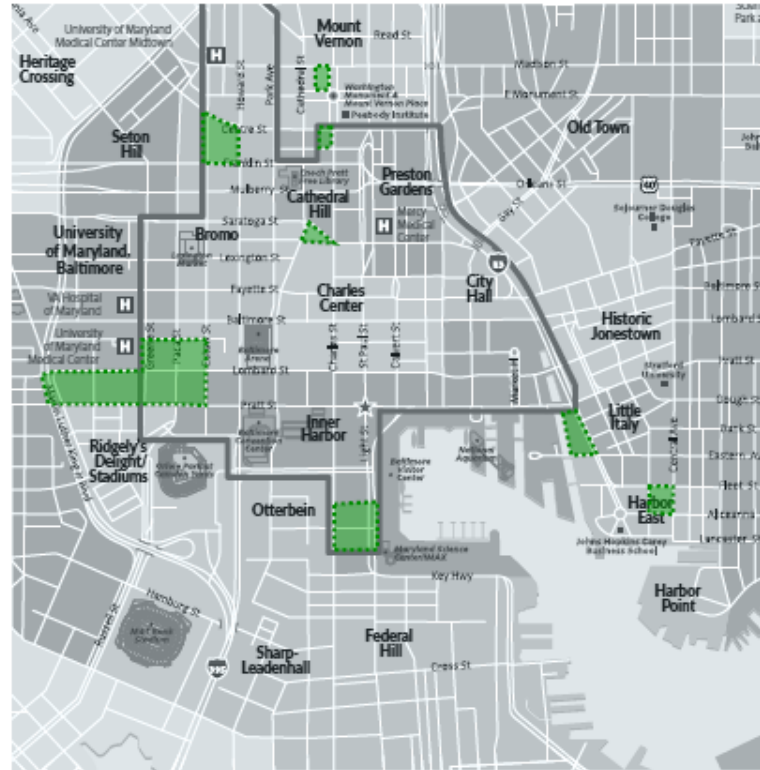


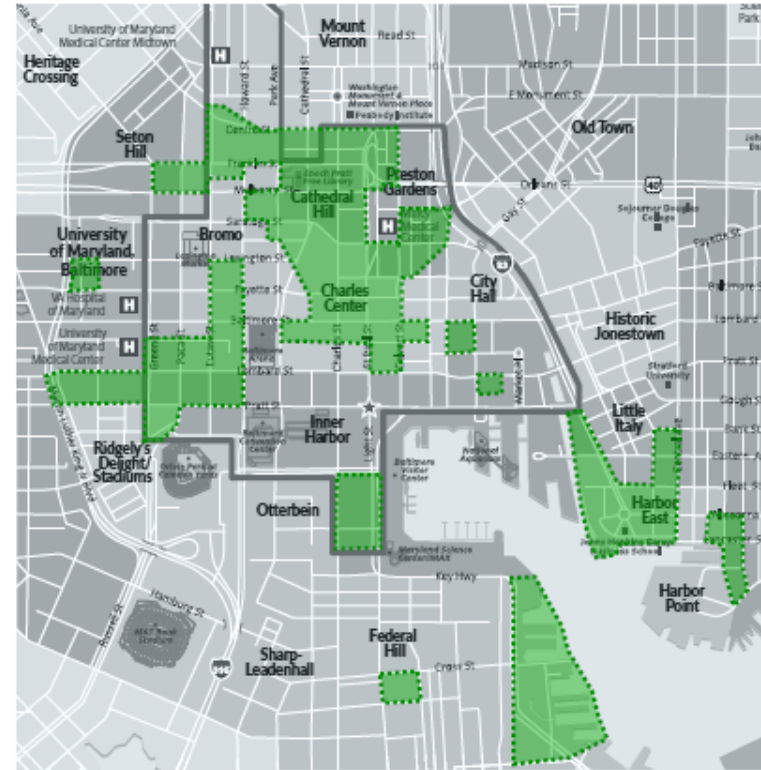


DOWNTOWN BALTIMORE MULTI-FAMILY HOUSING GROWTH

25 YEAR SPAN



1989



PRESENT

* The star at the corner of Pratt & Light denotes the busiest intersection in Downtown Baltimore.

