BELOW MARKET RATE RENTAL HOUSING AGREEMENT

THIS BELOW MARKET RATE RENTAL HOUSING AGREEMENT ("Agreement") is entered into as of September 28, 2018, by and between the CITY OF MENLO PARK, a California municipal corporation (the "City"), and LIVE OAK LYTTON, LLC, a Delaware limited liability company (the "Lessee").

RECITALS

A. Lessee has a long-term ground lease on certain real property located in the City of Menlo Park, County of San Mateo, State of California (the "Property"), more particularly described in Exhibit A, attached hereto and incorporated herein by this reference. The Property is commonly known as 650-660 Live Oak Avenue and consists of assessor's parcel numbers 071-288-550 and 071-288-290.

B. The Property is owned by the Carol Ann Johnston Trust dated July 24, 1985 (the "Owner"). The obligations in this Agreement shall attach to that certain Ground Lease between Carol Ann Johnston, Trustee of the Carol Ann Johnston Trust Dated July 24, 1985 as Landlord and Live Oak Property Investments, LLC, a California limited liability company, or Assignee as Tenant Dated January 31, 2011 ("Ground Lease"). Lessee represents that Lessee has the authority under the Ground Lease to enter into this Agreement.

C. Lessee plans to develop the Property with a mixed-use project ("Project") consisting of 16,854 square feet of non-medical/dental office and 17 rental dwelling units. The Project is proposed at the Public Benefit Bonus level of development, which allows higher intensities in exchange for benefits provided to the public.

D. Pursuant to Menlo Park Municipal Code Chapter 16.96 ("BMR Ordinance"), and the City of Menlo Park BMR Housing Program Guidelines ("Guidelines") as adopted by the City Council of Menlo Park and amended from time to time, attached hereto as
Exhibit B, Lessee is required to provide approximately 0.53 BMR units as a result of the net increase in office square footage.

E. To address both compliance with the BMR Ordinance and the Guidelines for commercial developments and to provide an additional public benefit, Lessee is proposing that two (2) of the 17 dwelling units be rented to qualified "Low Income" households, as defined below. The "Low Income" rental units are hereinafter referred to as "BMR Units" (individually, "BMR Unit").

NOW, THEREFORE, the parties hereto agree as follows:

1. CONSTRUCTION OF THE IMPROVEMENTS.

1.1 Construction of the Project. The Lessee agrees to construct the Project in accordance with the Menlo Park Municipal Code and all other applicable local codes, rehabilitation standards, ordinances and zoning ordinances.

1.2 City and Other Governmental Permits. Before commencement of the Project, the Lessee shall secure or cause its contractor to secure any and all permits which may be required by the City or any other governmental agency affected by such construction, including without limitation building permits. The Lessee shall pay all necessary fees and timely submit to the City final drawings with final corrections to obtain such permits; City staff will, without incurring liability or expense therefore, process applications in the ordinary course of business for the issuance of building permits and certificates of occupancy for construction that meets the requirements of the Menlo Park Municipal Code, and all other applicable laws and regulations.

1.3 Compliance With Laws. The Lessee shall carry out the design, construction and operation of the Project in conformity with all applicable laws, including all applicable state labor standards, City zoning and development standards, building, plumbing, mechanical and electrical codes, and all other provisions of the Menlo Park Municipal Code, and all applicable disabled and handicapped access requirements, including without limitation the Americans With Disabilities Act, 42 U.S.C. Section 12101, et seq., Government Code Section 4450, et seq., Government Code Section 11135, et seq., and the Unruh Civil Rights Act, Civil Code Section 51, et seq.

2. OPERATION OF HOUSING

2.1 BMR Units. As described in Recital D. above, the Lessee agrees to make available, restrict occupancy to, and lease two (2) of the Project's residential rental units on the Property to Low Income Households, pursuant to the terms set forth below. The BMR Units shall be of a quality comparable to all of the other rental units in the Project. The BMR Units shall be distributed in accordance with Exhibit C. Thereafter, the location of the individual BMR Units may float to the next available unit of the same unit type and as otherwise necessary for the smooth and professional maintenance of the Project provided that the distribution of BMR Units are equitably disbursed throughout the Project and the City's Director of Community Development ("Director") shall be notified of any change or relocation of BMR Units by Lessee.
For purposes of this Agreement, "Low Income Households" shall mean those households with incomes that do not exceed sixty percent (60%) of San Mateo County median income, adjusted for family size, as established and amended from time to time by the United States Department of Housing and Community Development ("HCD").

On or before July 1 of each year, commencing with the calendar year that the first residential unit in the Project is rented to a tenant, and annually thereafter, the Lessee shall obtain from each household occupying a BMR Unit and submit to the City a completed income computation and certification form, which shall certify that the income of the household is truthfully set forth in the income certification form, in the form attached hereto as Exhibit D unless a different form is proposed by Lessee and approved by the Director. The Lessee shall certify that each household leasing a BMR Unit meets the income and eligibility restrictions for the BMR Unit.

The Property, provided that the Project remains on the Property, shall be subject to the requirements of this Article 2 from the date first set forth above until the fifty-fifth (55th) anniversary of such date. The duration of this requirement shall be known as the "Affordability Period."

2.2 Affordable Rent. The maximum Monthly Rent chargeable for the BMR Units and paid by a Low Income Household shall be thirty percent (30%) of the Low Income Limits, adjusted for family size, as established and amended from time to time by the HCD. The Monthly Rent for the BMR Units rented to Low Income Households and paid by the household shall be based on an assumed average occupancy per unit of one person per studio unit or one person per bedroom, unless otherwise approved by the Director for an unusually large unit with a maximum of one person per bedroom, plus one.

For purposes of this Agreement, "Monthly Rent" means the total of monthly payments made by the tenant for (a) use and occupancy of each BMR Unit and land and facilities associated therewith, (b) any separately charged fees or service charges assessed by the Lessee which are required of all tenants, other than security deposits, (c) a reasonable allowance for an adequate level of service of utilities not included in (a) or (b) above, and which are not paid directly by the Lessee, including garbage collection, sewer, water, electricity, gas and other heating, cooking and refrigeration fuels, but not including telephone service, and (d) possessority interest, taxes or other fees or charges assessed for use of the land and facilities associated therewith by a public or private entity other than Lessee. A sample utility allowance schedule prepared by San Mateo County as of the date of this Agreement is attached as Exhibit E.

2.3 Agreement to Limitation on Rents. As described in the Recitals above, Lessee has received additional development capacity from the City for the Project under the Public Benefit Bonus provisions of the El Camino Real/Downtown Specific Plan, which is a form of assistance specified in Chapter 4.3 (commencing with Section 65915) of Division 1 of Title 7 of the Government Code. Sections 1954.52(b) and 1954.53(a)(2) of the Costa-Hawkins Act provide that, where a developer has received such assistance, certain provisions of the Costa-Hawkins Act do not apply if a developer has so agreed by contract. The Lessee hereby agrees to limit Monthly Rent as provided in this Agreement.
in consideration of the Lessee's receipt of the assistance and further agrees that any limitations on Month Rents imposed on the BMR Units are in conformance with the Costa-Hawkins Act. The Lessee further warrants and covenants that the terms of this Agreement are fully enforceable.

2.4 Lease Requirements. Within forty-five (45) days of the date of this Agreement, the Lessee shall submit a standard lease form for approval by the Director. The City shall reasonably approve such lease form upon finding that such lease form is consistent with this Agreement and contains all of the provisions required pursuant to the Guidelines. The Lessee shall enter into a written lease, in the form approved by the City, with each new tenant of a BMR Unit upon such tenant's rental of the BMR Unit. Each lease shall be for an initial term of not less than one year, and shall not contain any of the provisions which are prohibited pursuant to the Guidelines.

2.5 Selection of Tenants. Each BMR Unit shall be leased to tenant(s) selected by the Lessee who meet all of the requirements provided herein, and, to the extent permitted by law, with priority given to those eligible households who either live or work in the City of Menlo Park. The City may, from time to time, provide to the Lessee names of persons who have expressed interest in renting BMR Units for the purposes of adding such interested persons to Lessee's waiting list, to be processed in accordance with Lessee's customary policies. The Lessee shall not refuse to lease to a holder of a certificate or a rental voucher under the Section 8 program or other tenant-based assistance program, who is otherwise qualified to be a tenant in accordance with the approved tenant selection criteria.

2.6 Maintenance. The Lessee shall maintain or cause to be maintained the Property and the interior and exterior of the Project in a decent, safe and sanitary manner, and the standard of maintenance of first class multifamily apartment projects within San Mateo County, California of the age of the improvements. If at any time Lessee fails to maintain the Property or the Project in accordance with this Agreement and such condition is not corrected within five (5) days after written notice from the City with respect to graffiti, debris, waste material, and general maintenance, or thirty (30) days after written notice from the City with respect to landscaping and building improvements (or such longer time in accordance with Section 3.1 hereof), then the City, in addition to whatever remedy it may have at law or at equity, shall have the right to enter upon the applicable portion of the Property and perform all acts and work necessary to protect, maintain, and preserve the Property and the Project, and to attach a lien upon the Property, or to assess the Property, in the amount of the expenditures arising from such acts and work of protection, maintenance, and preservation by the City and/or costs of such cure, including a reasonable administrative charge, which amount shall be promptly paid by Lessee to the City upon demand.

2.7 Monitoring and Recordkeeping. Throughout the Affordability Period, Lessee shall comply with all applicable recordkeeping and monitoring requirements set forth in the Guidelines and shall annually complete and submit to City by July 1st a Certification of Continuing Program Compliance in a form approved by the City. Representatives of the City shall be entitled to enter the Property, upon at least twenty-
four (24) hour prior written notice, to monitor compliance with this Agreement, to inspect the records of the Project with respect to the BMR Units, and to conduct, or cause to be conducted, an independent audit or inspection of such records. The Lessee agrees to cooperate with the City in making the Property available for such inspection or audit. If for any reason the City is unable to obtain the Lessee's consent to such an inspection or audit, the Lessee understands and agrees that the City may obtain at Lessee's expense an administrative inspection warrant or other appropriate legal order to obtain access to and search the Property. The Lessee agrees to maintain records in businesslike manner, and to maintain such records for the fifty-five (55) year term of this Agreement.

2.8 Non-Discrimination Covenants. Lessee covenants by and for itself, and all persons claiming under or through them that there shall be no discrimination against or segregation of any person or group of persons on account of race, color, religion, sex, marital status, familial status, disability, national origin, or ancestry in the sale, lease, sublease, transfer, use, occupancy, tenure, or enjoyment of the Property, nor shall Lessee itself or any person claiming under or through it, establish or permit any such practice or practices of discrimination or segregation with reference to the selection, location, number, use or occupancy of tenants, lessees, subtenants, sublessees, or vendees in the Property.

2.9 Subordination. This Agreement shall run with the land. At Lessee's option, this Agreement shall be subordinate to the lien of the deeds of trust and other financing documents which secure the financing used to construct and/or operate the Project, provided any such financing does not exceed eighty percent (80%) of the fair market value of the appraised fair market value of the Lessee's interest in the Property at the time of any such subordination. The City Manager (or designee) is hereby authorized to execute such subordination agreements and/or such other documents as may be necessary to evidence such subordination.

3. DEFAULT AND REMEDIES

3.1 Events of Default. The following shall constitute an "Event of Default" by Lessee under this Agreement: there shall be a material breach of any condition, covenant, warranty, promise or representation contained in this Agreement and such breach shall continue for a period of thirty (30) days after written notice thereof to the defaulting party without the defaulting party curing such breach, or if such breach cannot reasonably be cured within such thirty (30) day period, commencing the cure of such breach within such thirty (30) day period and thereafter diligently proceeding to cure such breach; provided, however, that if a different period or notice requirement is specified for any particular breach under any other paragraph of Section 3 of this Agreement, the specific provision shall control.

