

\*NOT A COMMUNITY SPECIFIC RENDERING



# AVANTERRA LAKE FOREST P&Z PUBLIC HEARING

6/14/2022



AVANTERRA™

# ABOUT US

National multifamily, hotel and retail developer

Founded in 1979 by three lifelong friends

As of 2021, has developed more than 26,000 apartment homes in 19 states

All projects are conventionally financed with private equity partners

Develops, owns, and manages all apartment communities

— No third-party management

— “Top 10 Property Management Company” –

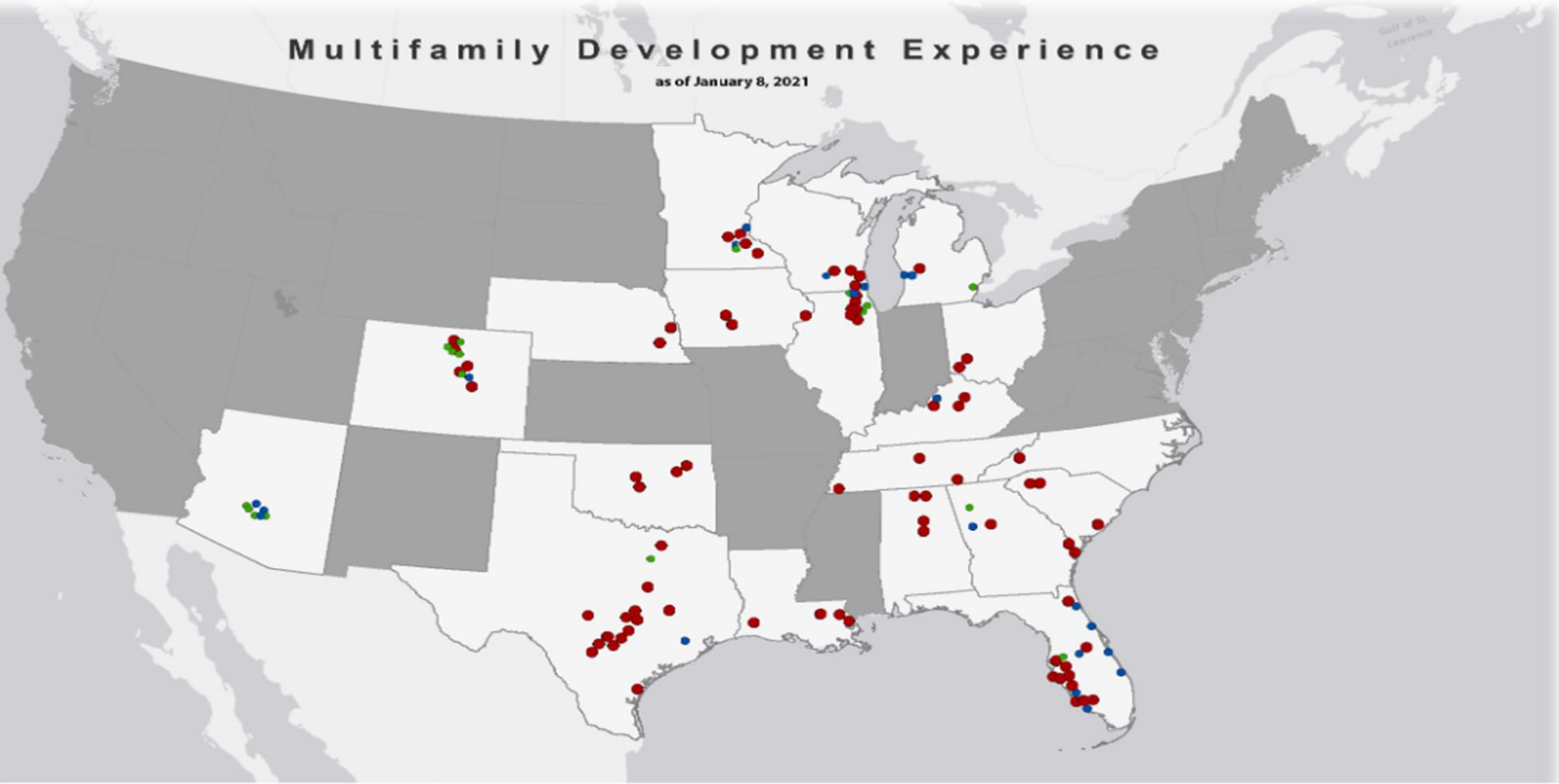
*[multifamilyexecutive.com](http://multifamilyexecutive.com)*



