



FEASIBILITY OF OFFICE SPACE AT **WASHINGTON PLACE**

October 6, 2016

FINANCIAL CONSIDERATIONS

Tenant	Square Feet	Starting Rent	TI Allowance	Parking	Amenities
	280,000	\$33.00 NNN	\$60.00/s.f.	4.0/1,000 s.f.	Café + Pub Fitness Center Covered Parking Roofdeck Game Room
	165,000	\$33.00 NNN	\$70.00/s.f.	3.5/1,000 s.f.	Café Fitness Center Covered Parking Shared/Common Conference Rooms Restaurant on site
	120,000	\$33.50 NNN	\$75.00/s.f.	3.5-4.0/1,000 s.f. (final ratio TBD)	Café Fitness Center Covered Parking Roofdeck Three Restaurants
Newtonville	83,000	\$28.00 NNN	\$50.00- \$70.00/s.f.	3.0 - 4.0/1,000 s.f	Café Fitness Center Covered Parking

Washington Place	Residential		Office	
GSF	83,000		83,000	
# of Units	76		0	
Parking Spaces	95		249	
Traffic Counts (daily trips)	607		1156	
<u>Hard Costs</u>	Total	Per SF	Total	Per SF
Base Building	\$16,200,000	\$195	\$19,070,000	\$230
Parking	\$4,750,000	\$50,000	\$12,450,000	\$50,000
Subtotal Hard Cost	\$20,950,000	\$252	\$31,520,000	\$380
Tenant Improvements	\$0	\$0	\$4,108,500	\$50
<u>Soft Costs</u>				
Architectural & Engineering	\$1,079,000	\$13	\$581,000	\$7
Legal	\$250,000	\$3	\$300,000	\$4
Permits, Fee, Taxes & Misc.	\$425,000	\$5	\$500,000	\$6
Marketing & Branding	\$125,000	\$2	\$0	\$0
Leasing Commissions	\$50,000	\$1	\$747,000	\$9
G&A (4%)	\$913,000	\$11	\$1,110,000	\$13
Subtotal Soft Costs	\$2,842,000	\$34	\$3,238,000	\$39
Financing Cost	\$1,162,000	\$14	\$1,162,000	\$14
Total Cost (Hard + Soft)	\$24,954,000	\$301	\$40,028,500	\$482
Land Cost	\$8,300,000	\$100	\$8,300,000	\$100
Total Cost w/Land	\$33,254,000	\$401	\$48,328,500	\$582

Office Rent Analysis

Office Project Costs

\$48,328,500

Required Rents	Base Rent	Reimbursables (CAM, RE Tax, Insur.)	Gross Rent Required
6.75%	\$39.30	\$12.00	\$51.30
7.00%	\$40.76	\$12.00	\$52.76
7.25%	\$42.21	\$12.00	\$54.21
7.50%	\$43.67	\$12.00	\$55.67
7.75%	\$45.13	\$12.00	\$57.13

Achievable Rents	Base Rent	Reimbursables (CAM, RE Tax, Insur.)	Gross Rent Required
4.12%	\$24.00	\$12.00	\$36.00
4.47%	\$26.00	\$12.00	\$38.00
4.81%	\$28.00	\$12.00	\$40.00
5.50%	\$32.00	\$12.00	\$44.00
5.84%	\$34.00	\$12.00	\$46.00

DESIGN CONSIDERATIONS

MIXED USE IS...

GOOD!