3.2 Remedies. The occurrence of any Event of Default under Section 3.1 shall give the non-defaulting party the right to proceed with an action in equity to require the defaulting party to specifically perform its obligations and covenants under this Agreement or to enjoin acts or things which may be unlawful or in violation of the provisions of this Agreement, and the right to terminate this Agreement.
3.3 **Obligations Personal to Lessee.** The liability of the Lessee under this Agreement to any person or entity is limited to the Lessee's interest in the Project, and the City and any other such persons and entities shall look exclusively thereto for the satisfaction of obligations arising out of this Agreement or any other agreement securing the obligations of the Lessee under this Agreement. From and after the date of this Agreement, no deficiency or other personal judgment, nor any order or decree of specific performance (other than pertaining to this Agreement, any agreement pertaining to any Project or any other agreement securing the Lessee's obligations under this Agreement), shall be rendered against the Lessee, the assets of the Lessee (other than the Lessee's interest in the Project), its partners, members, successors, transferees or assigns and each of their respective officers, directors, employees, partners, agents, heirs and personal representatives, as the case may be, in any action or proceeding arising out of this Agreement or any agreement securing the obligations of the Lessee under this Agreement, or any judgment, order or decree rendered pursuant to any such action or proceeding. No subsequent owner of the Project shall be liable or obligated for the breach or default of any obligations of the Lessee under this Agreement on the part of any prior Lessee. Such obligations are personal to the person who was the Lessee at the time the default or breach was alleged to have occurred and such person shall remain liable for any and all damages occasioned thereby even after such person ceases to be the Lessee. Each Lessee shall comply with and be fully liable for all obligations the Lessee hereunder during its period of ownership of the Project.

3.4 **Force Majeure.** Subject to the party's compliance with the notice requirements as set forth below, performance by either party hereunder shall not be deemed to be in default, and all performance and other dates specified in this Agreement shall be extended, where delays or defaults are due to causes beyond the control and without the fault of the party claiming an extension of time to perform, which may include, without limitation, the following: war, insurrection, strikes, lockouts, riots, floods, earthquakes, fires, assaults, acts of God, acts of the public enemy, epidemics, quarantine restrictions, freight embargoes, lack of transportation, governmental restrictions or priority, litigation, unusually severe weather, inability to secure necessary labor, materials or tools, acts or omissions of the other party, or acts or failures to act of any public or governmental entity (except that the City's acts or failure to act shall not excuse performance of the City hereunder). An extension of the time for any such cause shall be for the period of the enforced delay and shall commence to run from the time of the commencement of the cause, if notice by the party claiming such extension is sent to the other party within thirty (30) days of the commencement of the cause.

3.5 **Attorneys' Fees.** In addition to any other remedies provided hereunder or available pursuant to law, if either party brings an action or proceeding to enforce, protect or establish any right or remedy hereunder, the prevailing party shall be entitled to recover from the other party its costs of suit and reasonable attorneys' fees.

3.6 **Remedies Cumulative.** No right, power, or remedy given by the terms of this Agreement is intended to be exclusive of any other right, power, or remedy; and each and every such right, power, or remedy shall be cumulative and in addition to every other
right, power, or remedy given by the terms of any such instrument, or by any statute or otherwise.

3.7 Waiver of Terms and Conditions. The City may, in its sole discretion, waive in writing any of the terms and conditions of this Agreement. Waivers of any covenant, term, or condition contained herein shall not be construed as a waiver of any subsequent breach of the same covenant, term, or condition.

3.8 Non-Liability of City Officials and Employees. No member, official, employee or agent of the City shall be personally liable to the Lessee or any occupant of any BMR Unit, or any successor in interest, in the event of any default or breach by the City or for any amount which may become due to the Lessee or its successors, or on any obligations under the terms of this Agreement.

4. GENERAL PROVISIONS

4.1 Guidelines. This Agreement incorporates by reference the provisions of Sections 1, 2, 5.1, 5.2, 5.3, 7.2.4, 7.2.5, 11.1.1, 11.2.2, 11.1.3, 11.1.5, 11.1.6, 11.1.7 and 11.1.8, and of the Guidelines as of the date of this Agreement and any successor sections as the Guidelines may be amended from time to time and expresses the entire obligations and duties of Lessee with respect to the Lessee's obligations under the Guidelines. No other requirements or obligations under the Guidelines shall apply to Lessee except as expressly provided for in this Agreement. In the event of any conflict or ambiguity between this Agreement, the requirements of state and federal fair housing laws and the Guidelines, the terms and conditions of this Agreement and the requirements of state and federal fair housing laws shall control.

4.2 Time. Time is of the essence in this Agreement.

4.3 Notices. Any notice requirement set forth herein shall be deemed to be satisfied three (3) days after mailing of the notice first-class United States certified mail, postage prepaid, or by personal delivery, addressed to the appropriate party as follows;
Lessee: Live Oak Lytton LLC
c/o The Minkoff Group
6272 Virgo Rd
Oakland CA 94611
Attention: Daniel Minkoff
Email: dminkoff@minkoffgroup.com

City: City of Menlo Park
701 Laurel Street
Menlo Park, California 94025-3483
Attention: City Manager
Fax: (650) 328-7935

Such addresses may be changed by notice to the other party given in the same manner as provided above.

4.4 Successors and Assigns. This Agreement constitutes a covenant and legal restriction on the Property and shall run with the land, provided the Project remains on the Property, and all of the terms, covenants and conditions of this Agreement shall be binding upon the Lessee and the permitted successors and assigns of the Lessee. If the Project remains on the Property, during the Affordability Period, this Agreement shall survive the termination of the Ground Lease. Whenever the term "Lessee" is used in this Agreement, such term shall include any other permitted successors and assigns as herein provided. Owner shall provide or cause Lessee to provide City notice of any change to the Lessee under the Ground Lease.

4.5 Intended Beneficiaries. The City is the intended beneficiary of this Agreement, and shall have the sole and exclusive power to enforce this Agreement. It is intended that the City may enforce this Agreement in order to, satisfy its obligations to improve, increase and preserve affordable housing within the City, as required by the Guidelines, and to provide that a certain percentage of new housing is made available at affordable housing cost to persons and families of very low income, as required by the Guidelines. No other person or persons, other than the City and the Lessee and their assigns and successors, shall have any right of action hereon.

4.6 Partial Invalidity. If any provision of this Agreement shall be declared invalid, illegal, or unenforceable, the validity, legality, and enforceability of the remaining provisions hereof shall not in any way be affected or impaired.

4.7 Governing Law. This Agreement and other instruments given pursuant hereto shall be construed in accordance with and be governed by the laws of the State of California. Any references herein to particular statutes or regulations shall be deemed to refer to successor statutes or regulations, or amendments thereto. The venue for any action shall be the County of San Mateo.

4.8 Amendment. This Agreement may not be changed orally, but only by agreement in writing signed by Lessee and the City.
4.9 Approvals. Where an approval or submission is required under this Agreement, such approval or submission shall be valid for purposes of this Agreement only if made in writing. Where this Agreement requires an approval or consent of the City, such approval may be given on behalf of the City by the City Manager or his or her designee. The City Manager or his or her designee is hereby authorized to take such actions as may be necessary or appropriate to implement this Agreement, including without limitation the execution of such documents or agreements as may be contemplated by this Agreement, and amendments which do not substantially change the uses or restrictions hereunder, or substantially add to the costs of the City hereunder.

IN WITNESS WHEREOF, the parties hereto have executed this Affordable Housing Agreement as of the date and year set forth above.

LESSEE:

LIVE OAK LYTTON LLC, a Delaware limited liability company

By: KENSON GROUP LLC, a California limited Liability Company, its Manager

By: [Signature]

Pamela P. S. Fong, its Manager

CITY:

CITY OF MENLO PARK, a California municipal corporation

By: [Signature]

City Manager
State of California  
County of San Mateo County  

On July 2, 2020 before me, Neetu Salwan, Notary Public, personally appeared, Starla Jerome-Robinson who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under penalty of perjury under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Neetu Salwan  
Notary Public, San Mateo County  
Commission #2278678  
Expires 02-24-2023
STATE OF CALIFORNIA

COUNTY OF SANTA CLARA

On March 22nd, 2019 before me, personally appeared PAMELA T. S. FONG, who proved to me on the basis of satisfactory evidence to be the person whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

SIGNED for and in the presence of me, a notary public in and for the State of California, who is qualified to act as such, and who is known to me to be a person upon whom the law of this State confers power to act as such a notary public.

[Signature]

Notary Public

Place Notary Seal Above

DESCRIPTION OF ATTACHED DOCUMENT

Title or Type of Document: Below Market Rate Rental Housing

Document Date: ________________________ Number of Pages: ________________________

SIGNER(S) OTHER THAN NAMED ABOVE: ________________________

CAPACITY(IES) CLAIMED BY SIGNER(S)

Signer's Name: ________________________

☐ Corporate Officer — Title(s):

☐ Partner — ☐ Limited ☐ General

☐ Individual ☐ Attorney in Fact

☐ Trustee ☐ Guardian or Conservator

☐ Other: ________________________

Signer Is Representing: ________________________

Signer's Name: ________________________

☐ Corporate Officer — Title(s):

☐ Partner — ☐ Limited ☐ General

☐ Individual ☐ Attorney in Fact

☐ Trustee ☐ Guardian or Conservator

☐ Other: ________________________

Signer Is Representing: ________________________
ACKNOWLEDGED:

Carol Ann Johnston  
Owner

ATTEST:

For City Clerk  
NEETU SALWAN

List of Exhibits

Exhibit A: Property Description
Exhibit B: Below Market Rate Housing Program Guidelines
Exhibit C: Initial Distribution of BMR Units
Exhibit D: Compliance Forms and Certifications
Exhibit E: Sample Utility Allowance
CALIFORNIA ALL- PURPOSE
CERTIFICATE OF ACKNOWLEDGMENT

A notary public or other officer completing this certificate verifies only the identity
of the individual who signed the document to which this certificate is attached,
and not the truthfulness, accuracy, or validity of that document.

State of California  
County of Orange  

On 6-27-2020 before me, Melinda Janning, Notary Public,
(Here insert name and title of the officer)
personally appeared Carol Ann Johnston,
who proved to me on the basis of satisfactory evidence to be the person(s) whose
name(s) is/are subscribed to the within instrument and acknowledged to me that
he/she/they executed the same in his/her/their authorized capacity(ies), and that by
his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of
which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that
the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Melinda Janning  
(Notary Public Signature)  
(Notary Public Seal)

INSTRUCTIONS FOR COMPLETING THIS FORM

This form complies with current California statutes regarding notary wording and,
if needed, should be completed and attached to the document. Acknowledgments
from other states may be completed for documents being sent to that state so long
as the wording does not require the California notary to violate California notary
law.

• State and County information must be the State and County where the document
  signer(s) personally appeared before the notary public for acknowledgment.

• Date of notarization must be the date that the signer(s) personally appeared which
  must also be the same date the acknowledgment is completed.

• The notary public must print his or her name as it appears within his or her
  commission followed by a comma and then your title (notary public).

• Print the name(s) of document signer(s) who personally appear at the time of
  notarization.

• Indicate the correct singular or plural forms by crossing off incorrect forms (i.e.
  he/she/they, is / are) or circling the correct forms. Failure to correctly indicate this
  information may lead to rejection of document recording.

• The notary seal impression must be clear and photographically reproducible.
  Impression must not cover text or lines. If seal impression smudges, re-seal if a
  sufficient area permits, otherwise complete a different acknowledgment form.

• Signature of the notary public must match the signature on file with the office of
  the county clerk.

• Additional information is not required but could help to ensure this
  acknowledgment is not misused or attached to a different document.

• Indicate title or type of attached document, number of pages and date.

• Indicate the capacity claimed by the signer. If the claimed capacity is a
  corporate officer, indicate the title (i.e. CEO, CFO, Secretary).

