

DRAFT REPORT

Pasadena Unified School District (PUSD) Evaluation of Potential Surplus Sites

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INTRODUCTION

I. Study Purpose, Methodology, and Resources

Purpose

- To perform a high-level site-specific highest and best use evaluation of 15 properties (the “Sites”) that PUSD has identified for potential sale, exchange, or lease
- To identify top 4-5 sites that have the best reuse/disposition potential within the next 2-3 years based on their respective highest and best uses, and to propose strategies that maximize the strategic value of portfolio of these surplus PUSD sites

Methodology

The following are the key tasks completed in the course of this analysis:

- Conducted visits to each Site to understand physical characteristics, including size, topography, configuration, access, existing uses, compatibility of adjacent uses, and public transportation;
- Met with officials at City of Pasadena’s Planning and Economic Development Departments, as well as communicated with other City officials, to assess political and regulatory influences, including City response, general plan and zoning designations, and neighborhood concerns;
- Assessed the market feasibility for potential uses through the use of economic, demographic, and real estate market statistics and analysis, development pipeline information, sales of comparable sites, property values, and rental rates;
- Preliminarily estimated highest and best or most probable uses and site values based on comparable sales, residual land value analysis and feedback from brokers active in the submarket, in the context of market demand, absorption horizon, potential community issues and entitlement risks

I. Study Purpose, Methodology, and Resources

Methodology (ctd.)

- Land sales data has been limited recently due to the sluggish transaction activity and limited large parcel availability in Pasadena submarket. Also, the valuation of these parcels, when they transact, is imprecise as sizable land sales happen infrequently, entitlement status is different, and each is highly distinctive. Parcel characteristics and proposed uses vary widely in Pasadena, and neighborhoods can change quickly. These factors pose challenges to valuation, and the need to average limited data flattens values across the City.
- The methodology used in this study involved examining relevant land sales to arrive at a current benchmark per unit value for entitled land. Then each Site was studied individually with regard to site characteristics, location, demographics, regulatory and community issues, and local submarket conditions. The derived estimates were adjusted for new product price premiums and for market demand based on opinions of brokers active in the market. A residual land value analysis was done to check the values for reasonableness and feasibility.

Resources

CBRE Consulting relied upon many internal and external information sources for this study, including but not limited to those identified below. Discussions with various City and PUSD officials are reflected in the analysis report, though not attributed to specific individuals. The sources include: CB Richard Ellis Valuation and Advisory Service, CB Richard Ellis Research, CB Richard Ellis Brokerage Services, City of Pasadena (Economic Development, Planning), Claritas, CoStar, DataQuick, Moody's Economy.com, Real Estate Information Services (REIS), RealQuest, Los Angeles County Assessor, Pasadena Unified School District (PUSD)

EXECUTIVE SUMMARY

- *Sites' Profile*
- *Summary of Values*
- *Strategic Recommendations*
- *Demographic Summary*
- *Market Analysis Summary*
- *Financial Analysis Summary*

II. Executive Summary

Sites' Locations



II. Executive Summary

Site Profile Matrix

Study Objective – PUSD hired CBRE to perform a high-level site-specific highest and best use evaluation of 15 properties that PUSD has identified for potential sale, exchange, or lease. PUSD wants to identify top 4-5 sites that offer the highest revenue potential through strategic reuse/disposition within the next 2-3 years based on their respective highest and best uses.

#	Site Address	Current Uses/Programs	Age	Parcels	Land Area		Estimated SF Incl. Temp.	
					Acres	SF	Bldgs.	Temp.
1	Field 3600 E Sierra Madre Blvd., Pasadena 91107	Field Elementary: Level K-6	1956	5757-002-901	6.8	296,208	35,350	36,250
2	Norma Coombs 2600 Paloma St., Pasadena 91107	Norma Coombs (West side): Level K-8	1934	5750-006-900	5.2	226,076	24,792	36,492
3	San Rafael 1090 Niithsdale Rd., Pasadena 91105	San Rafael Elementary: Level K-6	1930	5715-013-900	3.2	139,392	24,531	28,131
4	Loma Alta 3544 N Canon Blvd., Altadena 91001	Loma Alta Elementary: Level K-6	1951	5843-002-901	5.6	243,936	30,751	31,651
5	District Service Center / Muir North 740 W Woodbury Rd, Pasadena 91103	Central Kitchen, Warehouse, DSC, Muir North	na	5825-020-900, 02 & 08	15.7	685,634	44,000	88,000
6	Ed Center 351 S. Hudson Ave., Pasadena 91109	PUSD District Offices	1903	5734-028-900, 01, 02 & 04	4.2	183,388	70,000	70,000
7	Allendale 1135 South Euclid Avenue, Pasadena 91106	Allendale Elementary: Level 6-12	1949	5324-003-902	3.3	142,441	18,265	26,365
8	Linda Vista 1259 Linda Vista Ave., Pasadena 91103	Vacant Bldg. & All Saint's Children Center	1926	5705-013-900	4.9	211,266	18,970	19,870
9	Aveson/Noyes 1919 East Pinecrest Dr., Altadena 91001	Noyes Elementary - Aveson Charter: Level K-10	1953	5844-031-900	7.6	329,314	19,087	20,887
10	Audobon 725 West Altadena Drive, Altadena 91001	Audobon Elementary: Level K-8	na	5829-005-902 & 03	5.9	256,133	23,612	28,112
11, 12	Edison 3126 Glenrose Ave., Altadena 91001	Edison - Oak Knoll: Level K-5	1926	5832-017-900	4.4	190,357	19,417	24,817
13	Hodges Daycare 136 West Peoria Street, Pasadena 91103	Hodges Early Childhood Center: Level K-6	na	5726-015-900, 01 & 02	1.0	44,867	13,500	13,500
14	Burbank 2046 N Allen Ave., Altadena 91001	Burbank Elementary: Level K-6	1929	5854-020-900, 01	4.8	207,346	27,990	32,490
15	Roosevelt 315 N Pasadena Ave., Pasadena 91103	Roosevelt Elementary: Level K-6	1953	5711-016-904	5.3	230,868	27,893	31,493
16	Jackson 593 W Woodbury Rd., Altadena 91001	Jackson Elementary: Level K-6	1910	5827-007-901	4.7	204,732	36,525	38,325

Source: Pasadena Unified School District (PUSD) Facilities Master Plan; Los Angeles County Assessor; and CBRE Consulting

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Summary of Value

- The DSC and Ed Center are the most valuable target sites with potential lease revenues of \$1.6 and \$1.2 million per year from big box retail and office uses, respectively. Field, Norma Coombs, Burbank, Linda Vista, San Rafael and Noyes provided potential lease proceeds of \$500,000 to \$750,000 annually from private school reuse. Jackson with institutional use (Refer pg. 145) and Roosevelt with specialty office reuse will likely provide \$400,000 each to PUSD. Allendale, Loma Alta, Audobon and Edison can generate \$200,000 to \$350,000 lease revenues with private school reuse. Hodges' reuse as specialty office provides the least leasehold revenue of all target sites with \$150,000 to \$200,000.

Rank by Annual Lease Revenues	Site #	Site Address	Land Area Acres	LEASE Scenario Under Policy Limitation			SALE Scenario Site Disposition	
				Highest Use	Value (in Millions) Annual	Capitalized	Highest Use	Value (in Millions)
1	5	DSC / Muir North	15.7	Big Box Retail	\$1.59	\$26.5	Big Box	\$26.5
2	6	Ed Center	2.0	Specialty Office	\$1.18	\$15.7	Condos	\$9.3
3	1	Field	6.8	Private School	\$0.72	\$11.3	TH or Denser SFR	\$21.9
4	2	Norma Coombs	5.2	Private School	\$0.60	\$9.3	TH or Denser SFR	\$16.5
5	14	Burbank	4.8	Private School	\$0.59	\$9.1	For-Sale - SFR	\$7.3
6	8	Linda Vista	4.9	Private School	\$0.51	\$8.1	For-Sale - SFR	\$17.3
7	3	San Rafael	3.2	Private School	\$0.47	\$7.4	For-Sale - SFR	\$11.8
8	9	Aveson/Noyes	7.6	Private School	\$0.46	\$7.2	For-Sale - SFR	\$11.5
9	16	Jackson	4.7	Church or Other uses	\$0.39	\$5.3	For-Sale - SFR	\$5.5
10	15	Roosevelt	5.3	Specialty Office	\$0.39	\$4.8	TH or Denser SFR	\$18.3
11	7	Allendale	3.3	Private School	\$0.38	\$5.9	Condos	\$17.3
12	4	Loma Alta	5.6	Private School	\$0.36	\$5.3	For-Sale - SFR	\$7.4
13	10	Audobon	5.9	Private School	\$0.35	\$5.3	For-Sale - SFR	\$11.7
14	11/12	Edison	4.4	Private School	\$0.21	\$3.1	For-Sale - SFR	\$7.9
15	13	Hodges Daycare	1.0	Specialty Office	\$0.17	\$2.1	TH or Denser SFR	\$4.7

II. Executive Summary

Strategic Recommendations

- **DSC** – While there may be some political or public resistance to a proposed big box reuse, this site can provide significant leasehold revenues to PUSD. The favorable location, consumer demand and potential flexibility from tenants to accommodate some existing DSC uses on-site make it a very attractive opportunity. Given the gains from the increased sale tax gains, the City will be more open to such use and facilitate the entitlement process. Existing PUSD uses at DSC would need to be relocated, accordingly. Nearby Jackson has limited reuse or disposition potential and would be a good site to relocate some current functions from DSC. Potential annual ground lease revenue from DSC are estimated at \$1.6 million.
- **Ed Center** – This site has the highest per acre disposition value and its value is lesser only to DSC in potential leasehold revenues. The PUSD must move its existing offices to an alternative location to realize the significant opportunity cost of this site. Under the reuse option, the highest use would be specialty office or general office depending on the tenant improvement requirements of the individual tenant. If the PUSD were to consider disposition of the site, a residential mixed-use project will be the highest use, though the potential land proceeds could vary significantly depending on the actual historic rehab costs. The most likely candidates for relocation of Ed Center's PUSD offices would be Roosevelt or Jackson.
- **Field / Norma Coombs** – At 6.8 acres, Field has a large enough campus site to accommodate additional transfers from another PUSD site to relocate here. The best target for such consolidation would be Norma Coombs, located closest to Field. Following consolidation, the surplus Norma Coombs can potentially offer more than \$500,000 in annual lease revenues, or sell for a very high land value of \$16.5 million. While these sites could also be relocation targets for PUSD's DSC/Ed Center operation, their high reuse or disposition value makes such strategy financially inefficient.
- **Relocation Targets (Roosevelt and Jackson):** The most likely candidates for relocation of DSC and Ed Center's PUSD operations would be the otherwise middle/lower tier leasehold value Jackson and/or Roosevelt. While there are other sites with lower value than Jackson and Roosevelt, the alternative sites are located in residential neighborhoods, which may be non-conforming to relocated uses. Also, the bus/truck access to the site and proximity to some retail commercial uses is necessary for relocation operations, which again make Roosevelt and Jackson better relocation targets than the alternative sites located in residential neighborhoods.

II. Executive Summary

Strategic Recommendations

- **Allendale** – We find that potential leasehold revenues from this location are not among the highest of all sites, yet it offers significant market potential for multi-family development. Located in the general area of many new multi-family developments, with proximity to freeway and retail commercial uses, and having high permissible density due to surrounding multi-family uses make Allendale a very desirable target for multi-family projects. Given that the District has little intention of continuing the school operations at Allendale site, after the next two years, there is potential revenue for PUSD of \$17.0 million upon the sale of this property.
- **Other Likely Disposition Targets:** The District projects limited need for additional school sites in the future as the enrollment numbers show little growth. In such case, PUSD can capitalize on its surplus sites as a revenue source by selling them for redevelopment. Given relatively low ground lease revenue potential, PUSD should consider these sites for disposition. **Linda Vista, San Rafael and Aveson/Noyes** are premium single-family residential locations, and have land values for such use well in excess of the capitalized rent from reuse of existing facilities. Purely from a financial perspective, barring any strategic intent, PUSD will be best served if it were to sell these sites and realize land sale proceeds of \$11.0 million each from San Rafael and Noyes, and \$17.0 million from Linda Vista. **Audobon**, though not as prime a SFR site as the 3 mentioned above, has significantly higher value upon disposition than leasing as well.
- **Loma Alta, Burbank and Edison** – PUSD could retain these sites for school functions or for ground leasing to private school tenants, as the difference between land sale value and net capitalized lease value is minimal.
- **City of Pasadena:** The City of Pasadena currently occupies ~74,000 SF, located in 8 separate properties. Five of the buildings lie within the Central Business District, while two buildings are in northwest Pasadena, and one small space is located in east Pasadena. The PUSD could accommodate all of the city's office uses in two separate properties – the **District Ed Center** (approx. 70,000 SF) for the CBD and east Pasadena uses and **Hodges Daycare** (13,500 SF) for the northwest Pasadena uses. Having the city as a "pre-leased" tenant for these sites would mitigate the risk associated with conversion from the Ed Center and Hodges' current uses to office space, because there would be no downtime and the City of Pasadena is a stable, high-credit tenant.

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Demographic and Economic Analysis

- **Households** - Projected household growth in the PUSD catchment (6.6%) is higher than in LA County (4.4%). Ed Center and Hodges Daycare sites have the greatest population concentrations within half-mile trade area; Linda Vista, Noyes and Loma Alta have the least.
- **Education** - PUSD catchment has a higher share of residents with at least a Bachelor's degree (>40%) compared to less than 25% countywide.
- **Income** - PUSD catchment average household income is nearly 30% higher (\$94,778) than the county's (\$77,484). Linda Vista, San Rafael, Noyes and Field households within half-mile have average income in excess of \$125,000. Loma Alta, DSC, Audobon, Edison, Hodges, Roosevelt and Jackson are located in lower-income neighborhoods.
- **Housing** - Most sites have predominantly single-family concentration, except the Ed Center and Hodges sites.
- **Economy** - Strengthened international trade, improved entertainment industry and business services are helping the LA region emerge from its deep recession, though weaknesses in construction and local government persist.
- **Industry** – Most major industry groups in Pasadena are consolidating and right-sizing to save money. So, the lack of demand for commercial space has stalled major speculative developments. However, we are seeing limited growth in the health-care industry, the education sector, and some county, state and federal government uses.
- **Employment** – The leading indicator for tenant demand is the rise and fall of the unemployment rate, which is still hovering above 12%. We do not expect to see large scale absorption of Pasadena's inventory of its commercial space until the unemployment rate dips below 10%, which will then of course lead to lower vacancy and a return to speculative development.

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Commercial Market Analysis

- **Retail Demand:** The 4-Mile radius, an approximation for the PUSD catchment area, has average annual consumer expenditure of ~\$57,000 per household. There are in excess of 20,000 HH's with effective buying income of greater than \$100,000 per year. In all, the consumers' potential retail expenditure total s \$1.5 billion for the City residents, and \$2.7 billion for the 4-mile PUSD catchment residents.
- **Retail Potential and Supply:** Despite above stated consumer potential, there are no big-box retail uses (Wal-Mart, Costco, Home Depot, Lowe's) present in the PUSD catchment. There is more than 50% leakage or \$297 million worth of leakage of resident expenditure in general merchandise category from the 4-mile area. Similar leakage equaling \$259 million is seen in the building materials category.
- **Retail Market Trends:** At their peak in 2007, the Pasadena Submarket rents at \$39.80 PSF annually were more than 30% above the regional average, but have since come down such that the current submarket average at \$28.60 is only marginally higher than the LA region average at \$27.50. Negative absorption since 2008 coupled with no new supply has increased the vacancy rate from low of 1.5% in 2007 to current levels at 4.4%, which is still below regional average (5.1%).
- **Office Market Trends:** There is a surplus of office space in the City of Pasadena with the current vacancy rate at ~16.5%, compared to a low of 4.1% in 3rd quarter of 2007. The high vacancies have depressed rents as well. 2Q 2010 rents in the Pasadena submarket are at \$2.22 PSF per month with a declining trend since the 2007 highs of \$3.25 PSF.

II. Executive Summary

Commercial Market Analysis

- **Land Sales:** Land sales data has been limited recently due to the sluggish transaction activity and limited large parcel availability in Pasadena submarket. Also, the valuation of these parcels, when they transact, is imprecise as sizable land sales happen infrequently, entitlement status is different, for example the FAR, and each is highly distinctive. Parcel characteristics and proposed uses vary widely in Pasadena, and neighborhoods can change quickly. These factors pose challenges to valuation, and the need to average limited data flattens values across the City. Residential land sales in last 2-3 years have ranged from ~\$35 to \$95 PSF of land, depending on parcel size and site location. Commercial land prices vary significantly based on location and have trended down in the recent downturn, with most recent sales in the \$35 to \$45 PSF range, depending on size of the parcel.
- **Property Sales:** Multi-family project sales had a median price of ~\$140,000 per unit in 2010, with cap rates between 5% and 6%. For premium locations, this price exceeded \$250,000 per unit. Retail property prices vary depending on format with freestanding retail averaging \$250-\$350 PSF, storefront retail averaging \$300-\$450 PSF, and specialized uses exceeding \$450 PSF. Office properties sold for \$250-\$300 PSF.
- **Achievable Rents:** For general office use, reuse rents could range from \$1.00-\$1.50 NNN depending on the PUSD target site, while specialized office uses such as medical command a premium of 25 cents PSF. For retail uses, NNN rents would vary from \$1.50-\$2.00 for large format retail, \$1.75-\$2.25 for shopping center retail and \$2.00-\$2.50 for in-line or storefront retail.

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Residential Market Analysis

- **SFR:** The limited Single Family new home sales activity is concentrated in few projects. The submarket's resales volume picked up in 2009 driven by tax credits, though still well below 2003-04 levels. Per SF prices are more than 20% below the 2007 peak. There were five active projects within the last two years, with comparable prices ranging from \$350 to \$600 PSF.
- **Condominiums:** New home sales and resales volume picked up in 2009 driven by tax credits, though still well below 2003-04 levels. The per SF prices are still more than 35% below 2006 peaks for new sales and more than 20% below the 2007 peak for resales. The prices at five active projects within last two years ranged from \$400 to \$600 PSF.
- Based on site specific demographics and sale comps, the achievable prices by site are as follows:

	Max. Density Units/Acre	5-Yr. HH Growth	Percent Renters	20+ Unit Structures	Avg. HH Income	Med. SFR Value - \$	Residential Use Rank	Estimated \$/SF
Field	12	50	15.0%	6.2%	\$131,198	\$734,029	6	425-450
Norma Coombs	12	100	22.1%	1.1%	\$113,557	\$664,315	7	425-450
San Rafael	12	65	8.0%	0.8%	\$182,059	\$1,000,000	1	475-600
Loma Alta	4	10	11.1%	0.0%	\$118,538	\$619,216	8	375-425
District Service Ctr	12	35	26.9%	1.2%	\$72,997	\$455,132	12	350-450
Ed Center	48	500	69.3%	46.8%	\$84,084	\$401,363	2	450-600
Allendale	32	140	60.6%	21.3%	\$113,390	\$898,401	4	425-550
Linda Vista	4	10	5.4%	0.0%	\$249,345	\$1,000,000	1	550-650
Aveson/Noyes	2	5	5.1%	0.0%	\$179,563	\$997,324	3	500-600
Audobon	12	55	22.6%	1.6%	\$82,663	\$482,066	11	350-425
Edison	6	45	18.6%	0.1%	\$90,767	\$487,206	10	425-475
Hodges Daycare	32	215	66.5%	15.5%	\$50,992	\$432,401	14	375-425
Burbank	6	35	24.1%	2.0%	\$121,521	\$789,542	9	400-450
Roosevelt	12	125	43.4%	17.6%	\$75,333	\$530,768	5	450-500
Jackson	4	45	30.0%	2.5%	\$69,858	\$437,692	13	375-425

II. Executive Summary

Residential Market Analysis

- **Apartments:** Class A and overall apartment rents, though marginally above 2009 levels, are still below 2007 levels. While the overall apartment market saw negative absorption over last 2-3 years in Pasadena, the Class A had positive absorption with vacancy coming down from 9.9% in 2007 to current levels at 7.9%. There is significant variation in PSF rents depending on location – ranging from \$0.90 to \$2.95 PSF at comparable investment grade projects. Among PUSD sites, new development projects at Ed Center and Allendale could get rents in the upper end of that range, while that at Hodges or other sites will be at lower end.
- **Residential Outlook:** DataQuick notes a reversal in Southern California median price's steep fall from its mid-2007 peak to its spring 2009 trough, which it attributes to saturation of lower priced foreclosure properties, and the combination of tax incentives and low mortgage rates that helped stoke sales in mid- to high-end areas. As a result, "the median price in Southern California paid topped \$300,000 for the first time in 20 months". While indicators of market distress continue to move in different directions, Economy.com projects that "recent passage of new state tax credits for home purchases and expanding federal mortgage modification program offer some upside potential for price stability". Nevertheless, it predicts prices to weaken slightly in 2010.

II. Executive Summary

Sites' Value Drivers

- **FIELD:** Mix of uses in vicinity enhance options as conforming uses are more likely to get built, likely view premium due to elevated location, large site with over 100 units potential, large facility with ample space to add to already excess capacity – potential for campus consolidation, institutional tenants such as a Church or R&D/Flex campus may be possible but will get lesser rents than alternatives, peripheral location within City, higher site costs due to grade issues.
 - **Achievable NNN Rents** – School (\$2.00/SF), Pre-K/Day care (\$2.50/SF); **Highest Land Value/Acre** - \$2.0 million
- **NORMA COOMBS:** Mix of uses in vicinity enhance options, location – next to a park, view of San Gabriel mountains and few blocks off 210 – should enhance residential prospects, institutional tenants such as a Church or R&D/Flex campus may be possible but will get lesser rents than alternatives.
 - **Achievable NNN Rents** – School (\$2.00/SF), Pre-K/Day care (\$2.50/SF); **Highest Land Value/Acre** - \$2.0 million
- **SAN RAFAEL:** Excellent high-end single family neighborhood location will draw premium SFR prices, very good architecture and façade may get lease premium if reused, possibility of reuse by niche users such as art centers or non-profit.
 - **Achievable NNN Rents** – School (\$2.00/SF), Pre-K/Day care (\$2.50/SF); **Highest Land Value/Acre** - \$3.7 million
- **LOMA ALTA:** Primarily residential neighborhood limits potential use to low density residential, good low density single family neighborhood and hillside location may draw above average SFR prices, Cutoff location from freeways and main thoroughfares, significant gradient on the northern portion of the site.
 - **Achievable NNN Rents** – School (\$1.00/SF), Pre-K/Day care (\$1.25/SF); **Highest Land Value/Acre** - \$1.3 million
- **DISTRICT SERVICE CENTER:** Large site along with freeway access enhances retail potential, there may be City's support for a big-box use as indicated by some staff, mix of uses in vicinity enhance options but weak income and home prices and industrial zoning of northern portion limits redevelopment potential to commercial uses, gradient from Woodbury is an issue, potential contamination due to existing uses; if indeed retail big-box becomes viable, then relocation of existing DSC uses would be required.
 - **Achievable NNN Rents** – Retail (\$1.50-2.00/SF land); **Highest Land Value/Acre** - \$1.7 million

II. Executive Summary

Sites' Value Drivers

- **ED CENTER:** Mix of uses in vicinity enhance options, relatively high achievable density (48 DU's/acre), many recent and new residential projects located within a half-mile, visibility of site on major thoroughfare and accessible from freeways 134, 210 and 110, possibility of reuse as office space by niche users such as art centers and institutional groups such as Tournament of Roses, there may also be interest from the City to use the facility to consolidate its offices from multiple locations in the City, relocation of existing PUSD uses required, preservation of historic façade increases potential rehab costs.
 - **Achievable NNN Rents** – School (\$2.00/SF), Pre-K/Day care (\$2.65/SF), **Highest Land Value/Acre** - \$5.3 million
- **ALLENDALE:** Many recent and new residential projects located within half-mile, relatively high achievable density (32 DU's/acre in surrounding and potentially higher upon rezoning), there is little PUSD interest in continued operations of this site – so a suitable disposition target, excellent freeway access just a block off freeway 110, The adjoining field will be retained for school use – this may negatively impact the pricing if the site is redeveloped.
 - **Achievable NNN Rents** – School (\$1.75/SF), Pre-K/Day care (\$2.25/SF), **Highest Land Value/Acre** - \$5.3 million
- **LINDA VISTA:** Excellent high-end single family neighborhood location and proximity to Rose Bowl will draw premium SFR prices, needs significant TI investment (on net SF) and infrastructure costs (\$2 to \$3 million) for reuse, a candidate for niche users – the Art Center has expressed interest in leasing this site.
 - **Achievable NNN Rents** – School (\$1.75/SF), Pre-K/Day care (\$2.25/SF), **Highest Land Value/Acre** - \$3.6 million
- **AVESON/NOYES:** Primarily residential neighborhood and low density limits potential use to large SFR units, Very good low density single family neighborhood location will draw above average SFR prices higher site costs likely due to significant grade issues, Freeway 210 and 134 access are more than 2 miles.
 - **Achievable NNN Rents** – School (\$1.75/SF), Pre-K/Day care (\$2.25/SF), **Highest Land Value/Acre** - \$1.5 million

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Sites' Value Drivers

- **AUDOBON:** Primarily residential neighborhood limits potential uses, good SFR neighborhood and hiking trails to west/NW provide potential upside, surrounding uses – a liquor store, gas station, incomplete shopping center and a nonconforming apartment building in a SFR neighborhood – may be a drag on prices.
 - **Achievable NNN Rents** – School (\$1.75/SF), Pre-K/Day care (\$2.25/SF), **Highest Land Value/Acre** - \$2.0 million
- **EDISON:** Primarily residential neighborhood limits potential use though hillside SFR may draw above average prices, Freeway 210 access is about 2 miles to south-west, weak income/demographics neighborhood, moving of program currently housed at Edison may be problematic, site is a good location for a charter school.
 - **Achievable NNN Rents** – School (\$1.75/SF), Pre-K/Day care (\$2.25/SF), **Highest Land Value/Acre** - \$1.8 million
- **HODGES DAYCARE:** Small site makes for limited potential usage, proximity to commercial uses and freeways, relatively high achievable density (32 DU's/acre), traffic due to nearby commercial and USPS uses will limit residential prices.
 - **Achievable NNN Rents** – School (\$1.75/SF), Pre-K/Day care (\$2.25/SF), **Highest Land Value/Acre** - \$4.6 million
- **BURBANK:** Primarily residential neighborhood limits potential uses to SFR though hillside SFR may draw above average prices.
 - **Achievable NNN Rents** – School (\$1.75/SF), Pre-K/Day care (\$2.25/SF), **Highest Land Value/Acre** - \$1.5 million
- **ROOSEVELT:** Location at freeway interchange creates noise perception though it's hardly felt on-site, access is limited from a small 2-lane cul-de-sac, limited site visibility from main roads, potential as relocation target for existing DSC and/or Ed Center PUSD uses.
 - **Achievable NNN Rents** – School (\$1.75/SF), Pre-K/Day care (\$2.25/SF), **Highest Land Value/Acre** - \$3.4 million
- **JACKSON:** Mix of uses in vicinity enhance options, weak income and home prices in neighborhood, potential as relocation target for existing DSC and/or Ed Center PUSD uses.
 - **Achievable NNN Rents** – School (\$1.75/SF), Pre-K/Day care (\$2.25/SF), **Highest Land Value/Acre** - \$1.2 million

II. Executive Summary

Financial Analysis Assumptions & Limiting Conditions

- **Reuse Option** – Ground Lease: Ground lease terms generally derive from fee simple sale values. Annual contractual rents represent a percentage of estimated land value, and leases typically call for periodic rent increases to account for inflation as well as appreciation. During recessionary and/or tight credit periods, such as we are currently experiencing, developers even more strongly prefer land ownership over ground leasing due to the greater challenge of financing development on leased parcels.
- **Disposition Option** – Sale: Preliminary values assume a fee simple sale to a developer. However, it is anticipated that PUSD will prefer ground leasing sites to benefit from the more extensive possibilities in the Education Code governing use of such proceeds. In cases where for-sale residential is the highest and best use of a site, ground leasing will result in an alternative, lower value use. This is because there is significant resistance in the market to acquire homes on leased land, complicated further by lending constraints.
- **Regulatory Limitations:** Preliminary values generally assume achievable density based on adjacent uses, height limits, market factors and trends, and Planning Department goals; not reflected are the opportunity to develop a Planned Unit Development (which may increase the achievable density). The per site and per unit value estimates assume entitlement for highest and best use. For multi-family uses, allowance is made in prices/rents for the City's inclusionary housing requirement. Most sites would require rezoning, with entitlement period likely to last 18 to 24 months.
- **Limiting Conditions:** While some allowance is made to account for off-site costs, demolition fees, site limitations, and political issues that may lower development capacity, the preliminary values may vary significantly depending on results from detailed engineering studies. Preliminary values do not reflect feedback from community hearings or discussions with architects and engineers, which have not yet been held. The per site and per unit value estimates assume entitlement for highest and best use.
- **Historic Reuse and Costs:** Ed Center/Rose City, San Rafael and Jackson have been listed for historic significance and architectural merit in National Register for Historical Places. Other target sites may have such limitations too in varying measure. Any reuse or redevelopment of such sites will accordingly be limited and additional costs incurred, which cannot be determined at this stage and are outside the scope of this analysis.

II. Executive Summary

Reuse Scenario – Ground Lease

- **School reuse** – This is the most likely reuse for most PUSD sites given the alignment of prospective tenants with existing usage. Analysis assumes that any such use will require at most 30,000 SF of space – this forms the cap of net leaseable area for all sites. Based on interviews with brokers specializing in that property type, and their experience with leasing private and charter schools for similar facilities across Southern California, the lease rates for private schools will range from NNN \$1.00 to \$2.25 depending on site location. Among target sites, Jackson, Edison, Loma Alta and Audobon will achieve the lower end of that range, while Linda Vista, Ed Center, San Rafael, Noyes, Field and Norma Coombs will get higher end rents. It is assumed that these users will need TI's at \$15 PSF to occupy current facilities.
- **Pre-K/Day Care reuse** – Similar to school reuse, we have placed a cap of 10,000 SF as the maximum square footage that a pre-K/Day-care would occupy. Therefore, any such reuse will have to be in conjunction with other uses to occupy entire space at most of these sites. The rents will range from NNN \$1.00 to \$2.65 a similar premium as that for school reuse. Their TI requirement is assumed at \$15 PSF.
- **Commercial & Institutional reuse** – Most sites are more suitable for general or specialty office reuse than retail. The NNN rents for general office use will range from \$0.75 at Jackson to \$1.00-\$1.10 at Linda Vista, Hodges, Roosevelt, Field and Norma Coombs to a high of \$1.40 at Ed Center. Specialty office is assumed at a premium of ~25 cents on top of that. These uses' TI requirements are assumed at \$30 PSF for general office and \$60 PSF for specialty office. DSC site has the potential for a large format retail store. The lease for such use is estimated based on a lease constant applied to the residual land value from disposition scenario. Thus, based on a 6.0% lease constant applied to \$28 land value per SF, we get potential ground lease revenues at ~\$1.70 per SF for big-box use at the DSC site. On many sites, a church reuse is possible, whose estimated NNN rent is \$1.00 PSF and the TI's required are \$30 PSF.
- **DSC** – Applying a 6% lease constant to the computed \$39/SF land value, we get annual ground lease revenue of ~\$2.30/SF, which translates into annual gross revenues of \$1.6 million.

II. Executive Summary

Reuse Scenario – Ground Lease

- Lease Capitalization** – The annual lease revenues are capitalized at a 6.0% cap rate. The net capitalized lease value deducts the leasing commissions at \$9.75 PSF and TI's for respective uses.

	Private School	Charter School	Pre-K / DayCare	Retail	Office	Specialty Office	Light Industrial	R&D Campus	Church / Other uses
Lease Rate (NNN per SF)									
1 Field	\$2.00	\$1.00	\$2.50	n.a.	\$1.10	\$1.30	n.a.	\$1.00	\$1.00
2 Norma Coombs	2.00	1.00	2.50	n.a.	1.10	1.30	n.a.	1.00	1.00
3 San Rafael	2.00	1.00	2.50	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
4 Loma Alta	1.00	0.50	1.25	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
6 Ed Center	2.00	1.00	2.65	n.a.	1.40	1.75	n.a.	1.10	1.00
7 Allendale	1.75	0.88	2.25	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
8 Linda Vista	2.25	1.13	2.65	n.a.	1.00	1.25	n.a.	0.80	1.00
9 Aveson/ Noyes	2.00	1.00	2.25	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
10 Audobon	1.25	0.63	1.50	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
11/12 Edison	1.00	0.50	1.25	n.a.	n.a.	n.a.	n.a.	n.a.	1.00
13 Hodges Daycare	n.a.	n.a.	1.00	n.a.	1.00	1.20	0.50	0.60	n.a.
14 Burbank	1.75	0.88	1.75	n.a.	n.a.	n.a.	n.a.	n.a.	1.00
15 Roosevelt	1.00	0.50	1.00	n.a.	1.10	1.30	0.60	0.80	1.00
16 Jackson	1.00	0.50	1.50	n.a.	0.75	1.00	0.40	0.70	1.00
Annual Lease Revenues (\$ 000)									
1 Field	\$720.0	\$360.0	\$300.0	\$0.0	\$466.6	\$551.5	\$0.0	\$424.2	\$420.0
2 Norma Coombs	595.0	297.5	300.0	-	327.3	386.8	-	297.5	297.5
3 San Rafael	471.0	235.5	300.0	-	-	-	-	-	-
4 Loma Alta	360.0	180.0	150.0	-	-	-	-	-	-
5 DSC	-	-	-	1,590.5	-	-	-	-	-
6 Ed Center	720.0	360.0	318.0	-	940.8	1,176.0	-	739.2	420.0
7 Allendale	383.6	191.8	270.0	-	-	-	-	-	-
8 Linda Vista	512.2	256.1	318.0	-	227.6	284.6	-	182.1	227.6
9 Aveson/ Noyes	458.1	229.0	270.0	-	-	-	-	-	-
10 Audobon	354.2	177.1	180.0	-	-	-	-	-	-
11/12 Edison	209.7	104.8	150.0	-	-	-	-	-	209.7
13 Hodges Daycare	-	-	120.0	-	145.8	175.0	72.9	87.5	-
14 Burbank	587.8	293.9	210.0	-	-	-	-	-	335.9
15 Roosevelt	301.2	150.6	120.0	-	331.4	391.6	180.7	241.0	301.2
16 Jackson	360.0	180.0	180.0	-	295.9	394.5	157.8	276.1	394.5

II. Executive Summary

Disposition Scenario – Sale

- **Methodology** – The analysis estimates the residual land value of each site for a given set of market feasible alternative uses, assuming achievable prices/rents with likely site and new product premiums under stabilized market conditions, and prevailing development costs and operating/valuation parameters.
- **Site Premiums for Revenue** – Most sites are in primarily residential neighborhoods, making most commercial uses infeasible. The exceptions are DSC and Ed Center, and possibly Allendale, Field and Norma Coombs. Given its size and location, DSC is a good location for a big box store. The Ed Center is prominently located to achieve above average office or multi-family prices in mixed use format. Allendale has strong prospects for multi-family residential given its location and surrounding uses. Field and Norma Coombs have a mix of surrounding uses as well but single-family residential remains most likely to get highest returns. Linda Vista, San Rafael, and Noyes are located in very good low density SFR neighborhoods and will obtain significant price premiums above market average. Of the rest, Roosevelt, Hodges and Audobon may get above average price points, while rest are unlikely to get much premium.
- **Development Costs & Financing/Valuation Parameters** – We conducted interviews with developers and CBRE internal construction experts, and research of industry standard secondary data sources such as RS Means to estimate the likely development costs of prospective uses. Financing/Valuation Parameters are based on analysis of comparable property sales, secondary data sources, regional benchmarks, and on our experience with similar valuation projects.
- **Land Value by Use** – We find that low density (up to 8 DU's/acre) SFR use are highest land value generating uses for most sites, most prominently Linda Vista, San Rafael and Noyes. Higher density SFR (up to 20 DU's/acre) uses in detached or attached (Townhome) format give highest land value for Field, Norma Coombs, Roosevelt and Hodges. Allendale and Ed Center are the only target sites with highest land residual for prospective multi-family for-sale land use. DSC's northern portion, though currently zoned industrial, will get the highest land value with big box retail use. At the rest of the sites, Current rent levels for commercial and apartments uses versus their development costs make these uses mostly infeasible.

OVERVIEW ANALYSIS

- *Regulatory*
- *Economic*
- *Labor & Employment*
- *Demographic*
- *Site Demographics*

III. Overview Analysis

Regulatory

- The rules governing use, development and disposition of school district assets are provided in a white paper titled “Getting the most out of School District Assets: Use, Development and Disposition” published by Atkinson, Andelson, Loya, Rudd & Romo. This can be found at: <http://measurett.org/Reports/CASH31STCONF-GETTINGTHEMOSTOUTOFSCHOOLDISTRICT.pdf>
- The California Education Code prescribes a certain process for surplus school site dispositions. For example, under the Naylor Act, land must first be offered for park and recreation purposes. Land must be offered to various public agencies and non-profit charitable institutions. Underlying some of these stipulations is the notion that the obligation a district has to its community can supersede realizing the highest price.
- According to discussions with Planning Department officials, rezoning of surplus PUSD sites would likely be the same as the adjacent land uses and have the same height requirements. Indeed, neighborhoods prefer to see development resembling existing, surrounding properties. Furthermore, the Planning Department generally would want to maximize density to the extent that it equals the surrounding neighborhood, but there are also open space and neighborhood pressures.
- For sites 0.5 acres or greater in size, developers may choose to entitle the property as a Planned Unit Development (PUD), in which case the maximum allowable density is one unit less than the limit for the next highest zoning designation. Since all the Sites evaluated in this report qualify, this flexibility may bear in a positive way on density and ultimately their achievable sale prices.

III. Overview Analysis

Economic

Economy

- Strengthened international trade, improved entertainment industry and business services helping LA region emerge from its deep recession, though weaknesses in construction and local govt. persist.
- However, there is a surplus of office space in the City of Pasadena. The vacancy rate currently stands at ~14%, compared to a low of 4.1% in 3rd quarter of 2007. The high vacancies have depressed FSG rents as well, dropping the average from its high of FSG \$3.25 PSF to \$2.22 PSF per month.
- The lack of demand for commercial space has stalled major speculative developments, such as the Homestead House site (entitled for 440,000 SF of office space). The lack of demand can be explained by the fact that most major industry groups in Pasadena are consolidating and right-sizing to save money. However, we are seeing some growth in the health-care industry, the education sector, and the county. State and federal government uses.
- The leading indicator for tenant demand is the rise and fall of the unemployment rate, which is still hovering above 12%. We do not expect to see large scale absorption of Pasadena's inventory of its commercial space until the unemployment rate dips below 10%, which will then of course lead to lower vacancy and a return to speculative development.

Source: Moody's Economy.com;

III. Overview Analysis

Labor & Employment

Resident Labor-force

- Los Angeles employment is dominated by the following sectors: other service; manufacturing; retail trade; and educational services. On the other hand, PUSD catchment residents are more concentrated in finance and insurance; real estate rental and leasing; professional and business services; and educational and health services.

Labor Profile	City of Pasadena		3-Cities PUSD		4.0-Mile Radius		Los Angeles County	
EMPLOYMENT & INDUSTRY PROFILE								
Labor Profile								
Population over 16 Years	117,986		161,537		200,840		7,840,494	
- Not in the Labor Force	42,759		57,548		72,795		3,090,314	
- Employed	70,062		97,434		120,338		4,350,414	
- Unemployed	5,153		6,524		7,665		393,263	
- Unemployment Rate	6.9%		6.3%		6.0%		8.3%	
Employed Residents by Industry	70,062		97,433		120,339		4,350,414	
- Agriculture, Forestry, Fishing, Hunting and Mining	146	0.2%	211	0.2%	215	0.2%	11,588	0.3%
- Construction	2,883	4.1%	4,048	4.2%	4,605	3.8%	225,260	5.2%
- Manufacturing	5,250	7.5%	7,127	7.3%	8,910	7.4%	650,614	15.0%
- Wholesale Trade	1,879	2.7%	2,523	2.6%	3,689	3.1%	203,222	4.7%
- Retail Trade	5,931	8.5%	8,165	8.4%	9,943	8.3%	459,267	10.6%
- Transportation, Warehousing and Utilities	2,391	3.4%	3,703	3.8%	4,393	3.7%	218,960	5.0%
- Information	4,004	5.7%	5,764	5.9%	7,210	6.0%	232,218	5.3%
- Finance, Insurance and Real Estate	6,047	8.6%	8,555	8.8%	11,322	9.4%	298,435	6.9%
- Professional, Scientific and Technical Services	7,858	11.2%	10,947	11.2%	13,972	11.6%	298,256	6.9%
- Management	54	0.1%	54	0.1%	68	0.1%	1,931	0.0%
- Educational Services	8,874	12.7%	12,569	12.9%	15,456	12.8%	363,933	8.4%
- Other Services	12,559	17.9%	15,772	16.2%	18,341	15.2%	710,585	16.3%
- Health Care and Social Assistance	8,106	11.6%	11,729	12.0%	14,711	12.2%	428,996	9.9%
- Arts, Entertainment and Recreation	1,511	2.2%	2,484	2.5%	3,048	2.5%	108,432	2.5%
- Public Administration	2,569	3.7%	3,782	3.9%	4,456	3.7%	138,717	3.2%

Source: Claritas, 2010; and CBRE Consulting

III. Overview Analysis

Labor & Employment

Daytime Labor-force by Industry

- Similar to resident labor force profile, the daytime employment is also much heavily concentrated in services sector in the PUSD catchment than that in the County.

BY INDUSTRY SECTOR	City of Pasadena			3-Cities PUSD			4.0-Mile Radius			Los Angeles County		
	Firms	Employment	% Emp.	Firms	Employment	% Emp.	Firms	Employment	% Emp.	Firms	Employment	% Emp.
TOTAL - ALL INDUSTRIES & OCCUPATIONS	9,913	119,140	100.00%	11,465	128,774	100.00%	13,255	141,742	100.00%	434,293	4,529,140	100.00%
1. Agricultural, Forestry & Fishing	99	519	0.44%	139	659	0.51%	158	751	0.53%	3,793	25,492	0.56%
2. Mining	4	9	0.01%	5	12	0.01%	8	18	0.01%	236	3,488	0.08%
3. Construction	325	2,052	1.72%	457	2,807	2.18%	519	2,868	2.02%	20,617	149,183	3.29%
4. Manufacturing	231	3,861	3.24%	292	4,198	3.26%	323	4,407	3.11%	22,603	453,724	10.02%
5. Transportation, Communication & Utilities	217	3,020	2.53%	250	3,265	2.54%	287	3,557	2.51%	15,996	204,138	4.51%
6. Wholesale Trade	241	1,626	1.36%	292	1,786	1.39%	364	2,085	1.47%	25,846	267,273	5.90%
7. Retail Trade	1,718	21,704	18.22%	1,987	23,354	18.14%	2,317	26,494	18.69%	90,644	915,573	20.22%
8. Finance, Insurance & Real Estate	1,114	12,020	10.09%	1,249	12,565	9.76%	1,465	14,060	9.92%	39,695	327,579	7.23%
9. Services	5,541	69,274	58.15%	6,310	74,602	57.93%	7,248	81,584	57.56%	199,541	1,902,867	42.01%
700000 - Hotels & Other Lodging	32	6,565	5.51%	39	6,592	5.12%	51	6,705	4.73%	1,775	54,718	1.21%
720000 - Personal Services	453	1,874	1.57%	571	2,217	1.72%	684	2,621	1.85%	23,594	93,742	2.07%
730000 - Business Services	648	5,382	4.52%	771	5,820	4.52%	904	6,365	4.49%	27,636	247,564	5.47%
750000 - Auto Repair, Services, & Parking	239	1,247	1.05%	271	1,340	1.04%	306	1,498	1.06%	14,745	71,587	1.58%
760000 - Miscellaneous Repair Services	110	505	0.42%	126	541	0.42%	142	609	0.43%	5,133	18,107	0.40%
780000 - Motion Pictures	65	275	0.23%	81	328	0.25%	92	417	0.29%	4,499	58,135	1.28%
790000 - Amusement & Recreation Services	149	1,427	1.20%	189	1,761	1.37%	230	1,873	1.32%	7,703	106,901	2.36%
800000 - Health Services	1,564	16,304	13.68%	1,663	16,721	12.98%	1,866	17,982	12.69%	52,235	409,410	9.04%
810000 - Legal Services	680	3,030	2.54%	699	3,091	2.40%	792	3,520	2.48%	13,797	94,459	2.09%
820000 - Educational Services	206	10,628	8.92%	253	11,869	9.22%	301	13,436	9.48%	7,728	377,421	8.33%
830000 - Social Services	341	4,476	3.76%	409	6,016	4.67%	447	7,198	5.08%	9,533	122,227	2.70%
840000 - Museums, Botanical & Zoological Gardens	14	208	0.17%	15	210	0.16%	18	277	0.20%	377	5,440	0.12%
860000 - Membership Organizations	300	1,898	1.59%	380	2,278	1.77%	427	2,584	1.82%	10,166	72,355	1.60%
870000 - Engineering & Management Services	710	15,388	12.92%	803	15,735	12.22%	939	16,398	11.57%	19,311	164,274	3.63%
880000 - Private Households	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
890000 - Miscellaneous Services	30	67	0.06%	40	83	0.06%	49	101	0.07%	1,309	6,527	0.14%
10. Public Administration	157	4,189	3.52%	168	4,541	3.53%	184	4,708	3.32%	3,803	235,241	5.19%
11. Non-classifiable	266	866	0.73%	316	985	0.76%	382	1,210	0.85%	11,519	44,582	0.98%

Source: Claritas, 2010; and CBRE Consulting

III. Overview Analysis

Labor & Employment

Daytime Labor-force by Occupation

- Given heavier service industry concentration, the PUSD catchment daytime employment has greater share of executive & professionals (36.7%) vs. County (34.4%). Administrative and support occupations also have greater share compared to County.

BY OCCUPATION	City of Pasadena		3-Cities PUSD		4.0-Mile Radius		Los Angeles County	
	Employment	% Emp.	Employment	% Emp.	Employment	% Emp.	Employment	% Emp.
TOTAL - ALL OCCUPATIONS	119,140	100.00%	128,774	100.00%	141,742	100.00%	4,529,140	100.00%
Executive & Professional	43,765	36.73%	47,286	36.72%	52,115	36.77%	1,559,781	34.44%
- Management	9,633	8.09%	10,396	8.07%	11,381	8.03%	342,712	7.57%
- Sales & Marketing	12,094	10.15%	12,961	10.06%	14,905	10.52%	565,902	12.49%
- Health, Legal & Social	7,909	6.64%	8,538	6.63%	9,109	6.43%	211,033	4.66%
- Engineers, Scientists & Professionals	5,125	4.30%	5,288	4.11%	5,481	3.87%	97,427	2.15%
- Educators	6,648	5.58%	7,518	5.84%	8,419	5.94%	234,313	5.17%
- Journalists & Creative Professionals	2,357	1.98%	2,583	2.01%	2,818	1.99%	108,394	2.39%
Administration & Support	37,093	31.13%	39,366	30.57%	43,116	30.42%	1,218,400	26.90%
- Management Support	4,354	3.65%	4,629	3.59%	5,063	3.57%	148,397	3.28%
- Administrative & Clerical Support	26,075	21.89%	27,810	21.60%	30,714	21.67%	900,061	19.87%
- Technical Support	6,665	5.59%	6,928	5.38%	7,339	5.18%	169,942	3.75%
Service Personnel	21,087	17.70%	22,665	17.60%	24,859	17.54%	629,957	13.91%
- Health Care	2,560	2.15%	2,686	2.09%	2,933	2.07%	75,334	1.66%
- Food & Beverage	12,821	10.76%	13,537	10.51%	14,740	10.40%	345,610	7.63%
- Personal Services	3,757	3.15%	4,366	3.39%	4,943	3.49%	128,217	2.83%
- Protective Services	1,949	1.64%	2,076	1.61%	2,242	1.58%	80,796	1.78%
Trade & Labor	18,738	15.73%	20,712	16.08%	22,548	15.91%	1,047,654	23.13%
- Construction	1,985	1.67%	2,406	1.87%	2,514	1.77%	129,486	2.86%
- Installation & Repair	8,138	6.83%	8,791	6.83%	9,513	6.71%	292,455	6.46%
- Craft Production	1,174	0.99%	1,288	1.00%	1,422	1.00%	81,618	1.80%
- Machine Operators	1,511	1.27%	1,588	1.23%	1,744	1.23%	132,987	2.94%
- Assemblers	557	0.47%	622	0.48%	674	0.48%	69,504	1.53%
- Transportation	2,005	1.68%	2,229	1.73%	2,450	1.73%	140,139	3.09%
- Agriculture	1,051	0.88%	1,212	0.94%	1,373	0.97%	45,327	1.00%
- Laborers	2,318	1.95%	2,576	2.00%	2,858	2.02%	156,138	3.45%

Source: Claritas, 2010; and CBRE Consulting

III. Overview Analysis

Demographic

Demographics

- Projected household growth in PUSD catchment (6.6%) higher than in LA County (4.4%)
- Refer Appendix Exhibit I-1 for detailed demographic profile of these regions

Demographic Profiles	City of Pasadena	3-Cities PUSD	4.0-Mile Radius	Los Angeles County
POPULATION				
2014 Projected Population	157,097	213,507	263,582	10,654,722
2009 Estimated Population	147,737	202,381	250,802	10,154,857
2000 Census Population	133,933	187,124	234,229	9,519,338
Growth 2009-2014	6.3%	5.5%	5.1%	4.9%
Growth 2000-2009	10.3%	8.2%	7.1%	6.7%
HOUSEHOLDS				
2014 Projected Households	60,869	81,525	98,652	3,436,457
2009 Estimated Households	57,111	77,101	93,845	3,291,970
2000 Census Households	51,843	71,380	88,100	3,133,774
Growth 2009-2014	6.6%	5.7%	5.1%	4.4%
Growth 2000-2009	10.2%	8.0%	6.5%	5.1%
2009 Est. Average Household Size	2.52	2.56	2.62	3.03

Source: Claritas, 2010; and CBRE Consulting

- Refer Appendix Exhibits I-1 to I-5 for detailed regional demographic analysis.

III. Overview Analysis

Demographic

Age, Ethnicity and Education

- PUSD catchment has higher share of residents with at least a Bachelor's degree (>40%) compared to less than 25% countywide.
- Refer Appendix Exhibit I-1 for detailed demographic profile of these regions

Demographic Profiles	City of Pasadena		3-Cities PUSD		4.0-Mile Radius		Los Angeles County	
AGE, ETHNICITY & EDUCATION								
Age								
- Aged 0 to 4 Years	9,092	6.2%	12,270	6.1%	14,938	6.0%	732,364	7.2%
- Aged 5 to 17 Years	24,315	16.5%	33,924	16.8%	42,111	16.8%	1,889,657	18.6%
- Aged 18 to 24 Years	12,540	8.5%	17,322	8.6%	21,876	8.7%	1,058,202	10.4%
- Aged 25 to 54 Years	66,872	45.3%	89,045	44.0%	108,671	43.3%	4,385,263	43.2%
- Aged 55 to 64 Years	15,897	10.8%	23,006	11.4%	29,500	11.8%	1,006,983	9.9%
- Aged 65 to 84 Years	15,618	10.6%	22,109	10.9%	28,021	11.2%	928,121	9.1%
- Aged 85 Years and Older	3,404	2.3%	4,706	2.3%	5,684	2.3%	154,267	1.5%
2009 Estimated Median Age	37.62		38.58		38.76		34.85	
Race and Origin								
- White Non-Hispanic Population	58,178	39.4%	86,645	42.8%	103,630	41.3%	3,026,576	29.8%
- Hispanic Population	54,635	37.0%	66,639	32.9%	78,657	31.4%	4,844,179	47.7%
- Black Population	16,780	11.4%	27,876	13.8%	29,018	11.6%	901,407	8.9%
- Asian Population	17,403	11.8%	20,141	10.0%	37,998	15.2%	1,312,840	12.9%
Education Attainment								
Population Over 25 Years	101,790		138,866		171,876		6,474,634	
- Less Than High School Diploma	21,409	21.0%	26,278	18.9%	30,315	17.6%	1,989,706	30.7%
- High School Diploma	13,649	13.4%	19,135	13.8%	22,693	13.2%	1,219,800	18.8%
- Some College or Associate Degree	25,110	24.7%	36,565	26.3%	44,402	25.8%	1,685,737	26.0%
- Bachelors Degree	23,527	23.1%	32,150	23.2%	42,266	24.6%	1,023,159	15.8%
- Masters, Professional or Doctoral Degree	18,094	17.8%	24,738	17.8%	32,201	18.7%	556,232	8.6%

Source: Claritas, 2010; and CBRE Consulting

III. Overview Analysis

Demographic

Household Income

- PUSD catchment average HH income nearly 30% higher (\$94,778) than county's (\$77,484)
- Refer Appendix Exhibit I-2 for detailed demographic profile of these regions

Demographic Profiles	City of Pasadena		3-Cities PUSD		4.0-Mile Radius		Los Angeles County	
HOUSEHOLD INCOME								
Households by Income								
- Income Less than \$25,000	12,213	21.4%	14,579	18.9%	16,655	17.7%	761,944	23.1%
- Income \$25,000 to \$49,999	12,571	22.0%	16,413	21.3%	19,049	20.3%	785,978	23.9%
- Income \$50,000 to \$74,999	9,866	17.3%	13,061	16.9%	15,378	16.4%	583,148	17.7%
- Income \$75,000 to \$99,999	6,413	11.2%	9,176	11.9%	11,260	12.0%	389,921	11.8%
- Income \$100,000 to \$149,999	7,750	13.6%	11,513	14.9%	14,291	15.2%	420,985	12.8%
- Income \$150,000 to \$249,999	5,076	8.9%	7,706	10.0%	10,415	11.1%	233,543	7.1%
- Income \$250,000 and over	3,224	5.6%	4,654	6.0%	6,797	7.2%	116,451	3.5%
2009 Est. Median Household Income	\$58,587		\$63,497		\$67,499		\$53,642	
2009 Est. Average Household Income	\$89,765		\$94,778		\$102,027		\$77,484	
2000 Cen. Avg. Household Income	\$71,766		\$74,280		\$80,673		\$61,811	

Source: Claritas, 2010; and CBRE Consulting

III. Overview Analysis

Demographic

Housing

- Balanced housing tenure – only marginally higher share of owner occupied units (51.6%) than renter occupied.
- Refer Appendix Exhibit I-2 for detailed demographic profile of these regions

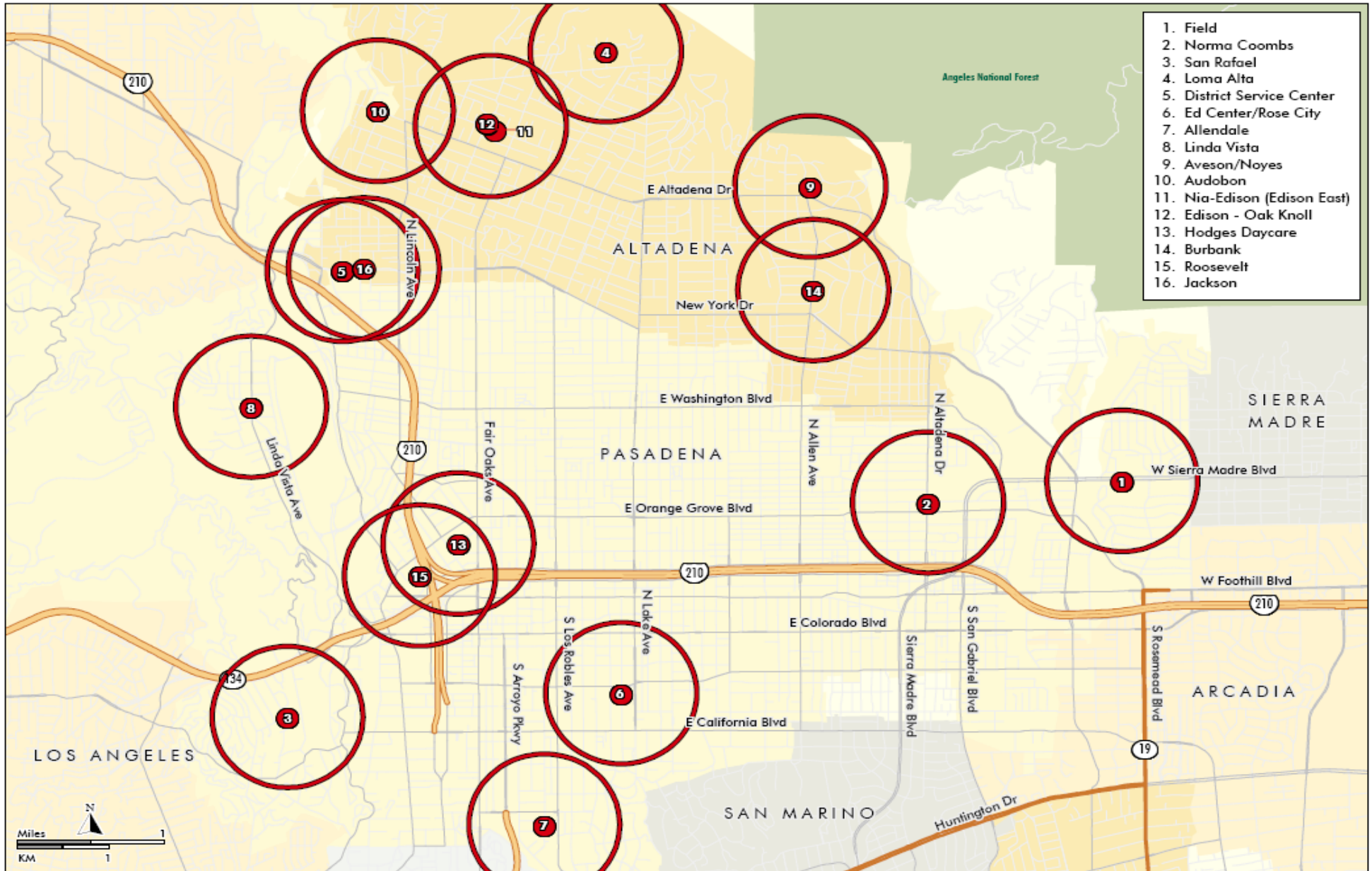
Demographic Profile	City of Pasadena		3-Cities PUSD		4.0-Mile Radius		Los Angeles County	
HOUSING UNITS								
Total Units by Tenure								
2009 Estimated Housing Units	59,299		79,848		97,127		3,417,422	
2009 Estimated Occupied Units	57,111	96.3%	77,101	96.6%	93,845	96.6%	3,291,970	96.3%
2009 Est. Owner Occupied Units	25,526	44.7%	39,757	51.6%	50,996	54.3%	1,568,359	47.6%
2009 Est. Renter Occupied Units	31,585	55.3%	37,344	48.4%	42,849	45.7%	1,723,611	52.4%
2009 Estimated Vacant Units	2,188	3.7%	2,746	3.4%	3,282	3.4%	125,452	3.7%
Housing Type								
- 1 Unit Detached	26,393	44.5%	43,139	54.0%	55,697	57.3%	1,655,344	48.4%
- 1 Unit Attached	4,519	7.6%	5,413	6.8%	6,164	6.3%	253,253	7.4%
- 2 Units	1,569	2.6%	2,169	2.7%	2,558	2.6%	92,766	2.7%
- 3-19 Units	14,748	24.9%	16,624	20.8%	18,672	19.2%	762,009	22.3%
- 20-49 Units	6,411	10.8%	6,727	8.4%	7,893	8.1%	305,301	8.9%
- 50+ Units	5,582	9.4%	5,660	7.1%	6,014	6.2%	288,599	8.4%
- Others	77	0.1%	115	0.1%	131	0.1%	60,150	1.8%
2009 Est. Median Year Structure Built	1959		1956		1955		1964	

Source: Claritas, 2010; and CBRE Consulting

III. Overview Analysis

Site Demographics

Half-Mile Trade Areas



III. Overview Analysis

Site Demographics

Population & Households

- Ed Center and Hodges Daycare sites have greatest population concentrations within half-mile trade areas; Linda Vista, Noyes and Loma Alta have the least.