** The dark gray line is the Downtown Management District boundary, which is managed by Downtown Partnership of Baltimore.

For more info, visit GoDowntownBaltimore.com.

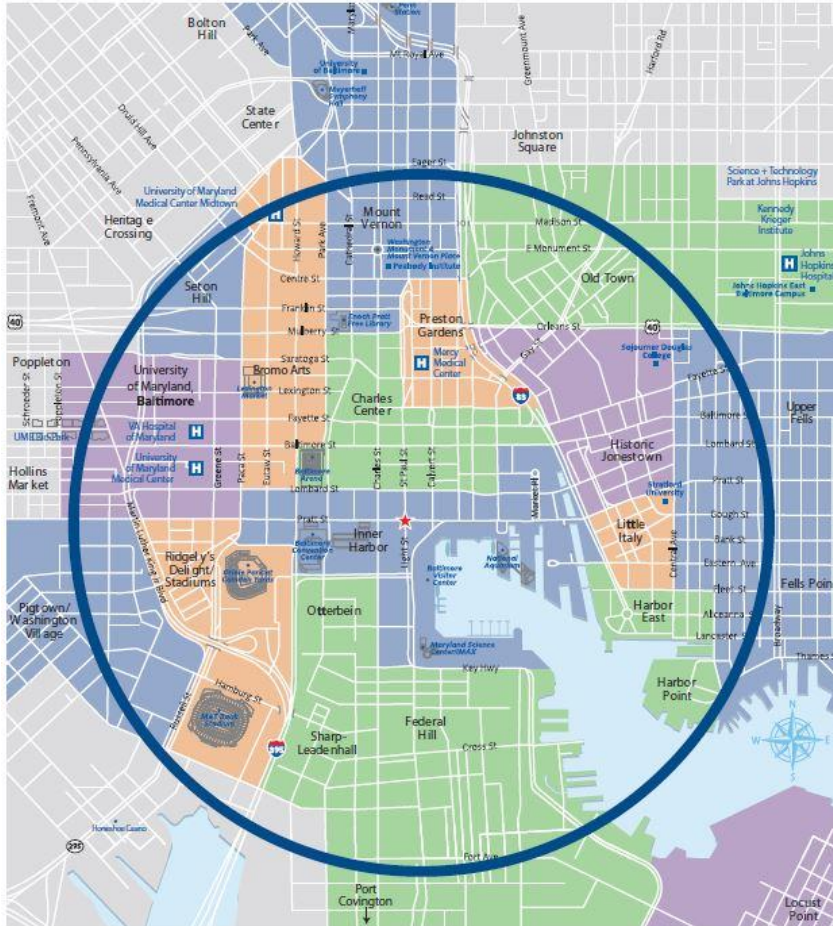
Top 25 Largest U.S. Metro Areas: One-Mile Radius Statistics

Population		
1	New York	190,901
2	San Francisco	127,962
3	Chicago	95,635
4	Philadelphia	84,027
5	Los Angeles	75,127
6	Seattle	69,874
7	Boston	53,129
8	Washington	47,856
9	San Diego	43,874
10	Denver	42,730
11	Baltimore (10)	42,626
12	Miami	38,651
13	Minneapolis	37,133
14	Houston	27,775
15	Portland	25,198
16	Atlanta	22,681
17	Orlando	19,687
18	Charlotte	19,119
19	Dallas	18,664
20	Pittsburgh	18,537
21	Phoenix	16,099
22	St. Louis	12,162
23	Tampa	11,332
24	San Antonio	9,646
25	Detroit	6,855