• Securely attach this document to the signed document with a staple.
Exhibit A

Legal Description of Property
EXHIBIT A

Property Description
LEGAL DESCRIPTION

Real property in the City of Menlo Park, County of San Mateo, State of California, described as follows:

PARCEL ONE:

BEING A PORTION OF SUBDIVISION NO. 10, AS SAME IS DESIGNATED ON THE MAP ENTITLED "PARTITION MAP IN THE SUIT OF KATE JOHNSON ESTATE COMPANY, ET AL., VS. CLARA TURNBULL ET AL., WHICH MAP WAS FILED IN THE OFFICE OF THE RECORDER OF THE COUNTY OF SAN MATEO, STATE OF CALIFORNIA ON FEBRUARY 26, 1907 IN LIBER 135 OF DEEDS AT PAGE 45 AND FOLLOWING SAID MAP BEING ON PAGES 62 AND 63. BEGINNING AT A POINT ON THE NORTHWEST LINE OF LIVE OAK STREET DISTANT THEREON 173.45 FEET FROM THE INTERSECTION OF THE NORTHWEST LINE OF LIVE OAK STREET WITH THE SOUTHWEST LINE OF THE MAIN COUNTY ROAD, WHICH EXTENDS FROM THE CITY AND COUNTY OF SAN FRANCISCO TO THE CITY OF SAN JOSE, THROUGH THE TOWN OF MENLO PARK AS SAID ROAD EXISTED PRIOR TO THE WIDENING THEREOF; THEN NORTH 56° 37' WEST 169.2 FEET, THENCE SOUTH 33° 23' WEST 41.27 FEET; THENCE SOUTH 56° 37' EAST 169.2 FEET TO THE NORTHWEST LINE OF LIVE OAK STREET; THEN NORTH 33° 23' EAST ALONG SAID LINE OF LIVE OAK STREET 41.27 FEET, MORE OR LESS TO THE POINT OF BEGINNING.

PARCEL TWO:

PORTION OF LOT 11, AS DESIGNATED ON THE MAP ENTITLED, "REFEREES PARTITION MAP OF PROPERTY AT MENLO, SAN MATEO COUNTY, CALIFORNIA", WHICH MAP WAS FILED IN THE OFFICE OF THE RECORDER OF THE COUNTY OF SAN MATEO, STATE OF CALIFORNIA ON FEBRUARY 26, 1907 IN BOOK OF 135 OF DEEDS AT PAGE 62 AND COPIED INTO BOOK 19 OF MAPS AT PAGE 20, AND MORE PARTICULARLY DESCRIBED AS FOLLOWS:

BEGINNING AT A POINT ON THE NORTHWESTERLY LINE OF LIVE OAK AVENUE; DISTANT THEREON SOUTHWESTERLY 214.72 FEET FROM THE INTERSECTION OF SAID LINE OF LIVE OAK AVENUE WITH THE SOUTHWESTERLY LINE OF EL CAMINO REAL, AS SHOWN ON SAID MAP, RUNNING THENCE SOUTHWESTERLY ALONG SAID LINE OF LIVE OAK AVENUE, 91.27 FEET, THENCE NORTHWESTERLY ALONG THE SOUTHWESTERLY LINE OF LOT 11 ABOVE REFERRED TO 159.4 FEET, THENCE AT RIGHT ANGLES NORTHEASTERLY 91.27 FEET TO THE NORTHEASTERLY LINE OF LOT 11, THENCE SOUTHEASTERLY 169.4 FEET TO THE POINT OF BEGINNING.

PARCEL THREE:

PORTION OF LOT 12, AS DESIGNATED ON THE MAP ENTITLED "REFEREES PARTITION MAP OF PROPERTY AT MENLO, SAN MATEO COUNTY, CALIFORNIA", SHOWING THE DIVISION THEREOF AMONG THE RESPECTIVE OWNERS AS DIVIDED AND ALLOTTED BY THE REFEREES IN THE PARTITION SUIT ENTITLED "KATE JOHNSON ESTATE COMPANY ET AL., VS. CLARA TURNBULL ET AL.; SUPERIOR COURT OF THE CITY AND COUNTY OF SAN FRANCISCO, STATE OF CALIFORNIA", WHICH MAP WAS FILED IN THE OFFICE OF THE RECORDER OF THE COUNTY OF SAN MATEO, STATE OF CALIFORNIA ON FEBRUARY 26, 1907 IN BOOK 135 OF DEEDS, PAGES 62 AND 63, MORE PARTICULARLY DESCRIBED AS FOLLOWS:

BEGINNING AT A POINT ON THE NORTHWESTERLY LINE OF LIVE OAK STREET, DISTANT THEREON 305.99 FEET SOUTHWESTERLY FROM THE INTERSECTION OF THE SOUTHWESTERLY
LINE OF THE MAIN COUNTY ROAD WITH THE NORTHWesterly LINE OF LIVE OAK STREET, AS SAID STREET AND ROAD ARE SHOWN ON THE MAP ABOVE MENTIONED; SAID POINT OF BEGINNING BEING THE DIVIDING LINE BETWEEN LOTS 11 AND 12, AS SHOWN ON THE AFORESAID MAP; THENCE SOUTH 33° 23' WEST 46.00 FEET, ALONG SAID LINE OF LIVE OAK STREET; THENCE NORTH 56° 37' WEST 169.2 FEET; THENCE NORTH 33° 23' EAST AND PARALLEL WITH THE NORTHWesterLY LINE OF LIVE OAK STREET 46.00 FEET TO THE DIVIDING LINE BETWEEN LOTS 11 AND 12; THENCE SOUTH 56° 37' EAST ALONG THE DIVIDING LINE BETWEEN LOTS 11 AND 12, 169.2 FEET TO THE POINT OF BEGINNING.

Exhibit B

Below Market Rate Housing Program Guidelines

[See Attached]
EXHIBIT B

Below Market Rate Housing Program Guidance
BELOW MARKET RATE HOUSING PROGRAM
GUIDELINES

The rental BMR provisions contained in this document are not currently enforceable due to the Palmer court decision. The severability clause (13.6) allows the remainder of the guidelines to remain in effect. If changes are made to state law that allow the resumption of rental BMR programs, these provisions will be reinstated or changed as needed to comply with state law.

May 4, 2011

Income Limits/Section 14, Tables A and B Updated for 2015

Originally Adopted by City Council on January 12, 1988

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- December 17, 2002 (No Resolution)
- March 25, 2003 (Resolution No. 5433)
- January 13, 2004 (No Resolution)
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- March 2, 2010 (Resolution No. 5915)
- May 10, 2011 (No Resolution)
- May 6, 2014 (Resolution No. 6196)
## Table of Contents

1. Overview ........................................................................................................... 2

2. BMR Housing Agreement and Review Process .............................................. 2

3. Requirements for Developments by Type ...................................................... 3

4. BMR Program Requirements for On-Site BMR Units, Off-Site BMR Units and In Lieu Fees ................................................................. 6

5. Characteristics of BMR Units ........................................................................... 8

6. Eligibility Requirements for Households Applying to Purchase BMR Units... 10

7. BMR Waiting List for Rental and For-Purchase Units .................................... 14

8. The BMR Unit Purchase Process: Buyer Selection and Sale Procedures ... 16

9. Occupancy Requirements for Owner-Occupied BMR Units .......................... 19

10. Process for Resale of BMR Units ................................................................. 20

11. Requirements for BMR Rental Developments .......................................... 21

12. Equivalent Alternatives ................................................................................. 23

13. Below Market Rate Housing Fund and Severability Clause ...................... 23

14. Tables .............................................................................................................. 26-27
1. OVERVIEW

The high cost and scarcity of housing in Menlo Park have been caused in large part because the number of jobs in Menlo Park has grown, but the supply of housing has not increased significantly. A majority of new employees earn low- and moderate-incomes and are most severely impacted by the lack of affordable housing in Menlo Park. Because of the high cost of housing, families who seek to live in Menlo Park cannot afford to purchase homes here and are forced to rent. Many renters pay a disproportionately high amount of their incomes in rent.

1.1 Purpose. The City of Menlo Park's Below Market Rate (BMR) Housing Program is intended to increase the housing supply for households that have very low, low- and moderate-incomes compared to the median income for San Mateo County. The primary objective is to obtain actual housing units, either "rental" or "for sale," rather than equivalent cash. Occupancy of BMR units is determined according to these City Council established guidelines from those on a numbered waiting list maintained by the City or its designee.

1.2 Enabling Legislation. The Below Market Rate Housing Program is governed by Chapter 16.96 of the Municipal Code. The BMR Program is administered under these Below Market Rate Housing Program Guidelines ("Guidelines").

2. BMR HOUSING AGREEMENT AND REVIEW PROCESS

2.1 BMR Housing Agreement. Before acceptance of plans for review by the City of Menlo Park staff, a developer should provide a proposal for meeting the requirements of the Below Market Rate Housing Program. The proposal should include one or a combination of the following alternatives: a) Provision of BMR units on site; and/or b) Provision of BMR units off site; and/or c) Payment of an in lieu fee. These alternatives are listed in order of preference.

2.2 Review Steps. The following review steps apply to most development projects:

- City Staff will review a BMR For-Sale Agreement or the Affordability Restriction Agreement (collectively, "BMR Housing Agreement"), that has been prepared by the developer's attorney on a form substantially similar to that provided by the City and shall make a recommendation with respect to it to the Planning Commission and, if applicable, the City Council.

- The Planning Commission will review the application for development with the BMR Housing Agreement. The City Attorney must approve the BMR Housing Agreement prior to its review by the Planning Commission. If the City Council has final approval authority for the project, the Planning Commission will recommend the BMR Housing Agreement for
City Council approval. Otherwise the Planning Commission will approve the BMR Housing Agreement.

- The City Council grants approval of the BMR Housing Agreement for projects which it reviews. The BMR Housing Agreement must be immediately signed and recorded after City Council approval.

3. **REQUIREMENTS FOR DEVELOPMENTS BY TYPE**

3.1 **Commercial Developments.** The Below Market Rate Housing Program requires commercial developments which bring employees to Menlo Park to provide BMR units or to contribute to the BMR Housing Fund that is set up to increase the stock of housing for very low-, low- and moderate-income households, with preference for workers whose employment is located in the City of Menlo Park, and for City residents.

3.1.1 **Commercial Development Requirements.** Commercial buildings of ten thousand (10,000) square feet or more gross floor area are required to mitigate the demand for affordable housing created by the commercial development project. In order to do so, it is preferred that a commercial development project provide below market rate housing on-site (if allowed by zoning), or off-site, if on-site BMR units are infeasible. A density bonus of up to fifteen percent (15%) above the density otherwise allowed by zoning may be permitted when below market rate housing is provided on-site. The BMR Housing Agreement will detail the BMR Housing Program participation of a particular development.

Although the provision of actual BMR units is strongly preferred, it is not always possible to provide BMR housing units. In such cases, the developer shall pay a commercial in-lieu fee rather than provide actual BMR housing units. Commercial in lieu fees must be paid prior to the issuance of a building permit.

Commercial in lieu fees are charged at different rates to two groups based on the employee housing demand the uses produce. Group A uses are office and research and development (R & D). Group B uses are all other uses not in Group A.

Commercial in lieu fee rates are adjusted annually on July 1st. The amount of the adjustment is based on a five-year moving average of the percentage increase in the Consumer Price Index (Shelter Only) for All Urban Consumers in the San Francisco-Oakland-San Jose area.

(Refer to Section 14, Table D, for the current year's Commercial In lieu Fee Rates.)

3.1.2 **Applicability.** The BMR Housing Program applies to conditional use permits, conditional development permits, planned development permits, subdivision approvals, architectural control approvals, variance approvals and building permits for any commercial development. The BMR Housing Program also applies to the construction of any new square footage or any square footage that is converted
from an exempt use to a non-exempt use. Finally, the BMR Housing Program applies to the conversion of floor area from a less intensive use (Commercial/Industrial uses) to a more intensive use (Office/R&D).