Age, Ethnicity & Education

- Ed Center, Lind Vista, San Rafael, Noyes, Allendale and Burbank each have above countywide share of undergraduate degree holders

Household Income

- Linda Vista, San Rafael, Noyes and Field have households within half-mile with average income in excess of \$125,000

Housing

- Most sites have predominantly single-family concentration in proximity to the sites, except Ed Center, Allendale and Hodges sites.
- Refer Appendix Exhibits I-6 to I-9 for detailed site specific demographic analysis.

Demographic Profile	POPULATION & HOUSEHOLDS			
	Population		Households	
	2009 Est.	2014 Prj. 5-yr. Growth	2009 Est.	2014 Prj. 5-yr. Growth
1 Field	3,086	3,214 4.1%	1,193	1,241 4.0%
2 Norma Coombs	4,886	5,174 5.9%	1,899	2,001 5.4%
3 San Rafael	2,425	2,558 5.5%	1,011	1,074 6.2%
4 Loma Alta	2,097	2,108 0.5%	767	778 1.4%
5 District Service Ctr	3,401	3,549 4.4%	1,028	1,062 3.3%
6 Ed Center	11,631	12,382 6.5%	6,767	7,263 7.3%
7 Allendale	5,705	5,957 4.4%	2,857	2,994 4.8%
8 Linda Vista	1,193	1,214 1.8%	466	476 2.1%
9 Aveson/Noyes	1,450	1,455 0.3%	561	567 1.1%
10 Audobon	4,093	4,308 5.3%	1,257	1,314 4.5%
11, 12 Edison	5,802	5,923 2.1%	1,928	1,972 2.3%
13 Hodges Daycare	10,021	10,818 8.0%	2,852	3,067 7.5%
14 Burbank	4,797	4,890 1.9%	1,744	1,779 2.0%
15 Roosevelt	3,440	3,770 9.6%	1,325	1,448 9.3%
16 Jackson	5,340	5,557 4.1%	1,490	1,534 3.0%

Source: Claritas, 2010; and CBRE Consulting

III. Overview Analysis

Site Demographics

Resident Labor Profile

- Jackson and DSC have double digit resident unemployment rates, followed by Hodges and Edison sites

Labor Profile	RESIDENT EMPLOYMENT										
	Labor Force	Employed	Unemp. Rate	By Industry							
				Constr.	Mfg.	Trade	TCPU	Info.	FIRE	Service	Public Admin.
1 Field	1,681	1,622	3.5%	58 3.6%	95 5.9%	175 10.8%	41 2.5%	129 8.0%	190 11.7%	853 52.6%	79 4.9%
2 Norma Coombs	2,534	2,441	3.7%	67 2.7%	170 7.0%	281 11.5%	111 4.5%	189 7.7%	323 13.2%	1,189 48.7%	103 4.2%
3 San Rafael	1,256	1,236	1.6%	10 0.8%	89 7.2%	102 8.3%	34 2.8%	113 9.1%	210 17.0%	636 51.5%	37 3.0%
4 Loma Alta	1,181	1,106	6.4%	57 5.2%	90 8.1%	61 5.5%	63 5.7%	65 5.9%	100 9.0%	567 51.3%	103 9.3%
5 District Service Ctr	1,521	1,376	9.5%	57 4.1%	119 8.6%	146 10.6%	138 10.0%	40 2.9%	156 11.3%	678 49.3%	42 3.1%
6 Ed Center	7,465	7,117	4.7%	71 1.0%	404 5.7%	659 9.3%	142 2.0%	407 5.7%	714 10.0%	4,498 63.2%	223 3.1%
7 Allendale	3,594	3,435	4.4%	109 3.2%	198 5.8%	490 14.3%	112 3.3%	291 8.5%	273 7.9%	1,867 54.4%	95 2.8%
8 Linda Vista	603	593	1.7%	26 4.4%	43 7.3%	62 10.5%	16 2.7%	43 7.3%	64 10.8%	309 52.1%	29 4.9%
9 Aveson/Noyes	851	814	4.3%	44 5.4%	36 4.4%	56 6.9%	31 3.8%	45 5.5%	113 13.9%	459 56.4%	28 3.4%
10 Audobon	1,890	1,805	4.5%	68 3.8%	81 4.5%	184 10.2%	110 6.1%	97 5.4%	147 8.1%	1,026 56.8%	89 4.9%
11, 12 Edison	2,950	2,736	7.3%	139 5.1%	141 5.2%	238 8.7%	190 6.9%	177 6.5%	278 10.2%	1,428 52.2%	133 4.9%
13 Hodges Daycare	4,539	4,123	9.2%	321 7.8%	379 9.2%	508 12.3%	150 3.6%	124 3.0%	185 4.5%	2,368 57.4%	85 2.1%
14 Burbank	2,494	2,412	3.3%	110 4.6%	146 6.1%	257 10.7%	60 2.5%	117 4.9%	242 10.0%	1,408 58.4%	69 2.9%
15 Roosevelt	1,669	1,582	5.2%	82 5.2%	122 7.7%	192 12.1%	55 3.5%	72 4.6%	77 4.9%	934 59.0%	48 3.0%
16 Jackson	2,345	2,098	10.5%	87 4.1%	181 8.6%	260 12.4%	205 9.8%	76 3.6%	189 9.0%	1,035 49.3%	61 2.9%

Source: Claritas, 2010; and CBRE Consulting

III. Overview Analysis

Site Demographics

Daytime Employment Profile

- Ed Center has highest concentration of firms within half-mile, while Roosevelt and Hodges have similarly high number of daytime workers (more than 13,000) as well

Labor Profile	DAYTIME EMPLOYMENT											
	Total Firms	Daytime Workers	Employment by Main Industry Sectors						By Occupation			
			Mfg.	TCPU	Wholesale Trade	Retail Trade	FIRE	Service	Executive & Prof.	Sales & Admin.	Service	Trade & Labor
1 Field	109	900	87 9.7%	18 2.0%	13 1.4%	96 10.7%	59 6.6%	602 66.9%	347 38.6%	216 24.0%	197 21.9%	118 13.1%
2 Norma Coombs	81	909	3 0.3%	- 0.0%	12 1.3%	14 1.5%	10 1.1%	807 88.8%	432 47.5%	220 24.2%	109 12.0%	123 13.5%
3 San Rafael	141	1,357	5 0.4%	31 2.3%	22 1.6%	370 27.3%	45 3.3%	843 62.1%	538 39.6%	307 22.6%	257 18.9%	149 11.0%
4 Loma Alta	32	154	1 0.6%	13 8.4%	2 1.3%	3 1.9%	3 1.9%	128 83.1%	66 42.9%	31 20.1%	17 11.0%	26 16.9%
5 District Service Ctr	154	1,383	197 14.2%	8 0.6%	34 2.5%	201 14.5%	24 1.7%	735 53.1%	562 40.6%	296 21.4%	255 18.4%	226 16.3%
6 Ed Center	1,872	15,105	448 3.0%	625 4.1%	204 1.4%	2,997 19.8%	3,357 22.2%	6,805 45.1%	5,403 35.8%	5,047 33.4%	2,383 15.8%	1,645 10.9%
7 Allendale	212	2,184	38 1.7%	18 0.8%	66 3.0%	374 17.1%	133 6.1%	1,488 68.1%	749 34.3%	617 28.3%	492 22.5%	371 17.0%
8 Linda Vista	15	114	85 74.6%	- 0.0%	2 1.8%	4 3.5%	5 4.4%	12 10.5%	63 55.3%	25 21.9%	13 11.4%	15 13.2%
9 Aveson/Noyes	34	168	1 0.6%	1 0.6%	- 0.0%	13 7.7%	5 3.0%	134 79.8%	70 41.7%	39 23.2%	12 7.1%	27 16.1%
10 Audobon	45	326	3 0.9%	12 3.7%	4 1.2%	24 7.4%	3 0.9%	259 79.4%	152 46.6%	69 21.2%	51 15.6%	50 15.3%
11, 12 Edison	73	319	1 0.3%	7 2.2%	1 0.3%	28 8.8%	18 5.6%	209 65.5%	102 32.0%	67 21.0%	22 6.9%	66 20.7%
13 Hodges Daycare	296	13,321	905 6.8%	1,209 9.1%	37 0.3%	571 4.3%	1,056 7.9%	9,276 69.6%	4,720 35.4%	4,714 35.4%	912 6.8%	2,029 15.2%
14 Burbank	70	248	- 0.0%	8 3.2%	9 3.6%	38 15.3%	26 10.5%	146 58.9%	106 42.7%	62 25.0%	30 12.1%	55 22.2%
15 Roosevelt	298	15,628	1,119 7.2%	1,213 7.8%	39 0.2%	2,564 16.4%	1,078 6.9%	9,473 60.6%	5,822 37.3%	5,055 32.3%	1,070 6.8%	2,630 16.8%
16 Jackson	160	1,397	197 14.1%	8 0.6%	34 2.4%	201 14.4%	24 1.7%	749 53.6%	556 39.8%	315 22.5%	263 18.8%	241 17.3%

Source: Claritas, 2010; and CBRE Consulting

III. Overview Analysis

Site Demographic Rankings

- CBRE Consulting concluded that each of the Sites has the potential for a residential development (either single family and/or multifamily); thus, various neighborhood demographic data was examined to assess the relative attractiveness of each location. The composite ranking of sites is presented.
- CBRE Consulting evaluated the following neighborhood demographic information for each Site:
 - Surrounding density (max. permitted number of units)
 - Household growth (5-Yr projection by Claritas)
 - Average income (2009 Household income estimate)
 - Percentage of people who rent their home
 - Percentage of residential buildings with more than 20 units
 - Median house value (Census)

	Max. Density	5-Yr. HH Growth	Percent Renters	20+ Unit Structures	Avg. HH Income	Med. SFR Value - \$	Residential Use Rank	Estimated \$/SF
Field	12	50	15.0%	6.2%	\$131,198	\$734,029	6	425-450
Norma Coombs	12	100	22.1%	1.1%	\$113,557	\$664,315	7	425-450
San Rafael	12	65	8.0%	0.8%	\$182,059	\$1,000,000	1	475-600
Loma Alta	4	10	11.1%	0.0%	\$118,538	\$619,216	8	375-425
District Service Ctr	12	35	26.9%	1.2%	\$72,997	\$455,132	12	350-450
Ed Center	48	500	69.3%	46.8%	\$84,084	\$401,363	2	450-600
Allendale	32	140	60.6%	21.3%	\$113,390	\$898,401	4	425-550
Linda Vista	4	10	5.4%	0.0%	\$249,345	\$1,000,000	1	550-650
Aveson/Noyes	2	5	5.1%	0.0%	\$179,563	\$997,324	3	500-600
Audobon	12	55	22.6%	1.6%	\$82,663	\$482,066	11	350-425
Edison	6	45	18.6%	0.1%	\$90,767	\$487,206	10	425-475
Hodges Daycare	32	215	66.5%	15.5%	\$50,992	\$432,401	14	375-425
Burbank	6	35	24.1%	2.0%	\$121,521	\$789,542	9	400-450
Roosevelt	12	125	43.4%	17.6%	\$75,333	\$530,768	5	450-500
Jackson	4	45	30.0%	2.5%	\$69,858	\$437,692	13	375-425

MARKET ANALYSIS

- *For-Sale Residential*
- *Rental Apartments*
- *Senior Housing*
- d. Retail*
- e. Office*
- f. Sales Comparables*
- g. Development Pipeline*

IV. Market Analysis

a. For-Sale Residential

Single-Family New Home Trends

- Limited Single Family new home sales activity concentrated in few projects
- Refer Appendix Exhibit II-1 for comparison of market trends with regional markets

Year	Quarter	Single Family				Townhouse/Plex			
		Net Sales	Avg Price	Avg SF	Avg \$/SF	Net Sales	Avg Price	Avg SF	Avg \$/SF
Pasadena Submarket									
2006	1	3	\$827,933	2,622	\$318	10	\$1,014,775	1,734	\$590
2006	2	0	0	0	0	(2)	0	0	0
2006	3	0	0	0	0	(3)	0	0	0
2006	4	0	0	0	0	10	872,760	1,618	536
2007	1	0	0	0	0	0	0	0	0
2007	2	0	0	0	0	0	0	0	0
2007	3	0	0	0	0	0	0	0	0
2007	4	0	0	0	0	1	364,000	1,742	183
2008	1	0	0	0	0	(1)	0	0	0
2008	2	0	0	0	0	1	739,000	1,527	484
2008	3	0	0	0	0	0	0	0	0
2008	4	0	0	0	0	0	0	0	0
2009	1	1	1,401,333	3,225	435	8	534,225	1,402	381
2009	2	3	1,401,333	3,225	435	8	471,500	1,402	336
2009	3	4	1,415,500	3,225	439	1	479,000	1,402	342
2009	4	0	0	0	0	0	0	0	0
2010	YTD	0	0	0	0	8	686,833	1,727	388

Source: Hanley Wood Market Intelligence

IV. Market Analysis

a. For-Sale Residential

Single Family Resale Trends

- Combined submarket's resales volume picked up in 2009 driven by tax credits, though still well below 2003-04 levels
- Per SF prices more than 20% below 2007 peak

Zip Code	2003	2004	2005	2006	2007	2008	2009	2010 Q1
Number of Sales								
91001 Altadena	620	596	544	508	354	362	363	53
91101 Pasadena	34	16	20	11	10	7	10	0
91103 Pasadena	267	206	224	235	155	124	175	33
91104 Pasadena	441	446	370	339	246	233	243	46
91105 Pasadena	180	156	153	127	137	100	109	25
91106 Pasadena	151	160	120	107	95	81	94	14
91107 Pasadena	420	426	438	330	316	220	270	49
91108 San Marino	253	247	185	161	187	135	158	30
Combined Submarket	2,366	2,253	2,054	1,818	1,500	1,262	1,422	250
Los Angeles County	89,751	87,351	84,191	69,779	50,559	45,596	57,432	11,879
Median \$/SF								
91001 Altadena	\$ 288	\$ 356	\$ 437	\$ 462	\$ 466	\$ 362	\$ 308	\$ 321
91101 Pasadena	227	281	396	433	344	287	274	-
91103 Pasadena	283	357	452	478	505	350	279	266
91104 Pasadena	307	400	479	498	478	394	373	372
91105 Pasadena	373	440	527	552	577	525	486	458
91106 Pasadena	353	442	538	550	551	520	460	416
91107 Pasadena	306	389	447	475	476	405	384	397
91108 San Marino	380	462	538	581	632	591	581	616
Combined Submarket	\$ 314	\$ 394	\$ 470	\$ 495	\$ 509	\$ 421	\$ 384	\$ 393
Los Angeles County	\$ 234	\$ 297	\$ 358	\$ 397	\$ 385	\$ 279	\$ 226	\$ 233

Source: Data Quick News

IV. Market Analysis

a. For-Sale Residential

Condominium New Home Trends

- New home sales volume picked up in 2009 driven by tax credits
- Per SF prices still more than 35% below 2006 peaks
- Refer Appendix Exhibit II-1 for comparison of market trends with regional markets

Year	Quarter	Condominium			
		Net Sales	Avg Price	Avg SF	Avg \$/SF
Pasadena Submarket					
2006	1	5	\$730,700	1,211	\$627
2006	2	4	675,400	1,092	643
2006	3	39	654,915	1,146	575
2006	4	22	675,573	1,184	574
2007	1	69	475,746	994	486
2007	2	25	514,984	999	518
2007	3	21	389,524	896	459
2007	4	8	436,250	865	513
2008	1	25	478,880	852	579
2008	2	18	427,893	835	617
2008	3	19	458,216	806	574
2008	4	(6)	0	0	0
2009	1	24	441,126	989	426
2009	2	62	583,055	1,575	368
2009	3	59	539,260	1,276	436
2009	4	26	547,108	1,391	406
2010	YTD	17	676,786	1,697	388

Source: Hanley Wood Market Intelligence

IV. Market Analysis

a. For-Sale Residential

Condominium Resale Trends

- Combined submarket's resales volume marginally higher than in 2007, though still well below 2003-04 levels
- Per SF prices more than 20% below 2007 peak

Zip Code	2003	2004	2005	2006	2007	2008	2009	2010 Q1
Number of Sales								
91001 Altadena	6	5	6	8	4	11	22	6
91101 Pasadena	157	167	158	154	132	101	114	23
91103 Pasadena	56	43	40	35	32	24	42	8
91104 Pasadena	30	24	34	18	22	9	19	7
91105 Pasadena	71	57	49	49	42	40	47	14
91106 Pasadena	233	234	220	167	143	119	150	36
91107 Pasadena	91	99	86	77	66	45	60	12
91108 San Marino	n/a	1	n/a	n/a	n/a	n/a	0	0
Combined Submarket	644	630	593	508	441	349	454	106
Los Angeles County	26,091	24,714	23,032	17,852	13,587	12,802	16,663	3,957
Median Sales Price (\$ 000)								
91001 Altadena	\$215	\$277	\$274	\$427	\$411	\$1,075	\$886	\$0
91101 Pasadena	\$305	\$383	\$460	\$480	\$525	\$460	\$403	\$352
91103 Pasadena	\$375	\$432	\$460	\$545	\$560	\$515	\$419	\$437
91104 Pasadena	\$265	\$358	\$363	\$408	\$425	\$275	\$340	\$336
91105 Pasadena	\$497	\$650	\$625	\$771	\$780	\$793	\$600	\$594
91106 Pasadena	\$301	\$375	\$454	\$450	\$465	\$410	\$391	\$401
91107 Pasadena	\$259	\$335	\$414	\$439	\$410	\$419	\$400	\$0
91108 San Marino	n/a	\$445	n/a	n/a	n/a	n/a	n/a	\$0
Combined Submarket	\$321,606	\$398,292	\$457,293	\$493,085	\$509,136	\$494,226	\$441,282	\$424,811
Los Angeles County	\$251,000	\$325,000	\$385,000	\$412,000	\$430,000	\$369,000	\$307,000	\$299,800

Source: Data Quick News

IV. Market Analysis

a. For-Sale Residential

Single-Family / Townhome Comparable Projects

- 5 active projects within last two years
- Price range from lower end \$250-300 PSF at two projects to \$475-600 PSF in couple others
- Refer Appendix Exhibit II-4 for detailed profile of comparable projects

Project Name/Address	# Units/ Open Date/ Units Sold/ Close Date/ Monthly Sales Rate	Base Price Size (SF) Base Price per SF Bed Bath
SINGLE-FAMILY/TOWNHOME PROJECTS		
Fair Oaks Gardens	12 (2)	\$389,000 - \$489,000
1442-1448 N Fair Oaks Ave	1/16/2010	1,328 - 2,018
Pasadena, CA 91106	0 (2)	\$242 - \$293
Sabine	12	\$425,000 - \$450,000
S Lake Ave & E California Blvd	1/14/2010	2,154 - 3,200
Pasadena, CA 91106	0 (5)	\$477 - \$592
Villa Lago on South Lake	12	\$699,000 - \$879,000
E California Blvd & S Lake Ave	2/1/2010	1,302 - 1,789
Pasadena, CA 91101	0 (6)	\$491 - \$537
Huntington Courtyard	20	\$515,000 - \$555,000
Huntington Dr & Michigan Blvd	7/14/2009	1,340 - 1,586
Pasadena, CA 91107	20	\$350 - \$384
Los Robles Village	16	\$425,000 - \$450,000
Los Robles Ave & Villa St	1/7/2009	1,540 - 1,635
Pasadena, CA 91101	16	\$267 - \$292
	9/30/2009	2.0 2.0
	1.8	2.0 - 2.0

Source: Hanley Wood Market Intelligence

IV. Market Analysis

a. For-Sale Residential

Condominium Comparable Projects

- 5 active projects within last two years
- Per SF prices range from \$400 to \$600 on average
- Refer Appendix Exhibit II-4 for detailed profile of comparable projects

Project Name/Address	# Units/ Open Date/ Units Sold/ Close Date/ Monthly Sales Rate	Base Price Size (SF) Base Price per SF Bed Bath
CONDOMINIUM PROJECTS		
Granada Court	29	\$585,000 - \$945,000
E Union St & N Oak Knoll Ave Pasadena, CA 91101	12/2/2006 25	929 - 2,060 \$393 - \$630
Granite Park Place	71 (3)	\$975,000 - \$1,995,000
Granite Dr & Lake St Pasadena, CA 91101	10/4/2008 5 (3)	1,271 - 2,679 \$548 - \$919
Lake at Walnut	111	\$433,000 - \$1,150,000
Lake Ave & Walnut Ave Pasadena, CA 91106	7/31/2007 83	945 - 3,346 \$344 - \$458
Mentor Terrace	29	\$339,000 - \$699,000
Cordova St and Mentor Terrace Pasadena, CA 91106	2/16/2008 19	557 - 1,700 \$411 - \$609
Monterey Collection	20	\$425,000 - \$450,000
Monterey Rd & 60th Ave South Pasadena, CA 90042	2/1/2007 17 (4)	1,540 - 1,635 \$267 - \$292

Source: Hanley Wood Market Intelligence

IV. Market Analysis

b. Rental Residential

Apartment Market Trends

- Class A and overall apartment rents though marginally above 2009 levels, are still below 2007 levels
- Refer Appendix Exhibit II-5 and II-6 for detailed apartment market trends

Period	Inventory (Units)	Inventory Growth	Vacancy %	Net Absorption	Asking Rent
PASADENASUBMARKET					
<u>Class A</u>					
2004	4,874	77	5.2%	272	\$2,050
2005	4,839	-35	5.1%	-29	2,141
2006	5,272	433	9.8%	162	2,392
2007	5,503	231	9.9%	202	2,358
2008	5,503	0	9.5%	22	2,358
2009	5,503	0	7.2%	129	2,252
1Q 2010	5,503	0	7.9%	-40	2,263
Change 2004-10	629		2.7%		\$213
CAGR 2004-09	2.0%				1.7%
<u>All Classes</u>					
2004	18,498	77	3.5%	314	1,478
2005	18,439	-59	3.1%	16	1,523
2006	18,872	433	4.1%	231	1,635
2007	19,103	231	5.0%	50	1,660
2008	19,103	0	5.6%	-115	1,664
2009	19,103	0	5.4%	38	1,622
1Q 2010	19,103	0	5.5%	-19	1,627
Change 2004-10	605		2.0%		\$149
CAGR 2004-09	0.5%				1.6%

Source: Real Estate Information Services (REIS)

IV. Market Analysis

b. Rental Residential

Apartment Comparable Projects

- Significant variation in PSF rents depending on location – range from \$0.90 to \$2.95 PSF

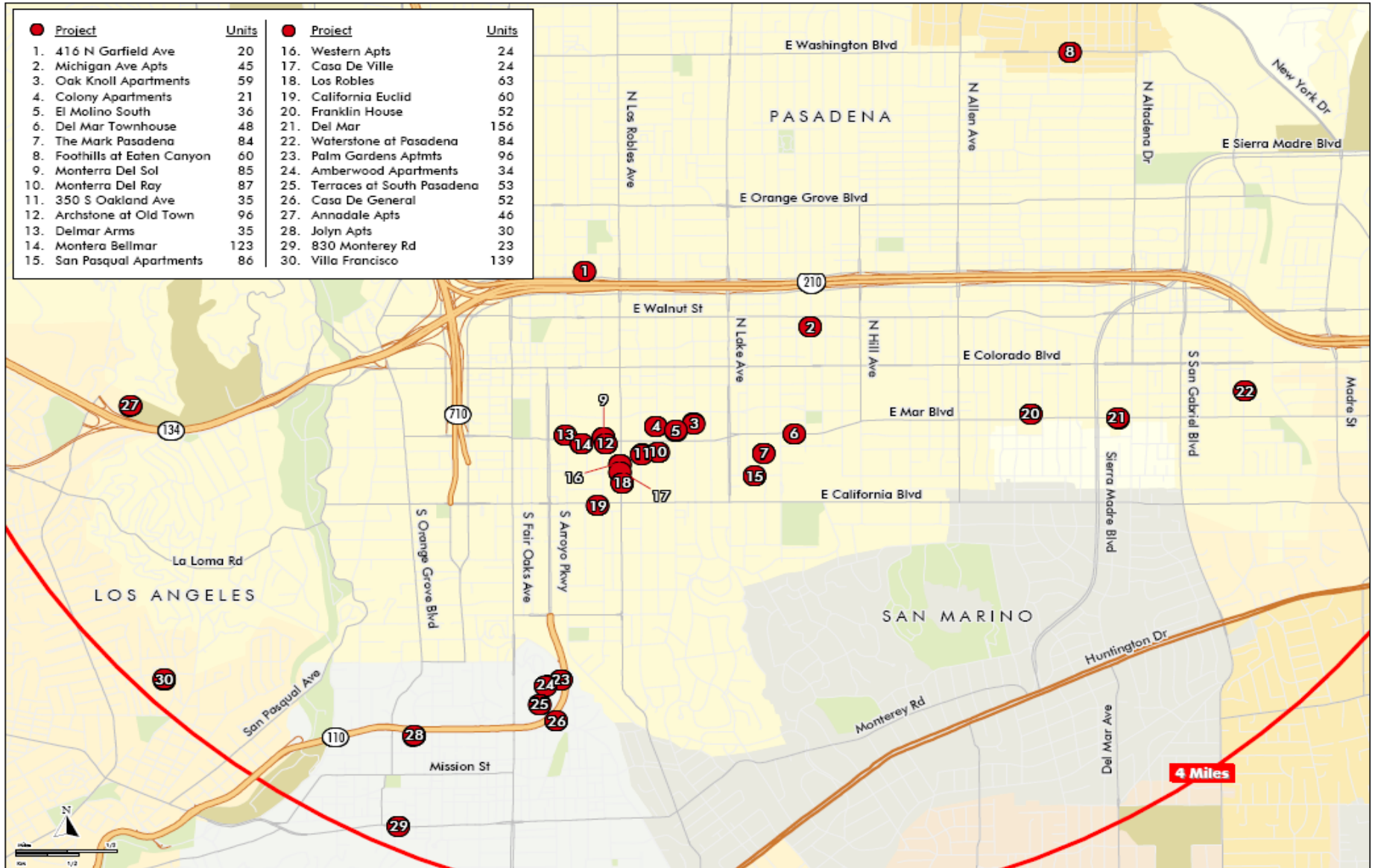
#	Property Name	Year Built	Floors	Vacancy Rate	Total		Average		Rent \$/SF Range
					Units	Unit Size Range	Rent/Unit	Rent/Unit Range	
1	416 N Garfield Ave	1957	2	5.0%	20	650-650	\$953	953-953	1.47-1.47
2	Michigan Ave Apts	1976	4	0.0%	45	700-1,000	\$1,320	1,100-1,900	1.50-1.90
3	Oak Knoll Apartments	1962	2	5.1%	59	580-900	\$1,219	1,200-1,750	1.94-2.07
4	Colony Apartments	1961	2	9.5%	21	600-688	\$1,163	801-1,201	1.34-1.75
5	El Molino South	1965	3	2.8%	36	760-1,150	\$1,304	1,195-1,550	1.35-1.69
6	Del Mar Townhouse	1964	3	6.3%	48	900-1,400	\$1,600	1,400-1,800	1.29-1.56
7	The Mark Pasadena/Fmr:monarch Pasadena	1973	3	4.8%	84	795-1,054	\$1,636	1,563-2,076	1.97-1.97
8	Foothills at Eaten Canyon Apartments	1965	2	1.7%	60	750-1,285	\$1,468	1,375-2,050	1.60-1.83
9	Monterra Del Sol	1972	3	2.4%	85	490-1,035	\$1,508	1,153-1,746	1.69-2.35
10	Monterra Del Ray	1974	3	2.3%	87	694-1,206	\$1,439	1,327-2,057	1.71-2.01
11	350 S Oakland Ave	1974	3	5.7%	35	825-980	\$1,492	1,397-1,592	1.62-1.69
12	Archstone at Old Town Pasadena	1971	3	5.2%	96	575-950	\$1,581	1,504-1,925	2.03-2.62
13	Delmar Arms	1954	2	5.7%	35	540-1,010	\$1,070	900-1,250	1.24-1.67
14	Montera Bellmar/Fmr Windsor Terrace	1973	3	4.9%	123	460-815	\$1,539	1,356-1,594	1.96-2.95
15	San Pasqual Apartments	1971	3	5.8%	86	800-1,200	\$1,905	1,820-2,185	1.82-2.28
16	Western Apts	1982	2	0.0%	24	380-620	\$1,576	1,201-1,700	2.74-3.16
17	Casa De Ville	1969	2	4.2%	24	739-1,451	\$1,676	1,303-2,007	1.24-1.76
18	Los Robles	1972	3	15.9%	63	785-1,027	\$1,431	1,360-1,638	1.59-1.73
19	California Euclid	1973	3	3.3%	60	1,025-1,500	\$1,583	1,463-1,863	1.24-1.43
20	Franklin House	1960	3	7.7%	52	500-1,800	\$1,394	1,250-2,100	1.17-2.50
21	Del Mar	1972	4	3.8%	156	800-1,150	\$1,284	1,225-1,611	1.40-1.53
22	Waterstone at Pasadena	1971	3	11.9%	84	500-900	\$1,288	1,000-1,363	1.51-2.00
23	Palm Gardens Apartments/Fmr Penthou	1960	4	1.0%	96	700-850	\$1,569	1,351-1,761	1.93-2.07
24	Amberwood Apartments	1960	2	0.0%	34	1,200-1,800	\$1,776	1,710-1,842	0.95-1.54
25	Terraces at South Pasadena	1964	2	22.6%	53	650-800	\$1,425	1,375-1,900	2.12-2.38
26	Casa De General	1969	2	1.9%	52	850-1,950	\$1,770	1,592-2,232	1.14-1.87
27	Annadale Apts	1967	3	2.2%	46	739-1,451	\$1,975	1,375-2,378	1.39-1.86
28	Jolyn Apts	1961	3	0.0%	30	500-1,100	\$1,206	826-1,403	1.28-1.65
29	830 Monterey Rd	1970	2	0.0%	23	739-1,451	\$1,090	928-1,342	0.92-1.26
30	Villa Francisco	1978	4	0.0%	139	700-817	\$1,532	1,514-1,581	1.94-2.16

Source: Real Estate Information Services (REIS)

IV. Market Analysis

b. Rental Residential

Apartment Comparable Projects



Source: Real Estate Information Services (REIS)

IV. Market Analysis

c. Senior Housing

Select Senior Housing Comparable Projects

- Senior housing rents vary significantly by the level of amenities provided
- These range from ~\$3.50 to \$9.00 at the select comparable projects in Pasadena

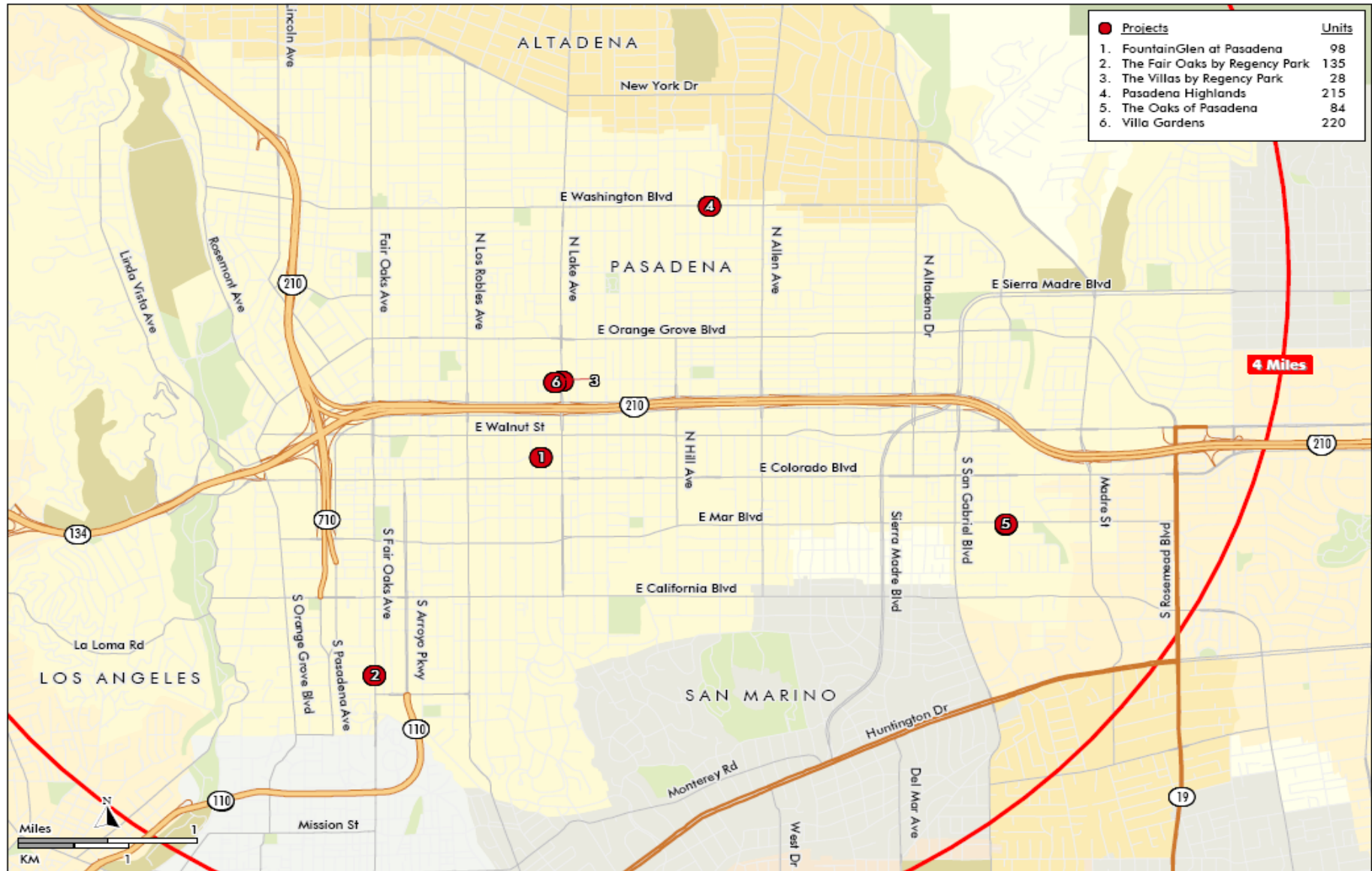
	Units	Type	Size SF	Rent/Month	Rent/SF	Services	
1 FountainGlen at Pasadena 775 E. Union Street Pasadena, California 91101 www.fountainglenpasadena.com	98	1 BD/1BA 1 BD/1BA 2 BD/1BA 2 BD/2BA	601 645 808 872	\$1,460 \$1,535 \$1,750 \$1,850	\$2.43 \$2.38 \$2.17 \$2.12	Billiards Business Center Clubhouse Gated Access	Laundry Facility BBQ Picnic Area Spa/Hot Tub Fitness Center
2 The Fair Oaks by Regency Park 951 S. Fair Oaks Avenue Pasadena, California 91105 www.regencypk.com/FO_facility.html	135	Studio 1BD 1BD + Den 2BD	309 750 749 891	\$3,050 \$4,550 \$5,450 n/a	\$9.87 \$6.07 \$7.28 n/a	3 Meals/day Housekeeping 24 Hour Staffing Linen Service Movie Theatre	Activity Program All Utilites Emergency Call System Computer Café
3 The Villas by Regency Park 925 Villa Street Pasadena, California 91106 www.regencypk.com/VI_facility.html	28	Studio 1BD 2BD	575 725 875	\$2,150 + \$2,500 + \$3,500 +	\$3.74 + \$3.45 + \$4.00 +	Housekeeping Linen Service Fitness Center All Utilites	2 Meals/day Local transportation TV Room/Library Activity Program
4 Pasadena Highlands 1575 E. Washington Blvd Pasadena, California 91104 www.pasadenahighlands.net	215	Studio Small 1BD Large 1BD 2BD	470 502 570 805	\$2,850 + \$3,100 + \$3,300 + \$3,925 +	\$6.06 \$6.18 \$5.79 \$4.88	24 Hour Staffing All Utilites 1 Meal/day Activity Program	Emergency Call System Weekly Housekeeping Scheduled Transportation
5 The Oaks of Pasadena 2954 E Del Mar Blvd Pasadena, CA 91107 www.oaksofpasadena.com	84	Studio 1BD 2BD	480 740 1220	\$2,700 \$4,000 \$5,900	\$5.63 \$5.41 \$4.84	2 Meals/day Activity Program Recreation Room 24 Hour Staffing Laundry Facilities	Landscaped Gardens and Sitting Areas Scheduled Transportation TV Room/Library/Lounges Housekeeping Pool/Spa
6 Villa Gardens 842 E. Villa St. Pasadena, CA 91101 www.villagardens.org	220	Studio 1BD 2BD 2BD	426 672 925 1056	\$3,580 \$4,845 \$6,115 \$6,735	\$8.40 \$7.21 \$6.61 \$6.38	1 Meal/Day Fitness Center Pool Activity Program	Local Transportation Weekly Housekeeping Laundry Facilities Utilities except Cable and Phone

Source: Desktop research and websites of individual projects

IV. Market Analysis

c. Senior Housing

Select Senior Housing Comparable Projects



Source: Desktop research and websites of individual projects

IV. Market Analysis

d. Commercial Retail

Retail Market Trends

- Pasadena Submarket rents below 2005 levels, though still above County average

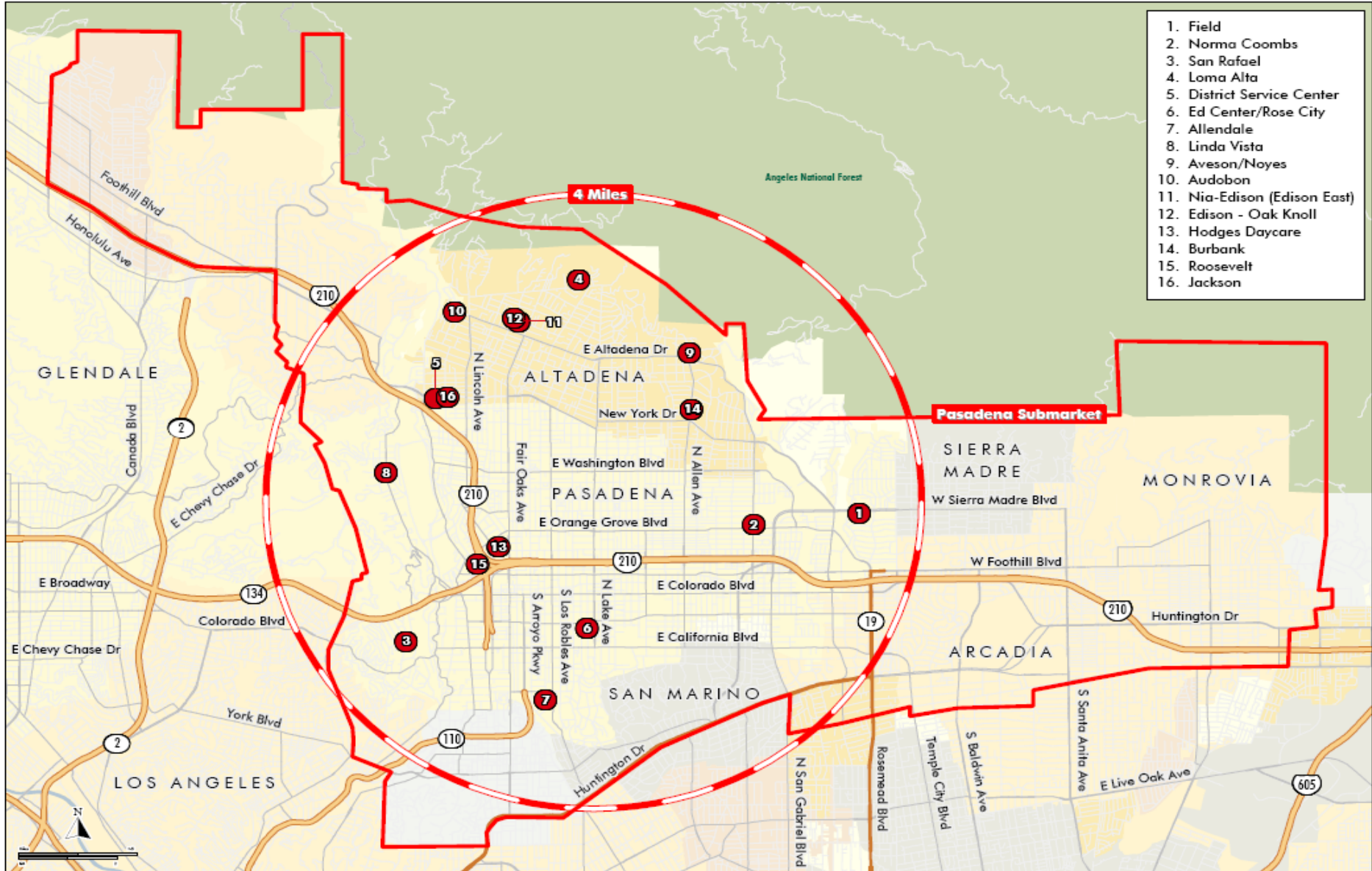
Trend by Market Area	SUPPLY				DEMAND			LEASE RATE
	Inventory GLA (SF)	Vacancy Rate % (1)	Inventory Growth	SF Under Construction	Total Deals	Total SF Leased	Net Absorption	(\$/SF/Yr.) (1,2)
Pasadena/Arcadia/Monrovia Submarket								
2004	18,618,675	2.8%		22,195	72	155,084	(154,803)	\$19.31
2005	18,701,778	3.6%	83,103	136,791	82	164,212	(64,497)	29.19
2006	18,881,766	2.5%	179,988	75,945	67	205,619	381,931	34.21
2007	18,960,072	1.5%	78,306	76,741	79	291,326	269,158	39.77
2008	19,086,698	2.6%	126,626	50,092	103	308,605	(79,397)	34.64
2009	19,138,472	4.3%	51,774	0	168	339,208	(278,222)	31.73
1Q 2010	19,132,267	4.4%	(6,205)	0	43	81,754	(24,242)	28.59
2004-10 Change	513,592	1.5%						\$9.28
2004-10 CAGR	0.5%							6.8%
LA Region								
2004	411,890,867	2.0%		4,003,022	824	2,144,045	589,225	\$21.09
2005	416,491,354	2.6%	4,600,487	2,845,201	1,042	2,626,190	2,199,145	23.70
2006	419,212,506	2.5%	2,721,152	6,066,264	1,483	4,571,282	2,991,809	25.71
2007	423,597,252	2.4%	4,384,746	5,500,650	1,764	4,926,046	4,524,555	28.94
2008	427,832,431	3.8%	4,235,179	4,075,563	2,588	6,540,629	(1,565,045)	29.60
2009	430,376,384	5.0%	2,543,953	1,408,560	3,409	7,344,093	(2,858,120)	27.65
1Q 2010	430,034,219	5.1%	(342,165)	1,677,651	849	1,903,759	(569,448)	27.45
2004-10 Change	18,143,352	3.0%						\$6.36
2004-10 CAGR	0.7%							4.5%

Source: Costar Group, Inc., 2010

IV. Market Analysis

d. Commercial Retail

Costar Definition of Pasadena Sub-Market



Source: Costar Group, Inc., 2010

IV. Market Analysis

d. Commercial Retail

Retail Supply – Shopping Centers

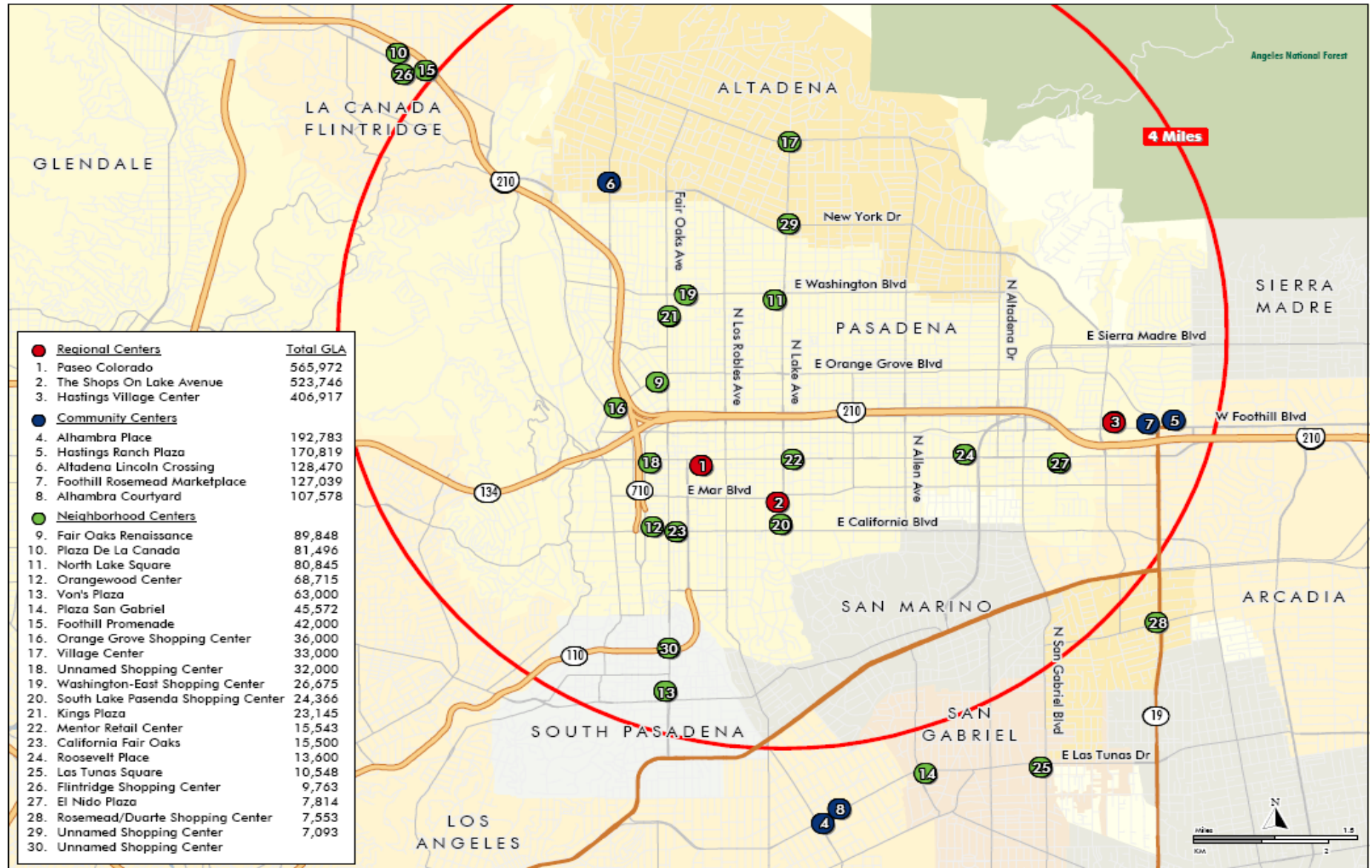
#	Center Name	Center Address	Year Opened	Total GLA	# Stores	Anchor Tenants
Regional Shopping Centers						
1	Paseo Colorado	280 E Colorado Blvd	1924	565,972	72	DSW Inc, Equinox Fitness, Gelson's Market, Loehmann's, Macy's, Pacific Theatres
2	The Shops On Lake Avenue	345-455 S Lake Ave	1947	523,746		Borders, Macy'S, Trader Joe'S
3	Hastings Village Center	3415 E Foothill Blvd	1998	406,917	20	Bed Bath & Beyond, Best Buy, Old Navy, Petsmart, Ross Dress For Less
				1,496,635		
Community Shopping Centers						
4	Alhambra Place	2 E Main St	1983	192,783	30	Black Angus, Titus Pharmacy
5	Hastings Ranch Plaza	3801-3833 E Foothill Blvd	1984	170,819	21	Marshalls, Rite Aid, Sears, Whole Foods
6	Altadena Lincoln Crossing	2260 Lincoln Ave	2006	128,470		
7	Foothill Rosemead Marketplace	257-325 N Rosemead Blvd	1955	127,039		Ralphs
8	Alhambra Courtyard	323-401 E Main St	1994	107,578	4	Krystal Jewelers, Lobster King
				726,689		
Neighborhood Shopping Centers						
9	Fair Oaks Renaissance	615 N Fair Oaks Ave	1997	89,848	10	Vons
10	Plaza De La Canada	635 Foothill Blvd	1957	81,496	27	Rite Aid, T.J. Maxx, Vons
11	North Lake Square	1241-1337 N Lake Ave	1987	80,845	19	Food 4 Less
12	Orangewood Center	155 W California Blvd	1979	68,715	25	
13	Von's Plaza	1105-1153 Fair Oaks Ave	1978	63,000	15	Vons
14	Plaza San Gabriel	704-712 W Las Tunas Dr	1924	45,572	21	
15	Foothill Promenade	475 Foothill Blvd	1995	42,000	3	Blockbuster, Petco, Trader Joe'S
16	Orange Grove Shopping Center	475 Orange Grove	1960	36,000	11	Ranch Markets
17	Village Center	N Lake Ave & Altadena Dr.		33,000		
18	Unnamed Shopping Center	88 W Colorado Blvd	1992	32,000		
19	Washington-East Shopping Center	142 E Washington Blvd		26,675	7	
20	South Lake Pasadena Shopping Center	495-505 S Lake Ave	1954	24,366	3	
21	Kings Plaza	1200-1232 N Fair Oaks Ave	1977	23,145		
22	Mentor Retail Center	950 E Colorado Blvd	1988	15,543	11	
23	California Fair Oaks	25 E California 556-576 S Fair Oaks	1997	15,500	4	
24	Roosevelt Place	2237-2269 E Colorado Blvd	1987	13,600	18	
25	Las Tunas Square	708 E Las Tunas Dr		10,548	4	
26	Flintridge Shopping Center	502-510 Foothill Blvd	1961	9,763		
27	El Nido Plaza	2982-2990 E Colorado Blvd	1991	7,814	24	
28	Rosemead/Duarte Shopping Center	6909-6915 Rosemead Blvd	1984	7,553	5	
29	Unnamed Shopping Center	1920 Lake Ave	1986	7,093	8	
30	Unnamed Shopping Center	Fair Oaks Ave & State St.			9	
				734,076		

Source: Claritas, 2010; and CBRE Consulting

IV. Market Analysis

d. Commercial Retail

Retail Supply – Shopping Centers



Source: Claritas, 2010; and CBRE Consulting

IV. Market Analysis

d. Commercial Retail

Retail Supply – Prominent/Big-Box Retailers

- No Wal-Mart, Costco, Home Depot, Lowe's category big-box present

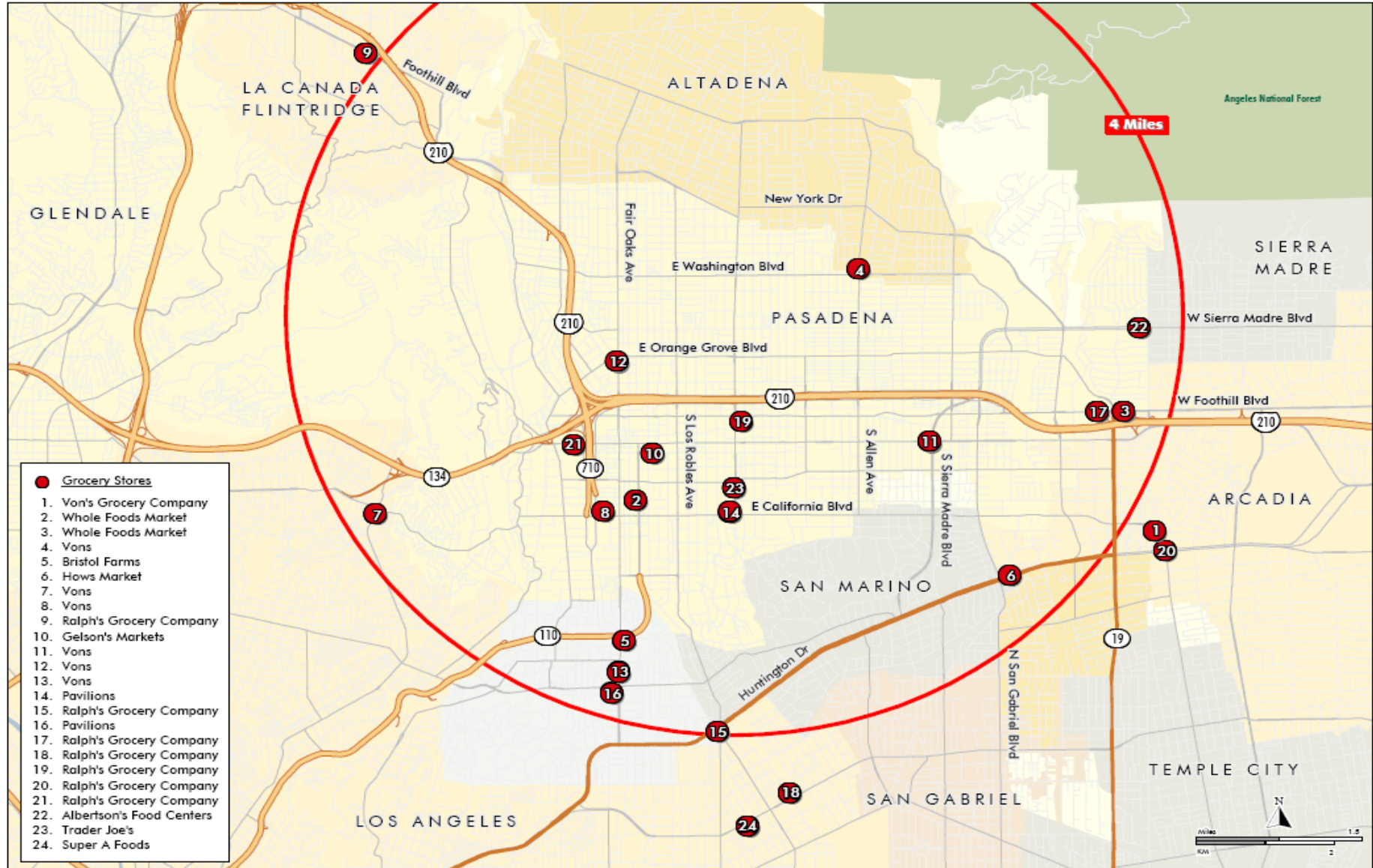
Business Name	SIC Code	Address	City	State	Zip	# Empl.
GENERAL MERCHANDISE STORES						
Macy's	531100	401 S Lake Ave # 3	Pasadena	CA	91101	315
Target Stores	531101	3121 E Colorado Blvd	Pasadena	CA	91107	250
Target Stores	531101	777 E Colorado Blvd	Pasadena	CA	91101	247
Sears Roebuck	531100	3801 E Foothill Blvd	Pasadena	CA	91107	150
Kohl's Department Stores	531100	7279 Rosemead Blvd	San Gabriel	CA	91775	130
Ross Stores Inc	531100	460 S Lake Ave	Pasadena	CA	91106	70
Marshalls	531100	3855 E Foothill Blvd	Pasadena	CA	91107	57
Ross Stores Inc	531100	3425 E Foothill Blvd	Pasadena	CA	91107	51
Ross Stores Inc	531100	201 E Main St	Alhambra	CA	91801	34
T J Maxx	531101	663 Foothill Blvd	La Canada Fltrdg	CA	91011	32
99 Cents Only Stores	533100	6235 York Blvd	Los Angeles	CA	90042	45
Pier 1 Imports	539900	422 S Lake Ave	Pasadena	CA	91106	11
99 Cents Only Stores	533100	1720 E Colorado Blvd	Pasadena	CA	91106	30
Big Lots	531100	1260 N Lake Ave	Pasadena	CA	91104	28
99 Cents Only Stores	533100	442 N Los Robles Ave	Pasadena	CA	91101	28
99 Cents Only Stores	533100	2810 W Alhambra Rd	Alhambra	CA	91801	25
Big Lots	531100	1401 Huntington Dr	South Pasadena	CA	91030	24
Macy's	531100	400 E Colorado Blvd	Pasadena	CA	91101	12
BUILDING MATERIAL & HARDWARE STORES						
Norman's Nursery	526103	8665 Duarte Rd	San Gabriel	CA	91775	500
Orchard Supply Hardware	525100	3425 E Colorado Blvd	Pasadena	CA	91107	80
Orchard Supply Hardware	525100	452 Fair Oaks Ave	South Pasadena	CA	91030	60
Pasadena True Value Hardware	525100	409 N Fair Oaks Ave	Pasadena	CA	91103	36
Crown City Hardware Co	525100	1047 N Allen Ave	Pasadena	CA	91104	35
Burkard Nurseries Inc	526103	690 N Orange Grove Blvd	Pasadena	CA	91103	25
Goodyear Auto Sales	525100	281 N Altadena Dr	Pasadena	CA	91107	27
Garden Centers Armstrong	526100	352 E Glenarm St	Pasadena	CA	91106	15
Armstrong Garden Ctr	526103	352 E Glenarm St	Pasadena	CA	91106	12

Source: Claritas, 2010; and CBRE Consulting

IV. Market Analysis

d. Commercial Retail

Retail Supply – Prominent Grocery Stores



Source: Claritas, 2010; and CBRE Consulting

IV. Market Analysis

d. Commercial Retail

Retail Demand – Consumer Potential

- The 4-Mile radii, an approximation for the PUSD catchment area, has average annual consumer expenditure of ~\$57,000 per HH
- There are in excess of 20,000 HH's with effective buying income of greater than \$100,00 per year

	Pasadena	4-Mile Radius
<u>Total Specified Consumer Expenditures</u>		
2009 Annual Average per HH	\$52,031	\$56,919
2014 Annual Average per HH	\$69,098	\$75,177
Average Annual Growth	5.8%	5.7%
<u>Effective Buying Income</u>		
2009 Estimated Households by Effective Buying Income	57,111	93,845
- EBI Less than \$15,000	7,469	10,048
- EBI \$15,000 - \$24,999	5,943	8,383
- EBI \$25,000 - \$34,999	6,928	10,443
- EBI \$35,000 - \$49,999	9,615	14,723
- EBI \$50,000 - \$74,999	10,169	17,092
- EBI \$75,000 - \$99,999	7,077	12,900
- EBI \$100,000 - \$149,999	5,612	11,181
- EBI \$150,000 - \$249,999	1,974	4,218
- EBI \$250,000 - \$499,999	995	2,146
- EBI Over \$500,000	1,329	2,709
- 2009 Estimated Average Effective Buying Income	\$73,028	\$82,792
- 2009 Estimated Median Effective Buying Income	\$47,587	\$54,109
2014 Projected Households by Effective Buying Income	60,869	98,652
- EBI Less Than \$15,000	7,148	9,510
- EBI \$15,000 - \$24,999	5,798	7,984
- EBI \$25,000 - \$34,999	6,627	9,791
- EBI \$35,000 - \$49,999	9,658	14,600
- EBI \$50,000 - \$74,999	10,980	17,636
- EBI \$75,000 - \$99,999	8,020	14,122
- EBI \$100,000 - \$149,999	6,902	13,176
- EBI \$150,000 - \$249,999	2,663	5,476
- EBI \$250,000 - \$499,999	1,300	2,736
- EBI Over \$500,000	1,774	3,619
- 2014 Projected Average Effective Buying Income	\$81,306	\$92,335
- 2014 Estimated Median Effective Buying Income	\$52,249	\$59,511

Source: Claritas, 2010; and CBRE Consulting

IV. Market Analysis

d. Commercial Retail

Retail Demand – Leakage Analysis

- There is more than 50% leakage or \$297 million worth of leakage of resident expenditure in general merchandise category from the 4-mile area. Similar leakage equaling \$259 million is seen in building materials category

Retail Store Category	Pasadena				4.0-Mile Radius			
	Consumer Expenditure (Demand)	Retail Sales (Supply)	Attraction/ (Leakage)		Consumer Expenditure (Demand)	Retail Sales (Supply)	Attraction/ (Leakage)	
			\$	%			\$	%
GAFO Categories (1)	\$620.9	\$801.3	\$180.4	22.5%	\$1,120.0	\$963.9	(\$156.1)	-13.9%
General Merchandise	317.0	214.0	(103.0)	-32.5%	567.9	271.2	(296.7)	-52.2%
Clothing & Clothing Accessories Store	115.8	244.1	128.3	52.6%	209.7	286.5	76.8	26.8%
Furniture & Home Furnishings	52.4	86.9	34.5	39.7%	98.0	105.9	7.9	7.5%
Electronics & Appliance	61.0	122.7	61.7	50.3%	109.3	141.1	31.8	22.5%
Sporting Goods, Hobby, Book, & Music	50.5	95.7	45.2	47.2%	91.6	109.8	18.2	16.6%
Miscellaneous - Office Supplies etc.	24.2	37.9	13.7	36.1%	43.5	49.4	5.9	11.9%
Building Material	\$221.6	\$100.5	(\$121.1)	-54.6%	\$427.5	\$168.4	(\$259.1)	-60.6%
Health & Personal Care Stores	119.7	186.1	66.4	35.7%	213.9	262.1	48.2	18.4%
Food & Beverage Stores	310.9	498.7	187.8	37.7%	540.8	774.1	233.3	30.1%
Foodservice & Drinking Places	261.7	456.9	195.2	42.7%	454.6	567.8	113.2	19.9%
Total Non-Auto Retail Stores	\$1,534.8	\$2,043.5	\$508.7	24.9%	\$2,756.8	\$2,736.3	(\$20.5)	-0.7%

Source: Claritas, 2010; and CBRE Consulting

IV. Market Analysis

e. Commercial Office

Office Market Trends

- 1Q 2010 rents in Pasadena submarket are showing declining trend compared to 2007 highs, and are at levels last seen in 2005
- Refer Appendix Exhibit II-11 for detailed office market trends from Costar

	Direct Vacancy	Net Absorption	Lease Rates
Pasadena Class A & B			
2005	5.43%	410,449	\$2.30
2006	3.58%	126,498	\$2.60
2007	4.95%	(333,432)	\$3.29
2008	8.90%	(325,076)	\$3.07
2009	13.40%	(282,208)	\$2.55
1Q2010	13.90%	(29,134)	\$2.55
LA County Class A&B			
2005	10.61%	5,403,005	\$2.28
2006	8.76%	2,839,008	\$2.34
2007	8.92%	317,862	\$2.90
2008	10.93%	(2,230,093)	\$2.82
2009	14.21%	(4,954,977)	\$2.57
1Q2010	14.82%	(1,133,926)	\$2.54

Source: CB Richard Ellis

IV. Market Analysis

f. Comparable Sales

Land Sales

- Residential land sales range from ~\$35 to \$95 PSF land. The significant variation results from differential permissible densities and location premiums for individual sites.
- Most commercial land sales in last few years concentrated along Fwy 210. The average price has trended down in most recent years due to market downturn, with most recent sales in the \$35 to \$45 PSF land range.

