



BAIRD + DRISKELL

TO: Baird + Driskell
FROM: Century Urban, LLC
SUBJECT: San Mateo and Santa Clara Counties Development Cost & San Mateo County Unit Mix Research
DATE: April 7, 2022

Century | Urban has been engaged by Baird + Driskell to perform research on the development costs of certain residential prototypes in San Mateo and Santa Clara Counties as well as the unit mixes of residential projects delivered since 2013 in San Mateo County. The research findings shown below in Exhibits 1, 2, 3, and 4 are based on Century | Urban's recent work on other assignments as well as on third-party data sources, further detailed below, which Century | Urban considers credible but has not independently verified.

The estimated prototype project costs shown below reflect high-level averages and do not represent any specific project budget. Project costs vary by geography, topography, site conditions, finish level, entitlement and permit status, contractor type, and time among other factors. Key elements of the prototypes were provided by Baird + Driskell.

The San Mateo County unit mix results represent the data available to Century | Urban through its research and does not represent every project built in each market or market-level conclusions. However, the data does present over 100 projects and over 13,000 units and as such is informative with respect to the types and sizes of units built during the period surveyed.

With respect to the unit mix data, please note that a lack of data for a given city does not necessarily mean that no projects or units were built in that city, but rather that no relevant data was available for that city.

Land prices range substantially across the surveyed transactions. To convey the range of land costs reviewed, Century | Urban provided the averages of the bottom third of the land sales, the middle third, and the highest third. Further detail on the land sales that were available is reflected in Exhibits 3 and 4.



Research and Data Sources

The estimates shown below are based on data and sources including but not limited to: similar projects Century | Urban has underwritten and/or priced; specific project economics Century | Urban has reviewed; direct conversations with developers and cost estimators; database research including CoStar, MLS, Redfin, and title databases; online research sources including City and project websites; market reports compiled by real estate sales and research organizations; and, Century | Urban's general experience assessing residential project feasibility in the San Francisco Bay Area.

Single Family Home Land Price Data

To generate the single-family land values utilized in the development cost estimates, Century | Urban collected sales data for land lots totaling one acre or less which transacted over the past three years across the surveyed jurisdictions in San Mateo and Santa Clara counties. Over 250 data points were collected. The data does not include properties with existing homes or infrastructure that were redeveloped as new single-family homes, and the data for some cities is limited.

As the data collected is not comprehensive, summaries and averages may be valuable for reaching overall conclusions about the range of land prices in the counties, but they may or may not be representative of a given city's average or median land price or the land price for a given parcel. The table in Exhibit 3 should therefore be reviewed noting the limited number of data points for certain cities. Land prices vary substantially by location, topography, site conditions, shape of the parcel, neighboring uses, access, noise, and many other factors. In addition, completed sales are necessarily past transactions and may not represent the current state of the market and expected future land sale prices.

Multi Family Home Land Price Data

Century | Urban collected available multi family land sales data from 2013 to the present in San Mateo and Santa Clara counties. Over 65 data points were collected. In certain cases, the multi family projects designated for the sites have not been completed. In those cases, Century | Urban based unit counts based on approved or the reported number of units planned. The data includes both sites with for-rent and for-sale projects.

Similar to the single family data points, the available information is not comprehensive and is more informative at a county level. Summaries and averages by city may not be valuable for reaching definitive conclusions about a given city's average or median land price or the land price for a given parcel. Particularly in cities with a less than five data points, any given sale or set of sales could represent an outlier or outliers which may affect median and average calculations. As noted above, land prices vary substantially by location, topography, site conditions, shape of the parcel, neighboring uses, access, noise, and many other factors. In addition, completed sales are necessarily past transactions and may not represent the current state of the market and expected future land sale prices.

**Exhibit 1: Total Development Cost: Single-family****Baird and Driskell****Total Development Costs - San Mateo and Santa Clara Counties**

