

# Parking and the Future of Mobility – How to Build for Two Realities?

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# Challenges: a lender perspective

- ▶ Lenders typically are engaged relatively late in the process
- ▶ Sensitive to downside risk
- ▶ Lenders want you to build for today...
- ▶ ...and also ensure sustainability of project cash flow over time
- ▶ Collateral considerations
  - ▶ Real property
  - ▶ Shared parking, assignment of off-site parking agreements, TNCs...



# Housing

## What?

- ▶ No parking
- ▶ Limited parking
- ▶ Underground & structured parking
- ▶ Car stackers
- ▶ Bike parking
- ▶ On-street parking
- ▶ Transit

## How?

- ▶ Parking study
- ▶ Transit routes, stops, & frequency
- ▶ Engaging Credit and project sponsors
- ▶ Bike [video](#)
- ▶ Walk times to neighborhood amenities, destinations
- ▶ Market validation
- ▶ Scale



### Walker's Paradise

Daily errands do not require a car.



### Excellent Transit

Transit is convenient for most trips.



### Biker's Paradise

Flat as a pancake, excellent bike lanes.

# Employment

## What?

- ▶ Limited on-site parking
- ▶ On-street parking
- ▶ Off-site parking
- ▶ Bike amenities
- ▶ Surface parking
- ▶ Structured & underground parking
- ▶ Transit

## How?

- ▶ Educating decision makers
  - ▶ Site visits & time in market
  - ▶ Comps & market research
  - ▶ Understanding tenant profiles
- ▶ Downside analysis: can you provide more spaces if you're wrong?

# Parking utilization

$$\begin{aligned} P_{use} = & 1.47 - \frac{1.4}{(1 + P_{supply})} - \frac{25 \times \ln(1 + J_{45})}{U_{size}} - 0.00006 \times P_{price} \times J_{retail} - \frac{20 \times J_{retail}}{U_{rent}} \\ & + \frac{0.028 \times J_{retail}}{(1 + P_{supply})} - 0.008 \times F_{affd} \times \ln(1 + J_{45}) + \frac{323}{U_{bedrooms} \times U_{size}} \\ & + 0.06 \times B_{size} - \frac{0.08 \times B_{size}}{U_{bedrooms}} - \frac{0.9 \times T_{inf}}{T_{walk}} + \frac{0.08 \times B_{size}}{T_{walk}} \end{aligned}$$

**Equation 1 Regression Equation (See Table 1 for symbol definition)**

# Right Size Parking Calculator King County, Washington

The **King County Right Size Parking Calculator** is a map-based web tool that lets users estimate parking use for multi-family developments, in the context of specific sites. The calculator can help analysts, planners, developers, and community members weigh factors that will affect parking use at multi-family housing sites. It will help them consider how much parking is "just enough" when making economic, regulatory, and community decisions about development.



Parking/Unit Ratio (Number of Stalls)



No Parcels Selected

Parking/Unit Ratio ⓘ

SELECT DRAW MERGE SELECT AREA CLEAR

- Building & Parking Specifications
- Location Characteristics
- Parking Impacts

## WELCOME!

The King County Right Size Parking Calculator allows you to view estimated parking/unit ratios for multi-family developments throughout urban areas of King County, WA (Seattle area). The calculator is based on a powerful model developed from current local data of actual parking use. While it is intended to help support and guide parking supply and management decisions, it should not be viewed as a definitive answer. Rather, it should be seen as a resource to inform discussions, weigh the factors impacting parking demand, and help consider the proper provision of parking.

