

Agenda Item 5 - PowerPoint Presentation



Impact Housing Overview

SOLVING THE HOUSING CRISIS



Problem

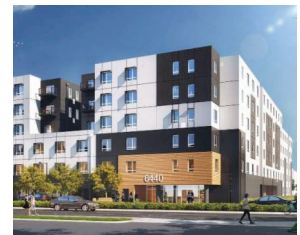
Homelessness

Rent Burdened
Households

Overcrowded
Housing

Unattractive
Outdated
Housing

Solution



- 1. Land with landuse policies that are conducive to new housing
- 2. Capital, which is always measuring the risk of a project
- 3. Housing delivery system

Los Angeles			San Diego	
Transit-Oriented Communities (est. 2017)			Complete Communities Housing Solutions (est. 2020)	
	4252 Crenshaw Blvd.		6440 El Cajon St.	
	Ordinance	No Ordinance	Ordinance	No Ordinance
Units	111	57	324	55
Height	4 stories	2 stories	6 stories	2 stories
FAR	4.25	1.5	6.5	1
Required parking	0	86	0*	83
Key benefits	Increased density, Eliminated parking requirements		Increased density, Reduced parking requirements	



	2018-2021	2022-present	2025-present
	Developer that Builds Using Modular	Modular Developer + Builder	Design-Builder with Manufacturing
Site Selection	Yes	Yes	Optional
Development	Yes	Yes	Optional
General Contractor	Yes	Yes	Yes
Design and Engineering	Outsourced	Yes	Yes
Manufacturer	Outsourced	Yes	Yes
Asset Manager	Yes	Yes	Optional



	2018-2021	2022-present	2025-present
	Developer that Builds Using Modular	Modular Developer + Builder	Design-Builder with Manufacturing
Completed Projects	2 projects / 191 units	3 projects / 430 units	0
Active Projects	0	1 / 483 units	1 / 272 units
Early Stages	0	3 / 700+ units	5 / 500+ units
Partners	Institutional Private Equity	Institutional Private Equity	Experienced Market-Rate and Affordable Housing
Lenders	Regional Banks	Regional Banks, Debt Funds	TBD
Tax Credits / LITHC	None	Future projects	Yes, current focus

