

# 909 Chestnut AT&T Building



## Office Sensitivity Table – St. Louis / 909 Chestnut

Office Vacancy	Office Rent					
	\$9.00	\$12.00	\$15.00	\$18.00	\$21.00	
	0%	-\$49	-\$21	\$7	\$35	\$62
	20%	-\$59	-\$37	-\$15	\$7	\$29
	40%	-\$70	-\$54	-\$38	-\$22	-\$5
	60%	-\$81	-\$70	-\$60	-\$50	-\$39
	80%	-\$91	-\$87	-\$82	-\$78	-\$73
	100%	-\$102	-\$103	-\$105	-\$106	-\$107

## Residential Sensitivity Table – St. Louis / 909 Chestnut

		Residential Rent				
		\$1.85	\$2.15	\$2.45	\$2.75	\$3.05
Residential Vacancy	0%	-\$267	-\$245	-\$222	-\$200	-\$177
	5%	-\$274	-\$252	-\$231	-\$209	-\$188
	10%	-\$280	-\$260	-\$239	-\$219	-\$199
	15%	-\$287	-\$267	-\$248	-\$229	-\$210
	20%	-\$293	-\$275	-\$257	-\$239	-\$220
	25%	-\$300	-\$283	-\$266	-\$248	-\$231

## Illustrative Pro Forma – 909 Chestnut

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	\$0	\$0	\$0
Lease Termination	\$0	\$0	\$0
Conversion	(\$519,000,000)	(\$396)	(\$509,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$37,000,000)	(\$28)	(\$37,000)
<b>Net Project Costs</b>	<b>(\$556,000,000)</b>	<b>(\$424)</b>	<b>(\$545,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$19,000,000	\$15	\$19,000
Stabilized OpEx	(\$7,000,000)	(\$5)	(\$7,000)
Tax Abatement	\$0	\$0	\$0
<b>Total NOI</b>	<b>\$12,000,000</b>	<b>\$9</b>	<b>\$12,000</b>
<b>Capitalized Value</b>	<b>\$167,000,000</b>	<b>\$127</b>	<b>\$164,000</b>
Capital Costs*	\$0	(\$0)	\$0
Transaction Costs	(\$8,000,000)	(\$6)	(\$8,000)
<b>Gap/Surplus</b>	<b>(\$398,000,000)</b>	<b>(\$304)</b>	<b>(\$390,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>2.19%</b>
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### Building Characteristics

Building GSF	1,309,995
Total Residential Area	1,309,995
Efficiency	62.7%
Net Residential Area	821,367
Units	1,019



# 601 Olive Railway Exchange





## Office Sensitivity Table – St. Louis / 601 Olive

Office Vacancy	Office Rent					
	\$9.00	\$12.00	\$15.00	\$18.00	\$21.00	
	0%	-\$38	-\$11	\$15	\$42	\$68
	20%	-\$48	-\$27	-\$6	\$15	\$36
	40%	-\$59	-\$43	-\$27	-\$12	\$4
	60%	-\$69	-\$59	-\$49	-\$39	-\$29
	80%	-\$79	-\$75	-\$70	-\$66	-\$61
	100%	-\$89	-\$90	-\$91	-\$93	-\$94

## Office Sensitivity Table – St. Louis / 601 Olive

		Residential Rent				
		\$2.00	\$2.20	\$2.46	\$2.60	\$2.80
Residential Vacancy	0%	-\$200	-\$186	-\$167	-\$157	-\$143
	5%	-\$207	-\$193	-\$175	-\$166	-\$152
	10%	-\$214	-\$201	-\$184	-\$175	-\$162
	15%	-\$220	-\$208	-\$192	-\$183	-\$171
	20%	-\$227	-\$216	-\$200	-\$192	-\$181
	25%	-\$234	-\$223	-\$209	-\$201	-\$190

## Illustrative Pro Forma – 601 Olive

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	\$0	\$0	\$0
Lease Termination	\$0	\$0	\$0
Conversion	(\$371,000,000)	(\$336)	(\$473,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$27,000,000)	(\$24)	(\$34,000)
<b>Net Project Costs</b>	<b>(\$398,000,000)</b>	<b>(\$360)</b>	<b>(\$507,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$16,000,000	\$15	\$21,000
Stabilized OpEx	(\$5,000,000)	(\$5)	(\$7,000)
Tax Abatement	\$0	\$0	\$0
<b>Total NOI</b>	<b>\$11,000,000</b>	<b>\$10</b>	<b>\$14,000</b>
<b>Capitalized Value</b>	<b>\$146,000,000</b>	<b>\$132</b>	<b>\$187,000</b>
Capital Costs*	(\$2,000,000)	(\$2)	(\$2,000)
Transaction Costs	(\$7,000,000)	(\$7)	(\$9,000)
<b>Gap/Surplus</b>	<b>(\$261,000,000)</b>	<b>(\$236)</b>	<b>(\$332,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>2.71%</b>
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### Building Characteristics

Building GSF	1,104,471
Total Residential Area	1,053,174
Efficiency	63.3%
Net Residential Area	666,764
Units	784



# 1010 Market



## Office Sensitivity Table – St. Louis / 1010 Market

Office Vacancy

### Office Rent

	\$9.00	\$12.00	\$15.00	\$18.00	\$21.00
0%	-\$50	-\$23	\$5	\$33	\$61
20%	-\$61	-\$39	-\$17	\$5	\$27
40%	-\$72	-\$56	-\$39	-\$23	-\$7
60%	-\$82	-\$72	-\$62	-\$51	-\$41
80%	-\$93	-\$89	-\$84	-\$79	-\$75
100%	-\$104	-\$105	-\$106	-\$108	-\$109

## Office Sensitivity Table – St. Louis / 1010 Market

		Residential Rent				
		\$1.85	\$2.15	\$2.45	\$2.75	\$3.05
Residential Vacancy	0%	-\$303	-\$276	-\$249	-\$222	-\$195
	5%	-\$311	-\$285	-\$259	-\$233	-\$208
	10%	-\$319	-\$294	-\$270	-\$245	-\$221
	15%	-\$327	-\$304	-\$280	-\$257	-\$234
	20%	-\$335	-\$313	-\$291	-\$269	-\$247
	25%	-\$343	-\$322	-\$301	-\$281	-\$260



## Illustrative Pro Forma – 1010 Market

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	\$0	\$0	\$0
Lease Termination	(\$2,000,000)	(\$7)	(\$7,000)
Conversion	(\$150,000,000)	(\$446)	(\$462,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$11,000,000)	(\$33)	(\$34,000)
<b>Net Project Costs</b>	<b>(\$163,000,000)</b>	<b>(\$486)</b>	<b>(\$504,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$6,000,000	\$18	\$18,000
Stabilized OpEx	(\$2,000,000)	(\$7)	(\$7,000)
Tax Abatement	\$0	\$0	\$0
<b>Total NOI</b>	<b>\$4,000,000</b>	<b>\$11</b>	<b>\$11,000</b>
<b>Capitalized Value</b>	<b>\$51,000,000</b>	<b>\$151</b>	<b>\$157,000</b>
Capital Costs*	\$0	(\$0)	\$0
Transaction Costs	(\$3,000,000)	(\$8)	(\$8,000)
<b>Gap/Surplus</b>	<b>(\$115,000,000)</b>	<b>(\$343)</b>	<b>(\$355,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>2.27%</b>
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### Building Characteristics

Building GSF	335,566
Total Residential Area	335,566
Efficiency	75.9%
Net Residential Area	254,695
Units	324



