



THE CONCORD GROUP

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RESIDENTIAL, OFFICE RETAIL AND HOTEL
MARKET ANALYSIS, PRODUCT
PROGRAMMING AND LAND PRICING FOR THE
STATE OWNED PARCELS IN THE TRANSBAY
REDEVELOPMENT AREA IN SAN FRANCISCO,
CALIFORNIA

EXECUTIVE SUMMARY
NOVEMBER 5, 2007

PREPARED FOR:
TRANSBAY JOINT
POWERS AUTHORITY



Land Valuation Projections for State Owned Parcels Summary of Methodology, Assumptions and Conclusions

Valuation Methodology

Market, Segmentation and Positioning Analyses

TCG completed market, segmentation and positioning analyses for residential, office, retail and hotel uses in the Transbay development district. The analytical approach to current market metrics and opportunity lead to product program recommendations (within the context of San Francisco Redevelopment Agency (“SFRA”) plans for specific parcels), positioning by product and building type in 2008 dollars, and absorption projections given market-driven supply and demand dynamics as well as site strengths and challenges in the greater regional context. The analyses were based on current conditions as well as the potential opportunity throughout the properties’ development timeframe.

Land Residual Analysis

Based on revenue conclusions described above, TCG projected land value for each of the subject parcels using a revenue/cost based development model or land residual. Values are calculated at finished pad condition – a clear, graded, site with utilities to perimeter, primed for vertical construction.

Major Assumptions

Pricing – Pricing for each individual product type or building assumes the overall development plan is achieved in a timely manner. Without the ‘master planned’ urban community concept, individual building pricing and value would be significantly discounted.

Product Types – Product types (height, gross floor area, etc.) have been defined by SFRA input, based on unit calculations to meet specific density goals and affordability requirements, and were accommodated by TCG product programming and price recommendations.

FS/FR Values – Based on the current market environment, high construction costs and relatively low rents, large-scale for-rent buildings are not financially feasible. As such, they are eliminated from the current development plan.

Affordable Units – Affordable units in stand alone configurations are assumed to have no value. Affordable units in inclusionary buildings are valued based upon maximum allowable sales price – per the 2007 San Francisco Inclusionary Housing Program guidelines and market average cost inputs.

Conclusions

Based on above methodology, total top-line revenue potential is \$4.32 billion (2008 dollars). Overall finished pad value is \$744.5 million. Please see the attached exhibit package for more detail, specifically Exhibit I-17 for revenue and land value conclusions by development block and land use type.

I. MARKET OVERVIEW

EXHIBIT I-1

REGIONAL LOCATION
SAN FRANCISCO BAY AREA, CALIFORNIA
OCTOBER 2007

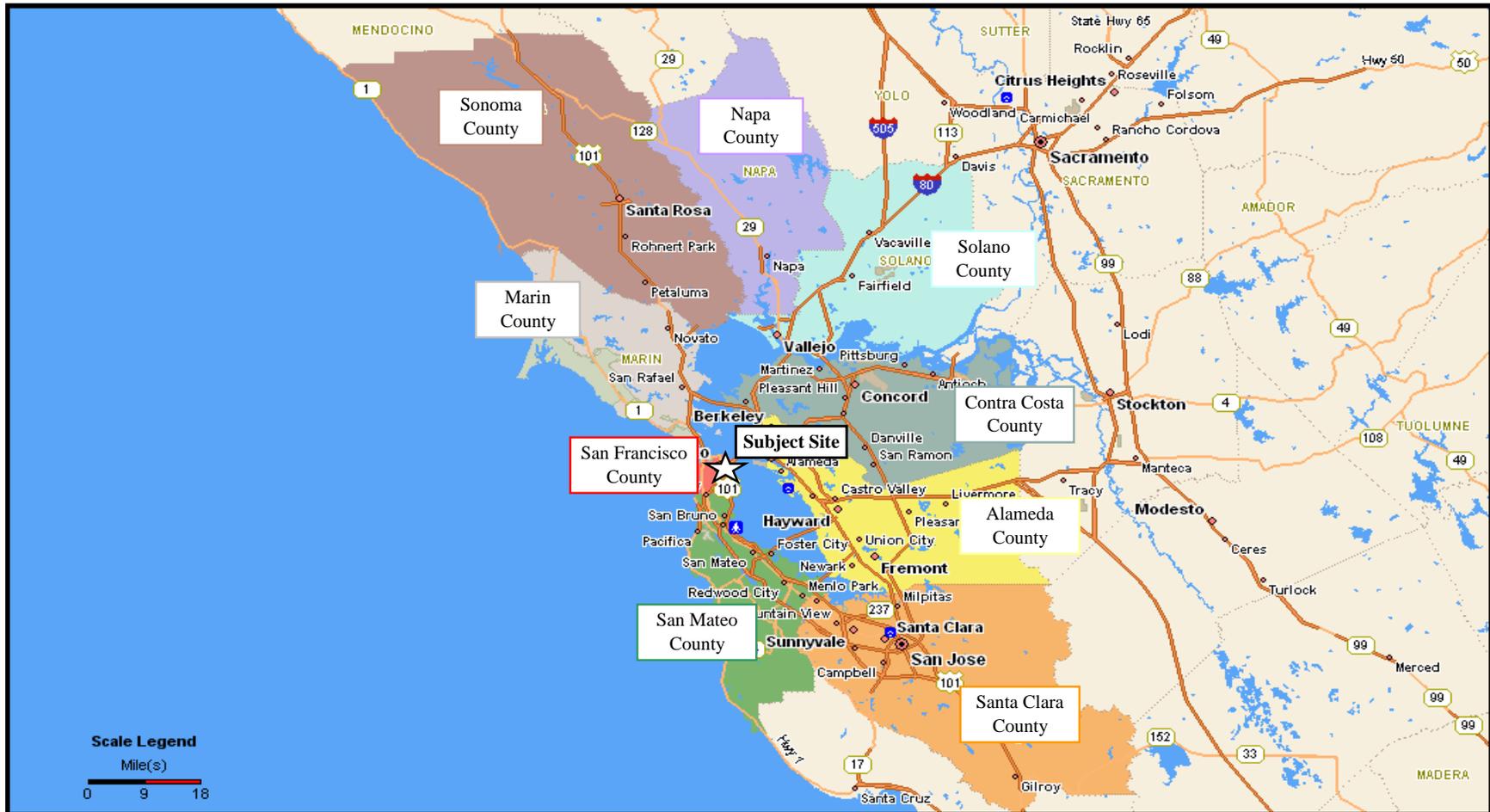


EXHIBIT I-2

**REGIONAL MARKET PERFORMANCE
NINE COUNTY BAY AREA, CALIFORNIA
OCTOBER 2007**

County	San Francisco	Alameda	Contra Costa	Santa Clara	San Mateo	Sonoma	Solano	Marin	Napa	Total/ Average
General Information										
Population 2007	761,122	1,474,731	1,034,758	1,738,070	708,657	473,043	419,075	249,131	134,421	6,993,008
Households 2007	322,318	525,204	370,765	576,536	250,609	178,597	138,238	102,295	48,928	2,513,490
<i>% of Total</i>	<i>13%</i>	<i>21%</i>	<i>15%</i>	<i>23%</i>	<i>10%</i>	<i>7%</i>	<i>5%</i>	<i>4%</i>	<i>2%</i>	<i>100%</i>
Annual Household Growth Rate (2007 - 2012)	0.2%	0.4%	1.1%	0.6%	0.1%	0.7%	1.0%	0.3%	1.1%	0.6%
Average Household Size 2007	2.30	2.76	2.76	2.97	2.79	2.58	2.91	2.32	2.64	2.73
Median Household Income 2007	\$64,696	\$66,367	\$73,950	\$84,157	\$80,265	\$63,270	\$66,405	\$82,490	\$63,990	\$73,130
<i>% of Total</i>	<i>88%</i>	<i>91%</i>	<i>101%</i>	<i>115%</i>	<i>110%</i>	<i>87%</i>	<i>91%</i>	<i>113%</i>	<i>88%</i>	<i>100%</i>
Annual Income Growth Rate (2007 - 2012)	1.6%	1.8%	1.9%	1.5%	1.5%	1.9%	2.2%	1.7%	2.1%	1.7%
All New Homes For-Sale (LTM) (1)										
New Home Sales	1,503	2,269	3,962	2,709	272	509	1,064	22	153	12,463
<i>% of Total</i>	<i>12%</i>	<i>18%</i>	<i>32%</i>	<i>22%</i>	<i>2%</i>	<i>4%</i>	<i>9%</i>	<i>0%</i>	<i>1%</i>	<i>100%</i>
<i>% Change from Previous Quarter (2)</i>	<i>10%</i>	<i>5%</i>	<i>-17%</i>	<i>-21%</i>	<i>1%</i>	<i>-1%</i>	<i>-23%</i>	<i>-45%</i>	<i>-11%</i>	<i>-12%</i>
Home Sales Per 1,000 Households	4.7	4.3	10.7	4.7	1.1	2.8	7.7	0.2	3.1	5.0
Average Price	\$808,894	\$650,722	\$707,489	\$708,982	\$769,476	\$630,786	\$584,724	\$1,382,083	\$715,020	\$697,540
<i>% of Total</i>	<i>116%</i>	<i>93%</i>	<i>101%</i>	<i>102%</i>	<i>110%</i>	<i>90%</i>	<i>84%</i>	<i>198%</i>	<i>103%</i>	<i>100%</i>
<i>% Change from Previous Quarter (2)</i>	<i>-1%</i>	<i>-3%</i>	<i>4%</i>	<i>1%</i>	<i>0%</i>	<i>-2%</i>	<i>1%</i>	<i>12%</i>	<i>-3%</i>	<i>1%</i>
Average Size (sf)	943	1,591	2,340	1,646	1,445	1,972	2,253	3,476	2,451	1,853
Average PSF	\$858	\$409	\$302	\$431	\$533	\$320	\$260	\$398	\$292	\$376
Units Remaining in Active Projects	1,297	4,799	9,185	3,533	390	870	3,262	16	438	23,790
Months Supply	10	25	28	16	17	21	37	9	34	23
All Resale Home Sales (LTM) (2)										
Resales	5,424	16,366	13,904	20,663	7,907	5,720	5,412	3,406	1,236	80,038
<i>% of Total</i>	<i>7%</i>	<i>20%</i>	<i>17%</i>	<i>26%</i>	<i>10%</i>	<i>7%</i>	<i>7%</i>	<i>4%</i>	<i>2%</i>	<i>100%</i>
<i>% Buy New vs. Existing</i>	<i>22%</i>	<i>12%</i>	<i>22%</i>	<i>12%</i>	<i>3%</i>	<i>8%</i>	<i>16%</i>	<i>1%</i>	<i>11%</i>	<i>13%</i>
Median Resale SFD Home Price	\$791,141	\$594,994	\$561,861	\$690,642	\$770,373	\$527,454	\$433,873	\$836,032	\$572,092	\$651,282
Resale Price as a Percentage of New Home Pr	NA	91%	79%	97%	100%	84%	74%	60%	80%	93%

(1) Last 12 Months August 2006 - July 2007

(2) Last 12 Months July 2006 - June 2007

Sources: Claritas, Inc., DataQuick Data Services, California Employment Development Department, and Hanley-Wood