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PROPERTIES

# Multifamily Development Experience

as of January 8, 2021



**Developed**  
76  
Communities

**Under Construction**  
21  
Communities

**In Development**  
17  
Communities

# Experience In McKinney

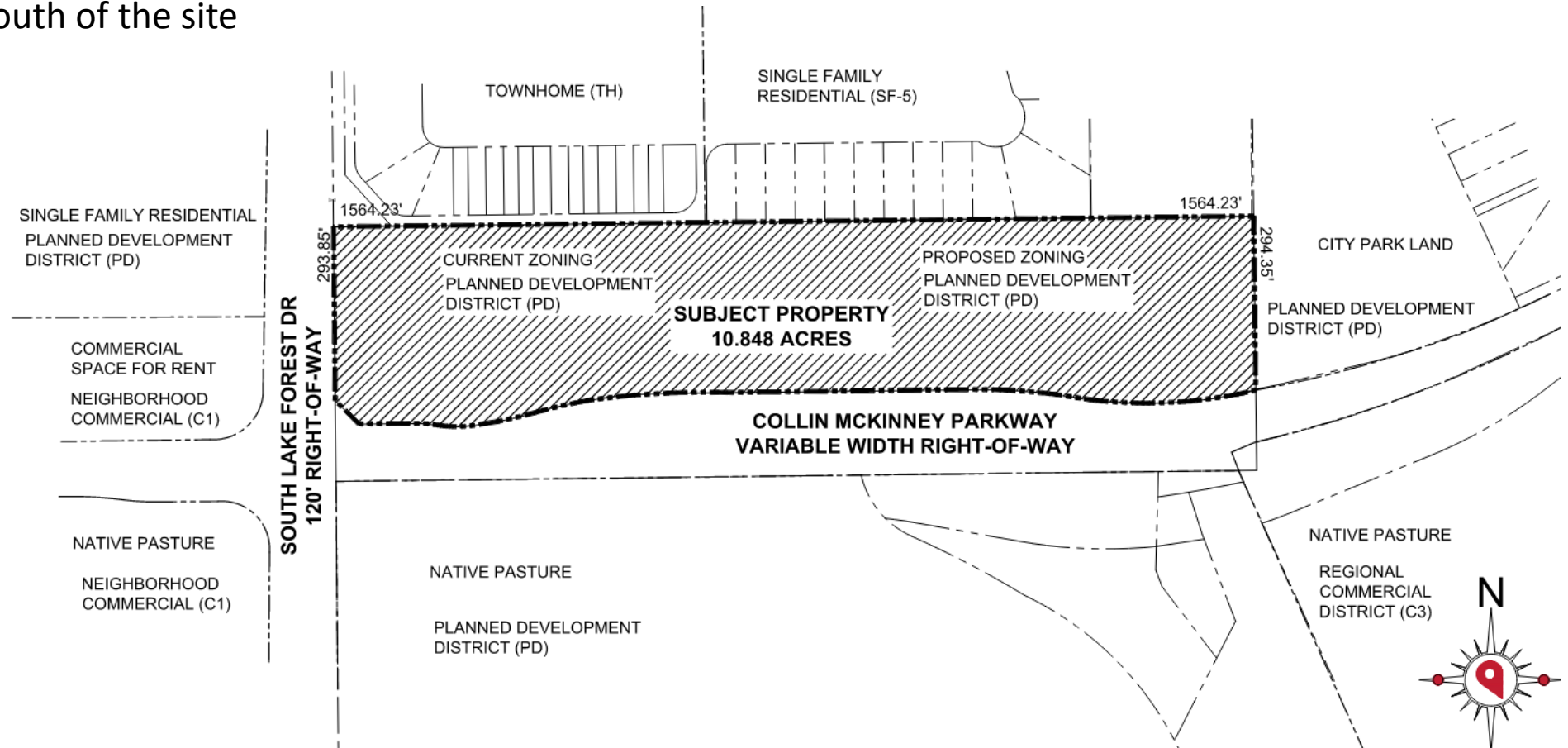
- In 2019, Continental developed the Springs at McKinney along Stacy Rd and Ridge Rd
  - 212 units, class-A traditional multi-family
  - 4-min drive to subject site
- Continental still owns and manages the community today
  - Stabilized and performing well (94% occupancy)



