



TOTAL PROJECT COST

\$91,321,695

TERMINAL VALUE

\$135,193,170

STABILIZED NOI

\$5,440,099

APARTMENTS

200

RETAIL SF

36,400

AFFORDABILITY

30% of Units

EQUITY MULTIPLE

2.9 X

AVG. CASH ON CASH

8.61%

LEVERED IRR

13.13%



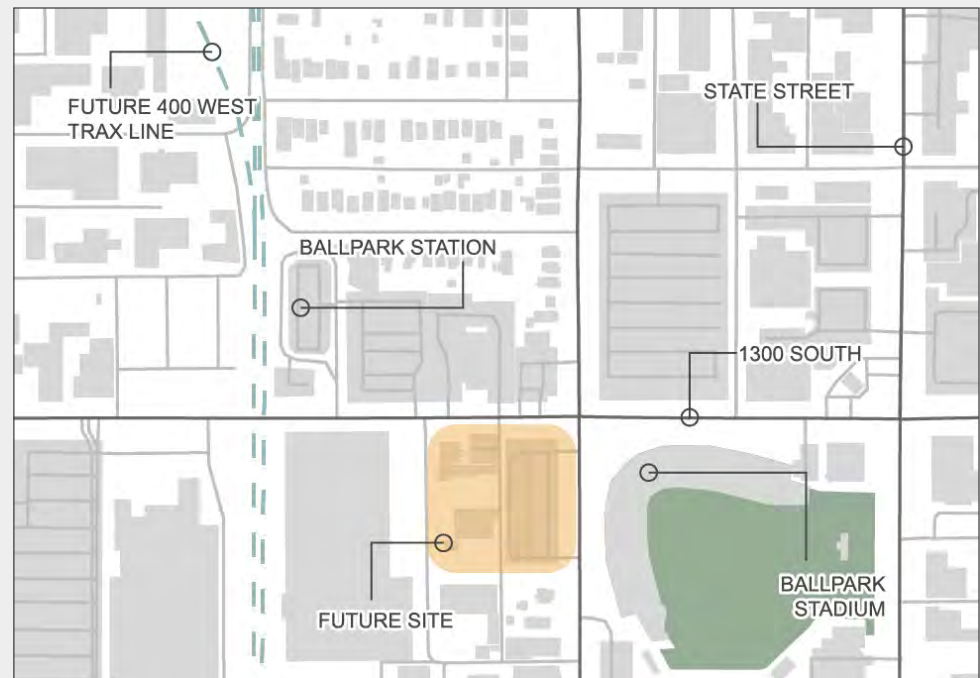
RED ARCH DEVELOPMENT

INSPIRATION

THE OUTFIELD

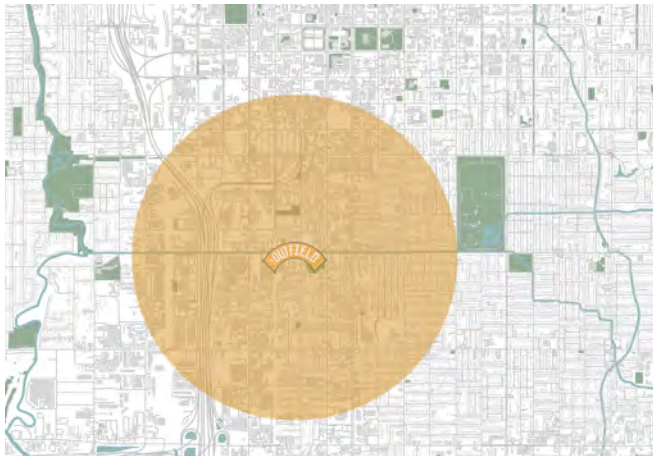
Red Arch Development (RAD) proposes a 200-unit mixed-use development featuring a public library on a 2.28-acre site at the corner of 1300 South and West Temple in the heart of the Ballpark Neighborhood in Salt Lake City, Utah. Across the street from the ballpark, this site is an excellent opportunity to enhance the neighborhood. With the Bees' departure, the area will lose a significant part of its public identity. Our development seeks to fill some of that void with various community-driven amenities that will reinvent the intersection as a public space for residents of Ballpark and the Salt Lake Valley.

