

## Department of Planning & Community & Economic Development **Planning Division**

Website: www.cityofmadison.com

Madison Municipal Building 215 Martin Luther King, Jr. Boulevard P.O. Box 2985 Madison, Wisconsin 53701-2985 TDD 608 266-4747 FAX 608 266-8739 PH 608 266-4635

DATE:

October 31, 2008

TO:

Plan Commission

FROM:

Bradley J. Murphy, AICP, Planning Division Director

SUBJECT:

"1000 Oaks" Subdivision Inclusionary Dwelling Unit Plan

On June 3, 2008, the Common Council approved a request to rezone two parcels containing a total of 124.7 acres of land located at the northwest corner of Valley View and South Point roads from Temp. A to R2T, R2Y, R2Z, R5, C and PUD-GDP, and approved a preliminary plat for the 1000 Oaks residential subdivision. A final plat creating the 3 R5-zoned multi-family lots was also approved.

The overall development includes 274 single-family lots, 9 two-family lots and 1 townhouse lot on the southern 99 acres of the site controlled by Veridian Homes, with the remaining land along the northern edge of the subdivision owned by Pellett Development, LLC, who will retain 3 lots for future multifamily development. The zoning map amendments and preliminary and final plats were approved with a condition that the Plan Commission and Common Council approve a final inclusionary dwelling unit plan and gap analysis for the 1000 Oaks subdivision, and that all conditions related thereto be satisfied per Community Development Block Grant Office and Planning Division approval prior to final approval for recording of the first final plat.

Veridian has submitted the data required for the gap analysis for its portion of the development to the Community Development Block Grant Office, which has asked Planning Division staff to clarify the densities of the subdivision and the process for determining whether the subdivision is receiving a density bonus revenue offset. The 3 lots owned by Pellett are not part of this analysis since they are under separate ownership. It is recommended that Land Use Restriction Agreement shall be approved by the CDBG and City Attorney's Office and recorded covering these multi-family lots in the event that they develop as owner-occupied housing.

The approved 1000 Oaks Subdivision Plat is located within the boundaries of the Pioneer Neighborhood Development Plan. That plan recommends that most of the site be developed with low-density residential uses up to eight units per acre, with the exception of the area north of extended Watts Road, which is identified for medium-density residential development at 16-25 units per acre, and a smaller area between watts Road and an east-west drainage corridor recommended at 8-15 units per acre. For lands where the existing zoning is Agriculture District, the Inclusionary Zoning Ordinance states that the base density for calculating a density bonus shall be the midpoint of the density ranges shown in the adopted neighborhood development plan, with the exception of the low-density range. As part of the July 2006 amendments to the Inclusionary Zoning Ordinance, the base density for the low density range

1000 Oaks Plat October 29, 2008 Page 2

was set at 75% of the density range in the adopted neighborhood development plan, or 6 units per acre, compared to 4 units per acre under the original ordinance. In the case of the 1000 Oaks Subdivision plat, the lands were conditionally rezoned in December 2005 from Temporary Agriculture to various residential districts subject to the conditions which were applied to the zoning and subdivision plat. In consultation with the City Attorney's Office the Planning Division determined that because the conditions of approval on the zoning and final plat were not met within 24 months as required by the City's Subdivision Regulations for recording of a plat, the zoning and subdivision entitlement previously granted are null and void requiring the new zoning and subdivision approvals that were granted as part of the June 3, 2008 Common Council approval. Staff will utilize the process in the Inclusionary Zoning Ordinance for determining the density bonus based on the original Temporary Agricultural Zoning of the property when it was annexed. Attached to this memorandum is the full Planning Division report from May 28, 2008 on the Zoning Map Amendment and Subdivision Plat.

The Inclusionary Zoning Ordinance is clear in establishing the per acre net density to use for each density range when calculating the base density. For purposes of determining whether or not a project is receiving a density bonus, Planning staff typically reviews the layout of the proposed subdivision in comparison to the pattern of land uses, densities and layout for the subject parcel contained in the approved neighborhood development plan. It is common for the final layout of a subdivision plat to deviate somewhat from the more generalized development concept included in a neighborhood development plan. During detailed planning and engineering for a site in preparation for a formal development proposal, the actual land uses proposed, the alignment of streets, the size and configuration of lots and the need to provide adequate stormwater management facilities are finalized. This may result in deviation from the adopted neighborhood plan. Relating those differences from the adopted neighborhood development plan are often part of the consideration when weighing approval of the development by the Plan Commission and Common Council. This often results in less net developable acreage and also results in different net acreages within specific residential density ranges.

In calculating the base density for the original 1000 Oaks Preliminary Plat and Final Plat, which was approved in 2005 and 2006, staff used the land areas (acreage) for each density range recommended in the Pioneer Neighborhood Development Plan within the area comprising the subdivision multiplied by the range midpoints to determine the base density which is the method originally used. If staff used this same method to determine the base density for the resubmitted plat approved in June 2008, the base density would be set at 377 units (73 units on 6.31 acres of low-medium density development, and 304 units on 50.75 acres of low-density development). This compares to 304 total units proposed on the Veridian portion of the 1000 Oaks Plat (29 units on 3.11 acres of low-medium density development and 275 units on 39.36 acres of low-density development including 18 duplex units and 12 townhouse units. Utilizing the methodology used in 2006 would result in the proposed plat receiving no density bonus.

More recently however, and in particular since the adoption of the July 2006 amendments to the ordinance and the gap analysis approach has been in place, staff has utilized the net-developable acreage in the proposed plats and the midpoints of the density ranges in the Plans as a basis to establish the base density. In the case of the 1000 Oaks Plat, for example, if the smaller amount of net acreage in the subdivision proposed by Veridian (42.47 net developable acres versus 57.06 acres in the plan) is used to establish the base density, the base density would be lower the overall project would receive a density bonus of approximately 32 units based on 6.99 units per acre in the low density area and 9.32 units per acre in the low-medium density area. Calculated this way the project would have a total base density of

1000 Oaks Plat October 29, 2008 Page 3

272 units, which consists of 36 low-medium density units on 3.11 acres and 236 low-density units on 39.36 acres.

Very few peripheral subdivision plats were subjected to the waiver process under the original ordinance. 1000 Oaks may have been the only one. Under the new ordinance, however, a gap analysis is prepared for each project and at least five subdivision plats have requested waivers. Staff believe that the utilization of the net acreage in the proposed plats versus the plan acreage has some merit since the base densities will be based on the amount of residential development actually being proposed versus utilizing the Neighborhood Development Plan acreage, which typically does not take into consideration the individual needs and design of new developments, including the total amount of lands needed for stormwater management, open space, and other purposes. In the case of the 1000 Oaks Plat, the net density in the low density portion of the development of 6.99 units per acre versus 6.0 units per acre which is the base density in the Plan which results in the density bonus.

Veridian has requested that the Plan acreage be used to establish the density base rather than the plat acreage. In consultation with the City Attorney's Office, staff believes that the use of the Plat acreage is in keeping with the ordinance as it is written, but acknowledges the different perspective. Staff therefore requests the Plan Commission to provide direction on which method should be used going forward and possible changes to the ordinance if the Plan Commission is interested in changing the method currently being used or in clarifying the ordinance. The resulting base densities can vary depending on the method used. In cases where the proposed plat very closely corresponds to the adopted plan, the results may not be very significant. However, in the case of the 1000 Oaks plat, the alternative methodologies are the difference between the project receiving a density bonus or not. Attached is a series of tables that show the results of different ways of calculating the base density.

c: Mayor David J. Cieslewicz
Mark A. Olinger, Director, Department of Planning & Community & Economic Development
Barb Constans, Community Development Block Grant Office
Bill Clingan, Director, Community Development Division
Mario Mendoza, Mayor's Office
Michael Waidelich, Principal Planner
Tim Parks, Planner
Katherine Noonan, Assistant City Attorney

#### **Proposed 1000 Oaks Plat Densities**

	Plat	Density	Unit
Land Use	<u>Acreage</u>	<u>Units/AC</u>	Count
Low-Medium	3.11	9.32	29
Low	39.36	6.99	<u>275</u>
Total			304

#### Base Density Using the Neighborhood Plan Acreage

	Plan	<b>Density</b>	Unit
Land Use	<u>Acreage</u>	Units/AC	Count
Low-Medium	6.31	11.5	73
Low	50.75	6.0	<u>304</u>
Total			377

#### Base Density Using the Plat Acreage

	Plat	Density	Unit
Land Use	<b>Acreage</b>	<u>Units/AC</u>	Count
Low-Medium	3.11	11.5	36
Low	39.36	6.0	<u>236</u>
Total		•	272

#### **Base Density Using 2005 Zoning Categories\***

	Plat	Density	Unit
<b>Zoning</b>	<u>Acreage</u>	<u>Units/AC</u>	Count
R2T	30.51	8.72	266
R2Y	4.78	10.89*	52
R2Z	4.91	10.89*	53
PUD	2.27	13.2	<u>30</u>
Total			401

<sup>\*</sup> Source: Veridian, R2Y & R2Z use densities associated with R2S as they are not listed in the Ordinance.

# PLANNING DIVISION REPORT DEPARTMENT OF PLANNING AND COMMUNITY AND ECONOMIC DEVELOPMENT Of May 28, 2008

RE: I.D. # 10225: Zoning Map Amendment ID 3356-3361, Rezoning 702 South Point Road from Temp. A to R2T, R2Y, R2Z, R5, Conservancy and PUD-GDP; I.D. #10659, Approval of the Preliminary Plat of 1000 Oaks and I.D. #10660, Approval of the Final Plat of 1000 Oaks

- 1. Requested Actions: Approval of a request to rezone approximately 124.7 acres located at the northwest corner of Valley View and South Point roads from Temp. A (Agriculture District) to R2T, R2Y, R2Z (Single-Family Residence Districts), R5 (General Residence District), C (Conservancy District) and Planned Unit Development, General Development Plan (PUD-GDP); approval of a preliminary plat proposing 274 single-family lots, 9 two-family lots, 1 lot for townhouse development, 3 lots for future multi-family development and various outlots for public and private open space and stormwater management, and; approval of a final plat creating the 3 lots for future multi-family development and 1 outlot for stormwater management.
- 2. Applicable Regulations: Section 28.12 (9) provides the process for zoning map amendments; Section 28.07 (6) of the Zoning Ordinance provides the requirements and framework for Planned Unit Developments. Section 28.04 (22) provides the guidelines and regulations for the approval of demolition permits. The subdivision process is outlined in Section 16.23 (5)(b) of the Subdivision Regulations.
- 3. Report Prepared By: Timothy M. Parks, Planner.

#### GENERAL INFORMATION

1. Applicants & Property Owners: Don Esposito, 1000 Oaks Land, LLC/ Veridian Homes; 6801 South Towne Drive; Madison and Pellett Development, LLC; 702 South Point Road; Madison.

Agents: Brian Munson & Chris Landerud, Vandewalle & Associates; 120 E. Lakeside Street; Madison.

Surveyor: Wayne Barsness, D'Onofrio Kottke & Associates; 7530 Westward Way; Madison.

2. Development Schedule: The applicants are seeking re-approval of a project first approved in December 2005. A timeline for when implementation of the subdivision would occur has not been determined. Implementation of the 1000 Oaks neighborhood is expected to occur in approximately 9 phases over 8-12 years.

- 3. Location: Approximately 124.7 acres located at the northwest corner of Valley View and South Point roads, Aldermanic District 9; Madison Metropolitan School District.
- 4. Existing Conditions: The subject site is largely undeveloped with the exception of a single-family residence located near the center of the property, which is zoned Temp. A (Agriculture District).
- 5. Proposed Land Use: 274 single-family lots, zoned R2T, R2Y & R2Z (Single-Family Residence Districts), 9 two-family lots and 1 lot for townhouse development, zoned PUD-GDP, 3 lots for future multi-family development in R5 (General Residence District) zoning and various outlots for public and private open space and stormwater management, 18 of which will be zoned C (Conservancy District).
- Surrounding Land Use and Zoning:
   North: City of Madison public works facility, zoned SM (Specific Manufacturing District);

South: Undeveloped lands and US Forest Products Lab lands in the Town of Middleton;

W&E: Undeveloped lands in the Town of Middleton.

- 7. Adopted Land Use Plan: The Pioneer Neighborhood Development Plan identifies most of the subject site for low-density residential uses, with the exception of areas of low-to medium-density and medium-density residential development located along the northern third of the site. The plan also identifies two areas through the center of the site for park, drainage and open space uses.
- 8. Environmental Corridor Status: The majority of the subject site is not located within a mapped environmental corridor with the exception of a drainage corridor, which generally extends through the center of the property. An area of woodlands are also identified on the corridor map.
- 9. Public Utilities & Services: The proposed development will eventually be served by a full range of urban services.

#### STANDARDS FOR REVIEW

This application is subject to the standards for planned unit developments, zoning map amendments, preliminary plats and final plats.

#### PREVIOUS APPROVALS

On December 13, 2005, the Common Council conditionally approved a request to rezone the subject 124.7 acres from Temp. A (Agriculture District) to R2T, R2Y, R2Z (Single-Family Residence Districts), R5 (General Residence District), C (Conservancy District) and Planned Unit Development, General Development Plan (PUD-GDP) and approved a preliminary plat with 274 single-family lots, 9 two-family lots, 1 lot for townhouse development, 3 lots for future multi-family development and various outlots for public and private open space and stormwater management.

A final plat of the same was approved by the Common Council on June 6, 2006 but has not been recorded to date.

Prior to the approval of the final plat, a Certified Survey Map was approved that divided the 124.7-acre parcel into two lots. The land division was necessary to satisfy a contractual obligation regarding the sale of approximately 99 acres of the site from the Pellett family to Veridian and was conditioned by the City on no development approvals or building permits being issued for the two lots until the conditions of approval of the 1000 Oaks subdivision had been satisfied.

#### PLAT REVIEW

The applicants, 1000 Oaks Land/ Veridian Homes and Pellett Development, LLC, are seeking reapproval of zoning and preliminary plat approvals granted in December 2005 for their 124.7-acre combined ownership. The 1000 Oaks subdivision calls for 274 single-family lots in R2T, R2Y & R2Z (Single-Family Residence Districts) zoning, 9 two-family lots and 1 lot for townhouse development in PUD-GDP zoning and 3 lots for future multi-family development in R5 (General Residence District) zoning to be developed on the overall property. The subdivision also includes 23 outlots for public and private open space, landscaping and stormwater management.

In consultation with the City Attorney's Office, Planning Division staff has determined that the December 2005 approval of the rezoning of the site from Temp. A to the various residential and conservancy districts noted above and the preliminary plat were not consummated by satisfaction of the conditions of approval and the recording of a final plat within 24 months as required in the

City's Subdivision Regulations and in Wisconsin Statutes Chapter 236. As a result, the zoning and subdivision entitlements previously granted are null and void, requiring that new zoning and subdivision approvals be granted to the project. Although the 24-month requirement only applies to the subdivision, the zoning of the property was approved subject to approval of the plat and its conditions. Staff also believes that the zoning approval is nullified because the property would not have been zoned in the fashion it was without the subdivision plat to call for the particular lot design provisions provided in those zoning districts.

The preliminary plat submitted for approval with the current applications is largely unchanged from the preliminary plat approved in 2005. The 124.7-acre site is generally characterized by a rolling terrain that includes two drainage corridors that cross the northern third of the site and by a significant wooded slope that extends from west to east across the center of the property. The northern 18 acres of the site will be subdivided into three lots for future multi-family residential development in the R5 zoning district. South of these three lots and an outlot for stormwater management that follows one of the drainage corridors, Watts Road will be extended across the site as called for in the Pioneer Neighborhood Development Plan to serve as a minor east-west collector street through the plan area. South of Watts Road and north of the wooded hill at the center of the site, the subdivision will predominantly be developed with a combination of alley-loaded single-family homes in the R2Y and R2Z zoning districts and conventional front-loaded single-family homes in the R2T zoning district. Two duplex lots and one multi-family lot for up to 12 townhouse units will also be located in this portion of the subdivision along the South Point Road frontage. A 0.8-acre lot for the existing residence, which abuts the wooded slope, will also be platted in this portion of the development.

South of the wooded area, which will be preserved and dedicated to the City for public parkland, the preliminary plat predominantly calls for additional R2T-zoned single-family lots, including a number of larger lots located near the southern edge of the wooded area. Seven duplex lots to be zoned PUD-GDP will be interspersed within this R2T single-family lots area.

In addition to the outlot to be dedicated to the City for parkland through the center of the project, three outlots will also be dedicated to the City for stormwater management along the western side of the development. A series of outlots will also be dedicated along and north of extended Watts Road that will encompass the drainage corridors that cross the site. The preliminary plat also proposes three private outlots to be maintained as open space buffers in the rear yards of the lots that will back onto South Point Road and Valley View Road.

The deviations from the previous preliminary plat for 1000 Oaks and the proposed preliminary plat include the elimination of a street connection from the project to the undeveloped property to the west and a change in implementation phasing. Regarding the street connection, the 2005

preliminary plat showed a total of four streets extending from the subject development to serve future residential development to the west. The current proposed plat eliminates the second most northerly of the four connections, which was depicted as a residential street with no lots fronting it in the middle of an otherwise long single-family residential block. In terms of the implementation of the subdivision, the applicants propose to reduce the overall number of phases from 12, including the multi-family components along the northern edge of the development, to 9 phases excluding the northernmost multi-family parcels and specific to the mostly single-family components elsewhere on the subject site. The new phasing plan continues to call for development to occur first along South Point Road, though implementation will begin south of the central greenspace instead of to the north as previously envisioned.

#### Inclusionary Zoning

Another more significant deviation from the prior approved preliminary plat regards the project's conformance to the Inclusionary Zoning provisions of the Zoning Ordinance. The applicants have submitted a new Inclusionary Dwelling Unit Plan (IDUP) that calls for the subdivision to comply with the most current provisions of the ordinance as well as to become exempt from providing affordable rental units following the August 2006 State Court of Appeals decision voiding the rental component of the Inclusionary Zoning Ordinance.

The IDUP submitted with the current preliminary plat calls for 46 (15.1%) of the 304 total units included in the 1000 Oaks development (not including future multi-family development on the R5-zoned parcels north of extended Watts Road) to be affordable under the provisions of the Inclusionary Zoning ordinance.

The applicants have provided two inclusionary dwelling unit dispersion scenarios with the new preliminary plat application. Under the first scenario, identified as "Standard Distribution" the 46 affordable units will include 41 single-family units, 3 townhouse units and 2 two-family units. Under this scenario, affordable units are generally distributed throughout the development, with multiple units to be provided in each phase.

The second dispersion scenario, referred to as the "Shift Distribution," calls for the applicants to avail themselves of a revenue offset provision created with the July 2006 amendments to the Inclusionary Zoning ordinance, which allows for up to 75% of the required single-family inclusionary dwelling units to be provided in two-family or multi-family dwellings with no more than eight units. These units are required to be dispersed among or immediately adjacent to single-family dwelling units. Of the 46 affordable units proposed under this scenario, 26 will be single-family units, 18 will be two-family units and 2 will be townhouse units. All 9 of the PUDzoned duplexes in this scenario are reserved for dual inclusionary dwelling units, with 7 of those

9 duplexes located in the southern portion of the plat. As required by the Zoning Ordinance, the 9 duplexes are generally interspersed or adjacent to single-family dwelling units within the project.

Under both scenarios, 30 of the units will be provided at 80% of Area Median Income (AMI), with the remaining 16 to be provided at 70% AMI. Similarly, 30 of the affordable units will contain four bedrooms, with the other 16 containing three bedrooms.

In addition to the request to shift units into two-family units in this case, the applicants are also seeking a park development fee reduction. The Parks Division indicates in its attached report that portions of the 1000 Oaks subdivision may be eligible for a park development fee reduction.

The area north of extended Watts Road was excluded from the IDUP submitted with the current preliminary plat application. The applicants indicate that up to 390 multi-family units may be developed in the future on the three lots to be zoned R5, which total approximately 17 acres of land.