3.1.3 Exemptions. The following are exempted from the BMR Housing Program:

(a) Private schools and churches;

(b) Public facilities;

(c) Commercial development projects of less than ten thousand (10,000) square feet; and

(d) Projects that generate few or no employees.

3.2 Residential Developments. The Below Market Rate Housing Program requires residential developments which use scarce residentially zoned land in Menlo Park to provide BMR units or to contribute to the BMR Housing Fund. The BMR Fund is set up to increase the stock of housing for very low-, low- and moderate-income families, with preference for workers whose employment is located in the City of Menlo Park, and for City residents.

3.2.1 Residential Development Requirements. Residential developments of five (5) or more units are subject to the requirements of the Below Market Rate Housing Program. These requirements also apply to condominium conversions of five (5) units or more. As part of the application for a residential development of five (5) or more units, the developer must submit a Below Market Rate Housing Agreement, in a form substantially similar to that provided by the City, which details the developer's plan for participation in the BMR Program. No building permit or other land use authorization may be issued or approved by the City unless the requirements of the BMR Program have been satisfied.

3.2.2 Condominium Conversions. If an apartment complex already participating in the BMR program elects to convert the complex to condominiums, then the existing BMR rental apartments shall be converted to BMR condominium units under the BMR Housing Program.

When market rate rental units are removed from the rental housing stock for conversion to condominiums, and they are not already participating in the BMR Program, then the project shall meet the same requirements as new developments to provide BMR units in effect at the time of conversion. When the property owner notifies the City of the intent to sell, the property owner shall notify any BMR tenants of such units of the pending sale and non-renewal of lease. Such tenant(s) shall be given the right of first refusal to purchase the unit. If the tenant seeks to purchase the unit, at the close of escrow the unit shall exist as a For-Sale BMR unit. If the tenant does not seek to purchase, the tenant shall vacate the unit at the expiration of the current lease term.
and the unit will be sold to an eligible third party according to the BMR Guidelines and held as a for-sale BMR unit. The tenant who vacates will have priority to move to other vacant BMR rental units in the City for two (2) years from the date the lease expired, regardless of the place of residence of the displaced BMR tenant.

3.3 **Mixed Use Developments.** Mixed use developments must comply with the requirements for commercial developments in the commercial portion of the development and must comply with the requirements for residential developments for the residential portion of the development.

3.4 **Required Contribution for Residential Development Projects.** All residential developments of five (5) units or more are required to participate in the BMR Program. The preferred BMR Program contribution for all residential developments is on-site BMR units. If that is not feasible, developers are required to pay an in lieu fee as described in Section 4.3. The requirements for participation increase by development size as shown below:

**One (1) to Four (4) Units.** Developers are exempt from the requirements of the BMR Housing Program.

**Five (5) to Nine (9) Units.** It is preferred that the developer provide one (1) unit at below market rate to a very low-, low-, or moderate-income household.

**Ten (10) to Nineteen (19) Units.** The developer shall provide not less than ten percent (10%) of the units at below market rates to very low-, low- and moderate-income households.

**Twenty (20) or More Units.** The developer shall provide not less than fifteen percent (15%) of the units at below market rates to very low-, low- and moderate-income households. On a case-by-case basis, the City will consider creative proposals for providing lower cost units available to lower income households such as smaller unit size, duet-style, and/or attached units that are visually and architecturally consistent with the market-rate units on the exterior, and that meet the City’s requirements for design, materials, and interior features of BMR units.

3.4.1 **Fraction of a BMR Housing Unit.** If the number of BMR units required for a residential development project includes a fraction of a unit, the developer shall provide either a whole unit, the preferred form of participation, or make a pro rata residential in lieu payment on account of such fraction per Section 4.3.

Example: A residential project is developed with 25 condominium units. The preferred BMR Program participation is 4 BMR units. In this case the developer would pay no in lieu fee. If the developer is able to demonstrate that producing four BMR units is not feasible, the developer would provide three BMR units, which is the required amount for a 20 unit project. The developer would be eligible for three bonus units for the three BMR units, and would pay in lieu fees for the remaining two market rate units in the development.
4. BMR PROGRAM REQUIREMENTS FOR ON-SITE BMR UNITS, OFF-SITE BMR UNITS AND IN LIEU FEES

4.1 On-Site BMR Units.

4.1.1 Initial Price for For-Sale Unit. The initial selling price of BMR For-Sale units is based on what is affordable to households with incomes at One Hundred Ten Percent (110%) of the median income related to household size, as established from time to time by the State of California Housing and Community Development Department (HCD) for San Mateo County. See Section 14, Table A.

4.1.2 Initial Price for Rental Unit. The initial monthly rental amounts for BMR rental units will be equal to or less than thirty percent (30%) of sixty percent (60%) of median income limits for City subsidized projects and thirty percent (30%) of Low-Income limits for non-subsidized private projects, minus eligible housing costs. In no case shall the monthly rental amounts for BMR units (subsidized or unsubsidized) exceed 75% of comparable market rate rents. The maximum rent for specific BMR units will be based on Section 14, Table B of the BMR Guidelines. See also Sections 11.1.1 and 11.1.2.

The purchase or rental price for BMR units shall be established and agreed upon in writing by the City Manager, or his or her designee, prior to final building inspection for such BMR units.

4.1.3 Bonus Unit. For each BMR unit provided, a developer shall be permitted to build one additional market rate (bonus) unit. However, in no event shall the total number of units in a development be more than fifteen percent (15%) over the number otherwise allowed by zoning.

4.2 Off-Site BMR Units. If authorized by the City as described in Section 2.2, developers may propose to provide BMR units at a site other than the proposed development. These off-site BMR units must be provided on or before completion of the proposed development and must provide the same number of units at below market rates to very low-, low- and moderate-income households as required for on-site developments. Such units may be new or existing. Provision by the developer and acceptance by the City of off-site units shall be described in the BMR Housing Agreement. Size, location, amenities and condition of the BMR units shall be among the factors considered by the City in evaluating the acceptability of the off-site BMR units. For existing units the developer shall be responsible for correcting, at his expense, all deficiencies revealed by detailed inspection of the premises by qualified inspectors, including a certified pest inspector.

The initial price or rent for the BMR units shall be established as stated in Sections 4.1.1 and 4.1.2 and in accordance with the BMR Income Guidelines in Section 14 in effect at the time the BMR unit is ready for sale or rent. Fractions of required BMR units shall be handled by provision of an in lieu fee for the market rate units for which no BMR unit is provided.
4.3 Residential In Lieu Payments Based on Sales Price.

4.3.1 Developments of Ten (10) or More Units. In developments of ten (10) or more units, the City will consider an in lieu payment alternative to required BMR units only if the developer substantiates to the City’s satisfaction that the BMR units cannot be provided on or off site. In developments of ten (10) or more units which provide BMR units, upon the close of escrow on the sale of each unit in the subdivision for which a BMR unit has not been provided, the developer shall pay to the City an in lieu payment calculated at three percent (3%) of the actual sales price of each unit sold. In lieu payments for fractions of BMR units shall be determined by disregarding any bonus units and as three percent (3%) of selling price of each market rate unit sold if the developer substantiates to the City’s satisfaction that the BMR units cannot be provided on or off-site.

If a portion of a BMR requirement is met by a provision of BMR units, and the developer substantiates to the City’s satisfaction that a sufficient number of BMR units cannot be provided on or off site, then BMR in lieu payments will be required from the sales of the number of market rate units (excluding bonus units) that is in proportion to the BMR requirement that is not met.

4.3.2 Developments of Five (5) to Nine (9) Units.

Residential In Lieu Payments Based on Sales Price. In developments of five (5) to nine (9) units, the City will consider an in lieu payment alternative to required BMR units only if the developer cannot provide an additional BMR unit. If providing an additional BMR unit is not feasible, developers are required to pay a residential in lieu fee as described below.

<table>
<thead>
<tr>
<th>Unit No.</th>
<th>In lieu fee for each unit</th>
</tr>
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<tbody>
<tr>
<td>1, 2 and 3</td>
<td>1% of the sales price</td>
</tr>
<tr>
<td>4, 5 and 6</td>
<td>2% of the sales price</td>
</tr>
<tr>
<td>7, 8 and 9</td>
<td>3% of the sales price</td>
</tr>
</tbody>
</table>

Example: In a development of 7 units, the BMR contribution would be, in order of preference: a) One BMR unit out of the seven units, with the possibility of a density bonus of one unit, or, if that is not feasible, b) Three units designated to pay an in lieu fee of 1% of the sales price, three units to pay in lieu fees of 2% of their sales prices and one unit to pay 3% of its sales price.

Units paying in lieu fees are designated so that they are distributed by unit size and location throughout the project.

In developments of 10 or more units which provide BMR units, upon the close of escrow on the sale of each unit in the subdivision for which a BMR unit has not been
provided, the developer shall pay to the City an in lieu payment calculated at 3% of the actual sales price of each unit sold.

Example: Two possible plans to meet the BMR requirement for a project of 15 housing units are, in order of preference: a) Two BMR units are provided, and no in lieu fees are paid, or b) One BMR unit is provided out of the first ten units, one bonus unit is granted for the provision of the BMR unit, and four units pay in lieu fees.

Units held as rental, in lieu fee. If the developer retains any completed unit as a rental, either for its own account or through subsidiary or affiliated organizations, the BMR contribution including BMR housing unit or in lieu payment for such unit shall be negotiated between the developer and the City. If an in lieu fee is paid, the market value shall be based on an appropriate appraisal by an appraiser agreed upon by the City and the developer and paid for by the developer. The basis for such appraisal shall be as a condominium rather than as a rental.

5. CHARACTERISTICS OF BMR UNITS

5.1 Size and Location of BMR Units. BMR housing units shall generally be of the same size (number of bedrooms and square footage) as the market-rate units. The BMR units should be distributed throughout the development and should be indistinguishable from the exterior. BMR units shall contain standard appliances common to new units, but need not have luxury accessories, such as Jacuzzi tubs. The Planning Commission and/or City Council shall have the authority to waive these size, location and appearance requirements of BMR units in order to carry out the purposes of the BMR Housing Program and the Housing Element.

5.2 Design and Materials in BMR Units. The design and materials used in construction of BMR units shall be of a quality comparable to other new units constructed in the development, but need not be of luxury quality.

5.3 The BMR Price Must Be Set Before Final Building Inspection. There shall be no final inspection of BMR housing units until their purchase or rental prices have been agreed upon in writing by the developer and the City Manager, or his or her designee. Also, the sale or rental process will not begin until the sales price is set.

5.3.1 Final Inspection Schedule for Smaller and Larger Developments.

Less Than Ten (10) Units. In developments of less than ten (10) units with one (1) or more BMR units, all BMR units must pass final inspection before the last market rate unit passes final inspection.

Ten (10) to Nineteen (19) Units. In developments of ten (10) or more units, including developments that are constructed in phases, for the first ten (10) housing units, a BMR unit must pass final inspection before nine (9) market rate units may pass final inspection. For each additional group of ten (10) housing units, one (1)
additional BMR unit must pass final inspection before nine (9) additional market rate units may pass final inspection.

**Twenty (20) or More Units.** In developments of twenty (20) or more units, including developments that are constructed in phases, for the first ten (10) housing units, a BMR unit must pass final inspection before nine (9) market rate units may pass final inspection. In addition, two (2) additional BMR units must pass final inspection before eight (8) additional market rate units may pass final inspection. For each additional group of Twenty (20) housing units, three (3) additional BMR units must pass final inspection before seventeen (17) additional market rate units may pass final inspection. No project or phase may pass final inspection unless all the BMR units, which equal fifteen percent (15%) or more of the housing units in that phase or project, have passed final inspection for that phase or project.

**Last Unit.** In no case may the last market rate unit pass final inspection before the last BMR unit has passed final inspection.