CURRENT PRODUCT LINE





Studio	
Rentable SF:	345
Modules:	1



1 Bedroom	
Rentable SF:	464
Modules:	1



2 Bedroom (Inline)	
Rentable SF:	694
Modules:	2



2 Bedroom (Corner)	
Rentable SF:	694
Modules:	2



3 Bedroom	
Rentable SF:	818
Modules:	2

PHOTO GALLERY OF IH PRODUCT LINE



LIVING AREA



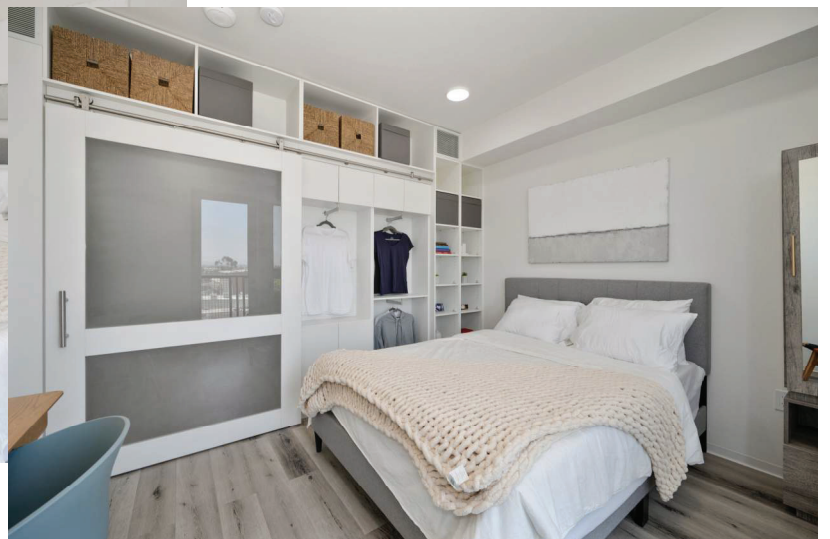
KITCHEN



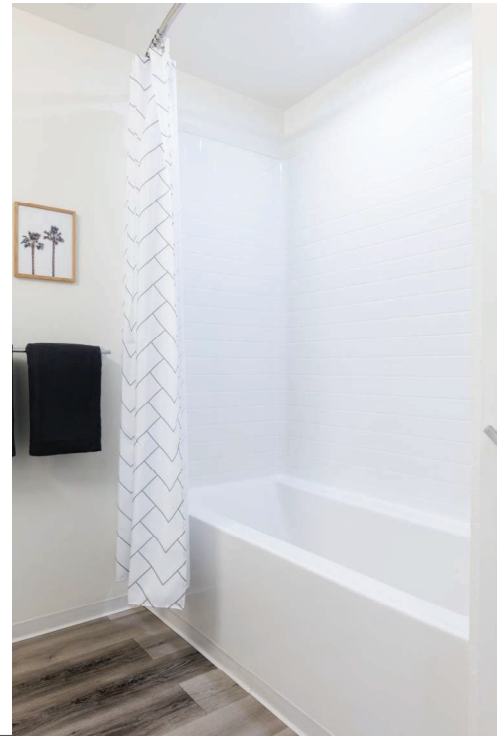
