

# **Attachment B – Affordable Housing Development Cost Study by Century | Urban**

**Century | Urban**

# **Affordable Housing Development Cost Study**

**Presented to:**

**City of San Jose**

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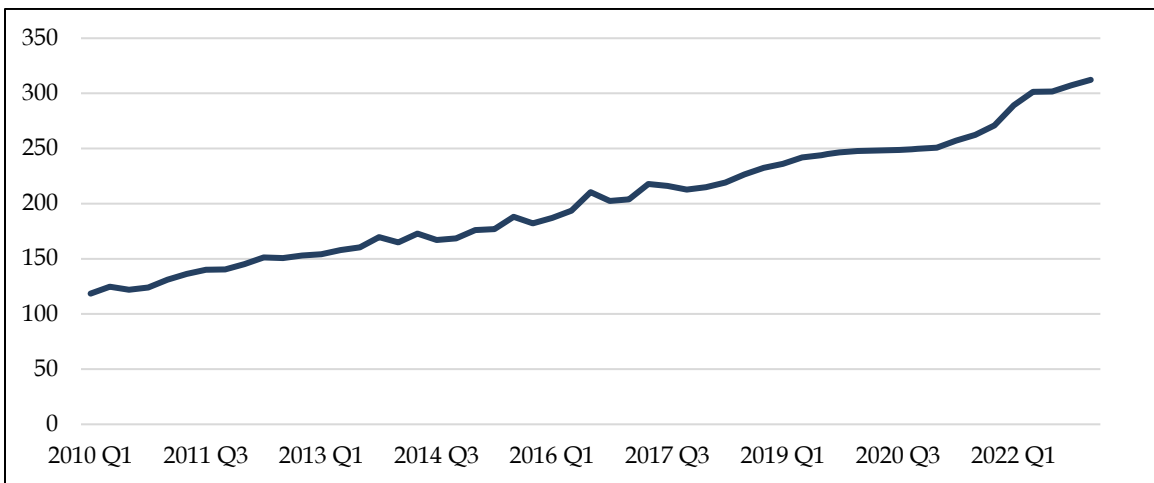


## INTRODUCTION

The City of San Jose (the “City”) has engaged Century Urban, LLC (“Century | Urban”) to prepare an update to a study completed in 2022 regarding the cost of developing affordable housing within the City (“2022 Study”). This updated study examines the typical funding sources used to pay for such costs and the unique attributes of affordable housing that contribute to higher construction costs. Additionally, this study provides an analysis of affordable housing development costs in the City as compared to such costs in other major California cities.

Since the onset of the pandemic in 2020, construction costs in San Jose and the broader Bay Area have increased substantially. According to TBD Consultants, a construction cost estimating firm with a focus on the Bay Area, construction costs have escalated at an average annual rate of approximately 8% from March 2010 to March 2020. The pandemic and associated slowdown in construction activities led to only a 1% increase in construction costs in 2020. However, 2021 witnessed a substantial 15% increase, the highest on record under the TBD Bid Index. This was followed by an 8% increase in 2022. Both material and labor cost inflation have contributed to this upward trend. Predicting future construction cost escalation is challenging. Higher interest rates have curtailed new construction activity and may lead to lower escalation as demand for construction labor wanes. However, as depicted in Figure 1 below, there have only been a few marginal instances of construction cost declines since 2010.

*Figure 1. TBD Construction Bid Index*



This report analyzes factors influencing affordable housing construction costs and changes in construction costs since the last study was prepared through a review of California Tax Credit Allocation Committee (“CTCAC”) applications submitted by affordable housing developers for new construction projects that were awarded a tax credit allocation since the last study was completed. This report analyzes the information included in these CTCAC applications such as detailed development budgets, funding sources, and operating assumptions for projects that will start construction within 180 days of tax credit award. The analysis results are compared to market rate development prototype assumptions to identify areas where affordable housing development costs vary from market rate housing development costs.



## METHODOLOGY AND APPROACH

CTCAC accepts applications for tax credits two to three times per year. Within approximately 90 days following the application deadline, the California Debt Limit Allocation Committee (“CDLAC”) releases a list of the projects that were awarded an allocation. Century | Urban obtained copies of applications for projects within the City that received an allocation from March 2022 through February 2023. The analysis begins with the March 2022 applications as it marks the first application cycle after the 2022 Study. Eight projects in the City received tax credit allocations during this period (“San Jose Projects”). These projects range in height from five to seven stories, a departure from the 2022 Study's range of four to 13 stories. The narrower range in building height and absence of high-rise projects receiving a tax credit allocation reflects the challenges in constructing Type I affordable housing in the current market. It may also be a sign of scarcity of available land for lower-density projects, as all but two of the projects were six to seven stories. In contrast to the 2022 Study, half of the projects were categorized as “Large Family” housing, a housing type absent in the previous study. Three of the remaining four projects were categorized as “Special Needs” housing, with the remaining project classified as “Non-Targeted.” Non-Targeted projects pursue a geographic set-aside rather than a target population set-aside. Figure 2 below provides a comparison of the projects included in this study versus those evaluated in the 2022 Study.

*Figure 2. San Jose Projects - Current Study vs. 2022 Study*

Housing Type	Current Study			2022 Study		
	Number of Projects	Number of Units	% of Total	Number of Projects	Number of Units	% of Total
<b>Special Needs</b>	3	294	30%	9	795	45%
<b>Large Family</b>	4	422	43%	0	0	0%
<b>Non-Targeted</b>	1	271	27%	5	655	37%
<b>Seniors</b>	0	0	0%	1	301	17%
<b>Total</b>	8	987	100%	15	1,751	100%
<b>Avg. Building Height</b>		6			7	

Given the unique characteristics of the San Jose Projects, which are largely comprised of more dense buildings with smaller units, this analysis compares the costs of San Jose Projects to the costs of projects with similar profiles in large California counties. These counties include Santa Clara County, Los Angeles County, the City & County of San Francisco and Alameda County, which were also evaluated in the 2022 Study. Century | Urban reviewed the CTCAC applications for projects within these counties that received a tax credit award during the same time period as the San Jose Projects. During that time period a total of 43 projects in these counties received tax credit awards excluding projects in the City. Of these 43 projects, 21 five- to eight-story projects were found to be comparable in building typology to the San Jose Projects. These 21 projects (“Other City Projects”) are compared to the San Jose Projects in this study. Table 2 below summarizes the San Jose Projects and Other City Projects.

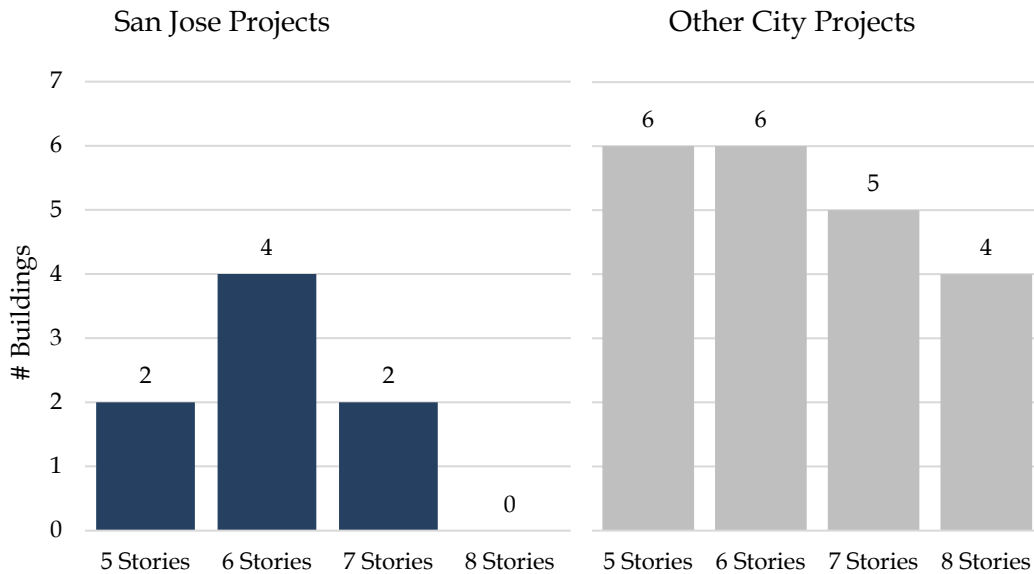


Figure 3. Summary of Projects

Housing Type	San Jose Projects			Other City Projects		
	Number of Projects	Number of Units	% of Total	Number of Projects	Number of Units	% of Total
<b>Large Family</b>	4	422	43%	9	1,369	47%
<b>Special Needs</b>	3	294	30%	5	543	19%
<b>Non-Targeted</b>	1	271	27%	7	1,017	35%
<b>Total</b>	8	987	100%	21	2,929	100%

The San Jose Projects included 422 units in four projects serving families, which include larger units and more bedroom counts per unit, 294 units in three projects serving a special needs population such as permanent supportive housing for the formerly homeless, and 271 units in one project classified as non-targeted housing, which may provide housing to a mix of tenant populations. Two projects propose five or fewer stories comprising 14% of the total units, and the remaining six projects, comprising 86% of the total units propose six to seven stories with a weighted average of approximately six stories across all San Jose Projects. The Other City Projects totaled 2,929 units with nine projects serving families, five projects serving a special needs population and seven projects classified as non-targeted housing. Six projects propose five stories comprising 35% of the total units, and the remaining 18 projects propose six to eight stories comprising 65% of the total units with a weighted average of just over six stories across all Other City Projects.

Figure 4: Project Building Height



The development costs in the TCAC application for each project reflect the project sponsor’s best information available at the time of application submittal and may not reflect the final actual cost of



development. However, applicants must demonstrate readiness to proceed with construction within 180 days of an award. As such, the final actual project development costs should not vary significantly from the development costs shown in the TCAC applications.

Provided below is a list of the projects that were analyzed in this study. Construction cost detail by project is provided in Appendix A, Table 1 and Table 2.

*Figure 5. List of Projects Evaluated*

Project Name	City	County	Housing Type	Stories	Total Units	Application Date
<b>San Jose Projects</b>						
Dry Creek Crossing	San Jose	Santa Clara	Large Family	6	64	2/7/2023
Parkmoor	San Jose	Santa Clara	Large Family	5	81	2/7/2023
777 West San Carlos	San Jose	Santa Clara	Large Family	6	154	8/9/2022
Tamien Station Affordable	San Jose	Santa Clara	Special Needs	6	135	8/9/2022
View at Blossom Hill	San Jose	Santa Clara	Non-Targeted	7	271	8/9/2022
Alum Rock Multifamily	San Jose	Santa Clara	Special Needs	5	60	8/9/2022
The Charles	San Jose	Santa Clara	Special Needs	7	99	8/9/2022
2350 S. Bascom	San Jose	Santa Clara	Large Family	6	123	3/16/2022
<b>Total/Wtd. Average</b>				<b>6</b>	<b>987</b>	
<b>Other City Projects</b>						
80 Saratoga Avenue Apartments	Santa Clara	Santa Clara	Large Family	6	200	2/7/2023
Warner Center I	Los Angeles	Los Angeles	Large Family	7	173	2/7/2023
Woodlake Family Apartments	Los Angeles	Los Angeles	Large Family	8	100	2/7/2023
Grandview Apartments	Los Angeles	Los Angeles	Special Needs	6	100	2/7/2023
Metro @ Florence	Alhambra	Los Angeles	Special Needs	7	160	2/7/2023
Hunters Point Shipyard Block 52 and 54	San Francisco	San Francisco	Large Family	5	112	8/9/2022
730 Stanyan	San Francisco	San Francisco	Large Family	8	160	8/9/2022
Hunters Point Shipyard Block 56	San Francisco	San Francisco	Non-Targeted	5	73	8/9/2022
2111 Firestone	Alhambra	Los Angeles	Special Needs	6	85	8/9/2022
Sunnydale HOPE SF Block 3A	San Francisco	San Francisco	Non-Targeted	5	80	8/9/2022
Hunters View Phase 3	San Francisco	San Francisco	Large Family	5	118	8/9/2022
Mariposa on Second	Alhambra	Los Angeles	Special Needs	7	50	8/9/2022
Osgood Apartments South	Fremont	Alameda	Large Family	6	100	3/16/2022
Miramar Development	Los Angeles	Los Angeles	Non-Targeted	7	137	3/16/2022
La Vista Residential	Hayward	Alameda	Large Family	5	176	3/16/2022
Mainline North Apartments	Santa Clara	Santa Clara	Non-Targeted	8	151	3/16/2022
West Carson	Alhambra	Los Angeles	Large Family	6	230	3/16/2022
Serra Apartments	Fremont	Alameda	Non-Targeted	6	179	3/16/2022
515 Pioneer Drive	Glendale	Los Angeles	Non-Targeted	5	340	3/16/2022
710 Broadway	Santa Monica	Los Angeles	Non-Targeted	8	57	3/16/2022
Residency at Empire I	Burbank	Los Angeles	Special Needs	7	148	3/16/2022
<b>Total/Wtd. Average</b>				<b>6</b>	<b>2,929</b>	

## GENERAL TRENDS IN AFFORDABLE HOUSING DEVELOPMENT COSTS

Affordable housing costs in the Bay Area have generally increased faster than costs elsewhere in the State of California per a 2022 investigation by the Los Angeles Times<sup>1</sup> which found that affordable

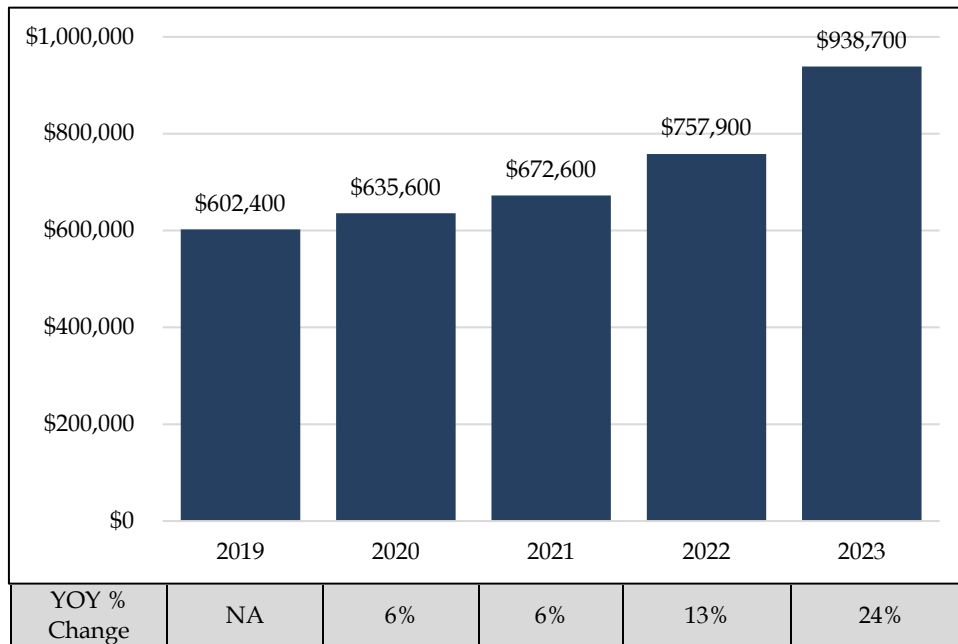
<sup>1</sup> <https://www.latimes.com/homeless-housing/story/2022-06-20/california-affordable-housing-cost-1-million-apartment>



housing projects can cost upward of \$1 million per unit. Most of the projects in the investigation were located in the Bay Area. Additionally, a comprehensive study conducted by the Turner Center for Housing Innovation Study<sup>2</sup> also found that affordable housing costs in the Bay Area exceed that of other parts of the state. The higher Bay Area costs are driven by multiple factors. Notably, land prices have remained high, while material and labor cost inflation continue to outpace general cost inflation rates. Furthermore, financing costs have experienced a spike, doubling in the past year alone. In the ensuing pages, each of these factors is evaluated with comparisons between San Jose Projects and Other City Projects.

