

**Table 1
Estimated Unit Cost by Type
City of San Mateo Below Market Housing Policy Analysis, EPS #181100**

	Rental 4-6 Stories, Wood- Frame + Podium Parking	Rental 4-6 Stories, Wood- Frame Wrap	Ownership 4-6 Stories, Wood- Frame + Podium Parking	Ownership Townhomes	Denser Rental 4- 6 Stories, Wood- Frame + Podium Parking
Development Program Assumptions [1]					
Base Density/Acre	50	50	50	24	100
Gross Unit Size	1,200	1,200	1,200	1,350	950
Net Unit Size	1,000	1,000	1,000	1,350	800
Number of Bedrooms	2	2	2	2	1
Number of Persons per Unit [2]	3	3	3	3	2
Parking Spaces/Unit	1.5	1.5	1.5	1.5	1.5
Cost Assumptions					
Direct Costs					
Direct Construction Costs/Gross SF [3]	\$300	\$300	\$315	\$285	\$315
Direct Construction Costs/Unit	\$360,000	\$360,000	\$378,000	\$384,750	\$299,250
Parking Construction Costs/Space	\$50,000	\$40,000	\$50,000	included	\$50,000
Parking Construction Costs/Unit	\$75,000	\$60,000	\$75,000	included	\$75,000
Subtotal, Direct Costs/Unit	\$435,000	\$420,000	\$453,000	\$384,750	\$374,250
Indirect Costs as a % of Direct Costs [4]					
Indirect Costs/Unit	35%	35%	35%	35%	35%
	\$152,250	\$147,000	\$158,550	\$134,663	\$130,988
Total Cost/Unit without Land	\$587,250	\$567,000	\$611,550	\$519,413	\$505,238
Land/Acre [5]	\$8,015,040	\$8,015,040	\$8,015,040	\$8,015,040	\$8,015,040

[1] Density assumption provided by City of San Mateo. Number of units, unit sizes, and average number of parking spaces informed by recently built units (2015-2018) in San Mateo.

[2] An average of 3 persons is used for this analysis based on Census data indicating the average family size in San Mateo is approximately 3 persons, and State law (Health and Safety Code Section 50052.5) indicates that a 2-bedroom unit should be assumed to be occupied by a 3-person household. 2 persons for the 1-bedroom prototype.

[3] Includes costs for architecture and engineering; entitlement and fees; project management; appraisal and market study; marketing, commissions, and general administration; financing and charges; insurance; developer fee and contingency.

[4] Includes on-site work, offsite work, vertical construction, general requirements, overhead and developer fees. Based on a 2018 application for a multifamily development in San Mateo. EPS assumes ownership units have higher levels of finish (lighting, appliances, etc.) that increase costs by \$15/sq.ft. compared to similar rentals. Townhome cost is derived from the proportional cost to a multifamily unit per RSMMeans.

[5] Based on the appraisal of the Bay Meadows site at 2775 South Delaware Street and its comparables, dated June 14, 2018. Land cost per unit varies by inclusionary requirement based on City's Density Bonus Ordinance.

Source: City of San Mateo; CoStar; Redfin; Economic & Planning Systems, Inc.

Table 2
HUD Income Limits
City of San Mateo Below Market Housing Policy Analysis, EPS #181100

Affordability Category	Percentage of County Median	2019 Max Income 3-person household	2019 Max Income 2-person household
Very Low Income (VLI - 50)	50%	\$61,550	\$54,725
Low Income (LI - 60)	60%	\$73,860	\$65,670
Low Income (LI - 70)	70%	\$86,170	\$76,615
Low Income (LI - 80)	80%	\$98,480	\$87,560
Median Income (Mod - 100)	100%	\$123,100	\$109,450
Moderate Income (Mod - 110)	110%	\$135,410	\$120,395
Above Moderate Income (AMod - 135)	135%	\$166,185	\$147,758

[1] Per City policy, maximum incomes and associated rents are based on the mathematical proportion of median income (e.g., actually 60% of median income), whereas HCD's income limits do not always conform to these mathematical proportions.

Source: State of CA HCD; City of San Mateo; Economic & Planning Systems, Inc.

Table 3
Estimated Unit Values by Type and Income Level - Rental/Podium
City of San Mateo Below Market Housing Policy Analysis, EPS #181100

