Presentation of

JPI Jefferson Wilmeth

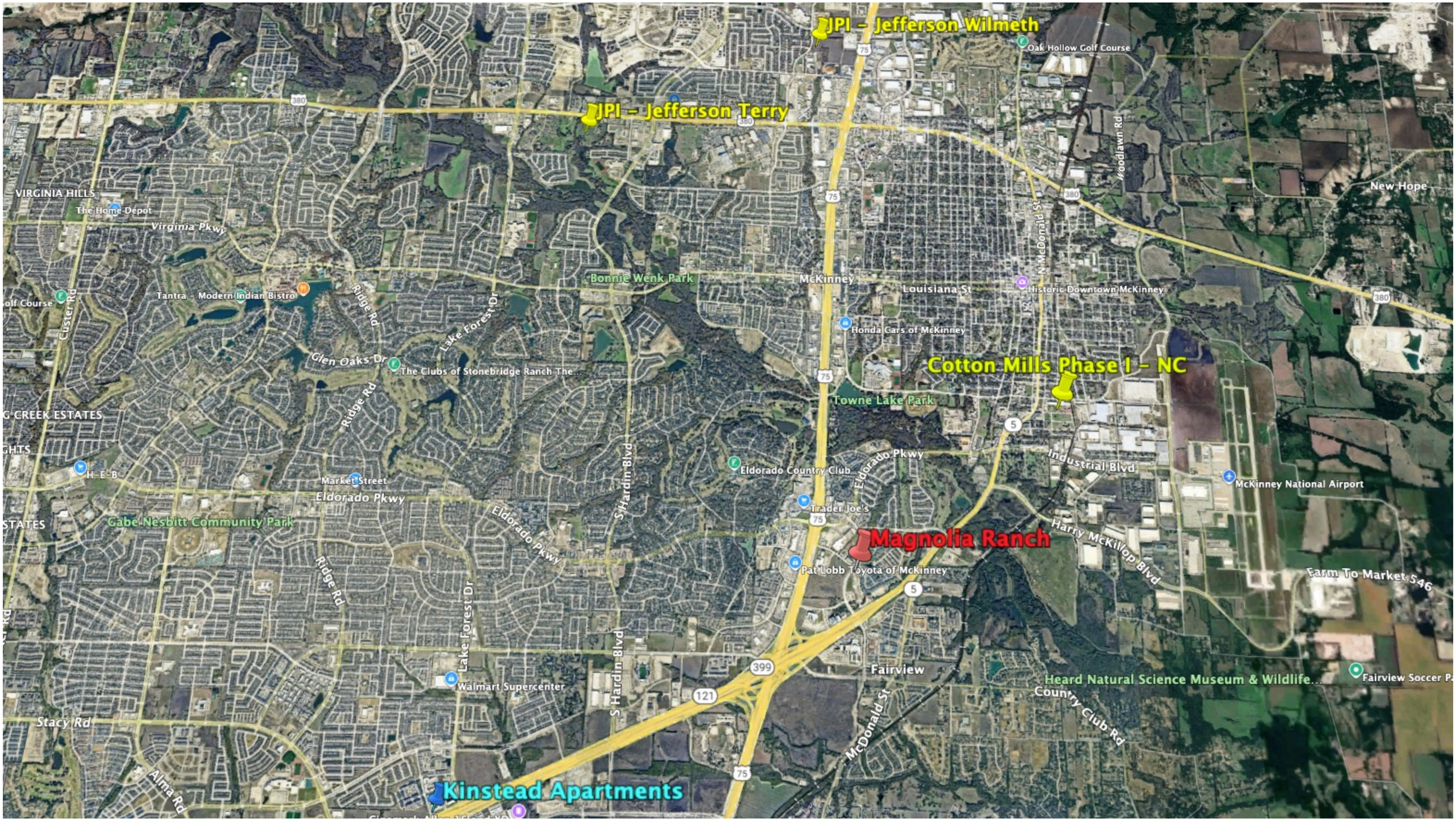
&

JPI Jefferson Terry

Two New Construction Developments

To

McKinney Housing Authority Board of Directors



JPI - Jefferson Wilmeth
JPI - Jefferson Terry
Cotton Mills Phase I - NC
Magnolia Ranch
Kinstead Apartments
Oak Hollow Golf Course
VIRGINIA HILLS
The Home Depot
Virginia Pkwy
New Hope
Bonnie Wenk Park
McKinney
Louisiana St
Historic Downtown McKinney
Tantra - Modern Indian Bistro
Ridge Rd
Lake Forest Dr
Honda Cars of McKinney
Glen Oaks Dr
The Clubs of Stonebridge Ranch
Towne Lake Park
Eldorado Pkwy
Industrial Blvd
H-E-B
Market Street
Eldorado Country Club
McKinney National Airport
Gabe Nesbitt Community Park
S Hardin Blvd
Trader Joe's
Harry McKillop Blvd
Pat Lobb Toyota of McKinney
Farm To Market 546
Fairview
Heard Natural Science Museum & Wildlife...
Walmart Supercenter
Country Club Rd
Stacy Rd
McDonald St
N McDonald St
Woodlawn Rd
Custer Rd
Alma Rd

