

Office to Residential Conversions

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ARCHITECTURE | PLANNING
INTERIOR DESIGN | VDC
BRANDED ENVIRONMENTS

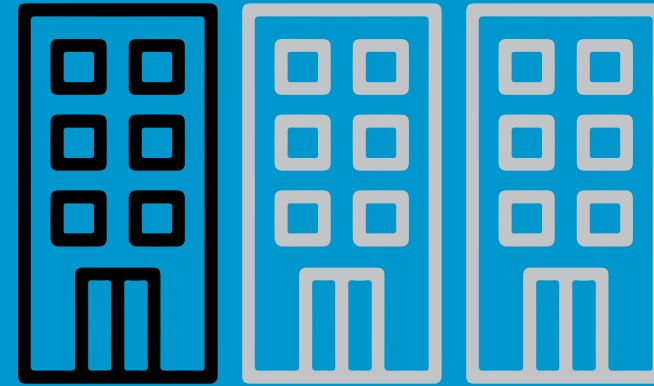
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01 Overview



Driving Factors



Downtown office occupancy levels are at 33.3% pre-pandemic levels.



Foot traffic remains roughly 50% of it's pre-pandemic levels



Municipalities are encouraging: Office-to-Residential Conversions



Wider variety of retail uses



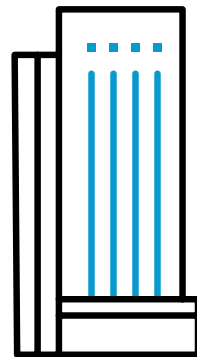
Converting some streets into pedestrian ways

Overview

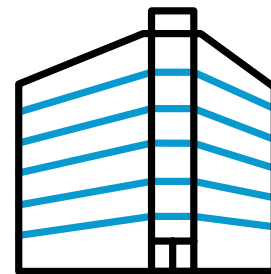
So what does this mean and how do we best leverage our existing inventory of buildings in urban cores?

Let's adapt our spaces and convert use types that have less (current) demand into those that are most relevant for today's needs.

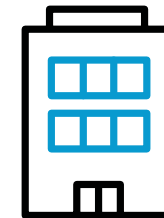
Current Urban Core Inventory:



CLASS A



CLASS B



CLASS C

| | CLASS A | CLASS B | CLASS C |
|--------------------------------|--|---|-----------------------------------|
| AGE | < 20 yrs. old or maintained in excellent condition | 20-35 years old or maintained in good condition | > 35 years old or not maintained |
| QUALITY | Exceptional | Good-to-better | Poor-to-good |
| INFRASTRUCTURE | Modern / excellently maintained | Aging / noticeable deterioration | Outdated / in need of replacement |
| LOCATION | Prime urban locations / prestigious location | Sprinkled within and on periphery of central business districts | Outer belt |
| MANAGEMENT | Professionally managed - high level service | Professionally managed - mid-level service | Little to no management |
| CONSTRUCTION + FINISHES | Upscale / 2nd to none | Nice / solid, but usually not over the top | Functional |
| AMENITIES | Highly amenitized / Concierge-level services | 1-2 amenities / small scale | No amenities |

Boston Office Inventory Highlights

Boston Class A Buildings to highlight:

- Boston's Class A inventory = roughly 46mil GSF
- Average vacancy across the neighborhoods = 10.1% (Q3 2022)
- Rents for Class A up to \$20 more per SF than Class B in same neighborhood
- We are seeing positive absorption in Class A and attribute this to Flight to Quality

Overall, rents have gone up roughly \$10/sf over the last 5 years.

