8350 LEESBURG PIKE, VIENNA, VA

Greensboro Grove

HOPKINS
REALTY ADVISORS

Contents

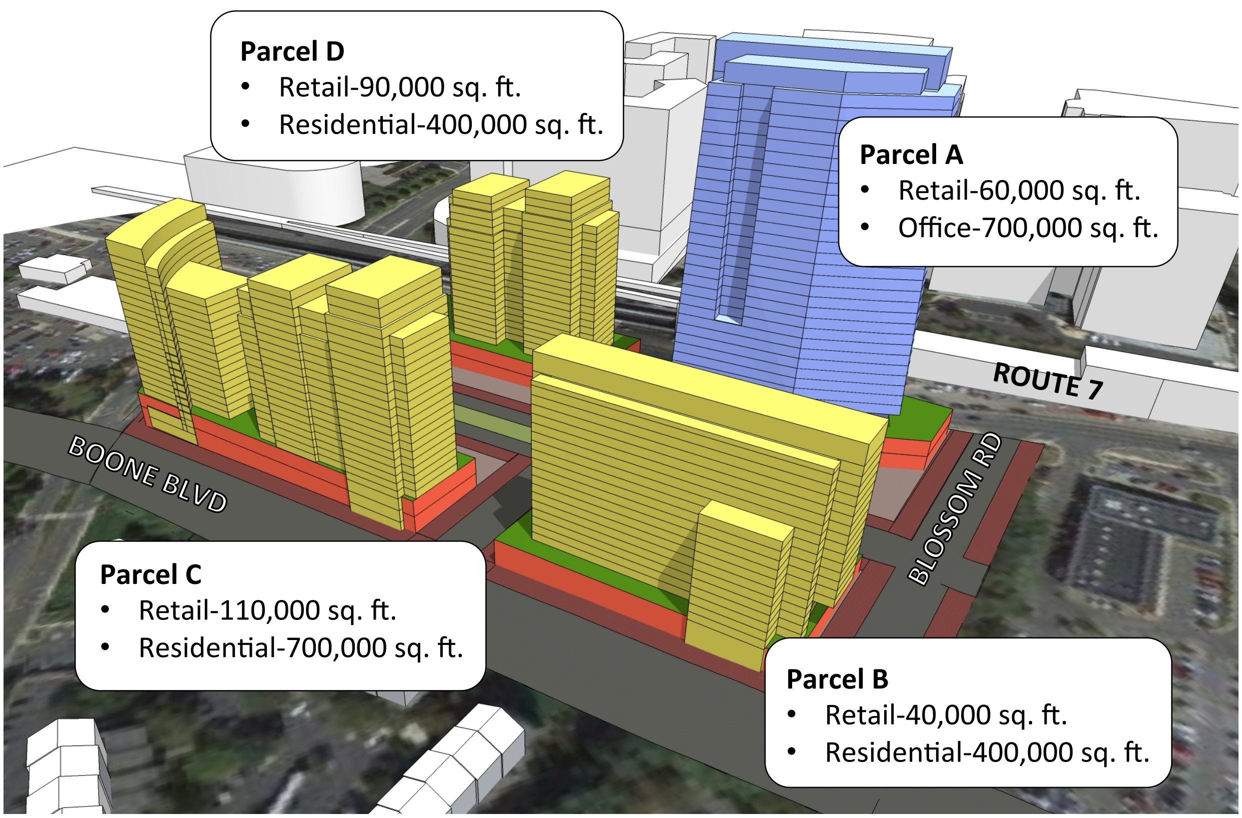
Executive Summary

Vision

Greensboro Grove (The Grove) will be a mixed-use development transforming the current Pike 7 Plaza strip shopping center into a dynamic urban neighborhood. The Grove will be a community formed around both passive and active green spaces, that will invite people to engage, inspire and thrive. The Grove will provide space for both companies and individuals to plant their roots and grow.

Site Plan

The Grove will be a transit-oriented development that will take full advantage of multi-modal transportation accessibility options by incorporating residential, office and retail uses. There will be four parcels on top of two parking structures built over the course of four phases. All towers constructed on the parking podiums are centered around the intersection of Peach Street and Grove Street, and green plazas created by the contiguous park space throughout the site.



Finances

The aggregate cost of construction for the project (including parking) is highlighted in the chart below. The Grove will be financed using traditional debt and equity sources. The project will be financed via four separate construction notes to match the development phasing.

The development pro forma shows the sale of the residential buildings after they stabilize. The projected unleveraged cash-on-cash return in year 11 (year after last residential building is sold) is 10.8%. The projected unlevered IRR is 8.53% and has a profit margin of 35%.

As for our leveraged scenario, the projected leveraged IRR for the entire project is 16.8% and has a profit margin of 50.9%

Uses of Funds	$ Amount	% Total	Per RSF
Land Cost (Lost Equity) Including Proffers	$102,200,000	10.7%	$42.98
Hard Costs	$556,280,000	58.5%	$233.92
Soft Costs	$195,490,750	20.6%	$82.20
Financing Costs	$8,425,000	0.9%	$3.54
Capitalized Interest	$57,469,580	6.0%	$24.17
Operating Losses (TI & LC)	$30,835,629	3.2%	$12.97
Total Uses of Funds	$950,700,959	100.0%	$399.77
Total Ex-Land	$848,500,959		
Total Uses Ex-Cap Interest & Op Losses	$862,395,750 [1]		
Sources of Funds	**$ Amount**	**% Total**	**Per RSF**
Debt Financing	$517,200,000	60.0%	$217.49
Equity Financing	$344,800,000	40.0%	$144.99
Total Sources of Funds	$862,000,000 [1]	100.0%	$362.48

[1] Difference due to rounding

Summary

The Grove will be the culmination of highest and best uses available for 8350 Leesburg Pike, Vienna, VA. It will offer sustainable and flexible areas for residential, office, and retail with opportunities in close proximity to Greensboro Station on the Silver Line Metro. This new accessibility will attract new residents and retail customers to the site. The Grove will be the premier destination and home for Tysons Corner employees, residents, and visitors to interact, engage, inspire, and thrive. The development proposal of an urban neighborhood will create the needed sense of community and place that is lacking in Tysons Corner today.

Introduction and Vision

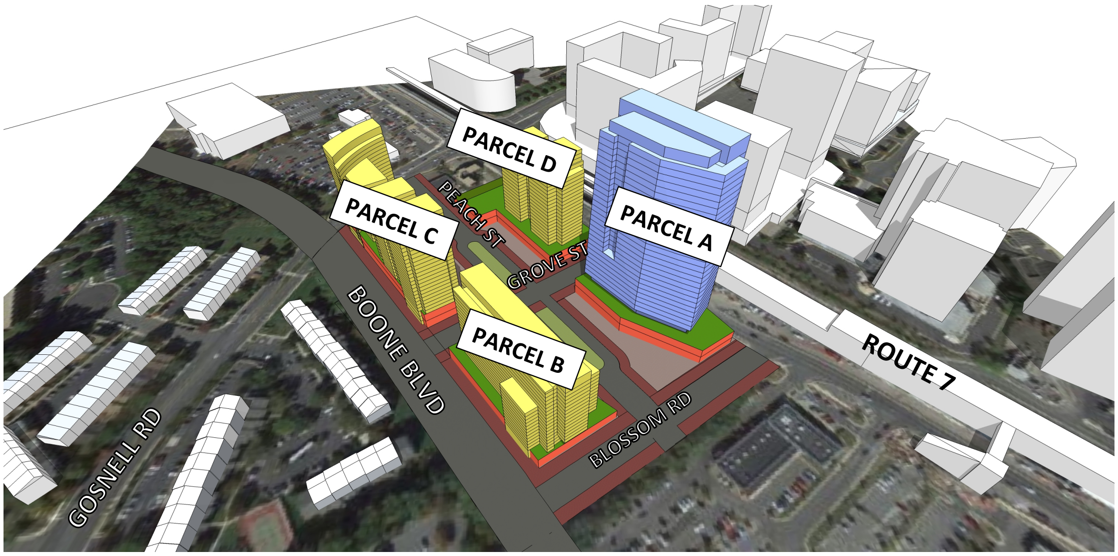
Federal Realty Investment Trust (FRIT) has the unique opportunity to reposition the current retail site, Pike 7 Plaza, into a mixed-use, transit-oriented development. The recent completion of Greensboro Station on the Silver Line Metro, coupled with the proposed changes of the Fairfax County Comprehensive Plan (the Comprehensive Plan) will provide new multi-modal accessibility to the site creating greater potential for a mixed-use urban neighborhood. After an analysis of the current site Hopkins Reality Advisors (HRA) is recommending Pike 7 Plaza be developed into a green, dynamic urban neighborhood, known as Greensboro Grove (The Grove). HRA has found the highest and best use to be the development of a vibrant walkable community utilizing a mix of shops, restaurants, office, residences, and community spaces actualizing the vision of Tysons Corner per the Comprehensive Plan.

Current Site

Pike 7 Plaza, 8350 Leesburg Pike, Vienna, VA, is a 12.8-acre, with a 157,518 sq. ft. shopping center and parking lot. FRIT acquired this site in 1997 from the original owner M&R Associates Limited Partnership for $31,300,000. The current anchor tenants include DSW, Staples, and T.J. Maxx. At this time, the site is 100% leased. Pike 7 Plaza has excellent visibility and 915 feet of street frontage along Leesburg Pike. There are three access points to the current site, two from Leesburg Pike and one from Gosnell Road. The recent completion of Greensboro Station within 1/8-mile drastically increases accessibility to Pike 7 Plaza. Pike 7 Plaza is currently zoned as C-7, Tysons Central 7 and will need to be rezoned as a Planned Tysons Corner Urban District (PTC) to realize its highest and best uses. (See Appendix A-1)

Tysons Corner has always been a place for commerce and connectivity. Early in the 1800’s, the creation of Turnpike Road, later renamed Alexandria Leesburg Pike Route 7, was the beginning of Tysons Corner’s history as a commerce throughway. The surrounding area known as Peach Grove, owned by Lawrence Foster and then William Tysons, would become the Peach Grove Post Office, further solidifying Tysons Corner as the center for communication and exchange. To further this tradition of Tysons Corner, The Grove will serve as a site in which the community of Tysons Corner can connect, engage, inspire and thrive.

Future Site



The Grove will be a destination for the people of Tysons Corner, and surrounding areas. An urban neighborhood where people will want to put down their roots and grow. A mixed-use, transit-oriented development with 700,000 gross sq. ft. of office, 300,000 rentable sq. ft. of retail and 1,500,000 gross sq. ft. (1,390 units) of residential. The total development will be 2,500,000 sq. ft. maximizing the potential buildable area of the site.

Whether it is young professionals looking to start their careers or empty nesters looking to stay close to their families while enjoying the amenities of urban life, the Grove will be able to accommodate various lifestyles and price points. Stepping out of the Metro Station, looking northwest you will be drawn to the center of The Grove. Strolling down the main thoroughfare, Peach Street, there will be restaurants with outdoor seating, boutiques, and active and inviting green spaces. Imagine a group of friends meeting up for happy hour after work; a young woman headed to an outdoor yoga class; and an elderly couple taking their grandchildren out for ice cream. This scene further illustrates The Grove's ability to accommodate the eclectic population of Tysons Corner.

As seen in the rendering above, there are four main parcels on the roughly 12-acre site. The entrance to The Grove, Parcel A, closest to the metro station, will contain office and retail spaces. Parcel B lies directly across Peach Street, and will be home to one of four residential towers. The tower will offer a variety of rental options as well as ground floor retail opening onto both Peach Street and Boone Boulevard. North of Parcel B, also bordering Boone Blvd., is Parcel C, which will contain both residential and retail. The final parcel, Parcel D, located on the northeast corner of the plot, will also house residential and retail spaces.

The site design takes into consideration viewsheds and sunlight. The office tower, which is the tallest building of the development, will have exceptional views of Fairfax County. The placement of the building will ensure shadows cast after midday will not block sunlight to the center portion of The Grove. The residential towers will also have unparalleled views of the surrounding areas and are designed to maximize window area in each unit. The residential towers will be set back from the retail podium to allow ample sunlight throughout the center of The Grove.

Each parcel at The Grove will be connected through a contiguous park system and walkways. The connections give The Grove a feeling of comfort and place while enabling flow around The Grove's interior, providing The Grove with a relaxed urban experience. The architecture at the site will also reflect an open feeling with high attention to sustainable design. All of the buildings on site will be constructed to meet LEED Gold Certification.

