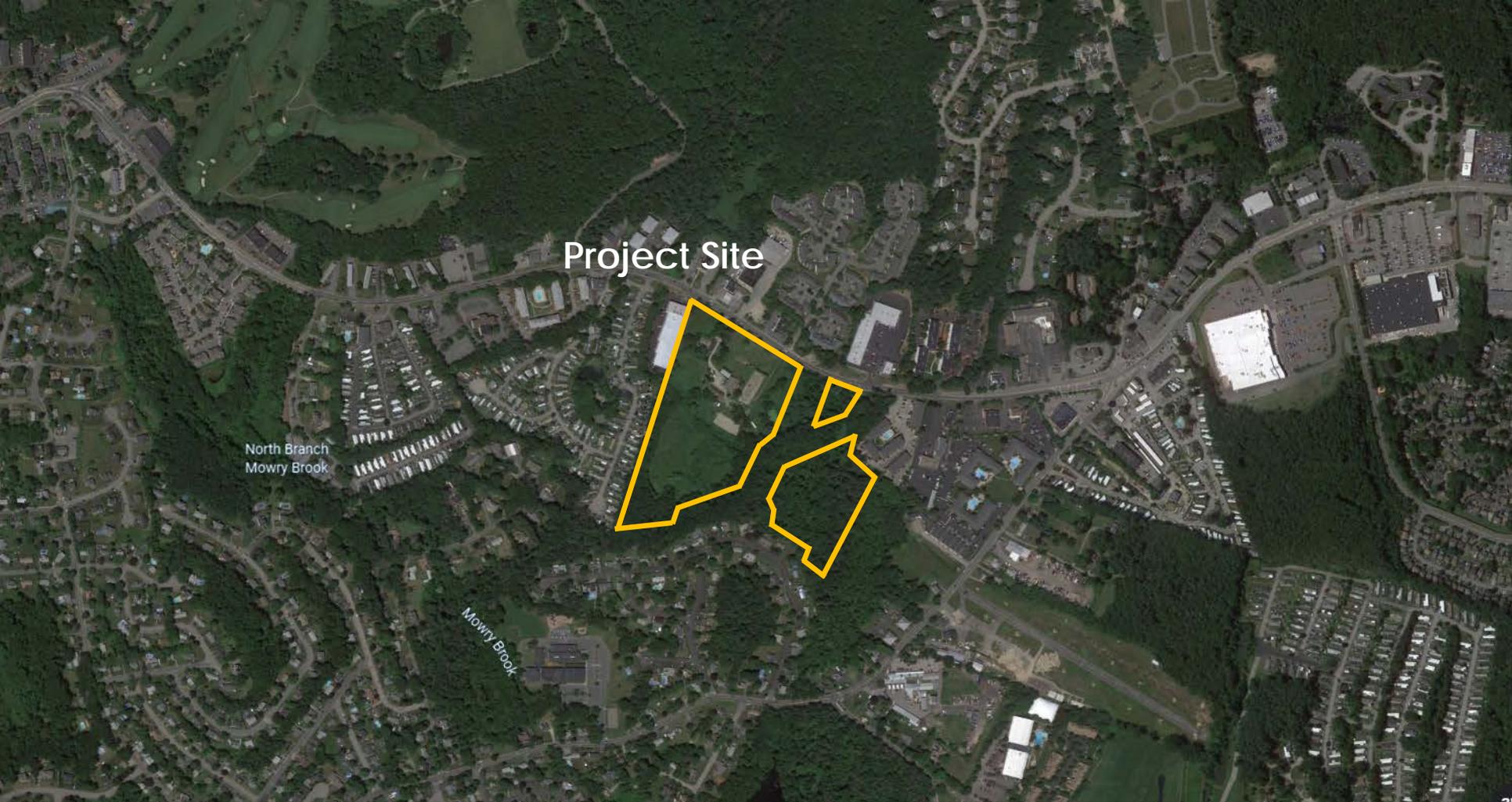




Walcott Heritage Farms

City Council Presentation
July 20, 2020



Walcott Heritage Farms - Project Site

339 Boston Post Rd. E.



- 188 Units
- 128 - 1Beds
- 60 - 2Beds
- 376 Parking Spaces
- Indoor/Outdoor Amenities Package
- Nature Walking Trail