Large numbers rounded to nearest \$'000 or nearest \$'0,000

	Single Family Small		Single Family Large	
	Total	\$/ SF	Total	\$/ SF
Prototype Elements				
1) Gross Residential Square Feet	2,600		5,000	
Hard Costs				
1) Residential Hard Costs	\$1,040,000	\$400	\$2,500,000	\$500
2) Site improvements and utilities				
3) Grading and erosion control				
4) Parking Hard Costs				
5) Contingency 5%	\$52,000	\$20	\$125,000	\$25
Total Hard Costs	\$1,092,000	\$420	\$2,625,000	\$525
Soft Costs				
1) Soft Costs 25.0%	\$270,000	\$104	\$660,000	\$132
2) City Fees	\$75,000	\$29	\$75,000	\$15
3) Soft Cost Contingency 5%	\$20,000	\$8	\$40,000	\$8
Total Soft Costs	\$365,000	\$133	\$775,000	\$147
<i>% of hard costs</i>	33%		30%	
Land Costs	Total	Per SF Bldg	Total	Per SF Bldg
1) Land Costs - San Mateo	\$1,030,000	\$396	\$1,030,000	\$206
2) Land Costs - Santa Clara	\$1,320,000	\$508	\$1,320,000	\$264
Single Family Land Cost Range				
SFH Land - Lower Price Tier	\$210,000	\$81	\$210,000	\$42
SFH Land - Middle Price Tier	\$730,000	\$281	\$730,000	\$146
SFH Land - Higher Price Tier	\$2,510,000	\$965	\$2,510,000	\$502
Total Development Cost - San Mateo	\$2,487,000	\$949	\$4,430,000	\$878
Total Development Cost - Santa Clara	\$2,777,000	\$1,060	\$4,720,000	\$936
Total Development Cost by Range of Land Cost				
Single Family - Lower Land Price Tier	\$1,667,000	\$633	\$3,610,000	\$714
Single Family - Middle Land Price Tier	\$2,187,000	\$833	\$4,130,000	\$818
Single Family - Higher Land Price Tier	\$3,967,000	\$1,518	\$5,910,000	\$1,174



Exhibit 1: Total Development Cost: Multi-family

Baird and Driskell

Total Development Costs - San Mateo and Santa Clara Counties

Large numbers rounded to nearest \$'000 or nearest \$'0,000

	Multi-Family Small			Multi-Family Large		
	Total	\$/ SF	\$/ Unit	Total	\$/ SF	\$/ Unit
Prototype Elements						
1) Gross Residential Square Feet	10,000			93,750		
2) Parking Square Footage	3,750			40,000		
3) Parking Type	Surface Lot			Standalone above grade		
4) Units	10			100		
5) Avg Net SF / Unit	850			750		
6) Efficiency	85%			80%		
Hard Costs						
1) Residential Hard Costs	\$4,150,000	\$415	\$420,000	\$39,840,000	\$425	\$400,000
2) Site improvements and utilities	\$605,000			\$1,165,000		
3) Grading and erosion control	\$110,000			\$335,000		
4) Parking Hard Costs	\$100,000	\$28		\$4,800,000	\$120	
5) Contingency 5%	\$250,000	\$21	\$21,000	\$2,310,000	\$21	\$20,000
Total Hard Costs	\$5,215,000	\$522	\$521,500	\$48,450,000	\$517	\$484,500
Soft Costs						
1) Soft Costs 25.0%	\$1,303,750	\$130	\$130,000	\$12,110,000	\$129	\$120,000
2) City Fees	\$350,000	\$35	\$35,000	\$2,800,000	\$30	\$28,000
3) Soft Cost Contingency 5%	\$80,000	\$8	\$8,000	\$750,000	\$8	\$7,500
Total Soft Costs	\$1,733,750	\$165	\$165,000	\$15,660,000	\$159	\$148,000
<i>% of hard costs</i>	33%			32%		
Land Costs						
	Total		Per Unit			Per Unit
1) Land Costs - San Mateo	\$1,000,000		\$100,000	\$10,000,000		\$100,000
2) Land Costs - Santa Clara	\$600,000		\$60,000	\$6,000,000		\$60,000
Range of Land Costs						
Apts/Condo- Lower Price Tier	\$400,000		\$40,000	\$4,000,000		\$40,000
Apts/Condo- Middle Price Tier	\$800,000		\$80,000	\$8,000,000		\$80,000
Apts/Condo- Higher Cost Tier	\$1,600,000		\$160,000	\$16,000,000		\$160,000
Total Development Cost - San Mateo	\$7,948,750	\$795	\$786,500	\$74,110,000	\$791	\$732,500
Total Development Cost - Santa Clara	\$7,548,750	\$755	\$746,500	\$70,110,000	\$748	\$692,500
Total Development Cost by Range of Land Cost						
Apts/Condo- Lower Land Price Tier	\$7,348,750		\$726,500	\$68,110,000		\$672,500
Apts/Condo- Middle Land Price Tier	\$7,748,750		\$766,500	\$72,110,000		\$712,500
Apts/Condo- Higher Land Price Tier	\$8,548,750		\$846,500	\$80,110,000		\$792,500



