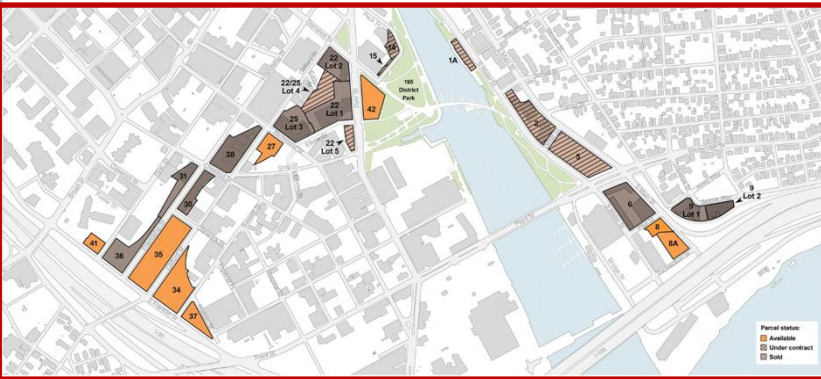


Public Presentation
195 District
Parcel 8/8A
Proposal Comparison
Snapshots



RESGroup
REAL ESTATE SOLUTIONS

6/3/26

Proposal Comparison

	Marathon The Kelsey	Churchill & Banks
Gross Square Feet	132,890 including garage	113,360 including garage
Underground Parking Area (SF)	18,890 (48 spaces)	19,440 (45 spaces)
Surface Parking	0	36 spaces on site plus shared parking off site
Residential Area (Net SF)	90,250	66,956
# Market-Rate Units	0	100
# Affordable/Workforce Units	134	0
Retail / Office (Net SF)	2,400	4,302
Circulation/Common (SF)	21,350	22,662
Construction Start	August 2027	June 2027
Cert. of Occ. Date	October 2028	February 2029
Purchase Price	Option 1: \$1,000,000; Option 2: \$300,000 purchase price; \$700,000 to fund additional resident services coordinator for 10 years	\$1,000,000
195 Subsidy Request	None	\$44,800 per year (Park Maintenance Fee)
Project Cost Per SF	\$444	\$330
Permanent Jobs Created (Direct)	3 (or 4 if Purchase Option 2) Developer 21 Appleseed	25 Developer 11 Appleseed
Construction Jobs Created	Over 100 Developer 230 Appleseed	180 Developer 142 Appleseed

Proposal Comparison

Unit Mix	Marathon The Kelsey		Churchill & Banks	
Studio	0	0%	Market Rate	26 26%
1 Bedroom	80% AMI	32 24%	Market Rate	55 55%
	60% AMI	49 37%		
	30% AMI	22 16%		
	<u>30% AMI (811)</u>	<u>5 4%</u>		
	Total	108 81%		
1 Bedroom plus den	0	0%	Market Rate	5 5%
2 Bedroom	80% AMI	7 5%	Market Rate	14 14%
	60% AMI	12 9%		
	30% AMI	3 2%		
	<u>30% AMI (811)</u>	<u>4 3%</u>		
	Total	26 19%		
Totals	80% AMI	39 29%	Market Rate	100 100%
	60% AMI	61 45%		
	30% AMI	25 19%		
	<u>30% AMI (811)</u>	<u>9 7%</u>		
	Total	134 100%		

Proposal Snapshot – Marathon | The Kelsey



Comments on Market Assumptions

Category	Developer	RESGroup
Cost of Sale	0%	2%

- Developer assumes zero taxes during construction, which does not appear realistic but RESGroup assumed it was covered by contingency.

Project Summary:

Gross Building Area:	132,890 including 18,890 SF garage
Uses:	134 rental apartments; 2,400 SF retail
Construction start:	August 2027
Purchase price:	Option 1: \$1,000,000 Option 2: \$300,000 with \$700,000 to fund a second resident coordinator for 10 years.
195 Subsidy Request:	None
Permanent Jobs:	3-4 (Developer) 21 (Appleseed)
Construction Jobs:	Over 100 (Developer) 230 (Appleseed)

- 6-story structure with basement parking for 48 vehicles.
- Includes 100% of units at 30% - 80% AMI (including 9 units for persons with disabilities).