Rather than being active only on game days, people will be drawn to this location by the public library on the street corner, diverse street-facing retail, various restaurants, and a secure green space. This dynamic mixed-use development is not just about providing housing; it's about fostering a sense of community and revitalizing the public realm. The addition of the library, combined with carefully curated retail and green spaces, will create a vibrant hub that encourages social interaction, cultural enrichment, and economic growth. As a result, our project aims to address the immediate need for housing and contribute to the long-term sustainability and vibrancy of the Ballpark Neighborhood and the broader Salt Lake City community.



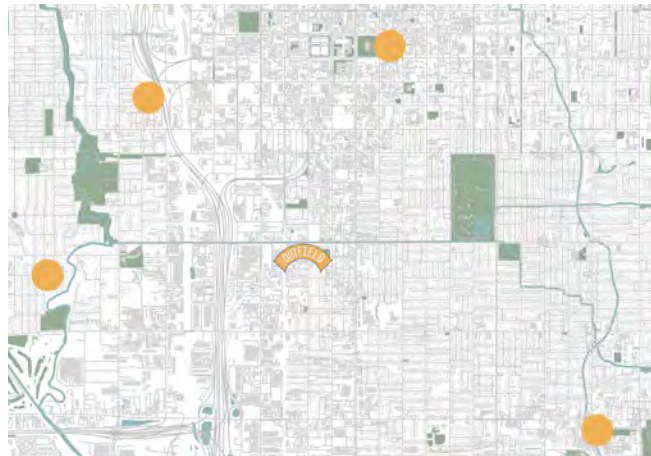
PARKS

Liberty Park is the closest park to the site, sitting at a mile away. To encourage the neighborhood's goal of walkability, the design incorporates green space into the rest of the structure without sacrificing parking space. The publicly accessible green space is elevated above the parking, which adheres to the zoning requirements while emphasizing public access over private parking.



LIBRARIES

Conducting analysis of the public services in the Ballpark neighborhood reveals an opportunity for a library. Currently, the nearest library is more than a 40 minute walk away. This is a barrier to the primary users of this space. Salt Lake City has indicated they will open a Ballpark Branch and this project provides an ideal location. This creates a destination spot for all residents of the Salt Lake Valley.

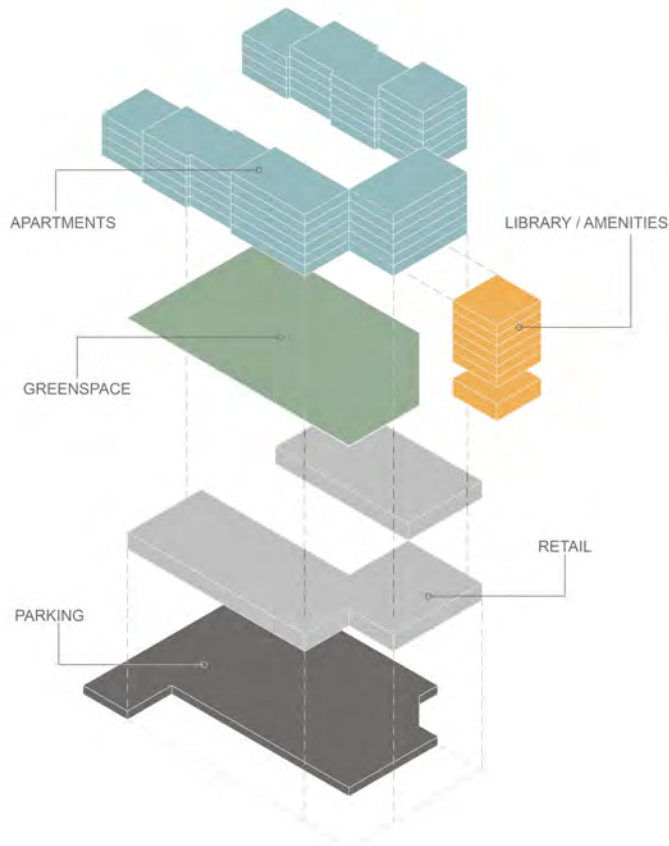
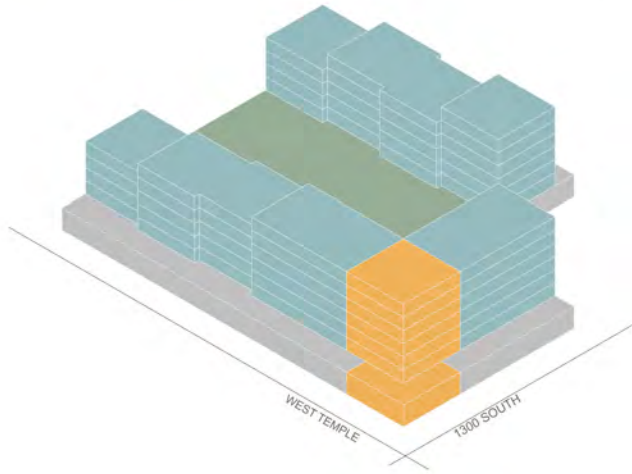


