

San Diego Chargers Mixed-Use Development Proposal

Scenario: Low Density

Revenue Sources from Development

Development Summary

	<u>Phase 1</u>	<u>Phase 2</u>	<u>Total</u>
Office	1,006,102 SF	374,398 SF	1,380,500 SF
Residential	2,266 Units	336 Units	2,602 Units
Retail	239,500 SF	0 SF	239,500 SF
Hotel	300 Rooms	---	300 Rooms

Revenue From Land Sales¹

Phase 1 Land Sales 2018-2020		\$37,016,360
Phase 1 Land Sales 2021-2022		\$95,544,001
Phase 1 Land Sales 2023-2025		\$158,837,400
Phase 1 Land Sales Subtotal		\$291,397,760
Phase 2 Land Sales 2026-2027		\$45,585,831
Phase 1 & 2 Land Sales Subtotal		\$336,983,591

Revenue from Bond Issuance²

Phase 1 Bond Issuance: 2023		\$45,352,308
Phase 1 Bond Issuance: 2025		\$39,777,052
Total Bond Proceeds (Phase 1)		\$85,129,361
Phase 2 Bond Proceeds in 2028		\$36,544,705
Total Bond Proceeds (Phase 1 & 2)		\$121,674,066

Notes:

¹Revenue from land sales is based on Phase 1 program only, which is assumed to occur over a seven year period.

²Bond proceeds are net of cost of issuance, which is assumed at 10%. Revenue that is bonded is the City and County share of property taxes after deducting for schools, special districts, libraries, and emergency services such as police and fire.



The London Group Realty Advisors
702 Ash Street, Suite 101
San Diego, CA 92101

(619) 269-4010 | www.londongroup.com

San Diego Chargers Mixed-Use Development Proposal
 Scenario: Low Density
 Yield Analysis / Residual Land Values / Benchmark Valuation

Map	Use	Land Sale Year	Construction Begins	Product Delivery	Stories	Office						Retail							
						Gross S.F.	Mo. Rent PSF	Value PSF 8.00% cap	Land Value	Land Value Per FAR-foot	Number of Parking Spaces	Parking Ratio Per 1,000 S.F.	Total S.F.	Mo. Rent PSF	Value PSF 8.00% cap	Av Sale Price	\$/S.F.	Number of Parking Spaces	Parking Spaces Per 1,000 S.F.
1	(Shell) Story Office Building w/ Retail	2024	2025	2026	17	242,257	\$4.00	\$485	\$18,352,832	\$76	969	4.00	45,500	\$3.20	\$456	\$20,748,000	\$456	228	5.00
2	(Shell) Story Office Building	2026	2027	2028	15	198,211	\$4.00	\$485	\$8,625,831	\$44	793	4.00							
3	(Shell) Story Office Building	2023	2024	2025	10	195,274	\$4.00	\$485	\$13,214,039	\$68	781	4.00							
4	(Shell) Story Office Building	2021	2022	2023	9	173,251	\$4.00	\$485	\$11,378,756	\$66	693	4.00							
5	(Shell) Story Office Building	2019	2021	2022	9	162,239	\$4.00	\$485	\$10,461,114	\$64	649	4.00							
6	(Shell) Story Office Building	2018	2020	2021	8	132,140	\$4.00	\$485	\$8,075,246	\$61	529	4.00							
7	(Shell) Story Office Building	2025	2026	2027	5	88,094	\$4.00	\$485	\$4,955,265	\$56	352	4.00							
8	(Shell) Story Office Building	2025	2026	2027	5	88,094	\$4.00	\$485	\$4,955,265	\$56	352	4.00							
9	(Shell) Story Office Building	2022	2023	2024	5	88,094	\$4.00	\$485	\$4,955,265	\$56	352	4.00							
20	Mixed Use Office	2021	2021	2022	6	5,506	\$4.00	\$485	\$220,234	\$40	22	4.40							
21	Mixed Use Office	2021	2021	2022	9	7,341	\$4.00	\$485	\$209,747	\$29	29	4.43							
Total or Average:						1,380,500	\$4.00	\$485	\$85,403,591	\$56	5,522	4.08	45,500	\$3.20	\$456.00	\$20,748,000	\$456	228	5.00