Exhibit 2: Unit Mixes - Number of Units by Unit Type and Unit Mix Percentages

San Mateo County Apartments

Number of Units	Unit Numbers							Unit Mix				
	Projects	Studios	One	Two	Three	Four	Total	Studios	One	Two	Three	Four
Proposed	25	936	1,639	888	124	56	3,643	26%	45%	24%	3%	2%
Existing	63	905	4,223	2,626	523	1	8,279	11%	51%	32%	6%	0%
Final Planning	3	328	19	75	33	7	462	71%	4%	16%	7%	2%
Under Construction	16	268	619	523	79	0	1,489	18%	42%	35%	5%	0%
Totals	107	2,437	6,500	4,112	759	64	13,872	18%	47%	30%	5%	0%

	Projects	Studios	One	Two	Three	Four	Total	Studios	One	Two	Three	Four
South San Francisco	8	90	853	604	55	0	1,602	6%	53%	38%	3%	0%
San Mateo	19	228	734	715	154	1	1,832	12%	40%	39%	8%	0%
Redwood City	28	1,019	2,262	1,125	163	0	4,569	22%	50%	25%	4%	0%
Menlo Park	12	600	995	411	80	47	2,133	28%	47%	19%	4%	2%
Millbrae	3	147	151	133	23	0	454	32%	33%	29%	5%	0%
Foster City	5	12	367	302	83	0	764	2%	48%	40%	11%	0%
Burlingame	11	105	606	474	28	0	1,213	9%	50%	39%	2%	0%
Daly City	3	206	79	72	23	0	380	54%	21%	19%	6%	0%
San Carlos	7	0	101	84	88	9	282	0%	36%	30%	31%	3%
Half Moon Bay	2	0	149	21	2	0	172	0%	87%	12%	1%	0%
East Palo Alto	2	8	55	80	27	7	177	5%	31%	45%	15%	4%
San Bruno	4	4	119	62	14	0	199	2%	60%	31%	7%	0%
Belmont	1	18	25	21	17	0	81	22%	31%	26%	21%	0%
El Granada	1	0	3	6	0	0	9	0%	33%	67%	0%	0%
Pacifica	1	0	1	2	2	0	5	0%	20%	40%	40%	0%
Total	107	2,437	6,500	4,112	759	64	13,872	18%	47%	30%	5%	0%

San Mateo County Condominiums

Number of Units	Unit Numbers							Unit Mix				
	Projects	Studios	One	Two	Three	Four	Total	Studios	One	Two	Three	Four
Proposed	2	72	0	8	1	1	82	88%	0%	10%	1%	1%
Existing	12	0	46	293	194	0	533	0%	9%	55%	36%	0%
Final Planning	0	0	0	0	0	0	0					
Under Construction	1	0	0	10	0	0	10	0%	0%	100%	0%	0%
Total with Unit Mix Data	15	72	46	311	195	1	625	12%	7%	50%	31%	0%

	Projects	Studios	One	Two	Three	Four	Total	Studios	One	Two	Three	Four
South San Francisco	1	0	40	57	0	0	97	0%	41%	59%	0%	0%
San Mateo	5	72	0	201	97	1	371	19%	0%	54%	26%	0%
Daly City	2	0	0	2	84	0	86	0%	0%	2%	98%	0%
San Carlos	1	0	3	8	9	0	20	0%	15%	40%	45%	0%
Menlo Park	1	0	0	15	0	0	15	0%	0%	100%	0%	0%
Burlingame	3	0	3	18	1	0	22	0%	14%	82%	5%	0%
Redwood City	1	0	0	10	0	0	10	0%	0%	100%	0%	0%
Half Moon Bay	1	0	0	0	4	0	4	0%	0%	0%	100%	0%
Brisbane	No data available											
Belmont	No data available											
Foster City	No data available											
Pacifica	No data available											
Total	15	72	46	311	195	1	625	12%	7%	50%	31%	0%



Exhibit 2: Unit Mixes - Unit Sizes

San Mateo County Apartments

Average Unit Sizes

	<u>Studios</u>	<u>One</u>	<u>Two</u>	<u>Three</u>	<u>Four</u>
Proposed	506	688	1,115	1,565	2,208
Existing	535	745	1,108	1,411	1,939
Final Planning					
Under Construction	508	708	1,081	1,413	
Total Data Available	524	733	1,105	1,422	2,186