BEDROOMS



BEDROOMS



BATHROOM



13

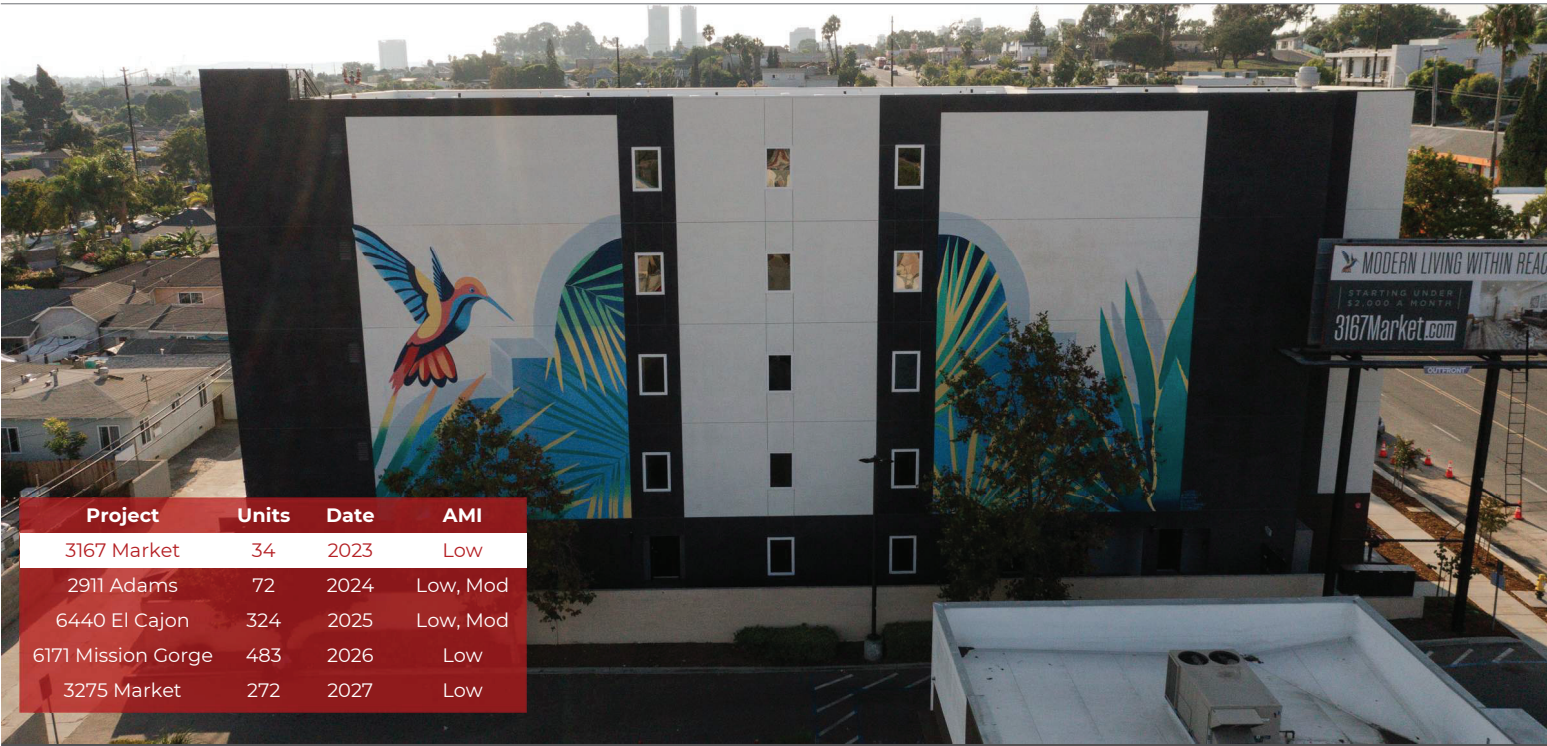
HOW WE BUILD



14

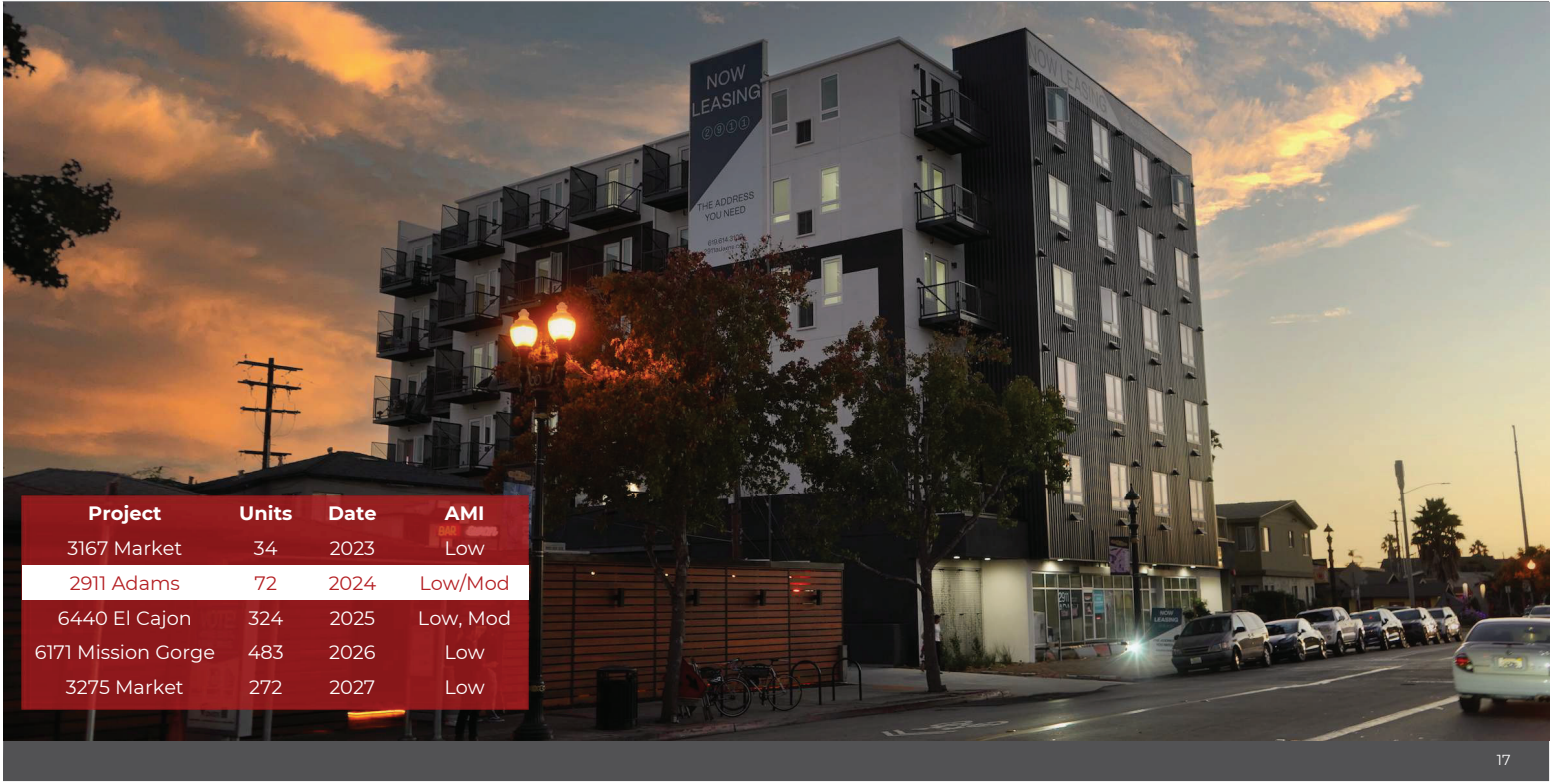
PRODUCT SHOWCASE

COMPLETED