The Grove will become a benchmark of sustainable developments by leveraging all of the transportation option available in Tysons Corner. The balanced site plan of retail, office, and residential components will offer services to a greater portion of the Tysons Corner population creating the sense of place needed for an urban center to flourish. HRA is confident that Greensboro Grove will be a place for individuals to **connect, engage, inspire, and thrive.**

SWOT

Strengths	Weaknesses
Proximity to Metro	Complicated Parking System
Sustainable Green Space	Topography of Site
Tysons Corner Demographics	Proffers and Infrastrucute Costs
Livable City Aspect	Ownership Rights to Adjacent Parcel
Mixed Use Development	

Opportunities	Threats
FAR	Economic Environment
Pent-Up Retail Demand	Competition from Tysons Mall
Pent-Up Residential Demand	Potential Pipeline Projects
Need for Restaurant & Entertainment	Timing and Inflation Risk
Comprehensive Plan	Market Volatility

Demographics

1 Mile Radius				
	2010	2013	2018	2013-2018
Population	10,142	10,679	11,639	960
House Holds (HH)	4,878	5,188	5,700	512
Owner Occ. HH	2,496	2,476	2,775	299
Renter Occ. HH	2,382	2,711	2,925	214
% Renter Occ.	48.8%	52.3%	51.3%	41.8%
HH by Income				
$50,000-$74,999		554	501	-53
$75,000-$99,999		607	627	20
$100,000-$149,999		1,218	1,321	103
Population by Age				
20-24	487	535	563	28
25-34	1,935	2,042	2,139	97
35-44	1,654	1,651	1,833	182
45-54	1,452	1,512	1,583	71

5 Mile Radius				
	2010	2013	2018	2013-2018
Population	231,203	237,981	253,655	15,674
House Holds (HH)	87,287	89,823	95,704	5,881
Owner Occ. HH	60,691	60,750	65,988	5,238
Renter Occ. HH	26,596	29,072	29,716	644
% Renter Occ.	30.5%	32.4%	31.0%	11.0%
HH by Income				
$50,000-$74,999		10,195	8,304	-1,891
$75,000-$99,999		9,479	9,378	-101
$100,000-$149,999		19,107	20,141	1,034
Population by Age				
20-24	11,338	11,844	11,680	-164
25-34	32,925	32,395	30,943	-1,452
35-44	34,297	33,191	35,749	2,558
45-54	36,771	36,412	36,465	53

Residential

Vision

The four residential towers at The Grove will be high quality, LEED Gold buildings that will take advantage of the height allowances (See Appendix A-3) to provide vast viewsheds of surrounding Fairfax County. The 1,390 units will range from studios and 1BD/1BA, to 2BD/2BA, offering various living options and price points. This unit mix per the chart below contains the most highly sought after unit types currently demanded in the area, and will allow marketability to a broad demographic.

The Grove will offer residential communities with fitness centers, private courtyards, pools, 24-hour concierge services, and controlled access parking (See Appendix B-1). The Grove will attract a diverse resident base and with offerings tailored to market demand. HRA anticipates the primary market to be single young professionals, co-habitating adults, established singles, and downsizers.

Unit Type	Unit Size	Unit Mix	Rental Rates	Units
Studio	550	10%	$ 21 /sq.ft.	139
1 BR/1 BA	850	55%	$ 25 /sq.ft.	765
2 BR/2 BA	1150	35%	$ 31 /sq.ft.	487
Weighted Avg	925			
Total Units				*1,390*

Market Analysis

HRA's analysis of the current Fairfax County multi-family market has shown that a large portion of the rental population is young professionals. Vacancy rates only fluctuated between 5% - 8% over the past 5 years, which is noteworthy because even during the economic downturn rental vacancy rates remained low. Average rental rates in Tysons Corner are between $2,056 and

$3,375 for all types of units. The Grove's average rental rate of $2,668 is on track with market trends, however the proximity of the Metro, the community environment, and amenities make The Grove highly competitive. (See Appendix B-2 for Competitive Apartment Communities)

Estimated 2013-2018 Rental Demand	
Fairfax County Household Growth	12,600
% in Tysons Corner	70%
Tysons Corner Household Growth	8,820
% Renter Occ. HH	70%
Rental Demand in Tysons Corner	6,174
Rounded To:	*6,200*

Market Averages for Recent Developments (2008+)							
Unit Type	**Unit Mix.**	**Unit Size Range (Sq.Ft.)**	**Avg. Unit Size (Sq.Ft.)**	**Rent Range (/Month)**	**Avg. Rent (/Month)**	**Rent Range (Sq.Ft.)**	**Avg. Rent (/Sq.Ft.)**
Studio	10.00%	450 - 600	550	$1,910 -1$2,250	$2,100	$3.70 - $4.15	$3.85
1 BD/1BA	55.00%	650 - 1,250	850	$1,635 - $1,490	$2,500	$2.50 - $3.30	$2.95
2 BD2 BA	35.00%	950 - 1,400	1,150	$2,145 - $3,890	$3,100	$2.25 - $2.75	$2.60

Finances

The apartment complex will primarily target a market of young to mid-30's professionals that work in the area. But as the Tysons market matures, and the Metro continues to expand towards Dulles International Airport, the product will attract a variety of prospective residents that are looking for a vibrant urban neighborhood/town center. HRA is projecting to deliver The Grove's residential units to capitalize on the continued resurgence of the Tysons submarket. The Grove will encompass 1,390 total residential units over the four phases of development to keep consistent with absorption rates. The units consist of a mix of studio, 1BD/1BA, and 2BD/2BA apartment units. The units are comparable in size to similar properties in the area.

The expense analysis concluded that a 5% vacancy factor, 1% rent loss factor, and 1% concession factor are typical of the market. Total expenses will equate to 35% of EGI including taxes and replacement reserves over the four phases. Expenses also trend at 2.5% per annum as illustrated in the cash flow model. (See Appendix E – Discounted Cash Flow)

The Comprehensive Plan requires 278 units of workforce housing. Currently, The Grove will be able to support 140 units of qualified workforce housing. To fulfill the remaining workforce housing requirement, HRA proposes purchasing 138 units of workforce housing off-site and within Fairfax County for a total of $19,000,000 ($140,000/unit). The costing assumption for this is completely allocated to Phase 2.

Office

Vision

The office tower, located on parcel A, will be a 700,000 gross sq. ft., 29 floor, LEED Gold building. This will be the first building on the site it will act as the gateway to The Grove from the new Silver Line Metro Station. Its architecture aesthetic will be inviting and innovative while offering everything a Class A tenant would desire. Large, open floor plates will ensure flexibility in design and the glass curtain wall will take advantage of the view sheds over Fairfax County. These flexible floor plates will be able to accommodate the diverse needs of technology, healthcare, and defense firms, and lend themselves to the recent trend of open workspace configurations. The location of the office, just steps from the Metro station, 14 miles from Dulles International Airport, and neighboring workforce and executive housing, make this a highly sought after corporate headquarters.

Market Analysis

The current Fairfax County office market inventory is saturated, with 2,577,000 sq. ft. of proposed construction of Class A office space between eight properties. However, HRA recommends that the development of The Grove is contingent on securing a lead tenant(s) for 50%, 332,500 RSF, of office space. With a projected project start date in ten years, there will be ample time to satisfy this requirement. The location and connectivity of The Grove also strengthens HRA's confidence in attracting a tenant.

	Current Market Area Class A Office	Future Market Area Class A Office
Supply	16,053,851	1,323,781
Vacancy	20.80%	38.00%
Rent Range	$33.86 - $50.00	$50.00 - $60.00

Finance

We are projecting to deliver a 95% efficient building with a total gross office area of 700,000 sq. ft. and a total rentable office area of 665,000 rentable sq. ft. in the first phase. We have assumed that we can find a lead tenant(s) to pre-lease 332,500 rentable sq. ft. The remaining 332,500 rentable sq. ft. is addressed as speculative office space that factors in a 24-month lease-up/absorption period after construction. Our projections include a constant 5% vacancy factor throughout our cash flow assumptions. Additionally, our office market study has shown full service rents range from $30 per sq. ft. to $50 per sq. ft. Our financial analysis concluded to full service rents at $45 per sq. ft., and tenant improvements will have an allowance of $25 per rentable sq. ft. Our cash flow model phases in occupancy over the lease up periods, and escalates rents at 2.5% per annum with leasing commissions of 5%.

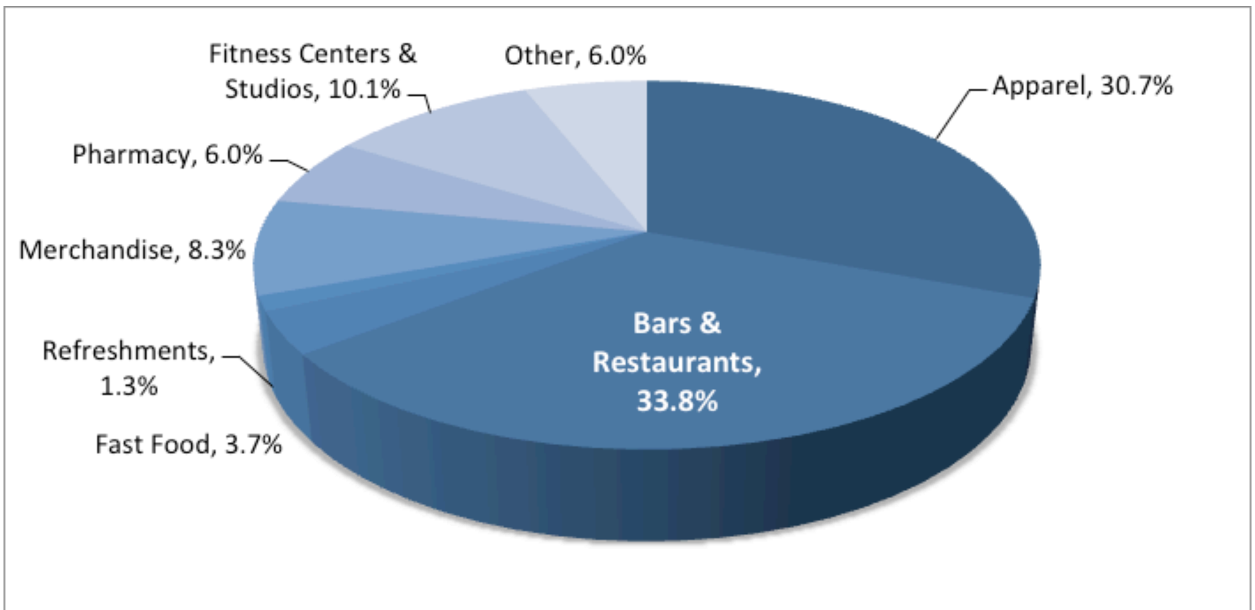
Retail

Vision

The site will boast 300,000 rentable sq. ft. of retail. One-third of the retail will be available as soon as Phase 1 is complete. The Grove's proximity to the Metro and Route 7 makes the site a highly desirable space for retail tenants due to outstanding visibility and accessibility.

The retail bays that The Grove will offer come in varying shapes and sizes. Several large retailers will be able to find space at The Grove. Also, unique retail bays, approximately 100 to 160 feet deep, will take advantage of the park surroundings at The Grove. Finally, multi-level offerings will be available if a large restaurant or gym is looking for more than one floor to occupy.

By mixing big-box retailers similar to TJ Maxx, Homegoods, and DSW with smaller boutique firms like South Moon Under and Papyrus, a larger audience will seek out The Grove as a retail destination. These offerings will be in addition to the traditional neighborhood shops designed to meet the daily needs of The Grove's 1,390 residential units. A large fitness center will occupy a second floor space to help promote a healthy active lifestyle, and will be further complimented by smaller niche fitness studios for spin classes, yoga, etc. Pharmacies, dry cleaners, and salons set along the street will provide the convenience sought after by residents and will further activate the streets throughout the day in and around the community. Retail tenants will thrive because of the large population of people living at The Grove. With 1,500,000 sq. ft. of residences and 700,000 sq. ft. of office space, there will be many people eating, drinking, shopping and running daily errands at The Grove.



As the work day ends and Tysons Corner employees head home, The Grove will be an attractive stop along the way, or an inviting place to end their commute. The development will have a large emphasis (approximately 33%) on restaurant and entertainment uses. This not only benefits those living and working within The Grove but also fills a large void in the marketplace for the rest of the community. Currently, the major dining and entertainment options are concentrated in the Tysons Corner Mall. The Grove will create a more engaging and refined option for those looking to spend time in Tysons Corner beyond work hours. The Grove will also serve the needs of the heavily populated office market by creating a lunchtime destination to run errands and to grab a bite to eat outside of Tysons Mall. The site will include a number of lunchtime favorite options similar to Chipotle, Taylor Gourmet, and Sweetgreen. Additionally, The Grove will attract tenants such as American Tap Room, Bar Louie, or Buffalo Wild Wings to serve the happy hour crowd. Fine dining restaurants will accommodate business clientele. Numerous restaurants will offer outdoor seating options to add to the sense of community and activate the park space. The Grove's retail component will provide a constant attraction for residents and commuters to interact and engage with each other and the environment.