Item	Market Rate	Moderate Income (110% of AMI)	Median Income (100% of AMI)	Low Income (80% of AMI)	Low Income (70% of AMI)	Low Income (60% of AMI)	Very Low Income (50% of AMI)	Very Low Income (45% of AMI)
Income Limit [1]	N/A	\$135,410	\$123,100	\$98,480	\$86,170	\$73,860	\$61,550	\$55,395
Total Annual Housing Costs at 30% of Income	N/A	\$40,623	\$36,930	\$29,544	\$25,851	\$22,158	\$18,465	\$16,619
Less Utility Costs/Year [2]	N/A	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
Annual Rent	\$55,200	\$38,223	\$34,530	\$27,144	\$23,451	\$19,758	\$16,065	\$14,219
Monthly Rent	\$4,600	\$3,185	\$2,878	\$2,262	\$1,954	\$1,647	\$1,339	\$1,185
Operating Expenses per Unit/Year [3]	\$13,800	\$11,000	\$11,000	\$11,000	\$11,000	\$11,000	\$11,000	\$11,000
Vacancy	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Net Operating Income	\$39,330	\$25,862	\$22,354	\$15,337	\$11,828	\$8,320	\$4,812	\$3,058
Capitalization Rate	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%
Apartment Unit Value	\$874,000	\$574,708	\$496,744	\$340,818	\$262,854	\$184,891	\$106,928	\$67,946
Development Cost of Affordable Unit before Land Cost		\$587,250	\$587,250	\$587,250	\$587,250	\$587,250	\$587,250	\$587,250
Land Cost [4]		\$117,868	\$117,868	\$117,868	\$117,868	\$117,868	\$117,868	\$117,868
Total Development Cost of Affordable Unit		\$705,118	\$705,118	\$705,118	\$705,118	\$705,118	\$705,118	\$705,118
Affordability Gap [5]		\$130,410	\$208,374	\$364,300	\$442,264	\$520,227	\$598,190	\$637,172

[1] Market rate rent informed by CoStar survey of 2-bedroom units in developments built 2015-2018 in San Mateo. BMR unit rents informed by 2019 income limits for San Mateo County as determined by HUD, State of CA HUD, and County of San Mateo.

[2] 2018 utility allowance schedule for San Mateo County. Assumes natural gas heating and cooking.

[3] Operating expenses assume 25% of rental income for market rate and a per-unit estimate from a 2018 CTCAC application for a proposed development in San Mateo for BMR.

[4] Assumes affordable housing projects funded by proceeds of this program would be 100% affordable and therefore qualify for the maximum density bonus.

[5] Affordability gap equals the subsidy required to construct this type of unit and offer it at the prescribed affordable price.

Sources: CoStar; Redfin; Economic & Planning Systems, Inc.

Table 4
Estimated Unit Values by Type and Income Level - Rental/Wrap
City of San Mateo Below Market Housing Policy Analysis, EPS #181100

Item	Market Rate	Moderate Income (110% of AMI)	Median Income (100% of AMI)	Low Income (80% of AMI)	Low Income (70% of AMI)	Low Income (60% of AMI)	Very Low Income (50% of AMI)	Very Low Income (45% of AMI)
Income Limit [1]	N/A	\$135,410	\$123,100	\$98,480	\$86,170	\$73,860	\$61,550	\$55,395
Total Annual Housing Costs at 30% of Income	N/A	\$40,623	\$36,930	\$29,544	\$25,851	\$22,158	\$18,465	\$16,619
Less Utility Costs/Year [2]	N/A	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
Annual Rent	\$55,200	\$38,223	\$34,530	\$27,144	\$23,451	\$19,758	\$16,065	\$14,219
Monthly Rent	\$4,600	\$3,185	\$2,878	\$2,262	\$1,954	\$1,647	\$1,339	\$1,185
Operating Expenses per Unit/Year [3]	\$13,800	\$11,000	\$11,000	\$11,000	\$11,000	\$11,000	\$11,000	\$11,000
Vacancy	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Net Operating Income	\$39,330	\$25,862	\$22,354	\$15,337	\$11,828	\$8,320	\$4,812	\$3,058
Capitalization Rate	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%
Apartment Unit Value	\$874,000	\$574,708	\$496,744	\$340,818	\$262,854	\$184,891	\$106,928	\$67,946
Development Cost of Affordable Unit before Land Cost		\$567,000	\$567,000	\$567,000	\$567,000	\$567,000	\$567,000	\$567,000
Land Cost [4]		\$117,868	\$117,868	\$117,868	\$117,868	\$117,868	\$117,868	\$117,868
Total Development Cost of Affordable Unit		\$684,868	\$684,868	\$684,868	\$684,868	\$684,868	\$684,868	\$684,868
Affordability Gap [5]		\$110,160	\$188,124	\$344,050	\$422,014	\$499,977	\$577,940	\$616,922

[1] Market rate rent informed by CoStar survey of 2-bedroom units in developments built 2015-2018 in San Mateo. BMR unit rents informed by 2019 income limits for San Mateo County as determined by HUD, State of CA HUD, and County of San Mateo.

[2] 2018 utility allowance schedule for San Mateo County. Assumes natural gas heating and cooking.

[3] Operating expenses assume 25% of rental income for market rate and a per-unit estimate from a 2018 CTCAC application for a proposed development in San Mateo for BMR.

[4] Assumes affordable housing projects funded by proceeds of this program would be 100% affordable and therefore qualify for the maximum density bonus.

[5] Affordability gap equals the subsidy required to construct this type of unit and offer it at the prescribed affordable price.

Sources: CoStar; Redfin; Economic & Planning Systems, Inc.

