

*Discount For Quick Sale  
Desperate/Must Sell 9% CAP*

**LAKE DISTRICT APARTMENTS- GREAT DEAL!**

118 Apartments and 1 Commercial Plus

~~\$23,799,000~~ ~~\$19,386,000~~ **\$16,720,000** Apartment Complex

**\$6,000,000 Below Value for Quick Sale**

Partially exempt from Rent Control

**1445 Harrison Street- 315 15<sup>th</sup> Street**

Oakland, CA 94601

**9  
CAP**

**9  
CAP**



**13.5%**

**Cash on Cash  
Day 1**

**13.5%**

**Cash on Cash  
Day 1**

**3.65%**

**Financing**

**3.65%**

**Financing**

**RECESSION PROOF INVESTMENT-TRUE HEDGE AGAINST INFLATION**

**\$9,884,381 LOAN AT 3.65% FINANCING FOR 7 MORE YEARS DUE JUNE 2030  
CURRENTLY AT FIRST REPUBLIC BANK. BUYER MAY TAKE "SUBJECT TO" IF  
THEY ELECT TO DO SO.**

Government guaranteed rent which is exempt from rent control.

35% Upside in the Rents

Nostalgic building in great downtown Oakland area near Lake Merritt

Existing Cap 9%, Market Cap 14%

Existing Cash on Cash Return 13.5% Market Cash on Cash Return 25%

Existing Gross Rent Multiplier 7.6 Market Gross Rent Multiplier 5.6

High growth city and area influencing great appreciation potential

No deferred maintenance - Easy Management

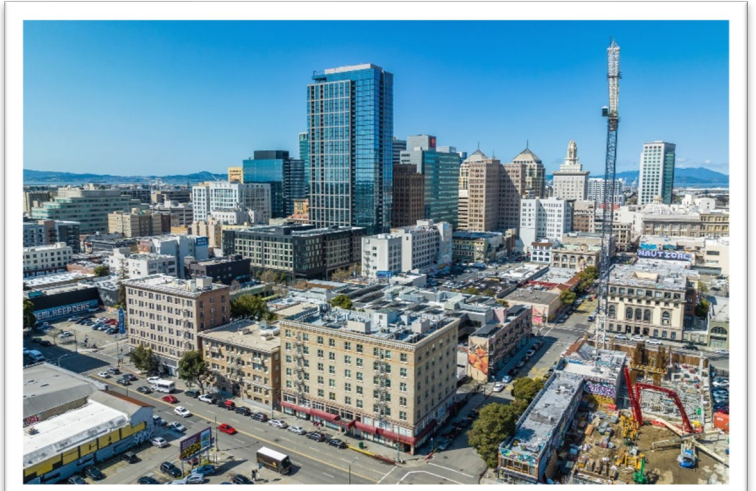
Strong Rent Upside. Trouble free income and management

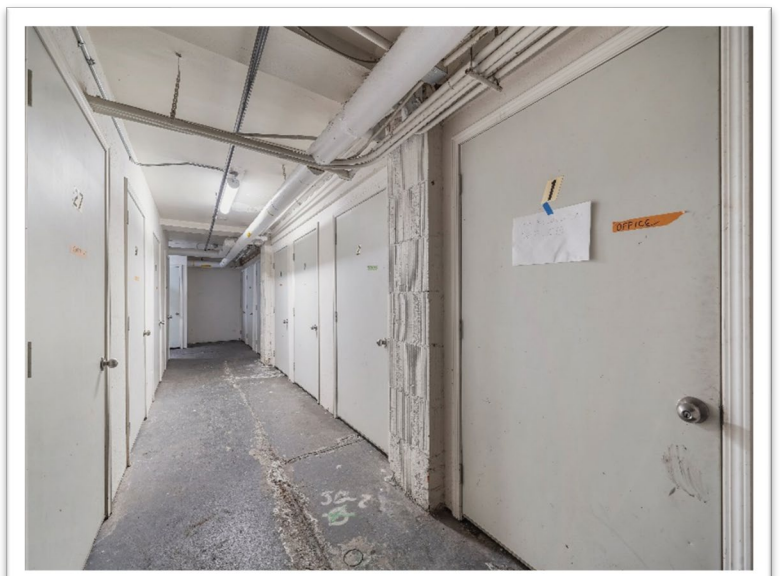
Opportunity Zone

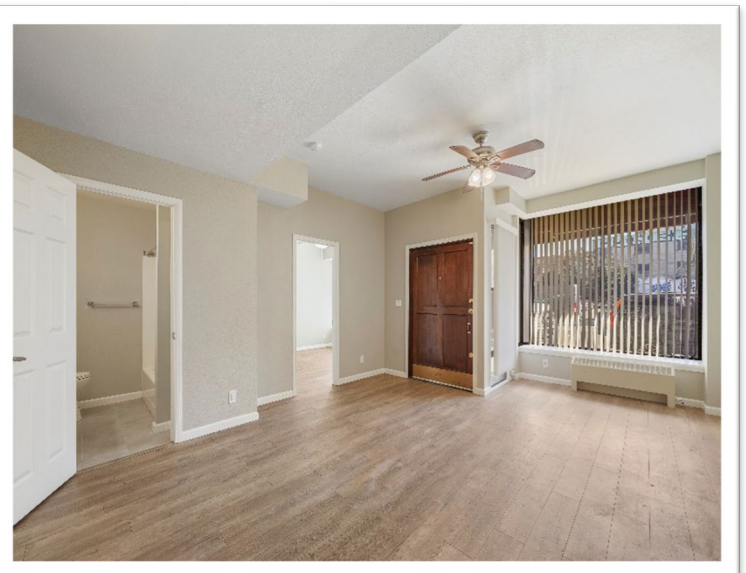
**For more information about this fabulous opportunity and a complete disclosure package  
please call Fred Lewis at office 209-522-9999 cell 209-604-9993**

**OR**

**Contact via Email: [info@hotdealsoakland.com](mailto:info@hotdealsoakland.com)**







## 1445 Harrison Street Oakland, California 94601

**Price: \$16,720,000**

**Down Payment \$6,836,000**

**Existing Capitalization Rate: 9%**

**Market Cap: 14%**

**Price per Square Foot: \$299**

**Cost Per Residential Unit: \$140,000**

**Existing Gross Rent Multiplier: 7.6**

**Market Gross Rent Multiplier: 5.6**

**Existing Cash on Cash Return: 13.5%**

**Market Cash on Cash Return: 25%**

**Great time to buy in Oakland- "Be greedy when others are fearful and fearful when others are greedy"  
Warren Buffet**

**Complex Description** 118 Apartments plus 1 Commercial      **Assessor's Parcel Number: 008-0625-043**

### ***Recession Proof investment. True hedge against inflation***

Building Description size 55,750 square feet. Lot size 18,730 square feet. Total units 119 with private baths and kitchens. It is a great central business district location. It is in the heart of Oakland's central business district close to Lake Merritt.

This very nostalgic property is located at 15<sup>th</sup> and Harrison in Oakland California. The foundation is slab on grade with footing under supporting walls exterior walls are over wood frame. The building has a roof with a membrane structure. The owner spent \$250,000 on a solar heater system and \$350,000 on all new dual pane windows. 75% of the units has been renovated at a cost of \$800,000. There is new exterior and interior paint. All the units have energy efficient showerheads, incandescent lighting low flow showerheads and water saver toilets at a cost of \$200,000. There has been a multimillion-dollar retrofit to the building and is exempt from the soft story list. The sewer lateral has been replaced.

Description of the building is 6 stories plus a mezzanine floor, the building has 55,750 square feet in the building. Building construction has slab on grade foundation with footings on the supporting wall. The building currently has a regulatory agreement with the California Tax Allocation Committee with 25 years left. The building receives a welfare exemption that allows a secure property tax waiver on all ad valorem taxes, only bonds and assessments are paid. This increases the capitalization rate and cash on cash return beyond competing buildings for a greater return. This building provides a great hedge against inflation and recession. Many of the rents are government guaranteed which allow for increases as high as 10% per year. Being exempt from rent control allows for an infinite return on investment, each unit has a private bathroom and kitchen. The property has good access to employment centers. The rear lot has future development potential for additional apartments.

The building was built in 1925, 118 apartments and 1 commercial. Harrison St is a 2-way 4 lane street; 15<sup>th</sup> street is a one way 2 lane street. Currently part of the parking lot is leased to Kaiser Permanente for their trucks, the balance of the lot is used for parking for the tenants for a total of 45 parking spaces. There are 35 secure storage units in the basement.

The units are all cable ready. There are 2 laundry rooms in the building with 18 units that generate approximately to \$2,450 per month. The parking lot is a secure gated lot with a control access to the front door. All units have a private baths, kitchens and are furnished with a refrigerator, stove and working heat. In addition to the 119 units there is also an office on the first floor.

The above income and expenses are only estimates because of occupancy changes and renovation. Although the information contained herein is deemed reliable, no representations of any kind, expressed or implied are being made as to the accuracy of such information. All of the data in this prospectus are estimates and approximations to include square footage. Any prospective purchaser and their tax and legal advisor should carefully verify all information contained herein and conduct an independent investigation to include engaging contractors and engineers to complete inspections. Seller bears no liability of any errors, inaccuracies, or omissions.

## Overview Lake District Apartments:

We are pleased to present the Ownership with this disposition analysis for the fee simple interest in the Lake District Apartments, a 118 units with 1 Commercial, Class C garden-style apartment community located in Oakland, CA in the East Bay area of the Greater San Francisco Metropolitan Area.

Our analysis considers the historic financial performance of the Property; current asking rents and occupancy of similar apartment communities within close proximity of the Property; sales of similar properties throughout the Oakland, Piedmont and Berkeley multifamily sub-market; and current trends in the multifamily capital markets.

Overall, we believe the Lake District Apartments will attract significant investor interest in the current capital market environment if priced correctly. Oakland is one of the most highly desired core apartment markets in the Bay Area. Investors are drawn to Oakland because of the limited inventory, future projections of rent prices, historic value, commuting options, proximity to major employment centers, increase in single family housing prices, access to diverse restaurants, retailers, parks and recreation areas all contributing to high quality of life for tenants. The property has a great location within walking distance of BART, schools, and high end restaurants and retailers that populate its downtown area. Lake District Apartments features a desirable unit mix of Studios, One, two bedroom units with quality unit amenities and value-add potential through a cosmetic upgrade program of the units and implementation of RUBS program.

**Renovation Upside** - A New owner will have the opportunity to implement a custom interior renovation program across the unrenovated units with an estimated average rent upside of 34% per unit.

**Strong Market Fundamentals** - Per CoStar average rents in Oakland are almost \$2,365/month, around \$705 above the National average. Landlords in Oakland are able to achieve a premium in average rental rates, even with the inventory of units consisting almost entirely of older 1 & 2 Star product.

**Assumable Loan** - Investors can take advantage of the assumable loan with an interest rate lower than is attainable in the current money markets.

**Rare opportunity** – Lake District Apartments represents a rare opportunity to purchase a quality multifamily asset in a high barrier to entry market. Sales comparables of similar properties in the area show that this deal is heavily discounted due to the current money market environment. In the long run, the rate of return is unmatched. This is the first time this property has been available in many years.