42,626

people live in a
downtown neighborhood

Downtown Baltimore Residential Population

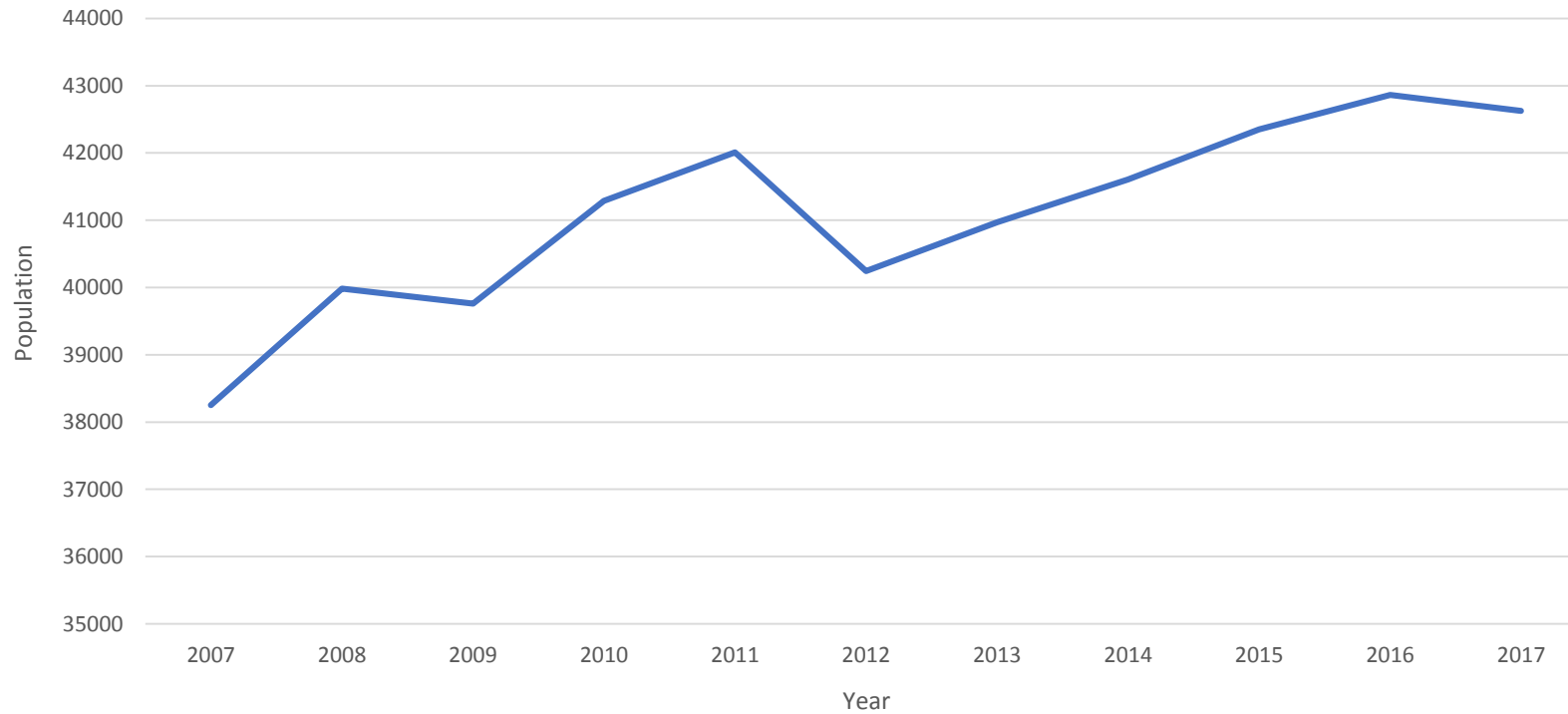


Year	Downtown Population
2007	38,250
2008	39,983
2009	39,760
2010	41,289
2011	42,011
2012	40,246
2013	40,971
2014	41,606
2015	42,350
2016	42,861
2017	42,626

11% Increase in 10 years

Source: Downtown Baltimore, *State of Downtown Report*

Downtown Baltimore Residential Population Growth





“Of particular note, Baltimore's fastest growing neighborhood today, the traditional central business district, is also one of its most integrated.”

Editorial, “Desegregating Baltimore” (January 15, 2017)

WHO ARE DOWNTOWN RESIDENTS?

- **RACE:** 50% identified themselves as racial minorities
- **AGE:** 82% are under the age of 55
- **INCOME:** In 2016, the average household income in Downtown was **\$73,091**, while the median was **\$49,065**. Comparatively, Baltimore City's 2016 estimated average household income was **\$62,355**, while the median household income was **\$43,694**.