The applicants have not requested a density bonus for their project. The Pioneer Neighborhood Development Plan recommends that most of the site be developed with low-density residential uses up to 8 units an acre with the exception of the area north of extended Watts Road, which is identified for medium-density residential development at 16-25 units an acre and an area between Watts Road and the east-west drainage corridor, which is recommended for development at 8-15 units an acre. The Zoning Ordinance requires that a density bonus be determined for low-to medium-density and medium-density developments based on the midpoint of the density range recommended in the neighborhood plan. The density bonus for areas in neighborhood development plans for low-density residential development is determined at 75% of the density in the range, or 6 units an acre in the case of the Pioneer NDP.

Staff has determined that the area occupied by Lots 51-76 and Lots 117-119 is roughly the area recommended for low- to medium-density development. These 29 units occupy approximately 3.11 acres of land for a density of 9.33 units an acre, which is below the 12.5-unit an acre midpoint and therefore not receiving a bonus. The density of the 275-unit portion of the project south of Watts Road (including all 18 duplex units and 12 townhouse units) and lest the aforementioned 29 units is approximately 7 units an acre based on 39.36 net acres. This equals a density bonus of 1 unit an acre above the 6-unit an acre bonus threshold. Finally, the maximum density of the 390 units on the three R5-zoned lots north of Watts Road will be 22.94 units an acre. The maximum density proposed is 2.44 per acre units greater than the midpoint of the density range (20.5 units an acre) recommended in the Pioneer\_NDP for this portion of the subdivision. Therefore, the development will be receiving a density bonus of 39 units for the area south of Watts Road and 41 units for the area to the north. However, the density of the 1000

Oaks subdivision is unchanged from the subdivision approvals previously granted the subject 124.7 acres.

To date, the applicants have not provided the data required by the Community Development Block Grant Office to review the revenue offsets requested. As a result, approval of the Inclusionary Dwelling Unit Plan may not be granted at this time. Instead, approval of the IDUP will become a condition of approval to be met prior to the final approval and recording of the first final plat of the 1000 Oaks subdivision.

The applicants do not indicate whether any of these 390 potential multi-family units will be developed as owner-occupied units. As a result, the Planning Division recommends that a Land Use Restriction Agreement be recorded with the three R5 multi-family lots that will require that any future owner-occupied housing on those lots comply with Inclusionary Zoning at the time of development. Because the zoning and subdivision are being approved as new following the Court of Appeals decision regarding rental inclusionary dwelling units, future development of rental units on these three lots will be exempt.

#### **EVALUATION & CONCLUSION**

The Planning Division previously found that the proposed zoning, development layout and mix of residential uses in the 1000 Oaks subdivision to be appropriate and in conformance with the recommendations for the subject 124.7 acres in the Pioneer Neighborhood Development Plan when the project was approved in 2005. Planning Division staff continues to believe that the proposed subdivision is appropriate and recommends that the Plan Commission and Common Council approve the applicants' zoning map amendment, preliminary plat and four-parcel final plat subject to the conditions contained in the following section.

The proposed zoning map amendment and preliminary plat were referred to the Long Range Transportation Planning Commission for review at the request of Ald. Robbie Webber (5<sup>th</sup> Dist.). The LRTPC reviewed the development on May 15, 2008 and recommended that a condition of approval be added to the rezoning and preliminary plat approval that requires that an all-weather, north-south bicycle/ pedestrian path connection be constructed, at some location between the center and the east side of the park. The LRTPC further recommended that all red dashed lines located on the 1000 Oaks Neighborhood Master Plan map be considered as all-weather bicycle/ pedestrian paths, unless deemed inappropriate by a City Staff team consisting of City Engineering, Parks Division and Traffic Engineering staff (see attached minutes).

The Urban Design Commission reviewed the general development plan on November 2, 2005 and recommended final approval as part of the original applications. Staff did not believe that it

was necessary to send essentially the same planned unit development application back to the UDC for re-approval with the current applications.

#### RECOMMENDATIONS

The Planning Division recommends that the Plan Commission forward:

- Zoning Map Amendment ID 3356-3361, rezoning 702 South Point Road from Temp. A
  (Agriculture District) to R2T, R2Y, R2Z (Single-Family Residence Districts), R5
  (General Residence District), C (Conservancy District) and Planned Unit Development,
  General Development Plan (PUD-GDP), and;
- Approval of a preliminary plat proposing 274 single-family lots, 9 two-family lots, 1 lot for townhouse development, 3 lots for future multi-family development and various outlots for public and private open space and stormwater management, and;
- Approval of a final plat creating the 3 lots for future multi-family development and 1 outlot for stormwater management;

to the Common Council with recommendations of approval, all subject to input at the public hearing and the following conditions:

- 1. Comments from reviewing agencies.
- 2. The final plat shall include a landscape screening buffer area along the northerly property line adjacent to the Silicon Prairie plat. Details of the landscaping will be required when specific development/building proposals are submitted for review.
- 3. That the plat be revised to provide a public pedestrian-bicycle path from the future City parkland to the northern edge of the plat through Outlots 1 and 14, as called for in the Pioneer Neighborhood Development Plan.
- 4. A note shall be provided on the final plat and a Land Use Restriction Agreement recorded indicating that an Inclusionary Dwelling Unit Plan will be required for any owner-occupied development of the R5-zoned parcels at the time that development plans are submitted for these three lots. The Land Use Restriction Agreement will be executed for recording prior to the recording of the final plat.

- 5. That the applicant submit to the Planning Division two copies of the private subdivision covenants, conditions and restrictions that govern the organizational structure, use, maintenance and continued protection of the development and any common services, open areas or other facilities to serve the proposed subdivision. Planning staff and the City Attorney's Office shall approve these documents prior to approval of any final plat containing such private common elements.
- 6. All final plats that include lands dedicated to the public for stormwater management and/or sanitary sewer purposes shall also have an added designation for "local paths, trails, and crossings."
- 7. Sidewalks shall be provided on both sides of all public streets within the 1000 Oaks development unless otherwise approved by the Plan Commission.
- 8. That the Plan Commission approve a final inclusionary dwelling unit plan and gap analysis for the 1000 Oaks subdivision and that all conditions related thereto be satisfied per Community Development Block Grant Office and Planning Division approval prior to final approval for recording of the first final plat.
- 9. That the approval of these zoning map amendments and the preliminary plat of 1000 Oaks be null and void unless a final plat of all or a portion of the 1000 Oaks subdivision is recorded within 24 months of the date of Common Council approval of the rezonings and preliminary plat approvals.
- 10. As recommended by the Long Range Transportation Planning Commission, that an all-weather, north-south bicycle/ pedestrian path connection be constructed, at some location between the center and the east side of the park. The LRTPC further recommended that all red dashed lines located on the 1000 Oaks Neighborhood Master Plan map be considered as all-weather bicycle/ pedestrian paths, unless deemed inappropriate by a City Staff team consisting of City Engineering, Parks Division and Traffic Engineering staff.



TO:

Members of the Plan Commission

FROM:

Barbara Constans, Grants Administrator

SUBJECT:

1000 Oaks: Inclusionary Zoning Gap and Waiver Analysis

DATE:

October 29, 2008

#### **SUMMARY:**

Veridian Homes has requested a rezoning of their Plat of 1000 Oaks. The plat, as designed, calls for 304 dwelling units, utilizing the various incentives for provision of inclusionary dwelling units available under the City's IZ ordinance. As part of the IZ review process of the plat the Planning Unit is required to determine if there is a density bonus being requested. The Planning Unit, as described in their materials for this plat, have determined that depending upon the way a bonus is calculated Veridian is getting a 32 unit bonus or no bonus. The Plan Commission is being asked to make the determination which method of density calculation should be used. As a consequence of the Plan Unit decision to present the Plan Commission with two density bonus values, 2 separate IZ gap and waiver analyses were run for this development. One was based on no density bonus being provided. The second was based on a density bonus of 32 units.

The two separate analyses are attached.

### 1000 Oaks Gap and Waiver Analysis No Density Bonus

#### IZ Gap and Waiver Analysis if No Density Bonus is Provided

The first step in a waiver analysis under the Ordinance is to determine if there is a "gap" between what it costs the developer to provide the required percentage of IZ units as part of their development. The IZ gaps analysis policy permits an applicant to seek a combination of ways (on-site IZ units, off-site IZ units, or payment in lieu) to balance of the revenue gap between the market value of the expected IZ units and the set price of those units. In this case where Planning staff analyzed the current density of this plat and concluded that the proposed plat was in conformance with the neighborhood plan for the area, and would receive no bonus density per the inclusionary zoning ordinance standards.

Based on this information and data furnished by the developer and by the Planning Unit during October 2008 it was determined that there was a gap less the incentives of \$4,141,881 to the developers credit. Analysis showed that the gap could be closed by one of the following:

- 1. Reducing the required number of IZ units to the provision of 2 town home units and a payment in lieu of units of \$1,462,052 or
- 2. Reducing the required number of IZ units to the provision of 1 single family home and a payment in lieu of units of \$1,495,141

The attached sheets, labeled accordingly, show the calculation of the gap and the payment in lieu.

Based on the large payment in lieu of units required under either of these scenarios, and pursuant to the ordinance, the developer then requested that a waiver analysis be conducted to determine if a reduction in the number of required inclusionary zoning units and a payment in lieu of units would be financially feasible.

#### **METHOD OF WAIVER ANALYSIS:**

The Council adopted a waiver provision as part of the inclusionary dwelling unit ordinance that requires an analysis of project financial feasibility. The method consists of running three or more scenarios, using data provided by the developer. The first run is based upon a scenario whereby the project, using <u>current zoning</u> levels, is set at market rate prices. If this version is financially feasible according to the standards adopted by the Common Council, the project is then run with the <u>full 15% inclusionary dwelling units</u> included in the project. If this full IZ scenario does not meet the Council standards for financial feasibility, staff are to recommend a <u>third 'waiver' scenario</u> with attributes (a combination of a reducing the number of IZ units provided, providing the units off-site, or making a payment in lieu of units on-site) that will provide a sufficient return for the developer to maintain financial feasibility.

#### FIRST STEP: MARKET RATE SCENERIO:

Staff conducted an initial "market run at current density" of the proposed site, using the developer-provided information and the Planning Division-provided current base density analysis. The initial analysis of 304 units, with no density bonus, results in the having a development that would produce a result **outside of the adopted City standards** of a positive 12.5% to 17.5% gross profit margin, and therefore would not normally qualify for waiver consideration.

One other factor, contractor overhead, was substantially outside the standard parameter set by the waiver analysis. When asked to explain the variation from the standard Veridian explained that, unlike other developers who might itemize each of these costs separately, this number is made up of construction management, field service techs, customer relations, estimating, design, design center, marketing, human resources, model home maintenance, finance and

accounting, information technology costs, real estate taxes, financing and interest for construction costs, and management and administrative costs.

The cost per square foot of construction is also higher, but it is recognized that the average per square foot of cost of construction has risen since 2005 when these cost parameters were developed.

The Plan Commission has on other occasions, considered the special characteristics of a development such as phasing, timing, and environmental features, and permitted consideration of a waiver using the gross profit margin produced by the initial market run at current density scenario, or 6.6% despite its being outside the generally accepted range for a development.

#### SECOND STEP: SCENERIO with IZ units and incentives/offsets:

Staff then ran a second scenario with the pro forma for the development at the proposed 304 unit level, and included the effect of a full 15% inclusionary units (46 units) requirement. The combined effect of the proposed density in combination with the other IZ incentives was not sufficient to produce an estimated gross profit margin within the adjusted target standard of 6.6%. The full 15% IZ scenario produced a gross profit margin of 2.5%.

#### THIRD STEP SCENERIOS, with reductions in IZ units and incentives/offsets:

Staff then ran a series of scenarios with the pro forma for the development, using different decreases in the number of expected IZ units in combination with a payment in lieu to get to the point where the pre-IZ gross profit margin was the equivalent of the post IZ profit margin.

Two possibilities allow the developer to maintain their gross profit margin:

- 1. Provision of 1 IZ town home unit and payment of a fee of \$21,775
- 2. Provision of 0 IZ units and payment of a fee of \$52,500

#### **WAIVER ANALYSIS CONCLUSION:**

Based on the cost and sales information as presented by Veridian under a no density bonus model, the waiver model would indicate the developer be expected to provide a total of **one** inclusionary town home dwelling unit and a payment in lieu of \$21,775 as a condition of recording the Plat for the development.

# Veridian Homes 1000 Oaks: No Density Bonus 304 Mkrt Rate For Sale Parameters for Determining Financial Infeasibility of Inclusionary Zoning For the periods from January 01, 2008 through December 31, 2018

,			
control of the second of the least of the second of the se	Required range	Manual Calculation	Actual
Financing			
Interest rate	Prime plus 0,5		5.8%
Project costs			
Land/Building acquisition - per square foot raw land	\$5 per square foot - raw land		\$2.67
	\$50 - \$55 per square foot, downtown - vacant land		\$2.67
	\$90 - \$125 per square foot, downtown - improved with building		\$2,67
Hard cost contingency	5% new, 8% rehab of AIA contract		1.2%
Soft cost contingency	5% new/rehab of soft costs		0.0%
Contractor profit	6% of AlA contract (net of profit, overhead and general requirements)		0.0%
Contractor overhead	2% of AIA contract (net of profit, overhead and general requirements)		33,3%
Contractor general requirements	4% of AIA contract (net of profit, overhead and general		
•	requirements)		0.0%
Parking	\$1,000 per stall - surface		
	\$15,000 per stall - first level underground	***************************************	No Parking
	\$20,000 per stall for second level underground		
	\$27,000 per stall for three levels or more of underground		
Development fees	8% of total project costs, net of development fees and reserves		0,0%
Square foot cost of construction, includes buildings including profit	4 stories and under - \$62.50 per square foot, 5 to 8 stories - \$95,	-	
overhead and general requirements, site improvements and personal property	and 8 stories or higher \$110 - \$120		\$143.91
Soft cost	10% of cost of construction		2.4%
Inflation index factor on sales			
	5 year average economic change factor for DOR website or 5 year		
	average HUD AMI increase for IZ units		0.0%
Inflation index factor on costs			
	5 year average economic change factor for DOR website or 5 year average HUD AMI increase for IZ units		0.0%
Range of market rase initial selling prices	arcage roof and more areas and		
name or marker car innurrening practs	MLS or assessors website comps for market rate IZ as indicated in		
	the ordinance (City of Madison annual calculation based on AMI)		
•	the ordinance (City of Practicon annual Calculation based on Thirty)		See schedule
			oce senerale
Sale/transaction costs			\$6.525.665.00
	6.5% of selling price		\$6,625,666.00
Internal rate of return	15% - 30% (assuming 80% leverage, 20% equity) depending upon		
	product type		3.8%
Ratio of sales to inventory (absorption)			
	Submit similar comps for similar projects		9.0
Gross profit assumption			
	12.5 - 17.5 sales minus direct project costs (not costs of sale or		c £0/
	transaction costs)		6.6%
Association fees			
	Amount of fees		\$0.00

This is the first of several steps for an IZ waiver. It establishes base density and assumes no density bonus, 304 units at market rate, with no IZ units.

This project does not meet the Council established standard for minimum gross profit margin. In like cases, the Plan Commission has used the projected gross profit margin as the target standard for the development when including the IZ units.

Conclusion: The project will be analyzed as proposed, using a target gross profit margin of 6.6%

Barbara Constans Oct. 24, 2008

#### 1000 Oaks: No Density Bonus and Full 15% IZ

#### For Sale Parameters for Determining Financial Infeasibility of Inclusionary Zoning For the periods from January 01, 2008 through December 31, 2018

Issue	Required range	Manual Calculation	Actual
Financing	**************************************		******
Interest rate	Prime plus 0.5		5.8%
Project costs	Table passes		
Land/Building acquisition - per square foot raw land	\$5 per square foot - raw land		\$2.67
Early Surrous acclusation her square root ear raid	\$50 - \$55 per square foot, downtown - vacant land		\$2.67
	\$90 - \$125 per square foot, downtown - improved with building		\$2.67
Hard cost contingency	5% new, 8% rehab of AIA contract		1.2%
Soft cost contingency	5% new/rehab of soft costs		0.0%
Contractor profit	6% of AIA contract (net of profit, overhead and general		
	requirements)		0.0%
Contractor overhead	2% of AIA contract (net of profit, overhead and general		22.424
	requirements)		33,6%
Contractor general requirements	4% of AIA contract (net of profit, overhead and general		0.007
	requirements)		0.0%
Parking	\$1,000 per stali - surface		
	\$15,000 per stall - first level underground		No Parking
	\$20,000 per stall for second level underground		NO Farking
	\$27,000 per stall for three levels or more of underground		
Development fees	8% of total project costs, net of development fees and reserves		0.0%
			0,078
Square foot cost of construction, includes buildings including profit	4 stories and under - \$62.50 per square foot, 5 to 8 stories - \$95,		
overhead and general requirements, site improvements and personal	and 8 stories or higher \$110 - \$120		\$144.97
property			
Soft cost	10% of cost of construction		2.5%
Inflation index factor on sales			
	5 year average economic change factor for DOR website or 5 year		0.0%
	average HUD AMI increase for IZ units		0.070
Inflation index factor on costs			
	5 year average economic change factor for DOR website or 5 year		
	average HUD AMI increase for IZ units		0.0%
Range of market rate initial selling prices			
	MLS or assessors website comps for market rate IZ as indicated in		
	the ordinance (City of Madison annual calculation based on AMI)		~
			See schedule
Sale/transaction costs			
	6.5% of selling price		\$6,625,666.00
Internal rate of return	150/ 200/ · P00/1 200/ 1221 2	<del>                                     </del>	
	15% - 30% (assuming 80% leverage, 20% equity) depending upon		1,5%
	product type		
Ratio of sales to inventory (absorption)	6.1.12		0.0
	Submit similar comps for similar projects		9,0
Gross profit assumption	136 136 126	+	
	12.5 - 17.5 sales minus direct project costs (not costs of sale or transaction costs)		2.5%
	transaction costs)	1	
Association fees	A		\$0.0A
	Amount of fees	1	\$0.00

This is the second step of the waiver process and involves the full 15% IZ unit requirement.

This scenario also uses the proposed 304 unit base density, with 46 (15%) of them being IZ units.

This project, with 304 market rate units and 46 IZ units does NOT meet the Council adopted threshold for minimum gross profit margin (GPM); and does not show the developer meeting the same GPM they could achieve if none of the units were IZ Units. Under no IZ they had a GPM of 6.6% and with IZ units they have a GPM of 2.5%.

In cases like this staff next evaluate the possibility of reducing the number of possible IZ units and having some payment of a fee in lieu of units to get to a gross profit margin that matches the developers gross profit margin before IZ units were added to the project. In this case the GPM was 6.6% before IZ Units.