Market Analysis

The Tysons Corner area is undergoing a time of great expansion due to the new metro stations and the support of the Comprehensive Plan. The area within a one-mile radius is expected to out pace the county in both population and household growth per the "Demograpics" chart. In addition to the high purchasing power of the neighborhood, the Tysons Corner retail market is currently at 0.5% vacancy rates. According to CoStar, the absorption in 2013 was 205,455 sq. ft. of retail with only 137,571 sq. ft. of additional retail delivered in 2013. The consensus among retail trend reports on Tysons Corner is that there is currently a pent-up demand for retail space and that demand will continue to grow as the economy recovers. In addition to the economic growth potential of the area, more than 3,000 apartment units are scheduled to come online in the next three years which will further contribute to the retail demand.

Finances

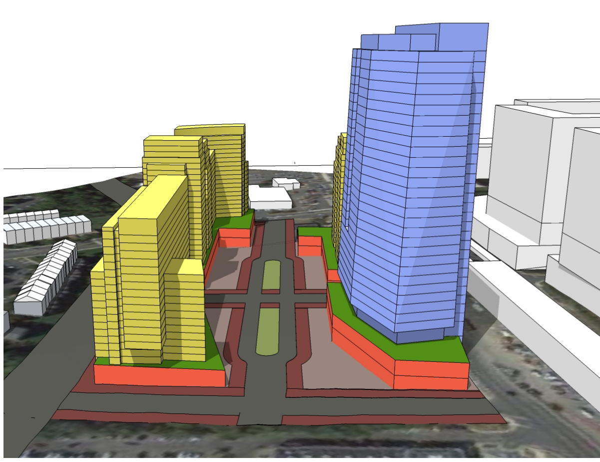
HRA is proposing a total gross retail area of 300,000 sq. ft. to be delivered during the first and second phases of the project. It is estimated that the retail space will be fully occupied within 12 months after completion as local demand for retail space is extremely strong. HRA's retail market study has shown triple net "NNN" rents range from $40 per sq. ft. to $55 per sq. ft. HRA's financial analysis utilized an average NNN rent of $50 per sq. ft. and trended by 2.5% per annum. HRA also included a tenant improvement allowance of $25 per rentable sq. ft. with leasing commissions of 5%.

Development

Infrastructure - Roads and Green Spaces

In order to achieve the grid system set out by the Comprehensive Plan, FRIT is required to build four new roads throughout the site (See Appendix A-4, for road specifications per type). These streets are to be named, Boone Boulevard, Peach Street, Grove Street and Blossom Road. There will be a total of 200 parallel parking spaces divided amongst the four roads. Boone Blvd and Blossom Rd will be gifted back to the County and FRIT will retain ownership and maintain Peach St. and Grove St. By keeping these two streets under private control, the parking structure (as described later) will be able to exist under Peach St. In addition, this provides the opportunity for programmed events that would utilize the street space. A focal point of this street space is a 30-foot wide median on Peach Street. This median will be an active green space hosting benches, kiosks, and a central venue space, similar to FRIT's Santana Row in San Jose, CA.

The contiguous green space throughout The Grove will be the focal point and main draw. There will be park space on all four parcels with tree-lined walkways, active green space on the rooftops of all retail, as well as passive green space on each tower rooftop. The street level will provide two acres of green space, to include public art, and recreational areas. The wide parks lining Peach St. will buffer outdoor dining from the road, and shape a more relaxed atmosphere for shopping. Keeping a green center will deliver an open, and active environment that will be the signature of The Grove.



Environment

The Comprehensive Plan also requires the reduction of storm water run off by 25%. Currently, the site is entirely comprised of impervious surfaces. The Grove's parks and green roofs on all towers will reduce storm water runoff by 25% meeting the requirements of the Comprehensive Plan. With the location of the site being in Fairfax County, it is important to note a resource protection area (RPA) zone does not affect The Grove. With the design of the site's passive and active green space, The Grove will also meet the requirement of 10% tree coverage set out in the Comprehensive Plan.

Parking

In order to accommodate the various parking needs of office, retail and residential, The Grove will sit on two sub-grade parking structures with a total of 2,940 spaces. One structure will run under Parcels A and B, the other under Parcels C and D. The parking breakdown per use can be seen in the chart below. HRA has taken into consideration the parking requirements of the Comprehensive Plan, as well as the transition of Tysons Corner from a suburban area to an urban transit-oriented district. We have kept the full parking ratio requirement for retail to maximize accessibility and customer draw. Although the Comprehensive Plan does not have a minimum parking requirement for office, HRA made the decision to keep a 0.5 space/1,000 sq.ft. ratio to better accommodate office tenants and Metro commuters. The project has the potential to realize a lower number of total spaces that may be feasible under a shared parking calculation based on uses and time of day. (See Appendices C-1 & C-2).

Total Parking Delivered	GSF (Units)	Parking Ratio per 1000/GSF	Parking Needed	Percentage of Total
Office	700,000	0.5	350	12%
Residential	1,390	1	1,390	47%
Retail	300,000	4	1,200	41%
Total parking	*1,001,390*		***2,940***	*100%*

There is currently over 40 feet of grade change across the site. The parking structure will take advantage of this topography, and reduce the cost of construction and excavation. The structure will be cast in place concrete.

Development Plan

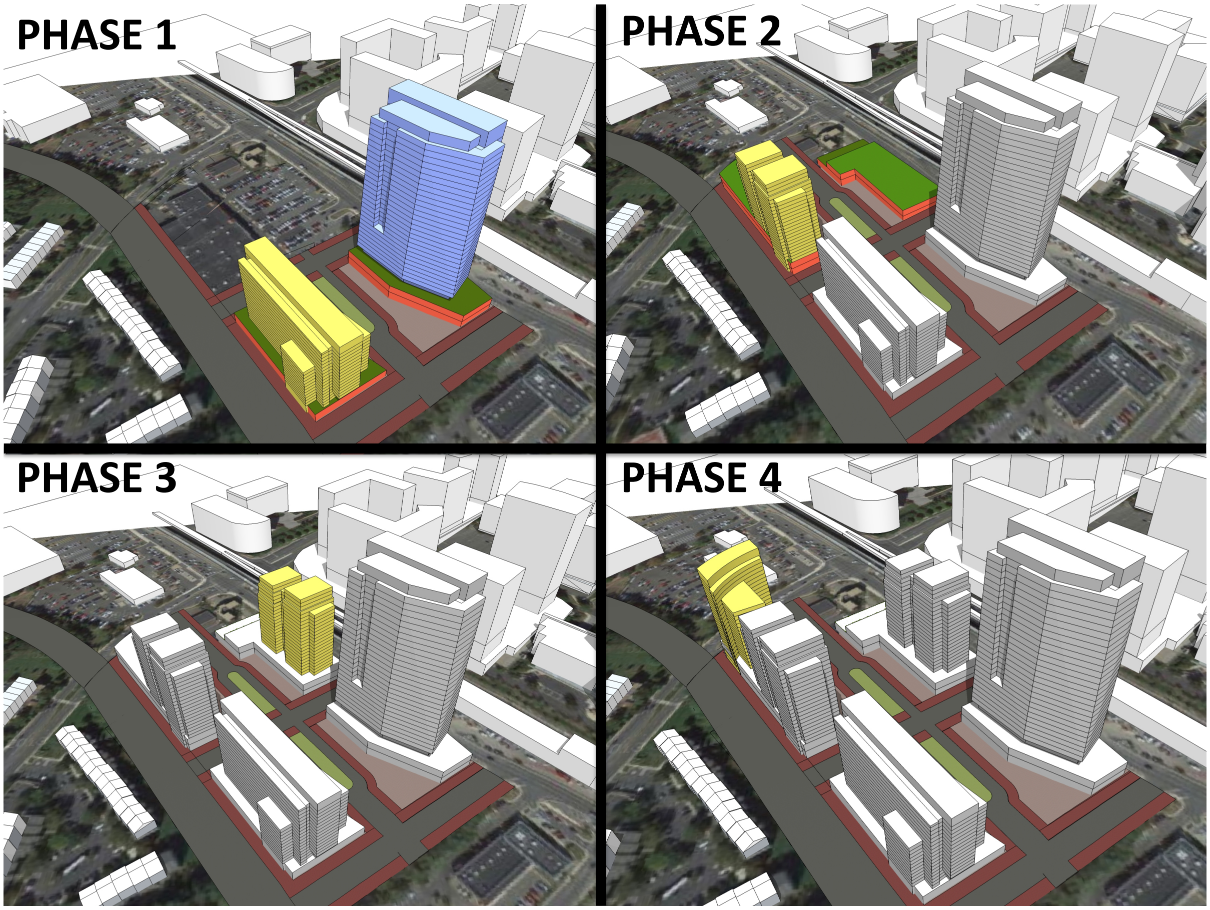
There will be four phases to complete the entire development of The Grove based on projected absorption. Construction will not begin until, the existing lease agreements have expired and when a lead tenant(s) has/have signed a lease(s) for 50% or more of the office space. Without the requisite pre-leasing, HRA advises holding the property as is.

Phase 1	Parking	1,490 spaces	670,000 sq.ft.
	Office		7,000,000 sq.ft.
	Retail		100,000 sq.ft.
	Residential	370 units	400,000 sq.ft.

Phase 2	Parking	1,450 spaces	670,000 sq.ft.
	Retail		200,000 sq.ft.
	Residential	370 units	400,000 sq.ft.

Phase 3			
	Residential	370 units	400,000 sq.ft.

Phase 4			
	Residential	280 units	300,000 sq.ft.



Phase Rationale

Planning and building the parking structure, plus incorporating absorption were the driving factors in determining the phasing for construction of The Grove. In order to make a financially feasible construction plan, a lead tenant(s) needs to be secured for at least 50% of the office space. The stabilization of office and residential will propel Phase 2. The following phases are based on the stabilization of the residential units built in the previous phase. To better illustrate the time frame and stabilization of all four phases, see the Gantt Chart located in Appendix D-1.

The completion of Phase 1 will create the mature city landscape necessary to establish the sense of place at the Grove. Phase 2 will complete the street grid and streetscape, transforming the current retail strip center into a walkable, urban community. Phases 3 and 4 bring to fruition the vision of the neighborhood at The Grove.

Construction

A mixed-use project such as The Grove requires comprehensive preparation, which is directly tied to the phasing plan detailed previously. After consulting with Davis Construction, HRA has determined the most cost effective construction method will be using a concrete parking structure and structural system for the designed towers. The construction during the first two phases takes into consideration the utilities needed for all four phases. The final two phases have buildings on top of existing retail and have been taken into consideration with design. The residential towers in Phases 3 and 4 are set back 15 feet from the retail store fronts, so the retail spaces as well as the streets remain fully functional without the need for ground level scaffolding.

In accordance with the proffers (See Appendix A-2) in the Comprehensive Plan, and the goal of building a Green/Net Zero Tysons by 2050. The Grove will be designed and constructed utilizing low impact development techniques and strategies to meet LEED Gold certification standards.

Financial Analysis

The Grove was conceived to maximize the site's value while remaining sensitive to the evolving Tysons Corner market. The greatest challenge was to construct enough of our project to produce maximum income to justify the cost of the sizable parking space requirements and cost, without pushing the limits of our absorption analysis. The Grove maximizes the full 4.5 FAR restriction set forth in the RFP. As stated previously, the development will contain 2,500,000 gross sq.ft., comprised of 700,000 gross sq.ft. of office, 1,500,000 gross sq.ft. of residential, and 300,000 gross sq.ft. of retail space. The resulting plan is a well-balanced building and site development with below grade parking that will add tremendous value and synergies to the site.

Development Costs

The aggregate hard construction cost for the project including parking is calculated at $556.2M or $233.9 per rentable sq. ft. The total aggregate soft costs were calculated at $195.4M. Since FRIT already owns the land, we are factoring in lost income from the existing retail and capturing that as a land expense. We assumed $5M in NOI from the existing retail and we have capitalized it at 6% giving us an estimated $83M value. Additionally, we will be purchasing 138 units of workforce housing off-site within Fairfax County. We have assumed a cost of $140K per unit, or about $19M. HRA has assumed the workforce housing cost as a land cost in Phase 2. Additionally, we have concluded that our project will require $18.8M in proffers. The total amount of the proffers are included in the Phase 1 cost as it was the only phase that could absorb this sizable cost.

The Grove will be financed using traditional debt and equity sources. Based on the strength of the local retail market coupled with the strength of the apartment market segment, we expect to be able to secure favorable loan terms for both construction financing as well as permanent financing for the office and retail. HRA recommends financing the project via four separate notes to match the development phasing.

For the purpose of sizing the construction loan, we used a 60% loan-to-cost constraint. Concerning the permanent financing we used a 70% loan-to-value, with the exception of Phase 2 which was 65% loan-to-value after the assumed sale of the residential.