Property Sales

- Property sale comps help establish likely achievable market values for finished products when conducting a residual land value analysis for redevelopment scenario.
- Multi-family project sales had median price ~\$140,000 per unit in 2010, with cap rates between 5 and 6%. For premium locations, this price exceeded \$250,000 per unit.
- Retail property prices varies depending on format with freestanding retail averaging \$250-350 PSF, storefront retail averaging \$300-450 PSF, and specialized uses exceeding \$450 PSF. Office properties sold for \$250-300 PSF.
- Refer Appendix Exhibits II-12 to II-15 for detailed listing of comparable sales by property type as reported by Costar.

IV. Market Analysis

f. Comparable Sales

	Property Name	Property Address	Property City	Zoning	Land SF	Sale Date	Sale Price	\$/SF
Commercial								
1	Chevrolet Dealership/Ganahl Lumber	3003 E Colorado	Pasadena		174,240	Apr. 2010	8,000,000	45.91
2	Foothill Land	3572 East Foothill Blvd.	Pasadena	PSC	108,900	4/1/2010	3,850,000	35.35
3	Ambassador West-City Ventures	SEC Orange Grove Blvd & Green	Pasadena	West Gate Specific Plan	223,027	11/1/2009	8,000,000	35.87
4		1503-1507 El Centro St	South Pasadena	C1	12,750	9/14/2009	1,010,000	79.22
5		3202 E Foothill Blvd	Pasadena	PSC	403,801	(Escrow)	32,001,200	79.25
6		1401-1409 Mission St	South Pasadena	C1, South Pasadena	18,979	8/10/2009	1,700,000	89.57
7		2535 Nina St	Pasadena	PSC*	13,725	7/2/2009	650,000	47.36
8	2242 E. Foothill (Land Extraction)	2242 E. Foothill Boulevard	Pasadena	CG	42,017	3/1/2009	3,300,000	78.54
9	Commercial Site	31 N Arroyo Parkway	Pasadena	PSC, Pasadena	7,018	2/1/2009	2,200,000	313.48
10	Vacant Land	1332 Colorado Blvd	Los Angeles	C4, Los Angeles	26,981	10/15/2008	840,094	31.14
11	Commercial Site	592 E. Colorado Boulevard	Pasadena	PSC, Pasadena	10,454	9/1/2008	3,050,000	291.75
12	Vacant Land	2126-2134 N Fair Oaks Ave	Altadena	C3	11,247	7/9/2008	525,000	46.68
13		38 S Parkwood Ave	Pasadena	PSC-	8,189	3/7/2008	690,000	84.26
14	Lake Ave	1979 Lake Ave (2 Properties)	Altadena		5,650	3/6/2008	1,800,000	318.58
15	.50-Acre Commercial Assemblage	865 N. Fair Oaks Blvd.	Pasadena	PSC	21,745	3/1/2008	1,600,000	73.58
16	1870 E. Walnut Street (Land Extraction)	1870 E. Walnut Street	Pasadena	CG	318,000	2/1/2008	3,045,000	95.75
17	Lotus Ave (Industrial)	56 N Lotus Ave (2 Properties)	Pasadena		5,079	1/30/2008	1,100,000	216.58
18	Storefront Retail/Residential Site	31 N Arroyo Pky	Pasadena	PSC	7,017	10/2/2007	3,100,000	441.75
19		47 Eloise St	Pasadena	IG	9,757	3/6/2007	820,000	84.04
20		1401-1409 Mission St	South Pasadena	C1, South Pasadena	18,979	2/22/2007	1,750,000	92.21
Residential								
1	71 Unit Condominium Site	200 S Sierra Madre Blvd	Pasadena	RM32, Pasadena	110,402	(Escrow)	8,950,300	81.07
2	2.5-Acre Site	3570-3572 Foothill Blvd.	Pasadena	EPSP-D2-IG-A	108,900	3/1/2010	3,850,000	35.35
3	Ambassador Campus	359 W Del Mar Blvd	Pasadena	PSC*	435,600	12/31/2009	15,000,000	34.44
4	1000 North Rose Avenue	1000 North Rose Avenue	Pasadena	PD32	206,474	11/1/2009	13,125,000	63.57
5	Annandale Canyon Estates	Wierfield Drive	Pasadena	R2	928,264	7/1/2009	6,460,000	6.96
6	Linda Vista	1613 Vista Lane	Pasadena	PS-R2	404,000	6/1/2009	4,500,000	11.14
7		1150 N Allen Ave	Pasadena	CL1	11,499	2/13/2009	1,091,000	94.87
8	29-Unit Condominium Dev	150 Cordova Street	Pasadena	CD-1, CD-2	17,604	6/1/2008	4,673,690	265.49
9	2170-2176 E. Villa (Land Extraction)	2170-2176 E. Villa Street	Pasadena	RM16	14,700	2/1/2008	2,962,962	68.03
10	12 Townhome Site	1430 N Fair Oaks Ave	Pasadena	RM32, Pasadena	27,028	1/7/2008	1,500,000	55.50
11	Los Robles Townhomes (28DU's/Acre)	445 N Los Robles Ave	Pasadena	RM32	24,959	5/8/2007	2,400,000	96.15
12		55 Eloise St	Pasadena	R, Pasadena	29,185	3/6/2007	970,000	33.24
13		63 Eloise St	Pasadena	R, Pasadena	9,757	3/6/2007	860,000	88.14

Source: Costar Group, Inc., 2010

IV. Market Analysis

g. Development Pipeline

Development Pipeline

- Any redevelopment at target sites will face competition from projects in pipeline.
- Given current market conditions, it is very likely that not all proposed/planned projects, which have yet to start construction, will get built. To that extent, the competitive pipeline space stated here is an aggressive estimate of likely competition for subject sites' redevelopment.
- **Office** – There is over a million square feet of office space planned or proposed in about 15 projects in the Pasadena submarket, approximately a third of which is medical offices. The maximum size of any of these projects is under 155,000 square feet.
- **Retail** – While there is nearly a million square feet of proposed/planned space in Pasadena submarket, a large majority (~830,000 SF) is located in a single project at Shops at Santa Anita, projected to be completed by 2013.
- **Apartments** – There is only one significant apartment project under construction within the 4-mile trade area. The 480-unit Westgate Pasadena is projected to complete construction in mid-2011. An 830-unit project is proposed near Goldline Station at Duarte/Highland.
- **For-Sale Residential** – A total of over 400 units are planned or proposed in seven projects located within or in periphery of the 4-mile radius.
- Refer Appendix Exhibits II-16 and II-17 for listing of comparable sales by property type as reported by Costar and REIS.

IV. Market Analysis

g. Development Pipeline



Source: Costar; REIS; City of Pasadena; and CB Richard Ellis

INDIVIDUAL SITE EVALUATION

- *Field*
- *Norma Coombs*
- *San Rafael*
- *Loma Alta*
- *District Service Center*
- *Ed Center/Rose City*
- *Allendale*
- *Linda Vista*
- *Aveson/Noyes*
- *Audobohn*
- *Edison*
- *Hodges Daycare*
- *Burbank*
- *Roosevelt*
- *Jackson*

Property Overview & Notes

- **Address** 3600 E Sierra Madre Blvd., Pasadena 91107
- **Site Area** 6.8 acres (296,208 SF); APN 5757-002-901
- **Site Shape** Rectangular
- **Existing Improvements** Elementary School – 23 classrooms, 2 pre-K, 1 portable
- **Location/Access** Field is located on the eastern periphery of the City of Pasadena. Site is accessible from Sierra Madre Blvd. and within 1.5-mile of Hwy 210.
- **Topography** Flat frontage on Sierra Madre Blvd., sloping down south towards playground
- **Zoning** Site is zoned PS – Public, semi-public
- **Adjacent Uses & Zoning** City of Pasadena zoning: PS – Public, semi-public and RS – Single Family Residential. Los Angeles County zoning: O-S – Open Space
- **Opportunities** Large Site Size with over 100 units potential, mix of uses in vicinity expand development options, likely view premium due to elevated location
- **Constraints** Peripheral location within City, higher site costs due to grade issues
- **Likely Uses** Best reuse option is likely to be private or charter school, or an institutional tenant such as a Church. R&D/Flex campus may be possible but will get lesser rents than alternatives. Potential market uses include low density single family residential.

Aerial



Site Photographs



Site Photo 1: Classrooms



Site Photo 2: Classrooms



Site Photo 3: Playground & Field



Site Photo 4: Terrain



Site Vicinity: Pasadena Nazarene Church to east

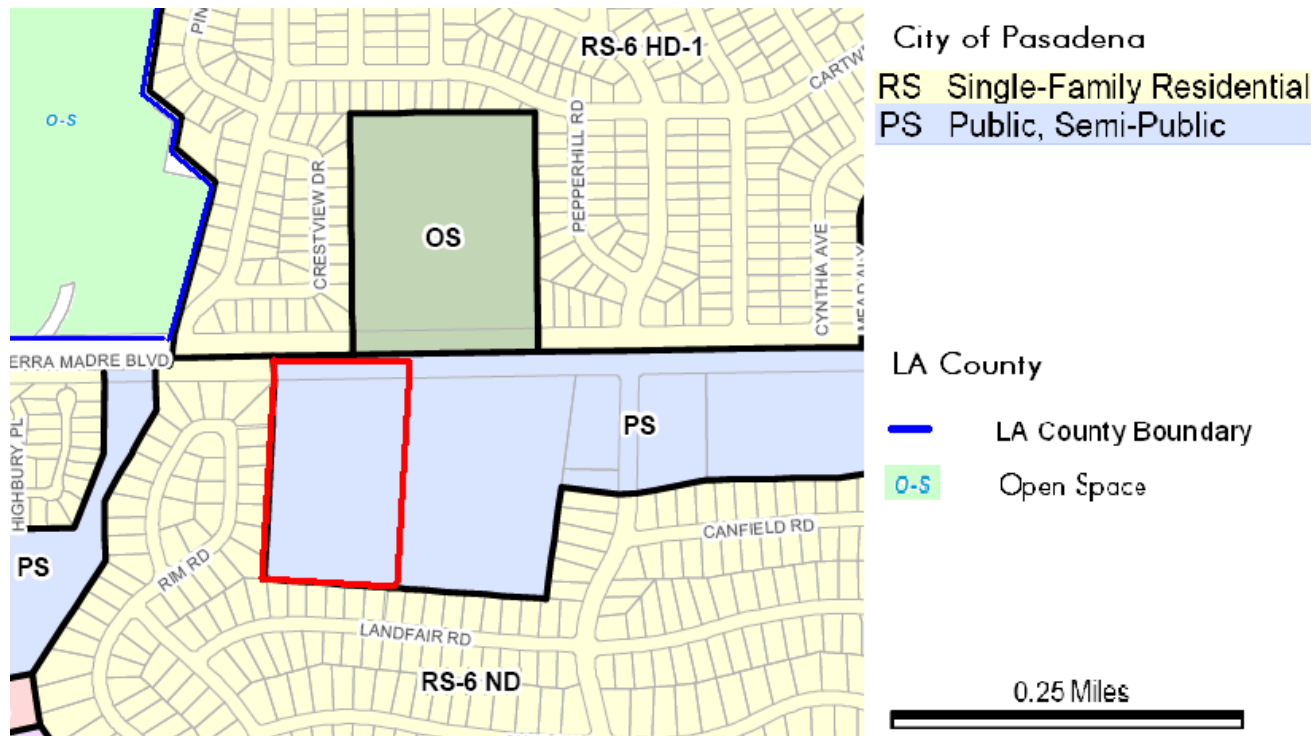


Site Vicinity: Eton Canyon Golf Course near SFR on north



Surrounding Zoning

- Adjacent uses include Public Space to the immediate east, and Open Space across the street from site as well as northwest of the site in Sierra Madre. Single-family residential uses dominate area allowing densities of 6 units/acre. Residential area to the north is designated as Hillside Overlay District, which imposes additional height limits and density limits based on slope. Residential area to the south and adjacent to the site is designated a Neighborhood Overlay District (Lower Hastings Ranch Area), which imposes additional height and set-back requirements, which site may have to adhere to.



Market Analysis – H&BU Implications

- With for-sale product, institutional and recreational uses in surroundings, and small permissible density (12 units/acre) for multi-family use, prospects for apartment use are limited. The only REIS comparable project within half-mile is also located outside city boundary to north. Density constraint also rules out condominium use. The lack of market demand for such use is also evident in the absence of any new for-sale product nearby.
- Medium density (up to 12 units/acre) single-family residential is the most likely highest reuse for this site. The sale price of resale units in this zip code have averaged \$600,000 to \$650,000 in last three years, with price per square foot from \$375 to \$400. The site is likely to achieve a view premium given its southward sloping gradient. Assuming premium for new product and view premium, we estimate likely achievable sale price per square foot of \$450 for single-family units at Field.
- The site is cut off from the mail retail corridors and nodes, given its peripheral location in the city of Pasadena. There may not be enough demand to justify retail on entire site, not to mention the south sloping gradient could hamper design of such center. While office use and R&D Flex campus uses were analyzed as well, they yield negative land value at current achievable rents at the site.
- Given nearby church, similar or other institutional uses (along with certain niche users such as non-profits, training facilities, distribution center/drop-off location) are possible reuse tenant prospects for the site. However, these specialized tenants are unlikely to yield higher rents that typical reuse prospects for school campus sites such as private schools and Pre-K/Day-care uses, which are likely to be willing to pay up to \$2.00 and \$2.50, respectively for this site.

Property Overview & Notes

- **Address** 2600 Paloma St., Pasadena 91107
- **Site Area** 5.3 acres (230,868 SF); APN 5750-006-900
- **Site Shape** Rectangular
- **Existing Improvements** Elementary School – 15 classrooms, 1 pre-K, 13 portables
- **Location/Access** Coombs is located at NEC of intersection of Orange Grove and Altadena Dr., with Hwy 210 accessible from Altadena within half-mile to south
- **Topography** Flat
- **Zoning** Site is zoned PS – Public, semi-public
- **Adjacent Zoning** RS – Single-family residential. OS – Open Space. PS – Public, semi-public
- **Opportunities** Mix of uses in vicinity expand options, location – next to a park, view of San Gabriel mountains and few blocks off 210 – should enhance residential prospects
- **Constraints** Peripheral location within City
- **Likely Uses** Best reuse option is likely to be private or charter school, or a Pre-K/Day-Care tenant such as a Church. R&D/Flex campus may be possible but will get lesser rents than alternatives. Potential market uses include low density single-family residential

V-b. Norma Coombs

Site Photographs



Site Photo 1: Classrooms



Site Photo 2: Parking & Playground



Site Photo 3: Portables



Site Vicinity: Churches on SW & NW



Site Vicinity: Victory Park on north

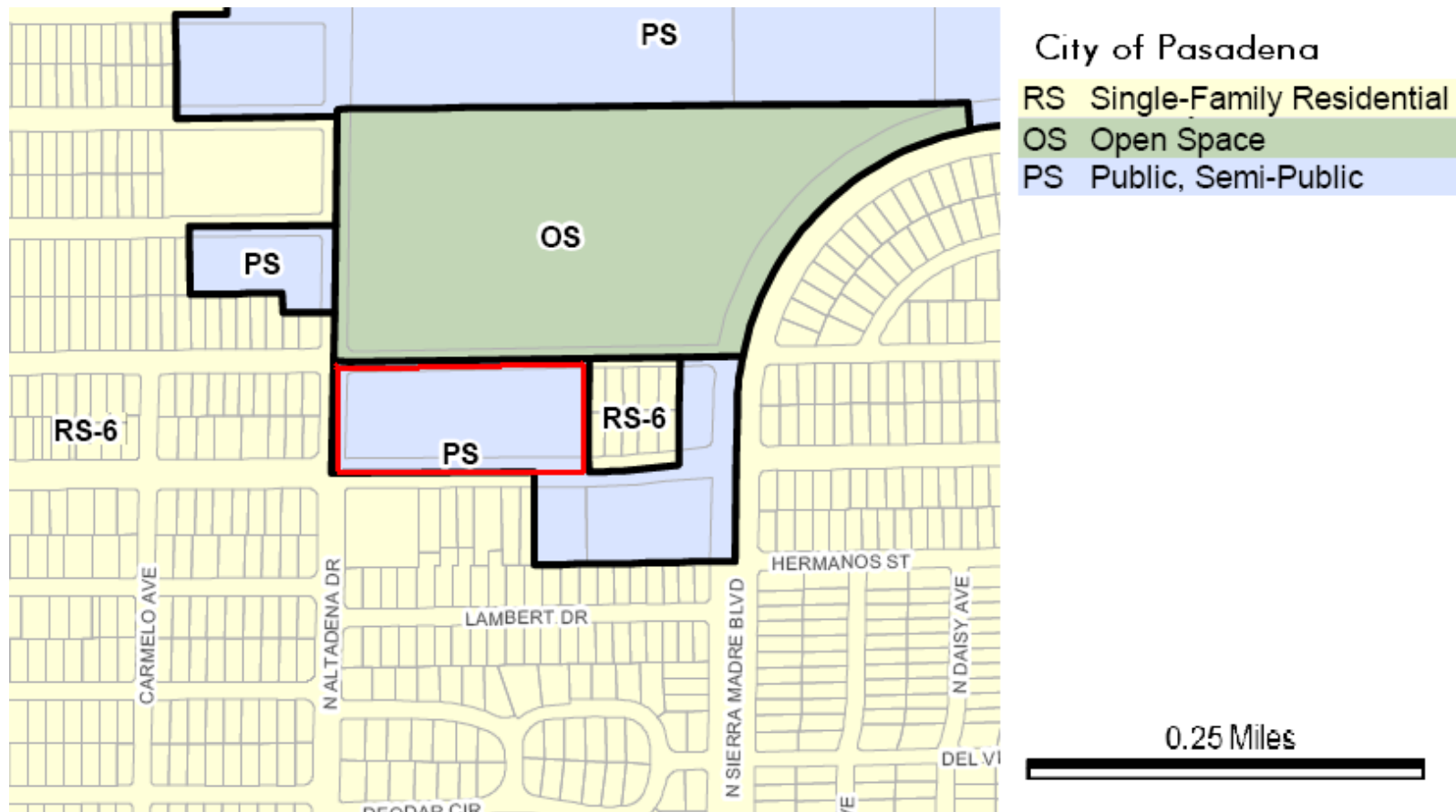


Site Vicinity: SFR Homes on west

V-b. Norma Coombs

Surrounding Zoning

- Surrounding zoning is primarily single-family residential, with maximum allowable density of 6 units/acre. The site is located across the street from Victory Park.



Market Analysis – H&BU Implications

- The site is similar to Field in few respects – nearby churches and open space, and moderate density (12 units/acre) single-family residential permissible given similar surrounding uses. Again, density constraint rules out multi-family residential – for-sale and rental – at this site. The new for-sale product or investment grade apartment projects are limited nearby.
- Medium density (up to 12 units/acre) single-family residential is the most likely highest reuse for this site. This site is located in same zip code as Field. The sale price of resale units in this zip code have averaged \$600,000 to \$650,000 in last three years, with price per square foot from \$375 to \$400. Assuming premium for new product and good access to freeway, we estimate likely achievable sale price per square foot of \$450 for single-family units at Norma Coombs.
- Office use and R&D Flex campus uses were analyzed as well, but they yield negative land value at current achievable rents at the site.
- Norma Coombs' reuse prospects are similar to those of Field. Given nearby church, similar or other institutional uses (along with certain niche users such as non-profits, training facilities, distribution center/drop-off location) are possible reuse tenant prospects for the site. However, these specialized tenants are unlikely to yield higher rents than typical reuse prospects for school campus sites such as private schools and Pre-K/Day-care uses, which are likely to be willing to pay up to \$2.00 and \$2.50, respectively for this site.

Property Overview & Notes

- **Address** 1090 Nithsdale Rd., Pasadena 91105
- **Site Area** 3.2 acres (135,036 SF); APN 5715-013-900
- **Site Shape** Rectangular
- **Existing Improvements** Elementary School – 15 classrooms, 1 pre-K, 4 portables
- **Location/Access** San Rafael is located at SWC of intersection of Nithsdale and San Miguel roads to the east of Ave. 64, with Hwy 134 accessible from Ave. 64 within one- mile to north
- **Topography** Flat
- **Zoning** Site is zoned PS – Public, semi-public
- **Adjacent Zoning** RS – Single-family residential. PS – Public, semi-public
- **Opportunities** Excellent high-end single family neighborhood location will draw premium SFR prices, very good architecture and façade may get lease premium if reused
- **Constraints** Development option limited to low density residential
- **Likely Uses** Best reuse option is likely to be private or charter school, or a Pre-K/Day-Care tenant. Potential market use is primarily restricted to low density single-family residential

Aerial



Site Photographs



Site Photo 1: School



Site Photo 2: Playground



Site Photo 3: Field



Site Vicinity: SFR Homes on north



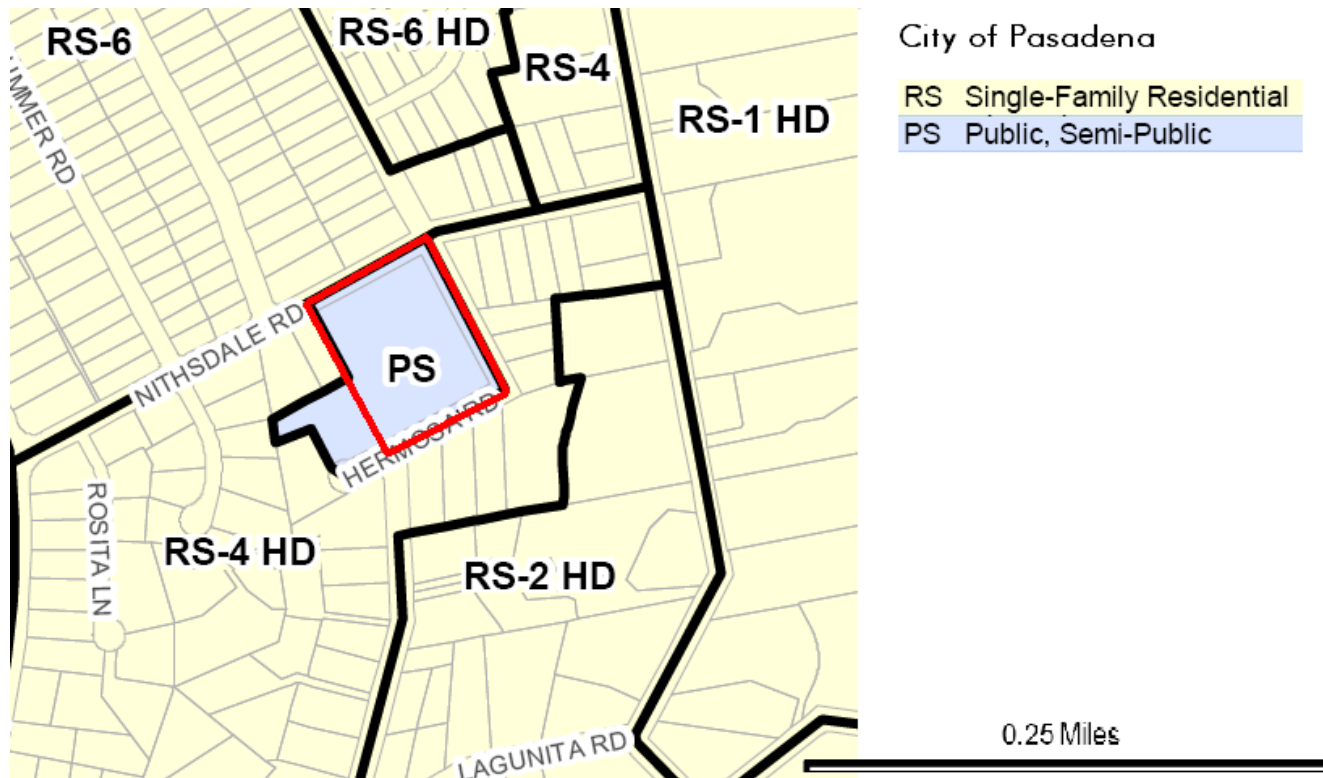
Site Vicinity: Public Library to west



Site Vicinity: Residential neighborhood

Surrounding Zoning

- The area surrounding the site is dominated by residential uses, and the site is located in an area zoned as a Hillside District. The zoning allows for maximum density of 4 units/acre on the south side of Nithsdale Road. The Hillside Overlay District requires additional permits to be obtained, reduces building density based on slope gradient, as well as enforces other building requirements (setbacks, building placement, etc.)



Market Analysis – H&BU Implications

- While the surrounding zoning offers potential of up to 12 units/acre, most immediate surrounding parcels are much lower density single-family residential units. Anyhow, even the 12 units/acre rules out multi-family residential – for-sale and rental – at this site.
- Given the neighborhood's income and demographic make-up, and the low density high end SFR units in vicinity, low-density SFR units are the likely highest best use of San Rafael site. Given the lack of new or recent SFR projects in the half-mile trade area, we benchmark the likely achievable prices for this highest use based on resales and adjusting it for new product premium. Medium density (up to 12 units/acre) single-family residential is the most likely highest reuse for this site. The sale price of resale units in this zip code have averaged \$800,000 to \$1,000,000 in last three years, with price per square foot from \$450 to \$550. Assuming premium for new product and for excellent neighborhood location, we estimate likely achievable sale price per square foot of up to \$600 for single-family units at San Rafael.
- Commercial uses such as retail, office use and R&D Flex campus are not market-feasible at this site.
- San Rafael's reuse potential is likely to be restricted to typical users of such campus sites – private/charter schools and Pre-K/Day-care uses – which are likely to be willing to pay up to \$2.00 and \$2.50, respectively for this site.

Property Overview & Notes

- **Address** 3544 N Canon Blvd., Altadena 91001
- **Site Area** 5.6 acres (243,936 SF); APN 5843-002-901
- **Site Shape** Largely Rectangular, with top right corner cut off by the hillside
- **Existing Improvements** Elementary School – 18 classrooms, 5 pre-K, 1 portable
- **Location/Access** Loma Alta is located at NEC of intersection of Canon and Loma Alta drives between Lake and Fair Oaks Blvds. on the northern foothills of Altadena. Freeway 210 access is more than 2-mile to south-west.
- **Topography** Site slope down from north to south towards Loma Alta Rd
- **Zoning** LA County zoning: R-1 – Single-Family Residential
- **Adjacent Zoning** LA County zoning: R-1 – Single-Family Residential
- **Opportunities** Good low density single family neighborhood and hillside location may draw above average SFR prices
- **Constraints** Cutoff location from freeways and main thoroughfares, significant gradient on the northern portion of the site, Development option limited to low density residential
- **Likely Uses** Best reuse option is likely to be private or charter school, or a Pre-K/Day-Care tenant. Potential market use is primarily restricted to low density single-family residential

Site Photographs



Site Photo 1: Classrooms



Site Photo 2: Playground



Site Photo 3: Field



Site Vicinity: Homes on north



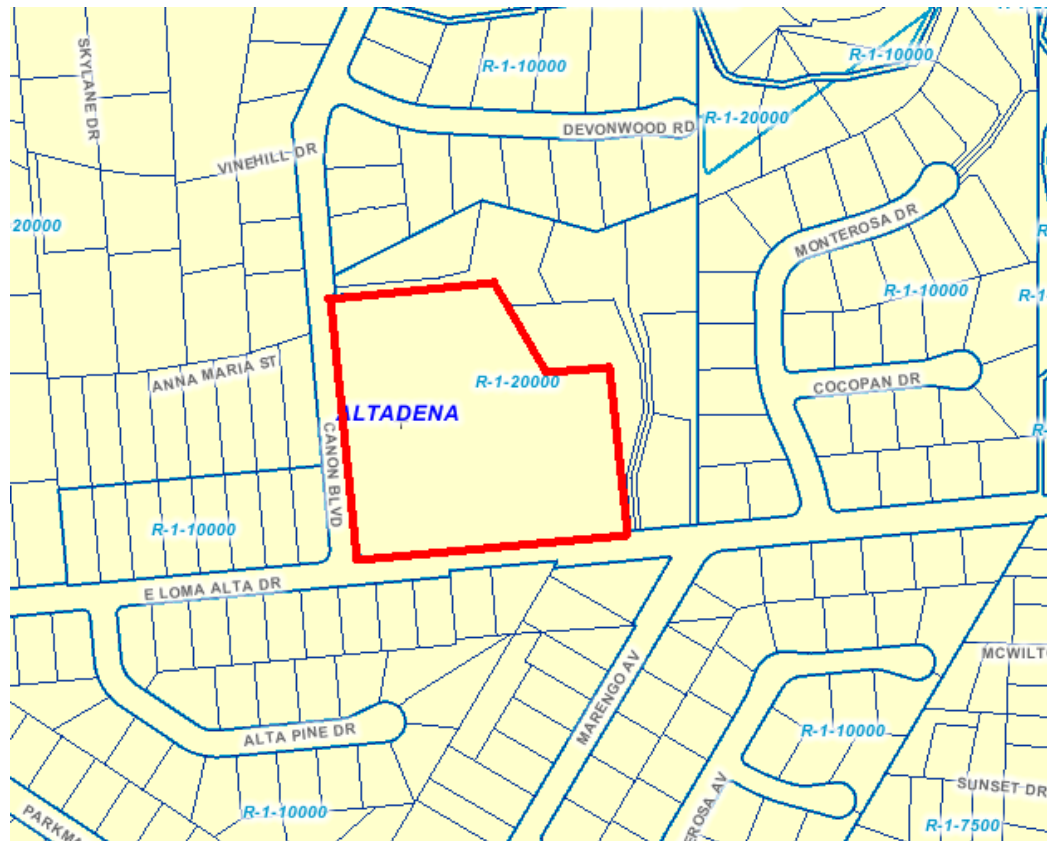
Site Vicinity: SFR Homes on west



Site Vicinity: SFR Homes on south

Surrounding Zoning

- Site is zoned R-1-20000, which allows for single-family residential uses with minimum lot size of 20,000 SF. Surrounding area is also dominated by single-family residential zoning, though allowed densities range from 10,000-20,000 SF minimum lot size (approx 2-4 units/acre) in the immediate area, to 7,500 SF minimum lot size (5 units/acre) to the southeast.



LA County Zoning

R-1 - SFR

Market Analysis – H&BU Implications

- The surrounding zoning is limited to 4 units/acre, with most immediate surrounding parcels being similar low density single-family residential units. In fact, the site itself is residentially zoned for only up to 2 units/acre. This rules out multi-family residential – for-sale and rental – at this site.
- Given the zoning and the low density SFR units in vicinity, low-density SFR units are the likely highest best use of Loma Alta site. Given the lack of new or recent SFR projects in the half-mile trade area, we benchmark the likely achievable prices for this highest use based on resales and adjusting it for new product premium. Low density (up to 4 units/acre) single-family residential is the most likely highest reuse for this site. The sale price of resale units in this zip code have averaged \$425,000 to \$500,000 in last three years, with price per square foot from \$300 to \$375. Assuming premium for new product, we estimate likely achievable sale price per square foot of up to \$400 for single-family units at Loma Alta.
- Commercial uses such as retail, office use and R&D Flex campus are not market-feasible at this site.
- Loma Alta's reuse potential is likely to be restricted to typical users of such campus sites – private/charter schools and Pre-K/Day-care uses – which are likely to be willing to pay up to \$1.00 and \$1.25, respectively for this site.

V-e. District Service Center (DSC)/Muir North

Property Overview

- **Address** 740 W Woodbury Rd, Pasadena 91103
- **Site Area** 15.7 acres (683,892 SF) – Comprises assessor parcels 5825-020-900 (6.5 acres), 5825-020-908 (5.2 acres) and 5825-020-902 (4.0 acres)
This includes Muir north (soccer and baseball fields).
- **Site Shape** Rectangular, except for curving on Southwest boundary along Canada Ave
- **Topography** Significant slope from Woodbury grading down to temporary DSC premises on northern portion of the site. Southern portion flat.
- **Zoning** IG – Industry, General. PS – Public, Semi-Public
- **Adjacent Zoning** City of Pasadena zoning: PS – Public, Semi-Public. RS-6 – Single-Family Residential. LA County zoning: C-M - Commercial manufacturing. R-1 – Single-Family Residential.

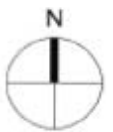
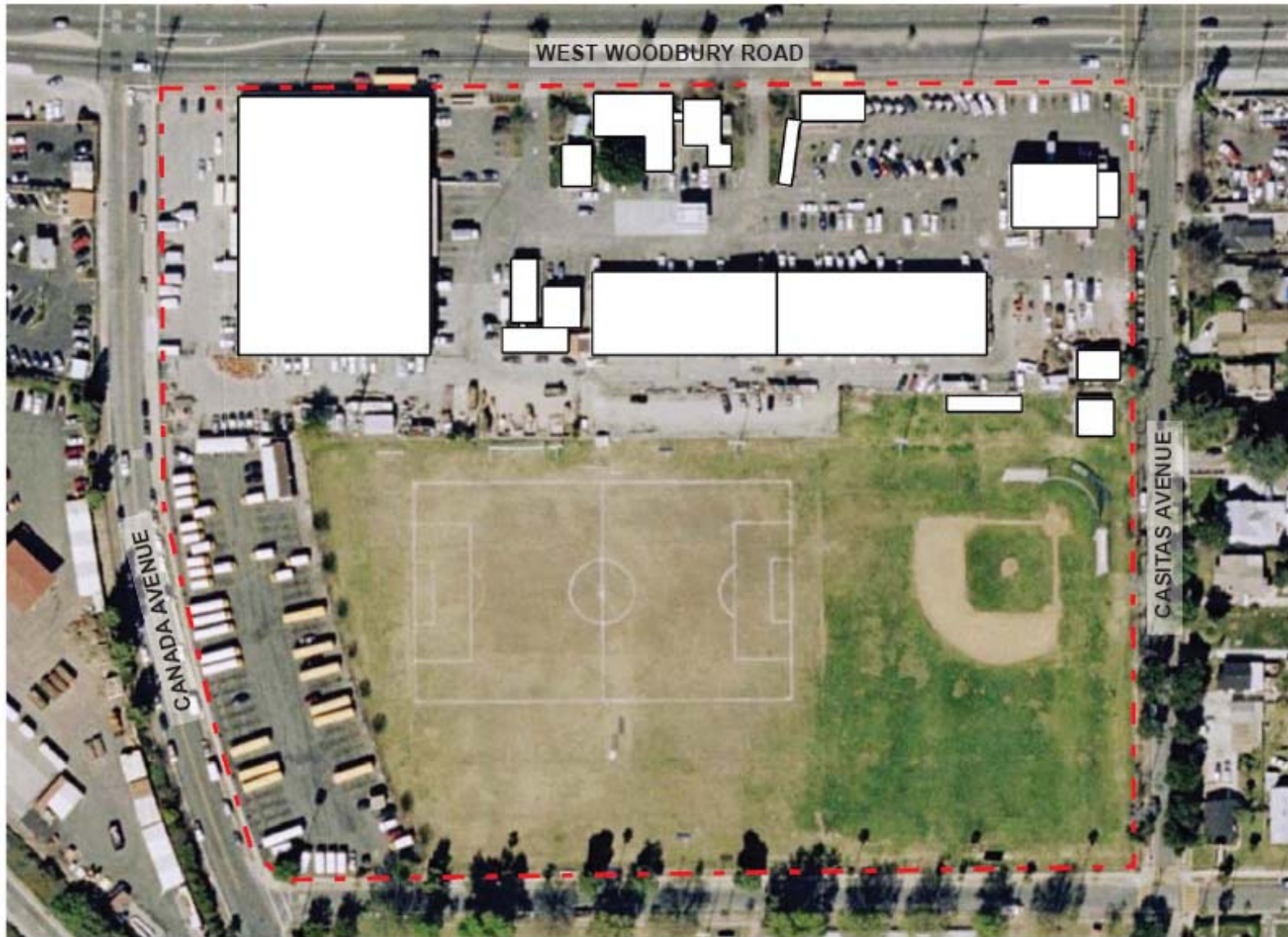
V-e. District Service Center (DSC)/Muir North

Property Notes

- **Location/Access:** DSC is located on the northern periphery of the City of Pasadena. Located one-block to the east of Hwy 210 on W Woodbury, site has excellent access.
- **Current Improvements:** Bus parking for DSC transportation contractors; DSC warehouse, temporary offices and training center; fueling station; and soccer and baseball fields for use by Muir High to south.
- **Terrain/Gradient:** The site front on Woodbury is sloping down toward the temporary improvements – DSC offices. Significant leveling costs may be incurred for reuse, or alternative designs needed with entrance from side streets instead.
- **Surrounding Uses:** Adjacent uses include a light industrial uses to north and west leading to the Hwy 210, single family residential uses to the east, Muir High school to the south and Jackson Elementary to the northeast. To the east on Woodbury's intersection with Lincoln is a community shopping center and offices of JPL, NASA.
- **Key Reuse Opportunities/Constraints:**
 - ✓ Opportunities: Large Site Size, Immediate access and potential visibility from freeway, mix of uses in vicinity, limited demolition costs,
 - Constraints: Steep slope from Woodbury, potential remediation costs, likely neighborhood residents' opposition to certain uses, alternative sites for DSC uses
- **Likely Reuses:** Potential market uses include large format retail, office/industrial park, and varied residential formats including single family and townhome housing

V-e. District Service Center (DSC)/Muir North

Aerial



V-e. District Service Center (DSC)/Muir North

Site Photographs



Site Photo 1: DSC



Site Photo 2: Bus Parking



Site Photo 3: Field



Site Vicinity: SFR Homes on east



Site Vicinity: Muir High on south

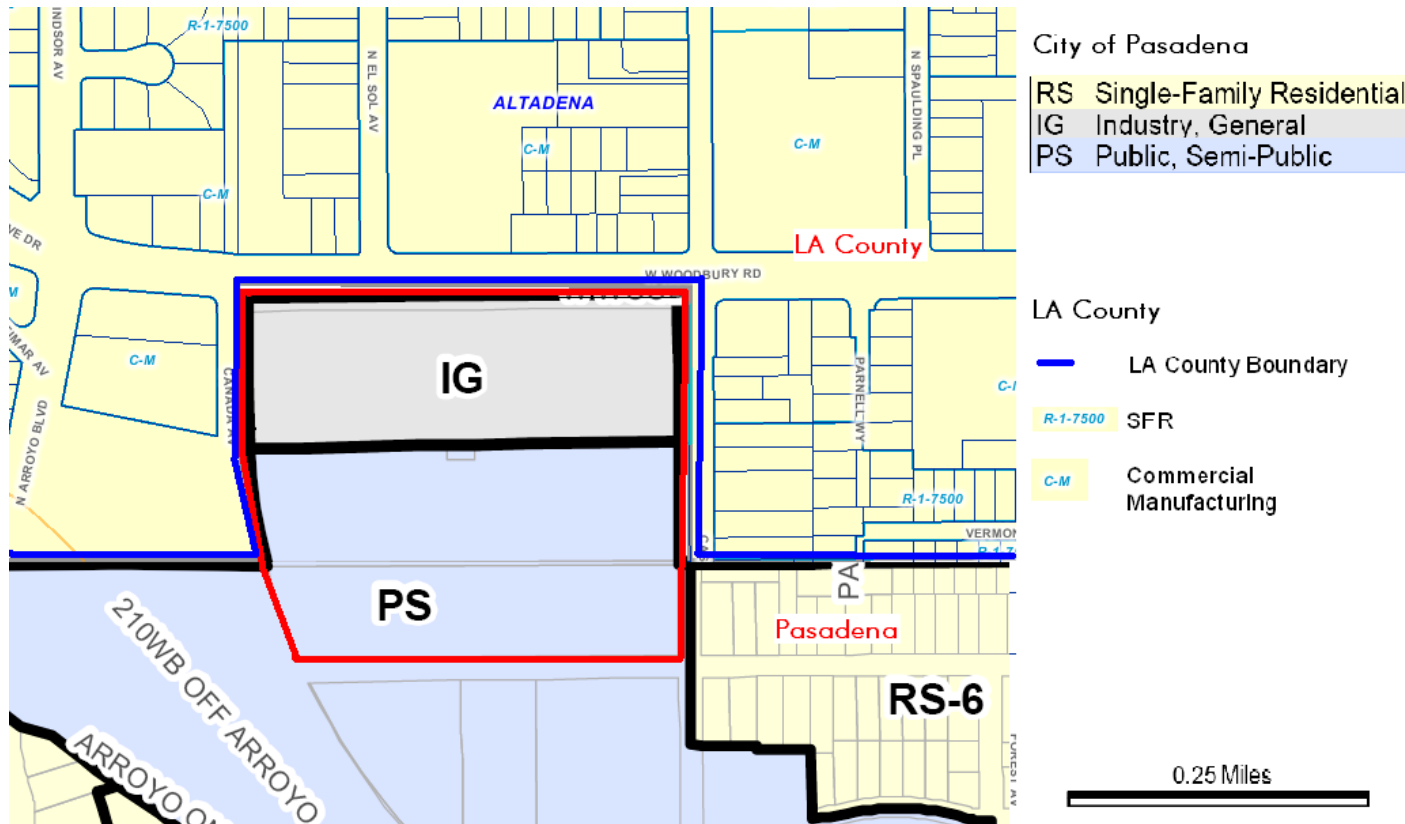


Site Vicinity: Industrial uses on north

V-e. District Service Center (DSC)/Muir North

Regulatory and Community Considerations

- The northern portion of site is currently zoned general industrial (IG), while the southern portion is zoned Public/Semi-Public (PS). According to City, any reuse density should not exceed that of its surrounding uses. Given the RS6 designation of surrounding residential uses, the maximum residential density permitted can not exceed 6 units/acre.
- Community opposition to reuses generating significantly higher traffic than that generated by current uses is likely e.g., big-box retail, shopping center, or office/industrial park.



Source: City of Pasadena, Planning Department; and County of Los Angeles

V-e. District Service Center (DSC)/Muir North

Site Demographics

- Given mostly non-residential uses in site vicinity, there is limited projected growth within a half-mile trade area. Claritas projects only ~35 households will be added over the next 5-years
- The half mile area is a minority neighborhood with nearly half the resident population of Hispanic ethnicity (48%), followed by Blacks (36%)
- Educational attainment levels are low as 81% have less than an associates or some college degree compared to ~60% in Pasadena and 3-cities PUSD catchment
- Trade area's average household income (\$73,000) is among the lowest of all sites compared to ~\$95,000 in the PUSD catchment
- Almost entire housing unit stock within half-mile is single-family (97%) with majority owner occupied (70%). This stock's median age is more than 60 years old.
- The DSC trade area, approximately similar to Jackson's, has almost double digit resident unemployment rate (9.5%). Nearly half the workers are in Services sector followed by ~10% each in FIRE, Trade & TCPU (transportation, communication & utilities)
- Nearly 1,400 workers are employed at 150+ businesses within the half-mile trade area. Again, majority (53%) concentration is in Services.
- **Implications** – Given limited residential uses in vicinity, low income levels and profile of residents, new residential construction in higher density or mixed use format may be unlikely reuse.

V-e. District Service Center (DSC)/Muir North

Market Analysis – H&BU Implications

- Most investment grade rental residential projects are located closer to the core of City of Pasadena around Colorado. The closest project listed by REIS is a small 20-unit structure with only 1BD units renting at ~\$1.45 PSF.
- DSC site is disadvantaged by way of market feasible for-sale residential reuse due to low income in neighborhood and lack of new market comparable projects. The closest active townhome project Fair Oaks Gardens has prices from \$240 to \$300 PSF.
- The City of Pasadena and the 3-cities PUSD catchment overall have significant leakage in resident expenditures in both general merchandise and building materials categories to justify a big-box retailer for each of these categories. There has already been interest from a few big-box retailers in the past and currently for the DSC site. Such a big-box retailer may be willing to pay a premium over market average rent for this site.
- A community shopping center, the Altadena Lincoln Crossing, is located just a block from DSC at the intersection of Woodbury and Lincoln. Given the competitive retail, and limited consumer potential in the immediate trade area, a shopping center may be unviable.
- Given some of the surrounding light industrial uses, particularly a multi-tenant industrial building to the immediate north, some form of an office/industrial business park at DSC is a possibility. However, PUSD and City may be disinclined to industrial reuses. Also, overhang from prevailing market conditions and implied achievable rents may not justify such speculative office construction. For its location, DSC's achievable rents today are unlikely to be much higher than the Pasadena submarket average at \$28 PSF.

V-e. District Service Center (DSC)/Muir North

Highest & Best Use

- Assuming a return to more normal market conditions, PUSD may be able to ground lease rather than sell this Site to a developer intending a use other than for-sale residential. A ground lease would almost certainly result in a lower valuation of the property; however, PUSD could use the proceeds more liberally than in a sale scenario (according to the California Education Code).
- **Highest Best Use:** Based on the foregoing evaluation, CBRE Consulting believes the highest and best use of this site is a **Big-Box Retailer**. In CBRE Consulting's opinion, the neighborhood may likely be non-receptive to increased traffic, but if traffic flow could be managed from Canada Ave. side, then this problem can be mitigated.
- **Revenues:** Assuming a 150,000-SF big-box store NNN lease at \$1.75/SF, capitalization rate of 6.75% for a credit tenant, development costs totaling ~\$135/SF all-in, and developer profit at 15%, we get residual land value of \$26.5 million, or \$39/SF land under disposition and redevelopment scenario. Assuming a lease constant of 6% of land value, the ground lease revenues under the reuse scenario are estimated at ~\$1.6 million annually.

Property Overview & Notes

- **Address** 351 S. Hudson Ave., Pasadena 91109
- **Site Area** 2.0 acres (87,991 SF); APN 5734-028-901 and 04
- **Site Shape** Rectangular, except for nook in southwest corner
- **Existing Improvements** PUSD offices; City/Oak Knoll Center – 9 classrooms, 12 portables
- **Location/Access** Ed Center is located on the Del Mar a block off Lake, approximately within two-miles of the freeways 210, 134 and 110.
- **Topography** Flat
- **Zoning** Site is zoned PS – Public, semi-public
- **Adjacent Zoning** RM - Multi-Family Residential. CD-5 – Lake Avenue Specific Plan Area. PD-24 – South Lake Avenue Planned Development
- **Opportunities** Mix of prominent commercial uses in proximity, visibility as site on major thoroughfare and accessible from freeways 134, 210 and 110, relatively high achievable density (48 DU's/acre), many recent & new residential projects located within ½-mile
- **Constraints** Potential historic rehab costs, small site size limits scope of potential reuses, will need to find alternative sites for existing PUSD uses
- **Likely Uses** Best reuse option is likely to be general or specialty office, followed by a private or charter school. Potential market use are likely to be office or multi-family residential likely in a mixed-use format with ancillary retail

V-f. Ed Center

Aerial



Note: District Education Center buildings are illustrated above. Rose City High School comprises the balance of the structures on the site.

Site Photographs



Site Photo 1: Historic Facade



Site Photo 2: Corridors



Site Photo 3: Interior Offices



Site Photo 4: Boardrooms



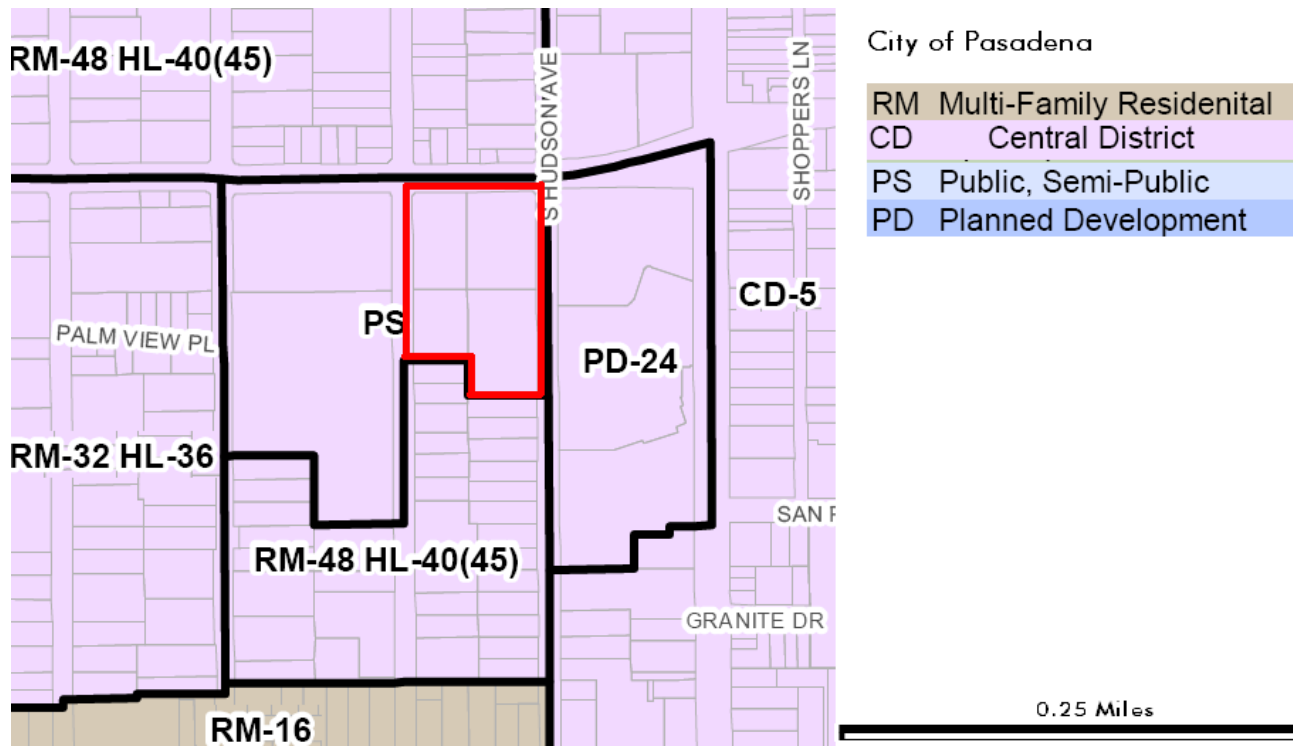
Site Vicinity: Macy's SE at Shops on Lake



Site Vicinity: Corporate Center Pasadena
Parking Structure on NE

Surrounding Zoning

- Areas to the north, west and south are zoned multi-family residential, with densities ranging from 16-48 units/acre. A few large parcels east of the site fall within the South Lake Avenue Planned Development, and the are beyond that is in the Lake Avenue Specific Plan Area (PD-24), which permits uses that support Lake Avenue as a pedestrian-oriented high-end commercial street, including regional office space and local shopping. PD-24 zoning generally coincides with this, though it does not allow cinemas.



Site Demographics

- Given site's location in the heart of the city, there is projected growth of nearly 500 households within a half-mile trade area over the next 5-years
- The half mile area has a majority White population (55%) followed by Asian & Others (28%), Hispanics (12%), and Blacks (5%)
- Educational attainment levels are high as more than a third (34%) have at least a Masters degree compared to less than a fifth (~18%) in Pasadena and 3-cities PUSD catchment
- Trade area's median household income (\$63,800) is at par with ~\$63,500 in the PUSD catchment, though the average figure is lesser
- Unlike most other PUSD sites in this study, a majority housing unit stock within half-mile is renter occupied (69%), with almost half the stock in multi-family structures with more than 20 units (47%). The combined stock's median age is more than 40 years old, among youngest of target sites' trade area.
- The Ed Center trade area has a moderate unemployment rate at 4.7%, below City (6.9%) and County (8.3%) rates. Nearly two-thirds of the workers are in Services sector followed by ~10% each in FIRE and Trade sectors
- This site along with Roosevelt has among highest employment concentration in its trade area. Nearly 15,100 workers are employed at 1,870+ businesses within the half-mile trade area. Again, most (45%) concentration is in Services, followed by ~20% each in FIRE and retail trade
- **Implications** – Given significant employment concentration, particularly in services and retail trade sectors, and high educational attainment levels, Ed Center is a good location for commercial/office reuse

Market Analysis – H&BU Implications

- Many investment grade apartment projects are located within one-mile of the site. The closest apartment projects listed by REIS have average rents ranging from \$1.60 to \$2.00 PSF depending on unit size
- Ed Center site is proximate to most of the new for-sale multi-family projects active in last 2-3 years in Pasadena. The closest, Mentor Terrace near Lake/Del Mar, had 1 to 3-bedroom units selling from \$340,000 to \$700,000 per unit or \$410 to \$600 PSF
- The small site size and competitive retail supply in vicinity does not permit large format or medium format retail store or shopping center. Any retail proposed at Ed Center reuse will likely be ancillary to proposed uses.
- There's more than 4 million SF of office space within half-mile of Ed Center, or approximately a fifth of the Pasadena/Arcadia/Monrovia submarket. The rents at under \$2.50 PSF are at par with the submarket average, though the vacancy is much higher, exceeding 15% in the half-mile area. A reuse tenant would likely pay under \$2.00 for the Ed Center whereas new construction at the location could draw rents closer to \$3.00 PSF
- While commercial office seems a feasible use, overhang from prevailing market conditions and implied achievable rents may not justify new office construction. Upon stabilization of market conditions, multi-family in mixed use format may be the highest use for this location.

Property Overview & Notes

- **Address** 1135 South Euclid Avenue, Pasadena 91106
- **Site Area** 3.4 acres (148,104 SF); APN 5324-003-902
- **Site Shape** Rectangular
- **Existing Improvements** Elementary School – 13 classrooms, 9 portables
- **Location/Access** Allendale is located on the NWC of the intersection of Allendale and Euclid, to south of Glenarm, and just a block off freeway 110.
- **Topography** Flat
- **Zoning** Site is zoned PS – Public, semi-public
- **Adjacent Zoning** The PUSD is building a middle school across the street. Other surrounding zoning are RS - Single-Family Residential. RM-32 Multi-Family Residential. OS –Open Space. PS- Public, Semi-Public. CD-6 - Arroyo Corridor/Fair Oaks Central District. IG – Industry, General.
- **Opportunities** Relatively high achievable density (48 DU's/acre), many recent & new residential projects located within ½-mile, excellent freeway access, very good high density residential neighborhood
- **Constraints** The adjoining field will be retained for school use – this may negatively impact the pricing at the site is redeveloped
- **Likely Uses** Best reuse option is likely to be private or charter school, or a Pre-K/Day-Care tenant. Potential market use are likely to be multi-family or SFR residential or likely in a mixed-use format with ancillary retail

Site Photographs



Site Photo 1: Classrooms



Site Photo 2: Playground



Site Photo 3: Field



Site Vicinity: Apartments and SFR on north



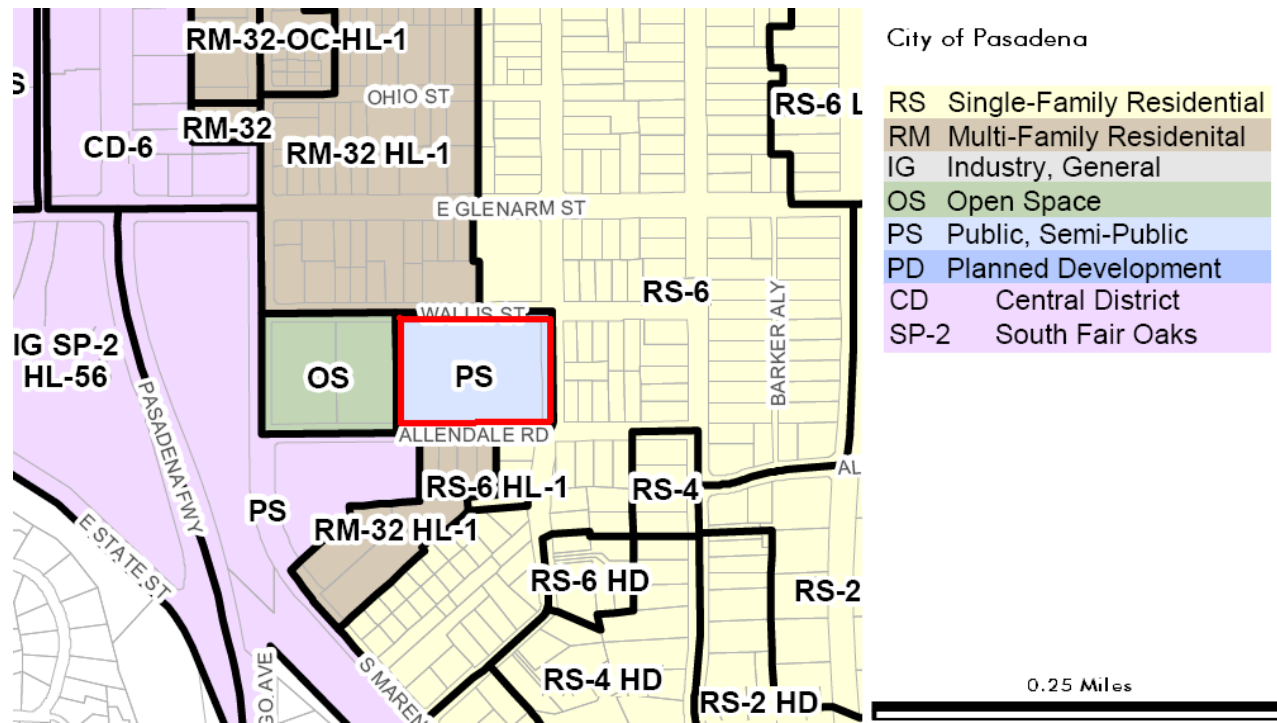
Site Vicinity: Blair High on west



Site Vicinity: Apartments and SFR on south

Regulatory and Community Considerations

- The site is currently zoned Public/Semi-Public (PS) and is located in an area dominated by residential (and some public) uses. Areas east of the site are zoned single-family residential, with densities ranging from 2-4 units/acre. The site is located in a strip of multi-family zoned property, with allowable density of 32 units/acre and as well as additional limitations, including 2-story height limits, imposed by a hillside overlay district. Allendale park is west-adjacent.
- The Arroyo Corridor/Fair Oaks Central District falls further northwest and allows a broad mix of uses that generate employment and establish the area as visually important and attractive. The area west of the Pasadena Freeway is zoned for general industrial uses located in the South Fair Oaks Specific Plan area.