Barbara Constans October 24, 2008

#### Veridian Homes: No density bonus 1000 Oaks - I Unit plus fee Constans 10/24/08

#### For Sale Parameters for Determining Financial Infeasibility of Inclusionary Zoning For the periods from January 01, 2008 through December 31, 2018

Issue	Required range	Manual Calculation	Actual
ncing			
Interest rate	Prime plus 0.5		5.8%
ject costs			20.02
Land/Building acquisition - per square foot raw land	\$5 per square foot - raw land		\$2,67
	\$50 - \$55 per square foot, downtown - vacant land		\$2.67
	\$90 - \$125 per square foot, downtown - improved with building		\$2.67 1.2%
Hard cost contingency	5% new, 8% rehab of AIA contract		0.0%
oft cost contingency	5% new/rehab of soft costs		0,0%
Contractor profit	6% of AIA contract (net of profit, overhead and general requirements)		0.0%
Contractor overhead	2% of AIA contract (net of profit, overhead and general requirements)		33.3%
Contractor general requirements	4% of AIA contract (net of profit, overhead and general requirements)		0.0%
Parking	\$1,000 per stall - surface		······································
	\$15,000 per stall - first level underground		No Doubin
	\$20,000 per stall for second level underground	]	No Parking
	\$27,000 per stall for three levels or more of underground	1	
Development fees	8% of total project costs, net of development fees and reserves		0.0%
Square foot cost of construction, includes buildings including profit	4 stories and under - \$62.50 per square foot, 5 to 8 stories - \$95,		
overhead and general requirements, site improvements and personal	and 8 stories or higher \$110 - \$120		\$143.91
property	**		
Soft cost	10% of cost of construction		2.4%
ation index factor on sales			
	5 year average economic change factor for DOR website or 5 year		0.0%
	average HUD AMI increase for IZ units		0.0%
ation unlex factor on costs			
	5 year average economic change factor for DOR website or 5 year		
	average HUD AMI increase for IZ units		. 0.0%
ne of market race initial selling prices			
	MLS or assessors website comps for market rate IZ as indicated in		ACCOUNTY OF THE PROPERTY OF TH
	the ordinance (City of Madison annual calculation based on AMI)		
,	- "	1	See schedule
Eliransaction coms			
	6.5% of selling price		\$6,625,666.00
ernal rate of recurn			, , , , , , , , , , , , , , , , , , , ,
na sna sna a sna sna sna 194	15% - 30% (assuming 80% leverage, 20% equity) depending upon		
	product type		3.7%
io of sales to inventory (absorption)	Transaction of the state of the		
CONTRACTOR AND ADDRESS (ADDRESS)	Submit similar comps for similar projects		9.0
se grofit assumpting	Long-time and Aprilla to: Orman hrolesa		
or promi acompilitis	12.5 - 17.5 sales minus direct project costs (not costs of sale or		
	transaction costs)		6.6%
	(Talisaction costs)		
ociation fees	1		Control of the Contro

This is the final step for an IZ waiver. It assumes the base density for the development at 304 units and move forward to try and close the gap between This is the man step for an Expansion to go density for the development at 300 mins and move forward to dy and close the gap between the gross profit margin for a no IZ project and one with the full 15% IZ units included.

This project does not meet the Council established standard for minimum gross profit margin. In like cases, the Plan Commission has used the projected

gross profit margin as a full market rate development as the target standard for the development when including the IZ units.

In this case that value was a profit of 6.6%, to get the project with IZ units included to that rate I remove 1 IZ unit at a time until I return the project to this initial profit margin.

Conclusion: In this case the project could support 1 townhome IZ unit and a payment in lieu of units of \$21,775.

Barbara Constans Oct. 24, 2008

## Gap Analysis: Appraised Value Model Owner Occupied 1000 Oaks Neighborhood

Veridian Homes, 6801 South Town Drive, Madison, Wisconsin

Developer-provided independent variables = City-provided independent variables = Appraisor-provided independent variables= Date of Form completion:

979.08

IZ Sales Price Date

July 1, 2008 Suprember 30, 2/900

IZ Sales Price Date		[25] 10 2002 Suplember 30, 2010	•		4
I PROJECT DESCRIPTION					
re-Shift Plan hissumptions:	All musicanity units are condominante				
	Multi-ferrity IZ assumed at 90% of mar Apartments included in unit count only				
	- AMI	Count Fo	ootage		Revenue
larket	Single Family: Alley Accessed	45 × 80 3 4	1424 9 5 1627 25 \$	287,462.00 \$ 7.	522,790.00 166,550.00
(Value assigned by third party appraisal)		37 x 95 3 4	1634 Z.\$ 1991 9.\$	308,665,00 \$ 2.1	591,130,00 777,085,00
•		45 x 95 3 4	1524 4 \$ 2270 16 \$	298,555.00 \$ 1, 345,565.00 \$ 5.	194,220.00 529,040,00
		51 x 95 3	1524 Z \$ 2270 9 \$	301,565,00 \$ 6 348,565,00 \$ 3,	603,130,00 137,085,00
	Single Family: Street Accessed	4 59×85 3	2310 7 8 1466 16 \$	351,330.00 \$	351,330,00 745,040,00
		65 x 100 3	1976 59 \$ 1950 1 \$	324,565.00 \$ 19,	149,335,90 339,565,00
		69 x 100 3	2214 7. \$ 2150 12. \$	362,565,00 \$ 2,	537,955,00 518,780,00
		80 x 120 3	2726 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	399,555.00 \$ 14.	384,340,00 485,980.00
,		4	2920 18 \$	441,565,00 \$ 7.	948,170,00 460,000.00
	Twin Home	Existing House 4	1728 3 \$	241,000,00 \$	723,000.00
•	Stacked Flats	4	724 2 \$ 908 10 \$	241,000.00 \$ 2.	457,800.00 410,000.00
	Townhomes	4	1609 2 \$ 1697 8 \$	226,600.00 \$ 1,	451,200.00 857,600.00
otal Market Rate Units otal Market Rate Sales			258	\$ 86,1 334,733,64	361,125.00
werage Market Rate Price			\$		W10-1 TreatBarrers (
	2225	Lot Type Count Fe	octage	Price	tal Sales Total Revenue Los
iclusionary Velue assigned by third party appraisal)	70%	45 x 50 4 37 x 95 4	1516 4 \$ 1516 6 \$	186,509,00 \$ 308,565,00 \$ 1,	746,036.00 \$ (403,812.0 119,054.00 \$ (732,336.0
		51 x 100 4 59 x 85 4	1016 2. <b>\$</b> 1598 2. <b>\$</b>	186 509 00 \$ 324,565.00 \$	373,018.00 \$ (329,642.0 373,018.00 \$ (276,112.0
	80%	69 x 100 4 45 x 80 3	2214 1 \$ 1316 1 \$	189 322 00 \$ 280,310.00 \$	186,509.00 \$ (213,056.0 189,322.00 \$ (90,988.0
		45×80 4 37×95 3	1016 1 & 1 & 1 & 1 & 1 & 1 & 1 & 1 & 1 & 1	189 922 00 \$ 295 565.00 \$	211,229.00 \$ (76,233.0 567,966.00 \$ (318,729.0
		45×95 3 51×100 3	1316 1 \$ 1316 1 \$	189,322,00 \$ 307,565.00 \$	189,322.00 \$ (109,233.0 189,322.00 \$ (118,243.0
		59×85 3 59×85 4	1398 5 <b>\$</b> 1598 4 <b>\$</b>	211,229.00 \$ 324,565.00 \$	946,610.00 S (636,216.0 844,916.00 S (463,344.0
		65 x 100 3 69 x 100 3	1760 1 \$ 4960 2 \$	189,322.00 \$ 376,565.00 \$	189,322.00 \$ (160,243.0 378,644.00 \$ (374,486.0
· i		69 x 100 4 60 x 120 4	2214 6.5 NA 1.5	211,229,00 \$ 399,565,00 \$ 1.	267,374.00 \$ (1,130,016.0 211,229.00 \$ (230,336.0
	80% 60%	Twin Homes 4 Stacked Flats 3	1728 1 5 724 1 5	211,229,00 \$ 241,000,00 \$	211,229.00 \$ (29,771.0 175,740.00 \$ (53,160.0
	80%	Stacked Flats 4 Townhomes 3	908 1.\$ NA 1.\$	198 772 00 \$ 241,000,00 \$ 175 740,00 \$ 225,600,00 \$	198,772.00 \$ (42,228.00) 175,740.00 \$ (49,860.00)
otat IZ Units		Townhomes 4	1697 1 <b>4</b> 6	198 442 00 S 232 200 00 S	198.442.00 \$ (33,758.0)
otet IZ Sales verage IZ Price			\$	\$ 8, 194,409.00	942,814.00 \$ (5,751,801.0
otal Units	•		304		
tverage Unit Price Total Sales			\$	313,499.80 \$ 95,	303,939.00
otal IZ Gap					\$ (6.761.801.6
Bilff Plan Assumptions:	Au multi-family units are condominatin	E CONTRACTOR DE			
	MuRFfemty IZ assumed at 90% of ma Apartments included in unit count only	y .			
	AMI	· Count F	octage		1 Revenue
Aarket	Single Family, Alley Accessed	45 x 80 3 45 x 80 4	1426 9 § 1627 26 \$	287 462 00 S 7.	522,790.00 474,012.00
(Value assigned by third party appreisal)		37×95 3 37×95 4	1694 2.5 1091 11.5	308,565,00 \$ 3,	591,130.00 394,215.00
		45×95 3 45×95 4	1524 2.5 2270 9.5	345,565.00 \$ 3,	597,110.00 ,110,085.00
		51 x 95 3 51 x 95 4	1624 4 5 2270 16 5	301,585,00 \$ 1, 348,565,00 \$ 5,	,206,260.00 ,577,040.00
	Single Family: Street Accessed	51 x 100 3 51 x 100 4	1584 1.5 2810 1.5	351,330.00 \$	307,565.00 351,330.00
		59 x 85 3 59 x 85 4	1406 47.5 1976 61.\$	296,506,00 \$ 5, 324,565,00 \$ 19	,041,605.00 ,798,465.00
		65 x 100 3 65 x 100 4	1960 2.\$ 2214 7.\$	339,565.00 \$	679,130.00 .537,955.00
		69 x 100 3 69 x 100 4	2150 14 \$ 2728 40 \$	376,565,00 \$ 5.	271,910.00 982,600.00
		80 x 120 3 80 x 120 4	2350 6 <b>S</b> 2920 19 <b>S</b>	414,330,00 \$ 2,	.485,980.00 .389,735.00
	Twin Home	Existing House 4	3000 1 5 1728 0 3		460,000.00
	Stacked Flats	3	724 0.5 908 0.3	228 900 00 \$ 241 000 00 \$	*
	Townhomes	3	1609 3.5 1697 7.5	225,600,00 \$	676,800.00 625,400.00
otal Market Rate Units otal Market Rate Sales		-	258		,081,117.00
otal Market Rate Sales Average Market Rate Price			\$	341,399,68	
			it Square Number of Dwelling units IZ Fo ootage	ixed Unit Sales Appaised Value To Price	tal Sales Total Revenue Lo
nclusionary	70%	45 x 80 4 37 x 95 4	1516 3 5 1516 3 5	186,509,00 \$ 287,462.00 \$	559,527.00 \$ (302,869.0 559,527.00 \$ (366,168.0
Value assigned by third perly appreisal)		51 x 100 4	1516 2 3 1698 1 \$	186 s09.00 S 351 330.00 S	373,018.00 \$ (329,642.0 186,509.00 \$ (138,056.0
		59 x 85 69 x 100 4	2214 1.5	186,509,00 \$ 399,565,00 \$	186,509.00 \$ (213,056)
	80%	45 x 80 3 45 x 80 4	1316 1 5 1516 1 5	211,729.00 \$ 287,462,00 \$	189,322.00 \$ (90,988.0 211,229.00 \$ (76,233.0
		37 x 95 3 37 x 95 4	1316 3 5 1516 1 5	211,229.00 \$ 308,565.00 \$	567,966.00 \$ (318,729.0 211,229.00 \$ (97,336.0
		45 x 95 4 59 x 85 3	1516 1.5 1398 4.5	21 229 00 \$ 345 565 00 \$ 189 322 00 \$ 298 565 00 \$	211,229.00 \$ (134,336.0 757,288.00 \$ (428,972.0
	•	59 x 85 4	1598 3 \$	211 229 00 \$ 324,565.00 \$	633,687.00 S (340,008.0

