# DEVELOPMENT PROPOSAL - LUXURY HIGH-RISE APARTMENT PROJECT MIDTOWN MANHATTAN (NEW YORK, NY) 

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A practicum thesis submitted to Johns Hopkins University in conformity with the requirements for the degree of Master of Science in Real Estate

Baltimore, Maryland
December 2011

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## Section 1: Executive Summary

## Executive Summary

309 Fifth Avenue ("The Project" or "The Property") is a proposed development that will consist of 163 residential rental units and 12,750 sf of prime retail space in Midtown Manhattan (New York City). The allin development budget is $\$ 105,038,000$ ( $\$ 644,405$ per unit; $\$ 857 \mathrm{psf}$ ). The Project is expected to produce a leveraged IRR over the assumed 5 -year holding period of approximately $19 \%$. Under terms of the proposed transaction, a qualified equity investor ("Investor") will form a joint-venture ("JV") with KDK Development Partners ("KDK") to acquire the site and develop the Project. KDK will serve as General Partner ("GP") of the JV and will be responsible for the day-to-day operations of the Project, as well as completion and cost over-runs up to the amount of its development fee.

On behalf of the JV, KDK will secure a Guaranteed Maximum Price ("GMP") construction contract based on a final design and project scope acceptable to the Investor. KDK has already commenced the predevelopment stage of the Project and is currently anticipating receipt of the GMP by July 2012.

| 309 Fifth Avenue |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Address: | 309 Fifth Avenue, New York, NY 10016 |  |  |  |
| Class: | A |  |  |  |
| Residential Units: | 163 |  |  |  |
| Project Size (sf): | 109,872 sf residential and 12,750 sf retail (6,350 sf street level and 6,400 sf basement level); 122,622 sf total NRA |  |  |  |
| Site Area: | 8,400 sf; 0.2 acres |  |  |  |
| FAR: | 141,136 sf (inclusive of additional density allowable due to purchased air rights) |  |  |  |
| Buildings: | 1 |  |  |  |
| Stories: | 34 |  |  |  |
| Parking: | None |  |  |  |
| Construction Completion Date: | September 2014 |  |  |  |
| Proposed Investors: | TBD |  |  |  |
| Developer: | KDK Development Partners ("KDK") |  |  |  |
| Critical Dates: | Closing: March 2012 <br> Construction Commencement: September 2012 |  |  |  |
| Investment: |  | Total | PSF | Per Unit |
|  | Land | \$32,000,000 | \$261* | \$196,319 |
|  | Closing Costs/Due Diligence | 1,500,000 | 12 | 9,202 |
|  | Hard Costs | 53,623,000 | 434 | 326,767 |
|  | Soft \& Financing Costs | 18,275,000 | 149 | 112,117 |
|  | Total Development Budget | \$105,038,000 | \$857 | \$644,405 |
| Proposed Capitalization |  | \$ Amount | Pct (\%) | PSF |
|  | Debt | \$67,850,000 | 64.6\% | \$554 |
|  | Investor Equity | 33,469,000 | 31.9\% | 273 |
|  | Sponsor Equity | 3,719,000 | 3.5\% | 30 |
|  | TOTAL | 105,038,000 | 100\% | \$857 |
| Projected Income: | NOI (Year 4) | \$7,060,916 |  |  |
| Unleveraged Return on Investment: | (Year 4) | 7.1\% |  |  |
| Leveraged Cash on Cash: | (Year 4) | 7.6\% |  |  |
| Unleveraged IRR: | 5-Year | 13.6\% |  |  |
| Leveraged IRR: | 5-Year | 19.0\% |  |  |

* Land basis of $\$ 261$ psf is per the net rentable area of the building (122,622 sf), not the total allowable FAR of 141,136 sf.


## Investment Summary

The proposed Project is a Class A, institutional-quality, high-rise apartment development in one of the most desired apartment markets in the United States, New York City. The Property is well-located to capture the anticipated increase in apartment rental demand as it is just one block from a major subway hub on Broadway and 32nd Street and has immediate proximity to amenities, employment and nightlife. The development and construction of the Property will be executed by an experienced project team including KDK as developer, Lend Lease ("Lend Lease") as General Contractor, and SLCE Architects ("SLCE").

The Property site is currently owned by 309 Fifth Owners LLC, an entity controlled by an individual Land Owner. This Land Owner is not a real estate professional but attempted to become a developer in the hot market of 2005/2006. Now that land values have made some recovery and he is able to sell the site for a price that will yield him some return of equity above his current mortgage balance (approximately $\$ 28 \mathrm{~m}$ ), he is motivated to sell. Construction technically commenced on the site in late 2007. The building formerly occupying the site (an 11-story office building) was demolished and a new foundation was partially completed prior to construction being halted in early 2008 due to the market downturn. The original plan for the Project was a Hotel/Condo tower similar in size and height to plans for the Property. The sponsor of the deal, KDK, has entered into an exclusive Letter of Intent with the Land Owner wherein they will sell the land to KDK for $\$ 32.0$ million.

## Timeline

Below is the projected order of key milestone events to be accomplished in the lifecycle of this Project:

- Joint Venture formation and land closing (March 2012)
- Final Design and GMP approval, execution of Contract with Lend Lease (August 2012)
- Construction Commencement (September 2012)
- Project Completion (September 2014)
- Stabilization (March 2015)
- Projected Sale Date (February 2017)


## Investment Rationale

The proposed Project is compelling for the following key reasons:

- High Barriers to Entry: Relative to other markets, the Manhattan multi-family market poses somewhat unique challenges with its combination of limited land availability, complex site conditions, and higher construction and development costs.
- Real Estate Tax Abatement: 309 Fifth Avenue is eligible for 421a tax abatement because construction was started on the site prior to June 2008. The 421a tax abatement program has been discontinued except for sites such as 309 Fifth Avenue that are "grandfathered" into the program. The 421a tax abatement program freezes real estate taxes due for the Property to a payment based on the current assessed value of the land. The current taxes are approximately $\$ 229,000$ per year. Once the Property is stabilized, the taxes will begin to phase in at a rate of $20 \%$ of the full tax rate every two years until the Property reaches $100 \%$.
- Attractive Site Components: The foundation for the proposed high-rise has already been poured, mitigating some early-stage construction risks. In addition to these construction risk and cost advantages, 309 Fifth Avenue has an attractive land basis of $\$ 261$ psf FAR. The total allowable FAR on the site is 141,136 sf. This high density FAR is possible due to the air rights that the Land Owner has purchased from some adjacent building owners. For the sake of clarity, the $\$ 261$ psf land basis that is referenced throughout this document is reflective of the basis per net rentable area (122,622 sf). Finally, the building will contain $100 \%$ market-rate apartments since the affordable housing requirement due under the 421a tax abatement has already been satisfied through an off-site transaction by the Land Owner. This lack of an affordable housing requirement is a valuable rarity that is unlikely to be found in the majority of other 421a-eligible development sites.
- Design: The Property will have a modern, functional, and innovative design provides amenities and features that are well-matched to its intended demographic. The design will focus expenditures on the details and finishes that are most desirable to users. This will help 309 Fifth Avenue out-perform the competition.
- Cost Basis: The construction timing relative to current pricing levels provides an attractive opportunity to build at a total cost expected to be at or near historic lows, locking in competitive structural return advantages.
- Market Fundamentals: Market characteristics in the New York City multi-family market continue to demonstrate increasingly favorable trends, including vacancy rates trending lower with material positive net absorption, strong effective rent growth, and a limited competitive property pipeline. Improvements to the market are expected to continue through the Property's delivery in September 2014.
- Demographics: Several demographic trends such as a large generational cohort entering the housing market, declining homeownership rates, and the central city capturing a disproportionate share of new residents are expected to contribute to continued positive demand growth for rental housing over the investment holding period.
- Liquidity: Capital markets continue to seek modern multi-family properties in global gateway growth markets and, in particular, in the New York City multi-family market. This continuing demand trend will drive premium pricing at the conclusion of the investment and the Property's eventual disposition.
- Attractive Risk Adjusted Returns: 309 Fifth Avenue is projected to provide a compelling overall return. The investment is estimated to achieve a 200 to 250 bps premium at stabilization versus comparable cap rates for existing apartment sales, an attractive spread for an investment of this nature. This spread will enable the Project to achieve a Leveraged IRR projected at $19.0 \%$.


## Investment Risks

There are risks associated with the proposed transaction:

- Construction: Construction risk is inherent with any development project. This risk will be mitigated for potential investors in this Project because KDK will be responsible for delivering the Property on time and on budget. Further, Lend Lease will construct the Project under a GMP construction contract, backed by the full strength of the Lend Lease corporate balance sheet.
- Lease-Up and Vacancy: The Property is projected to lease-up over a 5-month period to a stabilized occupancy level of $97 \%$ (Apartments) and $97 \%$ (Retail). The absorption rate represents an average leasing velocity of 32 units per month, inclusive of the benefit of the expected preleasing activity. This rate is well within attainable levels as evidenced by the experience of recently delivered projects in the area. The Property's projected stabilized vacancy rate is in line with stabilized levels in Manhattan.
- Market Rates: Market rates underwritten for the Property are based on a comprehensive analysis of market competitors. Apartment units will be designed to be efficient and functional, supporting higher relative psf rates at absolute pricing levels below those realized by its competitors. The Property's proposed market rates are affordable to its targeted demographic.


## Exit Strategy

309 Fifth Avenue is planned as a medium-term investment with a sale contemplated after a 5 -year holding period. The Property will be a Class A, core, mixed-use multi-family project in a primary market and can be expected to attract significant institutional interest and strong pricing at sale. The reversion capitalization rate assumption of $5.0 \%$ appropriately reflects the quality, location, and age of the asset.

## Section 2: Site Overview

## Site Overview

## Location

309 Fifth Avenue is in an area of Manhattan traditionally known as Midtown South and more recently dubbed SoFi (South Fifth Avenue), although it technically falls into the Midtown West apartment submarket for statistical purposes. The Midtown West apartment market consists of 22,000 units or approximately $6 \%$ of the apartment stock in New York City. The Property location has evolved significantly in the past 10 years. As residential development headed south and east, the Fifth Avenue corridor between $34^{\text {th }}$ Street and $23^{\text {rd }}$ Street evolved into a highly desirable residential location that now competes with the Chelsea residential buildings to the south and west and the traditional East Side residential buildings located along First, Second, and Third Avenues.

309 Fifth Avenue is within a short walking distance of subway stations and regional mass transit. There are four subway stations representing 12 subway lines within two cross-town blocks of the Property; the closest station access is just one cross-town block away on Broadway and 32nd Street, and provides access to the B, D, F, M, N, Q and R subway lines ( $34^{\text {th }}$ Street/Herald Square Station). Located two blocks east, the station at $33^{\text {rd }}$ and Park Avenue provides access to the heavily-traveled 4 and 6 lines, which run north-south and connect Downtown (Wall Street) all the way to $125^{\text {th }}$ St in the Upper East Side. In addition, Penn Station is two cross-town blocks away at the corner of 32nd Street and Sixth Avenue, providing access to the A, C, E, 1, 2, and 3 lines, as well as NJ Transit and Long Island Railroad (LIRR) service. Furthermore, Penn Station serves as the Amtrak gateway to destinations up and down the East Coast.

Lifestyle elements surrounding the Property include half-mile or less proximity to Bryant and Madison Square Parks, the New York Public Library, Madison Square Garden, the Empire State Building, as well as hundreds of restaurant, retail, and nightlife options. The Property is within a quarter-mile of portions of City University of New York and the New York City arm of Cornell University. Additionally, the Property location features an immediate proximity to the Midtown commercial district, which is a large employment center in New York City. With easy access to mass transit, the Midtown commercial district, and the burgeoning Madison Square Park area just five blocks to the south, 309 Fifth Avenue is positioned to take advantage of the continued growth and value appreciation of the surrounding area.

## LOCATOR MAPS



AERIALS


## Site Description

The 309 Fifth Avenue development site is 8,400 sf and is one lot south of the northeast corner of Fifth Avenue and $32^{\text {nd }}$ Street in Manhattan. The proposed structure will be set back slightly from Fifth Avenue, facing buildings of various heights to the north, south, east, and west, affecting planned light and air access. In addition to being surrounded by several buildings, the Property will be of varying proximities to its neighbors, affecting floor plan design and building usage efficiencies.

The design will need to take several elements into consideration, such as the various building heights and setbacks surrounding the proposed building. Air rights have been secured by the land owner above the building to the north to protect view, light and air corridors. The positioning of the Property on the site will allow for a variety of city views including the Empire State Building, panoramic cityscapes from higher floors, and the rooftop terrace, providing community access to light, air, and views for all residents.


## Zoning and FAR Overview

Although the 309 Fifth Avenue development site (the "Development Lot") is 8,400 sf, the potential floor area that can be constructed on the site is greater because the current land owner has acquired the air rights from an adjacent property (the "Transferor Lot"). The Transferor Lot is located at 313 Fifth Avenue and contains 4,200 sf of lot area. The Development Lot and the Transferor Lot will contain a total lot area of 12,600 sf. Pursuant to a Declaration of Zoning Lot Restrictions and a Zoning Lot Development and Easement Agreement ("ZLDA") recorded in the Office of the City Register, New York County, the Development Lot and the Transferor Lot were merged into a single zoning lot (the "Zoning Lot"). This merger is a prerequisite to obtaining permits from the New York City Department of Buildings.

The Zoning Lot is located in the C5-2 Zoning District. Permitted uses include residential, community facilities, hotels, and commercial uses (which include retail, office, wholesale, and certain light manufacturing uses). The building proposed for the site will include allowable residential and retail uses. The C5-2 district provides for a base floor area ratio ("FAR") of 10.0, which means that for every square foot of lot area, 10 square feet of floor area is permitted. In a C5-2 district, the FAR of a residential building may be increased to a maximum of 12.0 (a bonus of 2.0 FAR) pursuant to the Inclusionary Housing Program "the "IAP". The current land owner has already qualified the site for the FAR bonus by meeting the requirements of the IAP through off-site affordable housing.

Below is a calculation which details the total allowable FAR for the Zoning Lot. A snapshot from the New York City Zoning Map 8d is also attached, which denotes the Zoning Lot as a part of the C5-2 Zoning District.

## Allowable FAR Calculation

|  | Land sf | FAR <br> Ratio | Allowable <br> Floor Area | Less Existing <br> Building | Net Allowable <br> Floor Area |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Development Lot | 8,400 | 12.0 | 100,800 | 0 | 100,800 |
| Transferor Lot | 4,200 | 12.0 | 50,400 | $(10,064)$ | 40,336 |
| Total | $\mathbf{1 2 , 6 0 0}$ | - | $\mathbf{1 5 1 , 2 0 0}$ | $(\mathbf{1 0 , 0 6 4})$ | $\mathbf{1 4 1 , 1 3 6}$ |

In addition to the 141,136 in allowable FAR, the Project is also able to include the below grade retail space ( $6,400 \mathrm{sf}$ ) because only space above grade is counted to toward the FAR calculation. While below grade retail space is not valuable in many locations, it is very valuable at this location on Fifth Avenue in Manhattan.


## Section 3: Project Overview

## Project Overview

## Property Description

309 Fifth Avenue will be a 34 -story, Class A multi-family development on the east side of Fifth Avenue. Although the Property is actually located on the east side of Manhattan, it is included in the Midtown West submarket for market tracking purposes. The Property will have 163 residential rental units (109,872 sf), two levels of retail space - basement ( $6,400 \mathrm{sf}$ ) and street level ( $6,350 \mathrm{sf}$ ) - as well as $6,400 \mathrm{sf}$ of rentable storage space on the B2 level. The building will contain 100\% market-rate apartments, as the affordable housing required to qualify for 421a tax abatement has been met off-site by the Land Owner. The planned amenity package will include a 24 -hour doorman/concierge and a live-in superintendant. There will also be a well-equipped fitness center, bike storage, and a rooftop landscaped terrace that will offer city and river views. Each floor will have a trash room with a trash-chute-to-sub-cellar compaction room and designated trash bins for recyclables. The sub-cellar will also have industrial washers and dryers to handle tenants' larger laundry needs. Residential units will have premium-quality interior finishes including stainless steel appliances, in-unit stacked washer-dryers, hardwood floors, solid-core wood doors, individually controlled heating and cooling units, and 9 -foot ceilings. Air rights over a nearby building run with the land, securing cityscape views. The Property will be designed to meet LEED certification standards, with a minimum level of LEED-Silver as the target.

## Property Attributes

| Submarket: | Midtown West | Buildings: | 1 |  |
| ---: | :--- | :--- | :--- | :--- |
| Building Type: | High-rise | Parking: | None |  |
| Year Built: | Projected Completion in <br> 2013 | Site: | $8,400 \mathrm{sf} \mathrm{(0.2} \mathrm{acres)}$ |  |
| Total Units: | 163 |  | Property <br> Manager: | Cooper Square Realty, Inc. |
| Size: | $122,622 \mathrm{sf}$ |  |  |  |
| Average Unit Size: | 674 sf |  |  |  |

Planned Improvements

| Parking: | None |
| ---: | :--- |
| Construction: | Cast-in-place concrete |
| Floors: | Concrete |
| Number of Elevators: | Two electric, traction, high-speed (150 feet/minute minimum) elevators |
| Electrical: | NYC code with individual meter and breaker panel for each apartment |
| HVAC: | Heating and air conditioning by individually controlled PTAC units in the <br> apartments |
| Architectural System: | Tower on a base |
| Roof: | Single-ply EPDM membrane with insulation and ballast over concrete deck |
| LEED Certification: | LEED-certified (targeting Silver) |
| Fire Protection: | Fully sprinklered as per NYC code |
| Plumbing | NYC code - Copper/Cast Iron |
| Zoning: | C5-2 NYC |

## Unit Mix

| Unit Type | Count |  |  |  | $\%$ Mix |  | SF |  | Monthly RentMonthly <br> Rent psf |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Studio | 45 | $28 \%$ | 468 | $\$ 2,691$ | $\$ 5.75$ |  |  |  |  |  |
| 1 BR/1 BA | 69 | $42 \%$ | 666 | $\$ 3,664$ | $\$ 5.50$ |  |  |  |  |  |
| 1 BR/1 BA + Den | 33 | $20 \%$ | 785 | $\$ 4,255$ | $\$ 5.42$ |  |  |  |  |  |
| 2 BR/2 BA | 16 | $10 \%$ | 1,059 | $\$ 5,695$ | $\$ 5.38$ |  |  |  |  |  |
| Market Totals | $\mathbf{1 6 3}$ | $\mathbf{1 0 0} \%$ | $\mathbf{6 7 4}$ | $\$ 3,714$ | $\$ 5.51$ |  |  |  |  |  |

PROJECT RENDERING \#1


PROJECT RENDERING \#2


(1) $\frac{\text { SITE PLAN }}{1 / 16^{\prime \prime}}=1^{\prime}-0^{n}$

FIRST FLOOR SCHEMATIC PLAN


TYPICAL SCHEMATIC FLOOR PLAN


## Section 4: Macro Market Analysis

## Macro Market Analysis

For the sections below regarding the NYC Economy and Employment Trends and Demographics Analysis, KDK consulted with Bentall Kennedy U.S. LP, a large Real Estate Investment Advisor with a strong research team ("Bentall Research"). All of the statistics and forecasts herein come from proprietary research reports produced by Bentall Research with the source data coming from Moody's Analytics, BLS, Census Bureau, and the National Association of Realtors.

## Metropolitan New York City Economy and Employment Trends

The analysis covers the New York-Wayne-White Plains NY-NJ (New York) Metropolitan Division, as defined by the US Census Bureau. This area includes the five bureaus of New York, in addition to Richmond, Rockland and Westchester counties, which make up White Plains area, and the close-in counties of Bergen, Hudson, and Passaic in northern New Jersey.

The New York Metropolitan Division contains 11.8 million people, making it the largest market in the US. During the recession the local economy tracked the overall US economy fairly closely losing 264,900 jobs, or about $5 \%$ of its total employment base. The US economy lost $6 \%$ of total employment during the recession. New York's unemployment rate peaked at $9.9 \%$ in November 2009, above its long-term average of $7.1 \%$.

The local economy started expanding again in January 2010, and by the end August 2010 had regained $51,000(19 \%)$ of the jobs it lost during the recession. Unfortunately, like much of the rest of the US, the New York economy began contracting again in September 2010, re-losing 31,700 jobs by the end of December 2010. Looking forward, the New York job market is expected to regain all the jobs it lost during the recession by the end of 2013, about the same time the overall US economy is expected to accomplish the same feat. New York is a mature, densely populated market that grows at a slower pace than the overall US. Because New York's population and labor force grow slowly, the recovery in its unemployment rate will occur around the same time as it recovers the jobs lost during the recession.


The industry sectors expected to drive job growth in New York over the next five years are concentrated in the service sector and include information services, business \& professional services, education \& health services, and leisure \& hospitality services. Currently these industries make up 50\% of New York's employment base, and are expected to account for over $70 \%$ of new job growth over the next five years. The financial services sector is forecast to add just over 40,000 jobs before the end of 2015, completely recovering the jobs lost during the recession, but make up a smaller portion of overall employment due to its slower rate of recovery. The construction industry, which experienced a major contraction during the downturn, is also expected to experience a rebound. Over the same time period, primary drags on New York's job market are expected to be retail trade (9\% of current employment) and local government (11\% of current employment). Federal and state governments are also expected to recover lost jobs at a slower pace than other sectors in New York's economy and they make up a very small portion (3\% combined) of total employment.

| 2006 | 2007 | 2008 | 2009 | 2010 | Indicators | 2011 | 2012 | 2013 | 2014 | 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 670.7 | 684.6 | 686.1 | 655.8 | 652.9 | Gross metro product (C\$B) | 670.7 | 706.2 | 743.9 | 773.4 | 795.2 |
| 4.9 | 2.1 | 0.2 | -4.4 | -0.4 | \% change | 2.7 | 5.3 | 5.3 | 4.0 | 2.8 |
| 5,139.7 | 5,231.3 | 5,273.7 | 5,109.7 | 5,076.9 | Total employment (000's) | 5,100.8 | 5,188.6 | 5,326.6 | 5,491.4 | 5,593.2 |
| 1.4 | 1.8 | 0.8 | -3.1 | -0.6 | \% change | 0.5 | 1.7 | 2.7 | 3.1 | 1.9 |
| 4.8 | 4.6 | 5.4 | 9.2 | 9.4 | Unemployment rate | 9.3 | 8.8 | 7.6 | 5.3 | 4.9 |
| 11,562.2 | 11,621.2 | 11,672.3 | 11,743.2 | 11,824.1 | Population (000's) | 11,879.8 | 11,915.8 | 11,940.1 | 11,959.2 | 11,978.1 |
| 0.3 | 0.5 | 0.4 | 0.6 | 0.7 | \% change | 0.5 | 0.3 | 0.2 | 0.2 | 0.2 |
| -110.7 | -53.5 | -28.7 | 0.6 | -8.3 | Net migration (SAAR, 000's) | -38.4 | -54.0 | -65.3 | -69.1 | -69.7 |
| 4,317.7 | 4,342.0 | 4,368.5 | 4,403.0 | 4,439.6 | Households (000's) | 4,463.4 | 4,474.5 | 4,490.5 | 4,506.5 | 4,518.3 |
| 0.3 | 0.6 | 0.6 | 0.8 | 0.8 | \% change | 0.5 | 0.2 | 0.4 | 0.4 | 0.3 |
| \$54,817 | \$54,781 | \$57,280 | \$57,010 | \$58,832 | Median Household Income | \$60,467 | \$64,393 | \$68,807 | \$73,496 | \$77,170 |
| 4.9 | -0.1 | 4.6 | -0.5 | 3.2 | \% change | 2.8 | 6.5 | 6.9 | 6.8 | 5.0 |
| 3,532 | 2,905 | 2,126 | 1,381 | 1,574 | Single-family permits (SAAR) | 1,972 | 2,881 | 4,445 | 4,169 | 3,938 |
| 36,366 | 38,402 | 37,636 | 8,078 | 6,954 | Multifamily permits (SAAR) | 14,634 | 30,135 | 34,607 | 39,638 | 39,992 |
| \$518,125 | \$537,550 | \$493,340 | \$434,420 | \$443,758 | Existing-home price | \$402,970 | \$396,210 | \$410,883 | \$432,133 | \$459,835 |
| 2.9 | 3.7 | -8.2 | -11.9 | 2.1 | \% change | -9.2 | -1.7 | 3.7 | 5.2 | 6.4 |

Sources: Moody's Analytics, BLS, Census Bureau, National Association of Realtors

## Demographics Analysis

New York's annual population growth rate of $0.48 \%$ has lagged the overall US (1.04\% per year) for the past 20 years. Because it is a mature and densely populated market, land constraints prohibit faster growth. As a result, New York acts as a feeder market with strong international in-migration patterns being offset by stronger domestic out-migration patterns. Consistent with most other US markets, migration into and out of New York slowed during the recession due to the lack of jobs locally and in other markets. More traditional migration patterns are expected to reemerge as the economic recovery gains strength. Over the next five years, population and households are expected to grow by $0.25 \%$ per year, below the market's longer-term average, but consistent with the pace of growth experienced over the past decade.

Despite New York's slower rate of growth, the large concentration of high-end service providers will help household incomes grow at an annualized rate of $5.6 \%$, well above the expected rate of inflation and broader income growth in the US over the next five years. In the short term, the positive benefits of growing incomes will be muted by continued weakness in the housing market, where prices are not expected to bottom until 2011. The outlook for households improves measurably heading into 2012, when both incomes and home values are forecasted to start rising at above-inflationary rates. Over the short term, continued weakness in the for-sale housing market, combined with recovering job growth will push more households into rental apartments and continue to apply downward pressure on the local homeownership rate.

## New York Apartment Market

All market data contained below is from REIS, with the forecast provided by Bentall Kennedy Research.

The New York apartment market contains approximately 373,000 units, making it the 8th largest apartment market in the US. During the last cycle, New York experienced a moderate level of condominium conversion activity with 9,566 rental units ( $2.8 \%$ of stock) removed from stock for this purpose. Vacancy in the New York apartment market began rising in 4Q 2008 due to increased deliveries of new for-rent apartments and the onset of negative net absorption in the wake of the financial crisis. Demand turned positive again in 2Q 2009, after only two quarters of negative absorption, and grew through 4Q 2010. Market vacancy peaked at $4.3 \%$ at the end of 2Q 2010, above the market's equilibrium rate of $3.1 \%$. Over the next two years, vacancy in the apartment market will begin to recover, reaching its long-term equilibrium level in 2012.

Effective rents (face rents less concessions) contracted by $6.8 \%$, on a quarter-to-quarter basis during the recession as vacancy rose above the market's equilibrium level. At the end of 4Q 2010, effective rents were up $6.8 \%$ from 4Q 2009 as landlords began to experience a recovery in demand and pulled back from the stronger concessions they had offered in 2009 during the height of the recession. After averaging out quarterly volatility, effective rents for the four quarters of 2010 were $1.1 \%$ over the four quarters of 2009. Our forecast is for effective rents to grow at a compound annual rate of $6 \%$ over the next five years, with stronger growth starting in 2012.

