



# Housing Alexandria

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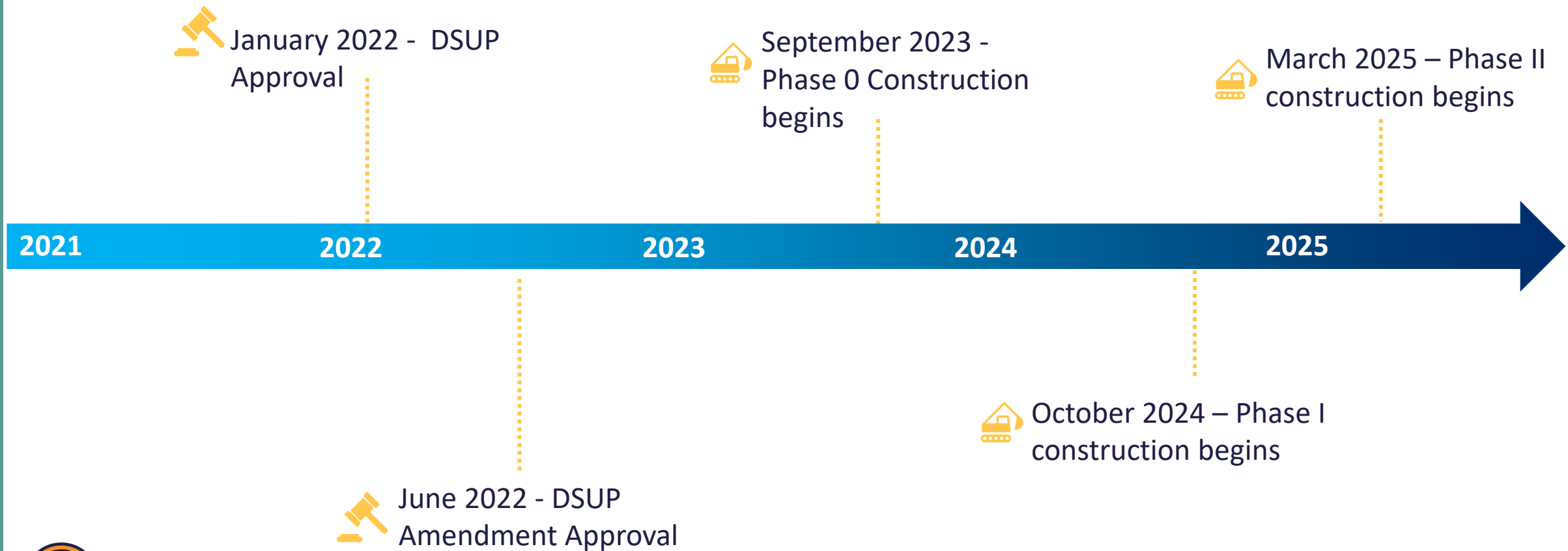
SANSÉ PROJECT UPDATE - JULY 2024  
ARHA BOND ISSUANCE

# PROJECT BACKGROUND - DEVELOPMENT PLAN



- 500,000+ SF of mixed-use development
- 474 units of affordable housing
- ~34,000 SF of community-serving, commercial space
- 379 underground parking spaces
- Substantial infrastructure and open-space improvements