age Unit Price Islaes IIZ Gap  conditionmation distant to specific Incentives: If Jeous at Information Parcel Acreace Net Developed Acres Net Developed Acres Net Developed Acres Net Developed Cocup Rental	DirectyHange Directy Apple Solid	as units	All of the state o	304	\$ 190,874.07	\$ 96,861,324.4	00 \$ (4,220,046,00)
cell Information Parcel act and State Stat	Suns VII mys 2  Solf 15% of bonu  Years  Square Feet Vsq.ft  Maximum 20	390 No. 1 No. 2 No	198	123.7 52.47 16.35 7.2 0 White 505 88 572 304 46 13 1 5 5 6 8 8 8 8 8 8 8 8 8 8 8 8 8	\$ 318.622.78	\$ 96,861,324.	\$ (4,220,046,00)
Net Dwelling Units Per Acre (Owner Occupied Only)  Monthy Holding Cost of Land  softly Bonus Information  Nethborhood Pian Unit Projection  Low Medium Densty  Total Nethborhood Pian Units  Total Development Pian Units  Total Development Pian Units  IZ Units Required  Bonus units above base density (provided by Planning Unit Bonus units above base density (provided by Planning Unit Bonus units above base density (provided by Planning Unit Bonus units that are is units  K Fee Information  Park Matelenance Cost per Year  Park Matelenance Cost per Year  Park Matelenance Length  K Bedication Information  Per In Leu of Valvation  duction in Parkina Construction  Average cost of parking stale  Parking Staff Reduction  ris Ficor Information  Number of Bonus Units  Free Zone  Zone  Zone  Zone  Zone  Zone Zone  Parking Construction  Number of Sonus Units  Free Zone Number of Units (Path)  Stiff Number of Sonus Units  Free Zone Number of Units (Building)  Shift  Number of Sonus Units  Zone Zone  Parking Permits Granked  vanced Neighberhood Plann Expedited Review  Number of months saved in entillement  versus "normal process"  Neighborhood Planning Cost  dilled Neighberhood Plan  Bonus units in Medified Neighberhood Plan  Bonus units in Medified Neighberhood Plan  Bonus units in Medified Neighberhood Plan  Sum of sales differential between Market  te and Zounts.  NECRYTYPES CALCIFICATION:  Density Bonus lexcludes bonus fibor or medified plan  1.1 Land cost coverace for units  2.) Opportunity for greater margin provided  In bonus market rate units	Suns VII mys 2  Solf 15% of bonu  Years  Square Feet Vsq.ft  Maximum 20	390 No. 1 No. 2 No	198	#2.47 #16.99 7.2 0 0 Uhis #598 557 30.4 46. 3 3 2 5.72 30.4 45. 3 3 5 5.72 30.4 45. 3 3 5 5 7.2 30.4 45. 3 3 5 5 7.2 5 7			
Net Developed Acres  Net Develing Units Per Acre (Owner Occupied Only)  Monthly Molding Cost of Land  Instruction  Net Develing Units Per Acre (Owner Occupied Only)  Monthly Molding Cost of Land  Net Development Plan Units Projection  Low Density  Total Neighborhood Plan Units  Total Neighborhood Plan Units  Total Development Plan Units  Total Reduction  Park Pee Credit  Park Mantenance Cost per Year  Park Mantenance Cost per Year  Park Mantenance Cost per Year  Park Mantenance Length  K Dedication Information  Park Dedication Reduction  Fee In Lieu of Valvation  duction in Parkhon Constituction  Average Valva of Ponus Units  Tree Zone  Z Free Zone Number of Units (Plat)  Parking Stal Market Value  Parking Fermits Granted  vanced Neischerhoed Plan Internation  Average Valva of Bonus Units  Methochood Planning Cost  Milled Neistherhoed Plan  Mores Valva of Bonus Units  Methochood Planning Cost  Milled Neistherhoed Plan  Average Valva of Bonus Units  Methochood Planning Cost  Milled Neistherhoed Plan  Average Valva of Bonus Units  Milled Neistherhoed Plan  Mores Valva of Bonus Units  Milled Neistherhoed Plan  Average Valva of Bonus Units  Milled Neis	DentsVfrange 14 5.15 15% of bonu Years Square Feet \$159.0f	390 No. 1 No. 2 No	198	#2.47 #16.99 7.2 0 0 Uhis #598 557 30.4 46. 3 3 2 5.72 30.4 45. 3 3 5 5.72 30.4 45. 3 3 5 5 7.2 30.4 45. 3 3 5 5 7.2 5 7			
Net Develing Units Per Acre (Owner Occupied Only) Monthly Moldin Cost of Land Northly Moldin Cost of Land Nethborhood Plan Unit Projection Low Density Low Medium Density Total Neighborhood Plan Units Total Neighborhood Plan Units Total Development Plan Units Total Plan Units Total Development Plan Units Total	Solf  Years  Years  Square Feet  Stagli	June 19 Not 20 State 19 State	198	7.2 0.3 0.3 0.3 0.3 0.3 0.3 0.3 0.3 0.3 0.3			
salfy Bonus Information Neinhorhood Plan Unit Projection Low Density Total Neighborhood Plan Units Bonus units above base density (provided by Planning Unit Bonus units above base density (provided by Planning Unit Bonus units above base density (provided by Planning Unit Bonus units above base density (provided by Planning Unit Bonus units above base density (provided by Planning Unit Bonus units that are to units K Fee Information Park Red Credit Feat Markenance Length K Dedication Information Park Dedication Reduction Fee In Leu of Valuation Question in Parking Construction Number of Valuation Number of Salf Reduction Tree Ticor Information Number of Densus Units Tree Zone Type Zone Type Zone Type Zone Number of Units (Plat) Type Zone Type Zone Parking Permits Parking Type Market Value Parking Permits Granted Varued Neighborhood Planniber Dood Planniber Cost of Hone Type Zone Type Type Type Type Type Type Type Type	Solf  Years  Years  Square Feet  Stagli	as units	198	294 88. 85. 37.7 46. 1 5. 5. 5. 5. 5. 5. 7. 7. 8. 9. 9. 9. 9. 9. 9. 9. 9. 9. 9. 9. 9. 9.			
Low-Medium Density Total Neighborhood Plan Units Total Development Plan Units Total Development Plan Units IZ Units Required Bonus units above base density (provided by Planning Unit Bonus units that are & units Not market rate bonus units K Fee Information Park Maintenance Cost per Year Park Maintenance Lendth K Dedication Information Park Maintenance Lendth K Dedication Information Park Dedication Information Park Dedication Reduction Fee in Leu of Valvation duction in Parkina Construction Averace cost of parking stale Parking Staff Reduction Ins Floor Information Number of bonus Units Pere Zone IZ Fee Zone Number of Units (Path IZ Free Zone Number of Units (Path IX Pres	Solf  Years  Years  Square Feet  Stagli	as units	198	294 88. 85. 37.7 46. 1 5. 5. 5. 5. 5. 5. 7. 7. 8. 9. 9. 9. 9. 9. 9. 9. 9. 9. 9. 9. 9. 9.			
Total Neighborhood Plan Units Total Development Plan Units IZ Units Required Bonus units above base density (provided by Planning Unit Bonus units above base density (provided by Planning Unit Bonus units above base density (provided by Planning Unit Bonus units above base density (provided by Planning Unit Bonus units above base density (provided by Planning Unit Bonus units that are it units K Pee Information Park Maintenance Cost per Year Park Maintenance Cost per Year Park Maintenance Cost per Year Park Maintenance Length K Dedication Information Park Dedication Information Park Design of Valuation Succious in Parking Construction Average volor of Parking Construction Number of Density Units Parking Star Reduction In Filcon Information Number of Density Units Pree Zone It Free Zone Number of Units (Plat) Parking Termits Started Units Started Warter Value Parking Fermits Granted Varues Value of Planning Cost Value of Pl	Years Years Square Feet \$75g.ft  Maximum 20	1		304 45 13 13 15 15 15 15 15 15 16 16 16 16 16 16 16 16 16 16 16 16 16			
IZ Units Required Borus units above base density (provided by Planning Unit Borus units above base density (provided by Planning Unit Borus units that are iz units Not market rate borus units Ix Fee Information Park Hearchance Cost per Year Park Markenance Length Ix Dedication Information Park desiremance Length Ix Dedication Information Park Markenance Longth Ix Dedication Information Park Information Park Information Park Information Park Information Ix Dedication Information Park Information Ix Dedication Information Park Information Ix Park Information Ix Park Information Ix Pres Information Ix Provided Information Ix Provided Information Ix Provided Ix	Years Years Square Feet \$75g.ft  Maximum 20	1		5 5 7 9 0 3 3			
Borus units that are is units Net market rate borus units It Fee Information Park Fee Credit Park Martenance Cost per Year Park Martenance Length No Edication Information Park Dedication Information Fee in Leu of Valuation duction in Parkina Construction Averace cost of parkina construction Averace cost of parkina construction Averace Cost of parkina construction Averace State Reduction Tre Floor Information Number of borus Units Tree Zone Let of Valuation Averace Value of Borus Units Tree Zone Let Free Zone Number of Units (Plat) Let Free Zone Number of Units (Plat) Let Free Zone Number of Units (Plat) Parking Stat Market Value Parking Stat Market Value Parking Fermits Granted Vanced Neichberhood Plan Market Value Parking Stat Market Value Number of months saved in entitlement Versus "normal process" Neighberhood Planning Cost Midfled Neighberhood Plan Borus units in Modified Neighberhood Plan Boru	Years Years Square Feet \$75g.ft  Maximum 20	1		5 5 0 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5			
K Fee Information Park Fee Credit Park Martienance Cost per Year Park Martienance Length No Bedication Information Park Dedication Information Fee in Leu of Valuation duction in Parkina Construction Average State Reduction Fee in Leu of Valuation duction in Parkina Construction Average State Reduction The Floor Information Number of benus Units Tree Zone Let of Bonus Units Tree Zone Let Free Zone Number of Units (Plat) Let Free Zone Number of Units (Plat) Let Free Zone Number of Units (Plat) Parking State Reduction Units Sidential Parkina Permits Parking State Market Value Parking Termits Granted Vanced Neighberhood Plan/Expedited Review Number of months saved in entitlement vorsus "normal process" Neighberhood Planning Cost Judicial Reduction of Units dited Reliaberhood Plan Bonus units in Modified Neighberhood Plan Length of Reduced Street Width Cost per linear foot "standard street" Length of Reduced Street Width Cost per linear foot "standard street" Length of Reduced Street Width Cost per linear foot "standard street" Length of Reduced Street Width Cost per linear foot "narrow street" her.  CALCULATION OF SAP* Sum of sales differential between Market te and IZ units.  MCRENTYES CALCULATION: Density Bonus lexcludes bonus fibor or modified plant 1.1 land cost coverage for units 2.) Opportunity for greater margin provided in bonus market rate units	Square Feet \$/sq.fl Maximum 20	096		0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			
Park Mantenance Lensith  Roedication Information  Park Mantenance Lensith  Roedication Information  Fac in Lieu of Valuation  function in Parkina Construction  Average Valuation  Juction in Parkina Construction  Average Valuation  Information  Rounder of borus Units  Average Value of Borus Units  Tes Zone  Life Zone Number of Units (Pat)  Zi Free Zone Number of Units (Pat)  Zi Free Zone Number of Units (Pat)  Number of s-f iz units switch to attached units  Junts  Ju	Square Feet \$/sq.fl Maximum 20	096		0 0 3 5 9 9 8			
Park Dedication Reduction Fee in Lieu of Valuation Juction in Parkina Construction Juction in Parkina Construction Awrance cost of parkina stells Parkina Staft Reduction In Fleor Information Number of bonus Units Awrance Value of Bonus Units Awrance Value of Bonus Units Tree Zone Number of Units (Plat) IZ Free Zone N	Wealt Maximum 20	096		\$ 0. 5			
duction in Parkina Construction Average cost of parking states Parking Stat Reduction tre Floor Information Number of bonus Units Average Value of Bonus Units Average Value of Bonus Units Tree Zone 12 Free Zone Number of Units (Pat) 12 Free Zone Number of Units (Pat) 13 Free Zone Number of Units (Bulding) Shift Number of Sriz units switch to attached units stitential Parkina Permits Parking Parmits Parking Stat Market Value Parking Parmits Granted vanced Neichborhood Plan/Expedited Review Number of months saved in entillement vorus: "normal process" Neishborhood Plannic Cost difficial Veloirborhood Plan Bonus units in Modified Neighborhood Plan Average Value of Bonus Units duced Street Width Length of Reduced Street Width Cost per linear foot "narrow street" ber  CALCULATION OF SAR* Sum of sales differential between Market te and IZ units.  INCENTINGS CALCULATION Density Bonus fesculates bonus floor or modified plan 1.1 Land cost overage for units 2.) Opportunity for greater margin provided in bonus market rate units	Maximum 20			0 5			
Parkins Stat Reduction re Floor Information Number of bonus Units Number of Jonus Units Press of State of Bonus Units (Free Zone Number of Units (Plat) (Free Zone Number of Units (Free Zone Zone Zone Zone Zone Zone Zone Zo				0 5			
Number of benus Units Averace Value of Benus Units Tree Zone LZ Free Zone Number of Units (Plat) LZ Free Zone Number of Units (Plat) LZ Free Zone Number of Units (Building) Shift Number of s-f iz units switch to attached units sidential Parkina Permits Parkins Start Market Value Parking Termits Granted vanced Neichberhood Plan/Excedited Review Number of months saved in entilement vorsus "normal process" Neichberhood Plannina Cost diffield Neichberhood Plan Bonse units in Meidhed Neighberhood Plan Bonse units in Meidhed Neighberhood Plan Averace Value of Benus Units Cost per Inear Fool "standard street" Ever Stall Cultation Cost de Inear Fool "standard street" Neighberhood Plan Lendin of Reduced Street Width Cost per Inear fool "standard street" Cost per Inear fool standard street" Cost per Inear fool standard street to the				23			
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12 Free Zone Number of Units (Building) hift Number of s-f iz units switch to attached units Jidential Parking Permits Parking Star Market Value Parking Star Market Value Parking Termits Granked vanced Neighborhood PlanyExpedited Review Number of months saved in antillement vorsus "normating forcess" Neighborhood Planning Cost, diffied Neighborhood Plan Benous units in Modified Neighborhood Plan Averace Value of Bonus Units Industry Width Length of Reduced Street Width Cost per inser food "starford street" Cost per inser food "starford street" Ser  ALCULATION OF VGAP Sum of sales differential between Market te and Iz units NCENTIVES CALCULATION: Density Bonus (excludes bonus filoor or modified plan) 1.1 Land cost coverage for units 2.) Opportunity for greater margin provided in bonus market rate units				0			
Number of s-fiz units switch to attached units sidential Parkina Permits.  Parkina Start Market Value.  Parkina Permits Granted vanced Nichards Value.  Parkina Permits Granted vanced Nichards Value.  Parkina Permits Granted vanced Nichards Value.  Number of months saved in antitlement versus "normal process"  Neighborhood Plannina Cost diffield Nichards Nichards Value of Benus Units.  Bonus units in Modified Nicharborhood Plan Average Value of Benus Units.  Average Value of Benus Units.  Cost per Inear Foot "started Visith  For Inear Foot "started Visith  NERNITY OF SAR"  Sum of sales differential between Market te and Iz units.  NERNITY Bonus (excludes bonus filoor or modified plant 1,1 and cost overage for units.  2,) Opportunity for greater margin provided in bonus market treated.	Maximum 75	5%					
sidential Parkina Permits Parkina Stat Market Value Parkina Stat Market Value Parkina Stat Market Value Parkina Fermis Granket Zensed Neishborhood PlanyExpedited Review Number of months saved in entitlement vorsus "normal process" Neishborhood Planning Cost diffest Neishborhood Plan Benus unts in Modified Neishborhood Plan Averseo Value of Benus Units dived Street Width Length of Reduced Street Width Cost por inser food "standard street" Cost por inser food "standard street" Cost por inser food "standard street" For Insert Street Width Street Width Street Width Length of Reduced Street Width Cost por inser food "standard street" Cos				15			
Parkins Fermks Granket  vanced Neishborhood Plant/Expedited Review  Number of months saved in antitioment  vorsus "normal process"  Neishborhood Planning Cost  Milles Neishborhood Plan  Bonus unts in Modified Neishborhood Plan  Bonus unts in Modified Neishborhood Plan  Avensoe Valtes of Bonus Units  duced Street Width  Length of Reduced Street Width  Cost per Inear foet "standard street"  Cost per linear foet "narrow street"  Ser  ALCULATION OF VSAR*  Sum of sales differential between Market  te and Iz units.  MCRATIVES CALCULATION:  Density Bonus (excludes bonus filoor or modified plant  1) Land cost coverace for units  2) Opportunity for greater margin provided in bonus market rate units				3			
Number of months saved in antilloment versits "normal process" Neighborhood Planning Cost  Illied Neighborhood Plan  Bonus units in Modified Neighborhood Plan  Aversage Value of Bonus Units  Illied Neighborhood Plan  Aversage Value of Bonus Units  Illied Neighborhood Plan  Aversage Value of Bonus Units  Illied Neighborhood Plan  Autorities of Bonus Units  Illied Neighborhood Plan  Autorities of Standard street  of   ALCULATION OF IGAP"  unn of sales differential between Market  se and Iz units  MCENTIVES CALCIDATION  Density Bonus lexcludes bonus floor or modified plant  1,1 and cost coverage for units  1,1 land cost coverage for units  2,0 Opportunity for greater mergin provided  in bonus market rate units				0			
Neighborhood Planning Cost diffield Neighborhood Plan Bonus units in Modifield Neighborhood Plan Awrasoe Valve of Bonus Units speed Street Width Length of Reduced Street Width Cost per linear foot "standard street" Cost per linear foot "narrow street"  Par Street Width Cost per linear foot "narrow street"  Par Street Width Length of Street Width Cost per linear foot "narrow street"  Par LOUGATION OF YSAP" Sum of sales differential between Market te and IZ units. MCRINIVES CARCINATION: Density Bonus (excludes bonus fipor or modified plant 1.1 Land cost coverage for units. 2.) Opportunity for greater margin provided in bonus market rate units	7			0			
Bonus units in Modified Neighborhood Plan Average Valve of Bonus Units Suped Street Width Length of Reduced Street Width Cost per linear foot "standard street" Cost per linear foot "narrow street" For Incomment of "narrow street"  Particulation OF SARP Sum of sales differential between Market e and Iz units MCRATIVES CALCIDIATION: Density Bonus (excludes bonus fipor or modified plant 1.1 Land cost coverage for units 2.) Opportunity for greater margin provided in bonus market rate units				5		Section of the sectio	
uiced Street Width Length of Reduced Street Width Cost per linear foot "standard street" or  ALCICATION OF SAR" um of sales differential between Market and IZ units. (CRENTY SALE COLLATION Length on the Sales of Sales o				\$			
Cost per linear foet "standard street" er.  ALCOLGATION OF GAR" burn of sales differential between Market se and IZ units HERNY BONUS (ALCOLATION) beneity Bonus lexcludes bonus floor or modified plant 1,1 land cost covarioe for units. 2) Opportunity for greater margin provided in bonus marrier tate units	Linear Feet			8.417			
NECULATION OF GAR!  Sum of sales differential between Market te and IZ units.  NEFINITIES CALCIDATION: Density Bonus (seculdes bonus fisor or modified plant 1.1 land cost overace for units. 2.) Opportunity for greater margin provided in bonus markot rate units.		· ·		\$ 107.00 \$ 101.00			
um of sales differential between Market a end IZ units. NGENTIVES CALCILLATION: bensity Bonus lexcludes bonus fipor or modified plant 11.Lend cost coverage for units. 2) Opportunity for greater margin provided in bonus market rate units.			and the first of t			The state of the s	
and IZ units. ICENTIVES CALCIFIATION: ICENTIVES CALCIFIATION: ICENTIVES considered bonus floor or modified plant 1.1 Land cost coverace for units. 2.) Opportunity for greater margin provided in bonus market rate units				\$ (6,751,801.00)			
iensity Bonus lexcludes bonus floor or modified plani 1.) Land cost coverace for units 2.) Opportunity for greater margin provided in bonus market rate units	Assu	med Margin Clty	Share Cost Politon	\$ (6,751,801.00) Incentive value	Comments		
2.) Opportunity for greater margin provided in bonus market rate units	1		50% 21%	\$	NA .		
		11,50% 5	50%	\$	NA		
ark Fee Reduction arkland Dedication Reduction				\$	NA NA		
Reduction in Parking Requirement (Cost to Build) Cash subsidy to lower income IZ units					NA NA		
ash subsidy to Projects <49 s-f or >4 rics w/ underground parking				s -	NA		
xtra floor in downtown design zone  1.) Land cost coverege for bonus market rate units on bor	nus floor only		50% 21%	\$			
Opportunity for greater margin provided in bonus market rate units			50%	\$ -	NA		
20% IZ Free Zone: Bullding 0% IZ Free Zone: Plat City share of		11.50% 11.50%		\$ 2,032,54 \$ 1,557,385.00	NA .		
75% SF to MF IZ Unit Shift Residential Parking Permits (revenue gained by tease)	<u> </u>			\$ <u>-</u>	INA I		
Advance neighborhood plan  Expedited Review	4				NA NA		· · · · · · · · · · · · · · · · · · ·
Modification of Neighborhood Plan  1.) Land cost coverage for modified neighborhood units			50% 21%	\$	NA		
Opportunity for greater margin provided in bonus market rate units		11,50%	50%	s -	NA .		
Reduced Street Widths Other:				\$ 50,502,60			
M TOTAL OF VALUE OF INCENTIVES		·	Ī.	\$ 1,609,919.54		1	ı
IZ EVALUATION SUMMARY							
iap' centives lifeter: Positive number indicates value of incentives out Voter: Positive number indicates value of incentives out	tweights calculated costs.)			\$ (6,751,801.00) \$ 1,609,919.54 \$ (4,141,881,46)	)		
Minimum Threshold Over/Ajnder adjustment				\$ 287,590.06 \$ (3.854,291.41)	).		
vearge price per unit: \$ spected iZ units educed iZ Units	318,622.78 46 46						

## Gap Analysis: Appraised Value Model Owner Occupied 1000 Oaks Neighborhood: No Density Bonus Presumed

Veridian Homes, 6801 South Town Drive, Madison, Wisconsin

#### Gap Closed 1 Single Family IZ units Constans 102408

Developer-provided independent variables ≈ City-provided independent variables = Appraisor-provided independent variables≈ Date of Form completion:

24-Oct-08

IZ Sales Price Date

JUN 1, 2006 September 99, 2008

12 Sales Price Date			ione.					
L PROJECT DESCRIPTION Pre-Shift Plan								
Ausumptions:	All multi-family units are conformations. Multi-family IZ assumed at 50% of marke	ot retoun( size						
	Apartments included in unit count only.	Bedroor		Number of Dwelling units	Unit Sales Price		Total Revenue	
Market	AMI Single Family: Alley Accessed	45 x 80 Count	Footage 3 1424		9 \$ 280,310,00		\$ 2,622,790.00	
(Value assigned by third party appraisal)		37 × 95	4 1027 3 1634		5 \$ 287,462,00 2 \$ 295,565,00 9 \$ 308,565,00		5 7,186,550.00 5 591,130.00	
		45×95	4 1991 3 1524 4 2270		9 \$ 308,565,00 4 \$ 298,656,00 6 \$ 345,565,00		\$ 1,194,220.00	
		51 x 95	3 1624 4 2270		2 \$ 301,565,00 9 \$ 348,565,00		\$ 603,130.00 \$ 3,137,085.00	
	Single Family: Street Accessed	59 x 85	4 2310 3 1450		1 \$ 351,330,00 6 \$ 296,565,00			
	•	65 x 100	4 1976 3 1950		9 \$ 324,565.00 1 \$ 339,566,00		\$ 19,149,335.00 \$ 339,565.00	
		69 x 100	4 2214 3 2150		7 \$ 362,565.00 2 \$ 376,566.00		\$ 2,537,955.00 \$ 4,518,780.00	
•		80 x 120	4 2728 3 2350		8 \$ 399,565.00 6 \$ 414,330.00		\$ 14,384,340.00 \$ 2,485,980.00	
		Existing House	4 2920 4 3000		B \$ 441,565,00 1 \$ 460,000.00		5 7,948,170.00 5 460,000.00	
	Twin Home Stacked Flats		4 1728 3 724		8 \$ 241,000.00 2 \$ 228,900.00			
	Townhomes		4 908 3 1609		0 \$ 241,000.00 2 \$ 225,600.00		\$ 2,410,000.00 \$ 451,200.00	
Total Market Rate Units			4 1697	25	6 \$ 232,200.00 8		\$ 1,857,600.00 \$ 86,361,126.00	
Total Market Rate Sales Average Market Rate Price					\$ 334,733.04	,	a 00,001,120.00	
		Bedroor Lot Type Count	n Unit Square Footage	Number of Owelling units	Price	Appaised Value	Total Sales	Total Revenue Loss
Inclusionary (Value assigned by third party appraisal)	70%	45 x 80 37 x 95	4 1516 4 1516		4 5 188 569 00 6 \$ 186 509 00	S 308,565.00	\$ 1,119,054.00	\$ (403,812,00 \$ (732,336,00
1 rand additional limit bould abstract and		51 x 100 59 x 85	4 1516 4 1598		2 \$ 166,509.00 2 \$ 186,509.00	\$ 351,330,00 \$ 324,565,00	\$ 373,018.00 \$ 373,018.00	\$ (329,642,00 \$ (276,112,00
	80%	69 x 100 45 x 80	4 2214 3 1316		1 \$ 186,500.00 1 \$ 189,322.00 1 \$ 211,239.00	\$ 399,565.90 \$ 280,310.00	\$ 189,322.00	\$ (213,056.00 \$ (90,988.00
•		45 x 80 37 x 95	4 1516 3 1316		3 \$ 189,322.00	\$ 295,665.00		\$ (76,233.00 \$ (318,729.00
		45 x 95 51 x 100	3 1316 3 1316		1 5 189.322.00 1 5 189.322.00	\$ 298,555,00 \$ 307,565,00	\$ 189,322.00	\$ (109,233.00 \$ (118,243.00
		59 x 85 59 x 85	3 1398 4 1598		5 \$ 180,327,00 4 \$ 211,229,00	\$ 296,565,00 \$ 324,565,00	\$ 844,916,00	\$ (536,215.00 \$ (453,344.00
		65 x 100 69 x 100	3 1750 3 1950		1 \$ 189,322.00 2 \$ 189,322.00	\$ 339,565,00 \$ 376,565,00	\$ 378,644.00	\$ (150,243.00 \$ (374,486.00
	\$	69 x 100 80 x 120	4 2214 4 NA		6 \$ 211,209.00 1 \$ 211,229.00	\$ 399,565.00 \$ 441,565.00	\$ 211,229,00	\$ (1,130,016.00 \$ (230,336.00
	80% 80%	Twin Homes Stacked Flats	4 1728 3 720		1 5 211 229 00 1 5 175 740 00	\$ 228,900.00	\$ 211,229,00 \$ 175,740,00	\$ (29,771.00 \$ (53,160.00
	80%	Stacked Flats Townhomes	4 906 3 NA		1 \$ 198 772 00 1 \$ 175 740 00 1 \$ 198 442 00		\$ 175,740.00	\$ (42,228.00 \$ (49,860.00 \$ (33,758.00
Total IZ Units Total IZ Sales		Townhomes	4 1697		16		\$ 8,942,814.00	
Average IZ Price					\$ 194,409.00		• ••••••	
Total Units Average Unit Price				31	34 \$ 313,499,80			•
Total Sales Total IZ Gap							\$ 95,303,939.00	\$ (5,761,801.00
Shift Plan								
Assumptions	All materamy units are condemissing Multi-family IZ assumed at 90% of mark	et rate unit size						
	Apertments included in and countries	Bedroo	m Unit Square	Number of Dwelling unit	s Unit Sales Price		Total Revenue	
Market	AMI Single Family: Alley Accessed	45 x 80	3 1424		10 \$ 280,310.00 29 \$ 287,462.00		\$ 2,803,100.00 \$ 8,336,398.00	
(Value assigned by third party appraisal)		45 x 80 37 x 95 37 x 95	4 1627 3 163- 4 199	l .	29 \$ 287,462.00 5 \$ 295,565.00 15 \$ 308,565.00	3	\$ 1,477,825.00 \$ 4,628,475.00	
		45 x 95 45 x 95	3 1524 4 2270		2 \$ 298 555 00 10 \$ 345 565 00		\$ 597,110.00 \$ 3,455,650.00	
		51 x 95 51 x 95	3 152 4 2270		4 \$ 301,565,00 16 \$ 348,565,00		\$ 1,205,260.00 \$ 5,577,040.00	
	Single Family, Street Accessed	51 x 100 51 x 100	3 156 4 231		1 \$ 307,665.00 3 \$ 351,330.00	3	\$ 307,565.00 \$ 1,053,990.00	
		59 x 85 59 x 85	3 1461 4 1976	i termina	21 \$ 296,565,00 65 \$ 324,565,00		\$ 6,227,866.00 \$ 21,096,725.00	
		65 x 100 65 x 100	3 1954 4 221	)	2 \$ 339,565.00 7 \$ 362,565.00	4	\$ 679,130.00 \$ 2,537,955.00	
•		69 x 100 69 x 100	3 2154 4 272	)	14 \$ 376,565,00 43 \$ 399,566,00	e de la companya de l	\$ 5,271,910.00 \$ 17,181,295.00	
		80 x 120 80 x 120	3 236 4 292	)	6 \$ 414,330,00 19 \$ 441,565,00		\$ 2,485,980.00 \$ 8,389,735.00	
	•	Existing House Twin Home	4 300 4 572	i I	4 \$ 460 000 00 4 \$ 241,000 00		\$ 460,000.00 \$ 964,000.00	
		Stacked Flats	3 /2 4 90		7 \$ 228,900.00 7 \$ 241,000.00	200	\$ 1,602,300.00 \$ 1,687,000.00	•
		Townhomes	3 160 4 169	7	3 \$ 225,600,00 9 \$ 232,200,00	<u> </u>	\$ 676,800.00 \$ 2,089,800.00	
Total Market Rate Units Total Market Rate Sales			_	3	93 \$ 332,653,16		\$ 100,793,908.00	
Average Market Rate Price		Bedroo	m Unit Square	Number of Dwelling uni			Total Sales	Total Revenue Los
Jackstonan	70%	£ot Type Coun			Price Price 0 \$ 186,609.00			\$ -
inclusionary (Value assigned by third party appraisal)	10/6	37 x 95 51 x 100	4 151 4 151	)	0 \$ 184,509,00 0 \$ 185,509,00	\$ 308,565.60	\$ - \$ -	\$ -
		59 x 85 69 x 100	4 169 4 221	8	0 \$ 186 509 00 0 \$ 186 909 00	\$ 324,565.00	\$ .	\$ .
	80%	45 × 80 45 × 80	3 191 4 151		0 \$ 189,322.00 1 \$ 11,229.00	\$ 280,310.00	\$ -	\$ (76,233.0
		97 x 95 97 x 95	3 131 4 161	5	0 \$ 189,372,00 0 \$ 211,229,00	\$ 295,565,00 \$ 308,565,00	\$ - \$ -	\$ *
		45 x 95 59 x 85	4 151 3 139	3	0 5 211 229 00	\$ 345,565,00	\$ - \$ -	\$ .
	•	59 x 85	4 169		U \$ 189 322.00 U \$ 211.029.00	\$ 324.565.00	š	š -

