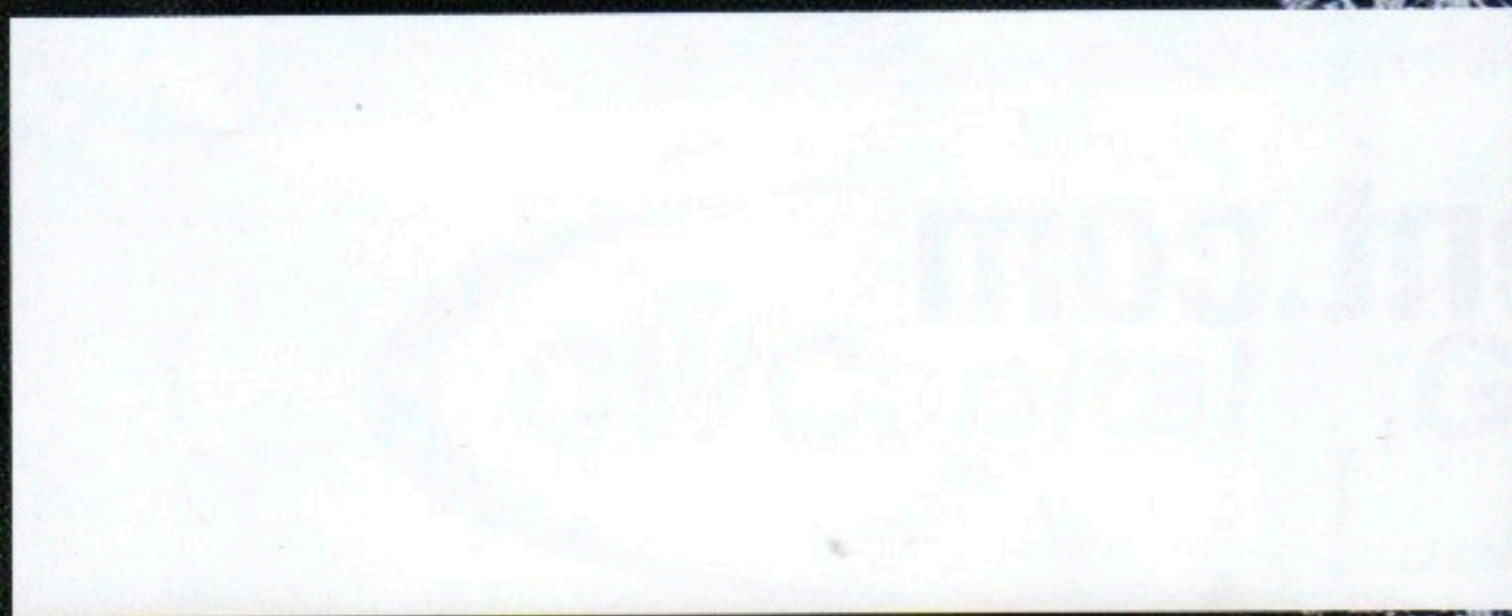


MFE

MULTIFAMILY
EXECUTIVE

BAY WATCH

With **TIM NAUGHTON**
at the helm of AvalonBay,
it's time for tiers.