# PROJECT BACKGROUND - TIMELINE





# DEVELOPMENT SITE

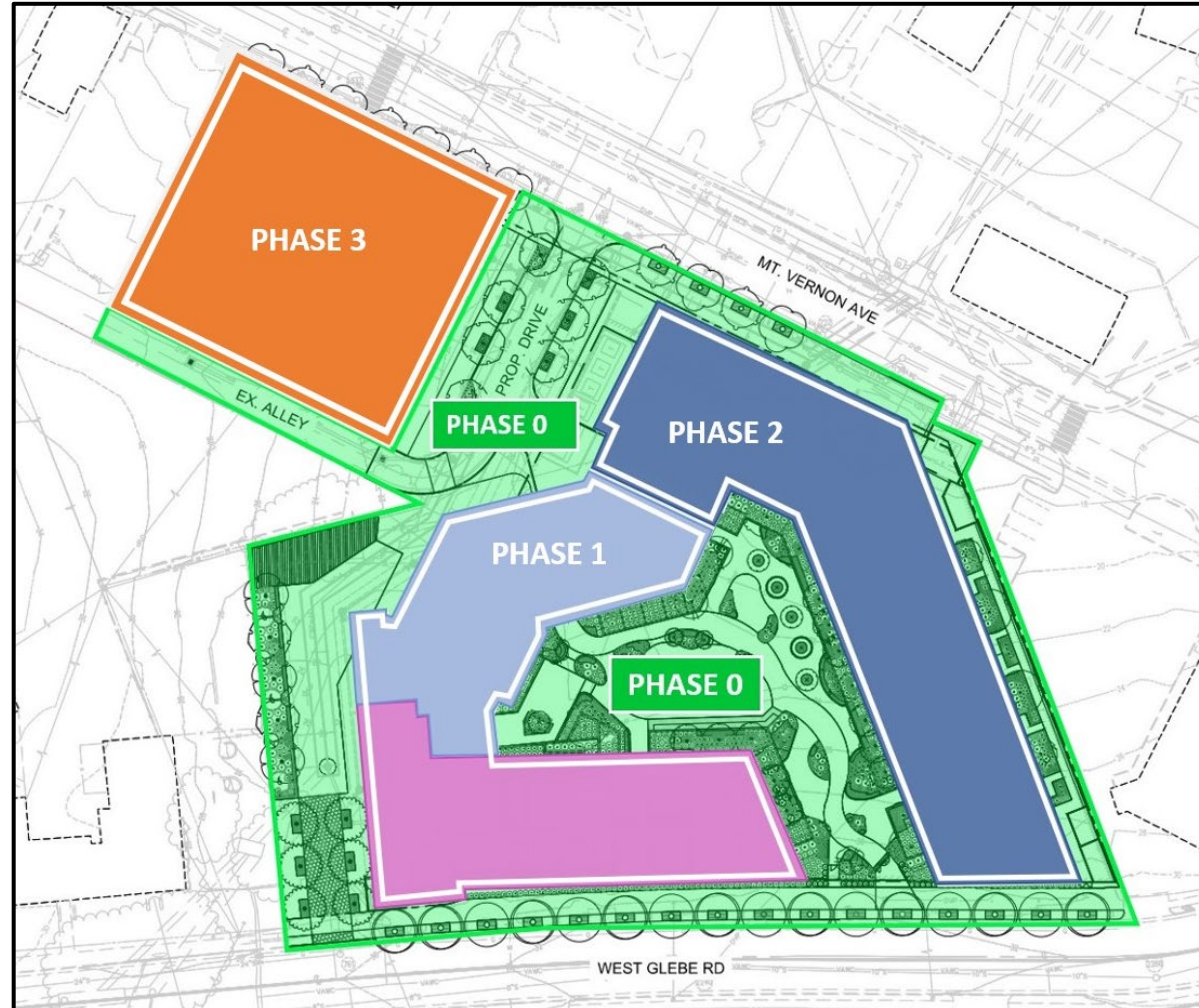


# ACQUISITION OVERVIEW

	<u>Seller</u>	<u>Closing Date</u>	<u>Purchase Price</u>	<u>Cash Payment</u>	<u>Seller Loan</u>
<b>Sansé</b>					
3608 Mt Vernon	Privately-owned	Sep-22	920,000	920,000	
3606 Mt Vernon	Privately-owned	Mar-23	1,400,000	1,400,000	
221 W Glebe	Privately-owned	May-23	12,825,000	1,275,000	11,550,000
<b>Total</b>			<b>15,145,000</b>	<b>3,595,000</b>	<b>11,550,000</b>
<b>Naja</b>					
3610/3612 Mt Vernon	Privately-owned	May-23	1,725,000	1,725,000	-
3700 Mt Vernon	City of Alexandria	May-23	1,725,000		
<b>Total</b>			<b>3,450,000</b>	<b>1,725,000</b>	<b>-</b>
<b>Total Acquisition</b>			<b>18,595,000</b>	<b>5,320,000</b>	<b>11,550,000</b>