New York, NY Apartment Market Fundamentals

| Date | Stock <br> (Units | Construction (Units) |  |  |  | Absorption |  | Vacancy | Face Rent | Face Rent Growth | Effective Rent | Effective Rent Growth | Concession \% Month |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Additions | Removals | Net Change | \% Stock | Units | \% Stock |  |  |  |  |  |  |
| 1990 | 288,541 | 3,310 | 0 | 3,310 | 1.2\% | 1,771 | 0.6\% | 3.3\% | \$912 |  | \$905 |  | 0.7\% |
| 1991 | 290,938 | 2,397 | 0 | 2,397 | 0.8\% | -1,488 | -0.5\% | 4.6\% | \$911 | 0.0\% | \$902 | -0.4\% | 1.1\% |
| 1992 | 292,774 | 1,836 | 0 | 1,836 | 0.6\% | 2,741 | 0.9\% | 4.3\% | \$898 | -1.4\% | \$881 | -2.2\% | 1.9\% |
| 1993 | 294,708 | 1,934 | 0 | 1,934 | 0.7\% | 3,858 | 1.3\% | 3.6\% | \$913 | 1.7\% | \$903 | 2.4\% | 1.2\% |
| 1994 | 296,801 | 2,093 | 0 | 2,093 | 0.7\% | 3,384 | 1.1\% | 3.1\% | \$958 | 4.9\% | \$953 | 5.6\% | 0.5\% |
| 1995 | 299,326 | 2,443 | 82 | 2,525 | 0.8\% | 5,797 | 2.0\% | 2.0\% | \$992 | 3.5\% | \$986 | 3.5\% | 0.6\% |
| 1996 | 302,432 | 3,005 | 101 | 3,106 | 1.0\% | 3,462 | 1.2\% | 1.9\% | \$1,048 | 5.7\% | \$1,041 | 5.6\% | 0.6\% |
| 1997 | 308,853 | 3,898 | 2,523 | 6,421 | 1.3\% | 6,322 | 2.1\% | 1.9\% | \$1,123 | 7.2\% | \$1,118 | 7.3\% | 0.5\% |
| 1998 | 316,038 | 5,839 | 1,346 | 7,185 | 1.9\% | 7,272 | 2.3\% | 1.8\% | \$1,234 | 9.9\% | \$1,231 | 10.1\% | 0.3\% |
| 1999 | 324,113 | 8,075 | 0 | 8,075 | 2.6\% | 6,663 | 2.1\% | 2.2\% | \$1,389 | 12.6\% | \$1,384 | 12.4\% | 0.4\% |
| 2000 | 329,050 | 4,937 | 0 | 4,937 | 1.5\% | 6,090 | 1.9\% | 1.8\% | \$1,453 | 4.6\% | \$1,451 | 4.9\% | 0.1\% |
| 2001 | 337,239 | 8,189 | 0 | 8,189 | 2.5\% | 5,036 | 1.5\% | 2.7\% | \$1,653 | 13.8\% | \$1,626 | 12.0\% | 1.7\% |
| 2002 | 342,900 | 5,661 | 0 | 5,661 | 1.7\% | 1,273 | 0.4\% | 3.9\% | \$1,627 | -1.6\% | \$1,572 | -3.3\% | 3.3\% |
| 2003 | 349,821 | 7,387 | -466 | 6,921 | 2.2\% | 2,919 | 0.9\% | 5.0\% | \$1,600 | -1.7\% | \$1,528 | -2.9\% | 4.5\% |
| 2004 | 351,826 | 3,398 | -1,393 | 2,005 | 1.0\% | 6,325 | 1.8\% | 3.7\% | \$1,697 | 6.1\% | \$1,633 | 6.9\% | 3.8\% |
| 2005 | 353,265 | 4,232 | -2,793 | 1,439 | 1.2\% | 4,436 | 1.3\% | 2.9\% | \$1,818 | 7.1\% | \$1,761 | 7.8\% | 3.2\% |
| 2006 | 351,776 | 2,519 | -4,008 | -1,489 | 0.7\% | -431 | -0.1\% | 2.6\% | \$1,864 | 2.5\% | \$1,808 | 2.7\% | 3.0\% |
| 2007 | 355,427 | 4,999 | -1,348 | 3,651 | 1.4\% | 2,926 | 0.8\% | 2.8\% | \$1,939 | 4.0\% | \$1,886 | 4.3\% | 2.7\% |
| 2008 | 358,955 | 3,086 | 442 | 3,528 | 0.9\% | 2,346 | 0.7\% | 3.1\% | \$1,959 | 1.1\% | \$1,903 | 0.9\% | 2.9\% |
| 2009 | 362,518 | 3,563 | 0 | 3,563 | 1.0\% | -562 | -0.2\% | 4.2\% | \$1,852 | -5.5\% | \$1,780 | -6.4\% | 3.9\% |
| 2010 | 371,603 | 9,273 | -188 | 9,085 | 2.6\% | 8,784 | 2.4\% | 4.1\% | \$1,971 | 6.5\% | \$1,902 | 6.8\% | 3.5\% |
| 2011 | 375,973 | 4,370 | 0 | 4,370 | 1.2\% | 5,854 | 1.6\% | 3.7\% | \$2,035 | 3.2\% | \$1,967 | 3.4\% | 3.3\% |
| 2012 | 379,206 | 3,233 | 0 | 3,233 | 0.9\% | 4,966 | 1.3\% | 3.2\% | \$2,142 | 5.3\% | \$2,070 | 5.3\% | 3.3\% |
| 2013 | 382,875 | 3,669 | 0 | 3,669 | 1.0\% | 6,537 | 1.7\% | 2.4\% | \$2,308 | 7.8\% | \$2,240 | 8.2\% | 2.9\% |
| 2014 | 387,953 | 5,078 | 0 | 5,078 | 1.3\% | 5,976 | 1.6\% | 2.2\% | \$2,458 | 6.5\% | \$2,396 | 7.0\% | 2.5\% |
| 2015 | 392,730 | 4,777 | 0 | 4,777 | 1.2\% | 4,113 | 1.1\% | 2.3\% | \$2,611 | 6.3\% | \$2,546 | 6.3\% | 2.5\% |
| 5-Year Forecast Average |  |  |  |  | 1.1\% |  | 1.4\% | 2.8\% |  | 5.8\% |  | 6.0\% | 2.9\% |
| Long-Term Average |  |  |  |  | 1.3\% |  | 1.2\% | 3.1\% |  | 3.9\% |  | 3.8\% | 2.0\% |
| Rolling 10-Year Average |  |  |  |  | 1.5\% |  | 1.4\% | 2.9\% |  | 2.9\% |  | 5.0\% | 4.5\% |
| Rolling 10-Year Max |  |  |  |  | 1.7\% |  | 1.6\% | 3.5\% |  | 3.5\% |  | 6.1\% | 9.3\% |
| Rolling 10-Year Min |  |  |  |  | 1.0\% |  | 0.9\% | 2.5\% |  | 2.5\% |  | 2.6\% | 1.6\% |
| Rolling 5-Year Average |  |  |  |  | 1.3\% |  | 1.2\% | 3.0\% |  | 2.9\% |  | 4.6\% | 1.7\% |
| Rolling 5-Year Max |  |  |  |  | 2.1\% |  | 2.0\% | 3.9\% |  | 3.6\% |  | 9.3\% | 3.2\% |
| Rolling 5-Year Min |  |  |  |  | 0.7\% |  | 0.5\% | 1.9\% |  | 1.9\% |  | 1.6\% | 0.7\% |

Sources: Reis (History), Bentall Kennedy Research (Forecast)
Market Rent and Vacancy Trends


Sources: Reis (History), Bentall Kennedy Research (Forecast)

## Midtown West Submarket

The Midtown West submarket contains approximately 22,000 units, or 6\% of overall New York apartment stock. Submarket vacancy peaked in 3Q 2010 at $6.8 \%$, on the back of strong delivers of new rental units, but recovered to $4.8 \%$ at the end 4Q 2010 due to strong demand and no new additions to stock.

| Submarket | Stock |  | Completions |  |  | Absorption |  |  | Vacancy |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Units | \% of Market | Units | \% of Stock | \% of Market | Units | \% of Stock | \% of Market | Current | $4 Q$ <br> Change | LTA | Spread |
| Bergen County | 40,013 | 10.8\% | 77 | 0.2\% | 0.8\% | 353 | 0.9\% | 3.9\% | 4.4\% | -0.7\% | 3.1\% | 41.9\% |
| Bronx County | 12,257 | 3.3\% | 0 | 0.0\% | 0.0\% | 110 | 0.9\% | 1.2\% | 0.7\% | -0.9\% | 2.0\% | -64.3\% |
| Hudson County | 40,993 | 11.0\% | 1,748 | 4.3\% | 19.2\% | 1,101 | 2.8\% | 12.1\% | 5.6\% | 1.4\% | 4.5\% | 24.7\% |
| Kings County | 21,819 | 5.9\% | 1,426 | 6.5\% | 15.7\% | 1,239 | 6.1\% | 13.6\% | 3.1\% | 0.7\% | 2.2\% | 40.2\% |
| Midtown West | 22,049 | 5.9\% | 2,701 | 12.2\% | 29.7\% | 2,146 | 11.1\% | 23.6\% | 4.8\% | 2.2\% | 2.3\% | 110.1\% |
| Morningside Heights/Washington Heights | 7,873 | 2.1\% | 803 | 10.2\% | 8.8\% | 582 | 8.2\% | 6.4\% | 6.4\% | 2.4\% | 2.8\% | 128.6\% |
| Morris County | 22,861 | 6.2\% | 330 | 1.4\% | 3.6\% | 522 | 2.3\% | 5.7\% | 3.2\% | -0.9\% | 2.6\% | 24.8\% |
| Newark/Orange/East Essex County | 40,723 | 11.0\% | 0 | 0.0\% | 0.0\% | 326 | 0.8\% | 3.6\% | 7.1\% | -0.8\% | 4.3\% | 64.1\% |
| Passaic County | 24,088 | 6.5\% | 0 | 0.0\% | 0.0\% | -96 | -0.4\% | -1.1\% | 3.9\% | 0.4\% | 2.5\% | 55.4\% |
| Queens County | 22,411 | 6.0\% | 579 | 2.6\% | 6.4\% | 567 | 2.6\% | 6.2\% | 2.1\% | 0.0\% | 2.3\% | -8.5\% |
| Stuyvesant/Turtle Bay | 22,654 | 6.1\% | 0 | 0.0\% | 0.0\% | 91 | 0.4\% | 1.0\% | 3.1\% | -0.4\% | 2.2\% | 43.7\% |
| Union County | 24,501 | 6.6\% | 0 | 0.0\% | 0.0\% | 147 | 0.6\% | 1.6\% | 4.2\% | -0.6\% | 2.9\% | 46.7\% |
| Upper East Side | 16,302 | 4.4\% | 0 | 0.0\% | 0.0\% | 147 | 0.9\% | 1.6\% | 1.9\% | -0.9\% | 2.0\% | -5.2\% |
| Upper West Side | 15,916 | 4.3\% | 950 | 6.0\% | 10.5\% | 547 | 3.7\% | 6.0\% | 4.6\% | 2.4\% | 1.6\% | 194.3\% |
| West Essex County | 15,688 | 4.2\% | 0 | 0.0\% | 0.0\% | 298 | 1.9\% | 3.3\% | 3.3\% | -1.9\% | 3.7\% | -9.7\% |
| West Village/Downtown | 21,455 | 5.8\% | 471 | 2.2\% | 5.2\% | 707 | 3.4\% | 7.8\% | 3.3\% | -1.2\% | 2.7\% | 20.8\% |

Continued strong demand in 2011 will be met by an equally strong delivery of new rental units to hold vacancy relatively stable during the year. Weaker development activity, but still strong demand will help vacancy to fall to $2.4 \%$ in 2013 before construction picks up to offset demand and help stabilize vacancy. According to data tracked by Reis, there are three projects, totaling 1,273 units, currently under construction in the submarket and scheduled for delivery in 2011. There are also two projects, totaling 470 units, reported as being under construction and scheduled for delivery in 2014. Reis is tracking four additional projects, totaling 2,363 units, in the planned and proposed stages of development. We do not expect any of these projects to begin construction until 2012. We believe new deliveries will begin in 2013/2014.

Even with elevated new construction beginning to deliver in 2013, we expect submarket vacancy to fall below its long-term equilibrium level after 2012. As a result, effective rent growth will remain above inflation and accelerate through 2013, when vacancy falls below its long-term equilibrium level. Bentall Kennedy Research forecasts effective rents to grow at a compound annual rate of $7.2 \%$ between 2011 and 2015, above the submarket's historical average of $4.8 \%$.

Midtown West Apartment Submarket Fundamentals

| Date | Stock <br> (Units | Construction (Units) |  |  |  | Absorption |  | Vacancy | Face <br> Rent | Face <br> Rent Growth | Effective Rent | Effective Rent Growth | Concession \% Month |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Additions | Removals | Net Change | \% Stock | Units | \% Stock |  |  |  |  |  |  |
| 1991 | 5,892 | 584 | 0 | 584 | 11.0\% | 739 | 13.9\% | 0.7\% | \$1,381 |  | \$1,381 |  | 0.0\% |
| 1992 | 5,892 | 0 | 0 | 0 | 0.0\% | -12 | -0.2\% | 0.9\% | \$1,409 | 2.0\% | \$1,409 | 2.0\% | 0.0\% |
| 1993 | 5,892 | 0 | 0 | 0 | 0.0\% | 35 | 0.6\% | 0.3\% | \$1,482 | 5.2\% | \$1,482 | 5.2\% | 0.0\% |
| 1994 | 5,892 | 0 | 0 | 0 | 0.0\% | -70 | -1.2\% | 1.5\% | \$1,579 | 6.5\% | \$1,572 | 6.1\% | 0.4\% |
| 1995 | 6,157 | 265 | 0 | 265 | 4.5\% | 322 | 5.5\% | 0.5\% | \$1,651 | 4.6\% | \$1,651 | 5.0\% | 0.0\% |
| 1996 | 6,367 | 210 | 0 | 210 | 3.4\% | 184 | 3.0\% | 0.9\% | \$1,743 | 5.6\% | \$1,743 | 5.6\% | 0.0\% |
| 1997 | 6,453 | 0 | 86 | 86 | 1.4\% | 91 | 1.4\% | 0.8\% | \$1,924 | 10.4\% | \$1,924 | 10.4\% | 0.0\% |
| 1998 | 7,410 | 957 | 0 | 957 | 14.8\% | 935 | 14.5\% | 1.0\% | \$2,192 | 13.9\% | \$2,192 | 13.9\% | 0.0\% |
| 1999 | 8,746 | 1,336 | 0 | 1,336 | 18.0\% | 1,191 | 16.1\% | 2.5\% | \$2,496 | 13.9\% | \$2,476 | 13.0\% | 0.8\% |
| 2000 | 10,172 | 1,426 | 0 | 1,426 | 16.3\% | 1,411 | 16.1\% | 2.3\% | \$2,559 | 2.5\% | \$2,549 | 2.9\% | 0.4\% |
| 2001 | 12,835 | 2,663 | 0 | 2,663 | 26.2\% | 2,063 | 20.3\% | 6.5\% | \$2,615 | 2.2\% | \$2,464 | -3.3\% | 5.8\% |
| 2002 | 15,156 | 2,321 | 0 | 2,321 | 18.1\% | 2,321 | 18.1\% | 5.5\% | \$2,718 | 3.9\% | \$2,508 | 1.8\% | 7.7\% |
| 2003 | 16,741 | 1,585 | 0 | 1,585 | 10.5\% | 1,448 | 9.6\% | 5.8\% | \$2,828 | 4.0\% | \$2,667 | 6.3\% | 5.7\% |
| 2004 | 17,431 | 690 | 0 | 690 | 4.1\% | 1,068 | 6.4\% | 3.4\% | \$2,953 | 4.4\% | \$2,875 | 7.8\% | 2.6\% |
| 2005 | 16,935 | 615 | -1,111 | -496 | -2.8\% | -259 | -1.5\% | 2.1\% | \$3,109 | 5.3\% | \$3,034 | 5.5\% | 2.4\% |
| 2006 | 17,596 | 661 | 0 | 661 | 3.9\% | 823 | 4.9\% | 1.1\% | \$3,398 | 9.3\% | \$3,309 | 9.1\% | 2.6\% |
| 2007 | 17,964 | 368 | 0 | 368 | 2.1\% | 257 | 1.5\% | 1.7\% | \$3,651 | 7.4\% | \$3,571 | 7.9\% | 2.2\% |
| 2008 | 18,960 | 732 | 264 | 996 | 5.5\% | 675 | 3.8\% | 3.3\% | \$3,609 | -1.2\% | \$3,511 | -1.7\% | 2.7\% |
| 2009 | 19,348 | 388 | 0 | 388 | 2.0\% | 511 | 2.7\% | 2.6\% | \$3,496 | -3.1\% | \$3,378 | -3.8\% | 3.4\% |
| 2010 | 22,049 | 2,701 | 0 | 2,701 | 14.0\% | 2,154 | 11.1\% | 4.8\% | \$3,650 | 4.4\% | \$3,539 | 4.8\% | 3.0\% |
| 2011 | 23,322 | 1,273 | 0 | 1,273 | 5.8\% | 1,176 | 5.3\% | 5.0\% | \$3,877 | 6.2\% | \$3,764 | 6.4\% | 2.9\% |
| 2012 | 23,792 | 470 | 0 | 470 | 2.0\% | 875 | 3.8\% | 3.2\% | \$4,032 | 4.0\% | \$3,932 | 4.4\% | 2.5\% |
| 2013 | 24,664 | 872 | 0 | 872 | 3.7\% | 1,135 | 4.8\% | 2.0\% | \$4,428 | 9.8\% | \$4,335 | 10.3\% | 2.1\% |
| 2014 | 25,902 | 1,238 | 0 | 1,238 | 5.0\% | 1,174 | 4.8\% | 2.1\% | \$4,708 | 6.3\% | \$4,609 | 6.3\% | 2.1\% |
| 2015 | 26,702 | 800 | 0 | 800 | 3.1\% | 1,027 | 4.0\% | 1.2\% | \$5,118 | 8.7\% | \$5,012 | 8.7\% | 2.1\% |
| 5-Year Forecast Average |  |  |  |  | 3.9\% |  | 4.5\% | 2.7\% |  | 7.0\% |  | 7.2\% | 2.3\% |
| Long-Term Average |  |  |  |  | 7.3\% |  | 7.1\% | 2.3\% |  | 5.0\% |  | 4.8\% | 1.9\% |
| Rolling 10-Year Average |  |  |  |  | 9.7\% |  | 9.1\% | 2.5\% |  | 6.1\% |  | 5.8\% | 2.0\% |
| Rolling 10-Year Max |  |  |  |  | 11.7\% |  | 11.1\% | 3.4\% |  | 6.9\% |  | 6.6\% | 3.6\% |
| Rolling 10-Year Min |  |  |  |  | 5.9\% |  | 6.0\% | 1.0\% |  | 3.4\% |  | 3.2\% | 0.1\% |
| Rolling 5-Year Average |  |  |  |  | 7.9\% |  | 7.6\% | 2.4\% |  | 5.9\% |  | 5.6\% | 1.9\% |
| Rolling 5-Year Max |  |  |  |  | 18.7\% |  | 17.0\% | 4.7\% |  | 10.9\% |  | 9.5\% | 4.8\% |
| Rolling 5-Year Min |  |  |  |  | 1.6\% |  | 1.5\% | 0.8\% |  | 3.0\% |  | 2.6\% | 0.1\% |

Sources: Reis (History), Bentall Kennedy Research (Forecast)

## Submarket Rent and Vacancy Trends



## Section 5: Market Comparables Analysis

## Market Comparables Analysis

All of the data provided in this Market Comparables section is derived from a variety of primary and secondary sources. Intelligence regarding the competitive properties comes largely from interviewing knowledgeable residential rental brokers and first hand surveys (i.e. - "shopping comps") conducted personally by KDK's lead principal, Kevin Rivest. Property and Land sale comparables come from a combination of secondary research provided by Real Capital Analytics and interviews with Investment Sales brokers involved in or knowledgeable of the respective sale transactions. The Retail lease comparables data comes exclusively from interviews with Senior Leasing Brokers at RKF, a leading retail firm in New York.

## Competitive Properties

We have selected seven existing properties that are expected to compete directly with 309 Fifth Avenue based on varying combinations of location, unit mix, amenity offerings, and finishes. The properties were delivered between 1999 and 2010 with the majority of units being delivered from 2006 onward. The submarket continues to see significant recent investment activity with two projects - The Continental and The Beatrice - of 338 and 302 units, respectively, that were delivered in 2010.

Delivered in 2006, 325 Fifth Avenue (Comparable 1) is a condominium building with an average unit size of $1,188 \mathrm{sf}$, nearly double that of the Property ( 674 sf ). 325 Fifth Avenue is the most comparable from a location perspective; it is mid-block along Fifth Avenue, just one block north of the Property. Finishes and amenities are comparable, and the exterior facade is similar to what is planned for 309 Fifth Avenue. The psf pricing on rental units at 325 Fifth Avenue falls on the lower end of the submarket range due to the larger average unit size putting pressure on total gross rent. In addition, the rental units in the building are owned by individual investors, thus they are not achieving their full rent potential due to a lack of professional marketing and leasing.

Tower 31 (Comparable 2) is another mid-block property one-half block to the west of the site, offering amenities, finishes, and a unit mix that most closely resemble 309 Fifth Avenue. Two larger competing projects were delivered in 2010 - The Continental (Comparable 3) and The Beatrice (Comparable 4) featuring similar unit mixes and finishes. The Continental offers a more attractive location along Sixth Avenue along with a slightly better amenity package, including an indoor pool and spa. The Beatrice is a mixed-use complex with more than 200 hotel rooms and a shared amenity arrangement between residents and hotel guests. Unit sizing, unit mix, and finishes are comparable with the Property, although views are superior.

The Epic (Comparable 5) is another example of a rental property with similar unit sizes and mix as well as a mid-block location. Delivered in 2006, The Epic has a more comprehensive amenity package, although its off-Avenue location is less attractive than the Property's site. The oldest of the existing competitors, the Madison Belvedere (Comparable 6) was delivered in 1999. Madison Belvedere is an example of an offAvenue building with inferior finishes and comparable amenities. Sky House (Comparable 7) is another condominium property with rental options through private owners. It faces the same challenges as 325 Fifth Avenue concerning achieving market rate psf rents.

The Property is positioned to compete effectively within its competitive set for echo boom tenants with attributes such as a smaller unit mix focus (high percentage of studios and 1BR units), market-comparable amenities and in-unit finishes, and proximity to mass transit, retail, and cultural attractions.

The location of competitive properties can be seen in the map below. Property photographs and a table detailing the competitive properties are included on the following pages.

## Competitive Properties LOCATOR MAP



Competitive Properties Summary

|  |  |  | Unit and Rental Information |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| No. | Property/Location | Year Built Units Occupancy |  | Studio | 1 <br> Bedroom/ 1BR\&Den | $\stackrel{2}{\text { Bedroom }}$ | Other (LW/TH/3BR) | Average |
|  | 309 Fifth Avenue <br> New York, New York | $\begin{gathered} 2014 \\ 163 \\ 0 \% \end{gathered}$ | \# Units Unit Size Rent/Month Rent/psf | $\begin{gathered} 45 \\ 468 \mathrm{sf} \\ \$ 2,691 \\ \$ 5.75 \end{gathered}$ | $\begin{gathered} 102 \\ 705 \mathrm{sf} \\ \$ 3,855 \\ \$ 5.47 \end{gathered}$ | $\begin{gathered} 16 \\ 1,059 \mathrm{sf} \\ \$ 5,695 \\ \$ 5.38 \end{gathered}$ | N/A | $\begin{gathered} 163 \\ 674 \text { sf } \\ \$ 3,714 \\ \$ 5.51 \end{gathered}$ |
| 1. | 325 Fifth Avenue <br> New York, New York | $\begin{gathered} 2006 \\ 250 \\ \mathrm{~N} / \mathrm{A} \end{gathered}$ | \# Units* <br> Unit Size <br> Rent/Month Rent/psf | N/A | $\begin{gathered} 63 \\ 886 \mathrm{sf} \\ \$ 4,500 \\ \$ 5.08 \end{gathered}$ | $\begin{gathered} 175 \\ 1,276 \mathrm{sf} \\ \$ 7,010 \\ \$ 5.50 \end{gathered}$ | $\begin{gathered} 12 \\ 1,500 \mathrm{sf} \\ \$ 9,000 \\ \$ 6.00 \end{gathered}$ | $\begin{gathered} \hline 250 \\ 1,188 \mathrm{sf} \\ \$ 6,473 \\ \$ 5.45 \end{gathered}$ |

Comments: Condo. 325 Fifth Avenue is located $1 / 2$-block north of 309 Fifth Avenue and has comparable finishes and amenities. Like 325 Fifth Avenue, the Property will have a window-wall façade. Rentals are by condominium owners and units are significantly larger than true rental buildings, which applies downward pressure on the rental prices psf. Developer: Douglaston

| 2. | 2005 | \# Units* | 57 | 198 | 28 | N/A | 283 |  |
| :---: | :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Tower 31 | 283 | Unit Size | 458 sf | 618 sf | 1,147 |  |  |
|  | 9 West 31 $1^{\text {st }}$ Street | $99 \%$ | Rent/Month | $\$ 2,665$ | $\$ 3,749$ | $\$ 5,973$ |  |  |
|  | New York, New York |  | Rent/psf | $\$ 5.82$ | $\$ 6.07$ | $\$ 5.21$ |  | $\$ 3,751$ |
|  |  |  | $\$ 5.88$ |  |  |  |  |  |

Comments: Rental. Tower 31 is a mid-block building located $1 / 2$-block to the west of 309 Fifth Avenue along $31^{\text {st }}$ Street and is the most relevant comparable as a pure rental property. Amenities, finishes, appliances, views, and unit sizes are all comparable to 309 Fifth Avenue. Studio and $1 B R$ units do not contain in-unit washer-dryers. Developer: Atlantic Realty

| 3. | The Continental 885 Avenue of Americas New York, New York | $\begin{gathered} 2010 \\ 338 \\ 98 \% \end{gathered}$ | \# Units* <br> Unit Size <br> Rent/Month <br> Rent/psf | $\begin{gathered} 112 \\ 480 \mathrm{sf} \\ \$ 3,000 \\ \$ 6.25 \end{gathered}$ | $\begin{gathered} 189 \\ 675 \mathrm{sf} \\ \$ 4,150 \\ \$ 6.15 \end{gathered}$ | $\begin{gathered} \hline 37 \\ 1,000 \mathrm{sf} \\ \$ 6,100 \\ \$ 6.10 \end{gathered}$ | N/A | $\begin{gathered} 338 \\ 646 \mathrm{sf} \\ \$ 3,982 \\ \$ 6.17 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

Comments: Rental. Recently opened (mid-January 2011) and recently stabilized with an average absorption pace of 31 units per month. The Continental is in a slightly more convenient location on the Sixth Avenue corridor and offers comparable finishes, architecture, and unit sizes. The amenity package is slightly more comprehensive than 309 Fifth Avenue and includes an indoor infinity pool and spa. The Continental is currently offering a concession of 1-month free rent for 13-month leases. Rents shown reflect this concession. Developer: Atlantic Realty

| 4. | The Beatrice | 2010 | \# Units* | 76 | 181 | 45 | N/A |
| :---: | :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 835 Avenue of Americas | 302 | Unit Size | 475 sf | 700 sf | $1,000 \mathrm{sf}$ |  |
|  | New York, New York | $98 \%$ | Rent/Month | $\$ 3,100$ | $\$ 4,200$ | $\$ 6,100$ |  |
|  |  |  | Rent/psf | $\$ 6.53$ | $\$ 6.00$ | $\$ 6.10$ |  |
|  |  |  | $\$ 4,206$ |  |  |  |  |
|  |  |  |  |  |  |  |  |

Comments: Rental. Recently opened in August 2010 and reached stabilization in Mid-2011, a lease-up pace of approximately 27 units per month. The Beatrice has 290 hotel rooms, 302 rental units, and retail at the base. The Beatrice is located on Sixth Avenue. With the exception of hotel services such as room service and maid service, the amenity package is similar to 309 Fifth Avenue; however, all amenities are shared by both hotel guests and residents. Finishes and unit sizes are similar. Views in rental units are superior to many of the units at the Property. Developer: JD Carlisle.

| 5. | The Epic <br> 125 West 31st Street <br> New York, New York | $\begin{gathered} 2006 \\ 458 \\ 98 \% \end{gathered}$ | \# Units* <br> Unit Size Rent/Month Rent/psf | $\begin{gathered} 92 \\ 450 \mathrm{sf} \\ \$ 2,495 \\ \$ 5.54 \end{gathered}$ | $\begin{gathered} 321 \\ 718 \mathrm{sf} \\ \$ 3,905 \\ \$ 5.44 \end{gathered}$ | $\begin{gathered} \hline 45 \\ 1,148 \mathrm{sf} \\ \$ 6,223 \\ \$ 5.42 \end{gathered}$ | N/A | $\begin{gathered} 458 \\ 706 \mathrm{sf} \\ \$ 3,850 \\ \$ 5.45 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

Comments: Rental. The Epic is LEED Gold certified and is a substantially larger project than 309 Fifth Avenue at 458 units. Amenities are more comprehensive, including an indoor basketball court, billiard room, and a very large fitness center. Building is located mid-block and is not on an avenue. Developer: Durst/Fetner.

## Competitive Properties Summary (continued)



Comments: Rental. Madison Belvedere is an older building and does not offer as comprehensive an amenity package as 309 Fifth Avenue. Units do not contain washer-dryers as at 309 Fifth Avenue; however, several units have balconies. Building is mid-block and not on an avenue. The unit mix is heavily weighted toward 2BR units. Developer: Rose Associates

| 7. | Sky House | 2007 | \# Units* | N/A | 35 | 69 | 35 | 139 |
| :---: | :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 11 East 29 ${ }^{\text {th }}$ Street | 139 | Unit Size |  | 914 sf | $1,375 \mathrm{sf}$ | $1,600 \mathrm{sf}$ | $1,316 \mathrm{sf}$ |
|  | New York, New York | N/A | Rent/Month |  | $\$ 4,650$ | $\$ 6,933$ | $\$ 8,500$ | $\$ 6,753$ |
|  |  | Rent/psf |  | $\$ 5.09$ | $\$ 5.04$ | $\$ 5.31$ | $\$ 5.13$ |  |

Comments: Condo. Sky House is a condominium development with rentals by owners. Units cannot achieve a high price psf due to large sizes and the lack of professional leasing. Slightly superior in-unit finishes, inferior amenity package, superior views. Developer: The Clarett Group
*Unit mix of comparable properties is estimated based on available data

## Property Sale Comparables

Six Class A multi-family properties comparable to 309 Fifth Avenue have either sold or are in the process of selling in Manhattan within the past 14 months. The buildings range in delivery dates from 1971 through 2010 with comprehensive renovations completed on all properties delivered before 2004 with the exception of The Sagamore (Comparable 3). Most of the comparable sales have some retail component on the first few floors, although the 48,000 sf of retail at The Corner (Comparable 4) was not part of the sale transaction. Pricing among the seven comparables ranges from $\$ 530,000$ to $\$ 1,066,000$ per unit with cap rates from $3.7 \%$ to $4.5 \%$.

309 Fifth Avenue represents an attractive basis (\$644,000 per unit) relative to these recent market sale comparables, especially in comparison to The Elektra (Comparable 1) and 88 Leonard St (Comparable 2). The Elektra has a slightly superior location but inferior finishes and common areas and it sold for \$753,000 per unit. 88 Leonard, which sold for \$599,000 per unit, has a slightly inferior location and slightly superior amenities; however, it contains $5 \%$ affordable units and is a leasehold interest, not fee-simple ownership. If 88 Leonard were fee simple, it would likely have sold for approximately \$279,000,000 (\$793,000 per unit). The attractive land basis, site attributes, and projected all-in cost basis make 309 Fifth Avenue a strong investment proposition relative to sales of existing Class A apartment buildings in Manhattan.

The location of comparable sales can be seen in the map on the following page. Property photographs and a table detailing the sales are included on the following page.