The development pro forma accounts for the sale of the residential buildings after they stabilize. In year 11, the projected unleveraged cash-on-cash return is 10.8%. Year 11 is used to compute the final residential tower sale which occurs at the end of year 10. The gross residential sale proceeds total $596.3M. The projected unlevered IRR is 8.53% and has a profit margin of 35%. By obtaining debt financing for the project, the projected leveraged IRR for the entire project is 16.8% and has a profit margin of 50.9%. Please refer to our financial model in the exhibit pages for more detailed information.

A detailed financial model can be found in Appendix E.

Partnership Structure

Although no joint-venture (JV) scenarios were modeled, there are several permutations of JV structures that could be utilized for this project. Since FRIT already owns the property, contributing the land to a partnership with a third-party investor would give FRIT substantial investment flexibility. The imputed land value accounts for a significant portion of the total equity required for the project, which would allow FRIT to establish a range of equity positions depending on the level of investment desired. Under this scenario, FRIT will likely manage the development and take development/CM fees. From an equity perspective, the joint-venture would likely be structured with tiered hurdle rates and promotes for FRIT. For our proposal, FRIT would contribute 30% of equity, and FRIT JV Partner would contribute the remaining 70%.

Conclusion and Recommendations

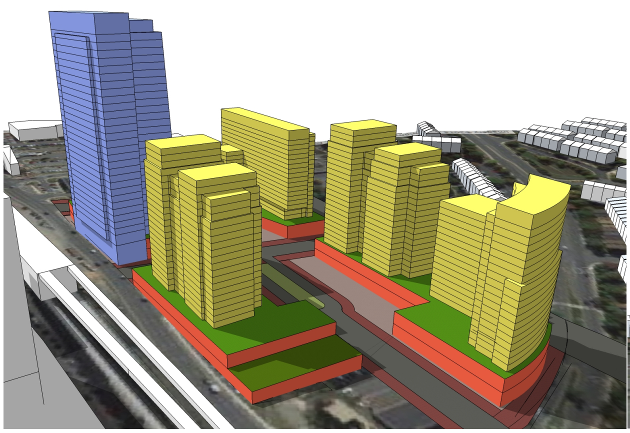
Hopkins Realty Advisors proposes that Federal Realty Investment Trust seizes the opportunity to realize their current asset's full potential by re-developing an outmoded regional strip-center into a vibrant mixed-use community. The property will become a destination in the transforming Tysons Corner submarket by providing residential, office and retail spaces centered around lush green plazas. When fully developed, Greensboro Grove will consist of the following:

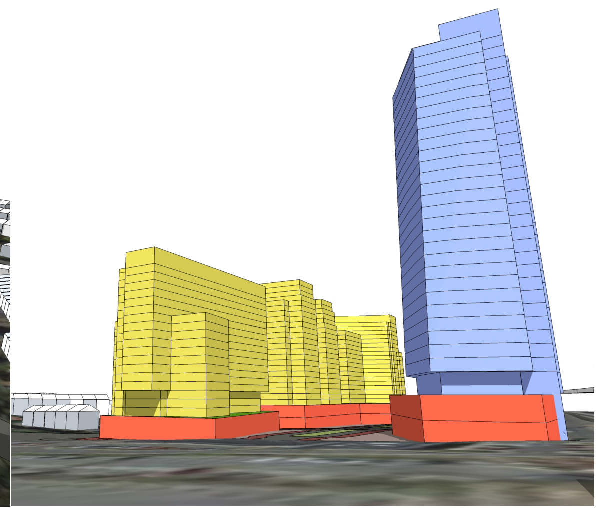
- 1,500,000 gross sq. ft., 1,390 units, of residential
- 700,000 gross sq. ft. of office
- 300,000 gross sq. ft. of retail
- 1,323,000 gross sq. ft. of structured parking

The Pike 7 Plaza site provides Federal Realty Investment Trust with the chance to capitalize on the growing paradigm shift that is replacing highways and automobiles with neighborhood-serving retail and public transit throughout the United States. FRIT's Santana Row, Bethesda Row, Pike & Rose, Rockville Town Square, and numerous other projects demonstrate the viability of creating walkable communities in previously low-density locations. Tyson's Corner is one of the next major markets poised to undergo such a dynamic transformation and Greensboro Grove has the potential to be the catalyst of this transformation.

The re-development of this site is a strong financial opportunity with a 16.8% unlevered IRR, creating over one billion dollars in value after the conversion of an under-utilized asset to a dynamic urban center.

The Grove will become the benchmark for the implementation of the Fairfax County Comprehensive Plan. The project represents the future of urban living as a center for professional progress and innovation, paired with an area for community engagement and interaction. **Greensboro Grove captures the changing environment of Tysons Corner, with a metro-centric neighborhood where residents and visitors will connect, engage, inspire and thrive.**





Company Overview

Hopkins Realty Advisors (HRA) is a nationally known and highly respected commercial real estate consulting firm with a long track record of providing unparalleled advisory services to our clients. We are a Washington, D.C.-based company but have a major office in Baltimore, Maryland as well. HRA consultants have over a combined 30 years of industry experience in the construction, development, finance, tax, architectural, and engineering fields. HRA only hires highly educated professionals that have the utmost integrity and who are leaders in their respective fields.

HRA has advised clients on all stages of the development process for every major commercial real estate product type. HRA has a wealth of experience consulting for developers on mixed-use projects in Northern Virginia and consequently has a solid understanding of how to take a project from concept through completion. HRA provides each customer with uniquely tailored solutions that focus on cutting edge techniques and long standing industry acknowledged best practices.

HRA is excited about the prospect of partnering with Federal Realty Investment Trust to redevelop Pike 7 Plaza. HRA recognizes FRIT's commitment to truly engaging projects that create a sense of place, often in locations that previously lacked any true neighborhood identity. HRA would be an ideal partner for FRIT because of HRA's wide range of experience, local market knowledge, and commitment to detail. HRA can help FRIT create a community that will be the crown jewel in FRIT's expansive portfolio.

Hopkins Realty Advisors -Team Profile

Colleen Callahan
Current Studies: MS Real Estate and Infrastructure, Johns Hopkins University
Previous Studies: BA Political Science, University of New Mexico
Experience: Proven success in operating a retail business, drafting legal documents, and understanding how to manage a small business. Colleen is passionate about improving communities through sustainable development.

Victoria Fitch
Current Studies: MS Real Estate, Johns Hopkins University
Previous Studies: BA Interdisciplinary Studies Business, Philosophy and English, University of Baltimore
Experience: Victoria has worked in the home building industry for 10 years and is directly responsible for $100+ million in sales revenue in the position of Sales and Marketing Manager.

Kevin Kagen
Current Studies: MS Real Estate, Johns Hopkins University
Previous Studies: BS in Finance, University of South Carolina
Experience: An Associate Appraiser at Lipman Frizzell & Mitchell, LLC since 2011. Kevin works on appraisal and consulting assignments for all types of commercial properties, concentrating in the Baltimore/Washington Metropolitan areas

Kyle Kendziuk
Current Studies: MS Real Estate and Infrastructure, Johns Hopkins University
Previous Studies: BA in Real Estate Development & Finance, Central Michigan University
Experience: Kyle has 5+ years of experience in Real Estate and offers a vast background having worked in residential, industrial, agricultural land, and investments. He also offers multifaceted skill set including; sales, marketing, management, and business development

Kimberly Kohlhepp
Current Studies: MS Real Estate and Infrastructure, Johns Hopkins University
Previous Studies: BS Anthropology, Ohio University
Experience: 2+ years of experience in property management, looking to transition into development. Highly motivated professional interested in sustainable development and infrastructure projects.

Max Kiejdan
Current Studies: MS Real Estate and Infrastructure, Johns Hopkins University
Previous Studies: BS in Accounting and Finance with a Minor in Government, Georgetown University
Experience: Works full time as a Commercial Property Tax Consultant with Ryan LLC, a leading global tax services firm serving more than 9,000 clients in over 40 countries. Specializes in providing property tax services to clients in a variety of industries.

Zachary Linsky
Current Studies: MBA concentration in Real Estate, Johns Hopkins University
Previous Studies: BS in Public Affairs-Public Management, Indiana University
Experience: Currently works as a Financial Analyst at Property Capital LLC a debt and equity placement advisor. He assists with the marketing, underwriting, and due diligence of all transactions.

Timothy (Robbie) Lynn
Current Studies: MS Real Estate and MBA, Johns Hopkins University
Previous Studies: BS Business Management concentrating in Entrepreneurship, Innovation and Technology, Virginia Polytechnic Institute and State University
Experience: Currently employed by Freddie Mac where he serves in numerous roles within the TAH Underwriting group in the multifamily line of business. He has structured over $900M worth of loans and/or bond credit enhancements all across the country.

Tyler Mathews
Current Studies: MS Real Estate and Infrastructure, Johns Hopkins University
Previous Studies: BS Civil Engineering, University of Alabama
Experience: Previously worked in a General Contracting firm handling areas including Project Management, Estimating, and Site Management. Also have exposure to consulting engineering design as well engineering inspection as an owners representative.

Elizabeth Runge
Current Studies: MS Real Estate and Infrastructure, Johns Hopkins University
Previous Studies: BS Marketing and Human Resource Management, University of South Carolina
Experience: Previously worked for the Greater Baltimore Board of REALTORS ® creating grant requests for the Greater Baltimore Board of REALTORS ® Charitable Foundation.

Jonathan Ryan
Current Studies: MS Real Estate and Infrastructure, Johns Hopkins University
Previous Studies: BS Mechanical Engineering, Johns Hopkins University
Experience: Previously worked as a MEP engineer at Williams Notaro and Associates, LLC. Designing mechanical and plumbing systems for office buildings in the D.C. area including central plant and computer room design.

Geoffrey Shudtz
Current Studies: MS Real Estate and Infrastructure, Johns Hopkins University
Previous Studies: BS Management with concentrations in Economics and Human Resource Management with a Minor in Studio Art, Boston College
Experience: I have worked in a couple of different industries since graduating from BC.Most recently I was a middle school math teacher in DC Public Schools. Currently I am hoping to work in a development company on re-developing urban buildings.

Lu (Elaine) Tao
Current Studies: MS Real Estate and Infrastructure, Johns Hopkins University
Previous Studies: BM in Land Resource Management and BL, South China Agricultural University
Experience: Associate Broker at O'Neill Realty Advisors, LLC. Marketing Intern of Overseas Real Estate Project at YIHE Real Estate Co., Ltd. Uncompleted Office Building Simulated Development Challenge. Old Town Simulated Reconstruction and Renovation Challenge

Advisors and Consultants

Faculty Advisor	
John Kirkland	Johns Hopkins University Carey Business School
Outside Consultants	
Gary Houston	US Bank
Ani Kostova	US Bank
Ghassan S Khouri, PE	VIKA
Tim Bertschinger	WDG Architecture
Tom Zych	WDG Architecture
Jennifer Chen, RA	WDG Architecture
Beth Resetco	WDG Architecture
Nick Bartel	Transwestern
Pranav Pandya	Davis Construction
Drew Heilman	Davis Construction
Caitlin Leary	Boston Properties
Anne Dumont	Boston Properties

APPENDIX

Appendix A - Comprehensive Plan & Zoning
A-1 Zones: PTC vs. C7

	PTC- Planed Tysons Corner	C-7 – Regional Retail Commercial
Intensity	• Contribute to a tiered intensity. • Build mix of residential, office and commercial community.	• Maximum building height is 90 feet. • Increase may be granted by the Board.
Open Space	• Contribute to the network of open space and urban parks. No more than one-half of the publicly accessible open space shall be accommodated above the street level.	• Landscaped open space must be 15% of the gross area.
Environmental Stewardship	• Implement green building design, efficient renewable and sustainable energy practices; incorporating low impact development strategies; and achieving the tree canopy goals for Tysons.	• N/A
Streets	• Implement urban grid of streets	• N/A
Vehicles	• Reduce amount of single occupant vehicles by limiting the amount of provided parking, encouraging shared parking, carpool, car-sharing and bicycle accommodations.	• No more than 5 company vehicles may be allowed on site at one time. • New vehicle storage shall not impact the circulation of internal vehicles.
Facilities	• Contribute to the necessary public facilities to support the projected job and population growth	• Athletic fields have several limitations: permitted on a maximum of 5-year interims.
Environment	• Create an integrated urban, pedestrian-friendly environment.	• N/A
Affordable Housing	• Contribute to implementing the workforce and affordable housing policies.	• Residential Districts, R-2 through R-30 and P Districts may require ADU. • No requirements for Commercial Districts.
Lot Size	• Minimum District Size: Ten (10) acres.	• Minimum lot area: 40,000 sq. ft.
Maximum FAR	• Office and Hotel: 2.5 FAR (Exclude bonus) • Residential or neighborhood serving retail uses: no maximum FAR	• Maximum FAR for Commercial Retail use is .08 • Maybe be increased to 1.0 if permitted by the Board.