Walcott Heritage Farms - Site Plan

| Local Revenues
from
Development

Real Estate Property Taxes

Est. Year 1 Revenues = \$665,307

(Based on average local comp assessment of \$249,568 per unit x 188 units x \$14.18 millage rate)

Vehicle Excise Tax

Est. Year 1 Revenues = \$65,400

Net Positive Fiscal Impact= +\$573,000

(Net Fiscal Impact reflects gross revenues noted above less estimated impact costs for police, fire, schools, and other services)

School Impact Study

Unit Type	No. Units	SAC/Unit	Total SAC
1 Bedroom - Market Rate	108	0.000	0
1 Bedroom - Affordable	20	0.000	0
2 Bedroom - Market Rate	51	0.180	9.18
2 Bedroom - Affordable	9	0.570	5.13
Total Units	188	Total SAC	15

Notes:

* SAC = School Age Children

** Actual SAC is 14.31 rounded up to 15

Multifamily
Development
Review Criteria
and Design
Guidelines
Scoring Summary

Marlborough Multifamily
Development Review Criteria and
Design Guidelines

Development Review Criteria Project Score	
Total Points	145

| We Acquire,
Build & Operate
Rental Housing
Properties



CONVENTIONAL MULTIFAMILY

WAYPOINT

REAL ESTATE INVESTMENTS



STUDENT HOUSING



SENIOR HOUSING



| Waypoint Real Estate Investments is:

4

OFFICES

125+

REAL ESTATE
PROFESSIONALS

1900+

ACTIVE INVESTORS

\$4B

TOTAL
INVESTMENT
VOLUME

27K

UNITS

120+

TOTAL PROPERTY
TRANSACTIONS

The figures on this slide represent total investment activity inception-to-date, including investments under contract as of Q1 2020



Designated Opportunity Zone

Compliance with Marlborough Economic Development Master Plan

70%+ of Site Preserved as Green/Open Space (via Restrictive Covenant)

15% of Units Designated as Affordable (29 Units Total)