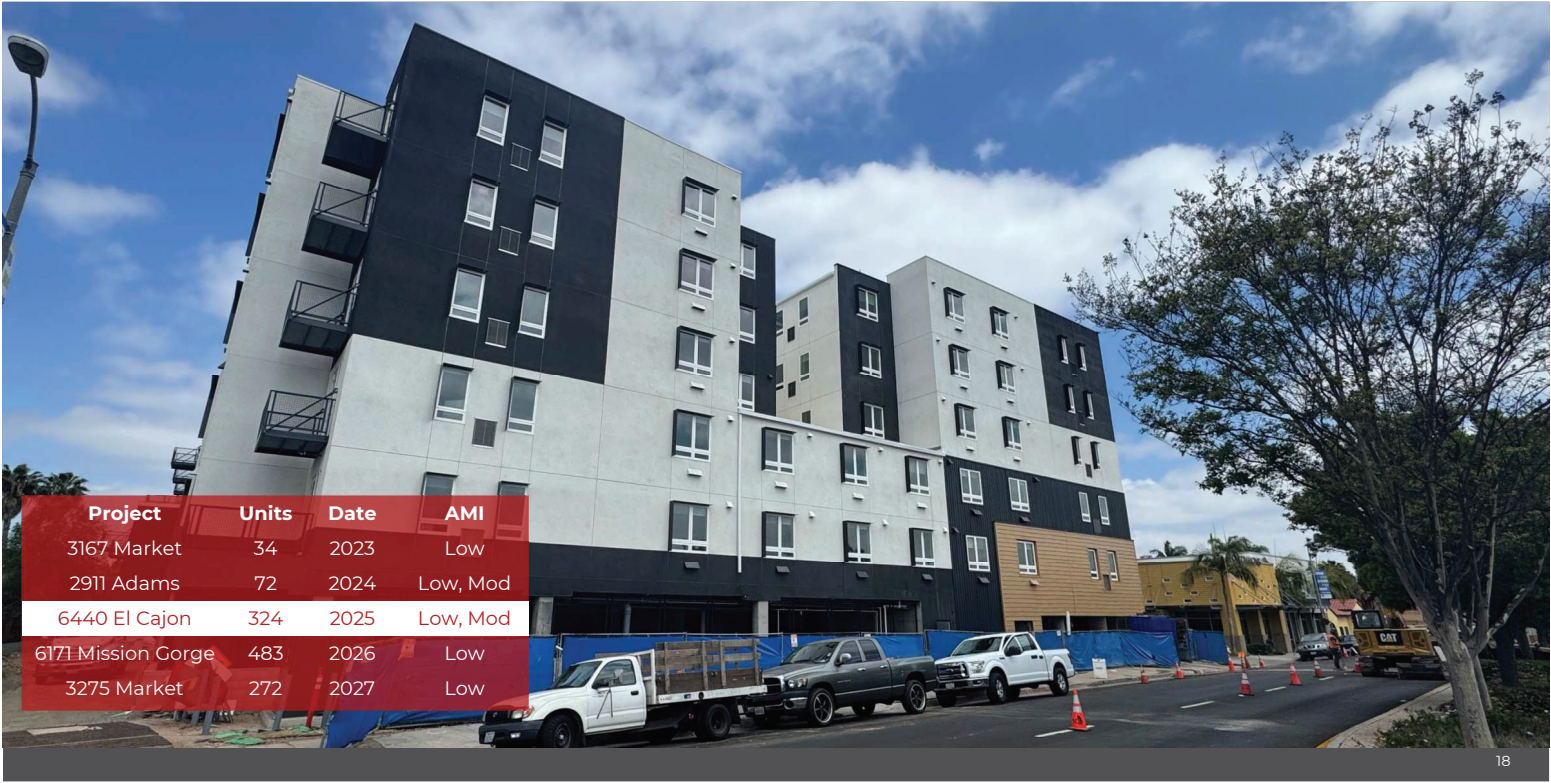
Project	Units	Date	AMI
3167 Market	34	2023	Low
2911 Adams	72	2024	Low, Mod
6440 El Cajon	324	2025	Low, Mod
6171 Mission Gorge	483	2026	Low
3275 Market	272	2027	Low