# 400 Atlantic





## Office Sensitivity Table – Stamford / 400 Atlantic

Office Vacancy	Office Rent				
	\$27.00	\$36.00	\$45.00	\$54.00	\$63.00
	\$41	\$138	\$234	\$331	\$427
	-\$9	\$68	\$144	\$221	\$297
	-\$59	-\$2	\$54	\$111	\$167
	-\$109	-\$72	-\$36	\$1	\$37
	-\$158	-\$142	-\$126	-\$109	-\$93
100%	-\$208	-\$212	-\$216	-\$220	-\$223



## Residential Sensitivity Table – Stamford / 400 Atlantic

Residential Vacancy	Residential Rent					
	\$2.70	\$3.70	\$4.70	\$5.70	\$6.70	
	0%	-\$177	-\$69	\$39	\$147	\$254
	5%	-\$193	-\$90	\$13	\$115	\$218
	10%	-\$208	-\$111	-\$13	\$84	\$182
	15%	-\$224	-\$132	-\$39	\$53	\$145
	20%	-\$240	-\$153	-\$65	\$22	\$109
	25%	-\$255	-\$173	-\$92	-\$10	\$72

## Illustrative Pro Forma – 400 Atlantic

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	(\$2,000,000)	(\$4)	(\$5,000)
Lease Termination	(\$7,000,000)	(\$17)	(\$20,000)
Conversion	(\$205,000,000)	(\$457)	(\$563,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$16,000,000)	(\$35)	(\$43,000)
<b>Net Project Costs</b>	<b>(\$230,000,000)</b>	<b>(\$513)</b>	<b>(\$632,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$19,000,000	\$42	\$52,000
Stabilized OpEx	(\$5,000,000)	(\$11)	(\$14,000)
Tax Abatement	\$0	\$0	\$0
<b>NOI</b>	<b>\$14,000,000</b>	<b>\$31</b>	<b>\$38,000</b>
<b>Capitalized Value</b>	<b>\$242,000,000</b>	<b>\$539</b>	<b>\$664,000</b>
Capital Costs*	(\$1,000,000)	(\$3)	(\$4,000)
Transaction Costs	(\$12,000,000)	(\$27)	(\$33,000)
<b>Gap/Surplus</b>	<b>(\$2,000,000)</b>	<b>(\$4)</b>	<b>(\$5,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>6.02%</b>
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### Building Characteristics

Building GSF	448,200
Total Residential Area	429,195
Efficiency	76.5%
Net Residential Area	328,496
Units	364

**1600 Summer**





## Office Sensitivity Table – Stamford / 1600 Summer

		Office Rent				
		\$27.00	\$36.00	\$45.00	\$54.00	\$63.00
Office Vacancy	0%	\$55	\$151	\$248	\$344	\$441
	20%	\$5	\$81	\$158	\$234	\$311
	40%	-\$45	\$11	\$68	\$124	\$180
	60%	-\$95	-\$59	-\$23	\$14	\$50
	80%	-\$145	-\$129	-\$113	-\$96	-\$80
	100%	-\$195	-\$199	-\$203	-\$206	-\$210

## Residential Sensitivity Table – Stamford / 1600 Summer

### Residential Vacancy

### Residential Rent

	\$2.70	\$3.70	\$4.70	\$5.70	\$6.70
0%	-\$174	-\$55	\$65	\$184	\$303
5%	-\$191	-\$78	\$36	\$149	\$263
10%	-\$209	-\$101	\$7	\$115	\$223
15%	-\$226	-\$124	-\$22	\$80	\$182
20%	-\$244	-\$147	-\$51	\$45	\$142
25%	-\$261	-\$171	-\$80	\$11	\$101

## Illustrative Pro Forma – 1600 Summer

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	\$0	\$0	\$0
Lease Termination	\$0	\$0	\$0
Conversion	(\$97,000,000)	(\$403)	(\$477,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$5,000,000)	(\$19)	(\$23,000)
<b>Net Project Costs</b>	<b>(\$101,000,000)</b>	<b>(\$422)</b>	<b>(\$500,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$10,000,000	\$41	\$48,000
Stabilized OpEx	(\$3,000,000)	(\$11)	(\$13,000)
Tax Abatement	\$0	\$0	\$0
<b>Total NOI</b>	<b>\$7,000,000</b>	<b>\$29</b>	<b>\$35,000</b>
<b>Capitalized Value</b>	<b>\$124,000,000</b>	<b>\$514</b>	<b>\$609,000</b>
Capital Costs*	\$0	(\$1)	(\$1,000)
Transaction Costs	(\$6,000,000)	(\$26)	(\$30,000)
<b>Gap/Surplus</b>	<b>\$16,000,000</b>	<b>\$66</b>	<b>\$78,000</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>6.94%</b>
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### Building Characteristics

Building GSF	240,446
Total Residential Area	240,446
Efficiency	74.8%
Net Residential Area	179,854
Units	203



30 Oak





## Office Sensitivity Table – Stamford / 30 Oak

Office Vacancy	Office Rent					
	\$27.00	\$36.00	\$45.00	\$54.00	\$63.00	
	0%	\$68	\$164	\$261	\$357	\$454
	20%	\$18	\$94	\$171	\$247	\$324
	40%	-\$32	\$24	\$81	\$137	\$194
	60%	-\$82	-\$46	-\$9	\$27	\$63
	80%	-\$132	-\$116	-\$99	-\$83	-\$67
	100%	-\$182	-\$186	-\$189	-\$193	-\$197

## Residential Sensitivity Table – Stamford / 30 Oak

Residential Vacancy	Residential Rent					
	\$2.70	\$3.70	\$4.70	\$5.70	\$6.70	
	0%	-\$342	-\$222	-\$101	\$19	\$139
	5%	-\$360	-\$245	-\$131	-\$16	\$98
	10%	-\$378	-\$269	-\$160	-\$51	\$57
	15%	-\$396	-\$293	-\$190	-\$87	\$16
	20%	-\$414	-\$316	-\$219	-\$122	-\$25
	25%	-\$432	-\$340	-\$249	-\$157	-\$66



## Illustrative Pro Forma – 30 Oak

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	\$0	\$0	\$0
Lease Termination	(\$1,000,000)	(\$14)	(\$15,000)
Conversion	(\$28,000,000)	(\$551)	(\$568,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$1,000,000)	(\$27)	(\$28,000)
<b>Net Project Costs</b>	<b>(\$30,000,000)</b>	<b>(\$593)</b>	<b>(\$610,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$2,000,000	\$41	\$43,000
Stabilized OpEx	(\$1,000,000)	(\$13)	(\$13,000)
Tax Abatement	\$0	\$0	\$0
<b>Total NOI</b>	<b>\$1,000,000</b>	<b>\$28</b>	<b>\$29,000</b>
<b>Capitalized Value</b>	<b>\$25,000,000</b>	<b>\$497</b>	<b>\$512,000</b>
Capital Costs*	\$0	(\$1)	(\$1,000)
Transaction Costs	(\$1,000,000)	(\$25)	(\$26,000)
<b>Gap/Surplus</b>	<b>(\$6,000,000)</b>	<b>(\$122)</b>	<b>(\$125,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>4.78%</b>
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### Building Characteristics

Building GSF	50,455
Total Residential Area	50,455
Efficiency	76.5%
Net Residential Area	38,598
Units	49

# 808 Travis



## Office Sensitivity Table – Houston / 808 Travis

Office Vacancy	Office Rent					
	\$26.00	\$35.00	\$44.00	\$53.00	\$62.00	
	0%	\$49	\$126	\$203	\$279	\$356
	20%	\$11	\$71	\$132	\$193	\$253
	40%	-\$27	\$17	\$62	\$106	\$151
	60%	-\$66	-\$37	-\$9	\$20	\$48
	80%	-\$104	-\$91	-\$79	-\$67	-\$54
	100%	-\$142	-\$146	-\$149	-\$153	-\$157