Table 5
Estimated Unit Values by Type and Income Level - Ownership/Podium
City of San Mateo Below Market Housing Policy Analysis, EPS #181100

Item	Market Rate [1]	Above Moderate Income (135% of AMI)	Moderate Income (110% of AMI)	Median Income (100% of AMI)	Low Income (80% of AMI)	Low Income (70% of AMI)	Low Income (60% of AMI)	Very Low Income (50% of AMI)
Household Income [2]	N/A	\$166,185	\$135,410	\$123,100	\$98,480	\$86,170	\$73,860	\$61,550
Income Available for Housing Costs/Year [3]	N/A	\$58,165	\$47,394	\$43,085	\$34,468	\$25,851	\$22,158	\$18,465
Less Annual HOA Fees and Insurance [4]	\$5,778	\$5,778	\$5,778	\$5,778	\$5,778	\$5,778	\$5,778	\$5,778
Less Property Taxes (1.12%) [5]	\$9,954	\$9,728	\$7,728	\$6,928	\$5,328	\$3,728	\$3,042	\$2,356
Income Available for Mortgage	N/A	\$42,659	\$33,888	\$30,379	\$23,363	\$16,346	\$13,339	\$10,331
Mortgage Interest Rate [6]	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%
Mortgage Repayment Period (years)	30	30	30	30	30	30	30	30
Down Payment [7]	\$177,757	\$173,717	\$137,999	\$123,712	\$95,138	\$66,564	\$54,318	\$42,071
Condominium Unit Value	\$888,784	\$868,584	\$689,995	\$618,560	\$475,689	\$332,818	\$271,588	\$210,357
Development Cost of Affordable Unit before Land Cost		\$611,550	\$611,550	\$611,550	\$611,550	\$611,550	\$611,550	\$611,550
Land Cost [8]		\$117,868	\$117,868	\$117,868	\$117,868	\$117,868	\$117,868	\$117,868
Total Development Cost of Affordable Unit		\$729,418	\$729,418	\$729,418	\$729,418	\$729,418	\$729,418	\$729,418
Affordability Gap [9]		\$0	\$39,423	\$110,859	\$253,729	\$396,600	\$457,830	\$519,061

[1] Market rate rent informed by CoStar survey of 2-bedroom units in developments built 2015-2018 in San Mateo.

[2] 2019 3-person household income limits for San Mateo County.

[3] Assumes 30% of income for BMR for-sale units at 70% of AMI or below, 35% of income for BMR units above 70% of AMI.

[4] Assumes HOA dues of \$400 per month and insurance costs at 0.11% of market unit value.

[5] Includes special assessment districts in addition to the base tax rate of 1.00%, and is applied to the effective cost per unit (respective of the income available for housing costs).

[6] Based on Freddie Mac primary mortgage market survey of conventional, conforming 30-year fixed rate mortgages over the last 10 years.

[7] Assumes a traditional 20% down payment.

[8] Assumes affordable housing projects funded by proceeds of this program would be 100% affordable and therefore qualify for the maximum density bonus.

[9] Affordability gap equals the subsidy required to construct this type of unit and offer it at the prescribed affordable price.

Sources: CoStar; Redfin; Economic & Planning Systems, Inc.

Table 6
Estimated Unit Values by Type and Income Level - Ownership/Townhome
City of San Mateo Below Market Housing Policy Analysis, EPS #181100

Item	Market Rate [1]	Above Moderate Income (135% of AMI)	Moderate Income (110% of AMI)	Median Income (100% of AMI)	Low Income (80% of AMI)	Low Income (70% of AMI)	Low Income (60% of AMI)	Very Low Income (50% of AMI)
Household Income [2]	N/A	\$166,185	\$135,410	\$123,100	\$98,480	\$86,170	\$73,860	\$61,550
Income Available for Housing Costs/Year [3]	N/A	\$58,165	\$47,394	\$43,085	\$34,468	\$25,851	\$22,158	\$18,465
Less Annual HOA Fees and Insurance [4]	\$6,166	\$6,166	\$6,166	\$6,166	\$6,166	\$6,166	\$6,166	\$6,166
Less Property Taxes (1.12%) [5]	\$13,913	\$9,656	\$7,656	\$6,856	\$5,256	\$3,655	\$2,970	\$2,284
Income Available for Mortgage	N/A	\$42,342	\$33,571	\$30,063	\$23,046	\$16,029	\$13,022	\$10,015
Mortgage Interest Rate [6]	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%
Mortgage Repayment Period (years)	30	30	30	30	30	30	30	30
Down Payment [7]	\$248,442	\$172,428	\$136,710	\$122,423	\$93,849	\$65,274	\$53,028	\$40,782
Townhome Unit Value	\$1,242,209	\$862,138	\$683,549	\$612,114	\$469,243	\$326,372	\$265,142	\$203,912
Development Cost of Affordable Unit before Land Cost		\$519,413	\$519,413	\$519,413	\$519,413	\$519,413	\$519,413	\$519,413
Land Cost [8]		\$333,960	\$333,960	\$333,960	\$333,960	\$333,960	\$333,960	\$333,960
Total Development Cost of Affordable Unit		\$853,373	\$853,373	\$853,373	\$853,373	\$853,373	\$853,373	\$853,373
Affordability Gap [9]		\$0	\$169,823	\$241,259	\$384,129	\$527,000	\$588,231	\$649,461

[1] Market rate rent informed by CoStar survey of 2-bedroom units in developments built 2015-2018 in San Mateo.

[2] 2019 3-person household income limits for San Mateo County.

[3] Assumes 30% of income for BMR for-sale units at 70% of AMI or below, 35% of income for BMR units above 70% of AMI.