As illustrated in Figure 6 below, total development costs for San Jose Projects increased significantly from the prior study, which spanned the period from late 2019 to the beginning of 2022. While projects in this study averaged over \$811,000 per unit over the 18 month period studies, costs for projects that secured a tax credit award in 2023 averaged approximately \$938,700 per unit, a 24% increase over costs per unit for projects with awards in the prior year. However, when comparing costs on per square foot basis, the escalation is more modest. From 2022 to 2023, the total development costs per square foot increased by just 4% per year. Accordingly, the increase in total development cost per unit is likely attributable to a higher number of large family housing types with larger units receiving awards in 2023. Nevertheless, an increase in the per unit cost may still translate to an elevated need for subsidies to construct each new unit.

Figure 6. San Jose Projects Total Development Costs per Unit by Year



As noted in the prior study, higher development costs have coincided with demand for 4% tax credits that have exceeded tax-exempt bond capacity (which determines the amount of 4% tax credits available each year) since 2019. Indeed, during the current study period, 15 projects located in San

<sup>2</sup> [https://turnercenter.berkeley.edu/wp-content/uploads/pdfs/LIHTC\\_Construction\\_Costs\\_March\\_2020.pdf](https://turnercenter.berkeley.edu/wp-content/uploads/pdfs/LIHTC_Construction_Costs_March_2020.pdf)



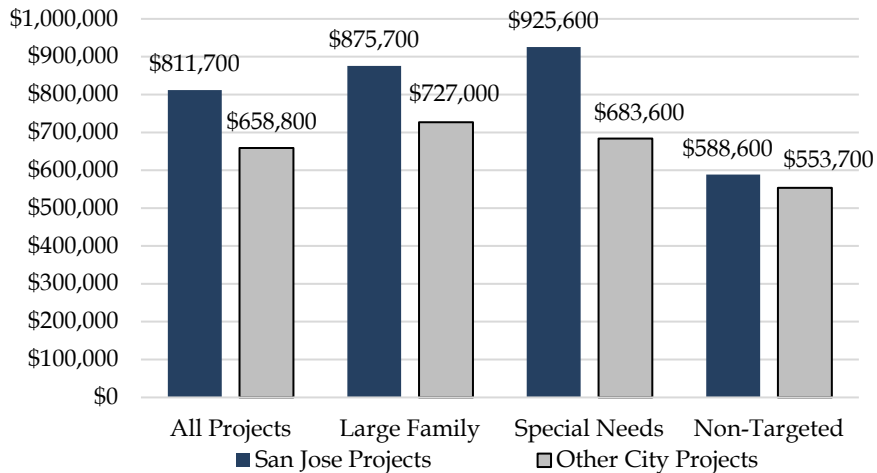
Jose submitted TCAC applications, but only eight were awarded tax credit allocations continuing the trend noted in the 2022 Study of a 2-to-1 oversubscription rate for 4% tax credits.

### Affordable Housing Developments Costs by Housing Type

As illustrated in Figure 7 below, the total development costs for the eight San Jose Projects analyzed averaged approximately \$811,700 per unit. Special needs projects incurred the highest per unit cost, averaging approximately \$925,600, a notable increase from the 2022 Study's figure of approximately \$700,000. Large family projects followed with the second highest per unit cost at approximately \$875,700. The sole non-targeted project averaged \$588,600 per unit, a contrast to the prior study's five non-targeted projects, which had average total development costs of \$609,900 per unit. Comparatively, the average per unit cost for Other City Projects was approximately \$658,800 for all housing types. Costs per unit averaged \$683,600 for special needs projects, \$727,000 for large family projects, and \$553,700 for non-targeted projects. On average, San Jose Projects have costs that are 23 percent higher than those of Other City Projects. Notably, the average cost per unit for special needs projects in San Jose was 35 percent higher, a substantial increase compared to the 2022 Study's finding of a 24 percent cost differential between the City's special needs projects and special needs projects in other cities.

Figure 7. Summary of Comparison of Total Development Costs per Unit

	San Jose Projects	Other City Projects	San Jose Cost Difference
<b>All Projects</b>	\$811,700	\$658,800	23%
<b>Large Family</b>	\$875,700	\$727,000	20%
<b>Special Needs</b>	\$925,600	\$683,600	35%
<b>Non-Targeted</b>	\$588,600	\$553,700	6%







While the composition of housing types between the two datasets may influence the variance in average total development costs per unit, unit size does not appear to be a significant factor for most housing types. Figure 8 below illustrates that on average, units in San Jose Projects are roughly equivalent in size to units in Other City Projects. However, the special needs projects in San Jose were significantly larger than the special needs projects in the Other City Projects evaluated and may contribute to the cost differential.

*Figure 8. Unit Size by Location and Housing Type*

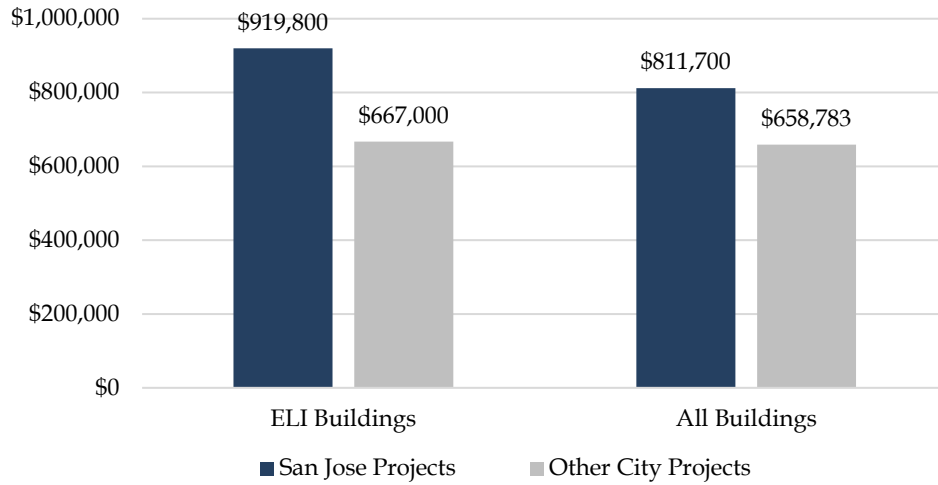
Housing Type	San Jose Projects Average Unit Size	Other City Projects Average Unit Size
<b>All Projects</b>	1,171	1,125
<b>Large Family</b>	1,018	1,187
<b>Special Needs</b>	1,293	974
<b>Non-Targeted</b>	1,275	1,123

A review of affordability levels reveals that San Jose Projects offer significantly deeper affordability than Other City Projects. Approximately 54 percent of units in San Jose Projects are located in buildings with 50% or more units designated for Extremely Low-Income ("ELI") households ("ELI Buildings"). ELI households are defined as those earning no more than 30 percent of the Area Median Income ("AMI"). In contrast, only about 8% of units in Other City Projects are within ELI Buildings, down from 29% in the 2022 Study. Development costs for ELI Buildings are generally higher than costs for buildings at higher affordability levels, and ELI Building costs in San Jose surpass the average of other cities evaluated in this study by a significant margin as shown in Figure 9 below. The higher cost for ELI Buildings in San Jose is, in part, attributable to the larger average unit size in these projects.

Development costs for ELI Buildings are generally higher than costs for buildings at higher affordability levels due to the need for more amenities and office space, higher operating reserves and greater support services. For example, ELI Buildings have lower rental revenue which may be insufficient to cover operating expenses. Thus, ELI Buildings may require capitalized operating subsidies to ensure adequate operating reserves at completion. In addition, ELI Buildings must provide sufficient amenity space to provide the typical support services required by ELI households. The higher number of ELI buildings in San Jose as compared to other cities is one of the factors that may account for the cost differential between San Jose Projects and Other City Projects. A comprehensive discussion of other potential factors contributing to the cost differential is provided on page 22 below.



Figure 9. Average Development Cost ELI Buildings Compared to All Buildings



### The Components of Development Costs

Developing affordable housing involves various costs that can be categorized into three main components: (1) land or property acquisition costs; (2) direct or “hard” costs; and (3) indirect soft costs such as architectural/engineering costs, local development fees, as well as other fees (e.g., legal fees, appraisals, and insurance). An overview of each component and its impact on the overall cost of affordable housing development is provided below.

### Site Acquisition Costs by Housing Type

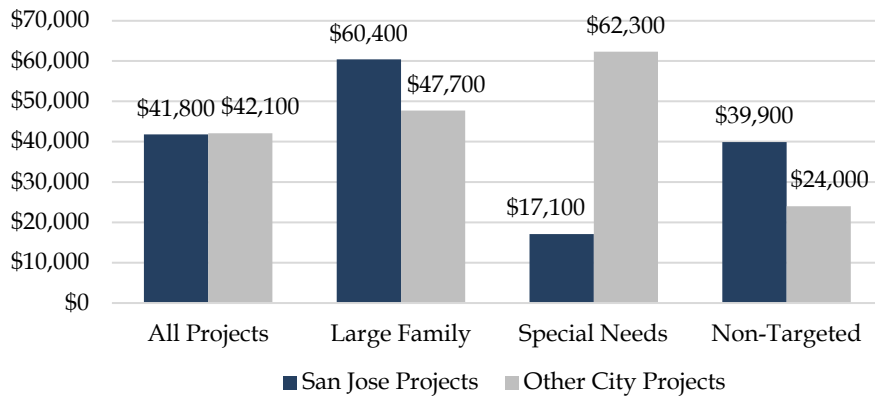
Land costs can vary significantly between affordable housing projects with some benefiting from contributed land, others involving ground leases, and some paying fair market value. Site acquisition costs include the land purchase price or capitalized ground lease amount, demolition costs, site enhancements, and associated legal and financing costs reported in tax credit applications.

For San Jose Projects, land acquisition costs have remained relatively stable since the 2022 Study, averaging approximately \$41,800 per unit, compared to the 2022 average of \$39,000 per unit. Similarly, land acquisition costs for Other City Projects have remained stable averaging approximately \$42,100 per unit, compared to the 2022 average of \$42,000 per unit. A small portion of projects did not report any land costs in their tax credit applications, likely the result of contributed land. Excluding these projects, the average land cost per unit for San Jose Projects was approximately \$52,000, which is consistent with the 2022 Study figure. Other City Projects also averaged around \$52,000 per unit, which is lower than the 2022 Study figure of approximately \$57,000 per unit.



Figure 10. Summary of Site Acquisition Costs per Unit

	San Jose Projects	Other City Projects	San Jose Cost Difference
<b>All Projects</b>	\$41,800	\$42,100	-1%
<b>Large Family</b>	\$60,400	\$47,700	27%
<b>Special Needs</b>	\$17,100	\$62,300	-73%
<b>Non-Targeted</b>	\$39,900	\$24,000	66%



### Direct Construction Costs by Housing Type

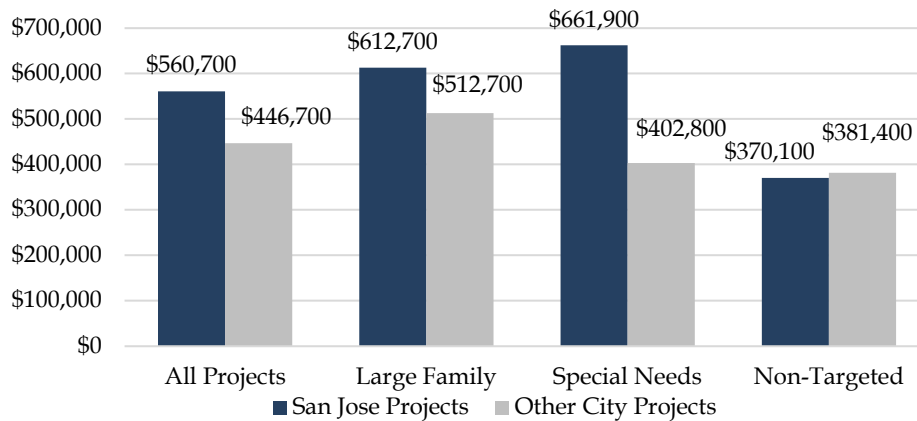
Direct construction costs primarily encompass labor and material for site improvements, parking facilities, and building construction. This category represents the largest portion of overall development costs, accounting for approximately 69% of the total costs for San Jose Projects, which is consistent with the 2022 Study. For Other City Projects, direct construction costs constituted an average of approximately 68% of total development costs, which represents a 2% decrease from the prior study.