## Residential Sensitivity Table – Houston / 808 Travis

Residential Vacancy	Residential Rent					
	\$1.65	\$2.25	\$2.85	\$3.45	\$4.05	
	0%	-\$239	-\$180	-\$122	-\$63	-\$5
	5%	-\$246	-\$191	-\$135	-\$79	-\$23
	10%	-\$254	-\$201	-\$148	-\$95	-\$42
	15%	-\$262	-\$211	-\$161	-\$111	-\$61
	20%	-\$269	-\$222	-\$174	-\$127	-\$80
	25%	-\$277	-\$232	-\$188	-\$143	-\$98

## Illustrative Pro Forma – 808 Travis

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	(\$12,000,000)	(\$22)	(\$25,000)
Lease Termination	(\$9,000,000)	(\$17)	(\$20,000)
Conversion	(\$184,000,000)	(\$337)	(\$392,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$15,000,000)	(\$28)	(\$33,000)
<b>Net Project Costs</b>	<b>(\$220,000,000)</b>	<b>(\$403)</b>	<b>(\$470,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$13,000,000	\$23	\$27,000
Stabilized OpEx	(\$4,000,000)	(\$8)	(\$9,000)
Tax Abatement	\$0	\$0	\$0
<b>Total NOI</b>	<b>\$8,000,000</b>	<b>\$16</b>	<b>\$18,000</b>
<b>Capitalized Value</b>	<b>\$133,000,000</b>	<b>\$243</b>	<b>\$283,000</b>
Capital Costs*	\$0	(\$0)	(\$1,000)
Transaction Costs	(\$7,000,000)	(\$12)	(\$14,000)
<b>Gap/Surplus</b>	<b>(\$95,000,000)</b>	<b>(\$173)</b>	<b>(\$202,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>3.85%</b>
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### Building Characteristics

Building GSF	546,162
Total Residential Area	546,162
Efficiency	77.00%
Net Residential Area	420,545
Units	469



# 3000 Post Oak





## Office Sensitivity Table – Houston / 3000 Post Oak

Office Vacancy	Office Rent					
	\$26.00	\$35.00	\$44.00	\$53.00	\$62.00	
	0%	\$49	\$126	\$203	\$279	\$356
	20%	\$11	\$71	\$132	\$193	\$253
	40%	-\$27	\$17	\$62	\$106	\$151
	60%	-\$66	-\$37	-\$9	\$20	\$48
	80%	-\$104	-\$91	-\$79	-\$67	-\$54
	100%	-\$142	-\$146	-\$149	-\$153	-\$157

## Residential Sensitivity Table – Houston / 3000 Post Oak

Residential Vacancy	Residential Rent					
	\$1.65	\$2.25	\$2.85	\$3.45	\$4.05	
	0%	-\$201	-\$137	-\$74	-\$10	\$54
	5%	-\$209	-\$148	-\$88	-\$27	\$33
	10%	-\$217	-\$160	-\$102	-\$45	\$13
	15%	-\$226	-\$171	-\$117	-\$62	-\$8
	20%	-\$234	-\$182	-\$131	-\$79	-\$28
	25%	-\$242	-\$194	-\$145	-\$97	-\$48

## Illustrative Pro Forma – 3000 Post Oak

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	\$0	\$0	\$0
Lease Termination	\$0	(\$1)	(\$1,000)
Conversion	(\$130,000,000)	(\$313)	(\$322,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$9,000,000)	(\$23)	(\$23,000)
<b>Net Project Costs</b>	<b>(\$140,000,000)</b>	<b>(\$336)</b>	<b>(\$347,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$10,000,000	\$25	\$26,000
Stabilized OpEx	(\$4,000,000)	(\$9)	(\$9,000)
Tax Abatement	\$0	\$0	\$0
<b>Total NOI</b>	<b>\$7,000,000</b>	<b>\$17</b>	<b>\$17,000</b>
<b>Capitalized Value</b>	<b>\$108,000,000</b>	<b>\$259</b>	<b>\$267,000</b>
Capital Costs*	\$0	(\$1)	(\$1,000)
Transaction Costs	(\$5,000,000)	(\$13)	(\$13,000)
<b>Gap/Surplus</b>	<b>(\$38,000,000)</b>	<b>(\$91)</b>	<b>(\$94,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>4.92%</b>
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### Building Characteristics

Building GSF	416,484
Total Residential Area	416,484
Efficiency	83.7%
Net Residential Area	348,597
Units	404



# 1001 Fannin



## Office Sensitivity Table – Houston / 1001 Fannin

		Office Rent				
		\$26.00	\$35.00	\$44.00	\$53.00	\$62.00
Office Vacancy	0%	\$49	\$126	\$203	\$279	\$356
	20%	\$11	\$71	\$132	\$193	\$253
	40%	-\$27	\$17	\$62	\$106	\$151
	60%	-\$66	-\$37	-\$9	\$20	\$48
	80%	-\$104	-\$91	-\$79	-\$67	-\$54
	100%	-\$142	-\$146	-\$149	-\$153	-\$157

## Residential Sensitivity Table – Houston / 1001 Fannin

		Residential Rent				
		\$1.65	\$2.25	\$2.85	\$3.45	\$4.05
Residential Vacancy	0%	-\$292	-\$240	-\$188	-\$136	-\$83
	5%	-\$299	-\$249	-\$199	-\$150	-\$100
	10%	-\$306	-\$258	-\$211	-\$164	-\$117
	15%	-\$312	-\$268	-\$223	-\$178	-\$134
	20%	-\$319	-\$277	-\$235	-\$193	-\$150
	25%	-\$326	-\$286	-\$246	-\$207	-\$167



## Illustrative Pro Forma – 1001 Fannin

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	\$0	\$0	\$0
Lease Termination	(\$18,000,000)	(\$13)	(\$15,000)
Conversion	(\$533,000,000)	(\$383)	(\$452,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$40,000,000)	(\$29)	(\$34,000)
<b>Net Project Costs</b>	<b>(\$591,000,000)</b>	<b>(\$425)</b>	<b>(\$501,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$29,000,000	\$21	\$24,000
Stabilized OpEx	(\$10,000,000)	(\$7)	(\$9,000)
Tax Abatement	\$0	\$0	\$0
<b>Total NOI</b>	<b>\$18,000,000</b>	<b>\$13</b>	<b>\$15,000</b>
<b>Capitalized Value</b>	<b>\$285,000,000</b>	<b>\$205</b>	<b>\$242,000</b>
Capital Costs*	(\$1,000,000)	(\$0)	\$0
Transaction Costs	(\$14,000,000)	(\$10)	(\$12,000)
<b>Gap/Surplus</b>	<b>(\$321,000,000)</b>	<b>(\$230)</b>	<b>(\$272,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>3.09%</b>
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### Building Characteristics

Building GSF	1,391,350
Total Residential Area	1,391,350
Efficiency	68.6%
Net Residential Area	954,466
Units	1,179



925 Liberty Ave





Office Sensitivity Table – Pittsburgh / 925 Liberty

Office Vacancy	Office Rent					
	\$21.00	\$24.00	\$27.00	\$30.00	\$33.00	
	0%	\$109	\$137	\$165	\$192	\$220
	20%	\$73	\$95	\$117	\$139	\$160
	40%	\$37	\$53	\$69	\$85	\$101
	60%	\$0	\$11	\$21	\$31	\$42
	80%	-\$36	-\$31	-\$27	-\$22	-\$18
	100%	-\$72	-\$74	-\$75	-\$76	-\$77



