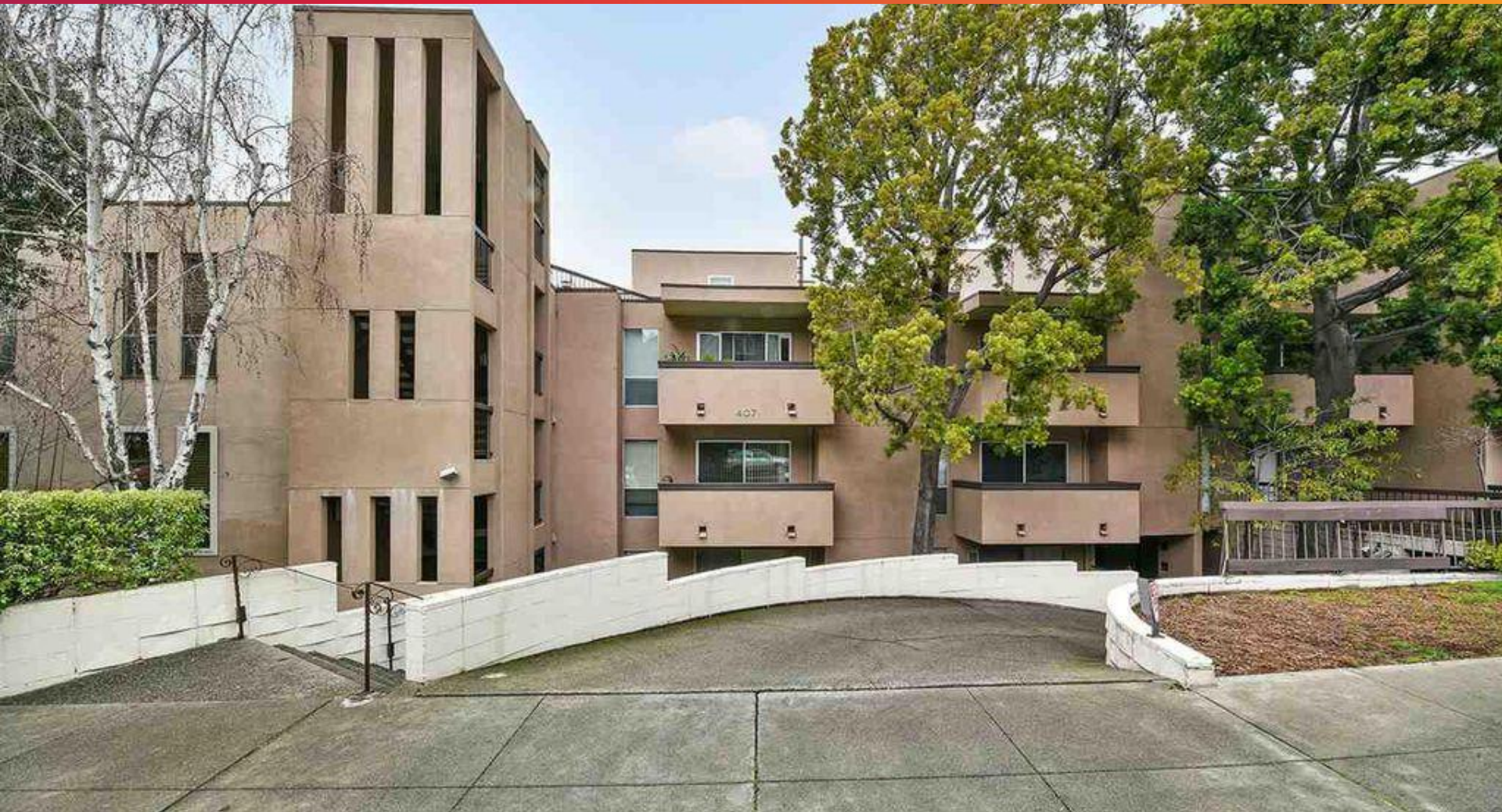


407 Orange Street



AT&T FiberSM



ABOUT ASSOCIA

- We are the leading provider of residential property management services in the world.
- We serve community associations of all types, from single family, multi-family and master-planned communities to luxury high-rise, active adult, resorts, and golf courses.
- We've been in business for over 40 years
- We operate 53 branches in three countries
- We have more than 180 office locations in 35 states
- We serve over 9,000 community associations, which equates to....
- 2,500,000 units, that serve over 5,000,000 residents

ABOUT ASSOCIA DIRECT CONNECT

Associa Direct Connect is a special division of Associa that is committed to bringing special opportunities from telecommunications providers to the communities we manage.

Through the Associa Direct Connect program we were able to partner the 407 Orange Street community with AT&T Connected Communities to upgrade the property to AT&T Fiber.



407 Orange Street, Oakland CA

- Located in Adams Point neighborhood
- Alameda County
- Condominium
- Built in 1970
- Garden Style Units
- 38 Units
- 76% Owner Occupied



407 Orange Street, Oakland CA

407 Orange Street is a well managed and well maintained building with recently renovated common areas. It is located just minutes from beautiful Lake Merritt, the historic Grand Lake Theatre and the Old Oakland Farmers Market. It is walking distance to shopping, restaurants and parks with easy access to public transit and freeways. Residents enjoy close proximity to Downtown Oakland, the Uptown area and entertainment districts with excellent night life.



The 407 Orange Street Problem

- **Telecommuters dissatisfied with internet speeds, as broadband needs increased residents frustrations increased.**
- **Max internet speeds were slow and unreliable at 6 Mbps**
- **Excessive Cost:**
HOA Board of Directors got bids for the installation of a fiber network. Contractors bids came in between \$60,000 - \$80,000 for the 38 Unit complex.
This would have required a special assessment to be levied on the community.

Community Requirements

- **Future proof the property**
- **Maintain the visual aesthetic of the property, including exterior landscaping and interior common areas.**
- **Maintain and increase property values**
- **Reliable Internet TV and Voice**



AT&T Connected Communities – ASSOCIA

Evaluation

Property Site Survey
Design Plan
Financial Investment
Long Term Commitment

Deployment

Project Plan
Timelines
Communication
Turn up & Launch

Benefits

High Speed Internet- 1G
Fiber Upgrade at no cost to Owners
Local Service and Support
5000+ Local AT&T Stores

att.com/fiberproperties

407 Orange Street Gets Connected

- 1 Gigabit Symmetrical Service
- Fiber to the unit using GPON technology
- OFS InvisiLight hallway solution
- Fiber deployment 9 months, new services available May 2017

Unit #312 1 Bed, 1 Bath 967 Sq. Ft.	Sold Date 4/14/17	Sold \$420,000
Unit #302 1 Bed, 1 Bath 980 Sq. Ft.	Sold Date 7/31/17	Sold \$530,000



- 60% Penetration Rate March 2018

Questions?



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Nominate your Community for a no cost AT&T Fiber site inspection:

att.com/fiberproperties