San Jose Projects exhibit higher direct construction costs compared to Other City Projects across all housing types except for the non-targeted housing type, which may be attributable to there being only one project in this category. This disparity is most pronounced in the case of special needs projects, where direct construction costs in San Jose surpass those in other cities by 64%. However, the unit size differential largely explains the higher cost. When comparing the per square foot cost for special needs San Jose Projects and special needs Other City Projects, the difference is modest at just 2% higher for San Jose Projects. However, unit size does not explain the cost difference for the other housing types and one potential explanation may be variances in market area costs. Both material and labor expenses are higher in the Bay Area compared to other markets. A scarcity of labor in the construction industry, along with prevailing wage requirements specific to San Jose Projects, continue to contribute to elevated direct construction costs. While only three San Jose Projects reported prevailing wage costs in their tax credit applications, discussions with affordable housing developers consistently highlight this requirement as a significant cost factor.



Figure 11. Total Direct Construction Costs, Average Per Unit

	San Jose Projects	Other City Projects	San Jose Cost Difference
<b>All Projects</b>	\$560,700	\$446,700	26%
<b>Large Family</b>	\$612,700	\$512,700	20%
<b>Special Needs</b>	\$661,900	\$402,800	64%
<b>Non-Targeted</b>	\$370,100	\$381,400	-3%

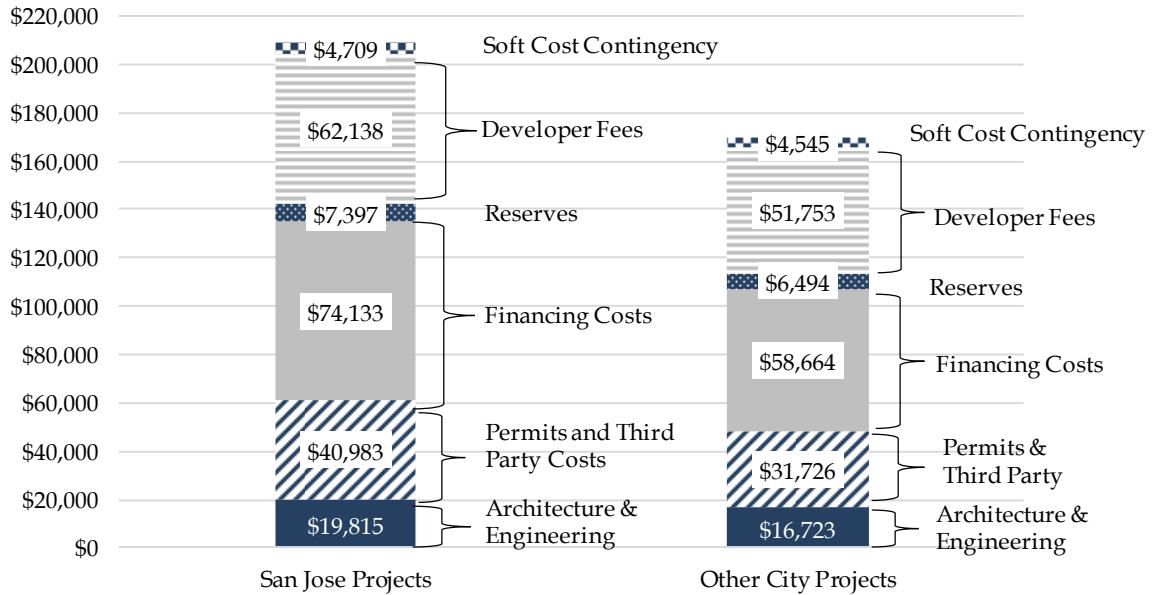


### Indirect Soft Costs

Indirect soft costs include professional fees for design and engineering, as well as various other expenses such as taxes, insurance, and planning and permitting fees levied by municipalities. These costs have seen an upward trend over recent years and have been identified in studies and discussions with affordable housing stakeholders as contributing factors to the high cost of affordable housing development in the City. As illustrated in Figure 12 below, San Jose Project soft costs per unit exceed that of Other City Projects in all soft cost categories. Certain soft costs, which are a function of construction costs, may be higher in San Jose Projects due to the higher construction costs for those projects. For example, higher construction costs will result in higher financing fees. However, other soft costs such as impact fees are not directly related to construction costs. A discussion of select soft cost categories is provided below.



Figure 12. Indirect Soft Costs per Unit

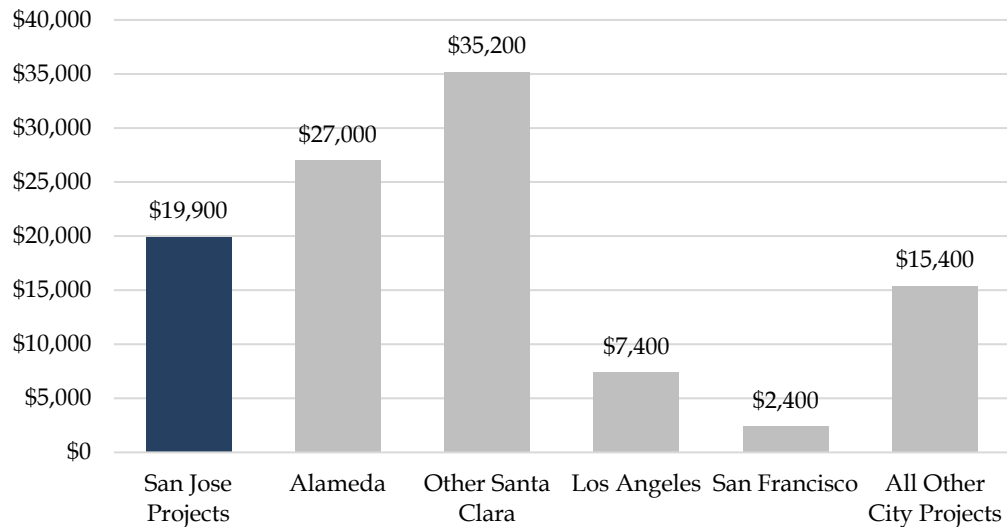


### Impact Fees

Municipalities impose impact fees on new developments to fund essential infrastructure required to support housing growth. These fees play a crucial role in funding local services, including schools, parks, and transportation. In San Jose, these fees apply to new residential developments and include an Affordable Housing In-Lieu-Fee, a Park Impact In-Lieu Fee, and fees specific to area plans. The Affordable Housing In-Lieu-Fee does not apply to affordable housing projects. Residential units with deed restrictions that align with the City's affordable housing guidelines qualify for a 50% credit towards the Parks Impact In-Lieu Fee. This fee can range from \$8,000 to \$41,600 per unit, depending on the neighborhood. Additionally, the City may grant waivers for impact fees in select cases. San Jose Projects reported average impact fees of approximately \$19,900 per unit. In contrast, 17 Other City Projects included impact fees in their tax credit application budgets, averaging around \$15,400 per unit – 23% lower than San Jose Projects. Figure 12 provides a comparison of impact fees per unit between San Jose Projects and Other City Projects, including a breakdown by county.



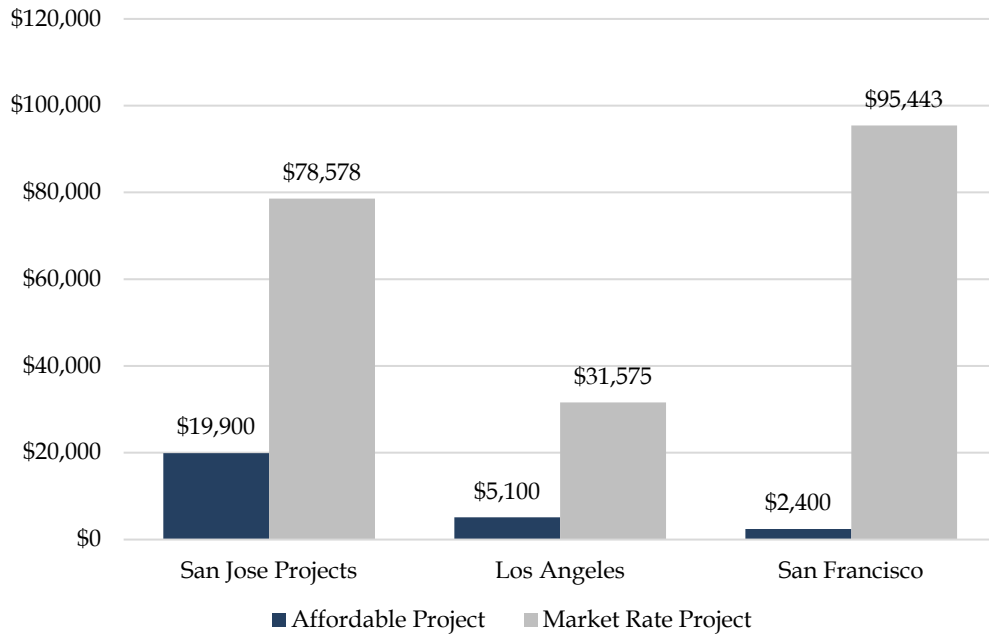
Figure 13. Impact Fees per Unit



To evaluate whether other cities provide impact fee waivers and the extent of those waivers, Figure 14 compares the impact fees that would be assessed on a market rate project with a similar construction typology as the projects in this study versus the impact fees reported in the TCAC applications. This analysis specifically compares impact fees for projects in the City of Los Angeles and the City and County of San Francisco, which represent nine of the 21 Other City Projects, to San Jose Projects. The City of Los Angeles and the City and County of San Francisco impose various impact fees on new developments including an affordable housing mitigation fee, transportation fee and other local impact fees. As shown below, the City and County of San Francisco average impact fees for market rate projects exceed the impact fees assessed by the City of San Jose and the City of Los Angeles. However, impact fees for affordable housing projects in the City and County of San Francisco are significantly lower than the affordable housing project impact fees for both the City of Los Angeles and the City of San Jose and represent just 3% of what a market rate project would be assessed. The City of Los Angeles impact fees for affordable housing projects reflect 16% of what a market rate project would be assessed. This compares to San Jose Projects which pay impact fees equal to approximately 25% of market rate. This suggests that affordable housing projects in the City and County of San Francisco and the City of Los Angeles receive impact fee waivers that are proportionally higher than San Jose Projects.



Figure 14. Affordable Housing Impact Fees per Unit Comparison to Market Rate

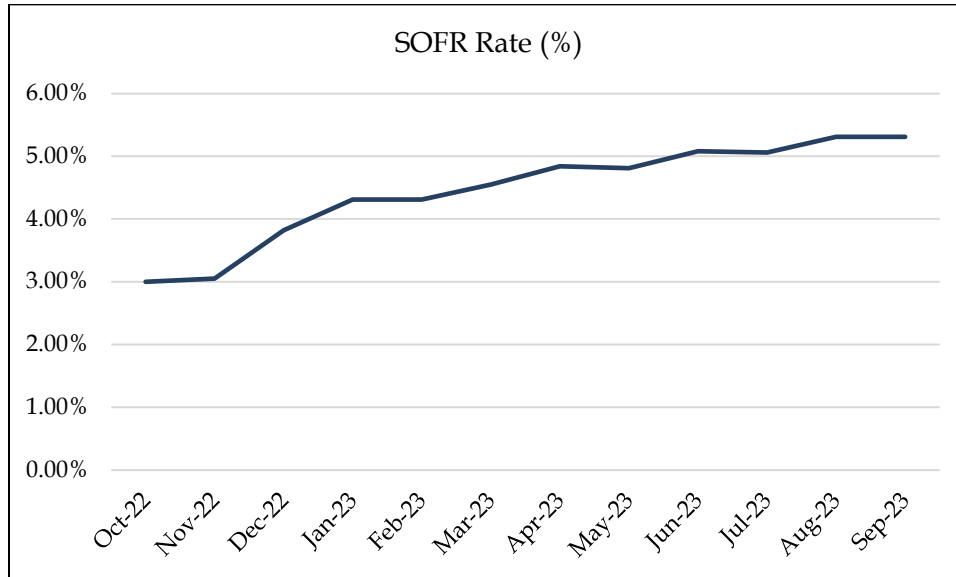


### Financing Costs

Interest rates have experienced a rapid increase over the past year, initiated by the Federal Reserve's federal funds rate hikes starting in March 2022. This has led to interest rates reaching their highest level in 22 years, with the Secured Overnight Financing Rate ("SOFR"), a key indicator for borrowing costs collateralized by Treasury securities, following suit. As illustrated in Figure 15, the SOFR Rate rose from approximately 3.00% in October 2022 to 5.31% as of September 1, 2023. Construction lenders have also increased the interest rate spread on loans, increasing borrower costs at a disproportionately higher level than the SOFR rate. Presently, construction loan interest rates are estimated to be in the 8.00% range. This near-doubling of interest rates within the last 12 months has resulted in a substantial increase in the financing costs for developing affordable housing.



Figure 15. SOFR Rate Over Prior 12 Months



Moreover, the increased complexity of financing affordable housing projects has led to additional development costs for affordable housing projects as compared to market rate projects. Financing costs include capitalized interest during construction, origination fees, bond issuance costs, tax credit syndication costs, and financing legal fees. Due to the multitude of funding sources required to develop affordable housing projects, financing costs account for approximately 9% of San Jose Projects and Other City Projects total development costs. This reflects an increase of approximately 2% from the 2022 Study. Provided below is a summary of the average financing costs per unit for San Jose Projects and Other City Projects since 2019

Figure 16. Financing Costs Average Per Unit

Application Year	San Jose Projects	Other City Projects
2019	\$30,700	\$39,500
2020	\$40,900	\$34,800
2021	\$43,600	\$37,600
2022	\$69,000	\$53,000
2023	\$103,800	\$65,400

### Tax Credit Pricing

A primary source of funding for affordable housing projects is tax credit investor equity. Investors receive tax credit benefits over a 10-year period in the form of dollar-for-dollar reductions in taxes owed. The pricing of tax credits hinges on the demand for credits from investors and their discount rates. Typically, tax credit pricing is expressed as an amount per dollar of tax credit. Applicants must





provide their anticipated tax credit pricing in their TCAC applications to demonstrate the available tax credit investor equity for funding development costs. Numerous factors influence investor pricing, including local Community Reinvestment Act obligations, the type of investor involved, and the creditworthiness of the developer.