## Residential Sensitivity Table – Pittsburgh / 925 Liberty

		Residential Rent				
		\$1.85	\$2.35	\$2.85	\$3.35	\$3.85
Residential Vacancy	0%	-\$289	-\$240	-\$190	-\$141	-\$91
	5%	-\$298	-\$251	-\$204	-\$156	-\$109
	10%	-\$307	-\$262	-\$217	-\$172	-\$127
	15%	-\$316	-\$273	-\$231	-\$188	-\$146
	20%	-\$324	-\$284	-\$244	-\$204	-\$164
	25%	-\$333	-\$295	-\$257	-\$220	-\$182

## Illustrative Pro Forma – 925 Liberty

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	\$0	\$0	\$0
Lease Termination	(\$500,000)	(\$8)	(\$8,000)
Conversion	(\$27,300,000)	(\$465)	(\$487,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$1,300,000)	(\$23)	(\$24,000)
<b>Net Project Costs</b>	<b>(\$29,100,000)</b>	<b>(\$496)</b>	<b>(\$519,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$1,500,000	\$25	\$26,000
Stabilized OpEx	(\$400,000)	(\$8)	(\$8,000)
Tax Abatement	\$0	\$0	\$0
<b>NOI</b>	<b>\$1,000,000</b>	<b>\$18</b>	<b>\$18,000</b>
<b>Capitalized Value</b>	<b>\$14,400,000</b>	<b>\$246</b>	<b>\$257,000</b>
Capital Costs*	(\$400,000)	(\$7)	(\$7,000)
Transaction Costs	(\$700,000)	(\$12)	(\$13,000)
<b>Gap/Surplus</b>	<b>(\$15,800,000)</b>	<b>(\$269)</b>	<b>(\$282,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>3.54%</b>
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Building Characteristics	
Building GSF	58,633
Total Residential Area	54,285
Efficiency	75.6%
Net Residential Area	41,039
Units	56



601 Grant St





Office Sensitivity Table – Pittsburgh / 601 Grant

Office Vacancy	Office Rent					
	\$21.00	\$24.00	\$27.00	\$30.00	\$33.00	
	0%	\$83	\$111	\$140	\$168	\$196
	20%	\$45	\$68	\$90	\$113	\$135
	40%	\$8	\$24	\$41	\$57	\$74
	60%	-\$30	-\$19	-\$9	\$2	\$13
	80%	-\$67	-\$63	-\$58	-\$53	-\$48
	100%	-\$105	-\$106	-\$107	-\$109	-\$110

## Residential Sensitivity Table – Pittsburgh / 601 Grant

		Residential Rent				
		\$1.85	\$2.35	\$2.85	\$3.35	\$3.85
Residential Vacancy	0%	-\$275	-\$218	-\$161	-\$104	-\$46
	5%	-\$285	-\$231	-\$176	-\$122	-\$67
	10%	-\$295	-\$243	-\$192	-\$140	-\$88
	15%	-\$305	-\$256	-\$207	-\$158	-\$109
	20%	-\$315	-\$269	-\$223	-\$176	-\$130
	25%	-\$325	-\$282	-\$238	-\$195	-\$151

## Illustrative Pro Forma –601 Grant

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	(\$14,000,000)	(\$79)	(\$87,000)
Lease Termination	(\$4,000,000)	(\$25)	(\$27,000)
Conversion	(\$75,000,000)	(\$437)	(\$480,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$4,000,000)	(\$26)	(\$29,000)
<b>Net Project Costs</b>	<b>(\$98,000,000)</b>	<b>(\$567)</b>	<b>(\$623,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$5,000,000	\$27	\$30,000
Stabilized OpEx	(\$1,000,000)	(\$7)	(\$8,000)
Tax Abatement	\$0	\$0	\$0
<b>NOI</b>	<b>\$3,000,000</b>	<b>\$20</b>	<b>\$22,000</b>
<b>Capitalized Value</b>			
Capital Costs*	(\$1,000,000)	(\$4)	(\$4,000)
Transaction Costs	(\$2,000,000)	(\$14)	(\$15,000)
<b>Gap/Surplus</b>	<b>(\$53,000,000)</b>	<b>(\$306)</b>	<b>(\$336,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

**Return on Cost** **3.50%**

<b>Building Characteristics</b>	
Building GSF	172,392
Total Residential Area	165,271
Efficiency	83.4%
Net Residential Area	137,836
Units	157



# 525 William Penn Pl



## Office Sensitivity Table – Pittsburgh / 525 William Penn Pl

Office Vacancy	Office Rent					
	\$21.00	\$24.00	\$27.00	\$30.00	\$33.00	
	0%	\$45	\$74	\$104	\$133	\$163
	20%	\$6	\$29	\$52	\$76	\$99
	40%	-\$33	-\$16	\$1	\$18	\$36
	60%	-\$72	-\$61	-\$50	-\$39	-\$28
	80%	-\$111	-\$106	-\$101	-\$96	-\$92
	100%	-\$150	-\$151	-\$153	-\$154	-\$155

## Residential Sensitivity Table – Pittsburgh / 525 William Penn Pl

		Residential Rent				
		\$1.85	\$2.35	\$2.85	\$3.35	\$3.85
Residential Vacancy	0%	-\$264	-\$221	-\$178	-\$136	-\$93
	5%	-\$271	-\$231	-\$190	-\$149	-\$109
	10%	-\$279	-\$240	-\$202	-\$163	-\$124
	15%	-\$286	-\$250	-\$213	-\$177	-\$140
	20%	-\$294	-\$259	-\$225	-\$190	-\$156
	25%	-\$301	-\$269	-\$236	-\$204	-\$171



## Illustrative Pro Forma – 525 William Penn Pl

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	(\$18,000,000)	(\$19)	(\$26,000)
Lease Termination	(\$15,000,000)	(\$16)	(\$22,000)
Conversion	(\$373,000,000)	(\$395)	(\$536,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$30,000,000)	(\$32)	(\$43,000)
<b>Net Project Costs</b>	<b>(\$436,000,000)</b>	<b>(\$461)</b>	<b>(\$626,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$20,000,000	\$22	\$29,000
Stabilized OpEx	(\$6,000,000)	(\$6)	(\$8,000)
Tax Abatement	\$0	\$0	\$0
<b>NOI</b>	<b>\$15,000,000</b>	<b>\$16</b>	<b>\$21,000</b>
<b>Capitalized Value</b>	<b>\$206,000,000</b>	<b>\$218</b>	<b>\$296,000</b>
Capital Costs*	(\$1,000,000)	(\$1)	(\$1,000)
Transaction Costs	(\$10,000,000)	(\$11)	(\$15,000)
<b>Gap/Surplus</b>	<b>(\$241,000,000)</b>	<b>(\$255)</b>	<b>(\$346,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

**Return on Cost** **3.36%**

Building Characteristics	
Building GSF	944,967
Total Residential Area	938,337
Efficiency	66.0%
Net Residential Area	619,302
Units	696



445 S Figueroa





## Office Sensitivity Table – Los Angeles / 445 S Figueroa

		Office Rent				
		\$21.00	\$28.00	\$35.00	\$42.00	\$49.00
Office Vacancy	0%	-\$59	\$13	\$84	\$156	\$227
	20%	-\$93	-\$36	\$20	\$77	\$134
	40%	-\$127	-\$85	-\$44	-\$2	\$40
	60%	-\$161	-\$134	-\$108	-\$81	-\$54
	80%	-\$195	-\$183	-\$171	-\$159	-\$147
	100%	-\$230	-\$232	-\$235	-\$238	-\$241