## Sale Comparables Locator Map




| No. | Name/Location | Size (st)/ Units/ Avg. Unit Size | Year Built | Sale <br> Date | Sale <br> Price | Cap Rate | Occupancy |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 309 Fifth Avenue <br> New York, New York | $\begin{gathered} 123,605 \mathrm{sf} \\ 163 \text { units } \\ 674 \text { sf } \end{gathered}$ | 2014 | TBD | Project Cost | $7.1 \%$ <br> (Year 4 pro forma) | 0\% |
|  | Comments: Fee-simple ownership with $100 \%$ market-rate apartment units. Project includes 109,872 sf residential and 12,750 sf retail. Exit cap underwritten at 5.0\%. |  |  |  |  |  |  |
| 1. | The Elektra $2903^{\text {rd }}$ Avenue New York, New York | $\begin{gathered} 123,000 \mathrm{sf} \\ 166 \text { Units } \\ 701 \mathrm{sf} \end{gathered}$ | 1993 | 2/11 | $\begin{gathered} \$ 125,000,000 \\ \$ 753,000 / \mathrm{nit} \\ (\$ 1,016 \mathrm{psf}) \end{gathered}$ | 3.7\% | 98\% |

Buyer: Invesco/Adellco
Seller: JP Morgan
Comments: Building was completely renovated in 2008. Superior location, but unit finishes and common areas are inferior relative to the Property. Broadly marketed by HFF in late 2010, the minority owner (Adellco) exercised their ROFO and brought in a new majority equity partner (Invesco). The pricing was achieved in spite of significantly above-market in-place debt ( $56 \%$ LTV, 5.8\% I/O, 11/13 Maturity), which decreased the equity yield to sub- $2 \%$ for close to 3 years.

| 2. | 88 Leonard <br> 88 Leonard Street <br> New York, New York | 247,251 sf 352 Units 672 sf | 2007 | 8/11 | $\begin{gathered} \$ 211,000,000^{*} \\ \$ 599,000 / \text { unit } \\ (\$ 894 \text { psf }) \end{gathered}$ | 4.2\% | 99\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

*Both the square footage and pricing shown here exclude the parking garage (249 spaces), which is leased on a long-term basis at a below market rent to the fee-simple owner of the land (88 Leonard is a leasehold interest).
Buyer: Waterton Associates
Seller: AFI-USA (Africa Israel Investments)
Comments: Located on the outskirts of Tribeca in an inferior residential location to the Property. 88 Leonard is a leasehold interest and the ground lease has 91 years remaining with significant rent steps. If it were fee simple, 88 Leonard would likely sell for approximately $\$ 279,000,000$ ( $\mathbf{\$ 7 9 3 , 0 0 0}$ per unit or $\$ 1,128$ psf). The impact of the undesirable ground lease is partially mitigated by very attractive In-place 80/20 bond financing at a current effective interest rate of $2.5 \%$ and 421a tax abatement that does not begin to phase out until 2021. The 421a abatement will be fully phased out by 2029. 88 Leonard also includes a $5 \%$ affordable residential component and 4 k sf of the 11 k sf of retail is reserved for "community use," which decreases the achievable rent for that space to $25 \%$ of market rent. Amenities include a whirlpool tub, a party room, doorman, concierge, gardens, and roof decks.

| 3. | The Sagamore <br> 189 West 89 <br> th Street <br> New York, New York | $225,000 \mathrm{sf}$ <br> 265 Units <br> 685 sf | 1997 | $4 / 11$ | $\$ 140,000,000$ <br> $\$ 528,000 / \mathrm{unit}$ <br> $(\$ 622 \mathrm{psf})$ | $4.2 \%$ | $99 \%$ |
| :---: | :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |

Buyer: LaSalle Investment Management
Seller: Related Companies
Comments: Currently under contract and expected to close the end of March 2011. The Sagamore is comprised of an 80/20 affordable unit mix ( $20 \%$ affordable units) with a 421a tax abatement beginning to phase out in year 2 of the buyer's hold period. Attractive, low-leverage ( $30 \%$ LTV) in-place $80 / 20$ bond financing. Due to the age and cost basis of the building, the in-place rents are impacted by the rent regulation inherent with the 421a tax abatement, which will materially impact the building's rent growth prospects through 2020. This Upper West Side property includes 17,000 sf parking garage and 8,000 sf of retail. Superior location with inferior unit finishes and common areas relative to 309 Fifth Avenue. The sale drew more than 15 qualified bidders.

## Sale Comparables Summary (CONtinued)



## Land Sale Comparables

We have identified six comparable land sales that reflect the market pricing for well-located land that can support multi-family high-rise construction in Manhattan. The site for the Property is priced at approximately $\$ 32.0$ million, presenting a relatively attractive land basis of $\$ 261$ psf FAR versus the comparable sale range of $\$ 202$ to $\$ 402$ psf FAR. The relative value of the site at 309 Fifth Avenue is further enhanced because the affordable housing otherwise required to qualify for the 421a tax abatement has been met offsite by the Land Owner. This lack of an affordable housing requirement is a valuable rarity that is unlikely to be found in the vast majority of other 421a-eligible development sites in New York City. Finally, the Property site is already improved with a partially complete foundation, significantly reducing early-stage construction costs and risk.

The following map and table detail recent comparable land sales.

## Land Sale Comparables Locator Map



## Land Sale Comparables Summary

| No. | Property/Location | Date | Purchase Price | Site (sf) | Total FAR <br> (sf) | Price/FAR sf |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 309 Fifth Avenue <br> New York, New York | TBD | \$32,000,000 | 8,400 | 141,136 | \$261 |
|  | Comments: Value of the land is enhanced by the 421a tax abatement affordable housing requirement that has been met offsite by the current Land Owner, as well as the value of the partially complete foundation. |  |  |  |  |  |
| 1. | 49-55 Amsterdam Avenue New York, New York | 1/11 | \$125,000,000 | 9,900 | 409,889 | \$305 |
|  | Buyer: Glenwood Management <br> Seller: Fordham University <br> Comments: Proposed rental multi-family development with affordable units, ground retail and parking spaces. The site has a superior location and is a much larger development than 309 Fifth Avenue. |  |  |  |  |  |
| 2. | 855 Ave of the Americas (at $30^{\text {th }}$ Street) <br> New York, New York <br> (Herald Square Development Site) | 12/10 | \$104,500,000 | N/A | 355,000 | \$285 |
|  | Buyer: Durst/Fetner <br> Seller: iStar <br> Comments: Note sale. The buyer will need to through the foreclosure process to take title to the property. Planned for an 80/20 multi-family development. The site location is slightly superior and is immediately adjacent to The Continental, a competitive property to 309 Fifth Avenue. |  |  |  |  |  |
| 3. | 431-439 West $37^{\text {th }}$ Street (between $9^{\text {th }}$ and $10^{\text {th }}$ Avenues) <br> New York, New York | 12/10 | \$18,700,000 | 14,241 | 97,567 | \$202 |
|  | Buyer: Jackson Development Group <br> Seller: JP Morgan/Gemstone |  |  |  |  |  |
| 4. | 451-457 Lexington Avenue New York, New York | 11/10 | 28,700,000 | 13,585 | 78,750 | \$364 |
|  | Buyer: 451 Lexington Realty <br> Seller: RFR Realty <br> Comments: Proposed mixed-use multi-family. Currently two- story retail leased to McDonald's and single-story retail leased to Sbarro. Superior site location with immediate transportation access, a few blocks from Grand Central Station. |  |  |  |  |  |
| 5. | 303 East $33^{\text {rd }}$ Street New York, New York | 4/08 | 56,650,000 | 15,812 | 141,093 | \$402 |
|  | Buyer: Toll Brothers <br> Seller: Kibel Company <br> Comments: Toll Brothers condominium development in Murray Hill. The site is less than a mile east of 309 Fifth Avenue with comparable site characteristics. |  |  |  |  |  |
| 6. | 400 Fifth Avenue (at $36^{\text {th }}$ Street) New York, New York | 1/06 | 193,000,000 | N/A | 550,000 | \$350 |
|  | Buyer: BI\&DI Real Estate Company <br> Seller: Lehman Brothers JV Yitzhak Tessler <br> Comments: The site of the Setai Fifth Avenue condominium and hotel development that was completed in 2010. Five blocks north of 309 Fifth Avenue in a slightly superior location. |  |  |  |  |  |

## Retail Lease Comparables

Eight lease comparables in four buildings are included to reflect recent terms for retail spaces similar to the Property. Retail lease rates vary considerably in Manhattan depending upon micro-location, building age and quality, ceiling heights, frontage, etc. The comparables detailed below range from $\$ 105$ to $\$ 215 \mathrm{psf}$ nnn. Lease terms have most frequently been ten years. Ground-floor space with a glass component on an avenue has been attractive to a variety of national tenants in the submarket as evidenced by Chase Bank leasing 6,200 sf at 225 Fifth Avenue (Comparable 1), and City Sports leasing 20,000 sf on street and basement level of 389 Fifth Avenue (Comparable 2), David's Bridal (12,000 sf), and T-Mobile (2,500 sf) at 735 Sixth Avenue (Comparable 4). The retail space at the Property will have significant advantages over the comparables in the market offering 36.5 feet of window frontage on Fifth Avenue with column-free space and higher ceilings than most comparable submarket properties.

## Retail Lease Comparables Locator Map



Retail Lease Comparables Summary

|  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| No. | Property/Location | Tenants | Size (sf) | Date | Lease Rate (psf) nnn | Tls (psf) | Term |
|  | 309 Fifth Avenue <br> New York, New York | TBD (Street-Level) | 6,350 | 4/13 | \$150 | \$50 | 10 yrs |
|  |  | TBD (Basement) | 6,400 | 4/13 | \$35 | \$50 | 10 yrs |
|  |  |  |  |  |  |  |  |
| 1. | The Grand Madison <br> 225 Fifth Avenue <br> East block btw. $26^{\text {th }} \& 27^{\text {th }}$ Sts <br> New York, New York | Chase - Ground Floor | 6,200 | 2007 | \$215 | None |  |
|  |  | Comments: Full-service bank branch. Corner Retail within a condominium building, 4 blocks south of 309 Fifth Avenue. Large exterior columns that do not allow for continuous glass storefront. Retail ceiling heights are good. Location is slightly superior to the Property. |  |  |  |  |  |
| 2. | 389 Fifth Avenue <br> East block btw. $36^{\text {th }} \& 37^{\text {th }}$ Sts <br> New York, New York | Pret A Manger - Ground Floor | 2,000 | 2010 | \$200 | None | 10 yrs |
|  |  | Comments: Casual restaurant and café. Corner Retail within an office building four blocks north of 309 Fifth Avenue in an older building. Location is slightly superior to 309 Fifth Avenue. |  |  |  |  |  |
| 3. | 390 Fifth Avenue <br> West block btw. $36^{\text {th }} \& 37^{\text {th }}$ Sts New York, New York | City Sports - Ground Floor | 9,000 | 8/05 | N/A | None | 15 yrs |
|  |  | City Sports - Basement | 11,000 | 8/05 | N/A | None | 15 yrs |
|  |  | Blended Total | 20,000 |  | \$135 |  |  |
|  |  | Comments: Sporting goods and clothing retailer. Mid-block retail with continuous glass storefront. Ceiling heights are inferior to 309 Fifth Avenue ( $\pm 12^{\prime}$ ) and the office building immediately above is aging and unattractive. |  |  |  |  |  |
| 4. | Chelsea Stratus 735 Sixth Avenue West block btw. $24^{\text {th }} \& 25^{\text {th }}$ Sts | David's Bridal - Ground Floor | 10,500 | 5/08 | N/A | None | 10 yrs |
|  |  | David's Bridal - Basement | 1,500 | 5/08 | N/A | None | 10 yrs |
|  |  | Blended Total | 12,000 |  | \$138 |  |  |
|  |  | Comments: Bridal attire retailer. Residential building located along Sixth Avenue between $24^{\text {th }}$ and $25^{\text {th }}$ Street. Storefront design and opacity of glass create difficulties for retailers. The David's Bridal space is the largest space in this building with frontage on the corner of $25^{\text {th }}$ and Sixth Avenue and along Sixth Avenue. |  |  |  |  |  |
|  |  | Victoria Nails - Ground Floor | 1,032 | 4/08 | \$175 | None | 10 yrs |
|  |  | Comments: Nail Salon. Mid-block retail bay. |  |  |  |  |  |
|  |  | T-Mobile - Ground Floor | 2,500 | 3/08 | \$210 | None | 10 yrs |
|  |  | Comments: Cell phone store. Corner retail bay. |  |  |  |  |  |
|  |  | Liquor Store - Ground Floor | 1,150 | 3/10 | \$105 | None | 10 yrs |
|  |  | Comments: Mid-block retail bay. |  |  |  |  |  |
|  |  | Liberty Travel - Ground Floor | 1,150 | 6/10 | \$116 | None | 10 yrs |
|  |  | Comments: Travel agent. Mid-block retail bay. |  |  |  |  |  |

[^0]
## Condominium Sale Comparables

In order to fully analyze the investment potential of the 309 Fifth Avenue Project site, an in-depth analysis was also conducted into the feasibility of building a for-sale condominium project rather than a rental building. Below is an analysis of closed sale comparables in 2011 in the area deemed to be competitive to the 309 Fifth Avenue location for condo buyers. The data was provided by Halstead Property, one of the largest and most visible residential real estate brokerage firms in New York City. The data and analysis following two pages indicates an average sale price per square foot of $\$ 1,256$ for the most comparable properties to 309 Fifth Avenue. For the purposes of the financial analysis of the condominium scenario, we have assumed a slightly higher achievable average sell-out price of $\$ 1,300$ psf. Please refer to Exhibit D-3 for the full data set of comparables sales from Halstead and see the end of the Financial Analysis Section (Section 6) for a brief overview of the results of the condo scenario.

| 309 5th Avenue - 2011 Condo Sale Comparables |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Address | Unit | Price | Date Sold | Sq Ft | Bedrooms | Bath | Price psf |
| 101 West 24th Street | 10H | 1,090,000 | 9/19/2011 | 834 | 1 | 1 | 1,307 |
| 101 West 24th Street | 11H | 683,000 | 7/25/2011 | 834 | 1 | 1 | 819 |
| 101 West 24th Street | 16C | 1,110,000 | 9/27/2011 | 793 | 1 | 1.5 | 1,400 |
| 101 West 24th Street | 19C | 1,180,000 | 1/27/2011 | 793 | 1 | 1.5 | 1,488 |
| 101 West 24th Street | 4C | 1,125,000 | 8/11/2011 | 874 | 1 | 1.5 | 1,287 |
| 101 West 24th Street | 4 H | 1,125,000 | 5/25/2011 | 836 | 1 | 1.5 | 1,346 |
| 101 West 24th Street | 6 H | 1,050,000 | 7/15/2011 | 841 | 1 | 1 | 1,249 |
| 325 Fifth Avenue | 11D | 1,050,000 | 7/27/2011 | 899 | 1 | 1.5 | 1,168 |
| 325 Fifth Avenue | 19G | 929,000 | 7/18/2011 | 816 | 1 | 1 | 1,138 |
| 325 Fifth Avenue | 24D | 1,080,000 | 6/16/2011 | 899 | 1 | 1.5 | 1,201 |
| 325 Fifth Avenue | 9G | 850,000 | 8/26/2011 | 816 | 1 | 1 | 1,042 |
| 39 East 29th Street | 13C | 1,050,000 | 6/3/2011 | 785 | 1 | 1 | 1,338 |
| 39 East 29th Street | 21B | 1,215,000 | 9/15/2011 | 855 | 1 | 1 | 1,421 |
| 39 East 29th Street | 22B | 1,230,000 | 8/26/2011 | 855 | 1 | 1 | 1,453 |
| 39 East 29th Street | 22D | 1,200,000 | 7/22/2011 | 826 | 1 | 1 | 1,453 |
| 39 East 29th Street | 25B | 1,237,000 | 2/15/2011 | 855 | 1 | 1 | 1,447 |
| 39 East 29th Street | 26B | 1,300,000 | 4/21/2011 | 855 | 1 | 1 | 1,520 |
| 39 East 29th Street | 27B | 1,355,000 | 6/30/211 | 855 | 1 | 1 | 1,585 |
| 39 East 29th Street | 30B | 1,250,000 | 9/29/2011 | 855 | 1 | 1 | 1,462 |
| 39 East 29th Street | 7D | 840,000 | 3/29/2011 | 792 | 1 | 1 | 1,061 |
| 39 East 29th Street | 8C | 947,500 | 5/23/2011 | 785 | 1 | 1 | 1,207 |
| 425 Fifth Avenue | 26D | 860,000 | 5/27/2011 | 777 | 1 | 1 | 1,107 |
| 425 Fifth Avenue | 26F | 900,000 | 2/16/2011 | 846 | 1 | 1 | 1,064 |
| 425 Fifth Avenue | 41B | 1,240,000 | 1/20/2011 | 1,109 | 1 | 1.5 | 1,118 |
| 425 Fifth Avenue | 43D | 1,175,000 | 7/11/2011 | 987 | 1 | 1.5 | 1,190 |
| 425 Fifth Avenue | 44D | 1,155,000 | 7/27/2011 | 980 | 1 | 1.5 | 1,179 |
| 445 Fifth Avenue | 10D | 615,000 | 3/29/2011 | 671 | 1 | 1 | 917 |
| 445 Fifth Avenue | 19A | 772,000 | 2/1/2011 | 701 | 1 | 1 | 1,101 |
| 445 Fifth Avenue | 21G | 685,000 | 3/1/2011 | 606 | 1 | 1 | 1,130 |
| 445 Fifth Avenue | 22F | 690,000 | 9/1/2011 | 639 | 1 | 1 | 1,080 |
| 45 Park Avenue | 1404 | 1,290,000 | 8/4/2011 | 913 | 1 | 1.5 | 1,413 |
| 45 Park Avenue | 604 | 995,000 | 4/20/2011 | 906 | 1 | 1.5 | 1,098 |
|  |  |  |  |  | Averag | rice | \$1,039,797 |
|  |  |  |  |  | Average P | per sf | \$1,247 |



This data is comprised of all 2011 sales for doorman buildings from Park Avenue to 6th Avenue between 23rd and 42nd Streets

Sales Broken Down By Building - Most Comparable Buildings

| 325 Fifth Avenue |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Address | Unit | Price | Date Sold | Sq Ft | Bedrooms | Bath | Price psf |
| 325 Fifth Avenue | 11D | 1,050,000 | 7/27/2011 | 899 | 1 | 1.5 | 1,168 |
| 325 Fifth Avenue | 19G | 929,000 | 7/18/2011 | 816 | 1 | 1 | 1,138 |
| 325 Fifth Avenue | 24D | 1,080,000 | 6/16/2011 | 899 | 1 | 1.5 | 1,201 |
| 325 Fifth Avenue | 9G | 850,000 | 8/26/2011 | 816 | 1 | 1 | 1,042 |
| 325 Fifth Avenue | 19C | 1,502,600 | 3/2/2011 | 1,282 | 2 | 2 | 1,172 |
| 325 Fifth Avenue | 30F | 1,600,000 | 5/13/2011 | 1,221 | 2 | 2 | 1,310 |
|  |  |  |  | Average PricePer SF: |  |  | \$1,182 |


| 425 Fifth Avenue |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Address | Unit | Price | Date Sold | Sq Ft | Bedrooms | Bath | Price psf |
| 425 Fifth Avenue | 26D | 860,000 | 5/27/2011 | 777 | 1 | 1 | 1,107 |
| 425 Fifth Avenue | 26F | 900,000 | 2/16/2011 | 846 | 1 | 1 | 1,064 |
| 425 Fifth Avenue | 41B | 1,240,000 | 1/20/2011 | 1,109 | 1 | 1.5 | 1,118 |
| 425 Fifth Avenue | 43D | 1,175,000 | 7/11/2011 | 987 | 1 | 1.5 | 1,190 |
| 425 Fifth Avenue | 44D | 1,155,000 | 7/27/2011 | 980 | 1 | 1.5 | 1,179 |
| 425 Fifth Avenue | 34D | 1,525,000 | 2/4/2011 | 1,129 | 2 | 2 | 1,351 |
| 425 Fifth Avenue | 58A | 1,950,000 | 6/22/2011 | 1,203 | 2 | 2 | 1,621 |
| 425 Fifth Avenue | 59B | 2,200,000 | 9/16/2011 | 1,315 | 2 | 2 | 1,673 |
|  |  |  |  | Average Price Per SF |  |  | \$1,319 |


| 45 Park Avenue |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Address | Unit | Price | Date Sold | Sq Ft | Bedrooms | Bath | Price psf |
| 45 Park Avenue | 1404 | 1,290,000 | 8/4/2011 | 913 | 1 | 1.5 | 1,413 |
| 45 Park Avenue | 604 | 995,000 | 4/20/2011 | 906 | 1 | 1.5 | 1,098 |
| 45 Park Avenue | 305 | 1,500,000 | 1/25/2011 | 1,245 | 2 | 1.5 | 1,205 |
| 45 Park Avenue | 701 | 2,050,000 | 1/20/2011 | 1,494 | 2 | 2.5 | 1,372 |
|  |  |  |  | Average Price Per SF: |  |  | \$1,280 |


| 11 East 29th Street |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Address | Unit | Price | Date Sold | Sq Ft | Bedrooms | Bath | Price psf |
| 11 East 29th Street | 10C | 1,550,000 | 3/11/2011 | 1,374 | 2 | 2 | 1,128 |
| 11 East 29th Street | 22C | 1,693,000 | 3/15/2011 | 1,374 | 2 | 2 | 1,232 |
| 11 East 29th Street | 25A | 1,850,000 | 11/3/2011 | 1,601 | 2 | 2.5 | 1,156 |
| 11 East 29th Street | 40B | 1,520,000 | 9/30/2011 | 1,150 | 2 | 2 | 1,322 |
| 11 East 29th Street | 44B | 1,625,000 | 5/20/2011 | 1,150 | 2 | 2 | 1,413 |
| 11 East 29th Street | 45B | 1,691,000 | 7/12/2011 | 1,150 | 2 | 2 | 1,470 |
|  |  |  |  | Average Price Per SF: |  |  | \$1,273 |
|  |  |  |  | Average (Most Comparable) |  |  | \$1,256 |

## Section 6: Financial Analysis

## Financial Analysis

This section presents the assumptions and results of the financial analysis for 309 Fifth Avenue as a rental apartment project. The Project was also analyzed as a for-sale condominium project; those assumptions and financial analysis results can be found in Exhibit C-1.

Land closing is assumed to occur in March 2012, at which time the land would be purchased by the newly formed Project JV, which would simultaneously close with the construction mini-perm lender. The financial analysis assumes a start date of March 1, 2012 and a disposition date of February 28, 2017. The analysis consists of a base case, an optimistic case, and a pessimistic case. Each case is analyzed using a holding period of 5 years. Included with this narrative are the Base Case Cash Flow Projections. Below is a condensed version of the project development budget. A more detailed version can be found in Exhibit A-1.

## Project Budget

The project budget summarized in the table below is based on a hard cost budget estimate from Lend Lease and a soft cost budget based on market knowledge, experience with similar projects, and discussions with key A\&E providers (Architects, Structural Engineers, Etc). For a detailed version of the hard cost budget please see Exhibit A-3.

| Project Development Budget |  |  |  |
| :--- | :---: | :---: | :---: |
|  | Total | PSF | Per Unit |
| Land/Closing/DD Costs | $\$ 33,500,000$ | $\$ 273$ | $\$ 205,521$ |
| Hard Costs | $53,263,000$ | 434 | 326,767 |
| Soft Costs | $12,262,000$ | 100 | 75,227 |
| Financing Costs | $6,013,000$ | 49 | 36,890 |
| Total Development Budget | $\mathbf{\$ 1 0 5 , 0 3 8 , 0 0 0}$ | $\$ 857$ | $\$ \mathbf{6 4 4 , 4 0 5}$ |

## Project Capitalization

The assumed capital structure is $65 \%$ Debt and $35 \%$ Equity, as detailed in the table below. For the purposes of this analysis we have assumed that project will be funded $100 \%$ with equity until the equity ownership group has funded its required $35 \%$; after which the lender would fund the balance of the capital requirements through project stabilization. If the project were to exceed the budget then the equity investors would be required to fund additional capital as necessary. The lender's funding requirement is expected to be capped at $\$ 67,850,000$.

| Project Capitilization Summary |  |  |
| :--- | :---: | :---: |
|  | Amount | \% of Total |
| Debt | $67,850,000$ | $64.6 \%$ |
| Investor Equity | $33,469,000$ | $31.9 \%$ |
| Developer Equity | $3,719,000$ | $3.5 \%$ |
| Total Development Budget | $\mathbf{\$ 1 0 5 , 0 3 8 , 0 0 0}$ | $\mathbf{1 0 0 \%}$ |

## Financing Terms

Below are all the key terms and metrics associated with the assumed financing for the project. These financing terms are based on conversations with JP Morgan Chase, an active construction mini-perm lender for Multifamily Development Projects in New York City. Because the loan is a combination of a construction loan and permanent loan in one, the interest will accrue for the first 36 months of the loan term. Starting in Month 37 the loan will begin to amortize with principal and interest payments due monthly to be paid from the cash flow of the stabilized project. The loan will be non-recourse other than standard carve-outs and KDK will be responsible for providing a completion guarantee.

Loan to Cost Ratio (LTC): 65\%
Loan Amount (Max Draw): \$67,850,000
Term: 60 Months
Interest Rate: 4.75\% Fixed
Amortization: Interest only for 36 months, 30-year amortization thereafter
Lender Fees: $1.0 \%$ Origination Fee (an additional $0.20 \%$ is assumed for lender/borrower legal and other loan costs)

Mortgage Recording Tax: 2.8\% of Maximum Loan Amount

## Underwriting Details

## Stabilization

The Property is forecasted to stabilize at an overall economic occupancy rate of $96.7 \%$ in year 4 of the investment. The assumed lease-up of the Property is based on a straight-line average absorption schedule over a six-month period (inclusive of 1-monh of pre-leasing). While $96.7 \%$ occupancy is conservative for Class A New York City Apartments; we have utilized this inflated economic loss allowance to account for the risk of failed retail tenants which would require a re-leasing of the retail space.

## Economic Loss and Rent Concessions

In addition to the $3.3 \%$ structural vacancy loss described above, the model also assumes an additional economic loss of $1.23 \%$ for one non-revenue unit (for a live-in building superintendent). Additionally, one month of free rent has been applied during the initial lease-up period.

## Other Income Assumptions

309 Fifth Avenue is forecasted to generate a significant amount of income from non-residential sources, most notably from retail space. The retail component will have two levels: street and basement. The storage income is based on expected rentable storage area in the sub-basement (B-2). Below is a chart detailing the non-residential income assumptions:

| Other Income (Annually) - Year $\mathbf{4}$ |  |
| :--- | :---: |
|  | Amount |
| Street-Level Retail (6,350 sf) | $\$ 952,500$ |
| Basement-Level Retail (6,400 sf) | 228,480 |
| Sub-basement Storage (6,400 sf) | 162,699 |
| RE Tax Reimbursement From Retail | 64,438 |
| Total Other Income | $\mathbf{\$ 1 , 2 7 3 , 0 0 0}$ |

The 12,750 sf of rentable retail space (excluding the basement storage space, which is not included in the NRA) represents $10.4 \%$ of the net rentable area of the building. The analysis assumes that the retail space is preleased with rent commencement to occur in March 2015. The initial lease terms for the retail spaces are projected to be $\$ 150$ psf nnn for the street-level space and $\$ 35 \mathrm{psf}$ nnn for the basement-level space with 10-year lease terms, $\$ 50$ psf tenant improvement allowances, and $2 \%$ annual rent increases. These assumptions are based largely on input from RKF, a highly regarded New York City retail brokerage firm.

## Operating Expenses

The following table shows the stabilized pro forma operating expenses based on an operating budget estimate provided by Cooper Square Realty, Inc. Cooper Square is contemplated to be the property manager for the Property upon completion. All operating expenses are assumed to inflate by $3 \%$ annually, with the exception of real estate taxes, which increase annually per the estimates provided by local NYC real estate tax attorney Joel Marcus of Marcus and Pollack LLP. The real estate tax projections are heavily influenced by the Property's inclusion in the 421a real estate tax abatement program. More detail on the 421a tax abatement is provided below.

| Stabilized Pro Forma Operating Expenses - Year 4 |  |  |  |
| :--- | :---: | :---: | :---: |
| Expense | Pro Forma Amount | Per Unit | PSF |
| Real Estate Taxes (after abatement) | $\$ 619,596$ | $\$ 3,801$ | $\$ 5.05$ |
| Payroll and Related | 796,314 | 4,885 | 6.49 |
| General \& Administrative | 42,332 | 260 | 0.35 |
| Utilities | 334,237 | 2,051 | 2.73 |
| Repairs \& Maintenance | 169,223 | 1,038 | 1.38 |
| Marketing/Leasing | 72,100 | 442 | 0.59 |
| Insurance | 85,830 | 527 | 0.70 |
| Other | 61,800 | 379 | 0.50 |
| Management Fee | 210,627 | 1,292 | 1.72 |
| Replacement Reserves | 57,050 | 350 | 0.47 |
| Total | $\mathbf{\$ 2 , 4 4 9 , 1 0 9}$ | $\mathbf{\$ 1 5 , 0 2 5}$ | $\mathbf{\$ 1 9 . 9 7}$ |

## 421a Real Estate Tax Abatement

The Property is expected to be eligible for full benefits from the 421a real estate tax abatement program. The 421a program is governed by the NYC Department of Housing Preservation and Development ("HPD"). Eligibility for the 421a program is "of right" with very clear guidelines; however, due to the recession and prevalence of stalled projects, the New York State legislature recently amended the program. The statute governing the program previously stated that in order for a project to qualify as "of right" for the full tax abatement, construction of the project must have started prior to June 30, 2008 and must be completed no later than June 30, 2012. Although construction commenced on the site prior to July 2008, 309 Fifth Avenue would not qualify under the current statute because the Property will not be complete by June 30, 2012.

HPD has revised the 421a statute which extends the completion deadline for projects started prior to June 30,2008 to 84 months rather than the current 48 -month rule. This change to 84 months will extend the completion deadline for the Property to June 30, 2015, 9 months following our expected completion date (September 2014). Below is a summary of the 421a benefits.

The 421a tax abatement program freezes real estate taxes due for the Property to a payment based on the current assessed value of the land. The current taxes are approximately $\$ 229,000$ per year. Once the Property is stabilized, the taxes begin to phase in at a rate of $20 \%$ of the full tax rate every two years until the Property reaches $100 \%$. Because construction of the Property technically began in 2008, the abatement period starts as of the January of the following year (2009). Below is a chart showing the projected annual real estate taxes for the Property as the 421a tax abatement phases out and taxes phase in.

Real Estate Tax Exemption Period

| Exemption Period | FY Start | FY End |
| :---: | :---: | :---: |
| $100 \%$ Exemption | January-09 | December-14 |
| $80 \%$ Exemption | January-15 | December-16 |
| $60 \%$ Exemption | January-17 | December-18 |
| $40 \%$ Exemption | January-19 | December-20 |
| $20 \%$ Exemption | January-21 | December-22 |

## Rent Regulation Due To 421a Benefits

If 309 Fifth Avenue is included in the 421a abatement program, all residential units in the Property will technically be rent-regulated. In all likelihood, this rent regulation will not have an impact on the Property's ability to achieve annual rent growth equal to or in excess of market rent growth because the baseline upon which the rent regulation is measured will be well above the actual market rent projected for the Property. The baseline for the rent regulation is called Legal Rent, which is determined by a formula generated by the NYC Department of Housing and Community Renewal (DHCR). Based on guidance from Marcus and Pollack LLP, this formula will yield a Legal Rent that is in excess of our projected initial market rents by over $60 \%$. The main reason that the DHCR formula yields such a comparatively high Legal Rent is that the formula was originally intended to ensure that developers receive at least a $14 \%$ return on cost prior to any impact of the rent regulation.