As depicted in Figure 17 below, federal tax credit pricing for San Jose Projects averaged approximately \$0.91 for applications submitted in 2022, and slightly decreased to around \$0.90 for projects submitted in 2023. In contrast, Other City Projects recorded an average federal tax credit pricing of \$0.93 in 2022, which further decreased to \$0.89 in 2023, indicating an overall decline for all projects between 2022 and 2023. State tax credit pricing for San Jose Projects followed an opposing trend, surpassing that of Other City Projects by \$0.05 in 2022 but falling short of them by \$0.02 in 2023.

Figure 17. Tax Credit Pricing Average by Year

Application Year	San Jose Projects	Other City Projects
<b>Federal Tax Credits</b>		
2022	\$0.91	\$0.93
2023	\$0.90	\$0.89
<b>State Tax Credits</b>		
2022	\$0.87	\$0.82
2023	\$0.86	\$0.88

Given that the amount of federal Low-Income Housing Tax Credits (“LIHTC”) available for allocation remains constant each year, the pricing of tax credits has a direct impact on the number of units that can be financed through public funding sources. A lower tax credit price necessitates a greater infusion of state and local subsidies to bridge the funding gap.

**Share of Development Costs Funded by City Subsidies and Other Sources**

While market-rate projects typically rely on two main funding sources, developer/investor equity and conventional construction/permanent debt, affordable housing projects necessitate multiple layers of capital to fill the gap between the supportable amount of permanent debt and tax credit investor equity and the cost to build the project.

On average, San Jose Projects utilized about six funding sources per project, with two projects requiring as many as eight funding sources. Each additional funding source typically adds potential costs due to extended timelines and/or reporting requirements. In discussions with market participants, layering of capital was cited as causing long delays, which can add significantly to hard costs in a fast-rising construction cost environment. As projects become more complex, projects also experience higher soft costs such as increased legal and consultant fees as well as syndication costs associated with financial consultants needed to manage multiple funding streams and partners. In addition, public funding in California can be highly fragmented creating a need to coordinate between state, county and local funding sources.



Affordable housing projects typically draw funding from a mix of sources, including tax credit investor equity, city funds, county funds, state funds, privately issued debt, developer equity, and other public subsidies such as project-based vouchers and tax-exempt bonds. In the case of the San Jose Projects, the City provided a subsidy to six out of the eight projects, averaging approximately \$84,000 per unit across all eight projects. This marks a \$10,000 increase from the 2022 Study average. For large family projects and special needs projects, City subsidies averaged approximately \$117,000 and \$115,000 per unit, respectively, significantly higher than the 2022 Study average of \$83,000 for special needs projects. Comparatively, only 11 out of the 21 Other City Projects received a local subsidy, highlighting affordable housing developers reliance on local subsidies to fund project costs in the City. In some instances, local funding for Other City Projects was provided by the county rather than the city. For San Jose Projects that actually received City funding, the City funding amount averaged \$141,000 per unit, in contrast to approximately \$146,000 per unit received from local funding for projects in other cities.

Figure 18. City Subsidy Amount Per Unit

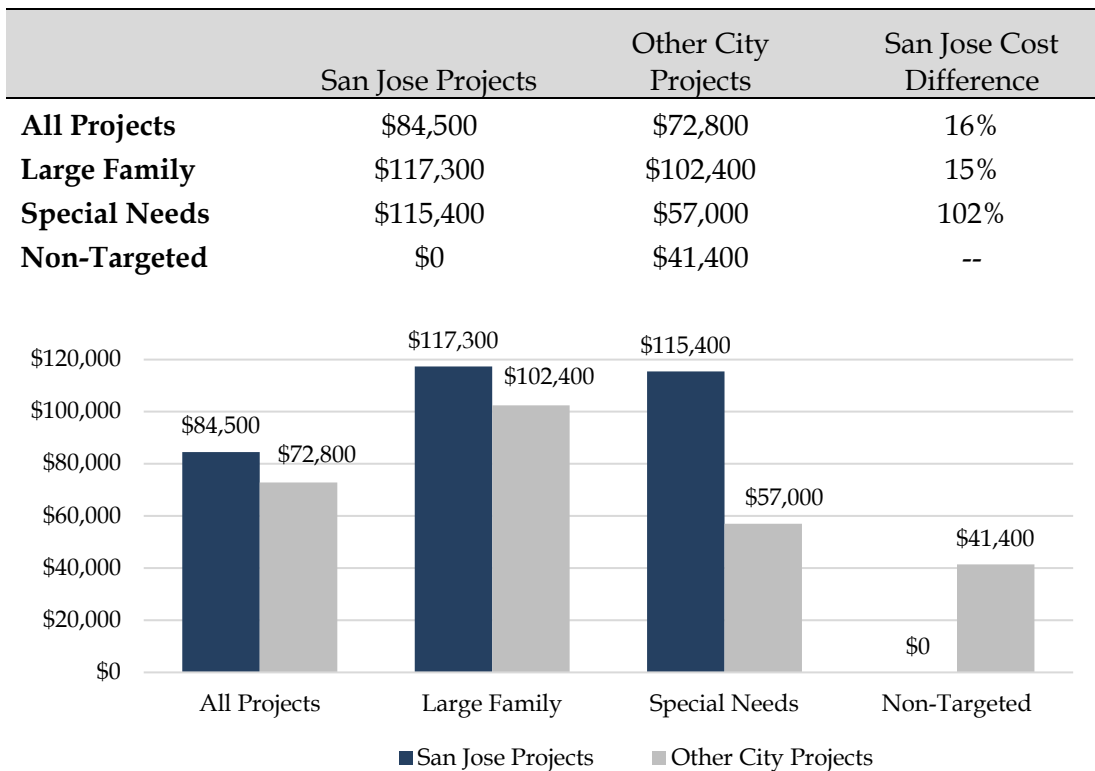


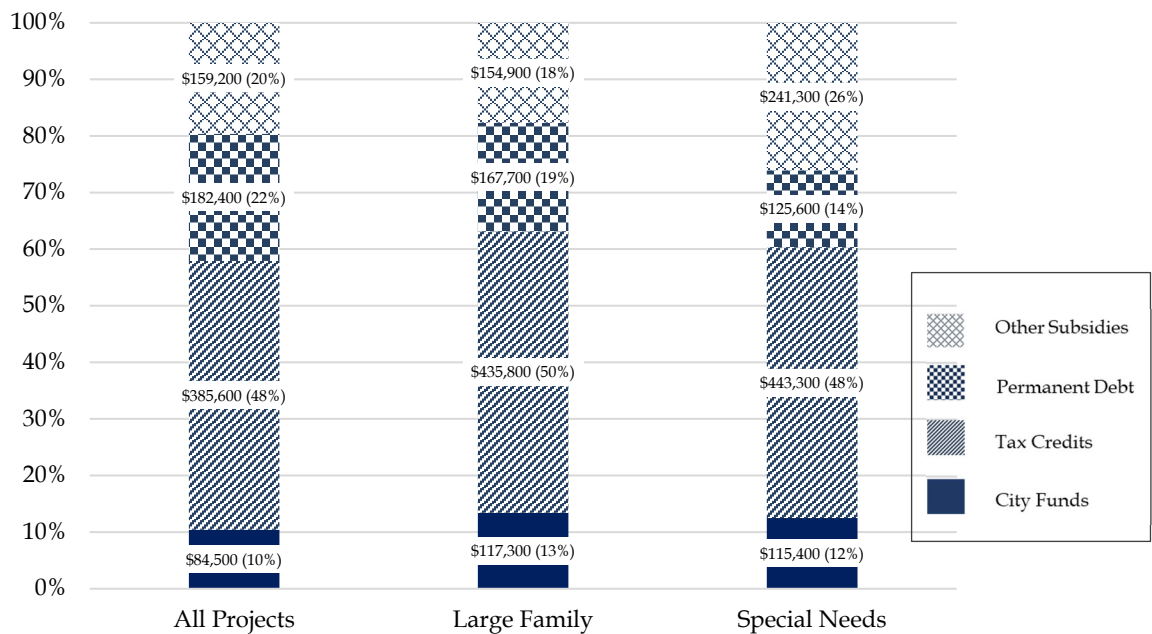
Figure 19 below illustrates that, for all San Jose Projects, tax credit equity is the largest single source of funding for affordable housing projects, accounting for approximately 48 percent of total development costs. Permanent debt through either a private bank or tax-exempt bonds represents the second largest source of funding, accounting for approximately 22 percent of total development costs. The next largest category of funding sources are subsidy programs provided through the county and state and includes operational subsidies such as project-based vouchers. These sources



fund approximately 20 percent of total development costs. City subsidies account for the smallest funding source, contributing approximately 10% of total development costs.

*Figure 19. San Jose Projects Subsidy Amounts Per Unit by Housing Type*

	City Funds	Tax Credit Equity	Permanent Debt	Other Subsidies	Total
<b>All Projects</b>	\$84,500	\$385,600	\$182,400	\$159,200	\$811,700
<b>Large Family</b>	\$117,300	\$435,800	\$167,700	\$154,900	\$875,700
<b>Special Needs</b>	\$115,400	\$443,300	\$125,600	\$241,300	\$925,600
<b>Non-Targeted</b>	\$0	\$244,800	\$266,800	\$77,000	\$588,600

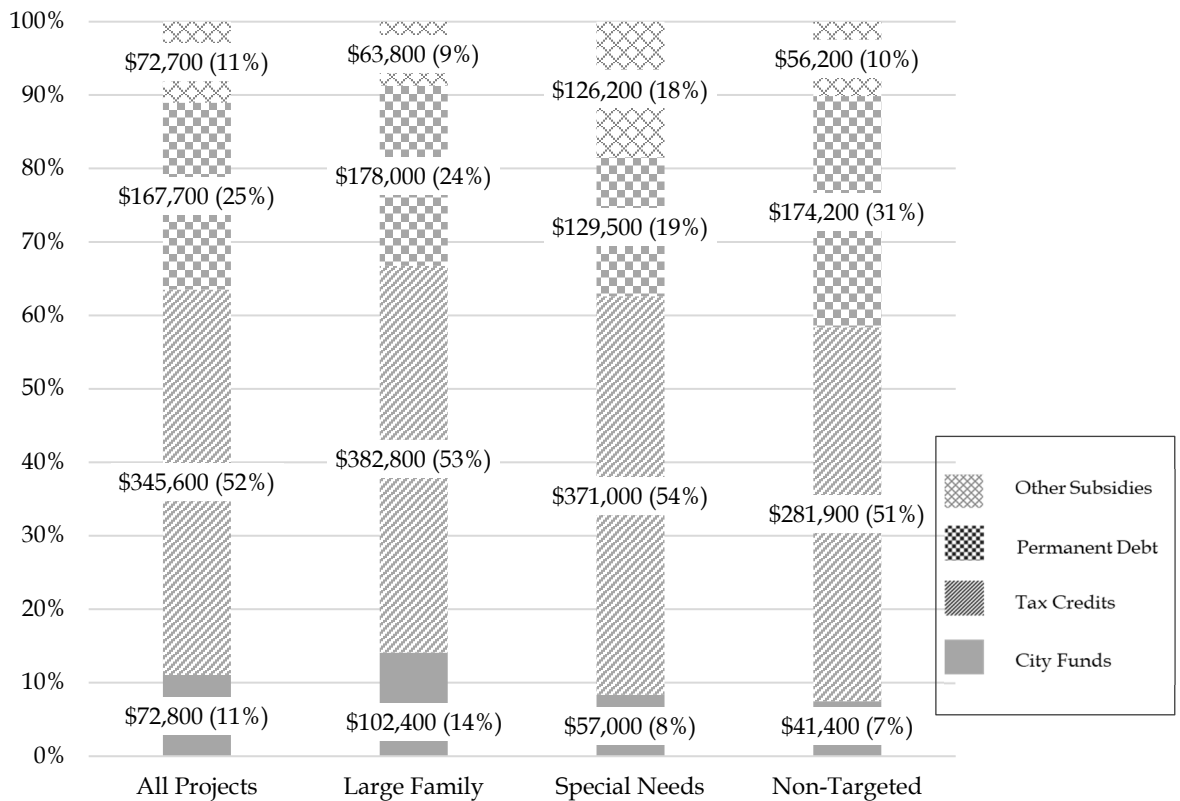


The breakdown of funding sources for Other City Projects is similar to the breakdown for San Jose Projects, with tax credit equity, permanent debt, and local funding providing slightly higher percentages of funding, and other subsidies providing a lower percentage of funding.



Figure 20. Other City Projects Subsidy Amounts Per Unit by Housing Type

	City Funds	Tax Credits	Permanent Debt	Other Subsidies	Total
All Projects	\$72,800	\$345,600	\$167,700	\$72,700	\$658,800
Large Family	\$102,400	\$382,800	\$178,000	\$63,800	\$727,000
Special Needs	\$57,000	\$371,000	\$129,500	\$126,200	\$683,700
Non-Targeted	\$41,400	\$281,900	\$174,200	\$56,200	\$553,700



### Affordable Housing Development Costs as Compared to Market Rate Housing Development Costs

Certain key differences between market rate housing and affordable housing may contribute to the difference in costs between the product types. For example, market rate units tend to be smaller, and may have higher end finishes and lower parking ratios. To better understand how affordable housing costs compare to market rate housing costs, this study compares its results with a separate conceptual feasibility analysis prepared by Century | Urban for five market rate residential rental and for-sale development prototypes. This conceptual feasibility analysis estimated development costs for three common residential construction types: Type V, Type III, and Type I. As most of the affordable housing projects evaluated in this study reflect Type III construction, affordable housing

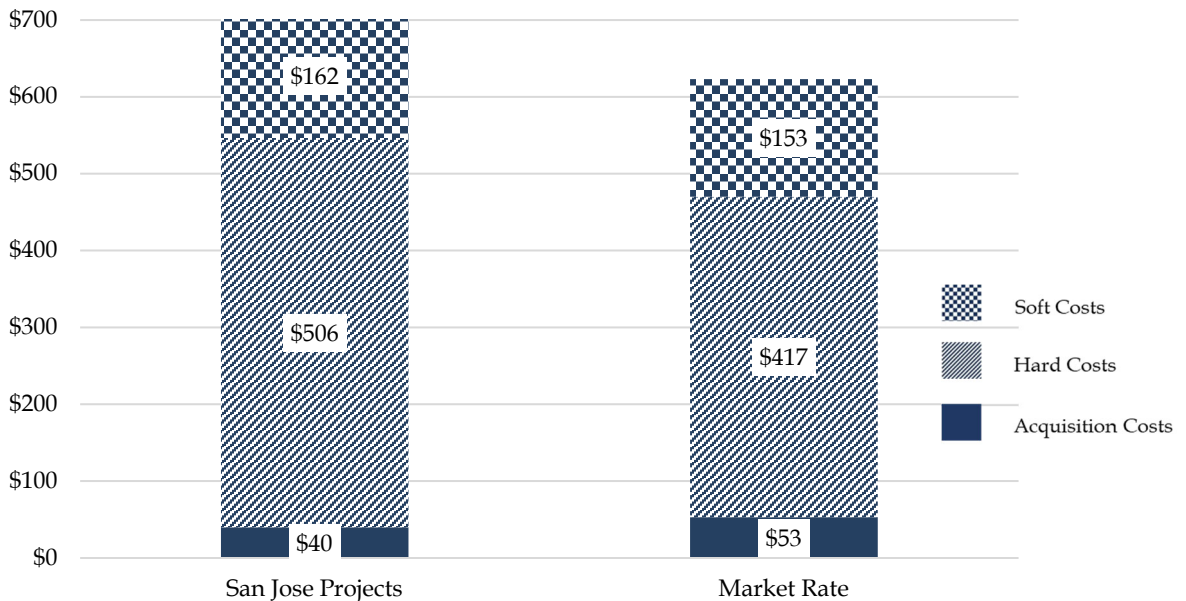


development costs are compared to the estimated development costs for Type III construction in the conceptual feasibility study.