[4] Assumes HOA dues of \$400 per month and insurance costs at 0.11% of market unit value.

[5] Includes special assessment districts in addition to the base tax rate of 1.00%, and is applied to the effective cost per unit (respective of the income available for housing costs).

[6] Based on Freddie Mac primary mortgage market survey of conventional, conforming 30-year fixed rate mortgages over the last 10 years.

[7] Assumes a traditional 20% down payment.

[8] Affordability gap equals the subsidy required to construct this type of unit and offer it at the prescribed affordable price.

Sources: CoStar; Redfin; Economic & Planning Systems, Inc.

**Table 7
Estimated Unit Values by Type and Income Level - Denser Rental/Podium
City of San Mateo Below Market Housing Policy Analysis, EPS #181100**

Item	Market Rate	Moderate Income (110% of AMI)	Median Income (100% of AMI)	Low Income (80% of AMI)	Low Income (70% of AMI)	Low Income (60% of AMI)	Very Low Income (50% of AMI)	Very Low Income (45% of AMI)
Income Limit [1]	N/A	\$120,395	\$109,450	\$87,560	\$76,615	\$65,670	\$54,725	\$49,253
Total Annual Housing Costs at 30% of Income	N/A	\$36,119	\$32,835	\$26,268	\$22,985	\$19,701	\$16,418	\$14,776
Less Utility Costs/Year [2]	N/A	\$1,980	\$1,980	\$1,980	\$1,980	\$1,980	\$1,980	\$1,980
Annual Rent	\$46,800	\$34,139	\$30,855	\$24,288	\$21,005	\$17,721	\$14,438	\$12,796
Monthly Rent	\$3,900	\$2,845	\$2,571	\$2,024	\$1,750	\$1,477	\$1,203	\$1,066
Operating Expenses per Unit/Year [3]	\$11,700	\$11,000	\$11,000	\$11,000	\$11,000	\$11,000	\$11,000	\$11,000
Vacancy	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
Net Operating Income	\$33,345	\$21,982	\$18,862	\$12,624	\$9,504	\$6,385	\$3,266	\$1,706
Capitalization Rate	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%
Apartment Unit Value	\$741,000	\$488,479	\$419,161	\$280,524	\$211,206	\$141,888	\$72,569	\$37,910
Development Cost of Affordable Unit before Land Cost		\$505,238	\$505,238	\$505,238	\$505,238	\$505,238	\$505,238	\$505,238
Land Cost [4]		\$59,371	\$59,371	\$59,371	\$59,371	\$59,371	\$59,371	\$59,371
Total Development Cost of Affordable Unit		\$564,608	\$564,608	\$564,608	\$564,608	\$564,608	\$564,608	\$564,608
Affordability Gap [5]		\$76,129	\$145,447	\$284,084	\$353,402	\$422,720	\$492,039	\$526,698

[1] Market rate rent informed by CoStar survey of 1-bedroom units in developments built 2015-2018 in San Mateo. BMR unit rents informed by 2019 income limits for San Mateo County as determined by HUD, State of CA HUD, and County of San Mateo.

[2] 2018 utility allowance schedule for San Mateo County. Assumes natural gas heating and cooking.

[3] Operating expenses assume 25% of rental income for market rate and a per-unit estimate from a 2018 CTCAC application for a proposed development in San Mateo for BMR.

[4] Assumes affordable housing projects funded by proceeds of this program would be 100% affordable and therefore qualify for the maximum density bonus.

[5] Affordability gap equals the subsidy required to construct this type of unit and offer it at the prescribed affordable price.

Sources: CoStar; Redfin; Economic & Planning Systems, Inc.

Table A-1
Feasibility Impacts of Alternative Affordable Housing Requirements - Rental 4-6 Stories, Wood-Frame + Podium Parking
City of San Mateo Below Market Housing Policy Analysis, EPS #181100