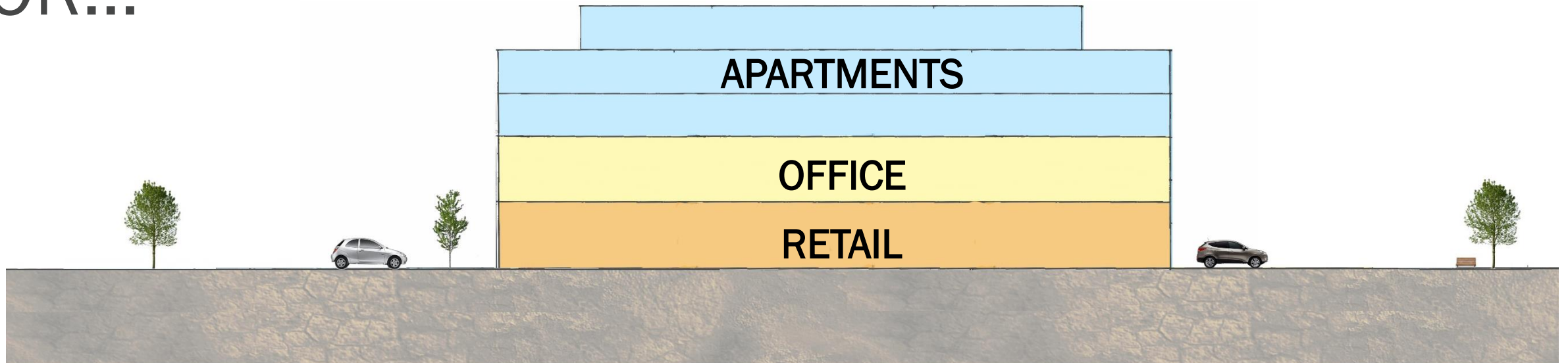
MIXED USE CREATES...

- VIBRANT STREETS
- WALKABILITY
- DAY/NIGHT ACTIVITY
- 7 DAY A WEEK USAGE

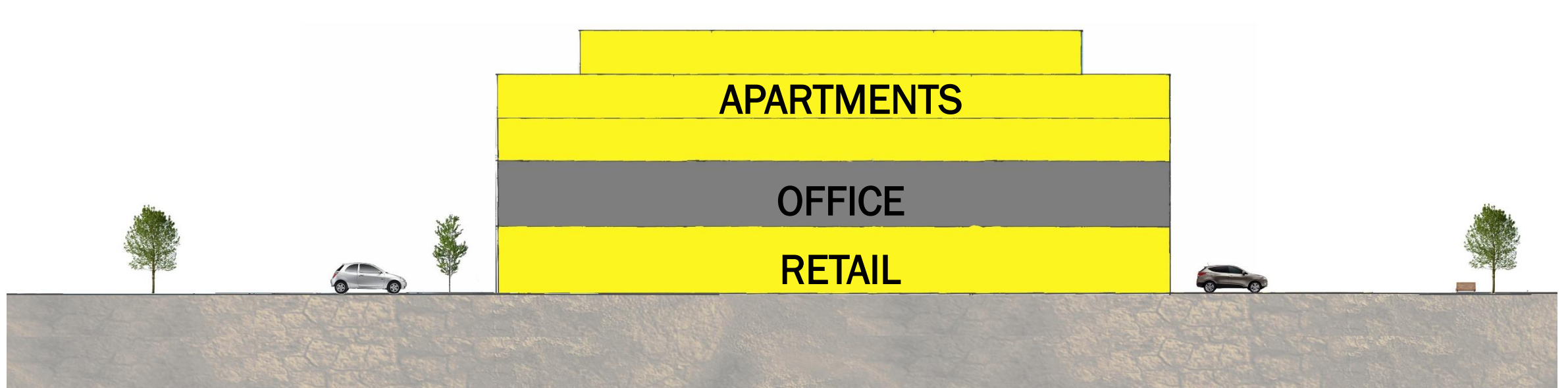
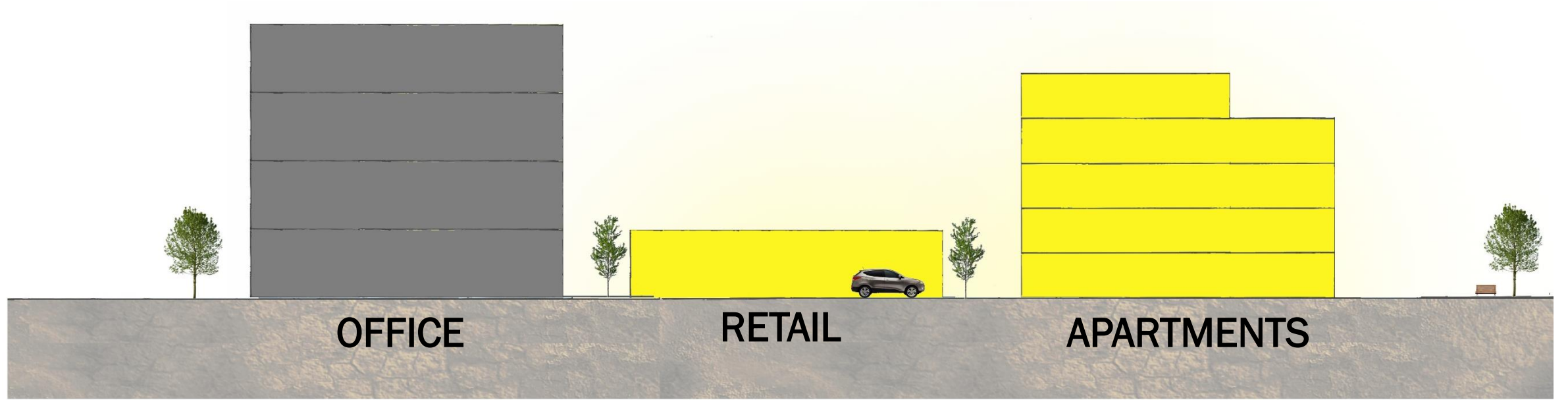
MIXED USE IS...