EXHIBIT I-2

**REGIONAL MARKET PERFORMANCE
NINE COUNTY BAY AREA, CALIFORNIA
OCTOBER 2007**

County	San Francisco	Alameda	Contra Costa	Santa Clara	San Mateo	Sonoma	Solano	Marin	Napa	Total/ Average
Office										
Total Inventory RBA	110,035,136	68,196,142	35,651,155	101,489,579	46,009,354	NA	6,991,741	NA	2,178,226	370,408,851 ⁽⁴⁾
<i>% of Total</i>	<i>30%</i>	<i>18%</i>	<i>10%</i>	<i>27%</i>	<i>12%</i>	<i>NA</i>	<i>2%</i>	<i>NA</i>	<i>1%</i>	<i>100%</i>
Deliveries (4Q2004-3Q2007)	10,560	1,357,175	953,194	881,281	307,045	NA	239,742	NA	264,058	5,637,769 ⁽⁴⁾
<i>% of Total</i>	<i>0%</i>	<i>24%</i>	<i>17%</i>	<i>16%</i>	<i>5%</i>	<i>NA</i>	<i>4%</i>	<i>NA</i>	<i>5%</i>	<i>100%</i>
Direct Vacancy Rate	8%	10%	11%	9%	8%	NA	20%	NA	15%	9%
<i>Variance from Total</i>	<i>-1%</i>	<i>1%</i>	<i>2%</i>	<i>0%</i>	<i>-1%</i>	<i>NA</i>	<i>10%</i>	<i>NA</i>	<i>6%</i>	<i>0%</i>
Direct Vacant Space ⁽¹⁾	9,144,101	6,820,364	3,920,087	9,386,644	3,774,054	NA	1,367,016	NA	326,512	34,712,822 ⁽⁴⁾
Net Absorption (4Q2004-3Q2007)	422,061	1,465,224	234,567	5,186,991	4,309,923	NA	978,826	NA	86,366	12,683,958 ⁽⁴⁾
Direct Average Asking Rent	\$34.13	\$23.30	\$25.90	\$25.66	\$36.39	NA	\$16.23	NA	\$25.16	\$27.97 ⁽⁴⁾
<i>% Total</i>	<i>122%</i>	<i>83%</i>	<i>93%</i>	<i>92%</i>	<i>130%</i>	<i>NA</i>	<i>58%</i>	<i>NA</i>	<i>90%</i>	<i>100%</i>
Retail										
Consumer Expenditures (000s)	\$17,694,250	\$30,531,232	\$23,322,585	\$38,992,033	\$16,466,253	\$10,149,453	\$7,986,891	\$6,846,088	\$2,846,365	\$154,835,149
<i>% Total</i>	<i>11%</i>	<i>20%</i>	<i>15%</i>	<i>25%</i>	<i>11%</i>	<i>7%</i>	<i>5%</i>	<i>4%</i>	<i>2%</i>	<i>100%</i>
Retail Expenditures (000s)	\$13,251,652	\$24,167,734	\$18,617,319	\$30,326,470	\$12,829,908	\$8,301,834	\$6,589,954	\$5,213,574	\$2,314,879	\$121,630,875
<i>% Total Consumer Expenditures</i>	<i>75%</i>	<i>79%</i>	<i>80%</i>	<i>78%</i>	<i>78%</i>	<i>82%</i>	<i>83%</i>	<i>76%</i>	<i>81%</i>	<i>79%</i>
<i>% Total</i>	<i>11%</i>	<i>20%</i>	<i>15%</i>	<i>25%</i>	<i>11%</i>	<i>7%</i>	<i>5%</i>	<i>4%</i>	<i>2%</i>	<i>100%</i>
Retail Spending per Capita	\$17,411	\$16,388	\$17,992	\$17,448	\$18,105	\$17,550	\$15,725	\$20,927	\$17,221	\$17,393
<i>% Above/Below Total</i>	<i>100%</i>	<i>94%</i>	<i>103%</i>	<i>100%</i>	<i>104%</i>	<i>101%</i>	<i>90%</i>	<i>120%</i>	<i>99%</i>	<i>100%</i>
Retail Sales (000s)	\$15,375,858	\$22,166,187	\$14,640,269	\$27,283,954	\$11,021,177	\$8,305,646	\$6,197,697	\$4,719,869	\$2,551,934	\$120,452,052
<i>% Total</i>	<i>13%</i>	<i>18%</i>	<i>12%</i>	<i>23%</i>	<i>9%</i>	<i>7%</i>	<i>5%</i>	<i>4%</i>	<i>2%</i>	<i>100%</i>
Retail Sales per Capita	\$20.20	\$15.03	\$14.15	\$15.70	\$15.55	\$17.56	\$14.79	\$18.95	\$18.98	\$17.22
<i>% Above/Below Total</i>	<i>117%</i>	<i>87%</i>	<i>82%</i>	<i>91%</i>	<i>90%</i>	<i>102%</i>	<i>86%</i>	<i>110%</i>	<i>110%</i>	<i>100%</i>
Gap/(Surplus) (000s) ⁽³⁾	(\$2,124,206)	\$2,001,547	\$3,977,050	\$3,042,516	\$1,808,731	(\$3,812)	\$392,257	\$493,705	(\$237,055)	\$1,178,823
Total Inventory (MMs)	40.9	41.5	14.5	32.4	13.8	NA	7.8	NA	1.1	152.0
<i>% Total</i>	<i>27%</i>	<i>27%</i>	<i>10%</i>	<i>21%</i>	<i>9%</i>	<i>NA</i>	<i>5%</i>	<i>NA</i>	<i>1%</i>	<i>100%</i>
Retail Sales / SF	\$376	\$534	\$1,009	\$843	\$797	NA	\$792	NA	\$2,418	\$793

(3) Gap represents fewer store sales than store expenditures; surplus represents inverse.

(4) Does not include Marin and Sonoma Counties.

