Bridgepoint

Capkov Ventures Inc. Town Council 12-9-2020

Location: Chapel Hill North Carolina, Northwest corner of Weaver Dairy Extension & Homestead Road

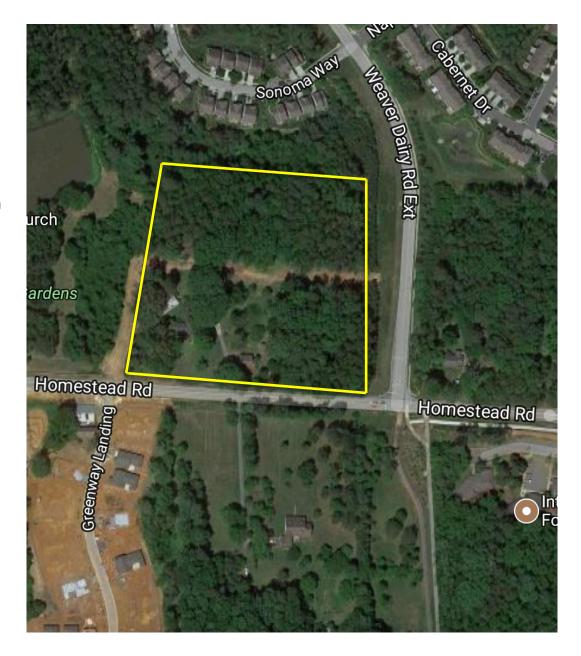
Lot Size: Gross Land Area - 8.35 Acres

Net Land Area: 9.12 Acres

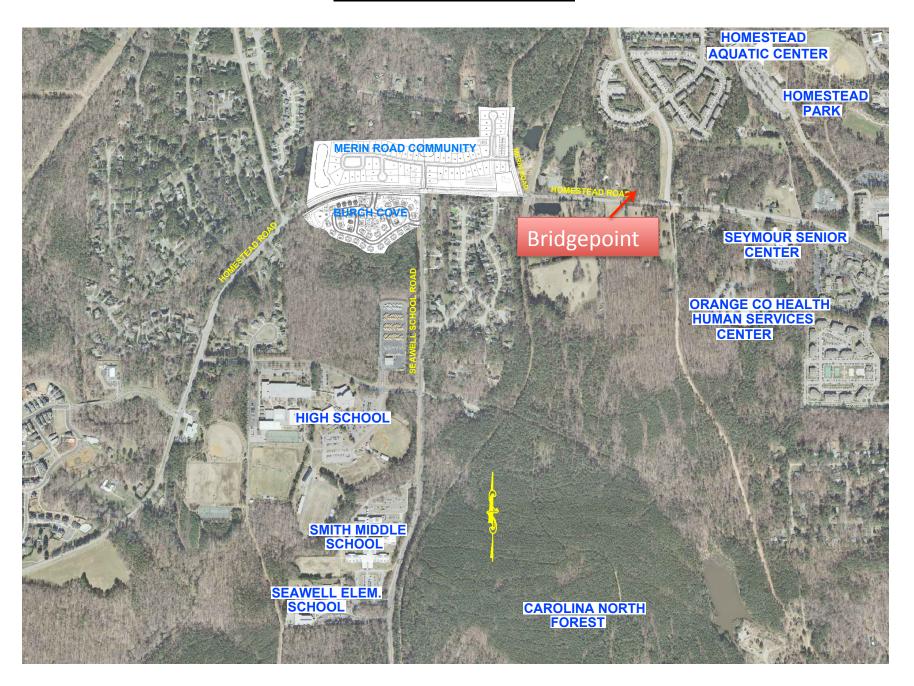
Zoning: R-5-C

Parcel Identification Numbers: 9870-91-4489 & 9870-91-9528

Owner: Capkov Ventures Inc. 919-942-8005



Landmark Map



Streetscape



Streetscape



Site Plan



- 1. Neighborhood Green
- 2. Gathering Place
- 3. Swing Set & Benches
- 4. Greenway-Future Path
- 5. Mail Center
- 6. On-Street Parking (17)