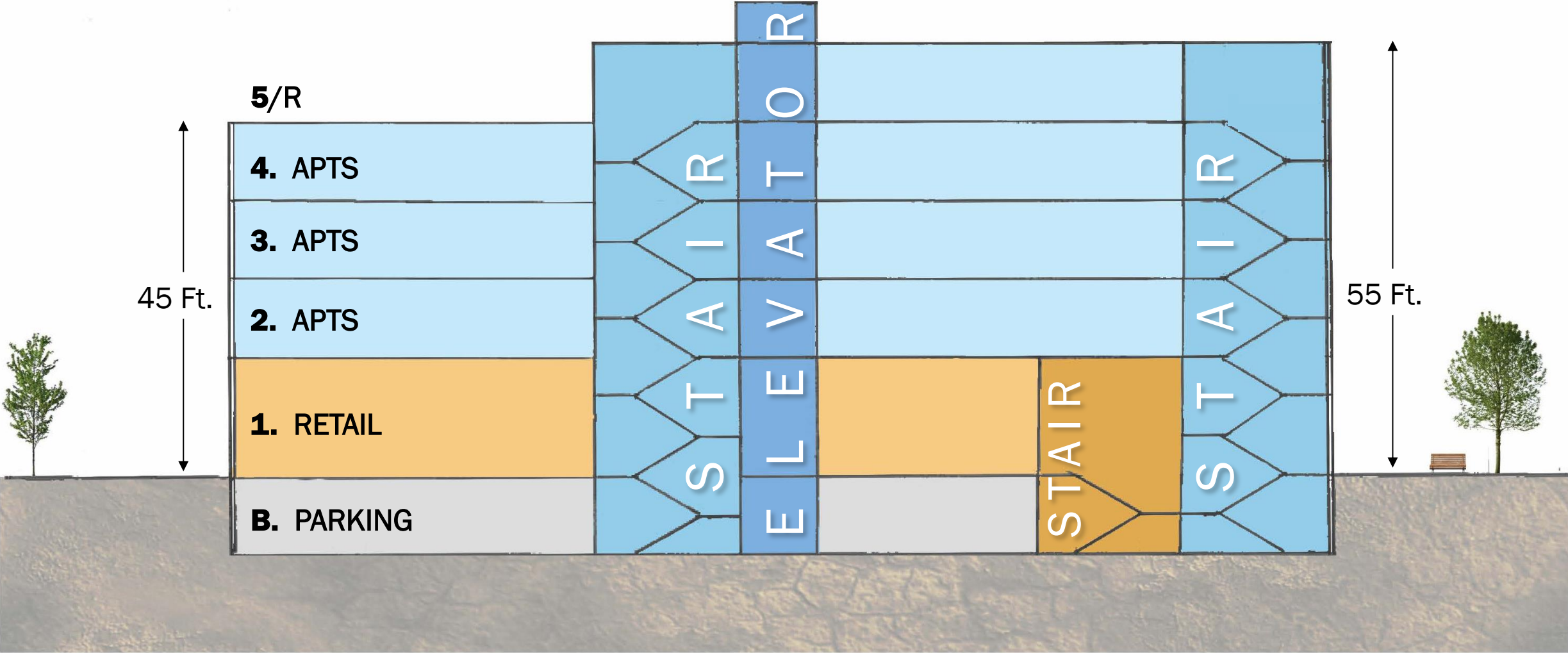
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