Sources: Claritas, Inc., DataQuick Data Services, Costar Group, and Hanley-Wood

EXHIBIT I-3

REGIONAL GROWTH MAP
SAN FRANCISCO BAY AREA
2007 THROUGH 2012

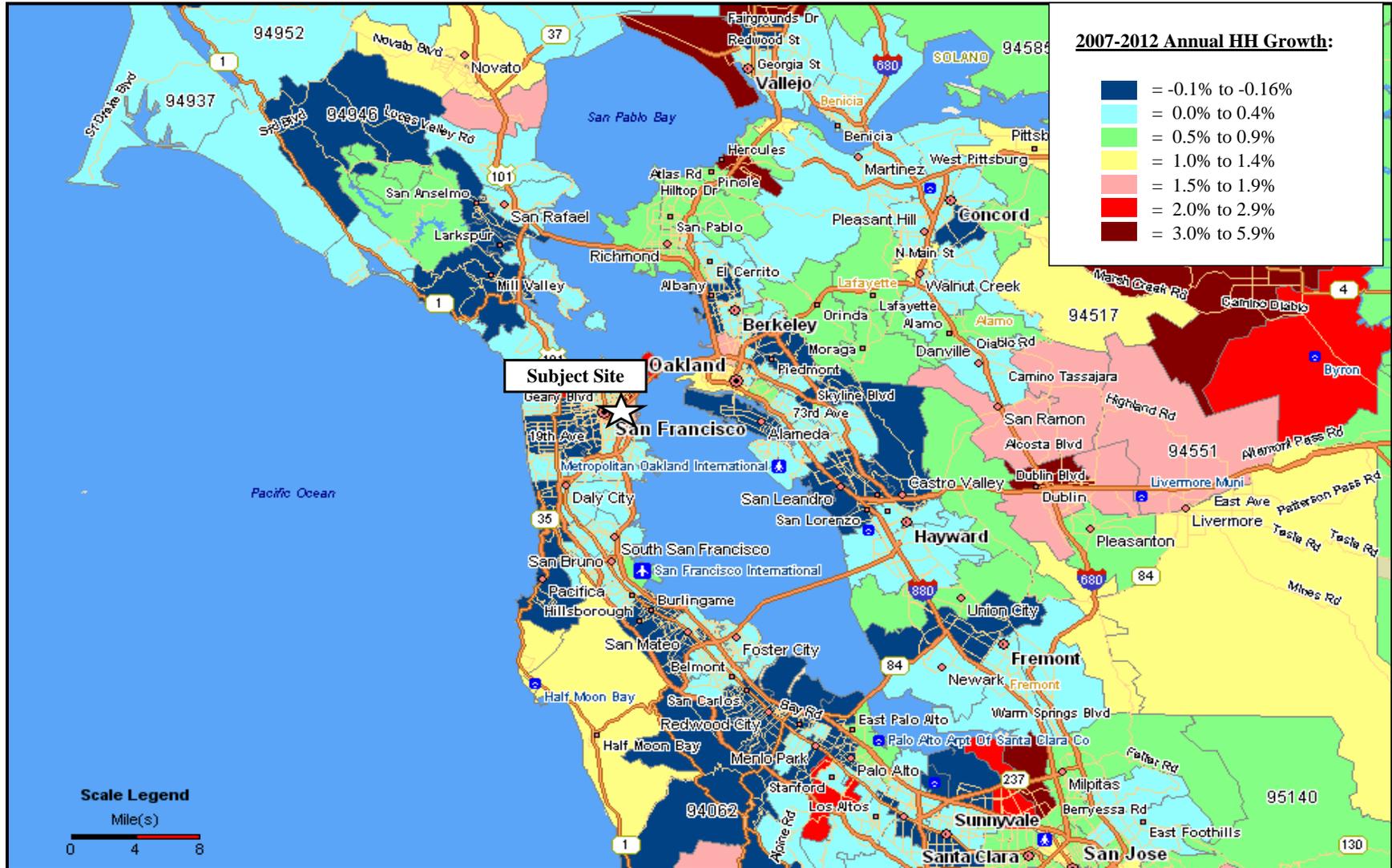


EXHIBIT I-4

REGIONAL INCOME MAP
SAN FRANCISCO BAY AREA
2007

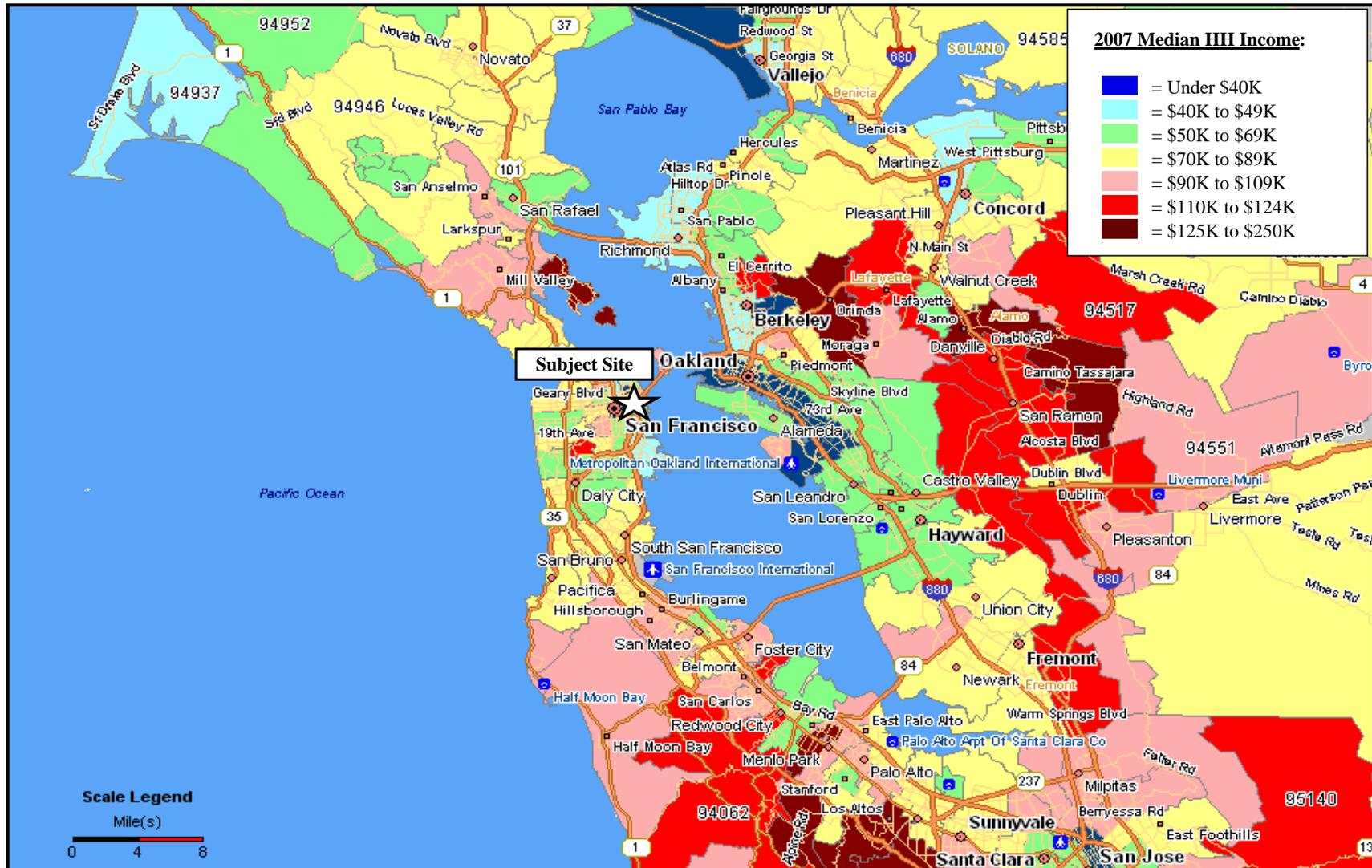


EXHIBIT I-5

LOCAL SETTING
TRANSBAY REDEVELOPMENT AREA; SAN FRANCISCO, CALIFORNIA
SEPTEMBER 2007



EXHIBIT I-6

SITE PLAN - SUBJECT PARCEL MAP
TRANSBAY REDEVELOPMENT PROJECT AREA
OCTOBER 2007

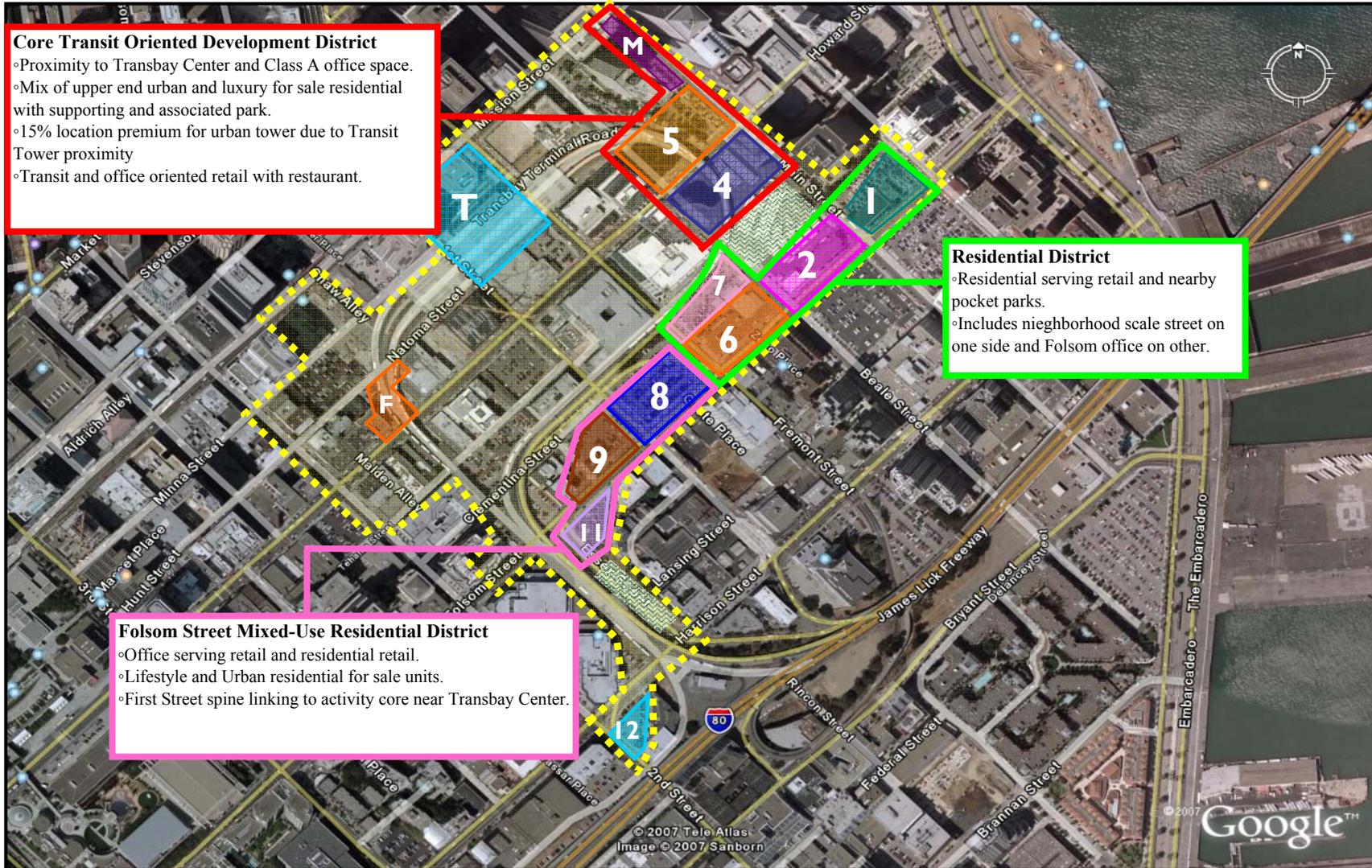


EXHIBIT I-6

SITE PLAN - SUBJECT PARCEL MAP
 TRANSBAY REDEVELOPMENT PROJECT AREA
 OCTOBER 2007

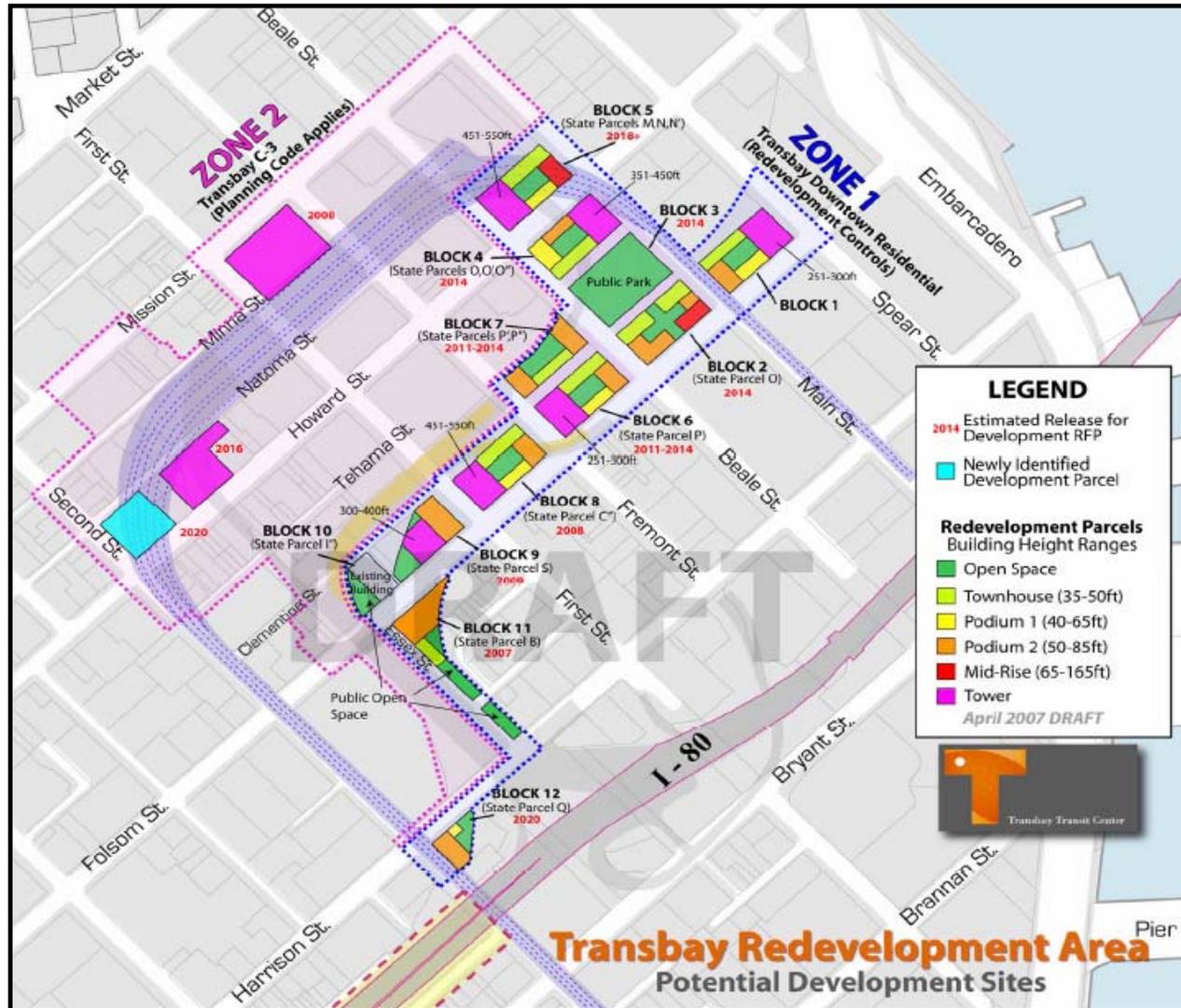
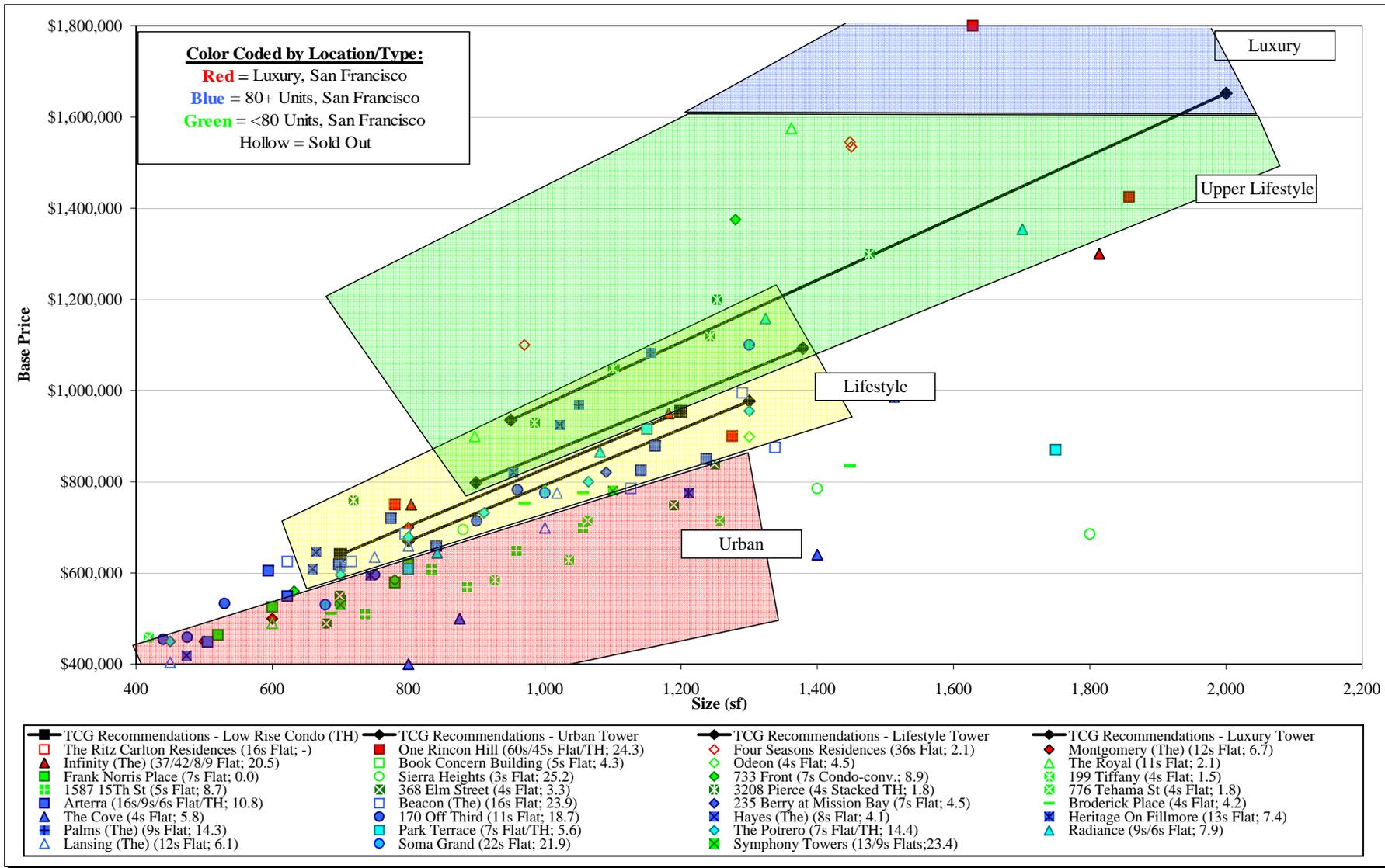


EXHIBIT I-7A

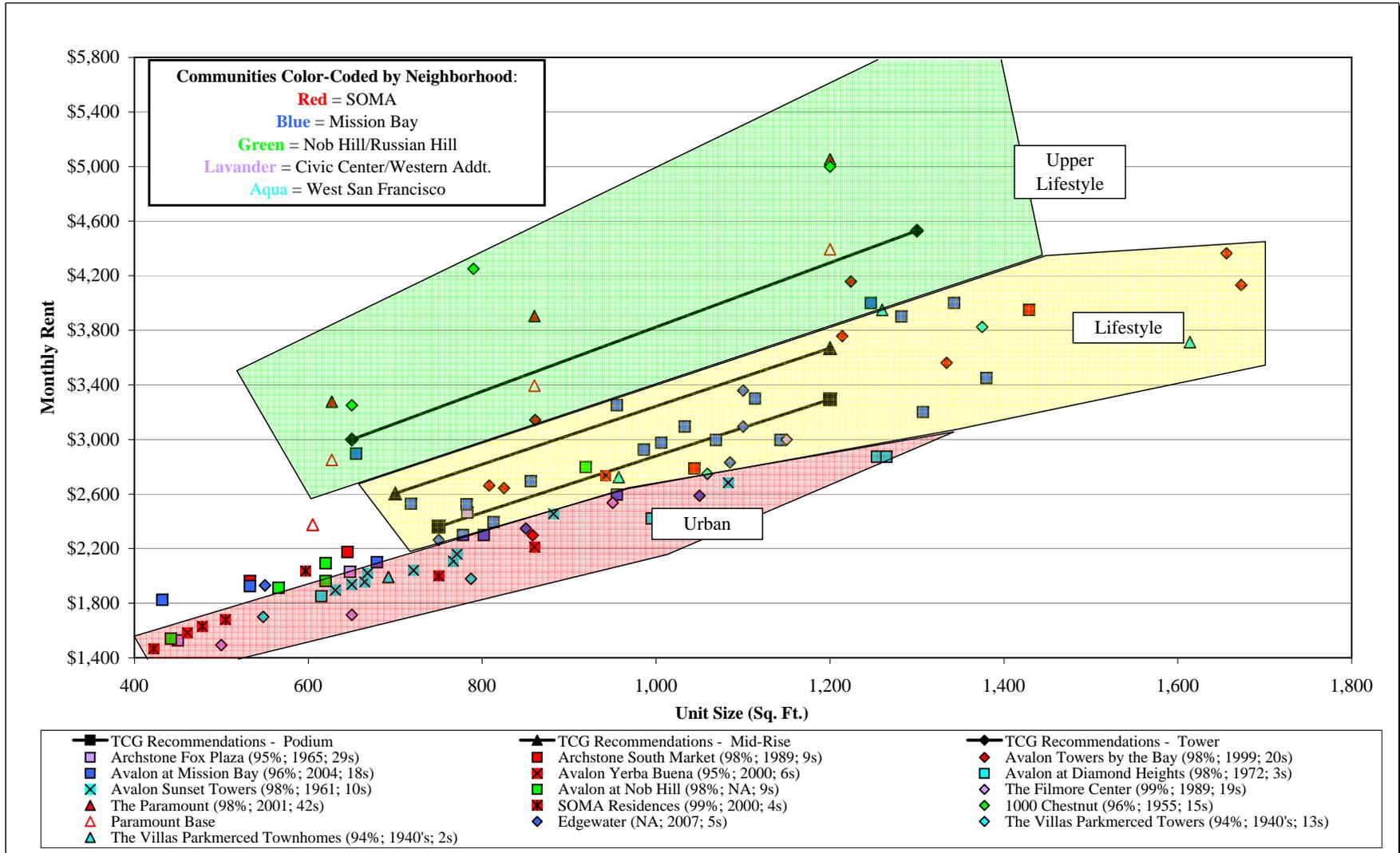
PRODUCT POSITIONING - FOR SALE RESIDENTIAL
 TRANSBAY REDEVELOPMENT AREA; SAN FRANCISCO, CALIFORNIA
 OCTOBER 2007



Note: The figures in parentheses represent product type and average monthly absorption, respectively.