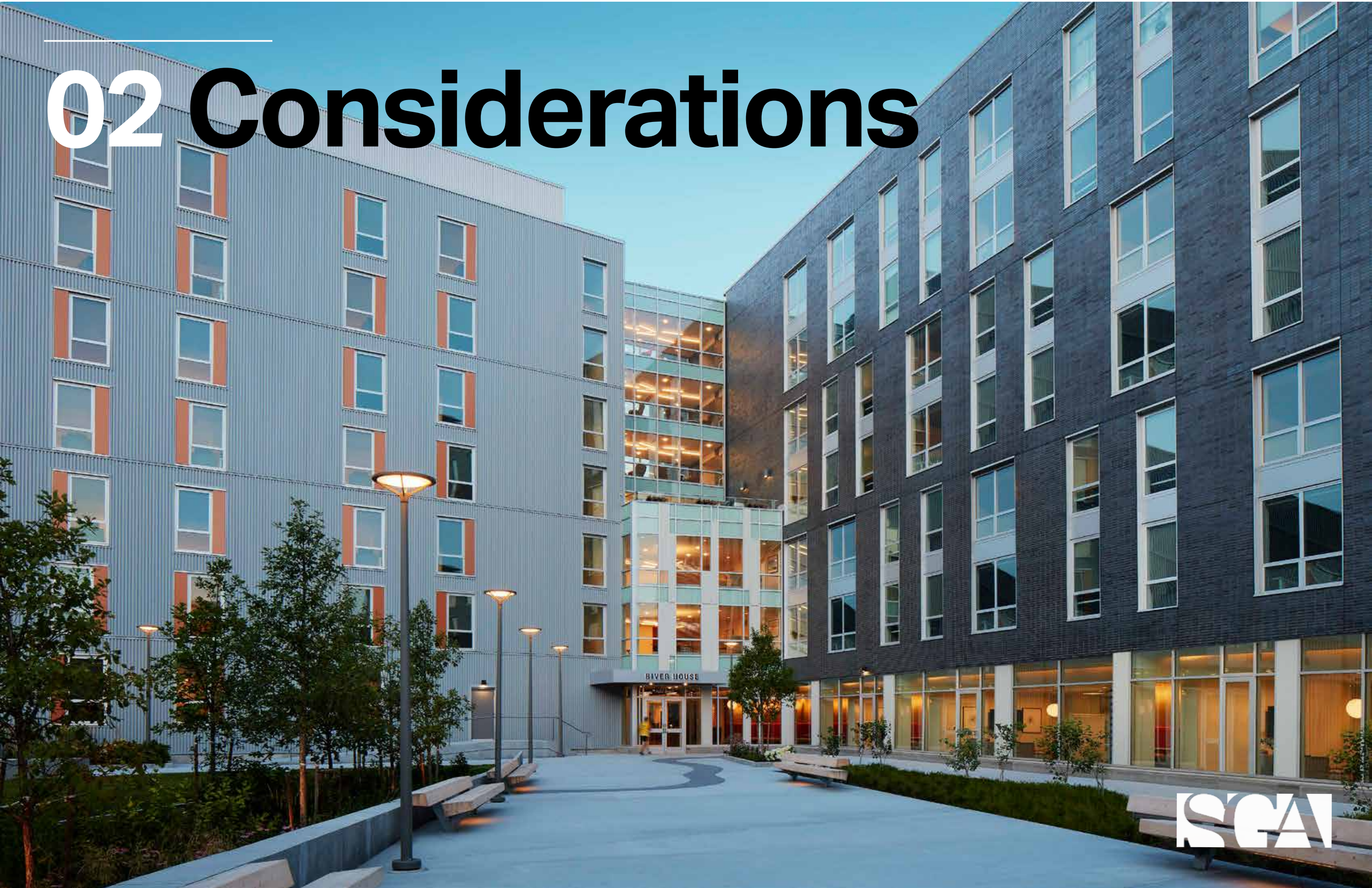
Ranging anywhere from upper \$30s-upper \$40s/sf (Class B) and \$50s to \$70+/sf (Class A)

Boston Class B Buildings to highlight:

- Rents will be \$2-\$20 less per SF than Class A in same neighborhood
- We are seeing significant negative absorption in Class B and attribute this to Flight to Quality.
- Boston's Class B inventory = roughly 25.5mil GSF
- Industry experts expect the negative absorption to continue into 2023, meaning additional vacancies in Class B product.



02 Considerations



BIVER HOUSE

SCA

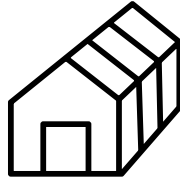
Considerations

01



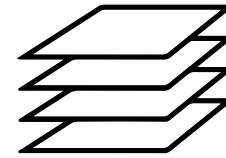
**Ground Floor Retail
Activation in Public
Realm**

02



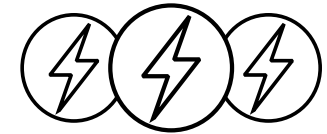
**Structural
Classifications +
Potential Upgrades**

03



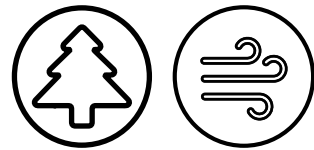
**Floor Plate Depth +
Proportions**

04



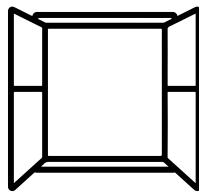
**MEP/FP Infrastructure
Upgrades / Energy
Code**

05



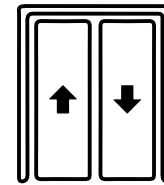
**Access to Fresh Air +
Outdoor Space**

06



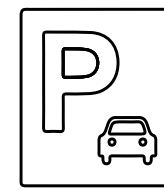
Windows / Envelope

07



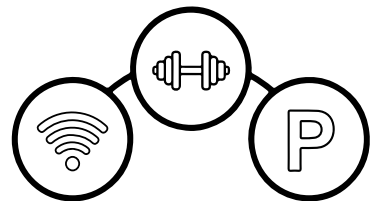
**Vertical
Transportation**

08



**Parking + Site
Circulation**

09



Amenities

10



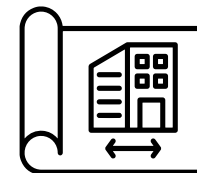
**Unit Mix /
Marketability**

11



Affordable Housing

12



Zoning Relief

01

Ground Floor Retail Activation in Public Realm

Is there street frontage that will support retail use?