COMPLETED



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3275 Market	272	2027	Low

UNDER CONSTRUCTION



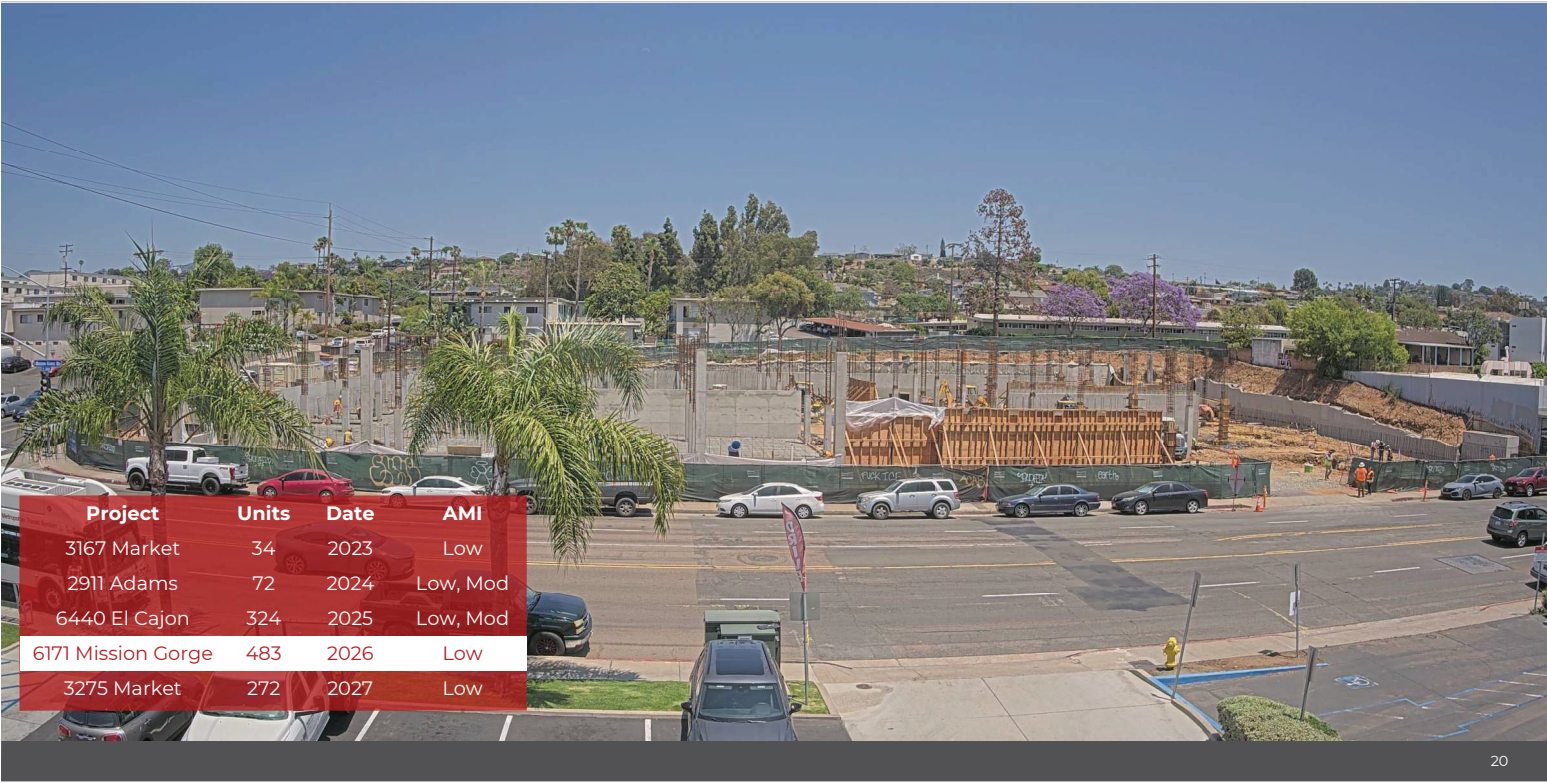
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PRE-DEVELOPMENT (LITHC)