	70% 80% 80% 80%	Stacked Flats Stacked Flats Stacked Flats Townhomes	4 3 4	1728 724 908 1697		\$ 175,783.00 \$ 198,772.00	\$ 228,900.00 \$ 241,000.00	\$ - \$ -	\$ - \$ - \$ -
otal IZ Units otal IZ sales visrane IZ Price					1	\$ 211,229,00	,	\$ 211,229.00	\$ (76,233.0
otal Units verage Unit Price otal Sales otal IZ Gap					304	\$ 332,253,74	e.	\$ 101,005,137.00	\$ (76,233.0
phional information related to specific incentives arcel information	Liftrequested:								
Parcel Acreage Net Developed Acres Cwne Rente	er Occupied al	304 390			123.7 A2.47 16.99	·			
Net Dwelling Units Per Acre (Owner Occupied On Monthly Holding Cost of Land				endere de mendere de describerar de reconstructivo en el endere el destrucción es del trada en encellar, en el encellar, en el encellar de la electronica en el encellar en	7.2 0	•		***************************************	
Density Bonus Information Neighborhood Plan Unit Projection Low Density	Density Range 5-b	Daftere d	Nat Acres		9765 208				
Low-Medium Density Total Neighborhood Plan Units	815	12.5	529 528		66 872				
Total Development Plan Units IZ Units Required Bonus units above base density (provided by Plant	ming Unit)			rican material and a second	904 46 0				
Bonus units that are iz units Net market rate bonus units		15% of bonus units			0				
Park Fee Information Park Fee Credit Park Maintenance Cost per Year				->		\	**********************		
Park Mahtenaлce Length ark Dedication information		Years			Ö				
Park Dedication Reduction Fee In Lieu of Valuation Reduction in Parking Construction	***************************************	Square Feet S/sq.ft			0	······································			
Average cost of parking stats Parking Stall Reduction					0				
ktra Floor Information Number of bonus Units Average Value of Bonus Units		(desalada estado estado de la composição			\$				
Z Free Zone IZ Free Zone Number of Units (Plat)		Maxmum 20%			23				
IZ Free Zone Number of Units (Building) Z Shift Number of s-f iz units switch to attached		7//			0				
units Residential Parking Permits		Maximum 75%		· · · · · · · · · · · · · · · · · · ·	15				
Parking Stal Market Value Parking Permits Granted Advanced Neighborhood Plan/Expedited Review	***************************************		r/r-rmmin missorim		\$	***************************************			
Number of months saved in entitlement versus "normal process"		e u mandrid e constituido do emissido de en constituir e de entre en el constituir e de entre en entre en entre			0				
Neighborhood Planning Cost  #odified Neighborhood Plan  Represent in Medified Neighborhood Plan				aundressianus desaudubs sedunb de mod	\$				1
			1 1		ń				i .
Bonus units in Modified Neighborhood Plan Average Value of Bonus Units Reduced Street Width	***********				\$			***	
Average Value of Bonus Units Reduced Street Width Length of Reduced StreetWidth Cost per linear foot "standard street" Cost per linear foot "narrow street"		Linear Fact							
Average Value of Bonus Units Reduced Street Width Lonath of Reduced Street Width Cost per linear foot "standard street" Cost per linear foot "narrow street" Dither CALCULATION OF GAP*		Linear Feet			5 8417 S 407.00				
Average Value of Bonus Units  Reduced Street Width  Lonath of Reduced Street Width  Cost per linear foot "standard street"  Cost per linear foot "narrow street"  Ither  CALCULATION OF GAP*  Sum of sales differential between Market atte and 12 units.  INCENTIVES CALCULATION:			CEVShate		5 8417 S 407.00	Comments			
Average Value of Bonus Units  Reduced Street Width Lonath of Reduced Street Width Cost per linear foot "standard street" Cost per linear foot "nerrow street"  Ither CALCULATION OF "GAP" Sum of sales differential between Market Rete and IZ units INVERTIFIES CALCULATION A Density Bonus Jecciudes bonus floor or modific 1,1,1 and cost coverage for units			Cay Share		\$ 107,00 \$ 101,00 \$ 101,00 \$ (5,751,801,00) Incoming value	Commerts			
Average Value of Bonus Units  Reduced Street Width Longth of Reduced Street Width Cost per linear foot "sharderd street" Cost per linear foot "sharderd street"  Character of "sharderd street"  Linear of Street of "sharderd street"  Linear ost coverage for units  Linear ost				CostPorton	\$ 10.417 \$ 107.00 \$ 101.00 \$ (6.754;801:00) theories value \$ - \$ -				
Average Value of Bonus Units  Reduced Street Width Londth of Reduced Street Width Londth of Reduced Street Width Cost per linear foot "sharderd street"  Charley Cost per linear foot "narrow street"  CALCULATION OF GAP.  Sum of bales differential between Market Rote and IZ units.  INCERTRIPES CALCULATION A Density Bonus Jeckeludes bonus floor or modific.  1,1 land cost coverace for units 2,0 opportunity for greater margin provided in bonus market rate units  Park Fee Reduction Parking Reduction Parking Reduction Parking Reductement [Cost to Buil	led plan)	Assumed Marger	50%	CostPorton	\$ 0.417 \$ 101,00 \$ 101,00 \$ 15,751,801,00 incomtex value \$ - \$ - \$ - \$ - \$ - \$ -	NA NA NA NA			
Average Value of Bonus Units  Reduced Street Width Londh of Reduced Street Width Londh of Reduced Street Width Cost ber linear Foot "sharderd street"  Cost per linear foot "sharderd street"  Chiter  CALCULATION OF GAP  Sum of sales differential between Market tate and LY units  NOCHTOR CALCULATION  Density Bonus Jexcludes bonus floor or modification  1.1 and cost coverace for units  2.0 Opportunity for greater mergin provided in bonus market rate units  Park Fee Reduction  Park Fee Reduction  Parkland Dedication Reduction  P. Reduction In Parklan Resultement (Cost to Buil Cosh subsidy to Inver income Z units Cosh subsidy to Projects 49 s-4 or >4	led plan)	Assumed Marger	50%	CostPorton	\$ 0.417 \$ 101,00 \$ 101,00 \$ 15,751,801,00 incomtex value \$ - \$ - \$ - \$ - \$ - \$ -	NA NA NA NA			
Average Value of Bonus Units  Reduced Street Width Longth of Reduced Street Width Longth of Reduced Street Width Cost per linear foot "sharfard street" Cost per linear foot "narrow street"  Charles Warring Street Width of Street Width Cost per linear foot "narrow street"  Charles Warring Street Warring Warrin	ied plan)	Assumed Marger	50%	CostPorton	\$ 407,00 \$ 101,00 \$ 101,00 \$ 101,00 \$ 101,00 \$ 101,00 \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -	NA NA NA NA NA NA			
Average Value of Bonus Units  Reduced Street Width Longth of Reduced Street Width Longth of Reduced Street Width Cost per linear foot "sharfard street" Cost per linear foot "sharfard street"  Charles William (Cost per linear foot "narrow street")  CALCULATION OF GAP**  Sum of sales differential between Market atea and 2 units  INCENTINES CALCULATION A pensity Bonus (excludes bonus floor or modification) 1, land cost coverage for units 2, opportunity for greater margin provided in bonus market rate units  Brith Fee Reduction  Parkiand Dedication Reduction  Parkiand Dedication Reduction  Parkiand Dedication Reduction  Parkiand Dedication Reduction  1, Parkiand Reduction	ied plan)	11.50%	50%	CostPorton	\$ 407,00 \$ 101,00 \$ 101,00 \$ 101,00 \$ 101,00 \$ 101,00 \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -	NA NA NA NA NA NA			
Average Value of Bonus Units  Reduced Street Width Londrh of Reduced Street Width Londrh of Reduced Street Width Cost ber linear foot "sharfard street"  Cost per linear foot "sharfard street"  Chiter  Cost per linear foot "sharfard street"  Chiter  Cost per linear foot "sharfard street"  Chiter  Cost per linear foot "sharfard street"  Cost per linear foot "sharfard street"  Cost per linear foot "sharfard street and the sharfard street and the sharfard street and the sharfard street and sharfard street and sharfard street and sharfard street and sharfard street sharfard street and sharfard street sharfard sha	iled plan).  Iled blan)  Is on bonus floor only.  Share of assumed margin of 15% of 20.	Assumed Marger.	50% 50% 50%	CostPorton	\$ 10417 \$ 107,00 \$ 101,00 \$ 10	NA NA NA NA NA NA NA NA	This does not reflect	an actual shift, but	be reduction of
Average Value of Bonus Units  Reduced Street Width Longth of Reduced Street Width Longth of Reduced Street Width Cost ber linear Foot "sharderd street"  Cost per linear Foot "sharderd street"  Cher.  CALCULATION OF GAP  Sum of sales differential between Market Rate and L2 units.  NOSERTINES CALCULATION.  Density Bonus Jesseludes, bonus Bloor or modification of the sales and L2 units.  2.) Opportunity for greater motigin provided In bonus market rate units.  1.) Land cost coverage for units.  Part Rear Reduction  Part Rear Resulternent (Cost to Building  Part Rear Rear Resulternent (Cost to Building  Part Rear Resulternent (Cost	iled plan).  Iled blan)  Is on bonus floor only.  Share of assumed margin of 15% of 20.	11.50%  11.50%	50% 50% 50%	CostPorton	\$ 10.417 \$ 107,00 \$ 101,00 \$ 1	NA N		an actual shift, but ti	he reduction of
Average Value of Bonus Units  Reduced Street Width Length of Reduced Street Width Longth of Reduced Street Width Cost per linear foot "sharfard street"  Street St	ted plan)  tild)  ts on bonus floor only  share of assumed margin of 15% of 20  ty lease)	11.50%  11.50%	50% 50% 50%	CostPorton	\$ 407,000 \$ 101,00 \$	NA N	This does not reflect	en actual shift, but i	he reduction of
Average Value of Bonus Units  Reduced Street Width Londrh of Reduced Street Width Londrh of Reduced Street Width Cost per linear foot "sharderd street"  Cost per linear foot "sharderd street"  Chiter  CALCULATION OF GAP  Sum of sales differential between Market tale and IZ units  INCERTRES CALCULATION A Density Bonus Jexcludes bonus floor or modification of the sales with the sales and IZ units  INCERTRES CALCULATION A Density Bonus Jexcludes bonus floor or modification of the sales with the sales with the sales with the sales of the sales with the sales of	ted plan)  tild)  ts on bonus floor only  share of assumed margin of 15% of 20  ty lease)	11.50%  11.50%	50% 50% 50% 50%	Cast Politin 21%	\$ 407,00 \$ 101,00 \$ 101,00 \$ 101,00 \$ 103,00 hhotrise value \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -	NA N	This does not reflect	an actual shift, but I	he reduction of
Average Value of Bonus Units Reduced Street Width Londth of Reduced Street Width Londth of Reduced Street Width Londth of Reduced Street Width Cost per linear foot "shardard street"  Cost per linear foot "narrow street"  Charles Width of Street Width Street Width Londth of Reduced Street Width Londth of Street Londth o	ted plan)  tild)  ts on bonus floor only  share of assumed margin of 15% of 20  ty lease)	11.50% 11.50% 11.50%	50% 50% 50% 50%	Cast Politin 21%	\$ 101,00 \$ 1	NA N	This does not reflect	en actual shift, but i	he reduction of
Average Value of Bonus Units  Reduced Street Width Longh of Reduced Street Width Longh of Reduced Street Width Longh of Reduced Street Width Cost per linear foot "sharlard street"  Cost per linear foot "narrow street"  Other  Calculation of GAP  Sum of sales differential between Market Rate and 12 units  Density Bonus (excludes bonus floor or modification)  Park Fee Reduction  Density Bonus (excludes bonus floor or modification)  Park Fee Reduction  Park Fee Reduction  Density Bonus for the control of the	ted plan)  tild)  ts on bonus floor only  share of assumed margin of 15% of 20  ty lease)	11.50% 11.50% 11.50%	50% 50% 50% 50%	Cast Politin 21%	\$ 407,00 \$ 101,00 \$ 101,00 \$ 101,00 \$ 103,00 hhotrise value \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -	NA N	This does not reflect	an actual shift, but i	he reduction of
Average Value of Bonus Units  Reduced Street Width Londrh of Reduced Street Width Londrh of Reduced Street Width Londrh of Reduced Street Width Cost ber linear foot "sharderd street"  Cost ber linear foot "sharderd street"  Chiter  Sum of sales differential between Market tale and L' units.  Noensity Renus Jesciludes benus floor or medific.  1,1 and cost coverage for units 2,0 opportunity for greater margin provided in bonus market rate units.  3, Park Res Reduction  Park Reduction Reduction  Parkland Dedication Reduction  Parkland Dedication Reduction  Parkland Dedication Reduction  Cash subsidy to Inver income L' units  Cash subsidy to Projects 49 s-1 or >4  tortes w underground parking  Loy Le Tree Cone. Building  1,0% L' Free Zone. Building  1,2% & Free Zone. Building  1,2% & Free Zone. Building  1,1 and cost coverage for bonus market rate units  1,0 W. L' Free Zone. Building  1,2% & Free Zone. Building  1,2% & Free Zone. Building  1,1 and cost coverage for modified neighborhood  1,1 and cost coverage for modified neighborhood  1,0 opportunity for greater margin provided in bonus market rate units  1,1 and cost coverage for modified neighborhood  2,0 opportunity for greater margin provided in bonus market rate units  1,1 and cost coverage for modified neighborhood  2,0 opportunity for greater margin provided in bonus market rate units  1,1 and cost coverage for modified neighborhood in bonus market rate units  1,1 and cost coverage for modified neighborhood  2,0 opportunity for greater margin provided in bonus market rate units  1,1 and cost coverage for modified neighborhood  2,0 opportunity for greater margin provided in bonus market rate units  1,1 and cost coverage for modified neighborhood  2,0 opportunity for greater margin provided in bonus market rate units  1,1 and cost coverage for modified neighborhood  2,0 opportunity for greater margin provided in bonus market rate units  1,1 and cost coverage for modified neighborhood  2,0 opportunity for greater margin provided in bonus market rate units  1,1	idd  Is on bonus floer only share of assumed margin of 15% of 20 vy lease)	11.50% 11.50% 11.50%	50% 50% 50% 50%	Cast Politin 21%	\$ (5.751,801,00) \$ (5.751,801,00)  \$ (5.751,801,00)  \$ (5.751,801,00)  \$ (5.751,801,00)  \$ (5.751,9140,63) \$ (5.751,9140,63) \$ (5.751,9140,63) \$ (5.751,9140,63) \$ (5.751,9140,63) \$ (5.751,9140,63) \$ (5.751,9140,63) \$ (5.751,9140,63) \$ (5.751,9140,63) \$ (5.751,9140,63) \$ (5.751,9140,63)	NA N	This does not reflect	an actual shift, but i	he reduction of
Average Value of Bonus Units  Reduced Street Width Londth of Reduced Street Width Londth of Reduced Street Width Cost per linear foot "sharderd street"  Cost per linear foot "sharderd street"  Character of "sharderd street"  Cost per linear foot "sharderd street"  Cost per linear foot "sharderd street"  Cost per linear foot "sharderd street"  Sum of sales differential between Market  take and Z units  I NCS RUTE'S CALCULATION.  Rensity Bonus lexicules benus floor of modifi  1,1 and cost coverace for units  2,0 opportunity for greater margin provided in bonus market rate units.  Park Face Reduction  2. Park fand Dedication Reduction  3. Extra floor in downforwore design zone  4. Little Summarket fand in the street of the sum of the line of the	idd  Is on bonus floer only share of assumed margin of 15% of 20 vy lease)	11.50% 11.50% 11.50%	50% 50% 50% 50%	Cast Politin 21%	\$ 10,751,801,000 \$ 101,00 \$ 101,00 \$ 101,00 \$ 101,00 \$ 101,00 \$ 101,00 \$ 101,00 \$ 101,00 \$ 101,00 \$	NA N	This does not reflect	an actual shift, but i	he reduction of
Average Value of Bonus Units  Reduced Street Width Longth of Reduced Street Width Longth of Reduced Street Width Cost ber linear foot "sharderd street" Cost ber linear foot "sharderd street" Chiter  Cost ber linear foot "sharderd street" Cost be street foot coverage for units 1.1 and cost coverage for units 2.0 opportunity for greater margin provided in bonus market rate units 2.0 opportunity for greater margin provided in bonus market rate units Cost subsidity to Invert income IZ units Cost subsidity to Projects 49 s.f. or >4 tortes w unidercround parking Cost busing the Cost coverage for bonus market rate units 1.0 Viz If res Zone: Building 2.0 Viz If res Zone: Building 2.0 Viz If res Zone: Building 2.0 Viz If res Zone: Building Advance neinborhood plan 1.1 and cost coverage for modified neishborhood in bonus market rate units 2.0 Opportunity for greater margin provided in bonus market rate units 3. Residential Parking Remitta (revenue galned bundvisen of Neleibborhood Plan 1.1 and cost coverage for modified neishborhood in a bonus market rate units 2.0 Opportunity for greater margin provided in bonus market rate units 2.0 Opportunity for greater margin provided in bonus market rate units 2.0 Opportunity for greater margin provided in bonus market rate units 2.0 Opportunity for greater margin provided in bonus market rate units 2.0 Opportunity for greater margin provided in bonus market rate units 2.0 Opportunity for greater margin provided in bonus market rate units 3. Reduced Street Widths 3. Reduced Street Widths 4. Residential Parking Remitta (revenue galned bundvised of the province for modified neishborhood Plan 3. Denduced Street Widths 5. Reduced Street Widths 6. Reduced Street Widths 6. Reduced Street Widths 7. Reduced Street Widths 7. Reduced Street Widths 8. Reduced Street Widths 8. Reduced Street Widths 8.	idd  Is on bonus floer only share of assumed margin of 15% of 20 vy lease)	11.50% 11.50% 11.50%	50% 50% 50% 50%	Cast Politin 21%	\$ 10,751,801,801,100,100,100,100,100,100,100,10	NA N	This does not reflect	en actual shift, but ti	he reduction of
Average Value of Bonus Units  Reduced Street Width Length of Reduced Street Width Length of Reduced Street Width Longth of Reduced Street Width Cost per linear foot "sharder street"  Charlet Cost per linear foot sharder street  Charlet Cost Cost per linear foot sharder street  Land cost coverage for units  2.) Opportunity for greater margin provided  In bonus market rate units  Park Fee Reduction  Park Fee Reduction  Park In Parkina Reduction  Parkinard Dedication Reduction  Parkinard Dedication Reduction  Cost bubblely to Projects 49 e-4 or >4  Interes w underground parking  2.) Opportunity for greater margin provided  In bonus market rate units  1.) Opportunity for greater margin provided  In bonus market rate units  1.) Opportunity for greater margin provided  In bonus market rate units  1.0% E Tree Zone Building  2.) Opportunity for greater margin provided  In bonus market rate units  1.) Advance neighborhood plan  1.) Land cost coverage for modified neighborhood  2.) Opportunity for greater margin provided in bonus market rate units  Charlet Cost Coverage for modified neighborhood  2.) Opportunity for greater margin provided in bonus market rate units  D. Reduced Street Widths	ited plan)  ited plan)  is on bonus floor only.  share of assumed margin of 15% of 20  iv lease)  d units  ives outweights calculated costs.)	11.50% 11.50% 11.50%	50% 50% 50% 50%	Cast Politin 21%	\$ 10,751,801,801,100,100,100,100,100,100,100,10	NA N	This does not reflect	an actual shift, but i	he reduction of