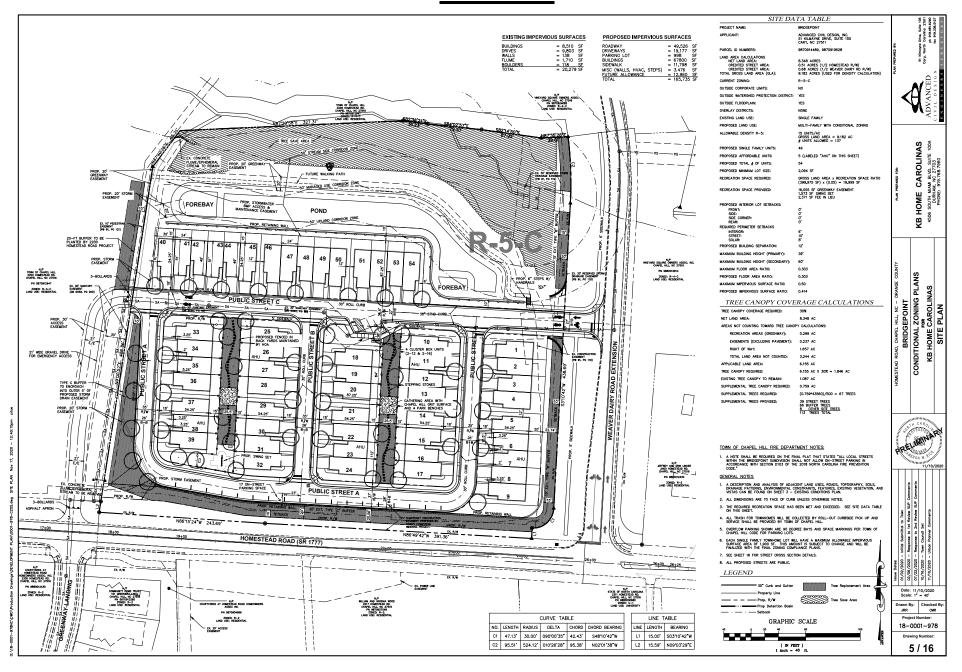
Bridgepoint Site Plan

Plan dated 11-10-20

Rendered by: Brian Peterson, AIA, Urban Designer Town of Chapel Hill



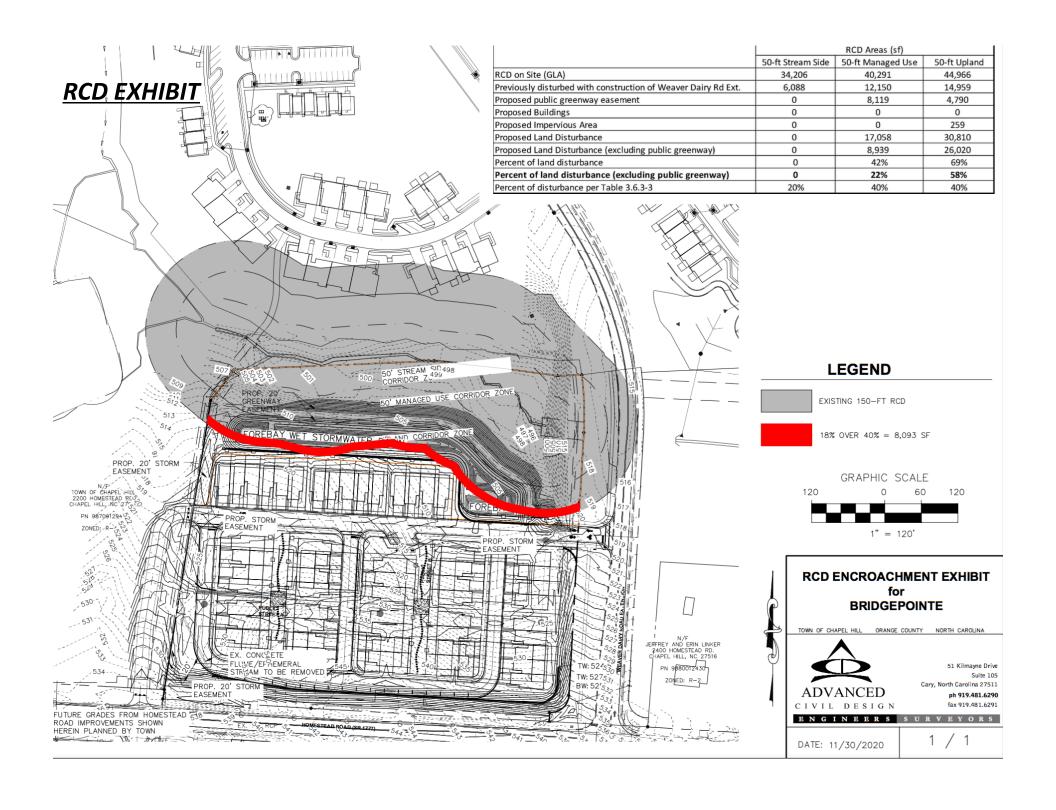
Site Plan



Bridgepoint RCD Table

| RCD Zones | Allowable Disturbed Area* | Initially Proposed Disturbed Area | Proposed Disturbed Area | Net Disturbed Area |
|-----------|------------------------------|--------------------------------------|----------------------------|--|
| Creekside | 20% | 0% | 0% | 20% less disturbed area than permitted by LUO |
| Managed | 40% | 55% | 22% | 18% less disturbed area than permitted by LUO |
| Upland | 40% | 79% | 58% | 18% more disturbed area than permitted by LUO |

Per Section 3.6.3-3 Chapel Hill Land Use Ordinance



RCD Exhibit



HORACE WILLIAMS TRAIL

A spur of the Norfolk Southern Railroad leaves the main rail line near Hillsborough and trends southeast to Chapel Hill. The line serves the needs of the University of North Carolina co-generation plant and extends over 4.1 miles along this potential greenway.

Millhouse Road to Eubanks Road The trail would begin at Millhouse Road just south of I-40 and continue through

the Town's Operations Center and northern park and ride lot to Eubanks

Resource Protection

The Town controls almost all of the land in this section. Only one parcel is currently missing. The Town can likely preserve a trail corridor on that tract when the property is developed in the future. The Town should be prepared to act swiftly to preserve the rail corridor in the event that the railroad should abandon the line.

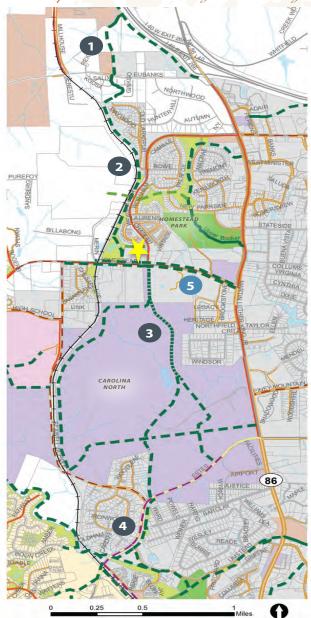
Potential for Trail Development

The physical limitations of trail development in this section are few. An important connection could be made from the Horace Williams Trail to the Old Field Trail.

Summary of Constraints for Potential Trail Development