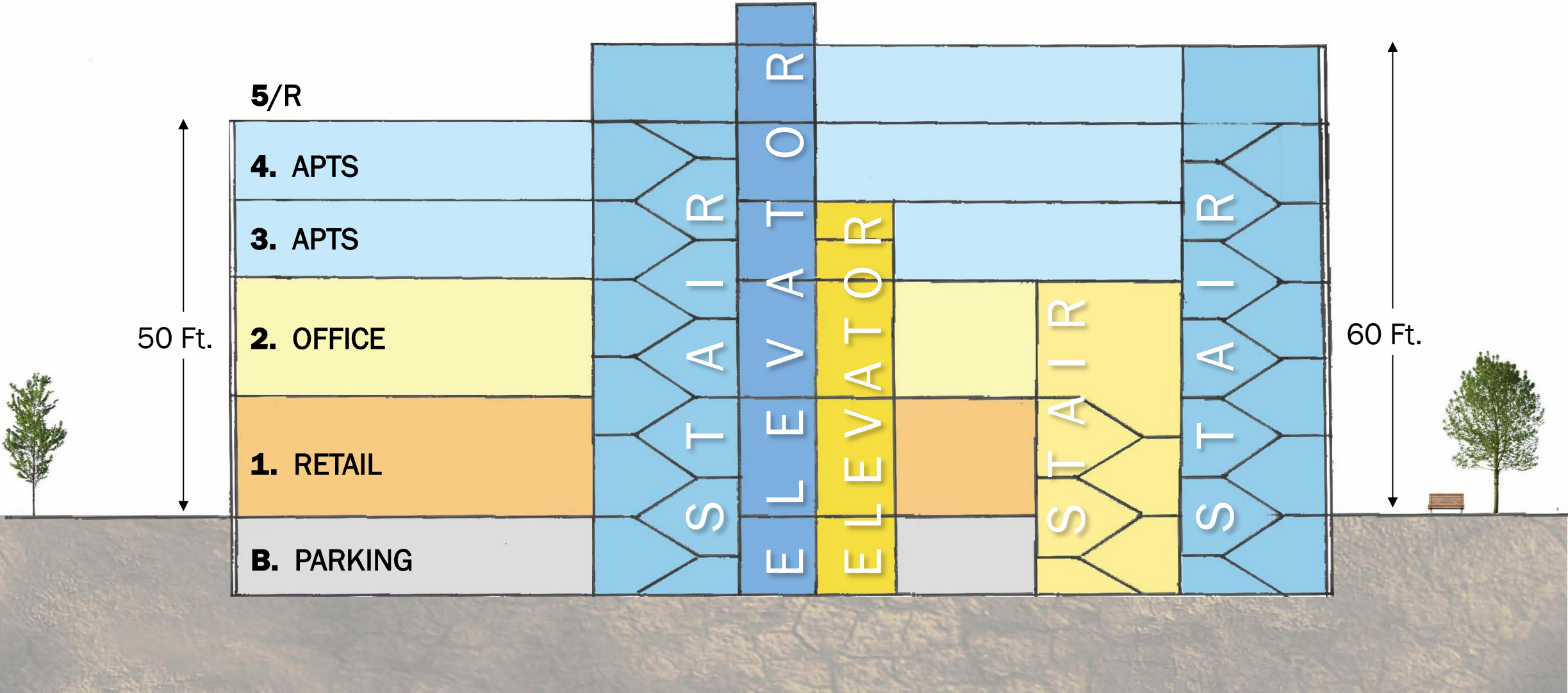
DAYS, NIGHTS & WEEKENDS



