

Winthrop Middle School - Scheme 3

Opinion of Value

Unit Mix	% of Mix	#	SF	Rent	Rent/SF	Total \$/Mo	Total SF
Community Center	2%	1	13,250	\$ -	\$ -	\$ -	13,250
Fitness Retail	2%	1	1,500	\$ 3,125	\$ 2.08	\$ 3,125	1,500
Retail Space	2%	1	9,300	\$ 19,375	\$ 2.08	\$ 19,375	9,300
Studio	6%	4	625	\$ 1,875	\$ 3.00	\$ 7,500	2,500
1 Bedroom	35%	22	800	\$ 2,240	\$ 2.80	\$ 49,280	17,600
1 Bedroom - AFF	6%	4	800	\$ 1,419	\$ 1.77	\$ 5,676	3,200
1 Bedroom + Den	6%	4	1,050	\$ 2,940	\$ 2.80	\$ 11,760	4,200
2 Bedroom	35%	22	1,150	\$ 3,105	\$ 2.70	\$ 68,310	25,300
2 Bedroom - AFF	6%	4	1,150	\$ 1,622	\$ 1.41	\$ 6,488	4,600
Total	100%	63	1,293	\$ 2,722	\$ 2.11	\$ 171,514	81,450

*Affordables based on City of Boston 80% AMI

*Assuming Commercial Space rent at \$25/SF NNN

	Resi Market Rate Avg	48	981	2,695	
Income				Per Unit Annual	Comments
		Budget			
Base Rental Income		\$2,058,168		\$32,669	
Parking Income		\$42,600		\$676	Assuming 71 Spaces at \$50/month
Retail CAM & Taxes		\$96,999		\$1,540	Assumed 18% reimbursement for expenses
<u>Other Income</u>		\$15,750		\$250	
Potential Gross Income		\$2,213,517		\$35,135	
<u>Vacancy @ 5.0%</u>		\$110,676		\$1,757	
Effective Gross Income		\$2,324,193		\$36,892	
Expenses				Per Unit Annual	Comments
		Budget			
Utilities		\$47,250		\$750	
Make Ready/Turnover		\$15,750		\$250	
Repairs & Maintenance		\$63,000		\$1,000	
Marketing		\$25,200		\$400	
General and Administrative		\$15,750		\$250	
Management Fee (4.0%)		\$92,968		\$1,476	4.0% of EGI
Real Estate Taxes		\$259,964		\$4,126	Based on 80% of construction costs
<u>Insurance</u>		\$15,750		\$250	
Total Operating Expense		\$535,632		\$8,502	
					23.05%
Stabilized NOI		\$ 1,788,561		\$28,390	
Capitalized Value at a "Return-on-Cost" of:					
	7.25%	\$24,669,809		\$391,584	
	7.50%	\$23,847,483		\$378,531	
	7.75%	\$23,078,209		\$366,321	
Less Total Development Costs		(\$21,142,154)		(\$335,590)	(Excludes Land Acquisition Costs)
Residual Value of Land	Return on Cost	Value	Value/Unit	\$/SF	
(Rounded)	7.25%	\$3,500,000	\$55,556	\$31	
	7.50%	\$2,700,000	\$42,857	\$24	
	7.75%	\$1,900,000	\$30,159	\$17	

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Gross Square Footage	114,050
Existing Square Footage	20,000
Square Footage less Existing Structure	94,050
Residential Square Footage	70,000
Residential Net Square Footage	81,450
Community Center	13,250
Retail / Daycare / Commercial	10,800
Net Rentable Area	92,250
Units	63

	Total Costs	Per Unit	Per NSF	Per GSF	Comments
Hard Costs					
Vertical Construction	\$15,048,000	\$238,857	\$163	\$160	Assuming \$160/GSF
Parking Construction	\$2,130,000	\$30,000	\$23	\$23	Assuming 75 Parking Spaces
Contingency - Hard Costs	\$440,462	\$6,991	\$5	\$4	2.5% of Total Hard Costs
Hard Costs - Total	\$17,618,462	\$275,849	\$191	\$154	
Soft Costs					
Soft Costs	\$3,523,692	\$55,932	\$38.20	\$37.47	
Total Soft Costs	\$3,523,692	\$55,932	\$38	\$31	
% of Hard Costs	20.0%				
GRAND TOTAL	\$21,142,154	\$335,590	\$229	\$185	