The average acquisition price for the market rate projects is based on seven transactions for new residential development in the City between 2019 and 2023. The hard costs for the market rate projects were estimated by a cost consultant. Soft costs for market rate projects are based on city fee schedules, and estimates of other soft costs such as financing, architectural and engineering, legal, etc. utilizing market-based assumptions as presented in the conceptual feasibility analysis. Due to the difference in unit sizes between the affordable housing projects in this study and the prototypical market rate projects, development costs are compared on a per gross square foot basis as shown in Figure 21 below.

Total development costs for San Jose Projects exceed estimated total development costs for market rate projects by approximately \$85 per gross square foot or approximately 14%. While estimated acquisition costs for market rate projects exceed acquisition costs for San Jose Projects by approximately \$13 per square foot, San Jose Projects hard costs are higher than estimated market rate project hard costs. Notably, market rate projects soft costs far exceed soft costs for San Jose Projects. This is in part due to significantly higher City fees for market rate projects than affordable housing projects.

*Figure 21. San Jose Affordable Housing Versus Market Rate*





## Affordable Housing Development Cost Key Factors

The challenges and key factors that drive affordable housing costs identified in the 2022 Study remain considerations today with the added challenge of significantly higher interest rates than a year ago. Many of the factors influencing the high affordable housing costs found in this analysis are systemic and difficult to mitigate; however, a discussion of these key factors and, where appropriate, recommendations for how the City may potentially be able to alleviate them are provided below.

***Prevailing Wage*** – Prevailing wage requirements are often cited by developers, general contractors and affordable housing policy think tanks as a cause of higher development costs, which is more common for affordable housing projects than for market rate projects. This is exacerbated by the general labor market shortage, which has driven up labor costs. Prevailing wages are set by the California Department of Industrial Relations and are usually based on rates specified in collective bargaining agreements. While the LIHTC program does not require prevailing wage in construction contracts, oftentimes other public funding sources require either federal or state prevailing wage or local project labor agreements. Prevailing wage is often cited by market participants as increasing construction costs by between 10% and 20%. Because projects are typically not bid out to general contractors with and without a prevailing wage requirement, this data point cannot be verified through a review of actual construction cost bids.

In addition to higher direct wage rates, prevailing wage often triggers additional requirements such as payroll certification that can add to costs. Interviews consistently highlighted the additional administrative requirements associated with prevailing wage, which increase development costs and may cause some contractors to avoid taking on a prevailing wage project when demand for labor is strong.

***Lower Efficiency*** – Affordable housing projects typically require more common area for supporting amenities. This is particularly true of permanent supportive housing, which requires additional support services and facilities from which to provide these services. While the efficiency factor for market rate projects typically ranges from 75 to 80%, the efficiency factor for affordable projects generally ranges from 70 to 75%.

***Higher Density Development*** – Due to the urgent need for affordable housing, cities seeking to address housing shortages and fulfill their Regional Housing Needs Allocation are pursuing higher density projects on available development sites. Dense residential buildings are more difficult to entitle due to neighborhood concerns. High density projects with prevailing wage and/or work rule requirements and located in high-cost areas such as the City will likely participate in multiple application rounds for LIHTC allocations leading to higher carrying costs as developers, which have acquired land, must continue to pay property taxes and maintenance costs.

***Number of Funding Sources*** – As noted above, market rate projects generally draw on two primary funding sources, equity and conventional debt. In contrast, affordable housing projects must layer multiple funding sources to fund all project costs. As these funding sources are generally not coordinated and funding rounds occur periodically, a project that requires multiple funding sources will likely take longer to execute, which results in higher staffing costs to pursue these funding



sources. In addition, each of the funding sources may have its own conditions and requirements such as for open space, wage and work rules, affordability, etc., which may lead to higher costs. The market participants interviewed for this study all cited the complexity of funding affordable housing projects as a key barrier to developing affordable housing.

Coordination among local, county and state funding sources to streamline capital stack assemblage could greatly reduce the delays associated with obtaining all required development funding. This could be accomplished by coordinating NOFAs and awards processes across as many key funding sources as possible. This is already being done at the State level with the HCD Super NOFA; however, with only one NOFA per year, projects that miss the application deadline or are not awarded an allocation must wait an entire year for the next round, which can increase holding costs.

*Local Design, Parking and Environmental Requirements* - Local subsidies often come with additional design requirements. For example, some local jurisdictions may require parking ratios that exceed those required of market rate projects. The local jurisdiction may also make fulfillment of certain design requirements a condition to funding a project such as requiring more durable units. Some cities also have requirements for open space that can add to costs. Finally, some local jurisdictions are moving toward parity between market rate and affordable housing whereby design and finishes between comparable market rate and affordable housing projects are similar. Local jurisdictions can reduce costs by streamlining the entitlement and permitting processes and reducing local design, parking and environmental requirements.

*Local Development Fees* - Local development fees can be substantial. For San Jose Projects, impact fees averaged \$19,900 per unit. While the City already provides a reduction to its Parkland Fee, the City could consider waiving or further reducing this and/or other local impact fees to reduce development costs.

*Deeper Affordability* - San Jose Projects provide deeper levels of affordability than projects in other cities. As noted above, 54% of all units in San Jose Projects are within ELI Buildings as compared to just 8% of units in Other City Projects. This deeper level of affordability comes at a greater cost due to the need for more rental and operating subsidies, amenity space and support services. In addition, special needs San Jose Projects have unit sizes that are significantly larger than the unit sizes of other City Projects at an average of 1,293 square feet per unit for San Jose Projects versus 974 square feet for Other City Projects. The combination of deeper affordability and larger unit sizes results in higher average total development costs for projects in the City of San Jose as compared to other cities.



## Appendix A



Appendix A: San Jose Projects

Project	Project Information							
Project Name	Developer	City	Housing Type	Stories	Total Units	Total GSF	Subsidized Units	Application Date
Dry Creek Crossing	Pacific Southwest Community Development Corporation	San Jose	Large Family	6	64	89,308	63	2/7/2023
Parkmoor	Allied 1510 Parkmoor, L.P.	San Jose	Large Family	5	81	97,245	79	2/7/2023
2350 S. Bascom	Central Valley Coalition for Affordable Housing, a California Nonprofit Public Benefit Corp	San Jose	Large Family	6	123	124,738	122	3/16/2022
777 West San Carlos	Community Revitalization and Development Corporation	San Jose	Large Family	6	154	118,436	153	8/9/2022
Tamien Station Affordable	Tamien Affordable, L.P.	San Jose	Special Needs	6	135	203,694	134	8/9/2022
View at Blossom Hill	JEMCOR Development Partners, LLC	San Jose	Non-Targeted	7	271	345,570	267	8/9/2022
Alum Rock Multifamily	Charities Housing Development Corporation of Santa Clara County	San Jose	Special Needs	5	60	79,176	59	8/9/2022
The Charles	Charities Housing Development Corporation of Santa Clara County	San Jose	Special Needs	7	99	97,125	97	8/9/2022
<b>Total/Wtd. Average</b>				<b>6</b>	<b>987</b>	<b>1,153,292</b>	<b>974</b>	

Total/Wtd. Avg. by Housing Type	Count	Stories	Total Units	Total GSF	Subsidized Units
Large Family	4 Projects	6	422	429,727	417
Special Needs	3 Projects	6	294	379,995	290
Non-Targeted	1 Projects	7	271	345,570	267

Project	Project Information							
Project Name	Developer	City	Housing Type	Stories	Total Units % of Total	Total GSF	Subsidized Units % of Total	Application Date
Dry Creek Crossing	Pacific Southwest Community Development Corporation	San Jose	Large Family	6	6%	8%	6%	2/7/2023
Parkmoor	Allied 1510 Parkmoor, L.P.	San Jose	Large Family	5	8%	8%	8%	2/7/2023
2350 S. Bascom	Central Valley Coalition for Affordable Housing, a California Nonprofit Public Benefit Corp	San Jose	Large Family	6	12%	11%	13%	3/16/2022
777 West San Carlos	Community Revitalization and Development Corporation	San Jose	Large Family	6	16%	10%	16%	8/9/2022
Tamien Station Affordable	Tamien Affordable, L.P.	San Jose	Special Needs	6	14%	18%	14%	8/9/2022
View at Blossom Hill	JEMCOR Development Partners, LLC	San Jose	Non-Targeted	7	27%	30%	27%	8/9/2022
Alum Rock Multifamily	Charities Housing Development Corporation of Santa Clara County	San Jose	Special Needs	5	6%	7%	6%	8/9/2022
The Charles	Charities Housing Development Corporation of Santa Clara County	San Jose	Special Needs	7	10%	8%	10%	8/9/2022
<b>Total/Wtd. Average</b>				<b>6</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	

Appendix A: San Jose Projects

Project	Unit Mix (Total)			Project Development Costs (per Unit)									
	ELI (<=30% AMI)	VLI (<=50% AMI)	LI (<=80% AMI)	Acquisition Costs	Residential Hard Costs	Construction Cost Contingency	A&E	Permits/Third-Party Costs	Financing Costs	Reserves	Developer Fees	Soft Cost Contingency	Total Development Cost
Dry Creek Crossing	18	21	24	\$83,594	\$617,656	\$31,000	\$20,156	\$33,020	\$82,377	\$6,088	\$113,448	\$8,715	\$996,054
Parkmoor	40	24	15	\$4,053	\$661,313	\$46,556	\$30,247	\$43,005	\$120,694	\$9,027	\$44,444	\$6,453	\$965,792
2350 S. Bascom	25	8	89	\$69,837	\$454,451	\$32,520	\$12,114	\$26,306	\$53,637	\$7,246	\$79,675	\$6,911	\$742,698
777 West San Carlos	102	16	35	\$72,727	\$605,646	\$42,373	\$14,286	\$52,248	\$49,475	\$9,892	\$34,286	\$3,504	\$884,436
Tamien Station Affordable	67	0	67	\$22,500	\$656,101	\$30,724	\$29,958	\$45,860	\$86,703	\$10,877	\$54,074	\$4,945	\$941,743
View at Blossom Hill	27	27	213	\$39,852	\$352,961	\$17,143	\$10,509	\$34,640	\$57,926	\$5,439	\$66,752	\$3,402	\$588,625
Alum Rock Multifamily	30	29	0	\$11,749	\$634,178	\$31,896	\$32,058	\$60,168	\$103,072	\$5,189	\$83,333	\$5,233	\$966,876
The Charles	49	48	0	\$12,875	\$594,824	\$30,498	\$33,453	\$44,277	\$104,218	\$5,172	\$50,505	\$2,774	\$878,595
<b>Total/Wtd. Average</b>	<b>47</b>	<b>21</b>	<b>87</b>	<b>\$41,829</b>	<b>\$530,322</b>	<b>\$30,402</b>	<b>\$19,815</b>	<b>\$40,983</b>	<b>\$74,133</b>	<b>\$7,397</b>	<b>\$62,138</b>	<b>\$4,709</b>	<b>\$811,730</b>

Total/Wtd. Avg. by Housing Type	ELI (<=30% AMI)	VLI (<=50% AMI)	LI (<=80% AMI)	Acquisition Costs	Residential Hard Costs	Construction Cost Contingency	A&E	Permits/Third-Party Costs	Financing Costs	Reserves	Developer Fees	Soft Cost Contingency	Total Development Cost
Large Family	55	16	45	\$60,351	\$574,084	\$38,579	\$17,607	\$39,996	\$69,348	\$8,378	\$61,471	\$5,853	\$875,667
Special Needs	53	22	31	\$17,065	\$630,993	\$30,887	\$31,563	\$48,247	\$95,942	\$7,795	\$58,844	\$4,273	\$925,608
Non-Targeted	27	27	213	\$39,852	\$352,961	\$17,143	\$10,509	\$34,640	\$57,926	\$5,439	\$66,752	\$3,402	\$588,625

Project	Unit Mix (Percent)			Project Development Costs (per Unit % of Total)									
	ELI (<=30% AMI)	VLI (<=50% AMI)	LI (<=80% AMI)	Acquisition Costs	Residential Hard Costs	Construction Cost Contingency	A&E	Permits/Third-Party Costs	Financing Costs	Reserves	Developer Fees	Soft Cost Contingency	Total Development Cost
Dry Creek Crossing	29%	33%	38%	8%	62%	3%	2%	3%	8%	1%	11%	1%	100%
Parkmoor	51%	30%	19%	0%	68%	5%	3%	4%	12%	1%	5%	1%	100%
2350 S. Bascom	20%	7%	73%	9%	61%	4%	2%	4%	7%	1%	11%	1%	100%
777 West San Carlos	67%	10%	23%	8%	68%	5%	2%	6%	6%	1%	4%	0%	100%
Tamien Station Affordable	50%	0%	50%	2%	70%	3%	3%	5%	9%	1%	6%	1%	100%
View at Blossom Hill	10%	10%	80%	7%	60%	3%	2%	6%	10%	1%	11%	1%	100%
Alum Rock Multifamily	51%	49%	0%	1%	66%	3%	3%	6%	11%	1%	9%	1%	100%
The Charles	51%	49%	0%	1%	68%	3%	4%	5%	12%	1%	6%	0%	100%
<b>Total/Wtd. Average</b>	<b>37%</b>	<b>18%</b>	<b>45%</b>	<b>5%</b>	<b>65%</b>	<b>4%</b>	<b>2%</b>	<b>5%</b>	<b>9%</b>	<b>1%</b>	<b>8%</b>	<b>1%</b>	<b>100%</b>