**5.4  Sales Price Determination for BMR For-Sale Units.** The maximum sales price for BMR units shall be calculated as affordable to households on the BMR waiting list, which are eligible by income at the time that the maximum prices are set and which are of the smallest size eligible for the BMR units (excluding two-bedroom units, which shall be based on incomes for two person households even when units are made available to one person households). See Section 14, Table A, for income eligibility limits for the current year. The affordability of maximum prices will take into consideration mortgage interest rates, minimum down payments, mortgage debt-to-income ratios and other qualifying criteria used by lenders at the time the sales prices are set, as well as cost of insurance, taxes, homeowners’ dues and any other necessary costs of homeownership.

**5.4.1 Price Determination for Projects with Condominium Maps That Will Rent for an Indefinite Period of Time.** Projects with condominium subdivision maps that will rent BMR units for an indefinite period shall have basic sales prices established at the outset for such BMR units in accordance with the Guidelines. Such initial sales prices shall be adjusted for the period between the month of completion of the BMR units and the month of notification of intent to sell the units, with further adjustments for improvements and deterioration per the Guidelines. The adjustments shall be based on one-third of the increase in the Consumer Price Index, All Urban Consumers, San Francisco-Oakland-San Jose, published by the U.S. Department of Labor, Bureau of Labor Statistics, plus certain other equitable adjustments.

**5.5  Legal Characteristics of BMR Units: Right of First Refusal and Deed Restrictions.** All BMR units shall be subject to deed restrictions and conditions which include a right of first refusal in favor of the City for a period of fifty-five (55) years under which the City or its designee will be entitled to purchase the property at the lower of (1) market value, or (2) the purchase price paid by seller, plus one-third of the increase (during the period of seller’s ownership) in the Consumer Price Index (CPI), All Urban Consumers, San Francisco-Oakland-San Jose, published by the U.S.
Department of Labor, Bureau of Labor Statistics, plus certain other equitable adjustments. The deed restrictions will also prohibit sales or transfers of the property except with the written consent of the City and at a price computed as above. Exceptions from all prohibitions against sale or transfer will include:

(1) Demonstrated unlikelihood of obtaining a qualified buyer within a reasonable period;

(2) Transfer by termination of joint tenancy or by gift or inheritance to parents, spouse, children, grandchildren or their issue.

The prohibition against sales or transfers will not terminate at the end of fifty-five (55) years in the event of an exempt transfer by termination of joint tenancy or by gift or inheritance to family members. The prohibition against sales or transfers will terminate in the event of an exempt sale or transfer when there is a demonstrated unlikelihood of obtaining a qualified buyer within a reasonable period of time.

In the event of an exempt sale when there is a demonstrated unlikelihood of obtaining a qualified buyer within a reasonable period of time, the seller will be entitled to receive the lesser of (A) market value or (B) the purchase price paid by the seller plus one-third of the increase (during the seller's ownership) in the CPI, plus certain other equitable adjustments, as specified in the deed restrictions. The balance of the proceeds shall be paid to the City of Menlo Park to be deposited in the BMR Housing Fund. Any transferee pursuant to an exempt transfer by termination of joint tenancy or by gift or inheritance to family members must reside in the BMR unit and must qualify under the income criteria of the BMR Program at the time of the transfer of the BMR unit.

6. ELIGIBILITY REQUIREMENTS FOR HOUSEHOLDS APPLYING TO PURCHASE BMR UNITS

Note: Eligibility requirements for households that wish to be placed on the BMR waiting list are identified in Section 7. The requirements identified below apply at the actual time of application to purchase a BMR unit. In order for a household to be eligible at the time of application to purchase, ALL of the following requirements must be met:

6.1 BMR Waiting List. Applicants are eligible to have their names placed on the BMR waiting list if they meet the following three requirements at the time they submit an application for the waiting list: (1) currently live or work within incorporated Menlo Park; (2) meet the current income limit requirements (per household size) for purchase of a BMR unit; and (3) all applicants currently live together as a household.

6.1.1 Definition of Household. For the purposes of this program, household is defined as a single person, or two or more persons sharing residency whose income resources are available to meet the household’s needs. To be considered a household, all applicants/household members must live together in a
home that is their primary residence. To be considered part of the household and included in household size, children under the age of 18 (including foster children) must reside in the home at least part-time or parents must have at least partial (50%) custody of the child/children.

6.2 Live and/or Work Eligibility. Households that live and/or work within incorporated Menlo Park shall be eligible for the Below Market Rate Housing Program in accordance with the following provisions:

6.2.1 Eligibility by Living in Menlo Park. To qualify as living in Menlo Park, the applicant household must meet the following two requirements at the time of application: (1) currently live in Menlo Park as the household's primary residence and (2) must have continuously lived in Menlo Park for a minimum of one (1) year prior to the date of actual application to purchase.

6.2.2 Eligibility by Working in Menlo Park. To qualify as a household that works in Menlo Park, a member of the applicant's household must meet the following two requirements at the time of application: (1) currently work in Menlo Park at least twenty (20) hours per week, or (if currently less than 20 hours per week) hours worked over the course of the one year prior to application averages a minimum of twenty (20) hours per week and (2) must have continuously worked in Menlo Park for a minimum of one (1) year prior to the date of actual application to purchase.

6.2.2.1 Types of Work. Work is defined as (1) owning and operating a business at a Menlo Park location; (2) employment for wages or salary by an employer located at a Menlo Park location; (3) contract employment where the actual work is conducted at a Menlo Park location for one (1) year; or (4) commission work, up to and including a one hundred percent (100%) commission arrangement, conducted in Menlo Park.

6.2.2.2 Employer-Based Work. If employed for wages or salary by an employer, working in Menlo Park is defined as the employer is located in Menlo Park AND the employment/actual work is performed within incorporated Menlo Park.

6.2.2.3 Owning and Operating a Business at a Menlo Park Location. This does NOT include owning (either wholly or in part) a residential or commercial property for investment purposes only.

6.2.2.4 Work does NOT include volunteer or unpaid work.

6.3 Household Requirement. To constitute a household, all members of the applicant household must currently live together (in a location that is their primary residence) at the time of application. Also at the time of application and regardless of where they currently live, all members who make up the applicant household must have continuously lived together for a minimum of one (1) year prior to the date of application.
Exceptions. Exceptions to this minimum one (1) year joint-residency requirement include:

- Children under the age of 18 who have recently joined the household in conjunction with marriage, separation, or divorce, or similar family reorganization, and for whom there is evidence of a custody agreement or arrangement. This also applies to foster children.

- Children born into a household.

- Households newly formed as a result of marriage.

6.4 First Time Homebuyer. All members of the applicant household must be first time homebuyers, defined as not having owned a home as your primary residence within the last three (3) years prior to the date of application. First time homebuyers DO include owners of mobile homes, as well as applicants whose names are on title for properties they have not lived in as their primary residences for the last three years (for instance rental properties, which must be considered as part of the applicant's eligibility per assets).

Exceptions. Exceptions to this requirement are:

- Applicants who are current BMR homeowners and are otherwise eligible for the BMR Program, are eligible to place their names on the BMR waiting list and to purchase a smaller or larger home needed due to changes in household size or family needs, such as for handicap accessibility (per Section 7.2.6, below).

- Applicants whose names were placed on the BMR waiting list prior to March 2, 2010.

- Applicant households that currently and/or within the last three (3) years prior to the date of application own homes as their primary residences more than fifty (50) miles outside Menlo Park city limits, that are otherwise eligible for the BMR Program.

6.5 Complete One-Time Pre-Purchase Homebuyer Education. After an applicant's name is placed on the BMR waiting list and before receiving an offer to purchase a BMR property, all adult applicants/household members must complete a one-time homebuyer education workshop, class, or counseling session. When applicants' names are placed on the waiting list to purchase BMR units, program staff provides them with a list of approved local organizations that provide pre-purchase homebuyer education. Applicants choose an education provider or program from the approved list and may choose to attend in either a group or individualized setting. It is the applicants' responsibility to provide the City or the City's BMR program provider with evidence that a pre-purchase homebuyer education workshop or session was completed. In most cases, the education providers will provide applicants with certificates of completion, which applicants can submit to the City's BMR program.
provider as proof that the pre-purchase education requirement was completed. Households on the waiting list that have not completed the homebuyer education requirement will retain their rank on the list but will NOT be invited to apply to purchase BMR units. Only households on the waiting list that have completed the education requirement will be invited to apply when units become available. Elderly parents of applicants living in the household need not complete the education requirement.

6.5.1 Prior Completion of Pre-Purchase Homebuyer Education. At the time of application to the BMR waiting list, applicants who provide written evidence of having completed an approved homebuyer education workshop, class, or counseling session within the previous twelve months prior to the date of application to the waiting list are not required to complete an additional workshop, class, or counseling session.

6.5.2 Homebuyer Education Provider. At the City's discretion, the City may elect to work exclusively with one or more homebuyer education providers/organizations. The City may also choose to contract with a particular person or organization to provide this educational component.

6.5.3 Long-Term Education or Counseling Required for Certain Applicants. Applicants who are invited to apply to purchase BMR units and are twice denied (on separate occasions) due to long-term or significant credit problems, will be required to meet individually with a credit counseling professional in order to remain on the waiting list. The applicant must provide evidence of completion of credit counseling within six (6) months to the City's BMR provider or the applicant will be removed from the BMR waiting list. This does not exclude the applicant from applying to the waiting list again, to be placed at the bottom of the list.

6.6 Ownership Interest. A minimum of fifty percent (50%) of the ownership interest in the property must be vested in the qualifying applicant(s), regardless of income.

6.7 Income and Asset Limits for Purchasers of BMR Units. Income eligibility limits are established by the State of California Housing and Community Development Department (HCD). Income limits are updated by State HCD on an annual basis. BMR units shall only be sold to very low-, low-, and moderate-income households. Only households having gross incomes at or below one hundred ten percent (110%) of the Area Median Income (AMI) for San Mateo County, adjusted for household size, are eligible to purchase and occupy BMR for-sale units, either upon initial sale or upon any subsequent resale, as specified in the deed restrictions.

(Refer to Section 14, Table A, for the current year's income eligibility limits.)

An asset is a cash or non-cash item that can be converted into cash. Only households having non-retirement assets that do not exceed the purchase price of the BMR units are considered eligible.
• Assets Include: cash held in checking accounts, savings accounts, and
  safe deposit boxes; equity in real property; cash value of stocks
  (including options), bonds, Treasury bills, certificates of deposit, money
  market accounts, and revocable trusts; personal property held as an
  investment such as gems, jewelry, coin and art collections, antiques, and
  vintage and/or luxury cars; lump sum or one-time receipts such as
  inheritances, capital gains, lottery winnings, victim’s restitution, and
  insurance settlements; payment of funds from mortgages or deeds of
  trust held by the applicant(s); boats and planes; and motor homes
  intended for primary residential use.

• Assets DO NOT Include: cars and furniture (except cars and furniture
  held as investments such as vintage and/or luxury cars, and antiques);
  company pension and retirement plans; Keogh accounts; dedicated
  education funds/savings accounts; and funds dedicated to federally
  recognized retirement programs such as 401K’s and IRA’s.

Note that equity in real property or capital investments is defined as follows: the
estimated current market value of the asset less the unpaid balance on all loans
secured by the asset and all reasonable costs (e.g. broker/realtor fees) that would be
incurred in selling the asset.

6.7.1 Senior or Disabled Households That Use Assets for Living
Expenses. An exception to the income and asset limit requirement is a household
whose head is over sixty-two (62) years of age, or permanently disabled and unable to
work, with assets valued up to two (2) times the price of the BMR unit. The applicant
must be able to demonstrate that the sole use of his/her assets has been for
household support for at least the three (3) previous years, and that the total annual
household income meets the Guidelines.

7. BMR WAITING LIST FOR RENTAL AND FOR-PURCHASE UNITS

7.1 Waiting List Eligibility Requirements. A numbered waiting list of
households eligible for rental and/or for-purchase BMR units is maintained by the City
or the City’s designee. Households are eligible to be placed on the BMR waiting list if
they meet the following four (4) requirements at the time they submit applications for
the waiting list:

• The household currently resides within incorporated Menlo Park as its
  primary residence OR a member of the household currently works at
  least 20 hours per week within incorporated Menlo Park.

