benefit; note that for the Very Strong and Strong market conditions, this baseline also assumes that 20% of units are provided at an average income level of 60% AMI, and for the Mid-Market, Moderate, and Weak market conditions, the "as-of-right" 15-year 421-a benefit is applied all units are assumed to be market rate.

(c) No baseline is shown for the Low-Rise scenario because the current condition zoning classification (M1-2) does not allow for Source: BAE, 2015.