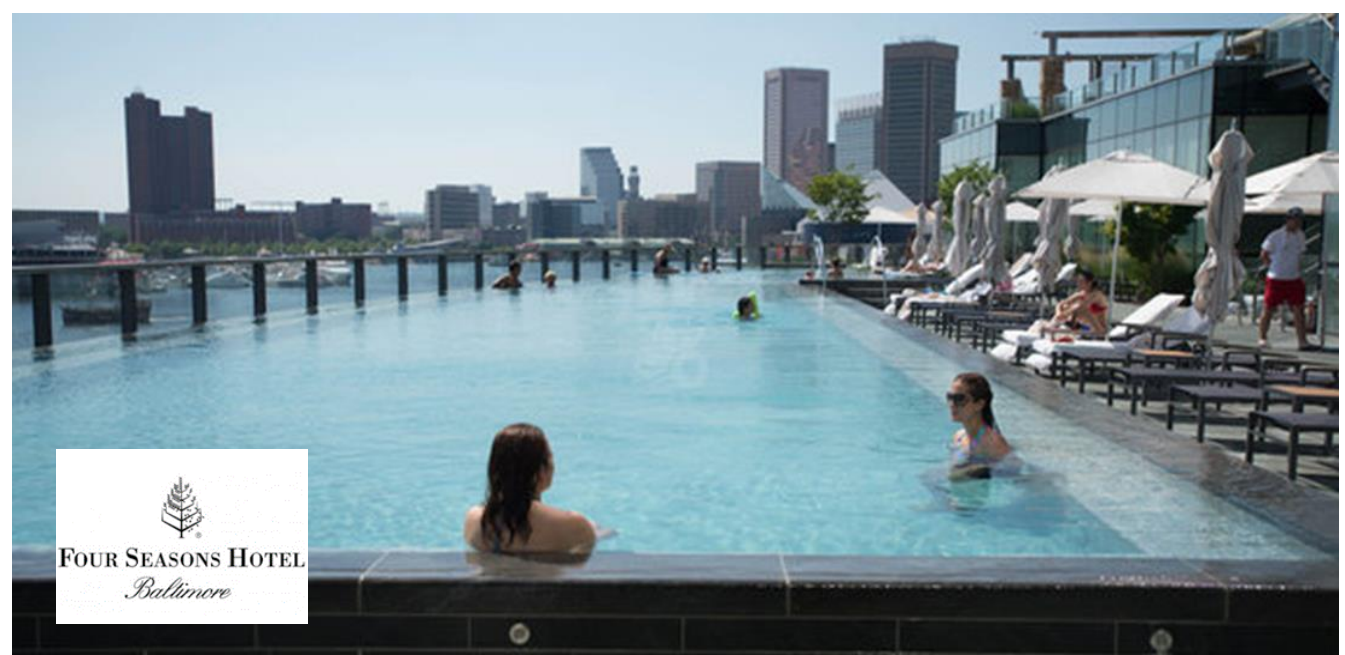
Rental Rates: Class A

Average Effective Rent:

All Unit Types	\$1,764
Studio Units	\$1,369
1 Bedroom Units	\$1,584
2 Bedroom Units	\$2,319
3 Bedroom Units	\$2,411

