

EXHIBIT

LAND USE EQUIVALENCY MATRIX

TRADE TO:

<u>TRADE FROM:</u>	Multi-Family <u>(DU's)</u>	Retail <u>(KSF)</u>	Office <u>(KSF)</u>	ALF <u>(Beds)</u>	Hotel <u>(RMS)</u>	Private/Charter School <u>(STD's)</u>
Multi-Family (DU's)	-	0.108	0.305	2.636	0.967	3.412
Retail (KSF)	9.241	-	2.821	24.364	8.933	31.529

(1) Example: Convert Multi-Family to Office

1 DU (Multi-Family) x 0.305 = .305 KSF (Office)

Convert Retail to Multi-Family

1 KSF (Office) x 9.241 = 9.241 Dwelling Units (Multi-Family)

Convert Retail to Office

1 KSF (Retail) x 2.821 = 2.821 KSF (Office)

Convert Retail to ALF

1 KSF (Retail) x 24.364 = 24.364 Beds (ALF)

Convert Retail to Hotel

1 KSF (Retail) x 8.933 = 8.933 RMS (Hotel)

Convert Retail to School

1 KSF (Retail) x 31.529 = 31.529 Students (School)