



3019 FILBERT ST. OAKLAND, CA
AFFORDABLE HOUSING (10 UNITS-FOR SALE)

\$10,123,000 Total Costs

\$4,973,000 Gap Contribution

\$5,150,000 Sales to occupants

Oakland, CA



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Investment Overview

- Richmond Neighborhood Housing Services (the Sponsor) is seeking **\$4,973,000** of Gap Financing to fund the difference between total development costs and total sales proceeds for construction of 10 affordable 3 bedroom for-sale townhomes with attached ADUs at 3019 Filbert St, Oakland CA.

FINANCING		
	Total	Per Unit
Construction Debt replaced by occupant mortgages	\$5,150,000	\$515,000
Gap Financing	\$4,973,000	\$497,300
Total Sources	\$10,123,000	\$1,012,000

- Project Costs total \$10,123,000 and are shown by line item in the section on costs on page 6.
- Units will be sold to ***first time homebuyers*** with incomes between 80% and 120% of area median area income (AMI for Oakland is \$111,700) at prices ranging from \$475,000 to \$540,000. The table below presents the range of sales prices and total sales resulting in an *average* price of \$515,000. Income levels for buyers by family size are shown on page 8.

Development Plan	# of Units	Net SF	\$/SF-sale price	Sale Price/unit	Total Sales Price	AMI
3 BR-2B SF (ADU)	2	2,094	\$226.84	\$475,000	\$950,000	80%
3 BR-2B SF (ADU)	2	2,094	\$229.23	\$480,000	\$960,000	80%-100%
3 BR-2B SF (ADU)	6	2,094	\$257.88	\$540,000	\$3,240,000	120%
Totals:	10 Units	20,940 SF			\$5,150,000	
Averages:		2094 SF	\$245.94	\$515,000		

Investment Overview continued

- The architect for the project is NYUDesigns with Paul J. Nyulassie, principal for the project. (paul@modernprefabhouse.com)
- Cost estimates for the project are shown on page 6. They are the result of consultation between the architect and JS Builders, a large general contractor that agreed to provide technical support to the project.
- The Sponsor has existed since 1981 to address the needs of low-income families across the East Bay. Page 12 provides more background on the Sponsor.
- The Sponsor has secured preliminary construction loan commitments from the Community Bank of the Bay for the amount of projected sales for the 10 townhomes. As the units are sold, the construction loan will be paid down with mortgage and down-payment proceeds from buyers.

Location

- The site is located in West Oakland, CA approximately 1 mile from the Downtown Oakland 19th Street Bart Station, 1.5 miles from the West Oakland BART station and 1.5 miles from the Oakland Bay Bridge.



Site

- The Sponsor contracted to acquire the Site in July 2019. The Site is composed of 4 parcels as follows. A parcel merger map and ALTA Survey has been prepared and is available for review.
- The Site will be subdivided into 10 parcels, one for each house.
- The Sponsor has conducted a Phase I environmental investigation on the Site showing not need for further environmental analysis



Project Costs

Project Cost estimates are shown below.

PROJECT COSTS				
	BASIS	Budget	Per Unit	\$/total sf
Construction GMP Estimate	\$287 per SF	\$6,609,180	\$660,918	\$316
Escalation	2.50%	\$165,230	\$16,523	\$8
Hard Cost Contingency	8% of GMP costs	\$528,734	\$52,873	\$25
LAND	Acq. Cost	\$380,000	\$38,000	\$18
Municipal Fees and Allowances	\$120,500 per unit	\$1,205,000	\$120,500	\$58
Legal	Estimate	\$20,000	\$2,000	\$1
Land Closing Costs/commissions	Estimate	\$20,000	\$2,000	\$1
Design & Engineering	2% of total hard costs	\$145,000	\$14,500	\$7
Developer Fee	% of Project Budget	\$0	\$0	\$0
Construction Management Fee	Estimate	\$50,000	\$5,000	\$2
Taxes	Estimate	\$24,000	\$2,400	\$1
Insurance	\$10,000 per unit	\$100,000	\$10,000	\$5
Construction Loan Origination/Extent	1.50% of loan amount	\$167,388	\$16,739	\$8
Construction Interest	4.50% of loan amount	\$430,425	\$43,043	\$21
City of Oakland community vision loan repayment	128,000 City of Oakland+\$50,000	\$178,000	\$17,800	\$9
Additional Contingency	Estimate	\$100,000	\$10,000	\$5
Total Project Cost		\$10,123,000	\$1,012,000	

*RNHS is foregoing Developer’s Fee to help offset the financing gap to move this project forward

Project Schedule

3019 FILBERT ST	
Receive Preliminary Support From Planning	45 Days
Receipt of Entitlement	6-8 Months
File for Building Permit	2-4 Months
Start Construction	Tentative for April 2022

Sale of units—(This section may benefit from a mortgage price calculator that shows derivation of purchase prices)

- The Sponsor maintains a list of eligible *first-time* homebuyers that are qualified to purchase the 10 townhomes in the 3019 Filbert project. Homebuyers must have incomes between 80% and 120% of income and will qualify for funding available to the Sponsor for a downpayment. Income levels for the buyers are shown in the table below.