## Residential Sensitivity Table – Los Angeles / 445 S Figueroa

		Residential Rent				
		\$3.25	\$3.75	\$4.25	\$4.75	\$5.25
Residential Vacancy	0%	-\$350	-\$285	-\$220	-\$154	-\$89
	5%	-\$371	-\$308	-\$246	-\$184	-\$122
	10%	-\$391	-\$332	-\$273	-\$214	-\$155
	15%	-\$411	-\$355	-\$300	-\$244	-\$188
	20%	-\$432	-\$379	-\$326	-\$274	-\$221
	25%	-\$452	-\$403	-\$353	-\$303	-\$254

## Illustrative Pro Forma – 445 S Figueroa

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	(\$9,000,000)	(\$16)	(\$17,000)
Lease Termination	(\$15,000,000)	(\$24)	(\$27,000)
Conversion	(\$422,000,000)	(\$696)	(\$761,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$33,000,000)	(\$54)	(\$59,000)
<b>Net Project Costs</b>	<b>(\$479,000,000)</b>	<b>(\$789)</b>	<b>(\$864,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$23,000,000	\$38	\$42,000
Stabilized OpEx	(\$6,000,000)	(\$10)	(\$11,000)
Tax Abatement	\$0	\$0	\$0
<b>NOI</b>	<b>\$17,000,000</b>	<b>\$28</b>	<b>\$31,000</b>
<b>Capitalized Value</b>	<b>\$362,000,000</b>	<b>\$596</b>	<b>\$652,000</b>
Capital Costs*	(\$1,000,000)	(\$2)	(\$3,000)
Transaction Costs	(\$18,000,000)	(\$30)	(\$33,000)
<b>Gap/Surplus</b>	<b>(\$137,000,000)</b>	<b>(\$226)</b>	<b>(\$247,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>3.56%</b>
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Building Characteristics	
Building GSF	607,174
Total Residential Area	596,868
Efficiency	77.6%
Net Residential Area	463,240
Units	555

660 S Figueroa





## Office Sensitivity Table – Los Angeles / 660 S Figueroa

Office Vacancy

### Office Rent

	\$21.00	\$28.00	\$35.00	\$42.00	\$49.00
0%	-\$92	-\$20	\$51	\$123	\$194
20%	-\$126	-\$69	-\$13	\$44	\$101
40%	-\$160	-\$118	-\$77	-\$35	\$7
60%	-\$194	-\$167	-\$141	-\$114	-\$87
80%	-\$228	-\$216	-\$204	-\$192	-\$180
100%	-\$263	-\$265	-\$268	-\$271	-\$274

## Residential Sensitivity Table – Los Angeles / 660 S Figueroa

		Residential Rent				
		\$3.25	\$3.75	\$4.25	\$4.75	\$5.25
Residential Vacancy	0%	-\$418	-\$351	-\$285	-\$219	-\$153
	5%	-\$438	-\$375	-\$312	-\$249	-\$186
	10%	-\$459	-\$399	-\$339	-\$279	-\$220
	15%	-\$480	-\$423	-\$366	-\$310	-\$253
	20%	-\$501	-\$447	-\$394	-\$340	-\$286
	25%	-\$521	-\$471	-\$421	-\$370	-\$320

## Illustrative Pro Forma – 660 S Figueroa

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	(\$11,000,000)	(\$39)	(\$42,000)
Lease Termination	(\$7,000,000)	(\$26)	(\$28,000)
Conversion	(\$199,000,000)	(\$719)	(\$779,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$10,000,000)	(\$38)	(\$41,000)
<b>Net Project Costs</b>	<b>(\$228,000,000)</b>	<b>(\$822)</b>	<b>(\$890,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$10,000,000	\$36	\$38,000
Stabilized OpEx	(\$3,000,000)	(\$10)	(\$11,000)
Tax Abatement	\$0	\$0	\$0
<b>NOI</b>	<b>\$7,000,000</b>	<b>\$25</b>	<b>\$28,000</b>
<b>Capitalized Value</b>	<b>\$150,000,000</b>	<b>\$540</b>	<b>\$584,000</b>
Capital Costs*	(\$1,000,000)	(\$3)	(\$3,000)
Transaction Costs	(\$7,000,000)	(\$27)	(\$29,000)
<b>Gap/Surplus</b>	<b>(\$87,000,000)</b>	<b>(\$312)</b>	<b>(\$338,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>3.10%</b>
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Building Characteristics	
Building GSF	277,191
Total Residential Area	269,674
Efficiency	73.1%
Net Residential Area	197,120
Units	256



# 707 Wilshire



## Office Sensitivity Table – Los Angeles / 707 Wilshire

Office Vacancy

### Office Rent

	\$21.00	\$28.00	\$35.00	\$42.00	\$49.00
0%	-\$74	-\$2	\$69	\$141	\$212
20%	-\$108	-\$51	\$5	\$62	\$119
40%	-\$142	-\$100	-\$59	-\$17	\$25
60%	-\$176	-\$149	-\$122	-\$96	-\$69
80%	-\$210	-\$198	-\$186	-\$174	-\$162
100%	-\$244	-\$247	-\$250	-\$253	-\$256

## Residential Sensitivity Table – Los Angeles / 707 Wilshire

		Residential Rent				
		\$3.25	\$3.75	\$4.25	\$4.75	\$5.25
Residential Vacancy	0%	-\$433	-\$371	-\$309	-\$247	-\$185
	5%	-\$453	-\$394	-\$334	-\$275	-\$216
	10%	-\$472	-\$416	-\$360	-\$304	-\$247
	15%	-\$492	-\$439	-\$385	-\$332	-\$279
	20%	-\$511	-\$461	-\$411	-\$360	-\$310
	25%	-\$531	-\$483	-\$436	-\$389	-\$342



## Illustrative Pro Forma – 707 Wilshire

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	(\$148,000,000)	(\$126)	(\$136,000)
Lease Termination	(\$44,000,000)	(\$37)	(\$40,000)
Conversion	(\$808,000,000)	(\$687)	(\$744,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$48,000,000)	(\$41)	(\$44,000)
<b>Net Project Costs</b>	<b>(\$1,048,000,000)</b>	<b>(\$891)</b>	<b>(\$965,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$38,000,000	\$33	\$35,000
Stabilized OpEx	(\$12,000,000)	(\$10)	(\$11,000)
Tax Abatement	\$0	\$0	\$0
<b>NOI</b>	<b>\$27,000,000</b>	<b>\$23</b>	<b>\$25,000</b>
<b>Capitalized Value</b>	<b>\$566,000,000</b>	<b>\$481</b>	<b>\$521,000</b>
Capital Costs*	(\$2,000,000)	(\$1)	(\$2,000)
Transaction Costs	(\$28,000,000)	(\$24)	(\$26,000)
<b>Gap/Surplus</b>	<b>(\$512,000,000)</b>	<b>(\$435)</b>	<b>(\$472,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>2.54%</b>
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### Building Characteristics

Building GSF	1,176,467
Total Residential Area	1,166,679
Efficiency	67.1%
Net Residential Area	782,997
Units	1,086

# 2650 Pilgrim Court



Office Sensitivity Table – Winston-Salem / 2650 Pilgrim Court

Office Vacancy	Office Rent					
	\$12.00	\$15.00	\$18.00	\$21.00	\$24.00	
	0%	\$51	\$79	\$106	\$133	\$161
	20%	\$31	\$52	\$74	\$96	\$117
	40%	\$10	\$26	\$42	\$58	\$74
	60%	-\$11	\$0	\$10	\$20	\$30
	80%	-\$31	-\$27	-\$22	-\$18	-\$13
	100%	-\$52	-\$53	-\$54	-\$56	-\$57