Is there sufficient SF at the ground floor to support the kind of retail that would thrive in the neighborhood?

How will loading and deliveries be accommodated?



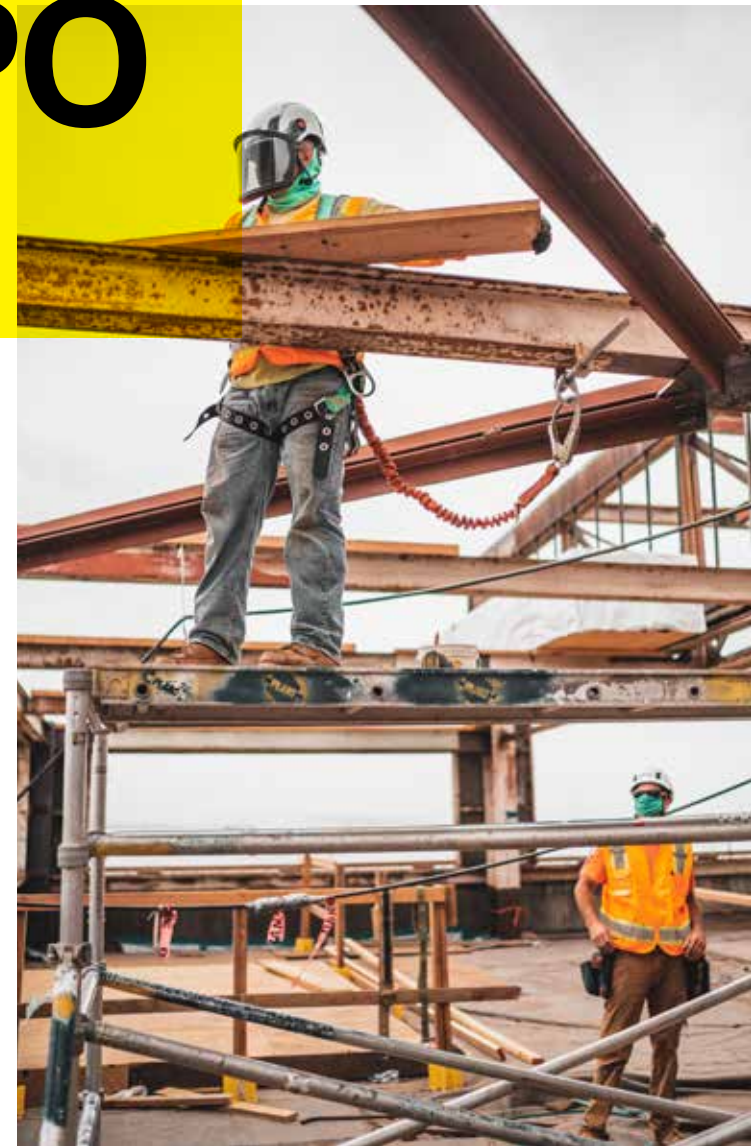
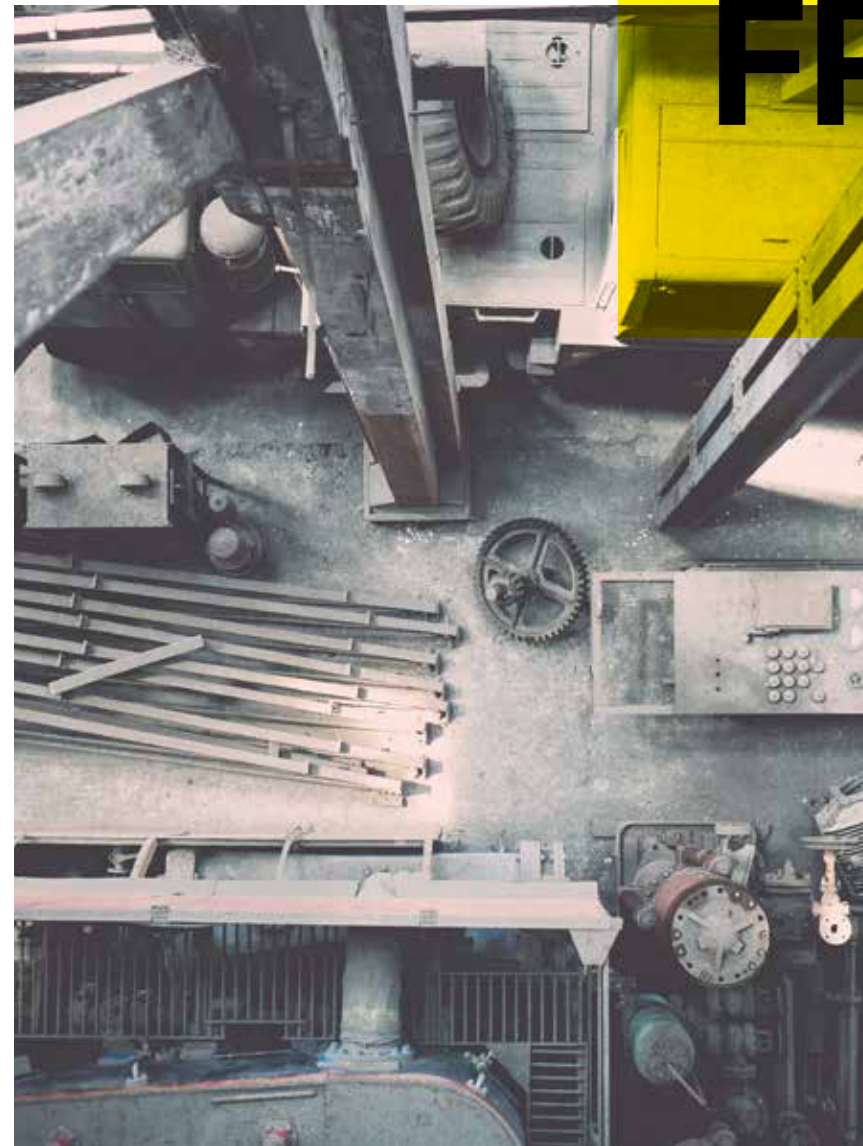
02