PUBLIC TRANSIT

Salt Lake City is expanding the 400 West trax line and the Ballpark Station will become a transfer point. The Outfield is across the street, providing easy access for both residents heading out and visitors coming in. Additionally, this design also proposes an additional bus stop at 1300 South. The Outfield contributes to Salt Lake City's vision of active and public transit friendly neighborhoods.



VISION



PROGRAMMING

RAD proposes an innovative program element of including a public library as the main focal point at the front corner of the building. This approach aims to activate the surrounding community, inviting them into the public space and encouraging them to spend time in the shops and restaurants within the development. The street-facing shops and restaurants on West Temple contribute to a walkable neighborhood between The Outfield and the Ballpark.

A more private space is made accessible to the public, featuring ample green space for residents and community members alike to use and enjoy throughout all seasons.

SITE

Currently, this site consists of a parking lot and one small industrial business. Lucky 13, situated on the northwest corner, stands as a prominent facet of the community, single-handedly bolstering the strength of this block. Each addition in this proposal enhances the surroundings of Lucky 13, benefits other businesses in the area, and uplifts the neighborhood as a whole. While the future of the Ballpark remains uncertain, it will undoubtedly continue to be an asset to the community. This design proposes a symbiotic relationship with the future development of the intersection. Transforming West Temple into a Festival Street between the two developments will elevate this location into a destination.



RESIDENTIAL

The Outfield blends affordability with profitability, allocating 30% of units below 40% AMI for neighborhood needs. Diverse unit sizes cater to a wide range of choices, emphasizing profitability while upholding social responsibility.

AMENITIES

RESIDENTIAL

- Fitness Center
- Clubhouse
- Secure Unit Access
- Covered Parking

RETAIL

Retail value is maximized both indoors and outdoors. Internally, each space features high ceilings, flexible square footage, and direct access to the parking garage. Externally, each unit is street-facing and covered by an all-season shading structure.

RETAIL

- Diverse Tenant Mix
- Street Activation
- Protected Walkway
- Covered Parking

COMMUNITY

In a conversation with Ballpark Council Representative Darin Mano, he emphasized that the neighborhood has unparalleled potential for becoming an ideal walkable community. The addition of both a library and green space serves as public amenities, fostering and encouraging this lifestyle.

COMMUNITY

- Access to Services
- Quiet Study / Work Space
- Fire Pits / BBQ
- Green Space

GOALS



PHYSICALLY POSSIBLE

The 2.28-acre site enables a seamless built environment within the neighborhood and is positioned adjacent to the future Ballpark Redevelopment. The surrounding infrastructure is ready for further development. Using an efficient mix of Type II and Type IV construction per the 2024 IBC, the design is physically feasible, adhering strictly to a structural grid in both types.

LEGALLY PERMISSIBLE

The site is currently zoned as General Commercial but will soon transition to a new form-based code, Mixed Use - 8. The Outfield is designed to align with MU-8 principles, including 10' step backs, active ground floor uses, and public plazas. The City of Salt Lake City (SLC) owns an alley within the site, and we plan to collaborate with SLC to acquire the parcel in accordance with City Ordinance Chapter 14.52.

ECONOMICALLY VIABLE

Funded through creative financing with SLC RDA, OWHLF, and HUD 221(d)(4), our project maintains a high DSCR during ownership due to favorable loan terms. The intentional mix of multifamily and retail ensures a robust positive cash flow model. With high affordability, the forecasted returns offer an exceptional opportunity for affordability and profitability to converge.