- One parcel of land is in private ownership.
- It would be necessary to build a portion of the trail on the existing park and ride lot property.
- It would be necessary to negotiate a crossing access with the Norfolk Southern Railroad to allow trail access to Millhouse Road.







<u>KB Homes Energy Saving Features</u>

- 1) Energy Star Certified home verified by independent third party inspector
- Thermal Enclosure System: air sealing, quality insulation and high performance windows to enhance comfort, improve durability. Reduce maintenance costs and help lower monthly utility bills.
- 3) Crawl spaces sealed, and conditioned, or energy efficient slabs
- 4) Water saving plumbing fixtures.
- 5) Water management System to help protect roofs, walls and foundations from water damage.
- 6) LP <u>TechShield</u> radiant barrier sheathing to help reduce cooling cost by lowering attic temperatures by up to 30 degrees F
- Ecobee3 lite smart thermostat
- 8) Generation Lighting TraverseLyte LED light fixtures at foyer, kitchen, family room, loft, flex, hallways, stairways, and walk-in closets. LED lighting is installed in approximately 90% of each homes lighting fixtures.
- 9) R-15 exterior wall insulation, R-38 blown attic insulation and 2-in. R-10 slab insulation
- 10) 14 Sheer Carrier HVAC system with gas furnace designed and installed to deliver more comfort, better moisture control, improved indoor air quality and quieter operation
- 11) Low-E Ply Gem windows with Grids on front of home and window screens on entire home
- 12) Energy Performance Guide (EPG) a monthly energy cost estimate to help you better understand the money-saving advantages of a KB home.
- 13) KB Home has industry leading HERS Scores that puts KB Home in the 50% fossil fuel reduction range.
- 14) KB Home hires professional disposal companies that sort through and recycle the construction debris.