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21

COST SAVINGS

Total Development Costs

\$253k / unit across 1st 1,200 units

* Does not include land cost

Hard Costs

\$220-\$285 / GSF across 1st 1,200 units

Soft Cost Savings

Vertical integration, product standardization leads to savings

Financing Cost Savings

~30% time savings in dev schedule



Residential Floors

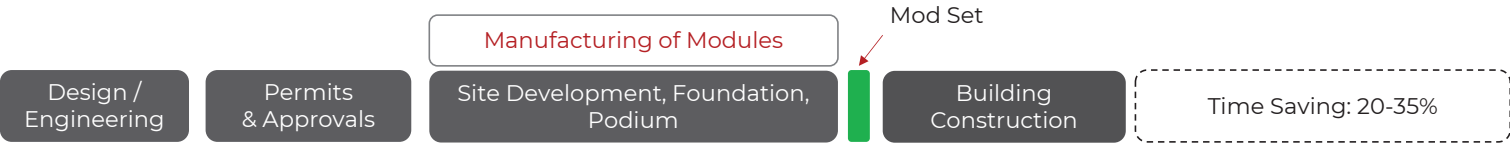
25-30% cost reduction

Podium Floors

Costs on par with stick-built construction

22

IMPACT HOUSING MODULAR CONSTRUCTION TIMELINE



SITE BUILT CONSTRUCTION TIMELINE

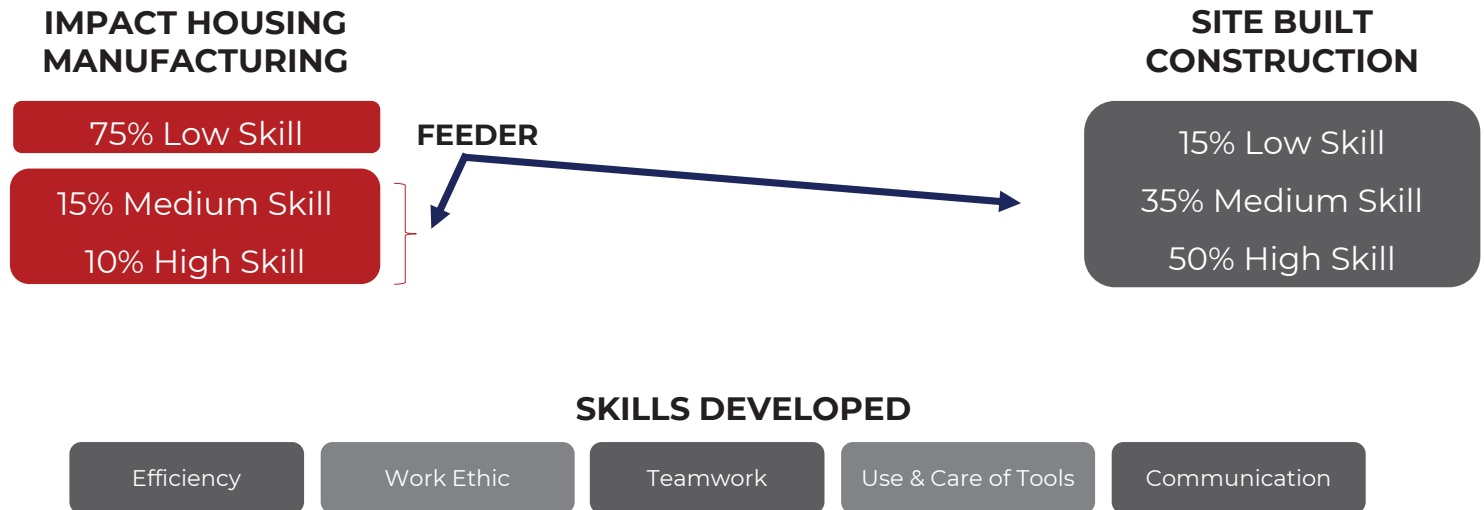
IMPACT HOUSING MODULAR CONSTRUCTION TIMELINE



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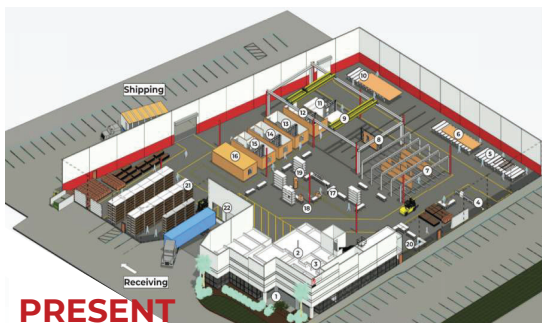
WORKFORCE DEVELOPMENT

Workforce development model produces trained, disciplined construction workers, ready to advance in both modular and site-built sectors.

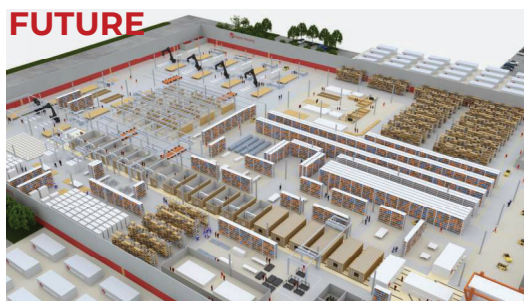


25

ECONOMIES OF SCALE



- IH platform has been built to scale
- Greater volume leads to...
 - lower overhead per module
 - lower cost of materials
- Greater productivity leads to lower labor costs



26



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