Map	Use	Land Sale Year	Construction Begins	Product Delivery	Stories	Residential						Retail							
						# Units	Av Unit Size (SF)	Total S.F.	Av Sale Price	\$/S.F.	Land Value	Land Value Per Unit	Number of Parking Spaces	Parking Spaces Per Unit	Total S.F.	Mo. Rent PSF	Value PSF 8.00% cap	Av Sale Price	\$/S.F.
10	4 Story Residential Building w/ Retail	2018	2020	2021	4	64	1,100	70,400	\$550,000	\$500	\$6,080,000	\$95,000	96	1.50					
11	5 Story Residential Building	2018	2020	2021	5	120	1,100	132,000	\$550,000	\$500	\$11,400,000	\$95,000	180	1.50					
18	10 Story Residential Building w/ Retail	2023	2023	2024	10	360	1,100	396,000	\$550,000	\$500	\$28,800,000	\$80,000	540	1.50					
19	10 Story Residential Building w/ Retail	2022	2022	2023	10	360	1,100	396,000	\$550,000	\$500	\$28,800,000	\$80,000	540	1.50					
20	Mixed Use Residential	2021	2021	2022	12	168	1,100	184,800	\$550,000	\$500	\$8,400,000	\$50,000	252	1.50					
21	Mixed Use Residential	2021	2021	2022	18	270	1,100	297,000	\$550,000	\$500	\$13,500,000	\$50,000	405	1.50					
22	6 Story Residential Building w/ Retail	2022	2022	2023	6	216	1,100	237,600	\$550,000	\$500	\$28,080,000	\$130,000	324	1.50	45,500	\$3.20	\$456	\$20,748,000	\$456
23	6 Story Residential Building w/ Retail	2023	2023	2024	6	216	1,100	237,600	\$550,000	\$500	\$28,080,000	\$130,000	324	1.50	45,500	\$3.20	\$456	\$20,748,000	\$456
24	6 Story Residential Building w/ Retail	2024	2024	2025	6	216	1,100	237,600	\$550,000	\$500	\$28,080,000	\$130,000	324	1.50	45,500	\$3.20	\$456	\$20,748,000	\$456
25	5 Story Residential Building w/ Retail	2024	2024	2025	5	180	1,100	198,000	\$550,000	\$500	\$25,200,000	\$140,000	270	1.50	45,500	\$3.20	\$456	\$20,748,000	\$456
26	3 Story Residential Building	2025	2025	2026	3	96	1,100	105,600	\$550,000	\$500	\$7,200,000	\$75,000	144	1.50					
27	4 Story Residential Building	2026	2026	2027	4	112	1,100	123,200	\$550,000	\$500	\$8,400,000	\$75,000	168	1.50					
28	4 Story Residential Building	2027	2027	2028	4	112	1,100	123,200	\$550,000	\$500	\$8,400,000	\$75,000	168	1.50					
29	4 Story Residential Building w/ Retail	2027	2027	2028	4	112	1,100	123,200	\$550,000	\$500	\$20,160,000	\$180,000	168	1.50					
Total or Average:						2,602	1,100	2,862,200	\$550,000	\$500	\$250,580,000	\$98,929	3,903	1.50	182,000	\$3.20	\$456	\$20,748,000	\$456

Map	Use	Land Sale Year	Construction Begins	Product Delivery	Stories	Retail						Hotel							
						Gross S.F.	Mo. Rent PSF	Value PSF 8.00% cap	Land Value	Land Value Per FAR-foot	Number of Parking Spaces	Parking Ratio Per 1,000 S.F.	Rooms	Total S.F.	Avg ADR	Land Value	Land Value Per Room	Number of Parking Spaces	Parking Spaces Per Room
13	16 Story Hotel w/ Retail	2018	2020	2021	16	12,000	\$3.20	\$456	\$35,088	\$3	16	1.32	300	330,000	\$300.00	\$964,912	\$3,216	434	1.45
Total or Average:						12,000	\$3.20	\$456	\$35,088	\$3	16	1.32	300	330,000	\$300.00	\$964,912	\$3,216	434	1.45