Market Analysis – H&BU Implications

- Most investment grade apartment projects in Pasadena are located within half-mile of the site to the north above California Blvd. More nearby are 4 projects just outside the city boundary to south. At these projects, average rents at the higher end projects (Terraces at South Pasadena and Palm Gardens) range from \$.12 to \$2.38 PSF.
- The closest new condo project (Granite Park Place) is located within half-mile at California and Lake. The units at the luxury project are priced upwards of \$500 PSF, but only 5 units out of 27 released have been closed since late 2008. Allendale, located off main thoroughfares and little away from active node, can conservatively expect to obtain prices in the \$425 to \$475 PSF range.
- Residential neighborhood surroundings do not lend the site fit for any retail of significant size. Any retail is likely to be ancillary to a multi-family residential mixed use format, which could be a possibility for this site. Similarly, given surrounding uses, other commercial uses such as office or R&D Flex are unlikely for this site, not to mention their achievable rents are unlikely to yield higher land value than residential uses.
- We have estimated the residual land value assuming conservative price points as noted above. For a developer to start building new project, however, the market conditions would need to improve. It is expected that by the time site is entitled for multi-family use, normal residential market conditions will have resumed. Upon such stabilization of market conditions, for-sale multi-family may be the highest use for this location.

Property Overview & Notes

- **Address** 1259 Linda Vista Ave., Pasadena 91103
- **Site Area** 4.8 acres (209,088 SF); APN 5715-013-900
- **Site Shape** Triangular
- **Existing Improvements** Vacant shell structures currently used as warehouse/storage. Portable leased by All Saints Day Care center
- **Location/Access** Linda Vista is located at SWC of intersection of Linda Vista Ave and Bryant road about a mile north of Rose Bowl. Freeway 210 and 134 access are about 2-mile to south
- **Topography** Largely even, except open space area for City use
- **Zoning** Site is zoned PS – Public, semi-public
- **Adjacent Zoning** RS – Single Family Residential. OS – Open Space
- **Opportunities** Excellent high-end single family neighborhood location will draw premium SFR prices,
- **Constraints** Significant TI's required for any reuse
- **Likely Uses** Best reuse option is likely to be Pre-K/Day-Care, or private or charter school, or a tenant. R&D/Flex campus may be possible but will get lesser rents than alternatives. Potential market use is primarily restricted to low density single-family residential

Aerial



Site Photographs



Site Photo 1: School



Site Photo 2: Current Warehouse use



Site Photo 3: All Saint's Children Ctr.



Site Vicinity: SFR Homes



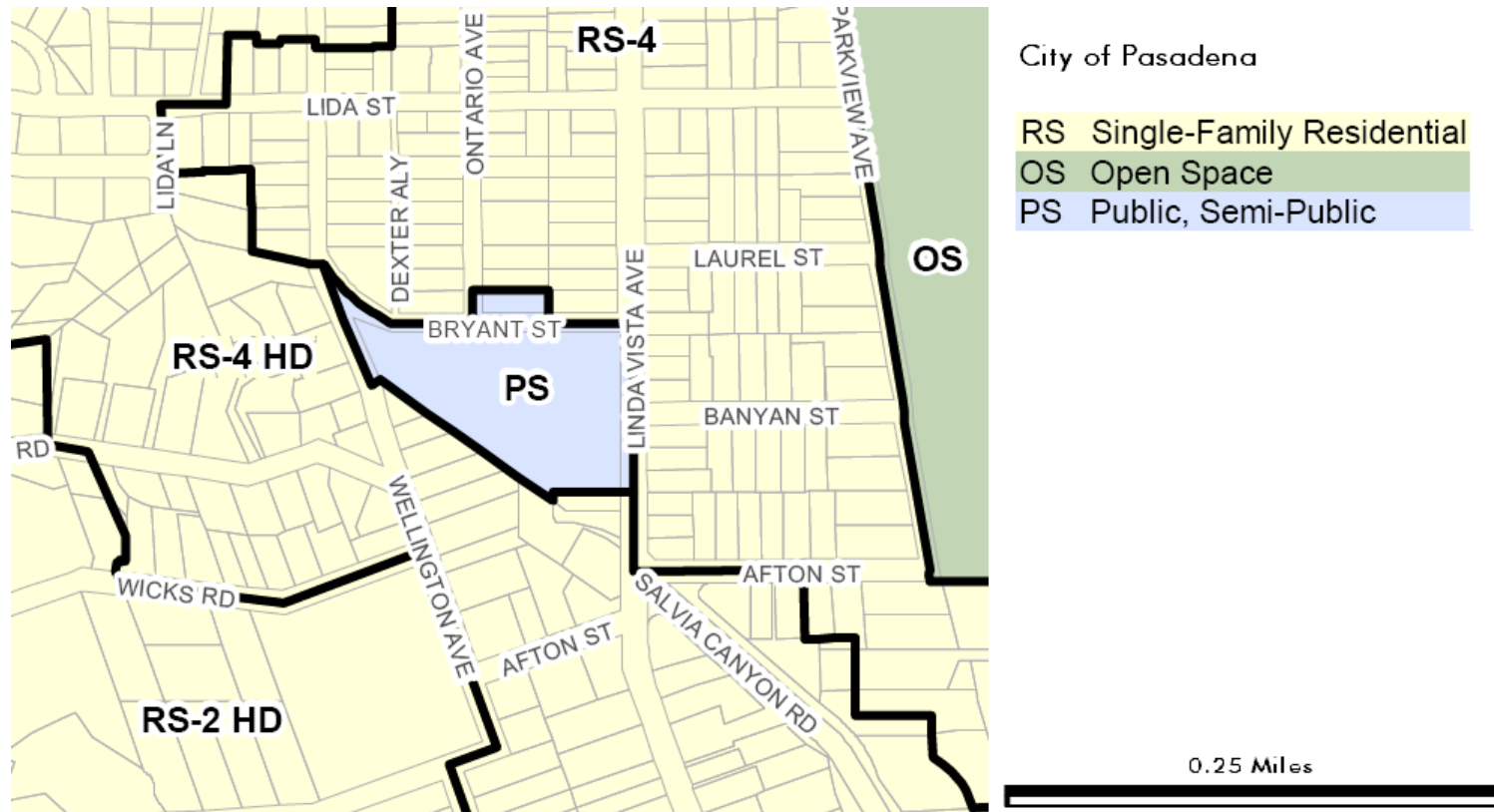
Site Vicinity: Public Library to NW



Site Vicinity: Public Park to south

Regulatory and Community Considerations

- Site is zoned for public/semi-public uses, and adjacent zoning permits single-family residential with maximum density of 4 units/acre.



Market Analysis – H&BU Implications

- The surrounding zoning limits density potential to 4 units/acre, with uses in most immediate surrounding parcels being similar very-low density single-family residential units. This density rules out multi-family residential – for-sale and rental – at this site.
- Given the neighborhood's income and demographic make-up, and the low density high end SFR units in vicinity, low-density SFR units are the likely highest best use of Linda Vista site. Given the lack of new or recent SFR projects in the half-mile trade area, we benchmark the likely achievable prices for this highest use based on achievable prices at San Rafael, which is similar in density and neighborhood characteristics. The resale trends for this zip code are misleading as they provide lower 'average' than this site can market for. Very-low density (up to 4 units/acre) single-family residential is the most likely highest reuse for this site. Assuming premium for new product and for excellent neighborhood location, the sale price of units at this site is estimated at up to \$2.1 million at price per square foot of up to \$650.
- While the site could theoretically support some commercial uses such as retail, office use and R&D Flex campus, they are not market-feasible at this site at current rents as evident in their negative land values from residual land value analysis.
- Linda Vista's reuse is likely to obtain premium rent from typical users of such campus sites – private/charter schools and Pre-K/Day-care uses – which are likely to be willing to pay up to \$2.25 and \$2.65 PSF, respectively for this site. Office users, depending on type of tenant, could offer \$1.00 to \$1.20 PSF, and R&D Flex tenant \$0.80 PSF. An institutional user such as a Church could offer up to \$1.00 PSF rent.

Property Overview & Notes

- **Address** 1919 East Pinecrest Dr., Altadena 91001
- **Site Area** 7.3 acres (317,988 SF); APN 5844-031-900
- **Site Shape** Irregular
- **Existing Improvements** Charter School – 14 classrooms, 2 portables
- **Location/Access** Noyes is located to east of Allen Ave near its intersection with Altadena Dr. Freeway 210 and 134 access are more than 2-miles
- **Topography** Significant grade from north to south
- **Zoning** R-1 - Single Family Residential with 20,000 SF minimum lot size
- **Adjacent Zoning** R-1 - Single Family Residential with 20,000 SF minimum lot size
- **Opportunities** Very good low density single family neighborhood location will draw above average SFR prices
- **Constraints** Significant grading and site costs may be incurred for redevelopment
- **Likely Uses** Best reuse option is likely to be private or charter school, or Pre-K/Day-Care tenant. Potential market use is primarily restricted to low density single-family residential

V-i. Aveson/Noyes

Site Photographs



Site Photo 1: Classrooms



Site Photo 2: Playground



Site Photo 3: Charter owned Portables



Site Vicinity: SFR Homes on south



Site Vicinity: SFR Homes on north



Site Vicinity: SFR Homes on east

Regulatory and Community Considerations

- Site and surrounding area is limited to single-family residential with minimum lot size of 20,000 SF (approx. 2 units/acre)



LA County Zoning

R-1 - SFR

Scale: 1:3,701
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Market Analysis – H&BU Implications

- The surrounding zoning limits density potential to only 2 units/acre, with uses in most immediate surrounding parcels being similar very-low density single-family residential units. This density rules out multi-family residential – for-sale and rental – at this site.
- Given the neighborhood's income and demographic make-up, and the low density SFR units in vicinity, low-density SFR units are the likely highest best use of Noyes site. Given the lack of new or recent SFR projects in the half-mile trade area, we benchmark the likely achievable prices for this highest use based on achievable prices at San Rafael and Linda Vista, which are similar in density and proposed unit characteristics. The resale trends for this zip code are misleading as they provide lower 'average' than this site can market for. Very-low density (up to 2 units/acre) single-family residential is the most likely highest reuse for this site. Assuming premium for new product and for neighborhood location, the sale price of units at this site is estimated at up to \$1.9 million at price per square foot of up to \$550.
- Commercial uses such as retail, office use and R&D Flex campus are not market-feasible at this site.
- Aveson/Noyes' reuse potential is likely to be restricted to typical users of such campus sites – private/charter schools and Pre-K/Day-care uses – which are likely to be willing to pay up to \$2.00 and \$2.50, respectively for this site.

Property Overview & Notes

- **Address** 725 West Altadena Drive, Altadena 91001
- **Site Area** 3.6 acres (154,638 SF); APN 5829-005-902 and 03
- **Site Shape** Irregular. Rectangular on south (facing West Altadena Dr), triangular at northern section of site
- **Existing Improvements** Charter School – 15 classrooms, 5 portables
- **Location/Access** Located north of Altadena Dr. a few parcels west of its intersection with Lincoln Ave. Freeway 210 access is nearly 2-miles from site
- **Topography** Even topography
- **Zoning** PS – Public, Semi-Public
- **Adjacent Zoning** City of Pasadena Zoning: RS-4, OS. LA County Zoning: R-1, R-2, R-3, R- 3-P, C-2 – Neighborhood Business (35 ft. height limit).
- **Opportunities** While primarily residential neighborhood limits potential uses, good SFR neighborhood and hiking trails to west/NW provide potential upside
- **Constraints** surrounding uses – a liquor store, gas station, incomplete shopping center and a nonconforming apartment building in a SFR neighborhood – may be a drag on prices
- **Likely Uses** Best reuse option is likely to be private school, or Pre-K/Day- Care tenant. Potential market use is primarily restricted to low density SFR

Site Photographs



Site Photo 1: Classrooms



Site Photo 2: Playground



Site Photo 3: Field



Site Vicinity: Apartments on east



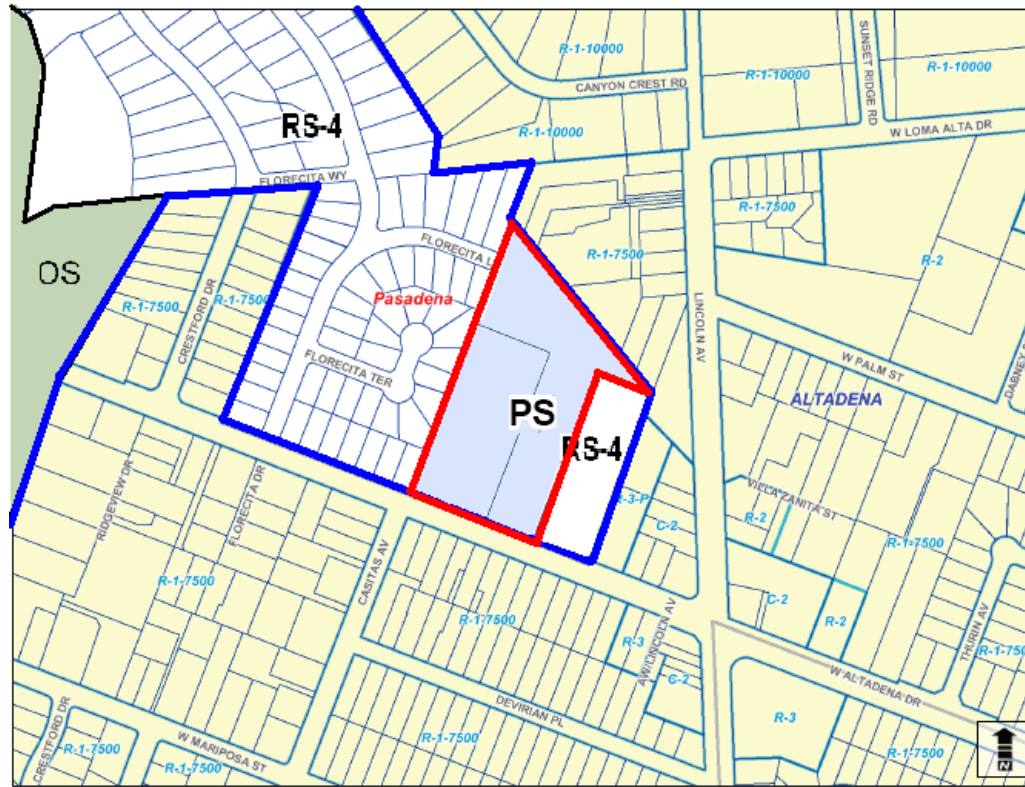
Site Vicinity: SFR Homes on south & west



Site Vicinity: Retail to south-east

Regulatory and Community Considerations

- City of Pasadena Zoning: RS-4 – Single-Family Residential (4 lots/acre). OS – Open Space. LA County Zoning: R-1 – Single-Family Residential (7,500-10,000 SF min lot size). R-2 – Two-family residence. R-3 – Limited multiple residence (5,000 SF min lot size, 35 ft. height limit). R-3-P - Limited multiple residence (same limits as R-3) with supplemental off-street parking. C-2 – Neighborhood Business (35 ft. height limit).
- Adjacent uses are limited to single-family with maximum density of 4 units/acre. Nearby uses include single-family, two-family and limited multi-family residential. Maximum residential density allows for multi-family with minimum lot size of 5,000 SF per lot (approx. 8 units/acre).



City of Pasadena

RS Single-Family Residential

PS Public, Semi-Public

OS Open Space

LA County

— LA County Boundary

R-1 - SFR

R-2 – Two family residence

R-3 – Limited Multiple Residence

R-3-P – Limited Multiple Residence plus supplemental off-street parking

C-2 - Neighborhood Business

Scale: 1:4,137
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Market Analysis – H&BU Implications

- The surrounding zoning is limited to 12 units/acre, with most immediate surrounding parcels being similar low-medium density single-family residential units. This rules out multi-family residential – for-sale and rental – at this site.
- Given the zoning and the SFR density in vicinity, medium-density SFR units are the likely highest best use of Audobon site. Given the lack of new or recent SFR projects in the half-mile trade area, we benchmark the likely achievable prices for this highest use based on resales and adjusting it for new product premium. Medium density (up to 12 units/acre) single-family residential is the most likely highest use for this site. The sale price of resale units in this zip code (same as Loma Alta) have averaged \$425,000 to \$500,000 in last three years, with price per square foot from \$300 to \$375. Assuming premium for new product and adjusting for good comparable SFR products to north-west, we estimate likely achievable sale price per square foot of up to \$425 for single-family units at Audobon.
- Commercial uses such as retail, office use and R&D Flex campus are not market-feasible at this site.
- Audobon's reuse potential is likely to be restricted to typical users of such campus sites – private/charter schools and Pre-K/Day-care uses – which are likely to be willing to pay up to \$1.25 and \$1.50 PSF, respectively for this site.

Property Overview & Notes

- **Address** 3126 Glenrose Ave., Altadena 91001
- **Site Area** 4.5 acres (196,020 SF); APN 5832-017-900
- **Site Shape** Rectangular
- **Existing Improvements** School – 9 classrooms, 6 portables
- **Location/Access** Edison is located at NEC of intersection of Palm and Glenrose avenues north of Altadena Dr. on the northern foothills of Altadena. Freeway 210 access is about 2-mile to south-west
- **Topography** Relatively even topography
- **Zoning** R-1 – Residential (7,500 SF minimum lot size)
- **Adjacent Zoning** R-1 – Residential (7,500 SF minimum lot size)
- **Opportunities** Average low density single family neighborhood and hillside location may draw above average SFR prices
- **Constraints** Primarily residential neighborhood limits potential uses, weak income/demographics neighborhood, relocation of existing Edison uses may be problematic
- **Likely Uses** Best reuse option is likely to be private or charter school, or a Pre-K/Day-Care tenant. Potential market use is primarily restricted to low density single-family residential

Site Photographs



Site Photo 1: East Building



Site Photo 2: East Playground



Site Photo 3: West Building



Site Photo 4: West campus



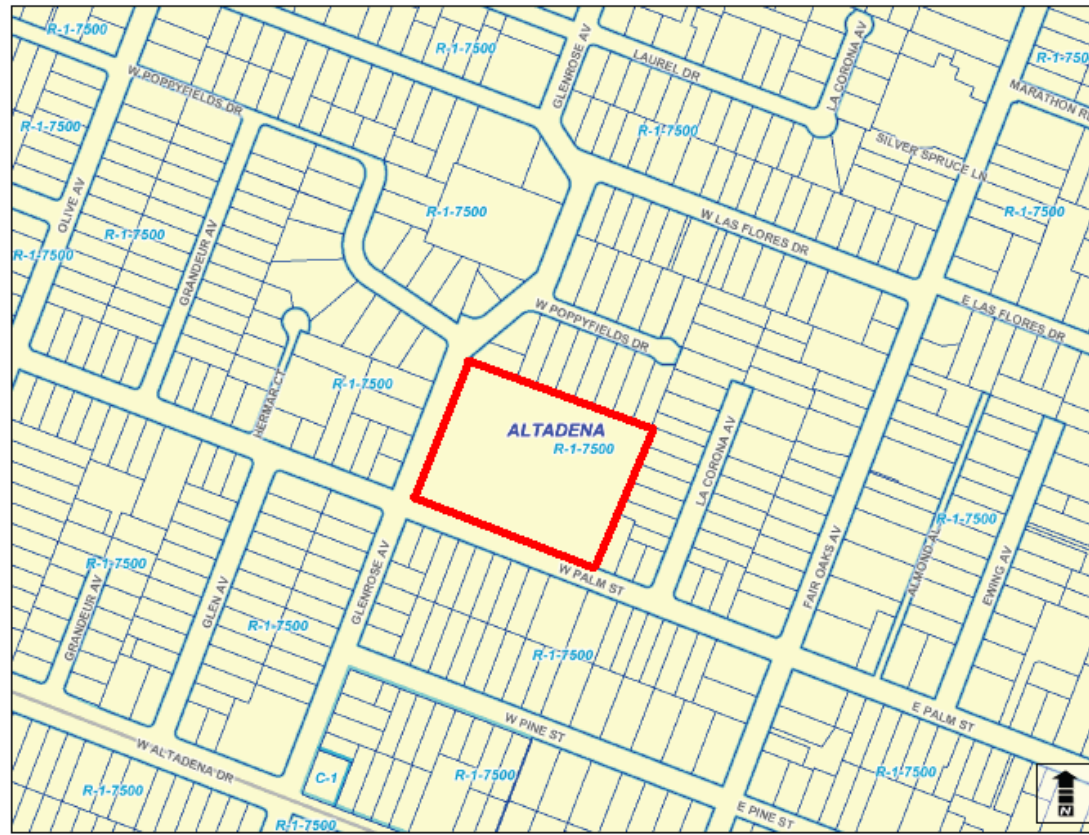
Site Vicinity: SFR Homes on south



Site Vicinity: SFR Homes on west

Regulatory and Community Considerations

- Site and surrounding area are zoned R-1 – Residential with 7,500 SF minimum lot size (approx. 6 units/acre)



LA County Zoning

R-1 - SFR

Scale: 1:4,137
Printed On: May 13, 2010
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Market Analysis – H&BU Implications

- The surrounding zoning is limited to 6 units/acre, with most immediate surrounding parcels being similar low density single-family residential units. In fact, the site itself is residentially zoned for only up to 6 units/acre. This rules out multi-family residential – for-sale and rental – at this site.
- Given the zoning and the low density SFR units in vicinity, low-density SFR units are the likely highest best use of Edison site. Given the lack of new or recent SFR projects in the half-mile trade area, we benchmark the likely achievable prices for this highest use based on resales and adjusting it for new product premium. Low density (up to 6 units/acre) single-family residential is the most likely highest reuse for this site. The sale price of resale units in this zip code (same as Loma Alta) have averaged \$425,000 to \$500,000 in last three years, with price per square foot from \$300 to \$375. Assuming premium for new product and adjusting for permissible density, we estimate likely achievable sale price per square foot of up to \$450 for single-family units at Edison.
- Commercial uses such as retail, office use and R&D Flex campus are not market-feasible at this site.
- Loma Alta's reuse potential is likely to be restricted to typical users of such campus sites – private/charter schools and Pre-K/Day-care uses – which are likely to be willing to pay up to \$1.00 and \$1.25 PSF, respectively for this site. Some institutional uses such as a church may be prospective tenant as well, paying up to \$1.00 PSF.

Property Overview & Notes

- **Address** 136 West Peoria Street, Pasadena 91103
- **Site Area** 1.0 acres (43,560 SF); APN 5726-015-900, 01 & 02
- **Site Shape** Irregular
- **Existing Improvements** Day Care – 30 rooms
- **Location/Access** Hodges is located on Peoria St a block off from the intersection of Orange Grove and Lincoln Ave., within half-mile from the interchange of freeways 134 and 210.
- **Topography** Even topography
- **Zoning** RM - Multi-family residential
- **Adjacent Zoning** RM - Multi-family residential. FGSP - Fair Oaks-Orange Grove Specific Plan
- **Opportunities** Relatively high achievable density (32 DU's/acre)
- **Constraints** Small site makes for limited potential usage, traffic due to nearby commercial and USPS uses will limit residential prices, weak income/demographics neighborhood
- **Likely Uses** Best reuse option is likely to be a Pre-K/Day-Care tenant. R&D/Flex campus may be possible but will get lesser rents than alternatives. Potential market use upon redevelopment is likely be as zoned – multi-family residential

V-I. Hodges Daycare

Site Photographs



Site Photo 1: Building



Site Photo 2: Playground



Site Photo 3: Building



Site Vicinity: USPS facility on west



Site Vicinity: Homes to north and east

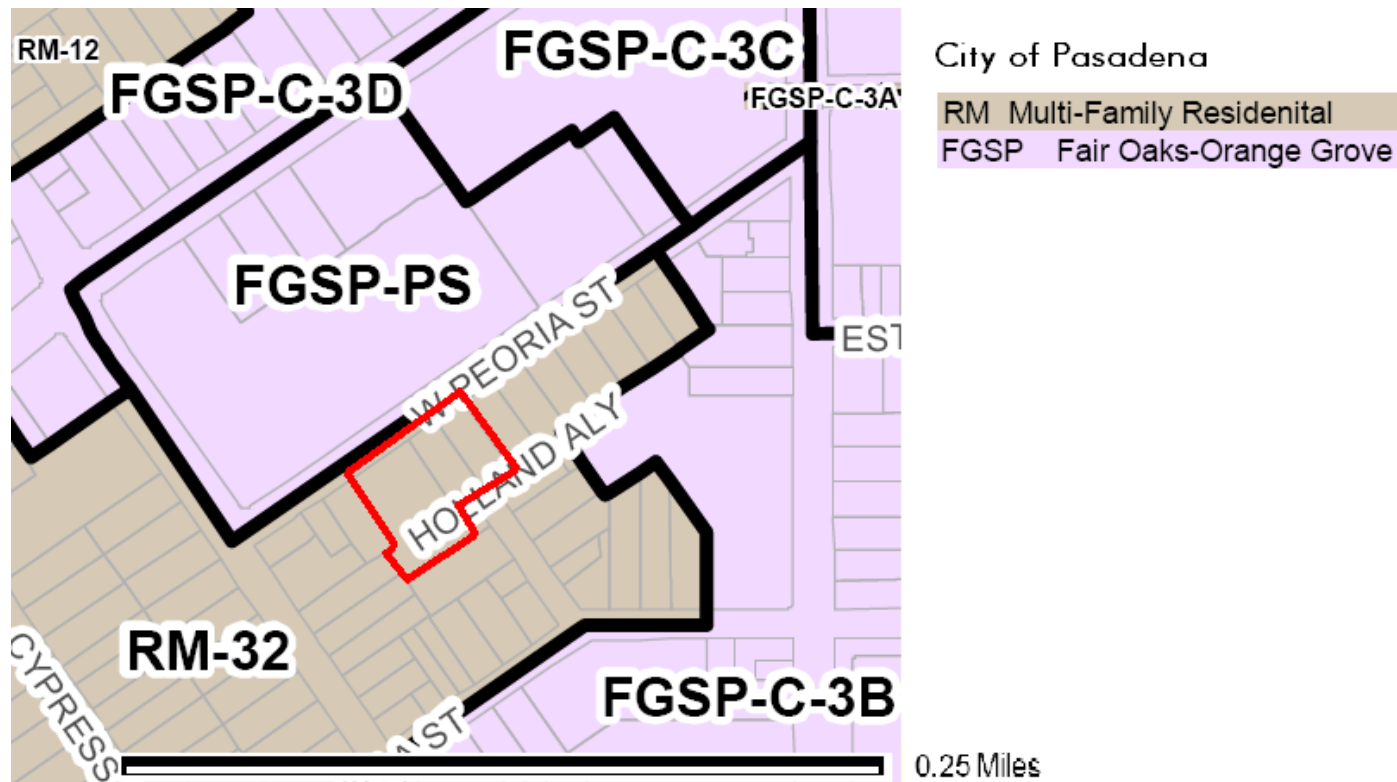


Site Vicinity: Shopping Center to NW

V-I. Hodges Daycare

Surrounding Zoning

- Site and block are zoned for multi-family residential uses with maximum allowable density of 32 units/acre.



V-I. Hodges Daycare

Market Analysis – H&BU Implications

- Most investment grade apartment projects in Pasadena are located within a mile of the site to the south of Fwy 210. The closest comparable is a small 20-unit project with average rents less than \$1.50 PSF, but after adjusting for new product premium and location, we determine the achievable rents at Hodges to be \$2.00 to \$2.25 PSF.
- Given permissible density of 32 units/acre and moderate income characteristics of the neighborhood, single family use is unlikely to achieve higher land value than multi-family. The closest active townhome project Fair Oaks Gardens has prices from \$240 to \$300 PSF.
- Given the small site size, most commercial uses are infeasible for this site.

Property Overview & Notes

- **Address** 2046 N Allen Ave., Altadena 91001
- **Site Area** 4.8 acres (209,088 SF); APN 5854-020-900 and 01
- **Site Shape** Rectangular with swath protruding out to edge of block
- **Existing Improvements** Elementary School – 17 classrooms, 5 portables and 1 pre-K;
- **Location/Access** Burbank is located east of Allen Ave., quarter-mile north of New York Dr. Freeway 210 access is about 2-mile to south
- **Topography** Relatively even topography
- **Zoning** R-1 – Single-Family Residential. Majority of site is allowed minimum lot size of 7,500 SF, while small swath facing Minoru Drive is allowed minimum of 10,000 SF per lot
- **Adjacent Zoning** R-1, R-3-P - Limited multiple residence, C-2 – Neighborhood Business
- **Opportunities** Average single family neighborhood and hillside location may draw above average SFR prices
- **Constraints** Primarily residential neighborhood limits potential uses
- **Likely Uses** Best reuse option is likely to be private or charter school, or a Pre-K/Day-Care tenant. Potential market use is primarily restricted to low density single family residential

Aerial



Site Photographs



Site Photo 1: Classrooms



Site Photo 2: Playground



Site Photo 3: Portables



Site Photo 4: New Building



Site Photo 5: Classrooms



Site Vicinity: SFR Homes on west

Regulatory and Community Considerations

- R-1 – Single-Family Residential ranging from 7,500-30,000 SF per lot. R-3-P - Limited multiple residence (5,000 SF min lot size, 35 ft. height limit) with supplemental off-street parking. C-2 – Neighborhood Business (35 ft. height limit).
- Surrounding zoning is mainly Single-Family Residential, with minimum lot size of 7,500 SF (approx. 5 units/acre) along North Allen Avenue, and 10,000 SF (approx. 4 units/acre) along Minoru Drive.



LA County Zoning

R-1 - SFR

R-3-P – Limited Multiple Residence plus supplemental off-street parking

C-2 - Neighborhood Business

Scale: 1:3,397
Printed On: May 13, 2010
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Market Analysis – H&BU Implications

- The site profile is similar to Edison's. The surrounding zoning is limited to 6 units/acre, with most immediate surrounding parcels being similar low density single-family residential units. In fact, the site itself is residentially zoned for only up to 6 units/acre. This rules out multi-family residential – for-sale and rental – at this site.
- Given the zoning and the low density SFR units in vicinity, low-density SFR units are the likely highest best use of Edison site. Given the lack of new or recent SFR projects in the half-mile trade area, we benchmark the likely achievable prices for this highest use based on resales and adjusting it for new product premium. Low density (up to 6 units/acre) single-family residential is the most likely highest reuse for this site. The sale price of resale units in this zip code (same as Loma Alta and Edison) have averaged \$425,000 to \$500,000 in last three years, with price per square foot from \$300 to \$375. Assuming premium for new product and adjusting for permissible density, we estimate likely achievable sale price per square foot of up to \$425 for single-family units at Burbank.
- Commercial uses such as retail, office use and R&D Flex campus are not market-feasible at this site.
- Burbank's reuse potential is likely to be restricted to typical users of such campus sites – private/charter schools and Pre-K/Day-care uses – which are likely to be willing to pay up to \$1.75 and \$1.75 PSF, respectively for this site. Some institutional uses such as a church may be prospective tenant as well, paying up to \$1.00 PSF.

Property Overview & Notes

- **Address** 315 N Pasadena Ave., Pasadena 91103
- **Site Area** 5.3 acres (230,868 SF); APN 5711-016-904
- **Site Shape** Irregular trapezoid
- **Existing Improvements** Elementary School – 21 classrooms, 4 portables and 2 pre-K
- **Location/Access** Roosevelt is located on SWC of intersection of freeways 210 and 134. Access is limited by a small 2-lane cul-de-sac
- **Topography** Even topography
- **Zoning** PS – Public, Semi-Public
- **Adjacent Zoning** RS – Single-Family Residential. RM – Multi-Family Residential. CG – Commercial, General. OS – Open Space. PS – Public, Semi-Public. PD – Planned Development
- **Opportunities** Relatively high achievable density (32 DU's/acre)
- **Constraints** Location at freeway interchange creates noise perception though it's hardly felt on-site, access is limited from a small 2-lane cul-de-sac, weak income/demographics neighborhood
- **Likely Uses** Best reuse option could be a private school, Pre-K/Day-Care tenant or . an institutional user including church. R&D/Flex campus may be possible but will get lesser rents than alternatives. Potential market use upon redevelopment is likely be as single or multi-family residential

Site Photographs



Site Photo 1: School



Site Photo 2: Playground



Site Photo 3: Field



Site Vicinity: Single access to site



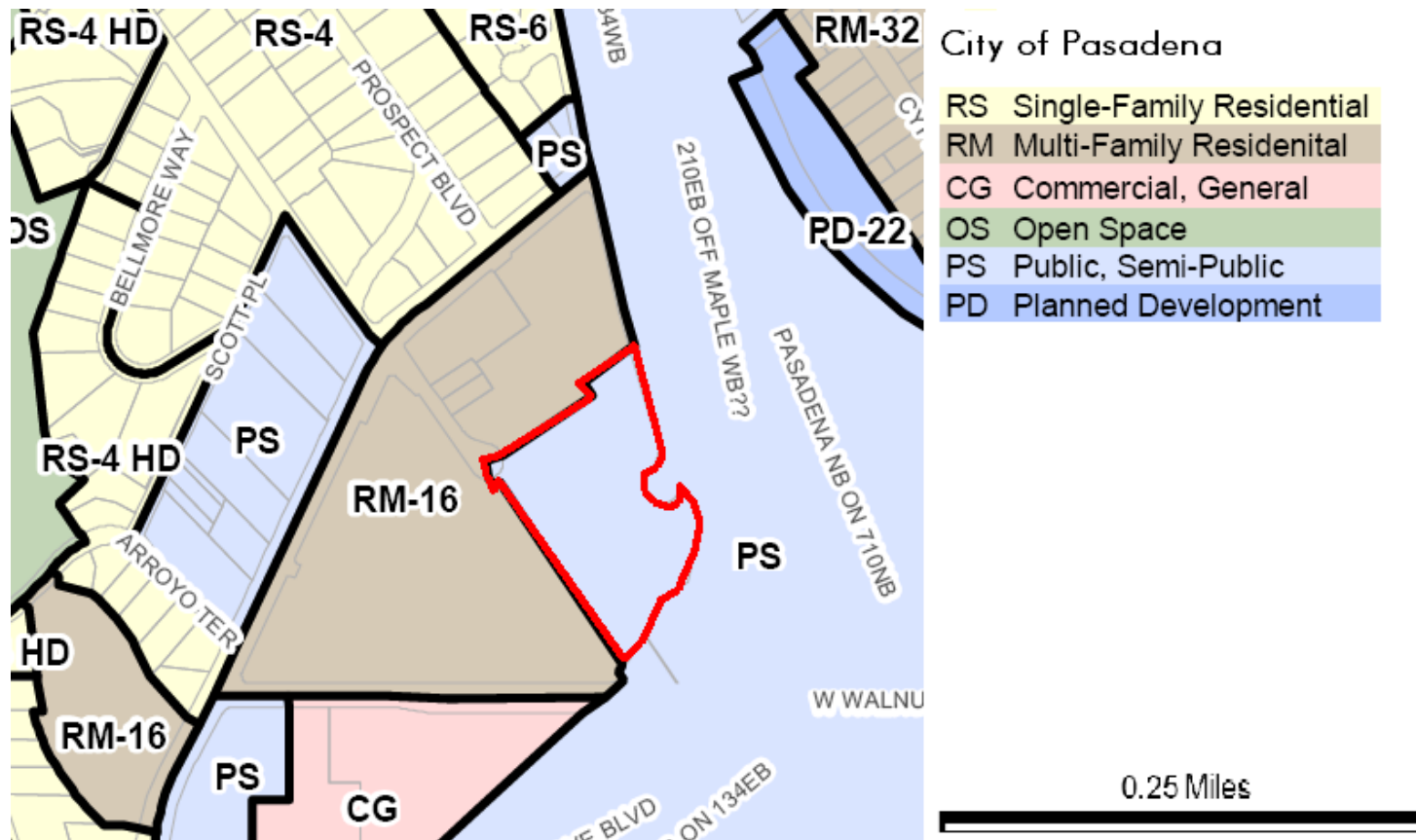
Site Vicinity: Townhomes/Condos



Site Vicinity: At SR-134 & SR-210 interchange

Surrounding Zoning

- Surrounding area is comprised of a variety of zoning. Site and area to west is zoned for public/semi-public uses. Maximum residential density zoning allows for multi-family use up to 16 units/acre.



Market Analysis – H&BU Implications

- The surrounding zoning is limited to 12 units/acre, with most immediate surrounding parcels being similar low-medium density single-family residential units. This rules out multi-family residential – for-sale and rental – at this site.
- Given the neighborhood’s income and demographic make-up, and the low density SFR units in vicinity, medium-density SFR units are the likely highest best use of Roosevelt site. Given the lack of new or recent SFR projects in the half-mile trade area, we benchmark the likely achievable prices for this highest use based on achievable prices between Noyes and Audobon, which offer range within which this sites achievable prices could lie. The resale trends for this zip code are misleading as they provide lower ‘average’ than this site can market for. Low to moderate density (up to 12 units/acre) single-family residential is the most likely highest reuse for this site. Assuming premium for new product and for neighborhood location, the sale price of units at this site is estimated at up to \$1.0 million at price per square foot of up to \$500.
- While the site has very good freeway frontage at interchange of 210 and 134, its actual visibility and access is poor. Commercial uses are unlikely to draw premium rents to justify new construction.
- Roosevelt is very suitable for many reuses including private school, day-care, commercial, R&D Flex and institutional uses. However, it’s highest reuse is likely to be specialty office, which may not require high visibility. Such use could pay up to NNN \$1.30 PSF. This site can also be a relocation target for PUSD’s DSC/Ed Center uses.

Property Overview & Notes

- **Address** 593 W Woodbury Rd., Altadena 91001
- **Site Area** 4.7 acres (204,732 SF); APN 5827-007-901
- **Site Shape** Rectangular, except for nook in northeast corner
- **Existing Improvements** School – 24 classrooms, 2 portables and 2 pre-K;
- **Location/Access** Jackson is located just northeast of the DSC site on Woodbury Rd. Freeway 210 access is within half-mile to the east
- **Topography** Even topography
- **Zoning** Majority of site zoned C-M – Commercial Manufacturing. Portion facing Crosby Street zoned R-1-7500 – Single-Family Residential (7,500 min. lot size).
- **Adjacent Zoning** City of Pasadena zoning: RS and IG. LA County zoning: R-1, R-2 C-3, C-M and M-1
- **Opportunities** Immediate access and potential visibility from freeway, mix of commercial and residential uses in vicinity,
- **Constraints** Weak income/demographics neighborhood, Commercial rents or Residential prices may not justify new construction if redeveloped
- **Likely Uses** Best reuse option is likely to be private or charter school, or a Pre-K/Day-Care tenant. Given surrounding uses, a R&D/Flex campus may be possible too but will get lesser rents than alternatives. Potential market use is primarily restricted to low density single family residential

Site Photographs



Site Photo 1: School



Site Photo 2: Building



Site Vicinity: DSC on SW



Site Vicinity: Industrial & Retail uses south



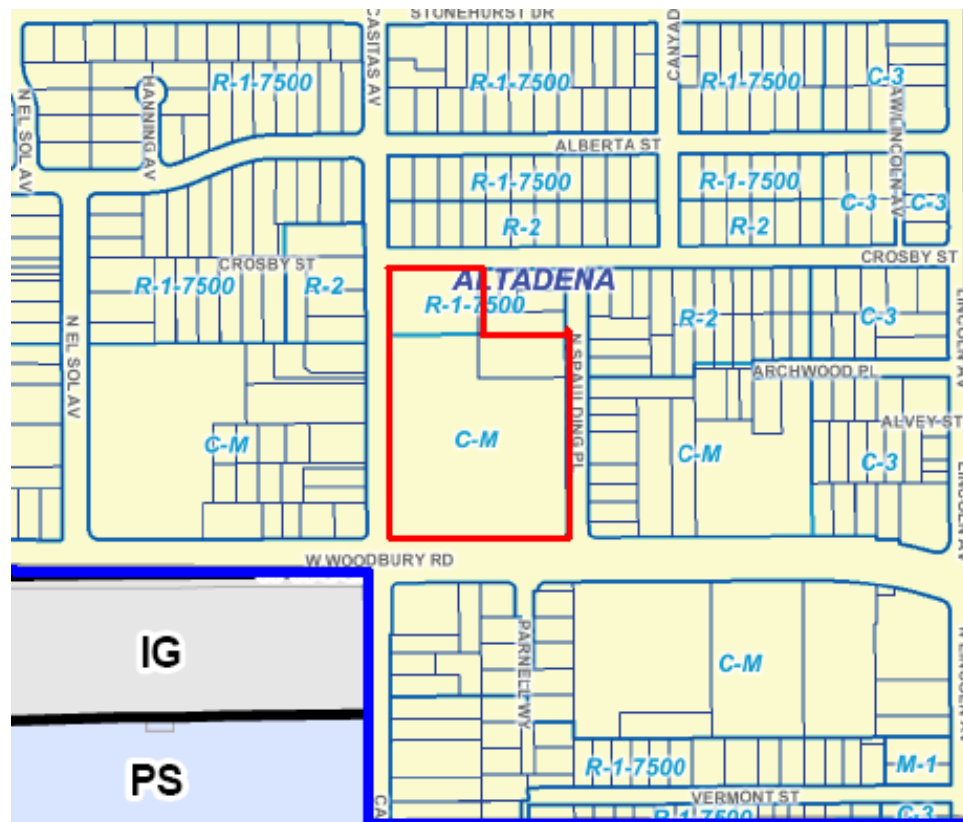
Site Vicinity: SFR Homes on west



Site Vicinity: SFR Homes on east & south

Surrounding Zoning

- Surrounding Zoning: City of Pasadena zoning: RS – Single-Family Residential. IG – Industry, General. LA County zoning: R-1- Single-family residence. R-2 -Two-family residence. C-3 - Unlimited commercial. C-M - Commercial manufacturing. M-1- Light manufacturing
- Area is governed by LA County zoning and zoned for commercial manufacturing uses. Small portion at north of site zoned for residential (min. lot size of 7,500 SF, or 5 units/acre). Zoning along Woodbury Road generally allows for commercial manufacturing uses, while areas along inroads are zoned single-family residential, with maximum allowed density of 5 units/acre (min. lot size of 7,500 SF)



City of Pasadena

RS Single-Family Residential
 IG Industry, General

LA County

— LA County Boundary

R-1--Single-family residence
 R-2--Two-family residence
 C-3--Unlimited commercial
 C-M--Commercial manufacturing
 M-1--Light manufacturing

0.25 Miles

Market Analysis – H&BU Implications

- Most investment grade rental residential projects are located closer to the core of City of Pasadena around Colorado. Also, the surrounding zoning is limited to 6 units/acre. This rules out multi-family residential – for-sale and rental – at this site. If rezoning could be achieved, the closest project listed by REIS is a small 20-unit structure with only 1BD units renting at ~\$1.45 PSF. Jackson, similar to DSC, is disadvantaged by way of market feasible for-sale residential reuse due to low income in neighborhood and lack of new market comparable projects. The closest active townhome project Fair Oaks Gardens has prices from \$240 to \$300 PSF.
- While the retail prospects are similar to those of DSC, Jackson has smaller site size, which rules out potential for a big-box use. A community shopping center, the Altadena Lincoln Crossing, is located just a block from Jackson at the intersection of Woodbury and Lincoln. Given the competitive retail, and limited consumer potential in the immediate trade area, a shopping center may be unviable.
- Again, industrial prospects are similar to those of DSC. Given some of the surrounding light industrial uses, particularly a multi-tenant industrial building to the immediate north, some form of an office/industrial business park at Jackson is a possibility. However, PUSD and City may be disinclined to industrial reuses. Also, overhang from prevailing market conditions and implied achievable rents may not justify such speculative construction.
- Jackson may not achieve high lease rates from reuse tenants typical of such campus sites – private/charter schools and Pre-K/Day-care uses – which are likely to be willing to pay up to \$1.00 and \$1.50 PSF, respectively for this site. Some institutional uses such as a church may be prospective tenant as well, paying up to \$1.00 PSF. Given a private school's demand cap at 30,000 SF, a church use with similar rent and TI's but occupying more space may become highest use. This site can also be a relocation target for PUSD's DSC/Ed Center uses.

FINANCIAL ANALYSIS

- *Limiting Conditions*
- *Assumptions*
- *Reuse Scenario – Ground Lease*
- *Disposition Scenario - Sale*

VI. Financial Analysis

Limiting Conditions

- Ground lease terms generally derive from fee simple sale values. Annual contractual rents represent a percentage of estimated land value, and leases typically call for periodic rent increases to account for inflation as well as appreciation.
 - Initially, rent is discounted until the development project is stabilized, which can take a few years. Once stabilized, periodic rent increases are often tied to a regional Consumer Price Index (CPI), though with a cap, and typically occur every 5 years. In a strong market, a lessor can stipulate additional rent increases based on revaluations of the property every 10 or 15 years.
- Preliminary values assume a fee simple sale to a developer.
 - However, it is anticipated that PUSD will prefer ground leasing sites to benefit from the more extensive possibilities in the Education Code governing use of such proceeds.
 - In cases where for-sale residential is the highest and best use of a site, ground leasing will result in an alternative, lower value use. This is because there is significant resistance in the market to acquire homes on leased land, complicated further by lending constraints.
- While ground leasing enables the lessor to retain ownership of the land, developers (and lenders) generally insist on 60-year minimum terms, often with options to extend the term to the maximum 99 years. The owner of the land cannot use the property again until the term has expired, and so ground leasing resembles selling when the lease term lasts over such a long term.
- During recessionary and/or tight credit periods, such as we are currently experiencing, developers even more strongly prefer land ownership over ground leasing due to the greater challenge of financing development on leased parcels.
- While some allowance is made to account for off-site costs, demolition fees, site limitations, and political issues that may lower development capacity, the preliminary values may potentially vary significantly depending on results from detailed engineering studies.

VI. Financial Analysis

Limiting Conditions

- Preliminary values do not reflect feedback from community hearings or discussions with architects and engineers, which have not yet been held.
- Preliminary values generally assume achievable density based on adjacent uses, height limits, market factors and trends, and Planning Department goals; not reflected are the opportunity to develop a Planned Unit Development (which may increase the achievable density) or the City's widely varying inclusionary housing requirement.
- The per site and per unit value estimates assume entitlement for highest and best use.
- Single-family lot values assume the sale of multiple lots (i.e., bulk sale) to a developer rather than individual lots to homeowners, and thus are discounted appropriately.
- The building sizes for each site are estimated based on figures from the Facilities Master Plan and assuming 900 SF/classroom. To the extent there is variation in actual square footage at these sites, the projected revenues and accordingly the site value may change.
- **Historic Reuse and Costs:** Ed Center/Rose City, San Rafael and Jackson have been listed for historic significance and architectural merit in National Register for Historical Places. Other target sites may have such limitations too in varying measure. Any reuse or redevelopment of such sites will accordingly be limited and additional costs incurred, which cannot be determined at this stage and are outside the scope of this analysis.

VI. Financial Analysis

Assumptions

- **Development Parameters:** The redevelopment potential was limited by the density of surrounding uses for respective sites. We estimated the residual land value for SFR homes where density of 12 DU's/acre or less was permitted. Loma Alta, Linda Vista, Noyes and Jackson permitted 4 DU's/acre or lesser, while only Ed Center, Hodges and Allendale permitted multi-family development in excess of 32 units/acre. Retail FAR was assumed 0.20 to 0.25 depending on format; general or specialty office and R&D campus between 0.40 to 0.80 depending on location; and, industrial use between 0.33 to 0.40. TI's for reuse scenario vary from \$15/SF for school, day-care and institutional uses, to \$30/SF for general office and \$60 for specialty office reuse.
- **Revenue Assumptions:** These vary significantly across the target sites, as each site gets different premium depending on location and surrounding amenities. Prices for SFR homes range from \$350 to \$600/SF, with San Rafael, Linda Vista and Noyes at upper end and Loma Alta, DSC, Jackson and Audobon at lower end. Condo prices range from \$375 to \$450/SF for Hodges to Ed Center/Allendale. The NNN office rents for new product are assumed up to \$2.00 for specialty office and \$1.75 for general office at Ed Center. A large format retail store or grocery anchored shopping center at DSC will likely get max NNN rent of \$2.00.
- **Operating Assumptions:** Since NNN rents are used for commercial uses, no operating costs are included. Only a stabilized vacancy is accounted for depending on use. For apartments, the operating costs are assumed at 30% of gross revenues. Vacancy/collection allowance are assumed at 5% for apartments, industrial and retail use, and at 10% for office uses.
- **Development Cost Assumptions:** These are based on interviews with developers and CBRE internal construction experts, and research of industry standard secondary data sources such as RS Means. The all-in development costs vary from a low of \$125-150 for retail and industrial uses, to \$200-250 for office uses, to \$175,000-300,000 for multi-family units, to \$350,000-750,000 for SFR units, depending on type of construction, which in turn may be dictated by the price premium a site receives.
- **Valuation Parameters:** Valuation Parameters are based on analysis of comparable property sales, secondary data sources, regional benchmarks, and on our experience with similar valuation projects. A credit big-box tenant use is capitalized at 6.75%, shopping center and industrial at 8.00%, office uses at 8.50%, and apartments at 6.00%. Developer profit, varying with riskiness of use, varies from 12% for retail, industrial and apartment use to 15% for office and 18% for condo and for-sale products in current market conditions. All ground leases under reuse scenario are capitalized at 6%.

VI. Financial Analysis

Reuse Scenario – Ground Lease

- **Methodology** – We compiled the NNN lease rates for potential tenants under reuse scenario based on interviews with brokers specializing in that property type, and their experience with leasing by such tenants for similar school facilities across Southern California. Adjustment was made for net rentable area. The annual ground lease revenue was then capitalized at a 6% rate. Then, we net out the leasing commissions at \$9.75 PSF and TI's for respective uses and sites to get a net capitalized ground lease value, which will then be comparable to the residual value from disposition scenario.
- **School reuse** – This is the most likely reuse for most PUSD sites given the alignment of prospective with existing usage. Analysis assumes that any such use will require at most 30,000 SF of space – this forms the cap of net leaseable area for all sites. The lease rates for private schools will range from \$1.00 to \$2.25 depending on site location. Among target sites, Jackson, Edison, Loma Alta and Audobon will get lower end of that range, while Linda Vista, Ed Center, San Rafael, Noyes, Field and Norma Coombs will get higher end rents. It is assumed that these users will need TI's at \$15 PSF to occupy current facilities.
- **Pre-K/Day Care reuse** – Similar to school reuse, we have placed a cap of 10,000 SF on maximum that such facility would be renting. Therefore, any such reuse will have to be in conjunction with other uses to occupy entire space at most of these sites. The rents will range from \$1.00 to \$2.65 with the relative order of sites with premium the same as that for school reuse. Their TI requirement is assumed at \$15 PSF.
- **Commercial & Institutional reuse** – Most sites are more suitable for general or specialty office reuse than retail. The NNN rents for general office use will range from \$0.75 at Jackson to \$1.00-1.10 at Linda Vista, Hodges, Roosevelt, Field and Norma Coombs to a high of \$1.40 at Ed Center. Specialty office is assumed at a premium of ~25 cents on top of that. These uses' TI requirements are assumed at \$30 PSF for general office and \$60 PSF for specialty office. DSC site has the potential for a large format retail store. The lease for such use is estimated based on a lease constant applied to the residual land value from disposition scenario. Thus, based on a 6.0% lease constant applied to \$28 land value per SF, we get potential ground lease revenues at ~\$1.70 per SF for big-box use at DSC site. On many sites, a church reuse is possible. The estimated NNN rent by such tenant is \$1.00 PSF and the TI's required are \$30 PSF.

VI. Financial Analysis

Reuse Scenario – Ground Lease

Reuse Options	Field 1	Norma Coombs 2	San Rafael 3	Loma Alta 4	Ed Center 6	Allendale 7	Linda Vista 8	Aveson/ Noyes 9	Audobon 10	Edison 11/12	Hodges Daycare 13	Burbank 14	Roosevelt 15	Jackson 16
NNN Lease Rate - Per Bldg SF														
Private School	2.00	2.00	2.00	1.00	2.00	1.75	2.25	2.00	1.25	1.00	n.a.	1.75	1.00	1.00
Charter School	1.00	1.00	1.00	0.50	1.00	0.88	1.13	1.00	0.63	0.50	n.a.	0.88	0.50	0.50
Pre-K / DayCare	2.50	2.50	2.50	1.25	2.65	2.25	2.65	2.25	1.50	1.25	1.00	1.75	1.00	1.50
Retail	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.	n.a.
Office	1.10	1.10	n.a.	n.a.	1.40	n.a.	1.00	n.a.	n.a.	n.a.	1.00	n.a.	1.10	0.75
Specialty Office	1.30	1.30	n.a.	n.a.	1.75	n.a.	1.25	n.a.	n.a.	n.a.	1.20	n.a.	1.30	1.00
Light Industrial	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	0.50	n.a.	0.60	0.40
R&D Campus / Flex	1.00	1.00	n.a.	n.a.	1.10	n.a.	0.80	n.a.	n.a.	n.a.	0.60	n.a.	0.80	0.70
Church or Other uses	1.00	1.00	n.a.	n.a.	1.00	n.a.	1.00	n.a.	n.a.	1.00	n.a.	1.00	1.00	1.00
Existing Improvements														
Efficiency Factor	100.0%	100.0%	80.0%	100.0%	80.0%	100.0%	100.0%	100.0%	100.0%	90.0%	90.0%	100.0%	90.0%	90.0%
Est. Net Rentable Area	35,350	24,792	19,625	30,751	56,000	18,265	18,970	19,087	23,612	17,475	12,150	27,990	25,104	32,873
Annual Lease Revenues (\$ 000)														
Private School	\$ 720.0	\$ 595.0	\$ 471.0	\$ 360.0	\$ 720.0	\$ 383.6	\$ 512.2	\$ 458.1	\$ 354.2	\$ 209.7	\$ -	\$ 587.8	\$ 301.2	\$ 360.0
Charter School	360.0	297.5	235.5	180.0	360.0	191.8	256.1	229.0	177.1	104.8	-	293.9	150.6	180.0
Pre-K / DayCare	300.0	300.0	300.0	150.0	318.0	270.0	318.0	270.0	180.0	150.0	120.0	210.0	120.0	180.0
Retail	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Office	466.6	327.3	-	-	940.8	-	227.6	-	-	-	145.8	-	331.4	295.9
Specialty Office	551.5	386.8	-	-	1,176.0	-	284.6	-	-	-	175.0	-	391.6	394.5
Light Industrial	-	-	-	-	-	-	-	-	-	-	72.9	-	180.7	157.8
R&D Campus / Flex	424.2	297.5	-	-	739.2	-	182.1	-	-	-	87.5	-	241.0	276.1
Church or Other uses	420.0	297.5	-	-	420.0	-	227.6	-	-	209.7	-	335.9	301.2	394.5

- **DSC** – Applying a 6% lease constant to the computed \$39/SF land value, we get annual ground lease revenue of ~\$2.30/SF, which translates into annual gross revenues of \$1.6 million.
- **Highest Re-Use** – Private schools are the highest use for most sites. The exceptions are DSC, whose highest reuse is retail big box; Ed Center, Roosevelt and Hodges, whose highest use is specialty office; and, Jackson, whose highest use is church/institutional
- **Ground Lease Revenues** – DSC and Ed Center provide highest lease revenues to PUSD at \$1.6 and \$1.2 million, followed Field, Norma Coombs, Burbank, Linda Vista, San Rafael and Noyes (~\$0.50 to \$0.75 million). The lease productive sites are Edison and Hodges, each with less than \$0.25 million.

VI. Financial Analysis

Disposition Scenario – Sale

- **Methodology** – The analysis estimates the residual land value of each site for a given set of market feasible alternative uses, assuming achievable prices/rents with likely site and new product premiums under stabilized market conditions, and prevailing development costs and operating/valuation parameters
- **Site Premiums for Revenue** – Most sites are in primarily residential neighborhood, making most commercial uses infeasible. The exceptions are DSC and Ed Center, and possibly Allendale, Field and Norma Coombs. Given its size and location, DSC is a good location for a big box store. The Ed Center is prominently located to get above average office or multi-family prices in mixed use format. Allendale has strong prospects for multi-family residential given its location and surrounding uses. Field and Norma Coombs have a mix of surrounding uses as well but single-family residential remains most likely to get highest returns. Linda Vista, San Rafael, and Noyes are located in very good low density SFR neighborhoods and will get significant price premiums above market average. Of the rest, Roosevelt, Hodges and Audobon may get above average price points, while rest are unlikely to get much premium.
- **Highest Uses by Site** –
 - **Low Density SFR:** We find that low density (up to 8 DU's/acre) SFR use are highest land value generating uses for most sites, most prominently Linda Vista, San Rafael and Noyes.
 - **High Density SFR / Townhomes:** Higher density SFR (up to 20 DU's/acre) uses in detached or attached (Townhome) format give highest land value for Field, Norma Coombs, Roosevelt and Hodges.
 - **Multi-family For-Sale:** Allendale and Ed Center are the only target sites with highest land residual for prospective multi-family for-sale land use.
 - **Commercial:** DSC, though currently zoned industrial, will get highest land value with big box retail use. At rest of the sites, current rent levels for commercial and apartments uses versus their development costs make these uses mostly infeasible.