APARTMENTS OVER RETAIL

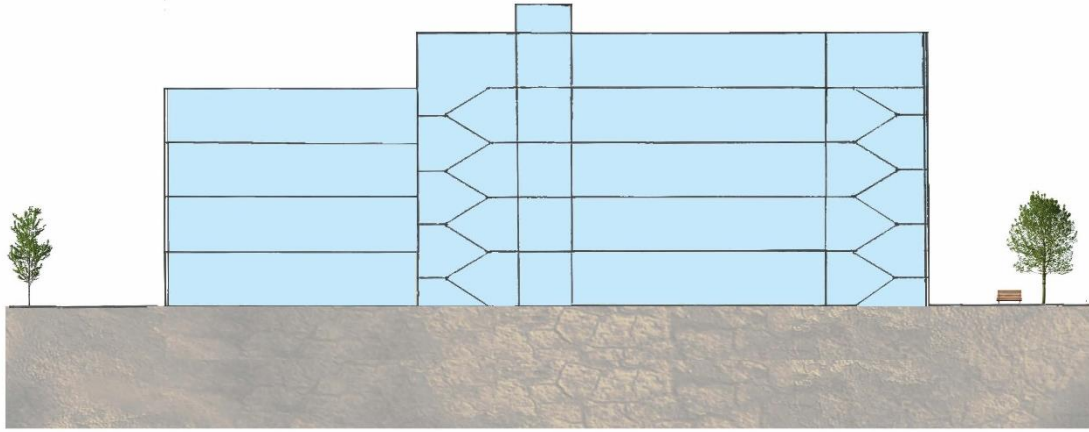


APARTMENTS OVER OFFICE & RETAIL

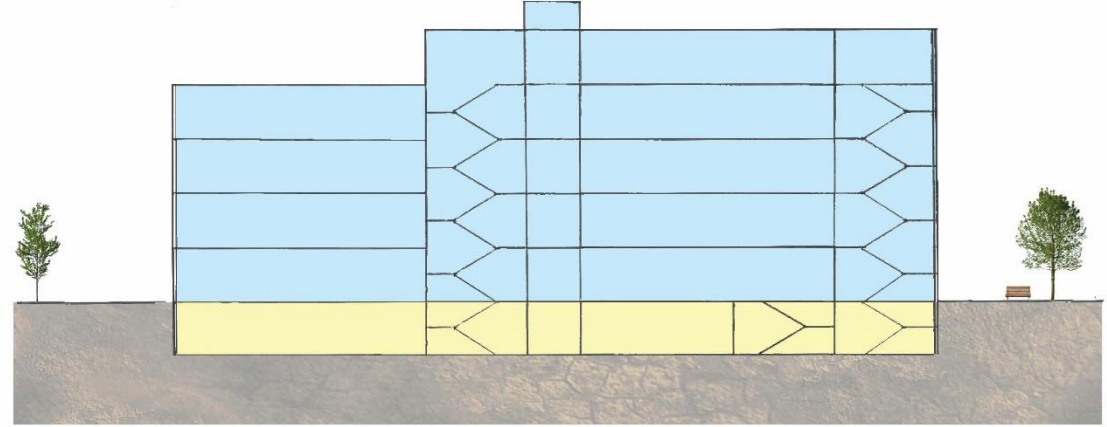


CONSTRUCTION TYPES