EXHIBIT I-7B

PRODUCT POSITIONING - APARTMENT
 TRANSBAY REDEVELOPMENT AREA; SAN FRANCISCO, CALIFORNIA
 OCTOBER 2007



Note: Figures in parentheses represent occupancy rate; year built; number of stories

EXHIBIT I-7C

PRELIMINARY CLASS A OFFICE PRODUCT POSITIONING
OFFICE MARKET AREA
OCTOBER 2007

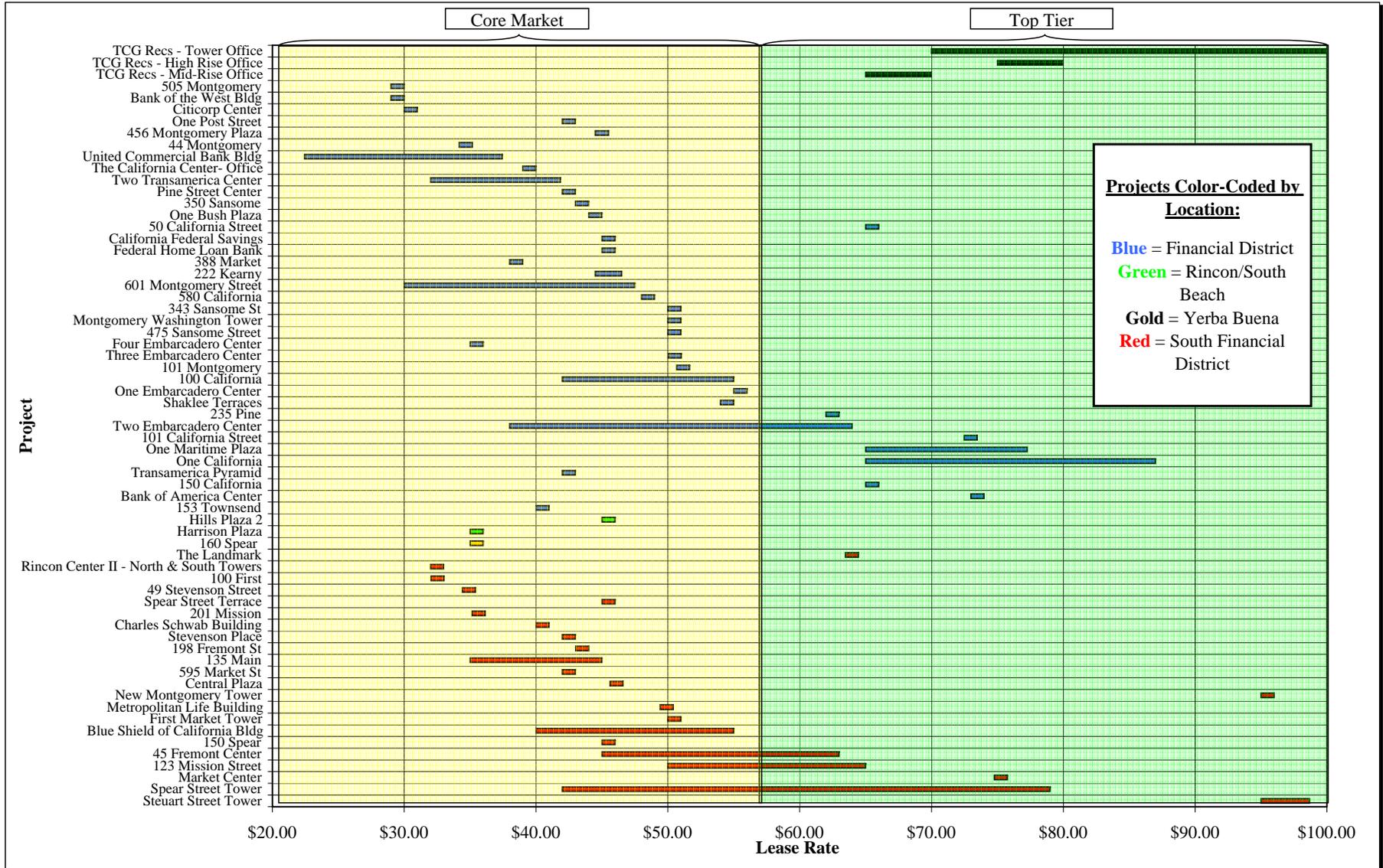
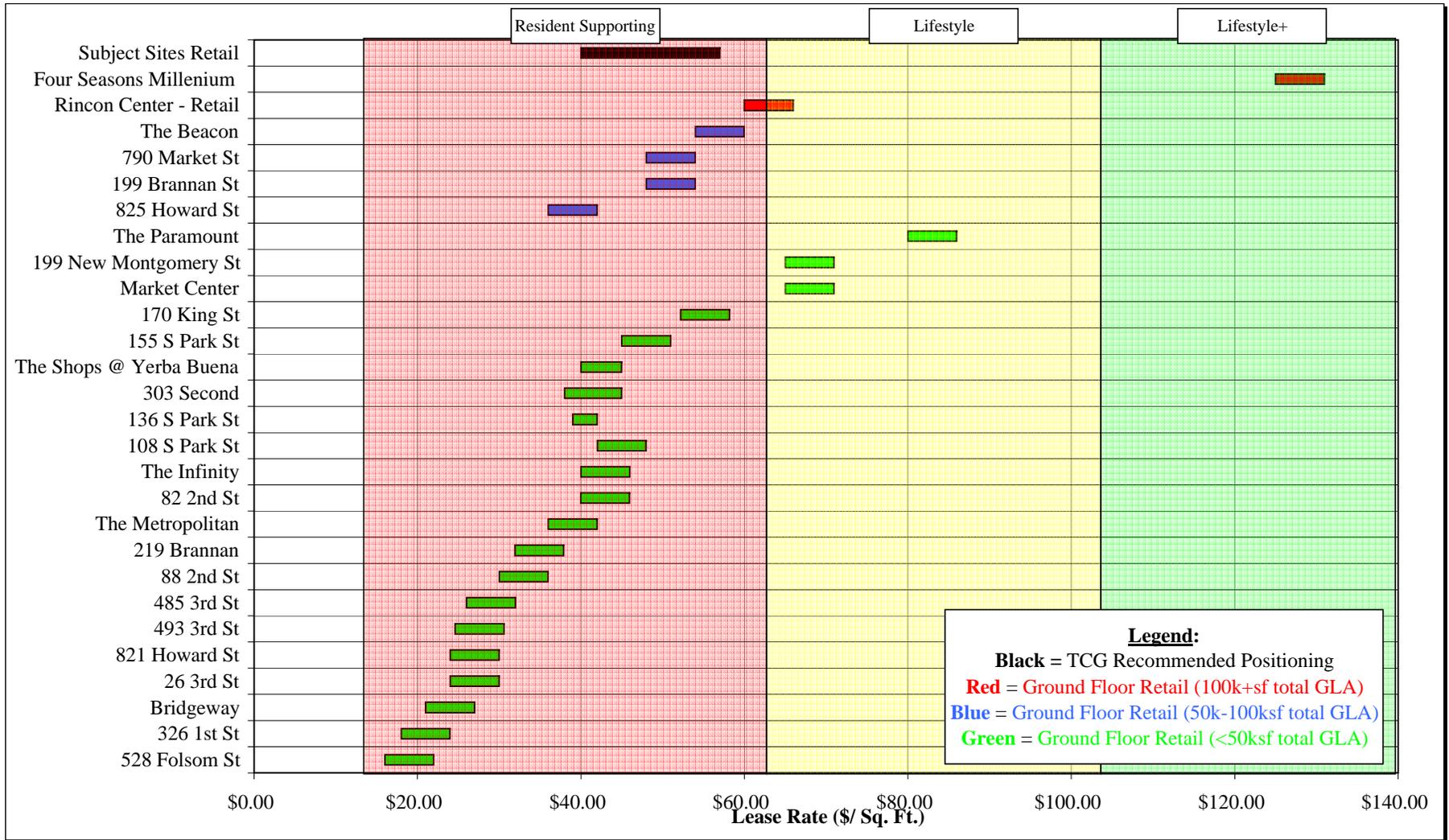


EXHIBIT I-7D

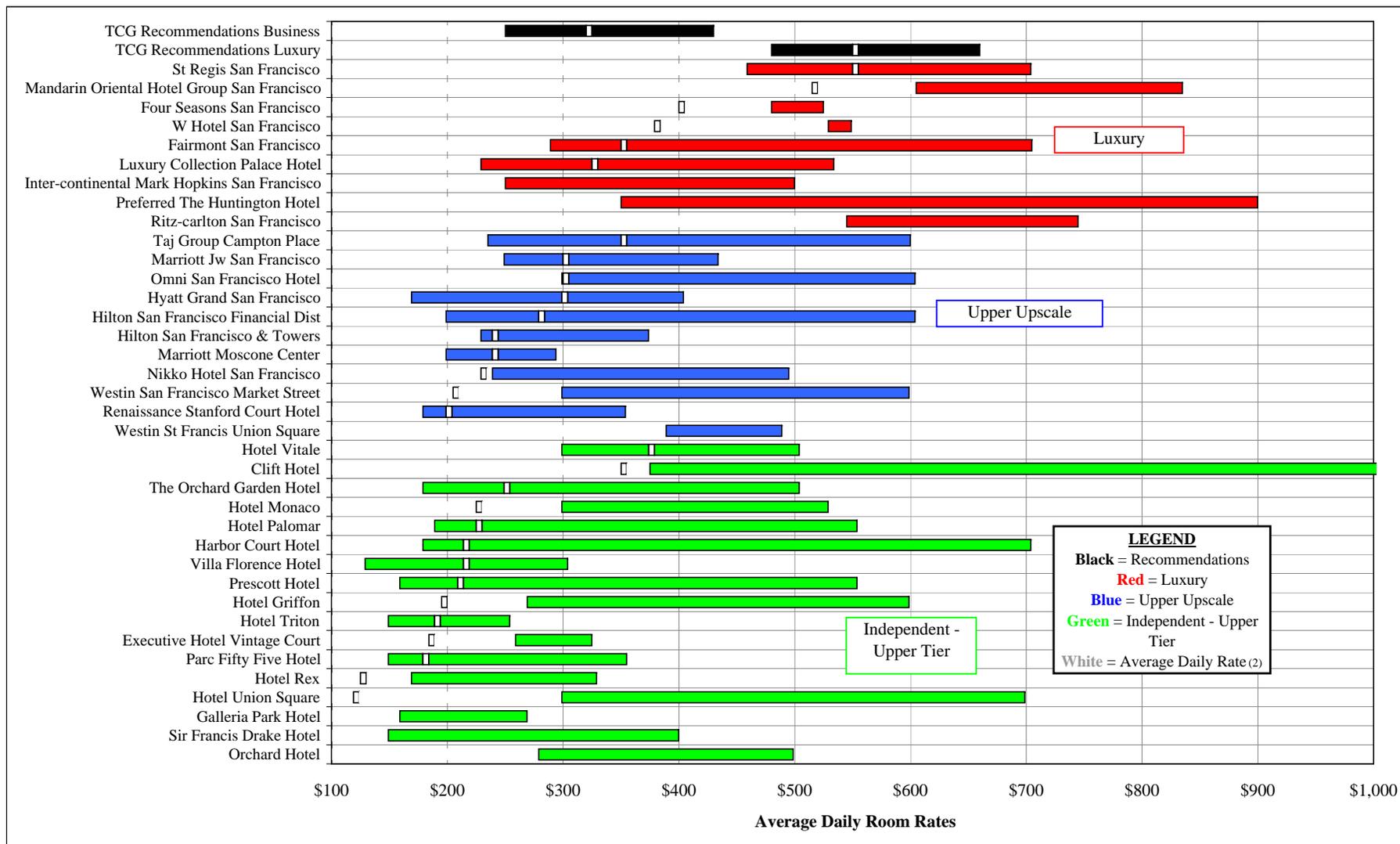
PRELIMINARY RETAIL PRODUCT POSITIONING
 RETAIL TRADE AREA
 OCTOBER 2007



Note: All lease rates are NNN and exclusive of NNN expenses

EXHIBIT I-7E

RECOMMENDED HOTEL POSITIONING
HOTEL MARKET AREA (1)
OCTOBER 2007



(1) For a map and definition of the HMA, see Exhibit VI-1.

(2) ADR included where known.