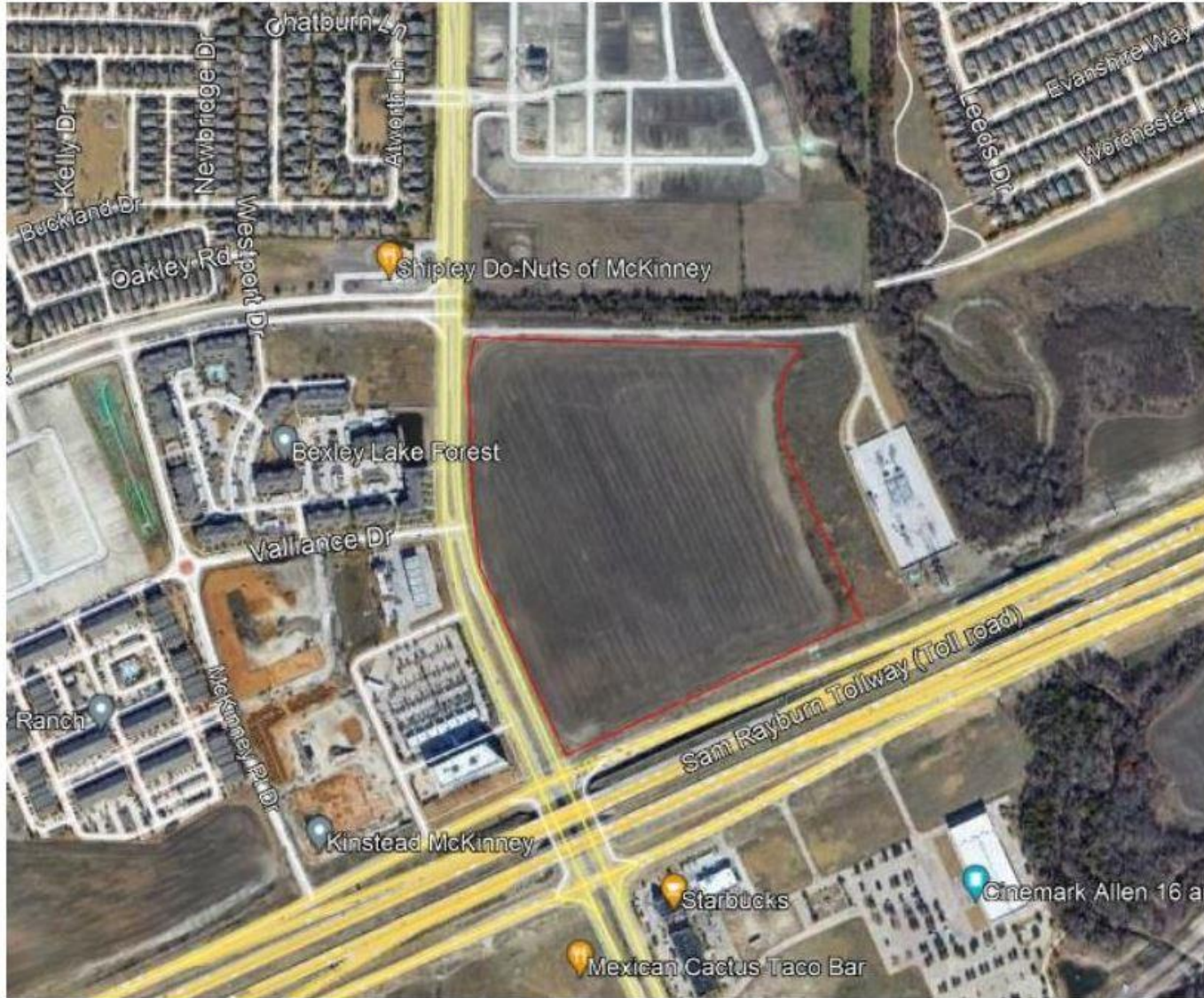
# ZONING EXHIBIT – SUBJECT SITE

## 2040 Comprehensive Plan:

- Subject site falls within the **Urban Living** placetype, which supports a mix of housing options including single-family and apartments
- Transitional use bridging the single-family homes/townhomes north of the site to the proposed entertainment mixed-use project south of the site