Pursuing NGBS Green Certification



Walcott Heritage Farms – Club Room



Walcott Heritage Farms – Club Room



Walcott Heritage Farms – Game Room



Walcott Heritage Farms – Fitness Center

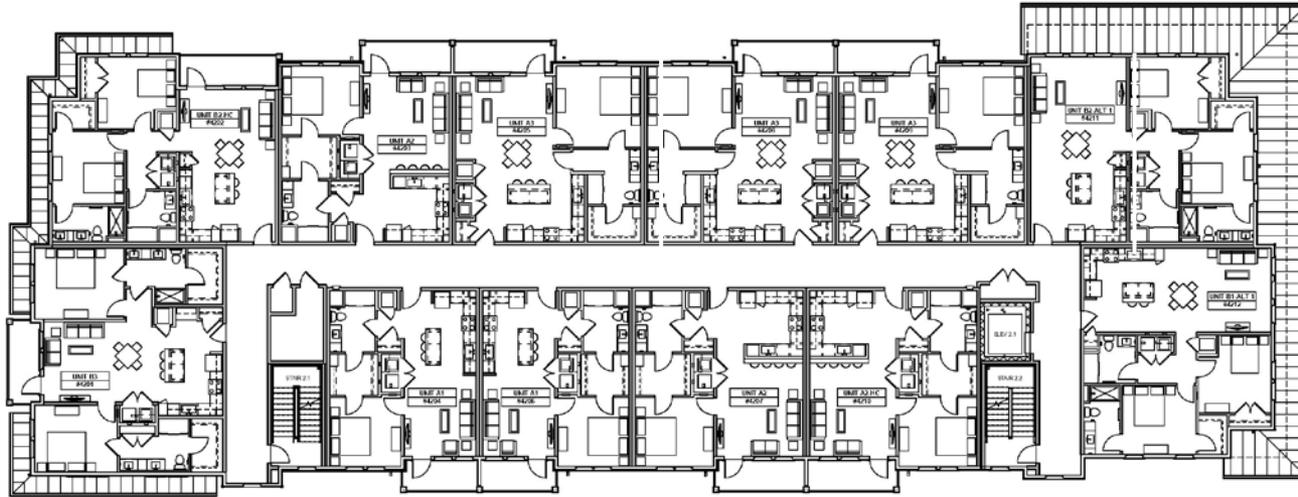


Walcott Heritage Farms – Fitness Center

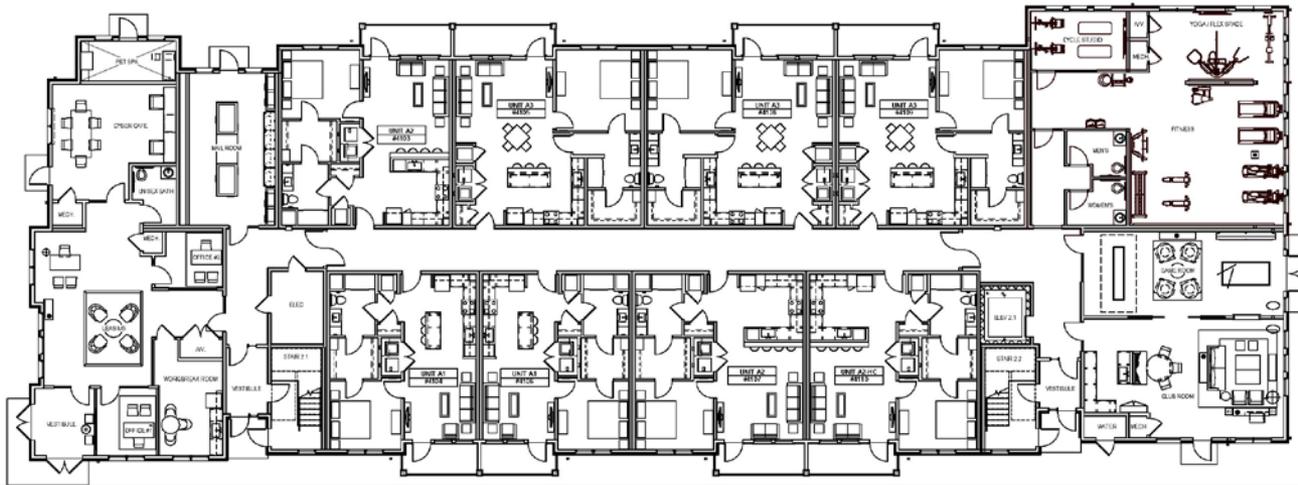


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Walcott Heritage Farms - Site Plan



TYPICAL BUILDING PLAN
SCALE: 1/8" = 1'-0"