EXHIBIT I-8

PROPOSED MARKET RATE (INCLUSIONARY) PRODUCT MENU
TRANSBAY REDEVELOPMENT AREA; SAN FRANCISCO, CALIFORNIA
OCTOBER 2007

Use	Building Type/ Target Market Segment	Annual SF Market Demand (1) (Units/SF/Rooms)	Building Scale Range (Units/SF)	Total MR Units/SF	Annual Absorption Rate (3)	Required		Building Height Range (Floors)	Unit Size Range	Base		Average Premium	Average	
						Capture	Duration			Price/ Rent Range	PSF/ Lease Rate		Price/ Rent Range	PSF/ Lease Rate
For Sale Residential														
	Low-Rise/Podium	353	13 - 13	13	13	4%	1.0 yrs	4	700 - 1,200	\$640,000 - 954,000	\$914 - 795	7%	\$681,600 - 1,016,010	\$974 - 847
	Urban Tower/Mid-Rise	547	82 - 482	1,115	139	25%	8.0 yrs 2.00 yrs/twr	35 - 55	800 - 1,300	\$670,000 - 977,000	\$838 - 752	26%	\$843,739 - 1,230,347	\$1,055 - 946
	Lifestyle Tower	531	482	482	161	30%	3.0 yrs	35 - 55	899 - 1,379	\$798,000 - 1,093,000	\$888 - 793	32%	\$1,055,355 - 1,445,493	\$1,174 - 1,048
	Luxury Tower	368	369	369	123	33%	3.0 yrs	35 - 55	950 - 2,000	\$935,000 - 1,652,000	\$984 - 826	32%	\$986,575 - 1,438,633	\$1,039 - 719
Retail														
	Ground Floor Shops	42,411	1,500 - 16,500	68,500	20,000	47%	3.4 yrs	1	1,500 - 6,000	- -	- -	- -	- -	\$4.75 - 3.33
Office														
	Tower Office	980,000	1,440,000	1,440,000	400,000	41%	3.6 yrs	35 - 82	- -	- -	- -	- -	- -	\$5.83 - 8.33
	High Rise Office	(Included Above)	800,000	800,000	300,000	31%	2.7 yrs	14 - 59	- -	- -	- -	- -	- -	\$6.25 - 6.67
	Mid Rise Office	(Included Above)	82,500	82,500	50,000	5%	1.7 yrs	7	- -	- -	- -	- -	- -	\$5.42 - 5.83
Hotel														
	Business	407	250	250	250	61%	1.0 yrs	-	-	-	-	-	\$250 - 425	- -
	Luxury	407	0	0	0	-	-	-	-	-	-	-	\$480 - 655	- -

(1) Demand for residential units represents income-qualified demand for apartments renting at \$2,180+ per month and for-sale units priced at \$480K+. Demand for residential units additive; demand for non-residential represents total.

(2) As designated by Transbay Zone One Unit Calculations

(3) Includes potential for multiple building releases

EXHIBIT I-9
PRODUCT PROGRAM AND POSITIONING
TRANSBAY REDEVELOPMENT AREA; SAN FRANCISCO, CALIFORNIA
OCTOBER 2007

Block	Transbay Development Assumptions (10/5 Revisions)										TCG Recommendations																	
	Product Type	Tenure Type	Number of Floors	Residential GFA	Total Units	GFA per Unit	Efficiency Factor	Average Unit Size	Market Rate %	Units Total	Building Type/ Target Market Segment	Market Rate Units		Unit Size Range	Base Price/ Rent Range	Base PSF/ Lease Rate	Location	Pricing Adjustments						Total Unit Premium Avg	Average			
												Mix (1)	Total					Per Flr	Avg Flr	Prem.	Unit %	Avg.	Average		Unit %	Avg.	Price	PSF
Block 2																												
	2A/2B - Low Rise	FR-AFF	4	24,840	22	1,129	85%	960	0	0																		
	2C - Podium	FR-AFF	8	73,000	62	1,177	85%	1,001	0	0																		
	2D - Podium	FS	8	17,700	15	1,180	85%	1,003	85%	13	Low-Rise/Podium	38%	5	700	\$640,000	\$914	0%	1%	4%	10%	20%	2%	5%	20%	1%	7%	\$681,600	\$974
												62%	8	1,200	954,000	795	0%									7%	1,016,010	847
												100%	13	1,008	\$833,231	\$827											\$887,391	\$881
	2E - Mid Rise	FS	16	114,100	97	1,176	80%	941	85%	82	Urban Tower/Mid-	60%	49	800	\$670,000	\$838	0%	1%	8%	10%	25%	3%	5%	15%	1%	11%	\$742,025	\$928
												40%	33	1,300	977,000	752	0%									11%	1,082,028	832
												100%	82	1,001	\$793,549	\$793											\$878,855	\$878
Block 3																												
	Park																											
Block 4																												
	4A - Low Rise	FR-AFF	4	20,480	17	1,205	85%	1,024	0	0																		
	4B - Podium	FR-AFF	6	45,034	38	1,185	85%	1,007	0	0																		
	4C - Podium	FR-AFF	8	43,000	37	1,162	85%	988	0	0																		
	4T - Tower	FS	45	543,500	434	1,252	80%	1,002	85%	369	Luxury Tower	95%	351	950	\$935,000	\$984	0%	1%	22%	10%	45%	5%	5%	15%	1%	27%	\$1,189,788	\$1,252
												5%	18	2,000	1,652,000	826	0%									27%	2,102,170	1,051
												100%	369	1,001	\$969,976	\$969											\$1,234,294	\$1,233
Block 5																												
	5A - Low Rise	FR-AFF	4	20,480	17	1,205	85%	1,024	0	0																		
	5B - Podium	FR-AFF	6	45,034	38	1,185	85%	1,007	0	0																		
	5C - Podium	FR-AFF	8	43,000	37	1,162	85%	988	0	0																		
	5T - Tower	FS	55	709,000	567	1,250	80%	1,000	85%	482	Urban Tower/Mid-	60%	289	800	\$670,000	\$838	15%	1%	27%	10%	45%	5%	5%	15%	1%	32%	\$986,575	\$1,233
												40%	193	1,300	977,000	752	15%									32%	1,438,633	1,107
												100%	482	1,000	\$792,927	\$803											\$1,167,586	\$1,167
Block 6																												
	6A - Low Rise	FR-AFF	4	16,956	14	1,211	85%	1,029	0	0																		
	6B - Podium	FR-AFF	8	53,280	45	1,184	85%	1,006	0	0																		
	6C - Podium	FR-AFF	6	31,100	26	1,196	85%	1,017	0	0																		
	6T - Tower	FS	30	337,000	270	1,248	80%	999	85%	230	Urban Tower	60%	139	800	\$670,000	\$838	0%	1%	15%	10%	45%	5%	5%	15%	1%	20%	\$802,325	\$1,003
												40%	91	1,300	977,000	752	0%									20%	1,169,958	900
												100%	230	998	\$791,465	\$793											\$947,780	\$950

EXHIBIT I-9
PRODUCT PROGRAM AND POSITIONING
TRANSBAY REDEVELOPMENT AREA; SAN FRANCISCO, CALIFORNIA
OCTOBER 2007

Block	Transbay Development Assumptions (10/5 Revisions)										TCG Recommendations																	
	Product Type	Tenure Type	Number of Floors	Residential GFA	Total Units	GFA per Unit	Efficiency Factor	Average Unit Size	Market Rate %	Units Total	Building Type/ Target Market Segment	Pricing Adjustments																
												Market Rate Units	Unit Size	Base Price/ Rent Range	Base PSF/ Lease Rate	Location	Floor Premium		View Premium			Corner Premium			Total Unit Premium Avg	Average Price PSF		
Block 7																												
7A - Low Rise	FR-AFF	4	20,160	17	1,186	85%	1,008	0	0																			
7B - Podium	FR-AFF	8	73,200	62	1,181	85%	1,004	0	0																			
7C - Podium	FR-AFF	6	52,200	44	1,186	85%	1,008	0	0																			
Block 8																												
8A - Low Rise	FR-AFF	4	16,416	14	1,173	85%	997	0	0																			
8B - Podium	FR-AFF	8	53,280	45	1,184	85%	1,006	0	0																			
8C - Podium	FR-AFF	6	29,150	25	1,166	85%	991	0	0																			
8T - Tower	FS	55	708,000	567	1,249	80%	999	85%	482	Lifestyle Tower	79%	382	899	\$798,000	\$888	0%	1%	27%	10%	45%	5%	5%	15%	1%	32%	\$1,055,355	\$1,174	
											21%	100	1,379	1,093,000	793	0%									32%	1,445,493	1,048	
											100%	482	999	\$859,203	\$860												\$1,136,296	\$1,138
Block 9																												
9A - Podium	FR-AFF	8	67,200	54	1,244	85%	1,058	0	0																			
9T - Tower	FS	40	472,000	378	1,249	80%	999	85%	321	Urban Tower/Mid-	60%	193	800	\$670,000	\$838	0%	1%	20%	10%	45%	5%	5%	15%	1%	25%	\$835,825	\$1,045	
											40%	128	1,300	977,000	752	0%									25%	1,218,808	938	
											100%	321	999	\$792,417	\$793												\$988,541	\$989
Block 10																												
Park																												
Block 11																												
11A - Podium	FR-AFF	8	100,800	86	1,172	85%	996	0	0																			
11B - Low Rise	FR-AFF	4	20,800	18	1,156	85%	982	0	0																			
Block 12																												
12A - Podium	FR-AFF	6	10,500	9	1,167	85%	992	0	0																			
12B - Podium	FR-AFF	8	65,000	55	1,182	85%	1,005	0	0																			
Zone One Subtotal:			3,826,210	3,110	1,230	85%	1,046	64%	1,979																			

(1) Represents product type mix and weighted average mix, not representative of bedroom mix.

EXHIBIT I-9
PRODUCT PROGRAM AND POSITIONING
TRANSBAY REDEVELOPMENT AREA; SAN FRANCISCO, CALIFORNIA
OCTOBER 2007

Transbay Block	Building	Developer Proposal/TJPA Assumptions				TCG Recommendations						
		Product Type	Retail GFA	Efficiency Factor	Net RBA	Building Type/ Target Market Segment	Base Lease/ Room Rate	Pricing Adjustments			Average Lease Rate	
								Location	Average Premium	Monthly	Annual	
Block 2	2C	Ground Floor Retail	6,000	100%	6,000	Residential/Office Serving	\$3.55	0%	0%	\$3.55	\$42.55	
	2D	Ground Floor Retail	1,500	100%	1,500		\$3.55	0%	0%	\$3.55	\$42.55	
	2E	Ground Floor Retail	5,500	100%	5,500		\$3.55	0%	0%	\$3.55	\$42.55	
Block 3	Park											
Block 4	4B	Ground Floor Retail	2,000	100%	2,000	TOD Serving	\$3.55	10%	0%	\$3.90	\$46.81	
	4C	Ground Floor Retail	2,000	100%	2,000		\$3.55	10%	0%	\$3.90	\$46.81	
	4T	Ground Floor Retail	2,000	100%	2,000		\$3.55	10%	0%	\$3.90	\$46.81	
Block 5/ Parcel M	5B	Ground Floor Retail	2,000	100%	2,000	TOD Serving	\$3.55	30%	0%	\$4.61	\$55.32	
	5C	Ground Floor Retail	2,000	100%	2,000		\$3.55	30%	0%	\$4.61	\$55.32	
	5T	Ground Floor Retail	2,000	100%	2,000		\$3.55	30%	0%	\$4.61	\$55.32	
	M	Ground Floor Retail	16,500	100%	16,500	TOD Serving	\$3.55	15%	0%	\$4.08	\$48.93	
Block 6	6B	Ground Floor Retail	3,000	100%	3,000	Office/Residential Serving	\$3.55	0%	0%	\$3.55	\$42.55	
	6C	Ground Floor Retail	4,000	100%	4,000		\$3.55	0%	0%	\$3.55	\$42.55	
	6T	Ground Floor Retail	3,000	100%	3,000		\$3.55	0%	0%	\$3.55	\$42.55	
Block 7	No Retail Planned											
Block 8	8B	Ground Floor Retail	3,000	100%	3,000	Residential Serving	\$3.55	5%	0%	\$3.72	\$44.68	
	8C	Ground Floor Retail	4,000	100%	4,000		\$3.55	5%	0%	\$3.72	\$44.68	
	8T	Ground Floor Retail	3,000	100%	3,000		\$3.55	5%	0%	\$3.72	\$44.68	
Block 9	9A	Ground Floor Retail	2,000	100%	2,000	Residential Serving	\$3.55	5%	0%	\$3.72	\$44.68	
	9T	Ground Floor Retail	2,000	100%	2,000		\$3.55	5%	0%	\$3.72	\$44.68	
Block 10	Park											
Block 11	11A	Ground Floor Retail	3,000	100%	3,000	Residential Serving	\$3.55	0%	0%	\$3.55	\$42.55	
Block 12	No Retail Planned											

EXHIBIT I-9
PRODUCT PROGRAM AND POSITIONING
TRANSBAY REDEVELOPMENT AREA; SAN FRANCISCO, CALIFORNIA
OCTOBER 2007

Transbay Block	Scenario	Developer Proposal/TJPA Assumptions					TCG Recommendations									
		Product Type	Building Height		GFA	Efficiency Factor	Net RBA	Building Type/ Target Market Segment	Hotel Room	Total RBA	Base Lease/ Room Rate	Pricing Adjustments			Average Lease Rate	
			Height	Stories								Location	Premium	Monthly	Annual	
Parcel M	Proposed	Office	85'	TBD	82,500	80%	66,000	Mid Rise Office	0	66,000	\$5.11	0%	10%	\$5.63	\$67.50	
Parcel T	Scenario 1	Office	Per Hines	82	1,800,000	80%	1,440,000	Tower Office	0	1,440,000	\$5.45	0%	30%	\$7.08	\$85.00	
	Scenario 2	Office	850'	54	1,000,000	80%	800,000	Tower Office	0	800,000	5.21	0%	25%	6.52	\$78.20	
	Scenario 3	Office	550'	35	768,000	80%	614,400	Tower Office	0	614,400	4.89	0%	20%	5.87	\$70.38	
Parcel F	Scenario 1	Office Component	850'	54	1,000,000	80%	800,000	High Rise Office	See below	687,500	\$5.17	0%	25%	\$6.46	\$77.50	
	Scenario 2	Office Component	550'	35	647,000	80%	517,600	High Rise Office	See below	450,100	4.84	0%	20%	5.81	\$69.75	
	Scenario 3	Office	200'	13	235,000	80%	188,000	High Rise Office	See below	188,000	4.76	0%	10%	5.23	\$62.78	
	Scenario 1	Business Hotel	See Above						250	112,500	\$320	0%	0%	\$320	-	
	Scenario 2	Business Hotel	See Above						150	67,500	\$320	0%	0%	\$320	-	
Parcel N&N'	Plaza															