Structural Classification + Potential Upgrades

- Siesmic Upgrades
- Live Load Capacities
- Dead Load Capacities
- Construction Type

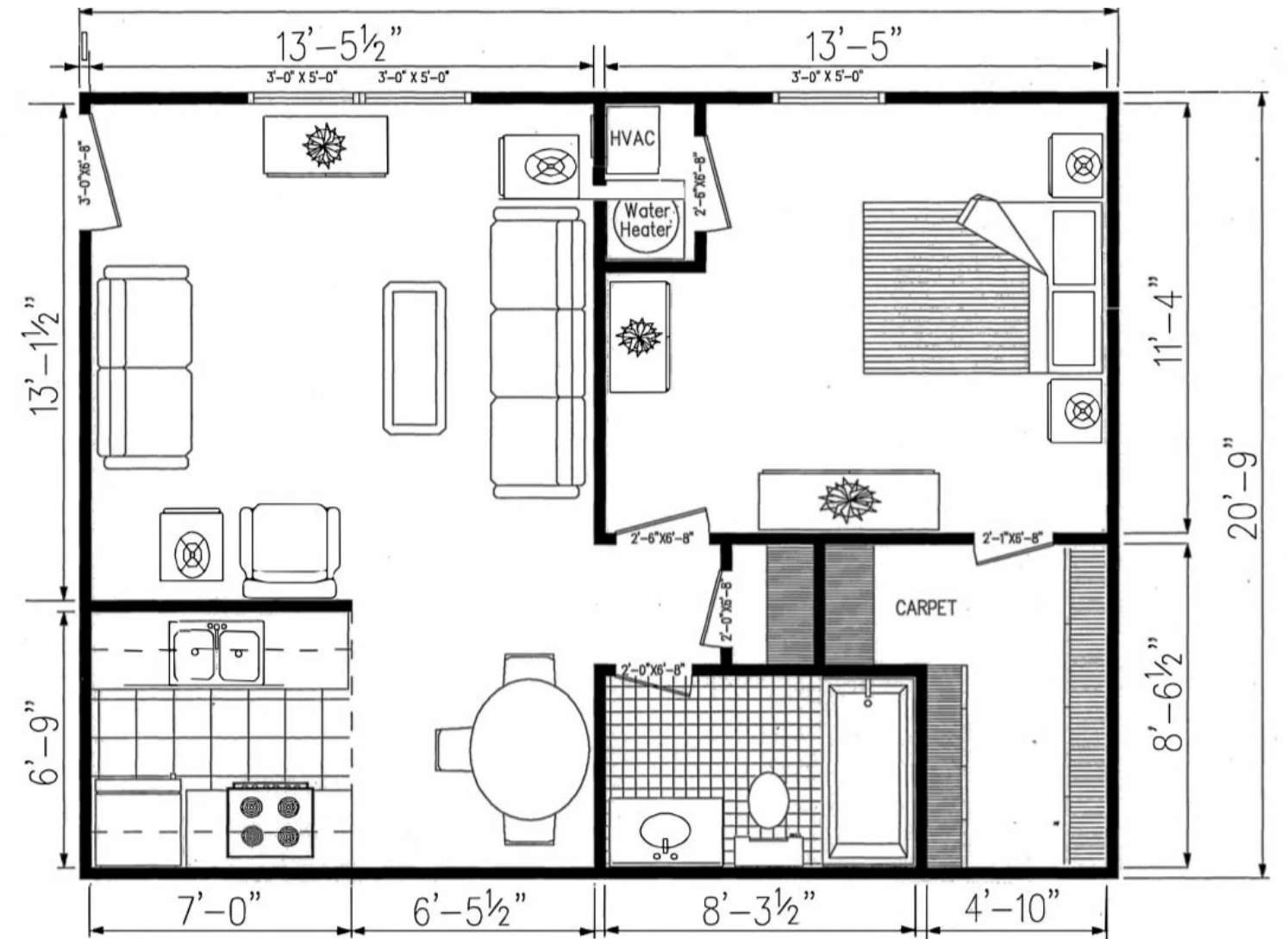
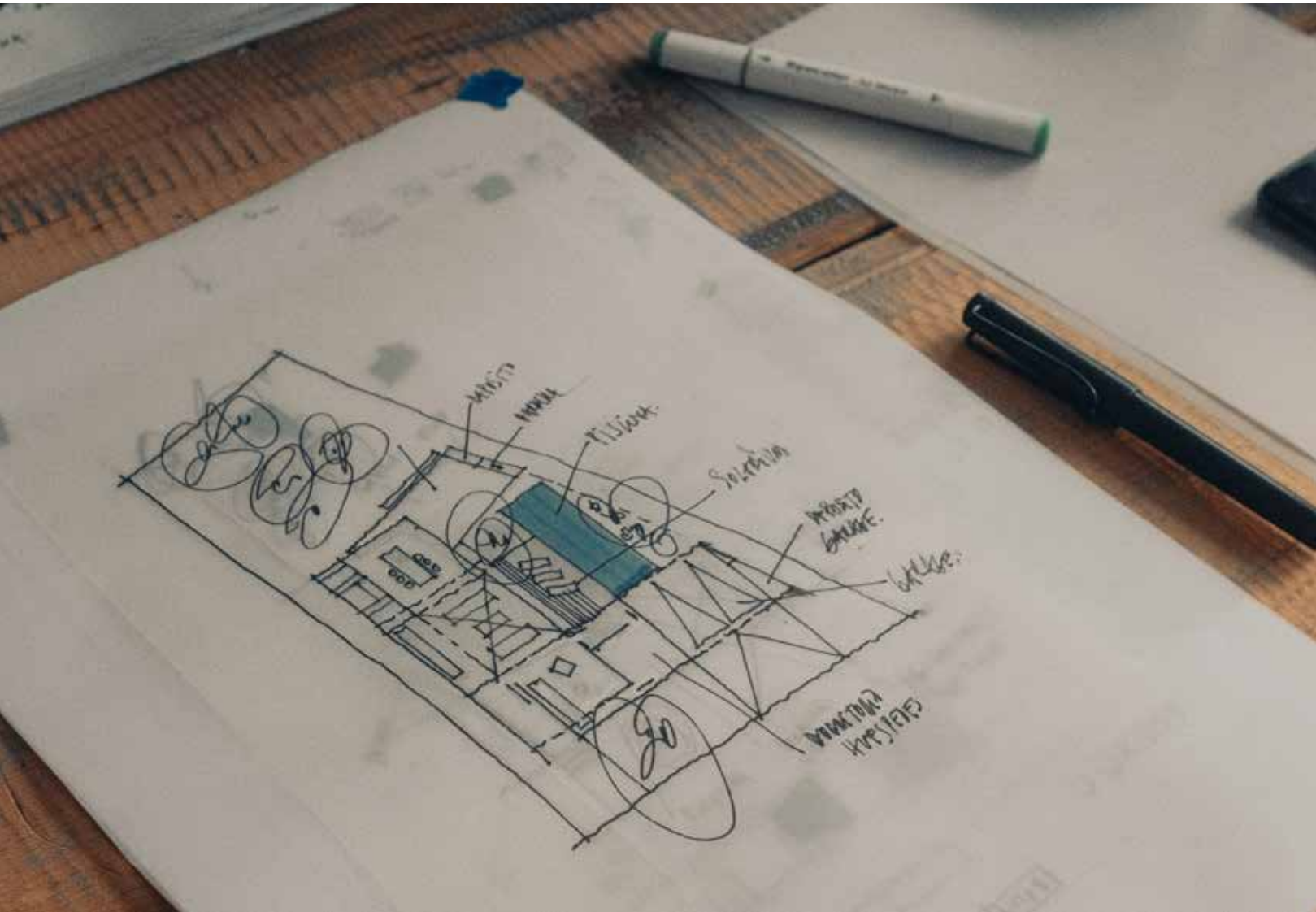