# MEDC Owned 46 Acres – Signed Terms Sheet for Entertainment Driven Mixed-Use

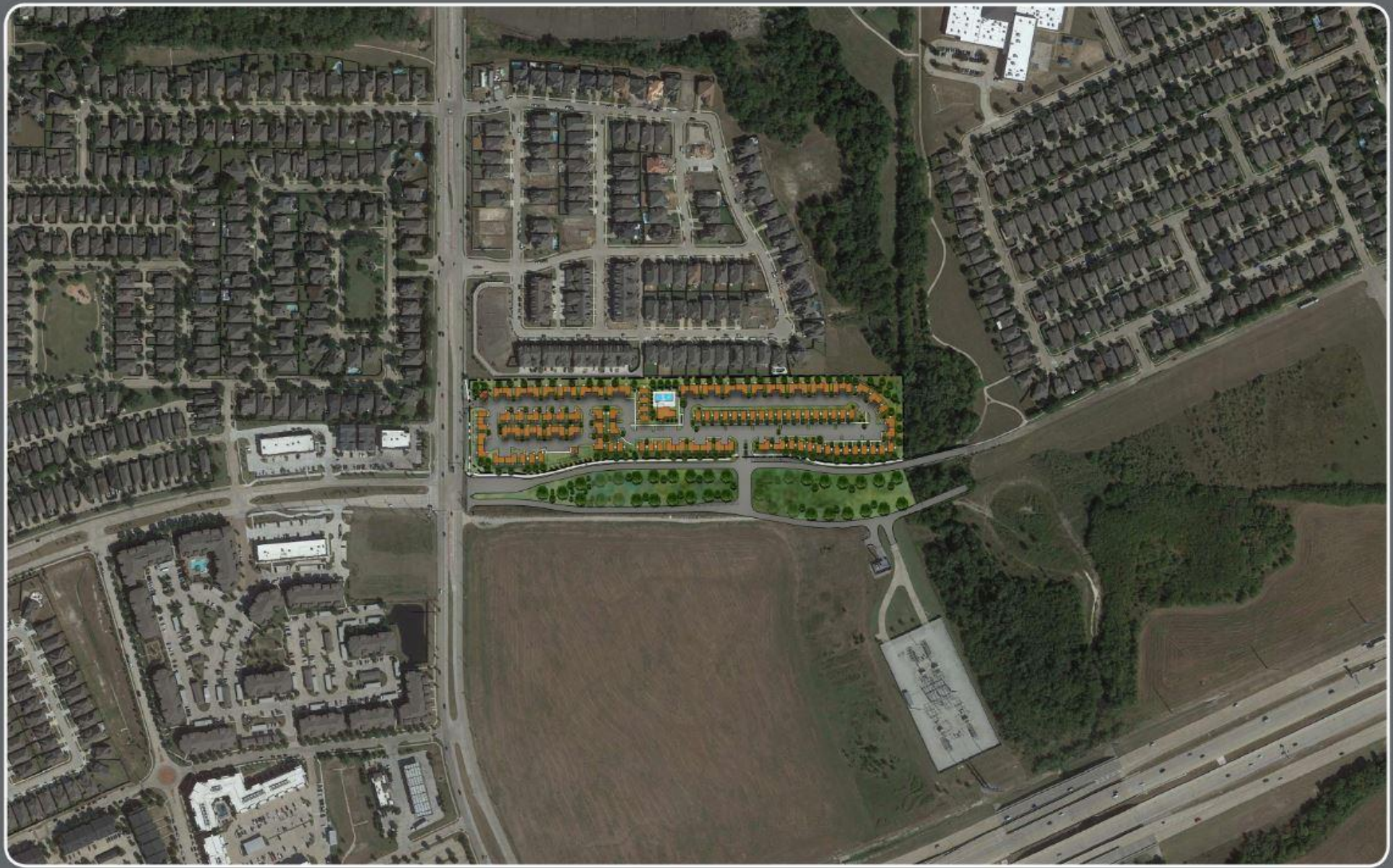


- 46 Acre Parcel
- High Density Mixed-Use
- World Class Entertainment Hub – One of A Kind
- Multi-Family
- Hotel/Convention Space
- 10-15 Story office and Creative Office
- Open space and pedestrian plaza
- Dense technology infrastructure enabling real time AR and Mixed Reality Opportunities.
- Targeted Announcement Early 2022