During lease-up, the tenants will be offered an initial rent known as a Preferential Rent. Preferential Rents will be well below the Legal Rent, but will be reflective of current market rent. Following initial lease-up, the maximum rent allowable for each unit will be equal to Legal Rent plus annual percentage increases set forth by the Rent Guidelines Board ("RGB"). These annual increases per the RGB have ranged from 2.2\% to $4.5 \%$ over the past five years. Because the spread between projected market rents and Legal Rent is so great, it is very unlikely rent regulation will have any impact on the Property's value or ability to achieve full market rents. Average market rent growth would have to exceed $9.0 \%$ annually over the 10 -year period following project completion before having a negative impact.

## Holding Period/Disposition

The opportunity has been analyzed using a 5 -year holding period, commencing upon the purchase of the site in March 2012. The disposition amount is estimated by applying a $5.0 \%$ reversion capitalization rate to the year 6 net operating income, resulting in a base case gross reversion value of approximately $\$ 154,003,000$ ( $\$ 944,803$ per unit or $\$ 1,256 \mathrm{psf}$ ).

## Summary of Financial Returns

## Base Case/Optimistic Case/Pessimistic Case

The investment analysis consists of a base case (as outlined above), an optimistic case, and a pessimistic case. The three cases have identical assumptions except for the variances in the table below:

| BASE CASE/OPTIMISTIC CASE/PESSIMIStIC CASE |  |  |  |
| :--- | :---: | :---: | :---: |
| Assumptions | Base Case | Optimistic Case | Pessimistic Case |
| 2011 Average Market Rent (psf) (+/-10\%) | $\$ 5.51$ | $\$ 6.06$ | $\$ 4.96$ |
| 2011 Blended Retail Market Rent (psf) (+/- <br> $15 \%)$ | $\$ 92.27$ | $\$ 101.50$ | $\$ 83.05$ |
| Reversion Cap Rate (+/-50 bps) | $5.00 \%$ | $4.50 \%$ | $5.50 \%$ |

## Pro Forma Financial Returns

| Summary of Financial Returns |  |  |  |
| ---: | :---: | :---: | :---: |
|  | Base Case | Optimistic Case | Pessimistic Case |
| Year 4 (Stabilized Returns) |  |  |  |
| Unleveraged ROI: | $7.1 \%$ | $8.0 \%$ | $6.2 \%$ |
| Leveraged (Cash on Cash): | $7.6 \%$ | $10.0 \%$ | $5.1 \%$ |
| Unleveraged: | $13.6 \%$ | $19.6 \%$ | $7.3 \%$ |
| Leveraged: | $19.0 \%$ | $27.9 \%$ | $8.1 \%$ |
| Gross Sale Proceeds: | $\$ 154,003,000$ | $\$ 191,101,000$ | $\$ 121,478,000$ |
| Gross Sale psf: | $\$ 1,256$ | $\$ 1,558$ | $\$ 991$ |
| Gross Sale per unit: | $\$ 944,803$ | $\$ 1,172,400$ | $\$ 745,264$ |

## Base Case - Exit Cap Rate Sensitivity Matrix

|  | Exit Cap Rate (Year 5) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Sale Proceeds | $\mathbf{4 . 5 0 \%}$ | $\$ 171,114,467$ | $\$ 162,108,442$ | $\mathbf{4 1 5 4 , 0 0 3 , 0 2 0}$ | $\$ 146,669,543$ |
| Per Sqft | $\$ 1,395$ | $\$ 1,322$ | $\mathbf{5 . 0 0 \%}$ | $\$ 140,002,745$ |  |
| CAGR | $27.6 \%$ | $24.2 \%$ | $\mathbf{2 1 . 2 5 6}$ | $\$ 1,196$ | $\$ 1,142$ |
| Unleveraged IRR | $16.4 \%$ | $15.0 \%$ | $\mathbf{1 3 . 6 \%}$ | $18.2 \%$ | $15.5 \%$ |
|  |  |  |  | $12.4 \%$ | $11.2 \%$ |

## Condominium Scenario Financial Analysis

## Project Budget

The project budget summarized in the table below is based on a hard cost budget estimate from Lend Lease and a soft cost budget based on market knowledge, experience with similar projects, and discussions with key A\&E providers (Architects, Structural Engineers, Etc). The hard cost budget from Lend Lease was inflated by $10 \%$ over the Rental scenario to account for the higher expense of finishes, common areas, furnishings, etc in a for-sale condo project.

| Project Development Budget (Condo Scenario) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Uses of Funds | \$ Amount | \% Total |  | Per Unit |  | Per RSF |
| Land Costs | \$33,500,000 | 29.6\% |  | \$257,692 |  | \$273.13 |
| Hard Costs | 57,743,620 | 51.0\% |  | \$444,182 |  | \$470.80 |
| Soft Costs | 9,960,000 | 8.8\% |  | \$76,615 |  | \$81.21 |
| Retail Leasing | 1,473,511 | 1.3\% |  | \$11,335 |  | \$12.01 |
| Development Fees | 2,708,145 | 2.4\% |  | \$20,832 |  | \$22.08 |
| Financing Fees | 2,830,994 | 2.5\% |  | \$21,777 |  | \$23.08 |
| NOL/Capitalized Interest | 5,023,504 | 4.4\% |  | \$38,642 |  | \$40.96 |
|  |  | 0.0\% |  | \$- |  | \$- |
| Total Uses of Funds | \$113,239,774 | 100.0\% | \$ | 871,075 | \$ | 923.28 |

## Project Capitalization

The assumed capital structure for the condominium scenario is $50 \%$ Debt and $50 \%$ Equity, as detailed in the table below. For the purposes of this analysis we have assumed that project will be funded $100 \%$ with equity until the equity ownership group has funded its required $50 \%$; after which the lender would fund the balance of the capital requirements through project stabilization. If the project were to exceed the budget then the equity investors would be required to fund additional capital as necessary. The lender's funding requirement is expected to be capped at $\$ 56,619,887$.

| Project Capitilization Summary |  |  |
| :--- | :---: | :---: |
|  | Amount | \% of Total |
| Debt | $56,619,887$ | $50.0 \%$ |
| Investor Equity | $50,957,898$ | $45.0 \%$ |
| Developer Equity | $5,661,989$ | $5.0 \%$ |
| Total Development | $\$ \mathbf{1 1 3 , 2 3 9 , 7 7 4}$ | $\mathbf{1 0 0 \%}$ |

## Financing Terms

Below are all the key terms and metrics associated with the assumed financing for the project as a for-sale condominium. These financing terms are based on conversations with Cooper Horowitz, an active debt placement firm for Multifamily Condo Development Projects in New York City. The loan is assumed to be paid back first as condo sales close. Once the full principal balance is paid back then the net sale proceeds going forward flow back to the equity investors.

Loan to Cost Ratio (LTC): 50\%
Loan Amount (Max Draw): \$56,619,887
Term: Up to 48 Months
Interest Rate: 7.0\% Fixed
Amortization: Interest only
Lender Fees: 2.0\% Origination Fee (an additional $0.20 \%$ is assumed for lender/borrower legal and other loan costs)

Mortgage Recording Tax: 2.8\% of Maximum Loan Amount

## Underwriting Assumptions (Condo Scenario)

For details on the condominium scenario underwriting and financial results please see Exhibit C .

## Summary of Financial Returns (Condo Scenario)

| Summary of Financial Returns <br> Base Case |  |
| :--- | :---: |
| Holding Period | $\mathbf{4 8}$ Months |
| Unleveraged IRR | $15.22 \%$ |
| Unleveraged Equity <br> Multiple | 1.39 x |
| Leveraged IRR | $15.30 \%$ |
| Leveraged Equity <br> Multiple | 1.60 x |
| Leveraged: | $19.00 \%$ |

## Section 7: Development Plan

## Development Plan

## Timeline

The table below identifies the key milestone dates and duration associated with each key stage of the development plan. A graphical version of this development schedule can be found in Exhibit A-2.

| 309 Fifth AveNUE DEVELOPMENT TIMELINE |  |  |
| :--- | :---: | :---: |
| Key Development Milestone | Start | Finish |
| Closing on Land/Loan Closing/JV Formation | $3 / 1 / 2012$ | $3 / 31 / 2012$ |
| Design/A\&E/Construction Documents | $3 / 1 / 2012$ | $7 / 31 / 2012$ |
| Finalize GMP Construction Contract | $5 / 1 / 2012$ | $7 / 31 / 2012$ |
| Department of Buildings Drawing Approval | $7 / 1 / 2012$ | $8 / 30 / 2012$ |
| Procurement of Building Permit | $7 / 1 / 2012$ | $8 / 30 / 2012$ |
| Construction | $9 / 1 / 2012$ | $8 / 30 / 2014$ |
| 1st TCO (Floors 1-10) | $7 / 1 / 2014$ | $9 / 30 / 2014$ |
| 2nd TCO (Floors 11-20) | $9 / 1 / 2014$ | $10 / 31 / 2014$ |
| Final TCO (Floors 21-34) | $10 / 1 / 2014$ | $11 / 30 / 2014$ |
| Residential Lease-up | $9 / 1 / 2014$ | $1 / 31 / 2015$ |

## Project Team

KDK Development Partners has assembled a best-in-class development team to execute the plan envisioned for 309 Fifth Avenue. All of the team members have deep experience building similar projects in Manhattan and will collectively help to mitigate some of the risk of operating in such a complicated, urban in-fill site.

## Architect



Founded in New York City in 1941, SLCE Architects has a proud heritage of creating architecture in the world's most complex urban environments. SLCE provides a full range of architectural design and technical services with special expertise in large scale residential, hospitality, mixed-use, and commercial developments.

SLCE has unrivaled experience in collaborative projects and the essential technical expertise required for the successful completion of every project. In recent decades SLCE has grown to become one of the most prolific firms in the New York City metropolitan area and enjoys a growing presence nationally. SLCE is currently pursuing projects in growth markets throughout the world.

## General Contractor

## Lend Lease

Lend Lease is one of the world's leading project management and construction companies, known for its ability to deliver high-quality projects on time and budget. They provide innovative and industry-leading project management, construction and design services in Australia, Asia, the Americas and Europe and the Middle East. While their services vary in different countries and markets, our comprehensive offering includes project and program management, design and construction, construction management, design management, multi-site solutions and consulting. The in-house design teams combine traditional design skills with specialist technical capabilities in areas ranging from architectural and urban design to strategic procurement. Finally, Lend Lease's focus on sustainable design has also won green rating certification for many of our buildings globally. Lend Lease is a very active GC in New York City and has constructed many similar apartment buildings around the city. They are well regarded and known for delivering on-time, onbudget, and they have the backing of a very large corporate balance sheet.

## Residential Leasing Consultant



Nancy Packes, Inc. ("NPI") will serve as the residential leasing consultant for the Project. NPI is one of the most renowned residential consultants in New York City. Their services will include heavy involvement in the design process to ensure that the common areas and apartment units are designed and laid out to ensure maximum rents and leasing velocity in the market. NPI will also manage the entire lease-up process as the Project delivers. One key to NPI's value as a consultant is their research department. They have a proprietary database of competitive buildings and always have "finger on the pulse" of the residential leasing market in Manhattan. Attached as Exhibit D-1 is the Nancy Packes Inc. Mid-Year 2011 Rental Report.

## Retail Leasing Broker

## RKE

RKF is the market leader in retail leasing, investment sales and consulting services. They are transforming the retail landscape in positive and exciting ways in markets throughout the country.

Headquartered in New York City with offices in Las Vegas, Los Angeles, New Jersey, Miami and San Francisco, RKF professionals have years of hands-on experience in all aspects of retail real estate. They provide the most recognized domestic and international retailers, developers, owners and institutions with expert advice and customized solutions across a range of disciplines.

RKF was founded in 1998 by Robert K. Futterman to service the specialized retail real estate needs of retailers, property owners, developers and investors. RKF quickly established itself as the leading retail real estate firm in the New York Metropolitan area. As the retail landscape expanded and retailers and owners entered new markets, they increasingly turned to RKF. To meet this demand, RKF extended its presence from its headquarters in New York City and now has offices in Las Vegas, Los Angeles, New Jersey, Miami and San Francisco.

RKF's roots are in Manhattan Retail and they are one of the best retail brokerage firms to have on the team due to their experience with maximizing retail rents in new construction projects. There are many decisions to be made during design and construction and small errors in how the retail space is laid out or serviced can have a major impact on what retail tenants will be willing to lease the space and pay top dollar rent.

## Property Manager



Cooper Square Realty is the largest residential property management company in New York City and also offers project management and energy management services. Cooper Square's portfolio comprises upwards of 450 condominiums, cooperatives, and rental properties with an aggregate value of over $\$ 6$ billion. The company manages more than 70,000 residences that are home to more than 200,000 people. These include distinctive lifestyle properties such as The Plaza Residences, luxury residential towers, new developments, prewar landmark buildings, and apartment complexes. Cooper Square holds an interest in Abigail Michaels Concierge, an industry leading concierge company with more than 50,000 clients.

## Conclusion

KDK Development Partners intends to develop 309 Fifth Avenue as a Class A, core, mixed-use multi-family rental project. Based on our underwriting, this is the highest and best use for the property, with returns that significantly exceed the more risky prospect of developing the site as a for-sale condominium project. The rental scenario is projected to produce a 5 -year leveraged IRR of $19 \%$, whereas the condo scenario is projected to yield only a $15.3 \%$ leveraged IRR over a 4 -year hold. The rental strategy is even more compelling given the significantly lower risk profile of rental development versus condominium development.

KDK Development Partners understands that all real estate development projects come with some risks, but with the project team assembled and the underwriting completed to date, we feel that we have taken many steps to greatly mitigate these risks, providing a very compelling opportunity for equity partners to invest with us in this Project.

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MLA formatting

## Exhibits

## Exhibit A

1)Summary Project Budget (Rental Scenario)<br>2)Development Schedule<br>3)Lend Lease Detailed Hard Cost Budget

Exhibit B
1)Summary of Returns
2)Annual Project Cash Flows
3)Monthly Project Cash Flow
4)Loan Funding Schedule
5)IRR Calculation Table
6)Assumptions
7)Lease-up Schedule

Exhibit C

1)Condo Financial Analysis Assumptions and Summary Page<br>2)Condo Scenario Project Budget<br>3)Condo Sales Summary<br>4)Condo Annual Cash Flow Schedule<br>5)Condo Monthly Cash Flow Schedule<br>6)Retail Cash Flow Summary (Condo Scenario)<br>7)Condo Scenario Unit Mix

Exhibit D
1)Nancy Packes Mid-Year 2011 Rental Report
2)Brown Harris Stevens Condo Market Report
3)Halstead Property Condo Sale Comparable Study (Data)

## Exhibit A

| Exhibit A-1 |  |  |
| :---: | :---: | :---: |
| 309 Fifth Avenue - Summary Project Budget |  |  |
|  | Total | PSF |
| Land Costs | 32,000,000 | 260.96 |
| Closing/Due Dligence Costs | 1,500,000 | 12.23 |
| Subtotal: Land/Closing/DD Costs | 33,500,000 | 273.20 |
| Hard Costs | 49,125,000 | 400.62 |
| Tenant Improvements (Retail) | 637,500 | 5.20 |
| Hard Costs Contingency | 3,500,000 | 28.54 |
| Subtotal: Hard Costs | 53,262,500 | 434.36 |
| Development Fees | 2,301,900 | 18.77 |
| Legal | 575,000 | 4.69 |
| A\&E | 1,570,000 | 12.80 |
| Governmental Fees | 720,000 | 5.87 |
| Marketing | 1,210,000 | 9.87 |
| Insurance | 1,600,000 | 13.05 |
| Miscellaneous Project Costs | 1,300,000 | 10.60 |
| 421a Tax Abatement Costs | 2,385,000 | 19.45 |
| Soft Cost Contingency | 600,000 | 4.89 |
| Subtotal: Soft Costs | 12,261,900 | 100.00 |
| Total Land, Hard, \& Soft Costs | \$99,024,400 | \$807.56 |
| Construction Financing Costs | \$2,714,000 | 22.13 |
| Capitalized Interest | 3,299,669 | 26.91 |
| Subtotal: Financing Costs | 6,013,669 | 49.04 |
| Total Project Costs | \$105,038,069 | \$856.60 |



## Lend Lease

## 309 Fifth Avenue Preliminary Budget Estimate

| Trade | Gross SQFT: |  |  |  |  |  | 155,000 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Subcontractor Budg <br> Subcontractor | Pric | ontractor ce Quote | Revised Lend Lease Budget |  | Cost per SqFt. |  | Anticipated Buy Pricing |  | Anticipated Buy Pricing Cost per SqFT. |  |
| Sitework |  |  |  | \$ | 175,000 | \$ | 1.13 | \$ | 175,000 | \$ | 1.13 |
| Excavation/Foundations | Navillus | \$ | 1,674,750 |  |  |  |  |  |  |  |  |
|  | Civetta |  |  | \$ | 1,674,750 | \$ | 10.80 | \$ | 1,600,000 | \$ | 10.32 |
|  | Urban |  |  |  |  |  |  |  |  |  |  |
| Unanticipated Foundation Work |  |  |  | \$ | 100,000 | \$ | 0.65 |  | 100,000 | \$ | 0.65 |
| Concrete Superstructure | Regal Concrete |  | 11,350,000 |  |  |  |  |  |  |  |  |
|  |  |  |  | \$ | 11,350,000 | \$ | 73.23 | \$ | 11,350,000 | \$ | 73.23 |
|  | Century Maxim |  |  |  |  |  |  |  |  |  |  |
| Masonry |  |  |  | \$ | 513,017 | \$ | 3.31 | \$ | 513,017 | \$ | 3.31 |
| Misc. Metal |  |  |  | \$ | 439,729 | \$ | 2.84 | \$ | 439,729 | \$ | 2.84 |
| Rough Carpentry \& Drywall | R\&J Construction |  | 5,300,000 |  |  |  |  |  |  |  |  |
|  | Prince Carpentry |  | 4,800,000 | \$ | 4,500,000 | \$ | 29.03 | \$ | 4,300,000 | \$ | 27.74 |
|  | Component Assembly |  | 4,500,000 |  |  |  |  |  |  |  |  |
| Millwork |  |  |  | \$ | 197,878 | \$ | 1.28 | \$ | 197,878 | \$ | 1.28 |
| Roofing/Waterproofing |  |  |  | \$ | 378,000 | \$ | 2.44 | \$ | 378,000 | \$ | 2.44 |
| Caulking |  |  |  | \$ | 109,932 | \$ | 0.71 | \$ | 109,932 | \$ | 0.71 |
| HM, Hardware \& Wood Doors |  |  |  | \$ | 586,306 | \$ | 3.78 | \$ | 586,306 | \$ | 3.78 |
| Glazing |  |  |  | \$ | 73,288 | \$ | 0.47 | \$ | 73,288 | \$ | 0.47 |
| Storefront |  |  |  | \$ | 168,000 | \$ | 1.08 | \$ | 168,000 | \$ | 1.08 |
| Window Wall | K\&M |  | 5,208,700 |  |  |  |  |  |  |  |  |
|  | W\&W (Sota Hybrid Curtainwall) |  | 5,952,800 | \$ | 5,208,700 | \$ | 33.60 | \$ | 5,000,000 | \$ | 32.26 |
|  | EFCO |  | 6,023,120 |  |  |  |  |  |  |  |  |
| Lobby Fitout |  |  |  | \$ | 300,000 | \$ | 1.94 | \$ | 300,000 | \$ | 1.94 |
| Ceramic/Stone | Jantile | \$ | 775,000 | \$ | 775,000 | \$ | 5.00 | \$ | 725,000 | \$ | 4.68 |
| Wood Floor \& VCT | VAL | \$ | 626,500 | \$ | 626,500 | \$ | 4.04 | \$ | 600,000 | \$ | 3.87 |
| Carpet |  |  |  | \$ | 87,946 | \$ | 0.57 | \$ | 87,946 | \$ | 0.57 |
| Painting/ WC |  |  |  | \$ | 622,950 | \$ | 4.02 | \$ | 622,950 | \$ | 4.02 |
| Toilet Accesories |  |  |  | \$ | 95,275 | \$ | 0.61 | \$ | 95,275 | \$ | 0.61 |
| Signage |  |  |  | \$ | 21,986 | \$ | 0.14 | \$ | 21,986 | \$ | 0.14 |
| Canopy |  |  |  | \$ | 15,000 | \$ | 0.10 | \$ | 15,000 | \$ | 0.10 |
| Compactor/Trash Chutes/Boiler Flue |  |  |  | \$ | 150,000 | \$ | 0.97 | \$ | 150,000 | \$ | 0.97 |
| Appliances |  |  |  | \$ | 535,500 | \$ | 3.45 | \$ | 535,500 | \$ | 3.45 |
| Cabinets |  |  |  | \$ | 275,400 | \$ | 1.78 | \$ | 275,400 | \$ | 1.78 |
| Elevators | Thyssen Krupp | \$ | 1,060,000 |  |  |  |  |  |  |  |  |
|  |  |  |  | \$ | 1,060,000 | \$ | 6.84 | \$ | 975,000 | \$ | 6.29 |
|  | Fujitec | \$ | 1,300,000 |  |  |  |  |  |  |  |  |
| Hoist/ Bridge |  |  |  | \$ | 957,261 | \$ | 6.18 | \$ | 957,261 | \$ | 6.18 |
| Plumbing | Parkview | \$ | 3,500,000 |  |  |  |  |  |  |  |  |
|  | Almar | \$ | 3,250,000 | \$ | 3,250,000 | \$ | 20.97 | \$ | 3,250,000 | \$ | 20.97 |
|  | Par/Liberty | \$ | 4,752,000 |  |  |  |  |  |  |  |  |
| Fire Protection | Federated |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  | \$ | 1,225,000 | \$ | 7.90 | \$ | 1,100,000 | \$ | 7.10 |
|  | Rael Sprinkler |  |  |  |  |  |  |  |  |  |  |
| HVAC | Epic | \$ | 3,400,000 |  |  |  |  |  |  |  |  |
|  |  |  |  | \$ | 3,400,000 | \$ | 21.94 | \$ | 3,300,000 | \$ | 21.29 |
|  | Martin | \$ | 3,575,000 |  |  |  |  |  |  |  |  |
| Electrical | SJ Electric | \$ | 3,000,000 |  |  |  |  |  |  |  |  |
|  |  |  |  | \$ | 3,000,000 | \$ | 19.35 | \$ | 2,800,000 | \$ | 18.06 |
|  | Five-Star Electric | \$ | 3,450,000 |  |  |  |  |  |  |  |  |
| Safety \& Security |  |  |  | \$ | 450,000 | \$ | 2.90 | \$ | 450,000 | \$ | 2.90 |
| Subtotal |  |  |  | \$ | 42,322,418 |  | 273.05 | \$ | 41,252,468 |  | 266.14 |
| General Conditions (9\%) |  |  |  |  | 4,627,541 | \$ | 29.86 |  | 4,627,541 | \$ | 29.86 |
| Insurance (1.49\%) |  |  |  |  | 699,554 | \$ | 4.51 |  | 683,612 | \$ | 4.41 |
| Contingency (3\%) |  |  |  |  | 1,429,485 | \$ | 9.22 |  | 1,396,909 | \$ | 9.01 |
| Fee (2.5\%) |  |  |  |  | 1,191,238 | \$ | 7.69 |  | 1,164,091 | \$ | 7.51 |
| Total |  |  |  |  | 50,270,236 | \$ | 324.32 |  | 49,124,621 | \$ | 316.93 |

Exhibit B

| Pro Forma Cash Flow (\$000's) |  | Time 0 | $\begin{array}{r} \hline \text { Year } 1 \\ \text { Feb-2013 } \\ \hline \end{array}$ | $\begin{array}{r} \text { Year } 2 \\ \text { Feb-2014 } \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { Year 3 } \\ \text { Feb-2015 } \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { Year } 4 \\ \text { Feb-2016 } \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { Year 5 } \\ \text { Feb- } 2017 \\ \hline \end{array}$ | Reversion YearYear 6Feb-2018 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal Year End |  |  |  |  |  |  |  |  |
| NOI \& CASH FLOWS |  |  |  |  |  |  |  |  |
| Scheduled Base Rental Revenue |  |  |  |  | 2,056,594 | 8,425,066 | 8,988,764 |  |
| Base Rental Step Revenue |  |  |  |  |  |  |  |  |
| Expense Reimbursement Revenue |  |  |  |  |  |  |  |  |
| Miscellaneous Income |  |  |  |  |  | 1,337,711 | 1,370,137 |  |
| General Vacancy |  |  |  |  |  | $(252,752)$ | (269,663) |  |
| Effective Gross Revenue |  |  |  |  | 2,056,594 | 9,510,025 | 10,089,238 |  |
| Total Operating Expenses |  |  |  |  | $(817,606)$ | $(2,449,109)$ | $(2,581,570)$ |  |
| Net Operating Income | A |  |  |  | 1,238,988 | 7,060,916 | 7,507,668 |  |
| Interest Payments |  |  |  |  | $(1,609,623)$ | (3,200,277) | $(3,149,448)$ |  |
| Principal Payments |  |  |  |  |  | $(1,046,976)$ | $(1,097,805)$ |  |
| NOI After Debt Service |  |  |  |  | $(370,635)$ | 2,813,663 | 3,260,415 |  |
| Purchase Price |  | (33,500,000) |  |  |  |  |  |  |
| Hard Costs |  |  | $(7,683,250)$ | $(37,896,000)$ | $(7,683,250)$ |  |  |  |
| Soft Costs |  |  | $(4,211,990)$ | $(5,457,590)$ | $(2,592,320)$ |  |  |  |
| Origination Points \& Fees |  |  | $(2,714,000)$ |  |  |  |  |  |
| Capitalized Interest |  |  | $(143,856)$ | $(1,636,644)$ | $(1,519,169)$ |  |  |  |
| Cash Flow (Leveraged) | B | (33,500,000) | (14,753,096) | (44,990,234) | (12,165,374) | 2,813,663 | 3,260,415 |  |
| Cash Flow (Unleveraged) | C | $(33,500,000)$ | (11,895,240) | (43,353,590) | (9,036,582) | 7,060,916 | 7,507,668 |  |
| Debt Funding Proceeds |  |  | 10,434,642 | 44,990,216 | 12,425,142 |  |  |  |
| Capitalized Development Costs (w/out interest \& points) |  |  | 11,895,240 | 43,353,590 | 10,275,570 |  |  |  |
| Capitalized Interest \& Points |  |  | 2,857,856 | 1,636,644 | 1,519,169 |  |  |  |
| Capital Costs |  |  | 11,895,240 | 43,353,590 | 10,275,570 |  |  |  |
| BASIS \& EQUITY |  |  |  |  |  |  |  |  |
| Book Value | D | 33,500,000 | 45,395,240 | 88,748,830 | 99,024,400 | 99,024,400 | 99,024,400 | 99,024,400 |
| Ending Principal Balance |  |  | 10,434,642 | 55,424,858 | 67,850,000 | 66,803,024 | 65,705,219 | 65,705,219 |
| Purchase Price or TDB | E | 33,500,000 | 45,395,240 | 88,748,830 | 99,024,400 | 99,024,400 | 99,024,400 | 99,024,400 |
| Cash Investment Leveraged | F |  | 37,818,454 | 37,818,472 | 37,188,069 | 37,188,069 | 37,188,069 | 37,188,069 |
| Project All-in Cost (Leveraged) |  |  | 48,253,096 | 93,243,330 | 105,038,069 | 105,038,069 | 105,038,069 | 105,038,069 |
| YIELDS |  |  |  |  |  |  |  |  |
|  |  |  | Feb-2013 | Feb-2014 | Feb-2015 | Feb-2016 | Feb-2017 | Feb-2018 |
| Unleveraged Return on Investment | A / D |  | N/A | N/A | N/A | 7.1\% | 7.6\% | -- |
| Unleveraged Cash to Purchase Price | C/E |  | N/A | N/A | N/A | 7.1\% | 7.6\% | - |
| Leveraged Cash Return (Cash on Cash) | B/F |  | N/A | N/A | N/A | 7.6\% | 8.8\% | -- |


|  |  | Equity Multiple |
| :--- | :---: | :---: |
| 5 Year Unleveraged IRR | $\mathbf{1 3 . 6 \%}$ | $\mathbf{1 . 6 6}$ |
| 5 Year Leveraged IRR | $\mathbf{1 9 . 0 \%}$ | 2.35 |
| Reversion NOI | $\$ 7,700,151$ |  |
| Reversion Cap Rate | $5.00 \%$ |  |
| Reversion Value | $\$ 154,003,020$ |  |
| Reversion Value Psft | $\$ 1,256$ |  |
| Cost of Sale | $3.75 \%$ |  |

DEFINITIONS
Return on Investment
Leveraged Cash Return (Cash on Cash)
ook Value
Ending Principal Balance
Purchase Price or TDB
Cash Investment Leveraged
Project All-In Cost