Item [1]	Current Ordinance		Additional Scenarios					
	Inclusionary 10%	Inclusionary 15%	Inclusionary 11%	Inclusionary 11%	Inclusionary 11%	Inclusionary 20%	Inclusionary 15% LI (60% AMI) + City Bonus	
	VLI (50% AMI)	LI (60% AMI)	VLI (50% AMI)	LI (60% AMI)	LI (80% AMI)	Mod (110% AMI)		
Inclusionary Requirement	10%	15%	11%	11%	11%	20%	15%	
AMI	50%	60%	50%	60%	80%	110%	60%	
Base Density (DU/Acre)	50	50	50	50	50	50	50	
Eligible Percent Density Bonus	32.5%	27.5%	35.0%	21.5%	6.0%	15.0%	45.0%	
Density (DU/Acre) after Density Bonus [3]	66	64	68	61	53	58	73	
Base Units (for Inclusionary Req.)	100	100	100	100	100	100	100	
Units in Project after Density Bonus	133	128	135	122	106	115	145	
Development Costs/Unit excl. Land	\$587,250	\$587,250	\$587,250	\$587,250	\$587,250	\$587,250	\$587,250	
Land Cost/Unit after Density Bonus	\$120,527	\$125,235	\$118,741	\$131,394	\$151,227	\$139,392	\$110,552	
Total Development Costs/Unit	\$707,777	\$712,485	\$705,991	\$718,644	\$738,477	\$726,642	\$697,802	
Housing Fees/Unit	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total Project Costs	\$94,134,330	\$91,198,080	\$95,308,830	\$87,674,580	\$78,278,580	\$83,563,830	\$101,181,330	
Units by Price Point								
Market Rate Units	123	113	124	111	95	95	130	
Value/Market Rate Unit	\$874,000	\$874,000	\$874,000	\$874,000	\$874,000	\$874,000	\$874,000	
Aggregate Market Rate Unit Value	\$107,502,000	\$98,762,000	\$108,376,000	\$97,014,000	\$83,030,000	\$83,030,000	\$113,620,000	
Moderate Income Units (110% of AMI)	0	0	0	0	0	20	0	
Value/Moderate Income Unit	\$574,708	\$574,708	\$574,708	\$574,708	\$574,708	\$574,708	\$574,708	
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$0	\$11,494,156	\$0	
Moderate Income Units (100% of AMI)	0	0	0	0	0	0	0	
Value/Moderate Income Unit	\$496,744	\$496,744	\$496,744	\$496,744	\$496,744	\$496,744	\$496,744	
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Low Income Units (80% of AMI)	0	0	0	0	11	0	0	
Value/Moderate Income Unit	\$340,818	\$340,818	\$340,818	\$340,818	\$340,818	\$340,818	\$340,818	
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$3,748,996	\$0	\$0	
Low Income Units (70% of AMI)	0	0	0	0	0	0	0	
Value/Moderate Income Unit	\$262,854	\$262,854	\$262,854	\$262,854	\$262,854	\$262,854	\$262,854	
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Low Income Units (60% of AMI)	0	15	0	11	0	0	15	
Value/Low Income Unit	\$184,891	\$184,891	\$184,891	\$184,891	\$184,891	\$184,891	\$184,891	
Aggregate Low Income Unit Value	\$0	\$2,773,367	\$0	\$2,033,802	\$0	\$0	\$2,773,367	
VLI Units (50% of AMI)	10	0	11	0	0	0	0	
Value/VLI Unit	\$106,928	\$106,928	\$106,928	\$106,928	\$106,928	\$106,928	\$106,928	
Aggregate VLI Unit Value	\$1,069,278	\$0	\$1,176,206	\$0	\$0	\$0	\$0	
Total Project Value	\$108,571,278	\$101,535,367	\$109,552,206	\$99,047,802	\$86,778,996	\$94,524,156	\$116,393,367	
Profit (Total Value - Total Costs)	\$14,436,948	\$10,337,287	\$14,243,376	\$11,373,222	\$8,500,416	\$10,960,326	\$15,212,037	
Profit Margin	15.3%	11.3%	14.9%	13.0%	10.9%	13.1%	15.0%	

[1] Applies inclusionary requirement to the base number of units in project before density bonus.

Sources: City of San Mateo; Economic & Planning Systems, Inc.

Table A-2
Feasibility Impacts of Alternative Affordable Housing Requirements - Rental 4-6 Stories, Wood-Frame Wrap
City of San Mateo Below Market Housing Policy Analysis, EPS #181100

Item [1]	Current Ordinance		Additional Scenarios				
	Inclusionary 10%	Inclusionary 15%	Inclusionary 11%	Inclusionary 16%	Inclusionary 11%	Inclusionary 20%	Inclusionary 15%
	VLI (50% AMI)	LI (60% AMI)	VLI (50% AMI)	LI (60% AMI)	LI (80% AMI)	Mod (110% AMI)	LI (60% AMI) + City Bonus
Inclusionary Requirement	10%	15%	11%	16%	11%	20%	15%
AMI	50%	60%	50%	60%	80%	110%	60%
Base Density (DU/Acre)	50	50	50	50	50	50	50
Eligible Percent Density Bonus	32.5%	27.5%	35.0%	29.0%	6.0%	15.0%	45.0%
Density (DU/Acre) after Density Bonus [3]	66	64	68	65	53	58	73
Base Units (for Inclusionary Req.)	100	100	100	100	100	100	100
Units in Project after Density Bonus	133	128	135	129	106	115	145
Development Costs/Unit excl. Land	\$567,000	\$567,000	\$567,000	\$567,000	\$567,000	\$567,000	\$567,000
Land Cost/Unit after Density Bonus	\$120,527	\$125,235	\$118,741	\$124,264	\$151,227	\$139,392	\$110,552
Total Development Costs/Unit	\$687,527	\$692,235	\$685,741	\$691,264	\$718,227	\$706,392	\$677,552
Housing Fees/Unit	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Project Costs	\$91,441,080	\$88,606,080	\$92,575,080	\$89,173,080	\$76,132,080	\$81,235,080	\$98,245,080
Units by Price Point							
Market Rate Units	123	113	124	113	95	95	130
Value/Market Rate Unit	\$874,000	\$874,000	\$874,000	\$874,000	\$874,000	\$874,000	\$874,000
Aggregate Market Rate Unit Value	\$107,502,000	\$98,762,000	\$108,376,000	\$98,762,000	\$83,030,000	\$83,030,000	\$113,620,000
Moderate Income Units (110% of AMI)	0	0	0	0	0	20	0
Value/Moderate Income Unit	\$574,708	\$574,708	\$574,708	\$574,708	\$574,708	\$574,708	\$574,708
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$0	\$11,494,156	\$0
Moderate Income Units (100% of AMI)	0	0	0	0	0	0	0
Value/Moderate Income Unit	\$496,744	\$496,744	\$496,744	\$496,744	\$496,744	\$496,744	\$496,744
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Low Income Units (80% of AMI)	0	0	0	0	11	0	0
Value/Moderate Income Unit	\$340,818	\$340,818	\$340,818	\$340,818	\$340,818	\$340,818	\$340,818
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$3,748,996	\$0	\$0
Low Income Units (70% of AMI)	0	0	0	0	0	0	0
Value/Moderate Income Unit	\$262,854	\$262,854	\$262,854	\$262,854	\$262,854	\$262,854	\$262,854
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Low Income Units (60% of AMI)	0	15	0	16	0	0	15
Value/Low Income Unit	\$184,891	\$184,891	\$184,891	\$184,891	\$184,891	\$184,891	\$184,891
Aggregate Low Income Unit Value	\$0	\$2,773,367	\$0	\$2,958,258	\$0	\$0	\$2,773,367
VLI Units (50% of AMI)	10	0	11	0	0	0	0
Value/VLI Unit	\$106,928	\$106,928	\$106,928	\$106,928	\$106,928	\$106,928	\$106,928
Aggregate VLI Unit Value	\$1,069,278	\$0	\$1,176,206	\$0	\$0	\$0	\$0
Total Project Value	\$108,571,278	\$101,535,367	\$109,552,206	\$101,720,258	\$86,778,996	\$94,524,156	\$116,393,367
Profit (Total Value - Total Costs)	\$17,130,198	\$12,929,287	\$16,977,126	\$12,547,178	\$10,646,916	\$13,289,076	\$18,148,287
Profit Margin	18.7%	14.6%	18.3%	14.1%	14.0%	16.4%	18.5%