AFFORDABLE

The Outfield strives to offer inclusive housing in the Ballpark Neighborhood. The business model prioritizes accessibility, with 30% of units underwritten for households at 40% AMI and below. Over the next four years, RAD plans to collaborate with the Salt Lake City Housing Authority to secure project-based vouchers, enhancing affordable housing options for the community.

SUSTAINABLE

The Outfield incorporates various sustainability measures, including the use of mass timber to sequester carbon and smaller slabs to minimize concrete usage. The integration of greenery, particularly through green roofs, aims to decrease energy costs, mitigate the urban heat island effect, reduce runoff, and provide natural insulation.

INNOVATIVE

The unique design and layout of the project present an innovative approach to activate the future bustling street corner of 1300 S and West Temple. The multi-story library will serve as a community cornucopia of knowledge and engagement, particularly as West Temple transforms into Salt Lake City's newest Festival Street.



FEASIBILITY

DISCOUNTED CASH FLOW

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
Net Operating Income	\$3,392,156	\$5,440,099	\$5,613,227	\$5,791,797	\$5,975,979	\$6,165,947	\$6,361,881	\$6,563,967	\$6,772,396	\$6,987,366	\$7,209,080
Financing											
Developer Equity	(\$23,898,961)										
Permanent Loan Proceeds	N/A										
Permanent Loan Debt Service	\$(3,425,645)	\$(3,896,946)	\$(3,896,946)	\$(3,896,946)	\$(3,896,946)	\$(3,896,946)	\$(3,896,946)	\$(3,896,946)	\$(3,896,946)	\$(3,896,946)	\$(3,896,946)
DSCR	0.99	1.40	1.44	1.49	1.53	1.58	1.63	1.68	1.74	1.79	
Cash Flow After Debt Service	\$(33,489)	\$1,543,153	\$1,716,282	\$1,894,852	\$2,079,033	\$2,269,001	\$2,464,935	\$2,667,021	\$2,875,450	\$3,090,420	
Sale Calculations											
	Blended Cap Rate										
Sale Value	5.33%	\$102,019,159	\$105,265,863	\$108,614,622	\$112,068,613	\$115,631,112	\$119,305,498	\$123,095,251	\$127,003,961	\$131,035,330	\$135,193,170
Less: costs of sale		\$2,040,383	\$2,105,317	\$2,172,292	\$2,241,372	\$2,312,622	\$2,386,110	\$2,461,905	\$2,540,079	\$2,620,707	\$2,703,863
Remaining Loan Balance		\$66,860,806	\$66,272,041	\$65,655,051	\$65,008,375	\$64,330,477	\$63,619,738	\$62,874,453	\$62,092,827	\$61,272,973	\$60,412,899
Net Sale Proceeds		33,117,970	36,888,505	40,787,279	44,818,865	48,988,013	53,299,650	57,758,893	62,371,055	67,141,650	72,076,407
CFADS + Net Sale Proceeds		33,084,481	38,431,659	42,503,560	46,713,717	51,067,046	55,568,651	60,223,828	65,038,076	70,017,101	75,166,827

KEY METRICS

# of Units	200
Apartment SF	164,520
Retail SF	45,200
# of Parking Stalls	175
Average Market Rent	\$2,370
Average Affordable Rent	\$991
Average Retail Rent	\$30
Stab. NOI	\$5,440,099
Stab. Value	\$105,265,863
Total Cost	\$91,321,695
Net Loan Size	\$67,422,734
Stab. Yield on Cost	5.96%
Exit Cap Rate	5.33%
Development Spread	0.625%
Levered IRR	13.13%
Unlevered IRR	7.44%
Average Cash on Cash	8.61%
Equity Multiple	2.9X

UNIT MIX

	# of Units	SF	% Split	AMI	\$/SF	Monthly Rent	Annual Revenue
Studio - Market	14	400	70%	100%	\$3.45	\$1,381	\$231,997
1x1 A - Market	34	640	70%	100%	\$2.85	\$1,823	\$743,977
1x1 B - Market	16	800	70%	100%	\$3.30	\$2,639	\$506,612
2x2 A - Market	46	900	70%	100%	\$2.49	\$2,242	\$1,237,534
2x2 B - Market	14	1000	70%	100%	\$3.01	\$3,008	\$505,314
3x3 A - Market	16	1200	70%	100%	\$2.60	\$3,125	\$599,908
Market Total	140						\$3,825,343
Studio - Affordable	6	400	30%	40%	\$2.04	\$817	\$58,806
1x1 A - Affordable	14	640	30%	40%	\$1.46	\$933	\$156,734
1x1 B - Affordable	6	800	30%	40%	\$1.17	\$933	\$67,172
2x2 A - Affordable	20	900	30%	40%	\$1.17	\$1,050	\$251,955
2x2 B - Affordable	6	1000	30%	40%	\$1.05	\$1,050	\$75,587
3x3 A - Affordable	8	1200	30%	40%	\$0.97	\$1,166	\$111,936
Affordable Total	60						\$722,189
Total	200						\$4,547,531