Walcott Heritage Farms – Building 400 Floor Plans



Walcott Heritage Farms – Building 400



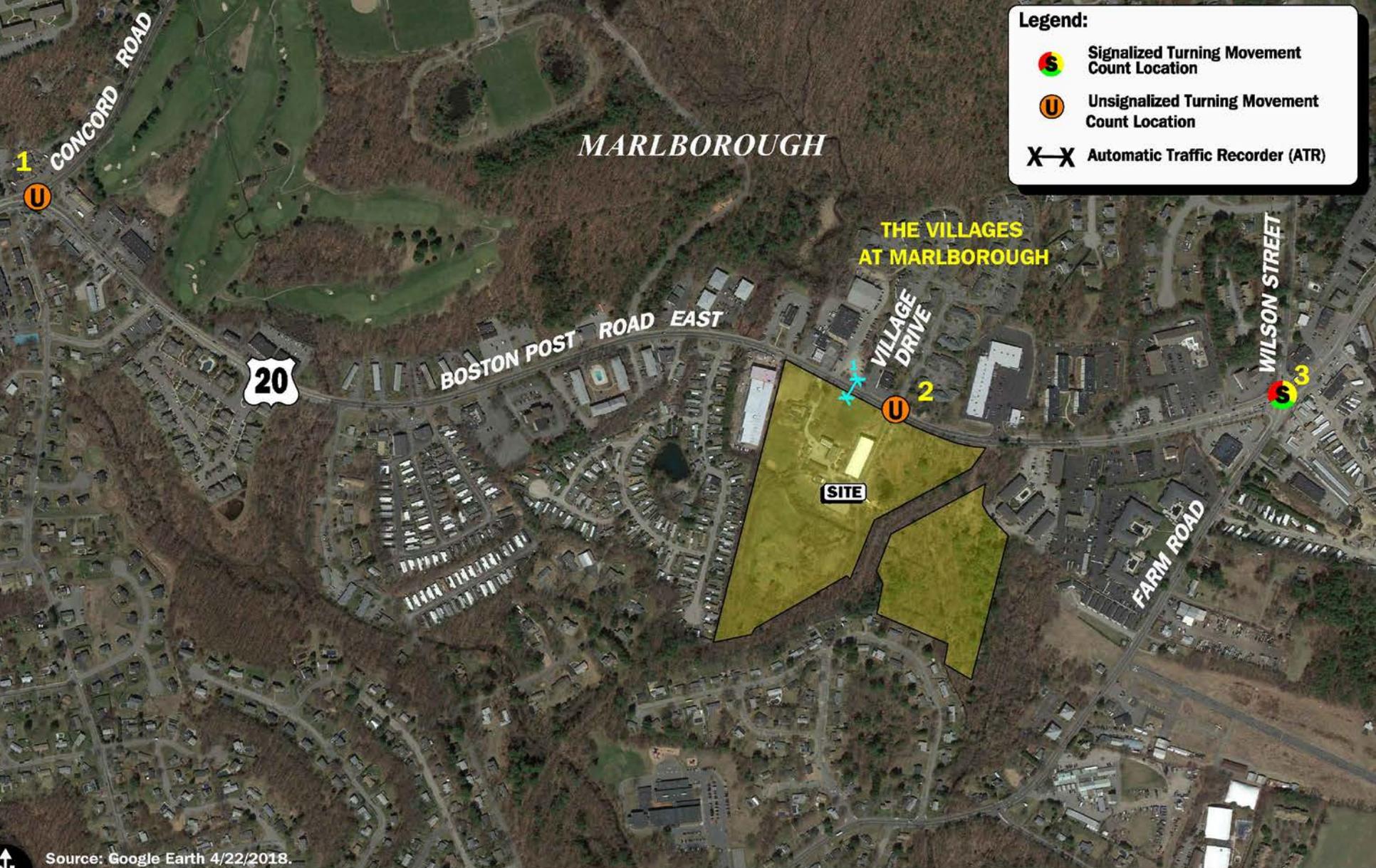
Walcott Heritage Farms – Frontage on Boston Post Road

WAYPOINT

REAL ESTATE INVESTMENTS



Walcott Heritage Farms



Source: Google Earth 4/22/2018.

Transportation | Study Area Map

Time Period/ Directional Distribution	Vehicle Trips ^A
Weekday Daily	1,034
Weekday Morning Peak Hour:	
Entering	18
<u>Exiting</u>	<u>50</u>
Total	68
Weekday Evening Peak Hour:	
Entering	51
<u>Exiting</u>	<u>33</u>
Total	84

^A Based on ITE LUC 221 - Multifamily Housing (Mid-Rise) – 190 Units
 Note: Since completion of the traffic study, development size was decreased to 188 units