Effective Rent Per Square Foot: \$2.13

In Increasing Numbers, Wealthy Flock to Downtown





Faster Growth in Downtown vs. City

Median Household Income in Downtown Baltimore
44% Increase since 2012

City's Median Household Income
20% Increase since 2012

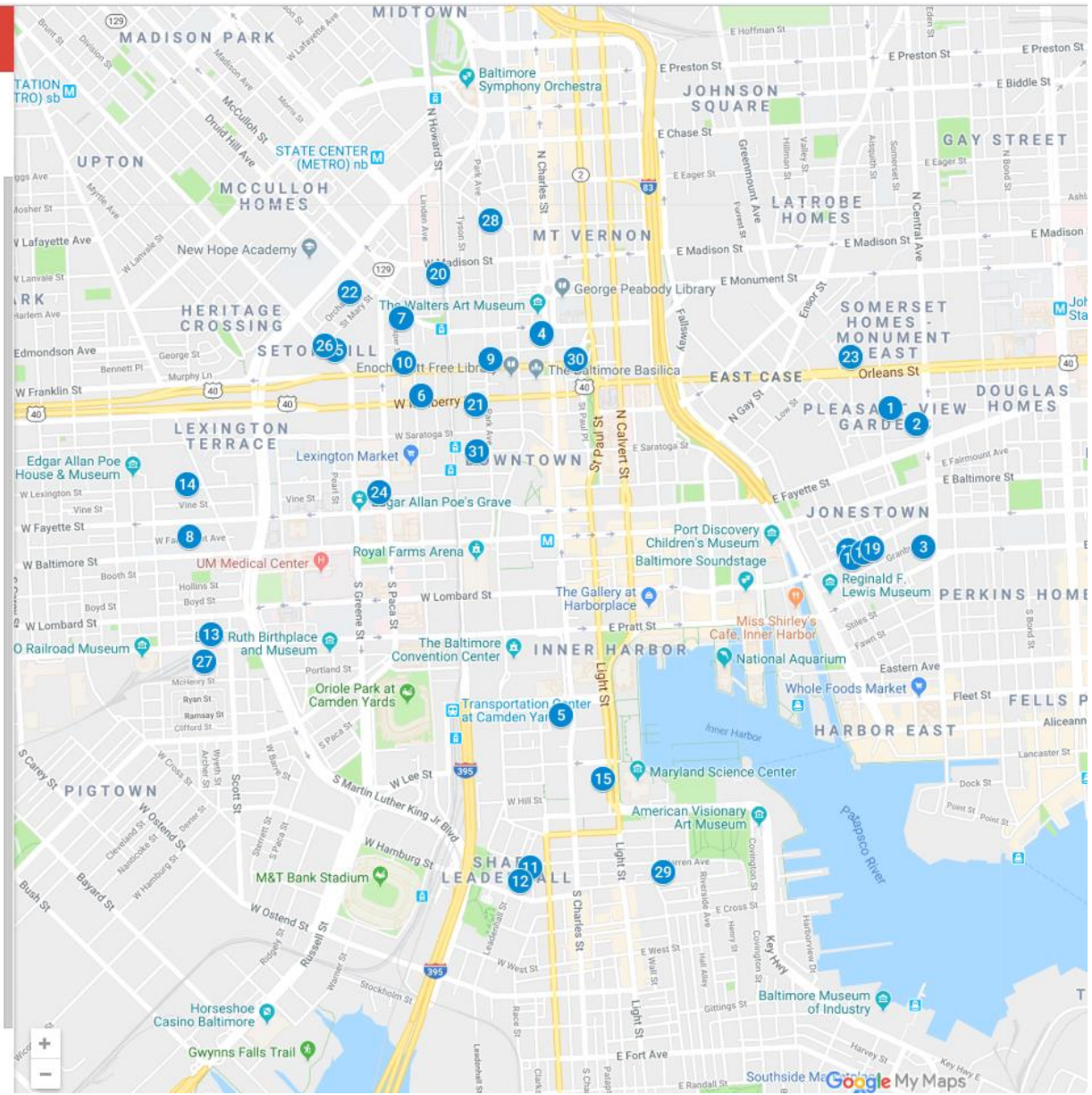
Number of Households in Downtown Baltimore
9.6% Increase since 2012

Number of Households in Baltimore City
0.6 % Increase since 2012

Geography	Total Number of Rental Units	Total Number of Market Rate	Total Number of Affordable	Percent Total of Affordable
One-Mile Radius	14,488	11,066	3,422	23.6%

☰ Affordable Housing - 1 ... 🔍 ⋮

- 1 Pleasant View Gardens
- 2 Pleasant View Gardens Senior Housing
- 3 Albermarle Square
- 4 Westminster House Apartments
- 5 Hanover Square Apartments
- 6 Mulberry Court
- 7 Landmark Apartments
- 8 Vintage Gardens
- 9 Basilica Place
- 10 Franklin Center Apartments
- 11 115 W Henrietta St
- 12 Sharp Leadenhall
- 13 Crossroads Apartments
- 14 Poe Homes
- 15 Christ Church Harbor Apartments
- 16 900 E Lombard St
- 17 901 E Lombard St
- 18 915 E Lombard St
- 19 Albermarle Square
- 20 M on Madison
- 21 Mulberry at Park
- 22 Orchard Mews Apartments
- 23 Forrest Street Apartments
- 24 Paca House
- 25 607 Pennsylvania Ave
- 26 Orchard Gardens
- 27 Mount Clare Overlook
- 28 127 W Read St
- 29 Southern High Apartments
- 30 Franklin Lofts & Flats
- 31 L on Liberty



Can a one-
person
household at
100% of AMI
rent a Class A
market-rate
apartment in
Downtown
Baltimore?