* Based on 10 year exit strategy

IMPLEMENTATION

STABILIZED PROFORMA

Residential Income	Annual \$
Gross Potential Rent	\$4,683,957
Parking	\$324,450
Utilities (RUBS)	\$509,850
Other income	\$913,898
Vacancy / Collection Lost (6%)	\$(281,037)
Net Residential Income	\$6,151,118
Retail Income	
Gross Potential Rent (NNN)	\$1,384,809
Vacancy (8%)	\$(110,785)
Net Retail Income	\$1,274,025
Total Income	\$7,425,143
Residential Expenses	
Payroll	\$394,625
CAPEX Maintenance/Repairs	\$153,750
Management Fee	\$78,868
Utilities	\$461,250
Marketing	\$52,500
General & Administrative	\$102,500
Property Taxes	\$512,500
Insurance	\$128,125
Capital Reserves	\$51,250
Total Residential Expenses	\$1,935,368
Retail Operating Expenses	
Management Fee	\$34,301
Capital Reserves	\$15,375
Total Retail Operating Expenses	\$49,676
Total Expenses	\$1,985,044
Total Project NOI	\$5,440,099

DEVELOPMENT COSTS

Land	\$80/Sf	\$7,945,344
Hard costs		
Site work / Demo	\$20/sf	\$1,986,336
Construction Cost	\$240/sf	\$55,968,000
Mass Timber	\$270/sf	\$6,930,000
Parking	\$30k/Stall	\$5,250,000
Utilities		\$99,317
FF&E Clubhouse / Gym		\$72,000
Landscaping		\$515,600
Elevators		\$1,050,000
HC Contingency	5%	\$3,746,800
Total Hard Costs		\$75,618,053
Soft Costs		
Development Fee		\$1,512,361
Architectural & Eng.		\$516,800
Permits & Fees		\$9,932
Geotech, Env, Traffic & Survey		\$19,863
Bank Inspections		\$6,952
RE Taxes		\$198,634
Insurance		\$258,400
Legal, Org, Title, Closing, Appraisal		\$99,317
Mgt Start-up & Marketing		\$20,000
Triple Play Set Up		\$30,000
Loan Origination Fee		\$516,800
Interest Reserve		\$4,181,639
SC Contingency	5%	\$387,600
Total Soft Costs		\$7,758,298
Total Project Costs		\$91,321,695

SOURCES

JV Equity - Land	\$3,972,672	Land	\$7,945,344
GP Equity - Cash	\$19,926,289	Hard Costs	\$75,618,053
Total Equity	\$23,898,961	Soft Costs	\$7,758,298
FHA HUD 221(d)(4)	\$63,159,518		
RDA	\$2,263,216		
OWHLF	\$2,000,000		
Total Debt	\$67,422,734		
Total	\$91,321,695		\$91,321,695

USES

DEBT	FHA HUD 221(d)(1)	RDA Loan	OWHLF	Total
Loan Amount	\$63,159,518	\$2,263,216	\$2,000,000	\$67,422,734
LTV	60%	2%	2%	64%
LTC	69%	3%	2%	74%
DY	9%			8%
DSCR	1.45			1.40
Interest Rate	SOFR + 1.75%	1.00%	2.00%	N/A
All-in-Rate	5.20%	1.00%	2.00%	N/A
Term (months)	120	120	120	120
Amortization (years)	40	40	40	40

SPONSORS



PaperBox

\$36/SF



The Wells

\$38/SF



Granary Campus

\$40/SF



The Outfield

\$30/SF

\$2,420 - 2 Bed



The Charli

\$2,800 - 2 Bed



Bowers

\$2,184 - 2 Bed



Post District

\$2,953 - 2 Bed