[1] Applies inclusionary requirement to the base number of units in project before density bonus.

Sources: City of San Mateo; Economic & Planning Systems, Inc.

Table A-3
Feasibility Impacts of Alternative Affordable Housing Requirements - Ownership 4-6 Stories, Wood-Frame + Podium Parking
City of San Mateo Below Market Housing Policy Analysis, EPS #181100

Item [1]	Current Ordinance		Additional Scenarios				
	Inclusionary 10% LI (70% AMI)	Inclusionary 15% Mod (100% AMI)	Inclusionary 12% LI (70% AMI)	Inclusionary 15% LI (70% AMI)	Inclusionary 15% LI (80% AMI)	Inclusionary 20% Mod (100% AMI)	Inclusionary 20% Mod 100 + AMod 135
Inclusionary Requirement	10%	15%	12%	15%	15%	20%	20%
AMI	70%	100%	70%	70%	80%	100%	109%
Base Density (DU/Acre)	50	50	50	50	50	50	50
Eligible Percent Density Bonus	20.0%	10.0%	23.0%	27.5%	10.0%	15.0%	10.0%
Density (DU/Acre) after Density Bonus [3]	60	55	62	64	55	58	55
Base Units (for Inclusionary Req.)	100	100	100	100	100	100	100
Units in Project after Density Bonus	120	110	123	128	110	115	110
Development Costs/Unit excl. Land	\$587,250	\$587,250	\$587,250	\$587,250	\$587,250	\$587,250	\$587,250
Land Cost/Unit after Density Bonus	\$133,584	\$145,728	\$130,326	\$125,235	\$145,728	\$139,392	\$145,728
Total Development Costs/Unit	\$720,834	\$732,978	\$717,576	\$712,485	\$732,978	\$726,642	\$732,978
Housing Fees/Unit	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Project Costs	\$86,500,080	\$80,627,580	\$88,261,830	\$91,198,080	\$80,627,580	\$83,563,830	\$80,627,580
Units by Price Point							
Market Rate Units	110	95	111	113	95	95	90
Value/Market Rate Unit	\$888,784	\$888,784	\$888,784	\$888,784	\$888,784	\$888,784	\$888,784
Aggregate Market Rate Unit Value	\$97,766,234	\$84,434,475	\$98,655,018	\$100,432,586	\$84,434,475	\$84,434,475	\$79,990,555
AMod Income Units (135% of AMI)	0	0	0	0	0	0	5
Value/Moderate Income Unit	\$868,584	\$868,584	\$868,584	\$868,584	\$868,584	\$868,584	\$868,584
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$0	\$0	\$4,342,918
Moderate Income Units (110% of AMI)	0	0	0	0	0	0	0
Value/Moderate Income Unit	\$689,995	\$689,995	\$689,995	\$689,995	\$689,995	\$689,995	\$689,995
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Moderate Income Units (100% of AMI)	0	15	0	0	0	20	15
Value/Moderate Income Unit	\$618,560	\$618,560	\$618,560	\$618,560	\$618,560	\$618,560	\$618,560
Aggregate Moderate Income Unit Value	\$0	\$9,278,396	\$0	\$0	\$0	\$12,371,195	\$9,278,396
Low Income Units (80% of AMI)	0	0	0	0	15	0	0
Value/Moderate Income Unit	\$475,689	\$475,689	\$475,689	\$475,689	\$475,689	\$475,689	\$475,689
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$7,135,334	\$0	\$0
Low Income Units (70% of AMI)	10	0	12	15	0	0	0
Value/Moderate Income Unit	\$332,818	\$332,818	\$332,818	\$332,818	\$332,818	\$332,818	\$332,818
Aggregate Moderate Income Unit Value	\$3,328,181	\$0	\$3,993,818	\$4,992,272	\$0	\$0	\$0
Low Income Units (60% of AMI)	0	0	0	0	0	0	0
Value/Low Income Unit	\$271,588	\$271,588	\$271,588	\$271,588	\$271,588	\$271,588	\$271,588
Aggregate Low Income Unit Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Project Value	\$101,094,415	\$93,712,871	\$102,648,836	\$105,424,858	\$91,569,809	\$96,805,669	\$93,611,869
Profit (Total Value - Total Costs)	\$14,594,335	\$13,085,291	\$14,387,006	\$14,226,778	\$10,942,229	\$13,241,839	\$12,984,289
Profit Margin	16.9%	16.2%	16.3%	15.6%	13.6%	15.8%	16.1%