## Residential Sensitivity Table – Winston Salem / 2650 Pilgrim Court

		Residential Rent				
		\$1.80	\$1.80	\$2.10	\$2.40	\$2.70
Residential Vacancy	0%	-\$192	-\$192	-\$155	-\$118	-\$81
	5%	-\$203	-\$203	-\$168	-\$132	-\$97
	10%	-\$214	-\$214	-\$180	-\$146	-\$113
	15%	-\$224	-\$224	-\$192	-\$161	-\$129
	20%	-\$235	-\$235	-\$205	-\$175	-\$145
	25%	-\$245	-\$245	-\$217	-\$189	-\$161

## Illustrative Pro Forma – 2650 Pilgrim Court

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	\$0	\$0	\$0
Lease Termination	\$0	\$0	\$0
Conversion	(\$30,000,000)	(\$373)	(\$405,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$1,000,000)	(\$18)	(\$19,000)
<b>Net Project Costs</b>	<b>(\$31,000,000)</b>	<b>(\$391)</b>	<b>(\$424,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$1,000,000	\$18	\$20,000
Stabilized OpEx	\$0	(\$5)	(\$5,000)
Tax Abatement	\$0	\$0	\$0
<b>NOI</b>	<b>\$1,000,000</b>	<b>\$13</b>	<b>\$15,000</b>
<b>Capitalized Value</b>	<b>\$16,000,000</b>	<b>\$203</b>	<b>\$220,000</b>
Capital Costs*	\$0	(\$0)	\$0
Transaction Costs	(\$1,000,000)	(\$10)	(\$11,000)
<b>Gap/Surplus</b>	<b>(\$16,000,000)</b>	<b>(\$198)</b>	<b>(\$215,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>3.34%</b>
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### Building Characteristics

Building GSF	80,245
Total Residential Area	80,245
Efficiency	78.0%
Net Residential Area	62,591
Units	74

200 W Second  
St





## Office Sensitivity Table – Winston-Salem / 200 W Second St

Office Vacancy	Office Rent					
	\$12.00	\$15.00	\$18.00	\$21.00	\$24.00	
	0%	\$38	\$65	\$93	\$120	\$148
	20%	\$17	\$39	\$61	\$82	\$104
	40%	-\$3	\$13	\$29	\$45	\$61
	60%	-\$24	-\$14	-\$3	\$7	\$17
	80%	-\$44	-\$40	-\$35	-\$31	-\$26
	100%	-\$65	-\$66	-\$67	-\$69	-\$70

## Residential Sensitivity Table – Winston Salem / 200 W Second St

		Residential Rent				
		\$1.80	\$1.80	\$2.10	\$2.40	\$2.70
Residential Vacancy	0%	-\$357	-\$357	-\$323	-\$289	-\$255
	5%	-\$367	-\$367	-\$334	-\$302	-\$269
	10%	-\$377	-\$377	-\$346	-\$315	-\$284
	15%	-\$386	-\$386	-\$357	-\$328	-\$299
	20%	-\$396	-\$396	-\$368	-\$341	-\$313
	25%	-\$406	-\$406	-\$380	-\$354	-\$328

## Illustrative Pro Forma – 200 W Second St

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	(\$53,000,000)	(\$199)	(\$199,000)
Lease Termination	(\$10,000,000)	(\$38)	(\$38,000)
Conversion	(\$141,000,000)	(\$527)	(\$526,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$16,000,000)	(\$61)	(\$61,000)
<b>Net Project Costs</b>	<b>(\$220,000,000)</b>	<b>(\$825)</b>	<b>(\$823,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$5,000,000	\$19	\$19,000
Stabilized OpEx	(\$2,000,000)	(\$6)	(\$6,000)
Tax Abatement	\$0	\$0	\$0
<b>NOI</b>	<b>\$4,000,000</b>	<b>\$13</b>	<b>\$13,000</b>
<b>Capitalized Value</b>	<b>\$54,000,000</b>	<b>\$204</b>	<b>\$203,000</b>
Capital Costs*	\$0	(\$0)	\$0
Transaction Costs	(\$3,000,000)	(\$10)	(\$10,000)
<b>Gap/Surplus</b>	<b>(\$169,000,000)</b>	<b>(\$632)</b>	<b>(\$630,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>1.61%</b>
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### Building Characteristics

Building GSF	267,265
Total Residential Area	267,265
Efficiency	77.5%
Net Residential Area	207,130
Units	268



# 1 W Fourth Street



## Office Sensitivity Table – Winston-Salem / 1 W Fourth St

Office Vacancy	Office Rent					
	\$12.00	\$15.00	\$18.00	\$21.00	\$24.00	
	0%	\$49	\$77	\$104	\$132	\$159
	20%	\$29	\$51	\$72	\$94	\$116
	40%	\$8	\$24	\$40	\$56	\$72
	60%	-\$12	-\$2	\$8	\$18	\$29
	80%	-\$33	-\$28	-\$24	-\$19	-\$15
	100%	-\$53	-\$55	-\$56	-\$57	-\$58

## Residential Sensitivity Table – Winston Salem / 1 W Fourth St

		Residential Rent				
		\$1.80	\$1.80	\$2.10	\$2.40	\$2.70
Residential Vacancy	0%	-\$167	-\$167	-\$134	-\$101	-\$68
	5%	-\$177	-\$177	-\$145	-\$114	-\$82
	10%	-\$186	-\$186	-\$156	-\$126	-\$97
	15%	-\$196	-\$196	-\$167	-\$139	-\$111
	20%	-\$205	-\$205	-\$178	-\$152	-\$125
	25%	-\$215	-\$215	-\$189	-\$164	-\$139



## Illustrative Pro Forma – 1 W Fourth St

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	(\$35,000,000)	(\$84)	(\$89,000)
Lease Termination	(\$7,000,000)	(\$17)	(\$18,000)
Conversion	(\$135,000,000)	(\$325)	(\$343,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$8,000,000)	(\$20)	(\$22,000)
<b>Net Project Costs</b>	<b>(\$185,000,000)</b>	<b>(\$447)</b>	<b>(\$471,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$7,000,000	\$18	\$19,000
Stabilized OpEx	(\$2,000,000)	(\$5)	(\$5,000)
Tax Abatement	\$0	\$0	\$0
<b>NOI</b>	<b>\$5,000,000</b>	<b>\$13</b>	<b>\$14,000</b>
<b>Capitalized Value</b>	<b>\$80,000,000</b>	<b>\$193</b>	<b>\$204,000</b>
Capital Costs*	(\$2,000,000)	(\$4)	(\$4,000)
Transaction Costs	(\$4,000,000)	(\$10)	(\$10,000)
<b>Gap/Surplus</b>	<b>(\$111,000,000)</b>	<b>(\$267)</b>	<b>(\$282,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>2.81%</b>
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### Building Characteristics

Building GSF	414,262
Total Residential Area	379,824
Efficiency	75.5%
Net Residential Area	286,767
Units	393

# Incentives

**601 Olive  
Railway Exchange  
St. Louis**

**Kickstarting a Residential  
Market Downtown**

- **Historic Tax Credits**
- **Tax Abatement**
- **Public Realm Investments**
- **Low-interest financing**



## No Incentives

### Illustrative Pro Forma – 601 Olive

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	\$0	\$0	\$0
Lease Termination	\$0	\$0	\$0
Conversion	(\$371,000,000)	(\$336)	(\$473,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$27,000,000)	(\$24)	(\$34,000)
<b>Net Project Costs</b>	<b>(\$398,000,000)</b>	<b>(\$360)</b>	<b>(\$507,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$16,000,000	\$15	\$21,000
Stabilized OpEx	(\$5,000,000)	(\$5)	(\$7,000)
Tax Abatement	\$0	\$0	\$0
<b>Total NOI</b>	<b>\$11,000,000</b>	<b>\$10</b>	<b>\$14,000</b>
<b>Capitalized Value</b>	<b>\$146,000,000</b>	<b>\$132</b>	<b>\$187,000</b>
Capital Costs*	(\$2,000,000)	(\$2)	(\$2,000)
Transaction Costs	(\$7,000,000)	(\$7)	(\$9,000)
<b>Gap/Surplus</b>	<b>(\$261,000,000)</b>	<b>(\$236)</b>	<b>(\$332,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>2.71%</b>
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#### Building Characteristics