• The household meets the current income limit requirements (per
  household size) for rent and/or purchase of a BMR unit. See Section 14,
  Table A, for income eligibility limits for the current year.
• All persons included as members of the household currently live together in a residence that is their primary home. Applicant households may submit applications and, if eligible, will be placed on the numbered BMR waiting list in the order in which their applications were received.

• In accordance with Section 6.4, all members of the household must be first time homebuyers.

7.2 **Waiting List Management.** BMR units available for rent or purchase are offered to households on the BMR waiting list in the order in which the waiting list applications were received.

7.2.1 **Annual affirmation of continued interest in remaining on the BMR waiting list.** On an annual basis, all households on the BMR waiting list will be required to confirm their continued interest in remaining on the list. At or around the same time each year, the City’s BMR program provider will mail and/or email annual update forms/applications to all current households on the waiting list. Households on the waiting list that wish to remain on the list are asked to complete the form and return it to the City’s BMR program provider within a specified period of time (usually about one month) with a $10 annual fee for processing. Households who do not respond by completing and returning the forms and the fee by the specified deadline, or whose mail is returned undeliverable to the City’s BMR program provider or who otherwise cannot be reached, shall be removed from the BMR waiting list. This does not exclude households removed from the waiting list from re-applying to the list, to be added to the bottom of the list in accordance with normal procedures.

7.2.2 **Complete One-Time Pre-Purchase Homebuyer Education for Households That Would Like to Purchase a BMR Unit.** For households that indicate they would like to purchase BMR units, after households are placed on the BMR waiting list and before receiving offers to purchase BMR properties, all adult applicants/household members must complete a one-time homebuyer education workshop, class, or counseling session, per Section 6.5.

7.2.3 When a BMR unit is offered for purchase or rent, applicants must enter into a purchase agreement or lease within a defined, reasonable period of time. If an applicant fails to do so, the BMR unit will be offered to the next eligible applicant on the waiting list. The City of Menlo Park reserves the right to establish other criteria to give preference to certain categories of eligible participants on the waiting list.

7.2.4 A tenant of a BMR rental unit who is required to vacate the BMR rental unit due to its conversion to a BMR for sale unit, shall have first priority for vacant BMR rental units for which the tenant is eligible and qualifies for two (2) years from the expiration of the lease, regardless of the place of residence of the displaced tenant.
7.2.5 Preference for Handicap Accessible Units for Bona Fide Wheelchair Users. If the BMR unit is wheelchair accessible, then bona fide wheelchair users on the BMR waiting list who are otherwise eligible for the BMR unit, including by household size and income, will receive preference over other applicants, and the BMR unit will be offered to the bona fide wheelchair users in the order that their applications were received.

7.2.6 Households who are current BMR homeowners are eligible to place their name on the BMR waiting list and to purchase a smaller or larger home needed due to changes in their household size or family needs, such as for a handicapped accessible unit.

8. THE BMR UNIT PURCHASE PROCESS: BUYER SELECTION AND SALE PROCEDURES

8.1 New Units and Condominium Conversions.

8.1.1 The participating developer informs the City or its designee in writing that the BMR unit has received its final building inspection and that the BMR unit is ready for sale and occupancy. "The City" shall mean the City Manager, or his or her designee.

8.1.2 City of Menlo Park staff or the City's BMR program provider inspects the BMR unit. After approval of the unit, the City or the City's BMR program provider writes a certifying letter that states the BMR unit meets the BMR Program's requirements and satisfies the BMR Agreement's provisions. The certifying letter will also state the price for the BMR unit. The price for the BMR unit will be determined based on the information described in the next three sections.

8.1.3 The City or its designee obtains necessary information for determining the price of the BMR unit. These include, but may not be limited to, the estimated tax figures from the developer and the County Assessor, as well as Homeowner's Association dues, Covenants, Conditions and Restrictions, and insurance figures from the developer. Also included will be all associated Homeowner Association documentation.

8.1.4 Household size and income qualifications are established. In households in which an adult holds fifty percent (50%) or more custody of a minor child or children through a legally binding joint custody settlement, each such child shall count as a person in determining the household size.

8.1.5 The City or its designee determines the maximum price of the BMR unit based on an income up to one hundred ten percent (110%) of the San Mateo County median income for the smallest household size eligible for the BMR unit (excluding two-bedroom units, which are based on income for a two person household), monthly housing costs including current mortgage rates, insurance costs, homeowners' dues, taxes, closing costs and any other consideration of costs of
qualifying for a first mortgage and purchase of the BMR unit. See Section 14, Table A, for income eligibility limits for the current year. When these documents and the information described in this and preceding sections have been received, the City will provide the developer with a certifying letter in which the City states the price for the BMR unit, accepts the BMR unit as available for purchase and the purchase period will commence.

8.1.6 If there is a standard pre-sale requirement by the BMR applicant's lender for a certain percentage of units in the project to be sold before the BMR applicant’s lender will close, then the time for the City's purchase or the buyer's purchase will be extended until that requisite number of units has closed.

8.1.7 The City may retain a realtor to facilitate the sale of the property.

8.1.8 Contact is established between the City or its designee and the developer's representative to work out a schedule and convenient strategy for advertisements, if needed, when the units will be open for viewing, and for when the interested applicants may obtain detailed information about the units.

8.1.9 All marketing and sales procedures for BMR units must be approved by the City and will be subject to review on a periodic basis for compliance.

8.1.10 An information packet and application forms are designed and duplicated by the City or its designee. The developer provides information about the unit, including a floor plan of the unit and of the building showing the location of the unit, dimensions, appliances, amenities, and finishes.

8.1.11 The City or the City's BMR program provider holds an application orientation meeting(s). Households on the waiting list with the lowest numbers are contacted and invited to attend the orientation meeting(s). Only households that are eligible by household size and have completed the one-time pre-purchase education requirement are contacted and invited to attend the orientation. Applications to purchase BMR units can only be obtained by attending an application orientation meeting. At the meeting, potential applicants are provided with the following information:

- A detailed description of the BMR program, including the rights, restrictions, and responsibilities of owning a BMR home.

- A complete description of the property or properties being offered for sale including buyer eligibility requirements, the purchase price, homeowner association costs (if any), estimated property taxes, and home features.

- An overview of the home loan application process and description of necessary costs including down payment (if required), closing costs, real estate taxes, and mortgage insurance.
• A description of the BMR and home loan approval process. Potential applicants are informed they must work with one of the program's approved mortgage providers. Per the City's discretion the potential applicants are also informed of the kinds of acceptable mortgage financing, and also of mortgage financing not allowed at that time (for instance negative amortizing loans).

• Based on the purchase price, estimates are provided on the minimum annual income required to purchase, as well as possible monthly housing costs including principal and interest, property taxes, and insurance payments.

• A step-by-step explanation of the BMR purchase application. If there are several sizes of units for which applicants may be eligible, applicants are instructed where to indicate their unit size preferences.

Potential applicants are invited to ask questions. Meeting attendees are invited to sign up to tour the property or properties for sale. Attendees are given applications and a reasonable deadline to submit their completed applications.

8.1.12 Completed applications are submitted to the City or its designee along with income and asset verifications.

8.1.13 When the application period closes, the City or its designee reviews the completed applications. The complete, eligible, qualifying applications are ranked in order by BMR waiting list numbers and/or other criteria established by the City. The complete applications with the lowest numbers, and meeting other qualifying criteria for each unit, if any, are selected, and the households that submitted them are notified of the opportunity to purchase the BMR unit, in the order of their numbers on the BMR waiting list. They are invited to an orientation meeting.

8.1.14 If the leading applicant for a unit fails to contact the developer, provide a deposit, or obtain appropriate financing within the period of time specified in the notification letter, the City or its designee will contact the next household on the list.

8.1.15 The City of Menlo Park or its designee submits to the title insurance company the Grant Deed, BMR Agreement and Deed Restrictions, and Request for Notice to be recorded with the deed to the property.

8.1.16 The developer shall be free to sell a BMR unit without restriction as to price or qualification of buyer if all of the following criteria are met, unless the BMR applicant's lender has a loan condition that a specific number of units in the development must be sold before the loan can be approved: (1) the City and the developer are unable to obtain a qualified buyer within six (6) months after the City has provided written notice both certifying that the unit is available for purchase and setting the price for the BMR unit, (2) the City or its designee does not offer to purchase the BMR unit within said six (6) months period, and complete said purchase within not
more than sixty (60) days following the end of the six (6) month period, (3) the
developer has exercised reasonable good faith efforts to obtain a qualified buyer. A
qualified buyer is a buyer who meets the eligibility requirements of the BMR Program
and who demonstrates the ability to complete the purchase of the BMR unit. Written
notice of availability shall be delivered to the City Manager, City of Menlo Park, 701
Laurel Street, Menlo Park, CA 94025. Separate written notice of availability shall also
be delivered to the City Manager, City of Menlo Park, 701 Laurel Street, Menlo Park,
CA 94025.

9. OCCUPANCY REQUIREMENTS FOR OWNER-OCCUPIED BMR UNITS

9.1 Primary Residence. The owners listed on title to the BMR property
must occupy it as their primary residence and remain in residence for the duration of
the Deed Restrictions (fifty-five years). Occupancy is defined as a minimum stay of ten
months in every twelve month period. BMR owners may not terminate occupancy of
the BMR property and allow the property to be occupied by a relative, friend, or tenant.
Failure of the purchaser to maintain a homeowner’s property tax exemption shall be
construed as evidence that the BMR property is not the primary place of residence of
the purchaser. As necessary, the City may request that BMR owners provide evidence
that their units are currently occupied by them as their primary residences. Examples
of such evidence may include current copies of any of the following: homeowner’s
insurance, car/vehicle registration, and utility bills.

9.2 Refinancing and BMR Valuations. BMR owners may refinance the
debt on their property at any time following purchase, however, they must contact the
City’s designated BMR program provider first, prior to a refinance or equity line. The
City’s BMR contractor will provide the owner with clear instructions to ensure program
compliance. At that time and at any other time the owner requests it, the BMR
contractor will provide the owner and/or the lender with the current BMR value of the
home, in accordance with the formula specified in the BMR Deed Restrictions. Only
the City’s BMR contractor can determine the appraised value of a BMR property and it
is the owner’s responsibility to inform their lender that the property is a BMR property.
BMR owners are not allowed to take out loans against their property that exceed the
BMR value of the home. There is a fee for refinancing a BMR home that is set by the
City’s BMR Housing contractor.

9.3 Transfers of Title. Prior to adding an additional person to title or
transferring title to the BMR property, BMR owners must contact the City for clear
instructions to ensure program compliance.

The following transfers of title are exempt from the City’s right of first refusal and do
NOT re-start the fifty-five (55) year deed restriction clock:

- Transfer by devise or inheritance to the owner’s spouse.
• Transfer of title by an owner's death to a surviving joint tenant, tenant in common, or a surviving spouse of community property (that is, another owner already on title).

• Transfer of title to a spouse as part of divorce or dissolution proceedings.

• Transfer of title or an interest in the property to the spouse in conjunction with marriage.

Transfers by devise or inheritance (such as to a child or other family member), are permitted under certain terms and conditions identified in the BMR Deed Restrictions. These kinds of transfers must first be reviewed and approved by the City or the BMR program contractor. If the person inheriting the property meets the following terms and conditions, then that person may take title, assume full ownership, and reside in the BMR unit. This would then restart the fifty-five (55) year deed restriction clock. If the person inheriting the property does NOT meet the following terms and conditions they may still inherit the property but are not allowed to live there. In such case, the inheriting party must sell the property and shall be entitled to receive any proceeds from the sale after payment of sales expenses and all liens against the property. The property would then be sold by the City through the BMR Program to an eligible, qualified household on the BMR waiting list.