**50
Ways:**

The 2012
MFE Top 50

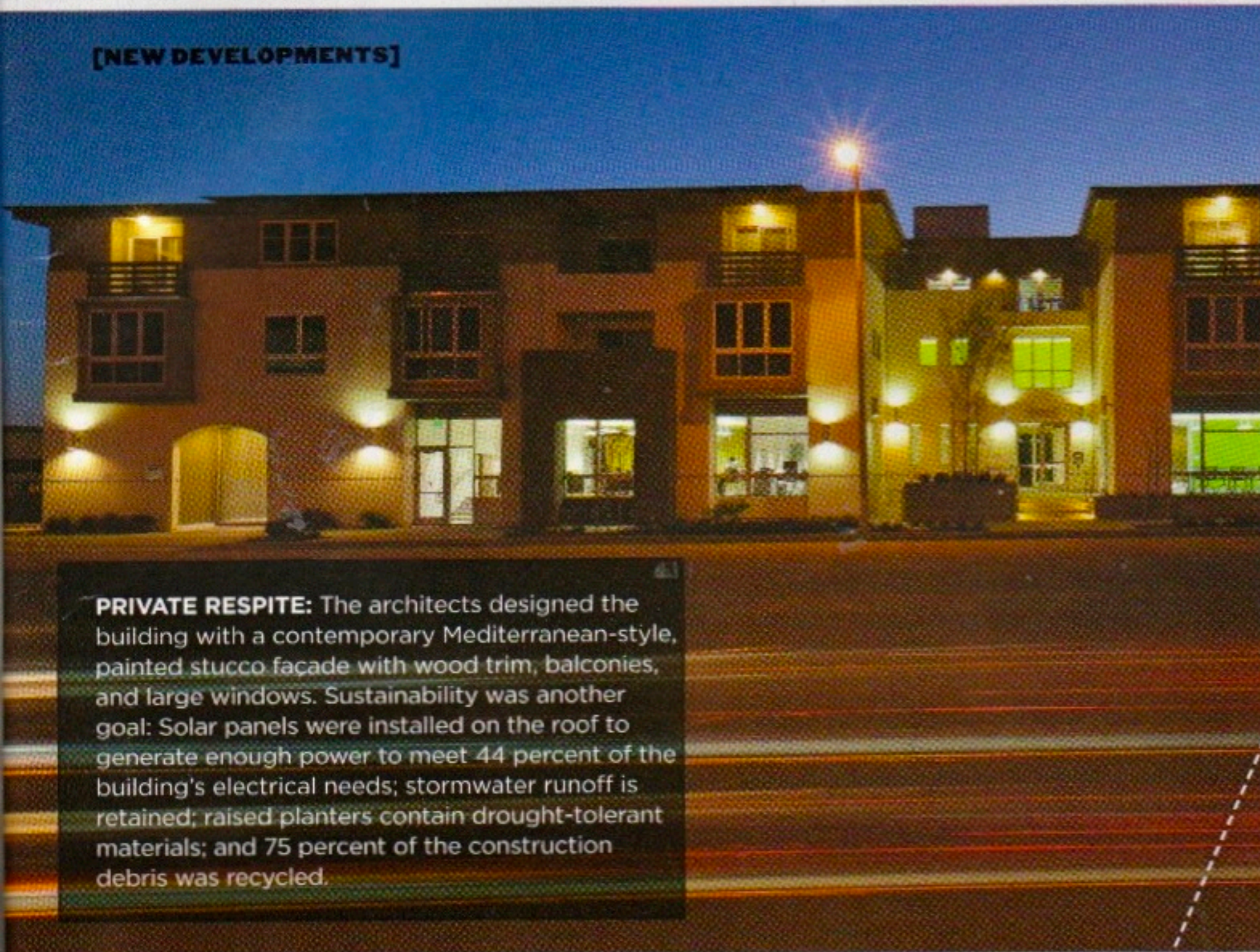
A Greystar
Natural

Eds &
Meds & Beds,
Oh My!

