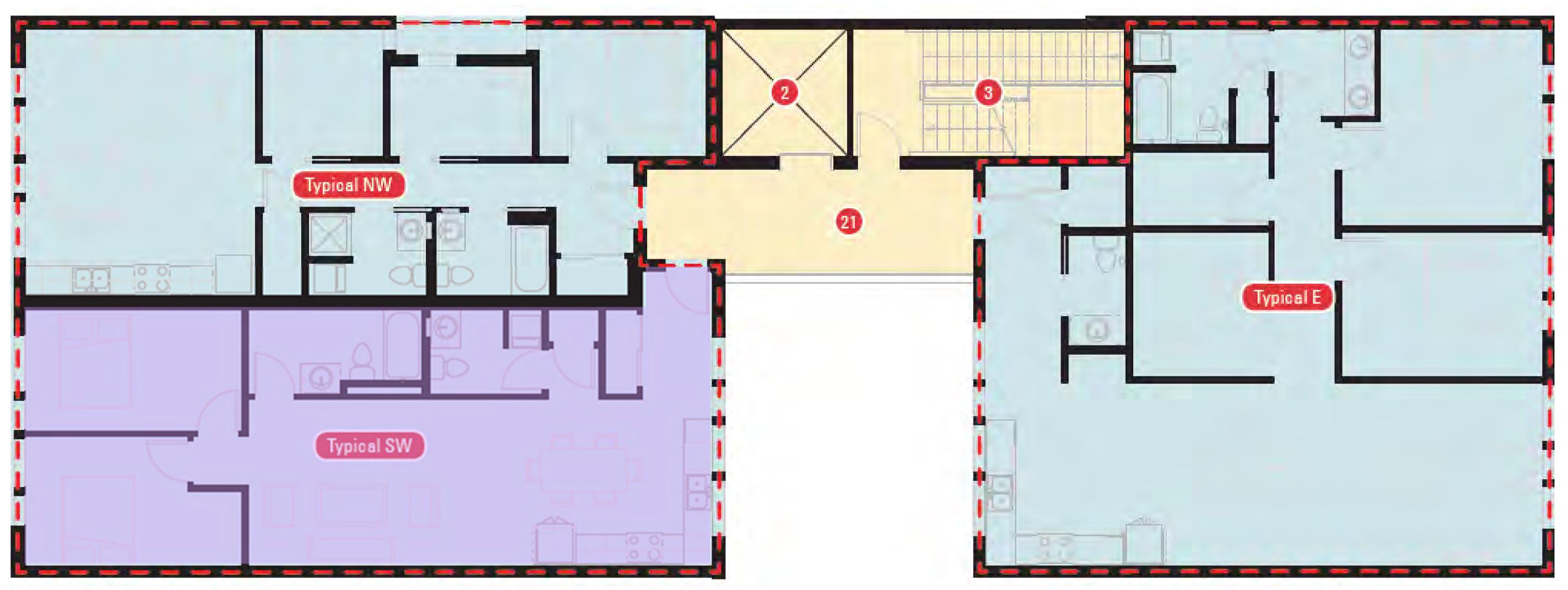


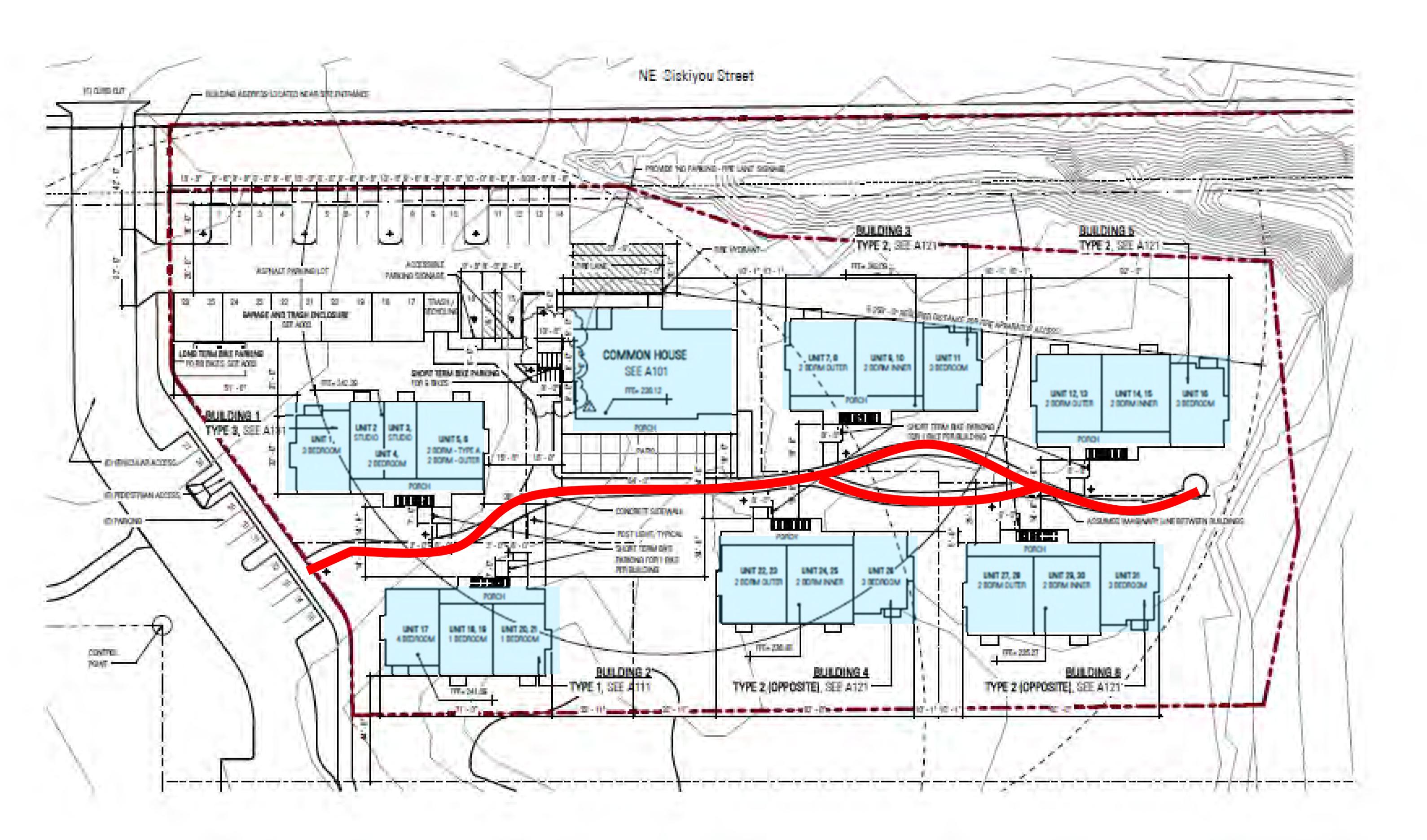