Building GSF	1,104,471
Total Residential Area	1,053,174
Efficiency	63.3%
Net Residential Area	666,764
Units	784



## With Incentives

### Illustrative Pro Forma – 601 Olive

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	\$0	\$0	\$0
Lease Termination	\$0	\$0	\$0
Conversion	(\$371,000,000)	(\$336)	(\$473,000)
Historic Tax Credits	\$149,000,000	\$135	\$190,000
Financing Costs	(\$8,000,000)	(\$7)	(\$10,000)
<b>Net Project Costs</b>	<b>(\$229,000,000)</b>	<b>(\$208)</b>	<b>(\$292,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$24,000,000	\$22	\$30,000
Stabilized OpEx	(\$5,000,000)	(\$5)	(\$7,000)
Tax Abatement	\$1,000,000	\$1	\$1,000
<b>NOI</b>	<b>\$19,000,000</b>	<b>\$18</b>	<b>\$25,000</b>
<b>Capitalized Value</b>			
Capital Costs*	(\$2,000,000)	(\$2)	(\$3,000)
Transaction Costs	(\$13,000,000)	(\$12)	(\$17,000)
<b>Gap/Surplus</b>	<b>\$19,000,000</b>	<b>\$17</b>	<b>\$24,000</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

**Return on Cost** **8.44%**

- Federal and State **Historic Tax Credits** offset conversion costs substantially
- Providing **construction financing** at the Treasury Rate lowers financing costs
- Public Realm Investment** increases rents to \$3.25 (top of market) and lowers vacancy to 12% (citywide average)
- A **30-year tax abatement** reduces OpEx and increases NOI
- Collectively, the project now achieves a trended ROC that is 114 bps above the residential cap rate

# **400 Atlantic Stamford**

**Using Tax Abatements to  
Enable Feasibility**



## No Incentives

### Illustrative Pro Forma – 400 Atlantic

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	(\$2,000,000)	(\$4)	(\$5,000)
Lease Termination	(\$7,000,000)	(\$17)	(\$20,000)
Conversion	(\$205,000,000)	(\$457)	(\$563,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$16,000,000)	(\$35)	(\$43,000)
<b>Net Project Costs</b>	<b>(\$230,000,000)</b>	<b>(\$513)</b>	<b>(\$632,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$19,000,000	\$42	\$52,000
Stabilized OpEx	(\$5,000,000)	(\$11)	(\$14,000)
Tax Abatement	\$0	\$0	\$0
<b>NOI</b>	<b>\$14,000,000</b>	<b>\$31</b>	<b>\$38,000</b>
<b>Capitalized Value</b>	<b>\$242,000,000</b>	<b>\$539</b>	<b>\$664,000</b>
Capital Costs*	(\$1,000,000)	(\$3)	(\$4,000)
Transaction Costs	(\$12,000,000)	(\$27)	(\$33,000)
<b>Gap/Surplus</b>	<b>(\$2,000,000)</b>	<b>(\$4)</b>	<b>(\$5,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>6.02%</b>
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#### Building Characteristics

Building GSF	448,200
Total Residential Area	429,195
Efficiency	76.5%
Net Residential Area	328,496
Units	364



## With Incentives

### Illustrative Pro Forma – 400 Atlantic

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	(\$2,000,000)	(\$4)	(\$5,000)
Lease Termination	(\$7,000,000)	(\$17)	(\$20,000)
Conversion	(\$205,000,000)	(\$457)	(\$563,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$16,000,000)	(\$35)	(\$43,000)
<b>Net Project Costs</b>	<b>(\$230,000,000)</b>	<b>(\$513)</b>	<b>(\$632,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$19,000,000	\$42	\$52,000
Stabilized OpEx	(\$5,000,000)	(\$11)	(\$14,000)
Tax Abatement	\$2,000,000	\$4	\$5,000
<b>NOI</b>	<b>\$16,000,000</b>	<b>\$35</b>	<b>\$43,000</b>
<b>Capitalized Value</b>			
Capital Costs*	(\$1,000,000)	(\$3)	(\$4,000)
Transaction Costs	(\$14,000,000)	(\$31)	(\$38,000)
<b>Gap/Surplus</b>	<b>\$31,000,000</b>	<b>\$69</b>	<b>\$84,000</b>
*Leasing Costs, Tenant Improvements, and Capital Reserve			
<b>Return on Cost</b>	<b>6.87%</b>		

- A **30-year tax abatement** reduces OpEx and increases NOI
- The project now achieves a trended ROC that is 117 bps above the residential cap rate



**2650 Pilgrim Court  
Winston-Salem**

**Scrape and Replace**



## No Incentives

### Illustrative Pro Forma – 2650 Pilgrim Court

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	\$0	\$0	\$0
Lease Termination	\$0	\$0	\$0
Conversion	(\$30,000,000)	(\$373)	(\$405,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$1,000,000)	(\$18)	(\$19,000)
<b>Net Project Costs</b>	<b>(\$31,000,000)</b>	<b>(\$391)</b>	<b>(\$424,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$1,000,000	\$18	\$20,000
Stabilized OpEx	\$0	(\$5)	(\$5,000)
Tax Abatement	\$0	\$0	\$0
<b>NOI</b>	<b>\$1,000,000</b>	<b>\$13</b>	<b>\$15,000</b>
<b>Capitalized Value</b>	<b>\$16,000,000</b>	<b>\$203</b>	<b>\$220,000</b>
Capital Costs*	\$0	(\$0)	\$0
Transaction Costs	(\$1,000,000)	(\$10)	(\$11,000)
<b>Gap/Surplus</b>	<b>(\$16,000,000)</b>	<b>(\$198)</b>	<b>(\$215,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>3.34%</b>
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#### Building Characteristics

Building GSF	80,245
Total Residential Area	80,245
Efficiency	78.0%
Net Residential Area	62,591
Units	74

## With Incentives

### Illustrative Pro Forma – 2650 Pilgrim Court

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	\$0	\$0	\$0
Lease Termination	\$0	\$0	\$0
Hard and Soft Costs	(\$35,000,000)	(\$334)	(\$332,000)
Grant/Soft Debt	\$0	\$0	\$0
Financing Costs	(\$3,000,000)	(\$24)	(\$24,000)
<b>Net Project Costs</b>	<b>(\$38,000,000)</b>	<b>(\$358)</b>	<b>(\$356,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$2,000,000	\$23	\$23,000
Stabilized OpEx	(\$1,000,000)	(\$5)	(\$5,000)
Tax Abatement	\$0	\$0	\$0
<b>NOI</b>	<b>\$2,000,000</b>	<b>\$18</b>	<b>\$18,000</b>
<b>Capitalized Value</b>			
Capital Costs*	\$0	(\$0)	\$0
Transaction Costs	(\$1,000,000)	(\$14)	(\$14,000)
<b>Gap/Surplus</b>	<b>(\$11,000,000)</b>	<b>(\$100)</b>	<b>(\$100,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>5.01%</b>
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- **Requires rezoning** to allow for residential use
- Max residential zoning allows for 18 units per acre
- **105 units** (31 more than conversion scenario)
- Return on Cost of **5.01%**
- **Not feasible** but reduces additional subsidy requirements compared to conversion scenario.