# PROJECT PHASING



# PROJECT PHASING – PHASE 0

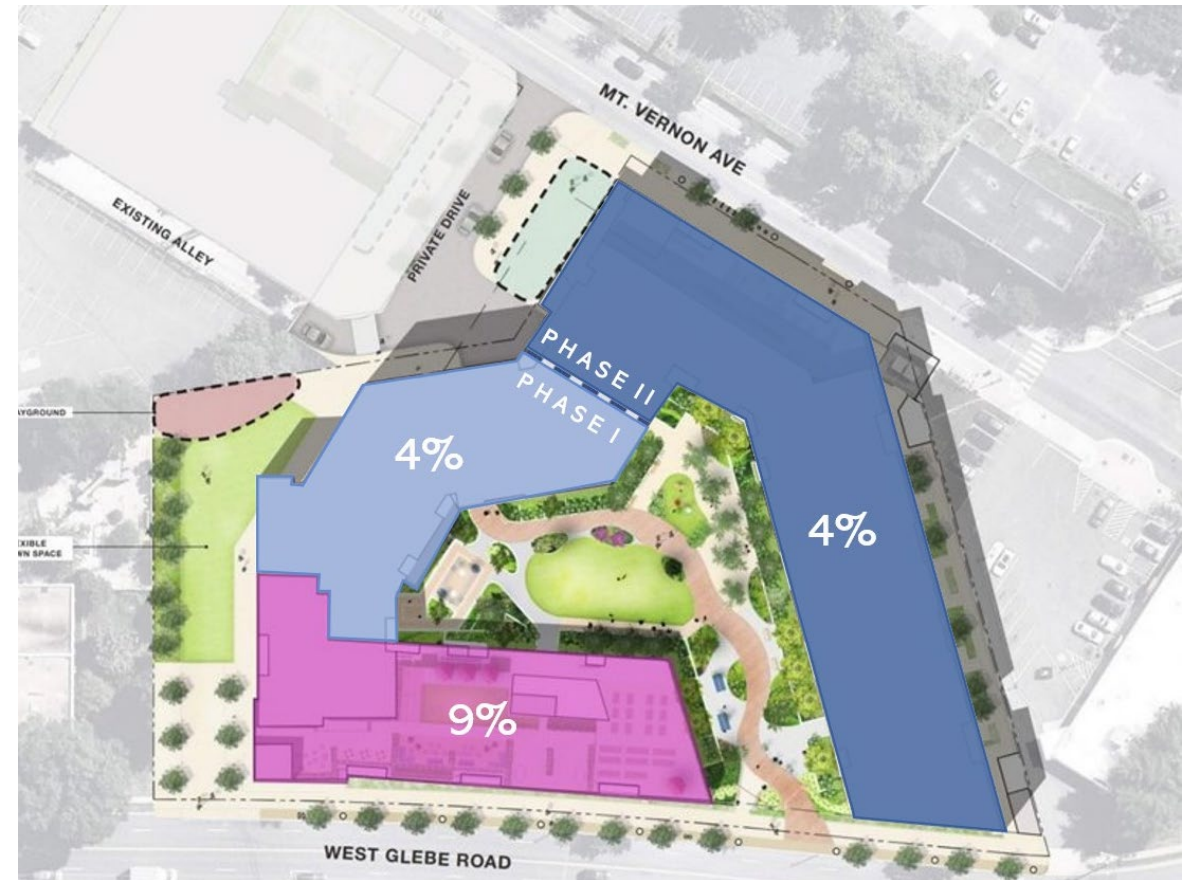
## Garage, Sitework & Infrastructure

- \$55 million development budget
- \$18.6 million acquisition value
- 379-space, two-level garage
- Financed via Virginia Housing, City of Alexandria and Seller loan



# PROJECT PHASING – PHASES I & II (SANSÉ)

- 416 Rental Units
  - 100% LIHTC Financing
- Phase I = 216 units
- Phase II = 210 units
- 9% credits awarded in 2022