Appendix A: San Jose Projects

Project		Impact Fees		Tax Credit Factor		Operating Expenses									
Project Name	Impact Fees	Impact Fee/Unit	Federal	State	Admin. Expenses	Property Mgmt. Fees	Payroll	Repairs and Maintenance	Utilities	Insurance	Real Estate Taxes	Resident Services	Other OpEx	Replacement Reserve	
Dry Creek Crossing	\$773,713	\$12,089	\$0.87	\$0.86	\$631	\$975	\$3,359	\$1,555	\$886	\$344	\$0	\$200	\$0	\$250	
Parkmoor	\$1,585,346	\$19,572	\$0.92	N/A	\$5,082	\$900	\$4,244	\$1,904	\$1,525	\$1,481	\$56	\$1,600	\$247	\$500	
2350 S. Bascom	\$1,612,537	\$13,110	\$0.88	\$0.84	\$231	\$643	\$1,085	\$1,993	\$1,419	\$450	\$168	\$163	\$198	\$250	
777 West San Carlos	\$3,062,251	\$19,885	\$0.86	\$0.87	\$376	\$880	\$1,639	\$2,757	\$2,133	\$307	\$0	\$682	\$974	\$350	
Tamien Station Affordable	\$2,363,247	\$17,506	\$0.92	N/A	\$2,764	\$780	\$3,369	\$1,835	\$1,104	\$471	\$16	\$492	\$1,337	\$500	
View at Blossom Hill	\$8,130,000	\$30,000	\$0.92	N/A	\$300	\$473	\$1,794	\$1,174	\$1,500	\$650	\$40	\$74	\$0	\$250	
Alum Rock Multifamily	\$779,624	\$12,994	\$0.98	\$0.88	\$670	\$720	\$2,588	\$2,232	\$1,099	\$500	\$67	\$575	\$339	\$300	
The Charles	\$1,350,000	\$13,636	\$0.99	\$0.88	\$722	\$720	\$2,250	\$2,065	\$1,093	\$500	\$40	\$575	\$607	\$300	
<b>Total/Wtd. Average</b>	<b>\$3,597,320</b>	<b>\$19,916</b>	<b>\$0.91</b>	<b>\$0.86</b>	<b>\$1,119</b>	<b>\$707</b>	<b>\$2,293</b>	<b>\$1,852</b>	<b>\$1,431</b>	<b>\$571</b>	<b>\$47</b>	<b>\$451</b>	<b>\$461</b>	<b>\$328</b>	

Total/Wtd. Avg. by Housing Type															
Large Family	\$2,009,145	\$16,668	\$0.88	\$0.86	\$1,276	\$829	\$2,238	\$2,189	\$1,619	\$580	\$60	\$634	\$461	\$334	
Special Needs	\$1,698,863	\$15,282	\$0.95	\$0.88	\$1,649	\$748	\$2,833	\$1,993	\$1,099	\$487	\$35	\$537	\$888	\$392	
Non-Targeted	\$8,130,000	\$30,000	\$0.92	N/A	\$300	\$473	\$1,794	\$1,174	\$1,500	\$650	\$40	\$74	\$0	\$250	

Project		Impact Fees % Cost		Tax Credit Factor		Operating Expenses (% of Total)									
Project Name	% of TDC	% Soft Costs	Federal	State	Admin. Expenses	Property Mgmt. Fees	Payroll	Repairs and Maintenance	Utilities	Insurance	Real Estate Taxes	Resident Services	Other OpEx	Replacement Reserve	
Dry Creek Crossing	1%	5%			8%	12%	41%	19%	11%	4%	0%	2%	0%	3%	
Parkmoor	2%	8%			29%	5%	24%	11%	9%	8%	0%	9%	1%	3%	
2350 S. Bascom	2%	7%			3%	10%	16%	30%	21%	7%	3%	2%	3%	4%	
777 West San Carlos	2%	12%			4%	9%	16%	27%	21%	3%	0%	7%	10%	3%	
Tamien Station Affordable	2%	8%			22%	6%	27%	14%	9%	4%	0%	4%	11%	4%	
View at Blossom Hill	5%	17%			5%	8%	29%	19%	24%	10%	1%	1%	0%	4%	
Alum Rock Multifamily	1%	4%			7%	8%	28%	25%	12%	6%	1%	6%	4%	3%	
The Charles	2%	6%			8%	8%	25%	23%	12%	6%	0%	6%	7%	3%	
<b>Total/Wtd. Average</b>	<b>3%</b>	<b>10%</b>			<b>9%</b>	<b>8%</b>	<b>25%</b>	<b>21%</b>	<b>17%</b>	<b>7%</b>	<b>1%</b>	<b>4%</b>	<b>4%</b>	<b>4%</b>	

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Appendix A: San Jose Projects

Project		Funding Sources (Total \$ Amount)									
Project Name	Total Annual OpEx	Total Expenses Excluding Services	Senior Permanent Loans	Tax Credits	Deferred Developer Fee	GP Capital	City Funding	County Funding	State Funding	Other Funding	Total Sources
	Dry Creek Crossing	\$8,200	\$8,000	\$9,168,829	\$35,167,965	\$4,760,650	\$0	\$14,650,000	\$0	\$0	\$0
Parkmoor	\$17,539	\$15,939	\$6,014,868	\$34,432,551	\$1,100,000	\$0	\$15,730,075	\$20,000,000	\$0	\$951,688	\$78,229,182
2350 S. Bascom	\$6,600	\$6,437	\$40,500,000	\$44,011,816	\$0	\$6,840,000	\$0	\$0	\$0	\$0	\$91,351,816
777 West San Carlos	\$10,099	\$9,417	\$15,100,000	\$70,282,543	\$0	\$1,700,000	\$19,125,000	\$29,720,215	\$0	\$275,449	\$136,203,207
Tamien Station Affordable	\$12,668	\$12,176	\$7,670,000	\$55,823,286	\$400,000	\$4,700,000	\$16,750,000	\$25,000,000	\$16,000,000	\$791,960	\$127,135,246
View at Blossom Hill	\$6,255	\$6,181	\$72,300,000	\$66,342,106	\$17,789,425	\$0	\$0	\$0	\$0	\$3,085,854	\$159,517,385
Alum Rock Multifamily	\$9,089	\$8,514	\$10,532,000	\$28,030,045	\$1,026,835	\$1,723,165	\$7,500,000	\$8,600,000	\$0	\$600,538	\$58,012,583
The Charles	\$8,872	\$8,297	\$18,718,451	\$46,480,534	\$1,867,694	\$632,406	\$9,675,885	\$9,280,000	\$0	\$325,944	\$86,980,914
<b>Total/Wtd. Average</b>	<b>\$9,262</b>	<b>\$8,811</b>	<b>\$31,909,530</b>	<b>\$53,774,044</b>	<b>\$5,587,870</b>	<b>\$1,928,691</b>	<b>\$8,942,400</b>	<b>\$11,151,604</b>	<b>\$2,188,450</b>	<b>\$1,145,884</b>	<b>\$116,628,473</b>

Total/Wtd. Avg. by Housing Type	Total Annual OpEx	Total Expenses Excluding Services	Senior Permanent Loans	Tax Credits	Deferred Developer Fee	GP Capital	City Funding	County Funding	State Funding	Other Funding	Total Sources
Large Family	\$10,219	\$9,585	\$19,859,975	\$50,418,842	\$933,132	\$2,614,028	\$12,220,346	\$14,684,628	\$0	\$283,189	\$101,014,141
Special Needs	\$10,659	\$10,122	\$11,974,478	\$47,005,167	\$1,022,149	\$2,722,783	\$12,480,145	\$16,359,592	\$7,346,939	\$595,971	\$99,507,223
Non-Targeted	\$6,255	\$6,181	\$72,300,000	\$66,342,106	\$17,789,425	\$0	\$0	\$0	\$0	\$3,085,854	\$159,517,385

Project		Funding Sources (% of Total)									
Project Name	Total Annual OpEx	Total Expenses Excluding Services	Permanent Loan	Tax Credits	Deferred Developer Fee	GP Capital	City Funding	County Funding	State Funding	Other Funding	Total Sources
	Dry Creek Crossing	100%	98%	14%	55%	7%	0%	23%	0%	0%	0%
Parkmoor	100%	91%	8%	44%	1%	0%	20%	26%	0%	1%	100%
2350 S. Bascom	100%	98%	44%	48%	0%	7%	0%	0%	0%	0%	100%
777 West San Carlos	100%	93%	11%	52%	0%	1%	14%	22%	0%	0%	100%
Tamien Station Affordable	100%	96%	6%	44%	0%	4%	13%	20%	13%	1%	100%
View at Blossom Hill	100%	99%	45%	42%	11%	0%	0%	0%	0%	2%	100%
Alum Rock Multifamily	100%	94%	18%	48%	2%	3%	13%	15%	0%	1%	100%
The Charles	100%	94%	22%	53%	2%	1%	11%	11%	0%	0%	100%
<b>Total/Wtd. Average</b>	<b>100%</b>	<b>0%</b>	<b>25%</b>	<b>47%</b>	<b>4%</b>	<b>2%</b>	<b>9%</b>	<b>10%</b>	<b>2%</b>	<b>1%</b>	<b>100%</b>

Appendix A: Other City Projects

Project	Project Information									Unit Mix (Total)		
	Developer	City	County	Housing Type	Stories	Total Units	Total GSF	Subsidized Units	Application Date	ELI (<=30% AMI)	VLI (<=50% AMI)	LI (<=80% AMI)
80 Saratoga Avenue Apartments	Central Valley Coalition for Affordable Housing, a California Nonprofit Public Benefit Corp	Santa Clara	Santa Clara	Large Family	6	200	234,638	198	2/7/2023	20	20	158
Warner Center I	Warner Center I, L.P.	Los Angeles	Los Angeles	Large Family	7	173	221,128	171	2/7/2023	37	0	134
Woodlake Family Apartments	23036 Ventura, LP	Los Angeles	Los Angeles	Large Family	8	100	128,440	99	2/7/2023	25	0	74
Grandview Apartments	Abode Communities	Los Angeles	Los Angeles	Special Needs	6	100	110,259	99	2/7/2023	65	26	8
Metro @ Florence	Metflo, L.P.	Alhambra	Los Angeles	Special Needs	7	160	177,600	158	2/7/2023	77	0	81
Osgood Apartments South	Central Valley Coalition for Affordable Housing, a California Nonprofit Public Benefit Corp	Fremont	Alameda	Large Family	6	100	94,807	99	3/16/2022	10	10	79
Miramar Development	Wakeland Housing Development Corporation	Los Angeles	Los Angeles	Non-Targeted	7	137	103,501	136	3/16/2022	20	20	96
La Vista Residential	Eden Housing, Inc., a California Nonprofit Public Benefit Corporation	Hayward	Alameda	Large Family	5	176	159,672	174	3/16/2022	18	35	121
Mainline North Apartments	Mainline North 701, L.P.	Santa Clara	Santa Clara	Non-Targeted	8	151	119,796	150	3/16/2022	16	58	76
West Carson	800 W Carson, LP	Alhambra	Los Angeles	Large Family	6	230	336,319	228	3/16/2022	23	46	159
Serra Apartments	PacH Anton South Holdings, LLC	Fremont	Alameda	Non-Targeted	6	179	233,210	177	3/16/2022	18	71	88
515 Pioneer Drive	Linc Housing Corporation	Glendale	Los Angeles	Non-Targeted	5	340	462,754	337	3/16/2022	34	82	221
710 Broadway	710 Broadway Development Co., LLC	Santa Monica	Los Angeles	Non-Targeted	8	57	54,498	57	3/16/2022	6	6	45
Residency at Empire I	Residency at Empire, LP	Burbank	Los Angeles	Special Needs	7	148	127,287	145	3/16/2022	66	17	62
Hunters Point Shipyard Block 52 and 54	HPSY 52-54, LP	San Francisco	San Francisco	Large Family	5	112	135,398	110	8/9/2022	13	97	0
730 Stanyan	730 Stanyan Associates, LP	San Francisco	San Francisco	Large Family	8	160	134,952	159	8/9/2022	56	57	46
Hunters Point Shipyard Block 56	Hunters Point Block 56, L.P.	San Francisco	San Francisco	Non-Targeted	5	73	92,650	72	8/9/2022	8	64	0
2111 Firestone	2111 Firestone, LP	Alhambra	Los Angeles	Special Needs	6	85	46,910	83	8/9/2022	42	41	0
Sunnydale HOPE SF Block 3A	Sunnydale Block 3A Housing Partners, L.P.	San Francisco	San Francisco	Non-Targeted	5	80	75,730	79	8/9/2022	17	62	0
Hunters View Phase 3	HV Partners 3, LP	San Francisco	San Francisco	Large Family	5	118	179,588	117	8/9/2022	53	44	20
Mariposa on Second	Alhambra Second Street LP	Alhambra	Los Angeles	Special Needs	7	50	66,882	49	8/9/2022	25	24	0
<b>Total/Wtd. Average</b>					<b>6</b>	<b>2,929</b>	<b>3,296,019</b>	<b>2,897</b>		<b>32</b>	<b>41</b>	<b>95</b>

Total/Wtd. Average by County	Projects	Stories	Total Units	Total GSF	Subsidized Units	ELI (<=30% AMI)	VLI (<=50% AMI)	LI (<=80% AMI)
Santa Clara	2 Projects	7	351	354,434	348	18	36	123
Los Angeles	11 Projects	6	1,580	1,835,578	1,562	39	32	115
Alameda	3 Projects	6	455	487,689	450	16	44	99
San Francisco	5 Projects	6	543	618,318	537	34	64	18

