

February 16, 2022

RE: Proposed Reduced Parking at The Heights Affordable Apartments at 2206 University Ave

Dear Mr. Punt et al.,

I am writing to provide some additional background information relative to our request to reduce the amount of underground parking for our proposed affordable/mixed income development at 2206 University Avenue.

The reason we felt so strongly about our proposed parking reduction at The Heights is due to the actual parking utilization at The Grove combined with the excellent transit, bike, and pedestrian access at The Heights. The Grove is our closest comparable property but is of course less central than The Heights and does not have as strong of bus access, so it is more vehicle dependent than The Heights. During our most recent parking audit at The Grove prior to making the determination to reduce parking at The Heights, we had 53 underground parking stalls rented out of a total of 88 underground stalls. There are 112 total units at The Grove. We charge \$45/month for parking at The Grove. So, The Grove is at about a 0.47:1 parking ratio for UG parking.

At The Heights, our market study identified underground parking charges at nearby properties of \$100 to \$160 per month. We are planning to charge approximately \$75-95 per stall per month at The Heights, depending on demand. This means that all else equal, there will be less demand for underground parking at The Heights compared to The Grove based on cost. With 47 UG stalls, we are proposing The Heights to be at about a 0.6:1 parking ratio for UG parking, which is higher than The Grove. Additionally, The Heights benefits from greater metro transit service, enhanced walkability, proximity to large employers, and better bike access than The Grove. We believe it is uncontroversial to state that future residents of The Heights are simply less likely to own vehicles.

After multiple internal discussions with our property management and leasing team, we derived the following underground parking demand models for our specific unit mix here:

Here is our unit mix:

- 16 @ 30%
- 32 @ 50%
- 14 @ 60%
- 17 @ MKT
- 79 Total

Here is what we believe to be a somewhat conservative approach (that is, erring on the side of having a bit more parking than will be demanded):

- 16 @ 30% X .25 stalls/unit = 4 stalls
- 32 @ 50% X .5 stalls/unit = 16 stalls
- 14 @ 60% X .75 stalls/unit = 10 stalls
- 17 @ MKT X 1.0 stalls/unit = 17 stalls
- This puts us at 47 stalls total

However, here is perhaps a more accurate approach that better reflects the enhanced transit, bike, and walkability of this neighborhood and so more accurately forecasts UG parking demand for our affordable units while at the same time being conservative in forecasting our market rate demand at 1.5:1:

- 16 @ 30% X 0 stalls/unit = 0 stalls
- 32 @ 50% X .25 = 8 stalls
- 14 @ 60% X .75 = 10 stalls
- 17 @ MKT X 1.5 = 25 stalls
- This puts us at 43 stalls

Our residents will be ineligible for neighborhood parking passes, so it will be up to us to effectively market the property and ensure that we are able to fully lease the property given the amount of available UG parking. All else equal, less vehicle dependent tenants and certainly those without vehicles will naturally be drawn to this location. We are confident in our ability to lease all apartment units with our proposed 47 UG parking stalls.

Taken together, we are very confident that our proposed 47 UG parking stalls will adequately serve this development and that the originally proposed with nearly 1:1 UG parking would have led to many vacant parking stalls.

We appreciate the City's support and look forward to our continued work together to bring this project to fruition and help address some of the City's critical affordable housing needs.

Best regards,

*Mark Hammond*  
Mark Hammond  
Vice President of Development