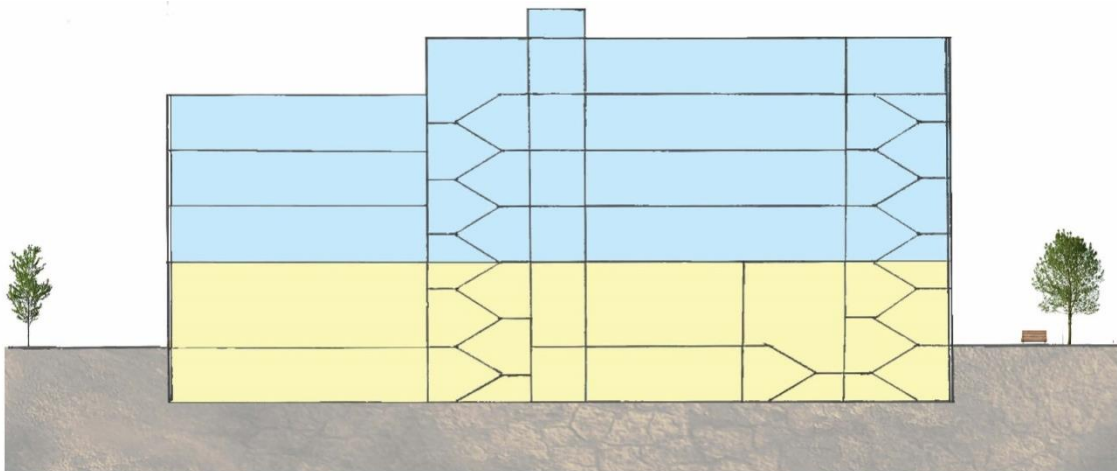
100% WOOD AND 0% CONCRETE/STEEL



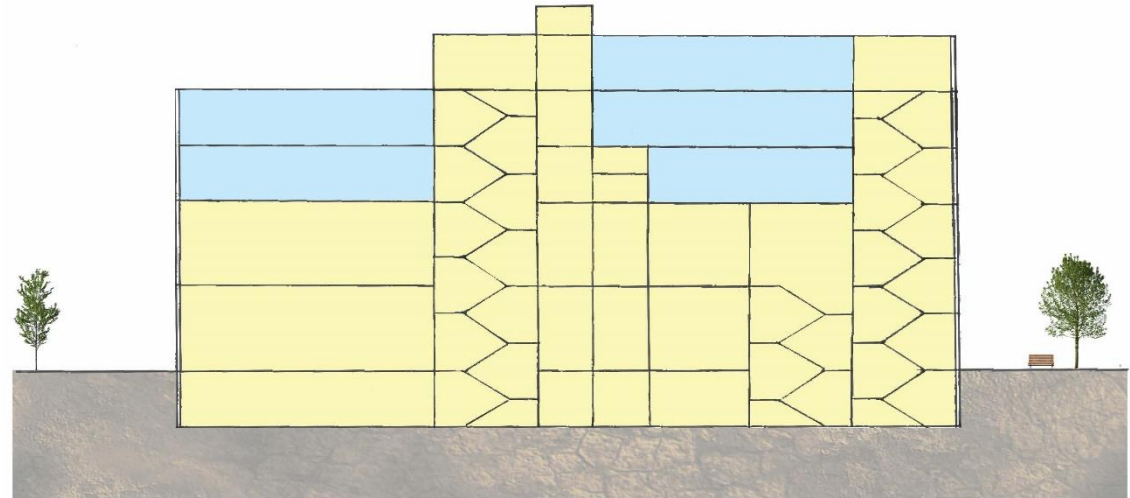
83% WOOD AND 17% CONCRETE/STEEL



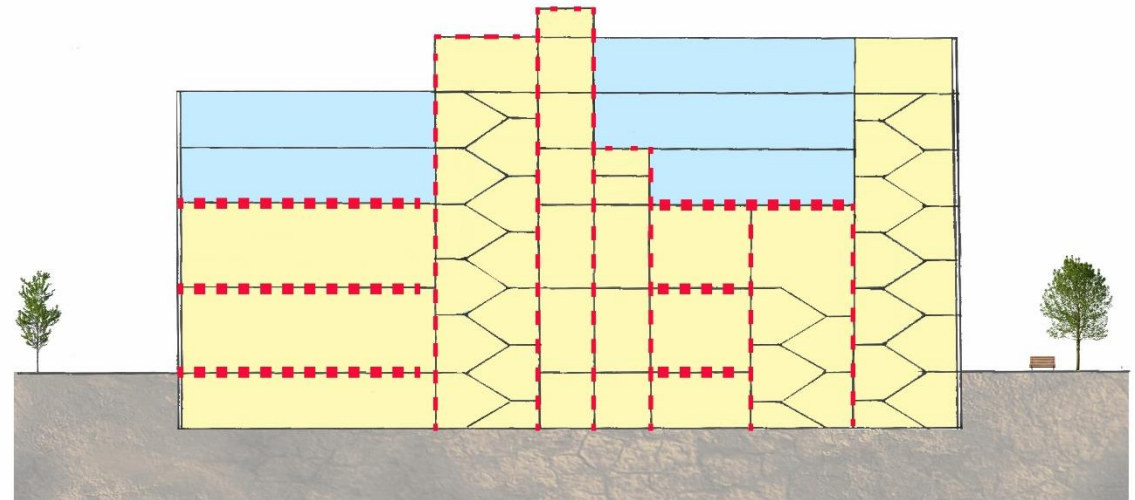