**Irreplaceable Location** – Lake District Apartments is conveniently situated within easy distance to BART and downtown Oakland providing residents with a transit-oriented, pedestrian-friendly community. Additionally Interstate 580 on and off ramps are under 1 mile away.

**Abundant Local Retail** - Access to numerous local restaurants, retail centers and grocers. A short 7 minute drive to a myriad of high-end retailers and restaurants in Downtown Oakland which over the past decade has emerged alone of the premier dining and shopping destinations in the Bay Area.

**High Interest Rates** - Interest rates have doubled and in some cases even since the historic lows experienced during Covid. Additionally, lenders have increased their lending requirements with the minimum down payments starting as 50%. Due to the sticker shock of the capital markets, many investors are opting to sit on the sidelines and wait until rates improve. Not only do new owners have the unique opportunity to assume a loan worth 2/3rds of the price at a low 3.6% interest rate, but the Fed announce this week that it intends to lower interest rates in three different occasions in 2024. That being said, investors have the unique opportunity to purchase the property now at an attractive price they may not be able to find later when interest rates pull back and multifamily pricing increases. Once interest rates drop they will have the opportunity to refinance and lessen their debt service, thus increasing their overall return.

**Weak Demographics & Crime** - Low median income. Oakland continues to have one of the highest average rental rates in the country, and with neighboring submarkets like Emeryville and Berkeley being 40% more expensive, more and more workers will choose to live in Oakland as inflation rises and budgets constrain. Especially considering Oakland boasts shorter commute times to job centers compared to more costly submarkets. Additionally, Oakland's median home prices are rising quickly so that currently renting offers a 63% discount owning a home. Residents' tightening budgets to battle historically high inflation is causing more working class citizens to rent. That being said, the increasing supply of tenants means better applicants to choose from. The property has a history of high occupancy and no late or non-paying tenants which is true today, despite the covid moratorium. On top of this, new owners will enjoy the guaranteed income from government assistance, giving them reassurance they will hit their bottom line.

**Class A Opportunities in the Same Area** - Over 19,000 units have been added on a net basis over the past five years in the East Bay, equating to a percentage change of 10.9%. another 4,100 units are underway as of the fourth quarter of 2023. The current pipeline will expand the metro's inventory by 2.2%, with friendlier live/work/play environments near public transportation. Nonetheless, 4 & 5 Star quality new construction will see the most pressure of the down economy in coming quarters, as around 80% of the units in the pipeline are un luxury communities. Already, trailing 12-month rent growth in this category is 2.6%, which paces well behind 3 Star and 1 & 2 Star growth of 0.0% and 0.1%, respectively. Furthermore, population demographics also play a role in submarkets. Higher net worth individuals will opt to live in more desirable submarkets such as Dublin/Pleasanton/Livermore and Walnut Creek/San Ramon. These submarkets lie in the eastern portion of the metro but consist of populations with higher median incomes and boast desirable lifestyle and community amenities, as well as public transportation access. These factors support rental rates above the metro average, thus, investors who are wanting to save on maintenance cost are better of purchasing Lake District Apartments which has little to no deferred maintenance than spend a top dollar on newer construction that will not perform as well.

The property Lake District Apartments in Oakland, CA has strong investment potential due to its proximity to major employers, transportation routes, shopping centers, dining venues, and entertainment options. It is an attractive option for renters seeking convenience and accessibility. The combination of a robust economy and desirable location make this property a promising investment opportunity in the Oakland real estate market. It is a great central business district location. It is in the heart of middle east Oakland neighborhood. Residents enjoy the convenience of the subject property's location, only one block from the Eastmont Mall Shopping Center with its retail shops, restaurants, and grocery stores.

**Tax Abatement**-The property is mostly a low-income project with a regulatory agreement with the California Tax Allocation Committee with 25 years left. The building qualifies with the state and county for a waiver for ad valorem property taxes. Only bonds and assessments are paid on the building, which increases the cash flow and capitalization rate substantially.

**Financing** There is currently a loan in place of \$10,000,000 at 3.65% fully amortized over 30 years due in June of 2030. With no prepayment penalty.

**Commission-Brokers**-Owner is a principal and not a broker. A selling commission of \$300,000 or a negotiated amount will be paid for the procurement and actual consummation of the transaction. If a buyer is procured and the sale is not consummated for any reason a commission will not be due payable.

**One of the Hottest Apartment Markets in the Country**-Oakland continues to be one of the leaders in the nation's apartment market in rent growth.

**Coit Hotel History**-The Coit Hotel was completed and open in 1925 and is located at 1445 Harrison St at the corner of 15<sup>th</sup> street. The building was designed by architect Leonard Ford. Maxwell hardware provided the fittings it was operated in conjunction with nearby Hotel Harrison and Harrison apartments. In October 1996, the building was listed on the California Office of State Preservation, and on November 7<sup>th</sup>, 1996, was listed on a National Register of Historic Places with the United States Department of Interior National Park Services.

A recent state bill passed designed to advance the preservation and renovation of the historic buildings were offered a **20% state tax credit** for developers restoring structures listed on a National Register of Historic places or the California Register of Historical Resources.

### **Upcoming and existing downtown projects in the immediate area!**

- There are numerous projects in the immediate area of 1445 Harrison that are either breaking ground or being completed. One is 1510 Webster St tower, it will become the tallest wood structure building in the west coast. The groundbreaking was on November 16<sup>th</sup>, 2022, the project will have 19 floors with over 200 homes and will be completed in 16 months. The 187-foot-tall structure will yield 175,750 square feet with 150,200 square feet for housing, 2,900 square for retail and 9,500 square feet for offices. It will contain 222 units.
- 1900 Broadway this construction began in March 2022 and is a 39-story skyscraper. This mix use building of 395,000 square feet will create 452 apartments. 6,700 square feet of ground floor retail and 40,000 square feet of mix use amenities space.
- 2537 Harrison St this will be a 16-story mix use building. They are proposing 328 dwelling units at 24<sup>th</sup> and Harrison St. this building will be 160 feet high and 415,792 square feet. These plans have been approved and the permits have been issued for this construction which is continuing.
- 277 27 St North Gate Waverly is an 18-story residential building at 24<sup>th</sup> and Harrison, this building will have 405 apartments and 65,000 square feet ground floor retail, the 200-foot structure is 713,550 square feet. There will be 405 units in this building, this building has been built and is completed. This building is an 18-story tower with 405 rental units and 60,000 square feet of retail.
- There is also a 423-unit project that was built at 3093 Broadway that was built in 2019 along with a 235 unit building at 2630 Broadway.
- In 2017 there was a 262-unit development at 227 13<sup>th</sup> St and a 250 unit building at 1721 Webster St.
- 2016 Telegraph Avenue is a project that was built in 2020. It is an 18-story mixed use tower in uptown Oakland. The building is 180 feet tall with 230 new apartments.
- 2016 Telegraph St is a 23 story, 223-unit project that was built in 2019.
- There are many other projects that are in the being process of being completed. There is a lot of downtown development that continues to occur in the immediate area of the subject property. Downtown Oakland is becoming a central hub of housing in the entire Bay Area.

**Access**-The subject is located 0.50 miles from I-880, and about 0.65 miles from I-980. There are several Bus lines, which provide access to employment centers. The major force is good access to commercial facilities and employment centers. The subject property is 3 blocks from the 12<sup>th</sup> St BART station on Broadway.

**Oakland**-The subject property is located in the city of Oakland, which is the largest city in Alameda County and offers the largest selection of reasonably priced commercial and properties in the Bay Area, with 5.4 million square feet of Class A office space under construction. Other amenities in Oakland include The Port of Oakland, an independent agency of the City of Oakland and the third-largest containership port on the West Coast. The Port of Oakland is the fourth-largest seaport in the nation and handles 99 percent of all the containerized cargo that passes through Northern California.



The Port of Oakland also operates the Oakland Metropolitan International Airport, which covers an area of approximately 2,580 acres. The airport has a 10,000-foot fully instrumented main runway that can be extended to 12,500 feet, and a large terminal complex, capable of servicing up to 2,500 passenger arrivals and departures per hour and is located nine miles from downtown Oakland.

Downtown Oakland is the commercial and cultural heart of San Francisco's East Bay. The revitalized 350-block Commercial district is home to shops, restaurants, cafes, entertainment venues and art galleries, as well as major corporations and local businesses.

In recent years, scores of new businesses and residents have moved into the downtown and the 75,000 person daily workforce continues to expand. The Lindauer Index ranked Oakland the #1 office market in the nation. Major new features include 555 City Center, Shorenstein's spectacular 21-story office tower and thousands of market-rate housing units spurred by Mayor Jerry Brown's drive to attract 10,000 new downtown residents.

The standard definition of the San Francisco Bay Area is the nine-county region that encompasses the waters of greater San Francisco Bay, which has shaped the region's history and continues to shape its economy. The nine counties—San Francisco, Marin, Solano, Sonoma, Napa, Contra Costa, Alameda, Santa Clara, and San Mateo—are home to a population of approximately 7 million in a 7,000-square-mile area. The Bay Area is the fifth largest metropolitan area in the country, after New York, Los Angeles, Chicago and Washington D.C. It is the 36th largest metropolitan life in the world, ranking between Lahore and Johannesburg. The Bay Area is a region of world-class cities and small towns with distinct personalities.

Although the area's cities and suburbs once stood apart, separated by farmland, today urban and suburban development has melded them together. But this physical unity is deceptive. The governmental system includes five regional agencies, 100 cities, 162 school districts, and nearly 1,000 special districts. Three cities stand out: San Jose, with more than 926,000 people, is the country's 11th largest; San Francisco is the 13th; and Oakland the 42<sup>nd</sup>.

**Location**—The subject is located on Harrison Street in Oakland, California. The neighborhood consists of residential uses with commercial improvements on major arterials. This is a highly developed and a highly concentrated area of the city. The majority of retail uses are located on the main thoroughfares of Broadway and 14<sup>th</sup> Street.

The subject is located in Oakland, which is in the East Bay section of the San Francisco Bay Area. The East Bay extends from Richmond and Berkeley in the north to Fremont in the south and Livermore in the east. Most of the Bay Area's population is concentrated in a narrow plain between the Bay and the East Bay Hills. The area north of Hayward is highly urbanized and includes many older residential and industrial areas. South of Hayward remains substantial buildable land, but this area is urbanizing rapidly. Fremont, in particular, is a rapidly expanding center for Silicon Valley high-tech firms. East of the East Bay Hills is the Livermore Valley area, which has been largely suburban or rural in character but is also urbanizing at a fast rate.

**San Francisco** is the capital of culture, with the largest number of well-established cultural institutions. They include ballet, classical music, art, and the San Francisco Opera, which is regarded by many as one of the top 10 opera houses in the world. The city is also the news media center for all of Northern California and has been the West Coast's financial hub for 150 years. San Francisco's centrality is fading as other parts of the Bay Area grow. Some of the city's population is moving into the suburbs and the suburbs of former suburbs—and Silicon Valley is spreading and transforming other nearby parts of the Bay Area.