A-2 Proffers/Entitlements Checklist

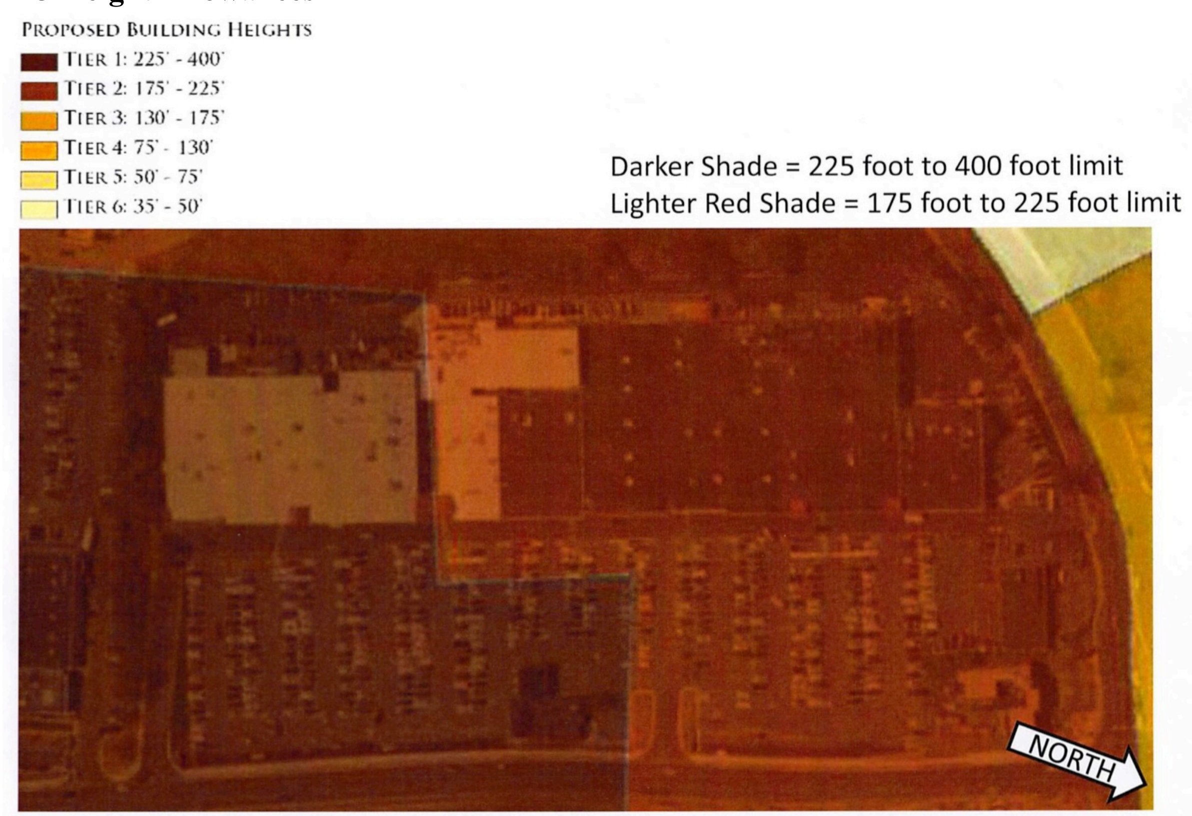
Entitlement/Pre-Construction Check List			
Items	Yes	No	Memo
Demolition Permit	☐	☐	
Written confirmation from each utility	☐	☐	
Demolition Bond	☐	☐	
DEQ	☐	☐	
Environmental Study of Phase 1	☐	☐	
Environmental Study of Phase 2	☐	☐	
Geotechnical Report	☐	☐	
Pre Inspection Evaluation on Neighboring Buildings	☐	☐	
Utilities	☐	☐	
Disconnecting all the utilities	☐	☐	
WMATA & Circulator	☐	☐	
Construction Approval from WMATA	☐	☐	
Fairfax Water	☐	☐	
Contact and work with Fairfax Water	☐	☐	
VDOT	☐	☐	
Traffic study	☐	☐	
Land Use Permit	☐	☐	
Road Use Permit	☐	☐	
Surety to guarantee the performance of work	☐	☐	
Contact and work with VDOT	☐	☐	

Proffer Check List			
Items	Yes	No	Memo
Transportation Fund	☑	☐	
Grid of Streets Transportation Fund	☑	☐	
Tysons-Wide Transportation Fund	☑	☐	
Green Building Escrow			
All LEED Gold Buildings to avoid the escrow	☑	☐	
Recreation Facilities Minimum Expense	☑	☐	
Public Schools Contribution	☑	☐	
Tysons Transportation Management Association Contribution	☑	☐	
Transportation Demand Management (TDM) Fund	☑	☐	
TDM Remedy Fund	☑	☐	
TDM Incentive Fund	☑	☐	
TDM Penalty Fund	☑	☐	
Workforce Dwelling Units Payment	☑	☐	
20% workforce dwelling units on site	☐	☑	140 WDU's on site. 138 WDU's purchased offsite
Tree Coverage Requirement			
10% tree cover onsite	☑	☐	

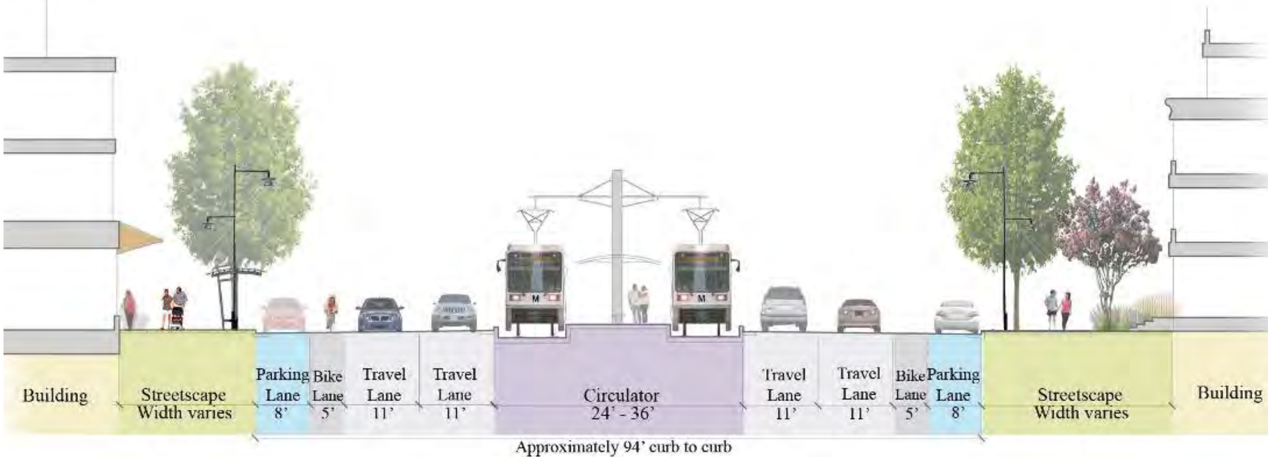
Comprehensive Plan Check List			
Land Use	Yes	No	Memo
General Requirements:			
Tiered Development, Building height decrease the farther away from the Metro station.	☑	☐	
FRIT max FAR 4.5 – Comprehensive Plan no max Floor Area Ratio	☑	☐	
Affordable Housing:			
20%of residential component should be affordable and/or workforce dwelling units	☐	☑	140 WDU's on site. 138 WDU's purchased offsite
Affordable Dwelling Unites/Workforce Dwelling Unites incomes range from 50 to 120 percent of Area Median Income	☑	☐	
Transportation	Yes	No	Memo
General Requirements:			
Maximize continuity and connectivity within the grid of streets.	☑	☐	
Grid style streets with right angles, avoid acute angled streets.	☑	☐	
Provide good pedestrian access to Metro stations.	☑	☐	
Block sizes should generally be within a 400 foot to 600 foot range with a maximum perimeter length of 2,000 ft.	☑	☐	
Any block longer than 600 feet should contain a mid-block pedestrian connection.	☑	☐	
Block faces along Leesburg Pike and Chain Bridge Road/Dolley Madison Boulevard should ideally be 600 feet.	☑	☐	
The ratio of long to short sides < 2:1, no more than 3:1	☑	☐	
Street Requirements:			
Avenue Street with Circulator	☑	☐	
Local Streets	☑	☐	
Service Streets	☑	☐	
Parking:			
Car Parking ratio	☑	☐	
Bicycle Parking ratio	☑	☐	
Environmental Stewardship	Yes	No	Memo
LEED Certification for Residential	☑	☐	
LEED Silver Certification for Office & Retail	☑	☐	
Stormwater management/Low Impact Development techniques	☑	☐	
10% tree cover onsite	☑	☐	

Public Facilities	Yes	No	Memo
1.5 acre of urban park for every 1,000 residential units	☑	☐	
1 acre of urban park for every 10,000 office employees	☑	☐	
Urban Design	Yes	No	Memo
Street Grid and Block Pattern:			
Blocks max perimeter of 2,000′ (at curb)	☑	☐	
Any block side that is >600′ needs a mid-block pedestrian connector through the building or as an alley or service street	☑	☐	
Ratio of long to short sides < 2:1, no more than 3:1	☑	☐	
Enhance the streetscape for pedestrian experience	☑	☐	
Utilities should be below ground but not interfering with trees	☑	☐	
LEED conforming lighting	☑	☐	
No medians are needed, but if used should be landscaped	☑	☐	
If there is parallel parking there should be a "refuge strip"- paved area adjacent to curb w/o plantings	☑	☐	
Trees no more than 50′ apart	☑	☐	

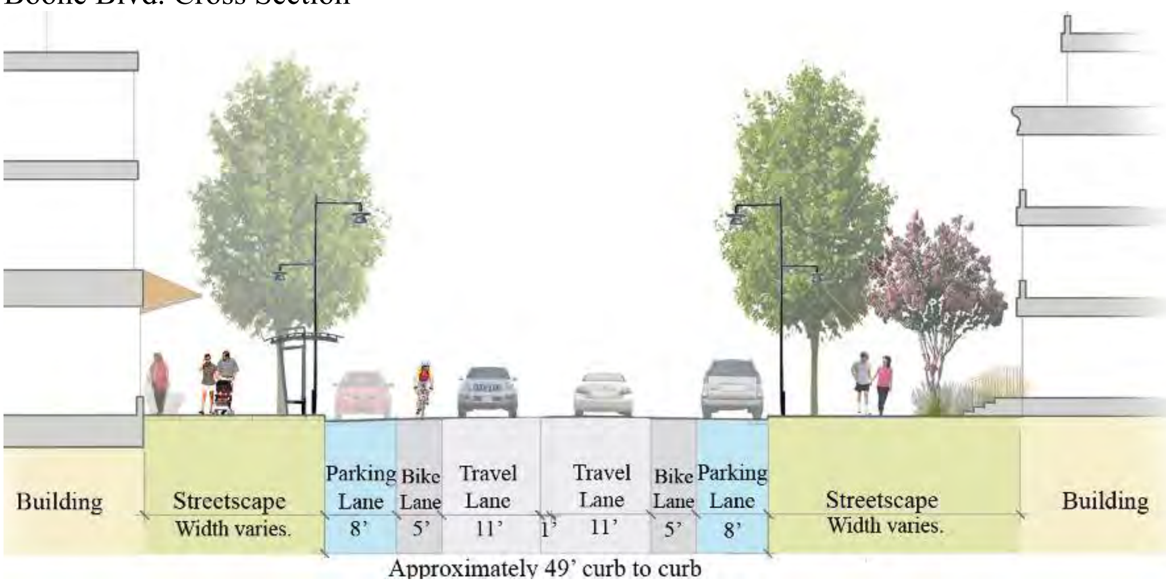
A-3 Height Allowances



A-4 Road Type Specifications



Boone Blvd. Cross Section



Peach St, Grove St, & Blossom Rd Cross Section

Appendix B - Residential Data

B-1 Amenities

Fitness Center	Fire pits	Community Chefs Kitchen	Screening Room
Private Pools	Private courtyards	Lounge w/ Billiards	Storage Space
Sun Decks	Yoga/Flex studio	Business Center	Free Wi-Fi in Commons
Grilling Areas	24hr Concierge	24hr Maintenance	Storage Space
Controlled Access Parking			