VI. Financial Analysis

Disposition Scenario – Sale

Input Parameters		Land Area ?	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL					
			Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR	
Use Alternative -->														
R.L.V. - PER LAND SF														
1	Field	296,208	-	48	(46)	(53)	(58)	-	-	0	-	74	46	
2	Norma Coombs	226,076	(9)	(9)	(37)	(42)	(46)	-	-	0	-	73	46	
3	San Rafael	139,392	-	-	-	-	-	-	-	11	-	77	85	
4	Loma Alta	243,936	-	-	-	-	-	-	-	-	-	-	30	
5	DSC	685,634	39	20	(41)	(41)	(35)	(14)	-	-	-	-	-	
6	Ed Center	183,388	-	-	(23)	(25)	(31)	-	61	21	121	102	49	
7	Allendale	142,441	-	-	-	-	-	-	99	45	121	116	83	
8	Linda Vista	211,266	-	(9)	(27)	(31)	(38)	-	-	-	-	-	82	
9	Aveson/ Noyes	329,314	-	-	-	-	-	-	-	-	-	-	35	
10	Audobon	256,133	-	-	-	-	-	-	-	4	-	38	46	
11/12	Edison	190,357	-	-	-	-	-	-	-	-	-	-	42	
13	Hodges Daycare	44,867	-	-	(30)	(32)	(49)	(9)	42	44	86	105	54	
14	Burbank	207,346	-	-	-	-	-	-	-	-	-	-	35	
15	Roosevelt	230,868	-	14	(37)	(42)	(67)	(9)	-	11	-	79	54	
16	Jackson	204,732	-	18	(60)	(61)	(65)	(18)	-	-	-	-	27	
RESIDUAL LAND VALUE (Million \$'s)														
1	Field		-	14.3	(13.6)	(15.6)	(17.1)	-	-	0.1	-	21.9	13.7	
2	Norma Coombs		(2.0)	(2.0)	(8.3)	(9.5)	(10.4)	-	-	0.1	-	16.5	10.3	
3	San Rafael		-	-	-	-	-	-	-	1.5	-	10.8	11.8	
4	Loma Alta		-	-	-	-	-	-	-	-	-	-	7.4	
5	DSC		26.5	4.7	(27.9)	(28.3)	(23.8)	(9.4)	-	-	-	-	-	
6	Ed Center		-	-	(4.2)	(4.7)	(5.6)	-	11.1	3.8	22.2	18.7	9.0	
7	Allendale		-	-	-	-	-	-	14.1	6.4	17.3	16.6	11.8	
8	Linda Vista		-	(1.8)	(5.7)	(6.7)	(8.0)	-	-	-	-	-	17.3	
9	Aveson/ Noyes		-	-	-	-	-	-	-	-	-	-	11.5	
10	Audobon		-	-	-	-	-	-	-	1.1	-	9.7	11.7	
11/12	Edison		-	-	-	-	-	-	-	-	-	-	7.9	
13	Hodges Daycare		-	-	(1.3)	(1.4)	(2.2)	(0.4)	1.9	2.0	3.9	4.7	2.4	
14	Burbank		-	-	-	-	-	-	-	-	-	-	7.3	
15	Roosevelt		-	3.3	(8.6)	(9.8)	(15.4)	(2.0)	-	2.6	-	18.3	12.4	
16	Jackson		-	3.7	(12.3)	(12.5)	(13.3)	(3.6)	-	-	-	-	5.5	

Refer Appendix Exhibits III-1 to III-30 for detailed assumptions and analysis for deriving the residual land value for each site.

VI. Financial Analysis

Disposition Scenario – Sale

- **Gross Land Values by Site –**
 - **More than \$25.0 Million Sites:** District Service Center's highest best use – retail big box – yields a residual land value of ~\$26.5 million, or \$39 per square foot of land. The gross value is highest among all target PUSD sites
 - **\$15.0 to \$25.0 Million Sites:** Ed Center, Field, Roosevelt, Allendale, Linda Vista and Norma Coombs each generate land residual values exceeding \$15.0 million. Each has a residual land value more than \$70 per land square feet. Except for Ed Center and Allendale (multi-family), rest's highest use is low or moderate density single-family development
 - **\$10.0 to \$15.0 Million Sites:** San Rafael, Noyes and Audobon, each of which has low density single-family as highest use, generate residual land value in excess of \$10.0 million, with San Rafael getting highest per square foot land value over \$85.
 - **Less than \$10.0 Million Sites:** These happen to be among the smaller sites in the portfolio. On per land square foot basis, these may still get higher value than other sites above. Most prominent among such sites is Hodges, with unit land value in excess of \$105 per square foot. On unit land value basis also, Loma Alta and Burbank are among the cheapest.

Assumptions and General Limiting Conditions

CBRE Consulting, Inc. (CBRE Consulting) has made extensive efforts to confirm the accuracy and timeliness of the information contained in this study. Such information was compiled from a variety of sources, including interviews with government officials, review of City and County documents, and other third parties deemed to be reliable. Although CBRE Consulting believes all information in this study is correct, it does not warrant the accuracy of such information and assumes no responsibility for inaccuracies in the information by third parties. We have no responsibility to update this report for events and circumstances occurring after the date of this report. Further, no guarantee is made as to the possible effect on development of present or future federal, state or local legislation, including any regarding environmental or ecological matters.

The accompanying projections and analyses are based on estimates and assumptions developed in connection with the study. In turn, these assumptions, and their relation to the projections, were developed using currently available economic data and other relevant information. It is the nature of forecasting, however, that some assumptions may not materialize, and unanticipated events and circumstances may occur. Therefore, actual results achieved during the projection period will likely vary from the projections, and some of the variations may be material to the conclusions of the analysis.

Contractual obligations do not include access to or ownership transfer of any electronic data processing files, programs or models completed directly for or as by-products of this research effort, unless explicitly so agreed as part of the contract.

This report may not be used for any purpose other than that for which it is prepared. This report has been prepared for the exclusive consideration of the Pasadena Unified School District. To the extent this report may be used as part of a securities offering, it is neither intended nor anticipated that it will be relied upon by other persons including, but not limited to, investors; and CBRE Consulting shall have no responsibility or liability therefore.

Neither all nor any part of the contents of this study shall be disseminated to the public through publication advertising media, public relations, news media, sales media, or any other public means of communication without prior written consent and approval of CBRE and the PUSD.

APPENDIX

- *Section I: Demographic Analysis*
- *Section II: Market Analysis*
- *Section III: Financial Analysis*

DEMOGRAPHIC APPENDIX

1. *Regional Demographic Profile*
2. *Regional Income and Housing Profile*
3. *Regional Resident Employment Profile*
4. *Regional Daytime Employment Profile by Industry*
5. *Regional Daytime Employment Profile by Occupation*
6. *PUSD Target Sites' Trade Area (Half-Mile) Demographic Profile*
7. *PUSD Target Sites' Trade Area (Half-Mile) Income and Housing Profile*
8. *PUSD Target Sites' Trade Area (Half-Mile) Resident Employment Profile*
9. *PUSD Target Sites' Trade Area (Half-Mile) Daytime Employment Profile by Industry and Occupation*

VII. Appendix : Section I – Demographic Analysis

Appendix Exhibit I-1: Regional Demographic Profile

Demographic Profiles	City of Pasadena		3-Cities PUSD		4.0-Mile Radius		Los Angeles County	
POPULATION								
2014 Projected Population	157,097		213,507		263,582		10,654,722	
2009 Estimated Population	147,737		202,381		250,802		10,154,857	
2000 Census Population	133,933		187,124		234,229		9,519,338	
Growth 2009-2014	6.3%		5.5%		5.1%		4.9%	
Growth 2000-2009	10.3%		8.2%		7.1%		6.7%	
HOUSEHOLDS								
2014 Projected Households	60,869		81,525		98,652		3,436,457	
2009 Estimated Households	57,111		77,101		93,845		3,291,970	
2000 Census Households	51,843		71,380		88,100		3,133,774	
Growth 2009-2014	6.6%		5.7%		5.1%		4.4%	
Growth 2000-2009	10.2%		8.0%		6.5%		5.1%	
2009 Est. Average Household Size	2.52		2.56		2.62		3.03	
AGE, ETHNICITY & EDUCATION								
Age								
- Aged 0 to 4 Years	9,092	6.2%	12,270	6.1%	14,938	6.0%	732,364	7.2%
- Aged 5 to 17 Years	24,315	16.5%	33,924	16.8%	42,111	16.8%	1,889,657	18.6%
- Aged 18 to 24 Years	12,540	8.5%	17,322	8.6%	21,876	8.7%	1,058,202	10.4%
- Aged 25 to 54 Years	66,872	45.3%	89,045	44.0%	108,671	43.3%	4,385,263	43.2%
- Aged 55 to 64 Years	15,897	10.8%	23,006	11.4%	29,500	11.8%	1,006,983	9.9%
- Aged 65 to 84 Years	15,618	10.6%	22,109	10.9%	28,021	11.2%	928,121	9.1%
- Aged 85 Years and Older	3,404	2.3%	4,706	2.3%	5,684	2.3%	154,267	1.5%
2009 Estimated Median Age	37.62		38.58		38.76		34.85	
Race and Origin								
- White Non-Hispanic Population	58,178	39.4%	86,645	42.8%	103,630	41.3%	3,026,576	29.8%
- Hispanic Population	54,635	37.0%	66,639	32.9%	78,657	31.4%	4,844,179	47.7%
- Black Population	16,780	11.4%	27,876	13.8%	29,018	11.6%	901,407	8.9%
- Asian Population	17,403	11.8%	20,141	10.0%	37,998	15.2%	1,312,840	12.9%
Education Attainment								
Population Over 25 Years	101,790		138,866		171,876		6,474,634	
- Less Than High School Diploma	21,409	21.0%	26,278	18.9%	30,315	17.6%	1,989,706	30.7%
- High School Diploma	13,649	13.4%	19,135	13.8%	22,693	13.2%	1,219,800	18.8%
- Some College or Associate Degree	25,110	24.7%	36,565	26.3%	44,402	25.8%	1,685,737	26.0%
- Bachelors Degree	23,527	23.1%	32,150	23.2%	42,266	24.6%	1,023,159	15.8%
- Masters, Professional or Doctoral Degree	18,094	17.8%	24,738	17.8%	32,201	18.7%	556,232	8.6%

Source: Claritas, 2010; and CBRE Consulting

VII. Appendix : Section I – Demographic Analysis

Appendix Exhibit I-2: Regional Income and Housing Profile

Demographic Profiles	City of Pasadena		3-Cities PUSD		4.0-Mile Radius		Los Angeles County	
HOUSEHOLD INCOME								
Households by Income								
- Income Less than \$25,000	12,213	21.4%	14,579	18.9%	16,655	17.7%	761,944	23.1%
- Income \$25,000 to \$49,999	12,571	22.0%	16,413	21.3%	19,049	20.3%	785,978	23.9%
- Income \$50,000 to \$74,999	9,866	17.3%	13,061	16.9%	15,378	16.4%	583,148	17.7%
- Income \$75,000 to \$99,999	6,413	11.2%	9,176	11.9%	11,260	12.0%	389,921	11.8%
- Income \$100,000 to \$149,999	7,750	13.6%	11,513	14.9%	14,291	15.2%	420,985	12.8%
- Income \$150,000 to \$249,999	5,076	8.9%	7,706	10.0%	10,415	11.1%	233,543	7.1%
- Income \$250,000 and over	3,224	5.6%	4,654	6.0%	6,797	7.2%	116,451	3.5%
2009 Est. Median Household Income	\$58,587		\$63,497		\$67,499		\$53,642	
2009 Est. Average Household Income	\$89,765		\$94,778		\$102,027		\$77,484	
2000 Cen. Avg. Household Income	\$71,766		\$74,280		\$80,673		\$61,811	
HOUSING UNITS								
Total Units by Tenure								
2009 Estimated Housing Units	59,299		79,848		97,127		3,417,422	
2009 Estimated Occupied Units	57,111	96.3%	77,101	96.6%	93,845	96.6%	3,291,970	96.3%
2009 Est. Owner Occupied Units	25,526	44.7%	39,757	51.6%	50,996	54.3%	1,568,359	47.6%
2009 Est. Renter Occupied Units	31,585	55.3%	37,344	48.4%	42,849	45.7%	1,723,611	52.4%
2009 Estimated Vacant Units	2,188	3.7%	2,746	3.4%	3,282	3.4%	125,452	3.7%
Housing Type								
- 1 Unit Detached	26,393	44.5%	43,139	54.0%	55,697	57.3%	1,655,344	48.4%
- 1 Unit Attached	4,519	7.6%	5,413	6.8%	6,164	6.3%	253,253	7.4%
- 2 Units	1,569	2.6%	2,169	2.7%	2,558	2.6%	92,766	2.7%
- 3-19 Units	14,748	24.9%	16,624	20.8%	18,672	19.2%	762,009	22.3%
- 20-49 Units	6,411	10.8%	6,727	8.4%	7,893	8.1%	305,301	8.9%
- 50+ Units	5,582	9.4%	5,660	7.1%	6,014	6.2%	288,599	8.4%
- Others	77	0.1%	115	0.1%	131	0.1%	60,150	1.8%
2009 Est. Median Year Structure Built	1959		1956		1955		1964	

Source: Claritas, 2010; and CBRE Consulting

VII. Appendix : Section I – Demographic Analysis

Appendix Exhibit I-3: Regional Resident Labor and Employment Profile

Labor Profile	City of Pasadena		3-Cities PUSD		4.0-Mile Radius		Los Angeles County	
EMPLOYMENT & INDUSTRY PROFILE								
Labor Profile								
Population over 16 Years	117,986		161,537		200,840		7,840,494	
- Not in the Labor Force	42,759		57,548		72,795		3,090,314	
- Employed	70,062		97,434		120,338		4,350,414	
- Unemployed	5,153		6,524		7,665		393,263	
- Unemployment Rate	6.9%		6.3%		6.0%		8.3%	
Employed Residents by Industry	70,062		97,433		120,339		4,350,414	
- Agriculture, Forestry, Fishing, Hunting and Mining	146	0.2%	211	0.2%	215	0.2%	11,588	0.3%
- Construction	2,883	4.1%	4,048	4.2%	4,605	3.8%	225,260	5.2%
- Manufacturing	5,250	7.5%	7,127	7.3%	8,910	7.4%	650,614	15.0%
- Wholesale Trade	1,879	2.7%	2,523	2.6%	3,689	3.1%	203,222	4.7%
- Retail Trade	5,931	8.5%	8,165	8.4%	9,943	8.3%	459,267	10.6%
- Transportation, Warehousing and Utilities	2,391	3.4%	3,703	3.8%	4,393	3.7%	218,960	5.0%
- Information	4,004	5.7%	5,764	5.9%	7,210	6.0%	232,218	5.3%
- Finance, Insurance and Real Estate	6,047	8.6%	8,555	8.8%	11,322	9.4%	298,435	6.9%
- Professional, Scientific and Technical Services	7,858	11.2%	10,947	11.2%	13,972	11.6%	298,256	6.9%
- Management	54	0.1%	54	0.1%	68	0.1%	1,931	0.0%
- Educational Services	8,874	12.7%	12,569	12.9%	15,456	12.8%	363,933	8.4%
- Other Services	12,559	17.9%	15,772	16.2%	18,341	15.2%	710,585	16.3%
- Health Care and Social Assistance	8,106	11.6%	11,729	12.0%	14,711	12.2%	428,996	9.9%
- Arts, Entertainment and Recreation	1,511	2.2%	2,484	2.5%	3,048	2.5%	108,432	2.5%
- Public Administration	2,569	3.7%	3,782	3.9%	4,456	3.7%	138,717	3.2%

Source: Claritas, 2010; and CBRE Consulting

VII. Appendix : Section I – Demographic Analysis

Appendix Exhibit I-4: Regional Daytime Employment Profile by Industry Sector

BY INDUSTRY SECTOR	City of Pasadena			3-Cities PUSD			4.0-Mile Radius			Los Angeles County		
	Firms	Employment	% Emp.	Firms	Employment	% Emp.	Firms	Employment	% Emp.	Firms	Employment	% Emp.
TOTAL - ALL INDUSTRIES & OCCUPATIONS	9,913	119,140	100.00%	11,465	128,774	100.00%	13,255	141,742	100.00%	434,293	4,529,140	100.00%
1. Agricultural, Forestry & Fishing	99	519	0.44%	139	659	0.51%	158	751	0.53%	3,793	25,492	0.56%
2. Mining	4	9	0.01%	5	12	0.01%	8	18	0.01%	236	3,488	0.08%
3. Construction	325	2,052	1.72%	457	2,807	2.18%	519	2,868	2.02%	20,617	149,183	3.29%
4. Manufacturing	231	3,861	3.24%	292	4,198	3.26%	323	4,407	3.11%	22,603	453,724	10.02%
5. Transportation, Communication & Utilities	217	3,020	2.53%	250	3,265	2.54%	287	3,557	2.51%	15,996	204,138	4.51%
6. Wholesale Trade	241	1,626	1.36%	292	1,786	1.39%	364	2,085	1.47%	25,846	267,273	5.90%
7. Retail Trade	1,718	21,704	18.22%	1,987	23,354	18.14%	2,317	26,494	18.69%	90,644	915,573	20.22%
8. Finance, Insurance & Real Estate	1,114	12,020	10.09%	1,249	12,565	9.76%	1,465	14,060	9.92%	39,695	327,579	7.23%
9. Services	5,541	69,274	58.15%	6,310	74,602	57.93%	7,248	81,584	57.56%	199,541	1,902,867	42.01%
700000 - Hotels & Other Lodging	32	6,565	5.51%	39	6,592	5.12%	51	6,705	4.73%	1,775	54,718	1.21%
720000 - Personal Services	453	1,874	1.57%	571	2,217	1.72%	684	2,621	1.85%	23,594	93,742	2.07%
730000 - Business Services	648	5,382	4.52%	771	5,820	4.52%	904	6,365	4.49%	27,636	247,564	5.47%
750000 - Auto Repair, Services, & Parking	239	1,247	1.05%	271	1,340	1.04%	306	1,498	1.06%	14,745	71,587	1.58%
760000 - Miscellaneous Repair Services	110	505	0.42%	126	541	0.42%	142	609	0.43%	5,133	18,107	0.40%
780000 - Motion Pictures	65	275	0.23%	81	328	0.25%	92	417	0.29%	4,499	58,135	1.28%
790000 - Amusement & Recreation Services	149	1,427	1.20%	189	1,761	1.37%	230	1,873	1.32%	7,703	106,901	2.36%
800000 - Health Services	1,564	16,304	13.68%	1,663	16,721	12.98%	1,866	17,982	12.69%	52,235	409,410	9.04%
810000 - Legal Services	680	3,030	2.54%	699	3,091	2.40%	792	3,520	2.48%	13,797	94,459	2.09%
820000 - Educational Services	206	10,628	8.92%	253	11,869	9.22%	301	13,436	9.48%	7,728	377,421	8.33%
830000 - Social Services	341	4,476	3.76%	409	6,016	4.67%	447	7,198	5.08%	9,533	122,227	2.70%
840000 - Museums, Botanical & Zoological	14	208	0.17%	15	210	0.16%	18	277	0.20%	377	5,440	0.12%
860000 - Membership Organizations	300	1,898	1.59%	380	2,278	1.77%	427	2,584	1.82%	10,166	72,355	1.60%
870000 - Engineering & Management Services	710	15,388	12.92%	803	15,735	12.22%	939	16,398	11.57%	19,311	164,274	3.63%
880000 - Private Households	-	-	0.00%	-	-	0.00%	-	-	0.00%	-	-	0.00%
890000 - Miscellaneous Services	30	67	0.06%	40	83	0.06%	49	101	0.07%	1,309	6,527	0.14%
10. Public Administration	157	4,189	3.52%	168	4,541	3.53%	184	4,708	3.32%	3,803	235,241	5.19%
11. Non-classifiable	266	866	0.73%	316	985	0.76%	382	1,210	0.85%	11,519	44,582	0.98%

Source: Claritas, 2010; and CBRE Consulting

VII. Appendix : Section I – Demographic Analysis

Appendix Exhibit I-5: Regional Daytime Employment Profile by Occupation

BY OCCUPATION	City of Pasadena		3-Cities PUSD		4.0-Mile Radius		Los Angeles County	
	Employment	% Emp.	Employment	% Emp.	Employment	% Emp.	Employment	% Emp.
TOTAL - ALL OCCUPATIONS	119,140	100.00%	128,774	100.00%	141,742	100.00%	4,529,140	100.00%
Executive & Professional	43,765	36.73%	47,286	36.72%	52,115	36.77%	1,559,781	34.44%
- Management	9,633	8.09%	10,396	8.07%	11,381	8.03%	342,712	7.57%
- Sales & Marketing	12,094	10.15%	12,961	10.06%	14,905	10.52%	565,902	12.49%
- Health, Legal & Social	7,909	6.64%	8,538	6.63%	9,109	6.43%	211,033	4.66%
- Engineers, Scientists & Professionals	5,125	4.30%	5,288	4.11%	5,481	3.87%	97,427	2.15%
- Educators	6,648	5.58%	7,518	5.84%	8,419	5.94%	234,313	5.17%
- Journalists & Creative Professionals	2,357	1.98%	2,583	2.01%	2,818	1.99%	108,394	2.39%
Administration & Support	37,093	31.13%	39,366	30.57%	43,116	30.42%	1,218,400	26.90%
- Management Support	4,354	3.65%	4,629	3.59%	5,063	3.57%	148,397	3.28%
- Administrative & Clerical Support	26,075	21.89%	27,810	21.60%	30,714	21.67%	900,061	19.87%
- Technical Support	6,665	5.59%	6,928	5.38%	7,339	5.18%	169,942	3.75%
Service Personnel	21,087	17.70%	22,665	17.60%	24,859	17.54%	629,957	13.91%
- Health Care	2,560	2.15%	2,686	2.09%	2,933	2.07%	75,334	1.66%
- Food & Beverage	12,821	10.76%	13,537	10.51%	14,740	10.40%	345,610	7.63%
- Personal Services	3,757	3.15%	4,366	3.39%	4,943	3.49%	128,217	2.83%
- Protective Services	1,949	1.64%	2,076	1.61%	2,242	1.58%	80,796	1.78%
Trade & Labor	18,738	15.73%	20,712	16.08%	22,548	15.91%	1,047,654	23.13%
- Construction	1,985	1.67%	2,406	1.87%	2,514	1.77%	129,486	2.86%
- Installation & Repair	8,138	6.83%	8,791	6.83%	9,513	6.71%	292,455	6.46%
- Craft Production	1,174	0.99%	1,288	1.00%	1,422	1.00%	81,618	1.80%
- Machine Operators	1,511	1.27%	1,588	1.23%	1,744	1.23%	132,987	2.94%
- Assemblers	557	0.47%	622	0.48%	674	0.48%	69,504	1.53%
- Transportation	2,005	1.68%	2,229	1.73%	2,450	1.73%	140,139	3.09%
- Agriculture	1,051	0.88%	1,212	0.94%	1,373	0.97%	45,327	1.00%
- Laborers	2,318	1.95%	2,576	2.00%	2,858	2.02%	156,138	3.45%

Source: Claritas, 2010; and CBRE Consulting

VII. Appendix : Section I – Demographic Analysis

Appendix Exhibit I-6: Target Sites' Demographic Profile (Half-Mile Radius)

Demographic Profile	POPULATION & HOUSEHOLDS				AGE, ETHNICITY & EDUCATION										
	Population		Households		Age				Ethnicity				Education		
	2009 Est.	2014 Prj. 5-yr. Growth	2009 Est.	2014 Prj. 5-yr. Growth	0-17 yrs	18-54 yrs	55+ yrs	Median	White	Hispanic	Black	Others	Associate or lesser	Bachelor's	Master's or higher
1 Field	3,086	3,214 4.1%	1,193	1,241 4.0%	654 21.2%	1,414 45.8%	1,017 33.0%	44.3	2,051 66.5%	469 15.2%	115 3.7%	451 14.6%	1,081 49.0%	714 32.4%	410 18.6%
2 Norma Coombs	4,886	5,174 5.9%	1,899	2,001 5.4%	1,209 24.7%	2,301 47.1%	1,375 28.1%	42.0	3,071 62.9%	912 18.7%	324 6.6%	579 11.9%	1,759 53.0%	977 29.4%	584 17.6%
3 San Rafael	2,425	2,558 5.5%	1,011	1,074 6.2%	480 19.8%	1,004 41.4%	942 38.8%	49.6	1,878 77.4%	234 9.6%	52 2.1%	261 10.8%	560 31.4%	662 37.1%	560 31.4%
4 Loma Alta	2,097	2,108 0.5%	767	778 1.4%	467 22.3%	990 47.2%	640 30.5%	44.1	831 39.6%	281 13.4%	910 43.4%	75 3.6%	895 61.6%	346 23.8%	213 14.6%
5 District Service Ctr	3,401	3,549 4.4%	1,028	1,062 3.3%	982 28.9%	1,655 48.7%	762 22.4%	34.3	330 9.7%	1,621 47.7%	1,237 36.4%	213 6.3%	1,681 81.1%	250 12.1%	141 6.8%
6 Ed Center	11,631	12,382 6.5%	6,767	7,263 7.3%	1,258 10.8%	7,649 65.8%	2,724 23.4%	38.2	6,421 55.2%	1,376 11.8%	608 5.2%	3,226 27.7%	3,414 34.8%	3,060 31.2%	3,329 34.0%
7 Allendale	5,705	5,957 4.4%	2,857	2,994 4.8%	973 17.1%	3,371 59.1%	1,361 23.9%	40.7	3,064 53.7%	869 15.2%	305 5.3%	1,467 25.7%	1,524 34.7%	1,661 37.8%	1,209 27.5%
8 Linda Vista	1,193	1,214 1.8%	466	476 2.1%	243 20.4%	448 37.6%	502 42.1%	51.9	948 79.5%	88 7.4%	32 2.7%	125 10.5%	227 25.6%	354 40.0%	304 34.4%
9 Aveson/Noyes	1,450	1,455 0.3%	561	567 1.1%	302 20.8%	658 45.3%	491 33.8%	47.4	1,155 79.7%	107 7.4%	110 7.6%	78 5.4%	381 37.5%	295 29.0%	340 33.5%
10 Audobon	4,093	4,308 5.3%	1,257	1,314 4.5%	1,159 28.3%	1,993 48.7%	940 23.0%	36.0	747 18.3%	1,437 35.1%	1,751 42.8%	158 3.9%	1,789 71.2%	401 16.0%	321 12.8%
11, 12 Edison	5,802	5,923 2.1%	1,928	1,972 2.3%	1,452 25.0%	2,891 49.8%	1,459 25.1%	38.9	1,405 24.2%	1,515 26.1%	2,722 46.9%	160 2.8%	2,627 69.4%	668 17.6%	490 12.9%
13 Hodges Daycare	10,021	10,818 8.0%	2,852	3,067 7.5%	3,040 30.3%	5,584 55.7%	1,397 13.9%	29.5	1,325 13.2%	6,960 69.5%	1,301 13.0%	435 4.3%	4,816 83.6%	617 10.7%	328 5.7%
14 Burbank	4,797	4,890 1.9%	1,744	1,779 2.0%	1,105 23.0%	2,275 47.4%	1,417 29.5%	43.2	3,607 75.2%	576 12.0%	280 5.8%	334 7.0%	1,650 50.6%	907 27.8%	707 21.7%
15 Roosevelt	3,440	3,770 9.6%	1,325	1,448 9.3%	823 23.9%	1,774 51.5%	845 24.5%	37.9	1,144 33.3%	1,494 43.4%	547 15.9%	255 7.4%	1,457 63.4%	467 20.3%	375 16.3%
16 Jackson	5,340	5,557 4.1%	1,490	1,534 3.0%	1,580 29.6%	2,679 50.2%	1,080 20.2%	32.8	426 8.0%	2,946 55.2%	1,708 32.0%	260 4.9%	2,670 83.4%	345 10.8%	186 5.8%

Source: Claritas, 2010; and CBRE Consulting

VII. Appendix : Section I – Demographic Analysis

Appendix Exhibit I-7: Target Sites' Income and Housing Profile (Half-Mile Radius)

Demographic Profile	HOUSEHOLD INCOME					HOUSING						
	Less than \$75,000	\$75,000 to \$150,000	More than \$150,000	Median HH Inc.	Average HH Inc.	Total Units	Tenure Owner Occupied	Renter Occupied	Units in Structure			
									Single Unit	2 to 19 units	20+ units	Median Age
1 Field	380 31.9%	451 37.8%	361 30.3%	\$105,681	\$131,198	1,217	1,011 83.1%	182 15.0%	1,071 88.0%	69 5.7%	76 6.2%	1956
2 Norma Coombs	824 43.4%	625 32.9%	449 23.7%	\$86,928	\$113,557	1,950	1,467 75.2%	431 22.1%	1,722 88.3%	201 10.3%	21 1.1%	1945
3 San Rafael	313 31.0%	329 32.6%	368 36.4%	\$117,907	\$182,059	1,034	928 89.7%	83 8.0%	979 94.7%	47 4.5%	8 0.8%	1952
4 Loma Alta	247 32.2%	358 46.7%	162 21.1%	\$105,077	\$118,538	785	680 86.6%	87 11.1%	780 99.4%	- 0.0%	- 0.0%	1954
5 District Service Ctr	680 66.1%	282 27.4%	66 6.4%	\$55,029	\$72,997	1,053	746 70.8%	283 26.9%	1,025 97.3%	14 1.3%	13 1.2%	1948
6 Ed Center	4,054 59.9%	1,989 29.4%	723 10.7%	\$63,760	\$84,084	7,050	1,881 26.7%	4,886 69.3%	925 13.1%	2,830 40.1%	3,296 46.8%	1970
7 Allendale	1,363 47.7%	920 32.2%	574 20.1%	\$78,548	\$113,390	2,934	1,079 36.8%	1,778 60.6%	1,198 40.8%	1,112 37.9%	624 21.3%	1957
8 Linda Vista	98 21.0%	88 18.9%	280 60.1%	\$191,115	\$249,345	483	441 91.3%	26 5.4%	483 100.0%	- 0.0%	- 0.0%	1954
9 Aveson/Noyes	103 18.3%	212 37.7%	247 44.0%	\$136,394	\$179,563	572	532 93.0%	29 5.1%	572 100.0%	- 0.0%	- 0.0%	1947
10 Audobon	729 58.0%	382 30.4%	146 11.6%	\$61,822	\$82,663	1,290	966 74.9%	291 22.6%	1,185 91.9%	85 6.6%	20 1.6%	1952
11, 12 Edison	966 50.1%	736 38.2%	225 11.7%	\$74,811	\$90,767	1,990	1,557 78.2%	371 18.6%	1,954 98.2%	32 1.6%	1 0.1%	1948
13 Hodges Daycare	2,286 80.2%	469 16.4%	97 3.4%	\$34,312	\$50,992	2,976	874 29.4%	1,978 66.5%	1,339 45.0%	1,171 39.3%	462 15.5%	1967
14 Burbank	781 44.7%	492 28.2%	473 27.1%	\$85,696	\$121,521	1,789	1,312 73.3%	432 24.1%	1,647 92.1%	107 6.0%	35 2.0%	1944
15 Roosevelt	879 66.4%	319 24.1%	126 9.5%	\$51,614	\$75,333	1,396	719 51.5%	606 43.4%	788 56.4%	353 25.3%	246 17.6%	1973
16 Jackson	1,023 68.6%	369 24.7%	99 6.6%	\$50,976	\$69,858	1,535	1,030 67.1%	460 30.0%	1,459 95.0%	37 2.4%	38 2.5%	1949

Source: Claritas, 2010; and CBRE Consulting

VII. Appendix : Section I – Demographic Analysis

Appendix Exhibit I-8: Target Sites' Resident Employment Profile (Half-Mile Radius)

Labor Profile	RESIDENT EMPLOYMENT											
	Labor Force	Employed	Unemp. Rate	By Industry								
				Constr.	Mfg.	Trade	TCPU	Info.	FIRE	Service	Public Admin.	
1 Field	1,681	1,622	3.5%	58 3.6%	95 5.9%	175 10.8%	41 2.5%	129 8.0%	190 11.7%	853 52.6%	79 4.9%	
2 Norma Coombs	2,534	2,441	3.7%	67 2.7%	170 7.0%	281 11.5%	111 4.5%	189 7.7%	323 13.2%	1,189 48.7%	103 4.2%	
3 San Rafael	1,256	1,236	1.6%	10 0.8%	89 7.2%	102 8.3%	34 2.8%	113 9.1%	210 17.0%	636 51.5%	37 3.0%	
4 Loma Alta	1,181	1,106	6.4%	57 5.2%	90 8.1%	61 5.5%	63 5.7%	65 5.9%	100 9.0%	567 51.3%	103 9.3%	
5 District Service Ctr	1,521	1,376	9.5%	57 4.1%	119 8.6%	146 10.6%	138 10.0%	40 2.9%	156 11.3%	678 49.3%	42 3.1%	
6 Ed Center	7,465	7,117	4.7%	71 1.0%	404 5.7%	659 9.3%	142 2.0%	407 5.7%	714 10.0%	4,498 63.2%	223 3.1%	
7 Allendale	3,594	3,435	4.4%	109 3.2%	198 5.8%	490 14.3%	112 3.3%	291 8.5%	273 7.9%	1,867 54.4%	95 2.8%	
8 Linda Vista	603	593	1.7%	26 4.4%	43 7.3%	62 10.5%	16 2.7%	43 7.3%	64 10.8%	309 52.1%	29 4.9%	
9 Aveson/Noyes	851	814	4.3%	44 5.4%	36 4.4%	56 6.9%	31 3.8%	45 5.5%	113 13.9%	459 56.4%	28 3.4%	
10 Audobon	1,890	1,805	4.5%	68 3.8%	81 4.5%	184 10.2%	110 6.1%	97 5.4%	147 8.1%	1,026 56.8%	89 4.9%	
11, 12 Edison	2,950	2,736	7.3%	139 5.1%	141 5.2%	238 8.7%	190 6.9%	177 6.5%	278 10.2%	1,428 52.2%	133 4.9%	
13 Hodges Daycare	4,539	4,123	9.2%	321 7.8%	379 9.2%	508 12.3%	150 3.6%	124 3.0%	185 4.5%	2,368 57.4%	85 2.1%	
14 Burbank	2,494	2,412	3.3%	110 4.6%	146 6.1%	257 10.7%	60 2.5%	117 4.9%	242 10.0%	1,408 58.4%	69 2.9%	
15 Roosevelt	1,669	1,582	5.2%	82 5.2%	122 7.7%	192 12.1%	55 3.5%	72 4.6%	77 4.9%	934 59.0%	48 3.0%	
16 Jackson	2,345	2,098	10.5%	87 4.1%	181 8.6%	260 12.4%	205 9.8%	76 3.6%	189 9.0%	1,035 49.3%	61 2.9%	

Source: Claritas, 2010; and CBRE Consulting

VII. Appendix : Section I – Demographic Analysis

Appendix Exhibit I-9: Target Sites' Daytime Employment Profile (Half-Mile Radius)

Labor Profile	DAYTIME EMPLOYMENT											
	Total Firms	Daytime Workers	Employment by Main Industry Sectors						By Occupation			
			Mfg.	TCPU	Wholesale Trade	Retail Trade	FIRE	Service	Executive & Prof.	Sales & Admin.	Service	Trade & Labor
1 Field	109	900	87 9.7%	18 2.0%	13 1.4%	96 10.7%	59 6.6%	602 66.9%	347 38.6%	216 24.0%	197 21.9%	118 13.1%
2 Norma Coombs	81	909	3 0.3%	- 0.0%	12 1.3%	14 1.5%	10 1.1%	807 88.8%	432 47.5%	220 24.2%	109 12.0%	123 13.5%
3 San Rafael	141	1,357	5 0.4%	31 2.3%	22 1.6%	370 27.3%	45 3.3%	843 62.1%	538 39.6%	307 22.6%	257 18.9%	149 11.0%
4 Loma Alta	32	154	1 0.6%	13 8.4%	2 1.3%	3 1.9%	3 1.9%	128 83.1%	66 42.9%	31 20.1%	17 11.0%	26 16.9%
5 District Service Ctr	154	1,383	197 14.2%	8 0.6%	34 2.5%	201 14.5%	24 1.7%	735 53.1%	562 40.6%	296 21.4%	255 18.4%	226 16.3%
6 Ed Center	1,872	15,105	448 3.0%	625 4.1%	204 1.4%	2,997 19.8%	3,357 22.2%	6,805 45.1%	5,403 35.8%	5,047 33.4%	2,383 15.8%	1,645 10.9%
7 Allendale	212	2,184	38 1.7%	18 0.8%	66 3.0%	374 17.1%	133 6.1%	1,488 68.1%	749 34.3%	617 28.3%	492 22.5%	371 17.0%
8 Linda Vista	15	114	85 74.6%	- 0.0%	2 1.8%	4 3.5%	5 4.4%	12 10.5%	63 55.3%	25 21.9%	13 11.4%	15 13.2%
9 Aveson/Noyes	34	168	1 0.6%	1 0.6%	- 0.0%	13 7.7%	5 3.0%	134 79.8%	70 41.7%	39 23.2%	12 7.1%	27 16.1%
10 Audobon	45	326	3 0.9%	12 3.7%	4 1.2%	24 7.4%	3 0.9%	259 79.4%	152 46.6%	69 21.2%	51 15.6%	50 15.3%
11, 12 Edison	73	319	1 0.3%	7 2.2%	1 0.3%	28 8.8%	18 5.6%	209 65.5%	102 32.0%	67 21.0%	22 6.9%	66 20.7%
13 Hodges Daycare	296	13,321	905 6.8%	1,209 9.1%	37 0.3%	571 4.3%	1,056 7.9%	9,276 69.6%	4,720 35.4%	4,714 35.4%	912 6.8%	2,029 15.2%
14 Burbank	70	248	- 0.0%	8 3.2%	9 3.6%	38 15.3%	26 10.5%	146 58.9%	106 42.7%	62 25.0%	30 12.1%	55 22.2%
15 Roosevelt	298	15,628	1,119 7.2%	1,213 7.8%	39 0.2%	2,564 16.4%	1,078 6.9%	9,473 60.6%	5,822 37.3%	5,055 32.3%	1,070 6.8%	2,630 16.8%
16 Jackson	160	1,397	197 14.1%	8 0.6%	34 2.4%	201 14.4%	24 1.7%	749 53.6%	556 39.8%	315 22.5%	263 18.8%	241 17.3%

Source: Claritas, 2010; and CBRE Consulting

MARKET APPENDIX

1. *New For-Sale Residential Market Trends comparison*
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VII. Appendix : Section II – Market Analysis

Appendix Exhibit II-1: New For-Sale Residential Market Trends comparison

Year	Quarter	Single Family				Townhouse/Plex				Condominium				Overall			
		Net Sales	Avg Price	Avg SF	Avg \$/SF	Net Sales	Avg Price	Avg SF	Avg \$/SF	Net Sales	Avg Price	Avg SF	Avg \$/SF	Net Sales	Avg Price	Avg SF	Avg \$/SF
Pasadena Submarket																	
2006	1	3	\$827,933	2,622	\$318	10	\$1,014,775	1,734	\$590	5	\$730,700	1,211	\$627	18	\$904,725	1,737	\$555
2006	2	0	0	0	0	(2)	0	0	0	4	675,400	1,092	643	2	1,350,800	1,092	643
2006	3	0	0	0	0	(3)	0	0	0	39	654,915	1,146	575	36	709,491	1,146	575
2006	4	0	0	0	0	10	872,760	1,618	536	22	675,573	1,184	574	32	737,194	1,320	562
2007	1	0	0	0	0	0	0	0	0	69	475,746	994	486	69	475,746	994	486
2007	2	0	0	0	0	0	0	0	0	25	514,984	999	518	25	514,984	999	518
2007	3	0	0	0	0	0	0	0	0	21	389,524	896	459	21	389,524	896	459
2007	4	0	0	0	0	1	364,000	1,742	183	8	436,250	865	513	9	428,222	962	477
2008	1	0	0	0	0	(1)	0	0	0	25	478,880	852	579	24	498,833	852	579
2008	2	0	0	0	0	1	739,000	1,527	484	18	427,893	835	617	19	444,267	872	610
2008	3	0	0	0	0	0	0	0	0	19	458,216	806	574	19	458,216	806	574
2008	4	0	0	0	0	0	0	0	0	(6)	0	0	0	(6)	0	0	0
2009	1	1	1,401,333	3,225	435	8	534,225	1,402	381	24	441,126	989	426	33	492,793	1,157	416
2009	2	3	1,401,333	3,225	435	8	471,500	1,402	336	62	583,055	1,575	368	73	604,457	1,624	367
2009	3	4	1,415,500	3,225	439	1	479,000	1,402	342	59	539,260	1,276	436	64	593,083	1,400	435
2009	4	0	0	0	0	0	0	0	0	26	547,108	1,391	406	26	547,108	1,391	406
2010	YTD	0	0	0	0	8	686,833	1,727	388	17	676,786	1,697	388	25	680,001	1,707	388
West San Gabriel Cluster																	
2006	1	6	\$1,043,633	3,253	\$323	35	\$683,584	1,455	\$462	68	\$584,629	1,240	\$483	109	\$647,033	1,418	\$468
2006	2	(2)	0	0	0	6	624,000	1,369	457	39	613,043	1,283	503	43	642,238	1,298	495
2006	3	2	1,217,000	3,748	329	6	622,444	1,360	458	102	645,369	1,323	508	110	671,488	1,368	501
2006	4	17	1,247,705	3,412	367	11	851,418	1,603	527	60	612,291	1,157	532	88	764,933	1,648	499
2007	1	(5)	0	0	0	3	628,667	1,395	451	157	476,621	973	509	155	479,472	981	508
2007	2	2	1,257,000	3,204	394	0	0	0	0	65	472,801	949	523	67	496,210	1,017	519
2007	3	2	1,299,000	3,455	376	0	0	0	0	48	396,140	852	497	50	432,254	956	492
2007	4	1	1,450,000	4,155	349	1	364,000	1,742	183	12	478,587	1,010	483	14	642,343	1,238	456
2008	1	0	0	0	0	19	636,945	2,010	311	64	411,824	894	485	83	505,764	1,139	447
2008	2	6	1,408,000	3,902	364	44	413,889	1,720	243	77	418,842	1,042	442	127	463,858	1,412	369
2008	3	6	1,481,500	3,402	443	12	463,667	1,544	299	19	435,611	918	501	37	720,219	1,405	441
2008	4	(1)	0	0	0	9	402,215	1,658	245	(6)	539,200	1,572	356	2	3,157,970	1,627	285
2009	1	1	1,401,333	3,225	435	11	514,800	1,443	358	6	511,788	1,254	387	18	(42,870)	1,325	383
2009	2	3	1,401,333	3,225	435	9	464,111	1,409	330	137	579,649	1,542	376	149	589,214	1,568	375
2009	3	4	1,415,500	3,225	439	35	512,143	1,548	335	119	510,231	1,308	398	158	533,573	1,410	385
2009	4	0	0	0	0	7	506,857	1,560	327	95	462,799	1,280	365	102	465,822	1,299	362
2010	YTD	0	0	0	0	10	657,267	1,678	383	25	683,826	1,642	402	35	676,237	1,652	396
Los Angeles Region																	
2006	1	1,292	\$567,680	2,647	\$218	270	\$537,920	1,516	\$352	966	\$639,233	1,147	\$561	2,528	\$594,595	1,957	\$363
2006	2	930	565,713	2,643	217	160	562,814	1,594	352	1,103	596,258	1,133	518	2,193	575,299	1,819	381
2006	3	685	584,725	2,638	225	149	538,531	1,536	353	1,005	517,932	1,180	451	1,839	557,658	1,771	357
2006	4	597	597,619	2,614	231	172	627,990	1,684	372	742	500,263	1,134	446	1,511	554,566	1,786	352
2007	1	835	537,621	2,533	215	267	572,272	1,660	346	1,163	573,517	1,101	533	2,265	567,107	1,711	394
2007	2	789	551,132	2,621	212	376	555,606	1,654	340	1,102	547,876	1,088	530	2,267	550,537	1,716	388
2007	3	505	614,989	2,670	228	143	633,689	1,724	369	680	552,044	1,095	506	1,328	589,856	1,775	385
2007	4	299	532,810	2,666	197	117	493,073	1,633	301	252	597,521	1,502	441	668	566,978	2,093	310
2008	1	441	425,883	2,590	165	107	529,540	1,780	299	483	1,100,429	1,364	730	1,031	778,081	1,980	436
2008	2	393	557,380	2,771	198	232	469,212	1,694	279	376	570,380	1,410	444	1,001	540,750	1,993	329
2008	3	258	568,534	2,744	210	144	420,147	1,474	294	371	529,459	1,245	451	773	574,864	1,741	352
2008	4	190	509,179	2,542	192	96	452,917	1,643	273	246	571,867	1,294	440	532	542,535	1,783	326
2009	1	304	412,581	2,656	157	146	411,119	1,608	251	388	517,269	1,266	417	838	453,884	1,796	300
2009	2	310	427,201	2,614	162	229	360,892	1,586	225	1,201	539,759	1,376	371	1,740	495,825	1,625	315
2009	3	169	556,888	2,917	189	210	404,293	1,677	243	843	561,813	1,314	403	1,222	534,056	1,598	346
2009	4	223	452,350	2,519	179	130	341,747	1,688	210	555	462,205	1,252	365	908	443,668	1,626	297
2010	YTD	115	455,354	2,603	173	88	420,782	1,951	225	368	496,199	1,393	351	571	479,298	1,724	295

Source: Hanley Wood

VII. Appendix : Section II – Market Analysis

Appendix Exhibit II-2: SFR For-Sale Residential Resales Market Trends

Zip Code	2003	2004	2005	2006	2007	2008	2009	2010 Q1
Number of Sales								
91001 Altadena	620	596	544	508	354	362	363	53
91101 Pasadena	34	16	20	11	10	7	10	0
91103 Pasadena	267	206	224	235	155	124	175	33
91104 Pasadena	441	446	370	339	246	233	243	46
91105 Pasadena	180	156	153	127	137	100	109	25
91106 Pasadena	151	160	120	107	95	81	94	14
91107 Pasadena	420	426	438	330	316	220	270	49
91108 San Marino	253	247	185	161	187	135	158	30
Combined Submarket	2,366	2,253	2,054	1,818	1,500	1,262	1,422	250
Los Angeles County	89,751	87,351	84,191	69,779	50,559	45,596	57,432	11,879
Median Sales Price (\$ 000)								
91001 Altadena	\$ 385	\$ 480	\$ 589	\$ 670	\$ 638	\$ 500	\$ 430	\$ 441
91101 Pasadena	280	365	463	621	416	422	320	-
91103 Pasadena	350	450	529	615	680	427	363	304
91104 Pasadena	429	539	634	670	680	540	534	495
91105 Pasadena	690	840	1,050	980	1,055	1,045	845	849
91106 Pasadena	593	745	799	930	830	960	1,000	958
91107 Pasadena	475	590	673	749	740	659	630	609
91108 San Marino	900	1,120	1,260	1,330	1,380	1,465	1,485	1,420
Combined Submarket	\$ 495,300	\$ 622,800	\$ 714,300	\$ 772,300	\$ 812,000	\$ 703,400	\$ 663,400	\$ 653,100
Los Angeles County	\$ 330,000	\$ 412,000	\$ 495,000	\$ 541,000	\$ 560,000	\$ 400,000	\$ 315,000	\$ 323,300
Median \$/SF								
91001 Altadena	\$ 288	\$ 356	\$ 437	\$ 462	\$ 466	\$ 362	\$ 308	\$ 321
91101 Pasadena	227	281	396	433	344	287	274	-
91103 Pasadena	283	357	452	478	505	350	279	266
91104 Pasadena	307	400	479	498	478	394	373	372
91105 Pasadena	373	440	527	552	577	525	486	458
91106 Pasadena	353	442	538	550	551	520	460	416
91107 Pasadena	306	389	447	475	476	405	384	397
91108 San Marino	380	462	538	581	632	591	581	616
Combined Submarket	\$ 314	\$ 394	\$ 470	\$ 495	\$ 509	\$ 421	\$ 384	\$ 393
Los Angeles County	\$ 234	\$ 297	\$ 358	\$ 397	\$ 385	\$ 279	\$ 226	\$ 233

Source: Data Quick

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Appendix Exhibit II-3: Condominium For-Sale Residential Resales Market Trends

Zip Code	2003	2004	2005	2006	2007	2008	2009	2010 Q1
Number of Sales								
91001 Altadena	6	5	6	8	4	11	22	6
91101 Pasadena	157	167	158	154	132	101	114	23
91103 Pasadena	56	43	40	35	32	24	42	8
91104 Pasadena	30	24	34	18	22	9	19	7
91105 Pasadena	71	57	49	49	42	40	47	14
91106 Pasadena	233	234	220	167	143	119	150	36
91107 Pasadena	91	99	86	77	66	45	60	12
91108 San Marino	n/a	1	n/a	n/a	n/a	n/a	0	0
Combined Submarket	644	630	593	508	441	349	454	106
Los Angeles County	26,091	24,714	23,032	17,852	13,587	12,802	16,663	3,957
Median Sales Price (\$ 000)								
91001 Altadena	\$215	\$277	\$274	\$427	\$411	\$1,075	\$886	\$0
91101 Pasadena	\$305	\$383	\$460	\$480	\$525	\$460	\$403	\$352
91103 Pasadena	\$375	\$432	\$460	\$545	\$560	\$515	\$419	\$437
91104 Pasadena	\$265	\$358	\$363	\$408	\$425	\$275	\$340	\$336
91105 Pasadena	\$497	\$650	\$625	\$771	\$780	\$793	\$600	\$594
91106 Pasadena	\$301	\$375	\$454	\$450	\$465	\$410	\$391	\$401
91107 Pasadena	\$259	\$335	\$414	\$439	\$410	\$419	\$400	\$0
91108 San Marino	n/a	\$445	n/a	n/a	n/a	n/a	n/a	\$0
Combined Submarket	\$321,606	\$398,292	\$457,293	\$493,085	\$509,136	\$494,226	\$441,282	\$424,811
Los Angeles County	\$251,000	\$325,000	\$385,000	\$412,000	\$430,000	\$369,000	\$307,000	\$299,800

Source: Data Quick

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Appendix Exhibit II-4: For-Sale Residential Comparable Projects

Project Name/Address	Product Type/ Buyer Profile/ Target Product	# Units/ Open Date/ Units Sold/ Close Date/ Monthly Sales Rate	Base Price Size (SF) Base Price per SF Bed Bath
SINGLE-FAMILY/TOWNHOME PROJECTS			
Fair Oaks Gardens 1442-1448 N Fair Oaks Ave Pasadena, CA 91106	Townhouse	12 (2)	\$389,000 - \$489,000
	Singles/Couples/Young & Growing Families/Prof.Couples	1/16/2010	1,328 - 2,018
	Entry Level/Move Down	0 (2)	\$242 - \$293
		N/A	2.0 - 3.0
		0.0	2.0 - 2.5
Sabine S Lake Ave & E California Blvd Pasadena, CA 91106	Townhouse	12	\$425,000 - \$450,000
	Singles/Couples/Maturing Families/Prof.Couples/Empty Nesters	1/14/2010	2,154 - 3,200
	Entry Level/First Move Up/Move Down/Luxury	0 (5)	\$477 - \$592
		N/A	2+ Den 3.0
		0.0	2.0 - 3.5
Villa Lago on South Lake E California Blvd & S Lake Ave Pasadena, CA 91101	Townhouse	12	\$699,000 - \$879,000
	Prof. Couples/Empty Nesters	2/1/2010	1,302 - 1,789
	Entry Level/Second Move Up/Move Down	0 (6)	\$491 - \$537
		N/A	2.0 3.0
		0.0	2.5 - 3.5
Huntington Courtyard Huntington Dr & Michigan Blvd Pasadena, CA 91107	Townhouse	20	\$515,000 - \$555,000
	Singles/Couples/Young & Growing Families/Prof.Couples	7/14/2009	1,340 - 1,586
	Entry Level/First Move Up/Move Down	20	\$350 - \$384
		9/30/2009	2.0 3+ Den
		7.7	3.0 - 3.5
Los Robles Village Los Robles Ave & Villa St Pasadena, CA 91101	Townhouse	16	\$425,000 - \$450,000
	Singles/Couples/Young Families/Prof.Couples/Empty Nesters	1/7/2009	1,540 - 1,635
	Entry Level/Move Down	16	\$267 - \$292
		9/30/2009	2.0 2.0
		1.8	2.0 - 2.0
CONDOMINIUM PROJECTS			
Granada Court E Union St & N Oak Knoll Ave Pasadena, CA 91101	Condo	29	\$585,000 - \$945,000
	Singles/Couples/Growing Families/Prof.Couples	12/2/2006	929 - 2,060
	Entry Level/First Move Up/Move Down/Luxury	25	\$393 - \$630
		N/A	2.0 3.0
		0.6	1.0 - 2.5
Granite Park Place Granite Dr & Lake St Pasadena, CA 91101	Condo	71 (3)	\$975,000 - \$1,995,000
	Singles/Couples/Maturing Families/Prof.Couples/Empty Nesters	10/4/2008	1,271 - 2,679
	Luxury	5 (3)	\$548 - \$919
		N/A	0.0 3.0
		0.3	1.5 - 3.5
Lake at Walnut Lake Ave & Walnut Ave Pasadena, CA 91106	Condo	111	\$433,000 - \$1,150,000
	Singles/Couples/Young Families	7/31/2007	945 - 3,346
	Entry Level/First & Second Move up	83	\$344 - \$458
		N/A	1.0 2+ Den
		2.5	1.0 - 2.5
Mentor Terrace Cordova St and Mentor Terrace Pasadena, CA 91106	Condo	29	\$339,000 - \$699,000
	Entry Level/First Move Up	2/16/2008	557 - 1,700
		19	\$411 - \$609
		N/A	1.0 3.0
		0.7	1.0 - 3.0
Monterey Collection Monterey Rd & 60th Ave South Pasadena, CA 90042	Condo	20	\$425,000 - \$450,000
	Entry Level/First Move Up	2/1/2007	1,540 - 1,635
		17 (4)	\$267 - \$292
		N/A	2.0 2.0
		0.4	2.0 - 2.0

Source: Hanley Wood Market Intelligence; and CBRE Consulting.

(1) From the intersection of Lake Ave and Bell St.

(2) Four units have been sold, though no sales have yet closed as reported by Hanley Wood.

(3) 27 units have been released to date. 12 units have been sold, of which 5 have closed, as reported by Hanley Wood.

(4) 23 units have been sold, of which 19 have closed, as reported by Hanley Wood.

(5) Two units have been sold, though no sales have yet closed as reported by Hanley Wood.

(6) Three units have been sold, though no sales have yet closed as reported by Hanley Wood.