# NORTH PROPERTY SEPERATED FROM LARGER SITE TO SOUTH

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- Subject site was originally in contract with the mixed-use entertainment project on the 46-acre parcel to the south
- Dropped from contract after City determined the magnitude and design for the storm drainage to be included with Collin McKinney Pkwy
- Separation, access, and crossing Collin McKinney Pkwy limited the potential for compatible development of the separated south parcel
- Thus, subject site north of Collin McKinney alignment became an isolated parcel



AVANTERRA LAKE FOREST

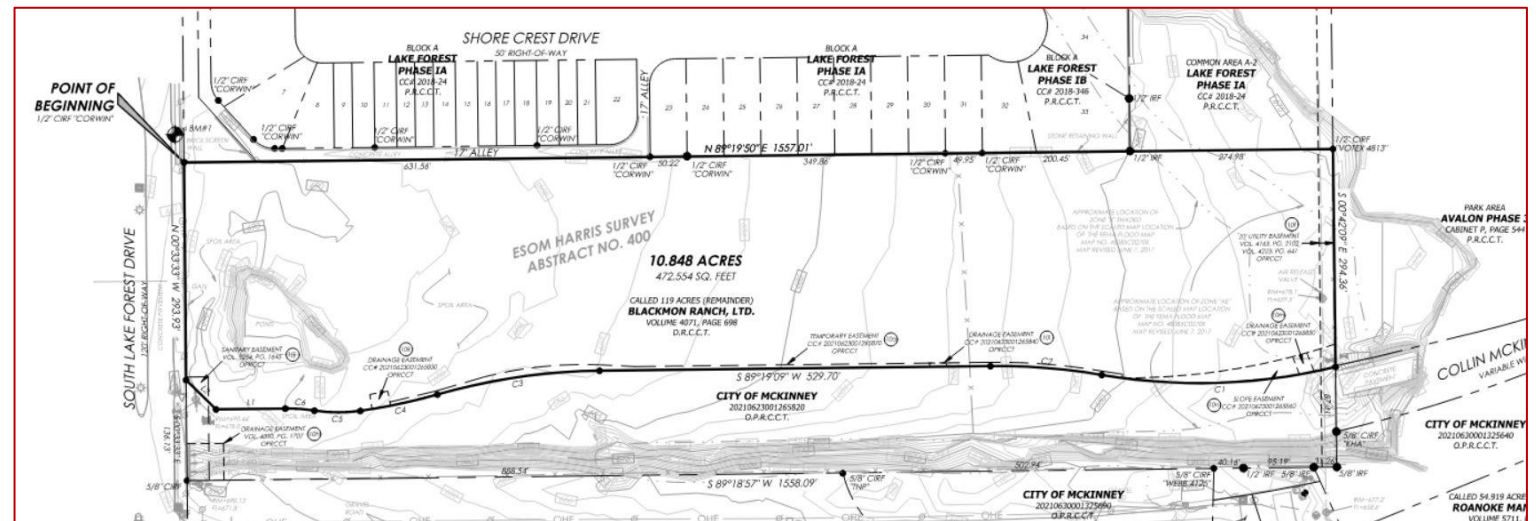
MCKINNEY, TX

**CONTINENTAL**  
PROPERTIES



# CHALLENGING SITE CHARACTERISTICS

- Site geometry
  - Long and shallow (1,557' x 294')
- Extension of Collin McKinney Parkway
  - Unusually wide ROW
  - Incorporates 10' wide regional trail component
  - Major drainage way for regionalized use
    - Requires major culvert system for crossing and full access to site (3 10' x 5' box culverts)
- Limited access to Lake Forest Drive



# USE LIMITATIONS – WHAT FITS SITE & CHALLENGES

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## **SINGLE-FAMILY**

- Lot spacing and street ROW limit configuration options. Might have been possible if originally incorporated into use to north.

## **TRADITIONAL MULTI-FAMILY**

- Site configuration limits layout options. 3+ stories south of existing single-family and townhomes is undesirable.