B-2 Apartment Competitors

Apartment Communities			
Name	**Address**	**Units**	**Built**
Devonshire Square Apartments	2100 Paul Edwin Terace	85	1967
The Commons of McLean	1653 Anderson Road	577	1968
Dolly Madison Apartments	1805 Wison Lane	581	1969
Tysons Tower	8500 Tyspring Street	274	1976
Eves at Tysons Corner	1723 Gosnell Road	217	1980
Post Tysons Corner	1526 Lincoln Circle	499	1990
Avalon Crescent	1569 Onyx Drive	558	1996
The Lofts at Park Crest	8210 Crestwood Heights Drive	131	2008
The Reserve at Tysons	8060 Crianza Place	478	2008
Avalon Park Crest	8250 Westpark Drive	354	2012
Ovation at Park Crest	8231 Crestwood Heights Drive	300	2014
Vita Apartments	7900 Tysons One Place	395	Under Construction
Ascent @ Spring Hill Station	1553 Spring Hill Road	404	Under Construction
Tysons West	1500 Cornerside Boulevard	350	Proposed
Greensboro Park Place Tower A	Greensboro Drive @ International Drive	276	Proposed
Greensboro Park Place Tower B	Greensboro Drive @ International Drive	244	Proposed
Arbor Row Block A Phase II	8003 Westpark Drive	420	Proposed
Arbor Row Block A Phase II	8003 Westpark Drive	250	Proposed
Arbor Row Block E	Westpark Drive @ Tysons Boulevard	440	Proposed
Capitol One Redevelopment Phase II	7670 Old Springhouse Road	800	Proposed
Scotts Run Station South Phase I	1574 Anderson Road	440	Proposed
Scotts Run Station South Phase II	1575 Anderson Road	960	Proposed
	Total	9,033	(4,054 Existing Units)

Appendix C - Parking

C-1 Parking Needs

Parking Needs per Phase					Parking Delivered per Phase	
Phase 1	**GSF (Units)**	**Parking Ratio per 1000/GSF (per unit)**	**Parking Needed**		**Phase 1**	
Office	700,000	0.5	350		Parking built	1,490
Residential	370	1	370		Total needed	1,120
Retail	100,000	4	400			
Total parking			***1,120***		*Net Surplus*	*370*
Phase 2	**GSF (Units)**	**Parking Ratio per 1000/GSF (per unit)**	**Parking Needed**		**Phase 2**	
Office	-	0.5	-		Parking built	1,450
Residential	370	1	370		Total needed	1,170
Retail	200,000	4	800			
Total Parking			***1,170***		*Net Surplus*	*650*
Phase 3	**GSF (Units)**	**Parking Ratio per 1000/GSF (per unit)**	**Parking Needed**		**Phase 3**	
Office	-	0.5	-		Parking built	-
Residential	370	1	370		Total needed	370
Retail	-	4	-			
Total Parking			***370***		*Net Surplus*	*280*
Phase 4	**GSF (Units)**	**Parking Ratio per 1000/GSF (per unit)**	**Parking Needed**		**Phase 4**	
Office	-	0.5	-		Parking built	-
Residential	280	1	280		Total needed	280
Retail	-	4	-			
Total Parking			***280***		*Net Surplus*	-

C-2 Parking Calculations

Parking Calculation:					WEEKDAY		WEEKDAY		WEEKEND		WEEKEND		NIGHTTIME	
Use	Total determining factor		Parking Ratio		Daytime 6am-6pm		Evening 6pm-mdnt.		Daytime 6am-6pm		Evening 6pm-mdnt.		Midnight - 6am	
Commercial Office	700,000	SF	1	per 1000 SF	1	700	0	70	0	70	0	35	0	35
Medical Office	-	SF	5	per 1000 SF	1	-	0	-	0	-	0	-	0	-
Retail	300,000	SF	4	per 1000 SF	1	720	1	1,080	1	1,200	1	840	0	60
Health Clubs	-	SF	5	per 1000 SF	1	-	1	-	1	-	1	-	0	-
Restaurants	-	seats	0	per seat	1	-	1	-	1	-	1	-	0	-
Movie Theatres	-	seats	0	per seat	1	-	1	-	1	-	1	-	0	-
Single-family Resid.	-	dwelling units	1	per d.u.	1	-	1	-	1	-	1	-	1	-
Multi-family Resid.	1,390	dwelling units	1	per d.u.	1	695	1	1,390	1	1,390	1	1,390	1	1,390
Hotel	-	hotel rooms	1	per room	1	-	1	-	1	-	1	-	1	-
						2,115		2,540		2,660		2,265		1,485

Worst Case Time Parking Requirement:	2,660	spaces	
Parking Provided per Site Plan	2,940	spaces	(Must satisfy the Worst Case Time Period)
Parking Check	PARKING ADEQUATE		

Appendix D – Gantt Chart

	Activity Name	Start Date	Finish Date
1	Design & Entitlement	6/19/23	9/21/29
2	Demo of Existing Center	4/25/24	7/25/24
3	Phase 1 Construction	4/15/24	4/16/26
4	Phase 1 Stabilization	10/15/27	10/15/27
5	Phase 2 Construction	4/20/26	4/21/28
6	Phase 2 Stabilization	5/22/29	5/22/29
7	Phase 3 Construction	4/24/28	10/24/29
8	Phase 3 Stabilization	1/22/31	1/22/31
9	Phase 4 Construction	10/29/29	4/25/31
10	Phase 4 Stabilization	7/29/32	7/29/32

Appendix E - Financials
E-1 Financial Summary

Uses of Funds	$ Amount	% Total	Per RSF
Land Cost (Lost Equity) Including Proffers	$102,200,000	10.7%	$42.98
Hard Costs	$556,280,000	58.5%	$233.92
Soft Costs	$195,490,750	20.6%	$82.20
Financing Costs	$8,425,000	0.9%	$3.54
Capitalized Interest	$57,469,580	6.0%	$24.17
Operating Losses (TI & LC)	$30,835,629	3.2%	$12.97
Total Uses of Funds	$950,700,959	100.0%	$399.77
Total Ex-Land	$848,500,959		
Total Uses Ex-Cap Interest & Op Losses	$862,395,750 (1)		

Sources of Funds	$ Amount	% Total	Per RSF
Debt Financing	$517,200,000	60.0%	$217.49
Equity Financing	$344,800,000	40.0%	$144.99
Total Sources of Funds	$862,000,000 (1)	100.0%	$362.48

	Trended (Year 11) $	Trended (Year 11) Per Total RSF
Income Summary		
Office Income	$38,306,530	$57.60
Office Parking Income	$0	$0.00
Office Storage Income	$0	$0.00
Retail Income	$19,201,268	$64.00
Retail Parking Income	$0	$0.00
Apartment Income	$0	$0.00
Apartment Parking Income	$0	$0.00
Total Income	$57,507,798	$59.59
Vacancy & Credit Loss	$6,706,043	$6.95
Effective Gross Income	$50,801,755	$52.64
Expense Summary		
Operating Expenses (Incl. Replacement Reserves)	$18,946,211	$19.63
Total Expenses	$18,946,211	$19.63
Net Operating Income	31,855,544	$33.01
Yield on Cost	10.76%	
Debt Service Coverage	1.52x	
Debt Service		
Interest Expense (P&I)		$20,959,982
Oper CF After Debt Service		

Exit Month / Date		N/A[2]
Office Exit Cap Rate		Hold (6.0% for IRR)
Retail Exit Cap Rate		Hold (6.0% for IRR)
Apartment Exit Cap Rate		N/A[3]
Sales Costs		5.0%
NTM Apartment Total NOI at Sale		
NTM Apartment NOI at Sale (Phase I)		$693,107
NTM Apartment NOI at Sale (Phase II)		$728,196
NTM Apartment NOI at Sale (Phase III)		$765,061
NTM Apartment NOI at Sale (Phase IV)		$551,050
	$ Amount	Per RSF
Gross Sale Proceeds		
Gross Sale Residential	$596,347,366	$464
Gross Sale Proceeds		
	Unlevered	Levered
IRR	8.53%	16.80%
Peak Capital	$66,746,244	$264,000,000
Net Profit	$1,325,800,684	$702,805,200
Profit Margin	35.0%	50.9%

(1) Difference due to rounding

(2) Residential portions are sold in years 5, 7, 9, and 10. Commercial is held for long term.

(3) Phases 1 and 2 have a 5.5% exit cap and phases 3 and 4 have a 6.0% exit cap.

Discounted Cash Flow - Selling Residential Towers

Unleveraged	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Reversion Cap Rates
Absorption Projection														
PHASE 1														
Average Leased Units	0	0	120	305	370	370	370	370	370	370	370	370	370	
Average Leased Sq.Ft. Office	0	0	175,000	450,000	607,500	665,000	665,000	665,000	665,000	665,000	665,000	665,000	665,000	
Average Leased Sq.Ft. Retail	0	0	50,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	
PHASE 2														
Average Leased Units	0	0	0	0	120	305	370	370	370	370	370	370	370	
Average Leased Sq.Ft. Retail	0	0	0	0	100,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	
PHASE 3														
Average Leased Units	0	0	0	0	0	0	120	305	370	370	370	370	370	
Average Leased Sq.Ft. Retail	0	0	0	0	0	0	0	0	0	0	0	0	0	
PHASE 4														
Average Leased Units	0	0	0	0	0	0	0	0	120	260	280	280	280	
Average Leased Sq.Ft. Retail	0	0	0	0	0	0	0	0	0	0	0	0	0	
Gross Rent														
Annual Escalation (2.5%/yr.)	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	
Average Residential Rent/Unit	$32,030	$32,831	$33,652	$34,493	$35,355	$36,239	$37,145	$38,074	$39,026	$40,001	$41,001	$42,026	$43,077	
Average Office Rent/Sq.Ft.	$45.00	$46.13	$47.28	$48.46	$49.67	$50.91	$52.19	$53.49	$54.83	$56.20	$57.60	$59.04	$60.52	
Average Retail Rent/Sq.Ft.	$50.00	$51.25	$52.53	$53.84	$55.19	$56.57	$57.98	$59.43	$60.92	$62.44	$64.00	$65.60	$67.24	
NOI														
Annual Escalation (2.5%/yr.)	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	*2.5%*	
Average Residential NOI/Unit	$20,365	$20,874	$21,396	$21,931	$22,479	$23,041	$23,617	$24,208	$24,813	$25,433	$26,069	$26,721	$27,389	
Average Office NOI/Sq.Ft.	$18.70	$19.17	$19.65	$20.14	$20.64	$21.16	$21.69	$22.23	$22.78	$23.35	$23.94	$24.54	$25.15	
Average Retail NOI/Sq.Ft.	$41.50	$42.54	$43.60	$44.69	$45.81	$46.95	$48.13	$49.33	$50.56	$51.83	$53.12	$54.45	$55.81	
Residential Revenues														
Phase 1 Residential Income (NOI)	$0	$0	$2,567,517	$6,688,918	$8,317,285	$8,525,217	$0	$0	$0	$0	$0	$0	$0	**5.50%**
Phase 1 Reversion	$0	$0	$0	$0	$147,253,756	$0	$0	$0	$0	$0	$0	$0	$0	***5.0% Selling Costs*
Phase 2 Residential Income (NOI)	$0	$0	$0	$0	$2,697,498	$7,027,544	$8,738,348	$8,956,807	$0	$0	$0	$0	$0	**5.50%**
Phase 2 Reversion	$0	$0	$0	$0	$0	$0	$154,708,477	$0	$0	$0	$0	$0	$0	***5.0% Selling Costs*
Phase 3 Residential Income (NOI)	$0	$0	$0	$0	$0	$0	$2,834,059	$7,383,314	$9,180,727	$9,410,245	$0	$0	$0	**6.00%**
Phase 3 Reversion	$0	$0	$0	$0	$0	$0	$0	$0	$148,995,545	$0	$0	$0	$0	***5.0% Selling Costs*
Phase 4 Residential Income (NOI)	$0	$0	$0	$0	$0	$0	$0	$0	$2,977,533	$6,612,605	$7,299,298	$0	$0	**6.00%**
Phase 4 Reversion	$0	$0	$0	$0	$0	$0	$0	$0	$0	$115,572,220	$0	$0	$0	***5.0% Selling Costs*
Commercial Revenues														
Total Office Income (NOI)	**$0**	**$0**	**$3,438,170**	**$9,062,035**	**$12,539,590**	**$14,069,627**	**$14,421,368**	**$14,781,902**	**$15,151,449**	**$15,530,235**	**$15,918,491**	**$16,316,454**	**$16,724,365**	
Total Retail Income (NOI)	**$0**	**$0**	**$2,180,047**	**$4,469,096**	**$9,161,647**	**$14,086,032**	**$14,438,183**	**$14,799,138**	**$15,169,116**	**$15,548,344**	**$15,937,053**	**$16,335,479**	**$16,743,866**	
Total Commercial NOI	**$0**	**$0**	**$5,618,217**	**$13,531,131**	**$21,701,237**	**$28,155,659**	**$28,859,551**	**$29,581,039**	**$30,320,565**	**$31,078,579**	**$31,855,544**	**$32,651,933**	**$33,468,231**	