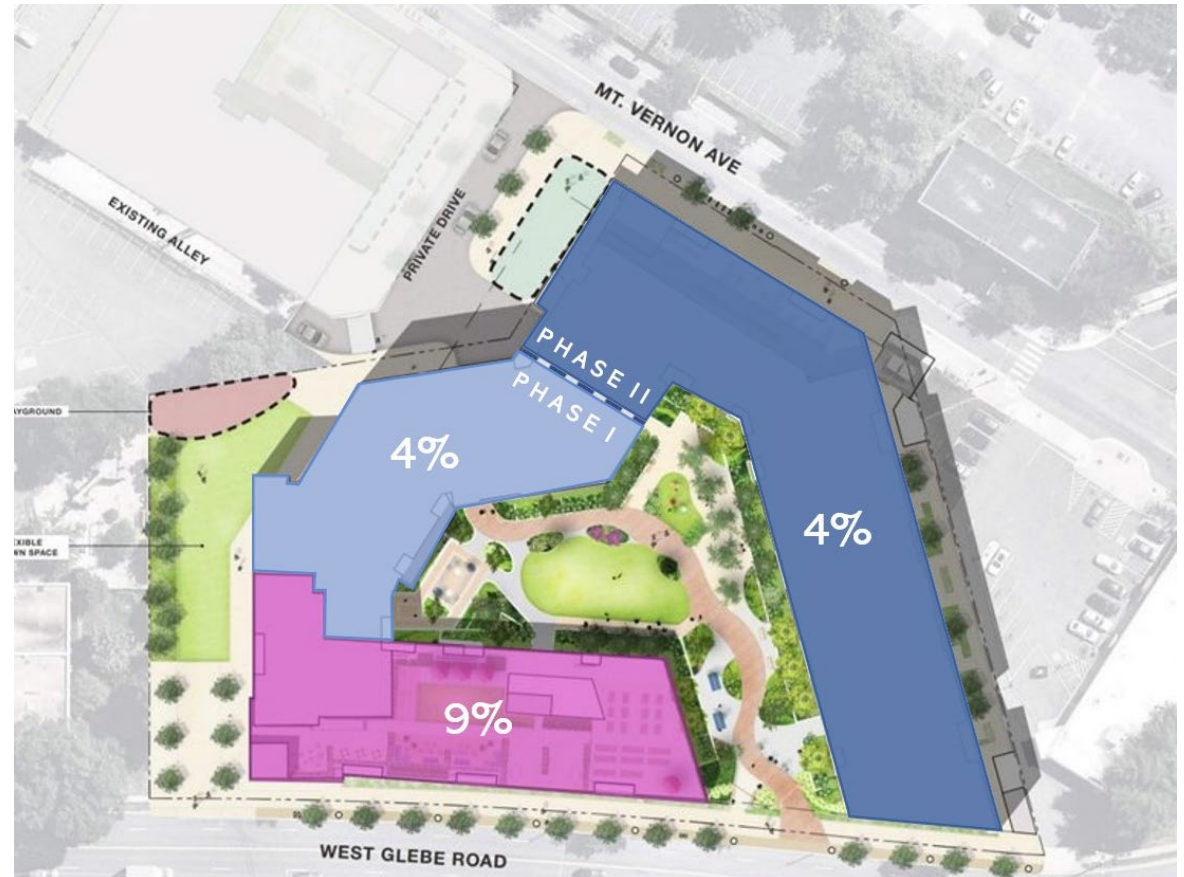
# PHASES I & II FINANCING STRUCTURE

## Phase I

- GMV 4a = 4% deal with tax-exempt Seller-Take Back note
- GMV 9a = 9% deal with taxable Seller-Take Back note

## Phase II

- GMV 4b
  - 4% deal with tax-exempt Seller Take Back note



# SELLER FINANCING STRUCTURE

	Units	60% AMI or Less		Construction Start	Loan Amount
		#	%		
<b>PHASE I</b>					
GMV 4A (tax-exempt)	130	96	74%	Oct-24	3,750,000
GMV 9A (taxable)	76	76	100%	Oct-24	2,025,000
<b>PHASE II</b>					
GMV 4B (tax-exempt)	210	156	74%	Mar-25	5,775,000
<b>Total</b>	<b>416</b>	<b>328</b>	<b>79%</b>		<b>11,550,000</b>

# SELLER FINANCING STRUCTURE

- \$11,550,000 in total financing; three separate notes
- Second trust
- 4% must-pay interest; 8% return overall
- Contingent cash flow to pay accrued interest w/ option to repay principal
- Repayment in Year 18 when tax credit compliance period expires