FPO



03

Floor Plate Depth + Proportions



04

MEP/FP Infrastructure Upgrades | Energy Code

- Age + Lifespan of Existing Equipment
- Capacity + Distribution
- Air Exchange / Zones
- Metering / Individual Units
- Envelope Performance / Perimeter Heat
- Path to Net Zero
- Available Utility Services
- Plumbing Demands
- Operations + Maintenance
- Berdo / Commissioning / Testing Measuring



05

Access to Fresh Air + Outdoor Space

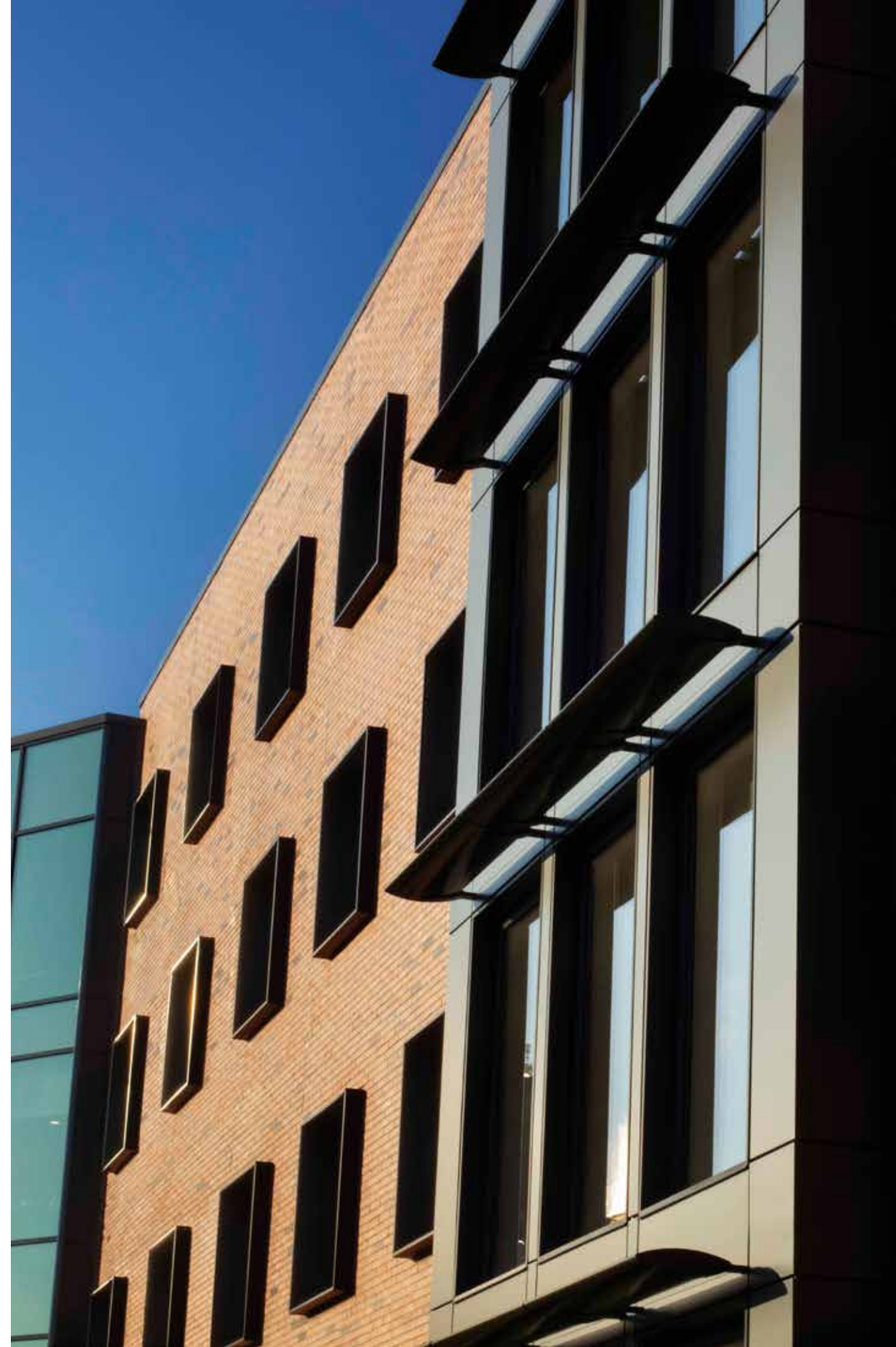
- Dedicated Outdoor Space
- Shared Outdoor Space + Amenities