	<u>Studios</u>	<u>One</u>	<u>Two</u>	<u>Three</u>	<u>Four</u>
South San Francisco	511	705	1,116	1,321	
San Mateo	590	769	1,109	1,436	1,939
Redwood City	546	756	1,125	1,421	
Menlo Park	538	692	1,062	1,434	1,782
Millbrae	475	656	1,147	1,369	
Foster City	579	716	1,088	1,402	
Burlingame	518	785	1,128	1,368	
Daly City	422	649	932	1,187	
San Carlos		774	1,206	1,520	2,303
Half Moon Bay		659	957	1,330	
East Palo Alto		530	795		
San Bruno	476	716	1,006	1,386	
Belmont					
El Granada		616	1,047		
Pacifica		1,750	900	1,100	

San Mateo County Condominiums

Average Unit Sizes

Insufficient data

**Exhibit 3: Single Family Land Sale Data Summary****Single Family Home Land Sites up to 1 acre, last 3 years**

County	City	Available Data Points	Per Square Foot				Per Single Family Home			
			Min	Max	Median	Average	Min	Max	Median	Average
San Mateo County	Moss Beach	19	\$14	\$117	\$64	\$64	\$125,000	\$582,500	\$375,000	\$335,053
San Mateo County	Woodside	4	\$10	\$88	\$24	\$36	\$150,000	\$2,000,000	\$377,250	\$726,125
San Mateo County	South San Francisco	4	\$33	\$89	\$59	\$60	\$165,000	\$3,800,000	\$431,000	\$1,206,750
San Mateo County	Montara	12	\$23	\$269	\$65	\$79	\$275,000	\$1,750,000	\$439,000	\$533,917
San Mateo County	Half Moon Bay	33	\$1	\$324	\$75	\$91	\$5,000	\$2,300,000	\$447,000	\$514,455
San Mateo County	Pacifica	6	\$14	\$105	\$70	\$63	\$300,000	\$925,000	\$447,500	\$500,000
San Mateo County	Belmont	12	\$2	\$721	\$56	\$118	\$55,000	\$4,470,000	\$495,000	\$960,583
San Mateo County	East Palo Alto	5	\$72	\$135	\$92	\$100	\$235,000	\$3,550,000	\$675,000	\$1,379,600
San Mateo County	Redwood City	18	\$6	\$345	\$129	\$145	\$50,000	\$5,350,000	\$825,000	\$1,170,250
San Mateo County	Emerald Hills	2	\$125	\$132	\$129	\$129	\$975,000	\$980,000	\$977,500	\$977,500
San Mateo County	San Bruno	2	\$179	\$207	\$193	\$193	\$560,000	\$1,500,250	\$1,030,125	\$1,030,125
San Mateo County	San Carlos	11	\$2	\$405	\$94	\$126	\$29,000	\$2,980,000	\$1,100,000	\$1,214,455
San Mateo County	San Mateo	1	\$500	\$500	\$500	\$500	\$1,500,000	\$1,500,000	\$1,500,000	\$1,500,000
San Mateo County	Portola Valley	4	\$47	\$129	\$58	\$73	\$1,325,000	\$3,000,000	\$1,578,000	\$1,870,250
San Mateo County	Burlingame	1	\$125	\$125	\$125	\$125	\$1,600,000	\$1,600,000	\$1,600,000	\$1,600,000
San Mateo County	Menlo Park	3	\$165	\$591	\$459	\$405	\$2,580,000	\$6,500,000	\$2,780,000	\$3,953,333
San Mateo County	Millbrae	1	\$239	\$239	\$239	\$239	\$3,080,500	\$3,080,500	\$3,080,500	\$3,080,500
San Mateo County	Hillsborough	3	\$85	\$306	\$116	\$169	\$3,050,000	\$8,000,000	\$4,000,000	\$5,016,667
San Mateo County	Atherton	2	\$147	\$208	\$178	\$178	\$2,500,000	\$6,400,000	\$4,450,000	\$4,450,000
San Mateo County	Total	143	\$1	\$721	\$84	\$110	\$5,000	\$8,000,000	\$510,000	\$1,026,691
Santa Clara County	Los Gatos	15	\$1	\$251	\$6	\$50	\$9,500	\$3,250,000	\$250,000	\$716,237
Santa Clara County	Morgan Hill	11	\$1	\$495	\$15	\$79	\$29,000	\$1,365,000	\$475,000	\$490,533
Santa Clara County	San Jose	54	\$12	\$677	\$75	\$150	\$32,000	\$5,300,000	\$925,000	\$949,380
Santa Clara County	Campbell	8	\$13	\$897	\$120	\$194	\$10,000	\$1,500,000	\$1,038,000	\$975,000
Santa Clara County	Mountain View	3	\$76	\$271	\$141	\$163	\$1,050,000	\$2,300,000	\$1,150,000	\$1,500,000
Santa Clara County	Santa Clara	1	\$169	\$169	\$169	\$169	\$1,275,000	\$1,275,000	\$1,275,000	\$1,275,000
Santa Clara County	Sunnyvale	3	\$167	\$602	\$214	\$328	\$1,080,000	\$5,750,000	\$1,345,000	\$2,725,000
Santa Clara County	Cupertino	4	\$47	\$297	\$197	\$185	\$872,000	\$2,900,000	\$2,175,000	\$2,030,500
Santa Clara County	Monte Sereno	2	\$61	\$1,006	\$534	\$534	\$2,142,714	\$2,427,500	\$2,285,107	\$2,285,107
Santa Clara County	Saratoga	5	\$61	\$171	\$74	\$93	\$1,380,000	\$2,900,000	\$2,640,000	\$2,386,000
Santa Clara County	Palo Alto	7	\$79	\$584	\$333	\$323	\$2,050,000	\$4,000,000	\$3,100,000	\$2,965,000
Santa Clara County	Los Altos	5	\$121	\$352	\$257	\$235	\$1,600,000	\$7,250,000	\$3,470,000	\$3,723,600
Santa Clara County	Los Altos Hills	1	\$99	\$99	\$99	\$99	\$3,995,000	\$3,995,000	\$3,995,000	\$3,995,000
Santa Clara County	Total	119	\$1	\$1,006	\$84	\$157	\$9,500	\$7,250,000	\$1,065,000	\$1,320,556