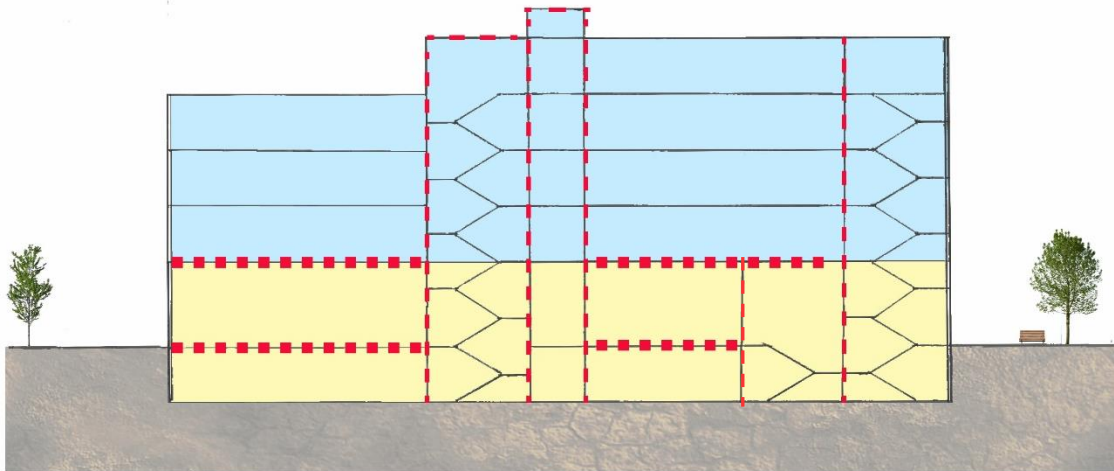
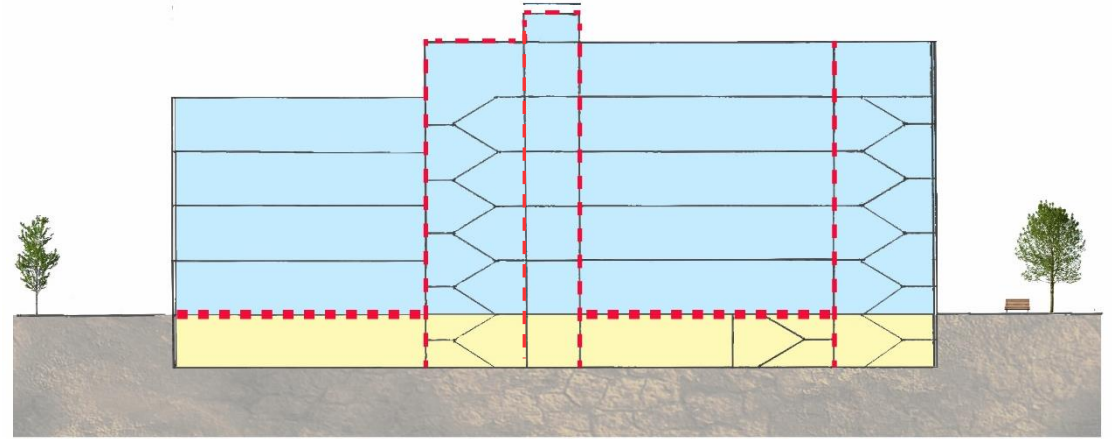
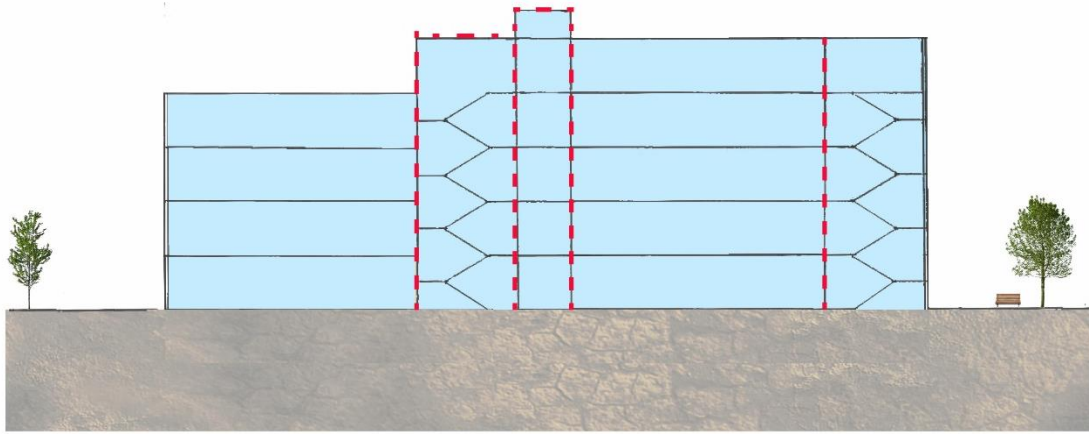
66% WOOD AND 34% CONCRETE/STEEL