Median Family Income - \$94,900 (HUD 2018, 4-person)

Baltimore/Columbia/Towson MSA

One-person household AMI = \$62,937

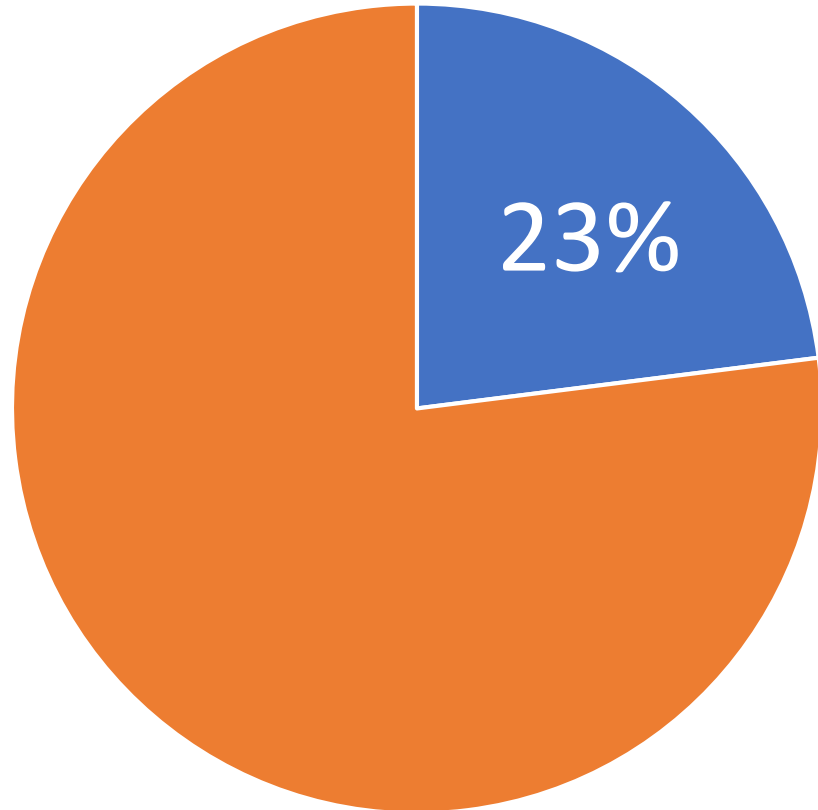
30% (housing costs assumption) of \$62,937 = \$18,881

\$18,881 divided by 12 months = \$1,573

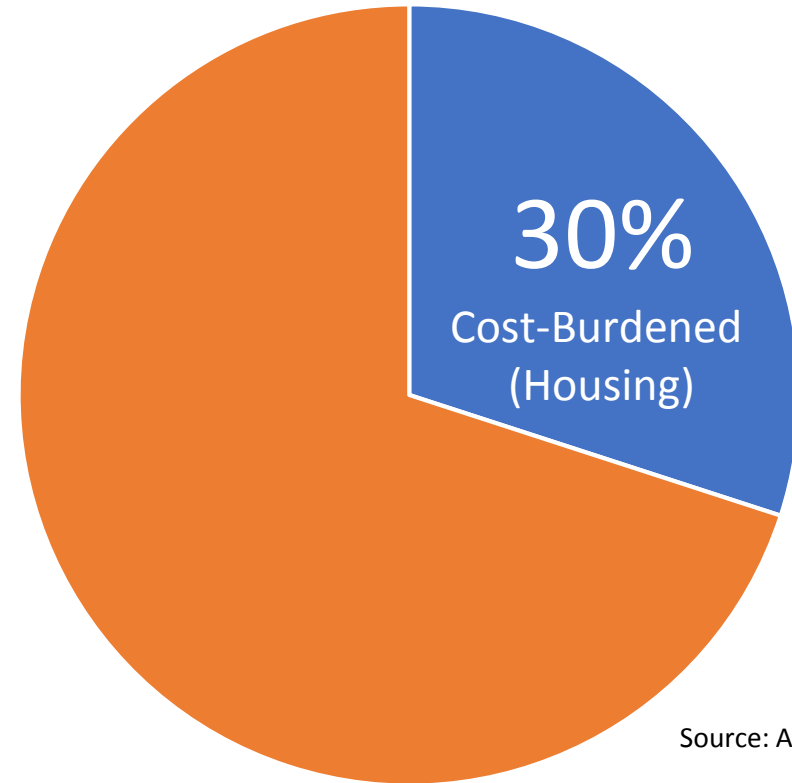
Downtown's average Class A rent for one bedroom - \$1,584