# SOURCES OVERVIEW

	PH 0	PH I	PH II	Total	Awarded / Committed	Funded
<b>Sources</b>						
LIHTC Equity		49,512,000	42,449,000	<b>91,961,000</b>	<b>49,510,000</b>	
First Trust Debt		21,936,000	23,000,000	<b>44,936,000</b>		
Seller Loan	11,550,000			<b>11,550,000</b>	<b>11,550,000</b>	<b>11,550,000</b>
VH REACH Grant	16,800,000			<b>16,800,000</b>	<b>16,800,000</b>	<b>16,800,000</b>
City HOF	43,650,000	20,300,000	14,000,000	<b>78,000,000</b>	<b>78,000,000</b>	<b>32,300,000</b>
City Land Value	1,725,000			<b>1,725,000</b>	<b>1,725,000</b>	<b>1,725,000</b>
VHTF / NHTF		5,400,000	2,700,000	<b>8,100,000</b>	<b>8,100,000</b>	
FHLB			1,000,000	<b>1,000,000</b>		
Deferred Developer Fee		659,000	1,491,000	<b>2,150,000</b>		
<b>Total</b>	<b>73,725,000</b>	<b>97,807,000</b>	<b>84,640,000</b>	<b>256,222,000</b>	<b>165,685,000</b>	<b>62,375,000</b>
					<b>64.7%</b>	<b>37.6%</b>

# SOURCES OVERVIEW

## Sansé (PH I & II Combined)

Sources			Uses	
<b>Equity</b>			<b>Development Costs</b>	
Tax Credit Equity		91,960,000	Acquisition	15,150,000
State Opportunity Tax Credit		-	Architecture & Engineering	3,540,000
<b>Debt</b>			Legal	1,980,000
First Trust Debt		44,940,000	Fees, Permits & Utilities	5,000,000
Seller Loan		11,550,000	Other/Miscellaneous	9,060,000
		-	Financing Costs	14,570,000
		-	Reserves	5,880,000
<b>Soft Financing</b>			Construction Costs	133,410,000
Phase 0 Soft Financing		39,960,000	Developer Fee	9,000,000
VHTF / NHTF		8,100,000	Phase 0 Cost Allocation	36,370,000
FHLB		1,000,000		
City HOF (PH I & II)		34,300,000		
Deferred Developer Fee	24%	2,150,000		
<b>Total Sources</b>		<b>\$ 233,960,000</b>	<b>Total Uses</b>	<b>\$ 233,960,000</b>

# CITY FUNDING TO DATE

## \$78 million committed/approved to date for Phases 0, I & II

- \$13 million in financing finalized and available
- \$34 million to be finalized by August
- \$17 million to be finalized in 2025
- \$14 million approved from FY26 & FY27 budgets for Phase II



# CITY FUNDING & COMMITMENTS TIMELINE

## **February 2022**

- \$10.5 million in funding approved as part of Phase I LIHTC application

## **June 2023**

- \$53.5 million in additional funding approved for Phases 0 & I

## **June 2024**

- \$14 million commitment for Phase II approved by City Council

# CONSTRUCTION PROGRESS UPDATE





# PHASE 0 CONSTRUCTION PROGRESS

- Mass excavation completed
- Tower cranes installed in early May
- Concrete foundations being poured
- Nearly complete with installation of wet and dry utilities
- ~ \$12 million of construction costs incurred to date; 30% of total Phase 0 GMP amount





# PHASE 0 CONSTRUCTION PROGRESS

- Foundation to grade permit was issued in April
- Phase I building permit in review, scheduled date of approval is in August
- Phase II building permit to be submitted in July
- Garage ready for Phase I construction in October







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# Housing Alexandria



# SANSÉ UNIT TYPE & AMI

UNIT TYPE	40%	50%	60%	80%	TOTAL
JR 1BR	0	0	29	0	29
One BR	50	8	59	43	160
Two BR	55	19	56	45	175
Three BR	0	11	41	0	52
<b>TOTAL</b>	<b>105</b>	<b>38</b>	<b>185</b>	<b>88</b>	<b>416</b>