2020 Income Limits
City of Oakland Housing and Community Development Department
Effective Date: HOME Income & Rent Limits - 7/1/2020;
Sec 8 FMRs - 10/1/2019; TCAC - 4/1/2020; CA HCD - 5/6/2019; NSP - 6/28/2019

INCOME LIMITS, ADJUSTED FOR HOUSEHOLD SIZE								
INCOME LEVEL	One Person	Two Person	Three Person	Four Person	Five Person	Six Person	Seven Person	Eight Person
80% of Area Median Income (CDBG Moderate) (Low Income)	\$73,100	\$83,550	\$94,000	\$104,400	\$112,800	\$121,150	\$129,500	\$137,850
100% of Area Median Income (Median Income)	\$83,450	\$95,350	\$107,300	\$119,200	\$128,750	\$138,250	\$147,800	\$157,350
120% of Area Median Income	\$109,600	\$125,300	\$140,950	\$156,600	\$169,150	\$181,650	\$194,200	\$206,700

Conceptual Rendering of Planned Development



FRONT PERSPECTIVE

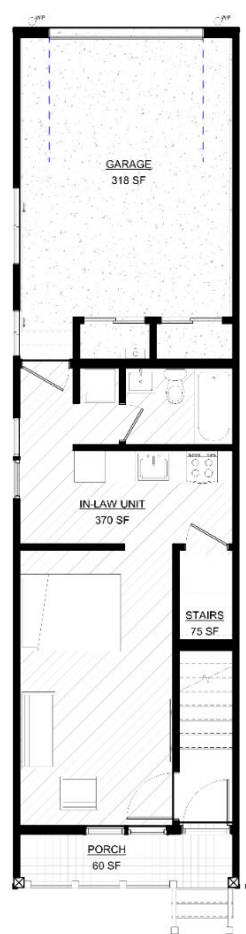
SCALE



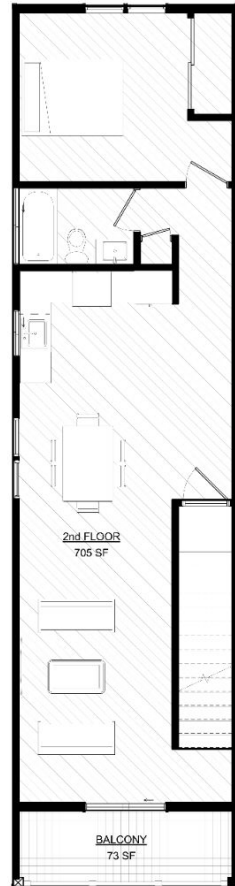
REAR PERSPECTIVE

SCALE

Conceptual Rendering of Floor Plans



- 3rd FLOOR
- 2nd FLOOR
- BALCONY
- GARAGE
- IN-LAW UNIT
- PORCH
- STAIRS



PROJECT TABULATION

ADDRESS:	3019 FILBERT STREET OAKLAND, CA 94608
APN:	5-466-19 5-466-20 5-466-21 5-466-22
TOTAL SIZE:	17,500 SF
ZONING:	RM-2
OCCUPANCY:	
FIRE ZONE:	NO
SEISMIC ZONE:	
STORIES:	3
CONSTRUCTION TYPE:	VB
SETBACKS:	
FRONT	20 FT
SIDE	5 FT
SIDE	0 LOT LINE
REAR (15' ALLOWED)	24 FT
MAX HEIGHT	33 FT
BUILDING CONDITIONED LIVING AREA:	
ENTRY	75 SF
IN-LAW UNIT AREA	370 SF
2nd LEVEL AREA	705 SF
3rd LEVEL AREA	793 SF
UNITS (EACH)	1,943 SF
TOTAL (10) UNITS	19,430 SF
OPEN SPACE	
(LOT 1 & 10 @ 2,000 SF LOT)	1,733 SF
	86.7%
(LOT 2 - 9 @ 1,500 SF LOT)	793 SF
	52.9%
F.A.R.	
FLOOR AREA	1,943 SF
(LOT 1 & 10 @ 2,000 SF LOT)	42.2 %
(LOT 2 - 9 @ 1,500 SF LOT)	56.2%
<small>EXCEPT TOTAL FLOOR AREA OF SIZE X 100</small>	
PARKING	
GARAGE PARKING	10
SHARED ON SITE PARKING	5
ADA PARKING	1
TOTAL PARKING	16
REQUESTING (2) PARKING REDUCTION DUE TO LOCAL TRANSIT PROXIMITY.	
SCOPE OF WORK	
(10) TEN ROW HOMES	
WITH ATTACHED JUNIOR IN-LAW UNIT -	
MINI LOT DEVELOPMENT	
AFFORDABLE HOUSING WITH DENSITY BONUS	
(PER CHAPTER 17.107 OF THE PLANNING CODE)	

Sponsor—Richmond Neighborhood Housing Services

 12972 San Pablo Ave.,
Richmond, CA 94805

 510.237.6459

 visit us at www.richmondnhs.org

Richmond Neighborhood Housing Services Inc. (RNHS) has worked to strengthen low-income families and neighborhoods by providing affordable rentals to families, financial literacy and advocating for homeownership in communities the organization serves.