EXHIBIT I-10B

DEVELOPMENT SALES AND ABSORPTION TIMELINE - ADDITIONAL TOP-LINE VALUE ABSORBED PER YEAR
TRANSBAY REDEVELOPMENT AREA; SAN FRANCISCO, CALIFORNIA
OCTOBER 2007

Block	Building	Land Use	Annual Absorption	Total Units/SF	Pre-Sold/Leased		RFP Date	Construction		Gross Value by Year (\$000s) - For-Sale Market Rate Units													
					%	Units/SF		Start	Duration	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Block 2																							
	2D - Podium	Res	72	13	65%	8	2014	2015	20														
	Affordable	Res-Aff	NA	2	NA	NA	2014	2015	20														
	2E - Mid Rise	Res	72	82	65%	53	2014	2015	20														
	Affordable	Res-Aff	NA	15	NA	NA	2014	2015	20														
	Ground Flr Shops	Retail	20,000	13,000	0%	0	2014	2015	20														
Block 4																							
	4T - Tower	Res	123	369	65%	240	2014	2015	36														
	Affordable	Res-Aff	NA	65	NA	NA	2014	2015	36														
	Ground Flr Shops	Retail	20,000	6,000	0%	0	2014	2015	36														
Block 5																							
	5T - Tower	Res	139	482	65%	313	2018	2019	36														
	Affordable	Res-Aff	NA	85	NA	NA	2018	2019	36														
	Ground Flr Shops	Retail	20,000	6,000	0%	0	2018	2019	36														
Block 6																							
	6T - Tower	Res	139	230	65%	150	2011	2012	30														
	Affordable	Res-Aff	NA	40	NA	NA	2011	2012	30														
	Ground Flr Shops	Retail	20,000	10,000	0%	0	2011	2012	30														
Block 8																							
	8T - Tower	Res	161	482	65%	313	2008	2009	36														
	Affordable	Res-Aff	NA	85	NA	NA	2008	2009	36														
	Ground Flr Shops	Retail	20,000	10,000	0%	0	2008	2009	36														
Block 9																							
	9T - Tower	Res	139	321	65%	209	2009	2010	36														
	Affordable	Res-Aff	NA	57	NA	NA	2009	2010	36														
	Ground Flr Shops	Retail	20,000	4,000	0%	0	2009	2010	36														
Block 11																							
	Ground Flr Shops	Retail	20,000	3,000	0%	0	2007	2009	20														
Parcel M																							
	Mid-Rise	Office	50,000	66,000	65%	42,900	2018	2019	25														
	Ground Flr Shops	Retail	20,000	16,500	0%	0	2018	2019	14														
Parcel T																							
	Tower	Office	400,000	1,440,000	65%	936,000	2008	2010	50														
Parcel F																							
	High Rise	Office	300,000	800,000	65%	520,000	2016	2017	40														
	Business Hotel	Hotel	250	250	0%	0	2016	2017	27														

EXHIBIT I-11

RESIDENTIAL BUILDING CALCULATIONS AND AFFORDABLE UNIT ALLOCATION
TRANSBAY REDEVELOPMENT PROJECT AREA
OCTOBER 2007

Bldg	Product Type	Stories	Total Units	Avg. Bldg.		Unit Size Factor	Average Size	Indicated Average		Unit Dist.	Affordable		Market Rate		Market Rate Units Weighted Average	
				Unit Size	Bldg (1)			Price	PSF		%	Units	%	Units	Unit Size	Unit Price
2D	Podium	4	15	1,008	Premium	110%	1,108	\$954,787	\$861	50%	0%	0	100%	8	1,025	\$899,284
					Base	90%	907	819,994	904	50%	30%	2	70%	5		
					Total/Average:		1,008	\$887,391	\$881	100%	2	13				
2E	Mid Rise	16	97	1,001	Premium	110%	1,101	\$946,939	\$860	50%	0%	0	100%	49	1,019	\$890,870
					Base	90%	901	810,772	900	50%	30%	15	70%	34		
					Total/Average:		1,001	\$878,855	\$878	100%	15	82				
4T	Luxury Tower	45	434	1,001	Premium	110%	1,101	\$1,321,294	\$1,200	50%	0%	0	100%	217	1,019	\$1,249,647
					Base	90%	901	1,147,294	1,273	50%	30%	65	70%	152		
					Total/Average:		1,001	\$1,234,294	\$1,233	100%	65	369				
5T	Urban Tower	55	567	1,000	Premium	110%	1,100	\$1,258,016	\$1,143	50%	0%	0	100%	284	1,018	\$1,183,544
					Base	90%	900	1,077,155	1,197	50%	30%	85	70%	198		
					Total/Average:		1,000	\$1,167,586	\$1,167	100%	85	482				
6T	Urban Tower	30	270	998	Premium	110%	1,098	\$1,021,146	\$930	50%	0%	0	100%	135	1,015	\$960,727
					Base	90%	898	874,413	974	50%	30%	41	70%	95		
					Total/Average:		998	\$947,780	\$950	100%	41	230				
9T	Urban Tower	40	378	999	Premium	110%	1,099	\$1,065,090	\$969	50%	0%	0	100%	189	1,017	\$1,002,049
					Base	90%	899	911,992	1,014	50%	30%	57	70%	132		
					Total/Average:		999	\$988,541	\$989	100%	57	321				
8T	Lifestyle Tower	55	567	999	Premium	110%	1,098	\$1,217,460	\$1,108	50%	0%	0	100%	284	1,016	\$1,150,619
					Base	90%	899	1,055,133	1,174	50%	30%	85	70%	198		
					Total/Average:		999	\$1,136,296	\$1,138	100%	85	482				

(1) Assumes variations in unit placement and configuration

EXHIBIT I-12

LAND RESIDUAL ANALYSIS - FOR-SALE RESIDENTIAL
TRANSBAY REDEVELOPMENT PROJECT AREA
OCTOBER 2007

Item	Product Type: Parcel: Number of Floors:	Product Type													
		2D - Podium		2E - Mid-Rise		4T - Luxury Tower		Urban Tower				8T - Lifestyle Tower			
		Market	Affordable	Market	Affordable	Market	Affordable	5T Mrkt	5T Aff.	6T Mrkt	6T Aff.	9T Mrkt	9T Aff.	8T Mrkt	8T Aff.
		4		16		45	55		30		40		55		
RESIDUAL TO DEVELOPER															
Revenues															
Average Price		\$899,284	\$248,839	\$890,870	\$248,839	\$1,249,647	\$248,839	\$1,183,544	\$248,839	\$960,727	\$248,839	\$1,002,049	\$248,839	\$1,150,619	\$248,839
% Units with Upgrades		85%	0%	85%	0%	90%	0%	95%	0%	95%	0%	95%	0%	95%	0%
% Average Upgrade		5%	0%	5%	0%	10%	0%	5%	0%	5%	0%	5%	0%	10%	0%
Options/Upgrades		\$38,220	\$0	\$37,862	\$0	\$112,468	\$0	\$56,218	\$0	\$45,635	\$0	\$47,597	\$0	\$109,309	\$0
Total Revenues From Residential Sales		\$937,505	\$248,839	\$928,733	\$248,839	\$1,362,116	\$248,839	\$1,239,763	\$248,839	\$1,006,362	\$248,839	\$1,049,648	\$248,839	\$1,259,929	\$248,839
Commissions	3.0% of revenues	28,125	0	27,862	0	40,863	0	37,193	0	30,191	0	31,489	0	37,798	0
Net Revenues From Residential Sales		\$909,380	\$248,839	\$900,871	\$248,839	\$1,321,253	\$248,839	\$1,202,570	\$248,839	\$976,171	\$248,839	\$1,018,158	\$248,839	\$1,222,131	\$248,839
Non-Financing Costs															
Construction Costs/square foot	90% Aff. of Mrkt.	\$300	\$270	\$350	\$315	\$480	\$432	\$400	\$360	\$400	\$360	\$400	\$360	\$425	\$383
Average Unit Size (square feet):		1,025	907	1,019	901	1,019	901	1,018	900	1,015	898	1,017	899	1,016	899
Construction Costs		\$307,643	\$244,869	\$356,611	\$283,846	\$489,066	\$389,274	\$407,143	\$324,067	\$406,174	\$323,296	\$406,805	\$323,798	\$431,888	\$343,763
Other Costs (Common Area; Options, Marketing, G&A, Taxes, Contingency, etc.)		\$148,180	\$26,875	\$146,793	\$26,875	\$243,306	\$26,875	\$198,747	\$26,875	\$161,330	\$26,875	\$168,269	\$26,875	\$227,650	\$26,875
Impact Fees		17,820	16,257	17,733	16,180	17,733	16,180	17,719	16,168	17,687	16,140	17,708	16,159	17,698	16,149
TIDF	\$10.94 psf	11,219	9,922	11,147	9,858	11,147	9,858	11,135	9,848	11,109	9,825	11,126	9,840	11,117	9,832
School Impact	\$2.24 psf	2,297	2,032	2,282	2,018	2,282	2,018	2,280	2,016	2,275	2,012	2,278	2,015	2,276	2,013
Wastewater Connection	\$2,604 per unit	2,604	2,604	2,604	2,604	2,604	2,604	2,604	2,604	2,604	2,604	2,604	2,604	2,604	2,604
Sewer Connection	\$1,700 per unit	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700	1,700
Total Other Costs		\$165,999	\$43,132	\$164,526	\$43,055	\$261,039	\$43,055	\$216,466	\$43,043	\$179,017	\$43,015	\$185,977	\$43,033	\$245,348	\$43,024
Total Non-Financing Costs		\$473,642	\$288,001	\$521,137	\$326,901	\$750,105	\$432,329	\$623,609	\$367,110	\$585,191	\$366,310	\$592,783	\$366,831	\$677,236	\$386,787
Financing Costs															
Loan Draw	75% of hard costs	\$355,231	\$216,001	\$390,853	\$245,176	\$562,579	\$324,247	\$467,707	\$275,333	\$438,894	\$274,733	\$444,587	\$275,124	\$507,927	\$290,090
Construction Timing (Months)		20	20	20	20	36	36	36	36	30	30	36	36	36	36
Construction Interest	7.0% of loan draw	20,722	12,600	22,800	14,302	59,071	34,046	49,109	28,910	38,403	24,039	46,682	28,888	53,332	30,459
Loan Fee	1.5% of loan draw	5,328	3,240	5,863	3,678	8,439	4,864	7,016	4,130	6,583	4,121	6,669	4,127	7,619	4,351
Total Financing		\$26,050	\$15,840	\$28,663	\$17,980	\$67,509	\$38,910	\$56,125	\$33,040	\$44,987	\$28,160	\$53,350	\$33,015	\$60,951	\$34,811
Total Costs (Excluding Land)		\$499,692	\$303,841	\$549,799	\$344,880	\$817,615	\$471,239	\$679,734	\$400,150	\$630,178	\$394,471	\$646,133	\$399,846	\$738,187	\$421,598
Total Costs per Square Foot (Includes Parking)		487	335	540	383	802	523	668	445	621	439	635	445	726	469
Builder Profit %		15%	0%	20%	0%	25%	0%	25%	0%	25%	0%	25%	0%	25%	0%
Builder Profit		\$140,626	\$0	\$185,747	\$0	\$340,529	\$0	\$309,941	\$0	\$251,591	\$0	\$262,412	\$0	\$314,982	\$0
Land Residual															
Revenues		\$909,380	\$248,839	\$900,871	\$248,839	\$1,321,253	\$248,839	\$1,202,570	\$248,839	\$976,171	\$248,839	\$1,018,158	\$248,839	\$1,222,131	\$248,839
Total Costs (including Builder Profit)		640,318	303,841	735,546	344,880	1,158,144	471,239	989,675	400,150	881,769	394,471	908,545	399,846	1,053,169	421,598
Land Residual -- Finished Pad Value per Unit		\$269,062	-\$55,002	\$165,325	-\$96,041	\$163,109	-\$222,400	\$212,895	-\$151,311	\$94,403	-\$145,632	\$109,613	-\$151,007	\$168,962	-\$172,759
As % of Average Home Price		30%	-22%	19%	-39%	13%	-89%	18%	-61%	10%	-59%	11%	-61%	15%	-69%
As % of Total Home Price		29%	-22%	18%	-39%	12%	-89%	17%	-61%	9%	-59%	10%	-61%	13%	-69%
Land Residual -- Per FAR Foot		\$262	-\$61	\$162	-\$107	\$160	-\$247	\$209	-\$168	\$93	-\$162	\$108	-\$168	\$166	-\$192