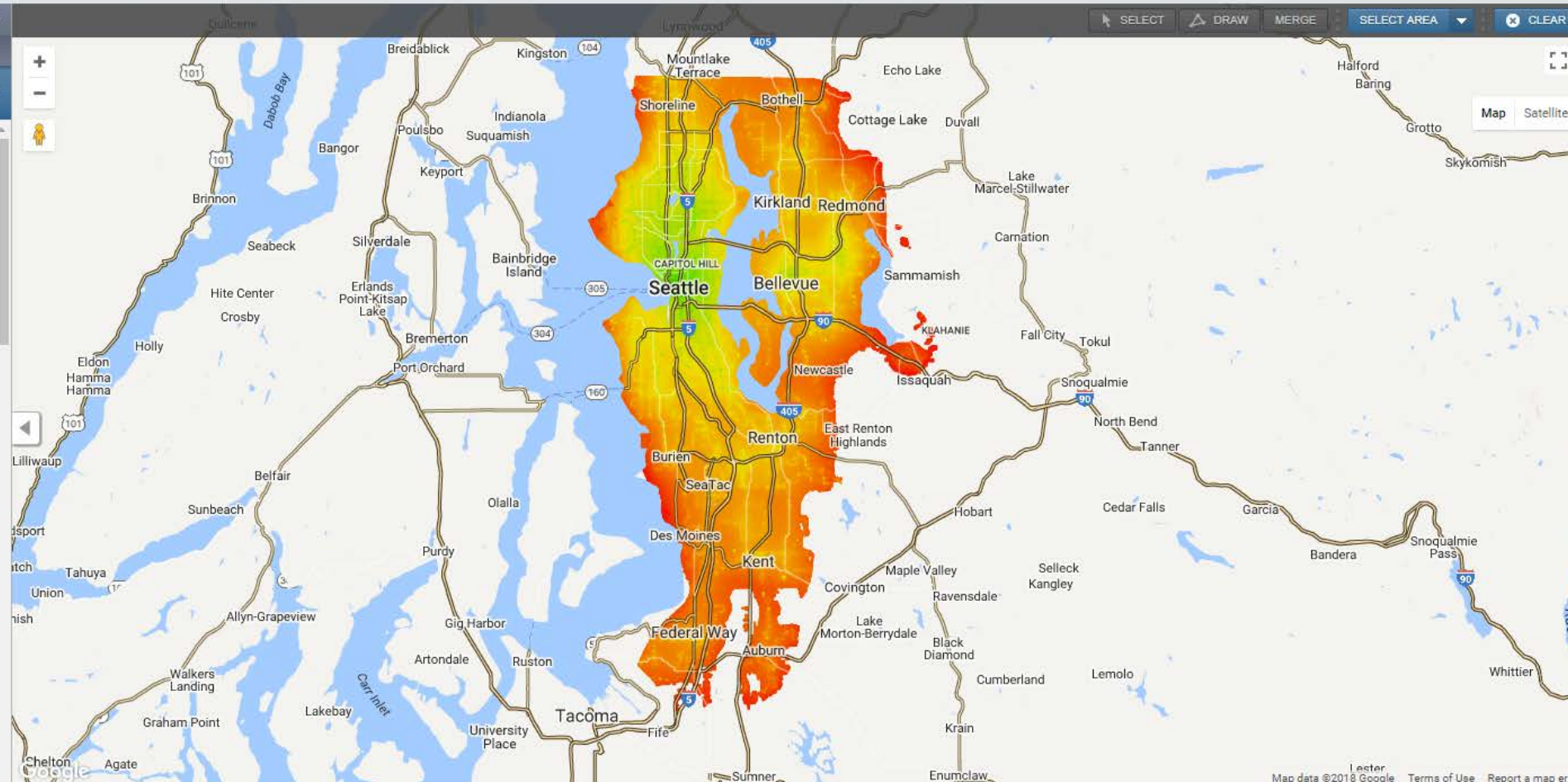
For any location selected, users are encouraged to develop scenarios and view the influence on parking/unit ratios by adjusting the model inputs. To help demonstrate the influence of priced parking, bundled and unbundled parking preset options are automatically generated for the parcel(s) that are selected in order to guide the user's decisions. Bundled assumes parking costs are "free" to the tenant, but are recovered through higher rental rates. Unbundled assumes parking cost is separated from rent, granting tenants a choice in parking use and resulting in lower total tenant costs.

See below for instructions or watch this short tutorial here: [Watch Tutorial](#)

## FIND YOUR AREA

Enter a location above or use the zoom and pan tools on the map. To select parcels, you must zoom in close enough to see individual parcels boundaries. Once you're close enough, the selection tools in the upper right of the map will become active.

## SELECT YOUR PARCEL(S)



# Key takeaways

- ▶ Find a capital partner who gets what you are trying to do
- ▶ Engage your lender early
- ▶ Make sure you have a coach/advocate
- ▶ Help them make the case
- ▶ Document results to leverage for future projects