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Appendix Exhibit II-5: Rental Apartment Market Trends – Pasadena Submarket

Period	Inventory (Units)	Inventory Growth	Vacancy %	Net Absorption	Asking Rent
PASADENASUBMARKET					
<u>Class A</u>					
2004	4,874	77	5.2%	272	\$2,050
2005	4,839	-35	5.1%	-29	2,141
2006	5,272	433	9.8%	162	2,392
2007	5,503	231	9.9%	202	2,358
2008	5,503	0	9.5%	22	2,358
2009	5,503	0	7.2%	129	2,252
1Q 2010	5,503	0	7.9%	-40	2,263
Change 2004-10	629		2.7%		\$213
CAGR 2004-09	2.0%				1.7%
<u>Class B/C</u>					
2004	13,624	0	2.9%	42	1,273
2005	13,600	-24	2.4%	45	1,303
2006	13,600	0	1.9%	69	1,341
2007	13,600	0	3.0%	-152	1,377
2008	13,600	0	4.0%	-137	1,383
2009	13,600	0	4.7%	-91	1,367
1Q 2010	13,600	0	4.5%	21	1,370
Change 2004-10	-24		1.5%		\$178
CAGR 2004-09	0.0%				2.4%
<u>All Classes</u>					
2004	18,498	77	3.5%	314	1,478
2005	18,439	-59	3.1%	16	1,523
2006	18,872	433	4.1%	231	1,635
2007	19,103	231	5.0%	50	1,660
2008	19,103	0	5.6%	-115	1,664
2009	19,103	0	5.4%	38	1,622
1Q 2010	19,103	0	5.5%	-19	1,627
Change 2004-10	605		2.0%		\$149
CAGR 2004-09	0.5%				1.6%

Source: REIS

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Appendix Exhibit II-6: Rental Apartment Market Trends – Los Angeles Market

Period	Inventory (Units)	Inventory Growth	Vacancy %	Net Absorption	Asking Rent
LOS ANGELES MSA					
<u>Class A</u>					
2004	219,194	4,557	5.0%	4,519	1,608
2005	219,011	-183	4.2%	1,524	1,688
2006	221,124	2,113	4.2%	2,092	1,812
2007	224,919	3,795	5.3%	1,149	1,901
2008	230,147	5,228	6.5%	2,078	1,936
2009	231,589	1,442	6.4%	1,645	1,833
1Q 2010	232,224	635	6.9%	-482	1,822
Change 2004-10	13,030		1.9%		\$214
CAGR 2004-09	1.0%				2.1%
<u>Class B/C</u>					
2004	524,388	-694	2.8%	-400	1,051
2005	524,450	62	2.7%	1,000	1,102
2006	524,154	-296	2.6%	-63	1,162
2007	524,082	-72	2.8%	-1,303	1,220
2008	524,262	180	3.6%	-3,920	1,255
2009	524,325	63	4.8%	-5,878	1,204
1Q 2010	524,325	0	4.8%	-396	1,205
Change 2004-10	-63		2.0%		\$154
CAGR 2004-09	0.0%				2.3%
<u>All Classes</u>					
2004	743,582	3,863	3.5%	4,119	1,216
2005	743,461	-121	3.1%	2,524	1,275
2006	745,278	1,817	3.1%	2,029	1,355
2007	749,001	3,723	3.6%	-150	1,425
2008	754,409	5,408	4.5%	-1,848	1,462
2009	755,914	1,505	5.3%	-4,227	1,397
1Q 2010	756,549	635	5.5%	-882	1,394
Change 2004-10	12,967		2.0%		\$178
CAGR 2004-09	0.3%				2.3%

Source: REIS

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Appendix Exhibit II-7: Rental Apartment Comparable Projects

Property Name	Distance (Miles)	Year Built	Total Units	Floors	Vacancy Rate	Average Rent/Unit	Product Type	Number of Units	Average Rent (\$/Mo.)	Unit Size (SF)	Unit Rent \$/SF
1 0 416 N Garfield Ave Pasadena, CA 91101	0.99	1957	20	2	5.0%	\$953	Studio	-	-	-	-
							1BD	20	953	650	\$1.47
							2BD	-	-	-	-
2 Michigan Ave Apts 165 N Michigan Ave Pasadena, CA 91106	1.07	1976	45	4	0.0%	\$1,320	Studio	-	-	-	-
							1BD	12	1,100	700	\$1.57
							2BD	30	1,350	900	\$1.50
							3BD	3	1,900	1,000	\$1.90
3 Oak Knoll Apartments 267 S Oak Knoll Ave Pasadena, CA 91101	1.50	1962	59	2	5.1%	\$1,219	Studio	-	-	-	-
							1BD	57	1,200	580	\$2.07
							2BD	2	1,750	900	\$1.94
4 Colony Apartments 239 S Madison Ave Pasadena, CA 91101	1.54	1961	21	2	9.5%	\$1,163	Studio	2	801	600	\$1.34
							1BD	19	1,201	688	\$1.75
							2BD	-	-	-	-
5 El Molino South 266 S El Molino Ave Pasadena, CA 91101	1.55	1965	36	3	2.8%	\$1,304	Studio	-	-	-	-
							1BD	23	1,195	760	\$1.57
							2BD	7	1,450	860	\$1.69
							3BD	6	1,550	1,150	\$1.35
6 Del Mar Townhouse 1155 E Del Mar Blvd Pasadena, CA 91106	1.57	1964	48	3	6.3%	\$1,600	Studio	-	-	-	-
							1BD	4	1,400	900	\$1.56
							2BD	40	1,600	1,200	\$1.33
							3BD	4	1,800	1,400	\$1.29
7 Pasadena 385 S Catalina Ave Pasadena, CA 91106	1.65	1973	84	3	4.8%	\$1,636	Studio	-	-	-	-
							1BD	72	1,563	795	\$1.97
							2BD	12	2,076	1,054	\$1.97
8 Apartments 2211 E Washington Blvd Pasadena, CA 91104	1.66	1965	60	2	1.7%	\$1,468	Studio	-	-	-	-
							1BD	32	1,375	750	\$1.83
							2BD	26	1,538	925	\$1.66
							3BD	2	2,050	1,285	\$1.60
9 Monterra Del Sol 280 S Euclid Ave Pasadena, CA 91101	1.67	1972	85	3	2.4%	\$1,508	Studio	11	1,153	490	\$2.35
							1BD	51	1,477	790	\$1.87
							2BD	23	1,746	1,035	\$1.69
10 Monterra Del Ray 350 S Madison Ave Pasadena, CA 91101	1.67	1974	87	3	2.3%	\$1,439	Studio	-	-	-	-
							1BD	68	1,327	694	\$1.91
							2BD	16	1,797	892	\$2.01
							3BD	3	2,057	1,206	\$1.71
11 0 350 S Oakland Ave Pasadena, CA 91101	1.68	1974	35	3	5.7%	\$1,492	Studio	-	-	-	-
							1BD	18	1,397	825	\$1.69
							2BD	17	1,592	980	\$1.62
12 Archstone at Old Town Pasadena 350 E Del Mar Blvd Pasadena, CA 91101	1.72	1971	96	3	5.2%	\$1,581	Studio	30	1,504	575	\$2.62
							1BD	54	1,548	680	\$2.28
							2BD	12	1,925	950	\$2.03
13 Delmar Arms 275 S Marengo Ave Pasadena, CA 91101	1.74	1954	35	2	5.7%	\$1,070	Studio	2	900	540	\$1.67
							1BD	28	1,050	660	\$1.59
							2BD	5	1,250	1,010	\$1.24
14 Terrace 280 E Del Mar Blvd Pasadena, CA 91101	1.74	1973	123	3	4.9%	\$1,539	Studio	14	1,356	460	\$2.95
							1BD	78	1,550	618	\$2.51
							2BD	31	1,594	815	\$1.96
15 San Pasqual Apartments 975 San Pasqual St Pasadena, CA 91106	1.76	1971	86	3	5.8%	\$1,905	Studio	-	-	-	-
							1BD	66	1,820	800	\$2.28
							2BD	20	2,185	1,200	\$1.82

Source: REIS

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Appendix Exhibit II-7: Rental Apartment Comparable Projects....continued

Property Name	Distance (Miles)	Year Built	Total Units	Floors	Vacancy Rate	Average Rent/Unit	Product Type	Number of Units	Average		
									Rent (\$/Mo.)	Unit Size (SF)	Unit Rent \$/SF
16 Western Apts 405 S Los Robles Ave Pasadena, CA 91101	1.77	1982	24	2	0.0%	\$1,576	Studio	2	1,201	380	\$3.16
							1BD	10	1,503	525	\$2.86
							2BD	12	1,700	620	\$2.74
17 Casa De Ville 445 S Los Robles Ave Pasadena, CA 91101	1.81	1969	24	2	4.2%	\$1,676	Studio	-	-	-	-
							1BD	7	1,303	739	\$1.76
							2BD	14	1,791	1,450	\$1.24
							3BD	3	2,007	1,451	\$1.38
18 Los Robles 500 S Los Robles Ave Pasadena, CA 91101	1.87	1972	63	3	15.9%	\$1,431	Studio	-	-	-	-
							1BD	47	1,360	785	\$1.73
							2BD	16	1,638	1,027	\$1.59
19 California Euclid 350 E California Blvd Pasadena, CA 91106	2.01	1973	60	3	3.3%	\$1,583	Studio	-	-	-	-
							1BD	42	1,463	1,025	\$1.43
							2BD	18	1,863	1,500	\$1.24
20 Franklin House 250 S Oak Ave Pasadena, CA 91107	2.05	1960	52	3	7.7%	\$1,394	Studio	-	-	-	-
							1BD	38	1,250	500	\$2.50
							2BD	11	1,700	1,200	\$1.42
							3BD	3	2,100	1,800	\$1.17
21 Del Mar 2445 E Del Mar Blvd Pasadena, CA 91107	2.37	1972	156	4	3.8%	\$1,284	Studio	-	-	-	-
							1BD	132	1,225	800	\$1.53
							2BD	24	1,611	1,150	\$1.40
22 Waterstone at Pasadena 110 El Nido Ave Pasadena, CA 91107	2.81	1971	84	3	11.9%	\$1,288	Studio	8	1,000	500	\$2.00
							1BD	13	1,100	700	\$1.57
							2BD	63	1,363	900	\$1.51
23 Penthou 1800 State St South Pasadena, CA 91030	2.91	1960	96	4	1.0%	\$1,569	Studio	-	-	-	-
							1BD	45	1,351	700	\$1.93
							2BD	51	1,761	850	\$2.07
24 Amberwood Apartments 1601 Amberwood Dr South Pasadena, CA 91030	2.96	1960	34	2	0.0%	\$1,776	Studio	-	-	-	-
							1BD	-	-	-	-
							2BD	17	1,842	1,200	\$1.54
							3BD	17	1,710	1,800	\$0.95
25 Terraces at South Pasadena 400 Raymondale Dr South Pasadena, CA 91030	3.05	1964	53	2	22.6%	\$1,425	Studio	-	-	-	-
							1BD	48	1,375	650	\$2.12
							2BD	5	1,900	800	\$2.38
26 Casa De General 1744 Foothill St South Pasadena, CA 91030	3.11	1969	52	2	1.9%	\$1,770	Studio	-	-	-	-
							1BD	16	1,592	850	\$1.87
							2BD	32	1,802	1,150	\$1.57
							3BD	4	2,232	1,950	\$1.14
27 Annadale Apts 77 Patrician Way Pasadena, CA 91105	3.17	1967	46	3	2.2%	\$1,975	Studio	-	-	-	-
							1BD	6	1,375	739	\$1.86
							2BD	35	2,020	1,451	\$1.39
							3BD	5	2,378	1,451	\$1.64
28 Jolyn Apts 609 Prospect Ave South Pasadena, CA 91030	3.42	1961	30	3	0.0%	\$1,206	Studio	5	826	500	\$1.65
							1BD	14	1,186	900	\$1.32
							2BD	11	1,403	1,100	\$1.28
29 0 830 Monterey Rd South Pasadena, CA 91030	3.87	1970	23	2	0.0%	\$1,090	Studio	-	-	-	-
							1BD	14	928	739	\$1.26
							2BD	9	1,342	1,451	\$0.92
30 Villa Francisco 930 Palm View Dr West Hollywood, CA 90042	3.88	1978	139	4	0.0%	\$1,532	Studio	102	1,514	700	\$2.16
							1BD	37	1,581	817	\$1.94
							2BD	-	-	-	-

Source: REIS

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Appendix Exhibit II-8: Retail Market Trends by market area

Trend by Market Area	SUPPLY				DEMAND			LEASE RATE
	Inventory GLA (SF)	Vacancy Rate % (1)	Inventory Growth	SF Under Construction	Total Deals	Total SF Leased	Net Absorption	(\$/SF/Yr.) (1,2)
4-Mile Radius								
2004	12,746,483	3.2%		5,504	59	135,955	(125,394)	\$19.25
2005	12,796,544	4.4%	50,061	136,791	65	126,951	(98,428)	28.88
2006	12,976,532	2.7%	179,988	58,922	50	162,973	385,350	35.86
2007	13,051,681	1.7%	75,149	46,419	61	228,504	207,181	43.18
2008	13,102,985	2.7%	51,304	7,000	84	241,334	(82,519)	35.64
2009	13,100,580	4.5%	(2,405)	0	118	268,950	(236,261)	30.89
1Q 2010	13,100,580	4.5%	0	0	21	46,592	2,517	27.81
2004-10 Change	354,097	1.3%						\$8.56
2004-10 CAGR	0.5%							6.3%
Pasadena/Arcadia/Monrovia Submarket								
2004	18,618,675	2.8%		22,195	72	155,084	(154,803)	\$19.31
2005	18,701,778	3.6%	83,103	136,791	82	164,212	(64,497)	29.19
2006	18,881,766	2.5%	179,988	75,945	67	205,619	381,931	34.21
2007	18,960,072	1.5%	78,306	76,741	79	291,326	269,158	39.77
2008	19,086,698	2.6%	126,626	50,092	103	308,605	(79,397)	34.64
2009	19,138,472	4.3%	51,774	0	168	339,208	(278,222)	31.73
1Q 2010	19,132,267	4.4%	(6,205)	0	43	81,754	(24,242)	28.59
2004-10 Change	513,592	1.5%						\$9.28
2004-10 CAGR	0.5%							6.8%
Burbank/Glendale/Pasadena Submarket Cluster								
2004	48,301,365	2.3%		82,501	118	251,214	51,254	\$19.90
2005	48,415,580	2.9%	114,215	277,174	115	227,863	(174,055)	23.04
2006	48,723,267	2.1%	307,687	615,169	137	512,968	682,804	30.71
2007	48,843,424	1.6%	120,157	706,200	240	615,695	322,799	34.30
2008	49,618,208	2.4%	774,784	543,993	291	773,533	375,312	32.43
2009	50,163,883	3.9%	545,675	0	431	831,222	(211,588)	30.29
1Q 2010	50,157,678	3.9%	(6,205)	69,920	112	198,902	18,032	28.95
2004-10 Change	1,856,313	1.6%						\$9.05
2004-10 CAGR	0.6%							6.5%
LA Region								
2004	411,890,867	2.0%		4,003,022	824	2,144,045	589,225	\$21.09
2005	416,491,354	2.6%	4,600,487	2,845,201	1,042	2,626,190	2,199,145	23.70
2006	419,212,506	2.5%	2,721,152	6,066,264	1,483	4,571,282	2,991,809	25.71
2007	423,597,252	2.4%	4,384,746	5,500,650	1,764	4,926,046	4,524,555	28.94
2008	427,832,431	3.8%	4,235,179	4,075,563	2,588	6,540,629	(1,565,045)	29.60
2009	430,376,384	5.0%	2,543,953	1,408,560	3,409	7,344,093	(2,858,120)	27.65
1Q 2010	430,034,219	5.1%	(342,165)	1,677,651	849	1,903,759	(569,448)	27.45
2004-10 Change	18,143,352	3.0%						\$6.36
2004-10 CAGR	0.7%							4.5%

Source: Costar

VII. Appendix : Section II – Market Analysis

Appendix Exhibit II-9: Prominent Grocery Stores within 4-mile trade area

Business Name	SIC Code	Address	City	State	Zip	# Empl.
GROCERY STORES						
Von's Grocery Company	541 100	618 Michillinda Ave	Arcadia	CA	91007	400
Whole Foods Market	541 100	465 S Arroyo Pkwy	Pasadena	CA	91105	300
Whole Foods Market	541 100	3751 E Foothill Blvd	Pasadena	CA	91107	212
Vons	541 100	1390 N Allen Ave	Pasadena	CA	91104	170
Bristol Farms	541 100	606 Fair Oaks Ave	South Pasadena	CA	91030	160
Hows Market	541 100	3035 Huntington Dr	Pasadena	CA	91107	150
Vons	541 100	7311 N Figueroa St	Los Angeles	CA	90041	125
Vons	541 100	155 W California Blvd	Pasadena	CA	91105	110
Ralph's Grocery Company	541 100	521 Foothill Blvd	La Canada Fltrdg	CA	91011	107
Gelson's Markets	541 100	245 E Green St	Pasadena	CA	91101	100
Vons	541 100	2355 E Colorado Blvd	Pasadena	CA	91107	100
Vons	541 100	655 N Fair Oaks Ave	Pasadena	CA	91103	99
Vons	541 100	1129 Fair Oaks Ave	South Pasadena	CA	91030	87
Pavilions	541 103	845 E California Blvd	Pasadena	CA	91101	100
Ralph's Grocery Company	541 100	1745 Garfield Ave	South Pasadena	CA	91030	75
Pavilions	541 103	1213 Fair Oaks Ave	South Pasadena	CA	91030	93
Ralph's Grocery Company	541 100	3601 E Foothill Blvd	Pasadena	CA	91107	70
Ralph's Grocery Company	541 100	345 E Main St	Alhambra	CA	91801	70
Ralph's Grocery Company	541 100	160 N Lake Ave	Pasadena	CA	91106	65
Ralph's Grocery Company	541 100	1101 W Huntington Dr	Arcadia	CA	91007	62
Ralph's Grocery Company	541 100	320 W Colorado Blvd	Pasadena	CA	91105	60
Albertson's Food Centers	541 100	3841 E Sierra Madre Blvd	Pasadena	CA	91107	60
Trader Joe's	541 100	345 S Lake Ave # 203	Pasadena	CA	91101	55
Super A Foods	541 100	300 W Main St	Alhambra	CA	91801	55
Food-4-Less	541 100	1329 N Lake Ave # B	Pasadena	CA	91104	50
Trader Joe's	541 100	467 N Rosemead Blvd	Pasadena	CA	91107	50
Trader Joe's	541 100	613 Mission St	South Pasadena	CA	91030	50
Trader Joe's	541 100	475 Foothill Blvd # D	La Canada Fltrdg	CA	91011	50
Trader Joe's	541 100	7260 Rosemead Blvd	San Gabriel	CA	91775	50
Vons	541 100	635 Foothill Blvd	La Canada Fltrdg	CA	91011	50
Ralph's Grocery Company	541 100	2270 Lake Ave	Altadena	CA	91001	40
Trader Joe's	541 100	610 S Arroyo Pkwy	Pasadena	CA	91105	40
Howie's Ranch Market	541 100	6580 N San Gabriel Blvd	San Gabriel	CA	91775	32
Smart & Final	541 100	725 E Main St	Alhambra	CA	91801	30
Liborio Markets Corp Ofc	541 100	171 S Hudson Ave	Pasadena	CA	91101	25
Trader Joe's	541 100	1566 Colorado Blvd	Los Angeles	CA	90041	25

Source: Claritas

VII. Appendix : Section II – Market Analysis

Appendix Exhibit II-10: Retail Demand and Leakage Analysis by trade area

Retail Store Category	Pasadena				4.0-Mile Radius			
	Consumer		Attraction/ (Leakage)		Consumer		Attraction/ (Leakage)	
	Expenditure (Demand)	Retail Sales (Supply)	\$	%	Expenditure (Demand)	Retail Sales (Supply)	\$	%
GAFO Categories (1)	\$620.9	\$801.3	\$180.4	22.5%	\$1,120.0	\$963.9	(\$156.1)	-13.9%
General Merchandise	317.0	214.0	(103.0)	-32.5%	567.9	271.2	(296.7)	-52.2%
Clothing & Clothing Accessories Store	115.8	244.1	128.3	52.6%	209.7	286.5	76.8	26.8%
Furniture & Home Furnishings	52.4	86.9	34.5	39.7%	98.0	105.9	7.9	7.5%
Electronics & Appliance	61.0	122.7	61.7	50.3%	109.3	141.1	31.8	22.5%
Sporting Goods, Hobby, Book, & Music	50.5	95.7	45.2	47.2%	91.6	109.8	18.2	16.6%
Miscellaneous - Office Supplies etc.	24.2	37.9	13.7	36.1%	43.5	49.4	5.9	11.9%
Building Material	\$221.6	\$100.5	(\$121.1)	-54.6%	\$427.5	\$168.4	(\$259.1)	-60.6%
Building Material & Supply Dealers	203.3	91.8	(111.5)	-54.8%	392.5	151.4	(241.1)	-61.4%
Home Centers	84.9	10.6	(74.3)	-87.5%	163.4	10.6	(152.8)	-93.5%
Paint and Wallpaper Stores	4.5	0.7	(3.8)	-84.4%	9.0	2.6	(6.4)	-71.1%
Hardware Stores	17.5	26.0	8.5	32.7%	33.7	71.0	37.3	52.5%
Other Building Materials Dealers	96.3	54.4	(41.9)	-43.5%	186.4	67.1	(119.3)	-64.0%
Building Materials, Lumberyards	37.8	21.3	(16.5)	-43.7%	73.1	26.3	(46.8)	-64.0%
Lawn and Garden Equipment and Suppl	18.3	8.7	(9.6)	-52.5%	35.0	17.0	(18.0)	-51.4%
Outdoor Power Equipment Stores	2.7	0.9	(1.8)	-66.7%	5.2	1.1	(4.1)	-78.8%
Nursery and Garden Centers	15.6	7.8	(7.8)	-50.0%	29.7	16.0	(13.7)	-46.1%
Health & Personal Care Stores	119.7	186.1	66.4	35.7%	213.9	262.1	48.2	18.4%
Pharmacies and Drug Stores	102.5	167.9	65.4	39.0%	183.1	239.3	56.2	23.5%
Cosmetics, Beauty Supplies and Perfume	4.3	7.3	3.0	41.1%	7.6	9.0	1.4	15.6%
Optical Goods Stores	5.1	3.7	(1.4)	-27.5%	9.3	4.1	(5.2)	-55.9%
Other Health and Personal Care Stores	7.8	7.2	(0.6)	-7.7%	13.9	9.7	(4.2)	-30.2%
Food & Beverage Stores	310.9	498.7	187.8	37.7%	540.8	774.1	233.3	30.1%
Grocery Stores	282.7	482.0	199.3	41.3%	491.7	741.4	249.7	33.7%
Supermarkets and Other Grocery Store	269.6	479.2	209.6	43.7%	469.1	735.1	266.0	36.2%
Convenience Stores	13.1	2.9	(10.2)	-77.9%	22.5	6.3	(16.2)	-72.0%
Speciality Food Stores	8.6	6.2	(2.4)	-27.9%	15.0	8.5	(6.5)	-43.3%
Beer, Wine, & Liquor Stores	19.6	10.5	(9.1)	-46.4%	34.1	24.2	(9.9)	-29.0%
Foodservice & Drinking Places	261.7	456.9	195.2	42.7%	454.6	567.8	113.2	19.9%
Full-Service Restaurants	118.1	191.3	73.2	38.3%	205.3	226.8	21.5	9.5%
Limited-service Eating Places	108.3	199.5	91.2	45.7%	187.8	266.0	78.2	29.4%
Special Foodservices	21.8	58.0	36.2	62.4%	37.9	65.5	27.6	42.1%
Drinking Places - Alcoholic Beverages	13.5	8.1	(5.4)	-40.0%	23.6	9.5	(14.1)	-59.7%
Total Non-Auto Retail Stores	\$1,534.8	\$2,043.5	\$508.7	24.9%	\$2,756.8	\$2,736.3	(\$20.5)	-0.7%

Source: Claritas

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Appendix Exhibit II-11: Office Market Trends by market area

Trend by Market Area	SUPPLY				DEMAND			LEASE RATE
	Inventory GLA (SF)	Vacancy Rate % (1)	Inventory Growth	SF Under Construction	Total Deals	Total SF Leased	Net Absorption	(\$/SF/Yr.) (1,2)
4-Mile Radius								
2004	16,923,832	6.3%		233,368	348	1,103,707	428,674	\$24.71
2005	17,157,200	3.9%	233,368	98,700	315	1,009,267	622,546	25.71
2006	17,206,445	3.4%	49,245	76,492	302	1,138,384	126,646	29.34
2007	17,282,937	6.1%	76,492	10,272	205	786,783	(384,308)	33.12
2008	17,332,389	8.2%	49,452	200,540	225	598,250	(321,768)	34.20
2009	17,532,929	10.3%	200,540	13,668	218	487,075	(176,058)	30.16
1 Q 2010	17,546,597	10.9%	13,668	0	59	135,296	(105,199)	28.72
2004-10 Change	622,765	4.7%						\$4.01
2004-10 CAGR	0.6%							2.5%
Pasadena/Arcadia/Monrovia Submarket								
2004	21,165,690	6.7%		233,368	389	1,210,661	454,208	\$24.03
2005	21,400,996	4.1%	235,306	201,360	349	1,181,825	779,054	24.91
2006	21,554,867	3.7%	153,871	86,492	325	1,265,971	229,554	28.14
2007	21,641,359	5.1%	86,492	46,599	247	987,511	(210,793)	31.57
2008	21,727,138	7.5%	85,779	235,270	270	700,873	(449,560)	33.06
2009	21,974,852	9.5%	247,714	13,668	279	609,531	(214,953)	29.44
1 Q 2010	21,988,520	10.0%	13,668	0	76	165,750	(93,646)	28.23
2004-10 Change	822,830	3.3%						\$4.20
2004-10 CAGR	0.6%							2.7%
Submarket Cluster								
2004	53,056,284	7.0%		553,771	858	3,460,767	1,259,064	\$25.42
2005	53,801,224	5.2%	744,940	510,548	732	2,720,613	1,630,013	26.04
2006	54,136,894	4.8%	335,670	267,481	687	2,848,820	574,571	28.21
2007	54,537,404	5.3%	400,510	1,232,792	544	2,244,603	94,820	31.45
2008	54,917,633	7.3%	380,229	1,488,514	643	2,295,421	(730,517)	32.96
2009	56,408,591	10.3%	1,490,958	23,668	690	1,733,655	(298,134)	30.38
1 Q 2010	56,432,259	10.6%	23,668	0	203	523,048	(188,453)	29.64
2004-10 Change	3,375,975	3.6%						\$4.22
2004-10 CAGR	1.0%							2.6%
LA Region								
2004	408,642,407	8.8%		2,964,715	6,741	23,793,633	6,490,110	\$24.03
2005	410,936,058	7.2%	2,293,651	2,696,836	6,673	21,206,438	8,890,962	25.03
2006	412,644,528	6.5%	1,708,470	4,434,449	6,020	22,107,615	4,351,892	26.58
2007	416,203,127	6.9%	3,558,599	5,071,144	4,776	20,053,341	1,861,156	29.69
2008	419,721,299	9.4%	3,518,172	3,485,485	6,045	19,312,856	(7,143,162)	31.22
2009	423,083,019	11.1%	3,361,720	179,269	6,408	19,743,941	(4,315,312)	29.38
1 Q 2010	423,262,288	11.4%	179,269	0	1,506	4,014,232	(1,320,929)	28.18
2004-10 Change	14,619,881	2.6%						\$4.15
2004-10 CAGR	0.6%							2.7%

Source: Costar Group Inc., and, CBRE Consulting.

(1) Represents year-end figure.

(2) Full Service Gross (FSG) Rents

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Appendix Exhibit II-12: Property Sale Comparables – Multi-Family

#	Property Address	City	Bldg SF	# Units	Sale Date	Sale Price	\$/SF	\$/Unit	Age	Density	Cap Rate	Zoning
1	642 N Orange Grove Blvd	Pasadena	5,400	10	4/15/2010	990,621	183	99,062		81		
2	770 Boylston St	Pasadena	2,550	5	3/17/2010	710,000	278	142,000	86	85	5.96	R6
3	83 S Daisy Ave	Pasadena	18,720	8	2/22/2010	1,215,000	65	101,250	56	19		PSR3
4	160 S El Molino Ave (Jamestown Arms)	Pasadena	37,167	77	2/19/2010	7,300,000	196	137,736		90	6.18	
5	727 E Orange Grove Blvd	Pasadena	4,381	7	2/9/2010	1,050,000	240	150,000	61	70	5.64	R3
6	454 W California Blvd	Pasadena	7,038	5	2/8/2010	1,350,000	192	270,000	89	31	5.06	R4
Year 2010 Average							\$168	\$112,639				
7	1320 E Washington Blvd	Pasadena	4,785	6	12/29/2009	1,065,000	223	177,500	57	55		R3
8	45 S Vinedo Ave	Pasadena	9,390	9	12/23/2009	1,200,000	128	133,333	56	42		R3
9	545 Marengo Ave	Pasadena	7,666	10	12/16/2009	1,020,000	133	102,000	82	57	6.18	R1
10	300 W Washington Blvd	Pasadena	4,600	5	12/15/2009	722,000	157	144,400	49	47	7.87	PSR1
11	1143 Diamond Ave	South Pasadena	8,075	8	12/8/2009	1,500,000	186	187,500	82	43		R11
12	760 Earlham St	Pasadena	9,566	13	12/7/2009	800,000	84	61,538	47	59		PSR1
13	231-239 E Villa St	Pasadena	8,502	12	11/24/2009	1,588,000	187	132,333	97	61	6.60	R1, Pasadena
14	153 S Chester Ave	Pasadena	3,990	8	11/23/2009	850,000	213	106,250	63	87	6.05	R4
15	812 S Marengo Ave	Pasadena	7,830	10	11/19/2009	2,400,000	307	240,000	30	56	4.59	CD8, Pasadena
16	390 Pasadena Ave	South Pasadena	8,940	10	10/30/2009	2,020,000	226	202,000	62	49	4.17	SPR310000*
17	90 S Meredith Ave	Pasadena	5,616	6	10/30/2009	1,200,000	214	240,000	100	47		R3
18	95 Meridith Ave	Pasadena	8,748	8	10/28/2009	1,400,000	160	175,000	38	40		PSR1
19	260-264 Alpine St	Pasadena	11,764	18	10/19/2009	3,088,800	263	171,600	46	67	5.73	R37200, Pasadena
20	288 S Sierra Madre Blvd	Pasadena	9,540	15	10/6/2009	2,225,000	233	148,333	49	68	5.40	R4YY
21	262 E Mountain St	Pasadena	3,862	5	10/5/2009	585,000	151	117,000	50	56		PSR1
22	145-155 Carlton Ave	Pasadena	11,819	8	9/10/2009	1,638,000	139	204,750	52	29	6.97	RM12
23	84 N Wilson Ave (Wilson Apartments)	Pasadena	21,588	18	9/9/2009	3,800,000	176	211,111	24	36	4.77	RM48, Pasadena
24	140 N Wilson Ave	Pasadena	6,726	14	8/13/2009	1,888,000	281	134,857	53	91		R4
25	633 Sierra Madre Blvd	Sierra Madre	24,346	15	7/31/2009	2,180,000	90	145,333	40	27	5.00	SRRP
26	727 E Orange Grove Blvd	Pasadena	4,381	7	7/10/2009	785,000	179	112,143	61	70		R3
27	1062 N Summit Ave	Pasadena	6,278	10	6/16/2009	1,150,000	183	115,000	51	69	7.52	RM12, Pasadena
28	1109 N Monterey St	Alhambra	4,218	8	6/12/2009	1,060,000	251	132,500	62	83	5.00	RPD
29	541 S Madison Ave	Pasadena	5,236	6	6/2/2009	1,400,000	267	233,333	48	50	5.70	R37200
30	855 N Marengo Ave	Pasadena	7,177	8	6/1/2009	986,000	137	123,250	46	49	7.50	R1
31	770 Boylston St	Pasadena	2,550	5	5/4/2009	667,000	262	133,400	86	85	6.31	R6
32	2435 Mohawk St	Pasadena	3,565	7	4/16/2009	1,000,000	281	142,857	102	86	5.44	PSR3
33	1959-1975 E Washington Blvd	Pasadena	17,083	14	4/14/2009	2,100,000	123	150,000	49	36	6.30	R3YY
34	1267 N Hudson Ave	Pasadena	24,828	46	3/5/2009	4,500,000	181	97,826	39	81	6.21	RM16
35	63 S Daisy Ave	Pasadena	4,055	7	3/4/2009	800,000	197	114,286	50	75		PSR3
Year 2009 Average							\$178	\$144,360				

Source: Costar

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Appendix Exhibit II-13: Property Sale Comparables – Office

#	PropertyType	Property Address	Land SF	Bldg SF	Sale Date	Sale Price	\$/SF	Age	Zoning	Bldg Class
OFFICE USE										
1	Office - Loft/Creative Space	65 N Catalina Ave, Pasadena	11,748	6,827	4/16/2010	1,700,000	249	105	C	C
2	Office - Medical	625 S Fair Oaks Ave, Pasadena	148,539	183,540	3/1/2010	73,000,000	398	1	PSC*	A
3	Office - Medical	3858 E Colorado Blvd, Pasadena	5,427	3,160	9/1/2009	1,000,000	316	59	C2	C
4	Office - Medical	200 S El Molino Ave, 1/1st Floor, Pasadena	15,725	6,375	1/5/2009	425,000	471	55	PSC	C
5	Office - Medical	2052 N Lake Ave, Altadena	24,877	9,299	10/9/2008	1,550,000	167	82	LCC2	C
6	Office - Medical	890 S Arroyo Park, Pasadena	10,502	2,968	8/28/2008	1,550,000	522	66	M, Pasadena	C
7	Office - Office with street-level Retail	900 Valley View Ave, Pasadena		1,866	4/22/2008	790,000	423			B
8	Office - Office with street-level Retail	900 Valley View Ave, 1/1st Floor, Pasadena	18,033	5,571	4/11/2008	390,000	464	3	c	B
9	Office - Office/Residential	333 N Hill Ave, Pasadena	24,598	8,500	3/17/2010	258,714	30	4	PSC	B
10	Office - Office/Residential	333 N Hill Ave, Pasadena		2,370	6/19/2008	900,000	380			B
11	Office	2406 Lake Ave, Altadena	3,998	4,605	2/5/2010	900,000	195	64	C3	C
12	Office	1108 Colorado Blvd, Los Angeles	2,260	2,039	1/29/2010	425,000	208	29	C4	C
13	Office	566 El Dorado St, Pasadena	3,001	6,025	1/22/2010	2,000,000	332	29	PSC	C
14	Office	738-742 E Colorado Blvd, Pasadena	5,662	6,688	12/8/2009	1,060,000	158	95	PSC	C
15	Office	1010 N Lake Ave, Pasadena	4,922	1,040	12/3/2009	295,000	284	89	C	C
16	Office	709 Fremont Ave, South Pasadena	7,405	2,850	9/22/2009	800,000	281	39	R310000, South Pasadena	C
17	Office	1520 W Colorado Blvd, Pasadena	57,063	25,000	8/25/2009	7,700,000	308	21	PSC	C
18	Office	106 Palmetto Dr, Pasadena	5,619	2,011	7/31/2009	145,000	72	40	CM, Pasadena	C
19	Office	1124 Mission St, South Pasadena	14,988	6,110	7/29/2009	2,050,000	336	31	CM, South Pasadena	C
20	Office	224 N Fair Oaks Ave, Pasadena	14,836	17,550	7/28/2009	6,000,000	342	54	CM	B
21	Office	171 S Los Robles Ave, Pasadena	15,189	2,785	7/14/2009	1,900,000	682	84	PSC-	B
22	Office	2920 Huntington Dr, San Marino	24,393	14,665	5/29/2009	4,200,000	286	30	C1	C
23	Office	441 E California Blvd, Pasadena	7,405	2,232	5/20/2009	665,000	298	88	PSC-	C
24	Office	101 S Marengo Ave, Pasadena	125,452	345,945	4/29/2009	55,500,000	160	36	C-2	B
25	Office	24 N Marengo Ave, Pasadena	3,001	6,788	4/9/2009	3,000,000	442	84	CD2, Pasadena	B
26	Office	1151 El Centro St, South Pasadena	7,000	3,698	1/8/2009	965,000	261	39	R3	C
27	Office	526 Mission St, South Pasadena	8,947	4,096	11/17/2008	1,450,000	354	36	CL, South Pasadena	C
28	Office	1037 N Lake Ave, Pasadena	12,240	2,400	7/31/2008	1,100,000	458	102	C, Pasadena	C
29	Office	233-249 S Euclid Ave (3 Properties), Pasadena		31,213	7/29/2008	9,440,000	302			C
30	Office	1420 Fair Oaks Ave, South Pasadena	9,496	2,165	7/29/2008	1,000,000	462	63	R3, Los Angeles	C
31	Office	955 N Lake Ave, Pasadena	60,043	37,352	7/1/2008	2,850,001	76	27	C, Pasadena	B
32	Office	969 Colorado St (2 Properties), Eagle Rock	69,260	10,378	4/1/2008	2,995,000	289			B
33	Office	70 S Lake Ave, Pasadena	33,323	98,606	3/31/2008	36,450,000	370	28	CD2, Pasadena	A
34	Office	120 N Madison Ave, Pasadena	12,196	3,633	3/31/2008	2,000,000	551	101	PSC	C
35	Office	188 S Orange Grove Blvd, Pasadena			3/24/2008	17,101,980				
36	Office	2797 E Foothill Blvd, Pasadena	5,662	3,730	3/18/2008	675,000	181	60	PSC	C
37	Office	194 N El Molino Ave, Pasadena	12,632	2,925	1/29/2008	3,607,500	1,233	107	PSC	C
38	Office	61-69 N Raymond Ave, Pasadena	13,908	41,609	1/15/2008	13,750,000	330	114	CM & UC	B

Source: Costar

VII. Appendix : Section II – Market Analysis

Appendix Exhibit II-14: Property Sale Comparables – Retail

#	PropertyType	Property Address	Land SF	Bldg SF	Sale Date	Sale Price	\$/SF	Age	Zoning
RETAIL USE									
1	Retail (Strip Center)	270-290 N Hill Ave, Pasadena	24,306	8,390	2/14/2008	3,000,000	358	22	CG1, Pasadena
2	Retail - Day Care Center	1805 Lincoln Ave, Pasadena	10,933	1,987	5/13/2009	275,000	138	88	RM32, Pasadena
3	Retail - Day Care Center	360-380 Raymond Ave (3 Properties), Pasadena	52,707	21,804	2/14/2008	5,000,000	229		
4	Retail - Fast Food	680 E Walnut St, Pasadena	6,969	702	7/31/2009	1,022,500	1,457	47	PSC
5	Retail - General Freestanding	85 W Green St, Pasadena	5,227	4,222	12/23/2009	516,500	122	16	PSC-
6	Retail - General Freestanding	731-735 N Lake Ave, Pasadena	9,888	2,804	11/20/2009	870,000	310	33	C, Pasadena
7	Retail - General Freestanding	1890 E Walnut St, Pasadena	10,454	4,272	7/21/2009	805,000	188	62	PSC
8	Retail - General Freestanding	2435-2439 E Colorado Blvd, Pasadena	8,276	3,198	6/11/2009	526,000	164	43	C
9	Retail - General Freestanding	701-707 Lake Ave, Pasadena	15,847	5,504	4/27/2009	2,875,000	522	5	PSC-
10	Retail - General Freestanding	1635 N Lake Ave, Pasadena	8,576	1,682	4/24/2009	587,367	349	64	PSC
11	Retail - General Freestanding	3830 E Foothill Blvd, Pasadena	14,379	5,184	4/2/2009	1,700,000	328	14	C2
12	Retail - General Freestanding	3120 E Colorado Blvd, Pasadena	23,478	8,450	9/22/2008	2,625,000	311	44	PSCG1
13	Retail - General Freestanding	7350 N Figueroa St, Los Angeles	27,442	29,404	5/19/2008	3,100,000	105	50	C4 [Q]
14	Retail - General Freestanding	1253 E Colorado Blvd, Pasadena	14,322	8,316	5/15/2008	3,300,000	397	36	ECSP-CG-1, Pasadena
15	Retail - General Freestanding	1870 E Walnut St, Pasadena	33,027	5,352	2/20/2008	3,045,000	569	97	CG1, Pasadena
16	Retail - Restaurant	1130 E Walnut St, Pasadena	21,239	1,915	4/21/2010	1,130,000	590	44	C3, Pasadena
17	Retail - Restaurant	921 Meridian Ave, South Pasadena	6,246	6,000	11/21/2008	2,300,000	383	62	CM, South Pasadena
18	Retail - Restaurant	2049 Colorado Blvd, Pasadena	20,995	4,700	11/7/2008	1,850,000	394	88	SC
19	Retail - Restaurant	45 N San Gabriel Blvd, Pasadena	13,778	5,292	4/4/2008	1,750,000	331	86	SC, Pasadena
20	Retail - Service Station	3706 E Foothill Blvd, Pasadena	18,600	1,864	6/29/2009	1,594,000	855	38	C3
21	Retail - Service Station	400 Fair Oaks Ave, Pasadena	15,755	2,730	4/8/2009	2,200,000	806	11	C
22	Retail - Service Station	3678 E Foothill Blvd, Pasadena	23,117	1,650	4/14/2008	2,230,000	1,352	43	PSMG1
23	Retail - Service Station	3678 E Foothill Blvd, Pasadena	23,117	1,650	4/1/2008	2,230,000	1,352	43	PSMG1
24	Retail - Service Station	155 E Glenarm St, Pasadena	27,198	1,943	3/13/2008	1,530,000	787	40	PSMG1
25	Retail - Service Station	3275 E Foothill Blvd, Pasadena	14,801	1,611	3/10/2008	1,500,000	931	45	PSCG1
26	Retail - Storefront	496-500 S Lake Ave, Pasadena	25,264	3,395	2/6/2009	1,935,000	570	58	PSC
27	Retail - Storefront	1705 E Walnut St, Pasadena	5,623	2,210	9/25/2008	725,000	328	45	PSC
28	Retail - Storefront Retail/Office	2382 Huntington Dr, San Marino	3,898	1,590	6/23/2009	750,000	472	54	C1, San Marino
29	Retail - Storefront Retail/Office	1154-1158 E Colorado Blvd, Pasadena	14,496	4,950	11/25/2008	1,950,000	394	91	CG1, Pasadena
30	Retail - Storefront Retail/Office	44 W Green St, Pasadena	6,185	6,725	7/24/2008	3,300,000	491	94	C2, Pasadena
31	Retail - Storefront Retail/Office	1470 Walnut St, Pasadena	3,667	1,773	3/21/2008	604,500	341	87	C, Pasadena
32	Retail - Storefront Retail/Office	527 S Lake Ave, Pasadena	15,119	28,561	2/22/2008	10,000,000	350	54	C-2
33	Retail - Storefront Retail/Office	1059 Colorado Blvd, Los Angeles	2,221	1,456	2/7/2008	560,000	385	33	LAC4
34	Retail - Storefront Retail/Office	33-37 E Union St, Pasadena	6,359	14,750	1/15/2008	4,700,000	319	102	CD1, Pasadena
35	Retail - Storefront Retail/Residential	220 N Lake Ave, Pasadena	11,761	15,059	2/23/2010	445,000	30	3	PSC
36	Retail - Storefront Retail/Residential	952-954 N Lake Ave, Pasadena	9,252	3,196	7/29/2009	658,000	206	100	CO1, Pasadena
37	Retail - Storefront Retail/Residential	1573 N Hill Ave, Pasadena	7,971	2,047	1/13/2009	687,000	336	86	PSC-
38	Retail	26 E California Blvd, Pasadena		1,813	4/7/2010	4,600,000	2,537		
39	Retail	35 N Raymond Ave, Pasadena		1,742	3/16/2010	376,100	216		PSCD1*
40	Retail	1517 E Washington Blvd, Pasadena	4,791	6,550	5/22/2008	950,000	145	85	C, Pasadena
41	Retail	136 W Howard St, Pasadena	6,098	2,140	2/5/2008	370,000	173	109	C, Pasadena

Source: Costar

VII. Appendix : Section II – Market Analysis

Appendix Exhibit II-15: Property Sale Comparables – Other Commercial

#	PropertyType	Property Address	Land SF	Bldg SF	Sale Date	Sale Price	\$/SF	Age	Zoning
MIXED-USE									
1	Mixed - General Freestanding	3570 E Foothill Blvd (2 Properties), Pasadena			3/24/2010	3,850,000			
2	Mixed - General Freestanding	2017-2031 N Fair Oaks Ave (2 Properties), Pasadena	21,780	13,113	5/16/2008	1,525,000	116		
3	Mixed - Office with street-level Retail	130 N Fair Oaks Ave (2 Properties), Pasadena	20,037	16,171	7/30/2008	6,000,000	371		
4	Mixed - Office with street-level Retail	2176 E Villa St (2 Properties), Pasadena	14,810	3,578	2/5/2008	1,000,000	279		
5	Mixed - R&D	26520-26672 Agoura Rd (40 Properties), Calabasas		3,276,691	12/3/2008	1,400,000,000	427		
6	Mixed	Portfolio with 6 properties,	2,051,676	832,142	3/1/2010	211,400,000	254		
7	Mixed	2 N Lake Ave (3 Properties), Pasadena	204,732	225,572	9/10/2009	52,000,000	231		
8	Mixed	656 N Los Robles Ave (2 Properties), Pasadena	74,052	87,981	3/19/2009	11,390,809	129		
INDUSTRIAL									
1	Industrial - Manufacturing	2124 Lincoln Ave, Altadena	37,587	18,422	4/20/2009	2,597,000	141	90	M1
2	Industrial - Manufacturing	2650-2676 Nina St, Pasadena	20,647	16,748	8/7/2008	2,000,000	119	42	M, Pasadena
3	Industrial - Manufacturing	2670-2674 E Walnut St (3 Properties), Pasadena	44,866	34,274	6/12/2008	4,668,808	136		
4	Industrial - Warehouse	2932 E Walnut St, Pasadena	6,886	2,592	9/5/2008	975,000	376	63	SM
5	Industrial - Warehouse	2895 Nina St, Pasadena	8,028	3,658	4/15/2008	520,000	142	42	M, Pasadena
6	Industrial - Warehouse	150 W Bellevue Dr, Pasadena	7,840	4,080	2/20/2008	1,000,000	245	29	PSC-
7	Industrial	2260 Huntington Dr, San Marino	3,249	3,493	7/8/2009	700,000	200	75	C1, San Marino
8	Industrial	1039 Hope St, South Pasadena	4,660	1,820	5/1/2009	750,000	412	55	CM
9	Flex - Light Manufacturing	2785 E Foothill Blvd, Pasadena	5,967	4,870	3/18/2008	887,500	182	62	PSCG1
10	Flex	2242 E Foothill Blvd, Pasadena	42,013	12,510	4/27/2009	3,300,000	264	60	M1, Los Angeles
LODGING									
1	Hospitality - Hotel	1401 S Oak Knoll Ave, Pasadena	628,570	241,000	1/8/2008	165,000,000	685	96	R112000, Pasadena
2	Hospitality - Motel	400-404 S Arroyo Pky, Pasadena	32,103	28,000	6/13/2008	8,250,000	295	48	M, Pasadena
3	Hospitality - Motel	2850 Colorado Blvd, Pasadena	6,534	14,980	2/8/2008	2,430,000	162	19	SC*
4	Hospitality - Motel	3600 E Colorado Blvd, Pasadena	30,618	33,460	1/25/2008	8,000,000	239	24	C3, County
SPECIALTY									
1	Specialty - Lodge/Meeting Hall	359 W Del Mar Blvd, Pasadena	75,794	51,870	12/4/2008	2,000,000	39	98	PSC
2	Specialty - Religious Facility	183-205 E Palm St, Altadena	144,183	35,646	4/4/2008	7,000,000	196	16	LCR17500
3	Specialty - Shelter	691 E Washington Blvd, Pasadena	12,479	2,796	6/23/2008	1,120,000	401	107	SC, Pasadena
4	Specialty	474 N Summit Ave, Pasadena	10,018	2,573	11/3/2008	675,000	262	100	PSC-
5	Health Care - Assisted Living	925 E Villa St (2 Properties), Pasadena	86,248	78,123	8/4/2009	12,300,000	157		
6	Health Care - Skilled Nursing Facility	2637 E Washington Blvd, Pasadena	27,442	8,922	3/18/2009	1,800,000	202	51	C1
7	Health Care - Skilled Nursing Facility	2601 E Washington Blvd, Pasadena	170,755	99,287	3/6/2009	2,000,000	20	45	R3
8	Specialty - Schools	200 Foothill Blvd, La Canada Flintridge	374,616	80,893	11/27/2007	8,000,000	99	81	R1
9	Specialty - Schools	200 S Sierra Madre Blvd, Pasadena	71,002	12,985		8,950,000	689	79	SC-, Pasadena

Source: Costar

VII. Appendix : Section II – Market Analysis

Appendix Exhibit II-16: Development Pipeline – Commercial

Office:

Property Name	Secondary Type	Class	Street Address	City	Est. Completion Year	Size SF/Units
130 W Huntington Dr	Medical	B	130 W Huntington Dr	Arcadia	2010	78,000
100 W Huntington Dr		A	100 W Huntington Dr	Monrovia	2010	75,000
245 Fair Oaks Ave	Medical	B	245 Fair Oaks Ave	South Pasadena	2011	12,000
Crown Medical Plaza	Medical Office		556 E Colorado Blvd @ N Madison Ave	Pasadena		100,000
The Pasadena Collection	Office Condominiums		NWC Green St @ Fair Oaks Ave	Pasadena		25,000
Fair Oaks Ave Office	Office		590 S Fair Oaks Ave @ W California Blvd	Pasadena		113,200
Playhouse Plaza	Office		680 E Colorado Blvd @ E Molino Ave	Pasadena		153,000
Filmore Raymond Medical Office	Medical	B	700 S Raymond Ave	Pasadena		29,385
MOB 2	Medical	B	750-800 S Raymond Ave	Pasadena		39,068
82-90 N Fair Oaks Ave	Office Live/Work	B	82-90 N Fair Oaks Ave	Pasadena		24,000
2155 Huntington Dr		B	2155 Huntington Dr	San Marino		15,000
Phase I		A	S Myrtle Ave	Monrovia		195,000
Phase II		A	S Myrtle Ave	Monrovia		105,000
Union Building		B	254 E Union St	Pasadena		48,917
Total Planned/Proposed Office						1,012,570

Retail:

Property Name	Secondary Type	Street Address	City	Est. Completion Year	Size SF/Units
Storefront Retail/Office	Storefront Retail/Office	505 Sierra Madre Blvd	Pasadena	2010	8,900
The Shops At Santa Anita	Lifestyle Center	W Huntington Dr @ S Baldwin Ave	Arcadia	2013	830,000
Piazza Las Tunas	Neighborhood	NWC Rosemead Blvd @ Las Tunas Dr	Temple City		65,000
Vons Pavillions - Shop 1	General Freestanding	2355 E Colorado Blvd	Pasadena		9,250
Vons Pavillions - Shop 2	General Freestanding	2355 E Colorado Blvd	Pasadena		7,091
Storefront Retail/Residential	Storefront Retail/Residential	224 N Lake Ave	Pasadena		8,300
Storefront	Storefront	3740-3770 E Foothill Blvd	Pasadena		19,000
Walgreens	Drug Store	W Huntington Dr	Monrovia		13,386
General Freestanding	General Freestanding	3333 E Foothill Blvd	Pasadena		1,500
Storefront	Storefront	201 E Duarte Ave	Arcadia		14,171
Total Planned/Proposed Retail					976,598

Source: Costar; REIS; City of Pasadena

VII. Appendix : Section II – Market Analysis

Appendix Exhibit II-17: Development Pipeline – Residential

Property Name	Street Address	City	Submarket	Est. Completion Year	Size SF/Units
<u>Apartment</u>					
Franklin Avenue	6200 Franklin Ave @ N Gower St	Los Angeles	Pasadena	May-11	146
Westgate Pasadena	S Pasadena Ave @ W Green St/De Lacey	Pasadena	Pasadena	Sep-11	<u>480</u>
Total Under Construction					626
Goldline Station	Duarte Rd @ Highland Ave	Duarte	Arcadia/Duarte/El Monte		<u>830</u>
Total Planned/Proposed					830
<u>Condominium</u>					
Piazza Las Tunas	Nwc Rosemead Blvd @ Las Tunas Dr	Temple City	Arcadia/Duarte/El Monte		52
The Montana Ph Ii	325 E Colorado Blvd @ S Los Robles Ave	Pasadena	Pasadena		18
Hudson/Walnut St Condos	737 E Walnut St @ Hudson Ave/N Oak Knoll Ave	Pasadena	Pasadena		23
Pasadena Ave Mixed	145 Pasadena Ave @ Arroyo Dr	South Pasadena	Pasadena		49
Union Village	686 E Union St @ S El Molino Ave	Pasadena	Pasadena		104
S Orange Grove Blvd @ W Del Mar Blvd	S Orange Grove Blvd @ W Del Mar Blvd	Pasadena	Pasadena		<u>70</u>
Total Planned/Proposed					316
<u>Condominium</u>					
Highland Park Transit Village	Figeroa St @ Ave 56-59	Los Angeles	South Glendale/Highland Park		<u>97</u>
Total Planned/Proposed					97

Source: Costar; REIS; City of Pasadena

FINANCIAL APPENDIX

Disposition Scenario Program and Input Assumptions

1. *Field*
2. *Norma Coombs*
3. *San Rafael*
4. *Loma Alta*
5. *District Service Center*
6. *Ed Center/Rose City*
7. *Allendale*
8. *Linda Vista*
9. *Aveson/Noyes*
10. *Audobohn*
11. *Edison*
12. *Hodges Daycare*
13. *Burbank*
14. *Roosevelt*
15. *Jackson*

Disposition Scenario Residual Land Value Analysis

16. *Field*
17. *Norma Coombs*
18. *San Rafael*
19. *Loma Alta*
20. *District Service Center*
21. *Ed Center/Rose City*
22. *Allendale*
23. *Linda Vista*
24. *Aveson/Noyes*
25. *Audobohn*
26. *Edison*
27. *Hodges Daycare*
28. *Burbank*
29. *Roosevelt*
30. *Jackson*
31. *Reuse Scenario Annual & Capitalized Revenues*
32. *Reuse Scenario – TI's & Commissions*

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-1: Disposition Scenario Program and Input Assumptions - Field

Input Parameters Use Alternative -->	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL					
	Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR	
BUILDING SPECIFICATIONS												
Existing Improvements SF	-	35,350	35,350	35,350	35,350	-	-	35,350	-	35,350	35,350	
Site Area	-	6.8	6.8	6.8	6.8	-	-	6.8	-	6.8	6.8	
Site Size (Acres)	-	296,208	296,208	296,208	296,208	-	-	296,208	-	296,208	296,208	
Site Size (Square Feet)	-	-	-	-	-	-	-	45,556	-	147,600	86,100	
Gross Residential Square Feet	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	90.0%	90.0%	90.0%	100.0%	100.0%	
Efficiency Factor	-	-	-	-	-	-	-	41,000	-	147,600	86,100	
Net Rentable Square Feet	-	-	-	-	-	-	-	82	-	82	41	
Number of Units	-	-	-	-	-	-	-	500	-	1,800	2,100	
Average Unit Size - Square Feet	-	100,000	310,000	310,000	310,000	-	-	-	-	-	-	
Gross Commercial Square Feet	100.0%	100.0%	90.0%	90.0%	90.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
Efficiency Factor	-	100,000	279,000	279,000	279,000	-	-	-	-	-	-	
Net Rentable Square Feet	-	0.34	1.05	1.05	1.05	-	-	12.0	-	12.0	6.0	
Density (Units/acre or FAR)												
PARKING SPECIFICATIONS												
Parking Spaces per Unit	-	-	-	-	-	-	1.5	1.0	2.0	2.0	2.0	
Unit Based Parking Spaces	-	-	-	-	-	-	-	82	-	164	82	
Parking Space/1,000 Gross SF	5.0	3.0	5.0	5.0	5.0	3.0	-	-	-	-	-	
Commercial Parking Spaces	-	300	1,550	1,550	1,550	-	-	-	-	-	-	
Average Parking Space Size - SF	325	325	325	325	325	325	325	325	325	325	325	
Gross Parking Square Feet	-	97,500	503,750	503,750	503,750	-	-	26,650	-	53,300	26,650	
PRICING & OPERATING INPUTS												
Condominium - Avg. \$/SF									\$	-	\$ 425	\$ 450
Condominiums - Avg. Sales Price									-	765,000	945,000	
Marketing and Sales Expenses									6.0%	6.0%	6.0%	
Apartment - \$/SF Rental Rate							\$	-	\$ 4.50			
Monthly Rental Rate									-	2,250		
Annual Vacancy								5.0%	5.0%			
Operating Expenses								30.0%	60.0%			
Commercial - Monthly Rate	\$	-	\$ 2.25	\$ 1.65	\$ 1.40	\$ 1.25	\$ -					
Annual Vacancy		0.0%	5.0%	7.0%	7.0%	7.0%	5.0%					
Operating Expenses		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%					
VALUATION ASSUMPTIONS												
Stabilized Capitalization Rate	6.75%	8.00%	8.50%	8.50%	8.25%	8.25%	6.00%	7.00%	0.00%	0.00%	0.00%	
Transaction Costs	1.0%	1.0%	1.0%	1.0%	1.0%	2.0%	1.0%	1.0%	2.0%	2.0%	2.0%	
Developer Profit	12.0%	12.0%	15.0%	15.0%	15.0%	12.0%	12.0%	12.0%	18.0%	18.0%	18.0%	
FINANCING PARAMETERS												
Construction Period (years)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	
Loan To Cost	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	
Drawdown (Avg Outstanding Balance)	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	
Interest Rate	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	
Finance Fees/Loan Points	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	
DEVELOPMENT COSTS												
Development Costs (Per Gross SF)	\$ 65.00	\$ 75.00	\$ 140.00	\$ 130.00	\$ 125.00	\$ 75.00	\$ 120.00	\$ 110.00	\$ 120.00	\$ 105.00	\$ 110.00	
Tenant Improvements (Per Net SF)	5.00	10.00	15.00	10.00	10.00	10.00	-	-	-	-	-	
FF&Es (Per Unit)	-	-	-	-	-	-	5,000	5,000	10,000	30,000	20,000	
Indirect Costs (Per Gross SF)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	
Parking (Per Space)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	6,300	6,300	
Infrastructure Costs (Per Land SF)	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	
Demolition Costs (Per Bldg SF)	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-2: Disposition Scenario Program and Input Assumptions – Norma Coombs

Input Parameters Use Alternative -->	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
BUILDING SPECIFICATIONS											
Existing Improvements SF	24,792	24,792	24,792	24,792	24,792	-	-	24,792	-	24,792	24,792
Site Area											
Site Size (Acres)	5.2	5.2	5.2	5.2	5.2	-	-	5.2	-	5.2	5.2
Site Size (Square Feet)	226,076	226,076	226,076	226,076	226,076	-	-	226,076	-	226,076	226,076
Gross Residential Square Feet	-	-	-	-	-	-	-	34,444	-	111,600	65,100
Efficiency Factor	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	90.0%	90.0%	90.0%	100.0%	100.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	31,000	-	111,600	65,100
Number of Units	-	-	-	-	-	-	-	62	-	62	31
Average Unit Size - Square Feet	-	-	-	-	-	-	-	500	-	1,800	2,100
Gross Commercial Square Feet	-	-	180,000	180,000	180,000	-	-	-	-	-	-
Efficiency Factor	100.0%	100.0%	90.0%	90.0%	90.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Rentable Square Feet	-	-	162,000	162,000	162,000	-	-	-	-	-	-
Density (Units/acre or FAR)	-	-	0.80	0.80	0.80	-	-	12.0	-	12.0	6.0
PARKING SPECIFICATIONS											
Parking Spaces per Unit	-	-	-	-	-	-	1.5	1.0	2.0	2.0	2.0
Unit Based Parking Spaces	-	-	-	-	-	-	-	62	-	124	62
Parking Space/1,000 Gross SF	5.0	3.0	5.0	5.0	5.0	3.0	-	-	-	-	-
Commercial Parking Spaces	-	-	900	900	900	-	-	-	-	-	-
Average Parking Space Size - SF	325	325	325	325	325	325	325	325	325	325	325
Gross Parking Square Feet	-	-	292,500	292,500	292,500	-	-	20,150	-	40,300	20,150
PRICING & OPERATING INPUTS											
Condominium - Avg. \$/SF									\$ -	\$ 425	\$ 450
Condominiums - Avg. Sales Price									-	765,000	945,000
Marketing and Sales Expenses									6.0%	6.0%	6.0%
Apartment - \$/SF Rental Rate							\$ -	\$ 4.50			
Monthly Rental Rate							-	2,250			
Annual Vacancy							5.0%	5.0%			
Operating Expenses							30.0%	60.0%			
Commercial - Monthly Rate	\$ -	\$ -	\$ 1.65	\$ 1.40	\$ 1.25	\$ -					
Annual Vacancy	0.0%	5.0%	7.0%	7.0%	7.0%	5.0%					
Operating Expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%					
VALUATION ASSUMPTIONS											
Stabilized Capitalization Rate	6.75%	8.00%	8.50%	8.50%	8.25%	8.25%	6.00%	7.00%	0.00%	0.00%	0.00%
Transaction Costs	1.0%	1.0%	1.0%	1.0%	1.0%	2.0%	1.0%	1.0%	2.0%	2.0%	2.0%
Developer Profit	12.0%	12.0%	15.0%	15.0%	15.0%	12.0%	12.0%	12.0%	18.0%	18.0%	18.0%
FINANCING PARAMETERS											
Construction Period (years)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Loan To Cost	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
Drawdown (Avg Outstanding Balance)	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Interest Rate	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%
Finance Fees/Loan Points	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
DEVELOPMENT COSTS											
Development Costs (Per Gross SF)	\$ 65.00	\$ 75.00	\$ 140.00	\$ 130.00	\$ 125.00	\$ 75.00	\$ 120.00	\$ 110.00	\$ 120.00	\$ 105.00	\$ 110.00
Tenant Improvements (Per Net SF)	5.00	10.00	15.00	10.00	10.00	10.00	-	-	-	-	-
FF&Es (Per Unit)	-	-	-	-	-	-	5,000	5,000	10,000	30,000	20,000
Indirect Costs (Per Gross SF)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Parking (Per Space)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	6,300	6,300
Infrastructure Costs (Per Land SF)	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
Demolition Costs (Per Bldg SF)	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-3: Disposition Scenario Program and Input Assumptions – San Rafael

Input Parameters Use Alternative -->	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
BUILDING SPECIFICATIONS											
Existing Improvements SF	-	-	-	-	-	-	-	24,531	-	24,531	24,531
Site Area	-	-	-	-	-	-	-	3.2	-	3.2	3.2
Site Size (Acres)	-	-	-	-	-	-	-	139,392	-	139,392	139,392
Site Size (Square Feet)	-	-	-	-	-	-	-	21,111	-	68,400	46,800
Gross Residential Square Feet	-	-	-	-	-	-	-	-	-	-	-
Efficiency Factor	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	90.0%	90.0%	90.0%	100.0%	100.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	19,000	-	68,400	46,800
Number of Units	-	-	-	-	-	-	-	38	-	38	13
Average Unit Size - Square Feet	-	-	-	-	-	-	-	500	-	1,800	3,600
Gross Commercial Square Feet	-	-	-	-	-	-	-	-	-	-	-
Efficiency Factor	100.0%	100.0%	90.0%	90.0%	90.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	-	-	-	-
Density (Units/acre or FAR)	-	-	-	-	-	-	-	12.0	-	12.0	4.0
PARKING SPECIFICATIONS											
Parking Spaces per Unit	-	-	-	-	-	-	1.5	1.0	2.0	2.0	2.0
Unit Based Parking Spaces	-	-	-	-	-	-	-	38	-	76	26
Parking Space/1,000 Gross SF	5.0	3.0	5.0	5.0	5.0	3.0	-	-	-	-	-
Commercial Parking Spaces	-	-	-	-	-	-	-	-	-	-	-
Average Parking Space Size - SF	325	325	325	325	325	325	325	325	325	325	325
Gross Parking Square Feet	-	-	-	-	-	-	-	12,350	-	24,700	8,450
PRICING & OPERATING INPUTS											
Condominium - Avg. \$/SF									\$ -	\$ 475	\$ 600
Condominiums - Avg. Sales Price									-	855,000	2,160,000
Marketing and Sales Expenses									6.0%	6.0%	6.0%
Apartment - \$/SF Rental Rate							\$ -	\$ 6.00			
Monthly Rental Rate							-	3,000			
Annual Vacancy							5.0%	5.0%			
Operating Expenses							30.0%	60.0%			
Commercial - Monthly Rate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Annual Vacancy	0.0%	5.0%	7.0%	7.0%	7.0%	5.0%					
Operating Expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%					
VALUATION ASSUMPTIONS											
Stabilized Capitalization Rate	6.75%	8.00%	8.50%	8.50%	8.25%	8.25%	6.00%	7.00%	0.00%	0.00%	0.00%
Transaction Costs	1.0%	1.0%	1.0%	1.0%	1.0%	2.0%	1.0%	1.0%	2.0%	2.0%	2.0%
Developer Profit	12.0%	12.0%	15.0%	15.0%	15.0%	12.0%	12.0%	12.0%	18.0%	18.0%	18.0%
FINANCING PARAMETERS											
Construction Period (years)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Loan To Cost	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
Drawdown (Avg Outstanding Balance)	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Interest Rate	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%
Finance Fees/Loan Points	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
DEVELOPMENT COSTS											
Development Costs (Per Gross SF)	\$ 65.00	\$ 75.00	\$ 140.00	\$ 130.00	\$ 125.00	\$ 75.00	\$ 120.00	\$ 110.00	\$ 120.00	\$ 115.00	\$ 130.00
Tenant Improvements (Per Net SF)	5.00	10.00	15.00	10.00	10.00	10.00	-	-	-	-	-
FF&Es (Per Unit)	-	-	-	-	-	-	5,000	5,000	10,000	40,000	30,000
Indirect Costs (Per Gross SF)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Parking (Per Space)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,500	12,500
Infrastructure Costs (Per Land SF)	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
Demolition Costs (Per Bldg SF)	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-4: Disposition Scenario Program and Input Assumptions – Loma Alta