Project	Project Information									Unit Mix (Percent)		
	Developer	City	Housing Type	Stories	Total Units % of Total	Total GSF	Subsidized Units % of Total	Application Date	ELI (<=30% AMI)	VLI (<=50% AMI)	LI (<=80% AMI)	
80 Saratoga Avenue Apartments	Central Valley Coalition for Affordable Housing, a California Nonprofit Public Benefit Corp	Santa Clara	Large Family	6	7%	7%	7%	2/7/2023	10%	10%	80%	
Warner Center I	Warner Center I, L.P.	Los Angeles	Large Family	7	6%	7%	6%	2/7/2023	22%	0%	78%	
Woodlake Family Apartments	23036 Ventura, LP	Los Angeles	Large Family	8	3%	4%	3%	2/7/2023	25%	0%	75%	
Grandview Apartments	Abode Communities	Los Angeles	Special Needs	6	3%	3%	3%	2/7/2023	66%	26%	8%	
Metro @ Florence	Metflo, L.P.	Alhambra	Special Needs	7	5%	5%	5%	2/7/2023	49%	0%	51%	
Osgood Apartments South	Central Valley Coalition for Affordable Housing, a California Nonprofit Public Benefit Corp	Fremont	Large Family	6	3%	3%	3%	3/16/2022	10%	10%	80%	
Miramar Development	Wakeland Housing Development Corporation	Los Angeles	Non-Targeted	7	5%	3%	5%	3/16/2022	15%	15%	71%	
La Vista Residential	Eden Housing, Inc., a California Nonprofit Public Benefit Corporation	Hayward	Large Family	5	6%	5%	6%	3/16/2022	10%	20%	70%	
Mainline North Apartments	Mainline North 701, L.P.	Santa Clara	Non-Targeted	8	5%	4%	5%	3/16/2022	11%	39%	51%	
West Carson	800 W Carson, LP	Alhambra	Large Family	6	8%	10%	8%	3/16/2022	10%	20%	70%	
Serra Apartments	PacH Anton South Holdings, LLC	Fremont	Non-Targeted	6	6%	7%	6%	3/16/2022	10%	40%	50%	
515 Pioneer Drive	Linc Housing Corporation	Glendale	Non-Targeted	5	12%	14%	12%	3/16/2022	10%	24%	66%	
710 Broadway	710 Broadway Development Co., LLC	Santa Monica	Non-Targeted	8	2%	2%	2%	3/16/2022	11%	11%	79%	
Residency at Empire I	Residency at Empire, LP	Burbank	Special Needs	7	5%	4%	5%	3/16/2022	46%	12%	43%	
Hunters Point Shipyard Block 52 and 54	HPSY 52-54, LP	San Francisco	Large Family	5	4%	4%	4%	8/9/2022	12%	88%	0%	
730 Stanyan	730 Stanyan Associates, LP	San Francisco	Large Family	8	5%	4%	5%	8/9/2022	35%	36%	29%	
Hunters Point Shipyard Block 56	Hunters Point Block 56, L.P.	San Francisco	Non-Targeted	5	2%	3%	2%	8/9/2022	11%	89%	0%	
2111 Firestone	2111 Firestone, LP	Alhambra	Special Needs	6	3%	1%	3%	8/9/2022	51%	49%	0%	
Sunnydale HOPE SF Block 3A	Sunnydale Block 3A Housing Partners, L.P.	San Francisco	Non-Targeted	5	3%	2%	3%	8/9/2022	22%	78%	0%	
Hunters View Phase 3	HV Partners 3, LP	San Francisco	Large Family	5	4%	5%	4%	8/9/2022	45%	38%	17%	
Mariposa on Second	Alhambra Second Street LP	Alhambra	Special Needs	7	2%	2%	2%	8/9/2022	51%	49%	0%	
<b>Total/Wtd. Average</b>				<b>6</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>		<b>22%</b>	<b>27%</b>	<b>51%</b>	

Appendix A: Other City Projects

Project	Project Development Costs (per Unit)										Impact Fees		Tax Credit Factor	
	Acquisition Costs	Residential Hard Costs	Construction Cost Contingency	A&E	Permits/Thir d-Party Costs	Financing Costs	Reserves	Developer Fees	Soft Cost Contingency	Total Development Cost	Impact Fees	Impact Fee/Unit	Federal	State
80 Saratoga Avenue Apartments	\$81,342	\$460,846	\$23,500	\$7,450	\$41,102	\$55,056	\$8,798	\$60,000	\$4,750	\$742,843	\$6,721,667	\$33,608	\$0.84	\$0.84
Warner Center I	\$62,863	\$313,925	\$15,692	\$14,823	\$29,703	\$70,415	\$4,178	\$63,459	\$6,069	\$581,129	\$1,417,686	\$8,195	\$0.92	\$0.90
Woodlake Family Apartments	\$75,500	\$427,933	\$31,345	\$17,516	\$22,768	\$75,630	\$5,920	\$86,034	\$4,650	\$747,296	\$800,000	\$8,000	\$0.94	\$0.90
Grandview Apartments	\$78,330	\$442,213	\$44,543	\$26,487	\$58,037	\$126,686	\$11,282	\$25,000	\$5,509	\$818,088	\$368,341	\$3,683	\$0.92	\$0.90
Metro @ Florence	\$52,950	\$348,511	\$17,503	\$12,586	\$30,437	\$75,213	\$5,975	\$46,875	\$6,056	\$596,107	\$1,341,344	\$8,383	\$0.88	\$0.88
Osgood Apartments South	\$43,210	\$396,397	\$40,000	\$9,900	\$42,310	\$35,261	\$6,658	\$78,344	\$5,000	\$657,079	\$3,269,603	\$32,696	\$0.84	\$0.82
Miramar Development	\$0	\$343,073	\$17,118	\$20,674	\$18,753	\$36,038	\$3,234	\$64,151	\$3,467	\$506,507	\$0	\$0	\$0.95	\$0.85
La Vista Residential	\$29,512	\$340,453	\$22,727	\$6,818	\$32,677	\$29,759	\$7,059	\$67,541	\$4,261	\$540,808	\$3,406,677	\$19,356	\$0.84	\$0.82
Mainline North Apartments	\$7,580	\$280,284	\$21,548	\$20,614	\$62,072	\$45,984	\$4,403	\$23,179	\$1,636	\$467,298	\$5,625,120	\$37,252	\$0.92	N/A
West Carson	\$84,217	\$275,000	\$13,750	\$10,759	\$23,740	\$39,568	\$3,894	\$35,217	\$2,609	\$488,755	\$2,132,000	\$9,270	\$0.93	\$0.90
Serra Apartments	\$40,725	\$284,884	\$14,159	\$8,444	\$44,651	\$48,777	\$4,248	\$52,849	\$1,310	\$500,046	\$5,609,951	\$31,341	\$0.98	\$0.80
515 Pioneer Drive	\$45,319	\$269,606	\$14,048	\$8,647	\$18,238	\$27,747	\$3,367	\$50,307	\$2,371	\$439,649	\$2,724,312	\$8,013	\$0.96	\$0.85
710 Broadway	\$0	\$350,825	\$17,541	\$28,683	\$54,832	\$45,590	\$1,842	\$17,544	\$6,563	\$523,417	\$1,265,477	\$22,201	\$1.00	N/A
Residency at Empire I	\$95,946	\$391,645	\$21,115	\$15,743	\$39,081	\$116,148	\$4,054	\$115,410	\$5,405	\$804,549	\$687,500	\$4,645	\$0.97	\$0.73
Hunters Point Shipyard Block 52 and 54	\$0	\$839,338	\$42,165	\$36,196	\$36,120	\$75,959	\$3,750	\$19,744	\$8,263	\$1,061,536	\$0	\$0	\$0.92	N/A
730 Stanyan	\$8,601	\$707,986	\$52,864	\$26,128	\$18,983	\$82,767	\$7,467	\$19,435	\$6,508	\$930,740	\$0	\$0	\$0.98	N/A
Hunters Point Shipyard Block 56	\$890	\$743,044	\$32,723	\$30,946	\$30,102	\$52,622	\$13,507	\$30,137	\$9,643	\$943,615	\$445,853	\$6,108	\$0.93	N/A
2111 Firestone	\$10,619	\$306,114	\$29,711	\$17,591	\$23,562	\$37,384	\$11,531	\$50,938	\$6,471	\$493,921	\$616,250	\$7,250	\$0.87	\$0.72
Sunnydale HOPE SF Block 3A	\$5,624	\$777,653	\$39,465	\$29,613	\$24,093	\$88,580	\$22,401	\$74,638	\$6,299	\$1,068,364	\$0	\$0	\$0.96	N/A
Hunters View Phase 3	\$2,513	\$868,519	\$43,426	\$32,739	\$16,258	\$90,103	\$14,975	\$30,733	\$4,904	\$1,104,170	\$849,240	\$7,197	\$0.95	N/A
Mariposa on Second	\$48,709	\$404,303	\$32,589	\$25,318	\$19,977	\$43,638	\$3,998	\$76,000	\$4,732	\$659,265	\$350,000	\$7,000	\$0.87	\$0.79
<b>Total/Wtd. Average</b>	<b>\$42,148</b>	<b>\$421,464</b>	<b>\$25,267</b>	<b>\$16,723</b>	<b>\$31,726</b>	<b>\$58,664</b>	<b>\$6,494</b>	<b>\$51,753</b>	<b>\$4,545</b>	<b>\$658,783</b>	<b>\$2,217,241</b>	<b>\$12,848</b>	<b>\$0.92</b>	<b>\$0.84</b>

Total/Wtd. Average by County														
Santa Clara	\$49,609	\$383,168	\$22,660	\$13,113	\$50,123	\$51,153	\$6,907	\$44,160	\$3,410	\$624,304	\$6,249,933	\$35,176	\$0.87	\$0.84
Los Angeles	\$55,093	\$331,138	\$20,043	\$15,159	\$27,994	\$58,903	\$4,916	\$56,826	\$4,352	\$574,425	\$1,415,885	\$7,407	\$0.93	\$0.85
Alameda	\$36,934	\$330,887	\$23,153	\$8,135	\$39,505	\$38,450	\$5,865	\$64,135	\$3,262	\$550,326	\$4,243,333	\$27,003	\$0.89	\$0.81
San Francisco	\$4,029	\$784,941	\$43,924	\$30,802	\$24,173	\$79,761	\$11,344	\$31,526	\$6,912	\$1,017,413	\$244,489	\$2,385	\$0.95	N/A

Project	Project Development Costs (per Unit % of Total)										Impact Fees % Cost		Intentionally Left Blank
	Acquisition Costs	Residential Hard Costs	Construction Cost Contingency	A&E	Permits/Thir d-Party Costs	Financing Costs	Reserves	Developer Fees	Soft Cost Contingency	Total Development Cost	% of TDC	% Soft Costs	
80 Saratoga Avenue Apartments	11%	62%	3%	1%	6%	7%	1%	8%	1%	100%	5%	19%	
Warner Center I	11%	54%	3%	3%	5%	12%	1%	11%	1%	100%	1%	4%	
Woodlake Family Apartments	10%	57%	4%	2%	3%	10%	1%	12%	1%	100%	1%	4%	
Grandview Apartments	10%	54%	5%	3%	7%	15%	1%	3%	1%	100%	0%	1%	
Metro @ Florence	9%	58%	3%	2%	5%	13%	1%	8%	1%	100%	1%	5%	
Osgood Apartments South	7%	60%	6%	2%	6%	5%	1%	12%	1%	100%	5%	18%	
Miramar Development	0%	68%	3%	4%	4%	7%	1%	13%	1%	100%	0%	0%	
La Vista Residential	5%	63%	4%	1%	6%	6%	1%	12%	1%	100%	4%	13%	
Mainline North Apartments	2%	60%	5%	4%	13%	10%	1%	5%	0%	100%	8%	24%	
West Carson	17%	56%	3%	2%	5%	8%	1%	7%	1%	100%	2%	8%	
Serra Apartments	8%	57%	3%	2%	9%	10%	1%	11%	0%	100%	6%	20%	
515 Pioneer Drive	10%	61%	3%	2%	4%	6%	1%	11%	1%	100%	2%	7%	
710 Broadway	0%	67%	3%	5%	10%	9%	0%	3%	1%	100%	4%	14%	
Residency at Empire I	12%	49%	3%	2%	5%	14%	1%	14%	1%	100%	1%	2%	
Hunters Point Shipyard Block 52 and 54	0%	79%	4%	3%	3%	7%	0%	2%	1%	100%	0%	0%	
730 Stanyan	1%	76%	6%	3%	2%	9%	1%	2%	1%	100%	0%	0%	
Hunters Point Shipyard Block 56	0%	79%	3%	3%	3%	6%	1%	3%	1%	100%	1%	4%	
2111 Firestone	2%	62%	6%	4%	5%	8%	2%	10%	1%	100%	1%	5%	
Sunnydale HOPE SF Block 3A	1%	73%	4%	3%	2%	8%	2%	7%	1%	100%	0%	0%	
Hunters View Phase 3	0%	79%	4%	3%	1%	8%	1%	3%	0%	100%	1%	4%	
Mariposa on Second	7%	61%	5%	4%	3%	3%	1%	12%	1%	100%	1%	4%	
<b>Total/Wtd. Average</b>	<b>7%</b>	<b>62%</b>	<b>4%</b>	<b>3%</b>	<b>5%</b>	<b>9%</b>	<b>1%</b>	<b>9%</b>	<b>1%</b>	<b>100%</b>	<b>2%</b>	<b>8%</b>	