Energy Efficiency and Greenhouse Gas Reduction

#1

sustainability priority for our stakeholders

100%

ENERGY STAR certified home commitment by KB Home for over a decade; while only 10% of U.S. new homes were ENERGY STAR certified in 2019

140,000+

ENERGY STAR certified new homes built since 2000; **11,797** in 2019

5 billion

pounds estimated cumulative CO₂ emission reduction from these homes

\$780 million

estimated cumulative utility bill savings

52

KB Home's average HERS Index energy performance score by the end of 2019, compared to a new-home average HERS Index score of 59 and resale average HERS Index score of 130

10,000+

total solar homes sold; **2,247** built in 2019

28

megawatts of solar power installed, producing an estimated 47 million kilowatt hours of renewable energy annually

17%

of our 2019 homes nationwide were solar; compared to 14% in 2018

28%

of KB homes delivered in 2019 were all electric

Keeping Homeownership Attainable

600,000+

total KB homes delivered

11,871

new KB homes delivered in 2019

55%

first-time buyers

22%

first move-up buyers

10%

second move-up buyers

13%

active adult buyers

2,152

average sq. ft. of KB homes in 2019

87%

of KB communities offered 1,800-sq.-ft. plans or less

33%

of KB communities offered 1,400-sq.-ft. plans or less

Water Conservation

16,000

cumulative WaterSense labeled and Water Smart homes built; **1,097** in 2019

700,000

WaterSense labeled fixtures installed

1.5 billion

gallons of water saved each year from KB homes and fixtures (estimated)

Waste Reduction

329,900

pounds of office paper recycled

33%

of office supplies are "Earth Conscious"

100%

of retired electronics were donated to nonprofit organizations or recycled through e-waste services

Sustainability Industry Leadership

9

ENERGY STAR Sustained Excellence Awards through 2019 (and a tenth in 2020), more than any other homebuilder

20

2019 ENERGY STAR Certified Home Market Leader Awards

5

WaterSense Sustained Excellence Awards, the only national homebuilder to receive this award

1

Indoor airPLUS Leader Award, the first production homebuilder to receive this award

13

Sustainability Reports FY 2007-2019

3

sustainability innovation lab concept homes: 2010-11, 2016, 2018-19

Community Development

\$2,000,000

in funds provided and raised through KB Cares events to over 115 important local organizations and causes in 2019

2,300+

volunteer hours in 2019

1,200+

trade partner volunteer hours in 2019

550

infill homes built in neighborhoods being revitalized in 2019

Customer Satisfaction

94.83%

overall customer satisfaction rating in 2019

93.73%

would recommend KB Home to a friend

4.6

Trustbuilder® stars rating nationwide compared to 4.1 for all builders, out of a possible 5 stars

Employees and Partners

2,157

employees

100%

of employees and trade partners required to wear protective equipment at construction sites

100%

of Board members and employees covered by our Ethics Policy. 98% of employees certified on Ethics Policy standards

100%

of our national supplier agreements include obligations to acknowledge our Ethics Policy and sustainability strategy



140,000+ ENERGY STAR certified homes



Since 2000



Reduced carbon emissions by 5 Billion lbs



\$780 Million saved in utility bills



Builder with the most EPA Awards



100% of KB homes are ENERGY STAR certified

compared to just 10% of all new homes in the U.S.

"KB Home recently achieved the impressive milestone of constructing more ENERGY STAR certified homes than any other homebuilder in the nation."