The East Bay possesses a diverse economic base featuring a wide range of manufacturing industries'(transportation equipment, computer, food processing, fabricated metal products, non-electrical machinery, and stone-clay-glass products). In fact, the East Bay has the most diversified manufacturing sector Northern California. The fastest growing sector in the area is services, but manufacturing continues to grow. The Port of Oakland, the third largest containership port on the West Coast, is major economic engine in the East Bay as well as the Bay Area as a whole.

Far less congested than San Francisco International, and more centrally located for the East Bay, Oakland International is becoming the people's choice for air travel. Oakland international is a West Coast distribution center for Federal Express, UPS, Airborne Express, Burlington Air Express, and Emery Worldwide, eleven commercial airlines provided more than 1,400, non-stop, direct or connecting flights weekly to destinations in the United States, Canada, Europe, and Mexico.

The growth of Bay Area trucking has been fueled by distribution needs of region's industry and agriculture. Due to the high volume of ship container traffic from the Port of Oakland and the widespread use of advanced management techniques, virtually every major trucking firm in the nation has at least one terminal in the Bay area. In fact, there are over 1,000 registered trucking carriers in the East Bay making overnight delivery service to major California cities.

The East Bay has become one of the leading biotechnology research centers in the country with the research activities at the University of California Berkeley, Lawrence Berkeley National laboratory, Lawrence Livermore) national Laboratory, and the many private Biotechnology firms, which have located near the Universities and Labs.

**Between the year 2010 and the year 2021 Alameda County population has increased each year. The population has increased 9% from 1,500,000 in 2010 to 1,600,000 in 2021. The California population grew by 5.1% and the US population by 7.3%. Alameda County’s population is outpacing the state and US**

**EAST BAY POPULATION**

<b>County/Year (PMSA)</b>	<b>1980</b>	<b>1990</b>	<b>2000</b>	<b>Incr/1990</b>	<b>2010</b>	<b>Incr/1990</b>	<b>2021</b>
Alameda (Oak)	1,105,379	1,304,684	1,443,741	10.66%	1,500,000	19.31%	1,600,000

**The East Bay** is a mixture of heavy industry (oil refineries, Oakland's container port); knowledge industries (software, biotech) developed around universities and scientific laboratories; and suburban offices, housing, and service industries. A bioscience cluster has developed around the University of California, Berkeley.

**Transportation**-The East Bay's transportation network has fostered the growth of all types of real estate. The Port of Oakland, an international airport, rail service by four carriers, and a network of interstate and state highways have played important roles in the development of the area. Five principal highways connect the East Bay with adjacent counties. Interstate 80 leads west to San Francisco via the Bay Bridge and east to Sacramento. Interstate 580 connects the East Bay to the Central Valley and Southern California, via Interstate 5. Interstate 680 serves the area in a north-south direction. Interstate 880 accommodates north-south traffic circulation on the east shore of San Francisco Bay. Highway 24 links Oakland with eastern Contra Costa County, passing through the Caldecott Tunnel.

Transbay bridges include the San Francisco-Oakland Bay Bridge, which extends interstate 80 into San Francisco; the Richmond-San Rafael Bridge, leading into Marin County and northern areas; and the Hayward-San Mateo and Dumbarton Bridges connecting East points with San Mateo and Palo Alto on the San Francisco Peninsula.

The Southern Pacific and Union Pacific Railroads, which were recently merged, operating rail terminal facilities in Oakland. Atcheson Topeka, and Santa Fe Railway serves the East Bay from its Richmond switching yards, Amtrak provides service through its Oakland and Emeryville stations to Southern California, Sacramento, and other destinations.

Local motor coach transportation is provided by AC Transit, which serves East Bay cities and continues into San Francisco via Bay Bridge. Other bus service is available through the Central Contra Costa transit District, the Livermore Transit Corporation and Greyhound bus lines. San Mateo County transit district provides bus service between Hayward and the San Francisco Peninsula across the Hayward-San Mateo Bridge. Oakland and Alameda County are also served by the Bay Area Rapid transit District (BART), a high-speed rail transit servicing the counties of Alameda, Contra Costa, and San Francisco.

**Sea and Air Cargo-**The Port of Oakland, an independent agency of the City of Oakland, is the third largest container-ship port on the West Coast and ranks among the top 4 in the nation and 20 in the world in terms of annual container traffic. The Port has approximately 759.3 acres of developed terminal area, served by 35 container cranes, including 29 of the post-Panamax type, and 20 deep-water berths with a total of more than 20,000 linear feet of berthing length. The fourth largest seaport in the nation, the Port of Oakland handles 99% of all containerized cargo that passes through Northern California ports. Located at the terminus of three transcontinental railroads and four interstate highways, the Port of Oakland is a Key West Coast intermodal connection and the hub of Northern California's distribution system. The Port handled the equivalent of 1,923,104 twenty-foot containers.

The Port of Oakland also operates the Oakland metropolitan International Airport, which covers an area of approximately 3,000 acres, and is located nine miles from downtown Oakland. The airport serves more than 9.8 million passengers and handles more than 1.4 billion pounds of cargo annually. Oakland Metropolitan International Airport has 10,000-foot fully instrumented main runway that can be extended to 12,500 feet and a large terminal complex, capable of servicing up to 2,500 passenger arrivals and departures per hour. A separate International Arrivals Building has customs inspection and baggage claim facilities for handling 500 passengers per hour. The runways, taxiways and plane positions at both cargo and passenger terminals have jumbo jet capacities. Primarily general aviation aircraft also uses three other runways. Operations of these general aviation runways are controlled from a separate tower.

**Education-**The Bay Area has a wealth of top-flight universities and colleges, including the two top-ranked graduate schools in the country, as well as one of the nation's top ranked medical schools. The Bay area is home to excellent institutions of learning.

Opportunities range from extending formal education to acquiring new skills or to simply taking courses of interest. Given the changing technologies driving and sustaining virtually every American industry, business can ill afford to ignore the educational background and enrichment of their workforce. Bay Area companies continually tap into the University of California at Berkeley's extraordinary Resource Center expertise in technology, medicine, business, and public policy. In fact, many high-tech and biotech companies have spun off research originally conducted at Berkeley. Nearby, there are other top public and private colleges, such as Oakland's Mills College California State University, Hayward; Holy Names College; California College of Arts and Crafts; University of California, San Francisco and Davis; and Stanford University.

Educators in the East Bay are forging new programs to build a better-educated workforce for the future, A variety of learning sites provide alternative educational opportunities, which are meant to bridge the gap between school and work. Some programs that have effectively been doing this include, Partnership Academies, which integrate academic and vocational education; Technical Preparation (or linking high schools with community colleges; and Regional Occupational centers providing students and adults with career development and technical training.

**Research and Development-**The East Bay operates programs that make institutional research available for practical application by the private. Sector. This is a key factor in the region's global competitiveness. With world-class research universities and eminent national laboratories, Alameda County is a leading force in technology transfer; The Lawrence Livermore and Sandia National Laboratories, in collaboration with Ernest O. Lawrence Berkeley National Laboratory, seek opportunities to work with large and small companies to actively share their expertise. In addition to the national laboratories, the Stanford University Office of Technology Licensing, University of California's Office of Technology Transfer, Stanford Linear Accelerator Center, and NASA Ames Research Center are available in the Bay Area to provide assistance to East Bay businesses Consequently, the synergy among academic institutions, entrepreneurs, and business is a powerful force for the creation and growth of industries.

**Conclusion and Relevance to the Subject-**The subject's neighborhood consists primarily of mixed-use buildings with surrounding commercial facilities. Land uses immediately surrounding the subject include multifamily and commercial uses. Access to the neighborhood and commercial supporting facilities is good. These factors should maintain demand for the subject improvements for the intermediate future. The Regional economy is of sufficient size and diversity to maintain the viability of the subject's market for the intermediate future.

## Annual Property Operating Data

<b>Name:</b> Lake District Apartments	<b>Price:</b> \$16,720,000
<b>Location:</b> 1445 Harrison Street / 315 15 <sup>th</sup> Street	<b>Down Payment:</b> \$6,836,000
<b>Type of Property:</b> 118 Apartments	<b>Loan:</b> \$9,884,000
<b>Property:</b> 1 Commercial	

### ASSESSED APPRAISED VALUES

<b>Land:</b>	\$ 6,000,000
<b>Improvements:</b>	\$17,500,000
<b>Personal Property:</b>	\$ 299,000
<b>Total:</b>	\$23,799,000

**1st LOAN First Republic**      **\$9,884,381**      **30 years**      **3.6%**      **\$49,384 monthly**

\*\$9,884,381 LOAN AT 3.65% FINANCING FOR 7 MORE YEARS DUE JUNE 2030 CURRENTLY AT FIRST REPUBLIC BANK. BUYER MAY TAKE "SUBJECT TO" IF THEY ELECT TO DO SO.

Ordinary Income/ Expense	EXISTING	MARKET
Rental Income	\$1,992,316	\$2,798,904
Parking & Storage Income	\$ 159,600	\$ 159,600
Laundry Income	<u>\$ 29,400</u>	<u>\$ 29,400</u>
Total Income	\$2,181,316	\$2,987,904
Vacancy (2%)	<u>\$ 43,626</u>	<u>\$ 43,626</u>
Gross Profit	\$2,137,690	\$2,944,278
Expense		
Elevator Maintenance & Repairs	\$ 12,520	\$ 12,520
Security & Fire Expenses	\$ 3,600	\$ 3,600
Maintenance and Reserve	\$ 63,686	\$ 63,686
Marketing	\$ 6,000	\$ 6,000
Utilities		
Electric and Gas	\$ 109,491	\$ 109,491
Water & Sewer	\$ 40,613	\$ 40,613
Garbage	\$ 65,413	\$ 65,413
Property Insurance	\$ 120,000	\$ 120,000
Management Services (4.5%)	\$ 88,500	\$ 88,500
Taxes		
City of Oakland- Business Taxes	\$ 26,977	\$ 26,977
City of Oakland- RAP Taxes	\$ 12,019	\$ 12,019
Property Taxes (waiver of ad valorem tax)	\$ 83,717	\$ 83,717
<b>Total Operating Expenses (33%+property taxes 20%= 53%)</b>	<b>\$ 632,536</b>	<b>\$ 632,536</b>
<b>Net Operating Income</b>	<b>\$1,505,154</b>	<b>\$2,311,742</b>
<b>Less Debt Service</b>	<b>\$ 592,608</b>	<b>\$ 592,608</b>
<b>Cash Flow</b>	<b>\$ 912,546</b>	<b>\$1,719,134</b>