Downtown's average Class A rent for studio - \$1,369

**Baltimoreans Living Below Poverty Line
(\$23,850)**



**Of Households Earning Between
\$40,000 and \$70,000**



Source: Abell Foundation 2016

2007's Inclusionary Housing Law

- Passed in 2007; took effect in 2009
- Requires developers (who receive subsidy or rezoning) to set aside 10% to 20% of units as affordable
- City agreed to compensate builders
- As of 2014 – only 32 affordable units created



Baltimore agrees to 'historic' funding of affordable housing

(August 13, 2018)

- November 2016 Ballot Initiative – 83% of the vote
 - \$20 million per year to curb evictions, create or renovate 4000+ properties
 - Aimed at households of 50% AMI (\$47,450) and lower
- 2018 Agreement
 - New .6% excise tax on all real estate transactions above \$1 million in overall value
 - New .15% excise tax on recording documents and other instruments relating to these same transactions
 - Projected that the new taxes alone will generate \$13 million each year

SUPPORT Affordable Housing Projects



SUPPORT Your Employees



\$15 Minimum Wage

Rent/Purchase Subsidy

BE Inclusive

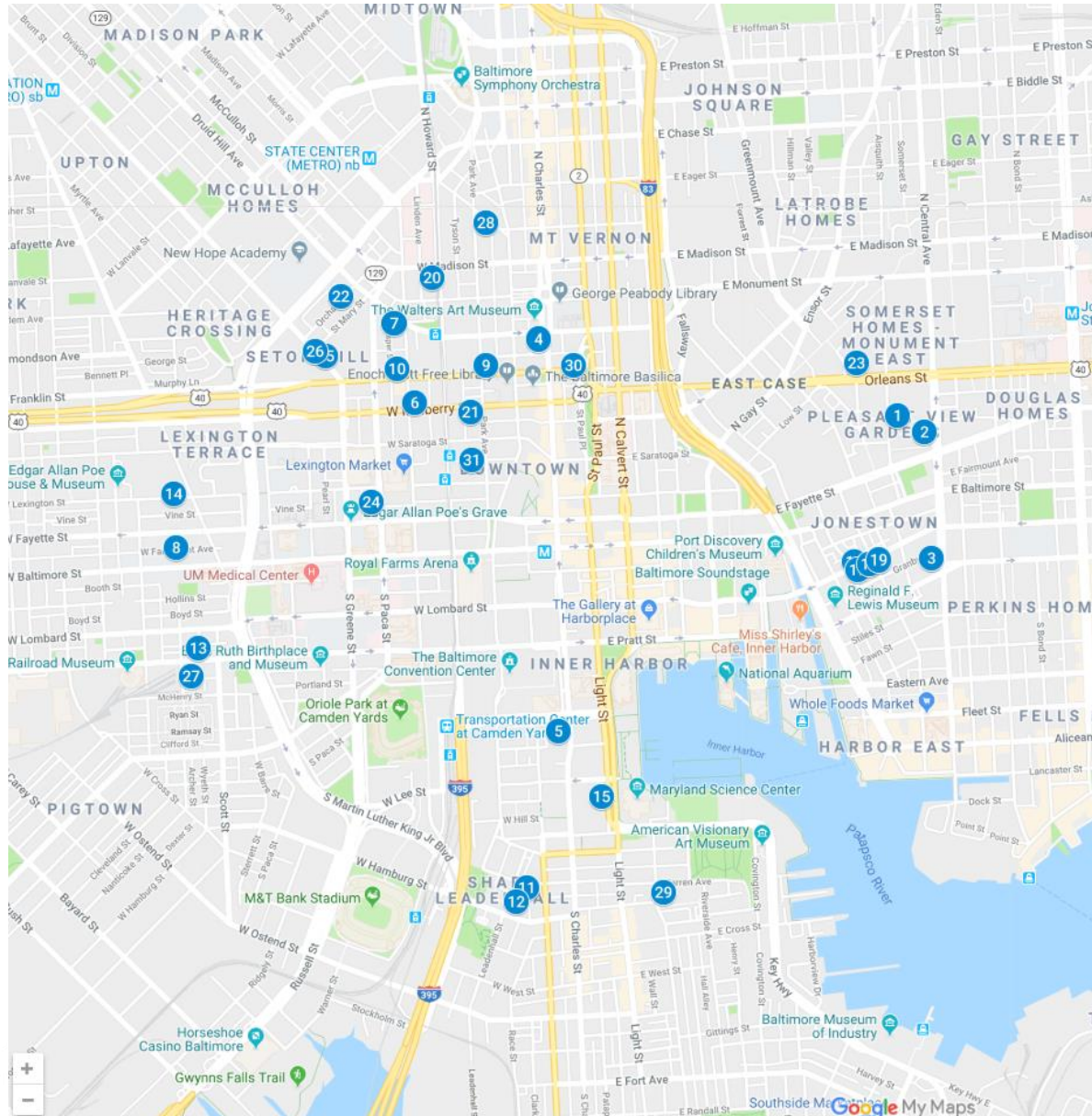
- Transportation of Public School Kids to Museums
- Internships
- Teen Peace Ambassadors