Unleveraged Con't

Leasing Costs														
Res. Leasing Commission (1 mos.)	$0	$0	$336,518	$531,769	$545,063	$558,689	$572,657	$586,973	$601,647	$466,683	$68,336	$0	$0	
Office/Retail TI Allowance $25/Sq.Ft.	$0	$0	$5,625,000	$8,125,000	$6,437,500	$3,937,500	$0	$0	$0	$0	$0	$0	$0	
Office Leasing Commission (5.0%)	$0	$0	$413,684	$666,326	$391,164	$146,376	$0	$0	$0	$0	$0	$0	$0	
Retail Leasing Commission (5.0%)	$0	$0	$131,328	$134,611	$275,953	$282,852	$0	$0	$0	$0	$0	$0	$0	
Total Leasing Costs	**$0**	**$0**	**$6,506,530**	**$9,457,706**	**$7,649,680**	**$4,925,417**	**$572,657**	**$586,973**	**$601,647**	**$466,683**	**$68,336**	**$0**	**$0**	
Total Operating Income														
Total Operating Income	**$0**	**$0**	**$1,679,205**	**$10,762,342**	**$25,066,341**	**$30,257,786**	**$39,859,301**	**$36,377,380**	**$41,877,178**	**$37,224,501**	**$31,787,208**	**$32,651,933**	**$33,468,231**	
Cash on Cash Return	**N/A**	**N/A**	**0.4%**	**2.4%**	**3.9%**	**5.7%**	**6.4%**	**7.4%**	**7.5%**	**9.1%**	**10.8%**	**11.1%**	**11.3%**	
Construction Costs														
Construction Costs	**$97,750,000**	**$293,250,000**	**$63,750,000**	**$191,250,000**	**$30,750,000**	**$92,250,000**	**$23,250,000**	**$69,750,000**	**$0**	**$0**	**$0**	**$0**	**$0**	
Less: Sale Proceeds	$0	$0	$0	$0	$147,253,756	$0	$154,708,477	$0	$148,995,545	$115,572,220	$0	$0	$0	
Total Cumulative Cost Basis	**$97,750,000**	**$391,000,000**	**$454,750,000**	**$646,000,000**	**$529,496,244**	**$621,746,244**	**$490,287,767**	**$560,037,767**	**$411,042,222**	**$295,470,002**	**$295,470,002**	**$295,470,002**	**$295,470,002**	
Total Operating Cash Flows	**-$97,750,000**	**-$293,250,000**	**-$62,070,795**	**-$180,487,658**	**-$5,683,659**	**-$61,992,214**	**$16,609,301**	**-$33,372,620**	**$41,877,178**	**$37,224,501**	**$31,787,208**	**$32,651,933**	**$33,468,231**	
Residential Reversions	**$0**	**$0**	**$0**	**$0**	**$147,253,756**	**$0**	**$154,708,477**	**$0**	**$148,995,545**	**$115,572,220**	**$0**	**$0**		
Commercial Reversion	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$529,913,655**		***5.0% Selling Costs*
Total Cash Flows	**-$97,750,000**	**-$293,250,000**	**-$62,070,795**	**-$180,487,658**	**$141,570,097**	**-$61,992,214**	**$171,317,778**	**-$33,372,620**	**$190,872,722**	**$152,796,720**	**$31,787,208**	**$562,565,587**		*(6.0% Reversion Cap)*

IRR = 8.53%

Leveraged

PHASE 1

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13
Total Operating Income	$0	$0	$8,185,735	$20,220,048	$25,437,699	$18,764,971	$19,234,095	$19,714,948	$20,207,821	$20,713,017	$21,230,842	$21,761,613	$22,305,654
Debt Payments	$0	$0	$0	$0	$12,866,852	$12,866,852	$12,866,852	$12,866,852	$12,866,852	$12,866,852	$12,866,852	$12,866,852	$12,866,852
Operating Cash Flow After Debt Service	**$0**	**$0**	**$8,185,735**	**$20,220,048**	**$12,570,847**	**$5,898,119**	**$6,367,243**	**$6,848,096**	**$7,340,970**	**$7,846,165**	**$8,363,990**	**$8,894,762**	**$9,438,802**
Leveraged Cash on Cash Return	**N/A**	**N/A**	**5.2%**	**12.9%**	**8.0%**	**8.3%**	**9.0%**	**9.6%**	**10.3%**	**11.0%**	**11.8%**	**12.5%**	**13.3%**
DSC						1.46	1.49	1.53	1.57	1.61	1.65	1.69	1.73
Total Cash Flows After Debt Service	**-$156,400,000**	**$0**	**$8,185,735**	**$20,220,048**	**$97,940,272**	**$5,898,119**	**$6,367,243**	**$6,848,096**	**$7,340,970**	**$7,846,165**	**$8,363,990**	**$177,793,881**	*(6.0% Cap Rate)*
IRR = 11.56%													

PHASE 2

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13
Total Operating Income	$0	$0	$0	$0	$7,278,321	$16,418,232	$18,363,803	$9,866,092	$10,112,744	$10,365,563	$10,624,702	$10,890,319	$11,162,577
Debt Payments	$0	$0	$0	$0	$0	$0	$8,093,131	$8,093,131	$8,093,131	$8,093,131	$8,093,131	$8,093,131	$8,093,131
Operating Cash Flow After Debt Service	**$0**	**$0**	**$0**	**$0**	**$7,278,321**	**$16,418,232**	**$10,270,673**	**$1,772,961**	**$2,019,614**	**$2,272,432**	**$2,531,571**	**$2,797,189**	**$3,069,447**
Leveraged Cash on Cash Return	**N/A**	**N/A**	**N/A**	**N/A**	**7.1%**	**16.1%**	**10.1%**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**
DSC								1.22	1.25	1.28	1.31	1.35	1.38
Total Cash Flows After Debt Service	**$0**	**0**	**-$102,000,000**	**$0**	**$7,278,321**	**$16,418,232**	**$119,989,238**	**$1,772,961**	**$2,019,614**	**$2,272,432**	**$2,531,571**	**$290,594,851**	*(6.0% Cap Rate)*
IRR = 25.26%													

PHASE 3

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13
Total Operating Income	$0	$0	$0	$0	$0	$0	$2,834,059	$7,383,314	$9,180,727	$0	$0	$0	$0
Debt Payments	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Operating Cash Flow After Debt Service	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$2,834,059**	**$7,383,314**	**$9,180,727**	**$0**	**$0**	**$0**	**$0**
Leveraged Cash on Cash Return	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**5.8%**	**15.0%**	**18.7%**	**0.0%**	**0.0%**	**0.0%**	**0.0%**
Total Cash Flows After Debt Service	**$0**	**0**	**$0**	**$0**	**-$49,200,000**	**$0**	**$2,834,059**	**$7,383,314**	**$75,875,589**	**$0**	**$0**	**$0**	*(6.0% Cap Rate)*
IRR = 15.72%													

PHASE 4

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13
Total Operating Income	$0	$0	$0	$0	$0	$0	$0	$0	$2,977,533	$6,612,605	$0	$0	$0
Debt Payments	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Operating Cash Flow After Debt Service	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$0**	**$2,977,533**	**$6,612,605**	**$0**	**$0**	**$0**
Leveraged Cash on Cash Return	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**	**N/A**
Total Cash Flows After Debt Service	**$0**	**0**	**$0**	**$0**	**$0**	**$0**	**-$37,200,000**	**$0**	**$2,977,533**	**$62,061,786**	**$0**	**$0**	*(6.0% Cap Rate)*
IRR = 20.85%													

TOTAL PROJECT

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13
Project Cash Flows After Debt Service	**-$156,400,000**	**$0**	**-$93,814,265**	**$20,220,048**	**$56,018,593**	**$22,316,351**	**$91,990,540**	**$16,004,371**	**$88,213,705**	**$72,180,383**	**$10,895,562**	**$468,388,733**	
IRR= 16.80%													

E-3 NOI at Build

NOI Calc for Residential			370 units
PGI @ 100% Occupancy Res.		$11,851,200	$32,030
Add: Reimb./Other Inc.			
Pet Fees		$10,000	$27
CAM Rub		$750,000	$2,027
Storage		$10,000	$27
Total Reimb./Other Inc.		$770,000	$2,081
Effective Gross Income		$12,621,200	$34,111
Less: Vac./Coll. Loss & Conc. @	7%	$883,484	$2,388
Effective Gross income, All Sources		$11,737,716	$31,724
Less: Operating Expenses @	35%	$4,108,201	$11,103
Net Operating Income		$7,629,515	$20,620
		Rounded To:	$20,365

NOI Calc for Office			700,000 Sq.Ft.
PGI @ 100% Occupancy Res.		$31,500,000	$45.00
Less: Vac./Coll. Loss & Conc. @	15%	$4,725,000	$6.75
Effective Gross income, All Sources		$26,775,000	$38.25
Less: Operating Expenses @	45%	$12,048,750	$17.21
Net Operating Income		$14,726,250	$21.04
		Rounded To:	$18.70

NOI Calc for Retail			100,000 Sq.Ft.
PGI @ 100% Occupancy Res.		$5,000,000	$50.00
Less: Vac./Coll. Loss & Conc. @	5%	$250,000	$2.50
Effective Gross income, All Sources		$4,750,000	$47.50
Less: Operating Expenses @	3%	$142,500	$1.43
Net Operating Income		$4,607,500	$46.08
		Rounded To:	$41.50

Residential Expense Breakdown

Utilities	$320,000	*$800*
Cleaning	$120,000	*$300*
Elevator	$80,000	*$200*
Security	$100,000	*$250*
Salaries	$300,000	*$750*
R&M/Reserve	$600,000	*$1,500*
Landscaping	$80,000	*$200*
Snow Removal	$60,000	*$150*
Trash Removal	$100,000	*$250*
Management	$380,000	*3%*
RE Taxes	$2,200,000	*$5,500*
Insurance	$140,000	*$350*
Legal/Prof	$50,000	*$125*
Admin	$50,000	*$125*
TOTAL	$4,580,000	*$10,500*
	36.3%	

E-4 Phase I Assumptions

Phase 1 Residential Rent Roll

Unit	No.	Unit Average Size	Total Average Size	Unit Average Rent/Mo	Total Average Rent/Mo	Total Average Rent/yr
Studio	37	550	20,350	$2,100	$77,700	$932,400
1 BD	204	850	173,400	$2,500	$510,000	$6,120,000
2 BD	129	1,150	148,350	$3,100	$399,900	$4,798,800
	370		342,100		$987,600	$11,851,200
	15% Common Area Factor		51,315			$32,030.27
		Total Sq.Ft.	393,415			
	370					

Phase 1 Commercial Space

Office Sq.Ft.	700,000
Retail Sq.Ft.	100,000

Phase 1 Parking Cost Estimate

	Spaces	Sq.Ft.	Total Sq.Ft.
Parking	1490	450	670,500
			670,500

	Cost Space	Spaces	Cost
3 lvls under ground	$45,000	1,490	$67,050,000
0 lvls above ground	$55	0	$0
		1,490	$67,050,000
		Round to:	$67,100,000

Phase 1 Construction Cost Estimate

	$190,000/unit Hard Cost	$70,300,000
office	$150/sq.ft. Hard Cost	$105,000,000
retail	$110/sq.ft. Hard Cost	$11,000,000
	30% Soft Costs	55,890,000
	$60,000/unit Land Cost	22,200,000
	Total Construction Cost	$264,390,000
	Demo	$780,000
	Financing	$4,343,000
	Off-Site WFH	$0
	Proffers	$18,800,000
	Site Work	$10,000,000
	Parking	$67,100,000
	1.0% GC Bonding	$1,863,000
	3.0% Chane Orders	$5,589,000
	5.0% Contingency	$18,270,650
	Entrepreneurial Profit @ 0%	$0
	Total Cost	$391,135,650
	Rounded To:	$391,000,000
	Construction Cost/yr. (2 yrs.)	$195,500,000

E-5 Phase II Assumptions

Phase 2 Residential Rent Roll

Unit	No.	Unit Average Size	Total Average Size	Unit Average Rent/Mo	Total Average Rent/Mo	Total Average Rent/yr
Studio	37	550	20,350	$2,100	$77,700	$932,400
1 BD	204	850	173,400	$2,500	$510,000	$6,120,000
2 BD	129	1,150	148,350	$3,100	$399,900	$4,798,800
	370		342,100		$987,600	$11,851,200
	15% Common Area Factor		51,315			$32,030.27
		Total Sq.Ft.	393,415			
	370					

Phase 2 Commercial Space

Office Sq.Ft.	0
Retail Sq.Ft.	200,000

Phase 2 Parking Cost Estimate

	Spaces	Sq.Ft.	Total Sq.Ft.
Parking	1450	450	652,500
			652,500

	Cost Space	Spaces	Cost
3 lvls under ground	$45,000	1,450	$65,250,000
0 lvls above ground	$55	0	$0
		1,450	$65,250,000
		Round to:	$65,300,000