Input Parameters Use Alternative -->	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
BUILDING SPECIFICATIONS											
Existing Improvements SF	-	-	-	-	-	-	-	-	-	-	30,751
Site Area	-	-	-	-	-	-	-	-	-	-	5.6
Site Size (Acres)	-	-	-	-	-	-	-	-	-	-	243,936
Site Size (Square Feet)	-	-	-	-	-	-	-	-	-	-	66,000
Gross Residential Square Feet	-	-	-	-	-	-	-	-	-	-	100.0%
Efficiency Factor	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	90.0%	90.0%	90.0%	100.0%	100.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	-	-	-	66,000
Number of Units	-	-	-	-	-	-	-	-	-	-	22
Average Unit Size - Square Feet	-	-	-	-	-	-	-	-	-	-	3,000
Gross Commercial Square Feet	-	-	-	-	-	-	-	-	-	-	-
Efficiency Factor	100.0%	100.0%	90.0%	90.0%	90.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	-	-	-	-
Density (Units/acre or FAR)	-	-	-	-	-	-	-	-	-	-	4.0
PARKING SPECIFICATIONS											
Parking Spaces per Unit	-	-	-	-	-	-	1.5	1.0	2.0	2.0	2.0
Unit Based Parking Spaces	-	-	-	-	-	-	-	-	-	-	44
Parking Space/1,000 Gross SF	5.0	3.0	5.0	5.0	5.0	3.0	-	-	-	-	-
Commercial Parking Spaces	-	-	-	-	-	-	-	-	-	-	-
Average Parking Space Size - SF	325	325	325	325	325	325	325	325	325	325	325
Gross Parking Square Feet	-	-	-	-	-	-	-	-	-	-	14,300
PRICING & OPERATING INPUTS											
Condominium - Avg. \$/SF											
Condominiums - Avg. Sales Price	-	-	-	-	-	-	-	-	-	-	1,200,000
Marketing and Sales Expenses	-	-	-	-	-	-	-	-	-	-	6.0%
Apartment - \$/SF Rental Rate											
Monthly Rental Rate	-	-	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ 400
Annual Vacancy	-	-	-	-	-	-	-	-	-	-	-
Operating Expenses	-	-	-	-	-	-	30.0%	60.0%	-	-	6.0%
Commercial - Monthly Rate											
Annual Vacancy	\$ 0.0%	\$ 5.0%	\$ 7.0%	\$ 7.0%	\$ 7.0%	\$ 5.0%	-	-	-	-	-
Operating Expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	-	-	-	-	-
VALUATION ASSUMPTIONS											
Stabilized Capitalization Rate	6.75%	8.00%	8.50%	8.50%	8.25%	8.25%	6.00%	7.00%	0.00%	0.00%	0.00%
Transaction Costs	1.0%	1.0%	1.0%	1.0%	1.0%	2.0%	1.0%	1.0%	2.0%	2.0%	2.0%
Developer Profit	12.0%	12.0%	15.0%	15.0%	15.0%	12.0%	12.0%	12.0%	18.0%	18.0%	18.0%
FINANCING PARAMETERS											
Construction Period (years)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Loan To Cost	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
Drawdown (Avg Outstanding Balance)	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Interest Rate	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%
Finance Fees/Loan Points	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
DEVELOPMENT COSTS											
Development Costs (Per Gross SF)	\$ 65.00	\$ 75.00	\$ 140.00	\$ 130.00	\$ 125.00	\$ 75.00	\$ 120.00	\$ 110.00	\$ 120.00	\$ 105.00	\$ 115.00
Tenant Improvements (Per Net SF)	5.00	10.00	15.00	10.00	10.00	10.00	-	-	-	-	-
FF&Es (Per Unit)	-	-	-	-	-	-	5,000	5,000	10,000	30,000	20,000
Indirect Costs (Per Gross SF)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Parking (Per Space)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,500	12,500
Infrastructure Costs (Per Land SF)	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
Demolition Costs (Per Bldg SF)	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-5: Disposition Scenario Program and Input Assumptions – DSC

Input Parameters Use Alternative -->	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
BUILDING SPECIFICATIONS											
Existing Improvements SF	44,000	44,000	44,000	44,000	44,000	44,000	-	-	-	-	44,000
Site Area											
Site Size (Acres)	15.7	5.5	15.7	15.7	15.7	15.7	-	-	-	-	15.7
Site Size (Square Feet)	685,634	239,580	685,634	685,634	685,634	685,634	-	-	-	-	685,634
Gross Residential Square Feet	-	-	-	-	-	-	-	-	-	-	-
Efficiency Factor	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	90.0%	90.0%	90.0%	100.0%	100.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	-	-	-	-
Number of Units	-	-	-	-	-	-	-	-	-	-	-
Average Unit Size - Square Feet	-	-	-	-	-	-	-	-	-	-	-
Gross Commercial Square Feet	150,000	50,000	275,000	275,000	205,000	170,000	-	-	-	-	-
Efficiency Factor	100.0%	100.0%	90.0%	90.0%	90.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Rentable Square Feet	150,000	50,000	247,500	247,500	184,500	170,000	-	-	-	-	-
Density (Units/acre or FAR)	0.22	0.21	0.40	0.40	0.30	0.25	-	-	-	-	-
PARKING SPECIFICATIONS											
Parking Spaces per Unit	-	-	-	-	-	-	1.5	1.0	2.0	2.0	2.0
Unit Based Parking Spaces	-	-	-	-	-	-	-	-	-	-	-
Parking Space/1,000 Gross SF	5.0	3.0	5.0	5.0	5.0	3.0	-	-	-	-	-
Commercial Parking Spaces	750	150	1,375	1,375	1,025	510	-	-	-	-	-
Average Parking Space Size - SF	325	325	325	325	325	325	325	325	325	325	325
Gross Parking Square Feet	243,750	48,750	446,875	446,875	333,125	165,750	-	-	-	-	-
PRICING & OPERATING INPUTS											
Condominium - Avg. \$/SF									\$ -	\$ 350	\$ 375
Condominiums - Avg. Sales Price									-	-	-
Marketing and Sales Expenses									6.0%	6.0%	6.0%
Apartment - \$/SF Rental Rate							\$ 1.75	\$ 4.50			
Monthly Rental Rate							-	-			
Annual Vacancy							5.0%	5.0%			
Operating Expenses							30.0%	60.0%			
Commercial - Monthly Rate	\$ 2.00	\$ 2.00	\$ 1.20	\$ 1.00	\$ 0.85	\$ 0.75					
Annual Vacancy	0.0%	5.0%	7.0%	7.0%	7.0%	5.0%					
Operating Expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%					
VALUATION ASSUMPTIONS											
Stabilized Capitalization Rate	6.75%	8.00%	8.50%	8.50%	8.25%	8.25%	6.00%	7.00%			
Transaction Costs	1.0%	1.0%	1.0%	1.0%	1.0%	2.0%	1.0%	1.0%	2.0%	2.0%	2.0%
Developer Profit	12.0%	12.0%	15.0%	15.0%	15.0%	12.0%	12.0%	12.0%	18.0%	18.0%	18.0%
FINANCING PARAMETERS											
Construction Period (years)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Loan To Cost	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
Drawdown (Avg Outstanding Balance)	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Interest Rate	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%
Finance Fees/Loan Points	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
DEVELOPMENT COSTS											
Development Costs (Per Gross SF)	\$ 65.00	\$ 75.00	\$ 140.00	\$ 130.00	\$ 125.00	\$ 75.00	\$ 120.00	\$ 110.00	\$ 120.00	\$ 109.25	\$ 115.00
Tenant Improvements (Per Net SF)	5.00	10.00	15.00	10.00	10.00	10.00	-	-	-	-	-
FF&Es (Per Unit)	-	-	-	-	-	-	5,000	5,000	10,000	25,000	15,000
Indirect Costs (Per Gross SF)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Parking (Per Space)	1,000	1,000	1,000	1,000	1,000	1,000	25,000	25,000	25,000	6,300	6,300
Infrastructure Costs (Per Land SF)	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	-
Demolition Costs (Per Bldg SF)	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	-

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-6: Disposition Scenario Program and Input Assumptions – Ed Center

Input Parameters Use Alternative -->	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
BUILDING SPECIFICATIONS											
Existing Improvements SF	-	-	70,000	70,000	70,000	-	70,000	70,000	70,000	70,000	70,000
Site Area	-	-	-	-	-	-	-	-	-	-	-
Site Size (Acres)	-	-	4.2	4.2	4.2	-	4.2	4.2	4.2	4.2	4.2
Site Size (Square Feet)	-	-	183,388	183,388	183,388	-	183,388	183,388	183,388	183,388	183,388
Gross Residential Square Feet	-	-	-	-	-	-	202,000	105,000	252,000	134,400	52,500
Efficiency Factor	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	90.0%	90.0%	90.0%	100.0%	100.0%
Net Rentable Square Feet	-	-	-	-	-	-	181,800	94,500	226,800	134,400	52,500
Number of Units	-	-	-	-	-	-	202	189	189	84	25
Average Unit Size - Square Feet	-	-	-	-	-	-	900	500	1,200	1,600	2,100
Gross Commercial Square Feet	-	-	70,000	70,000	70,000	-	-	-	-	-	-
Efficiency Factor	100.0%	100.0%	90.0%	90.0%	90.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Rentable Square Feet	-	-	63,000	63,000	63,000	-	-	-	-	-	-
Density (Units/acre or FAR)	-	-	0.38	0.38	0.38	-	48.0	45.0	45.0	20.0	6.0
PARKING SPECIFICATIONS											
Parking Spaces per Unit	-	-	-	-	-	-	1.5	1.0	2.0	2.0	2.0
Unit Based Parking Spaces	-	-	-	-	-	-	303	189	378	168	50
Parking Space/1,000 Gross SF	5.0	3.0	5.0	5.0	5.0	3.0	-	-	-	-	-
Commercial Parking Spaces	-	-	350	350	350	-	-	-	-	-	-
Average Parking Space Size - SF	325	325	325	325	325	325	325	325	325	325	325
Gross Parking Square Feet	-	-	113,750	113,750	113,750	-	98,475	61,425	122,850	54,600	16,250
PRICING & OPERATING INPUTS											
Condominium - Avg. \$/SF									\$ 450	\$ 500	\$ 600
Condominiums - Avg. Sales Price									540,000	800,000	1,260,000
Marketing and Sales Expenses									6.0%	6.0%	6.0%
Apartment - \$/SF Rental Rate							\$ 2.75	\$ 6.00			
Monthly Rental Rate							2,475	3,000			
Annual Vacancy							5.0%	5.0%			
Operating Expenses							30.0%	60.0%			
Commercial - Monthly Rate	\$ -	\$ -	\$ 2.00	\$ 1.75	\$ 1.50	\$ -					
Annual Vacancy	0.0%	5.0%	7.0%	7.0%	7.0%	5.0%					
Operating Expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%					
VALUATION ASSUMPTIONS											
Stabilized Capitalization Rate	6.75%	8.00%	8.50%	8.50%	8.25%	8.25%	6.00%	7.00%	0.00%	0.00%	0.00%
Transaction Costs	1.0%	1.0%	1.0%	1.0%	1.0%	2.0%	1.0%	1.0%	2.0%	2.0%	2.0%
Developer Profit	12.0%	12.0%	15.0%	15.0%	15.0%	12.0%	12.0%	12.0%	18.0%	18.0%	18.0%
FINANCING PARAMETERS											
Construction Period (years)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Loan To Cost	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
Drawdown (Avg Outstanding Balance)	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Interest Rate	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%
Finance Fees/Loan Points	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
DEVELOPMENT COSTS											
Development Costs (Per Gross SF)	\$ 65.00	\$ 75.00	\$ 140.00	\$ 130.00	\$ 125.00	\$ 75.00	\$ 120.00	\$ 110.00	\$ 120.00	\$ 115.00	\$ 130.00
Tenant Improvements (Per Net SF)	5.00	10.00	15.00	10.00	10.00	10.00	-	-	-	-	-
FF&Es (Per Unit)	-	-	-	-	-	-	5,000	5,000	10,000	40,000	30,000
Indirect Costs (Per Gross SF)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Parking (Per Space)	1,000	1,000	1,000	1,000	1,000	1,000	25,000	25,000	25,000	25,000	25,000
Infrastructure Costs (Per Land SF)	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
Demolition Costs (Per Bldg SF)	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00	30.00

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-7: Disposition Scenario Program and Input Assumptions – Allendale

Input Parameters Use Alternative -->	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
BUILDING SPECIFICATIONS											
Existing Improvements SF	-	-	-	-	-	-	18,265	18,265	18,265	18,265	18,265
Site Area	-	-	-	-	-	-	-	-	-	-	-
Site Size (Acres)	-	-	-	-	-	-	3.3	3.3	3.3	3.3	3.3
Site Size (Square Feet)	-	-	-	-	-	-	142,441	142,441	142,441	142,441	142,441
Gross Residential Square Feet	-	-	-	-	-	-	105,000	58,333	140,000	104,000	52,000
Efficiency Factor	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	90.0%	90.0%	90.0%	100.0%	100.0%
Net Rentable Square Feet	-	-	-	-	-	-	94,500	52,500	126,000	104,000	52,000
Number of Units	-	-	-	-	-	-	105	105	105	65	26
Average Unit Size - Square Feet	-	-	-	-	-	-	900	500	1,200	1,600	2,000
Gross Commercial Square Feet	-	-	-	-	-	-	-	-	-	-	-
Efficiency Factor	100.0%	100.0%	90.0%	90.0%	90.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	-	-	-	-
Density (Units/acre or FAR)	-	-	-	-	-	-	32.0	32.0	32.0	20.0	8.0
PARKING SPECIFICATIONS											
Parking Spaces per Unit	-	-	-	-	-	-	1.5	1.0	2.0	2.0	2.0
Unit Based Parking Spaces	-	-	-	-	-	-	158	105	210	130	52
Parking Space/1,000 Gross SF	5.0	3.0	5.0	5.0	5.0	3.0	-	-	-	-	-
Commercial Parking Spaces	-	-	-	-	-	-	-	-	-	-	-
Average Parking Space Size - SF	325	325	325	325	325	325	325	325	325	325	325
Gross Parking Square Feet	-	-	-	-	-	-	51,188	34,125	68,250	42,250	16,900
PRICING & OPERATING INPUTS											
Condominium - Avg. \$/SF									\$ 425	\$ 450	\$ 550
Condominiums - Avg. Sales Price									510,000	720,000	1,100,000
Marketing and Sales Expenses									6.0%	6.0%	6.0%
Apartment - \$/SF Rental Rate							\$ 3.00	\$ 6.00			
Monthly Rental Rate							2,700	3,000			
Annual Vacancy							5.0%	5.0%			
Operating Expenses							30.0%	60.0%			
Commercial - Monthly Rate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Annual Vacancy	0.0%	5.0%	7.0%	7.0%	7.0%	5.0%					
Operating Expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%					
VALUATION ASSUMPTIONS											
Stabilized Capitalization Rate	6.75%	8.00%	8.50%	8.50%	8.25%	8.25%	6.00%	7.00%	0.00%	0.00%	0.00%
Transaction Costs	1.0%	1.0%	1.0%	1.0%	1.0%	2.0%	1.0%	1.0%	2.0%	2.0%	2.0%
Developer Profit	12.0%	12.0%	15.0%	15.0%	15.0%	12.0%	12.0%	12.0%	18.0%	18.0%	18.0%
FINANCING PARAMETERS											
Construction Period (years)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Loan To Cost	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
Drawdown (Avg Outstanding Balance)	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Interest Rate	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%
Finance Fees/Loan Points	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
DEVELOPMENT COSTS											
Development Costs (Per Gross SF)	\$ 65.00	\$ 75.00	\$ 140.00	\$ 130.00	\$ 125.00	\$ 75.00	\$ 120.00	\$ 110.00	\$ 120.00	\$ 105.00	\$ 115.00
Tenant Improvements (Per Net SF)	5.00	10.00	15.00	10.00	10.00	10.00	-	-	-	-	-
FF&Es (Per Unit)	-	-	-	-	-	-	5,000	5,000	10,000	30,000	20,000
Indirect Costs (Per Gross SF)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Parking (Per Space)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,500	12,500
Infrastructure Costs (Per Land SF)	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
Demolition Costs (Per Bldg SF)	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-8: Disposition Scenario Program and Input Assumptions – Linda Vista

Input Parameters Use Alternative -->	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
BUILDING SPECIFICATIONS											
Existing Improvements SF	-	18,970	18,970	18,970	18,970	-	-	-	-	-	18,970
Site Area	-	4.9	4.9	4.9	4.9	-	-	-	-	-	4.9
Site Size (Acres)	-	211,266	211,266	211,266	211,266	-	-	-	-	-	211,266
Site Size (Square Feet)	-	-	-	-	-	-	-	-	-	-	-
Gross Residential Square Feet	-	-	-	-	-	-	-	-	-	-	68,400
Efficiency Factor	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	90.0%	90.0%	90.0%	100.0%	100.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	-	-	-	68,400
Number of Units	-	-	-	-	-	-	-	-	-	-	19
Average Unit Size - Square Feet	-	-	-	-	-	-	-	-	-	-	3,600
Gross Commercial Square Feet	-	-	85,000	85,000	85,000	-	-	-	-	-	-
Efficiency Factor	100.0%	100.0%	90.0%	90.0%	90.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Rentable Square Feet	-	-	76,500	76,500	76,500	-	-	-	-	-	-
Density (Units/acre or FAR)	-	-	0.40	0.40	0.40	-	-	-	-	-	4.0
PARKING SPECIFICATIONS											
Parking Spaces per Unit	-	-	-	-	-	-	1.5	1.0	2.0	2.0	2.0
Unit Based Parking Spaces	-	-	-	-	-	-	-	-	-	-	38
Parking Space/1,000 Gross SF	5.0	3.0	5.0	5.0	5.0	3.0	-	-	-	-	-
Commercial Parking Spaces	-	-	425	425	425	-	-	-	-	-	-
Average Parking Space Size - SF	325	325	325	325	325	325	325	325	325	325	325
Gross Parking Square Feet	-	-	138,125	138,125	138,125	-	-	-	-	-	12,350
PRICING & OPERATING INPUTS											
Condominium - Avg. \$/SF											
Condominiums - Avg. Sales Price	-	-	-	-	-	-	-	-	\$ -	\$ -	\$ 600
Marketing and Sales Expenses	-	-	-	-	-	-	-	-	-	-	2,160,000
Apartment - \$/SF Rental Rate											
Monthly Rental Rate	-	-	-	-	-	-	\$ -	\$ -	-	-	-
Annual Vacancy	-	-	-	-	-	-	5.0%	5.0%	-	-	-
Operating Expenses	-	-	-	-	-	-	30.0%	60.0%	-	-	-
Commercial - Monthly Rate											
Annual Vacancy	\$ 0.0%	\$ 5.0%	\$ 7.0%	\$ 7.0%	\$ 7.0%	\$ 5.0%	-	-	-	-	-
Operating Expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	-	-	-	-	-
VALUATION ASSUMPTIONS											
Stabilized Capitalization Rate	6.75%	8.00%	8.50%	8.50%	8.25%	8.25%	6.00%	7.00%	0.00%	0.00%	0.00%
Transaction Costs	1.0%	1.0%	1.0%	1.0%	1.0%	2.0%	1.0%	1.0%	2.0%	2.0%	2.0%
Developer Profit	12.0%	12.0%	15.0%	15.0%	15.0%	12.0%	12.0%	12.0%	18.0%	18.0%	18.0%
FINANCING PARAMETERS											
Construction Period (years)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Loan To Cost	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
Drawdown (Avg Outstanding Balance)	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Interest Rate	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%
Finance Fees/Loan Points	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
DEVELOPMENT COSTS											
Development Costs (Per Gross SF)	\$ 65.00	\$ 75.00	\$ 140.00	\$ 130.00	\$ 125.00	\$ 75.00	\$ 120.00	\$ 110.00	\$ 120.00	\$ 115.00	\$ 130.00
Tenant Improvements (Per Net SF)	5.00	10.00	15.00	10.00	10.00	10.00	-	-	-	-	-
FF&Es (Per Unit)	-	-	-	-	-	-	5,000	5,000	10,000	40,000	30,000
Indirect Costs (Per Gross SF)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Parking (Per Space)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,500	12,500
Infrastructure Costs (Per Land SF)	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
Demolition Costs (Per Bldg SF)	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-9: Disposition Scenario Program and Input Assumptions – Aveson/Noyes

Input Parameters Use Alternative -->	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
BUILDING SPECIFICATIONS											
Existing Improvements SF	-	-	-	-	-	-	-	-	-	-	19,087
Site Area	-	-	-	-	-	-	-	-	-	-	7.6
Site Size (Acres)	-	-	-	-	-	-	-	-	-	-	329,314
Site Size (Square Feet)	-	-	-	-	-	-	-	-	-	-	54,000
Gross Residential Square Feet	-	-	-	-	-	-	-	-	-	-	54,000
Efficiency Factor	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	90.0%	90.0%	90.0%	100.0%	100.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	-	-	-	54,000
Number of Units	-	-	-	-	-	-	-	-	-	-	15
Average Unit Size - Square Feet	-	-	-	-	-	-	-	-	-	-	3,600
Gross Commercial Square Feet	-	-	-	-	-	-	-	-	-	-	-
Efficiency Factor	100.0%	100.0%	90.0%	90.0%	90.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	-	-	-	-
Density (Units/acre or FAR)	-	-	-	-	-	-	-	-	-	-	2.0
PARKING SPECIFICATIONS											
Parking Spaces per Unit	-	-	-	-	-	-	1.5	1.0	2.0	2.0	2.0
Unit Based Parking Spaces	-	-	-	-	-	-	-	-	-	-	30
Parking Space/1,000 Gross SF	5.0	3.0	5.0	5.0	5.0	3.0	-	-	-	-	-
Commercial Parking Spaces	-	-	-	-	-	-	-	-	-	-	-
Average Parking Space Size - SF	325	325	325	325	325	325	325	325	325	325	325
Gross Parking Square Feet	-	-	-	-	-	-	-	-	-	-	9,750
PRICING & OPERATING INPUTS											
Condominium - Avg. \$/SF											
Condominiums - Avg. Sales Price	-	-	-	-	-	-	-	-	\$ -	\$ -	\$ 550
Marketing and Sales Expenses	-	-	-	-	-	-	-	-	-	-	1,980,000
Apartment - \$/SF Rental Rate											
Monthly Rental Rate	-	-	-	-	-	-	\$ -	\$ -	-	-	-
Annual Vacancy	-	-	-	-	-	-	5.0%	5.0%	-	-	-
Operating Expenses	-	-	-	-	-	-	30.0%	60.0%	-	-	-
Commercial - Monthly Rate											
Annual Vacancy	\$ 0.0%	\$ 5.0%	\$ 7.0%	\$ 7.0%	\$ 7.0%	\$ 5.0%	-	-	-	-	-
Operating Expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	-	-	-	-	-
VALUATION ASSUMPTIONS											
Stabilized Capitalization Rate	6.75%	8.00%	8.50%	8.50%	8.25%	8.25%	6.00%	7.00%	0.00%	0.00%	0.00%
Transaction Costs	1.0%	1.0%	1.0%	1.0%	1.0%	2.0%	1.0%	1.0%	2.0%	2.0%	2.0%
Developer Profit	12.0%	12.0%	15.0%	15.0%	15.0%	12.0%	12.0%	12.0%	18.0%	18.0%	18.0%
FINANCING PARAMETERS											
Construction Period (years)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Loan To Cost	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
Drawdown (Avg Outstanding Balance)	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Interest Rate	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%
Finance Fees/Loan Points	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
DEVELOPMENT COSTS											
Development Costs (Per Gross SF)	\$ 65.00	\$ 75.00	\$ 140.00	\$ 130.00	\$ 125.00	\$ 75.00	\$ 120.00	\$ 110.00	\$ 120.00	\$ 105.00	\$ 115.00
Tenant Improvements (Per Net SF)	5.00	10.00	15.00	10.00	10.00	10.00	-	-	-	-	-
FF&Es (Per Unit)	-	-	-	-	-	-	5,000	5,000	10,000	30,000	20,000
Indirect Costs (Per Gross SF)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Parking (Per Space)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,500	12,500
Infrastructure Costs (Per Land SF)	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
Demolition Costs (Per Bldg SF)	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-10: Disposition Scenario Program and Input Assumptions – Audobon

Input Parameters Use Alternative -->	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
BUILDING SPECIFICATIONS											
Existing Improvements SF	-	-	-	-	-	-	-	23,612	-	23,612	23,612
Site Area	-	-	-	-	-	-	-	5.9	-	5.9	5.9
Site Size (Acres)	-	-	-	-	-	-	-	256,133	-	256,133	256,133
Site Size (Square Feet)	-	-	-	-	-	-	-	39,444	-	127,800	94,000
Gross Residential Square Feet	-	-	-	-	-	-	-	39,444	-	127,800	94,000
Efficiency Factor	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	90.0%	90.0%	90.0%	100.0%	100.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	35,500	-	127,800	94,000
Number of Units	-	-	-	-	-	-	-	71	-	71	47
Average Unit Size - Square Feet	-	-	-	-	-	-	-	500	-	1,800	2,000
Gross Commercial Square Feet	-	-	-	-	-	-	-	-	-	-	-
Efficiency Factor	100.0%	100.0%	90.0%	90.0%	90.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	-	-	-	-
Density (Units/acre or FAR)	-	-	-	-	-	-	-	12.0	-	12.0	8.0
PARKING SPECIFICATIONS											
Parking Spaces per Unit	-	-	-	-	-	-	1.5	1.0	2.0	2.0	2.0
Unit Based Parking Spaces	-	-	-	-	-	-	-	71	-	142	94
Parking Space/1,000 Gross SF	5.0	3.0	5.0	5.0	5.0	3.0	-	-	-	-	-
Commercial Parking Spaces	-	-	-	-	-	-	-	-	-	-	-
Average Parking Space Size - SF	325	325	325	325	325	325	325	325	325	325	325
Gross Parking Square Feet	-	-	-	-	-	-	-	23,075	-	46,150	30,550
PRICING & OPERATING INPUTS											
Condominium - Avg. \$/SF									\$ -	\$ 350	\$ 425
Condominiums - Avg. Sales Price									-	630,000	850,000
Marketing and Sales Expenses									6.0%	6.0%	6.0%
Apartment - \$/SF Rental Rate							\$ -	\$ 5.00			
Monthly Rental Rate							-	2,500			
Annual Vacancy							5.0%	5.0%			
Operating Expenses							30.0%	60.0%			
Commercial - Monthly Rate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -			
Annual Vacancy	0.0%	5.0%	7.0%	7.0%	7.0%	5.0%					
Operating Expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%					
VALUATION ASSUMPTIONS											
Stabilized Capitalization Rate	6.75%	8.00%	8.50%	8.50%	8.25%	8.25%	6.00%	7.00%	0.00%	0.00%	0.00%
Transaction Costs	1.0%	1.0%	1.0%	1.0%	1.0%	2.0%	1.0%	1.0%	2.0%	2.0%	2.0%
Developer Profit	12.0%	12.0%	15.0%	15.0%	15.0%	12.0%	12.0%	12.0%	18.0%	18.0%	18.0%
FINANCING PARAMETERS											
Construction Period (years)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Loan To Cost	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
Drawdown (Avg Outstanding Balance)	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Interest Rate	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%
Finance Fees/Loan Points	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
DEVELOPMENT COSTS											
Development Costs (Per Gross SF)	\$ 65.00	\$ 75.00	\$ 140.00	\$ 130.00	\$ 125.00	\$ 75.00	\$ 120.00	\$ 110.00	\$ 120.00	\$ 110.00	\$ 120.00
Tenant Improvements (Per Net SF)	5.00	10.00	15.00	10.00	10.00	10.00	-	-	-	-	-
FF&Es (Per Unit)	-	-	-	-	-	-	5,000	5,000	10,000	30,000	20,000
Indirect Costs (Per Gross SF)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Parking (Per Space)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,500	12,500
Infrastructure Costs (Per Land SF)	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
Demolition Costs (Per Bldg SF)	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-11: Disposition Scenario Program and Input Assumptions – Edison

Input Parameters Use Alternative -->	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
BUILDING SPECIFICATIONS											
Existing Improvements SF	-	-	-	-	-	-	-	-	-	-	19,417
Site Area	-	-	-	-	-	-	-	-	-	-	4.4
Site Size (Acres)	-	-	-	-	-	-	-	-	-	-	190,357
Site Size (Square Feet)	-	-	-	-	-	-	-	-	-	-	54,600
Gross Residential Square Feet	-	-	-	-	-	-	-	-	-	-	100.0%
Efficiency Factor	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	90.0%	90.0%	90.0%	100.0%	100.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	-	-	-	54,600
Number of Units	-	-	-	-	-	-	-	-	-	-	26
Average Unit Size - Square Feet	-	-	-	-	-	-	-	-	-	-	2,100
Gross Commercial Square Feet	-	-	-	-	-	-	-	-	-	-	-
Efficiency Factor	100.0%	100.0%	90.0%	90.0%	90.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	-	-	-	-
Density (Units/acre or FAR)	-	-	-	-	-	-	-	-	-	-	6.0
PARKING SPECIFICATIONS											
Parking Spaces per Unit	-	-	-	-	-	-	1.5	1.0	2.0	2.0	2.0
Unit Based Parking Spaces	-	-	-	-	-	-	-	-	-	-	52
Parking Space/1,000 Gross SF	5.0	3.0	5.0	5.0	5.0	3.0	-	-	-	-	-
Commercial Parking Spaces	-	-	-	-	-	-	-	-	-	-	-
Average Parking Space Size - SF	325	325	325	325	325	325	325	325	325	325	325
Gross Parking Square Feet	-	-	-	-	-	-	-	-	-	-	16,900
PRICING & OPERATING INPUTS											
Condominium - Avg. \$/SF									\$ -	\$ -	\$ 450
Condominiums - Avg. Sales Price											945,000
Marketing and Sales Expenses									6.0%	6.0%	6.0%
Apartment - \$/SF Rental Rate							\$ -	\$ -			
Monthly Rental Rate							-	-			
Annual Vacancy							5.0%	5.0%			
Operating Expenses							30.0%	60.0%			
Commercial - Monthly Rate	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Annual Vacancy	0.0%	5.0%	7.0%	7.0%	7.0%	5.0%					
Operating Expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%					
VALUATION ASSUMPTIONS											
Stabilized Capitalization Rate	6.75%	8.00%	8.50%	8.50%	8.25%	8.25%	6.00%	7.00%	0.00%	0.00%	0.00%
Transaction Costs	1.0%	1.0%	1.0%	1.0%	1.0%	2.0%	1.0%	1.0%	2.0%	2.0%	2.0%
Developer Profit	12.0%	12.0%	15.0%	15.0%	15.0%	12.0%	12.0%	12.0%	18.0%	18.0%	18.0%
FINANCING PARAMETERS											
Construction Period (years)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Loan To Cost	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
Drawdown (Avg Outstanding Balance)	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Interest Rate	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%
Finance Fees/Loan Points	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
DEVELOPMENT COSTS											
Development Costs (Per Gross SF)	\$ 65.00	\$ 75.00	\$ 140.00	\$ 130.00	\$ 125.00	\$ 75.00	\$ 120.00	\$ 110.00	\$ 120.00	\$ 105.00	\$ 115.00
Tenant Improvements (Per Net SF)	5.00	10.00	15.00	10.00	10.00	10.00	-	-	-	-	-
FF&Es (Per Unit)	-	-	-	-	-	-	5,000	5,000	10,000	30,000	20,000
Indirect Costs (Per Gross SF)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Parking (Per Space)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,500	12,500
Infrastructure Costs (Per Land SF)	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
Demolition Costs (Per Bldg SF)	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-12: Disposition Scenario Program and Input Assumptions – Hodges

Input Parameters Use Alternative -->	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
BUILDING SPECIFICATIONS											
Existing Improvements SF	-	-	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500
Site Area	-	-	-	-	-	-	-	-	-	-	-
Site Size (Acres)	-	-	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Site Size (Square Feet)	-	-	44,867	44,867	44,867	44,867	44,867	44,867	44,867	44,867	44,867
Gross Residential Square Feet	-	-	-	-	-	-	33,000	18,333	44,000	33,600	16,000
Efficiency Factor	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	90.0%	90.0%	90.0%	100.0%	100.0%
Net Rentable Square Feet	-	-	-	-	-	-	29,700	16,500	39,600	33,600	16,000
Number of Units	-	-	-	-	-	-	33	33	33	21	8
Average Unit Size - Square Feet	-	-	-	-	-	-	900	500	1,200	1,600	2,000
Gross Commercial Square Feet	-	-	18,000	18,000	18,000	-	-	-	-	-	-
Efficiency Factor	100.0%	100.0%	90.0%	90.0%	90.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Rentable Square Feet	-	-	16,200	16,200	16,200	-	-	-	-	-	-
Density (Units/acre or FAR)	-	-	0.40	0.40	0.40	-	32.0	32.0	32.0	20.0	8.0
PARKING SPECIFICATIONS											
Parking Spaces per Unit	-	-	-	-	-	-	1.5	1.0	2.0	2.0	2.0
Unit Based Parking Spaces	-	-	-	-	-	-	50	33	66	42	16
Parking Space/1,000 Gross SF	5.0	3.0	5.0	5.0	5.0	3.0	-	-	-	-	-
Commercial Parking Spaces	-	-	90	90	90	-	-	-	-	-	-
Average Parking Space Size - SF	325	325	325	325	325	325	325	325	325	325	325
Gross Parking Square Feet	-	-	29,250	29,250	29,250	-	16,088	10,725	21,450	13,650	5,200
PRICING & OPERATING INPUTS											
Condominium - Avg. \$/SF							\$ 375 \$ 400 \$ 425				
Condominiums - Avg. Sales Price							450,000 640,000 850,000				
Marketing and Sales Expenses							6.0% 6.0% 6.0%				
Apartment - \$/SF Rental Rate							\$ 2.25 \$ 6.00				
Monthly Rental Rate							2,025 3,000				
Annual Vacancy							5.0% 5.0%				
Operating Expenses							30.0% 60.0%				
Commercial - Monthly Rate	\$ -	\$ 1.75	\$ 1.50	\$ 1.25	\$ 0.75	\$ 0.63					
Annual Vacancy	0.0%	5.0%	7.0%	7.0%	7.0%	5.0%					
Operating Expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%					
VALUATION ASSUMPTIONS											
Stabilized Capitalization Rate	6.75%	8.00%	8.50%	8.50%	8.25%	8.25%	6.00%	7.00%	0.00%	0.00%	0.00%
Transaction Costs	1.0%	1.0%	1.0%	1.0%	1.0%	2.0%	1.0%	1.0%	2.0%	2.0%	2.0%
Developer Profit	12.0%	12.0%	15.0%	15.0%	15.0%	12.0%	12.0%	12.0%	18.0%	18.0%	18.0%
FINANCING PARAMETERS											
Construction Period (years)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Loan To Cost	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
Drawdown (Avg Outstanding Balance)	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Interest Rate	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%
Finance Fees/Loan Points	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
DEVELOPMENT COSTS											
Development Costs (Per Gross SF)	\$ 65.00	\$ 75.00	\$ 140.00	\$ 130.00	\$ 125.00	\$ 75.00	\$ 120.00	\$ 110.00	\$ 120.00	\$ 100.00	\$ 105.00
Tenant Improvements (Per Net SF)	5.00	10.00	15.00	10.00	10.00	10.00	-	-	-	-	-
FF&Es (Per Unit)	-	-	-	-	-	-	5,000	5,000	10,000	25,000	15,000
Indirect Costs (Per Gross SF)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Parking (Per Space)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	6,300	6,300
Infrastructure Costs (Per Land SF)	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
Demolition Costs (Per Bldg SF)	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-13: Disposition Scenario Program and Input Assumptions – Burbank

Input Parameters Use Alternative -->	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
BUILDING SPECIFICATIONS											
Existing Improvements SF	-	-	-	-	-	-	-	-	-	-	27,990
Site Area	-	-	-	-	-	-	-	-	-	-	4.8
Site Size (Acres)	-	-	-	-	-	-	-	-	-	-	207,346
Site Size (Square Feet)	-	-	-	-	-	-	-	-	-	-	60,900
Gross Residential Square Feet	-	-	-	-	-	-	-	-	-	-	60,900
Efficiency Factor	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	90.0%	90.0%	90.0%	100.0%	100.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	-	-	-	60,900
Number of Units	-	-	-	-	-	-	-	-	-	-	29
Average Unit Size - Square Feet	-	-	-	-	-	-	-	-	-	-	2,100
Gross Commercial Square Feet	-	-	-	-	-	-	-	-	-	-	-
Efficiency Factor	100.0%	100.0%	90.0%	90.0%	90.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	-	-	-	-
Density (Units/acre or FAR)	-	-	-	-	-	-	-	-	-	-	6.0
PARKING SPECIFICATIONS											
Parking Spaces per Unit	-	-	-	-	-	-	1.5	1.0	2.0	2.0	2.0
Unit Based Parking Spaces	-	-	-	-	-	-	-	-	-	-	58
Parking Space/1,000 Gross SF	5.0	3.0	5.0	5.0	5.0	3.0	-	-	-	-	-
Commercial Parking Spaces	-	-	-	-	-	-	-	-	-	-	-
Average Parking Space Size - SF	325	325	325	325	325	325	325	325	325	325	325
Gross Parking Square Feet	-	-	-	-	-	-	-	-	-	-	18,850
PRICING & OPERATING INPUTS											
Condominium - Avg. \$/SF											
Condominiums - Avg. Sales Price	-	-	-	-	-	-	-	-	\$ -	\$ -	425
Marketing and Sales Expenses	-	-	-	-	-	-	-	-	-	-	892,500
Apartment - \$/SF Rental Rate											
Monthly Rental Rate	-	-	-	-	-	-	\$ -	\$ -	-	-	6.0%
Annual Vacancy	-	-	-	-	-	-	-	-	-	-	6.0%
Operating Expenses	-	-	-	-	-	-	5.0%	5.0%	-	-	6.0%
Commercial - Monthly Rate											
Annual Vacancy	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-	-	0.0%
Operating Expenses	0.0%	5.0%	7.0%	7.0%	7.0%	5.0%	30.0%	60.0%	-	-	0.0%
VALUATION ASSUMPTIONS											
Stabilized Capitalization Rate	6.75%	8.00%	8.50%	8.50%	8.25%	8.25%	6.00%	7.00%	0.00%	0.00%	0.00%
Transaction Costs	1.0%	1.0%	1.0%	1.0%	1.0%	2.0%	1.0%	1.0%	2.0%	2.0%	2.0%
Developer Profit	12.0%	12.0%	15.0%	15.0%	15.0%	12.0%	12.0%	12.0%	18.0%	18.0%	18.0%
FINANCING PARAMETERS											
Construction Period (years)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Loan To Cost	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
Drawdown (Avg Outstanding Balance)	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Interest Rate	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%
Finance Fees/Loan Points	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
DEVELOPMENT COSTS											
Development Costs (Per Gross SF)	\$ 65.00	\$ 75.00	\$ 140.00	\$ 130.00	\$ 125.00	\$ 75.00	\$ 120.00	\$ 110.00	\$ 120.00	\$ 110.00	\$ 120.00
Tenant Improvements (Per Net SF)	5.00	10.00	15.00	10.00	10.00	10.00	-	-	-	-	-
FF&Es (Per Unit)	-	-	-	-	-	-	5,000	5,000	10,000	30,000	20,000
Indirect Costs (Per Gross SF)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Parking (Per Space)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,500	12,500
Infrastructure Costs (Per Land SF)	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
Demolition Costs (Per Bldg SF)	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-14: Disposition Scenario Program and Input Assumptions – Roosevelt

Input Parameters Use Alternative -->	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
BUILDING SPECIFICATIONS											
Existing Improvements SF	-	27,893	27,893	27,893	27,893	27,893	-	27,893	-	27,893	27,893
Site Area	-	-	-	-	-	-	-	-	-	-	-
Site Size (Acres)	-	5.3	5.3	5.3	5.3	5.3	-	5.3	-	5.3	5.3
Site Size (Square Feet)	-	230,868	230,868	230,868	230,868	230,868	-	230,868	-	230,868	230,868
Gross Residential Square Feet	-	-	-	-	-	-	-	35,556	-	115,200	67,200
Efficiency Factor	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	90.0%	90.0%	90.0%	100.0%	100.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	32,000	-	115,200	67,200
Number of Units	-	-	-	-	-	-	-	64	-	64	32
Average Unit Size - Square Feet	-	-	-	-	-	-	-	500	-	1,800	2,100
Gross Commercial Square Feet	-	50,000	185,000	185,000	185,000	-	-	-	-	-	-
Efficiency Factor	100.0%	100.0%	90.0%	90.0%	90.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Rentable Square Feet	-	50,000	166,500	166,500	166,500	-	-	-	-	-	-
Density (Units/acre or FAR)	-	0.22	0.80	0.80	0.80	-	-	12.0	-	12.0	6.0
PARKING SPECIFICATIONS											
Parking Spaces per Unit	-	-	-	-	-	-	1.5	1.0	2.0	2.0	2.0
Unit Based Parking Spaces	-	-	-	-	-	-	-	64	-	128	64
Parking Space/1,000 Gross SF	5.0	3.0	5.0	5.0	5.0	3.0	-	-	-	-	-
Commercial Parking Spaces	-	150	925	925	925	-	-	-	-	-	-
Average Parking Space Size - SF	325	325	325	325	325	325	325	325	325	325	325
Gross Parking Square Feet	-	48,750	300,625	300,625	300,625	-	-	20,800	-	41,600	20,800
PRICING & OPERATING INPUTS											
Condominium - Avg. \$/SF									\$ -	\$ 450	\$ 500
Condominiums - Avg. Sales Price									-	810,000	1,050,000
Marketing and Sales Expenses									6.0%	6.0%	6.0%
Apartment - \$/SF Rental Rate							\$ -	\$ 6.00			
Monthly Rental Rate							-	3,000			
Annual Vacancy							5.0%	5.0%			
Operating Expenses							30.0%	60.0%			
Commercial - Monthly Rate	\$ -	\$ 1.75	\$ 1.65	\$ 1.40	\$ 1.00	\$ -					
Annual Vacancy	0.0%	5.0%	7.0%	7.0%	7.0%	5.0%					
Operating Expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%					
VALUATION ASSUMPTIONS											
Stabilized Capitalization Rate	6.75%	8.00%	8.50%	8.50%	8.25%	8.25%	6.00%	7.00%	0.00%	0.00%	0.00%
Transaction Costs	1.0%	1.0%	1.0%	1.0%	1.0%	2.0%	1.0%	1.0%	2.0%	2.0%	2.0%
Developer Profit	12.0%	12.0%	15.0%	15.0%	15.0%	12.0%	12.0%	12.0%	18.0%	18.0%	18.0%
FINANCING PARAMETERS											
Construction Period (years)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Loan To Cost	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
Drawdown (Avg Outstanding Balance)	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Interest Rate	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%
Finance Fees/Loan Points	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
DEVELOPMENT COSTS											
Development Costs (Per Gross SF)	\$ 65.00	\$ 75.00	\$ 140.00	\$ 130.00	\$ 125.00	\$ 75.00	\$ 120.00	\$ 110.00	\$ 120.00	\$ 105.00	\$ 115.00
Tenant Improvements (Per Net SF)	5.00	10.00	15.00	10.00	10.00	10.00	-	-	-	-	-
FF&Es (Per Unit)	-	-	-	-	-	-	5,000	5,000	10,000	30,000	20,000
Indirect Costs (Per Gross SF)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Parking (Per Space)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,500	12,500
Infrastructure Costs (Per Land SF)	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
Demolition Costs (Per Bldg SF)	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-15: Disposition Scenario Program and Input Assumptions – Jackson

Input Parameters Use Alternative -->	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
BUILDING SPECIFICATIONS											
Existing Improvements SF	-	36,525	36,525	36,525	36,525	36,525	-	-	-	-	36,525
Site Area	-	-	-	-	-	-	-	-	-	-	-
Site Size (Acres)	-	4.7	4.7	4.7	4.7	4.7	-	-	-	-	4.7
Site Size (Square Feet)	-	204,732	204,732	204,732	204,732	204,732	-	-	-	-	204,732
Gross Residential Square Feet	-	-	-	-	-	-	-	-	-	-	45,600
Efficiency Factor	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	90.0%	90.0%	90.0%	100.0%	100.0%
Net Rentable Square Feet	-	-	-	-	-	-	-	-	-	-	45,600
Number of Units	-	-	-	-	-	-	-	-	-	-	19
Average Unit Size - Square Feet	-	-	-	-	-	-	-	-	-	-	2,400
Gross Commercial Square Feet	-	40,000	130,000	130,000	130,000	40,000	-	-	-	-	-
Efficiency Factor	100.0%	100.0%	90.0%	90.0%	90.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net Rentable Square Feet	-	40,000	117,000	117,000	117,000	40,000	-	-	-	-	0
Density (Units/acre or FAR)	-	0.20	0.63	0.63	0.63	0.20	-	-	-	-	4.0
PARKING SPECIFICATIONS											
Parking Spaces per Unit	-	-	-	-	-	-	1.5	1.0	2.0	2.0	2.0
Unit Based Parking Spaces	-	-	-	-	-	-	-	-	-	-	38
Parking Space/1,000 Gross SF	5.0	3.0	5.0	5.0	5.0	3.0	-	-	-	-	-
Commercial Parking Spaces	-	120	650	650	650	120	-	-	-	-	-
Average Parking Space Size - SF	325	325	325	325	325	325	325	325	325	325	325
Gross Parking Square Feet	-	39,000	211,250	211,250	211,250	39,000	-	-	-	-	12,350
PRICING & OPERATING INPUTS											
Condominium - Avg. \$/SF									\$ -	\$ -	\$ 400
Condominiums - Avg. Sales Price											960,000
Marketing and Sales Expenses									6.0%	6.0%	6.0%
Apartment - \$/SF Rental Rate							\$ -	\$ -			
Monthly Rental Rate							-	-			
Annual Vacancy							5.0%	5.0%			
Operating Expenses							30.0%	60.0%			
Commercial - Monthly Rate	\$ -	\$ 2.00	\$ 1.20	\$ 1.00	\$ 0.85	\$ 0.55					
Annual Vacancy	0.0%	5.0%	7.0%	7.0%	7.0%	5.0%					
Operating Expenses	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%					
VALUATION ASSUMPTIONS											
Stabilized Capitalization Rate	6.75%	8.00%	8.50%	8.50%	8.25%	8.25%	6.00%	7.00%	0.00%	0.00%	0.00%
Transaction Costs	1.0%	1.0%	1.0%	1.0%	1.0%	2.0%	1.0%	1.0%	2.0%	2.0%	2.0%
Developer Profit	12.0%	12.0%	15.0%	15.0%	15.0%	12.0%	12.0%	12.0%	18.0%	18.0%	18.0%
FINANCING PARAMETERS											
Construction Period (years)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Loan To Cost	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%
Drawdown (Avg Outstanding Balance)	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Interest Rate	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%
Finance Fees/Loan Points	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
DEVELOPMENT COSTS											
Development Costs (Per Gross SF)	\$ 65.00	\$ 75.00	\$ 140.00	\$ 130.00	\$ 125.00	\$ 75.00	\$ 120.00	\$ 110.00	\$ 120.00	\$ 100.00	\$ 105.00
Tenant Improvements (Per Net SF)	5.00	10.00	15.00	10.00	10.00	10.00	-	-	-	-	-
FF&Es (Per Unit)	-	-	-	-	-	-	5,000	5,000	10,000	25,000	15,000
Indirect Costs (Per Gross SF)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Parking (Per Space)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	6,300	6,300
Infrastructure Costs (Per Land SF)	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50	6.50
Demolition Costs (Per Bldg SF)	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25	3.25

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-16: Disposition Scenario Residual Land Value Analysis - Field

Cost/Revenue Items	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Use Alternative --> Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
Development Costs (Million \$)											
Direct Development Costs	\$0.0	\$7.5	\$43.4	\$40.3	\$38.8	\$0.0	\$0.0	\$5.0	\$0.0	\$15.5	\$9.5
TIs (Per Net SF) or FF&E's	-	1.0	4.2	2.8	2.8	-	-	0.4	-	2.5	0.8
Parking	-	0.3	1.6	1.6	1.6	-	-	0.1	-	1.0	0.5
Site Costs (Infra. & Demolition)	-	2.0	2.0	2.0	2.0	-	-	2.0	-	2.0	2.0
Sub-Total: Hard Costs	\$0.0	\$10.8	\$51.2	\$46.7	\$45.1	\$0.0	\$0.0	\$7.5	\$0.0	\$21.0	\$12.8
Indirect Costs	-	2.2	10.2	9.3	9.0	-	-	1.5	-	4.2	2.6
Property Taxes During Construction	-	0.1	0.4	0.3	0.3	-	-	0.1	-	0.2	0.1
Finance Fees/Loan Points	-	0.2	0.9	0.8	0.8	-	-	0.1	-	0.4	0.2
Construction Loan Interest	-	0.4	1.8	1.6	1.6	-	-	0.3	-	0.7	0.4
Sub-Total: Soft Costs	\$0.0	\$2.8	\$13.3	\$12.1	\$11.7	\$0.0	\$0.0	\$2.0	\$0.0	\$5.4	\$3.3
Development Costs	\$0.0	\$13.6	\$64.4	\$58.8	\$56.8	\$0.0	\$0.0	\$9.5	\$0.0	\$26.5	\$16.2
All-In Per Building SF	-	136	208	190	183	-	-	208	-	179	188
All-In Per Residential Unit	-						-	115,800	-	322,900	394,500
Operating Revenue/Sale Proceeds											
Condominiums - Avg Sales Price								\$ -	\$ 765,000	\$ 945,000	
Number of Units								-	82	41	
Gross Sale Proceeds								\$ -	\$ 62.7	\$ 38.7	
Less: Marketing Expenses								-	(3.8)	(2.3)	
Net Sales Proceeds								\$ -	\$ 59.0	\$ 36.4	
Apartments - Avg Monthly Rent								-	2,250		
Number of Units								-	82		
Annual Gross Revenue								\$0.0	\$2.2		
Less: Vacancy								-	(0.1)		
Less: Operating Expenses								-	(1.3)		
Net Operating Income - Apartments								\$0.0	\$0.8		
Commercial - Average Monthly Rent	\$ -	\$ 2.25	\$ 1.65	\$ 1.40	\$ 1.25	\$ -					
Net Square Feet	-	100,000	279,000	279,000	279,000	-					
Annual Gross Revenue (Million \$)	\$0.0	\$2.7	\$5.5	\$4.7	\$4.2	\$0.0					
Less: Vacancy	-	(0.1)	(0.4)	(0.3)	(0.3)	-					
Less: Operating Expenses	-	-	-	-	-	-					
Net Operating Income - Commercial	\$0.0	\$2.6	\$5.1	\$4.4	\$3.9	\$0.0					
Annual NOI Sub-Total	\$0.0	\$2.6	\$5.1	\$4.4	\$3.9	\$0.0	\$0.0	\$0.8	\$0.0	\$0.0	\$0.0
Market Value											
NOI - Income Generating Uses	\$0.0	\$2.6	\$5.1	\$4.4	\$3.9	\$0.0	\$0.0	\$0.8	\$0.0	\$0.0	\$0.0
Gross Capitalized Value	-	32.1	60.4	51.3	47.2	-	-	11.1	-	-	-
Less: Transaction Costs	-	(0.3)	(0.6)	(0.5)	(0.5)	-	-	(0.1)	-	-	-
Net Capitalized Value	\$0.0	\$31.7	\$59.8	\$50.8	\$46.7	\$0.0	\$0.0	\$11.0	\$0.0	\$0.0	\$0.0
Market Value (incl. Proceeds)	\$0.0	\$31.7	\$59.8	\$50.8	\$46.7	\$0.0	\$0.0	\$11.0	\$0.0	\$59.0	\$36.4
Per SF or Unit	-	317	193	164	151	-	-	133,650	-	719,100	888,300
Residual Land Value Analysis											
Gross Market Value	\$0.0	\$31.7	\$59.8	\$50.8	\$46.7	\$0.0	\$0.0	\$11.0	\$0.0	\$59.0	\$36.4
Less: Total Development Costs	-	(13.6)	(64.4)	(58.8)	(56.8)	-	-	(9.5)	-	(26.5)	(16.2)
Less: Developer Profit	-	(3.8)	(9.0)	(7.6)	(7.0)	-	-	(1.3)	-	(10.6)	(6.6)
Residual Land Value	\$0.0	\$14.3	(\$13.6)	(\$15.6)	(\$17.1)	\$0.0	\$0.0	\$0.1	\$0.0	\$21.9	\$13.7
Surplus/(Gap) per Land SF	-	48	(46)	(53)	(58)	-	-	0	-	74	46

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-17: Disposition Scenario Residual Land Value Analysis – Norma Coombs

Cost/Revenue Items	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL					
	Use Alternative --> Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR	
Development Costs (Million \$)												
Dired Development Costs	\$0.0	\$0.0	\$25.2	\$23.4	\$22.5	\$0.0	\$0.0	\$3.8	\$0.0	\$11.7	\$7.2	
TI's (Per Net SF) or FF&E's	-	-	2.4	1.6	1.6	-	-	0.3	-	1.9	0.6	
Parking	-	-	0.9	0.9	0.9	-	-	0.1	-	0.8	0.4	
Site Costs (Infra. & Demolition)	1.6	1.6	1.6	1.6	1.6	-	-	1.6	-	1.6	1.6	
Sub-Total: Hard Costs	\$1.6	\$1.6	\$30.1	\$27.5	\$26.6	\$0.0	\$0.0	\$5.7	\$0.0	\$15.9	\$9.7	
Indirect Costs	0.3	0.3	6.0	5.5	5.3	-	-	1.1	-	3.2	1.9	
Property Taxes During Construction	0.0	0.0	0.2	0.2	0.2	-	-	0.0	-	0.1	0.1	
Finance Fees/Loan Points	0.0	0.0	0.5	0.5	0.4	-	-	0.1	-	0.3	0.2	
Construction Loan Interest	0.1	0.1	1.1	1.0	0.9	-	-	0.2	-	0.6	0.3	
Sub-Total: Soft Costs	\$0.4	\$0.4	\$7.8	\$7.1	\$6.9	\$0.0	\$0.0	\$1.5	\$0.0	\$4.1	\$2.5	
Development Costs	\$2.0	\$2.0	\$37.9	\$34.6	\$33.5	\$0.0	\$0.0	\$7.2	\$0.0	\$20.0	\$12.2	
All-In Per Building SF	-	-	210	192	186	-	-	209	-	179	188	
All-In Per Residential Unit	-	-	-	-	-	-	116,000	-	323,100	394,900		
Operating Revenue/Sale Proceeds												
Condominiums - Avg Sales Price								\$ -	\$ 765,000	\$ 945,000		
Number of Units								-	62	31		
Gross Sale Proceeds								\$ -	\$ 47.4	\$ 29.3		
Less: Marketing Expenses								-	(2.8)	(1.8)		
Net Sales Proceeds								\$ -	\$ 44.6	\$ 27.5		
Apartments - Avg Monthly Rent								-	2,250			
Number of Units								-	62			
Annual Gross Revenue								\$0.0	\$1.7			
Less: Vacancy								-	(0.1)			
Less: Operating Expenses								-	(1.0)			
Net Operating Income - Apartments								\$0.0	\$0.6			
Commercial - Average Monthly Rent	\$ -	\$ -	\$ 1.65	\$ 1.40	\$ 1.25	\$ -						
Net Square Feet	-	-	162,000	162,000	162,000	-						
Annual Gross Revenue (Million \$)	\$0.0	\$0.0	\$3.2	\$2.7	\$2.4	\$0.0						
Less: Vacancy	-	-	(0.2)	(0.2)	(0.2)	-						
Less: Operating Expenses	-	-	-	-	-	-						
Net Operating Income - Commercial	\$0.0	\$0.0	\$3.0	\$2.5	\$2.3	\$0.0						
Annual NOI Sub-Total	\$0.0	\$0.0	\$3.0	\$2.5	\$2.3	\$0.0	\$0.0	\$0.6	\$0.0	\$0.0		
Market Value												
NOI - Income Generating Uses	\$0.0	\$0.0	\$3.0	\$2.5	\$2.3	\$0.0	\$0.0	\$0.6	\$0.0	\$0.0		
Gross Capitalized Value	-	-	35.1	29.8	27.4	-	-	8.4	-	-		
Less: Transaction Costs	-	-	(0.4)	(0.3)	(0.3)	-	-	(0.1)	-	-		
Net Capitalized Value	\$0.0	\$0.0	\$34.7	\$29.5	\$27.1	\$0.0	\$0.0	\$8.3	\$0.0	\$0.0		
Market Value (incl. Proceeds)	\$0.0	\$0.0	\$34.7	\$29.5	\$27.1	\$0.0	\$0.0	\$8.3	\$0.0	\$44.6		
Per SF or Unit	-	-	193	164	151	-	-	133,650	-	719,100		
888,300												
Residual Land Value Analysis												
Gross Market Value	\$0.0	\$0.0	\$34.7	\$29.5	\$27.1	\$0.0	\$0.0	\$8.3	\$0.0	\$44.6		
Less: Total Development Costs	(2.0)	(2.0)	(37.9)	(34.6)	(33.5)	-	-	(7.2)	-	(20.0)		
Less: Developer Profit	-	-	(5.2)	(4.4)	(4.1)	-	-	(1.0)	-	(8.0)		
Residual Land Value	(\$2.0)	(\$2.0)	(\$8.3)	(\$9.5)	(\$10.4)	\$0.0	\$0.0	\$0.1	\$0.0	\$16.5		
Surplus/(Gap) per Land SF	(9)	(9)	(37)	(42)	(46)	-	-	0	-	73		
46												

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-18: Disposition Scenario Residual Land Value Analysis – San Rafael