Anne Idsal
U.S. EPA
Acting Assistant
Administrator
of Air and Radiation



U.S. EPA letter to KB Home, November 12, 2019 Single Family and Town Home Communities

Approved by the Town of Chapel Hill in the Past 13

Years.

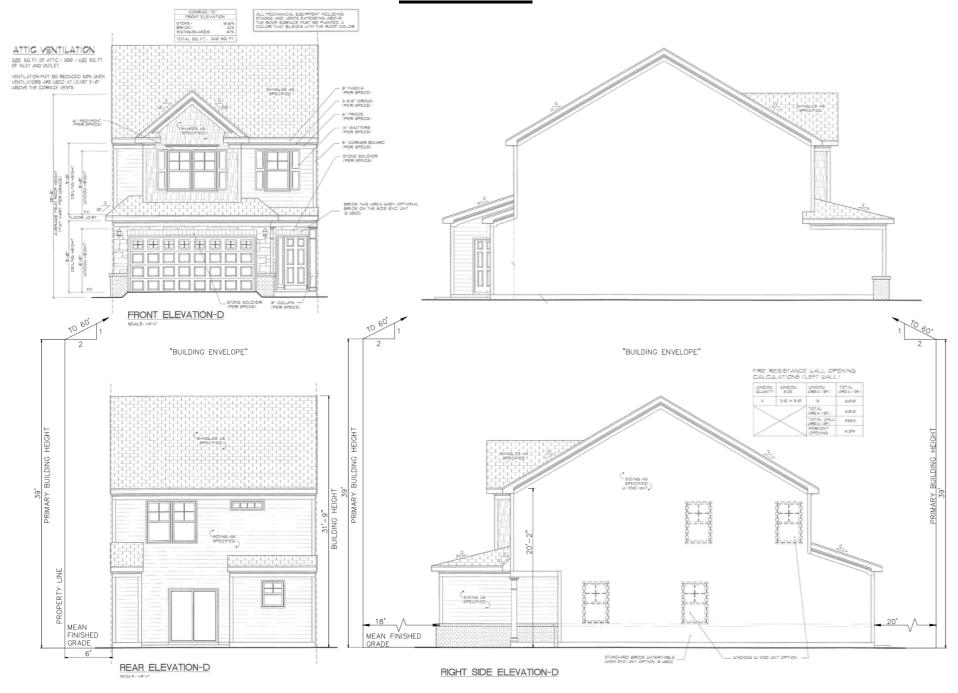
| ı. | Single Family | |
|----------------------------|---------------|-----|
| | 1) Southgrove | 26 |
| 2) Northwoods Phase II | | |
| 3) Courtyards at Homestead | | |
| | 4) Ramsley | 14 |
| | 5) Chandler | 63 |
| | Total | 171 |
| П. | Town Homes | |
| | 1) Chandler | 9 |
| | Total | 9 |

A total of 171 Single Family Homes and 9 Town Homes have been approved in Chapel Hill in the last 13 years.

This has led to increased housing cost for all.

The last Town Home project approved was by Special Use Permit Approved April 21st, 2007. The Applicant was Capkov Ventures Inc.

Elevations



Magnolia Floor Plan

GLENCROFT TOWNHOMES THE MAGNOLIA





FIRST FLOOR SECOND FLOOR

9 2019 KH Horne, All rights reserved, KH Horne measures the right to change floor plans appointantom, porture that may be able the medium of the measures that many to predict man and posts treatments and many or predictor from the medium of the model floor convertings, turnifum, burnded, even not included in the purchase price out or man are not seen that the purchase price out or the medium of the model floor policy squares for the purchase price out or the medium of the model floor policy squares for the model floor policy squares fo

Builder Projected Lot Cost

| I. | Purchase Price of Land | | \$1,800,000 |
|------|--|---------------|-------------|
| II. | Due Diligence Cost Studies and Survey | rs | \$ 86,050 |
| III. | Land Planning, Engineering, Permits | | \$657,275 |
| IV. | Legal, Administrative and Architectura | ıl | \$66,250 |
| V. | Hard Cost Development | | \$2,184,411 |
| VI. | Affordable Housing | | \$ 642,450 |
| | Т | otal Lot Cost | \$5,436,436 |

Total Lot Cost Per Lot \$102,574

Conventional lot cost to total home cost ratios are typically between 20%- 25%. This means that to be marketable the lot cost should not exceed 20 – 25% of the total home cost. Using the high end of this spectrum of 25% would mean that each home would have to sell for \$410,296.