**925 Liberty  
Pittsburgh**

**Historic Tax Abatement**





## Illustrative Pro Forma – 925 Liberty

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	\$0	\$0	\$0
Lease Termination	(\$500,000)	(\$8)	(\$8,000)
Conversion	(\$27,300,000)	(\$465)	(\$487,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$1,300,000)	(\$23)	(\$24,000)
<b>Net Project Costs</b>	<b>(\$29,100,000)</b>	<b>(\$496)</b>	<b>(\$519,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$1,500,000	\$25	\$26,000
Stabilized OpEx	(\$400,000)	(\$8)	(\$8,000)
	\$0	\$0	\$0
<b>NOI</b>	<b>\$1,000,000</b>	<b>\$18</b>	<b>\$18,000</b>
<b>Capitalized Value</b>			
	<b>\$14,400,000</b>	<b>\$246</b>	<b>\$257,000</b>
Capital Costs*	(\$400,000)	(\$7)	(\$7,000)
Transaction Costs	(\$700,000)	(\$12)	(\$13,000)
<b>Gap/Surplus</b>	<b>(\$15,800,000)</b>	<b>(\$269)</b>	<b>(\$282,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

**Return on Cost** **3.54%**

<b>Building Characteristics</b>	
Building GSF	58,633
Total Residential Area	54,285
Efficiency	75.6%
Net Residential Area	41,039
Units	56

## With Incentives

### Illustrative Pro Forma – 925 Liberty

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	\$0	\$0	\$0
Lease Termination	(\$500,000)	(\$8)	(\$8,000)
Conversion	(\$23,800,000)	(\$405)	(\$424,000)
Historic Tax Credits	\$11,100,000	\$189	\$198,000
Financing Costs	(\$600,000)	(\$11)	(\$11,000)
<b>Net Project Costs</b>	<b>(\$13,800,000)</b>	<b>(\$235)</b>	<b>(\$246,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$1,500,000	\$25	\$26,000
Stabilized OpEx	(\$400,000)	(\$8)	(\$8,000)
Tax Abatement	\$100,000	\$2	\$2,000
<b>NOI</b>	<b>\$1,100,000</b>	<b>\$19</b>	<b>\$20,000</b>
<b>Capitalized Value</b>			
<b>Capital Costs*</b>	<b>\$15,700,000</b>	<b>\$268</b>	<b>\$281,000</b>
Capital Costs*	(\$400,000)	(\$7)	(\$7,000)
Transaction Costs	(\$800,000)	(\$13)	(\$14,000)
<b>Gap/Surplus</b>	<b>\$800,000</b>	<b>\$13</b>	<b>\$14,000</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

**Return on Cost** **8.16%**

- Federal and State **Historic Tax Credits** offset conversion costs substantially
- A **30-year tax abatement** reduces OpEx and increases NOI
- A **\$55 PSF** grant reduces the feasibility gap to create a small surplus of \$800K
- Collectively, the project now achieves a trended ROC which is 106 bps above the residential cap rate

**445 S Figueroa  
Los Angeles**

**Tax Abatement  
& Affordability  
Requirements**





## Illustrative Pro Forma – 445 S Figueroa

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	(\$9,000,000)	(\$16)	(\$17,000)
Lease Termination	(\$15,000,000)	(\$24)	(\$27,000)
Conversion	(\$422,000,000)	(\$696)	(\$761,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$33,000,000)	(\$54)	(\$59,000)
<b>Net Project Costs</b>	<b>(\$479,000,000)</b>	<b>(\$789)</b>	<b>(\$864,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$23,000,000	\$38	\$42,000
Stabilized OpEx	(\$6,000,000)	(\$10)	(\$11,000)
Tax Abatement	\$0	\$0	\$0
<b>NOI</b>	<b>\$17,000,000</b>	<b>\$28</b>	<b>\$31,000</b>
<b>Capitalized Value</b>	<b>\$362,000,000</b>	<b>\$596</b>	<b>\$652,000</b>
Capital Costs*	(\$1,000,000)	(\$2)	(\$3,000)
Transaction Costs	(\$18,000,000)	(\$30)	(\$33,000)
<b>Gap/Surplus</b>	<b>(\$137,000,000)</b>	<b>(\$226)</b>	<b>(\$247,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

<b>Return on Cost</b>	<b>3.56%</b>
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Building Characteristics	
Building GSF	607,174
Total Residential Area	596,868
Efficiency	77.6%
Net Residential Area	463,240
Units	555



## With Abatement

20% of Units at 80% AMI

### Illustrative Pro Forma – 445 S Figueroa

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	(\$9,000,000)	(\$16)	(\$17,000)
Lease Termination	(\$15,000,000)	(\$24)	(\$27,000)
Conversion	(\$422,000,000)	(\$696)	(\$761,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$33,000,000)	(\$54)	(\$59,000)
<b>Net Project Costs</b>	<b>(\$479,000,000)</b>	<b>(\$789)</b>	<b>(\$864,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$31,000,000	\$52	\$57,000
Stabilized OpEx	(\$6,000,000)	(\$10)	(\$11,000)
Tax Abatement	\$1,000,000	\$2	\$3,000
<b>NOI</b>	<b>\$27,000,000</b>	<b>\$44</b>	<b>\$48,000</b>
<b>Capitalized Value</b>			
	<b>\$567,000,000</b>	<b>\$933</b>	<b>\$1,021,000</b>
Capital Costs*	(\$2,000,000)	(\$3)	(\$3,000)
Transaction Costs	(\$28,000,000)	(\$47)	(\$51,000)
<b>Gap/Surplus</b>	<b>\$57,000,000</b>	<b>\$95</b>	<b>\$103,000</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

**Return on Cost** **5.57%**

- A **10-year tax abatement** reduces OpEx and increases NOI
- The project now achieves a trended ROC that is **87 bps** above the residential cap rate
- Top of market rents (**\$5.50 per sf**) are assumed

## Illustrative Pro Forma – 445 S Figueroa

Pro Forma	Total	Per SF	Per Unit
<b>Costs:</b>			
Acquisition	(\$9,000,000)	(\$16)	(\$17,000)
Lease Termination	(\$15,000,000)	(\$24)	(\$27,000)
Conversion	(\$422,000,000)	(\$696)	(\$761,000)
Historic Tax Credits	\$0	\$0	\$0
Financing Costs	(\$33,000,000)	(\$54)	(\$59,000)
<b>Net Project Costs</b>	<b>(\$479,000,000)</b>	<b>(\$789)</b>	<b>(\$864,000)</b>
<b>Revenue:</b>			
Stabilized Revenue	\$28,000,000	\$46	\$50,000
Stabilized OpEx	(\$6,000,000)	(\$10)	(\$11,000)
Tax Abatement	\$1,000,000	\$2	\$3,000
<b>NOI</b>	<b>\$23,000,000</b>	<b>\$38</b>	<b>\$42,000</b>
<b>Capitalized Value</b>			
	<b>\$492,000,000</b>	<b>\$811</b>	<b>\$887,000</b>
Capital Costs*	(\$1,000,000)	(\$2)	(\$3,000)
Transaction Costs	(\$25,000,000)	(\$41)	(\$44,000)
<b>Gap/Surplus</b>	<b>(\$13,000,000)</b>	<b>(\$22)</b>	<b>(\$24,000)</b>

\*Leasing Costs, Tenant Improvements, and Capital Reserve

**Return on Cost** **4.84%**

- With 20% of units required at 80% AMI, the project now achieves a trended **ROC reduction of 73 bps** from the prior scenario or 14 bps above the residential cap rate.