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Tenant Name	Move In Date	Unit	Unit Type	Rent Charges	Market Rent
1445 Harrison	Laundry Income		Laundry	2450	2450
1445 Harrison		1A-Park	Parking	195	195
1445 Harrison		1B-Park	Parking	195	195
1445 Harrison		2A-Park	Parking	195	195
1445 Harrison		2B-Park	Parking	195	195
1445 Harrison	Kaiser	3A-Park	Parking	5500	5500
1445 Harrison	Kaiser, OAC Properties, LLC	3B-Park	Parking	0	0
1445 Harrison	Kaiser, OAC Properties, LLC	4A-Park	Parking	0	0
1445 Harrison	Kaiser, OAC Properties, LLC	4B-Park	Parking	0	0
1445 Harrison	Kaiser, OAC Properties, LLC	5A-Park	Parking	0	0
1445 Harrison	Kaiser, OAC Properties, LLC	5B-Park	Parking	0	0
1445 Harrison	Kaiser, OAC Properties, LLC	6A-Park	Parking	0	0
1445 Harrison	Kaiser, OAC Properties, LLC	6B-Park	Parking	0	0
1445 Harrison	Kaiser, OAC Properties, LLC	7A-Park	Parking	0	0
1445 Harrison	Kaiser, OAC Properties, LLC	7B-Park	Parking	0	0
1445 Harrison	Kaiser, OAC Properties, LLC	8A-Park	Parking	0	0
1445 Harrison	Kaiser, OAC Properties, LLC	8B-Park	Parking	0	0
1445 Harrison	Kaiser, OAC Properties, LLC	9A-Park	Parking	0	0
1445 Harrison	Kaiser, OAC Properties, LLC	9B-Park	Parking	0	0
1445 Harrison		10A-Park	Parking	195	195
1445 Harrison		10B-Park	Parking	195	195
<b>1445 Harrison</b>	<b>&lt;MAINTENANCE &gt;</b>	<b>11A-Park</b>	<b>Parking</b>	<b>195</b>	<b>195</b>
<b>1445 Harrison</b>	<b>&lt;MAINTENANCE &gt;</b>	<b>11B-Park</b>	<b>Parking</b>	<b>195</b>	<b>195</b>
1445 Harrison		12A-Park	Parking	195	195
1445 Harrison		12B-Park	Parking	195	195
1445 Harrison		13A-Park	Parking	195	195
1445 Harrison		13B-Park	Parking	195	195
1445 Harrison		14A-Park	Parking	195	195
1445 Harrison		14B-Park	Parking	195	195
1445 Harrison		15A-Park	Parking	195	195
1445 Harrison		15B-Park	Parking	195	195
1445 Harrison		16A-Park	Parking	195	195
1445 Harrison		16B-Park	Parking	195	195
1445 Harrison		17-Park	Parking	195	195
1445 Harrison		18-Park	Parking	195	195
1445 Harrison		19-Park	Parking	195	195
1445 Harrison		20-Park	Parking	195	195
1445 Harrison		21-Park	Parking	195	195
1445 Harrison		22-Park	Parking	195	195
<b>Property Manager</b>		<b>23-Park - Manager</b>	<b>Parking</b>	<b>195</b>	<b>195</b>
1445 Harrison		24-Park	Parking	195	195
1445 Harrison		25-Park -	Parking	195	195
1445 Harrison		26-Park	Parking	195	195
1445 Harrison		27-Park	Parking	195	195
1445 Harrison		28-Park	Parking	195	195
<b>1445 Harrison</b>	<b>Market, Hein's</b>	<b>29-Park</b>	<b>Parking</b>	<b>195</b>	<b>195</b>
1445 Harrison		30-Park	Parking	195	195

1445 Harrison	05/01/2021	251	Studio		1405.28	1846
1445 Harrison	05/01/2003	252	Studio		663.66	1846
1445 Harrison	07/18/2022	253	Studio	*	1800	1846
1445 Harrison	12/22/2020	254	Studio	*	1800	1846
1445 Harrison	10/01/2023	256	Studio		1036	1846
1445 Harrison	04/24/2023	258	Studio	*	1800	1846
1445 Harrison	08/25/2022	259	Studio	**	1588.75	1846
1445 Harrison	07/01/2014	260	Studio		785.34	1846
1445 Harrison	12/01/2012	261	Studio		785.89	1846
1445 Harrison	05/09/2010	262	Studio		749.31	1846
1445 Harrison	08/01/2022	263	Studio		1550	1846
1445 Harrison	11/01/2021	264	Studio		1405.28	1846
1445 Harrison	02/04/1994	265	Studio	*	1800	1846
1445 Harrison	12/17/2021	266	Studio		1405.28	1846
1445 Harrison	12/20/2019	268	Studio		1334.55	1846
1445 Harrison	05/07/2021	269	Studio		1405.28	1846
1445 Harrison	09/01/2023	270	Studio		1554	1846
1445 Harrison	12/01/2023	271	Studio		1036	1846
1445 Harrison	08/13/2023	272	Studio		1554	1846
1445 Harrison	09/03/2006	273	Studio	*	1800	1846
1445 Harrison	09/07/2016	274	Studio		746.10	1846
1445 Harrison	12/01/2020	315 15th	2/1.0		1368.38	2729
1445 Harrison	12/01/2023	351	Studio		1295	1846
1445 Harrison	08/30/2022	352	Studio	*	1800	1846
1445 Harrison	08/01/2022	353	Studio		1036	1846
1445 Harrison	05/06/2022	354	Studio		749.73	1846
1445 Harrison	06/17/2019	356	Studio	*	1800	1846
1445 Harrison	05/08/2008	358	Studio		757.36	1846
1445 Harrison	11/01/2023	359	Studio	*	1800	1846
1445 Harrison	07/01/2003	360	Studio		645.17	1846
1445 Harrison	08/05/1996	361	Studio		532.72	1846
1445 Harrison	03/01/2017	362	Studio	*	1800	1846
1445 Harrison	10/01/1996	363	Studio		1036	1846
1445 Harrison	05/29/2023	364	Studio		1500	1846
1445 Harrison	08/07/2023	365	Studio		1554	1846
1445 Harrison	10/23/2023	366	Studio		1554	1846
1445 Harrison	10/24/2022	368	Studio		1537.50	1846
1445 Harrison	12/22/2021	369	Studio		1405.28	1846
1445 Harrison	09/09/2007	370	Studio		707.63	1846
1445 Harrison	09/27/2017	371	Studio	*	1800	1846
1445 Harrison	11/12/2022	372	Studio		1537.50	1846
1445 Harrison	05/19/2023	373	Studio		1500	1846
1445 Harrison	01/29/2021	374	Studio		1405.28	1846
1445 Harrison	12/01/2023	451	Studio	*	1800	1846
1445 Harrison	05/01/2023	452	Studio	*	1800	1846
1445 Harrison	12/01/2023	453	Studio		1036	1846
1445 Harrison	07/01/2023	454	Studio		1554	1846
1445 Harrison	12/11/2020	456	Studio	*	1800	1846
1445 Harrison	05/01/2023	458	Studio	*	1800	1846

1445 Harrison	09/15/2021	459	Studio		1407.33	1846
1445 Harrison	12/04/2021	460	Studio		1405.28	1846
1445 Harrison	10/10/2022	461	Studio		1537.50	1846
1445 Harrison	12/01/2023	462	Studio		1295	1846
1445 Harrison	06/21/2021	463	Studio		1405.28	1846
1445 Harrison	04/14/2023	464	Studio		1500	1846
1445 Harrison	04/01/2002	465	Studio		627.71	1846
1445 Harrison	10/26/2023	466	Studio		1554	1846
1445 Harrison	02/03/2014	468	Studio		773.20	1846
1445 Harrison	03/10/2018	469	Studio		1196.44	1846
1445 Harrison	09/09/2013	470	Studio		786.18	1846
1445 Harrison	01/09/2004	471	Studio		645.69	1846
1445 Harrison	02/10/2016	472	Studio		746.10	1846
1445 Harrison	11/09/2022	473	Studio		1036	1846
1445 Harrison	09/16/2019	474	Studio		1289.07	1846
1445 Harrison	08/01/2022	551	Studio		1036	1846
1445 Harrison	05/09/2023	552	Studio	*	1800	1846
1445 Harrison	08/02/2021	553	Studio	**	1405.28	1846
1445 Harrison	12/11/2020	554	Studio		1405.28	1846
1445 Harrison	04/30/2023	556	Studio		1500	1846
1445 Harrison	10/01/2022	558	Studio		1036	1846
1445 Harrison	09/06/2022	559	Studio	*	1800	1846
1445 Harrison	07/27/2022	560	Studio	*	1800	1846
1445 Harrison	05/01/2022	561	Studio		682.93	1846
1445 Harrison	11/01/2021	562	Studio	*	1800	1846
1445 Harrison	06/02/2014	563	Studio		773.20	1846
1445 Harrison	03/01/2017	564	Studio	**	1555.87	1846
1445 Harrison	03/01/2023	565	Studio		1500	1846
1445 Harrison	12/01/2023	566	Studio		1036	1846
1445 Harrison	12/01/2023	568	Studio		1295	1846
1445 Harrison	02/01/2010	569	Studio		749.31	1846
1445 Harrison	12/01/2023	570	Studio		1295	1846
1445 Harrison	12/01/2023	571	Studio		1036	1846
1445 Harrison	09/12/2022	572	Studio		1537.50	1846
1445 Harrison	03/11/2011	573	Studio		759.74	1846
1445 Harrison	04/08/2017	574	Studio	*	1800	1846
1445 Harrison	05/01/2016	651	Studio		746.10	1846
1445 Harrison	05/01/2014	652	Studio		760.21	1846
Henry Mercer	02/09/2015	653	Studio		758.79	1846
1445 Harrison	11/17/2017	654	Studio	*	1800	1846
1445 Harrison	01/17/2018	656	Studio	*	1800	1846
1445 Harrison	03/17/2021	657	Studio		1036	1846
1445 Harrison	11/02/2018	659	Studio		1334.19	1846
1445 Harrison	11/01/2022	660	Studio		1537.50	1846
1445 Harrison	08/07/2012	661	Studio		785.89	1846
1445 Harrison	03/09/2015	662	Studio		758.79	1846
1445 Harrison	04/01/2014	663	Studio		750.68	1846
1445 Harrison	08/11/2017	664	Studio	*	1800	1846
1445 Harrison	02/16/2016	665	Studio		782.09	1846