For transfers of title by devise or inheritance, the inheriting party (Transferee) must meet the following terms and conditions in order to live in the BMR unit:

• Transferee shall occupy, establish and maintain the property as the Transferee's primary residence.

• The Transferee must meet all current eligibility requirements for the BMR Program, as identified at the time of transfer in the BMR Guidelines.

• The Transferee must sign a new BMR Deed Restrictions Agreement for the property. This restarts the fifty-five (55) year clock.

10. PROCESS FOR RESALE OF BMR UNITS

10.1 The seller notifies the City by certified mail that he/she wishes to sell the unit. The City notifies its designee, if applicable. The unit must be provided in good repair and salable condition, or the cost of rehabilitating the unit will be reimbursed to the City out of the proceeds of the sale. The definition of “salable condition” for any given unit shall be provided on a case-by-case basis following the City’s inspection of the unit, and shall be at the discretion of the City Manager or his/her designee. “Salable condition” shall refer to the general appearance, condition, and functionality of all: flooring; painted surfaces; plumbing, heating, and electrical systems; fixtures; appliances; doors; windows; walkways; patios; roofing; grading; and landscaping. In addition for each unit, the City reserves the right to withhold the cost of having it professionally cleaned from the seller's proceeds. Once cleaning is complete, the
seller will be refunded any difference between the amount withheld and the actual cost to clean the unit.

10.2 When the seller notifies the City or the City’s BMR contractor, and it has been determined that the unit is in good repair and salable condition, and the City has set the price for the BMR unit, then the City or the City’s BMR contractor will state in writing that the one-hundred and eighty day (180) period for completing the sale of the BMR unit shall commence. The price will be set using information in Sections 10.3 through 10.6 below.

10.3 The City or its designee obtains an appraisal made to ascertain the market value of the unit, giving consideration to substantial improvements made by the seller, if needed.

10.4 The City or its designee obtains figures for homeowners' dues, insurance, and taxes from the seller.

10.5 The City or its designee checks major lending institutions active in this market to ascertain current mortgage information (prevailing interest rates, length of loans available, points, and minimum down payments). Monthly housing costs are estimated.

10.6 The City or its designee establishes a sales price, based on the original selling price of the unit, depreciated value of substantial improvements made by the seller, and 1/3 of the increase in the cost of living index for the Bay Area. The selling price is established for the unit at the appraised market value or the computed price whichever is the lower.

10.7 The City retains a realtor to facilitate the sale of the property.

10.8 Agreement is reached between seller and the City or its designee for a schedule of open houses for the unit, at the seller’s convenience.

10.9 The procedure continues the same as in Sections 8.1.7 – 8.1.16 above, with the seller substituted for the developer.

10.10 The City or its designee submits to the title insurance company the Grant Deed, BMR Agreement and Deed Restrictions, and Request for Notice and the seller’s release from the old deed restrictions, to be recorded with the new deed to the property.

11. REQUIREMENTS FOR BMR RENTAL DEVELOPMENTS

11.1 Income and Rent Standards.

11.1.1 Income Limits upon Occupancy of BMR Rental Units. Only households having gross incomes at or below the Low Income for San Mateo County,
adjusted for household size, are eligible to occupy BMR rental units, either when initially rented or upon filling any subsequent vacancy. See Section 14, Table A (Below Market Rate Household Income Limits).

11.1.2 BMR Rent. BMR units may be rented for monthly amounts not exceeding thirty percent (30%) of sixty (60%) of median household income limits for City subsidized projects and thirty percent (30%) of Low Income limits for non-subsidized private projects, minus eligible housing costs. In no case shall the monthly rental amounts for BMR units (subsidized or unsubsidized) exceed 75% of comparable market rate rents. The maximum rental amounts are listed in Section 14, Table B, (Maximum Monthly Housing Cost Limits for BMR Rental Units.) BMR rents may be adjusted from time to time to reflect any changes to the then current Income limits.

11.1.3 Tenant Selection and Certification Procedures. Priority for occupancy of all BMR rental units shall be given to those eligible households who either live or work in the City of Menlo Park. During the fifteen (15) day period following the date the City and its designee receive notification from the owner (or owner's agent) of an impending availability or vacancy in a BMR rental unit, priority for occupancy of that unit, when available, shall be given to eligible households on the Waiting List, on a first-come, first-served basis. The selected household shall be allowed up to thirty (30) days to move into the unit after it is ready for occupancy.

If no qualified household living or working in Menlo Park is available to occupy the vacated unit as aforesaid, the owner shall be free to rent the BMR unit to any other eligible BMR tenant.

11.1.4 BMR Waiting List. The qualifications of BMR rental tenants will be independently verified by the City or its designee. The City of Menlo Park or the City's designee shall maintain the waiting list for BMR rental units.

11.1.5 One-Year Lease Offer. Each BMR tenant shall be offered the opportunity to enter into a lease, which has a minimum term of one (1) year. Such offer must be made in writing. If the tenant rejects the offer, such rejection must also be in writing. A lease may be renewed upon the mutual agreement of both parties.

11.1.6 Vacation of Units and Re-Renting. When a BMR tenant vacates, the owner must provide notice to the City, and re-rent the unit to a qualified BMR tenant in accordance with these Guidelines and the Affordability Restriction Agreement for the unit.

11.1.7 Annual Recertification of BMR Units. The City of Menlo Park or the City's BMR contractor will recertify annually, by procedures to be established in the Affordability Restriction Agreement, the provision of BMR rental units as agreed at the time of application for the permit. If, at the time of recertification, for two consecutive years, a Tenant's household income exceeds the eligibility requirements set forth in the Guidelines ("Ineligible Tenant"), the Ineligible Tenant shall no longer be qualified to rent the BMR unit and the Lease shall provide that the Lease term shall expire and the
Tenant shall vacate the BMR unit on or prior to sixty (60) days after delivery of a notice of ineligibility by the property manager or City or City's designee to the Tenant. Upon expiration of the Lease term pursuant to the foregoing, if the Tenant has not vacated the BMR unit as required, the property manager shall promptly take steps to evict the Ineligible Tenant and replace the BMR unit with an Eligible Tenant as soon as reasonably possible.

11.1.8 Annual Report. On an annual basis on or before July 1 of each year, the Developer or subsequent owner shall submit a report (the "Annual Report") to the City which contains, with respect to each BMR unit, the name of the Eligible Tenant, the rental rate and the income and household size of the occupants. The Annual Report shall be based on information supplied by the Tenant or occupant of each BMR unit in a certified statement executed yearly by the Tenant on a form provided or previously approved by the City or designee. Execution and delivery thereof by the Tenant may be required by the terms of the Lease as a condition to continued occupancy at the BMR rate. In order to verify the information provided, City shall have the right to inspect the books and records of Developer and its rental agent or bookkeeper upon reasonable notice during normal business hours. The Annual Report shall also provide a statement of the owner's management policies, communications with the tenants and maintenance of the BMR unit, including a statement of planned repairs to be made and the dates for the repairs.

12. EQUIVALENT ALTERNATIVES

Nothing set forth herein shall preclude the City from considering reasonably equivalent alternatives to these Guidelines, including, but not limited to, the size of units and differentiation of internal materials.

13. BELOW MARKET RATE HOUSING FUND ("BMR FUND") AND SEVERABILITY CLAUSE

13.1 Purpose. The City of Menlo Park Below Market Rate Housing Fund is a separate City fund set aside for the specific purpose of assisting the development of housing that is affordable to very low, low and moderate-income households. The BMR Fund is generated by such income as in-lieu fees. All monies contributed to the BMR Fund, as well as repayments and interest earnings accrued, shall be used solely for this purpose, subject to provisions set forth below.

13.2 Eligible Uses. The BMR Fund will be used to reduce the cost of housing to levels that are affordable to very low, low and moderate-income households, as defined in the Housing Element of the City's General Plan. A preference will be given to assisting development of housing for households with minor children; however, this preference does not preclude the use of funds for other types of housing affordable to households with very low, low and moderate incomes.
13.3 **Eligible Uses in Support of Very Low-, Low- and Moderate-Income Housing Development.** The BMR Fund may be used for, but is not limited, to the following:

- Provision of below market rate financing for homebuyers.
- Purchase of land or air rights for resale to developers at a reduced cost to facilitate housing development for very low, low or moderate-income households.
- Reduction of interest rates for construction loans or permanent financing, or assistance with other costs associated with development or purchase of very low, low or moderate-income housing.
- Rehabilitation of uninhabitable structures for very low, low or moderate-income housing.
- On-site and off-site improvement costs for production of affordable housing.
- Reduction of purchase price to provide units that are very low, low or moderate cost.
- Rent subsidies to reduce the cost of rent for households with limited incomes.
- Emergency repair and/or renovation loan program for BMR owners of older units.
- Loan program to assist BMR condominium owners who have no other way to pay for major special assessments.
- City staff time and administrative costs associated with implementation of the BMR program.

13.4 **Procedures.** Requests for use of BMR Housing Fund money shall be submitted to staff for review and recommendation to the City Council. A request for funding shall provide the following minimum information:

- A description of the proposal to be funded and the organizations involved in the project. Public benefit and relevant Housing Element policies and programs should be identified.
- Amount of funding requested.
- Identification of the number of very low, low and moderate-income households to be assisted and the specific income range of those assisted.
• Reasons why special funding is appropriate.

• Identification of loan rate, financial status of applicants, and source of repayment funds or other terms.

• Identification of leverage achieved through City funding.

13.5 **Annual Report.** At the close of each fiscal year, City staff shall report on activity during the previous year (deposits and disbursements) and available funds. The City’s auditor shall periodically examine this report and all other BMR Fund financial records, and shall report the results of this examination. In addition, City staff shall report annually on activities assisted by monies from the BMR Fund. The report will review how the program is serving its designated purpose. It will include a discussion of the timely use of funds for actions taken to provide Below Market Rate housing units, a review of management activities, and staff recommendations for policy changes to improve the program’s performance. In addition it will provide, for each activity, information corresponding to that required of funding requests listed above in Section 13.4.

13.6 **Severability Clause.** If any one or more of the provisions contained in the Below Market Rate Housing Program Guidelines shall, for any reason, be held to be invalid, illegal or unenforceable in any respect, then such provisions shall be deemed severable from the remaining provisions contained in the Guidelines, and the Guidelines shall be construed as if such invalid, illegal or unenforceable provision(s) had never been contained herein.

13.7 **Administrative Updates.** Future updates to tables in Section 14 may be made annually without Council approval when data becomes available from the appropriate state and federal agencies.
### Table A

Below Market Rate Household Income Limits

<table>
<thead>
<tr>
<th>Household Size</th>
<th>Very Low</th>
<th>60% of Median</th>
<th>Low</th>
<th>Median</th>
<th>110% of Median</th>
<th>120% of Median</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>43,050</td>
<td>45,240</td>
<td>68,950</td>
<td>75,400</td>
<td>82,940</td>
<td>90,480</td>
</tr>
<tr>
<td>2</td>
<td>49,200</td>
<td>51,690</td>
<td>78,800</td>
<td>86,150</td>
<td>94,765</td>
<td>103,380</td>
</tr>
<tr>
<td>3</td>
<td>55,350</td>
<td>58,170</td>
<td>88,650</td>
<td>96,950</td>
<td>108,645</td>
<td>116,340</td>
</tr>
<tr>
<td>4</td>
<td>61,500</td>
<td>64,620</td>
<td>98,500</td>
<td>107,700</td>
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<td>129,240</td>
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<td>5</td>
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<td>106,400</td>
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<td>139,560</td>
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<td>133,550</td>
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<td>142,150</td>
<td>156,365</td>
<td>170,580</td>
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Source: Based on median income for a household of four persons as reported in the State Income Limits for San Mateo County published by the California Department of Housing and Community Development in 2016. [http://www.hcd.ca.gov/hpd/hrc/rep/state/inc2k16.pdf](http://www.hcd.ca.gov/hpd/hrc/rep/state/inc2k16.pdf)

### Table B

Maximum Monthly Housing Cost Limits for BMR Rental Units

<table>
<thead>
<tr>
<th>Unit Size</th>
<th>30% of Median</th>
<th>30% of Low</th>
</tr>
</thead>
<tbody>
<tr>
<td>Studio</td>
<td>1,131</td>
<td>1,724</td>
</tr>
<tr>
<td>1</td>
<td>1,292</td>
<td>1,970</td>
</tr>
<tr>
<td>2</td>
<td>1,454</td>
<td>2,216</td>
</tr>
<tr>
<td>3</td>
<td>1,616</td>
<td>2,463</td>
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<tr>
<td>4</td>
<td>1,745</td>
<td>2,660</td>
</tr>
<tr>
<td>5</td>
<td>1,874</td>
<td>2,858</td>
</tr>
</tbody>
</table>
Table C

Occupancy Standards

Occupancy of BMR units shall be limited to the following:

<table>
<thead>
<tr>
<th>Unit Size</th>
<th>Number of Persons</th>
</tr>
</thead>
<tbody>
<tr>
<td>Studio</td>
<td>Minimum</td>
</tr>
<tr>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
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<td>4</td>
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</tbody>
</table>

Note: Smallest household size for purposes of determining the maximum rental amount shall be one (1) person per bedroom or studio. The City Manager or his/her designee has the discretion to vary the persons per unit for unusually large units, not to exceed one (1) person per bedroom, plus one (1).