This is why the Affordable Housing contribution makes it difficult to build moderately priced homes in Chapel Hill, and why developers are not entering the market. Not having a single market rate Town Home community approved in Chapel Hill in over 13 years hurts the community by significantly reducing housing opportunities and the overall diversity of housing.

Builder Cost of Affordable Homes

I Market Rate Sales Value

Market Rate Sales Price of 1700 Square Foot 3 Bedroom Base Model \$312,990

Market Rate Sales Price of 1700 Square Foot 4 Bedroom Base Model \$315,490

Market Rate Sales Value

Three Bedroom Models (4) $\times 312,990 = 1,251,960$ Four Bedroom Models (1) $\times 315,490 = 315,490$

Total Market Rate Sales Value \$1,567,450

II Affordable Rate Sales Value

Affordable Sales Price of 1700 Square Foot (3) Bedroom Model 80% AMI \$199,000

Affordable Sales Price of 1700 Square Foot (3) Bedroom Model 65% AMI \$151,000

Affordable Sales Price of 1700 Square Foot (4) Bedroom Model 80% AMI \$225,000

Affordable Sales Value

Three Bedroom Models at 80% of AMI; \$199,000 x (2) = \$398,000 Three Bedroom Models at 65% of AMI; \$151,000 x (2) = \$302,000 Four Bedroom Model at 80% AMI; \$225,000 x (1) = \$225,000

Total Affordable Home Sales Price \$925,000

Total Market Rate Sales Value \$1,567,450 - Total Affordable Sales Value \$925,00 = Total Cost of Affordable Homes \$642,450 or \$13,669 Per Market Rate Unit Subsidy.

This means every new owner of a market rate unit will have to pay an additional \$13,669 to subsidize the (5) Affordable Homes.

Carolinas Bridgepoint VARIABLE CONTRIBUTION ANALYSIS

August 17, 2020

| | 224 <mark>.1513</mark> | 240.1716 | 224.1921 | |
|---|---------------------------------------|---------------------------------------|---------------------------------------|---|
| PRODUCT Number of Units Square Feet Mix Percentage Plan Description | 17 1513 32.08% 2ST/38D/2.5BA | 19 1716 35.85% 2ST/3BD/2.5BA | 17 1921 32.08% 2ST/3BD/2.5BA | Total Units 53 Wtd Avg SF 1,717 Abs Per Wk Peak Capital |
| | | | | |
| REVENUE | | | | Average |
| Base Price | 296,990 | 306,990 | 318,990 | 307,632 |
| Lot Premium | 6,000 | 6,000 | 6,000 | 6,000 |
| Decor / Option Sales | 17,819 | 18,419 | 19,139 | 18,458 |
| Total Revenue | 320,809 | 331,409 | 344,129 | 332,089 |
| Base Price per SqFt | 196.29 | 178.90 | 166.05 | 179.21 |
| All-In Price per SqFt | 212.04 | 193.13 | 179.14 | 194.71 |
| Base Price per SqFt | 196.29 | 178.90 | 166.05 | 179.21 |
| VARIABLE COSTS | | | - 1 | |

Applicants Financial Disclosure on Purchase, Cost, and Sale Contract

| l. | Capkov Purchase Price (Closing Statement attached) | | \$1,175,000 |
|------|--|-----------|------------------|
| II. | Closing Cost | | \$2,817 |
| III. | Surveys and Feasibility Studies | | \$5 <i>,</i> 745 |
| IV. | Land Planning and Engineering | | \$15,250 |
| V. | Property Taxes (2016-2020) | | \$74,044 |
| VI. | Interest (36 months at 5%) | | \$176,250 |
| VII. | Overhead and Administration (36 months) | | \$306,347 |
| | т | otal Cost | \$1,755,453 |

Capkov Sales Price to KB Homes (Purchase Agreement attached) \$1,800,000

Net Income 6 Years \$44,547