[1] Applies inclusionary requirement to the base number of units in project before density bonus.

Sources: City of San Mateo; Economic & Planning Systems, Inc.

Table A-4
Feasibility Impacts of Alternative Affordable Housing Requirements - Ownership Townhomes
City of San Mateo Below Market Housing Policy Analysis, EPS #181100

Item [1]	Current Ordinance		Additional Scenarios				
	Inclusionary 10% LI (70% AMI)	Inclusionary 15% Mod (100% AMI)	Inclusionary 15% LI (60% AMI)	Inclusionary 15% LI (70% AMI)	Inclusionary 15% LI (80% AMI)	Inclusionary 20% Mod (100% AMI)	Inclusionary 25% Mod 100 + AMod 135
Inclusionary Requirement	10%	15%	15%	15%	15%	20%	25%
AMI	70%	100%	60%	70%	80%	100%	114%
Base Density (DU/Acre)	24	24	24	24	24	24	24
Eligible Percent Density Bonus [2]	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Density (DU/Acre) after Density Bonus	24	24	24	24	24	24	24
Base Units (for Inclusionary Req.)	100	100	100	100	100	100	100
Units in Project after Density Bonus	100	100	100	100	100	100	100
Development Costs/Unit excl. Land	\$587,250	\$587,250	\$587,250	\$587,250	\$587,250	\$587,250	\$587,250
Land Cost/Unit after Density Bonus	\$333,960	\$333,960	\$333,960	\$333,960	\$333,960	\$333,960	\$333,960
Total Development Costs/Unit	\$921,210	\$921,210	\$921,210	\$921,210	\$921,210	\$921,210	\$921,210
Housing Fees/Unit	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Project Costs	\$92,121,000	\$92,121,000	\$92,121,000	\$92,121,000	\$92,121,000	\$92,121,000	\$92,121,000
Units by Price Point							
Market Rate Units	90	85	85	85	85	80	75
Value/Market Rate Unit	\$1,242,209	\$1,242,209	\$1,242,209	\$1,242,209	\$1,242,209	\$1,242,209	\$1,242,209
Aggregate Market Rate Unit Value	\$111,798,846	\$105,587,799	\$105,587,799	\$105,587,799	\$105,587,799	\$99,376,752	\$93,165,705
AMod Income Units (135% of AMI)	0	0	0	0	0	0	10
Value/Moderate Income Unit	\$862,138	\$862,138	\$862,138	\$862,138	\$862,138	\$862,138	\$862,138
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$0	\$0	\$8,621,378
Moderate Income Units (110% of AMI)	0	0	0	0	0	0	0
Value/Moderate Income Unit	\$683,549	\$683,549	\$683,549	\$683,549	\$683,549	\$683,549	\$683,549
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Moderate Income Units (100% of AMI)	0	15	0	0	0	20	15
Value/Moderate Income Unit	\$612,114	\$612,114	\$612,114	\$612,114	\$612,114	\$612,114	\$612,114
Aggregate Moderate Income Unit Value	\$0	\$9,181,709	\$0	\$0	\$0	\$12,242,278	\$9,181,709
Low Income Units (80% of AMI)	0	0	0	0	15	0	0
Value/Moderate Income Unit	\$469,243	\$469,243	\$469,243	\$469,243	\$469,243	\$469,243	\$469,243
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$7,038,647	\$0	\$0
Low Income Units (70% of AMI)	10	0	0	15	0	0	0
Value/Moderate Income Unit	\$326,372	\$326,372	\$326,372	\$326,372	\$326,372	\$326,372	\$326,372
Aggregate Moderate Income Unit Value	\$3,263,723	\$0	\$0	\$4,895,585	\$0	\$0	\$0
Low Income Units (60% of AMI)	0	0	15	0	0	0	0
Value/Low Income Unit	\$265,142	\$265,142	\$265,142	\$265,142	\$265,142	\$265,142	\$265,142
Aggregate Low Income Unit Value	\$0	\$0	\$3,977,130	\$0	\$0	\$0	\$0
Total Project Value	\$115,531,812	\$115,238,751	\$110,034,172	\$110,483,384	\$112,626,446	\$111,619,030	\$110,968,792
Profit (Total Value - Total Costs)	\$23,410,812	\$23,117,751	\$17,913,172	\$18,362,384	\$20,505,446	\$19,498,030	\$18,847,792
Profit Margin	25.4%	25.1%	19.4%	19.9%	22.3%	21.2%	20.5%

[1] Applies inclusionary requirement to the base number of units in project before density bonus.