06

Windows | Envelope

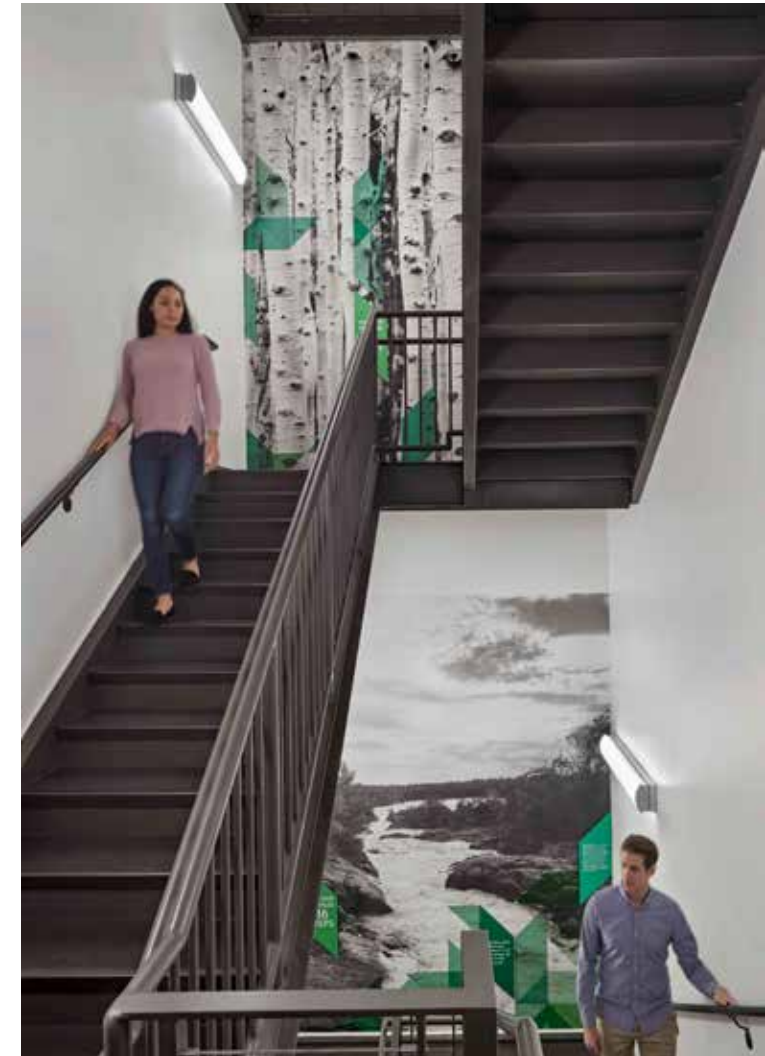
- Operable Windows
- Thermal Performance
- Acoustics