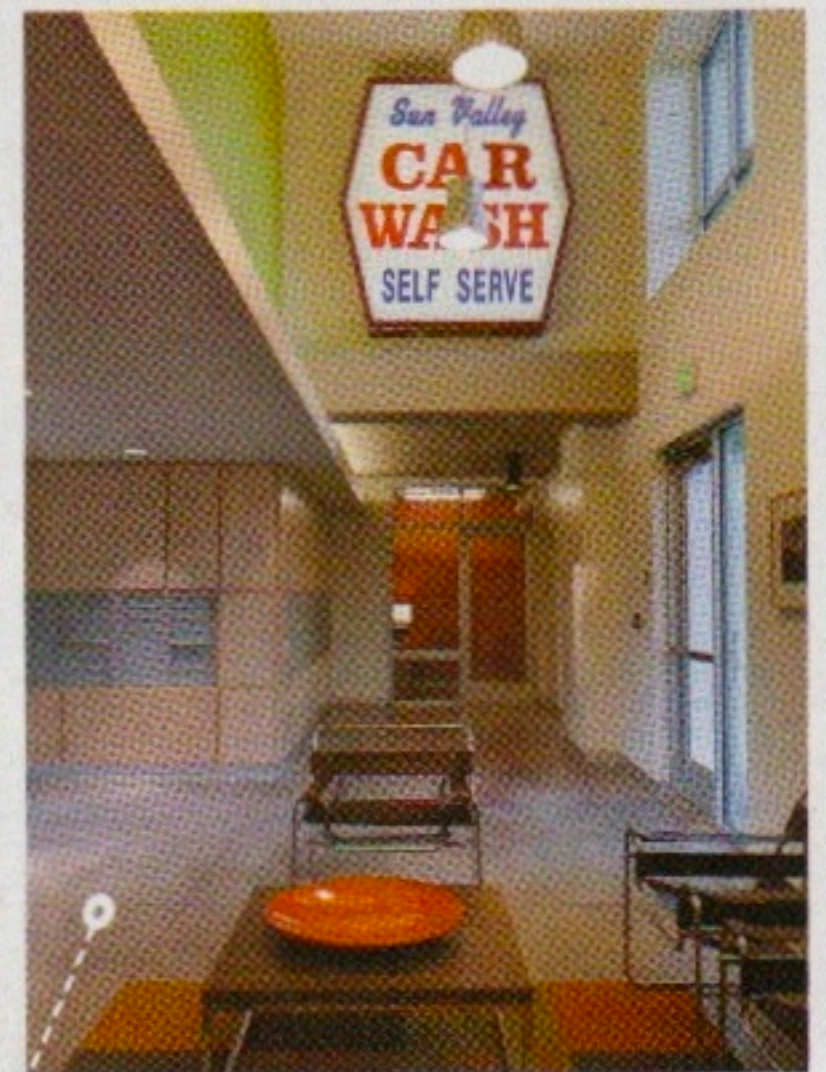
SALES & SOLUTIONS

INSIDE: Top 50 Builders Prove Equity Hard to Come By + RevMan Isn't Just for Pricing Anymore

[NEW DEVELOPMENTS]



PRIVATE RESPITE: The architects designed the building with a contemporary Mediterranean-style, painted stucco facade with wood trim, balconies, and large windows. Sustainability was another goal: Solar panels were installed on the roof to generate enough power to meet 44 percent of the building's electrical needs; stormwater runoff is retained; raised planters contain drought-tolerant materials; and 75 percent of the construction debris was recycled.



Blueprint for Hope

A new L.A. low-rise helps formerly homeless, mentally ill adults build better lives.

BY BARBARA BALLINGER

A NEW MULTIFAMILY DEVELOPMENT in Los Angeles shows how quality housing can help transition people out of homelessness while providing them permanent support. Nonprofit organization L.A. Family Housing (LAFH) and Gonzalez Goodale Architects collaborated on the three-story property, named Palo Verde for the site's newly planted Palo Verde trees. Its 60 studio apartments were designed primarily for formerly homeless single adults living with mental illness, as well as a smaller population of low-income singles, with support-staff offices set aside to provide optional counseling for residents. The handsome structure also sends an invaluable visual message: Housing for this segment need not look different from housing for any other target market. LAFH received a \$4.5 million operating subsidy from state funds that offsets general building operating costs. [M]

WELCOME ENVIRONS:

The 35,000-square-foot building's shared public spaces were designed to be bright and cheerful. In the community room, ceilings are high, floors are polished concrete, some walls are painted in vivid colors, and seating is a mix of modern pieces, all to foster camaraderie. Smaller communal spaces such as a laundry and mail room were placed near support-staff offices to generate spontaneous interaction. "We wanted staff to recognize if a resident [appeared to be disoriented or in need of help] or hadn't picked up their mail," says Stephanie Klasky-Gamer, LAFH's president and CEO. She also saved and installed the sign from the self-help car wash facility that originally occupied the site, as another metaphor for the residents, who are now able to help themselves.

INVITING INTERIORS: The 400-square-foot studios were designed to be modern and

warm, yet easy to care for, with laminated floors, painted accent walls, built-in bookshelves, and terraces for half the units. Because so many homeless facilities have experienced bed-bug problems, residents were not permitted to bring personal furnishings and instead were provided with metal, nonporous beds; chairs; lamps; and other furniture.

FACTBOX

PROPERTY: Palo Verde Apartments
LOCATION: Los Angeles
OPENED: Jan. 20, 2012
DEVELOPER AND OWNER: L.A. Family Housing, North Hollywood, Calif.
PURCHASE PRICE: \$2.7 million
CONSTRUCTION COSTS: \$8.6 million
ARCHITECTURAL DESIGN: Gonzalez Goodale Architects, Pasadena and San Diego
RENTS: About \$250 a month, or 30 percent of residents' income from Social Security or disability