[2] Per City staff direction, assumes townhome projects do not apply for density bonus and are built at 24 DU/Acre.

Sources: City of San Mateo; Economic & Planning Systems, Inc.

Table A-5
Feasibility Impacts of Alternative Affordable Housing Requirements -Denser Rental 4-6 Stories, Wood-Frame + Podium Parking
City of San Mateo Below Market Housing Policy Analysis, EPS #181100

Item [1]	Current Ordinance		Additional Scenarios				
	Inclusionary 10% VLI (50% AMI)	Inclusionary 15% LI (60% AMI)	Inclusionary 11% VLI (50% AMI)	Inclusionary 15% LI (70% AMI)	Inclusionary 15% LI (80% AMI)	Inclusionary 20% LI (80% AMI)	Inclusionary 20% LI 60 + Mod 100
Inclusionary Requirement	10%	15%	11%	15%	15%	20%	20%
AMI	50%	60%	50%	70%	80%	80%	70%
Base Density (DU/Acre)	100	100	100	100	100	100	100
Eligible Percent Density Bonus	32.5%	27.5%	35.0%	10.0%	10.0%	15.0%	27.5%
Density (DU/Acre) after Density Bonus [3]	133	128	135	110	110	115	128
Base Units (for Inclusionary Req.)	100	100	100	100	100	100	100
Units in Project after Density Bonus	133	128	135	110	110	115	128
Development Costs/Unit excl. Land	\$505,238	\$505,238	\$505,238	\$505,238	\$505,238	\$505,238	\$505,238
Land Cost/Unit after Density Bonus	\$60,263	\$62,618	\$59,371	\$72,864	\$72,864	\$69,696	\$62,618
Total Development Costs/Unit	\$565,501	\$567,855	\$564,608	\$578,102	\$578,102	\$574,934	\$567,855
Housing Fees/Unit	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Project Costs	\$75,211,628	\$72,685,440	\$76,222,103	\$63,591,165	\$63,591,165	\$66,117,353	\$72,685,440
Units by Price Point							
Market Rate Units	123	113	124	95	95	95	108
Value/Market Rate Unit	\$741,000	\$741,000	\$741,000	\$741,000	\$741,000	\$741,000	\$741,000
Aggregate Market Rate Unit Value	\$91,143,000	\$83,733,000	\$91,884,000	\$70,395,000	\$70,395,000	\$70,395,000	\$80,028,000
Moderate Income Units (110% of AMI)	0	0	0	0	0	0	0
Value/Moderate Income Unit	\$488,479	\$488,479	\$488,479	\$488,479	\$488,479	\$488,479	\$488,479
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Moderate Income Units (100% of AMI)	0	0	0	0	0	0	5
Value/Moderate Income Unit	\$419,161	\$419,161	\$419,161	\$419,161	\$419,161	\$419,161	\$419,161
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$0	\$0	\$2,095,806
Low Income Units (80% of AMI)	0	0	0	0	15	20	0
Value/Moderate Income Unit	\$280,524	\$280,524	\$280,524	\$280,524	\$280,524	\$280,524	\$280,524
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$0	\$4,207,867	\$5,610,489	\$0
Low Income Units (70% of AMI)	0	0	0	15	0	0	0
Value/Moderate Income Unit	\$211,206	\$211,206	\$211,206	\$211,206	\$211,206	\$211,206	\$211,206
Aggregate Moderate Income Unit Value	\$0	\$0	\$0	\$3,168,092	\$0	\$0	\$0
Low Income Units (60% of AMI)	0	15	0	0	0	0	15
Value/Low Income Unit	\$141,888	\$141,888	\$141,888	\$141,888	\$141,888	\$141,888	\$141,888
Aggregate Low Income Unit Value	\$0	\$2,128,317	\$0	\$0	\$0	\$0	\$2,128,317
VLI Units (50% of AMI)	10	0	11	0	0	0	0
Value/VLI Unit	\$72,569	\$72,569	\$72,569	\$72,569	\$72,569	\$72,569	\$72,569
Aggregate VLI Unit Value	\$725,694	\$0	\$798,264	\$0	\$0	\$0	\$0
Total Project Value	\$91,868,694	\$85,861,317	\$92,682,264	\$73,563,092	\$74,602,867	\$76,005,489	\$84,252,122
Profit (Total Value - Total Costs)	\$16,657,067	\$13,175,877	\$16,460,161	\$9,971,927	\$11,011,702	\$9,888,136	\$11,566,682
Profit Margin	22.1%	18.1%	21.6%	15.7%	17.3%	15.0%	15.9%

[1] Applies inclusionary requirement to the base number of units in project before density bonus.

Sources: City of San Mateo; Economic & Planning Systems, Inc.