07

Vertical Transportation

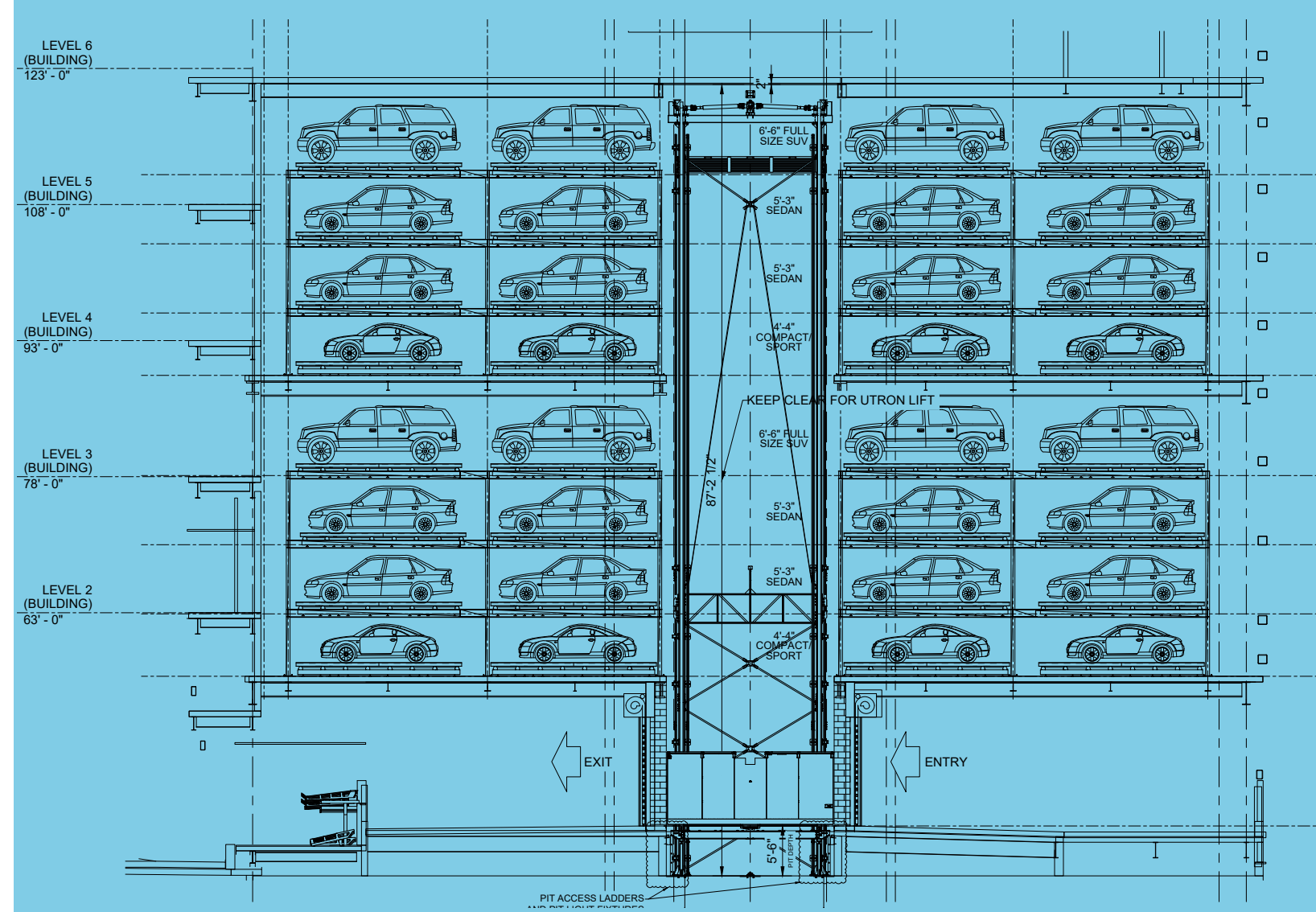
- Egress
- Capacity Travel Distances
- Dedicated Core (Mixed-Use)
- Freight
- Redundancy



08

Parking + Site Circulation

- Counts / Ratios
- Creative Solutions
- Creative Alternatives



09 Amenities

- Underutilized Space
- Creative Solutions
- Neighborhood Connections



10

Unit Mix / Marketability

- Unit Count Based on Underwriting
- Sizes and Mix Based on Competitive Set
- Level of Fit and Finish



11 Affordable Housing

How can we make projects pencil out from a capital funding point of view while contributing to the affordable housing initiatives put forth by city officials?



12 Zoning Relief

- As-of-Right Use/s
- As-of-Right FAR
- Height Restrictions
- Community + Neighborhood-Specific Restrictions



03 Opportunities



03 Offerings

- HIGHEST & BEST USE ANALYSIS
- ZONING STUDIES
- FEASIBILITY/DUE DILIGENCE
- ASSET STRATEGY/PORTFOLIO
- ARCHITECTURAL DESIGN
- USE CONVERSIONS
- ADAPTIVE RE-USE
- PRESERVATION
- RENOVATIONS/REVITALIZATION
- REPOSITIONING

- INTERIOR DESIGN
- RESIDENTIAL UNIT DESIGN
- BASE BUILDING/COMMON AREAS
- AMENITY PACKAGES
- ROOF DECKS/EXTERIOR AMENITIES
- RETAIL DESIGN
- RETAIL READY
- BOMA CALCULATIONS
- MARKETING SUPPORT
- 3D PHOTOREALISTIC RENDERING

- ANALYSIS
- ENTITLEMENTS
- PARKING/LOADING LAYOUTS
- SITE STRATEGIES
- BUILDING SCIENCES
- ENERGY/PERFORMANCE MODELING
- DAYLIGHTING
- SUSTAINABILITY STRATEGIES
- VIRTUAL DESIGN & CONSTRUCTION
- HIGH LEVEL CONCEPTUAL COST

Feasibility Checklist

How We Can Help?

- 1. Zoning relief required? If so, easily overcome?

- 2. Structural upgrades required? If so, within financial reach?

- 3. Efficient residential layouts possible?

- 4. MEP/FP Infrastructure upgrades required? If so, within financial reach?

- 5. Is access to fresh air/outdoor space achievable?

- 6. Operable windows achievable?

- 7. Acoustic unit separation easily achievable?

- 8. Are additional means of vertical transportation required? If so, within financial reach?

- 9. If there are parking requirements, can they be easily met?

- 10. Can we amenitize the building to remain competitive in the market?

- 11. Can we achieve desired unit count and unit mix?

- 12. Can we meet afford-ability goals without sacrificing financial feasibility?

04 Case Study



THANK YOU

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