## Gap Analysis: Appraised Value Model Owner Occupied 1000 Oaks Neighborhood: No Density Bonus Presumed

Veridian Homes, 6801 South Town Drive, Madison, Wisconsin

Gap Closed 2 IZ units Constans 102408

Developer-provided independent variables = City-provided independent variables = Appraisor-provided independent variables= Date of Form completion:

24-Oct-08

IZ Sales Price Date

July 1, 7008-September 50, 2008

IZ Sales Price Date		to viny 1, Ann Seamther SV Anns	<b>33</b>					
L-PROJECT DESCRIPTION Pro-Shift Flan Assumptions.	All multitanity ainto are condensationed Multitanity IZ assumed at 80% of mark Appropriate kind and built count only.	otraleun∄s⊯e Bedroon Count	n Unit Square Footage	Number of Dwelling units	Unit Sales Price		Total Revenue	
Market	Single Family: Alley Accessed	45 x 80	3 142	74	\$ 280,310.00	)	\$ 2,522,790.00	
(Value assigned by third party appraisal)		37×95	4 167 3 183	34	5 \$ 287,462.00 \$ 295,565.00	jä	\$ 7,185,550.00 \$ 591,130.00	
		45×95	4 199 3 152	91 :	\$ 308,585,00 1 \$ 298,555,00		\$ 2,777,085.00 \$ 1,194,220.00	
			4 22	70 1	S 345,565,00	)ĝ	\$ 5,529,040.00 \$ 603,130.00	
		51 x 95	3 15) 4 22)	70	2 \$ 301,565.00 348,565.00	)	\$ 3,137,085.00	
	Single Family: Street Accessed	59 × 85	4 23 3 140		1 \$ 351 330.00 3 \$ 296,565.00	) )	\$ 351,330.00 \$ 4,745,040.00	
		65 x 100	4 19 3 19	76 5			\$ 19,149,335.00 \$ 339,565.00	
•			4 22	14	<b>\$</b> 362,565,00	Ë	\$ 2,537,956.00	
		69 x 100	3 211 4 27	28 3	\$ 399,566,00	13	\$ 14,384,340.00	
		80 x 120	3 23 4 29	50 : 20 1:	1 \$ 441,565.00	<b>)</b> {}	\$ 2,485,980.00 \$ 7,948,170.00	
	Twin Home	Existing House	4 30i 4 17.	00 28	\$ 460,000.00 \$ 241,000.00		\$ 460,000.00 \$ 723,000.00	
	Stacked Flats		3 72	24	\$ 228,900.00	<b>1</b> 5	\$ 457,800.00 \$ 2,410,000.00	
	Townhomes		4 90 3 160	09		15	\$ 451,200,00	
Total Merket Rate Units			4 45	97 25	9 <b>\$</b> 232,200.00	) <u>ş</u>	\$ 1,857,600,00	
Total Market Rate Sales Average Market Rate Price	*				\$ 334,733.0	4	\$ 86,381,125,00	
r		Bedroor	n Unit Square	Number of Dwelling units			Total Sales	Total Revenue Loss
	44.7	Lot Type Count	Footage	T	Price			
Inclusionary (Value assigned by third party appraisal)	70%	45 × 80 37 × 95	4 15 4 15	16	1 5 188,509.0 3 <b>5 186,6</b> 09.0	308,565.00	\$ 745,036.00 \$ 1,119,054.00	\$ (732,336.00
		51 x 100 59 x 85	4 15 4 15	98	\$ 186,509.0 2 \$ 186,509.0	3 \$ 351,330,00 3 \$ 324,565,00	\$ 373,018.00 \$ 373,018.00	\$ (276,112.00
	. 80%	69 x 100 45 x 80	4 22 3 13	14	1 \$ 186,606.0 1 \$ 189,322.0	\$ 389,565.00	\$ 186,509.00	\$ (213,056,00
	****	45×80	4 15 3 13	16	1 \$ 211,229 0 3 \$ 169,322 0	287,462.00	\$ 211,229,00	\$ (76,233,00 \$ (318,729.00
		37 x 96 45 x 95	3 13	16	1 \$ 189,322.0	5 298,555.00	\$ 189,322,00	\$ (109,233.00
		51 x 100 59 x 85	3 13 3 13		1 \$ 189,377.0 5 \$ 189,327.0	295,565,00	\$ 946,610.00	\$ (536,215.00
		59 x 85 65 x 100	4 15 3 17	98	4 \$ 201,229.0 1 \$ 180,322.0	3 324,565.00	\$ 844,916.00	\$ (459,344.00
		- 69 x 100	3 19	50	2 \$ 189 322 0	0 S 376,565.00	\$ 378,644.00	\$ (374,486.00
		69 x 100 60 x 120		VA .	1 6 211,229.0 1 \$ 211,329.0	5 441,565,00	\$ 211,229,00	\$ (230,336.00
	80% 80%	Twin Homes Stacked Flats	4 17	28 24	1 5 211,229.0 1 5 175,740.0	3 \$ 241,000,00 3 \$ 228,900,00	\$ 211,229,00 \$ 175,740,00	
	80%		4 9	80	1 \$ 175,740.0 1 \$ 198,772.0 1 \$ 175,740.0	0 \$ 241,000.00	\$ 198,772.00	\$ (42,228.00
	0076	Townhomes	4 16	97	1 \$ 198,442.0	0 \$ 225,600,00 0 \$ 232,200,00	\$ 198,442.00	\$ (33,758.00
Total IZ Units Total IZ Sales Average IZ Price				4	\$ 194,409,0	^	\$ 8,942,814.00	\$ (5,751,801.00
				20		•		
Total Units Average Unit Price				30	\$ 313,499.8	0		
Total Sales Total IZ Gap							\$ 95,303,939.00	\$ (5.751,801.0)
Shift Plan								
Assumptions;	All multi-family units are condensiours. Multi-family IZ assumed at 90% of mark	out and a surple at VA						
	Apertmente included in unit court only							
	AMI	Bedroor Count		Number of Dwelling units	Unit Sales Price		Total Revenue	
Market	Single Femily: Alley Accessed	45 x 80 45 x 80	3 14 4 16		0 \$ 280,310.0 0 \$ 287,462.0		\$ 2,803,100,00 \$ 8,623,860,00	
(Value assigned by third party appraisal)		37 × 95 37 × 95	3 16 4 19	34	5 \$ 295,565.0 5 \$ 308,565.0	03	\$ 1,477,825.00 \$ 4,628,475.00	
	•	45×95	3 15	24	2 \$ 298,555.0	01	\$ 597,110,00	
•		45×95 51×95	4 22 3 16	24	0 \$ 345,565.0 4 \$ 301,565.0	0	\$ 3,455,650,00 \$ 1,206,260,00	
	Single Family: Street Accessed	51 x 95 51 x 100	4 22	70 1 64	6, \$ 348,565.0 1 \$ 907.565.0	0 0	\$ 5,577,040,00 \$ 307,565,00	
		51 x 100	4 23 3 14	110 44	3 \$ 351,330 0 1 \$ 296,565 0		\$ 1,053,990.00 \$ 6,227,865.00	
		59 x 85 59 x 85	4 19	176	5 324.565.0	02	\$ 21,096,725,00	
		65 x 100 65 x 100	3 19 4 22	50 14	2 \$ 339,565.0 7 \$ 362,565.0	03 03	\$ 679,130,00 \$ 2,637,955,00	
,		69 x 100 69 x 100	3 21	50 1	4 \$ 376,585.0 3 \$ 399,565.0	03	\$ 5,271.910.00 \$ 17,161.295.00	
		60 x 120	3 23	150	8 \$ 414,330.0	03	\$ 2,485,980.00	
•		80 x 120 Existing House	4 30	100	9 \$ 441,565.0 1 \$ 450,000.0	O .	\$ 6,389,735,00 \$ 460,000,00	
		Twin Home Stacked Flats	3 7	24	4 \$ 241,000.0 7 \$ 228,900.0	ŎŢ.	\$ 964,000.00 \$ 1,602,300.00	
		Townhomes	4 9	108	7 5 241.000.0 3 \$ 225.600.0	0 <u>5</u>	\$ 1,687,000,00 \$ 676,800,00	
Total Market Rate Units				907 . 30	7 \$ 232,200.0	o.	\$ 1,625,400.00	
Total Market Rate Sales				36			\$ 100,616,970,00	ı
Average Market Rate Price					\$ 333,168.7			······································
		Bedroo Lot Type Count		Number of Dwelling units	Price	es Appaised Value	Total Sales	Total Revenue Los
Inclusionary	70%	45×80	4 16		0 \$ . 186,509.0	0 \$ 287,462.00		\$ - \$ -
(Value assigned by third party appraisal)		37 x 95 51 x 100	4 15	116	0 5 186,509.0	0 \$ 351,330.00	\$ -	\$ -
		59 x 85 69 x 100		998 994	0 \$ 100,509.0 0 \$ 166,509.0	0 \$ 374,665,00 6 \$ 399,585,00	\$ - \$ -	\$ - \$ -
,	80%	45 × 80	3 13	116	0 \$ 189,322,0	0 \$ 280,310.00	\$ -	\$ -
		45 x 80 37 x 95	3 13	116	0 \$ 189,322.0	0 \$ 287,462,00 0 \$ 295,565,00	`S -	\$ -
		37 x 95 45 x 95	4 12	516	0 \$ 211,229.0	0 \$ 345,565,00	\$ -	\$ .
		59 x 85 59 x 85	3 1\$	308	0 \$ 169,322,0 0 \$ 21,226,0	0 \$ 298,565.00	5 -	\$ ^ \$
		58 X 85 80 ~ 400		196	0 4 4 4250		·	\$ -

	70% 80% 80% 80%	Stacked Flats Stacked Flats Stacked Flats Townhomes	4 3 4	1728 724 108 1697			\$ 241,000.00	\$ -	\$ - \$ - \$ (66,856,00)
Total IZ Units Total IZ Sales Average IZ Price				•	2	\$ 198,772.00		\$ 397,544.00	\$ (66,856,00)
Total Units Average Unit Price Total Sales Total IZ Gap					304	\$ 332,284.59		\$ 101,014,514.00	\$ (66,856,00)
Optional information related to specific ince Parcel information	nives, frequented								
Percel Acreage Net Developed Acres	Owner Occupied Rental	304 390			123.7 42.47 16.99		****		
Net Dwelling Units Per Acre (Owner Occup Monthly Holding Cost of Land	pied Only)				72 0				
Density Bonus Information Neighborhood Plan Unit Projection	DentyPage	Enlere	Net Acres 50 96		Units.				
Low Density Low-Medium Density Total Neighborhood Plan Units	4-6 9/15	176	5.98		308 58 372		4	***************************************	
Total Development Plan Units  IZ Units Required					904 46				
Bonus units above base density (provided to Bonus units that are iz units	y Planning Unit)	15% of bonus units			8				
Net market rate bonus units  Park Fee information									<u> </u>
Park Fee Credit Park Maintenance Cost per Year Park Maintenance Length		Years			Š.				
Park Dedication Information Park Dedication Reduction		Square Feet			Ç				
Fee in Lieu of Valuation Reduction in Parking Construction		S/sq.ft			\$	·			<u> </u>
Average cost of parking stats Parking Stat Reduction Extra Floor information					0				
Number of bohus Units Average Value of Bonus Units		And the second s			0 5				
IZ Free Zone Number of Units (Plat)		Maximum 20%			23				
IZ Free Zone Number of Units (Building) IZ Shift		***************************************			0				
Number of s-f iz units switch to attached units  Residential Parking Permits		Maximum 75%			15				
Parking Stat Market Value Parking Permits Granted	)/////////////////////////////////////				\$ 0				
Advanced Neighborhood Plan/Excedited R Number of months saved in entitlement	<u>avlaw</u>								
versus "normal process" Neighborhood Planning Cost				4	\$			***************************************	
Modified Neighborhood Plan Bonus units in Modified Neighborhood Plan					0			***************************************	
Average Value of Sonus Units Reduced Street Width Length of Reduced Street Width		Linear Foot			8.417				
Cost per linear foot "standard street"  Cost per linear foot "narrow street"					\$ 107.00 \$ 101.00				
Other									
# CALCULATION OF GAP*  1, Sum of sales differential between Market									
Rete and IZ units.  #I INCENTIVES CALCULATION:		Assumed Margin	Cily Share	Cost Portion	\$ (6,751,801.00) Incentive Value	Commints		ı	
Density Bonus (excludes bonus floor or     Density Bonus (excludes bonus floor or)     Density Bonus (excludes bonus f	modified plan)		50%	21%	\$ -	NA .	1	<u> </u>	
Opportunity for greater margin provided in bonus market rate units     Park Fee Reduction		11.50%	50%		\$ - 5 -	NA ·			
C. Parkland Dedication Reduction  D. Reduction in Parking Regularment (Cost	t to Build)				\$ - \$ -	NA NA			
E. Cash subsidy to lower income iZ units F. Cash subsidy to Projects <49 s-f or >4					\$ -	NA	1		
stories w/ underground parking G. Extra floor in downtown design zone 1.) Land cost coverage for bonus market r	de valle on house fleer each		50%	21%	\$ -	NA.	<u> </u>		-
2.) Opportunity for greater margin provided in bonus market rate units	I DO NOT DESIGNATION OF THE STATE OF THE STA	11.50%	50%		s .	NA			
H. 20% IZ Free Zone; Bullding I. 20% IZ Free Zone; Plat	City share of assumed margin of 15% of 20	11.50%			\$ 7,452.86	NA	<u> </u>		
J. 75% SF to MF IZ Unit Shift K. Residential Parking Permits (revenue or				<u> </u>	\$ 5,710,575.00 \$	NA NA	This does not reflect IZ Units to close the	en actual shift, but "gap".	ine reduction of
L. Advance neighborhood plan M. Expedited Review N. Modification of Neighborhood Plan					\$ = = = = = = = = = = = = = = = = = =	NA NA			
Noncentration of Neighborhood Plan	porhood units		50%	21%	\$	NA		T	
in bonus market rate units  O. Reduced Street Widths		11.50%	50%	ļ	\$ 50,502,00	NA			
P. Other:			+	<del> </del>	\$ 5,768,529,86	J	1	-	-
SUM TOTAL OF VALUE OF INCENTIVES  W. IZ EVACUATION SUMMARY		·							
'Gap' Incentives Difference (Note: Positive number indicates value of		33 (1995) 1995 (1995) 1995 (1995) 1995 (1995) 1995 (1995) 1995 (1995) 1995 (1995) 1995 (1995) 1995 (1995) 1995			\$ (5,751,801,60 \$ 5,768,529.86 \$ 16,728.88				
Minimum Threshold Over/Under adjustment					\$ 287,590.05 \$ (270,861.19	))			
Aveatge price per unit: Expected IZ units	\$ 332,284.59								
Expected iz units Reduced iZ Units Payment in fleu at 10% of value	\$ 1,462,052.18	1							
, wystytti se new se ty AVITANO	\$ 132,913.83								

### 1000 Oaks Gap and Waiver Analysis Density Bonus of 32 Units

#### IZ Gap and Waiver Analysis if a Density Bonus is Provided

The first step in a waiver analysis under the Ordinance is to determine if there is a "gap" between what it costs the developer to provide the required percentage of IZ units as part of their development. The IZ gaps analysis policy permits an applicant to seek a combination of ways (on-site IZ units, off-site IZ units, or payment in lieu) to balance of the revenue gap between the market value of the expected IZ units and the set price of those units. In this case where Planning staff analyzed the current density of this plat and concluded that the proposed plat was in conformance with the neighborhood plan for the area, and would receive a bonus density per the inclusionary zoning ordinance standards of 32 units

Based on this information and data furnished by the developer and by the Planning Unit during October 2008 it was determined that there was a gap less incentives of \$3,791,093 to the developers credit. Analysis showed that the gap could be closed by:

Reducing the required number of IZ units to the provision 8 IZ units and a payment in lieu of units of \$1,258,324

The attached sheets, labeled accordingly, show the calculation of the gap and the payment in lieu.

Based on the large payment in lieu of units required under this scenario, and pursuant to the ordinance, the developer then requested that a waiver analysis be conducted to determine if a reduction in the number of required inclusionary zoning units and a payment in lieu of units would be financially feasible.

#### **METHOD OF WAIVER ANALYSIS:**

The Council adopted a waiver provision as part of the inclusionary dwelling unit ordinance that requires an analysis of project financial feasibility. The method consists of running three or more scenarios, using data provided by the developer. The first run is based upon a scenario whereby the project, using <u>current zoning</u> levels, is set at market rate prices. If this version is financially feasible according to the standards adopted by the Common Council, the project is then run with the <u>full 15% inclusionary dwelling units</u> included in the project. If this full IZ scenario does not meet the Council standards for financial feasibility, staff are to recommend a <u>third 'waiver' scenario</u> with attributes (a combination of a reducing the number of IZ units provided, providing the units off-site, or making a payment in lieu of units on-site) that will provide a sufficient return for the developer to maintain financial feasibility.

#### FIRST STEP: MARKET RATE SCENERIO:

Staff conducted an initial market run at the approved density for the site 272 units (not the proposed 304 units which included 32 density bonus units), using the developer-provided information. The initial analysis of 272 units, with no density bonus, results in the having a development that would produce a result of 3.4% which is **outside of the adopted City standards** of a positive 12.5% to 17.5% gross profit margin, and therefore would not normally qualify for waiver consideration.

One other factor, contractor overhead, was substantially outside the standard parameter set by the waiver analysis. When asked to explain the variation from the standard Veridian explained that, unlike other developers who might itemize each of these costs separately, this number is made up of construction management, field service techs, customer relations, estimating, design, design center, marketing, human resources, model home maintenance, finance and

accounting, information technology costs, real estate taxes, financing and interest for construction costs, and management and administrative costs.

The cost per square foot of construction is also higher, but it is recognized that the average per square foot of cost of construction has risen since 2005 when these cost parameters were developed.

The Plan Commission has on other occasions, considered the special characteristics of a development such as phasing, timing, and environmental features, and permitted consideration of a waiver using the gross profit margin produced by the initial market run at current density scenario, or 3.4% despite its being outside the generally accepted range for a development.