## **COMMERCIAL/RETAIL**

- Poor access off Lake Forest/Collin McKinney due to site constraints. Unappealing transitional use for the site. Area retail has struggled.

## **OFFICE**

- Adequate office space requires 3+ stories. Poor site access. Challenge with parking requirements and emergency access. Not desirable adjacent to single-family and townhomes.

**\*Although alternate uses might fit physically, economic realities and practicality are major inhibitors.**

# MULTIPLE ALTERNATIVE USES & PROPOSALS CONSIDERED

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- Property Owner evaluated multiple uses and proposals (commercial pad sites, traditional multifamily, BTR)
- Selected Continental Properties' proposed use as best for site and neighboring properties
  - One- and two-family detached for-lease homes
  - Most compatible use with Grand Homes single-family and townhomes to north
  - Lower density and least traffic of all options considered
  - In-house property management



105 homes with a mix of 1- (10), 2- (35), 3- (47), and 4- (13) bedrooms

62 homes include attached garages (35 1-car, 27 2-car)

Home sizes range from 983 to 1,860 square feet (Max Building Height: 31')















# PROJECT AMENITIES

- Clubhouse
  - Resort-style swimming pool
  - Grilling area and sun-bathing deck
  - 24/7 fitness center
  - Large multi-purpose gathering space
- Enclosed yards/seating area for all homes
- Leash-free pet playground
- Smart Home technology for all homes
- Valet trash service
- Home interiors
  - Granite countertops
  - Tile backsplashes
  - Luxury vinyl-plank flooring
  - Stainless steel appliances



# PROPERTY MANAGEMENT

## Top Tier Property Management Team

### Award Winning Teams

- Continental Properties - #39 of top 100 management companies in nation
- (6) Properties in top 1% of +120,000 communities per J Turner
- (18) Communities in ApartmentRatings.com top rated list

### Onsite Team

- 24-hour maintenance staff
- Full-time leasing agents and property managers
- 30-day Pledge – if residents are not satisfied, option for lease release

### Screening Criteria

- Credit check, full background check, full referral check
- Income (monthly income must exceed 3x rent to qualify)

### Community Outreach – Continental Cares

- Facebook Live events
- “Ronald McDonald House”
- “Operation Gratitude”



# PROJECT BENEFITS

Taxing Body	Potential Total Revenues		Total Revenue Increase	
	5-Year	10-Year	5-Year Increase	10-Year Increase
CMC (McKinney City)	\$ 534,750.95	\$ 1,414,865.46	\$ 534,722.88	\$ 1,414,809.33
GCN (Collin County)	\$ 180,616.46	\$ 477,882.25	\$ 180,606.98	\$ 477,863.29
JCN (Collin College)	\$ 87,276.41	\$ 230,919.42	\$ 87,271.83	\$ 230,910.26
SMC (McKinney ISD)	\$ 1,479,321.28	\$ 3,914,047.45	\$ 1,479,243.64	\$ 3,913,892.16
<b>Total</b>	<b>\$ 2,281,965.10</b>	<b>\$ 6,037,714.58</b>	<b>\$ 2,281,845.33</b>	<b>\$ 6,037,475.03</b>

- Lower density than traditional MF (9.55 du/acre)
- Platted on single lot
  - Maintains cohesiveness of quality and design
- Lower traffic counts than Commercial uses
- Transforms a limited potential site into a productive, desirable community
- Highest and best use
  - Generates high tax values and strong, positive economic impact for the community

**Employment Impact**

The total number of jobs supported by apartment construction, operations, and resident spending within the metro economy.

Construction	149
Renovation & Repair	1
Operations	1
Resident Spending	67
<b>Total Jobs Supported</b>	<b>218</b>

METRO AREA

## Dallas Fort Worth

Economic Impact of 105 New Apartment Homes.

**Economic Impact**

The combined contribution of apartment construction, renovation and repair, operations and resident spending to the metro economy.

Construction	\$34,550,586
Renovation & Repair	\$277,541
Operation Expenditures	\$857,000
Resident Spending	\$14,714,197
<b>Total Economic Impact</b>	<b>\$50,399,324</b>

Impact from Tax Revenue

Operation Expenditures	\$356,407
Resident Spending	\$1,707,556
<b>Total Impact from Tax Revenue</b>	<b>\$2,063,963</b>

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QUESTIONS?