1445 Harrison	06/30/2023	667	Studio	1846	1846
1445 Harrison	09/01/2023	668	Studio	1554	1846
1445 Harrison	06/03/2021	669	Studio *	1800	1846
1445 Harrison	03/01/2023	670	Studio	1036	1846
1445 Harrison	08/01/2023	671	Studio	1554	1846
1445 Harrison	03/08/2021	672	Studio	1405.28	1846
1445 Harrison	10/07/2013	673	Studio	786.83	1846
1445 Harrison	12/01/2023	674	Studio	1036	1846
1445 Harrison	Market, Hein's 08/01/1990	1451	Commercial	3889.88	3795
<b>1445 Harrison</b>		<b>Base #1 - maintenance</b>	<b>Basement</b>	<b>65</b>	<b>65</b>
<b>1445 Harrison</b>		<b>Base #2 - office</b>	<b>Basement</b>	<b>65</b>	<b>65</b>
1445 Harrison		Base #3	Basement	95	95
1445 Harrison		Base #4	Basement	95	95
1445 Harrison		Base #5	Basement	65	65
1445 Harrison		Base #7	Basement	95	95
1445 Harrison		Base #8	Basement	60	65
1445 Harrison		Base #9	Basement	95	95
1445 Harrison		Base #10	Basement	95	95
1445 Harrison		Base #11	Basement	65	65
Miguel Lopez		Base #12	Basement	65	65
1445 Harrison		Base #14	Basement	95	95
1445 Harrison		Base #15	Basement	70	65
1445 Harrison		Base #16	Basement	95	95
1445 Harrison		Base #18	Basement	65	65
1445 Harrison		Base #19	Basement	65	65
1445 Harrison		Base #20	Basement	75	65
1445 Harrison		Base #21	Basement	75	65
1445 Harrison		Base #22	Basement	65	65
1445 Harrison		Base #23	Basement	65	65
1445 Harrison		Base #24	Basement	65	65
1445 Harrison		Base #25	Basement	95	95
1445 Harrison		Base #26	Basement	95	95
1445 Harrison		Base #27	Basement	65	65
1445 Harrison	09/01/2014	L-1	2.1	1155.48	2729
1445 Harrison	04/01/2014	L-2	2.1	1062.42	2729
1445 Harrison	09/01/2023	L-3	2.1	1895	2729
1445 Harrison	01/21/2023	L-4	1.1 *	2050	2225
1445 Harrison	04/06/2023	L-5	1.1	2225	2225
1445 Harrison	Vacant	L-6	2.1	2729	2729
1445 Harrison	02/01/2015	M-1	2/1.0	975.42	2729
1445 Harrison	10/01/2005	M-2	2.1 *	2150	2729
1445 Harrison	09/27/2017	M-3	2/1.0 *	2150	2729
1445 Harrison	03/24/2014	M-4	2/2.0	1916.19	2729
1445 Harrison	09/03/2023	M-5	2.1	2395	2729
1445 Harrison	09/01/2023	M-6	3/1.0 *	3600	3607
<b>* Section 8</b>		<b>** Other programs</b>		<b>\$181,625.90</b>	<b>\$248,992</b>

## SALES COMPARABLES FOR APARTMENT BULDINGS

Subject Property:	# Of Units	Unit Mix	Sales Price	Cost Per Unit	Price Per Foot	Cap Rate	Close of Escrow
1445 Harrison St	119	105 Studios 13 2 bdrm 1 Commercial 46 Parking 35 Storage	\$16,720,000	\$140,000	\$399	9%	For Sale
1130 E 3 <sup>rd</sup> Ave	178	35 1/1 143 2/1	\$55,500,000	\$311,798	\$327.32		08/23/2022
257 Vernon St	88	20 studios 53 1/1 15 2/1	\$26,800,000	\$304,545	\$366.62		06/10/2021
1425 Harrison St	61	29 Studios 32 1/1	\$17,867,000	\$293,000	\$438		10/01/2021
1649-1655 Market St	91		\$34,160,000	\$233,333	\$362		09/2021
1501 Madison	53	48 studios 5 1/1	\$12,250,000	\$231,132	\$393.18		03/08/2021
650 E 17 <sup>th</sup> St	28	28 Studios	\$6,500,000	\$220,871		4.5%	05/03/2022
1600-1612 3 <sup>rd</sup> Ave	79	79 Studios	\$16,525,000	\$220,333	\$537	4.5%	03/12/2020
626 Athol Ave	24	studios	\$5,100,000	\$212,500	\$368	6.26%	07/19/2022
184 13 <sup>th</sup> St	93	10 SRO 27 studios 2/1, 3/1 15 small offices	\$18,500,000	\$199,000	\$241	4.6%	04/26/2022
1232 E 19 <sup>h</sup> St	144	Studios 1 bedrooms 2 bedrooms	\$28,500,000	\$198,000	\$317		05/28/2022

**SALES COMPARABLES FOR PROPOSAL SPLIT PARCEL**

<b>Subject Property:</b>	<b>Square Feet</b>	<b>Price per Foot</b>	<b>Sales Price</b>	<b>Cost Per Unit</b>	<b>Close of Escrow</b>
<b>1445 Harrison St</b>	<b>8752</b>	<b>684</b>	<b>\$5,995,000</b>	<b>\$47,204</b>	<b>For Sale</b>
6518 San Pablo Ave/11 Units	4,939	\$355	\$1,750,000	\$159,425	For Sale
229 International Blvd	20,200	\$421	\$8,500,000	\$90,425	For Sale
169 14 <sup>th</sup> St / 1329 Madison	15,000	\$467	\$7,000,000	\$51,470	For Sale
623 15 <sup>th</sup> St 1414 MLK Jr/approved for 49 Units Studios	7,913	\$288	\$2,275,000	\$46,429	For Sale
1414 MLK Jr/approved for 49 Units	7,913	\$252	\$2,000,000	\$40,816	For Sale
1523 Harrison/230 Units	20,700	\$446	\$9,300,000	\$40,434	03/28/2022
1919 Webster St	26,136	\$346	\$23,500,00	Not Entitled	04/02/2021
716-736 Broadway	16,064	\$349	\$5,600,000	Not Entitled	For Sale
190 15 <sup>th</sup> St	6,534	\$414	\$2,800,000	Not Entitled	03/30/2022

## Rent Comparable in The Same Zip Code: 94612

<u>Subject Property:</u>	Studios	1 Bedroom	2 Bedrooms
1445 Harrison St	\$1,500-\$1,846	\$1,995-\$2,200	\$2,000-\$2,846
1425 Harrison St	\$1,881	\$2,609	\$2,637
40 Harrison St	\$1,800	\$2,279	\$2,350
1533 Jackson St	\$1,795	\$2,295	\$2,795
1461 Alice St	\$1,745		\$2,425
532 Union St	\$1,645	\$2,630	\$2,904
1889 Harrison		\$2,361	
240 3 <sup>rd</sup> St		\$2,265	



Oakland Housing  
Authority

## **VOUCHER PAYMENT STANDARDS – 2022**

Effective July 1, 2022

<b>Bedroom Size</b>	<b>2022 HUD Fair Market Rents</b>	<b>2022 OHA Payment Standard 120% of HUD Fair Market Rents</b>
0	\$1,538	\$1,846
1	\$1,854	\$2,225
2	\$2,274	\$2,729
3	\$3,006	\$3,607
4	\$3,578	\$4,294
5	\$4,115	\$4,938
6	\$4,732	\$5,678

## 1445 Harrison Street: Oakland, CA

Tim Thompson | Greystone Servicing  
 Managing Director | Agency Lending  
[tim.thompson@greyco.com](mailto:tim.thompson@greyco.com)  
 M: 901-568-1140



Fixed / Variable	Fannie Mae Fixed Rate	Fannie Mae Fixed Rate	Fannie Mae Fixed Rate	Freddie Mac Fixed Rate	Freddie Mac Fixed Rate	Freddie Mac Fixed Rate
<b>Loan Amount</b>	\$17,707,000	\$19,200,000	\$19,200,000	\$18,850,000	\$18,558,000	\$18,924,000
<b>DCR</b>	1.20x	1.20x	1.20x	1.25x	1.20x	1.20x
<b>LTV</b>	59.02%	64.00%	64.00%	58.17%	61.86%	80.00%
<b>Index</b>	5-Year Treasury Note	7-Year Treasury Note	10-Year Treasury Note	5-Year Treasury Note	7-Year Treasury Note	10-Year Treasury Note
<b>Index Rate</b>	3.81%	3.74%	3.65%	3.81%	3.74%	3.65%
<b>Estimated All-in Spread</b>	1.72%	1.52%	1.44%	1.80%	1.86%	1.79%
<b>Estimated All-in Rate</b>	5.53%	5.26%	5.09%	5.61%	5.60%	5.44%
<b>Prepayment Type</b>	Yield Maintenance	Yield Maintenance	Yield Maintenance	Defeasance	Defeasance	Defeasance
<b>Loan Period (Years)</b>	5	7	10	5	7	10
<b>Amortization (Years)</b>	30	35	35	30	35	35
<b>Interest Only (Years)</b>	0	2	7	0	2	5
<b>Estimated NRI</b>	\$1,918,970	\$1,918,970	\$1,918,970	\$1,918,970	\$1,918,970	\$1,918,970
<b>Estimated NOI</b>	\$1,451,832	\$1,451,832	\$1,451,832	\$1,451,832	\$1,451,832	\$1,451,832
<b>Preliminary Value</b>	\$30,000,000	\$30,000,000	\$30,000,000	\$30,000,000	\$30,000,000	\$30,000,000
<b>Interest Accrual Basis</b>	Actual/360	Actual/360	Actual/360	Actual/360	Actual/360	Actual/360
<b>Recourse</b>	Non-recourse	Non-recourse	Non-recourse	Non-recourse	Non-recourse	Non-recourse
<b>Is Loan Assumable</b>	Yes	Yes	Yes	Yes	Yes	Yes
<b>Supplemental Financing Available</b>	Yes	Yes	Yes	Yes	Yes	Yes
<b>Origination Fee (0.50%)</b>	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
<b>Application Fee</b>	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
<b>Freddie Application Fee</b>	N/A	N/A	N/A	0.10%	0.10%	0.10%
<b>Lender's Legal Fee</b>	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
<b>Fannie Delivery Fee</b>	0.05%	0.05%	0.05%	N/A	N/A	N/A
<b>Good Faith Deposit</b>	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
<b>Total Due at Application</b>	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
<b>Monthly Tax and Insurance Reserves</b>	Required	Required	Required	Required	Required	Required
<b>Monthly Replacement Reserves</b>	Required	Required	Required	Required	Required	Required

\*This soft quote does not represent a legal and binding contract with the potential borrower.

Indicative rates quoted are used solely as an example of current pricing.

Its sole purpose is to inform the Borrower of current mortgage rates and fee information regarding the subject loan.

An official application will follow if the borrower is interested in pursuing funding with Greystone Servicing Company LLC.

#### Special Considerations

Quote assumes Borrower/Sponsor meets all agency minimum ownership/management experience requirements and net worth/liquidity requirements. General

- 1 Key Principal Requirements: five years multifamily experience, net worth equal to loan amount, 10% liquidity, and Mid-FICO > 680.
- 2 Quote assumes the property meets all agency minimum condition and seismic requirements. Post closing repairs or seismic retrofit may be required.
- 3 Underwriting is subject to underwriter and appraiser concluding to similar income and expenses based on comps and historicals.
- 4 Pricing and credit subject to Agency review.
- 5 Loan amount based on average NRI of \$1,918,970. This figure will need to be supported through T-3 collections during underwriting and the appraiser's market rents. Quote assumes an underwritten RM figure of \$118,000, Payroll figure of \$95,000 and management fee of 4.0%. These figures will need to be supported by the historical operating history and the appraiser.
- 6 Quote assumes an underwritten ad valorem taxes are not due on this property due to a tax abatement and welfare exemption for the property taxes, only bonds and assessments which will not change with the sale.
- 7 Mezzanine debt available on Fannie products upon Greystone and Fannie approval. Pref equity available for all products upon qualification.