Appendix A: Other City Projects

Project	Operating Expenses											Total Expenses Excluding Services
	Admin. Expenses	Property Mgmt. Fees	Payroll	Repairs and Maintenance	Utilities	Insurance	Real Estate Taxes	Resident Services	Other OpEx	Replacement Reserve	Total Annual OpEx	
80 Saratoga Avenue Apartments	\$157	\$710	\$981	\$1,963	\$1,560	\$450	\$169	\$100	\$162	\$250	\$6,500	\$6,400
Warner Center I	\$439	\$774	\$1,991	\$923	\$950	\$380	\$87	\$156	\$759	\$250	\$6,709	\$6,552
Woodlake Family Apartments	\$700	\$741	\$1,500	\$1,030	\$1,000	\$300	\$50	\$315	\$0	\$300	\$5,935	\$5,620
Grandview Apartments	\$1,810	\$713	\$2,937	\$1,265	\$1,650	\$790	\$51	\$796	\$213	\$500	\$10,724	\$9,928
Metro @ Florence	\$1,770	\$840	\$2,038	\$1,703	\$1,207	\$500	\$113	\$724	\$214	\$300	\$9,408	\$8,684
Osgood Apartments South	\$243	\$781	\$908	\$2,159	\$1,660	\$450	\$143	\$160	\$167	\$250	\$6,920	\$6,760
Miramar Development	\$353	\$825	\$1,891	\$1,035	\$1,412	\$1,870	\$109	\$73	\$128	\$250	\$7,946	\$7,873
La Vista Residential	\$182	\$840	\$1,712	\$2,403	\$1,446	\$450	\$117	\$229	\$215	\$250	\$7,844	\$7,615
Mainline North Apartments	\$480	\$773	\$1,834	\$688	\$1,591	\$350	\$0	\$167	\$502	\$300	\$6,684	\$6,517
West Carson	\$474	\$684	\$1,581	\$1,106	\$980	\$450	\$65	\$126	\$4	\$250	\$5,719	\$5,594
Serra Apartments	\$400	\$561	\$1,774	\$1,420	\$1,400	\$216	\$0	\$84	\$230	\$250	\$6,334	\$6,250
515 Pioneer Drive	\$580	\$720	\$1,492	\$2,300	\$900	\$260	\$160	\$588	\$237	\$300	\$7,538	\$6,949
710 Broadway	\$160	\$180	\$3,429	\$777	\$661	\$1,250	\$0	\$614	\$147	\$250	\$7,468	\$6,854
Residency at Empire I	\$728	\$660	\$1,402	\$984	\$1,223	\$274	\$176	\$270	\$142	\$250	\$6,109	\$5,839
Hunters Point Shipyard Block 52 and 54	\$1,384	\$684	\$2,859	\$2,016	\$1,875	\$1,116	\$71	\$670	\$676	\$500	\$11,851	\$11,182
730 Stanyan	\$2,242	\$780	\$3,731	\$2,155	\$2,435	\$1,326	\$38	\$863	\$217	\$500	\$14,287	\$13,424
Hunters Point Shipyard Block 56	\$698	\$1,101	\$5,376	\$1,787	\$1,918	\$1,918	\$0	\$1,086	\$708	\$450	\$15,042	\$13,956
2111 Firestone	\$532	\$720	\$2,550	\$844	\$1,571	\$0	\$18	\$1,059	\$528	\$500	\$8,321	\$7,263
Sunnydale HOPE SF Block 3A	\$2,437	\$912	\$4,111	\$2,096	\$1,961	\$1,875	\$38	\$1,537	\$688	\$500	\$16,154	\$14,617
Hunters View Phase 3	\$2,396	\$741	\$3,702	\$2,080	\$2,451	\$661	\$10	\$676	\$1,191	\$600	\$14,508	\$13,832
Mariposa on Second	\$986	\$720	\$2,176	\$1,778	\$940	\$540	\$170	\$1,104	\$300	\$375	\$9,089	\$7,985
<b>Total/Wtd. Average</b>	<b>\$837</b>	<b>\$738</b>	<b>\$2,127</b>	<b>\$1,603</b>	<b>\$1,419</b>	<b>\$632</b>	<b>\$85</b>	<b>\$452</b>	<b>\$320</b>	<b>\$330</b>	<b>\$8,543</b>	<b>\$8,090</b>

Total/Wtd. Average by County												
Santa Clara	\$296	\$737	\$1,348	\$1,414	\$1,573	\$407	\$96	\$129	\$308	\$272	\$6,579	\$6,450
Los Angeles	\$744	\$718	\$1,881	\$1,386	\$1,105	\$533	\$103	\$451	\$237	\$302	\$7,462	\$7,011
Alameda	\$281	\$717	\$1,560	\$1,963	\$1,475	\$358	\$77	\$157	\$210	\$250	\$7,047	\$6,890
San Francisco	\$1,920	\$814	\$3,822	\$2,052	\$2,184	\$1,299	\$34	\$912	\$659	\$515	\$14,209	\$13,297

Project	Operating Expenses (% of Total)											Total Expenses Excluding Services
	Admin. Expenses	Property Mgmt. Fees	Payroll	Repairs and Maintenance	Utilities	Insurance	Real Estate Taxes	Resident Services	Other OpEx	Replacement Reserve	Total Annual OpEx	
80 Saratoga Avenue Apartments	2%	11%	15%	30%	24%	7%	3%	2%	2%	4%	100%	98%
Warner Center I	7%	12%	30%	14%	14%	6%	1%	2%	11%	4%	100%	98%
Woodlake Family Apartments	12%	12%	25%	17%	17%	5%	1%	5%	0%	5%	100%	95%
Grandview Apartments	17%	7%	27%	12%	15%	7%	0%	7%	2%	5%	100%	93%
Metro @ Florence	19%	9%	22%	18%	13%	5%	1%	8%	2%	3%	100%	92%
Osgood Apartments South	4%	11%	13%	31%	24%	7%	2%	2%	2%	4%	100%	98%
Miramar Development	4%	10%	24%	13%	18%	24%	1%	1%	2%	3%	100%	99%
La Vista Residential	2%	11%	22%	31%	18%	6%	1%	3%	3%	3%	100%	97%
Mainline North Apartments	7%	12%	27%	10%	24%	5%	0%	2%	8%	4%	100%	98%
West Carson	8%	12%	28%	19%	17%	8%	1%	2%	0%	4%	100%	98%
Serra Apartments	6%	9%	28%	22%	22%	3%	0%	1%	4%	4%	100%	99%
515 Pioneer Drive	8%	10%	20%	31%	12%	3%	2%	8%	3%	4%	100%	92%
710 Broadway	2%	2%	46%	10%	9%	17%	0%	8%	2%	3%	100%	92%
Residency at Empire I	12%	11%	23%	16%	20%	4%	3%	4%	2%	4%	100%	96%
Hunters Point Shipyard Block 52 and 54	12%	6%	24%	17%	16%	9%	1%	6%	6%	4%	100%	94%
730 Stanyan	16%	5%	26%	15%	17%	9%	0%	6%	2%	3%	100%	94%
Hunters Point Shipyard Block 56	5%	7%	36%	12%	13%	13%	0%	7%	5%	3%	100%	93%
2111 Firestone	6%	9%	31%	10%	19%	0%	0%	13%	6%	6%	100%	87%
Sunnydale HOPE SF Block 3A	15%	6%	25%	13%	12%	12%	0%	10%	4%	3%	100%	90%
Hunters View Phase 3	17%	5%	26%	14%	17%	5%	0%	5%	8%	4%	100%	95%
Mariposa on Second	11%	8%	24%	20%	10%	6%	2%	12%	3%	4%	100%	88%
<b>Total/Wtd. Average</b>	<b>9%</b>	<b>9%</b>	<b>25%</b>	<b>20%</b>	<b>17%</b>	<b>7%</b>	<b>1%</b>	<b>5%</b>	<b>4%</b>	<b>4%</b>	<b>100%</b>	<b>0%</b>

Appendix A: Other City Projects

Project	Funding Sources (Total \$ Amount)								
	Senior Permanent		Deferred	GP Capital	City Funding	County			Total Sources
	Loans	Tax Credits	Developer Fee			Funding	State Funding	Other Funding	
Project Name									
80 Saratoga Avenue Apartments	\$56,500,000	\$84,568,639	\$7,500,000	\$0	\$0	\$0	\$0	\$0	\$148,568,639
Warner Center I	\$29,628,364	\$62,753,088	\$8,153,790	\$0	\$0	\$0	\$0	\$0	\$100,535,242
Woodlake Family Apartments	\$17,250,000	\$49,997,384	\$7,482,216	\$0	\$0	\$0	\$0	\$0	\$74,729,600
Grandview Apartments	\$8,929,200	\$38,814,240	\$300,000	\$0	\$12,000,000	\$2,450,000	\$19,315,390	\$0	\$81,808,830
Metro @ Florence	\$20,362,157	\$55,778,407	\$5,000,000	\$0	\$0	\$7,000,000	\$6,640,000	\$595,000	\$95,375,564
Osgood Apartments South	\$25,000,000	\$29,373,508	\$5,334,401	\$0	\$6,000,000	\$0	\$0	\$0	\$65,707,909
Miramar Development	\$13,374,981	\$50,467,723	\$5,548,714	\$0	\$0	\$0	\$0	\$0	\$69,391,418
La Vista Residential	\$32,500,000	\$49,815,028	\$7,867,186	\$0	\$0	\$0	\$5,000,000	\$0	\$95,182,214
Mainline North Apartments	\$28,635,000	\$31,363,913	\$0	\$0	\$6,000,000	\$0	\$3,000,000	\$1,563,050	\$70,561,963
West Carson	\$47,288,000	\$61,025,628	\$4,100,000	\$0	\$0	\$0	\$0	\$0	\$112,413,628
Serra Apartments	\$32,570,000	\$41,724,919	\$6,665,717	\$0	\$0	\$0	\$8,000,000	\$547,622	\$89,508,258
515 Pioneer Drive	\$34,931,674	\$77,344,600	\$4,725,095	\$5,079,442	\$22,400,000	\$0	\$5,000,000	\$0	\$149,480,811
710 Broadway	\$15,421,067	\$14,413,794	\$0	\$0	\$0	\$0	\$0	\$0	\$29,834,861
Residency at Empire I	\$32,000,000	\$71,291,737	\$13,481,270	\$0	\$0	\$0	\$0	\$2,300,000	\$119,073,007
Hunters Point Shipyard Block 52 and 54	\$4,651,116	\$54,920,404	\$191,367	\$0	\$59,129,155	\$0	\$0	\$0	\$118,892,041
730 Stanyan	\$4,541,000	\$72,082,412	\$600,000	\$0	\$37,117,320	\$8,583,241	\$23,790,157	\$2,204,291	\$148,918,421
Hunters Point Shipyard Block 56	\$35,253,013	\$31,883,017	\$0	\$100	\$0	\$0	\$0	\$1,747,762	\$68,883,893
2111 Firestone	\$5,738,078	\$18,564,847	\$480,526	\$1,829,735	\$0	\$6,120,000	\$9,250,000	\$100	\$41,983,286
Sunnydale HOPE SF Block 3A	\$17,002,000	\$39,502,589	\$3,771,000	\$100	\$13,676,150	\$0	\$10,850,000	\$667,258	\$85,469,097
Hunters View Phase 3	\$26,261,150	\$59,568,921	\$1,300,000	\$0	\$37,961,860	\$0	\$3,000,000	\$2,200,100	\$130,292,031
Mariposa on Second	\$3,265,469	\$16,982,401	\$739,323	\$1,295,954	\$5,830,000	\$3,850,000	\$0	\$1,000,100	\$32,963,247
<b>Total/Wtd. Average</b>	<b>\$27,247,119</b>	<b>\$54,876,521</b>	<b>\$4,627,966</b>	<b>\$664,852</b>	<b>\$9,815,066</b>	<b>\$1,178,224</b>	<b>\$4,531,790</b>	<b>\$550,674</b>	<b>\$103,492,212</b>

Total/Wtd. Average by County									
Santa Clara	\$44,512,493	\$61,679,996	\$4,273,504	\$0	\$2,581,197	\$0	\$1,290,598	\$672,423	\$115,010,211
Los Angeles	\$26,489,218	\$56,777,863	\$5,298,464	\$1,232,491	\$5,764,241	\$1,315,000	\$3,468,474	\$307,350	\$100,653,100
Alameda	\$30,879,187	\$42,139,684	\$6,837,864	\$0	\$1,318,681	\$0	\$5,081,319	\$215,438	\$86,472,173
San Francisco	\$15,248,491	\$55,618,916	\$1,054,352	\$28	\$33,397,473	\$2,529,132	\$9,260,451	\$1,460,894	\$118,569,738

Project	Funding Sources (% of Total)								
	Permanent		Deferred	GP Capital	City Funding	County			Total Sources
	Loan	Tax Credits	Developer Fee			Funding	State Funding	Other Funding	
Project Name									
80 Saratoga Avenue Apartments	38%	57%	5%	0%	0%	0%	0%	0%	100%
Warner Center I	29%	62%	8%	0%	0%	0%	0%	0%	100%
Woodlake Family Apartments	23%	67%	10%	0%	0%	0%	0%	0%	100%
Grandview Apartments	11%	47%	0%	0%	15%	3%	24%	0%	100%
Metro @ Florence	21%	58%	5%	0%	0%	7%	7%	1%	100%
Osgood Apartments South	38%	45%	8%	0%	9%	0%	0%	0%	100%
Miramar Development	19%	73%	8%	0%	0%	0%	0%	0%	100%
La Vista Residential	34%	52%	8%	0%	0%	0%	5%	0%	100%
Mainline North Apartments	41%	44%	0%	0%	9%	0%	4%	2%	100%
West Carson	42%	54%	4%	0%	0%	0%	0%	0%	100%
Serra Apartments	36%	47%	7%	0%	0%	0%	9%	1%	100%
515 Pioneer Drive	23%	52%	3%	3%	15%	0%	3%	0%	100%
710 Broadway	52%	48%	0%	0%	0%	0%	0%	0%	100%
Residency at Empire I	27%	60%	11%	0%	0%	0%	0%	2%	100%
Hunters Point Shipyard Block 52 and 54	4%	46%	0%	0%	50%	0%	0%	0%	100%
730 Stanyan	3%	48%	0%	0%	25%	6%	16%	1%	100%
Hunters Point Shipyard Block 56	51%	46%	0%	0%	0%	0%	0%	3%	100%
2111 Firestone	14%	44%	1%	4%	0%	15%	22%	0%	100%
Sunnydale HOPE SF Block 3A	20%	46%	4%	0%	16%	0%	13%	1%	100%
Hunters View Phase 3	20%	46%	1%	0%	29%	0%	2%	2%	100%
Mariposa on Second	10%	52%	2%	4%	18%	12%	0%	3%	100%
<b>Total/Wtd. Average</b>	<b>27%</b>	<b>53%</b>	<b>5%</b>	<b>1%</b>	<b>8%</b>	<b>1%</b>	<b>5%</b>	<b>1%</b>	<b>100%</b>