#### SECOND STEP: SCENERIO with IZ units and incentives/offsets:

Staff then ran a second scenario with the pro forma for the development at the proposed 304 unit level, and included the effect of a full 15% inclusionary units (46 units) requirement. The combined effect of the proposed density in combination with the other IZ incentives was not sufficient to produce an estimated gross profit margin within the adjusted target standard of 3.4%. The full 15% IZ scenario produced a gross profit margin of 2.5%.

#### THIRD STEP SCENERIO, with reductions in IZ units and incentives/offsets:

Staff then ran a series of scenarios with the pro forma for the development, using different decreases in the number of expected IZ units in combination with a payment in lieu to get to the point where the pre-IZ gross profit margin was the equivalent of the post IZ profit margin.

When the IZ units are reduced, by removing six (6) of the 70% AMI units so that the IZ overall requirement is reduced to 40 units, and the developer is required to pay a fee of \$12,400; the developer maintains their gross profit margin without the density bonus.

#### **WAIVER ANALYSIS CONCLUSION:**

Based on the cost and sales information as presented by Veridian when they receive a density bonus of 32 units model, the waiver model would indicate that the developer be expected to provide a total of **forty (40) inclusionary dwelling units and make a payment in lieu of \$12.400** as a condition of recording the Plat for the development.

#### 1000 Oaks: No Density Bonus 272 Mkrt Rate

#### For Sale Parameters for Determining Financial Infeasibility of Inclusionary Zoning For the periods from January 01, 2008 through December 31, 2018

Issue	Required range	Manual Calculation	Actual
ianchig			
Interest rate	Prime plus 0.5		5,8%
iject eests			80.70
Land/Building acquisition - per square foot raw land	\$5 per square foot - raw land \$50 - \$55 per square foot, downtown - vacant land		\$2.67 \$2,67
			\$2,67
T7. J	\$90 - \$125 per square foot, downtown - improved with building 5% new, 8% rehab of AIA contract		1.3%
Hard cost contingency Soft cost contingency	5% new/rehab of soft costs	<b></b>	0.0%
Contractor profit	6% of AIA contract (net of profit, overhead and general		
	requirements)		0.0%
Contractor overhead	2% of AIA contract (net of profit, overhead and general requirements)	,	32.7%
Contractor general requirements	4% of AIA contract (net of profit, overhead and general requirements)		0.0%
D 3'	\$1,000 per stall - surface		
Parking	\$1,000 per stall - first level underground	į	
	\$20,000 per stall for second level underground		No Parking
	\$27,000 per stall for three levels or more of underground		
Development fees	8% of total project costs, net of development fees and reserves		***************************************
Development lees	6 76 Of total project costs, her of development rees and reserves		0.0%
Square foot cost of construction, includes buildings including profit	4 stories and under - \$62.50 per square foot, 5 to 8 stories - \$95,		
overhead and general requirements, site improvements and personal	and 8 stories or higher \$110 - \$120		\$146.04
property			4.10.01
Soft cost	10% of cost of construction	***************************************	2.7%
Nation index factor on selvs			
	5 year average economic change factor for DOR website or 5 year		
	average HUD AMI increase for IZ units		0.0%
Nation index lactor on costs			
	5 year average economic change factor for DOR website or 5 year		***************************************
	average HUD AMI increase for IZ units	l i	0.0%
pee of market care initial selling prices			
	MLS or assessors website comps for market rate IZ as indicated in	1	·
	the ordinance (City of Madison annual calculation based on AMI)	]	
			See schedule
le/fransaction costs			
OL ADDA CONTROL OF A TRANSPORT OF THE OWNER OWNER OWNER OF THE OWNER	6.5% of selling price		\$6,407,261.23
serval vase of return			
	15% - 30% (assuming 80% leverage, 20% equity) depending upon		* ^^/
	product type		1.8%
itio of sales to inventory (absorption)			
	Submit similar comps for similar projects		9.0
rass profit assumption			
	12.5 - 17.5 sales minus direct project costs (not costs of sale or	***************************************	2 40/
	transaction costs)	1	3.4%
sociation fees	A contract of the second of th		
*	Amount of fees		\$0.00

This is the first of several steps for an IZ waiver. It establishes base density and assumes there was a 32 unit density bonus, 272 units at market rate, with no IZ units as the way to determine the starting point gross profit margin for this development if the density bonus were not in place.

This project does not meet the Council established standard for minimum gross profit margin. In like cases, the Plan Commission has used the developers projected gross profit margin as the target standard for the development when including the IZ units.

Conclusion: The project will be analyzed as proposed, using a target gross profit margin of 3.3%.

Barbara Constans October 29, 2008

## 1000 Oaks: Includes Density Bonus with 15% IZ For Sale Parameters for Determining Financial Infeasibility of Inclusionary Zoning For the periods from January 01, 2008 through December 31, 2018

Issue	Required range	Manual Calculation	Actual
Timescing	Discolution		5.8%
Interest rate	Prime plus 0.5		3.876
Project costs	\$5 per square foot - raw land		\$2.67
Land/Building acquisition - per square foot raw land	\$50 - \$55 per square foot, downtown - vacant land	·	\$2.67
			\$2.67
77.3	\$90 - \$125 per square foot, downtown - improved with building 5% new. 8% rehab of AIA contract		1.2%
Hard cost contingency	5% new/rehab of soft costs		0.0%
Soft cost contingency Contractor profit	6% of AIA contract (net of profit, overhead and general		0.078
Contractor pront	requirements)		0.0%
Contractor overhead	2% of AIA contract (net of profit, overhead and general requirements)		33.6%
Contractor general requirements	4% of AIA contract (net of profit, overhead and general requirements)		0.0%
Parking	\$1,000 per stall - surface		
2 4110415	\$15,000 per stall - first level underground		
	\$20,000 per stall for second level underground		No Parking
	\$27,000 per stall for three levels or more of underground		
Development fees	8% of total project costs, net of development fees and reserves		0.0%
Square foot cost of construction, includes buildings including profit	4 stories and under - \$62.50 per square foot, 5 to 8 stories - \$95,		
overhead and general requirements, site improvements and personal	and 8 stories or higher \$110 - \$120		\$144.97
property	and 6 stories of inginer 4110 - 4120		J. 14.37
Soft cost	10% of cost of construction		2.5%
Inflation index factor on sales	1070 Of COS Of CONSTRUCTION		
311-1158-30-02-310-00-77-311-3	5 year average economic change factor for DOR website or 5 year		
	average HUD AMI increase for IZ units	***************************************	0.0%
Inflation index factor on costs	3.01030 1700 1700 1700 1700 1700 1700 1700		
AMAZIONINA CIACIO DI COM	5 year average economic change factor for DOR website or 5 year		
	average HUD AMI increase for IZ units		0.0%
Range of market rate unitial selling prices			
	MLS or assessors website comps for market rate IZ as indicated in		
	the ordinance (City of Madison annual calculation based on AMI)		
	(,,		See schedule
Sale/trausaction costs			
CHARLES CONTROL CONTRO	6.5% of selling price		\$6,840,791.82
Internal cate of comen			
	15% - 30% (assuming 80% leverage, 20% equity) depending upon		
	product type		1.5%
Ratio of sales to inventory (absorption)	(Inches)		
	Submit similar comps for similar projects		9.0
Gross profit assumption	1		
	12.5 - 17.5 sales minus direct project costs (not costs of sale or		
	transaction costs)		2.5%
Association fees			
	Amount of fees		\$0,00
L	<u> </u>	·	7777777

This is the second of several steps for an IZ waiver. It takes the base density (272 units), adds in the requested density bonus units (32 units) and includes the required 15% IZ units 46 units to determine the gross profit margin for the project at this point.

This project did not originally meet the Council established standard for minimum gross profit margin so the gross profit margin for the development with IZ units is compared to that of the project before the density bonus and the inclusion of IZ units.

Conclusion: This project, with the density bonus units added, and the IZ units at the level required by ordinance would yield a gross profit margin of 2.5%.

The third and final step will be to remove IZ units and/or implement a fee in lieu of units to the point where the gross profit margin of the development with no density bonus equals one with a density bonus and IZ units included.

Barbara Constans October 29, 2008

## 1000 Oaks: Includes Density Bonus with 40 IZ Units and Payment For Sale Parameters for Determining Financial Infeasibility of Inclusionary Zoning For the periods from January 01, 2008 through December 31, 2018

Issue	Required range	Manual Calculation	Actual
Financing			
Interest rate	Prime plus 0.5		5.8%
Project costs			
Land/Building acquisition - per square foot raw land	\$5 per square foot - raw land		\$2,67
	\$50 - \$55 per square foot, downtown - vacant land		\$2.67
	\$90 - \$125 per square foot, downtown - improved with building		\$2.67
Hard cost contingency	5% new, 8% rehab of AIA contract		1.2%
Soft cost contingency	5% new/rehab of soft costs		0.0%
Contractor profit	6% of AIA contract (net of profit, overhead and general requirements)		0,0%
Contractor overhead	2% of AIA contract (net of profit, overhead and general requirements)		33.6%
Contractor general requirements	4% of AIA contract (net of profit, overhead and general requirements)	·	0.0%
Parking	\$1,000 per stall - surface		
	\$15,000 per stall - first level underground		N. W. 17
	\$20,000 per stall for second level underground		No Parking
	\$27,000 per stall for three levels or more of underground		
Development fees	8% of total project costs, net of development fees and reserves		0.0%
Square foot cost of construction, includes buildings including profit	4 stories and under - \$62.50 per square foot, 5 to 8 stories - \$95,		
overhead and general requirements, site improvements and personal	and 8 stories or higher \$110 - \$120		\$144.16
property			
Soft cost	10% of cost of construction		2.5%
Inflation index factor on sales			
	5 year average economic change factor for DOR website or 5 year		0.0%
	average HUD AMI increase for IZ units		0.078
Inflation index factor on costs			
	5 year average economic change factor for DOR website or 5 year		
	average HUD AMI increase for IZ units		0.0%
Range of market rate initial selling prices		100	
	MLS or assessors website comps for market rate IZ as indicated in		
•	the ordinance (City of Madison annual calculation based on AMI)		
			See schedule
Sale/transaction costs		5.5	
	6.5% of selling price		\$6,900,908.11
Internal rate of cemira			
	15% - 30% (assuming 80% leverage, 20% equity) depending upon		2.0%
	product type		2.070
Ratio of sales to inventory (absorption)			
	Submit similar comps for similar projects	ľ	9,0
Gross profit assumption			
	12.5 - 17.5 sales minus direct project costs (not costs of sale or		3.4%
	transaction costs)		*****
Association fees			
	Amount of fees	1	\$0,00

This is the third and final step of several steps for an IZ waiver. It takes the base density (272 units), adds in the requested density bonus units (32 units) and factors in the provision of the required 15% IZ units (46 units) and then begins to reduce the number of IZ units required until the development is making the same gross profit margin it was making before the density bonus and IZ units were added.

When these steps are taken the final result would require the provision of 40 IZ units and the payment of a fee in lieu of units of \$12,400. This would provide the developer with the same gross profit margin as they had under the 272 unit, no density bonus version of their project.

Barbara Constans October 29, 2008

## Gap Analysis: Appraised Value Model Owner Occupied 1000 Oaks Neighborhood: Density Bonus Presumed at 32 Units

Veridian Homes, 6801 South Town Drive, Madison, Wisconsin

Developer-provided independent variables = Chy-provided independent variables = Appraisor-provided independent variables.=

Date of Form comple

Oct 27, 2008

IZ Sales Price Date

Jos 1, 1998 September 30, 2000

IZ Sales Price Date		100-1, 2005-500-600-65-25	TABLE COMM				
PROJECT DESCRIPTION Pre-Shift Flan							
Assumptions:	All multi-family units are condominates Multi-family 12 assumed at 90% of mail	et rate unit szé					
	Apartments included in unit count only		edroom Unit Square	Number of Oweling units U	Init Sales Price	Total Revenue	
Market	AMI Single Family, Alley Accessed		Count Footage 3 142	9 \$	280.310.00	\$ 2,522,790.0	
(Value assigned by third party appraisal)		37 x 95	4 162 3 163	25.\$	267,462.00 295,565.00	\$ 7,186,550.0 \$ 591,130,0	o o
		45×95	4 199 3 152	9 <b>3</b> 3	308,565,00 298,555,00	\$ 2,777,085,0 \$ 1,194,220,0	0
		51 x 95	4 2270 3 152	2.5	345,565,00 301,565,00	\$ 5,529,040,0 \$ 603,130,0	0
	Single Family: Street Accessed		4 227 4 231	1.5	348,565.00 351,930.00	\$ 3,137,085,0 \$ 351,330,0	0
		59 × 85	3 1460 4 1970	59 \$	296,565,00 324,565,00	\$ 4,745,040,0 \$ 19,149,335.0	0
		65 x 100	3 1950 4 221	1 7 \$	339 565 00 362 565 00	\$ 339,565,0 \$ 2,537,955,0	0
		69 x 100	3 215 4 272	i 36 <b>S</b>	376,565,00 399,565,00	\$ 4,518,780,0 \$ 14,384,340.0	0
		80 x 120	3 235 4 292	18 5	414 330 00 441 585 00	\$ 2,485,980.0 \$ 7,948,170.0	0
	Twin Home	Existing House	4 300 4 172	3.5	460,000.00 241,000.00	\$ 460,000.0 \$ 723,000.0	0
	Stacked Flats		3 72 4 90	10.5	228,900,00 241,000,00	\$ 457,800.0 \$ 2,410,000.0 \$ 451,200.0	0
	Townhomes		3 160 4 169		225,600.00 232,205.00	\$ 1,857,600.0	0
Total Market Rate Units Total Market Rate Sales				256	334,733.04	\$ 86,361,125.0	0
Average Market Rate Price		۵.	edroom Unit Square			ppalsed Value Total Sales	Total Revenue Lo
nelisianari	70%		Count Footage		Price	287,462,00 \$ 746,036.0	
Inclusionary (Value assigned by third party appraisal)	10%	37 x 95 51 x 100	4 151 4 151	6 S 1 2 S	186,509,00 \$ 186,509,00 \$ 186,509,00 \$	308,565.00 \$ 1,119,054.0 351,330.00 \$ 373,018.0	0 \$ (732,336, 0 \$ (329,642,
		59 x 85 69 x 100	4 159 4 221	3 2.\$	185 509 00 \$ 185 509 00 \$	324,565.00 \$ 373,018.0 389,565.00 \$ 186,509.0	0 \$ (276,112.
	80%	45 x 80 45 x 80	3 131 4 151	3 1.5	189 322 70 \$ 211,229.00 \$	280,310,00 \$ 189,322.0 287,462.00 \$ 211,229.0	0 \$ (90,988.
		37 x 95 45 x 95	3 131 3 131	3 \$	169.322.00 \$ 189.322.00 \$	295,565,00 \$ 567,966.0 298,655,00 \$ 189,322.0	O \$ (318,729.
		51 x 100 59 x 85	3 131 3 139	6 1 \$	169 322 00 S 180 322 00 S	307.565.00 \$ 189,322.0 296.565.00 \$ 946,610.0	00 \$ (118,243. 00 \$ (536,215.
		59 x 85 65 x 100	4 150 3 176	8 4 \$	211,229,00 \$ 186,322,00 \$	324,565.00 \$ 844,916.0 339,565.00 \$ 189,322.0	00 \$ (453,344 00 \$ (150,243
		69 x 100 69 x 100	3 195 4 221	0 2.5	189 322 80 S 211 229 00 S	376,565,00 \$ 378,644.0 399,565,00 \$ 1,267,374.0	0 \$ {374,486.
	80%	80 x 120 Twin Homes	4 N 4 172	A 1\$	211,229,00 \$ 211,229,00 \$	441,665.00 \$ 211,229.0 241,000.00 \$ 211,229.0	0 \$ (230,336,
	80%	Stacked Flats Stacked Flats	3 72 4 90	4 1.3	175.740.00 S 198.772.90 S	228,900,00 \$ 175,740.0 241,000,00 \$ 198,772.0	X) \$ (53,160.
	80%	Townhomes Townhomes	3 N 4 169	4 1.5	175.740.00 S 198.442.00 S	225 600 00 \$ 175,740 0 232 200 00 \$ 198,442 0	XX \$ (49,860.
Total IZ Units Total IZ Sales				46		\$ 8,942,814.0	
Average IZ Price				\$	194,409.00		
Total Units Average Unit Price				304 \$	313,499.80		
Total Sales Total IZ Gep						\$ 95,303,939,0	0 \$ (6,761,801
ShiftPlan							
Assumptions:	All multi-family units are condominated Multi-family IZ assumed at 90% of their	let rete unit size					
	Apartments included in unit count only	В	Bedroom Unit Square	Number of Dwelling units	Unit Sales Price	Total Revenue	1
Market	AMI Single Family, Alloy Accassed	45×80	Count Footage 3 142		280,310.00	\$ 2,522,790.	
(Value assigned by third party appraisal)		45 x 80 37 x 95	4 182 3 183	4 2 \$	287,462,00 295,565,00	\$ 7,474,012.1 \$ 591,430.1 \$ 3,394,215.1	30
		37 x 95 45 x 95	4 199 3 152	4 25	308,585,00 298,555,00	\$ 697,110.	00
		45 x 95 51 x 95	4 227 3 152	4 4 5	345,505.00 301,585.00	\$ 3,110,085. \$ 1,206,260.	00
	Single Family, Street Accessed	51 x 95 51 x 100	4 <u>22</u> 7 3 156	4 1.5	307,565,00	\$ 5,677,040. \$ 307,565.	00
		51 x 100 59 x 85	4 231 3 140	6 17 8	351,330,00 296,565,00	\$ 351,330. \$ 5,041,605.	00
		59 x 85 65 x 100	4 197 3 195	0 2.5	339,565.00	\$ 19,798,465. \$ 679,130.	00
		65 x 100 69 x 100	4 221 3 215	0 14 \$	362,565.00 376,565.00	\$ 2,537,955. \$ 5,271,910.	90
		69 x 100 80 x 120	4 272 3 23	8 40 5	399,565.00 414,380.00	\$ 15,982,600. \$ 2,485,980.	00 . 90
		80 x 120 Existing House	4 292 4 300	0 19 <b>5</b> 0 1 <b>5</b>	441,565,00 460,000,00	\$ 8,389,735. \$ 460,000.	00
	Twin Home Stacked Flats		4 177 3 70	8 0.5	241,000,00 228,900,00	\$ \$	
	Townhomes		4 90 3 160	8 0.5	241,000,00 225,600,00	\$ \$ 676,800.	00
Total Market Rate Units			4 180		232,200.00	\$ 1,625,400.	00
Total Market Rate Sales Average Market Rate Price				\$	341,399,68	\$ 88,081,117.	00
			Bedroom Unit Square		Fixed Unit Sales A	appaised Value Total Sales	Total Revenue L
Inclusionary	70%		Count Footage 4 15		Price 166,609,00 S	287,462.00 \$ 559,527.	00 \$ (302,859
(Value assigned by third party appraisal)		37 x 95 51 x 100	4 10 4 15	6 3 \$	198 509 00 S 186 509 00 S	308.585.60 \$ 559,527. 351,330.00 \$ 373,018.	00 \$ (366,168
		69 x 85	4 15 4 22	e 15	165,500,00 \$	324.565.00 \$ 186,509, 399,585.00 \$ 186,509	00 \$ (138,056
	80%	69 x 100 45 x 80	3 13	6 1.5	189,322,00 \$	280.310.00 \$ 189.322.	00 \$ (90,986
		45 x 80 37 x 95	3 15	i6 3.5	189,322,00 \$	295,565.00 \$ 567,966.	00 \$ (318,729
		37 x 95 45 x 95	4 15 4 15	i6 1. <b>5</b>		308 565 00 \$ 211,229 345 565 00 \$ 211,229	00 S (134,336
		59 x 85	3 13		189,822,00 \$	296,565.00 \$ 757,288.	00 \$ (428,972,

