



**Terwilliger Center for Workforce Housing**

**The Kalahari – New York, NY**



**The Kalahari** is a new, green 249-unit condominium located in Central Harlem at West 116<sup>th</sup> Street. Part of New York City’s Cornerstone Program, an initiative which facilitates the construction of mixed-income housing on City-owned land, 50% of the Kalahari’s units are affordable to families earning up to 150% AMI. The condominiums are housed in two 12-story buildings, with 46,500 square feet of ground floor commercial space.

The Kalahari was able to achieve workforce housing through a broad range of techniques, including a low acquisition cost through a competitive process for city-owned land, increases in density through transfers of floor area, and below market construction financing.

Built to LEED Silver standards, the Kalahari receives 25% of its electricity from solar and wind sources.

**Developer**

L & M Development Partners  
Full Spectrum of NY, LLC

**Total Number of Units: 249**

Eligible Workforce Units: 90 (36%)  
Market-rate Units: 159 (64%)

**Occupancy Rate of Workforce Units:**

All 90 sold

**Project Affordability**

Restricted to household earning below 130% AMI  
Sale Price: \$125,000 – \$340,000

**Area Median Income**

60% - \$36,960  
100% - \$61,600  
120% - \$73,920

**Median Home Sales Price**

\$511,600

**Development Costs**

\$ 113,447,616

**Partners**

Goldman Sachs Urban Investment Group  
New York City Dept. of Housing, Preservation & Development  
New York State Housing Finance Agency

**Development Timeline**

Date acquired: June 2005  
Date Started: June 2005  
Date Opened: May 2008  
Date Completed: December 2008

**Sustainability**

Energy Star appliances, built to LEED Silver Standards, solar and wind energy, bamboo flooring, green roof

**Regulatory Reform**

Land acquired through City RFP below cost  
Rezoned for density increase