Proposal Snapshot – Marathon | The Kelsey (Continued)

Strengths	Weaknesses
<p><u>Market Feasibility</u></p> <ul style="list-style-type: none">• Strong demand for affordable and workforce housing, comprising 100% of the units. <p><u>Project Readiness</u></p> <p><u>Financial Feasibility</u></p> <ul style="list-style-type: none">• Fairly typical financing structure for project with 100% affordable/workforce units.• In-house design and project management capability saves construction time and reduces costs. <p><u>Developer Experience</u></p> <ul style="list-style-type: none">• Developer has experience with at least five similar projects.• Strong reference from Newmark, their lender for 5 other LIHTC projects.	<p><u>Market Feasibility</u></p> <p><u>Project Readiness</u></p> <ul style="list-style-type: none">• Requires competitive housing sources that take time to secure through state and/or city funding rounds. This application and approval process is factored into the scheduled timing of the project, including a 60-day schedule contingency. However, delays in approval beyond that contingency may impact project costs. <p><u>Financial Feasibility</u></p> <p><u>Developer Experience</u></p>

Proposal Snapshot – Churchill & Banks



Comments on Market Assumptions

- RESGroup added the District Park Fee to the operating expenses (\$0.53 per SF in 2026)
- RESGroup assumed a Tax Stabilization Agreement would be applied for and approved.

Project Summary:

Gross Building Area:	113,360 including 19,440 SF garage
Uses:	100 rental units; 4,305 SF retail/office
Construction start:	June 2027
Purchase price:	\$1,000,000
195 subsidy requested:	Relief from District Park Fee
Permanent Jobs:	25 (Developer) 11 (Appleseed)
Construction Jobs:	180 (Developer) 142 (Appleseed)

- Residential units average 679 SF.
- 4- and 5-story structure with rooftop garden on northern 4-story structure.
- 45 basement parking spaces and 36 surface spaces plus shared parking off site.
- While Developer assumes TSA is obtainable, they did not model it.

Proposal Snapshot – Churchill & Banks

Strengths	Weaknesses
<p><u>Market Feasibility</u></p> <ul style="list-style-type: none">• Rents are generally in line with market.• Operation expenses are reasonable. <p><u>Project Readiness</u></p> <p><u>Financial Feasibility</u></p> <ul style="list-style-type: none">• If TSA were in place, Debt Service Coverage Ratio (DSCR) would be 1.31, which is very supportable in the market.• Strong returns if TSA is in place.• Developer’s ability to access special HUD financing that can be extended from the adjacent property at 580 South Water St enables higher than typical returns to the developer if as-of-right TSA is in place. <p><u>Developer Experience</u></p> <ul style="list-style-type: none">• Developer has experience with similar projects, including the adjacent building.	<p><u>Market Feasibility</u></p> <p><u>Project Readiness</u></p> <ul style="list-style-type: none">• Project costs per SF appear low. <p><u>Financial Feasibility</u></p> <ul style="list-style-type: none">• DSCR of 1.12, assuming no TSA, is low for the market. <p><u>Developer Experience</u></p>

Residential Apartment Demand in Providence

- RESGroup outreach to residential operators in the market found that vacancy rates have declined for 2 recently completed projects as units have been absorbed and they remain stable elsewhere, except Regency Plaza (an older property built in 1976).
- Demographic characteristics remain strong, with a growing population and a steadily decreasing number of vacant units.

Rental Apartment Vacancy Rate Trends

Project	Vacancy Rate Spring 2023	Vacancy Rate Spring 2026
I-195 Parcel 6	0%	0%
Emblem 125 (P28)	25.0%	1.6%
Regency Plaza	2.0%	10.8%
Chestnut Commons	19.6%	3.3%
580 S Water	1.4%	1.4%

Demographic Data

Demographics	2020	2025	2030P	2020-2025 CAGR	2020-2030 CAGR
Population	190,934	193,323	193,854	0.2%	0.1%
Housing Units	75,257	77,181	77,840	0.5%	0.2%
Renter Units	46,288	46,384	46,338	0.0%	0.0%
Vacant Units	5,660	5,369	4,989	-1.1%	-1.5%

Source: Esri