San Diego Chargers Mixed-Use Development Proposal

Scenario: Low Density

Land Sale Forecast

		At Closing	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
			1	1	2	3	4	5	6	7	8	9	10	11
TOTAL	LAND SALES		PHASE 1											
	Map # LAND USE													
	OFFICE													
\$18,352,832	1 (Shell) Story Office Building w/ Retail		\$0	\$0	\$0	\$0	\$0	\$0	\$18,352,832	\$0	\$0	\$0	\$0	\$0
\$8,625,831	2 (Shell) Story Office Building		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$8,625,831	\$0	\$0	\$0
\$13,214,039	3 (Shell) Story Office Building		\$0	\$0	\$0	\$0	\$0	\$13,214,039	\$0	\$0	\$0	\$0	\$0	\$0
\$11,378,756	4 (Shell) Story Office Building		\$0	\$0	\$0	\$11,378,756	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$10,461,114	5 (Shell) Story Office Building		\$0	\$10,461,114	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$8,075,246	6 (Shell) Story Office Building		\$8,075,246	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$4,955,265	7 (Shell) Story Office Building		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$4,955,265	\$0	\$0	\$0	\$0
\$4,955,265	8 (Shell) Story Office Building		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$4,955,265	\$0	\$0	\$0	\$0
\$4,955,265	9 (Shell) Story Office Building		\$0	\$0	\$0	\$0	\$4,955,265	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$220,234	20 Mixed Use Office		\$0	\$0	\$0	\$220,234	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$209,747	21 Mixed Use Office		\$0	\$0	\$0	\$209,747	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$85,403,591	TOTAL		\$8,075,246	\$10,461,114	\$0	\$11,808,736	\$4,955,265	\$13,214,039	\$18,352,832	\$9,910,529	\$8,625,831	\$0	\$0	\$0
	RESIDENTIAL													
\$6,080,000	10 4 Story Residential Building w/ Retail		\$6,080,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$11,400,000	11 5 Story Residential Building		\$11,400,000	\$0	\$0	\$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	14 0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$0	15 0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$0	16 0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$0	17 0		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$28,800,000	18 10 Story Residential Building w/ Retail		\$0	\$0	\$0	\$0	\$0	\$28,800,000	\$0	\$0	\$0	\$0	\$0	\$0
\$28,800,000	19 10 Story Residential Building w/ Retail		\$0	\$0	\$0	\$0	\$28,800,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$8,400,000	20 Mixed Use Residential		\$0	\$0	\$0	\$8,400,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$13,500,000	21 Mixed Use Residential		\$0	\$0	\$0	\$13,500,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$28,080,000	22 6 Story Residential Building w/ Retail		\$0	\$0	\$0	\$0	\$28,080,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$28,080,000	23 6 Story Residential Building w/ Retail		\$0	\$0	\$0	\$0	\$0	\$28,080,000	\$0	\$0	\$0	\$0	\$0	\$0
\$28,080,000	24 6 Story Residential Building w/ Retail		\$0	\$0	\$0	\$0	\$0	\$0	\$28,080,000	\$0	\$0	\$0	\$0	\$0
\$25,200,000	25 5 Story Residential Building w/ Retail		\$0	\$0	\$0	\$0	\$0	\$0	\$25,200,000	\$0	\$0	\$0	\$0	\$0
\$7,200,000	26 3 Story Residential Building		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$7,200,000	\$0	\$0	\$0	\$0
\$8,400,000	27 4 Story Residential Building		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$8,400,000	\$0	\$0	\$0
\$8,400,000	28 4 Story Residential Building		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$8,400,000	\$0	\$0
\$20,160,000	29 4 Story Residential Building w/ Retail		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$20,160,000	\$0	\$0
\$250,580,000	TOTAL		\$17,480,000	\$0	\$0	\$21,900,000	\$56,880,000	\$56,880,000	\$53,280,000	\$7,200,000	\$8,400,000	\$28,560,000	\$0	\$0
	MIXED USE													
\$0	10 4 Story Residential Building w/ Retail		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$1,000,000	13 16 Story Hotel w/ Retail		\$1,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$0	20 Mixed Retail		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$0	21 Mixed Retail		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$1,000,000	TOTAL		\$1,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$336,983,591	Total Land Sale Revenue		\$26,555,246	\$10,461,114	\$0	\$33,708,736	\$61,835,265	\$70,094,039	\$71,632,832	\$17,110,529	\$17,025,831	\$28,560,000	\$0	\$0
\$336,983,591	Cumulative Land Sale Revenue		\$26,555,246	\$37,016,360	\$37,016,360	\$70,725,096	\$132,560,361	\$202,654,400	\$274,287,231	\$291,397,760	\$308,423,591	\$336,983,591	\$336,983,591	\$336,983,591

San Diego Chargers Mixed-Use Development Proposal
Forecast (Straightline)
Revenue Sources from Development
Yield Analysis & Benchmark Valuation

Delivery Schedule

	Total	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
Residential Units	2,602	0	0	0	184	438	576	576	396	96	112	224	0	0	0
Retail S.F.	272,500	0	0	0	45,000	0	45,500	45,500	91,000	45,500	0	0	0	0	0
Office	1,380,500	0	0	0	132,140	175,086	173,251	88,094	195,274	242,257	176,187	198,211	0	0	0