## EFINIONS

Net Cash Flow (Unleveraged) / Purchase Price or Total Development Budget (through stabilization)
Net Cash Flow (Leveraged) / Cash Investment Leveraged
ffective Gross Revenue less Total Operating Expenses
Original Purchase Price (or TDB) plus all leasing costs, capital expenditures (including reserves) and closing costs
Mortgage outstanding at the end of a given year
Purchase Price or TDB plus development capitalized costs (excluding capitalized interest \& points)
Purchase Price or TDB (including capitalized interest \& points) minus Debt Funding Proceed
Purchase Price or TDB (including capitalized interest, points and earnout)

| Exhibit B-2: Annual Project Cash Flow Schedule |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5-Year Hold |  |  |  |  |  |  |
| For the Years Ending | Year 1 <br> Feb-2013 | Year 2 Feb-2014 <br> Feb-2014 | Year 3 Feb-2015 <br> Feb-2015 | Year 4 Feb-2016 | Year 5 Feb-2017 <br> Feb-2017 | Reversion Year Year 6 Feb-2018 |
| Operating Ratios |  |  |  |  |  |  |
| Total Number of Units |  |  | 54 | 162 | 162 | 162 |
| Average Occupancy |  |  | 33.0\% | 99.4\% | 99.4\% | 99.4\% |
| Avg Monthly Rent per Occ Area |  |  | \$4.72 | \$6.43 | \$6.86 | \$7.29 |
| Avg Monthly Rent per Occ Unit |  |  | \$3,183.58 | \$4,333.88 | \$4,623.85 | \$4,912.93 |
| Expense Ratio to Operating Inc |  |  | 39.8\% | 25.8\% | 25.6\% | 28.0\% |
| Expenses per Unit Area |  |  | \$7.44 | \$22.29 | \$23.50 | \$27.26 |
| Expenses per Unit |  |  | \$5,015.99 | \$15,025.21 | \$15,837.85 | \$18,372.63 |
| Potential Gross Revenue |  |  |  |  |  |  |
| Potential Market Rent | 7,220,602 | 7,509,427 | 8,260,369 | 8,755,991 | 9,456,471 | 9,740,165 |
| Potential Rental Revenue | 7,220,602 | 7,509,428 | 8,260,368 | 8,425,066 | 8,988,764 | 9,550,743 |
| Absorption \& Turnover Vacancy Base Rent Abatements | (7,220,602) | (7,509,428) | $\begin{aligned} & (5,515,141), \\ & (688,363) \end{aligned}$ |  |  |  |
| Scheduled Base Rental Revenue |  |  | 2,056,594 | 8,425,066 | 8,988,764 | 9,550,743 |
| Cellar Storage |  |  |  | 162,699 | 165,953 | 169,272 |
| Basement Retail |  |  |  | 228,480 | 233,050 | 237,711 |
| Street Retail |  |  |  | 952,500 | 971,550 | 990,981 |
| RET Reimbursement (Retail) |  |  |  | 64,438 | 71,697 | 108,003 |
| Total Potential Gross Revenue |  |  | 2,056,594 | 9,833,183 | 10,431,014 | 11,056,710 |
| General Vacancy |  |  |  | (252,752) | (269,663) | (286,522) |
| Collection Loss |  |  |  | $(70,406)$ | (72,113) | $(75,298)$ |
| Effective Gross Revenue |  |  | 2,056,594 | 9,510,025 | 10,089,238 | 10,694,890 |
| Operating Expenses |  |  |  |  |  |  |
| RET |  |  | 160,597 | 619,596 | 689,398 | 1,038,494 |
| OPEX |  |  |  |  |  |  |
| Payroll \& Related |  |  | 322,133 | 796,314 | 820,203 | 844,809 |
| General \& Administrative |  |  | 15,473 | 42,332 | 43,602 | 44,910 |
| Utilities |  |  | 118,901 | 334,237 | 344,264 | 354,592 |
| R\&M (incl. Service Contracts) |  |  | 60,199 | 169,223 | 174,300 | 179,529 |
| Marketing/Leasing |  |  | 29,167 | 72,100 | 74,263 | 76,491 |
| Insurance |  |  | 34,721 | 85,830 | 88,405 | 91,057 |
| Other |  |  | 25,000 | 61,800 | 63,654 | 65,564 |
| Total |  |  | 605,594 | 1,561,836 | 1,608,691 | 1,656,952 |
| Replacement Reserve |  |  |  | 57,050 | 58,762 | 60,524 |
| Management Fee |  |  | 51,415 | 210,627 | 224,719 | 238,769 |
| Total Operating Expenses |  |  | 817,606 | 2,449,109 | 2,581,570 | 2,994,739 |
| Net Operating Income |  |  | 1,238,988 | 7,060,916 | 7,507,668 | 7,700,151 |
| Debt Service |  |  |  |  |  |  |
| Interest Payments | 143,856 | 1,636,644 | 3,128,792 | 3,200,277 | 3,149,448 |  |
| Principal Payments |  |  |  | 1,046,976 | 1,097,805 |  |
| Origination Points \& Fees | 2,714,000 |  |  |  |  |  |
| Total Debt Service | 2,857,856 | 1,636,644 | 3,128,792 | 4,247,253 | 4,247,253 |  |
| Development Costs |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Retail TI |  | 637,500 |  |  |  |  |
| Prime Contract | 7,172,250 | 34,780,500 | 7,172,250 |  |  |  |
| Hard Cost Contingency | 511,000 | 2,478,000 | 511,000 |  |  |  |
| Total Hard/Construction Costs | 7,683,250 | 37,896,000 | 7,683,250 |  |  |  |
| Soft/Development Costs |  |  |  |  |  |  |
| Development Fee | 413,550 | 1,558,400 | 329,950 |  |  |  |
| Legal | 575,000 |  |  |  |  |  |
| A 2 E | 229,220 | 1,111,560 | 229,220 |  |  |  |
| Governmental Fees | 105,120 | 509,760 | 105,120 |  |  |  |
| Marketing |  | 81,070 | 1,128,930 |  |  |  |
| Insurance | 233,600 | 1,132,800 | 233,600 123,500 |  |  |  |
| Misc Project Cost | 448,500 | 728,000 | 123,500 |  |  |  |
| 421 Tax Abatement Costs | 2,000,000 |  | 385,000 |  |  |  |
| Soft Costs Contingency | 207,000 | 336,000 | 57,000 |  |  |  |
| Total Sotf/Development Costs | 4,211,990 | 5,457,590 | 2,592,320 |  |  |  |
| Total Development Costs | 11,895,240 | 43,353,590 | 10,275,570 |  |  |  |
| Cash Flow After Debt Service | (14,753,096) | (44,990,234) | (12, 165,374) | 2,813,663 | 3,260,415 | 7,70, 151 |


| For the Montrs | Month 1 <br> Mar-2012 | Month 2 Apr-2012 | Month 3 <br> May-2012 | Month 4 Jun-2012 | Month 5 <br> Jul-2012 | Month 6 Aug-2012 | Month 7 Sep-2012 | Month 8 <br> Oct-2012 | Month 9 Nov-201 | Month 10 | Month 11 <br> Jan-2013 | Month 12 | Month 13 | Month 14 <br> Apr-2013 | Month 15 <br> May-2013 | Month 16 | Month 17 | Month 18 Aug-2013 | Month 19 | Month 20 | Month 21 Nov-2013 | Month 22 Dec-2013 | Month 23 Jan-2014 | Month 24 Feb-2014 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Ratios <br> Total Number of Units Average Occupancy Avg Monthly Rent per Occ Area Avg Monthly Rent per Occ Unit Expense Ratio to Operating Inc per Unit Area Expenses per Unit |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Potential Gross Revenue Potential Market Rent | \$601,717 | \$601,717 | \$601,717 | \$601,717 | \$601,717 | \$601,717 | \$601,717 | \$601,716 | \$601,717 | \$601,717 | \$601,717 | \$601,716 | \$625,786 | \$625,786 | \$625,785 | \$625,786 | \$625,785 | \$625,786 | \$625,785 | \$625,786 | \$625,785 | \$625,786 | \$625,785 | \$625,786 |
| Potential Rental Revenue <br> Absorption \& Turnover Vacancy <br> Base Rent Abatements | $\begin{gathered} \$ 601,718 \\ (\$ 601,718) \end{gathered}$ | $\begin{gathered} \$ 601,718 \\ (\$ 601,718) \end{gathered}$ | $\begin{gathered} \hline \$ 601,715 \\ (\$ 601,715) \end{gathered}$ | $\begin{aligned} & \$ 601,718 \\ & (\$ 601,718) \end{aligned}$ | $\begin{aligned} & \$ 6001,718 \\ & (\$ 601,718) \end{aligned}$ | $\begin{gathered} \text { S} \\ (5601,1717 \end{gathered}$ | $\begin{gathered} \$ 601,718 \\ (\$ 601,718) \end{gathered}$ | $\begin{aligned} & \$ \$ 601,718 \\ & (\$ 601,718) \end{aligned}$ | $\begin{aligned} & \$ 801,715 \\ & (\$ 601,715) \end{aligned}$ | $\begin{gathered} \$ 601,718 \\ (\$ 601,718) \end{gathered}$ | $\begin{gathered} \hline \$ 601,718 \\ (\$ 601,718) \end{gathered}$ | $\begin{gathered} \$ 601,713 \\ \hline(\$ 601,713) \end{gathered}$ | \$625,786 | $\begin{gathered} \$ 625,786 \\ (\$ 625,786) \end{gathered}$ | $\begin{gathered} \hline \$ 625,786 \\ (\$ 625,786) \end{gathered}$ | \$625,786 | $\begin{gathered} \$ 625,786 \\ (\$ 625,786) \end{gathered}$ | $\begin{gathered} \$ 625,784 \\ (\$ 625,784) \end{gathered}$ | $\begin{gathered} \$ 625,786 \\ (\$ 625,786) \end{gathered}$ | $\begin{gathered} \$ 625,786 \\ (\$ 625,786) \end{gathered}$ | $\begin{gathered} \$ 625,786 \\ (\$ 625,786) \end{gathered}$ | $\begin{gathered} \$ 625,786 \\ (\$ 625,786) \end{gathered}$ | \$625,786 (\$625,786 | $\begin{aligned} & \$ 625,784 \\ & (\$ 625,784) \end{aligned}$ |
| Scheduled Base Rental Revenue <br> Cellar Storage <br> Street Retail <br> RET Reimbursement (Retail) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Potential Gross Revenue General Vacancy Collection Loss |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Etfective Gross Revenue |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Operating Expenses RET |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| OPEX <br> Payroll \& Related <br> General \& Administrative Utilities <br> R\&M (incl. Service Contracts) Marketing/Leasing nsurance <br> Other |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Replacement Reserve Management Fee |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Operating Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Operating Income |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Debt Service Interest Payments Principal Payments Origination Points \& Fees | \$2,714,000 | \$2,548 | \$3,231 | \$3,964 | \$4,587 | \$4,978 | \$6,196 | \$9,532 | \$14,784 | \$21,944 | \$30,788 | \$41,304 | \$53,509 | \$66,709 | \$81,135 | s96,317 | \$112,018 | \$127,998 | \$144,203 | \$160,536 | \$177,622 | \$192,049 | \$206,157 | \$219,39 |
| Total Debt Serice | \$2,714,000 | ${ }^{2}, 548$ | \$3,231 | \$3,964 | \$4,587 | \$4,978 | ${ }^{56,196}$ | \$9,532 | \$14,784 | \$21,944 | \$30,788 | \$41,304 | \$53,509 | \$66,709 | \$81,135 | \$96,317 | \$112,018 | \$127,998 | \$144,203 | \$160,536 | \$176,622 | \$192,049 | \$206,157 | \$219,391 |
| Development Costs Hardic Constuction Costs |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prime Contract Hard Cost Contingency |  |  |  |  |  |  | s196,500 $\$ 14,000$ | $\$ 633,625$ <br> $\$ 45,500$ | $\$ 1,031,625$ $\$ 73,500$ | $\begin{array}{r} \$ 1,424,625 \\ \$ 101,500 \\ \hline \end{array}$ | $\$ 1,768,500$ $\$ 126,000$ | $\underset{\substack{\$ 2,112,375 \\ \$ 150,500}}{ }$ | $\underset{\substack{\$ 2,456,250 \\ \$ 175,000}}{ }$ | $\begin{gathered} \$ 2,652,750 \\ \substack{189,000} \\ \hline 100 \end{gathered}$ | $\$ 2,998,375$ $\$ 206,500$ | \$3,045,750 \$217,000 | \$3,144,000 $\$ 224,000$ | \$3,193,125 $\$ 227,500$ | $\$ 3,193,125$ $\$ 227,500$ | $\$ 3,144,000$ $\$ 224,000$ | $\$ 3,005,750$ <br> $\$ 217,000$ | $\$ 2,898,375$ $\$ 206,500$ | $\$ 2,652,750$ $\$ 189,000$ | $\begin{array}{r} \$ 2,4,56,250 \\ \$ 175,000 \\ \hline \end{array}$ |
| Total Hard/Construction Costs |  |  |  |  |  |  | \$210,500 | \$684,125 | \$1,105,125 | \$1,526,125 | \$1,894,500 | \$2,262,875 | \$2,631,250 | \$2,841,750 | \$3,104,875 | \$3,26, 750 | \$3,36,000 | \$3,42,625 | \$3,463,338 | \$3,484,662 | \$3,422,125 | \$3,264,250 | \$2,958,413 | \$2,673,962 |
| Sottrevelopment Costs |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Development Fee Legal | ${ }_{\text {S }}^{560,228}$ | \$20,608 <br> \$105,225 | $\begin{array}{r} \$ 988 \\ \$ 143,750 \end{array}$ | ${ }_{\text {S114,744 }}^{\$ 1,70}$ | $\begin{gathered} \$ 1,824 \\ \$ 105,225 \end{gathered}$ | $\begin{gathered} \$ 2,128 \\ \$ 838,525 \end{gathered}$ | \$11,004 | 530,101 | 321 | \$64,389 | \$79,352 | \$94,163 | \$109,050 | 7,622 | \$128,223 | 4,538 | . 672 | 0,625 | 2,182 | 2,958 | 40,229 | \$133,686 | \$121,073 | \$109,542 |
| A8E |  |  |  |  |  |  | \$6,280 | \$20,410 | \$32,970 | ${ }_{\text {S }} 445,5380$ | ${ }_{\$ 56,520}$ | \$67,510 | \$778,500 | ${ }_{584,780}$ | \$92,230 | \$97,340 | \$100,480 | \$102,050 | \$102,050 | \$100,480 | ${ }_{\text {S }}^{597,340}$ | \$92,630 | ${ }_{\text {S }}$ 584,780 | \$78,500 |
| Governmental Fees Marketing |  |  |  |  |  |  | \$2,880 | 99,360 | \$15,120 | \$20,880 | \$22,920 | \$30,960 | \$33,000 | 538,880 | \$42,480 | \$44,640 | \$44,080 | \$46,800 | \$46,800 | \$46,080 | \$44,640 |  |  |  |
| Insurance |  |  |  |  |  |  | \$6,400 | \$20,800 | \$33,600 | \$46,400 | \$57,00 | \$68,800 | \$80,00 | \$86,400 | \$99,400 | \$99,200 | \$102,400 | \$104,000 | \$104,000 | \$102,400 | ¢99,200 | s94,400 | \$86,400 | \$88,000 |
| ${ }_{4}^{\text {Misc Project Cost }}$ ( Tax Abatement Costs | \$3,900 $\$ 1,500,000$ | $\$ 10,400$ $\$ 500,000$ | \$16,900 | \$24,700 | \$33,200 | \$36,400 | \$44,200 | \$46,800 | 853,300 | \$57,200 | \$61,100 | \$62,400 | \$65,000 | \$67,600 | \$68,900 | \$68,900 | \$67,600 | \$65,000 | \$62,400 | \$61,100 | \$57,200 | \$53,300 | \$46,800 | \$44,200 |
| Sott Costs Contingency | \$1,800 | \$4,800 | \$7,800 | \$11,400 | \$14,400 | \$16.800 | \$20.400 | \$21,600 | \$24,600 | \$26,400 | \$28,200 | \$28,800 | \$30,000 | \$31,200 | 531.800 | \$31,800 | \$31,200 | \$30,000 | \$28,800 | \$28,200 | \$26,40 | 524 | \$21,60 | \$20, |
| Total Softreevelopment Costs | \$1,604,453 | \$641,033 | \$169,438 | \$181,294 | \$152,649 | \$93,853 | \$91,164 | \$149,071 | \$206,911 | \$260,799 | \$308,692 | \$352,633 | \$398,550 | \$426,482 | \$458,433 | \$476,418 | \$486,432 | \$488,475 | \$486,232 | \$481,218 | \$465,009 | \$441,096 | \$399,533 | \$449,712 |
| Total Development Costs | \$1,604,453 | \$641,033 | \$169,438 | \$181,294 | \$152,649 | \$93,853 | \$301,664 | \$833,196 | \$1,312,036 | \$1,786,924 | \$2,20,192 | \$2,615,508 | \$3,029,800 | \$3,268,232 | \$3,563,308 | \$3,73, 168 | \$3,854,432 | \$3,90, 100 | \$3,949,570 | \$3,965,880 | \$3,887,134 | ¢3,705,346 | \$3,357,946 | \$3,123,67 |
| Cash Flow Atter Debt Senice | (54,318,453) | (5643,581) | (s172,669) | (\$185,258) | (\$157, 236) | (598,831) | (\$307,860) | (\$842,728) | (51,366,820) | (51,808,868) | 2,233,980) | 2,656,812) | 3,083,309) | (3,334,941) | (\$3,644,443) | 3,835,48 | 3,966,450) | 4,037,098) | 84,093 | 54,126, | (54,063,756) | 83,897 | ,564 | (53,34, 065) |



| For the Months | Exhibit B-3: Monthly Project Cash Flow Schedule |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Month 49 Mar-2016 | Month 50 | Month 51 May-201 | Month 52 Jun-2016 | Month 53 <br> Jul-2016 | Month 54 Aug-2016 | Month 55 Sep-2016 | Month 56 Oct-2016 | Month 57 Nov-2016 | Month 58 | Month 59 <br> Jan-2017 | Month 60 Feb-2017 |
| Operating Ratios |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Number of Units | 162 | 162 | 162 | 162 | 162 | 162 | 162 | ${ }^{162}$ | 162 | 162 | 162 | 162 |
| Average Occupancy | 99.39\% | 99.39\% | 99.39\% | 99.39\% | 99.39\% | 99.39\% | 99.39\% | 99.39\% | 99.39\% | 99.39\% | 99.39\% | 9.39\% |
| Avg Montly Rent per Occ Area | 6.68 | 6.68 |  | 6.68 | 6.68 | 6.68 | 6.79 | 6.89 | 7.00 | 7.11 | 7.22 | 7.22 |
| Avg Monthy Rent per Occ Unit | 4,504.12 | 4,504.12 | 4,504.09 | 4,504.12 | 4,504.10 | 4,504.11 | 4,575.28 | 4.646.47 | 4,719.85 | 4,791.04 | 4,864.44 | 4.864.43 |
| Expense Ratio to operating inc | 25.44\% | 25.44\% | 25.44\% | 25.44\% | 25.44\% | 25.44\% | 25.13\% | 24.82\% | 24.51\% | 24.21\% | 27.78\% | 27.78\% |
| Expenses per Unit Area |  | 1.9 |  |  |  |  |  | 1.91 | 1.91 | 1.91 | 2.23 | 2.23 |
| Expenses per Unit | 1,281.17 | 1,881.16 | 1,281.15 | 1,281.17 | 1,281.16 | 1,281.15 | 1,882.94 | 1,284.69 | 1,286.52 | 1,288.28 | 504.24 | 504.23 |
| Potential Gross RevenuePotential Market Rent |  |  |  |  |  |  |  |  |  |  |  |  |
| Potential Rental Revenue Absorption \& Turnover Vacancy Base Rent Abatements | \$729,668 | \$729,668 | \$729,663 | \$729,668 | \$729,665 | \$729,666 | \$741,196 | \$752,728 | 5764,616 | \$776,149 | \$788,039 | \$788,038 |
| Scheduled Base Rental Revenue | \$729,668 | \$729,668 | \$729,663 | \$729,668 | \$729,665 | \$729,666 | \$741,196 | \$752,728 | \$764,616 | \$776,149 | \$788,039 | \$788,038 |
| Cellar Storage | \$13,829 | \$13,829 | \$13,830 | ${ }^{\$ 13,829}$ | \$13,829 | \$13,830 | ${ }^{\$ 13,829}$ | \$13,830 | \$13,830 | \$13,829 | \$13,829 | \$13,830 |
| Basement Retail | \$19,421 | \$19,421 | \$19,420 | \$19,421 | \$19,421 | \$19,420 | \$19,421 | \$19,421 | \$19,421 | \$19,421 | \$19,421 | \$19,421 |
| Street Retail RET Reimbursement(Retail | \$880,963 | ${ }_{\substack{\text { \$80,962 } \\ 85370}}$ | \$80,963 5537 | \$80,962 55370 | \$880,963 | ${ }_{\substack{\text { S80,962 } \\ 85369}}$ | $\$ 80,963$ $\$ 5370$ | 580,962 55370 | $\$ 80,963$ 85370 | 580,962 55370 | \$880.963 | s80,962 \$8999 |
| RET Reimbursement (Retail) | \$5,370 | \$5,370 | \$5,370 | \$5,370 | \$5,370 | \$5,369 | \$5,370 | \$5,370 | \$5,370 | \$5,370 | \$8,999 | \$8,999 |
| Total Potential Gross Revenue | S849,251 | \$849,250 | \$849,246 | \$849,250 | \$849,248 | \$849,247 | \$860,779 | \$872,311 | \$888,200 | \$899,731 | \$911,251 | \$9911,250 |
| General Vacancy | (s22,472) | ( 582.472$)^{(56009)}$ | ( 8522.472 ) | ( 8 (52, 4720) | ( 582.472$)^{(5609)}$ | ( 5 (22, 472) | ( 8 (52, 472) | ( 852 2,472) | (\$82, 472) | ${ }_{(8522.42)}^{(5609)}$ | (522,472) | ${ }_{\substack{\text { c } \\(522,471) \\(56010}}$ |
| Collection Loss |  |  |  |  |  |  |  |  |  |  |  |  |
| Effective Gross Revenue | \$820,770 | \$820,769 | 5820,764 | 5820,769 | \$820,767 | \$820,765 | \$832,298 | \$843,829 | \$855,719 | \$867,250 | \$882,769 | \$8882,769 |
| Operating Expenses |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| opex |  |  |  |  |  |  |  |  |  |  |  |  |
| Payoll \& Related | \$68,350 | \$68,350 | \$68,350 | \$68,351 | \$68,350 | \$68,350 | \$68,350 | \$68,351 | \$68,350 | \$68,350 | \$68,350 | \$68,351 |
| General \& Administraive | ${ }_{\text {93,633 }}$ | \$3,633 | 53,634 | ${ }^{53,633}$ | \$3,634 | \$3,633 | \$3,634 | ${ }^{53,633}$ | \$3,634 | ${ }_{53,633}$ | \$3,634 | \$3,634 |
| Uuitites | \$28,689 | \$28,689 | \$28,688 | \$28,689 | \$28,689 | \$22,688 | \$28,689 | \$28,689 | \$22,688 | \$28,689 | \$28,689 | \$28,688 |
| ReM (incl. Sevice Contracts) | \$14,525 | \$14,525 | ${ }^{514,525}$ | ${ }^{514,525}$ | \$14,525 | \$14,525 | \$14,525 | ${ }_{514,525}$ | \$14,525 | \$14,525 | \$14,525 | \$14,525 |
| Markeingleasing | \$8,189 | \$6,189 | ¢6,188 | \$56,189 | \$6,188 | \$6,189 | \$86,189 | ¢6,188 |  | ¢56,188 | ¢6,189 |  |
| Insurace |  | 57.367 85304 | ${ }_{\substack{57,367 \\ 85305}}$ | 57.367 55304 | 57,367 55305 | ¢ $\begin{gathered}57.367 \\ 8504\end{gathered}$ |  | 57,367 55304 | ${ }_{855}^{57,367}$ | ¢ 5 ¢5,367 | $\$ 7,367$ 55305 | 57,368 <br> 55,304 |
| Other | \$5,305 | \$5,304 | 55,305 | 55,304 | 55,305 | \$5,304 | \$5,305 | \$5,304 | \$5,305 | \$5,304 | 45,305 | 45,304 |
| Total | \$134,058 | \$134,057 | \$134,057 | \$134,058 | \$134,058 | \$134,056 | \$134,059 | \$134,057 | \$134,058 | \$134,056 | \$134,059 | \$134,058 |
| Replacement Reserve | \$4,897 | \$4,897 | 54,897 | 54,897 | ${ }_{54,896}$ | \$4,897 | \$4,897 | 54,897 | \$4,897 | \$4,896 | \$4,897 | \$4,897 |
| Management Fee | \$18,242 | \$18,242 | \$18,241 | \$18,242 | \$18,242 | \$18,241 | \$18,530 | \$18,818 | \$19,115 | \$19,404 | \$19,701 | \$19,701 |
| Total Operating Expenses | \$208,830 | \$208,829 | \$208,828 | \$208,830 | \$208,829 | \$208,827 | \$209,119 | \$209,405 | \$209,703 | \$209,989 | \$245,191 | \$245,190 |
| Net Operating Income | \$611,940 | \$611,940 | \$611,936 | 5611,939 | \$611,938 | \$611,938 | \$623,179 | \$6334,42 | \$646,016 | \$657,261 | \$637,578 | ¢637,579 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest Payments | \$264,429 | \$264,074 | \$263,719 | \$263,362 | \$263,003 | \$262,643 | \$262,281 | \$261,919 | \$261,555 | \$261,189 | \$260,821 | \$260,453 |
| Principal Payments <br> Origita Points | \$89,509 | \$89,863 | \$90,219 | \$90,576 | \$90,935 | \$91,295 | \$91,656 | \$92,019 | \$92,383 | \$92,749 | \$93,116 | \$93,485 |
| Total Debt Serice | \$353,938 | \$353,937 | \$353,938 | \$353,938 | \$353,938 | \$355,938 | \$353,937 | \$333,938 | \$353,938 | \$353,938 | \$353,937 | \$353.938 |
| development Costs |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Prime Contract <br> Hard Cost Contingency |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Hard/Construction Costs |  |  |  |  |  |  |  |  |  |  |  |  |
| Sotideevelopment Costs |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| ARE |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Governmental FeesMarkeing |  |  |  |  |  |  |  |  |  |  |  |  |
| Marketing |  |  |  |  |  |  |  |  |  |  |  |  |
| Misc Project Cost 421 Tax Abatement Costs |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Sortuevelopment Costs |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Development Costs |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | \$258,002 | \$258,003 | \$257,998 | \$258,001 | \$258,000 | \$258,000 | \$269,242 | \$280,486 | \$292,078 | \$303,323 | \$283,641 | \$283,641 |

For the Months
Minimum Debt Service
Interest Payments Interest Payments
Principal Payments

Total Minimum Debt Service
Fees \& Contingencies Origination Points \& Fees
Total Fees \& Contingencies
Reductions \& Retirement
Principal Balloon or Cal
Total Reductions \& Retirement
Total Cash Flow Paid To Lender

Principal Balance Summary
Beginning Principal Balance Additional Principal Fundings Periodic Principal Reduction Principal Balloon Payments Ending Principal Balance

## Interest Rates

interest Rate on Print

| Month 1 <br> Mar-2012 | Month 2 <br> Apr-2012 | Month 3 <br> May-2012 | Month 4 <br> Jun-2012 | Month 5 <br> Jul-2012 | Month 6 <br> Aug-2012 | Month 7 <br> Sep-2012 | Month 8 <br> Oct-2012 | Month 9 <br> Nov-2012 | Month 10 <br> Dec-2012 | Month 11 <br> Jan-2013 | Month 12 <br> Feb-2013 |
| :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | $\$ 2,548$ | $\$ 3,231$ | $\$ 3,964$ | $\$ 4,587$ | $\$ 4,978$ | $\$ 6,196$ | $\$ 9,532$ | $\$ 14,784$ | $\$ 21,944$ | $\$ 30,788$ | $\$ 41,304$ |

