

SEB Lottery Client List

SEB is the Lottery Agent with the experience required by developers. SEB's experience as a Lottery Agent reflects its ability to successfully serve a diverse portfolio of clients and developments– from large rental properties to small for-sale projects . With increasing oversight and regulation associated with the affordable housing lottery process, it is critical for the developer to work with a Lottery Agent with the experience not only in conducting lotteries, but an understanding of how the lottery process works within the overall development process.

Representative Project Experience

| <i>Project Location</i> | <i>Project Name</i> | <i>Developer/Manager</i> | <i>Total Units</i> | <i>Affordable Units</i> | <i>Type</i> | <i>Permit/ Financing</i> |
|-------------------------|----------------------------------|--------------------------------|--------------------|-------------------------|-------------|--------------------------|
| Westwood | Westwood Station | Cabot Cabot & Forbes | 1,000 | 200+ | Mixed | Special Permit |
| South Weymouth | Southfield | LNR | 2,000+ | 200+ | Mixed | Special Permit |
| Wayland | Wayland Town Center | The Congress Group | 100 | 20 | Mixed | Special Permit |
| Easton | The Village @ Shovel Shop Square | Shovel Shop Square LLC | 180 | 45 | Rental | 40R |
| Quincy | Neponset Landing | The Dolben Company | 280 | 28 | Rental | Special Permit |
| Braintree | The Ridge @ Blue Hills | Hanover Development | 188 | 47 | Rental | NEF |
| Natick | Cloverleaf Apartments | Elson Cloverleaf LLP | 183 | 46 | Rental | MHP |
| Medford | Wellington Place | Abbott Real Estate Development | 137 | 5 | Rental | Special Permit |
| Reading | Archstone Reading | Archstone-Smith | 204 | 41 | Rental | Mass-Development |
| Franklin | The Residences @ Union Place | Lincoln Property Co. | 300 | 75 | Rental | NEF |
| Methuen | Summit Place | The Dolben Company | 280 | 70 | Rental | NEF |
| Boston | Boston Common | Archstone-Smith | 412 | 46 | Rental | Special Permit |
| Concord | Warner Woods | Warner Woods LLC | 80 | 16 | Rental | NEF |
| Waltham | The Ridge | LPC Indian Ridge | 264 | 66 | Rental | NEF |
| Dartmouth | Ledgewood Commons | Ledgewood Commons LLC | 72 | 18 | Rental | NEF |

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|-------------------------|---------------------------|-------------------------------------|--------------------|-------------------------|-------------|-------------------------|
| Littleton | Village on the Common | Village on the Common Realty, LLC | 108 | 27 | Sales | LIP |
| Natick | The Collection (Off-Site) | GGP Natick Residence LLC | 48 | 48 | Sales | Special Permit |
| Barnstable | Schooner Village | Bayberry Building | 24 | 6 | Sales | LIP |
| Milford | Beaver Pond Commons | AFCO Land & Development | 88 | 22 | Sales | NEF |
| Berlin | Sawyer Hill Co-Housing | Sawyer Hill, LLC | 68 | 17 | Sales | LIP |
| Natick | 20 South Street | RFR Enterprises | 28 | 5 | Sales | Special Permit |
| Concord | Concord Commons | Tambone Investment | 58 | 3 | Sales | Spec. Permit |
| Taunton | The Settlement | Bruce LLC II | 99 | 25 | Sales | NEF |
| Pembroke | Pinegrove Estates | Safeway Development | 40 | 10 | Sales | NEF |
| Canton | Indian Woods | Indian Woods Realty Trust | 56 | 14 | Sales | NEF |
| Weston | South Avenue | South Avenue LLC | 16 | 4 | Sales | LIP |
| Weston | Post Road Green | Post Road Green LLC | 8 | 2 | Sales | LIP |
| Weston | Winter Gardens | Town of Weston | 24 | 1 | Sales | LIP |
| Dartmouth | Slocum Farms | Slocum Farms in South Dartmouth LLC | 41 | 11 | Sales | NEF |
| Salisbury | Beach Rd. Sr. Housing | Beach Road Senior Housing LLC | 59 | 15 | Sales | LIP |
| N. Andover | Kittredge Crossing | Terra Properties LLC | 126 | 32 | Sales | NEF |
| Newburyport | Maritime Landing | Portside LLC | 124 | 31 | Sales | NEF |
| Swansea | Ocean Cove | Ocean Cove LLC | 28 | 7 | Sales | NEF |

About the Firm

SEB has provided housing development and planning services that have resulted in the approval and development of more than 8,000 units of affordable housing. Our work has involved a broad range of housing types in a number of different communities, from work on HOPE VI developments in urban areas, to the development of co-housing communities in suburban areas, and the development of mixed income communities in a number of different cities and towns. SEB has been involved in public or private sector projects in more than 180 cities and towns in Massachusetts

SEB successfully and effectively manages development teams and steers the development process through all phases. SEB has extensive knowledge of the Massachusetts Comprehensive Permit Law, M.G.L. chapter 40B, which leads to housing opportunities in many communities. SEB has assisted in the financial packaging of over 80 mixed-finance developments under Chapter 40B. In connection with these projects, SEB has prepared or reviewed development pro formas, negotiated with local officials, neighbors and developers and successfully leveraged local, state and federal subsidies using almost every available affordable housing financing source.