	70% 80% 80% 80%	Stacked Flats Stacked Flats Stacked Flats Townhomes	4 3 4 4	1728 724 908 1897	2	\$ 198,772.00	\$ 241,000,00 \$ 228,900,00 \$ 241,000,00 \$ 232,200,00	\$ 1,230,481,00 \$ 596,316,00	\$ (273,108.00) \$ (371,819.00) \$ (126,684.00) \$ (66,856.00)
Total IZ Units Total IZ Sales Average IZ Price					46	\$ 190,874,07		\$ 8,780,207,00	\$ (4,220,046.00)
Total Units Average Unit Price Total Sales Total IZ Gap					304	\$ 318,622,78		\$ 96,861,324.00	\$(4.220.046.00)
Optional information related to specific ince) Parcel information	tives it requested:				Γ		Г		
Percel Acresge Net Developed Acres	Owner Occupied	304			123,7 42,47				
Net Dwelling Units Per Acre (Owner Occup	Rental ed Only)	390			7.2 7.2				
Monthly Holding Cost of Land  Density Bonus Information  Neighborhood Plan Unit Projection	Density Pange	CALIBOYE	Detacles		this.				
Low Density Low-Medium Density	1-8 6-15		39.3£ 3.11		238 36				
Total Neighbarhood Plan Units Total Development Plan Units				*	272 304				
IZ Units Required  Bonus units above base density (provided by Bonus units that are iz units	/Plenning Unit)	15% of bonus units			46 8	****			
Net market rate bonus units Park Fee Information		70 /4 UT DO/NUS CIRCO			- 27				***************************************
Park Fee Credit Park Maintenance Cost per Year					S -				
Park Maintenance Length Park Dedication Information		Years			0				
Park Dedication Reduction Fee In Lieu of Valuation		Square Feet \$/sq.ft			6 \$				
Reduction in Parking Construction  Average cost of parking stals  Parking Stal Reduction		***************************************			\$ .				
Extra Floor Information Number of bonus Units					32				
Average Value of Bonus Units  IZ Free Zone	· · · · · · · · · · · · · · · · · · ·				\$				
IZ Free Zone Number of Units (Plat) IZ Free Zone Number of Units (Building)		Maximum 20%			23 0	~~~			
IZ Shift Number of s-f iz units switch to attached						>>>			
units Residential Parking Permits		Maximum 75%			15				
Parking Stal Market Value Parking Permits Granted		***************************************			S +				
Advanced Neighborhood Plan/Expedited Re Number of months saved in entitlement versus "normal process"	view				ō				
Neighborhood Planning Cost Modified Neighborhood Plan					1				
Bonus units in Modified Neighborhood Plan Average Value of Bonus Units					0 5				***************************************
Reduced Street Width Langth of Reduced Street Width		Linear Feet			B-417				
Cost per linear foot "standard street" Cost per linear foot "narrow street"					\$ 107.00 \$ 101.00				
Other				·····				······································	
II. CALCULATION OF 'GAP"  1. Sum of sales differential between Market									
Rate and IZ units.  III INCENTIVES CALCULATION:		Assumed Margin	City Share	Cost Portion	\$ (5,751,801.00) Incentive value	Comments			
A. Density Bonus (excludes bonus floor or r 1.) Land cost coverage for units	nostified plan)		50%	21%	\$ (179,234,83)	NA			
Opportunity for greater margin provided in bonus market rate units		11.50%	50%	aranseemen arendamin ilmidandami	\$ 530,023.00	NA .			mals males es en en molormen arme de er e e e
B. Park Fee Reduction C. Parkland Dedication Reduction					\$	NA NA NA			
D. Reduction in Perking Requirement (Cost E. Cash subsidy to lower Income IZ units	lo Sulla)					NA NA			errimikari sidaderi demermananana
F. Cash subsidy to Projects <49 s-f or >4 stories w/ underground parking G. Extra floor in downtown design zone		***************************************	ļ		s	NA .			
1.) Land cost coverage for bonus market rate.     2.) Opportunity for greater margin provided.	e units on bonus floor only		50%	21%	s -		I		
in bonus market rate units H. 20% IZ Free Zone: Building		11.50% 11.50%	50%		\$	NA NA			
I. 20% IZ Free Zone: Plat J. 75% SF to MF IZ Unit Shift	City share of assumed margin of 15% of 20	11.50%			\$ 2,032.54 \$ 1,557,385.00				
K. Residential Parking Permits (revenue gal) L. Advance neighborhood plan	ned by icase)				\$ +   \$ -	NA .			
M. Expedited Review N. Modification of Neighborhood Plan	whood unite		50%	21%	\$	NA NA			
Land cost coverage for modified neighbor     Opportunity for greater margin provided in bonus market rate units	naced Shirts	11.50%	50%	£170	<u> </u>	NA NA			
O. Reduced Street Widths P. Other:	1				\$ 60,502.00				
SUM TOTAL OF VALUE OF INCENTIVES			1		\$ 1,960,707,71		l		
IV. IZ EVALUATION SUMMARY 'Gap' Incentives					\$ (5,751,801,00) \$ 1,980,707.71				
Difference (Note: Positive number Indicates value of Ir Minimum Threshold Over/Under adjustment	centives outwelghts calculated costs.)				\$ (3,791,093,29) \$ 287,590,05 \$ (3,503,503,24)				
Avearge price per unit:	\$ 318,622.78								
Expected IZ units Reduced IZ Units	46 46								
Payment in Seu at 10% of value	\$ 1,465,664.77								
	\$ 127,449.11								

## Gap Analysis: Appraised Value Model Owner Occupied 1000 Oaks Neighborhood

Veridian Homes, 6801 South Town Drive, Madison, Wisconsin

#### With Density Bonus Included Constans 102708

Gap Closed 8 Units

Developer-provided independent variables = Cây-provided independent variables = Appreisor-provided independent variables=

Date of Form completion:

Oct. 27, 2008

IZ Sales Price Date

Jphy 1, 2003 Supremore 30, 2008

an address year water		***************************************								
LPROJECT DESCRIPTION Pre-Shift Pran										
Assimplipes	All multi-family units are condominished									
	Multi-ternly IZ assumed at 90% of murk Apartments included in unit count only									
	AMI		Bedroom Count	Unit Square Footage	Number of Dwelling units		les Price		Total Revenue	
Market	Single Family: Alley Accessed	45 x 80	3 4	1424 1627			0,310,00 17,462,00		2,522,790.00 7,186,650.00	***************************************
(Value assigned by third party appraisal)		37 x 95	3	1834 1991		\$ 29	95,565,00 98,565,00			***************************************
		45 x 95	3	1524	4	\$ 29	8,555.00	\$	1,194,220.00	
		51×95	3	2270 1524		\$ 30	15,565,00 01,565,00		603,130.00	-
	Single Family, Street Accessed		4	2270 2310			18,565.00 11,330.00		3,137,085.00 351,330.00	i
		59 × 85	3	1456 1976		\$ 29 \$ 37	6,565,00 4,565.00		\$ 4,745,040.00 \$ 19,149,335.00	
		65 x 100	3	1950 2214	1	S 32	39,565,00 32,565,00		\$ 339,565.00 \$ 2,537,955.00	
		69 x 100	3	2150	12	\$ 37	6,565,00	5	\$ 4,618,780.00	
		80 x 120	3	2728 2350	)	\$ 41	99,565.00 14,330.00	:	\$ 14,384,340.00 \$ 2,485,980.00	
		Existing House	4	90 3080	1	\$ 45	11,665,00 30,000.00	5	\$ 7,948,170.00 \$ 460,000.00	
	Twin Home Stacked Flats		4 3	1728 724			11,000.00 28,900.00		\$ 723,000.00 \$ 467,800.00	
	Townhomes		4 3	908 1609		\$ 24	11,000.00 25,600.00		\$ 2,410,000.00 \$ 451,200.00	
Total Market Rate Units			4	1697			32,200.00		1,657,600.00	i
Total Market Rate Sales					200	<b>s</b> 33	34,733.04		\$ 86,361,125.00	
Average Market Rate Price				11-9-5	Month of the sec			Augusto 1937	T-6-10-1	Tatal Daniel
		Lot Type	Bedroom Count	Unit Square Footage	Number of Dwelling units	PI	rice	Appaised Value	Total Sales	Total Revenue Loss
inclusionary (Value assigned by third party appraisal)	70%	45 x 80 37 x 95	4	1516 1516	; 6	S . 18	36,509,00 36,509,00	\$ 287,462,00 \$ 308,565.00	\$ 1,119,054.00	\$ (403,812.00) \$ (732,336.00)
		51 x 100 59 x 85	4	1516 1588		\$ 18	38,509,00	\$ 351,330,00 \$ 324,565,00	\$ 373,018.00 \$ 373,018.00	\$ (329,642.00) \$ (276,112.00)
	80%	69 x 100 45 x 80	4	2214 1316	1	\$ 16		\$ 399,565.00 : \$ 280,310.00	\$ 186,509.00	\$ (213,056.00) \$ (90,988.00)
	0075	45 x 80 37 x 95	4	1516 1316		5 21		\$ 267,462.00	\$ 211,229.00	\$ (76,233.00) \$ (318,729.00)
		45×95	3	1316		5 16	39 302 00	\$ 298,555.00	\$ 189,322.00	\$ (109,233.00)
		51 x 100 59 x 85	3	1316 1398	,	\$ 19		\$ 296,585,00		\$ (118,243.00) \$ (536,215.00)
		59 x 85 65 x 100	.4	1598 1760			(1,279.00 99.322.00	\$ 339,565.00	\$ 189,322.00	\$ (453,344.00) \$ (150,243.00)
		69 x 100 69 x 100	3	1960 2214		\$ 1	69 322 00 11 229 00	\$ 376,585,00 \$ 399,565,00	\$ 378,644.00 \$ 1,267,374.00	\$ (374,486,00) \$ (1,130,016,00)
	80%	80 x 120 Twin Homes	4	N/ 1728	<b>.</b>	\$ 2	11,229.00 11,229.00	\$ 441,565,00 \$ 241,000,00	\$ 211,229.00	\$ (230,336.00) \$ (29,771.00)
	80%	Stacked Flats	3	724	1	\$ 17	75,740.00	\$ 228,900.00	\$ 175,740.00	\$ (53,160,00)
	80%	Stacked Flats Townhomes	3	90: N/	V	8 17			\$ 175,740.00	\$ (42,228.00) \$ (49,860.00)
Total IZ Units		Townhomes		1697	4(		98,442 00	AZ-(M2411)XX	\$ 198,442,00	\$ (33,758.00)
Total IZ Sales Average IZ Price						\$ 19	94,409.00		\$ 8,942,814.00	\$ (5,751,801,00)
Total Units					304					
Average Unit Price Total Sales						\$ 31	13,499,80	;	\$ 95,303,939.00	
Total IZ Gap										\$ (5,751,801.00)
Shiff Plan Assumptions:	All multi-fairly units are condensations				-14					
	Multi-family IZ assumed at 90% of mark Apartments included in unit count only	etrate unit size								
			Bedroom		Number of Dwelling units	Unit Sa	iles Price		Total Revenue	
Market	AMI Single Family: Alley Accessed	45 × 80	Count 3	Footage 1424			80,310.00		\$ 2,603,100.00	
(Value assigned by third party appraisal)		45 x 80 37 x 95	3	162) 163	4 (	\$ 29	87,462.00 95,565.00		\$ 8,048,936.00 \$ 1,477,825.00	
		37 x 95 45 x 95	4	109 152			08,565,00 98,555,00		\$ 4,628,475.00 \$ 597,110.00	
		45 x 95 51 x 95	4	2270 152	0 10	\$ 3	45,565,00 01,565,00		\$ 3,455,650.00 \$ 1,206,260.00	
	Single Family, Street Accessed	51 x 95 51 x 100	4	2270 158	0 10	. 5 3	48,565.00 07,565.00		\$ 5,577,040.00 \$ 307,565.00	
	Guigio Fame, Suestrocasso	51 x 100	4	231	0	\$ 3	51,330.00		\$ 1,053,990.00	
		59 x 85 59 x 85	4	145 1971	5 tr	5 3	96,565,00°. 24,565,00°		\$ 6,227,865.00 \$ 21,096,725.00	İ
		65 x 100 65 x 100	3	195 221	4	\$ 34	39,565.00 62,565.00		\$ 679,130.00 \$ 2,537,955.00	
		69 x 100 69 x 100	3	215 272	0 14 8 4	\$ 3 5 3	76,565.00 99,865.00		\$ 5,271,910.00 \$ 17,181,295.00	
		80 x 120 80 x 120	3	235 292	0 (	<b>5</b>	14,330.00 41,565.00		\$ 2,485,980.00 \$ 8,389,735.00	
	Twin Home	Existing House Twin Home	4	300 172	0	3 4	60,000.00 41,000.00		\$ 460,000.00 \$ 482,000.00	.
	Stacked Flats	Stacked Flats	3	72	4	\$ 2	28,900.00		\$ 1,602,300.00	
	Townhomes	Townhomes	3	90 160	9	\$ 2	41,000.00 25,600.00		\$ 1,205,000.00 \$ 676,800.00	
Total Market Rate Units			<u>4</u>	169	29		32,200.00		\$ 1,625,400.00	
Total Market Rate Sales Average Market Rate Price						\$ 3	34,723.13		\$ 99,078,046.00	
			Bedroom		Number of Dweiling units			Appaised Value	Total Sales	Total Revenue Loss
Inclusionary	70%	Łot Type 45 x 80	Count 4	Footage 1 151	_	P	rice			-s -
(Value assigned by third party appraisal)		37×95 51×100	4	151 151	6 .	) <b>š</b> . 1	60,509,00 86,509,00 86,509,00	\$ 308,565,00 \$ 351,330,00	\$ -	\$ - \$ -
		59 x 85	4	159	6	3 1	86,000.00	\$ 324,565,00	\$ -	\$ -
	80%	69 x 100 45 x 80	3	221 131	6	i \$ 1	86 50 9 00 89 322 00	\$ 399,585,00 \$ 280,310,00	\$	\$ -
		45 × 80 37 × 95	3	161 131	6	5 1	11,229 00 89,322,00	\$ 295,565.00	\$ -	\$ (152,466.00) \$ -
	•	37 x 95 45 x 95	4	161 101		) \$ 2	11,229,00 11,229,00	\$ 308,565,00	\$ - \$ -	\$ - \$ -
		59 x 85 59 x 85	3	139 169	8	) i i	11 229 00 69 322 00 11 229 00	\$ 296,565.00 \$ 324,565.00	\$ -	\$ -
		00 A 400	7				1900		1	

	70% 80% 80% 80%	Stacked Flats Stacked Flats Stacked Flats Townhomes	4 3 4 4	1726 724 908 1697	000	\$ 198,772 00	\$ 228,900.00 \$ 241,000.00	\$ -	\$ (136,554.00) \$ - \$ (66,856.00)
Total IZ Units Total IZ Sales Average IZ Price					8	\$ 198,488,25		\$ 1,587,906.00	\$ (415,418.00
Total Units Average Unit Price Total Sales Total IZ Gap					304	\$ 331,138,00		\$ 100,665,952.00	3 (415.416.00
Optional information related to specific inco Parcel information	nlives: if requested:								
Parcel Acreage Net Developed Acres	Owner Occupied	304			123.7 42.47				
Net Dwelling Units Per Acre (Owner Occup	Rental ed Only)	390		-1	16.99 7.7				
Monthly Holding Cost of Land Density Bonus Information					0				
Nelchborhood Plan Unit Projection Low Density	Densiv Parge	Duleae B	Hel Acres		Units 238				
Low-Medium Density Total Neighborhood Plan Units	845	11.5	3,11		272				
Total Development Plan Units IZ Units Required					304 46		· · · · · · · · · · · · · · · · · · ·		
Bonus units above base density (provided by Bonus units that are iz units	y Planning Unit)	15% of bonus units			32				
Net market rate bonus units Park Fee Information					21				
Park Fee Credit Park Maintenance Cost per Year					8 4				
Park Maintenance Length Park Dedication Information	——————————————————————————————————————	Years			S	***************************************			
Park Dedication Reduction Fee in Lieu of Valuation		Square Feet S/sq.ft			6				
Reduction in Parking Construction Average cost of parking stats					\$				
Parking Stal Reduction  Extra Floor information	***************************************	was a second and a	-		0				
Number of bonus Units		nd about the estimatory mention			32 \$				
Average Value of Sonus Units IZ Free Zone IZ Free Zone Number of Units (Plat)		Maximum 20%			23				
iZ Free Zone Number of Units (Building)		THOM TO W			Ö .			(-lan-lan-lan-lan-	
IZ Shift Number of s-f iz units switch to attached		Maximum 75%			15			-de-	
units Residential Parking Permits		Madmern 75%		-					
Parking Stal Market Value Parking Permits Granted		www.comensor.com			\$ 0				
Advanced Neighborhood Plan/Expedited Re Number of months saved in entitlement	view	u uradinaharan da ara		***************************************					
versus "normal process" Neighborhood Planning Cost					\$ 0				<u> </u>
Modified Neighborhood Plan Bonus units in Modified Neighborhood Plan					0				
Average Value of Bonus Units  Reduced Street Width					\$				
Length of Reduced Street Width Cost per linear foot "standard street"		Linear Feet			8.417 \$ 107.00				
Cost per linear foot "narrow street" Other			<u> </u>	<u> </u>	\$ 101.00		]		L
	***************************************								
H. GALCULATION OF 'GAP'  1. Sum of sales differential between Market									
Rate and iZ units. III: INCENTIVES CALCULATION:		Assumed Margin	City Share	Cost Portion	\$ (6,751.801.00) Incentive Value	Comments			
Density Bonus (excludes bonus floor or r     Density Bonus floor or r     Density Bonus (excludes bonus floor or r     Density Bonus floor or r	nodified plani		50%	21%	\$ (175,729.64)				
Opportunity for greater margin provided in bonus market rate units		11.50%	50%			NA			
B. Park Fee Reduction	<u> </u>		1		\$ -	NA NA			
C. Parkiand Dedication Reduction  D. Reduction in Parking Requirement (Cost  E. Cash subsidiate leaves Income IZ suits	to Bulld		1			NA NA			
E. Cash subsidy to fower Income IZ units F. Cash subsidy to Projects <49 s-f or >4				<u> </u>	s .	NA .	Ì		
stories w/ underground parking G. Extra floor in downtown design zone	J		Ever.	7507	[-	190			
1.) Land cost coverage for bonus market ra     2.) Opportunity for greater margin provided	te units on bonus tion only	dd Pass	50%	21%	<u>                                     </u>	hi A		T	
in bonus market rate units H. 20% IZ Free Zone: Building	1	11.50% 11.50%	50%	<u> </u>	5 -	NA NA			
I, 20% IZ Free Zone: Plat J. 75% SF to MF IZ Unit Shift	City share of assumed margin of 15% of 20	11.50%			\$ 6,997.96 \$ 5,362,013.00				1
K. Residential Parking Permits (revenue gal L. Advance neighborhood plan	ned by lease)				i -	NA NA			
M. Expedited Review N. Modification of Neighborhood Plan					\$ -	NA .			
Land cost coverage for modified neighbor     Opportunity for greater margin provided	orhood units		50%	21%	\$ -	NA	-	I	1
in bonus market rate units  O. Reduced Street Widths	<u></u>	11.50%	50%	<u> </u>	\$ 50,502.00	NA	<u> </u>		<u> </u>
P. Other:	T								
SUM TOTAL OF VALUE OF INCENTIVES				-	\$ 5,763,440.97	-			
IV. IZ EVALUATION SUMMARY 'Gap' Incentives Difference (Note: Positive number Indicates value of In	•				\$ (5,751,801.00) \$ 5,763,440.97 \$ 11,639.97				
Minimum Threshold Over/Under adjustment	TOTAL TO VERY SERVE BELLEVILLE VOSES				\$ 287,590,05 \$ (275,960,08)	: :			
Avearge price per unit:	\$ 331,138.00								
Expected IZ units Reduced IZ Units	8	<b>L</b>							
Payment in lieu at 10% of value	\$ 1,258,324,40								
	\$ 132,455.20								