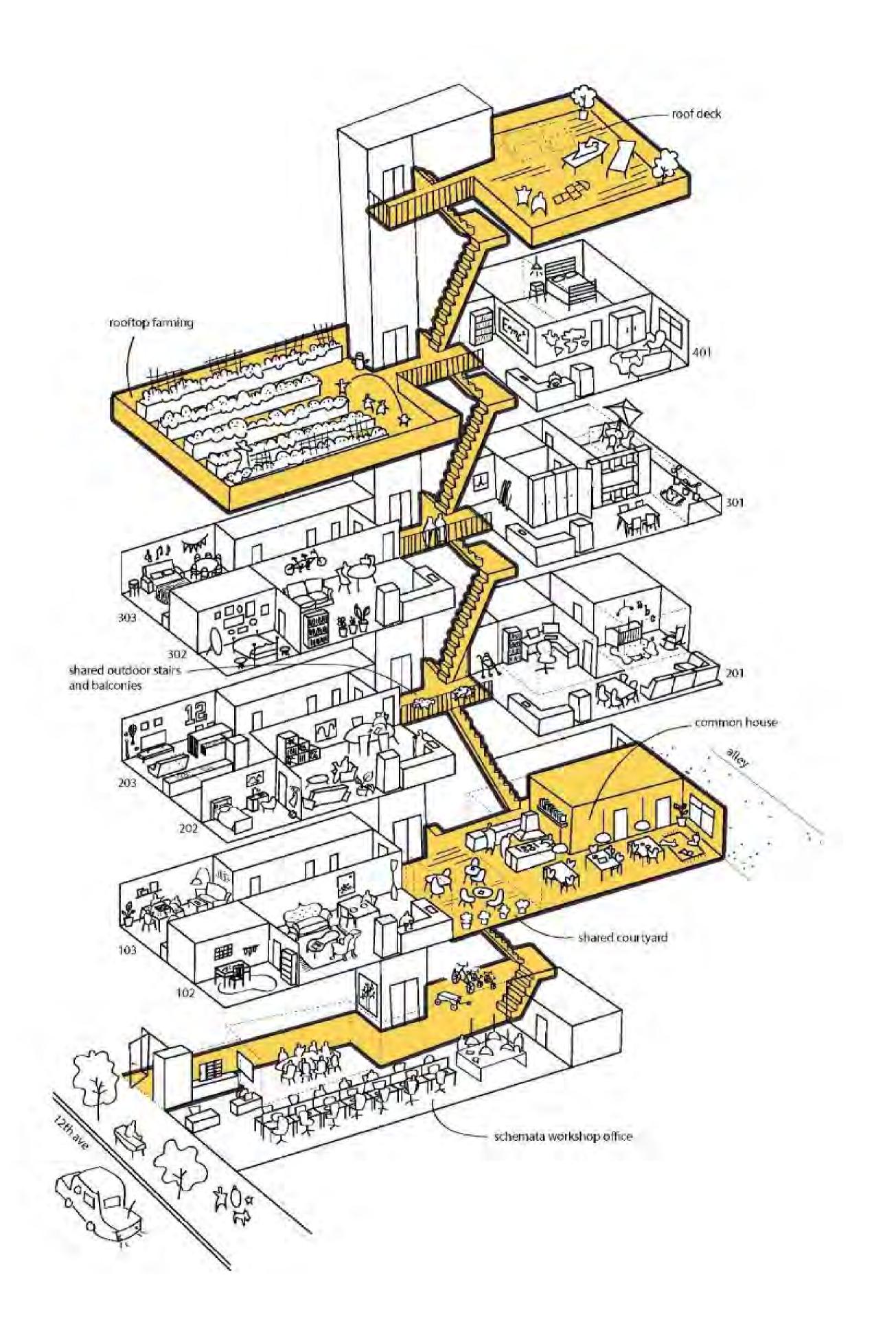
Northwest stack 3 bedroom, 1.75 bath 810-850sf