# WALKER & DUNLOP

**PRELIMINARY DEBT MATRIX**  
 1445 Harrison Street - Oakland, CA  
 1/18/2023

LENDER		FANNIE MAE		FREDDIE MAC	
Lender Type		Agency		Agency	
Preliminary Loan Amount	\$15,750,000 - \$16,000,000	\$16,200,000 - \$16,350,000			
Loan Term	10 years 30 years	10 years 30 years			
Amortization	5 years	5 years			
Interest Only Period					
Prepayment Fees	Yield Maintenance	Yield Maintenance			
Rate Type	Fixed	Fixed			
Index	10-year Treasury	10-year Treasury			
Index Rate	3.45%	3.45%			
Spread	1.50% to 1.65%	1.65% to 1.75%			
Interest Rate	<b>4.95% to 5.10%</b>	<b>5.10% to 5.20%</b>			
Loan Origination Fee	0.80% (Agency Minimum)	0.75% (Agency Minimum)			
Maximum LTV	75%	75%			
Minimum DSCR	1.25x	1.20x **			
Recourse	Non-Recourse	Non-Recourse			
Lender Processing Fee	\$5,000	\$5,000			
Deposit for 3rd Party Reports	\$15,000	\$15,000			
Good Faith/ Application Deposit	2.00%	2.00%			
Monthly Escrows	Required for Taxes, Insurance & Replacement Reserves	Required for Taxes, Insurance & Replacement Reserves			
Notes		** 1.20x DSCR is an agency exception (often granted for targeted affordable housing) and is subject to final underwriting and approval.			

### CONTACT INFORMATION

Sean Sheldon, CCM, DRE# 01967263 Director   Capital Markets Walker & Dunlop P: 949-216-5884 M: 270-846-5090 SSSheldon@walkeranddunlop.com	Gregory Richardson, DRE# 01212461 Managing Director   Capital Markets Walker & Dunlop P: 949-216-5883 M: 210-291-7424 GRichardson@walkeranddunlop.com
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*The above terms are based upon preliminary underwriting of the subject property and are intended for discussion purposes only. To inquire about available financing options, please reach out using the contact information above.*

2022-2023

**INTERNET COPY**

For Fiscal Year Beginning July 1, 2022 and Ending June 30, 2023

**ALAMEDA COUNTY  
SECURED PROPERTY TAX STATEMENT**

Henry C. Levy, Treasurer and Tax Collector  
1221 Oak Street, Room 131  
Oakland, California 94612

Parcel Number	Tracer Number	Tax-Rate Area	Special Handling
8-625-43	01996601	17-022	

Location of Property  
315 15TH ST, OAKLAND

Assessed to on January 1, 2022

ASSESSEE NAME AND ADDRESS ARE NOT AVAILABLE ONLINE  
PER CA GOV CODE §6254.21

**THIS IS NOT AN OFFICIAL BILL**

Tax-Rate Breakdown		
Taxing Agency	Tax Rate	Ad Valorem Tax
TAX RATE BREAKDOWN IS CURRENTLY NOT AVAILABLE ONLINE		
TOTAL AD VALOREM TAX (AV TAX)		

Fixed Charges and/or Special Assessments			
Description	Exemption Code	Phone	Amount
MOSQ MSR K 1982		800-273-5167	8.74
CSA PARAMEDIC		800-273-5167	4,376.96
VEC CNTRL MSR A 84		800-273-5167	36.00
CITY EMERG MEDICAL		510-238-2942	83.84
CITY PARAMEDIC SRV		510-238-2942	66.80
CSA LEAD ABATEMENT		510-567-8280	1,070.00
OUSD 2008MEASURE G	b	510-879-8884	195.00
PERALTA 2018MEAS E		800-792-8021	48.00
OUSD 2014MEASURE N	a,b	510-879-8884	120.00
OUSD 2016MEASUREG1	a,b	510-879-8884	120.00
VIOLENCE PREV TAX	a,b	510-238-2942	9,796.40
DEL GRBG ASSESS		510-238-7474	652.94
CITY LIBRARY SRV-D	a,b	510-238-2942	7,094.88
2020 OAK MEASURE Q	a,b	510-238-2942	12,970.62
OAKLAND MEASURE AA	a,b	510-238-2942	18,023.84
SFBRA MEASURE AA		888-508-8157	12.00
FLOOD BENEFIT 12		510-670-5212	38.40
HAZ WASTE PROGRAM		800-273-5167	710.48
VECTOR CNTRL ASMT		800-273-5167	96.76
MOSQUITO ASMT 2008		800-273-5167	40.24
EBRPD CFD NO A/C-3		888-512-0316	968.76
AC TRANSIT MEAS VV		800-273-5167	96.00
<b>SEE SEC 8 ON REVERSE SIDE FOR DTLs</b>			
Additional Total from Reverse Side			15,801.12
<b>Total Fixed Charges and/or Special Assessments</b>			<b>72,427.78</b>

Tax Computation Worksheet			
Description	Full Valuation	x Tax Rate	= Tax Amount
LAND IMPROVEMENTS	4,868,840		
FIXTURES	3,825,517		
TOTAL REAL PROPERTY	8,694,357		
PERSONAL PROPERTY	27,347		
GROSS ASSESSMENT & TAX	8,721,704	1.3771 %	120,108.57
HOMEOWNERS EXEMPTION			
OTHER EXEMPTION W	-7,901,863	1.3771 %	-108,816.55
TOTAL AD VALOREM TAX	819,841	1.3771 %	11,290.02
			11,290.02
First Installment	Second Installment	Total Amount Due	
PAID \$ 41,858.90	PAID \$ 41,858.90	PAID \$ 83,717.80	

**Please Read Important Messages**

A fee of \$61.00 will be imposed on all returned or dishonored payments.

ADJUSTMENT BILL FOR YEAR 2022 DUE TO:  
R&T 4831 - Error on roll

ECheck is free of charge; Accepted through  
June 30, 2023 @ <http://www.acgov.org/propertytax/>.

Visa, Mastercard, Discover, or American Express credit  
cards accepted by phone (510)272-6800 or online @  
<http://www.acgov.org/propertytax/> through June 30,  
2023. A convenience fee equal to 2.5% of the tax amount  
due will be added to your total payment.

Subscribe to receive email alerts about important property  
tax dates online @ <http://www.acgov.org/propertytax/>.

This bill is as of February 13, 2023 1:23 PM and may not  
include pending payments and roll corrections.

**Please See Reverse For More Information**

Tax Collector's Office  
Payment Questions/Credit Card Payments  
(510) 272-6800

Assessor's Office  
Valuation/Exemption  
(510) 272-3787 (510) 272-3770

**SECOND INSTALLMENT PAYMENT, 2022-2023**

**2**

**INTERNET COPY**

PARCEL NO. 8-625-43  
TRACER NO. 01996601

THIS AMOUNT DUE FEB 1, 2023 ==> **PAID** \$ 41,858.90



After APRIL 10, 2023 pay

(Includes delinquent penalty of 10% and \$10.00 cost)

**PAID FEB 10, 2023**

**FIRST INSTALLMENT PAYMENT, 2022-2023**

**1**

**INTERNET COPY**

PARCEL NO. 8-625-43  
TRACER NO. 01996601

THIS AMOUNT DUE NOV 1, 2022 ==> **PAID** \$ 41,858.90



After DECEMBER 12, 2022 pay

(Includes delinquent penalty of 10%)

**PAID DEC 2, 2022**



**Additional Fixed Charges and/or Special Assessments**

Description	Exemption Code	Phone	Amount
CITY LIBRARY SERV	a,b	510-238-2942	9,151.74
EBMUD WETWEATHER		888-403-2683	446.80
EAST BAY TRAIL LLD	a	888-512-0316	318.24
CITY LANDSCP/LIGHT	a,b	510-238-2942	5,884.34
<b>Total Additional Fixed Charges and/or Special Assessments</b>			<b>15,801.12</b>

**INFORMATION ABOUT YOUR 2022-2023 SECURED TAX BILL**

- Property Assessment and Attachment of Tax Lien:** The Assessor annually assesses all the property in the county, except state-assessed property, to the person owning, claiming, possessing, or controlling it at 12:01 a.m. January 1, and a lien for taxes attaches at that time preceding the fiscal year for which the taxes are levied.
  - If you disagree with a change in the assessed value as shown on the tax bill, you may have the right to an informal assessment review by contacting the Assessor's Office. If you disagree with the results of the informal review, you have the right to file an application for reduction in assessment for the following year with the Alameda County Assessment Appeals Board from July 2 to September 15. The Assessment Appeals Board may be contacted at the County Administration Building, Room 536, 1221 Oak Street, Oakland, California 94612 or by calling (510) 272-6352.
  - Application for review and equalization of an assessment made outside of the regular assessment period must be filed with the Alameda County Assessment Appeals Board no later than 60 days from the first notification of that assessment.
- Your Tax Collector does not determine the amount you pay in taxes.** Tax amounts are computed by multiplying the property's full value by the tax rates of the various taxing agencies. Fixed charges and/or special assessments such as Flood Control Benefit Assessment, sewer service, special assessment improvement bond charges, delinquent garbage liens, etc. from cities and districts are added to the computed tax amounts to arrive at the total amount due on the bill.
- The Total Amount Due is payable in two installments:**
  - The 1st installment is due on **NOVEMBER 1, 2022** and is delinquent at 5 p.m. **DECEMBER 12, 2022** after which a 10% penalty attaches.
  - The 2nd installment is due on **FEBRUARY 1, 2023** and is delinquent at 5 p.m. **APRIL 10, 2023** after which a 10% penalty and \$10 cost attach.
  - In order to pay both installments at the same time, remit the **TOTAL AMOUNT DUE** with both installment payment stubs by **DECEMBER 12, 2022**.
  - If above delinquent due dates fall on a Saturday, Sunday, or legal holiday, no penalty is charged if payment is made by 5 p.m. on the next business day.
- If the amount due is unpaid at 5 p.m. June 30, 2023, it will be necessary to pay** (a) delinquent penalties, (b) costs, (c) redemption penalties, and (d) a redemption fee. If June 30 falls on a Saturday, Sunday, or legal holiday, no redemption penalties shall attach if payment is made by 5 p.m. on the next business day. Property delinquent for the first year shall be declared defaulted for non-payment of taxes. After 5 years, the Tax Collector has the power to sell tax-defaulted property that is not redeemed.

**SEND THIS STUB WITH YOUR 2nd INSTALLMENT PAYMENT**

**Due: FEBRUARY 1, 2023**  
 Delinquent: 5 p.m., APRIL 10, 2023

Do Not Use This Stub After June 30, 2023  
 2nd INSTALLMENT PAYMENT CANNOT BE  
 ACCEPTED UNLESS 1st INSTALLMENT IS PAID

**SEND THIS STUB WITH YOUR 1st INSTALLMENT PAYMENT**

**Due: NOVEMBER 1, 2022**  
 Delinquent: 5 p.m., DECEMBER 12, 2022

Do Not Use This Stub After June 30, 2023  
 TO PAY BOTH INSTALLMENTS SEND BOTH STUBS

- Homeowners' Exemption.** If your tax bill shows zero value on the Homeowners' Exemption line and you owned and occupied this property on January 1, 2022, you may be eligible for a partial (80%) homeowners' exemption if you file a claim with the Assessor on or before December 10, 2022. The homeowners' exemption tax reduction is attributable to the state-financed homeowners' tax relief program.
- Questions about property valuation, exemptions, payments and fixed charges and/or special assessments** should be directed to the telephone numbers indicated on the front of this bill.
- Property Tax Postponement for Senior Citizens, Blind, Or Disabled Persons.** The State Controller's Office (SCO) administers the Property Tax Postponement (PTP) program, which allows eligible homeowners to postpone payment of current-year property taxes on their primary residence. PTP applications are accepted from October 1 to February 10 each year. Go to [www.ptp.sco.ca.gov](http://www.ptp.sco.ca.gov) for more information. If you have any questions, call (800)952-5661 or email [postponement@sco.ca.gov](mailto:postponement@sco.ca.gov).
- Possible Exemption Codes:**
  - = Senior Citizen
  - = Low Income

Exemption codes indicate that a particular exemption type is offered by the levying district. Exemption eligibility requirements and the application process are available by calling the phone numbers provided.