Cumulative Development & Assessed Value

Development Totals	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
Residential Units	0	0	0	184	622	1,198	1,774	2,170	2,266	2,378	2,602	2,602	2,602	2,602
Retail	0	0	0	45,000	45,000	90,500	136,000	227,000	272,500	272,500	272,500	272,500	272,500	272,500
Office	0	0	0	132,140	307,226	480,477	568,571	763,845	1,006,102	1,182,289	1,380,500	1,380,500	1,380,500	1,380,500

Valuation & Tax Base Forecast

		2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
Residential															
Appreciation / Value PSF	3.00%	\$500	\$515	\$530	\$546	\$563	\$580	\$597	\$615	\$633	\$652	\$672	\$692	\$713	\$734
Annual Increase / Total Tax Base	2.00%	\$0	\$0	\$0	\$110,583,972	\$383,930,724	\$758,867,365	\$1,152,320,480	\$1,443,233,418	\$1,538,983,546	\$1,650,137,245	\$1,848,710,488	\$1,885,684,698	\$1,923,398,392	\$1,961,866,360
Retail															
Appreciation / Value PSF	3.00%	\$456	\$470	\$484	\$498	\$513	\$529	\$544	\$561	\$578	\$595	\$613	\$631	\$650	\$670
Annual Increase / Total Tax Base	2.00%	\$0	\$0	\$0	\$22,422,758	\$22,871,213	\$47,381,256	\$73,103,078	\$125,599,986	\$154,394,931	\$157,482,830	\$160,632,486	\$163,845,136	\$167,122,039	\$170,464,479
Office															
Appreciation / Value PSF	3.00%	\$485	\$499	\$514	\$529	\$545	\$562	\$579	\$596	\$614	\$632	\$651	\$671	\$691	\$712
Annual Increase / Total Tax Base	2.00%	\$0	\$0	\$0	\$69,958,588	\$166,833,742	\$267,479,859	\$323,793,214	\$446,627,833	\$604,245,881	\$727,709,749	\$871,324,302	\$888,750,788	\$906,525,803	\$924,656,320
Total Tax Base		\$0	\$0	\$0	\$202,965,318	\$573,635,680	\$1,073,728,480	\$1,549,216,773	\$2,015,461,237	\$2,297,624,359	\$2,535,329,824	\$2,880,667,276	\$2,938,280,622	\$2,997,046,234	\$3,056,987,159
Annual Property Tax Revenue	1.00%	\$0	\$0	\$0	\$2,029,653	\$5,736,357	\$10,737,285	\$15,492,168	\$20,154,612	\$22,976,244	\$25,353,298	\$28,806,673	\$29,382,806	\$29,970,462	\$30,569,872
Less: Schools, Special Districts, Libraries	57.80%	\$0	\$0	\$0	\$1,173,140	\$3,315,614	\$6,206,151	\$8,954,473	\$11,649,366	\$13,280,269	\$14,654,206	\$16,650,257	\$16,983,262	\$17,322,927	\$17,669,386
City Share (20.8%) + County Share (21.4%)	42.20%	\$0	\$0	\$0	\$856,514	\$2,420,743	\$4,531,134	\$6,537,695	\$8,505,246	\$9,695,975	\$10,699,092	\$12,156,416	\$12,399,544	\$12,647,535	\$12,900,486
City Share (20.8%) + County Share (21.4%)		\$0	\$0	\$0	\$856,514	\$2,420,743	\$4,531,134	\$6,537,695	\$8,505,246	\$9,695,975	\$10,699,092	\$12,156,416	\$12,399,544	\$12,647,535	\$12,900,486
Less: City Services (Police, Fire, Etc.) (25%)	25.00%	\$0	\$0	\$0	(\$214,128)	(\$605,186)	(\$1,132,784)	(\$1,634,424)	(\$2,126,312)	(\$2,423,994)	(\$2,674,773)	(\$3,039,104)	(\$3,099,886)	(\$3,161,884)	(\$3,225,121)
Revenue Available for Bonding		\$0	\$0	\$0	\$642,385	\$1,815,557	\$3,398,351	\$4,903,271	\$6,378,935	\$7,271,981	\$8,024,319	\$9,117,312	\$9,299,658	\$9,485,651	\$9,675,364

Bond Issuance

Year	Tax Increment	Bond Value
2023	\$3,398,351	\$50,391,453
2025	\$2,980,584	\$44,196,725
2028	\$2,738,377	\$40,605,228
Total	\$9,117,312	\$135,193,406