30% WOOD AND 70% CONCRETE/STEEL



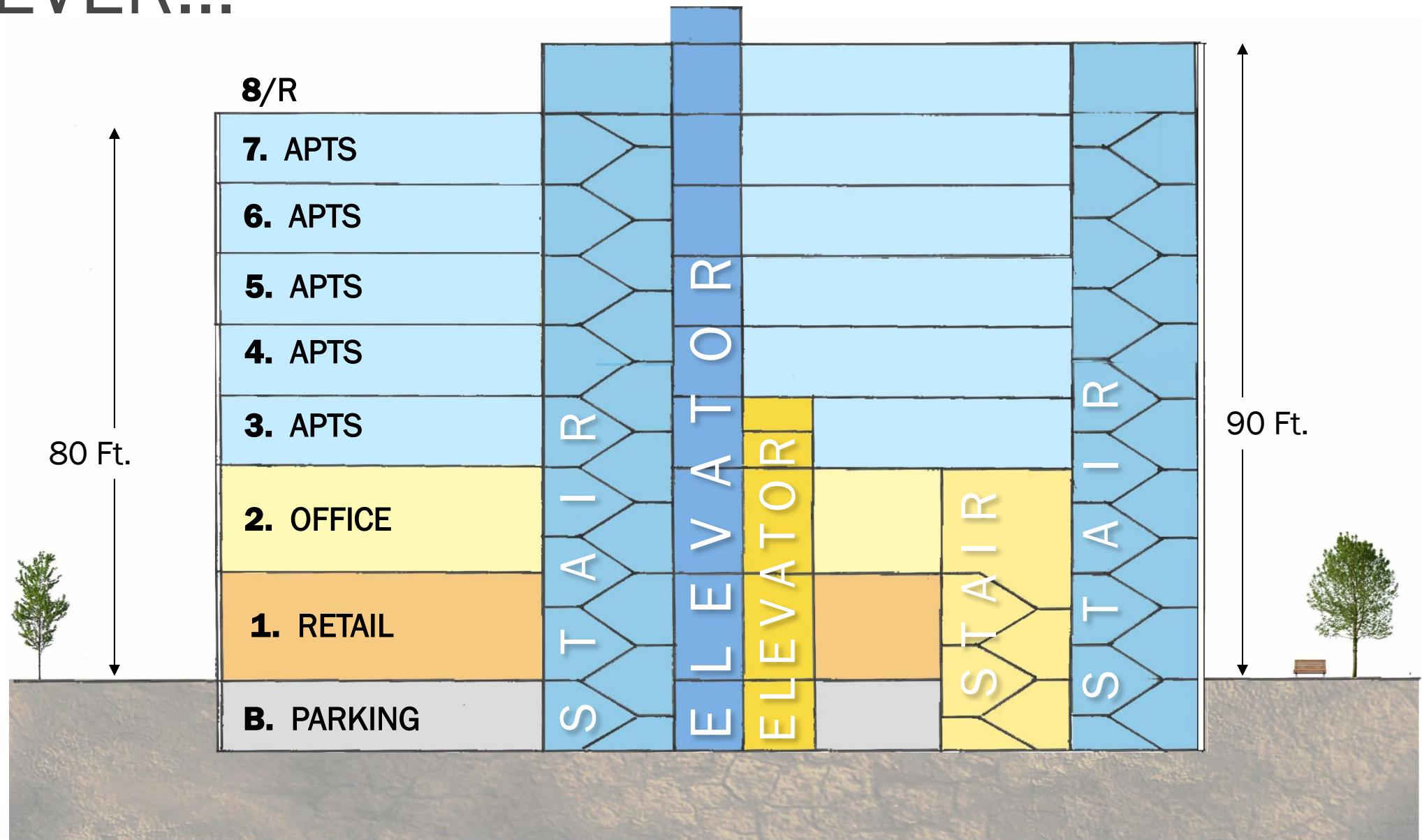
FIRE & ACOUSTIC SEPARATION



URBAN IMPACTS



HOWEVER...



BUILDING MUST BE TALLER TO ACCOMMODATE COMPLEXITY