# ASSESSOR'S MAP 8

Code Area No. 17-022

625  
8176

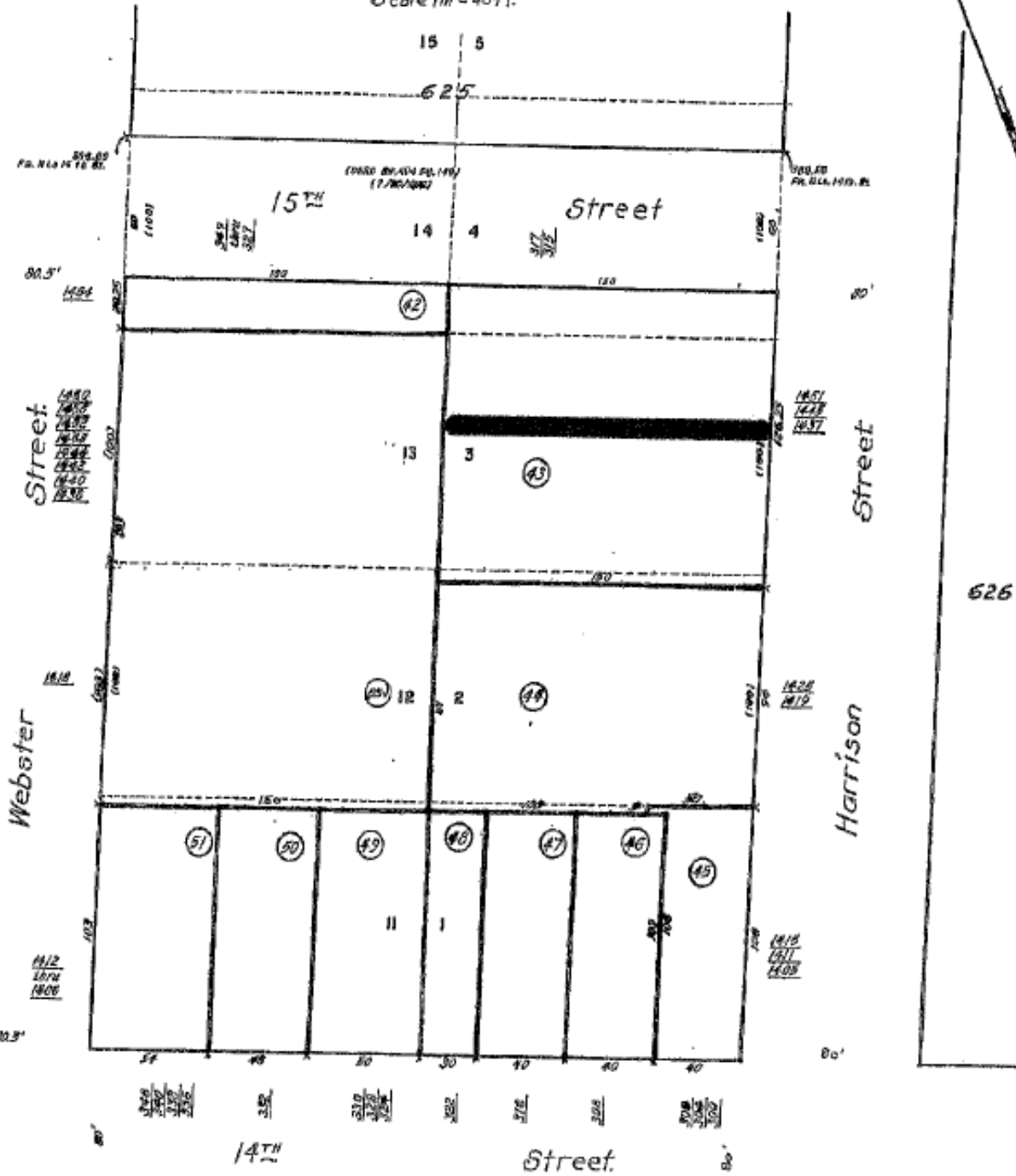
Page 3

(A) Map of Lander and Casserly DEED BOOK 88/P.114  
(B) Map of Oakland and vicinity, showing plan of Streets,  
as established and proposed. Compiled from official  
Surveys and records of the County, as per W.F. Boardman,  
City and County Surveyor. (Bk. 17 P. 14)

Scale 1 in = 40 ft.



After 1840  
1-20-1840  
1-20-1840



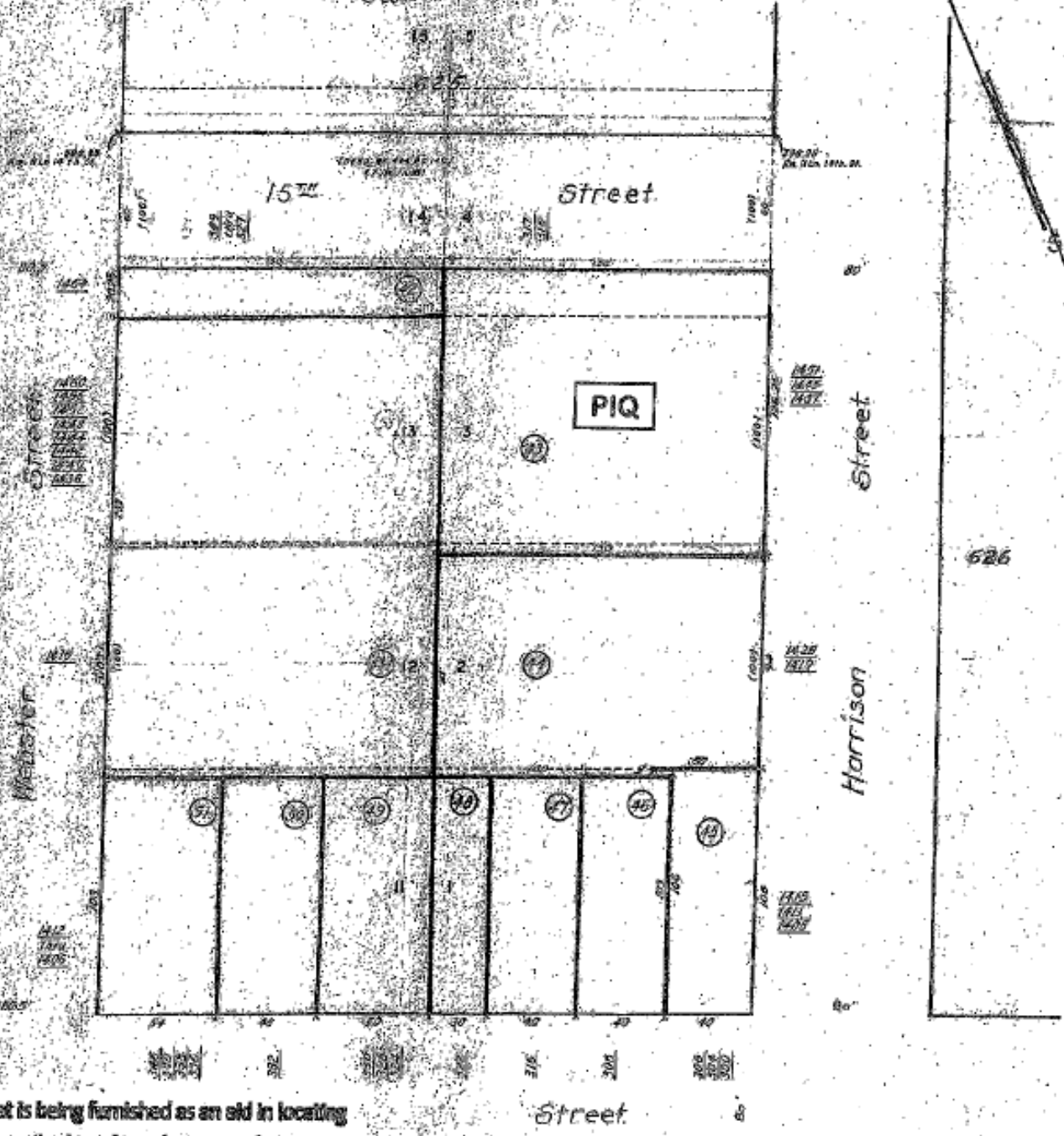
B O O K 2

**ASSESSOR'S MAP B**

Map of Lander and Cassery (see book 24/28, 11)

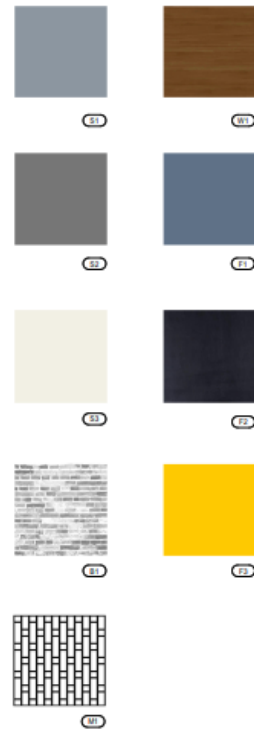
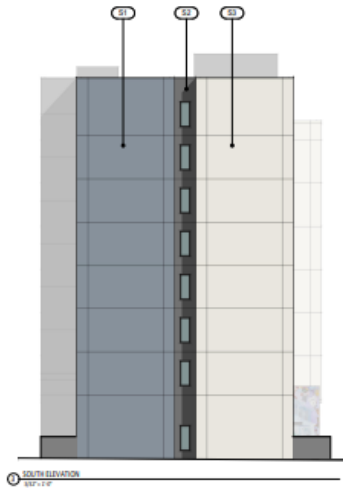
625  
E128  
Page 3

Map of Oakland and vicinity, showing plan of streets, as established and proposed. Compiled from official surveys and records of the County Assessor, Boardman, City and County Surveyor (D.R. 17, 1914)  
Scale 1 in = 40 ft.