Note: All prices 2007 dollars

EXHIBIT I-13
LAND RESIDUAL ANALYSIS - RETAIL
TRANSBAY REDEVELOPMENT PROJECT AREA
OCTOBER 2007

Item	Ratios	Positioning: Block/Parcel:	Groundfloor Shops			
			0% Premium 2; 6; 11	5% Premium 4; 8; 9	15% Premium M	20% Premium 5
RESIDUAL TO DEVELOPER PER BUILDING SQUARE FOOT						
INCOME						
Average Rental Income						
Income per Square Foot			\$4.04	\$4.24	\$4.65	\$4.85
Potential Gross Income per Year			\$48.50	\$50.93	\$55.78	\$58.20
Less Vacancy	10% of PGI		(4.85)	(5.09)	(5.58)	(5.82)
Gross Income less Vacancy			\$43.65	\$45.83	\$50.20	\$52.38
EXPENSES						
Operating Expenses	20% of Gross Income		\$8.73	\$9.17	\$10.04	\$10.48
			\$8.73	\$9.17	\$10.04	\$10.48
Marketing	0.50 psf		\$0.50	\$0.50	\$0.50	\$0.50
Total Marketing			\$0.50	\$0.50	\$0.50	\$0.50
Total Expenses			\$9.23	\$9.67	\$10.54	\$10.98
EBITDA			\$34.42	\$36.17	\$39.66	\$41.40
Capitalized Value	7.50%		\$458.93	\$482.21	\$528.77	\$552.05
BUILDING CONSTRUCTION COSTS						
Hard Costs						
Construction Costs/square foot			\$150.00	\$150.00	\$150.00	\$150.00
Total Direct Costs			\$150.00	\$150.00	\$150.00	\$150.00
Total Tenant Improvements			\$45.00	\$45.00	\$50.00	\$55.00
Parking Costs	0 spaces per 1,000sf					
Parking Structures	\$50,000 per space		\$0.00	\$0.00	\$0.00	\$0.00
Total Parking Costs			\$0.00	\$0.00	\$0.00	\$0.00
Total Hard Costs			\$195.00	\$195.00	\$200.00	\$205.00
Soft Costs			\$50.40	\$50.40	\$52.50	\$54.60
Impact Fees			\$27.13	\$27.13	\$27.13	\$27.13
DT Park Fee	\$2.00 psf		\$2.00	\$2.00	\$2.00	\$2.00
Affordable Housing Fund	\$13.95 psf		\$13.95	\$13.95	\$13.95	\$13.95
TIDF	\$10.94 psf		\$10.94	\$10.94	\$10.94	\$10.94
School Impact	\$0.24 psf		\$0.24	\$0.24	\$0.24	\$0.24
			\$77.53	\$77.53	\$79.63	\$81.73
Finance Costs (as % of total costs)	7% (3)		\$11.60	\$11.60	\$11.90	\$12.20
Total Soft Costs			\$89.13	\$89.13	\$91.53	\$93.93
Lease Up Costs						
Leasing Commissions	3% (2)		\$13.10	\$0.00	\$15.06	\$0.00
Total Lease Up Costs			\$13.10	\$0.00	\$15.06	\$0.00
Builder Profit	20% capitalized value		\$91.79	\$96.44	\$105.75	\$110.41
Total Costs (not including Loan Repayment)			\$389.01	\$380.58	\$412.34	\$409.34
LAND RESIDUAL - FINISHED PAD PER FAR FOOT						
Capitalized Value			\$458.93	\$482.21	\$528.77	\$552.05
Total Costs (not including Loan Repayment)			\$389.01	\$380.58	\$412.34	\$409.34
Land Residual - Finished Pad Per Net FAR Foot			\$69.92	\$101.64	\$116.43	\$142.72

Footnotes

- (1) Assumes 0 dedicated retail parking spaces.
- (2) Percentage of gross income less vacancy, over ten year period
- (3) Assumes loan draw equal to 85% of total hard costs - assumes 7% interest rate over one year period

EXHIBIT I-14
LAND RESIDUAL ANALYSIS - OFFICE
TRANSBAY REDEVELOPMENT PROJECT AREA
OCTOBER 2007

Item	Product Type: Scenario: Building Height: Location:	Mid Rise		Tower			High Rise		
		-	Scenario 1	Scenario 2	Scenario 3	Scenario 1	Scenario 2	Scenario 3	
		85'	1,300'	850'	550'	850'	550'	200'	
		Parcel M	Parcel T	Parcel T	Parcel T	Parcel F	Parcel F	Parcel F	
RESIDUAL TO DEVELOPER PER BUILDING SQUARE FOOT									
INCOME									
Average Rental Income									
Income per Square Foot		\$5.63	\$7.08	\$6.52	\$5.87	\$6.46	\$5.81	\$5.23	
Potential Gross Income per Year		\$67.50	\$85.00	\$78.20	\$70.38	\$77.50	\$69.75	\$62.78	
Less Vacancy (7% equil. + 3% turnover)	10% of PGI	(6.75)	(8.50)	(7.82)	(7.04)	(7.75)	(6.98)	(6.28)	
Gross Income less Vacancy		\$60.75	\$76.50	\$70.38	\$63.34	\$69.75	\$62.78	\$56.50	
EXPENSES									
Taxes		\$8.00	\$9.50	\$9.00	\$8.00	\$9.00	\$8.00	\$7.00	
Operating Expenses		\$13.00	\$16.00	\$15.00	\$14.00	\$15.00	\$14.00	\$13.00	
Total Operating Expenses		\$21.00	\$25.50	\$24.00	\$22.00	\$24.00	\$22.00	\$20.00	
Marketing		\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	
Total Expenses		\$23.00	\$27.50	\$26.00	\$24.00	\$26.00	\$24.00	\$22.00	
NOI		\$37.75	\$49.00	\$44.38	\$39.34	\$43.75	\$38.78	\$34.50	
Capitalized Value	6.00%	\$629	\$817	\$740	\$656	\$729	\$646	\$575	
BUILDING CONSTRUCTION COSTS									
Hard Costs									
Construction Costs/square foot		\$150	\$220	\$180	\$170	\$180	\$170	\$160	
Total Direct Costs		\$150	\$220	\$180	\$170	\$180	\$170	\$160	
Total Tenant Improvements	psf	\$50	\$100	\$80	\$75	\$80	\$75	\$75	
Parking Costs	1 spaces per 1,000sf								
Parking Structures	\$50,000 per space	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	
Total Parking Costs		\$50.00							
Total Hard Costs		\$250.00	\$370.00	\$310.00	\$295.00	\$310.00	\$295.00	\$285.00	
Soft Costs		\$40.00	\$59.20	\$49.60	\$47.20	\$49.60	\$47.20	\$45.60	
Impact Fees		\$34.10							
Jobs Housing Linkage	\$19.89 psf	\$19.89	\$19.89	\$19.89	\$19.89	\$19.89	\$19.89	\$19.89	
Child Care Requirement	1.00 psf	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
Downtown Parks	2.00 psf	2.00	2.00	2.00	2.00	2.00	2.00	2.00	
Transit Impact Development Fee	10.94 psf	10.94	10.94	10.94	10.94	10.94	10.94	10.94	
School Impact Fee	0.27 psf	0.27	0.27	0.27	0.27	0.27	0.27	0.27	
Total Soft Costs and Fees		\$74.10	\$93.30	\$83.70	\$81.30	\$83.70	\$81.30	\$79.70	
Financing Costs									
Loan Draw	75% of hard costs	\$188	\$278	\$233	\$221	\$233	\$221	\$214	
Construction Timing (Months)		25	50	40	40	40	40	30	
Construction Interest	7.0% of loan draw	\$14	\$40	\$27	\$26	\$27	\$26	\$19	
Loan Fee	1.5% of loan draw	\$3	\$4	\$3	\$3	\$3	\$3	\$3	
Total Financing Costs		\$16.48	\$44.63	\$30.61	\$29.13	\$30.61	\$29.13	\$21.91	
Total Soft Costs		\$90.58	\$137.93	\$114.31	\$110.43	\$114.31	\$110.43	\$101.61	
Lease Up Costs									
Leasing Commissions	2% (1)	\$12.15	\$15.30	\$14.08	\$12.67	\$13.95	\$12.56	\$11.30	
Total Lease Up Costs		\$12.15	\$15.30	\$14.08	\$12.67	\$13.95	\$12.56	\$11.30	
Builder Profit %		10%	12%	12%	10%	12%	10%	10%	
Builder Profit		\$62.92	\$98.00	\$88.76	\$65.57	\$87.50	\$64.63	\$57.50	
Total Costs (not including Loan Repayment)		\$415.65	\$621.23	\$527.15	\$483.67	\$525.76	\$482.61	\$455.40	
LAND RESIDUAL - FINISHED PAD PER FAR FOOT									
Capitalized Value		\$629.17	\$816.67	\$739.67	\$655.70	\$729.17	\$646.25	\$574.96	
Total Costs (not including Loan Repayment)		\$415.65	\$621.23	\$527.15	\$483.67	\$525.76	\$482.61	\$455.40	
Land Residual - Finished Pad per Net Rentable FAR Foot		\$213.52	\$195.44	\$212.52	\$172.03	\$203.40	\$163.64	\$119.55	
Land Residual - Finished Pad per Gross FAR Foot		\$170.81	\$156.35	\$170.01	\$137.62	\$162.72	\$130.91	\$95.64	

Footnotes

(1) Percentage of gross income less vacancy, over ten year period

EXHIBIT I-15
LAND RESIDUAL ANALYSIS - HOTEL
TRANSBAY REDEVELOPMENT PROJECT AREA
OCTOBER 2007

<u>PRODUCT DENSITY</u>	<u>FACTOR</u>	<u>Hotel Scenario 1</u>
Key Assumptions:		
Average Room Rate		\$320
Average Room Size		450
Construction Costs (per square foot)		\$310
RESIDUAL TO DEVELOPER		
Revenues (Per Room):		
Potential Gross Income from Rooms per Night		\$320
Income from Occupied Rooms per Night	70% Occupancy Rate	\$224
Effective Gross Income from Room Stays		\$224
Other Revenue Drivers		
Food	35% of Effective Income from Room Stays	\$78
Beverages	20% of Effective Income from Room Stays	\$45
Telephone	2% of Effective Income from Room Stays	\$4
Other	5% of Effective Income from Room Stays	\$11
Total Effective Revenues per Room Night		\$363
Operating Costs:		
Total Operating Costs		\$261
Net Operating Income per Night		102
Net Operating Income per Year		37,160
Capitalized Value:	8.00% Capitalization Rate	\$464,499
Construction Costs per Room:		
Construction Costs/square foot		\$310
Average Unit Size (square feet):		450
Construction Costs		\$139,500
Other Costs		
Impact Fees		\$73,391
DT Park Fee	\$2.00 psf	\$900
Childcare Fee	1.00 psf	\$450
Affordable Housing Fund	11.21 psf	\$5,045
TIDF	10.94 psf	\$4,923
School Impact	0.09 psf	\$41
Total Other Costs		\$84,749
Total Non-Financing Costs		\$224,249
Financing Costs:		
Loan Draw	75%	\$168,200
Construction Timing (Months)		30
Construction Interest (6 mos)	7.0%	14,718
Loan Fee	1.5%	\$2,500
Total Financing Costs		\$17,218
Total Costs (Excluding Land)		\$241,466
Total Costs per Square Foot		537
Builder Profit:	12.0% of capitalized value	\$55,740
Land Residual		
Value per Room		\$464,499
Total Costs (including Builder Profit)		\$297,206
Land Residual - Finished Pad per Room		\$167,293
Land Residual - Finished Pad per Room Gross FAR Foot		\$372