The data in the table above represents the available single family home lot sales data points collected for this high-level survey. As the data is limited for certain cities, the specific, median, and average amounts per city may not be representative of a city's current median or average land costs or the city's land costs relative to other cities listed.

**Exhibit 4: Multi Family Land Sale Data Summary****Multi Family Land Sites - Available Data**

<u>County</u>	<u>City</u>	<u>Available Data Points</u>	<u>Per Multi Family Unit</u>			
			<u>Min</u>	<u>Max</u>	<u>Median</u>	<u>Average</u>
San Mateo	San Mateo	3	\$135,000	\$180,000	\$151,000	\$155,000
San Mateo	San Carlos	4	\$33,000	\$333,000	\$262,000	\$222,000
San Mateo	Millbrae	2	\$64,000	\$92,000	\$78,000	\$78,000
San Mateo	Redwood City	6	\$78,000	\$400,000	\$95,000	\$157,000
San Mateo	South San Francisco	2	\$44,000	\$77,000	\$61,000	\$61,000
San Mateo	Burlingame	3	\$59,000	\$117,000	\$73,000	\$83,000
San Mateo	Menlo Park	3	\$37,000	\$98,000	\$50,000	\$62,000
San Mateo	Daly City	2	\$29,000	\$60,000	\$45,000	\$45,000
San Mateo	Pacifica	2	\$117,000	\$118,000	\$117,000	\$117,000
San Mateo	Belmont	1	\$105,000	\$105,000	\$105,000	\$105,000
San Mateo	Total	28	\$29,000	\$400,000	\$95,000	\$123,000
			<i>County Weighted Average</i>			\$96,000
			<i>Per Unit Land Amount Applied</i>			\$100,000

<u>County</u>	<u>City</u>	<u>Available Data Points</u>	<u>Per Multi Family Unit</u>			
			<u>Min</u>	<u>Max</u>	<u>Median</u>	<u>Average</u>
Santa Clara	San Jose	17	\$16,000	\$125,000	\$50,000	\$52,000
Santa Clara	Gilroy	1	\$44,000	\$44,000	\$44,000	\$44,000
Santa Clara	Morgan Hill	1	\$86,000	\$86,000	\$86,000	\$86,000
Santa Clara	Campbell	3	\$42,000	\$184,000	\$59,000	\$95,000
Santa Clara	Santa Clara	6	\$18,000	\$146,000	\$92,000	\$83,000
Santa Clara	Sunnyvale	6	\$55,000	\$306,000	\$238,000	\$215,000
Santa Clara	Palo Alto	1	\$73,000	\$73,000	\$73,000	\$73,000
Santa Clara	Mountain View	4	\$45,000	\$736,000	\$120,000	\$256,000
Santa Clara	Los Altos	1	\$513,000	\$513,000	\$513,000	\$513,000
Santa Clara	Total	40	\$16,000	\$736,000	\$60,000	\$117,000
			<i>County Weighted Average</i>			\$63,000
			<i>Per Unit Land Amount Applied</i>			\$60,000

The data in the table above represents the available multi family home lot sales data points collected for this high-level survey. As the data is limited for certain cities, the specific, median, and average amounts per city may not be representative of a city's current median or average land costs or the city's land costs relative to other cities listed.