$2,714,000$

| \$2,714,000 | \$2,548 | \$3,231 | \$3,964 | \$4,587 | \$4,978 | \$6,196 | \$9,532 | \$14,784 | \$21,944 | \$30,788 | \$41,304 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |


| 643,581 | $\begin{gathered} \$ 643,581 \\ 172,669 \end{gathered}$ | $\begin{gathered} \$ 816,250 \\ 185,258 \end{gathered}$ | $\begin{array}{r} \$ 1,001,508 \\ 157,236 \end{array}$ | $\begin{array}{r} \$ 1,158,744 \\ 98,831 \end{array}$ | $\begin{array}{r} \$ 1,257,575 \\ 307,860 \end{array}$ | $\begin{gathered} \$ 1,565,435 \\ 842,728 \end{gathered}$ | $\begin{array}{r} \$ 2,408,163 \\ 1,326,820 \end{array}$ | $\begin{array}{r} \$ 3,734,983 \\ 1,808,868 \end{array}$ | $\begin{array}{r} \$ 5,543,851 \\ 2,233,979 \end{array}$ | $\begin{array}{r} \$ 7,777,830 \\ 2,656,812 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$643,581 | \$816,250 | \$1,001,508 | \$1,158,744 | \$1,257,575 | \$1,565,435 | \$2,408,163 | \$3,734,983 | \$5,543,851 | \$7,777,830 | \$10,434,642 |


| Exhibit B-4: Construction Mini-Perm Loan Funding Schedule |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For the Months | Month 13 <br> Mar-2013 | Month 14 <br> Apr-2013 | Month 15 May-2013 | Month 16 <br> Jun-2013 | $\begin{gathered} \text { Month } 17 \\ \text { Jul-2013 } \end{gathered}$ | Month 18 <br> Aug-2013 | $\begin{gathered} \text { Month } 19 \\ \text { Sep-2013 } \end{gathered}$ | Month 20 Oct-2013 | Month 21 <br> Nov-2013 | Month 22 Dec-2013 | Month 23 Jan-2014 | Month 24 <br> Feb-2014 |
| Minimum Debt Service Interest Payments Principal Payments | \$53,509 | \$66,709 | \$81,135 | \$96,317 | \$112,018 | \$127,998 | \$144,203 | \$160,536 | \$176,622 | \$192,049 | \$206,157 | \$219,391 |
| Total Minimum Debt Service | 53,509 | 66,709 | 81,135 | 96,317 | 112,018 | 127,998 | 144,203 | 160,536 | 176,622 | 192,049 | 206,157 | 219,391 |
| Fees \& Contingencies Origination Points \& Fees |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Fees \& Contingencies |  |  |  |  |  |  |  |  |  |  |  |  |
| Reductions \& Retirement Principal Balloon or Call |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Reductions \& Retirement |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Cash Flow Paid To Lender | \$53,509 | \$66,709 | \$81,135 | \$96,317 | \$112,018 | \$127,998 | \$144,203 | \$160,536 | \$176,622 | \$192,049 | \$206,157 | \$219,391 |
| Principal Balance Summary |  |  |  |  |  |  |  |  |  |  |  |  |
| Additional Principal Fundings Periodic Principal Reductions Principal Balloon Payments | 3,083,308 | 3,334,941 | 3,644,443 | 3,835,485 | 3,966,449 | 4,037,097 | 4,093,771 | 4,126,415 | 4,063,754 | 3,897,393 | 3,564,100 | 3,343,060 |
| Ending Principal Balance | \$13,517,950 | \$16,852,891 | \$20,497,334 | \$24,332,819 | \$28,299,268 | \$32,336,365 | \$36,430,136 | \$40,556,551 | \$44,620,305 | \$48,517,698 | \$52,081,798 | \$55,424,858 |
| Interest Rates |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest Rate on Principal | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% |


| Exhibit B-4: Construction Mini-Perm Loan Funding Schedule |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For the Months | Month 25 Mar-2014 | Month 26 <br> Apr-2014 | Month 27 <br> May-2014 | Month 28 <br> Jun-2014 | Month 29 Jul-2014 | Month 30 Aug-2014 | Month 31 <br> Sep-2014 | Month 32 Oct-2014 | Month 33 <br> Nov-2014 | Month 34 <br> Dec-2014 | Month 35 Jan-2015 | Month 36 Feb-2015 |
| Minimum Debt Service Interest Payments Principal Payments | \$232,970 | \$243,673 | \$252,749 | \$259,627 | \$264,073 | \$266,077 | \$267,135 | \$268,196 | \$268,573 | \$268,573 | \$268,573 | \$268,573 |
| Total Minimum Debt Service | 232,970 | 243,673 | 252,749 | 259,627 | 264,073 | 266,077 | 267,135 | 268,196 | 268,573 | 268,573 | 268,573 | 268,573 |
| Fees \& Contingencies Origination Points \& Fees |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Fees \& Contingencies |  |  |  |  |  |  |  |  |  |  |  |  |
| Reductions \& Retirement Principal Balloon or Call |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Reductions \& Retirement |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Cash Flow Paid To Lender | \$232,970 | \$243,673 | \$252,749 | \$259,627 | \$264,073 | \$266,077 | \$267,135 | \$268,196 | \$268,573 | \$268,573 | \$268,573 | \$268,573 |
| Principal Balance Summary |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning Principal Balance Additional Principal Fundings Periodic Principal Reductions Principal Balloon Payments | $\begin{array}{r} \$ 55,424,858 \\ 3,430,784 \end{array}$ | $\begin{array}{r} \$ 58,855,642 \\ 2,703,912 \end{array}$ | $\begin{array}{r} \$ 61,559,554 \\ 2,292,765 \end{array}$ | $\begin{array}{r} \$ 63,852,319 \\ 1,737,757 \end{array}$ | $\begin{array}{r} \$ 65,590,076 \\ 1,123,001 \end{array}$ | $\begin{array}{r} \$ 66,713,077 \\ 506,474 \end{array}$ | $\begin{array}{r} \$ 67,219,551 \\ 267,121 \end{array}$ | $\begin{array}{r} \$ 67,486,672 \\ 268,181 \end{array}$ | $\begin{array}{r} \$ 67,754,853 \\ 95,147 \end{array}$ | \$67,850,000 | \$67,850,000 | \$67,850,000 |
| Ending Principal Balance | \$58,855,642 | \$61,559,554 | \$63,852,319 | \$65,590,076 | \$66,713,077 | \$67,219,551 | \$67,486,672 | \$67,754,853 | \$67,850,000 | \$67,850,000 | \$67,850,000 | \$67,850,000 |
| Interest Rates |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest Rate on Principal | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% |


| Exhibit B-4: Construction Mini-Perm Loan Funding Schedule |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For the Months | Month 37 Mar-2015 | Month 38 Apr-2015 | Month 39 May-2015 | Month 40 Jun-2015 | Month 41 <br> Jul-2015 | Month 42 <br> Aug-2015 | Month 43 Sep-2015 | Month 44 Oct-2015 | Month 45 <br> Nov-2015 | Month 46 Dec-2015 | Month 47 <br> Jan-2016 | Month 48 Feb-2016 |
| Minimum Debt Service Interest Payments Principal Payments | $\begin{array}{r} \$ 268,573 \\ 85,365 \end{array}$ | $\begin{array}{r} \$ 268,235 \\ 85,703 \end{array}$ | $\begin{array}{r} \$ 267,896 \\ 86,042 \end{array}$ | $\begin{array}{r} \$ 267,555 \\ 86,382 \end{array}$ | $\begin{array}{r} \$ 267,213 \\ 86,724 \end{array}$ | $\begin{array}{r} \$ 266,870 \\ 87,068 \end{array}$ | $\begin{array}{r} \$ 266,525 \\ 87,412 \end{array}$ | $\begin{array}{r} \$ 266,179 \\ 87,758 \end{array}$ | $\begin{array}{r} \$ 265,832 \\ 88,106 \end{array}$ | $\begin{array}{r} \$ 265,483 \\ 88,455 \end{array}$ | $\begin{array}{r} \$ 265,134 \\ 88,805 \end{array}$ | $\begin{array}{r} \$ 264,782 \\ 89,156 \end{array}$ |
| Total Minimum Debt Service | 353,938 | 353,938 | 353,938 | 353,937 | 353,937 | 353,938 | 353,937 | 353,937 | 353,938 | 353,938 | 353,939 | 353,938 |
| Fees \& Contingencies Origination Points \& Fees |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Fees \& Contingencies |  |  |  |  |  |  |  |  |  |  |  |  |
| Reductions \& Retirement Principal Balloon or Call |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Reductions \& Retirement |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Cash Flow Paid To Lender | \$353,938 | \$353,938 | \$353,938 | \$353,937 | \$353,937 | \$353,938 | \$353,937 | \$353,937 | \$353,938 | \$353,938 | \$353,939 | \$353,938 |
| Principal Balance Summary |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning Principal Balance Additional Principal Fundings | \$67,850,000 | \$67,764,635 | \$67,678,933 | \$67,592,890 | \$67,506,508 | \$67,419,784 | \$67,332,715 | \$67,245,303 | \$67,157,545 | \$67,069,440 | \$66,980,985 | \$66,892,180 |
| Periodic Principal Reductions Principal Balloon Payments | -85,365 | -85,703 | -86,042 | -86,382 | -86,724 | -87,068 | -87,412 | -87,758 | -88,106 | -88,455 | -88,805 | -89,156 |
| Ending Principal Balance | \$67,764,635 | \$67,678,932 | \$67,592,891 | \$67,506,508 | \$67,419,784 | \$67,332,716 | \$67,245,303 | \$67,157,545 | \$67,069,439 | \$66,980,985 | \$66,892,180 | \$66,803,024 |
| Interest Rates |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest Rate on Principal | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% |


| Exhibit B-4: Construction Mini-Perm Loan Funding Schedule |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For the Months | Month 49 Mar-2016 | Month 50 Apr-2016 | Month 51 <br> May-2016 | Month 52 Jun-2016 | Month 53 Jul-2016 | Month 54 Aug-2016 | Month 55 Sep-2016 | Month 56 Oct-2016 | Month 57 <br> Nov-2016 | Month 58 Dec-2016 | Month 59 Jan-2017 | Month 60 Feb-2017 |
| Minimum Debt Service Interest Payments Principal Payments | $\begin{array}{r} \$ 264,429 \\ 89,509 \end{array}$ | $\begin{array}{r} \$ 264,074 \\ 89,863 \end{array}$ | $\begin{array}{r} \$ 263,719 \\ 90,219 \end{array}$ | $\begin{array}{r} \$ 263,362 \\ 90,576 \end{array}$ | $\begin{array}{r} \$ 263,003 \\ 90,935 \end{array}$ | $\begin{array}{r} \$ 262,643 \\ 91,295 \end{array}$ | $\begin{array}{r} \$ 262,281 \\ 91,656 \end{array}$ | $\begin{array}{r} \$ 261,919 \\ 92,019 \end{array}$ | $\begin{array}{r} \$ 261,555 \\ 92,383 \end{array}$ | $\begin{array}{r} \$ 261,189 \\ 92,749 \end{array}$ | $\begin{array}{r} \$ 260,821 \\ 93,116 \end{array}$ | $\begin{array}{r} \$ 260,453 \\ 93,485 \end{array}$ |
| Total Minimum Debt Service | 353,938 | 353,937 | 353,938 | 353,938 | 353,938 | 353,938 | 353,937 | 353,938 | 353,938 | 353,938 | 353,937 | 353,938 |
| Fees \& Contingencies Origination Points \& Fees |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Fees \& Contingencies |  |  |  |  |  |  |  |  |  |  |  |  |
| Reductions \& Retirement |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Reductions \& Retirement |  |  |  |  |  |  |  |  |  |  |  | 65,705,219 |
| Total Cash Flow Paid To Lender | \$353,938 | \$353,937 | \$353,938 | \$353,938 | \$353,938 | \$353,938 | \$353,937 | \$353,938 | \$353,938 | \$353,938 | \$353,937 | \$66,059,157 |
| Principal Balance Summary |  |  |  |  |  |  |  |  |  |  |  |  |
| Beginning Principal Balance Additional Principal Fundings | \$66,803,024 | \$66,713,514 | \$66,623,651 | \$66,533,432 | \$66,442,857 | \$66,351,922 | \$66,260,627 | \$66,168,971 | \$66,076,952 | \$65,984,568 | \$65,891,820 | \$65,798,704 |
| Periodic Principal Reductions Principal Balloon Payments | -89,509 | -89,863 | -90,219 | -90,576 | -90,935 | -91,295 | -91,656 | -92,019 | -92,383 | -92,749 | -93,116 | $\begin{array}{r} -93,485 \\ -65,705,219 \end{array}$ |
| Ending Principal Balance | \$66,713,515 | \$66,623,651 | \$66,533,432 | \$66,442,856 | \$66,351,922 | \$66,260,627 | \$66,168,971 | \$66,076,952 | \$65,984,569 | \$65,891,819 | \$65,798,704 |  |
| Interest Rates |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest Rate on Principal | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% | 4.75\% |


|  |  | TOTAL PROJECT CASH FLOW |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 100.00\% Ownership interest |  |  |  |
|  |  | Leveraged IRR $\quad 18.98$ |  |  |  |
|  |  |  | Net Sale |  |  |
| Period | Date | Contrib | Distrib | Proceeds | Cash Flow |
|  |  | $(37,871,355)$ | 6,386,729 | 82,522,688 | 51,038,062 |
| 0 | 1-Mar-12 | $(33,500,000)$ | - | - | $(33,500,000)$ |
| 1 | Mar-12 | $(4,318,453)$ | - | - | $(4,318,453)$ |
| 2 | Apr-12 | - | - | - | - |
| 3 | May-12 | - | - | - | - |
| 4 | Jun-12 | - | - | - | - |
| 5 | Jul-12 | - | - | - | - |
| 6 | Aug-12 | - | - | - | - |
| 7 | Sep-12 | - | - | - | - |
| 8 | Oct-12 | - | - | - | - |
| 9 | Nov-12 | - | - | - | - |
| 10 | Dec-12 | - | - | - | - |
| 11 | Jan-13 | (1) | - | - | (1) |
| 12 | Feb-13 | - | - | - | - |
| 13 | Mar-13 | (1) | - | - | (1) |
| 14 | Apr-13 | - | - | - |  |
| 15 | May-13 | - | - | - | - |
| 16 | Jun-13 | - | - | - | - |
| 17 | Jul-13 | (1) | - | - | (1) |
| 18 | Aug-13 | (1) | - | - | (1) |
| 19 | Sep-13 | (2) | - | - | (2) |
| 20 | Oct-13 | (1) | - | - | (1) |
| 21 | Nov-13 | (2) | - | - | (2) |
| 22 | Dec-13 | (2) | - | - | (2) |
| 23 | Jan-14 | (3) | - | - | (3) |
| 24 | Feb-14 | (5) | - | - | (5) |
| 25 | Mar-14 | (4) | - | - | (4) |
| 26 | Apr-14 | (5) | - | - | (5) |
| 27 | May-14 | (8) | - | - | (8) |
| 28 | Jun-14 | (8) | - | - | (8) |
| 29 | Jul-14 | (10) | - | - | (10) |
| 30 | Aug-14 | (11) | - | - | (11) |
| 31 | Sep-14 | (14) | - | - | (14) |
| 32 | Oct-14 | - | 195 | - | 195 |
| 33 | Nov-14 | $(45,056)$ | - | - | $(45,056)$ |
| 34 | Dec-14 | $(7,767)$ | - | - | $(7,767)$ |
| 35 | Jan-15 | (1) | 87,869 | - | 87,869 |
| 36 | Feb-15 | - | 224,587 | - | 224,587 |
| 37 | Mar-15 | - | 221,090 | - | 221,090 |
| 38 | Apr-15 | - | 221,090 | - | 221,090 |
| 39 | May-15 | - | 221,091 | - | 221,091 |
| 40 | Jun-15 | - | 221,092 | - | 221,092 |
| 41 | Jul-15 | - | 221,089 | - | 221,089 |
| 42 | Aug-15 | - | 221,091 | - | 221,091 |
| 43 | Sep-15 | - | 229,046 | - | 229,046 |
| 44 | Oct-15 | - | 237,001 | - | 237,001 |
| 45 | Nov-15 | - | 245,204 | - | 245,204 |
| 46 | Dec-15 | - | 253,158 | - | 253,158 |
| 47 | Jan-16 | - | 261,358 | - | 261,358 |
| 48 | Feb-16 | - | 261,353 | - | 261,353 |
| 49 | Mar-16 | - | 258,002 | - | 258,002 |
| 50 | Apr-16 | - | 258,003 | - | 258,003 |
| 51 | May-16 | - | 257,998 | - | 257,998 |
| 52 | Jun-16 | - | 258,001 | - | 258,001 |
| 53 | Jul-16 | - | 258,000 | - | 258,000 |
| 54 | Aug-16 | - | 258,000 | - | 258,000 |
| 55 | Sep-16 | - | 269,242 | - | 269,242 |
| 56 | Oct-16 | - | 280,486 | - | 280,486 |
| 57 | Nov-16 | - | 292,078 | - | 292,078 |
| 58 | Dec-16 | - | 303,323 | - | 303,323 |
| 59 | Jan-17 | - | 283,641 | - | 283,641 |
| 60 | Feb-17 | - | 283,641 | 82,522,688 | 82,806,329 |



## Exhibit B-6: Rental Cash Flow Assumptions

| Property Description |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LOCATION: TYPE: <br> ANALYSIS START DATE: |  | New York, NY Development Mar-12 |  |  |  |  |  |  |  |  |
|  |  | Property Attributes <br> Total Units: <br> Size: <br> Average Unit Size: <br> Retail NRA: <br> Total NRA | $\begin{gathered} 163 \\ 109,872 \\ 674 \\ 12,750 \\ \mathbf{1 2 2 , 6 2 2} \end{gathered}$ | (Including 1 non-revenue units) |  |  | Timing <br> Start <br> Disposition Date Hold Period |  | March-12 <br> February-17 5 |  |
| Rental Assumptions |  |  |  | Market Rental Rates |  |  |  |  |  |  |
| General Vacancy Rate (Apts Only) Credit/Collection Loss (Retail Only) Non-Revenue Units Economic Loss | Year 1-2Developmentn/an/an/an/a |  |  | Ave Unit Size \# of Units |  |  |  |  |  |  |
|  |  | Year 3-6 \% of Overall PGR |  | Average Market Rate Units | 674 | 162 Year |  |  |  |  |
|  |  | 0.0\% |  | For the Years Ending | Year 1 Feb-13 | Feb-14 | Feb-15 | Feb-16 | Feb-17 |  |
|  |  | 0.72\% |  | Renewal Probability | 100\% | 100\% | 100\% | 100\% | 100\% | 100\% |
|  | n/a | 3.3\% |  | New: | \$3,715 | \$3,863 | \$4,249 | \$4,504 | \$4,865 | \$5,011 |
|  |  |  |  | Renewal: | \$3,715 | \$3,863 | \$4,249 | \$4,504 | \$4,865 | \$5,011 |
| Lease terms |  | 12 months |  | Blended Market Rate: | \$3,715 | \$3,863 | \$4,249 | \$4,504 | \$4,865 | \$5,011 |
| Expense Ratio |  | 29\% * |  | Blended Market Rate PSF: | \$5.51 | \$5.73 | \$6.30 | \$6.68 | \$7.22 | \$7.43 |
|  |  |  |  | Market Rent Growth |  | 4.0\% | 10.0\% | 6.0\% | 8.0\% | 3.0\% |
| Capital Reserves |  | \$350 per unit | 3\% Growth | CAGR | 7.8\% |  |  |  |  |  |

Exhibit B-7: Lease-Up Schedule

| Space/Tenant Name | Commence | Multi Family Units | RSF | $\begin{aligned} & \text { Term } \\ & \text { (yrs.) } \end{aligned}$ | Initial <br> Base Rent <br> (psf) Annually | Initial Base Rent per Unit / mo. | $\begin{gathered} \mathrm{TI} \\ (\mathrm{psf}) \\ \hline \end{gathered}$ | $\begin{gathered} \text { TI } \\ \text { Total } \end{gathered}$ | $\begin{gathered} \text { LC } \\ \text { (psf) } \\ \hline \end{gathered}$ | $\begin{gathered} \text { LC } \\ \text { Total } \\ \hline \end{gathered}$ | Free Rent <br> (mos.) | Comments |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| RESIDENTIAL |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Unit | Sep-14 | 32 | 674 | 1 | \$75.65 | \$4,249 |  |  |  |  | 1 | Assumes 30 units pre-leased |
| Average Unit | Oct-14 | 32 | 674 | 1 | \$75.65 | \$4,249 |  |  |  |  | 1 |  |
| Average Unit | Nov-14 | 33 | 674 | 1 | \$75.65 | \$4,249 |  |  |  |  | 1 |  |
| Average Unit | Dec-14 | 32 | 674 | 1 | \$75.65 | \$4,249 |  |  |  |  | 1 |  |
| Average Unit | Jan-15 | 33 | 674 | 1 | \$75.65 | \$4,249 |  |  |  |  | 1 |  |
| Super Unit (Non-revenue) |  | 1 | 674 |  |  |  |  |  |  |  |  |  |
| Total Residential |  | 163 | 109,872 |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| RETAIL |  |  |  |  |  |  |  |  |  |  |  |  |
| Street Retail | Mar-13 |  | 6,350 | 10 | \$150.00 | NET | \$50.00 | \$317,500 |  |  |  | 2\% annual increase |
| Basement Retail | Apr-13 |  | 6,400 | 10 | \$35.00 | NET | \$50.00 | \$320,000 |  |  |  | 2\% annual increase |
| Total Retail |  |  | 12,750 |  |  |  |  |  |  |  |  |  |
| Total Lease-Up (sf) |  |  | 122,622 | 100.0 | f NRA |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Other Rentable Space |  |  |  |  |  |  |  |  |  |  |  |  |
| Basement Storage | Mar-13 |  | 6,400 | n/a | \$25.42 | NET |  |  |  |  |  | 2\% annual increase |

## Exhibit C

| Project Development Budget (Condo Scenario) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Uses of Funds | \$ Amount | \% Total | Per Unit | Per RSF |
| Land Costs | \$33,500,000 | 29.6\% | \$257,692 | \$273.13 |
| Hard Costs | 57,743,620 | 51.0\% | \$44,182 | \$470.80 |
| Soft Costs | 9,960,000 | 8.8\% | \$76,615 | \$81.21 |
| Retail Leasing | 1,473,511 | 1.3\% | \$11,335 | \$12.01 |
| Development Fees | 2,708,145 | 2.4\% | \$20,832 | \$22.08 |
| Financing Fees | 2,830,994 | 2.5\% | \$21,777 | \$23.08 |
| NOL/Capitalized Interest | 5,023,504 | 4.4\% | \$38,642 | \$40.96 |
|  |  | 0.0\% | \$- | \$- |
| Total Uses of Funds | \$113,239,774 | 100.0\% | 871,075 | 923.28 |
| Total Ex-Land | \$79,739,774 | 70.4\% | \$613,383 | \$650.14 |
| Sources of funds | \$ Amount | \% Total | Per Unit | Per RSF |
| Debt Financing | \$56,619,887 | 50.0\% | \$435,538 | \$461.64 |
| Equity Financing | 56,619,887 | 50.0\% | \$435,538 | \$461.64 |
| Total Sources of Funds | \$113,239,774 | 100.0\% | \$871,075 | \$923 |


| Timing Assumptions |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Start Month | Duration | End Month | Start Date | End Date |
| Start Date |  |  |  |  | Mar-12 |
| Construction Period | 7 | 24 | 30 | Sep-12 | Aug-14 |
| Condo Sales Period | 31 | 18 | 48 | Sep-14 | Feb-16 |
| Retail Lease Up | 40 | - | 40 | Jun-15 | Jun-15 |
| Retail Condo Sale | 48 | - | 48 | Feb-16 | Feb-16 |
| Acquisition Costs | - | - | - | Feb-12 | Feb-12 |
| Hard Costs | 7 | 24 | 30 | Sep-12 | Aug-14 |
| Soft Costs | 1 | 24 | 24 | Mar-12 | Feb-14 |
| Development Fee | 7 | 25 | 31 | Sep-12 | Sep-14 |
| Financing Fees | - | 1 | 1 | Feb-12 | Mar-12 |


| Property Assumptions |  |  |  |
| :---: | :---: | :---: | :---: |
| Building Square Footage |  | GSF | RSF |
| Residential | 85.6\% | 128,386 | 109,900 |
| Retail | 100\% | 12,750 | 12,750 |
| Total | 86.9\% | 141,136 | 122,650 |
| Residential Units |  |  | 130 |
| RSF per Residential Unit |  |  | 845 |


|  | Exit Assumptions |  |
| :--- | :---: | ---: |
| Gross Condo Sales | $\$ 1,099,000$ per unit | $\$ 1300$ psff |
| Sales Costs |  | $9.0 \%$ |
| Net Condo Sales | $\$ 1,000,090$ per unit | $\$ 1183$ psf |
| Presold Units |  | $10 \%$ |
| Retail Exit Month |  |  |
| Retail Exit Cap Rate |  |  |
| Sales Conts |  |  |
| Net Sales Proceeds |  |  |


|  | Financing Assumptions |
| :--- | ---: |
| Loan to Cost | $50.0 \%$ |
| linterest Rate |  |
| * Net Condo Sales pay down outstanding loan balance first | $7.00 \%$ |



| Retail Leasing Assumptions |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| SF | Lease Date | NNN Rent | T | LC | Ann Esclation |
| Suite $1 \quad 6,350$ | Jun-15 | \$150.00 | \$50.00 | 6.0\% | 2.0\% |
| Suite $2 \quad 6,400$ | Jun-15 | \$35.00 | \$50.00 | 6.0\% | 2.0\% |
| Suite 3 |  | \$- | \$- | 0.0\% | 0.0\% |
| Suite 4 |  | \$- | \$- | 0.0\% | 0.0\% |
| Suite 5 |  | \$- | \$- | 0.0\% | 0.0\% |
| Total |  | \$99.80 | \$50.00 | 0.0\% | 0.0\% |
| Average Lease Term (Years) |  |  |  |  |  |
| Summary Statistics |  |  |  |  |  |
|  |  |  |  | Unleveraged | Leveraged |
| Holding Period | 48 months |  |  |  |  |
| IRR |  |  |  | 15.2\% | 15.3\% |
| Equity Multiple |  |  |  | 1.39x | 1.60x |
| Peak Equity Capital |  |  |  | 103,911,765 | 56,619,887 |
| Net Profit |  |  |  | 40,771,268 | 33,924,270 |
| Residenital Condo Margin |  |  |  | 23\% | 20\% |

309 5th Avenue (Condo)
Pro Forma

## Exhibit C-2:Detailed Project Budget

|  |  | Inputs | \$ Amount | Per Resi Unit | Per RSF | Per GSF |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Acquisition Costs |  |  |  |  |  |  |
| Residential Land Purchase Price | \$246,154 | per Unit | \$32,000,000 | \$246,154 | \$260.91 | \$226.73 |
| Closing/DD Costs | \$118 | per GSF | 1,500,000 | 11,538 | \$12.23 | \$10.63 |
| Total Acquisition Costs |  |  | \$33,500,000 | \$257,692 | \$273.13 | \$237.36 |
| Hard Costs |  |  |  |  |  |  |
| Hard Costs (10\% Premium Over Rental) | \$440.00 p | per NSF | 53,966,000 | 415,123 | \$440.00 | \$382.37 |
| Contingency - Construction | 7.00\% | of Basic HCs | 3,777,620 | 29,059 | \$30.80 | \$26.77 |
| Total Hard Costs |  |  | \$57,743,620 | \$444,182 | \$470.80 | \$409.13 |
| Soft Costs |  |  |  |  |  |  |
| Legal |  |  | 575,000 | 4,423 | \$4.69 | \$4.07 |
| A\&E |  |  | 1,570,000 | 12,077 | \$12.80 | \$11.12 |
| Governmental Fees |  |  | 720,000 | 5,538 | \$5.87 | \$5.10 |
| Marketing |  |  | 1,210,000 | 9,308 | \$9.87 | \$8.57 |
| Insurance |  |  | 1,600,000 | 12,308 | \$13.05 | \$11.34 |
| Misc. Soft Costs |  |  | 1,300,000 | 10,000 | \$10.60 | \$9.21 |
| 421a Tax Abatement Costs |  |  | 2,385,000 | 18,346 | \$19.45 | \$16.90 |
| Soft Cost Contingency |  |  | 600,000 | 4,615 | \$4.89 | \$4.25 |
| Total Soft Costs |  |  | \$9,960,000 | \$76,615 | \$81.21 | \$70.57 |
| Retail Leasing |  |  |  |  |  |  |
| Tenant Improvements | \$50.00 | per Retail SF | 637,500 | 4,904 | \$5.20 | \$4.52 |
| Leasing Commissions | 6.0\% | of Total Lease Rent or | 836,011 | 6,431 | \$6.82 | \$5.92 |
| Total Retail Leasing |  |  | \$1,473,511 | \$11,335 | \$12.01 | \$10.44 |
| Development Fee |  |  |  |  |  |  |
| Development Fee | 4.00\% | \% of Hard/Soft | 2,708,145 | 20,832 | \$22.08 | \$19.19 |
| Total Development Fee |  |  | \$2,708,145 | \$20,832 | \$22.08 | \$19.19 |
| Financing Fees |  |  |  |  |  |  |
| Origination/Recordation/Etc | 5.00\% | \% of Loan Amount | 2,830,994 | 21,777 | \$23.08 | \$20.06 |
| Total Financing Fees |  |  | \$2,830,994 | \$21,777 | \$23.08 | \$20.06 |
| Other Costs |  |  |  |  |  |  |
| NOL - Condo Fees |  |  | 1,007,500 | 7,750 | \$8.21 | \$7.14 |
| Capitalized Interest |  |  | 4,016,004 | 30,892 | \$32.74 | \$28.45 |
| Total Other Costs |  |  | \$5,023,504 | \$38,642 | \$32.74 | \$28.45 |
| Total Development Costs |  |  | \$113,239,774 | \$871,075 | \$923.28 | \$802.35 |
| Total Development Costs (Ex-Land) |  |  | \$79,739,774 | \$613,383 | \$650.14 | \$564.99 |

Exhibit C-3: Condo Sales Summary

| Condominium Assumptions |  |  |
| :--- | ---: | ---: |
| Total Gross SF |  | 128,386 |
| Total Units |  | 130 |
| Presold Units | $10.0 \%$ | 13 |
| Remaining Units | $90.0 \%$ | 117 |
| Start Selling |  | 31 |
| Sellout Period |  | 18 months |
| Sales Velocity (units/month) | 6.50 |  |
| Sellout | 48 |  |
| Condo Fees (monthly per Unit) | $\$ 1,000$ |  |

## Condominium Sales Schedule

| Month 1 | Presales | Units Sold | Cumulative Units Sold | Net Sales | Cumulative Net Sales | Operating Loss Condo Fees | $\begin{gathered} \% \text { of Operating } \\ \text { Loss } \\ \hline \end{gathered}$ | Remaining Units |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 0 | 0 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 2 | 0 | 0 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 3 | 0 | 0 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 4 | 0 | 0 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 5 | 0 | 0 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 6 | 0 | 0 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 7 | 0 | 0 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 8 | 0 | 0 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 9 | 0 | 0 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 10 | 0 | 0 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 11 | 0 | 0 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 12 | 0 | 0 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 13 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 14 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 15 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 16 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 17 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 18 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 19 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 20 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 21 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 22 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 23 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 24 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 25 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 26 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 27 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 28 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 29 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 30 | 0 | 0.00 | 0 | \$0 | \$0 | \$0 | 0\% | 130 |
| 31 | 13 | 6.50 | 20 | \$19,501,755 | \$19,501,755 | \$123,500 | 12\% | 111 |
| 32 | 0 | 6.50 | 27 | \$6,500,585 | \$26,002,340 | \$104,000 | 10\% | 104 |
| 33 | 0 | 6.50 | 34 | \$6,500,585 | \$32,502,925 | \$97,500 | 10\% | 98 |
| 34 | 0 | 6.50 | 41 | \$6,500,585 | \$39,003,510 | \$91,000 | 9\% | 91 |
| 35 | 0 | 6.50 | 48 | \$6,500,585 | \$45,504,095 | \$84,500 | 8\% | 85 |
| 36 | 0 | 6.50 | 55 | \$6,500,585 | \$52,004,680 | \$78,000 | 8\% | 78 |
| 37 | 0 | 6.50 | 62 | \$6,500,585 | \$58,505,265 | \$71,500 | 7\% | 72 |
| 38 | 0 | 6.50 | 69 | \$6,500,585 | \$65,005,850 | \$65,000 | 6\% | 65 |
| 39 | 0 | 6.50 | 76 | \$6,500,585 | \$71,506,435 | \$58,500 | 6\% | 59 |
| 40 | 0 | 6.50 | 83 | \$6,500,585 | \$78,007,020 | \$52,000 | 5\% | 52 |
| 41 | 0 | 6.50 | 90 | \$6,500,585 | \$84,507,605 | \$45,500 | 5\% | 46 |
| 42 | 0 | 6.50 | 97 | \$6,500,585 | \$91,008,190 | \$39,000 | 4\% | 39 |
| 43 | 0 | 6.50 | 104 | \$6,500,585 | \$97,508,775 | \$32,500 | 3\% | 33 |
| 44 | 0 | 6.50 | 111 | \$6,500,585 | \$104,009,360 | \$26,000 | 3\% | 26 |
| 45 | 0 | 6.50 | 118 | \$6,500,585 | \$110,509,945 | \$19,500 | 2\% | 20 |
| 46 | 0 | 6.50 | 125 | \$6,500,585 | \$117,010,530 | \$13,000 | 1\% | 13 |
| 47 | 0 | 6.50 | 132 | \$6,500,585 | \$123,511,115 | \$6,500 | 1\% | 7 |
| 48 | 0 | 6.50 | 139 | \$6,500,585 | \$130,011,700 | \$0 | 0\% | 0 |