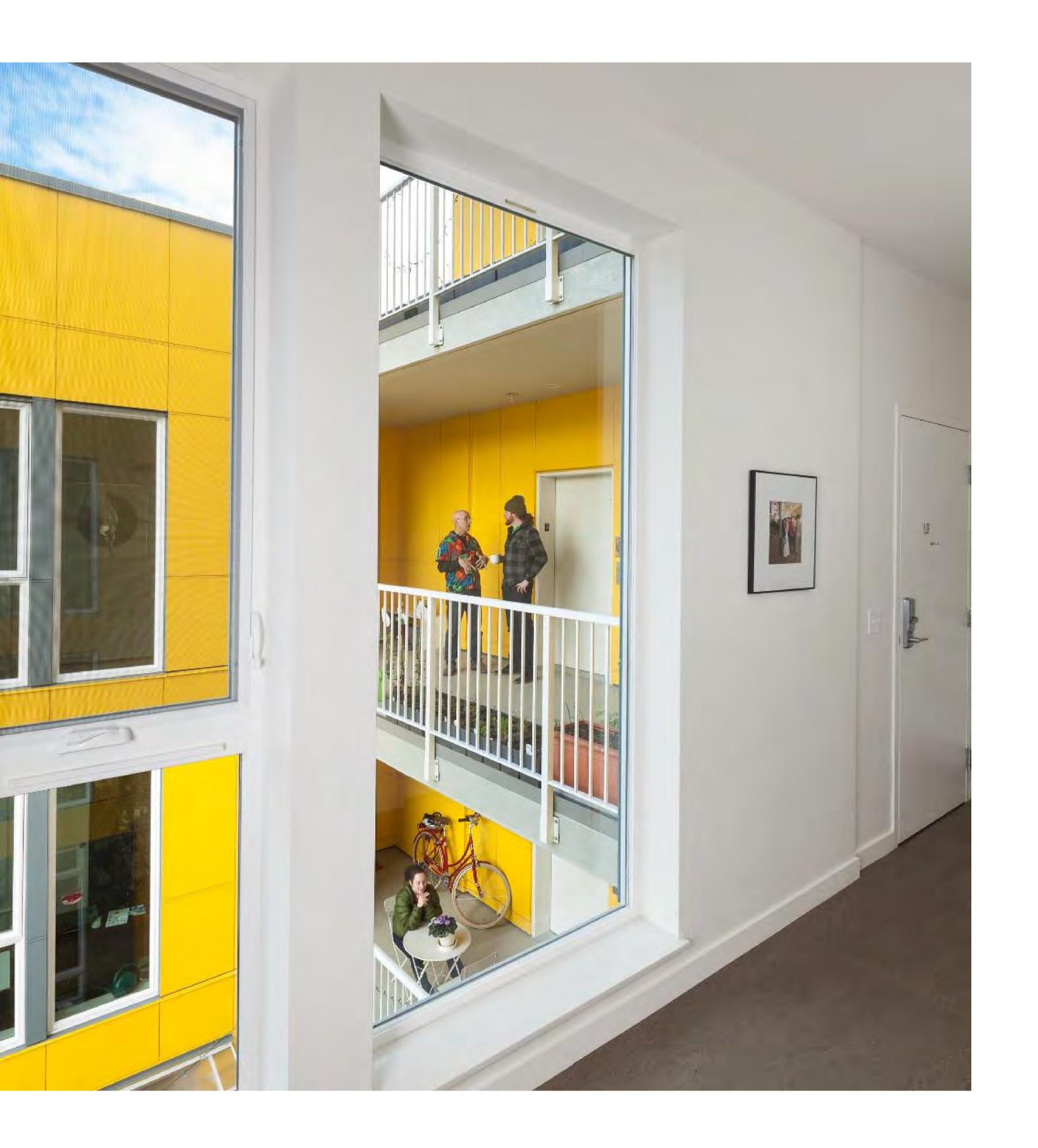


Southwest stack 2 bedroom, 1.5 bath 850sf East stack
2 bedroom + den, 1.5 bath
1150-1300sf









Photos by William Wright Photography















Standard Forms of Ownership

FEE SIMPLE

CONDO

CO-OP

COMMUNITY TENANTS IN LAND TRUST COMMON

APARTMENT BUILDING

- DETACHED HOUSE OR TOWNHOME
- HOMEOWNER
 OWNS LAND &
 STRUCTURE
- HOMEOWNER
 RESONSIBLE
 FOR ALL
 IMPROVEMENTS
 AND REPAIRS
- NO COMMON AGREEMENT UNLESS HOMEOWNERS ASSOCIATION WITH CCRs