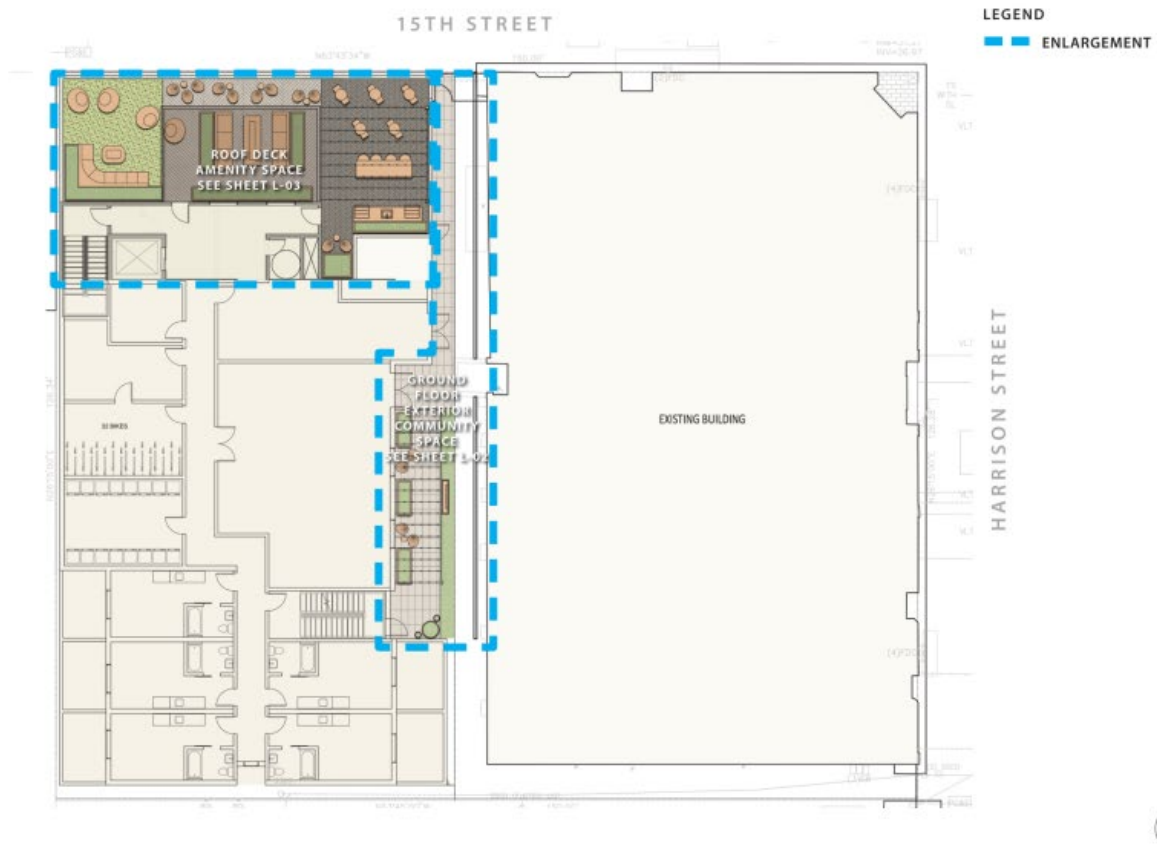


This map/plot is being furnished as an aid in locating the herein described Land in relation to adjoining streets, natural boundaries and other land, and is not a survey of the land depicted. Except to the extent a policy of title insurance is expressly modified by endorsement, if any, the Company does not insure dimensions, distances, location of easements, acreage or other matters shown thereon.

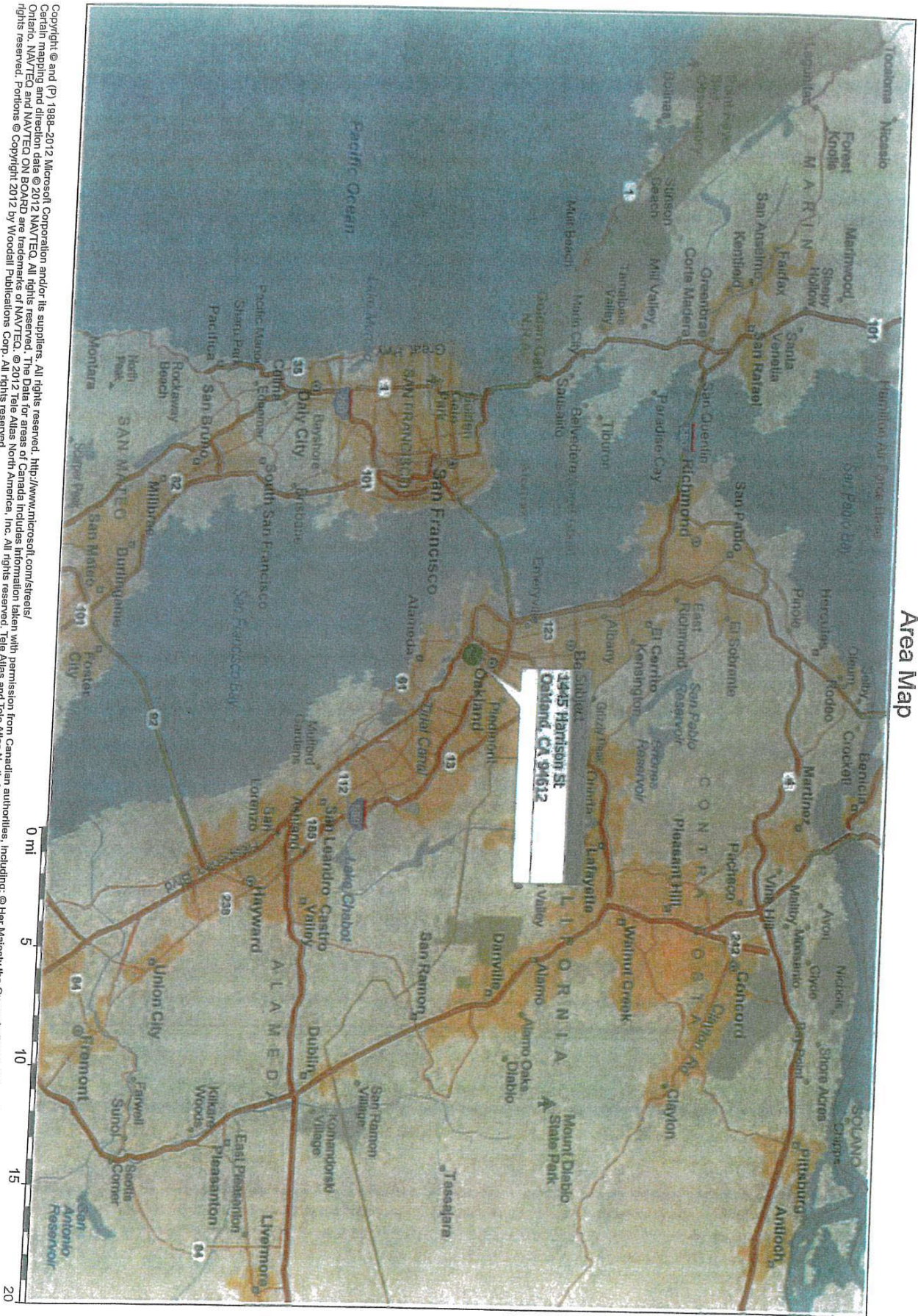
Handwritten notes: 0, K, 2



LEGEND	
01	STUCCO - FINE SAND FINISH SW 6249 STORM CLOUD
02	STUCCO - FINE SAND FINISH SW 7874 PEPPERCORN
03	STUCCO - FINE SAND FINISH SW 7035 AESTHETIC WHITE
04	BRICK VENEERS GREY ANTIQUE
05	TIMBER DOOR
06	ANODIZED ALUMINUM SW 6523 DENIM
07	WINDOW FRAME BLACK VINYL CLAD
08	ANODIZED ALUMINUM SW 6910 DAZY
09	METAL FENCE WITH GATE 80K MODERN AIS



# Area Map



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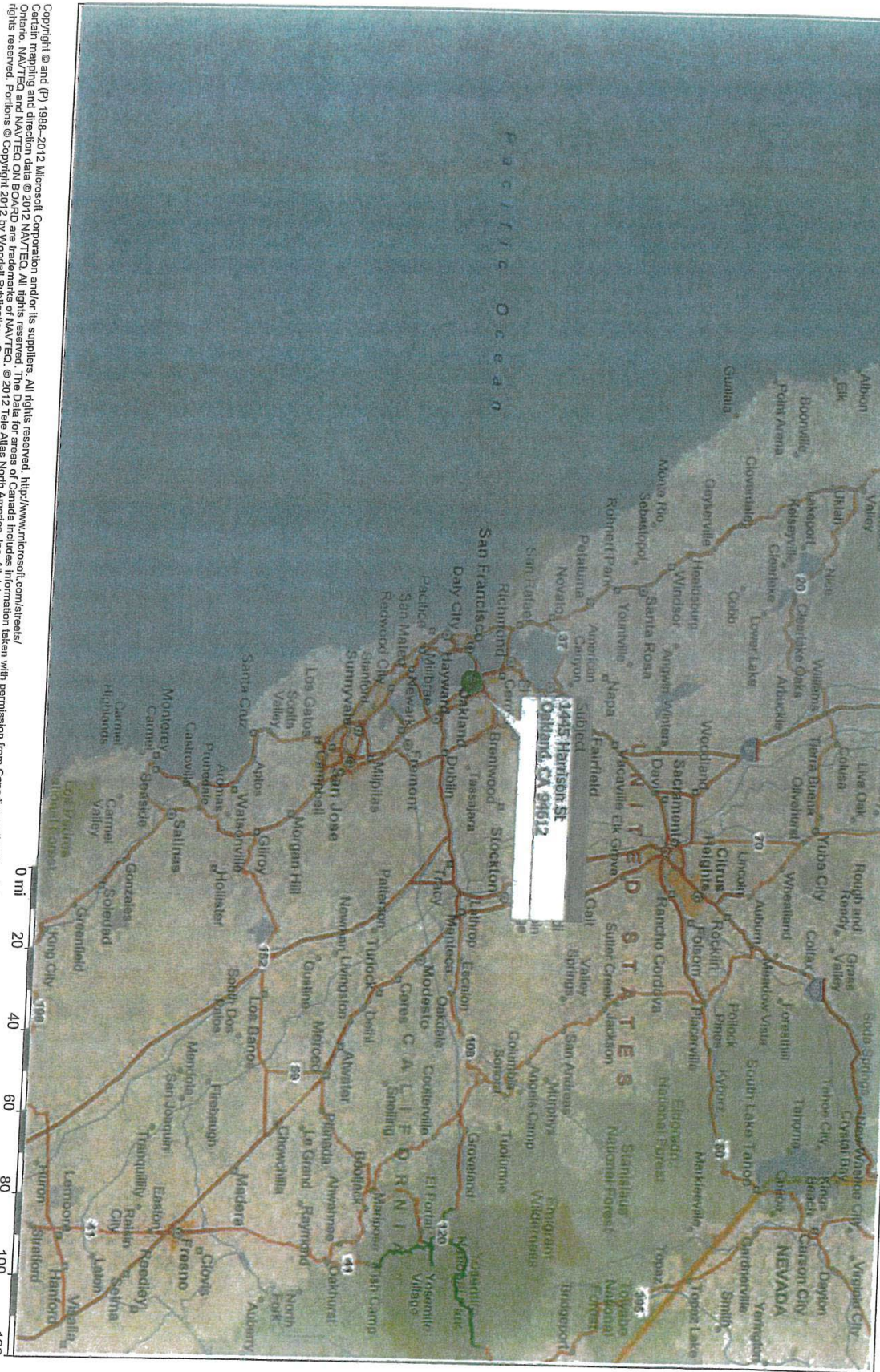
# Neighborhood Map



1445 Harrison St  
Oakland, CA 94612

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# Regional Map



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