## 309 5th Avenue (Condo)

Exhibit C-4: Annual Cash Flow Summary

| Year |  | 1 | 2 | 3 | 4 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Equity Investment Summary Cumulative Equity Investment | 56,619,887 | 56,619,887 | - | - | - |
| Condo Sales Summary |  |  |  |  |  |
| Net Condo Sales | 130,011,700 | - | - | 52,004,680 | 78,007,020 |
| Total Net Residential Sales | 130,011,700 | - | - | 52,004,680 | 78,007,020 |
| Construction Loan DRAWS |  |  |  |  |  |
| Loan Draws | 51,596,383 | 2,916,549 | 31,719,882 | 15,486,441 | 1,473,511 |
| Interest | 4,016,004 | 17,013 | 1,440,883 | 2,537,184 | 20,923 |
| Loan Paydown | $(55,612,387)$ | - | - | $(52,004,680)$ | $(3,607,707)$ |
| End Balance | - | 2,933,562 | 33,160,766 | (33,981,055) | $(2,113,273)$ |
| Construction Loan Paydown |  |  |  |  |  |
| Proceeds after Paydown | 74,399,313 | - | - | - | 74,399,313 |
| Retail Income |  |  |  |  |  |
| NOI | 848,333 | - | - | - | 848,333 |
| Sales Proceeds | 16,038,802 | - | - | - | 16,038,802 |
| Total | 16,887,135 |  |  |  |  |


| Year |  |  | 1 | 2 | 3 | 4 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Development Cost | $(105,385,276)$ |  | ( $56,705,441$ ) | $(31,719,882)$ | $(15,486,441)$ | $(1,473,511)$ |
| Net Condo Sales | 130,011,700 |  | - | - | 52,004,680 | 78,007,020 |
| CLD/TDR Sales | - |  | - | - | - | - |
| Retail NOI | 106,042 |  | - | - | - | 106,042 |
| Retail Condo - Net Sales Proceeds | 16,038,802 |  | - | - | - | 16,038,802 |
| Unlevered Cash Flow | 40,771,268 |  | $(56,705,441)$ | $(31,719,882)$ | 36,518,239 | 92,678,353 |
| Cumulative Unlevered CF |  |  | 534,201,794 | 886,644,530 | 994,390,520 | 1,309,708 |
| Unlevered Summary Statistics |  |  |  |  |  |  |
| Unlevered IRR |  | 15.2\% |  |  |  |  |
| Peak Capital |  | 103,911,765 |  |  |  |  |
| Net Profit |  | 40,771,268 |  |  |  |  |
| Profit Multiple |  | 1.39x |  |  |  |  |
| Development Cost |  |  | $(59,536,436)$ | - | - | - |
| Loan Draws |  |  | 2,916,549 | - | - | - |
| Net Condo Sales (after Debt paydown) |  |  | - | - | - | - |
| CLD/TDR Sales |  |  | - | - | - | - |
| Retail NOI |  |  | - | - | - | - |
| Retail Condo - Net Sales Proceeds |  |  | - | - | - | - |
| Levered Cash Flow |  |  | $(56,619,887)$ | - | - | - |
| Cumulative Unlevered CF |  |  | 534,116,240 | - | - | - |
| Leveraged Summary Statistics |  |  |  |  |  |  |
| Unlevered IRR |  | 15.3\% |  |  |  |  |
| Peak Capital |  | 56,619,887 |  |  |  |  |
| Net Profit |  | 33,924,270 |  |  |  |  |
| Profit Multiple |  | 1.60x |  |  |  |  |


| Month |  |  |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Date |  |  |  | Mar-12 | Apr-12 | May-12 | Jun-12 | Jul-12 | Aug-12 | Sep-12 | Oct-12 | ov-12 | ec-12 | an-13 | b-13 |
| Development Costs |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Acquisition Costs | 100.0\% | 33,500,000 | mue | 100.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Hard Costs | 100.0\% | 57,743,620 | mue | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% |
| Solt Costs | 100.0\% | 9,960,000 | true | 40.0\% | 5.8\% | 5.8\% | 5.8\% | 5.8\% | 5.8\% | 5.8\% | 1.3\% | 1.3\% | 1.3\% | 1.3\% | 1.3\% |
| Retail Leasing | 100.0\% | 1,473,511 | rue | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| Development Fees | 100.0\% | 2,708,145 | mue | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% |
| Subtotal - No financing fees |  | 105,385,276 |  | 37,484,000 | 581,000 | 581,000 | 581,000 | 581,000 | 581,000 | 3,099,824 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 |
| Financing Fees | 100.0\% | 2,830,994 | тwe | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 100.0\% |
| Total Development Costs |  | 108,216,270 | тue | 37,484,000 | 581,000 | 581,000 | 581,000 | 581,000 | 581,000 | 3,099,824 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 5,474,318 |
| Equity Investment Summary |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity Investment Summary |  | 56, | mue | 37,484,000 | 581,000 | 581,000 | 581,000 | 581,000 | 581,000 | 3,099,824 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,557,769 |
| Cumulative Equity Investment |  |  |  | 37,484,000 | 38,065,000 | 38,646,000 | 39,227,000 | 39,808,000 | 40,389,000 | 43,488,824 | 46,132,147 | 48,775,471 | 51,418,794 | 54,062,118 | 56,619,887 |


| Condo Sales Summary |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Condo Sales Total Net Residential Sales | 130,011,700 | mue | : | : | : | : | : | : | : | : | : |  |  | $:$ |
| Construction Loan DRAws |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Loan Draws | 51,596,383 |  |  |  |  |  |  |  |  |  |  |  |  | 2,916,549 |
| Interest | 4,016,004 | tens |  |  |  |  |  |  |  |  |  |  |  | 17,013 |
| Loan Paydown | $(55,612,387)$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| End Balance |  |  |  |  |  |  |  |  |  |  |  |  |  | 2,933,562 |
| Construction Loan Paydown | 74,399,313 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Proceeds after Paydown | 74,399,313 |  |  |  |  |  |  |  |  |  |  |  |  | . |



## Exhibit C-5: Monthly Cash Flow Summary

| $\begin{gathered} 13 \\ 2 \end{gathered}$ | $\begin{gathered} 14 \\ 2 \end{gathered}$ | $\begin{gathered} 15 \\ 2 \end{gathered}$ | $\begin{gathered} 16 \\ 2 \end{gathered}$ | $\begin{gathered} 17 \\ 2 \end{gathered}$ | $\begin{gathered} 18 \\ 2 \end{gathered}$ | $\begin{gathered} 19 \\ 2 \end{gathered}$ | $\begin{gathered} 20 \\ 2 \end{gathered}$ | $\begin{gathered} 21 \\ 2 \end{gathered}$ | $\begin{gathered} 22 \\ 2 \end{gathered}$ | $\begin{gathered} 23 \\ 2 \end{gathered}$ | 24 2 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Mar-13 | Apr-13 | May-13 | Jun-13 | Jul-13 | Aug-13 | Sep-13 | Oct-13 | Nov-13 | ec-13 | an-14 | b-1 |
| 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% |
| 1.3\% | 1.3\% | 1.3\% | 1.3\% | 1.3\% | 1.3\% | 1.3\% | 1.3\% | 1.3\% | 1.3\% | 1.3\% | 1.3\% |
| 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% |
| 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 |
| 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | .643,324 |
| 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 |
| : | : | : | : | : | : | : | : | : |  | : | : |
| 2,933,562 | 5,609,417 | 8,300,882 | 11,008,046 | 13,731,003 | 16,469,843 | 19,224,660 | 21,999,547 | 24,782,597 | 27,585,905 | 30,405,566 | 33,241,675 |
| 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 |
| 32,532 | 48,141 | 63,841 | 79,633 | 95,517 | 111,493 | 127,563 | 143,727 | 159,985 | 176,337 | 192,785 | 209,329 |
| 5,609,417 | 8,300,882 | 11,008,046 | 13,731,003 | 16,469,843 | 19,224,660 | 21,995,547 | 24,782,597 | 27,585,905 | 30,405,566 | 33,241,675 | 36,094,328 |


| $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | (2,643,324) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |
| - | - | . | - | - | - | - | - | - | - | - | - |
| (2, 643,324) | $(2,643,324)$ | ${ }_{(2,643,324)}$ | (2,643,324) | (2,643,324) | (2,643,324) | ${ }_{(2,643,324)}$ | (2,643,324) | (2,643,324) | (2,643,324) | (2,643,324) | (2, 64, 324 ) |
| 59,348,765 | 61,992,088 | 64,635,412 | 67,278,735 | 69,922,059 | 72,565,382 | 75,208,706 | 77,852,029 | 80,495,353 | 83,138,677 | 85,782,000 | 88,425,324 |
| $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | $(2,643,324)$ | (2,643,324) |
| 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 | 2,643,324 |
| : | : | : | - | - | - | : | $:$ | $:$ | : | : |  |
| . | . | . | - | . | . | - | - | - | . | . |  |
| - | - | - | - | . | . | . | - | - | - | - |  |

## Exhibit C-5: Monthly Cash Flow Summary

| 25 | ${ }^{26}$ | 27 | ${ }^{28}$ | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| Mar-14 | Apr-14 | May-14 | Jun-14 | Jul-14 | Aug-14 | Sep-14 | Oct-14 | Nov-14 | Dec-14 | Jan-15 | Feb-15 |
| 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| 1.3\% | 2.5\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 4.2\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| 2,643,324 | 2,767,824 | 2,518,824 | 2,518,824 | 2,518,824 | 2,518,824 |  |  |  |  |  |  |
| 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| 2,643,324 | 2,767,824 | 2,518,824 | 2,518,824 | 2,518,824 | 2,518,824 | - |  |  |  |  |  |
| 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 |
| - | - | - | - | - |  | 19,501,755 | 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 |
| - | - | - | - | - | - | 19,501,755 | 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 |
| 36,094,328 | $38,963,621$ 27687824 | ${ }^{41,974,878}$ | 44,753,248 | 47,547,825 | $50,358,774$ 21, 51824 | 53,185,980 | 33,994,476 | 27,692,193 | 21,353,145 | 14,977,120 | 8,563,902 |
| 2,643,324 | 2,767,824 | 2,518,824 | 2,518,824 | 2,518,824 | 2,518,824 |  |  | - |  |  |  |
| 225,970 | 243,433 | 259,547 | 275,754 | 292,055 | 308,452 | 310,252 | 198,301 | 161,538 | 124,560 | 87,367 | 49,956 |
|  |  |  |  |  |  | $(19,501,755)$ | $(6,500,585)$ | $(6,500,585)$ | $(6,500,585)$ | $(6,500,585)$ | (6,500,585) |
| 38,963,621 | 41,974,878 | 44,753,248 | 47,547,825 | 50,358,704 | 53,185,980 | 33,994,476 | 27,692,193 | 21,353,145 | 14,977,120 | 8,563,902 | 2,113,273 |



## Exhibit C-5: Monthly Cash Flow Summary

|  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ${ }_{4}{ }_{4}$ | ${ }_{4}^{38}$ | ${ }_{4}^{39}$ | 40 | ${ }_{4}^{41}$ | ${ }_{4}^{42}$ | ${ }_{4}^{43}$ | ${ }_{4}^{4}$ | 45 | 46 | 47 | ${ }_{4}^{48}$ |
| Mar-15 | Apr-15 | May-15 | Jun-15 | Jul-15 | Aug-15 | Sep-15 | Oct-15 | Nov-15 | Dec-15 | Jan-16 | Feb-16 |
| 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| 0.0\% | 0.0\% | 100.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |
| . |  | 1,473,511 | . | - | - |  |  |  |  |  |  |
| 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |


| 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,619,887 | 56,61,887 | 56,619,887 | 56,619,887 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\underset{6,500,585}{6,50,585}$ | $\underset{\text { 6,500,585 }}{6,505}$ | $\begin{aligned} & 6,500,585 \\ & 6,500,585 \end{aligned}$ | $\begin{aligned} & 6,500,585 \\ & 6,500585 \end{aligned}$ | 6,500,585 $6,500,585$ | $6,500,585$ $6,500,585$ | ¢, 6 600,585 | $\begin{aligned} & 6,500,585 \\ & 6,50,585 \end{aligned}$ | $\underset{6,500,585}{6,500,585}$ | 6,500,585 $6,500,585$ | 6,500,585 $6,500,585$ | 6,500,585 $6,500,585$ |
| 6,500,585 |  |  |  |  |  |  |  |  |  |  |  |
| 2,113,273 | - | - | . | - | - | - | . | - | - | - | . |
|  | - | 1,473,511 | - | - | - | - | . | - | - | . |  |
| 12,327 $(2,125,600)$ | : | 8.595 $(1,482,107)$ | : | : | : | - | : | - | - | - | - |
| $(2,125,600)$ | . | $(1,482,17)$ | . |  |  |  |  |  |  |  |  |



| : |  |  | 106,042 |  | 106,042 | 106,042 | 106,042 | 106,042 | 106,042 | 106,042 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 106,042 | 16,144,844 | 106,042 | 106,042 | 106,042 | 106,042 | 106,042 | 106,042 |  |
| . | - | $(1,473,511)$ | - | - | - | - | - | - | - | - |  |
| 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| - | - | - | ${ }^{106,042}$ | 16,038,802 |  | - | - | - | . | - | - |
| 6,500,585 | 6,500,585 | 5,027,074 | 6,606,627 | 22,539,387 | 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 | 6,500,585 |
| 45,40,500 | 38,905,915 | 33,878,841 | 27,272,214 | 4,732,827 | (1,767,758) | (8,268,343) | (14,768,928) | (21,26,513) | (27,77,098) | (34,270,683) | $(40,771,268)$ |



|  | SF | Lease Date | Lease Month | Lease Rent | Avg Rent | T | LC | Ann Esclation |  | Growth | Infl. Factor | Market Rent |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Suite 1 | 6,350 | Jun-15 | 40 | \$150.00 | \$164.25 | \$50.00 | 6.0\% | 2.0\% | Lease-up Rent: | 0.0\% | 1.00x | 599.80 |
| Suite 2 | 6,400 | Jun-15 | 40 | \$50.00 | \$54.75 | \$50.00 | 6.0\% | 2.0\% | Year 2 | 2.0\% | 1.02x \$ | \$ 101.80 |
| Suite 3 |  | Jan-00 |  | \$. | \$- | \$. | 0.0\% | 0.0\% | Year 3 | 2.0\% | 1.04 x | \$ 103.84 |
| Suite 4 | - | Jan-00 | - | \$. | \$ | \$- | 0.0\% | 0.0\% | Year 4 | 2.0\% | 1.06x \$ | \$ 105.91 |
| Suite 5 | . | Jan-00 | . | \$- | \$- | \$- | 0.0\% | 0.0\% | Year 5 | 2.0\% | 1.08 x | \$ 108.03 |
| Total / WA | 12,750 |  |  | \$99.80 | \$109.28 | \$50.00 |  |  | Year 6 | 2.0\% | 1.10x \$ | \$ 110.19 |
|  | true |  |  |  |  |  |  |  | Year 7 | 2.0\% | 1.13x \$ | \$ 112.4 |

Average Lease Term (Years)
10
Sales Proceeds

$\begin{array}{llll} & & \\ \text { et Sales Proceeds } & \text { 16.038,802 }\end{array} \$ 1258 \mathrm{pst}$

| Income Schedule |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 |
| Month | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 |
| Date | 10/31/10 | 11/30110 | 12/31/10 | 131/11 | 2/2811 | 3/31/11 | 4/3011 | 5/31/11 | 6/30/11 | 8/31/11 | 9/30/11 | 10/31/11 | 11/30/11 | 12/31/11 | 1/31/12 | 2/29/12 | 3/31/12 | 4/3012 | 5/31/12 | 6/3012 | 7/31/12 | 8/31112 | 9/3012 |
| Suite 1 | - | . | . |  | . |  | . | - | . | - | . | - | - | . | . | - | - | - | . | - | . | - |  |
| Suite 2 | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |  |  |
| Suite 3 | - | - | - | - | . | . | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | . | - |
| Suite 4 | - | - | - | - | - | - | . | - | - | . | . | - | - | . | . | . |  |  |  |  |  |  |  |
| Suite 5 | . | . | . | . | . | . | . | . | . | . | . | . | . | . | . | . | . | . | . | . | . | . |  |
| Total Income | - | - | - |  |  |  | - | - | - | - |  | - |  |  |  |  | - |  |  |  |  |  |  |
| Forward 12-mo NOI | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |  |
| Incremental SF Leased | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - |  |
| Cumulative SF Leased | - | - | - | - | - | - | - | - | - | - | - | - | - | - | . | - | - | - | - | - | - | . |  |
| \% Leased | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% | 0.0\% |

Retail Parking Income
Total Retail Income

## Tenant Improvements Leasing Comissions <br> Leasing Comission

Total Tl\& LC


$\begin{array}{lllllllll}106,042 & 106,042 & 106,042 & 106,042 & 106,042 & 106,042 & 106,042 & 106,042 & 106,042\end{array}$

## 309 5th Avenue (Condo)

## Exhibit C-7: Condo Unit Mix

| Unit Type | \% Mix | Count | Avg Size (SF) | Total Size (SF) |
| :--- | :---: | :---: | ---: | ---: |
| IR 1 Bed | $12 \%$ | 15 | 480 | 7,200 |
| 1 Bed - 1 BA | $27 \%$ | 35 | 650 | 22,750 |
| 1 Bed + Den | $15 \%$ | 20 | 750 | 15,000 |
| 2 Bed 2 Bath | $35 \%$ | 45 | 1,010 | 45,450 |
| 3 Bed 2 Bath | $12 \%$ | 15 | 1,300 | 19,500 |
| Total |  | $\mathbf{1 3 0}$ | $\mathbf{8 4 5}$ | $\mathbf{1 0 9 , 9 0 0}$ |

## Exhibit D-1 (Nancy Packes Mid-Year 2011 Rental Report)

2011 Midyear Rental Report

## Overview of the Collaboration

This report details the rise in the rental market, documenting the gains and examining the shifts at the low and high ends of the market which substantiate its strength. Also, for the first time, the report compares rental units in condominium buildings to those in rental buildings.

In addition to the quantitative analyses, this report looks qualitatively at continuing shifts in employment trends that we first noted in the 2010 Year End Report. The report also takes an innovative look at a new Renter's Confidence Index charting the ratio of income to rent over the past five years.

To produce this comprehensive overview, Nancy Packes, Inc. has collaborated with StreetEasy.com and On-Site.com. For this report StreetEasy has provided the rental data and On-Site has provided the demographic data. The New York real estate market is one of the most watched, dynamic and valuable markets in the world, with many companies striving for a role in providing services and data. In this tremendously competitive environment, StreetEasy and On-Site have emerged as pre-eminent resources for both consumers and professionals.

StreetEasy.com is a real estate website providing in-depth sales and rental information across all brokerages and offering consumers and professionals the power to search, sort and manage that information effectively, as well as the tools needed to stay on top of the market.

For the insightful qualitative data concerning employment and income, we have collaborated with On-Site.com. Founded in 1999, On-Site has grown to become the gold standard for innovation in the apartment business. On-Site allows apartment operators to maximize occupancy, enhance quality control, maintain compliance and ensure consistent success at all levels of property operations.

## Current Rental Levels

The report charts both average and median increases between year-end 2010 and midyear 2011. Coincidentally, for both calculations, the studio-two bedroom portion of the whole market is identical at $5.4 \%$. As expected, the averages are much more volatile with a higher rate of increase in average attended building rents of 9.8\%

## Xary Pachas

for the period. The average is even higher in the unattended building sector, as sharply rising rents have increased demand for unattended buildings.

Substantial though these increases are, the effective increase is actually higher. For the year 2010 approximately $25 \%$ of all transactions counted a concession equal to approximately one month's rent, or $8 \%$ of the annual rent. Today, concessions have practically disappeared. This change adds an effective $2 \%$ to rent increases. Please see the chart on page 29 for more information.

## Rental Market Strength

From 1990 through the latest peak in 2008, the rental market achieved an average gain of approximately $4 \%$ per year in attended lobby buildings. Though this increase is not net of inflation, compared to the stock market where an investment may not see positive returns for decades depending on the point of entry, the rental market, with its shorter and less volatile cycles, has proven to be a powerful magnet for local, national and international financial entities seeking a stable hedge against more volatile businesses and real estate sectors like commercial and retail.

Yet, in the near term, future rental supply in Manhattan remains low. The recent extension of 421-a tax benefits makes some rental developments plausible, but with strong competition from condominium developers the price of land, which has once again approached all time highs, is negating the possibility. The chart on page 30 shows the number of units currently foreseen for rental development in Manhattan compared to the annual average since 1997 of more than 3,200 units per year. At 3,584 units currently foreseen, the annual average for the next few years should be well below trend. The details on these projects are on pages 31 to 34 of the report.

As the outer boroughs (and, to a lesser extent, New Jersey) continue to develop market rate rentals, the new supply from these areas also needs to be considered. To a large extent, these areas benefit from the demand of existing area residents who upgrade their accommodations. But, they also share demand with the Manhattan market. Before the recent surge in development in these areas of Brooklyn and Queens, the difference in rent with the Manhattan market was a substantial $30 \%$. For the past year the difference has been closer to $10 \%$, tracking at the same level as older Manhattan buildings.

This is significant because, despite this effective addition to supply, it has not dampened Manhattan rent growth. As conditions in Manhattan, primarily the price of land, continue to impede rental development, supply will continue to be displaced

## Narey Paches)

to the outer boroughs. The available land mass in these areas offers intriguing possibilities for multi-family housing. As this trend takes hold, the impact on supply needs to be mentioned. Through 2013, however, the market seems poised for above average growth that we estimate to be approximately $6 \%$.

## Rent Trends

The charts on pages 23 to 28 show the premium between attended and unattended lobby buildings. As rents have surged over the past 18 months, the premium for attended lobby buildings has decreased. For the period between 2010 and midyear 2011 the premium for attended lobby units changed as follows: for studios a decrease of $36 \%$, for one-bedrooms a decrease of $21 \%$, for two-bedrooms a decrease of $18 \%$, and for three-bedrooms a decrease of $19 \%$. The correlation is clear that the more budget-conscious renters were more willing to accept unattended buildings to remain in Manhattan. For the four-bedroom-and-larger renter, the opposite effect manifested with the premium increasing in the period for attended lobby buildings by a whopping $34 \%$.

Part of the demand at four-bedroom-and-larger end of the rental market represents a shift towards renting and away from buying. The quality of high-end rentals has tended to converge with the quality of homes for sale. The durability of this trend remains to be seen.

## Premiums for Condominium vs. Rental Units

As expected, the comparison between condominium rentals and units in rental buildings shows a demonstrable premium which increases with home size. The premium is also most pronounced in more valuable neighborhoods. It will be interesting to observe how this premium changes as the rental housing stock looks more like the condominium housing stock in terms of furnishings, amenities and architecture.

## The Demographics of the Market

Jake Harrington, Chief Revenue Officer at On-Site has provided the following comments:

## Renter's Confidence Index



SOURCE: ON-SITE.COM
We studied a five-year trend by plotting the rent/income percentage of rental lease applications alongside income and rental rates. The study uses gross income and effective rents for nearly one million transactions.

Naturally, incomes and rental rates correlate. As incomes steadily increased from 2005 to a peak in 2008, rents showed a steady increase. And as incomes began to recover last year, rental rates followed course.

We view the opportunity to look at the rent/income ratio to measure the marketplace's capacity to absorb rent increases. As the ratio increases, a household is spending a larger percentage of income on housing.

While measuring income may be a good gauge of a renter's ability to pay rent, the rent/income ratio represents the willingness to do so - a sort of barometer on consumer confidence. The first quarter of 2007 represents a high water mark for this figure, before it swung over $20 \%$ lower over the next 24 months.

How does the current measure compare to the previous period of sustained rent increases? Comparing the rent/income percentage during the period of rental rate increase from 2005-2008 to today suggests that today's Manhattan market still

## Narey Paches)

has capacity to absorb rent increases. The ratio is currently at its five-year average. In the previous run-up in rents, the ratio was below this average for only two quarters out of 14 that began in 2005 and continued until the Wall Street meltdown.

Manhattan Renter Employment Trend


SOURCE: ON-SITE.COM
One notable trend we observe in the types of employment for Manhattan renters is a continuing slide in investment banking and other Finance jobs. In 2005, there were eight Finance industry jobs for every one Technology job; today that ratio is four to one.

The last 18 months has shown a boost in the number of Creative jobs such as media and fashion. Its contribution has doubled in size since last year, and the number of employers hiring in the Creative category is $70 \%$ higher than its five-year average.

## Conclusion

The decline in financial sector employment taken alone would have resulted in a weakening of rental demand and lowered rents. The expansion in New York City population as reported by the U.S. Census Bureau at over 160,000 people in the period from 2000 to 2010 and the increase in these alternative employment sectors is simply testament to the extraordinary magnetic attraction that New York offers to dynamic businesses. These trends, and others yet to be foreseen, are implicit in the shift away from Finance and towards other activities as the true and continuing source of New York City's strength.

## Karey Paches)

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## Exhibit D-2 (Brown Harris Stevens Condo Market Report)

# Brown Harris Stevens 

Established 1873

Manhattan<br>Residential Market Report

Third Quarter 2011


## Manhattan Cooperatives and Condominiums

Prices for Manhattan apartments rose slightly over the past year, reaching an average of $\$ 1,437,302$ in the third quarter. This was a $1 \%$ increase from the third quarter of 2010, although the median price fell 4\% during this time to $\$ 850,000$. The number of reported apartment sales rose $1 \%$ from a year ago to 2,492.

A 17\% gain in three-bedroom and larger apartments helped push the average price for all coops $2 \%$ higher from 2010's third
quarter, to \$1,180,442. The average price did decline for both studio and one-bedroom co-ops compared to a year ago.

Average and Median Sale Price


Average Sale Price $\square$ Median Sale Price $\square$

## Cooperative Average Sale Price

|  | Studio | 1-Bedroom | 2-Bedroom | 3+Bedroom | All |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 3rd Q 11 | $\$ 343,363$ | $\$ 577,256$ | $\$ 1,221,556$ | $\$ 3,559,549$ | $\$ 1,180,442$ |
| 2nd Q 11 | $\$ 351,499$ | $\$ 590,688$ | $\$ 1,308,501$ | $\$ 3,675,849$ | $\$ 1,214,047$ |
| 1st Q 11 | $\$ 331,846$ | $\$ 582,669$ | $\$ 1,210,817$ | $\$ 3,157,789$ | $\$ 1,070,229$ |
| 4th Q 10 | $\$ 342,545$ | $\$ 593,718$ | $\$ 1,231,116$ | $\$ 3,150,700$ | $\$ 1,158,333$ |
| 3rd Q 10 | $\$ 366,086$ | $\$ 606,444$ | $\$ 1,206,257$ | $\$ 3,049,980$ | $\$ 1,156,733$ |

Condominium Average Sale Price

|  | Studio | 1-Bedroom | 2-Bedroom | 3+Bedroom | All |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 3rd Q 11 | $\$ 525,014$ | $\$ 837,707$ | $\$ 1,652,607$ | $\$ 3,844,301$ | $\$ 1,756,744$ |
| 2nd Q 11 | $\$ 493,992$ | $\$ 796,378$ | $\$ 1,652,085$ | $\$ 3,724,128$ | $\$ 1,670,908$ |
| 1st Q 11 | $\$ 517,980$ | $\$ 820,419$ | $\$ 1,631,454$ | $\$ 3,853,227$ | $\$ 1,745,464$ |
| 4th Q 10 | $\$ 495,002$ | $\$ 844,964$ | $\$ 1,637,638$ | $\$ 4,567,750$ | $\$ 1,751,219$ |
| 3rd Q 10 | $\$ 495,876$ | $\$ 809,514$ | $\$ 1,596,021$ | $\$ 3,835,376$ | $\$ 1,724,180$ |

## Average Price Per Square Foot

New Developments


## Lofts




Apartments in new developments sold for an average of $\$ 1,169$ per square foot in the third quarter, a 5\% gain from the third quarter of 2010.
Lofts posted a $12 \%$
increase in their average
price per square foot over
the past year, rising from
$\$ 1,077$ to \$1,204.

Asking Vs. Selling Price


Based on the last asking price. Excludes new developments.

Co-ops and condos sold during the third quarter spent an average of 111 days on the market, down from the previous quarter, but 14\% longer than a year ago. Seller's received 95.8\% of their final asking price, virtually unchanged from the third quarter of 2010.

Excludes new developments and units listed over one year.