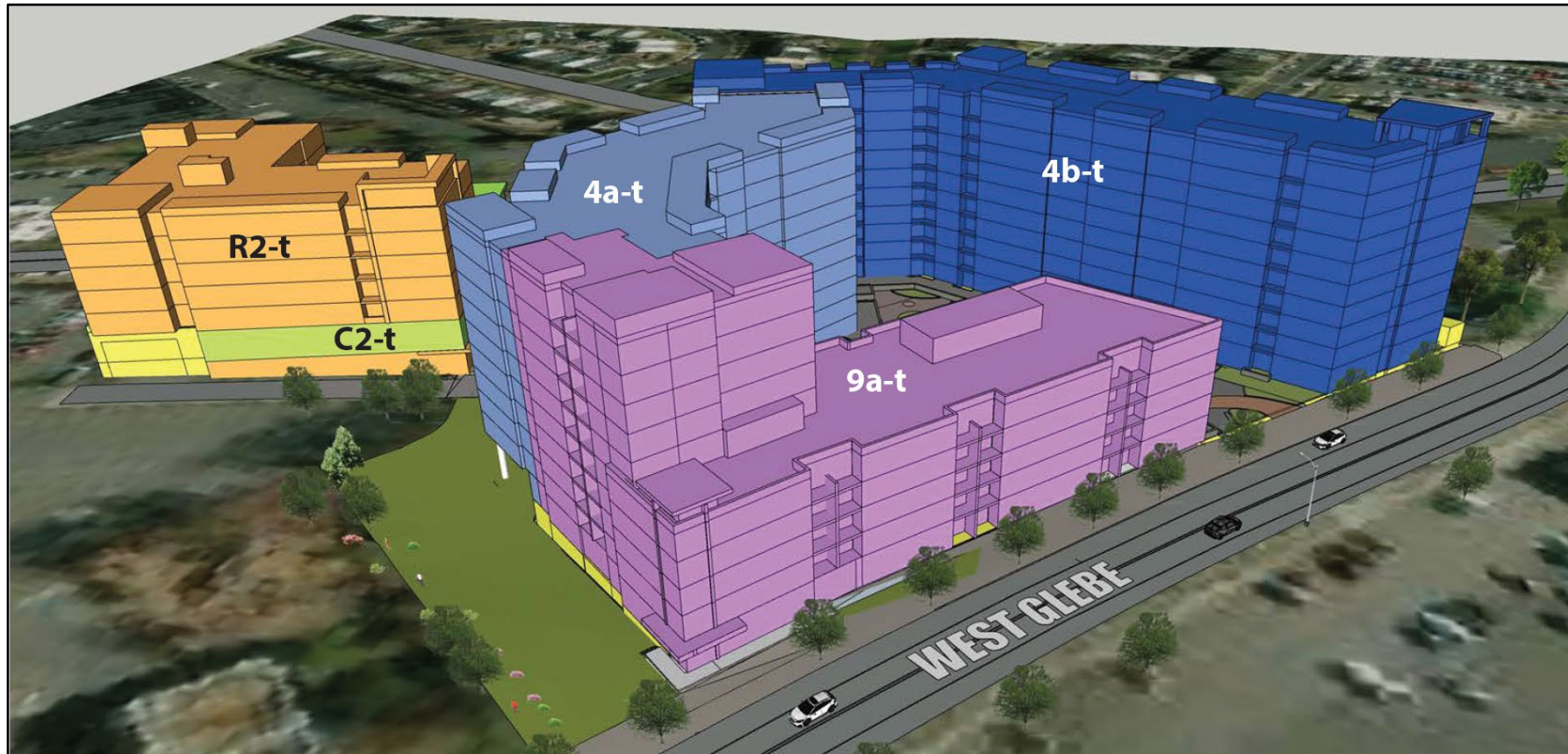
- 25% of units at 40% AMI
- 55% of units are 2 BR or 3 BR units



# CONSTRUCTION CONTRACT / GMP

	Units	Construction Start	LNTP Value	GMP Value
<b>PHASE I</b>				
GMV 4A	130	Oct-24	2,300,000	38,500,000
GMV 9A	76	Oct-24	1,600,000	26,800,000
<b>PHASE II</b>				
GMV 4B	210	Apr-25	3,900,000	60,000,000
<b>Total</b>	<b>416</b>		<b>7,800,000</b>	<b>125,300,000</b>

# CONDOMINIUM STRUCTURE



# CONDOMINIUM STRUCTURE