OFFER Services and Housing to the Indigent



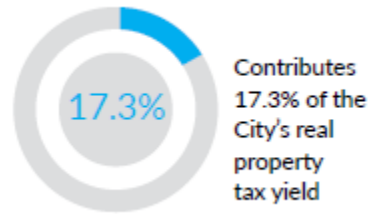
EDUCATE Public Officials



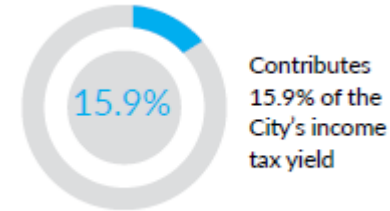
23.6%

REMIND Public Officials of Economic Impact

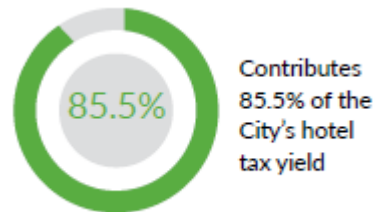
Downtown comprises just 3.8% of Baltimore's Total Geographic Area, but . . .



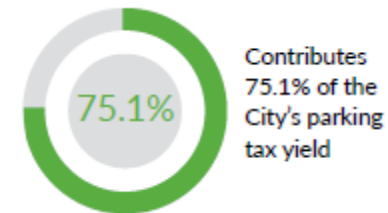
**\$122.2 Million
Real Property Taxes**



**\$44.5 Million
Income Taxes**



**\$29.3 Million
Hotel Taxes**



**\$22.2 Million
Parking Taxes**

COSTAR METHODOLOGY

AFFORDABLE RENTAL SUBTYPE:

Rent Restricted:

Rents are based on the Average Median Income (AMI) of the area and could potentially receive tax-advantaged equity and/or debt financing. These include Low Income Housing Tax Exempt Credits (LIHTC). There are two types of LIHTC structures (the following definitions can be refined for training/reference purposes):

-4% Program - where a majority of the units are restricted to 60% of AMI. Project is financed with 1/3 equity and 2/3 debt in the form of bond financing.

-9% Program - where all units are restricted to 60%, 50%, 40%, 30% of AMI. Project is financed with 2/3 equity and 1/3 debt in the form of a conventional loan.

Rent Subsidized:

Rents are subsidized by HUD Section 8 or other federal program. There are two types of these projects:

-Project-based where the entire project is subsidized.

-Voucher-based, where the project will accept vouchers from individuals but not all units are subsidized.