Table D

Commercial In-Lieu Fees for 2016-2017

- **Group A uses are Research & Development and Office.** Fee: $16.15 per square foot of gross floor area.

- **Group B uses are all other Commercial Uses not in Group A.** Fee: $8.76 per square foot of gross floor area.

Commercial In-Lieu Fees are adjusted annually on July 1.
Exhibit C

Initial Distribution of BMR Units

[See Attached]
EXHIBIT C

Initial Distribution of BMR Units
Exhibit D

Compliance Forms and Certifications

[See Attached]
EXHIBIT D

Compliance Forms and Certifications
Compliance Forms and Certifications

CERTIFICATE OF COMPLIANCE

Project Name: ____________________________

Project Location: 650-660 Live Oak, Menlo Park, CA

Pursuant to Section 2.7 of the Affordable Housing Agreement and Declaration of Restrictive Covenants ("Agreement"), by and between the City of Menlo Park, a California municipal corporation (City"), and LIVE OAK LYTTON LLC, a Delaware limited liability company ("Owner") entered into on October 6, 2017, I                               , a representative of the Owner, hereby certify that, as of the date of this Certification, the multi-family residential rental project that is the subject of the Agreement is in compliance with all of the terms and conditions set forth in the Agreement.

Owner has obtained and maintains on file income certifications executed by each tenant renting a BMR Unit and hereby submits to the City a completed Income Computation and Certification Form for each household occupying a BMR Unit. Owner has made a good faith effort to obtain third party verification of the accuracy of the information provided by each tenant on an income certification. Good faith effort includes conducting a credit agency or other similar search, obtaining an income tax return for the most recent year (unless tenant is not legally required to file an income tax return) and taking one or more of the following steps: (1) obtaining a pay stub for the most recent pay period; (2) obtaining an income verification form from the tenant's current employer; or (3) obtaining an income certification from the Social Security Administration or California Department of Social Services if the tenant receives assistance from either of such agencies. To the best of Owner's knowledge and belief, each household leasing a BMR Unit meets the income and eligibility restrictions for that BMR Unit.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

__________   ________________________
Signature of Officer                    Date

__________
Printed Name of Officer

__________
Title of Officer/Corporation

3/1/2017
650 Live Oak Avenue  
Menlo Park, CA 94025

Household Name: ___________________________ Apartment/Application # ___________________________

I certify (or declare) under penalty of perjury under the laws of the State of California that the family household is comprised of the following: (Enter the amount of income and income from assets for all members of the household).

**INCOME:**

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<th>Household Member</th>
<th>Source</th>
<th>Annual Income</th>
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<td></td>
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Total Income (A)

<table>
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<th>Source</th>
<th>Cash Value</th>
<th>Annual Income</th>
</tr>
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</tbody>
</table>

Total Income from Assets (B)

**Total Annual Household Income (A + B)**

Total Annual Household Income (A + B) ______________

I certify that the information presented in this certification is true and accurate to the best of my/our knowledge and belief:

Signature ___________________________ Date ______________

Signature ___________________________ Date ______________

3/1/2017
Exhibit E

Sample Utility Allowance

[See Attached]
Exhibit E

Sample Utility Allowance
### Allowances for Tenant Furnished Utilities and other Services

**Locality:** Housing Authority of the County of San Mateo, CA  
**Unit Type:** Apartment/Condo/Duplex  
**Date (mm/dd/yyyy):** 12/01/2016

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<tr>
<th>Utility or Service</th>
<th>0 BR</th>
<th>1 BR</th>
<th>2 BR</th>
<th>3 BR</th>
<th>4 BR</th>
<th>5 BR</th>
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</thead>
<tbody>
<tr>
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<td></td>
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<td></td>
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</tr>
<tr>
<td>a. Natural Gas</td>
<td>$13.00</td>
<td></td>
<td></td>
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<td></td>
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</tr>
<tr>
<td>b. Bottle Gas/Propane</td>
<td></td>
<td>$15.00</td>
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<tr>
<td>c. Electric</td>
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<tr>
<td>d. Electric Heat Pump</td>
<td></td>
<td>$15.00</td>
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<tr>
<td>e. Oil / Other</td>
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<tr>
<td><strong>Cooking</strong></td>
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<tr>
<td>b. Bottle Gas/Propane</td>
<td></td>
<td>$5.00</td>
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<tr>
<td>c. Electric</td>
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<td>$7.00</td>
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<tr>
<td><strong>Other Electric (Lights &amp; Appliances) includes California Climate Credit</strong></td>
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<td>$1.00</td>
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<tr>
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<tr>
<td>d. Oil / Other</td>
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<tr>
<td><strong>Water</strong></td>
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<tr>
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<td>N/A</td>
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<tr>
<td><strong>Trash Collection</strong></td>
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<td>$23.00</td>
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<td></td>
<td>$12.00</td>
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<tr>
<td><strong>Refrigerator Tenant-Supplied</strong></td>
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<td></td>
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<tr>
<td><strong>Other--specify:</strong></td>
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</table>

### Actual Family Allowances

To be used by the family to compute allowance. Complete below for the actual unit rented.

- **Name of Family**
- **Address of Unit**
- **Number of Bedrooms**

---

**Utility or Service**

- **Heating**
- **Cooking**
- **Other Electric**
- **Air Conditioning**
- **Water Heating**
- **Water**
- **Sewer**
- **Trash Collection**
- **Range / Microwave**
- **Refrigerator**
- **Other**

**per month cost**

- $57.00
- $12.00

---

The Nelrod Company 10/2016 Update  
form HUD-52687 (09/14)  
ref. Handbook 7420.8
### 2019 State Income Limits Provided by State of California Department of Housing and Community Development

#### NOTES

<table>
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<tr>
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<th>1</th>
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<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
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<td>00</td>
<td>80</td>
<td>65</td>
<td>50</td>
<td>45</td>
<td>40</td>
<td>35</td>
<td>30</td>
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<tr>
<td>Very Low (50% AMI)</td>
<td>00</td>
<td>75</td>
<td>60</td>
<td>45</td>
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<td>35</td>
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<td>25</td>
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<td>Median (100% AMI)</td>
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<td>100</td>
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<td>100</td>
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</tbody>
</table>

**California State Income Limits**

Effective 4/26/18 - Area Median Income $118,400 (based on household of 4)

Income figures provided by HUD for following San Mateo County Federal entitlement programs: CDBG, HOME, ESG.

#### NOTES

<table>
<thead>
<tr>
<th>Income Category</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
</tr>
</thead>
<tbody>
<tr>
<td>Low (60% AMI)</td>
<td>00</td>
<td>80</td>
<td>65</td>
<td>50</td>
<td>45</td>
<td>40</td>
<td>35</td>
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</tr>
<tr>
<td>HOME Limit (60% AMI)</td>
<td>00</td>
<td>75</td>
<td>60</td>
<td>45</td>
<td>40</td>
<td>35</td>
<td>30</td>
<td>20</td>
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<tr>
<td>Very Low (50% AMI)</td>
<td>00</td>
<td>75</td>
<td>60</td>
<td>45</td>
<td>40</td>
<td>35</td>
<td>30</td>
<td>20</td>
</tr>
<tr>
<td>Extremely Low (30% AMI)</td>
<td>00</td>
<td>90</td>
<td>80</td>
<td>70</td>
<td>60</td>
<td>50</td>
<td>40</td>
<td>30</td>
</tr>
<tr>
<td>Low (30% AMI)</td>
<td>00</td>
<td>100</td>
<td>90</td>
<td>80</td>
<td>70</td>
<td>60</td>
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<td>100</td>
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</tbody>
</table>

**San Mateo County Income Limits**

Prepared 5/31/2018 - HUD established area median income $118,400 (based on household of 4)

Please verify the income and rent figures in use for specific programs.

The State Income Schedule. For programs funded with both Federal and State funds, use the more stringent income levels.

For HUD-funded programs, use the Federal Income Schedule. For State or locally-funded programs, you may use the State Income Schedule.

As determined by HUD - Effective December 18, 2013

2019 San Mateo County Income Limits
### 2019 San Mateo County Income Limits

<table>
<thead>
<tr>
<th>Income Category</th>
<th>1 Person</th>
<th>2 Persons</th>
<th>3 Persons</th>
<th>4 Persons</th>
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<tbody>
<tr>
<td><strong>Low Income</strong> (60% AMI)</td>
<td>11,790</td>
<td>18,660</td>
<td>24,520</td>
<td>30,380</td>
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<td><strong>Very Low Income</strong> (30% AMI)</td>
<td>5,895</td>
<td>9,330</td>
<td>12,765</td>
<td>16,195</td>
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<tr>
<td><strong>Exemptions</strong></td>
<td>4,480</td>
<td>7,240</td>
<td>9,995</td>
<td>12,745</td>
</tr>
</tbody>
</table>

**Notes:**
- HUD Area Median Income (100% AMI) is used for the Exemption/low category.
- For area median income, the Housing Economic Recovery Act of 2002 (HERA) is the HUD 2010 HOME and Multifamily Demonstration Program.

**Income Occupation:**
- 10% of the families will be occupied by low and median income groups.

**Income Limits:**
- 10% of the total units will be occupied by low and median income groups.

**Income Limits by Family Size:**
- HUD defines area median income (AMI) as the median income of the area.
- Area median income is used to determine eligibility for programs.
- Income limits are effective 06/01/2015.

**NOTES:**
- For more information, see the HUD and Multifamily Demonstration Program.

**Exhibit:**
- Income limits by family size.
Live Oak Rent Calculations
HUD version: 5/17/2019

<table>
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<tr>
<th>Income/Units</th>
<th>Max Income</th>
<th>Max Rent</th>
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</thead>
<tbody>
<tr>
<td>60% - Studio</td>
<td>71,170</td>
<td>1,779</td>
</tr>
<tr>
<td>60% - 1 bd</td>
<td>71,170</td>
<td>1,779</td>
</tr>
</tbody>
</table>

Notes:
1. Maximum monthly rent chargeable to BMR units 30% of not to exceed sixty percent (60%) SMC median income.
2. Monthly rent based on assumed average occupancy per unit of one person per studio or one person per bedroom.
3. Maximum rent includes utility and other applicable charges.
County of San Mateo  
Assessor-County Clerk-Recorder  
Mark Church  

555 County Center  
Redwood City, CA, 94063  

Finalization 2020049113  
7/10/20 3:33 pm  
087  64

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Total 0.00

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THANK YOU  
PLEASE RETAIN THIS RECEIPT  
FOR YOUR RECORDS