## East Side

Generally 59th to 96th Street, Fifth Avenue to the East River

East Side pricing gains over the past year were led by threebedroom and larger apartments, whose average price rose $29 \%$ to $\$ 4,541,417$. This figure was belped by 5 sales for over $\$ 20$ million, compared to just 1 a year ago. Prices also rose for oneand two-bedroom units, while falling for studios. The increased bigh-end activity in this area was concentrated in the prewar co-op market, whose average price per room rose $23 \%$ compared to 2010's comparable period.

|  |  | Studio | 1-Bedroom | 2-Bedroom | 3+Bedroom |
| :---: | :--- | ---: | ---: | ---: | ---: |
| Percent of | 3rd Q 10 | $7 \%$ | $31 \%$ | $37 \%$ | $25 \%$ |
| Sales | 3rd Q 11 | $11 \%$ | $32 \%$ | $34 \%$ | $23 \%$ |
| Average | 3rd Q 10 | $\$ 375,666$ | $\$ 658,875$ | $\$ 1,449,023$ | $\$ 3,514,627$ |
| Price | 3rd Q 11 | $\$ 336,900$ | $\$ 685,965$ | $\$ 1,528,545$ | $\$ 4,541,417$ |
|  | \% Change | $-10 \%$ | $4 \%$ | $5 \%$ | $29 \%$ |

## Cooperative

Average Price Per Room


## Condominium

Average Price Per Square Foot

| $\$ 1,400$ |  |
| :---: | :---: |
| $\$ 1,200$ |  |
| $\$ 1,000$ |  |
| $\$ 800$ |  |
| $\$ 600$ |  |
| $\$ 400$ |  |
| $\$ 0$ |  |

$3010 \square 3011 \square$

## West Side

Generally 59th to 110th Street, Hudson River to West of Fifth Avenue

A number of closings at The
Laureate, a new development condominium, belped bring the average price for three-bedroom and larger condos on the West Side $13 \%$ bigher over the past year. These closings also belped to bring the average condo price per square foot up 11\% from 2010's third quarter, to $\$ 1,390$. Co-op prices on the
West Side fell over the past year, with the average price per room down $2 \%$ for prewar and 5\% for postwar co-ops.

## Cooperative

Average Price Per Room


## Condominium

Average Price Per Square Foot

| $\$ 1,400$ | $\$ 1,254$ |
| :---: | :---: |
| $\$ 1,200$ |  |
| $\$ 1,000$ |  |
| $\$ 800$ |  |
| $\$ 600$ |  |
| $\$ 400$ |  |
| $\$ 0$ | 300 |

## Midtown

Midtown EAST Generally 34 thb to 59 th Street, Fith Avenueto to the East Rier

## Cooperative

Average Price Per Room
The average price per room fell last year for both prewar and postwar co-ops in the Midtown East market. Condo prices were slightly lower, as their average price per square foot fell $1 \%$ to $\$ 1,260$.

Condominium

$3010 \square 3011 \square$


## Cooperative

Average Price Per Room


## Condominium

Average Price Per Square Foot


## Downtown

South of 34th Street

Downtown prices were mixed over the past year, with the average price up for studios and two-bedrooms but lower for onebedroom and three-bedroom and larger apartments. The average co-op price per room rose 4\% for prewar and 2\% for postwar units. Condo prices averaged \$1,192 per square foot, 1\% lower than a year ago.

|  |  | Studio | 1-Bedroom | 2-Bedroom | 3+Bedroom |
| :---: | :--- | ---: | ---: | ---: | ---: |
| Percent of | 3rd Q 10 | $15 \%$ | $45 \%$ | $29 \%$ | $11 \%$ |
| Sales | 3rd Q 11 | $15 \%$ | $45 \%$ | $28 \%$ | $12 \%$ |
| Average | 3rd Q 10 | $\$ 461,763$ | $\$ 755,436$ | $\$ 1,523,264$ | $\$ 3,776,778$ |
| Price | 3rd Q 11 | $\$ 468,337$ | $\$ 738,586$ | $\$ 1,562,515$ | $\$ 3,047,527$ |
|  | \% Change | $1 \%$ | $-2 \%$ | $3 \%$ | $-19 \%$ |

## Cooperative

Average Price Per Room


## Condominium

Average Price Per Square Foot

|  | \$1,201 | \$1,192 |
| :---: | :---: | :---: |
| \$1,300 |  |  |
| \$1,200 |  |  |
| \$1,100 |  |  |
| \$1,000 |  |  |
| \$900 |  |  |
| \$800 |  |  |
| \$700 |  |  |
| \$600 |  |  |
|  | 3010 | 3011 |

# Northern Manhattan 

Generally North of 96th Street on the East Side, and 110th Street on the West Side

While the average price rose $11 \%$ over the past year for three-bedroom and
larger units in Northern
Manhattan, this was the only size category to see an increase in its average price. Co-op prices were mixed, as the average price per room fell slighty for prewar but rose for postwar apartments. At $\$ 575$, the average condo price per square foot in Northern Manhattan was 7\% lower than a year ago.

|  |  | Studio | 1-Bedroom | 2-Bedroom | 3+Bedroom |
| :---: | :--- | :---: | ---: | ---: | ---: |
| Percent of | 3rd Q 10 | $9 \%$ | $32 \%$ | $46 \%$ | $13 \%$ |
| Sales | 3rd Q 11 | $8 \%$ | $33 \%$ | $43 \%$ | $16 \%$ |
| Average | 3rd Q 10 | $\$ 285,719$ | $\$ 379,154$ | $\$ 621,104$ | $\$ 879,888$ |
| Price | 3rd Q 11 | $\$ 259,098$ | $\$ 370,032$ | $\$ 572,936$ | $\$ 974,909$ |
|  | \% Change | $-9 \%$ | $-2 \%$ | $-8 \%$ | $11 \%$ |

## Cooperative

Average Price Per Room


## Condominium

Average Price Per Square Foot

$3010 \quad 3011 \square$

This report is based on 2,492 reported Manhattan apartment sales, $1 \%$ more than were reported during last year's comparable period.
Prepared by Gregory Heym, Chief Economist, Brown Harris Stevens.


## EAST SIDE

445 Park Avenue
Hall F. Willkie, President
Ruth McCoy, EVP
Managing Director of Sales
UPPER EAST SIDE
1121 Madison Avenue
Peter R. Marra, EVP
Managing Director of Sales

EDWARD LEE CAVE DIVISION
790 Madison Avenue
Caroline E. Y. Guthrie
President

WEST SIDE
1926 Broadway
Kevin Kovesci, EVP
Managing Director of Sales

VILLAGE
2 Fifth Avenue
Stephen Klym, EVP
Managing Director of Sales

TRIBECA
43 North Moore
Stephen Klym, EVP
Managing Director of Sales

BROOKLYN HEIGHTS 129 Montague Street
Christopher Thomas, EVP
Managing Director of Sales

PARK SLOPE
100 Seventh Avenue
MaryAnn Albano, EVP
Managing Director of Sales

## Exhibit D-3 (Halstead Property - Condo Sale Comparables)

HALSTEAD PROPERTY

| Recently Sold |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Address | Unit | Type | Doorman | Price | Com Charges | Date Sold | Sq Ft | Rooms | Bedrooms | Bath | Price psf |
| 100 West 39th Street | 36B | CONDO | Y | \$600,000 |  | 6/27/2011 | 501 | 3 | 1 | 1 | \$1,198 |
| 100 West 39th Street | 38G | CONDO | Y | \$610,000 | \$800 | 8/16/2011 | 560 | 3 | 1 | 1 | \$1,089 |
| 100 West 39th Street | 40E | CONDO | Y | \$857,000 | \$1,002 | 4/26/2011 | 701 | 3 | 1 | 1 | \$1,223 |
| 100 West 39th Street | 41J | CONDO | Y | \$515,000 | \$692 | 3/15/2011 | 542 | 3 | 1 | 1 | \$950 |
| 100 West 39th Street | 42C | CONDO | Y | \$699,000 | \$719 | 10/7/2011 | 501 | 3 | 1 | 1 | \$1,395 |
| 101 West 24th Street | 10H | CONDO | Y | \$1,090,000 | \$692 | 9/19/2011 | 834 | 3 | 1 | 1 | \$1,307 |
| 101 West 24th Street | 11H | CONDO | Y | \$683,000 |  | 7/25/2011 | 834 | 3 | 1 | 1 | \$819 |
| 101 West 24th Street | 16C | CONDO | Y | \$1,110,000 | \$651 | 9/27/2011 | 793 | 3 | 1 | 1.5 | \$1,400 |
| 101 West 24th Street | 19C | CONDO | Y | \$1,180,000 |  | 1/27/2011 | 793 | 3 | 1 | 1.5 | \$1,488 |
| 101 West 24th Street | 4C | CONDO | Y | \$1,125,000 | \$682 | 8/11/2011 | 874 | 3 | 1 | 1.5 | \$1,287 |
| 101 West 24th Street | 4H | CONDO | Y | \$1,125,000 | \$650 | 5/25/2011 | 836 | 4 | 1 | 1.5 | \$1,346 |
| 101 West 24th Street | 6H | CONDO | Y | \$1,050,000 | \$682 | 7/15/2011 | 841 | 4 | 1 | 1 | \$1,249 |
| 121 East 23rd Street | 2A | CONDO | Y | \$520,789 |  | 4/22/2011 | 692 | 3 | 1 | 1 | \$753 |
| 121 East 23rd Street | 4A | CONDO | Y | \$695,000 | \$795 | 10/12/2011 | 655 | 3 | 1 | 1 | \$1,061 |
| 121 East 23rd Street | 4E | CONDO | Y | \$700,000 | \$797 | 6/2/2011 | 657 | 3 | 1 | 1 | \$1,065 |
| 127 East 30th Street | 8C | CONDO | Y | \$660,000 | \$476 | 9/14/2011 | 614 | 3 | 1 | 1 | \$1,075 |
| 15 East 26th Street | 12C | CONDO | Y | \$1,501,000 | \$1,282 | 4/6/2011 | 1,180 | 4 | 1 | 2 | \$1,272 |
| 225 Fifth Avenue | 11C | CONDO | Y | \$1,750,000 |  | 4/15/2011 | 1,218 | 4 | 1 | 2 | \$1,437 |
| 325 Fifth Avenue | 11D | CONDO | Y | \$1,050,000 | \$774 | 7/27/2011 | 899 | 3.5 | 1 | 1.5 | \$1,168 |
| 325 Fifth Avenue | 19G | CONDO | Y | \$929,000 | \$765 | 7/18/2011 | 816 | 3.5 | 1 | 1 | \$1,138 |
| 325 Fifth Avenue | 24D | CONDO | Y | \$1,080,000 | \$921 | 6/16/2011 | 899 | 3.5 | 1 | 1.5 | \$1,201 |
| 325 Fifth Avenue | 9G | CONDO | Y | \$850,000 | \$680 | 8/26/2011 | 816 | 3 | 1 | 1 | \$1,042 |
| 39 East 29th Street | 13C | CONDO | Y | \$1,050,000 | \$711 | 6/3/2011 | 785 | 3 | 1 | 1 | \$1,338 |
| 39 East 29th Street | 21B | CONDO | Y | \$1,215,000 | \$819 | 9/15/2011 | 855 | 3 | 1 | 1 | \$1,421 |
| 39 East 29th Street | 22B | CONDO | Y | \$1,230,000 | \$830 | 8/26/2011 | 855 | 3 | 1 | 1 | \$1,439 |

HALSTEAD PROPERTY
Recently Sold

| Address | Unit | Type | Doorman | Price | Com Charges | Date Sold | Sq Ft | Rooms | Bedrooms | Bath | Price psf |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 39 East 29th Street | 22D | CONDO | Y | \$1,200,000 | \$812 | 7/22/2011 | 826 | 3.5 | 1 | 1 | \$1,453 |
| 39 East 29th Street | 25B | CONDO | Y | \$1,237,000 | \$861 | 2/15/2011 | 855 | 3 | 1 | 1 | \$1,447 |
| 39 East 29th Street | 26B | CONDO | Y | \$1,300,000 | \$872 | 4/21/2011 | 855 | 3.5 | 1 | 1 | \$1,520 |
| 39 East 29th Street | 27B | CONDO | Y | \$1,355,000 | \$883 | 6/30/2011 | 855 | 3 | 1 | 1 | \$1,585 |
| 39 East 29th Street | 30B | CONDO | Y | \$1,250,000 | \$914 | 9/29/2011 | 855 | 3 | 1 | 1 | \$1,462 |
| 39 East 29th Street | 7D | CONDO | Y | \$840,000 | \$637 | 3/29/2011 | 792 | 3 | 1 | 1 | \$1,061 |
| 39 East 29th Street | 8 C | CONDO | Y | \$947,500 | \$647 | 5/23/2011 | 785 | 3 | 1 | 1 | \$1,207 |
| 400 Fifth Avenue | 31A | CONDO | Y | \$1,200,000 | \$1,027 | 6/8/2011 | 776 | 3 | 1 | 1.5 | \$1,546 |
| 400 Fifth Avenue | 31G | CONDO | Y | \$990,000 | \$1,031 | 5/18/2011 | 779 | 3 | 1 | 1.5 | \$1,271 |
| 400 Fifth Avenue | 32 A | CONDO | Y | \$1,295,000 |  | 4/27/2011 | 776 | 3 | 1 | 1.5 | \$1,669 |
| 400 Fifth Avenue | 32B | CONDO | Y | \$1,175,000 | \$1,068 | 10/13/2011 | 806 | 4 | 1 | 1.5 | \$1,458 |
| 400 Fifth Avenue | 32G | CONDO | Y | \$1,060,000 | \$1,032 | 8/23/2011 | 779 | 3 | 1 | 1.5 | \$1,361 |
| 400 Fifth Avenue | 32H | CONDO | Y | \$1,150,000 | \$1,028 | 5/3/2011 | 776 | 3 | 1 | 1.5 | \$1,482 |
| 400 Fifth Avenue | 35H | CONDO | Y | \$1,170,000 |  | 8/5/2011 | 776 | 4 | 1 | 1.5 | \$1,508 |
| 400 Fifth Avenue | 36A | CONDO | Y | \$1,370,000 |  | 10/18/2011 | 776 | 3 | 1 | 1.5 | \$1,765 |
| 400 Fifth Avenue | 36H | CONDO | Y | \$1,250,000 | \$1,030 | 9/26/2011 | 776 | 4 | 1 | 1.5 | \$1,611 |
| 400 Fifth Avenue | 38B | CONDO | Y | \$1,225,000 | \$1,071 | 10/6/2011 | 806 | 4 | 1 | 1.5 | \$1,520 |
| 400 Fifth Avenue | 38H | CONDO | Y | \$1,290,000 | \$1,031 | 10/19/2011 | 776 | 4 | 1 | 1.5 | \$1,662 |
| 400 Fifth Avenue | 40A | CONDO | Y | \$1,355,000 | \$1,032 | 7/25/2011 | 776 | 3 | 1 | 1.5 | \$1,746 |
| 400 Fifth Avenue | 40B | CONDO | Y | \$1,210,000 | \$1,072 | 7/25/2011 | 806 | 4 | 1 | 1.5 | \$1,501 |
| 400 Fifth Avenue | 40H | CONDO | Y | \$1,350,000 | \$1,032 | 9/23/2011 | 776 | 4 | 1 | 1.5 | \$1,740 |
| 400 Fifth Avenue | 41A | CONDO | Y | \$1,250,000 |  | 5/18/2011 | 776 | 3 | 1 | 1.5 | \$1,611 |
| 400 Fifth Avenue | 41D | CONDO | Y | \$1,100,000 | \$941 | 8/9/2011 | 707 | 3 | 1 | 1.5 | \$1,556 |
| 400 Fifth Avenue | 42B | CONDO | Y | \$1,300,000 | \$1,068 | 5/9/2011 | 802 | 3 | 1 | 1.5 | \$1,621 |
| 400 Fifth Avenue | 42D | CONDO | Y | \$1,120,000 | \$941 | 8/24/2011 | 707 | 3 | 1 | 1.5 | \$1,584 |

# HALSTEAD 異PROPERTY 

Recently Sold

| Address | Unit | Type | Doorman | Price | Com Charges | Date Sold | Sq Ft | Rooms | Bedrooms | Bath | Price psf |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 400 Fifth Avenue | 43C | CONDO | Y | \$1,978,080 |  | 6/30/2011 | 755 | 3 | 1 | 1.5 | \$2,620 |
| 400 Fifth Avenue | 45D | CONDO | Y | \$1,339,325 |  | 4/5/2011 | 707 | 3 | 1 | 1.5 | \$1,894 |
| 400 Fifth Avenue | 45F | CONDO | Y | \$1,550,000 | \$1,039 | 6/9/2011 | 982 | 3 | 1 | 1.5 | \$1,578 |
| 400 Fifth Avenue | 48A | CONDO | Y | \$1,400,000 | \$1,036 | 7/25/2011 | 776 | 3 | 1 | 1.5 | \$1,804 |
| 425 Fifth Avenue | 26D | CONDO | Y | \$860,000 | \$854 | 5/27/2011 | 777 | 3 | 1 | 1 | \$1,107 |
| 425 Fifth Avenue | 26F | CONDO | Y | \$900,000 | \$1,073 | 2/16/2011 | 846 | 3 | 1 | 1 | \$1,064 |
| 425 Fifth Avenue | 41B | CONDO | Y | \$1,240,000 | \$1,179 | 1/20/2011 | 1,109 | 3 | 1 | 1.5 | \$1,118 |
| 425 Fifth Avenue | 43D | CONDO | Y | \$1,175,000 |  | 7/11/2011 | 987 | 3.5 | 1 | 1.5 | \$1,190 |
| 425 Fifth Avenue | 44D | CONDO | Y | \$1,155,000 | \$1,078 | 7/27/2011 | 980 | 3 | 1 | 1.5 | \$1,179 |
| 445 Fifth Avenue | 10D | CONDO | Y | \$615,000 | \$637 | 3/29/2011 | 671 | 3 | 1 | 1 | \$917 |
| 445 Fifth Avenue | 19A | CONDO | Y | \$772,000 | \$696 | 2/1/2011 | 701 | 3 | 1 | 1 | \$1,101 |
| 445 Fifth Avenue | 21G | CONDO | Y | \$685,000 | \$585 | 3/1/2011 | 606 | 3 | 1 | 1 | \$1,130 |
| 445 Fifth Avenue | 22F | CONDO | Y | \$690,000 | \$723 | 9/1/2011 | 639 | 3 | 1 | 1 | \$1,080 |
| 45 Park Avenue | 1404 | CONDO | Y | \$1,290,000 | \$1,146 | 8/4/2011 | 913 | 3 | 1 | 1.5 | \$1,413 |
| 45 Park Avenue | 604 | CONDO | Y | \$995,000 | \$1,118 | 4/20/2011 | 906 | 3 | 1 | 1.5 | \$1,098 |
| Summary for 1 Bedrooms (65 sales) |  |  | Avg Sales Price |  | \$1,084,749 | Avg Common Charges |  | \$880 | Avg Price psf |  | \$1,360 |
| Address | Unit | Type | Doorman | Price | Com Charges | Date Sold | Sq Ft | Rooms | Bedrooms | Bath | Price psf |
| 101 West 24th Street | 10A | CONDO | Y | \$1,585,000 | \$940 | 10/25/2011 | 1,127 | 4 | 2 | 2 | \$1,406 |
| 101 West 24th Street | 11B | CONDO | Y | \$1,700,000 | \$1,011 | 5/26/2011 | 1,242 | 4 | 2 | 2 | \$1,369 |
| 101 West 24th Street | 12E | CONDO | Y | \$1,750,000 | \$939 | 10/24/2011 | 1,113 | 4 | 2 | 2 | \$1,572 |
| 101 West 24th Street | 16B | CONDO | Y | \$1,750,000 | \$1,027 | 3/30/2011 | 1,242 | 4 | 2 | 2 | \$1,409 |
| 101 West 24th Street | 17E | CONDO | Y | \$1,567,500 | \$927 | 2/8/2011 | 1,113 | 5 | 2 | 2 | \$1,408 |
| 101 West 24th Street | 24 E | CONDO | Y | \$1,780,000 | \$985 | 8/25/2011 | 1,113 | 4 | 2 | 2 | \$1,599 |
| 101 West 24th Street | 30A | CONDO | Y | \$1,800,000 | \$989 | 3/29/2011 | 1,127 | 4 | 2 | 2 | \$1,597 |

HALSTEAD 畺PROPERTY

| Recently Sold |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Address | Unit | Type | Doorman | Price | Com Charges | Date Sold | Sq Ft | Rooms | Bedrooms | Bath | Price psf |
| 101 West 24th Street | 31 A | CONDO | Y | \$1,800,000 | \$993 | 1/7/2011 | 1,127 | 4 | 2 | 2 | \$1,597 |
| 101 West 24th Street | 33C | CONDO | Y | \$3,201,050 | \$1,492 | 7/20/2011 | 1,673 | 5 | 2 | 2.5 | \$1,913 |
| 101 West 24th Street | 34 A | CONDO | Y | \$2,495,000 |  | 5/23/2011 | 1,555 | 4 | 2 | 2.5 | \$1,605 |
| 101 West 24th Street | 34B | CONDO | Y | \$3,000,000 | \$1,383 | 5/20/2011 | 1,584 | 5 | 2 | 2.5 | \$1,894 |
| 101 West 24th Street | 37 A | CONDO | Y | \$2,625,000 | \$1,386 | 4/5/2011 | 1,555 | 5 | 2 | 2.5 | \$1,688 |
| 11 East 29th Street | 10C | CONDO | Y | \$1,550,000 | \$1,073 | 3/11/2011 | 1,374 | 4 | 2 | 2 | \$1,128 |
| 11 East 29th Street | 22 C | CONDO | Y | \$1,693,000 | \$1,126 | 3/15/2011 | 1,374 | 4 | 2 | 2 | \$1,232 |
| 11 East 29th Street | 25A | CONDO | Y | \$1,850,000 | \$1,477 | 11/3/2011 | 1,601 | 5 | 2 | 2.5 | \$1,156 |
| 11 East 29th Street | 40B | CONDO | Y | \$1,520,000 | \$1,178 | 9/30/2011 | 1,150 | 4 | 2 | 2 | \$1,322 |
| 11 East 29th Street | 44B | CONDO | Y | \$1,625,000 | \$1,213 | 5/20/2011 | 1,150 | 4 | 2 | 2 | \$1,413 |
| 11 East 29th Street | 45B | CONDO | Y | \$1,691,000 | \$1,213 | 7/12/2011 | 1,150 | 4 | 2 | 2 | \$1,470 |
| 111 West 28th Street | 6B | CONDO | N | \$1,325,000 | \$479 | 5/23/2011 | 1,109 | 5 | 2 | 2 | \$1,195 |
| 120 East 29th Street | 1D/2D | CONDO | Y | \$1,475,000 | \$1,167 | 4/21/2011 | 1,613 | 4 | 2 | 2.5 | \$914 |
| 121 East 23rd Street | 16A | CONDO | Y | \$1,300,000 | \$1,144 | 2/2/2011 | 981 | 4 | 2 | 2 | \$1,325 |
| 127 East 30th Street | 15A | CONDO | Y | \$1,100,000 | \$781 | 3/15/2011 | 953 | 4.5 | 2 | 2 | \$1,154 |
| 127 East 30th Street | 1A | CONDO | Y | \$999,000 |  | 2/15/2011 | 891 | 4 | 2 | 2 | \$1,121 |
| 15 East 69th Street | 11B | CONDO | Y | \$3,400,000 |  | 9/9/2011 | 1,584 | 6 | 2 | 2.5 | \$2,146 |
| 225 Fifth Avenue | 10M | CONDO | Y | \$3,250,000 | \$1,754 | 8/11/2011 | 1,388 | 7 | 2 | 2.5 | \$2,341 |
| 225 Fifth Avenue | 6 E | CONDO | Y | \$2,400,000 | \$1,439 | 4/13/2011 | 1,650 | 8 | 2 | 3 | \$1,455 |
| 225 Fifth Avenue | 8B | CONDO | Y | \$1,725,000 | \$906 | 3/10/2011 | 1,229 | 4 | 2 | 2 | \$1,404 |
| 225 Fifth Avenue | 8S | CONDO | Y | \$1,760,000 | \$948 | 6/3/2011 | 1,223 | 5 | 2 | 2 | \$1,439 |
| 225 Fifth Avenue | PHA | CONDO | Y | \$2,000,000 | \$1,463 | 5/2/2011 | 1,518 | 5 | 2 | 3 | \$1,318 |
| 225 Fifth Avenue | PHX | CONDO | Y | \$2,280,000 | \$1,153 | 6/10/2011 | 1,416 | 5.5 | 2 | 2.5 | \$1,610 |
| 325 Fifth Avenue | 19C | CONDO | Y | \$1,502,600 | \$1,153 | 3/2/2011 | 1,282 | 5 | 2 | 2 | \$1,172 |
| 325 Fifth Avenue | 30F | CONDO | Y | \$1,600,000 | \$1,205 | 5/13/2011 | 1,221 | 4 | 2 | 2 | \$1,310 |

# HALSTEAD PROPERTY 

Recently Sold

| Address | Unit | Type | Doorman | Price | Com Charges | Date Sold | Sq Ft | Rooms | Bedrooms | Bath | Price psf |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 39 East 29th Street | 15A | CONDO | Y | \$1,525,000 | \$1,065 | 3/31/2011 | 1,159 | 4 | 2 | 2 | \$1,316 |
| 39 East 29th Street | 24C | CONDO | Y | \$2,017,500 | \$1,390 | 6/15/2011 | 1,303 | 4 | 2 | 2.5 | \$1,548 |
| 39 East 29th Street | 28C | CONDO | Y | \$2,190,000 | \$1,530 | 10/12/2011 | 1,303 | 4.5 | 2 | 2 | \$1,681 |
| 39 East 29th Street | 30C | CONDO | Y | \$2,250,000 | \$1,600 | 3/24/2011 | 1,303 | 5.5 | 2 | 2.5 | \$1,727 |
| 400 Fifth Avenue | 45E | CONDO | Y | \$2,700,000 | \$1,917 | 8/5/2011 | 1,438 | 5 | 2 | 2.5 | \$1,878 |
| 400 Fifth Avenue | 45 GH | CONDO | Y | \$3,189,654 |  | 4/5/2011 | 1,555 | 6 | 2 | 3 | \$2,051 |
| 400 Fifth Avenue | 48 C | CONDO | Y | \$2,036,500 | \$1,560 | 9/27/2011 | 1,168 | 5 | 2 | 2.5 | \$1,744 |
| 400 Fifth Avenue | 49A | CONDO | Y | \$3,300,000 |  | 2/4/2011 | 1,637 | 4 | 2 | 2.5 | \$2,016 |
| 425 Fifth Avenue | 34D | CONDO | Y | \$1,525,000 | \$1,200 | 2/4/2011 | 1,129 | 4 | 2 | 2 | \$1,351 |
| 425 Fifth Avenue | 58A | CONDO | Y | \$1,950,000 | \$1,323 | 6/22/2011 | 1,203 | 4 | 2 | 2 | \$1,621 |
| 425 Fifth Avenue | 59B | CONDO | Y | \$2,200,000 |  | 9/16/2011 | 1,315 | 4 | 2 | 2 | \$1,673 |
| 45 Park Avenue | 305 | CONDO | Y | \$1,500,000 |  | 1/25/2011 | 1,245 | 4 | 2 | 1.5 | \$1,205 |
| 45 Park Avenue | 701 | CONDO | Y | \$2,050,000 | \$1,850 | 1/20/2011 | 1,494 | 5 | 2 | 2.5 | \$1,372 |
| 45 Park Avenue | PH01 | CONDO | Y | \$2,825,000 |  | 10/3/2011 | 1,519 | 5 | 2 | 2.5 | \$1,860 |
| Summary for 2 Bedrooms (46 sales) |  |  | Avg Sales Price |  | \$2,007,778 | Avg Common Charges |  | s \$1,221 | Avg Price psf |  | \$1,516 |
| Address | Unit | Type | Doorman | Price | Com Charges | Date Sold | Sq Ft | Rooms | Bedrooms | Bath | Price psf |
| 101 West 24th Street | PH2B | CONDO | Y | \$4,140,000 | \$1,677 | 8/12/2011 | 1,918 | 5 | 3 | 2.5 | \$2,158 |
| 101 West 24th Street | PH3C | CONDO | Y | \$5,975,000 | \$2,039 | 8/29/2011 | 2,263 | 6 | 3 | 2.5 | \$2,640 |
| 110 West 25th Street | 11FL | CONDO | N | \$3,010,000 | \$1,469 | 5/16/2011 | 2,382 | 5 | 3 | 3 | \$1,264 |
| 110 West 25th Street | 4FL | CONDO | N | \$2,400,000 | \$1,470 | 3/7/2011 | 2,382 | 6 | 3 | 3 | \$1,008 |
| 120 East 29th Street | 3D | CONDO | Y | \$2,375,000 | \$1,447 | 9/15/2011 | 1,902 | 5 | 3 | 2 | \$1,249 |
| 121 East 23rd Street | 11C | CONDO | Y | \$1,650,000 | \$1,903 | 4/27/2011 | 1,556 | 5 | 3 | 3 | \$1,060 |
| 121 East 23rd Street | 19A | CONDO | Y | \$2,325,000 | \$2,300 | 6/27/2011 | 1,743 | 7 | 3 | 2.5 | \$1,334 |
| 122 East 25th Street | 3 FL | CONDO | N | \$3,075,000 | \$1,300 | 1/11/2011 | 3,002 | 7 | 3 | 3 | \$1,024 |

HALSTEAD 畕PROPERTY

| Address | Unit | Type | Doorman | Price | Com Charges | Date Sold | Sq Ft | Rooms | Bedrooms | Bath | Price psf |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 15 East 26th Street | 12B | CONDO | Y | \$5,575,000 | \$3,162 | 9/1/2011 | 3,236 | 6 | 3 | 3.5 | \$1,723 |
| 325 Fifth Avenue | 40A | CONDO | Y | \$2,200,000 | \$1,504 | 5/12/2011 | 1,489 | 5 | 3 | 3 | \$1,478 |
| 400 Fifth Avenue | 43E | CONDO | Y | \$3,604,990 |  | 6/30/2011 | 1,866 | 6 | 3 | 3 | \$1,932 |
| 50 Madison Avenue | 3FL | CONDO | Y | \$4,400,000 | \$3,000 | 2/3/2011 | 2,646 | 6 | 3 | 3.5 | \$1,663 |
| Summary for 3 Bedrooms (12 sales) |  |  | Avg Sales Price |  | \$3,394,166 | Avg Common Charges |  | s \$1,934 | Avg Price psf |  | \$1,544 |
|  | Total Records |  |  |  | 123 |  |  |  |  |  |  |
|  | Total Sales Price |  |  |  | \$203,596,488 |  |  |  |  |  |  |
|  | Average Sales Price |  |  |  | \$1,655,256 |  |  |  |  |  |  |
|  | Average Common Charges |  |  |  | \$1,120 |  |  |  |  |  |  |
|  | Average Price Per Square Foot |  |  |  | \$1,436 |  |  |  |  |  |  |


[^0]:    * Term lengths and lease dates are approximate based on information available.