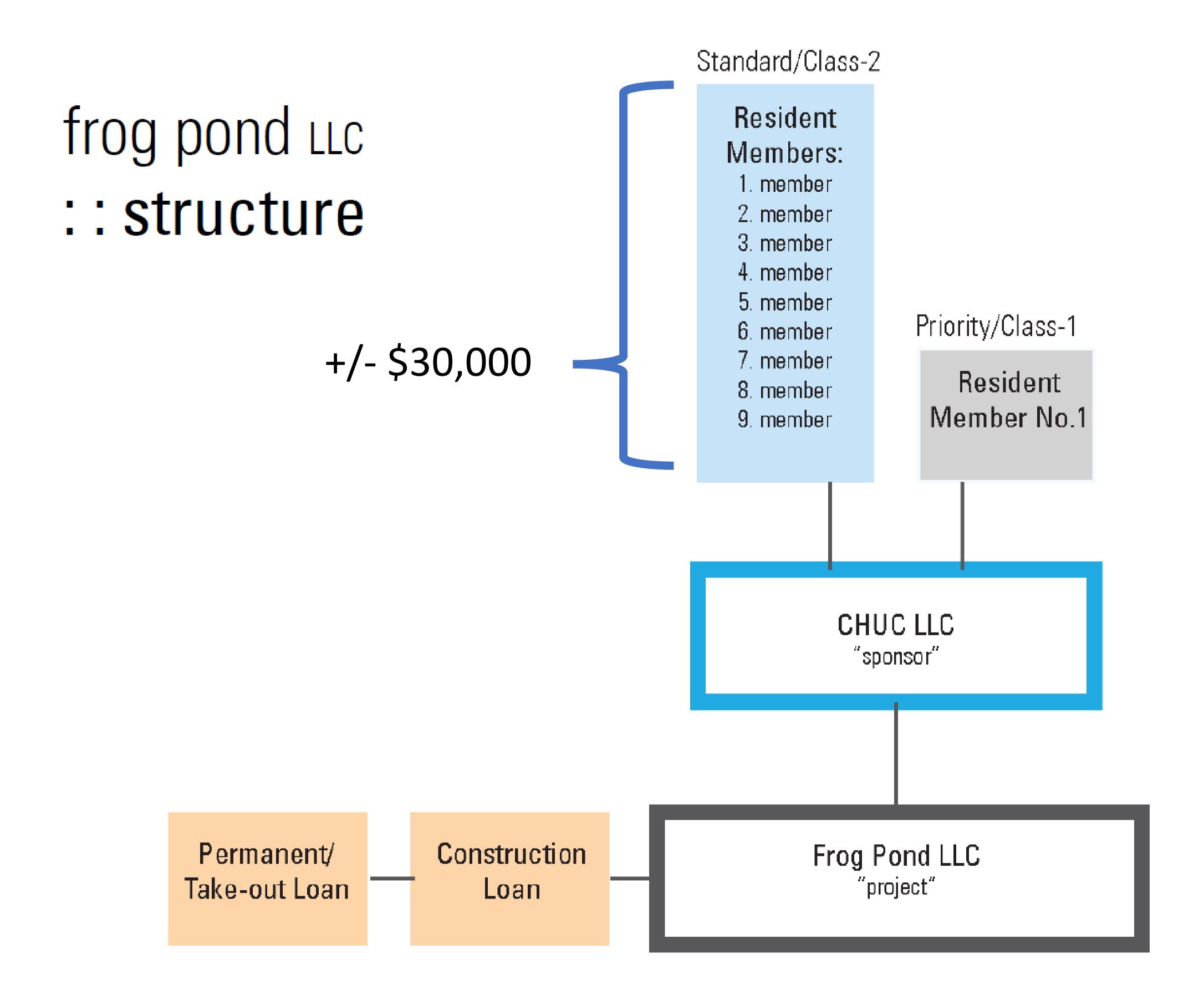
- ATTACHED
 HOMES OR
 STACKED FLATS
- CAN BE DETACHED
- HOMEOWNER
 OWNS INSIDE
 FACE OF 4
 WALLS
- HOMEOWNER RESPONSIBLE FOR IMPROVEMEN TS W/IN UNIT
- CONDO HOA
 RESPONSIBLE
 FOR COMMON
 ELEMENTS

- ATTACHED
 HOMES OR
 STACKED FLATS
- SINGLE BLDG MORTGAGE W INDIVIDUAL UNIT MORTGAGES
- CO-OP MAKES
 DECISIONS
 COLLECTIVELY

- USUALLY DETACHED HOMES
- LAND OWNEDBY CLT
- HOME/IMPRO VEMENTS OWNED BY HOMEOWNER
- CLT MAKES
 DECISIONS
 COLLECTIVELY

- DETACHED OR ATTACHED UNITS
- SHARED USE
- SHAREDOWNERSHIP

- STACKED FLATS
- SINGLE
 OWNERSHIP COMPANY
 OWNS
 BUILDING(S)
- COMPANY RENTS UNITS



Process to become member



Contact through website & talk with membership outreach team



Attend monthly Cohousing 101



Attend 2 socials and business meeting



Associate member - \$1500 (non-refundable)

Established priority of invitation to become member of PNE (potential new entity)



Member of PNE (aka CHUC, LLC) - \$30,000 (non-refundable until another member took your place)

Established order of unit selection

Development Costs	\$4,250,000	hard+soft costs	
Land Value	\$1,350,000	Tidid Goots	