EXHIBIT I-16

SUMMARY OF PRODUCT TYPES AND VALUE
TRANSBAY REDEVELOPMENT AREA; SAN FRANCISCO, CALIFORNIA
OCTOBER 2007

Block	Affordability Type	Tenure Type	Product Type	Per Unit/SF			Total Units/Sq. Ft./Rooms	Total (\$MMs)				RFP Date	
				For Sale Unit Revenue	Cap. Value (1)	Total Cost		Finished Pad Value	For Sale Unit Revenue	Cap. Value (1)	Total Cost (2)		Finished Pad Value
RESIDENTIAL USES													
2 A/B	Stand Alone											\$0.00	2014
C	Stand Alone											0.00	2014
D	Inclusionary	FS	Podium	\$937,505		\$668,443	\$269,062	13	\$12.2		\$8.7	3.50	2014
D	Inclusionary	FS	Podium (Aff)	248,839		303,841	(55,002)	2	0.5		0.6	(0.11)	2014
E	Inclusionary	FS	Mid Rise	928,733		763,408	165,325	82	76.2		62.6	13.56	2014
E	Inclusionary	FS	Mid Rise (Aff)	248,839		344,880	(96,041)	15	3.7		5.2	(1.44)	2014
			Total/Average:	\$826,553	NA	\$688,126	\$138,427	112	\$92.6	NA	\$77.1	\$15.50	
			Market Rate Total/Average:	\$929,933	NA	\$750,413	\$179,520	95	\$88.3	NA	\$71.3	\$17.05	
3	Park												2014
4 A	Stand Alone											\$0.00	2014
B	Stand Alone											0.00	2014
C	Stand Alone											0.00	2014
T	Inclusionary	FS	Luxury Tower	\$1,362,116		\$1,199,007	\$163,109	369	\$502.6		\$442.4	60.19	2014
T	Inclusionary	FS	Luxury Tower (Aff)	248,839		471,239	(22,400)	65	16.2		30.6	(14.46)	2014
			Total/Average:	\$1,195,381	NA	\$1,090,010	\$105,371	434	\$518.8	NA	\$473.1	\$45.73	
			Market Rate Total/Average:	\$1,362,116	NA	\$1,199,007	\$163,109	369	\$502.6	NA	\$442.4	\$60.19	
5 A	Stand Alone											\$0.00	2018
B	Stand Alone											0.00	2018
C	Stand Alone											0.00	2018
T	Inclusionary	FS	Urban Tower	\$1,239,763		\$1,026,868	\$212,895	482	\$597.6		\$495.0	102.62	2018
T	Inclusionary	FS	Urban Tower (Aff)	248,839		400,150	(151,311)	85	21.2		34.0	(12.86)	2018
			Total/Average:	\$1,091,212	NA	\$932,915	\$158,297	567	\$618.7	NA	\$529.0	\$89.75	
			Market Rate Total/Average:	\$1,239,763	NA	\$1,026,868	\$212,895	482	\$597.6	NA	\$495.0	\$102.62	
6 A	Stand Alone											\$0.00	2011
B	Stand Alone											0.00	2011
C	Stand Alone											0.00	2011
T	Inclusionary	FS	Urban Tower	\$1,006,362		\$911,959	\$94,403	230	\$231.5		\$209.8	21.71	2011
T	Inclusionary	FS	Urban Tower (Aff)	248,839		394,471	(145,632)	40	10.0		15.8	(5.83)	2011
			Total/Average:	\$894,137	NA	\$835,294	\$58,842	270	\$241.4	NA	\$225.5	\$15.89	
			Market Rate Total/Average:	\$1,006,362	NA	\$911,959	\$94,403	230	\$231.5	NA	\$209.8	\$21.71	

EXHIBIT I-16

SUMMARY OF PRODUCT TYPES AND VALUE
TRANSBAY REDEVELOPMENT AREA; SAN FRANCISCO, CALIFORNIA
OCTOBER 2007

Block	Affordability Type	Tenure Type	Product Type	Per Unit/SF			Total Units/Sq. Ft./Rooms	Total (\$MMs)			RFP Date		
				For Sale Unit Revenue	Cap. Value (1)	Total Cost		Finished Pad Value	For Sale Unit Revenue	Cap. Value (1)		Total Cost (2)	Finished Pad Value
7 A	Stand Alone										\$0.00	2011	
B	Stand Alone										0.00	2011	
C	Stand Alone										0.00	2011	
8 A	Stand Alone										\$0.00	2008	
B	Stand Alone										0.00	2008	
C	Stand Alone										0.00	2008	
T	Inclusionary	FS	Lifestyle Tower	\$1,259,929		\$1,090,967	\$168,962	482	\$607.3		\$525.8	81.44	2008
T	Inclusionary	FS	Lifestyle Tower (Aff)	248,839		421,598	(172,759)	85	21.2		35.8	(14.68)	2008
			Total/Average:	\$1,108,355	NA	\$990,621	\$117,734	567	\$628.4	NA	\$561.7	\$66.76	
			Market Rate Total/Average:	\$1,259,929	NA	\$1,090,967	\$168,962	482	\$607.3	NA	\$525.8	\$81.44	
9 A	Stand Alone										\$0.00	2009	
T	Inclusionary	FS	Urban Tower	\$1,049,648		\$940,034	\$109,613	321	\$336.9		\$301.8	35.19	2009
T	Inclusionary	FS	Urban Tower (Aff)	248,839		421,598	(172,759)	57	14.2		24.0	(9.85)	2009
			Total/Average:	\$928,891	NA	\$861,857	\$67,033	378	\$351.1	NA	\$325.8	\$25.34	
			Market Rate Total/Average:	\$1,049,648	NA	\$940,034	\$109,613	321	\$336.9	NA	\$301.8	\$35.19	
10	Park												2009
11 A	Stand Alone										\$0.00	2007	
B	Stand Alone										0.00	2007	
12 A	Stand Alone										\$0.00	2020	
B	Stand Alone										0.00	2020	
			Residential Subtotal:	\$1,052,861	NA	\$941,620	\$111,242	2,328	\$2,209.6	NA	\$2,192	\$258.97	
			Market Rate Residential Subtotal:	\$1,194,652	NA	\$1,033,866	\$160,786	1,979	\$2,132.8	NA	\$2,046	\$318.20	

EXHIBIT I-16

SUMMARY OF PRODUCT TYPES AND VALUE
TRANSBAY REDEVELOPMENT AREA; SAN FRANCISCO, CALIFORNIA
OCTOBER 2007

Block	Affordability Type	Tenure Type	Product Type	Per Unit/SF			Total Units/Sq. Ft./Rooms	Total (\$MMs)			RFP Date		
				For Sale Unit Revenue	Cap. Value (1)	Total Cost		Finished Pad Value	For Sale Unit Revenue	Cap. Value (1)		Total Cost (2)	Finished Pad Value
RETAIL USES													
2	C	NA	Ground Floor Retail	NA	\$459	\$389	\$70	6,000	NA	\$2.8	\$2.3	\$0.4	2014
	D	NA	Ground Floor Retail	NA	459	389	70	1,500	NA	0.7	0.6	0.1	2014
	E	NA	Ground Floor Retail	NA	459	389	70	5,500	NA	2.5	2.1	0.4	2014
			Total/Average:		\$459	\$389	\$70	13,000		\$6.0	\$5.1	\$0.9	
3	Park	NA		NA					NA				
4	B	NA	Ground Floor Retail	NA	\$482	\$381	\$102	2,000	NA	\$1.0	\$0.8	\$0.2	2014
	C	NA	Ground Floor Retail	NA	482	381	102	2,000	NA	1.0	0.8	0.2	2014
	T	NA	Ground Floor Retail	NA	482	381	102	2,000	NA	1.0	0.8	0.2	2014
			Total/Average:		\$482	\$381	\$102	6,000		\$2.9	\$2.3	\$0.6	
5	B	NA	Ground Floor Retail	NA	\$552	\$409	\$143	2,000	NA	\$1.1	\$0.8	\$0.3	2018
	C	NA	Ground Floor Retail	NA	552	409	143	2,000	NA	1.1	0.8	0.3	2018
	T	NA	Ground Floor Retail	NA	552	409	143	2,000	NA	1.1	0.8	0.3	2018
M		NA	Ground Floor Retail	NA	529	412	116	16,500	NA	8.7	6.8	1.9	2018
			Total/Average:		\$529	\$412	\$116	22,500		\$12.0	\$9.3	\$2.8	
6	B	NA	Ground Floor Retail	NA	\$459	\$389	\$70	3,000	NA	\$1.4	\$1.2	\$0.2	2011
	C	NA	Ground Floor Retail	NA	459	389	70	4,000	NA	1.8	1.6	0.3	2011
	T	NA	Ground Floor Retail	NA	459	389	70	3,000	NA	1.4	1.2	0.2	2011
			Total/Average:		\$459	\$389	\$70	10,000		\$4.6	\$3.9	\$0.7	
7	No Retail Planned												
8	B	NA	Ground Floor Retail	NA	\$482	\$381	\$102	3,000	NA	\$1.4	\$1.1	\$0.3	2008
	C	NA	Ground Floor Retail	NA	482	381	102	4,000	NA	1.9	1.5	0.4	2008
	T	NA	Ground Floor Retail	NA	482	381	102	3,000	NA	1.4	1.1	0.3	2008
			Total/Average:		\$482	\$381	\$102	10,000		\$4.8	\$3.8	\$1.0	
9	A	NA	Ground Floor Retail	NA	\$482	\$381	\$102	2,000	NA	\$1.0	\$0.8	\$0.2	2009
	T	NA	Ground Floor Retail	NA	482	381	102	2,000	NA	1.0	0.8	0.2	2009
			Total/Average:		\$482	\$381	\$102	4,000		\$1.9	\$1.5	\$0.4	
10	Park												
11	11A		Ground Floor Retail	NA	\$459	\$389	\$70	3,000	NA	\$1.4	\$1.2	\$0.2	2014
12	No Retail Planned												
Retail Subtotal:				NA	\$489	\$394	\$94	68,500	NA	\$33.6	\$27.0	\$6.6	

EXHIBIT I-16

**SUMMARY OF PRODUCT TYPES AND VALUE
TRANSBAY REDEVELOPMENT AREA; SAN FRANCISCO, CALIFORNIA
OCTOBER 2007**

Block	Affordability Type	Tenure Type	Product Type	Per Unit/SF			Total Units/Sq. Ft./Rooms	Total (\$MMs)			RFP Date		
				For Sale Unit Revenue	Cap. Value (1)	Total Cost		Finished Pad Value	For Sale Unit Revenue	Cap. Value (1)		Total Cost (2)	Finished Pad Value
OFFICE USES													
M	NA	NA	Mid Rise Office	NA	\$629	\$416	\$214	66,000	\$41.5	NA	\$27.4	\$14.1	TBD
T	NA	NA	Tower Office - Scen 1	NA	\$817	\$621	\$195	1,440,000	\$1,176.0	NA	\$894.6	\$281.4	TBD
	NA	NA	Tower Office - Scen 2	NA	740	527	213	800,000	591.7	NA	421.7	170.0	TBD
	NA	NA	Tower Office - Scen 3	NA	656	484	172	614,400	402.9	NA	297.2	105.7	TBD
F	NA	NA	High Rise Office - Scen	NA	\$729	\$526	\$203	687,500	\$501.3	NA	\$361.5	\$139.8	TBD
	NA	NA	High Rise Office - Scen	NA	646	483	164	450,100	290.9	NA	217.2	73.7	TBD
	NA	NA	High Rise Office - Scen	NA	575	455	120	188,000	108.1	NA	85.6	22.5	TBD
HOTEL USES													
F	NA	NA	Scenario 1 Hotel	NA	\$464,499	\$297,206	\$167,293	250	\$116.1	NA	\$74.3	\$41.8	TBD
	NA	NA	Scenario 2 Hotel	NA	464,499	297,206	167,293	150	69.7	NA	44.6	25.1	TBD
N	Plaza												2009

(1) Includes base prices, average premium, average locational premium and options/upgrades. Fixed for inclusionary units based on \$248,839 sample 2 bedroom sales price from San Francisco Inclusionary Housing Program guide. Rental rate based on capitalized value of \$1,764 allowable monthly rent.

EXHIBIT I-17

REVENUE AND VALUE BY BLOCK
TRANSBAY REDEVELOPMENT AREA; SAN FRANCISCO, CALIFORNIA
OCTOBER 2007

Block	Total Revenue (\$MM)						Total Finished Pad Value (\$MM)				
	FS Res.	FR Res.	Retail	Office	Hotel	Dev. Total	Residential	Retail	Office	Hotel	Dev. Total
2	\$92.6	NA	\$6.0	\$0.0	\$0.0	\$98.5	\$15.5	\$0.9	\$0.0	\$0.0	\$16.4
3	Park										
4	518.8	0.0	2.9	0.0	0.0	521.7	45.7	0.6	0.0	0.0	46.3
5	618.7	0.0	3.3	0.0	0.0	622.0	89.8	2.8	0.0	0.0	92.5
6	241.4	NA	4.6	0.0	0.0	246.0	15.9	0.7	0.0	0.0	16.6
7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
8	628.4	0.0	4.8	0.0	0.0	633.3	66.8	1.0	0.0	0.0	67.8
9	351.1	0.0	1.9	0.0	0.0	353.0	25.3	0.4	0.0	0.0	25.7
10	Park										
11	0.0	0.0	1.4	0.0	0.0	1.4	0.0	0.0	0.0	0.0	0.0
12	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
M	0.0	0.0	8.7	41.5	0.0	50.2	0.0	1.9	14.1	0.0	16.0
T (1)	0.0	0.0	0.0	1,176.0	0.0	1,176.0	0.0	0.0	350.0	0.0	350.0
F (1)	0.0	0.0	0.0	501.3	116.1	617.4	0.0	0.0	139.8	41.8	181.7
Overall Total:	\$2,451.1	\$0.0	\$33.6	\$1,718.8	\$116.1	\$4,319.6	\$259.0	\$8.3	\$503.9	\$41.8	\$813.1
Scenario 2											
T (2)	\$0.0	\$0.0	\$0.0	\$591.7	\$0.0	\$591.7	\$0.0	\$0.0	\$170.0	\$0.0	\$170.0
F (2)	0.0	0.0	0.0	290.9	69.7	360.6	0.0	0.0	73.7	25.1	98.7
	\$0.0	\$0.0	\$0.0	\$882.6	\$69.7	\$952.3	\$0.0	\$0.0	\$243.7	\$25.1	\$268.8
Scenario 3											
T (3)	\$0.0	\$0.0	\$0.0	\$402.9	\$0.0	\$402.9	\$0.0	\$0.0	\$105.7	\$0.0	\$105.7
F (3)	0.0	0.0	0.0	108.1	0.0	108.1	0.0	0.0	22.5	0.0	22.5
	\$0.0	\$0.0	\$0.0	\$511.0	\$0.0	\$511.0	\$0.0	\$0.0	\$128.2	\$0.0	\$128.2

(1) Assumes Scenario 1 development intensity

(2) Assumes Scenario 2 development intensity

(3) Assumes Scenario 3 development intensity