Phase 2 Construction Cost Estimate

	$190,000/unit Hard Cost	$70,300,000
office	$150/sq.ft. Hard Cost	$0
retail	$110/sq.ft. Hard Cost	$22,000,000
	30% Soft Costs	27,690,000
	$60,000/unit Land Cost	22,200,000
	Total Construction Cost	$142,190,000
	Financing	$2,786,000
	Off-Site WFH	$19,000,000
	Parking	$65,300,000
	ite Work	$11,000,000
	1.0% GC Bonding	$923,000
	3.0% Chane Orders	$2,769,000
	5.0% Contingency	$11,463,800
	Entrepreneurial Profit @ 0%	$0
	Total Cost	$255,431,800
	Rounded To:	$255,000,000
	Construction Cost/yr. (2 yrs.)	$127,500,000

E-6 Phase III Assumptions

Phase 3 Residential Rent Roll

Unit	No.	Unit Average Size	Total Average Size	Unit Average Rent/Mo	Total Average Rent/Mo	Total Average Rent/yr
Studio	37	550	20,350	$2,100	$77,700	$932,400
1 BD	204	850	173,400	$2,500	$510,000	$6,120,000
2 BD	129	1,150	148,350	$3,100	$399,900	$4,798,800
	370		342,100		$987,600	$11,851,200
		15% Common Area Factor	51,315			$32,030.27
		Total Sq.Ft.	393,415			
	370					

Phase 3 Commercial Space

Office Sq.Ft.	0
Retail Sq.Ft.	0

Phase 3 Construction Cost Estimate

	$190,000/unit Hard Cost	$70,300,000	179
office	$150/sq.ft. Hard Cost	$0	
retail	$110/sq.ft. Hard Cost	$0	
	30% Soft Costs	21,090,000	
	$60,000/unit Land Cost	22,200,000	
	Total Construction Cost	$113,590,000	
	Off-Site WFH	$0	
	Financing	$738,000	
	Site	$0	
	Parking	$0	
	1.0% GC Bonding	$703,000	
	3.0% Chane Orders	$2,109,000	
	5.0% Contingency	$5,716,400	
	Entrepreneurial Profit @ 0%	$0	
	Total Cost	$122,856,400	
	Rounded To:	$123,000,000	
	Construction Cost/yr. (2 yrs.)	$61,500,000	

E-7 Phase IV Assumptions

Phase 4 Residential Rent Roll

Unit	No.	Unit Average Size	Total Average Size	Unit Average Rent/Mo	Total Average Rent/Mo	Total Average Rent/yr
Studio	28	550	15,400	$2,100	$58,800	$705,600
1 BD	154	850	130,900	$2,500	$385,000	$4,620,000
2 BD	98	1,150	112,700	$3,100	$303,800	$3,645,600
	280		259,000		$747,600	$8,971,200
	15% Common Area Factor		38,850			$32,040.00
		Total Sq.Ft.	297,850			
	280					

Phase 4 Commercial Space

Office Sq.Ft.	0
Retail Sq.Ft.	0

Phase 4 Construction Cost Estimate

	$190,000/unit Hard Cost	$53,200,000	179
office	$150/sq.ft. Hard Cost	$0	
retail	$110/sq.ft. Hard Cost	$0	
	30% Soft Costs	15,960,000	
	$60,000/unit Land Cost	16,800,000	
	Total Construction Cost	$85,960,000	
	Off-Site WFH	$0	
	Financing	$558,000	
	Site Work	$0	
	Parking	$0	
	1.0% GC Bonding	$532,000	
	3.0% Chane Orders	$1,596,000	
	5.0% Contingency	$4,325,900	
	Entrepreneurial Profit @ 0%	$0	
	Total Cost	$92,971,900	
	Rounded To:	$93,000,000	
	Construction Cost/yr. (2 yrs.)	$46,500,000	

Absorption Forecast Phase 1

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13
Available Unit Pool	0	0	370	130	0	0	0	0	0	0	0	0	1
Absorption	0	0	240	130	0	0	0	0	0	0	0	0	0
Leased Units - End of Period	0	0	240	370	370	370	370	370	370	370	370	370	370
Average Leased Units	0	0	120	305	370	370	370	370	370	370	370	370	370
Available Units - End of Period	0	0	130	0	0	0	0	0	0	0	0	1	2
Available Office	0	0	665,000	315,000	115,000	0	0	0	0	0	0	0	0
Office Absorption	0	0	350,000	200,000	115,000	0	0	0	0	0	0	0	0
Leased Retail Sq.Ft.	0	0	350,000	550,000	665,000	665,000	665,000	665,000	665,000	665,000	665,000	665,000	665,000
Average Leased Sq.Ft.	0	0	175,000	450,000	607,500	665,000	665,000	665,000	665,000	665,000	665,000	665,000	665,000
Available Retail Sq.Ft. - End of Period	0	0	315,000	115,000	0	0	0	0	0	0	0	0	0
Available Retail	0	0	100,000	0	0	0	0	0	0	0	0	1	2
Retail Absorption	0	0	100,000	0	0	0	0	0	0	0	0	0	0
Leased Retail Sq.Ft.	0	0	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Average Leased Sq.Ft.	0	0	50,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
Available Retail Sq.Ft. - End of Period	0	0	0	0	0	0	0	0	0	0	0	1	2

Absorption Forecast Phase 2

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13
Available Unit Pool	0	0	0	0	370	130	0	0	0	0	0	0	0
Absorption	0	0	0	0	240	130	0	0	0	0	0	0	0
Leased Units - End of Period	0	0	0	0	240	370	370	370	370	370	370	370	370
Average Leased Units	0	0	0	0	120	305	370	370	370	370	370	370	370
Available Units - End of Period	0	0	0	0	130	0	0	0	0	0	0	0	0
Available Retail	0	0	0	0	200,000	0	0	0	0	0	0	0	0
Retail Absorption	0	0	0	0	200,000	0	0	0	0	0	0	0	0
Leased Retail Sq.Ft.	0	0	0	0	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
Average Leased Sq.Ft.	0	0	0	0	100,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000
Available Retail Sq.Ft. - End of Period	0	0	0	0	0	0	0	0	0	0	0	0	0

Absorption Forecast Phase 3

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13
Available Unit Pool	0	0	0	0	0	0	370	130	0	0	0	0	0
Absorption	0	0	0	0	0	0	240	130	0	0	0	0	0
Leased Units - End of Period	0	0	0	0	0	0	240	370	370	370	370	370	370
Average Leased Units	0	0	0	0	0	0	120	305	370	370	370	370	370
Available Units - End of Period	0	0	0	0	0	0	130	0	0	0	0	0	0
Available Retail	0	0	0	0	0	0	0	0	0	0	0	0	0
Retail Absorption	0	0	0	0	0	0	0	0	0	0	0	0	0
Leased Retail Sq.Ft.	0	0	0	0	0	0	0	0	0	0	0	0	0
Average Leased Sq.Ft.	0	0	0	0	0	0	0	0	0	0	0	0	0
Available Retail Sq.Ft. - End of Period	0	0	0	0	0	0	0	0	0	0	0	0	0

Absorption Forecast Phase 4

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13
Available Unit Pool	0	0	0	0	0	0	0	0	280	40	0	0	0
Absorption	0	0	0	0	0	0	0	0	240	40	0	0	0
Leased Units - End of Period	0	0	0	0	0	0	0	0	240	280	280	280	280
Average Leased Units	0	0	0	0	0	0	0	0	120	260	280	280	280
Available Units - End of Period	0	0	0	0	0	0	0	0	40	0	0	0	0
Available Retail	0	0	0	0	0	0	0	0	0	0	0	0	0
Retail Absorption	0	0	0	0	0	0	0	0	0	0	0	0	0
Leased Retail Sq.Ft.	0	0	0	0	0	0	0	0	0	0	0	0	0
Average Leased Sq.Ft.	0	0	0	0	0	0	0	0	0	0	0	0	0
Available Retail Sq.Ft. - End of Period	0	0	0	0	0	0	0	0	0	0	0	0	0

E-12 Phase I Loan Info

PHASE 1 Loan

Construction Loan

Total Cost	$391,000,000
LTC	60%
Loan Size	$234,600,000
Equity	$156,400,000
Libor	0.25%
Spread	3.25%
Total Interest	3.50%

Draw Schedule

	Total Cost	Equity	Debt	Cumulative Debt	Interest Rate	Interest Payment
Year 1 Cost	$195,500,000	$156,400,000	$39,100,000	$39,100,000	3.50%	$1,368,500
Year 2 Cost	$195,500,000	$0	$196,868,500	$235,968,500	3.50%	$8,258,898
Year 3 Leasing	$0	$0	$8,258,898	$244,227,398	3.50%	$8,547,959
Year 4 Leasing	$0	$0	$8,547,959	$252,775,356	3.50%	$8,847,137
Stabilized			$8,847,137	$261,622,494		$27,022,494

Construction Loan Remaining at Stabilization

Const Loan	$261,622,494		
Res Sale	$147,253,756		
Remaining	$114,368,738		
Perm Loan			
Value	$285,340,231	*(6.0% Cap rate)*	
LTV	70%		
Loan	$199,738,162		$85,602,069
Cash Out	$85,369,424		
Amort	30		
Interest	5.0%		
Debt Service	$12,866,852		

E-13 Phase II Loan Info

PHASE 2 Loan

Construction Loan	
Total Cost	$255,000,000
LTC	60%
Loan Size	$153,000,000
Equity	$102,000,000
Libor	0.25%
Spread	3.25%
Total Interest	3.50%

Draw Schedule

	Total Cost	Equity	Debt	Cumulative Debt	Interest Rate	Interest Payment
Year 1 Cost	$127,500,000	$102,000,000	$25,500,000	$25,500,000	3.50%	$892,500
Year 2 Cost	$127,500,000	$0	$128,392,500	$153,892,500	3.50%	$5,386,238
Year 3 Leasing	$0	$0	$5,386,238	$159,278,738	3.50%	$5,574,756
Year 4 Leasing	$0	$0	$5,574,756	$164,853,493	3.50%	$5,769,872
Stabilized			$5,769,872	$170,623,366		$17,623,366

Construction Loan Remaining at Stabilization

Const Loan	$170,623,366
Res Sale	$154,708,477
Remaining	$15,914,888

Perm Loan		
Value	$193,282,236	*(6.0% Cap rate)*
LTV	65%	
Loan	$125,633,454	
Cash Out	$109,718,565	
Amort	30	
Interest	5.0%	
Debt Service	$8,093,131	

E-14 Phase III Loan Info

PHASE 3 Loan

Construction Loan	
Total Cost	$123,000,000
LTC	60%
Loan Size	$73,800,000
Equity	$49,200,000
Libor	0.25%
Spread	3.25%
Total Interest	3.50%

Draw Schedule

	Total Cost	Equity	Debt	Cumulative Debt	Interest Rate	Interest Payment
Year 1 Cost	$61,500,000	$49,200,000	$12,300,000	$12,300,000	3.50%	$430,500
Year 2 Cost	$61,500,000	$0	$61,930,500	$74,230,500	3.50%	$2,598,068
Year 3 Leasing	$0	$0	$2,598,068	$76,828,568	3.50%	$2,689,000
Year 4 Leasing	$0	$0	$2,689,000	$79,517,567	3.50%	$2,783,115
Stabilized			$2,783,115	$82,300,682		$8,500,682

Construction Loan Remaining at Stabilization	
Const Loan	$82,300,682
Res Sale	$148,995,545
Remaining	-$66,694,862

Perm Loan		
Value	$0	*(6.0% Cap rate)*
LTV	70%	
Loan	$0	
Cash Out	$66,694,862	
Amort	30	
Interest	5.0%	
Debt Service	$0	

E-15 Phase IV Loan Info

PHASE 4 Loan

Construction Loan

Total Cost	$93,000,000
LTC	60%
Loan Size	$55,800,000
Equity	$37,200,000
Libor	0.25%
Spread	3.25%
Total Interest	3.50%

Draw Schedule

	Total Cost	Equity	Debt	Cumulative Debt	Interest Rate	Interest Payment
Year 1 Cost	$46,500,000	$37,200,000	$9,300,000	$9,300,000	3.50%	$325,500
Year 2 Cost	$46,500,000	$0	$46,825,500	$56,125,500	3.50%	$1,964,393
Year 3 Leasing	$0	$0	$1,964,393	$58,089,893	3.50%	$2,033,146
Stabilized			$2,033,146	$60,123,039		$4,323,039

Construction Loan Remaining at Stabilization

Const Loan	$60,123,039
Res Sale	$115,572,220
Remaining	-$55,449,181

Perm Loan

Value	$0	*(6.0% Cap rate)*
LTV	70%	
Loan	$0	
Cash Out	$55,449,181	
Amort	30	
Interest	5.0%	
Debt Service	$0	