Total Development Costs	\$5,600,000		
Loan (10-year mortgage)	\$4,100,000	capped by NOI	
Equity Required	\$1,500,000		
Estimated Value Created	NOI / %		
Cap Rate 4.0%	\$8,375,000		
Cap Rate 4.5%	\$7,500,000		
Cap Rate 5.0%	\$6,700,000		

\$1,500,000	Projected Equity Required by Lender
	Sources of Equity Funds (long-term)
\$325,000	CHUC LLC: initial investment (property acquisition)
\$250,000	CHUC LLC: (9) resident memberships (\$15-30K)
	Friendly Money (4.0% annual interest)
\$5,000	Cohousing supporter 1
\$100,000	Cohousing supporter 2
\$50,000	Cohousing supporter 3
\$20,000	Cohousing supporter 4
\$50,000	Cohousing supporter 5
\$75,000	Cohousing supporter 6
\$350,000	Resident investor 1 (condo sale proceeds)
\$75,000	Resident investor 2
\$100,000	Resident investor 3
\$100,000	Developer consultant
\$1,500,000	Subtotal of Additional Equity Identified
\$0	Amount of Shortage or Surplus

What happens at move out



Indicate desire to leave at end of lease



Community recruits new member



New member pays membership fee



Leaving resident is reimbursed their membership fee



New member moves in

What about Equity?