Founded by a dedicated group of low-income Richmond residents, RNHS was established to address the adverse effects of systemic segregation, redlining, disinvestment and blight.

Today, RNHS has grown to serve the needs of over 7,500 families across the East Bay. RNHS continues to work for a more just and equitable society. RNHS is a HUD-approved Housing Counseling Agency. To further our goal of offering high quality financial education, single family home purchase and increase affordable housing throughout the East Bay counties, (In 2016) RNHS opened a satellite office in Oakland to support the efforts of the Oakland Down Payment Assistance program and other Bay Area affordable housing initiatives.

Affordable Housing Advocacy:

RNHS works closely with city, county, regional and federal agencies addressing affordable housing issues in the community. RNHS was instrumental in influencing Richmond's housing policies that included zoning for the City of Richmond Accessory Dwelling Units, Junior Dwelling Units, the Fair Chance Housing Ordinance, and the Mayor's Housing Strategy. RNHS has participated in Freddie Mac and Fannie Mae Duty to Serve hearings, listening sessions for the Consumer Financial Protection Bureau and often invited to attend CRA and housing policy meetings.

Property Management:

RNHS is a scattered site property owner/manager; owning a number of single family homes and small multifamily properties. A unique model for a nonprofit housing organization.

Asset Management:

RNHS is an important resource to future homeowners by providing down payment assistance; and continues to manage a revolving loan fund; looking to distribute additional dollars to future home buyers.

Homeownership:

RNHS launched its Changing the Narrative of Home Ownership Campaign in 2017 highlighting the options available to First Time Homebuyers. RNHS is a Community Partner for the FHLB, WISH and IDEA program(s) administered by Mechanics Bank and works closely with local housing authorities supporting the Section 8 Home Choice Voucher Program.

Financial Education:

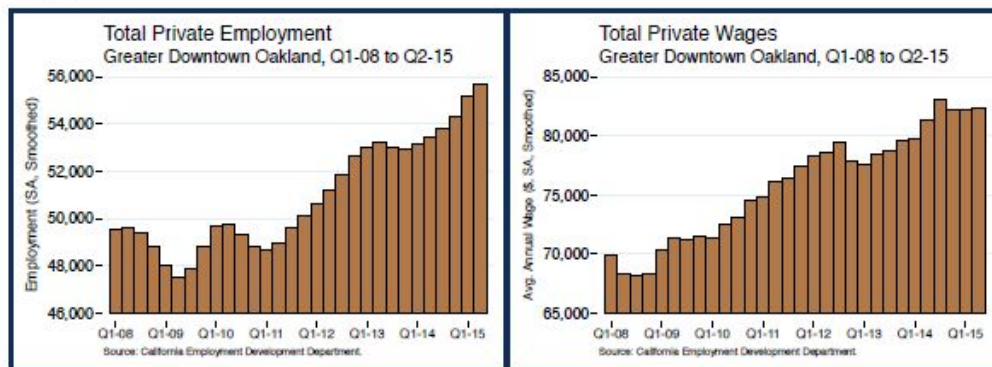
As a HUD approved housing counseling agency, RNHS provides Pre-Purchase Workshops, Pre-Purchase Counseling, Foreclosure Mitigation, Rental Counseling and Post-Purchase Counseling.

Oakland MSA Single Family Market Overview

- **Oakland Overview**

- Oakland, with a population of 414,000, is centrally located in the vibrant San Francisco Bay Area which registered job growth that more than doubled the national average last year. Downtown Oakland, in particular, has experienced significant growth in both total employment and total wages as shown in the graphs below a report by Beacon Economics on Economic Trends in Downtown Oakland.

Employment Trends



- The median price for existing single family homes in the Oakland MSA was \$775,500 in 1Q 2016, according to Marcus and Millichap, 8.3% more than the previous year. In 2016, Urban Institute reported Black homeownership rate was 31.2% compared to white homeownership rate of 61% in Oakland, with a homeownership gap of 29.8%. According to the U.S. Department of Housing and Urban Development, the market's median family income was \$92,900, an increase of 5.0% from the prior year. When combining median home price, median family income, interest rates, and the loan-to-price ratio into the housing affordability index, the Oakland MSA ranks as the 199th most affordable single family market out of the 211 markets measured nationwide. This will lead to continued demand for rental housing and will cause the market to realize above average rent growth in the near term.