Cost/Revenue Items	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Use Alternative --> Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
Development Costs (Million \$)											
Direct Development Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$2.3	\$0.0	\$7.9	\$6.1
TI's (Per Net SF) or FF&E's	-	-	-	-	-	-	-	0.2	-	1.5	0.4
Parking	-	-	-	-	-	-	-	0.0	-	1.0	0.3
Site Costs (Infra. & Demolition)	-	-	-	-	-	-	-	1.0	-	1.0	1.0
Sub-Total: Hard Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$3.5	\$0.0	\$11.3	\$7.8
Indirect Costs	-	-	-	-	-	-	-	0.7	-	2.3	1.6
Property Taxes During Construction	-	-	-	-	-	-	-	0.0	-	0.1	0.1
Finance Fees/Loan Points	-	-	-	-	-	-	-	0.1	-	0.2	0.1
Construction Loan Interest	-	-	-	-	-	-	-	0.1	-	0.4	0.3
Sub-Total: Soft Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.9	\$0.0	\$2.9	\$2.0
Development Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$4.5	\$0.0	\$14.3	\$9.8
All-In Per Building SF	-	-	-	-	-	-	-	211	-	208	209
All-In Per Residential Unit	-	-	-	-	-	-	-	117,200	-	375,100	754,000
Operating Revenue/Sale Proceeds											
Condominiums - Avg Sales Price								\$ -	\$ 855,000	\$ 2,160,000	
Number of Units								-	38	13	
Gross Sale Proceeds								\$ -	\$ 32.5	\$ 28.1	
Less: Marketing Expenses								-	(1.9)	(1.7)	
Net Sales Proceeds								\$ -	\$ 30.5	\$ 26.4	
Apartments - Avg Monthly Rent								-	3,000		
Number of Units								-	38		
Annual Gross Revenue								\$0.0	\$1.4		
Less: Vacancy								-	(0.1)		
Less: Operating Expenses								-	(0.8)		
Net Operating Income - Apartments								\$0.0	\$0.5		
Commercial - Average Monthly Rent	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					
Net Square Feet	-	-	-	-	-	-					
Annual Gross Revenue (Million \$)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0					
Less: Vacancy	-	-	-	-	-	-					
Less: Operating Expenses	-	-	-	-	-	-					
Net Operating Income - Commercial	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0					
Annual NOI Sub-Total	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.5	\$0.0	\$0.0	\$0.0
Market Value											
NOI - Income Generating Uses	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.5	\$0.0	\$0.0	\$0.0
Gross Capitalized Value	-	-	-	-	-	-	-	6.8	-	-	-
Less: Transaction Costs	-	-	-	-	-	-	-	(0.1)	-	-	-
Net Capitalized Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$6.8	\$0.0	\$0.0	\$0.0
Market Value (incl. Proceeds)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$6.8	\$0.0	\$30.5	\$26.4
Per SF or Unit	-	-	-	-	-	-	-	178,200	-	803,700	2,030,400
Residual Land Value Analysis											
Gross Market Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$6.8	\$0.0	\$30.5	\$26.4
Less: Total Development Costs	-	-	-	-	-	-	-	(4.5)	-	(14.3)	(9.8)
Less: Developer Profit	-	-	-	-	-	-	-	(0.8)	-	(5.5)	(4.8)
Residual Land Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$1.5	\$0.0	\$10.8	\$11.8
Surplus/(Gap) per Land SF	-	-	-	-	-	-	-	11	-	77	85

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-19: Disposition Scenario Residual Land Value Analysis – Loma Alta

Cost/Revenue Items	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Use Alternative --> Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
Development Costs (Million \$)											
Dired Development Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$7.6
TI's (Per Net SF) or FF&E's	-	-	-	-	-	-	-	-	-	-	0.4
Parking	-	-	-	-	-	-	-	-	-	-	0.6
Site Costs (Infra. & Demolition)	-	-	-	-	-	-	-	-	-	-	1.7
Sub-Total: Hard Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$10.3
Indirect Costs	-	-	-	-	-	-	-	-	-	-	2.1
Property Taxes During Construction	-	-	-	-	-	-	-	-	-	-	0.1
Finance Fees/Loan Points	-	-	-	-	-	-	-	-	-	-	0.2
Construction Loan Interest	-	-	-	-	-	-	-	-	-	-	0.4
Sub-Total: Soft Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$2.7
Development Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$12.9
All-In Per Building SF	-	-	-	-	-	-	-	-	-	-	196
All-In Per Residential Unit	-	-	-	-	-	-	-	-	-	-	587,500
Operating Revenue/Sale Proceeds											
Condominiums - Avg Sales Price									\$	-	\$
Number of Units									-	-	\$ 1,200,000
Gross Sale Proceeds									\$	-	\$
Less: Marketing Expenses									-	-	(1.6)
Net Sales Proceeds									\$	-	\$
											24.8
Apartments - Avg Monthly Rent											
Number of Units									-	-	
Annual Gross Revenue									\$0.0	\$0.0	
Less: Vacancy									-	-	
Less: Operating Expenses									-	-	
Net Operating Income - Apartments									\$0.0	\$0.0	
Commercial - Average Monthly Rent	\$	-	\$	-	\$	-	\$	-			
Net Square Feet	0	0									
Annual Gross Revenue (Million \$)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0			
Less: Vacancy	-	-	-	-	-	-	-	-			
Less: Operating Expenses	-	-	-	-	-	-	-	-			
Net Operating Income - Commercial	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0			
Annual NOI Sub-Total	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Value											
NOI - Income Generating Uses	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Gross Capitalized Value	-	-	-	-	-	-	-	-	-	-	-
Less: Transaction Costs	-	-	-	-	-	-	-	-	-	-	-
Net Capitalized Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Value (incl. Proceeds)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$24.8
Per SF or Unit	-	-	-	-	-	-	-	-	-	-	1,128,000
Residual Land Value Analysis											
Gross Market Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$24.8
Less: Total Development Costs	-	-	-	-	-	-	-	-	-	-	(12.9)
Less: Developer Profit	-	-	-	-	-	-	-	-	-	-	(4.5)
Residual Land Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$7.4
Surplus/(Gap) per Land SF	-	-	-	-	-	-	-	-	-	-	30

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-20: Disposition Scenario Residual Land Value Analysis – DSC

Cost/Revenue Items	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL					
	Use Alternative --> Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR	
Development Costs (Million \$)												
Dired Development Costs	\$9.8	\$3.8	\$38.5	\$35.8	\$25.6	\$12.8	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
TI's (Per Net SF) or FF&E's	0.8	0.5	3.7	2.5	1.8	1.7	-	-	-	-	-	-
Parking	0.8	0.2	1.4	1.4	1.0	0.5	-	-	-	-	-	-
Site Costs (Infra. & Demolition)	4.6	1.7	4.6	4.6	4.6	4.6	-	-	-	-	-	-
Sub-Total: Hard Costs	\$15.8	\$6.1	\$48.2	\$44.2	\$33.1	\$19.6	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Indirect Costs	3.2	1.2	9.6	8.8	6.6	3.9	-	-	-	-	-	-
Property Taxes During Construction	0.1	0.0	0.3	0.3	0.2	0.1	-	-	-	-	-	-
Finance Fees/Loan Points	0.3	0.1	0.8	0.7	0.6	0.3	-	-	-	-	-	-
Construction Loan Interest	0.6	0.2	1.7	1.5	1.2	0.7	-	-	-	-	-	-
Sub-Total: Soft Costs	\$4.1	\$1.6	\$12.5	\$11.5	\$8.6	\$5.1	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Development Costs	\$20.0	\$7.7	\$60.7	\$55.7	\$41.7	\$24.6	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
All-In Per Building SF	133	154	221	202	203	145	-	-	-	-	-	-
All-In Per Residential Unit							-	-	-	-	-	-
Operating Revenue/Sale Proceeds												
Condominiums - Avg Sales Price									\$ -	\$ -	\$ -	\$ -
Number of Units									-	-	-	-
Gross Sale Proceeds									\$ -	\$ -	\$ -	\$ -
Less: Marketing Expenses									-	-	-	-
Net Sales Proceeds									\$ -	\$ -	\$ -	\$ -
Apartments - Avg Monthly Rent												
Number of Units									-	-	-	-
Annual Gross Revenue									\$0.0	\$0.0		
Less: Vacancy									-	-		
Less: Operating Expenses									-	-		
Net Operating Income - Apartments									\$0.0	\$0.0		
Commercial - Average Monthly Rent	\$ 2.00	\$ 2.00	\$ 1.20	\$ 1.00	\$ 0.85	\$ 0.75						
Net Square Feet	150,000	50,000	247,500	247,500	184,500	170,000						
Annual Gross Revenue (Million \$)	\$3.6	\$1.2	\$3.6	\$3.0	\$1.9	\$1.5						
Less: Vacancy	-	(0.1)	(0.2)	(0.2)	(0.1)	(0.1)						
Less: Operating Expenses	-	-	-	-	-	-						
Net Operating Income - Commercial	\$3.6	\$1.1	\$3.3	\$2.8	\$1.8	\$1.5						
Annual NOI Sub-Total	\$3.6	\$1.1	\$3.3	\$2.8	\$1.8	\$1.5	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Value												
NOI - Income Generating Uses	\$3.6	\$1.1	\$3.3	\$2.8	\$1.8	\$1.5	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Gross Capitalized Value	53.3	14.3	39.0	32.5	21.2	17.6	-	-	-	-	-	-
Less: Transaction Costs	(0.5)	(0.1)	(0.4)	(0.3)	(0.2)	(0.4)	-	-	-	-	-	-
Net Capitalized Value	\$52.8	\$14.1	\$38.6	\$32.2	\$21.0	\$17.3	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Value (incl. Proceeds)	\$52.8	\$14.1	\$38.6	\$32.2	\$21.0	\$17.3	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Per SF or Unit	352	282	140	117	102	102	-	-	-	-	-	-
Residual Land Value Analysis												
Gross Market Value	\$52.8	\$14.1	\$38.6	\$32.2	\$21.0	\$17.3	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Less: Total Development Costs	(20.0)	(7.7)	(60.7)	(55.7)	(41.7)	(24.6)	-	-	-	-	-	-
Less: Developer Profit	(6.3)	(1.7)	(5.8)	(4.8)	(3.2)	(2.1)	-	-	-	-	-	-
Residual Land Value	\$26.5	\$4.7	(\$27.9)	(\$28.3)	(\$23.8)	(\$9.4)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Surplus/(Gap) per Land SF	39	20	(41)	(41)	(35)	(14)	-	-	-	-	-	-

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-21: Disposition Scenario Residual Land Value Analysis – Ed Center

Cost/Revenue Items	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Use Alternative --> Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
Development Costs (Million \$)											
Direct Development Costs	\$0.0	\$0.0	\$9.8	\$9.1	\$8.8	\$0.0	\$24.2	\$11.6	\$30.2	\$15.5	\$6.8
TIs (Per Net SF) or FF&E's	-	-	0.9	0.6	0.6	-	1.0	0.9	1.9	3.4	0.8
Parking	-	-	0.4	0.4	0.4	-	7.6	4.7	9.5	4.2	1.3
Site Costs (Infra. & Demolition)	-	-	3.3	3.3	3.3	-	3.3	3.3	3.3	3.3	3.3
Sub-Total: Hard Costs	\$0.0	\$0.0	\$14.4	\$13.4	\$13.0	\$0.0	\$36.1	\$20.5	\$44.9	\$26.3	\$12.1
Indirect Costs	-	-	2.9	2.7	2.6	-	7.2	4.1	9.0	5.3	2.4
Property Taxes During Construction	-	-	0.1	0.1	0.1	-	0.3	0.1	0.3	0.2	0.1
Finance Fees/Loan Points	-	-	0.2	0.2	0.2	-	0.6	0.3	0.8	0.4	0.2
Construction Loan Interest	-	-	0.5	0.5	0.5	-	1.3	0.7	1.6	0.9	0.4
Sub-Total: Soft Costs	\$0.0	\$0.0	\$3.7	\$3.5	\$3.4	\$0.0	\$9.4	\$5.3	\$11.6	\$6.8	\$3.1
Development Costs	\$0.0	\$0.0	\$18.1	\$16.8	\$16.4	\$0.0	\$45.5	\$25.8	\$56.5	\$33.1	\$15.3
All-In Per Building SF	-	-	259	241	234	-	225	246	224	246	291
All-In Per Residential Unit							225,100	136,600	298,900	394,300	610,300
Operating Revenue/Sale Proceeds											
Condominiums - Avg Sales Price								\$ 540,000	\$ 800,000	\$ 1,260,000	
Number of Units								189	84	25	
Gross Sale Proceeds								\$ 102.1	\$ 67.2	\$ 31.5	
Less: Marketing Expenses								(6.1)	(4.0)	(1.9)	
Net Sales Proceeds								\$ 95.9	\$ 63.2	\$ 29.6	
Apartments - Avg Monthly Rent							2,475	3,000			
Number of Units							202	189			
Annual Gross Revenue							\$6.0	\$6.8			
Less: Vacancy							(0.3)	(0.3)			
Less: Operating Expenses							(1.8)	(4.1)			
Net Operating Income - Apartments							\$3.9	\$2.4			
Commercial - Average Monthly Rent	\$ -	\$ -	\$ 2.00	\$ 1.75	\$ 1.50	\$ -					
Net Square Feet	0	0	63,000	63,000	63,000	-					
Annual Gross Revenue (Million \$)	\$0.0	\$0.0	\$1.5	\$1.3	\$1.1	\$0.0					
Less: Vacancy	-	-	(0.1)	(0.1)	(0.1)	-					
Less: Operating Expenses	-	-	-	-	-	-					
Net Operating Income - Commercial	\$0.0	\$0.0	\$1.4	\$1.2	\$1.1	\$0.0					
Annual NOI Sub-Total	\$0.0	\$0.0	\$1.4	\$1.2	\$1.1	\$0.0	\$3.9	\$2.4	\$0.0	\$0.0	\$0.0
Market Value											
NOI - Income Generating Uses	\$0.0	\$0.0	\$1.4	\$1.2	\$1.1	\$0.0	\$3.9	\$2.4	\$0.0	\$0.0	\$0.0
Gross Capitalized Value	-	-	16.5	14.5	12.8	-	65.0	34.0	-	-	-
Less: Transaction Costs	-	-	(0.2)	(0.1)	(0.1)	-	(0.6)	(0.3)	-	-	-
Net Capitalized Value	\$0.0	\$0.0	\$16.4	\$14.3	\$12.7	\$0.0	\$64.3	\$33.7	\$0.0	\$0.0	\$0.0
Market Value (incl. Proceeds)	\$0.0	\$0.0	\$16.4	\$14.3	\$12.7	\$0.0	\$64.3	\$33.7	\$95.9	\$63.2	\$29.6
Per SF or Unit	-	-	234	205	181	-	318,533	178,200	507,600	752,000	1,184,400
Residual Land Value Analysis											
Gross Market Value	\$0.0	\$0.0	\$16.4	\$14.3	\$12.7	\$0.0	\$64.3	\$33.7	\$95.9	\$63.2	\$29.6
Less: Total Development Costs	-	-	(18.1)	(16.8)	(16.4)	-	(45.5)	(25.8)	(56.5)	(33.1)	(15.3)
Less: Developer Profit	-	-	(2.5)	(2.1)	(1.9)	-	(7.7)	(4.0)	(17.3)	(11.4)	(5.3)
Residual Land Value	\$0.0	\$0.0	(\$4.2)	(\$4.7)	(\$5.6)	\$0.0	\$11.1	\$3.8	\$22.2	\$18.7	\$9.0
Surplus/(Gap) per Land SF	-	-	(23)	(25)	(31)	-	61	21	121	102	49

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-22: Disposition Scenario Residual Land Value Analysis – Allendale

Cost/Revenue Items	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL					
	Use Alternative --> Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR	
Development Costs (Million \$)												
Dired Development Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$12.6	\$6.4	\$16.8	\$10.9	\$6.0	
TI's (Per Net SF) or FF&E's	-	-	-	-	-	-	0.5	0.5	1.1	2.0	0.5	
Parking	-	-	-	-	-	-	0.2	0.1	0.2	1.6	0.7	
Site Costs (Infra. & Demolition)	-	-	-	-	-	-	1.0	1.0	1.0	1.0	1.0	
Sub-Total: Hard Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$14.3	\$8.0	\$19.0	\$15.5	\$8.1	
Indirect Costs	-	-	-	-	-	-	2.9	1.6	3.8	3.1	1.6	
Property Taxes During Construction	-	-	-	-	-	-	0.1	0.1	0.1	0.1	0.1	
Finance Fees/Loan Points	-	-	-	-	-	-	0.2	0.1	0.3	0.3	0.1	
Construction Loan Interest	-	-	-	-	-	-	0.5	0.3	0.7	0.5	0.3	
Sub-Total: Soft Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$3.7	\$2.1	\$4.9	\$4.0	\$2.1	
Development Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$18.0	\$10.1	\$24.0	\$19.5	\$10.2	
All-In Per Building SF	-	-	-	-	-	-	171	173	171	187	197	
All-In Per Residential Unit							171,100	96,300	228,400	299,900	394,000	
Operating Revenue/Sale Proceeds												
Condominiums - Avg Sales Price									\$ 510,000	\$ 720,000	\$ 1,100,000	
Number of Units									105	65	26	
Gross Sale Proceeds									\$ 53.6	\$ 46.8	\$ 28.6	
Less: Marketing Expenses									(3.2)	(2.8)	(1.7)	
Net Sales Proceeds									\$ 50.3	\$ 44.0	\$ 26.9	
Apartments - Avg Monthly Rent							2,700	3,000				
Number of Units							105	105				
Annual Gross Revenue							\$3.4	\$3.8				
Less: Vacancy							(0.2)	(0.2)				
Less: Operating Expenses							(1.0)	(2.3)				
Net Operating Income - Apartments							\$2.2	\$1.3				
Commercial - Average Monthly Rent	\$ 0	\$ 0	\$ -	\$ -	\$ -	\$ -						
Net Square Feet												
Annual Gross Revenue (Million \$)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0				
Less: Vacancy	-	-	-	-	-	-	-	-				
Less: Operating Expenses	-	-	-	-	-	-	-	-				
Net Operating Income - Commercial	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0				
Annual NOI Sub-Total	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$2.2	\$1.3	\$0.0	\$0.0	\$0.0	
Market Value												
NOI - Income Generating Uses	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$2.2	\$1.3	\$0.0	\$0.0	\$0.0	
Gross Capitalized Value	-	-	-	-	-	-	36.9	18.9	-	-	-	
Less: Transaction Costs	-	-	-	-	-	-	(0.4)	(0.2)	-	-	-	
Net Capitalized Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$36.5	\$18.7	\$0.0	\$0.0	\$0.0	
Market Value (incl. Proceeds)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$36.5	\$18.7	\$50.3	\$44.0	\$26.9	
Per SF or Unit	-	-	-	-	-	-	347,490	178,200	479,400	676,800	1,034,000	
Residual Land Value Analysis												
Gross Market Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$36.5	\$18.7	\$50.3	\$44.0	\$26.9	
Less: Total Development Costs	-	-	-	-	-	-	(18.0)	(10.1)	(24.0)	(19.5)	(10.2)	
Less: Developer Profit	-	-	-	-	-	-	(4.4)	(2.2)	(9.1)	(7.9)	(4.8)	
Residual Land Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$14.1	\$6.4	\$17.3	\$16.6	\$11.8	
Surplus/(Gap) per Land SF	-	-	-	-	-	-	99	45	121	116	83	

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-23: Disposition Scenario Residual Land Value Analysis – Linda Vista

Cost/Revenue Items	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Use Alternative --> Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
Development Costs (Million \$)											
Direct Development Costs	\$0.0	\$0.0	\$11.9	\$11.1	\$10.6	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$8.9
TI's (Per Net SF) or FF&E's	-	-	1.1	0.8	0.8	-	-	-	-	-	0.6
Parking	-	-	0.4	0.4	0.4	-	-	-	-	-	0.5
Site Costs (Infra. & Demolition)	-	1.4	1.4	1.4	1.4	-	-	-	-	-	1.4
Sub-Total: Hard Costs	\$0.0	\$1.4	\$14.9	\$13.7	\$13.2	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$11.4
Indirect Costs	-	0.3	3.0	2.7	2.6	-	-	-	-	-	2.3
Property Taxes During Construction	-	0.0	0.1	0.1	0.1	-	-	-	-	-	0.1
Finance Fees/Loan Points	-	0.0	0.3	0.2	0.2	-	-	-	-	-	0.2
Construction Loan Interest	-	0.1	0.5	0.5	0.5	-	-	-	-	-	0.4
Sub-Total: Soft Costs	\$0.0	\$0.4	\$3.9	\$3.5	\$3.4	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$2.9
Development Costs	\$0.0	\$1.8	\$18.8	\$17.2	\$16.7	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$14.3
All-In Per Building SF	-	-	221	203	196	-	-	-	-	-	209
All-In Per Residential Unit	-	-	-	-	-	-	-	-	-	-	753,600
Operating Revenue/Sale Proceeds											
Condominiums - Avg Sales Price									\$	-	\$
Number of Units									-	-	\$ 2,160,000
Gross Sale Proceeds											19
Less: Marketing Expenses									\$	-	\$
Net Sales Proceeds											41.0
Apartments - Avg Monthly Rent											(2.5)
Number of Units											
Annual Gross Revenue											
Less: Vacancy											
Less: Operating Expenses											
Net Operating Income - Apartments											
Commercial - Average Monthly Rent											
Net Square Feet	\$ 0	\$ 0	\$ 1.55	\$ 1.25	\$ 1.00	\$ -					
Annual Gross Revenue (Million \$)	\$0.0	\$0.0	\$1.4	\$1.1	\$0.9	\$0.0					
Less: Vacancy	-	-	(0.1)	(0.1)	(0.1)	-					
Less: Operating Expenses	-	-	-	-	-	-					
Net Operating Income - Commercial	\$0.0	\$0.0	\$1.3	\$1.1	\$0.9	\$0.0					
Annual NOI Sub-Total	\$0.0	\$0.0	\$1.3	\$1.1	\$0.9	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Value											
NOI - Income Generating Uses	\$0.0	\$0.0	\$1.3	\$1.1	\$0.9	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Gross Capitalized Value	-	-	15.6	12.6	10.3	-	-	-	-	-	-
Less: Transaction Costs	-	-	(0.2)	(0.1)	(0.1)	-	-	-	-	-	-
Net Capitalized Value	\$0.0	\$0.0	\$15.4	\$12.4	\$10.2	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Value (incl. Proceeds)	\$0.0	\$0.0	\$15.4	\$12.4	\$10.2	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$38.6
Per SF or Unit	-	-	181	146	121	-	-	-	-	-	2,030,400
Residual Land Value Analysis											
Gross Market Value	\$0.0	\$0.0	\$15.4	\$12.4	\$10.2	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$38.6
Less: Total Development Costs	-	(1.8)	(18.8)	(17.2)	(16.7)	-	-	-	-	-	(14.3)
Less: Developer Profit	-	-	(2.3)	(1.9)	(1.5)	-	-	-	-	-	(6.9)
Residual Land Value	\$0.0	(\$1.8)	(\$5.7)	(\$6.7)	(\$8.0)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$17.3
Surplus/(Gap) per Land SF	-	(9)	(27)	(31)	(38)	-	-	-	-	-	82

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-24: Disposition Scenario Residual Land Value Analysis – Aveson/Noyes

Cost/Revenue Items	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Use Alternative --> Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
Development Costs (Million \$)											
Dired Development Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$6.2
TI's (Per Net SF) or FF&E's	-	-	-	-	-	-	-	-	-	-	0.3
Parking	-	-	-	-	-	-	-	-	-	-	0.4
Site Costs (Infra. & Demolition)	-	-	-	-	-	-	-	-	-	-	2.2
Sub-Total: Hard Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$9.1
Indirect Costs	-	-	-	-	-	-	-	-	-	-	1.8
Property Taxes During Construction	-	-	-	-	-	-	-	-	-	-	0.1
Finance Fees/Loan Points	-	-	-	-	-	-	-	-	-	-	0.2
Construction Loan Interest	-	-	-	-	-	-	-	-	-	-	0.3
Sub-Total: Soft Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$2.4
Development Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$11.4
All-In Per Building SF	-	-	-	-	-	-	-	-	-	-	212
All-In Per Residential Unit	-	-	-	-	-	-	-	-	-	-	762,800
Operating Revenue/Sale Proceeds											
Condominiums - Avg Sales Price									\$	-	\$
Number of Units									-	-	\$ 1,980,000
Gross Sale Proceeds											15
Less: Marketing Expenses									\$	-	\$
Net Sales Proceeds											29.7
											(1.8)
									\$	-	\$
											27.9
Apartments - Avg Monthly Rent											
Number of Units									-	-	
Annual Gross Revenue									\$0.0	\$0.0	
Less: Vacancy									-	-	
Less: Operating Expenses									-	-	
Net Operating Income - Apartments									\$0.0	\$0.0	
Commercial - Average Monthly Rent	\$	-	\$	-	\$	-	\$	-			
Net Square Feet	0	0									
Annual Gross Revenue (Million \$)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0			
Less: Vacancy	-	-	-	-	-	-	-	-			
Less: Operating Expenses	-	-	-	-	-	-	-	-			
Net Operating Income - Commercial	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0			
Annual NOI Sub-Total	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Value											
NOI - Income Generating Uses	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Gross Capitalized Value	-	-	-	-	-	-	-	-	-	-	-
Less: Transaction Costs	-	-	-	-	-	-	-	-	-	-	-
Net Capitalized Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Value (incl. Proceeds)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$27.9
Per SF or Unit	-	-	-	-	-	-	-	-	-	-	1,861,200
Residual Land Value Analysis											
Gross Market Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$27.9
Less: Total Development Costs	-	-	-	-	-	-	-	-	-	-	(11.4)
Less: Developer Profit	-	-	-	-	-	-	-	-	-	-	(5.0)
Residual Land Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$11.5
Surplus/(Gap) per Land SF	-	-	-	-	-	-	-	-	-	-	35

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-25: Disposition Scenario Residual Land Value Analysis – Audobon

Cost/Revenue Items	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Use Alternative --> Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
Development Costs (Million \$)											
Dired Development Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$4.3	\$0.0	\$14.1	\$11.3
TI's (Per Net SF) or FF&E's	-	-	-	-	-	-	-	0.4	-	2.1	0.9
Parking	-	-	-	-	-	-	-	0.1	-	1.8	1.2
Site Costs (Infra. & Demolition)	-	-	-	-	-	-	-	1.7	-	1.7	1.7
Sub-Total: Hard Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$6.5	\$0.0	\$19.7	\$15.1
Indirect Costs	-	-	-	-	-	-	-	1.3	-	3.9	3.0
Property Taxes During Construction	-	-	-	-	-	-	-	0.0	-	0.1	0.1
Finance Fees/Loan Points	-	-	-	-	-	-	-	0.1	-	0.3	0.3
Construction Loan Interest	-	-	-	-	-	-	-	0.2	-	0.7	0.5
Sub-Total: Soft Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$1.7	\$0.0	\$5.1	\$3.9
Development Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$8.2	\$0.0	\$24.8	\$19.1
All-In Per Building SF	-	-	-	-	-	-	-	208	-	194	203
All-In Per Residential Unit	-	-	-	-	-	-	-	115,400	-	349,400	405,500
Operating Revenue/Sale Proceeds											
Condominiums - Avg Sales Price									\$ -	\$ 630,000	\$ 850,000
Number of Units									-	71	47
Gross Sale Proceeds									\$ -	\$ 44.7	\$ 40.0
Less: Marketing Expenses									-	(2.7)	(2.4)
Net Sales Proceeds									\$ -	\$ 42.0	\$ 37.6
Apartments - Avg Monthly Rent									-	2,500	
Number of Units									-	71	
Annual Gross Revenue									\$0.0	\$2.1	
Less: Vacancy									-	(0.1)	
Less: Operating Expenses									-	(1.3)	
Net Operating Income - Apartments									\$0.0	\$0.7	
Commercial - Average Monthly Rent	\$ 0	\$ 0	\$ -	\$ -	\$ -	\$ -					
Net Square Feet											
Annual Gross Revenue (Million \$)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0					
Less: Vacancy	-	-	-	-	-	-					
Less: Operating Expenses	-	-	-	-	-	-					
Net Operating Income - Commercial	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0					
Annual NOI Sub-Total	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.7	\$0.0	\$0.0	\$0.0
Market Value											
NOI - Income Generating Uses	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.7	\$0.0	\$0.0	\$0.0
Gross Capitalized Value	-	-	-	-	-	-	-	10.7	-	-	-
Less: Transaction Costs	-	-	-	-	-	-	-	(0.1)	-	-	-
Net Capitalized Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$10.5	\$0.0	\$0.0	\$0.0
Market Value (incl. Proceeds)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$10.5	\$0.0	\$42.0	\$37.6
Per SF or Unit	-	-	-	-	-	-	-	148,500	-	592,200	799,000
Residual Land Value Analysis											
Gross Market Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$10.5	\$0.0	\$42.0	\$37.6
Less: Total Development Costs	-	-	-	-	-	-	-	(8.2)	-	(24.8)	(19.1)
Less: Developer Profit	-	-	-	-	-	-	-	(1.3)	-	(7.6)	(6.8)
Residual Land Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$1.1	\$0.0	\$9.7	\$11.7
Surplus/(Gap) per Land SF	-	-	-	-	-	-	-	4	-	38	46

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-26: Disposition Scenario Residual Land Value Analysis – Edison

Cost/Revenue Items	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Use Alternative --> Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
Development Costs (Million \$)											
Direct Development Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$6.3
TI's (Per Net SF) or FF&E's	-	-	-	-	-	-	-	-	-	-	0.5
Parking	-	-	-	-	-	-	-	-	-	-	0.7
Site Costs (Infra. & Demolition)	-	-	-	-	-	-	-	-	-	-	1.3
Sub-Total: Hard Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$8.7
Indirect Costs	-	-	-	-	-	-	-	-	-	-	1.7
Property Taxes During Construction	-	-	-	-	-	-	-	-	-	-	0.1
Finance Fees/Loan Points	-	-	-	-	-	-	-	-	-	-	0.1
Construction Loan Interest	-	-	-	-	-	-	-	-	-	-	0.3
Sub-Total: Soft Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$2.3
Development Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$11.0
All-In Per Building SF	-	-	-	-	-	-	-	-	-	-	202
All-In Per Residential Unit	-	-	-	-	-	-	-	-	-	-	423,700
Operating Revenue/Sale Proceeds											
Condominiums - Avg Sales Price									\$	-	\$
Number of Units									-	-	945,000
Gross Sale Proceeds											26
Less: Marketing Expenses									\$	-	\$
Net Sales Proceeds											24.6
											(1.5)
									\$	-	\$
											23.1
Apartments - Avg Monthly Rent											
Number of Units									-	-	
Annual Gross Revenue											
Less: Vacancy									\$0.0	\$0.0	
Less: Operating Expenses									-	-	
Net Operating Income - Apartments									\$0.0	\$0.0	
Commercial - Average Monthly Rent	\$	-	\$	-	\$	-	\$	-			
Net Square Feet	0	0	-	-	-	-	-	-			
Annual Gross Revenue (Million \$)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0			
Less: Vacancy	-	-	-	-	-	-	-	-			
Less: Operating Expenses	-	-	-	-	-	-	-	-			
Net Operating Income - Commercial	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0			
Annual NOI Sub-Total	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Value											
NOI - Income Generating Uses	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Gross Capitalized Value	-	-	-	-	-	-	-	-	-	-	-
Less: Transaction Costs	-	-	-	-	-	-	-	-	-	-	-
Net Capitalized Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Value (incl. Proceeds)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$23.1
Per SF or Unit	-	-	-	-	-	-	-	-	-	-	888,300
Residual Land Value Analysis											
Gross Market Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$23.1
Less: Total Development Costs	-	-	-	-	-	-	-	-	-	-	(11.0)
Less: Developer Profit	-	-	-	-	-	-	-	-	-	-	(4.2)
Residual Land Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$7.9
Surplus/(Gap) per Land SF	-	-	-	-	-	-	-	-	-	-	42

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-27: Disposition Scenario Residual Land Value Analysis – Hodges

Cost/Revenue Items	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL					
	Use Alternative --> Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR	
Development Costs (Million \$)												
Dired Development Costs	\$0.0	\$0.0	\$2.5	\$2.3	\$2.3	\$0.0	\$4.0	\$2.0	\$5.3	\$3.4	\$1.7	
TI's (Per Net SF) or FF&E's	-	-	0.2	0.2	0.2	-	0.2	0.2	0.3	0.5	0.1	
Parking	-	-	0.1	0.1	0.1	-	0.0	0.0	0.1	0.3	0.1	
Site Costs (Infra. & Demolition)	-	-	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	
Sub-Total: Hard Costs	\$0.0	\$0.0	\$3.2	\$2.9	\$2.8	\$0.3	\$4.5	\$2.6	\$6.0	\$4.5	\$2.2	
Indirect Costs	-	-	0.6	0.6	0.6	0.1	0.9	0.5	1.2	0.9	0.4	
Property Taxes During Construction	-	-	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Finance Fees/Loan Points	-	-	0.1	0.0	0.0	0.0	0.1	0.0	0.1	0.1	0.0	
Construction Loan Interest	-	-	0.1	0.1	0.1	0.0	0.2	0.1	0.2	0.2	0.1	
Sub-Total: Soft Costs	\$0.0	\$0.0	\$0.8	\$0.8	\$0.7	\$0.1	\$1.2	\$0.7	\$1.6	\$1.2	\$0.6	
Development Costs	\$0.0	\$0.0	\$4.0	\$3.7	\$3.6	\$0.4	\$5.7	\$3.2	\$7.6	\$5.6	\$2.8	
All-In Per Building SF	-	-	223	205	198	-	172	175	172	168	176	
All-In Per Residential Unit							172,100	97,300	229,400	268,900	352,000	
Operating Revenue/Sale Proceeds												
Condominiums - Avg Sales Price									\$ 450,000	\$ 640,000	\$ 850,000	
Number of Units									33	21	8	
Gross Sale Proceeds									\$ 14.9	\$ 13.4	\$ 6.8	
Less: Marketing Expenses									(0.9)	(0.8)	(0.4)	
Net Sales Proceeds									\$ 14.0	\$ 12.6	\$ 6.4	
Apartments - Avg Monthly Rent							2,025	3,000				
Number of Units							33	33				
Annual Gross Revenue							\$0.8	\$1.2				
Less: Vacancy							(0.0)	(0.1)				
Less: Operating Expenses							(0.2)	(0.7)				
Net Operating Income - Apartments							\$0.5	\$0.4				
Commercial - Average Monthly Rent			\$ 1.50	\$ 1.25	\$ 0.75	\$ 0.63						
Net Square Feet	0	0	16,200	16,200	16,200	-						
Annual Gross Revenue (Million \$)	\$0.0	\$0.0	\$0.3	\$0.2	\$0.1	\$0.0						
Less: Vacancy	-	-	(0.0)	(0.0)	(0.0)	-						
Less: Operating Expenses	-	-	-	-	-	-						
Net Operating Income - Commercial	\$0.0	\$0.0	\$0.3	\$0.2	\$0.1	\$0.0						
Annual NOI Sub-Total	\$0.0	\$0.0	\$0.3	\$0.2	\$0.1	\$0.0	\$0.5	\$0.4	\$0.0	\$0.0	\$0.0	
Market Value												
NOI - Income Generating Uses	\$0.0	\$0.0	\$0.3	\$0.2	\$0.1	\$0.0	\$0.5	\$0.4	\$0.0	\$0.0	\$0.0	
Gross Capitalized Value	-	-	3.2	2.7	1.6	-	8.7	5.9	-	-	-	
Less: Transaction Costs	-	-	(0.0)	(0.0)	(0.0)	-	(0.1)	(0.1)	-	-	-	
Net Capitalized Value	\$0.0	\$0.0	\$3.2	\$2.6	\$1.6	\$0.0	\$8.6	\$5.9	\$0.0	\$0.0	\$0.0	
Market Value (incl. Proceeds)	\$0.0	\$0.0	\$3.2	\$2.6	\$1.6	\$0.0	\$8.6	\$5.9	\$14.0	\$12.6	\$6.4	
Per SF or Unit	-	-	175	146	90	-	260,618	178,200	423,000	601,600	799,000	
Residual Land Value Analysis												
Gross Market Value	\$0.0	\$0.0	\$3.2	\$2.6	\$1.6	\$0.0	\$8.6	\$5.9	\$14.0	\$12.6	\$6.4	
Less: Total Development Costs	-	-	(4.0)	(3.7)	(3.6)	(0.4)	(5.7)	(3.2)	(7.6)	(5.6)	(2.8)	
Less: Developer Profit	-	-	(0.5)	(0.4)	(0.2)	-	(1.0)	(0.7)	(2.5)	(2.3)	(1.2)	
Residual Land Value	\$0.0	\$0.0	(\$1.3)	(\$1.4)	(\$2.2)	(\$0.4)	\$1.9	\$2.0	\$3.9	\$4.7	\$2.4	
Surplus/(Gap) per Land SF	-	-	(30)	(32)	(49)	(9)	42	44	86	105	54	

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-28: Disposition Scenario Residual Land Value Analysis – Burbank

Cost/Revenue Items	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL				
	Use Alternative --> Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR
Development Costs (Million \$)											
Dired Development Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$7.3
TI's (Per Net SF) or FF&E's	-	-	-	-	-	-	-	-	-	-	0.6
Parking	-	-	-	-	-	-	-	-	-	-	0.7
Site Costs (Infra. & Demolition)	-	-	-	-	-	-	-	-	-	-	1.4
Sub-Total: Hard Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$10.1
Indirect Costs	-	-	-	-	-	-	-	-	-	-	2.0
Property Taxes During Construction	-	-	-	-	-	-	-	-	-	-	0.1
Finance Fees/Loan Points	-	-	-	-	-	-	-	-	-	-	0.2
Construction Loan Interest	-	-	-	-	-	-	-	-	-	-	0.4
Sub-Total: Soft Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$2.6
Development Costs	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$12.7
All-In Per Building SF	-	-	-	-	-	-	-	-	-	-	208
All-In Per Residential Unit	-	-	-	-	-	-	-	-	-	-	436,400
Operating Revenue/Sale Proceeds											
Condominiums - Avg Sales Price									\$	-	\$
Number of Units									-	-	892,500
Gross Sale Proceeds									-	-	29
Less: Marketing Expenses									\$	-	\$
Net Sales Proceeds									-	-	25.9
									\$	-	\$
									-	-	(1.6)
									\$	-	\$
									-	-	24.3
Apartments - Avg Monthly Rent											
Number of Units									-	-	
Annual Gross Revenue									-	-	
Less: Vacancy									\$0.0	\$0.0	
Less: Operating Expenses									-	-	
Net Operating Income - Apartments									\$0.0	\$0.0	
Commercial - Average Monthly Rent											
Net Square Feet	\$	-	\$	-	\$	-	\$	-			
Annual Gross Revenue (Million \$)	\$	0	\$	0	\$	0	\$	0			
Less: Vacancy									\$0.0	\$0.0	
Less: Operating Expenses									-	-	
Net Operating Income - Commercial									\$0.0	\$0.0	
Annual NOI Sub-Total	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Value											
NOI - Income Generating Uses	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Gross Capitalized Value	-	-	-	-	-	-	-	-	-	-	-
Less: Transaction Costs	-	-	-	-	-	-	-	-	-	-	-
Net Capitalized Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Market Value (incl. Proceeds)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$24.3
Per SF or Unit	-	-	-	-	-	-	-	-	-	-	838,950
Residual Land Value Analysis											
Gross Market Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$24.3
Less: Total Development Costs	-	-	-	-	-	-	-	-	-	-	(12.7)
Less: Developer Profit	-	-	-	-	-	-	-	-	-	-	(4.4)
Residual Land Value	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$7.3
Surplus/(Gap) per Land SF	-	-	-	-	-	-	-	-	-	-	35

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-29: Disposition Scenario Residual Land Value Analysis – Roosevelt

Cost/Revenue Items	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL					
	Use Alternative --> Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR	
Development Costs (Million \$)												
Dired Development Costs	\$0.0	\$3.8	\$25.9	\$24.1	\$23.1	\$0.0	\$0.0	\$3.9	\$0.0	\$12.1	\$7.7	
TI's (Per Net SF) or FF&E's	-	0.5	2.5	1.7	1.7	-	-	0.3	-	1.9	0.6	
Parking	-	0.2	0.9	0.9	0.9	-	-	0.1	-	1.6	0.8	
Site Costs (Infra. & Demolition)	-	1.6	1.6	1.6	1.6	1.6	-	1.6	-	1.6	1.6	
Sub-Total: Hard Costs	\$0.0	\$6.0	\$30.9	\$28.2	\$27.3	\$1.6	\$0.0	\$5.9	\$0.0	\$17.2	\$10.8	
Indirect Costs	-	1.2	6.2	5.6	5.5	0.3	-	1.2	-	3.4	2.2	
Property Taxes During Construction	-	0.0	0.2	0.2	0.2	0.0	-	0.0	-	0.1	0.1	
Finance Fees/Loan Points	-	0.1	0.5	0.5	0.5	0.0	-	0.1	-	0.3	0.2	
Construction Loan Interest	-	0.2	1.1	1.0	1.0	0.1	-	0.2	-	0.6	0.4	
Sub-Total: Soft Costs	\$0.0	\$1.6	\$8.0	\$7.3	\$7.1	\$0.4	\$0.0	\$1.5	\$0.0	\$4.5	\$2.8	
Development Costs	\$0.0	\$7.5	\$38.9	\$35.5	\$34.4	\$2.0	\$0.0	\$7.4	\$0.0	\$21.7	\$13.5	
All-In Per Building SF	-	151	210	192	186	-	-	208	-	188	202	
All-In Per Residential Unit	-						-	115,800	-	338,500	423,300	
Operating Revenue/Sale Proceeds												
Condominiums - Avg Sales Price								\$ -	\$ 810,000	\$ 1,050,000		
Number of Units								-	64	32		
Gross Sale Proceeds								\$ -	\$ 51.8	\$ 33.6		
Less: Marketing Expenses								-	(3.1)	(2.0)		
Net Sales Proceeds								\$ -	\$ 48.7	\$ 31.6		
Apartments - Avg Monthly Rent								-	3,000			
Number of Units								-	64			
Annual Gross Revenue								\$0.0	\$2.3			
Less: Vacancy								-	(0.1)			
Less: Operating Expenses								-	(1.4)			
Net Operating Income - Apartments								\$0.0	\$0.8			
Commercial - Average Monthly Rent												
Net Square Feet	0	50,000	166,500	166,500	166,500							
Annual Gross Revenue (Million \$)	\$0.0	\$1.1	\$3.3	\$2.8	\$2.0	\$0.0						
Less: Vacancy	-	(0.1)	(0.2)	(0.2)	(0.1)	-						
Less: Operating Expenses	-	-	-	-	-	-						
Net Operating Income - Commercial	\$0.0	\$1.0	\$3.1	\$2.6	\$1.9	\$0.0						
Annual NOI Sub-Total	\$0.0	\$1.0	\$3.1	\$2.6	\$1.9	\$0.0	\$0.0	\$0.8	\$0.0	\$0.0	\$0.0	
Market Value												
NOI - Income Generating Uses	\$0.0	\$1.0	\$3.1	\$2.6	\$1.9	\$0.0	\$0.0	\$0.8	\$0.0	\$0.0	\$0.0	
Gross Capitalized Value	-	12.5	36.1	30.6	22.5	-	-	11.5	-	-	-	
Less: Transaction Costs	-	(0.1)	(0.4)	(0.3)	(0.2)	-	-	(0.1)	-	-	-	
Net Capitalized Value	\$0.0	\$12.3	\$35.7	\$30.3	\$22.3	\$0.0	\$0.0	\$11.4	\$0.0	\$0.0	\$0.0	
Market Value (incl. Proceeds)	\$0.0	\$12.3	\$35.7	\$30.3	\$22.3	\$0.0	\$0.0	\$11.4	\$0.0	\$48.7	\$31.6	
Per SF or Unit	-	247	193	164	121	-	-	178,200	-	761,400	987,000	
Residual Land Value Analysis												
Gross Market Value	\$0.0	\$12.3	\$35.7	\$30.3	\$22.3	\$0.0	\$0.0	\$11.4	\$0.0	\$48.7	\$31.6	
Less: Total Development Costs	-	(7.5)	(38.9)	(35.5)	(34.4)	(2.0)	-	(7.4)	-	(21.7)	(13.5)	
Less: Developer Profit	-	(1.5)	(5.4)	(4.5)	(3.3)	-	-	(1.4)	-	(8.8)	(5.7)	
Residual Land Value	\$0.0	\$3.3	(\$8.6)	(\$9.8)	(\$15.4)	(\$2.0)	\$0.0	\$2.6	\$0.0	\$18.3	\$12.4	
Surplus/(Gap) per Land SF	-	14	(37)	(42)	(67)	(9)	-	11	-	79	54	

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-30: Disposition Scenario Residual Land Value Analysis – Jackson

Cost/Revenue Items	RETAIL		OFFICE		INDUSTRIAL		RESIDENTIAL					
	Use Alternative --> Big Box	Shopping Center	Medical Offices	General Office	R&D / Flex	Light Industrial	Rental Apartments	Senior Housing	Condos	TH or Denser SFR	For-Sale - SFR	
Development Costs (Million \$)												
Dired Development Costs	\$0.0	\$3.0	\$18.2	\$16.9	\$16.3	\$3.0	\$0.0	\$0.0	\$0.0	\$0.0	\$4.8	
Tl's (Per Net SF) or FF&E's	-	0.4	1.8	1.2	1.2	0.4	-	-	-	-	0.3	
Parking	-	0.1	0.7	0.7	0.7	0.1	-	-	-	-	0.2	
Site Costs (Infra. & Demolition)	-	1.4	1.4	1.4	1.4	1.4	-	-	-	-	1.4	
Sub-Total: Hard Costs	\$0.0	\$5.0	\$22.1	\$20.2	\$19.5	\$5.0	\$0.0	\$0.0	\$0.0	\$0.0	\$6.8	
Indirect Costs	-	1.0	4.4	4.0	3.9	1.0	-	-	-	-	1.4	
Property Taxes During Construction	-	0.0	0.2	0.1	0.1	0.0	-	-	-	-	0.0	
Finance Fees/Loan Points	-	0.1	0.4	0.3	0.3	0.1	-	-	-	-	0.1	
Construction Loan Interest	-	0.2	0.8	0.7	0.7	0.2	-	-	-	-	0.2	
Sub-Total: Soft Costs	\$0.0	\$1.3	\$5.7	\$5.2	\$5.1	\$1.3	\$0.0	\$0.0	\$0.0	\$0.0	\$1.8	
Development Costs	\$0.0	\$6.3	\$27.8	\$25.4	\$24.6	\$6.3	\$0.0	\$0.0	\$0.0	\$0.0	\$8.5	
All-In Per Building SF	-	156	214	195	189	156	-	-	-	-	187	
All-In Per Residential Unit	-	-	-	-	-	-	-	-	-	-	448,100	
Operating Revenue/Sale Proceeds												
Condominiums - Avg Sales Price									\$	-	\$	960,000
Number of Units									-	-	-	19
Gross Sale Proceeds									\$	-	\$	18.2
Less: Marketing Expenses									-	-	-	(1.1)
Net Sales Proceeds									\$	-	\$	17.1
Apartments - Avg Monthly Rent												
Number of Units									-	-	-	-
Annual Gross Revenue									\$0.0	\$0.0	-	-
Less: Vacancy									-	-	-	-
Less: Operating Expenses									-	-	-	-
Net Operating Income - Apartments									\$0.0	\$0.0	-	-
Commercial - Average Monthly Rent									\$	-	\$	2.00
Net Square Feet	0	40,000	117,000	117,000	117,000	40,000						
Annual Gross Revenue (Million \$)	\$0.0	\$1.0	\$1.7	\$1.4	\$1.2	\$0.3						
Less: Vacancy	-	(0.0)	(0.1)	(0.1)	(0.1)	(0.0)						
Less: Operating Expenses	-	-	-	-	-	-						
Net Operating Income - Commercial	\$0.0	\$0.9	\$1.6	\$1.3	\$1.1	\$0.3						
Annual NOI Sub-Total	\$0.0	\$0.9	\$1.6	\$1.3	\$1.1	\$0.3	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	
Market Value												
NOI - Income Generating Uses	\$0.0	\$0.9	\$1.6	\$1.3	\$1.1	\$0.3	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	
Gross Capitalized Value	-	11.4	18.4	15.4	13.5	3.0	-	-	-	-	-	
Less: Transaction Costs	-	(0.1)	(0.2)	(0.2)	(0.1)	(0.1)	-	-	-	-	-	
Net Capitalized Value	\$0.0	\$11.3	\$18.2	\$15.2	\$13.3	\$3.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	
Market Value (incl. Proceeds)	\$0.0	\$11.3	\$18.2	\$15.2	\$13.3	\$3.0	\$0.0	\$0.0	\$0.0	\$0.0	\$17.1	
Per SF or Unit	-	282	140	117	102	74	-	-	-	-	902,400	
Residual Land Value Analysis												
Gross Market Value	\$0.0	\$11.3	\$18.2	\$15.2	\$13.3	\$3.0	\$0.0	\$0.0	\$0.0	\$0.0	\$17.1	
Less: Total Development Costs	-	(6.3)	(27.8)	(25.4)	(24.6)	(6.3)	-	-	-	-	(8.5)	
Less: Developer Profit	-	(1.4)	(2.7)	(2.3)	(2.0)	(0.4)	-	-	-	-	(3.1)	
Residual Land Value	\$0.0	\$3.7	(\$12.3)	(\$12.5)	(\$13.3)	(\$3.6)	\$0.0	\$0.0	\$0.0	\$0.0	\$5.5	
Surplus/(Gap) per Land SF	-	18	(60)	(61)	(65)	(18)	-	-	-	-	27	

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-31: Reuse Scenario Annual and Net Capitalized Lease Revenues to PUSD

Reuse Options	Field 1	Norma Coombs 2	San Rafael 3	Loma Alta 4	Ed Center 6	Allendale 7	Linda Vista 8	Aveson/ Noyes 9	Audobon 10	Edison 11/12	Hodges Daycare 13	Burbank 14	Roosevelt 15	Jackson 16
NNN Lease Rate - Per Bldg SF														
Private School	2.00	2.00	2.00	1.00	2.00	1.75	2.25	2.00	1.25	1.00	n.a.	1.75	1.00	1.00
Charter School	1.00	1.00	1.00	0.50	1.00	0.88	1.13	1.00	0.63	0.50	n.a.	0.88	0.50	0.50
Pre-K / DayCare	2.50	2.50	2.50	1.25	2.65	2.25	2.65	2.25	1.50	1.25	1.00	1.75	1.00	1.50
Retail	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.	n.a.
Office	1.10	1.10	n.a.	n.a.	1.40	n.a.	1.00	n.a.	n.a.	n.a.	1.00	n.a.	1.10	0.75
Specialty Office	1.30	1.30	n.a.	n.a.	1.75	n.a.	1.25	n.a.	n.a.	n.a.	1.20	n.a.	1.30	1.00
Light Industrial	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	0.50	n.a.	0.60	0.40
R&D Campus / Flex	1.00	1.00	n.a.	n.a.	1.10	n.a.	0.80	n.a.	n.a.	n.a.	0.60	n.a.	0.80	0.70
Church or Other uses	1.00	1.00	n.a.	n.a.	1.00	n.a.	1.00	n.a.	n.a.	1.00	n.a.	1.00	1.00	1.00
Existing Improvements	35,350	24,792	24,531	30,751	70,000	18,265	18,970	19,087	23,612	19,417	13,500	27,990	27,893	36,525
Efficiency Factor	100.0%	100.0%	80.0%	100.0%	80.0%	100.0%	100.0%	100.0%	100.0%	90.0%	90.0%	100.0%	90.0%	90.0%
Est. Net Rentable Area	35,350	24,792	19,625	30,751	56,000	18,265	18,970	19,087	23,612	17,475	12,150	27,990	25,104	32,873
Annual Lease Revenues (\$ 000)														
Private School	\$ 720.0	\$ 595.0	\$ 471.0	\$ 360.0	\$ 720.0	\$ 383.6	\$ 512.2	\$ 458.1	\$ 354.2	\$ 209.7	\$ -	\$ 587.8	\$ 301.2	\$ 360.0
Charter School	360.0	297.5	235.5	180.0	360.0	191.8	256.1	229.0	177.1	104.8	-	293.9	150.6	180.0
Pre-K / DayCare	300.0	300.0	300.0	150.0	318.0	270.0	318.0	270.0	180.0	150.0	120.0	210.0	120.0	180.0
Retail	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Office	466.6	327.3	-	-	940.8	-	227.6	-	-	-	145.8	-	331.4	295.9
Specialty Office	551.5	386.8	-	-	1,176.0	-	284.6	-	-	-	175.0	-	391.6	394.5
Light Industrial	-	-	-	-	-	-	-	-	-	-	72.9	-	180.7	157.8
R&D Campus / Flex	424.2	297.5	-	-	739.2	-	182.1	-	-	-	87.5	-	241.0	276.1
Church or Other uses	420.0	297.5	-	-	420.0	-	227.6	-	-	209.7	-	335.9	301.2	394.5
Gross Capitalized Lease Value @ 6.00% (Million \$)														
Private School	\$ 12.0	\$ 9.9	\$ 7.8	\$ 6.0	\$ 12.0	\$ 6.4	\$ 8.5	\$ 7.6	\$ 5.9	\$ 3.5	\$ -	\$ 9.8	\$ 5.0	\$ 6.0
Charter School	6.0	5.0	3.9	3.0	6.0	3.2	4.3	3.8	3.0	1.7	-	4.9	2.5	3.0
Pre-K / DayCare	5.0	5.0	5.0	2.5	5.3	4.5	5.3	4.5	3.0	2.5	2.0	3.5	2.0	3.0
Retail	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Office	7.8	5.5	-	-	15.7	-	3.8	-	-	-	2.4	-	5.5	4.9
Specialty Office	9.2	6.4	-	-	19.6	-	4.7	-	-	-	2.9	-	6.5	6.6
Light Industrial	-	-	-	-	-	-	-	-	-	-	1.2	-	3.0	2.6
R&D Campus / Flex	7.1	5.0	-	-	12.3	-	3.0	-	-	-	1.5	-	4.0	4.6
Church or Other uses	7.0	5.0	-	-	7.0	-	3.8	-	-	3.5	-	5.6	5.0	6.6
Net Capitalized Value (Million \$) (Less Leasing Commissions & Tenant Improvements)														
Private School	\$ 11.3	\$ 9.3	\$ 7.4	\$ 5.3	\$ 11.3	\$ 5.9	\$ 8.1	\$ 7.2	\$ 5.3	\$ 3.1	\$ -	\$ 9.1	\$ 4.4	\$ 5.3
Charter School	5.3	4.3	3.4	2.3	5.3	2.7	3.8	3.3	2.4	1.3	-	4.2	1.9	2.3
Pre-K / DayCare	4.8	4.8	4.8	2.3	5.1	4.3	5.1	4.3	2.8	2.3	1.8	3.3	1.8	2.8
Retail	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Office	6.4	4.5	-	-	13.5	-	2.8	-	-	-	1.9	-	4.5	3.6
Specialty Office	6.7	4.7	-	-	15.7	-	2.9	-	-	-	2.1	-	4.8	4.3
Light Industrial	-	-	-	-	-	-	-	-	-	-	1.0	-	2.6	2.1
R&D Campus / Flex	6.2	4.3	-	-	10.7	-	2.6	-	-	-	1.2	-	3.4	3.8
Church or Other uses	5.6	4.0	-	-	5.6	-	3.0	-	-	2.8	-	4.5	4.0	5.3
Highest Reuse Value	\$ 11.3	\$ 9.3	\$ 7.4	\$ 5.3	\$ 15.7	\$ 5.9	\$ 8.1	\$ 7.2	\$ 5.3	\$ 3.1	\$ 2.1	\$ 9.1	\$ 4.8	\$ 5.3

VII. Appendix : Section III – Financial Analysis

Appendix Exhibit III-32: Reuse Scenario Supplement – TI's and Leasing Commissions by Site

Reuse Options	Field 1	Norma Coombs 2	San Rafael 3	Loma Alta 4	Ed Center 6	Allendale 7	Linda Vista 8	Aveson/ Noyes 9	Audobon 10	Edison 11/12	Hodges Daycare 13	Burbank 14	Roosevelt 15	Jackson 16
Leasing Commissions per SF														
Private School	\$ 9.75	\$ 9.75	\$ 9.75	\$ 9.75	\$ 9.75	\$ 9.75	\$ 9.75	\$ 9.75	\$ 9.75	\$ 9.75	\$ 9.75	\$ 9.75	\$ 9.75	\$ 9.75
Charter School	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75
Pre-K / DayCare	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75
Retail	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75
Office	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75
Specialty Office	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75
Light Industrial	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75
R&D Campus / Flex	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75
Church or Other uses	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75	9.75
Gross Leasing Commissions (\$ 000)														
Private School	\$ 292.5	\$ 241.7	\$ 191.3	\$ 292.5	\$ 292.5	\$ 178.1	\$ 185.0	\$ 186.1	\$ 230.2	\$ 170.4	\$ -	\$ 272.9	\$ 244.8	\$ 292.5
Charter School	292.5	241.7	191.3	292.5	292.5	178.1	185.0	186.1	230.2	170.4	-	272.9	244.8	292.5
Pre-K / DayCare	97.5	97.5	97.5	97.5	97.5	97.5	97.5	97.5	97.5	97.5	97.5	97.5	97.5	97.5
Retail	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Office	344.7	241.7	-	-	546.0	-	185.0	-	-	-	118.5	-	244.8	320.5
Specialty Office	344.7	241.7	-	-	546.0	-	185.0	-	-	-	118.5	-	244.8	320.5
Light Industrial	-	-	-	-	-	-	-	-	-	-	118.5	-	244.8	320.5
R&D Campus / Flex	344.7	241.7	-	-	546.0	-	185.0	-	-	-	118.5	-	244.8	320.5
Church or Other uses	341.3	241.7	-	-	341.3	-	185.0	-	-	170.4	-	272.9	244.8	320.5
Tenant Improvements per SF														
Private School	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ 15.00	\$ -	\$ 15.00	\$ 15.00	\$ 15.00
Charter School	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	-	15.00	15.00	15.00
Pre-K / DayCare	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00
Retail	15.00	15.00	-	-	15.00	15.00	30.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00
Office	30.00	30.00	-	-	30.00	-	45.00	-	-	-	30.00	-	30.00	30.00
Specialty Office	60.00	60.00	-	-	60.00	-	90.00	-	-	-	60.00	-	60.00	60.00
Light Industrial	5.00	-	-	-	-	-	-	-	-	-	5.00	-	5.00	5.00
R&D Campus / Flex	15.00	15.00	-	-	20.00	-	15.00	-	-	-	15.00	-	15.00	15.00
Church or Other uses	30.00	30.00	-	-	30.00	-	30.00	-	-	30.00	-	30.00	30.00	30.00
Gross Tenant Improvements (\$ 000)														
Private School	\$ 450.0	\$ 371.9	\$ 294.4	\$ 450.0	\$ 450.0	\$ 274.0	\$ 284.6	\$ 286.3	\$ 354.2	\$ 262.1	\$ -	\$ 419.8	\$ 376.6	\$ 450.0
Charter School	450.0	371.9	294.4	450.0	450.0	274.0	284.6	286.3	354.2	262.1	-	419.8	376.6	450.0
Pre-K / DayCare	150.0	150.0	150.0	150.0	150.0	150.0	150.0	150.0	150.0	150.0	150.0	150.0	150.0	150.0
Retail	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Office	1,060.5	743.8	-	-	1,680.0	-	853.7	-	-	-	364.5	-	753.1	986.2
Specialty Office	2,121.0	1,487.5	-	-	3,360.0	-	1,707.3	-	-	-	729.0	-	1,506.2	1,972.4
Light Industrial	-	-	-	-	-	-	-	-	-	-	60.8	-	125.5	164.4
R&D Campus / Flex	530.3	371.9	-	-	1,120.0	-	284.6	-	-	-	182.3	-	376.6	493.1
Church or Other uses	1,050.0	743.8	-	-	1,050.0	-	569.1	-	-	524.2	-	839.7	753.1	986.2

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