Limited (no) equity model.

Capital accounts accrue equity shares.

Equity only available IF building sold.

Selling building is not our business model.

In practicality all shares stay in CHUC in perpetuity.

home ≠ real estate transaction

home = belonging

home = support

home = security

home = well-being

home = community





Tax purposes – all money had to be accounted for



65% Class A



9 "equal" Class B shares



As bank loan is paid off

Class B shares grow based on % of rent going towards principle pay down

Class A shares dilute to a 15% floor

Rent stability

Maximing the Loan Principle required that we start with market rate rents

We have elected to keep rents stable – mimicking predictability of mortgage.

Our rents prioritize long tenure – modest increases over time to accommodate increased expenses (property tax, utilities, insurance).

Join later – start at market rate rents but also stabilize after first year.

The Paradigm Shift

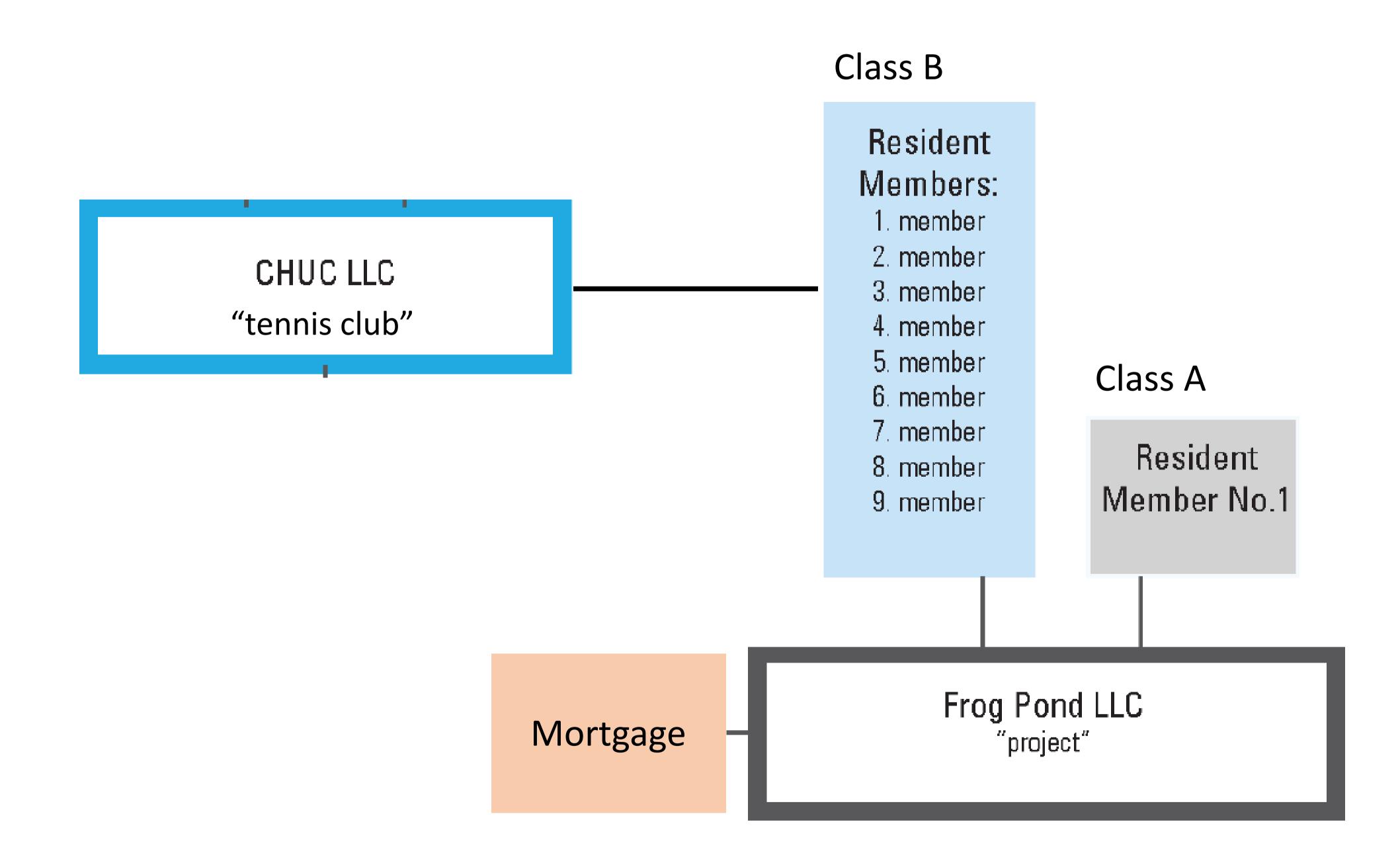
Home not commodity

The founders had different attitude – not interested in making a profit on land

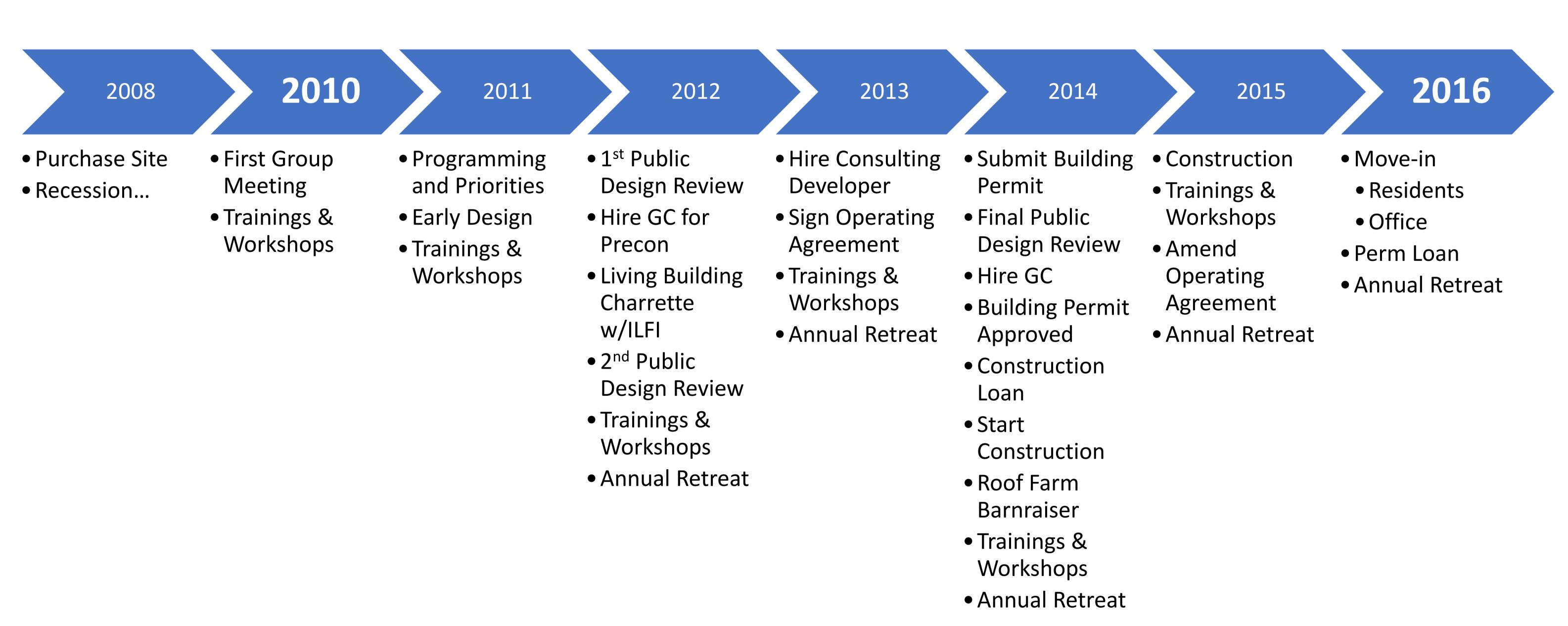
Power dynamic still exists — many intersections

Challenges – upkeep and improvements, how to pay for it, keeping track of equity

frog pond LLC : structure



CHUC Timeline



Other Affordability Measures

MULTIFAMILY TAX EXEMPTION (MFTE) PROGRAM

MEALS PROGRAM

UTILITIES — inclusive and extra

REDUCED CAR USAGE