Request of the MHA Board

APPROVAL TO SEND A PROPOSAL FOR CITY COUNCIL CONSIDERATION

APPROVAL FOR LEGAL REVIEW

SUBJECT TO LEGAL REVIEW PRESENTATION TO THE BOARD FOR ACTION AT A FUTURE BOARD MEETING

JPI Jefferson Wilmeth

*Concept Image, Subject to Change

4 – Story Multifamily Buildings

443 Units – Studio, 1BR, 2BR & 3BR

Site Address: SEC of Community Ave & Wilmeth Rd
Property ID: 2822997
Owner ID: 933746

Unit Amenities

- Smart Features
- 10-foot Ceilings
- Hardwood Floors
- Premium Countertops
- Undermount Kitchen Sinks
- Recessed and Pendent Lighting
- LED Lighting
- Walk in Closet
- Garden Tub
- Stand-Up Shower
- Stainless Steel Appliances
- Washer & Dryers in all Units
- Oversized Kitchen Islands
- Side by Side Refrigerator
- Double Vanity
- Two Inch Blinds
- Private Yards *
- Private Studies *

* in select units




Community Amenities

- Leasing Office
- Individual & Co-Working Space
- Coffee Bar
- Clubroom and Catering Kitchen
- Package Lockers
- Gaming Room
- Resort Style Pool
- On-Site Storage
- Garages
- Electrical Charging Station
- On-Site Courtesy Officer
- Air-Conditioned Corridors
- Carpeted Corridors
- Elevators
- Extensive Amenity Space
- Private Courtyards
- Indoor Fitness Center
- Dog Park
- 24-Hour Emergency Maintenance
- Monthly Resident Events

Project Timeline	
Land Closing	April 2025
Construction Start	September 2025
First Occupancy	March 2027
Construction Completion	December 2027
Stabilization	October 2028

DEVELOPMENT BUDGET	Total	$ / Unit	$ / NRSF	% of Total
Construction	$86,956,000	$196,289	$208.10	75.1%
Land including Purchase Price of $13.7	9,623,000	21,722	23.03	8.3%
Predevelopment / Feasibility	520,000	1,174	1.24	0.4%
Title Insurance & Other	291,000	657	0.70	0.3%
Furniture, Fixtures & Equipment	760,000	1,716	1.82	0.7%
Marketing	355,000	801	0.85	0.3%
Financing & Legal	2,179,000	4,919	5.21	1.9%
Ad Valorem Taxes	92,000	208	0.22	0.1%
Architectural & Engineering	2,237,000	5,050	5.35	1.9%
Overhead & Administrative Fees	4,752,000	10,727	11.37	4.1%
Operating Deficit	1,452,000	3,278	3.47	1.3%
Construction Loan Interest Reserve	3,320,000	7,494	7.95	2.9%
Owner Contingency	3,181,000	7,181	7.61	2.7%
PROJECT COST	**$115,718,000**	**$261,214**	**$276.93**	**100.0%**

Type	Size	Count	% of Mix
E1 Units	656	34	7.67%
A1 Units	720	65	14.67%
A3 Units	782	124	27.99%
A5-01 Units	952	15	3.39%
A6 Units	824	48	10.84%
A7 Units	793	8	1.81%
B1 Units	1127	39	8.80%
B3 Units	1189	29	6.55%
B4 Units	1285	51	11.51%
C1 Units	1577	24	5.42%
C4 Units	1633	6	1.35%
Total/Avg	**417,863**	**443**	**100.00%**

Jefferson Wilmeth - Rent Benefit Analysis

Total Units **443**

Unit Type	Total
Studio	34
1 Bedroom	260
2 Bedroom	119
3 Bedroom	30
	443

	30% AMI			Rent Savings		80% AMI			Rent Savings		Market Rents		100% Market Rents		
	Avg. Rent	Units	Benefit % Comp to Market	Monthly	Annually	Avg. Rent	Units	Benefit % Comp to Market	Monthly	Annually	Avd. Rent	Units	Units	Monthly	Annually
Studio	579	4	64%	4,052	48,624	1,544	12	3%	576	6,912	1,592	17	33	52,536	630,432
1 BD	661	9	62%	9,675	116,100	1,764	122	-2%	0	0	1,736	129	260	451,360	5,416,320
2 BD	744	8	68%	12,696	152,352	1,986	53	15%	18,285	219,420	2,331	58	119	277,389	3,328,668
3 BD	827	1	73%	2,291	27,492	2,206	14	29%	12,768	153,216	3,118	15	30	93,540	1,122,480
	Total/Avg	22	68%	28,714	344,568	Total/Avg 201		14%	31,629	$379,548	49.4%	219	442		$9,867,468
	% of Units	5%				% of Units 45%					Rent	$3,248,568			

Number of Workfroce Units **223**

Reduced Rent **$724,116**

Jefferson Wilmeth - 10 Year Proforma

	Proforma	Year 2025	Year 2026	Year 2027	Year 2028	Year 2029	Year 2030	Year 2031	Year 2032	Year 2033	Year 2034
Current Gross Potential Market Rent	$9,867,468	–	–	$1,897,832	$9,359,104	$11,958,855	$12,377,415	$12,810,624	$13,258,996	$13,723,061	$14,203,368

Rent trending percentage 3.5%

	Initial Conversion	Year 2025	Year 2026	Year 2027	Year 2028	Year 2029	Year 2030	Year 2031	Year 2032	Year 2033	Year 2034
Gross Potential Rent - Program Rent	**$9,143,352**	**–**	**–**	**$1,872,724**	**$9,370,661**	**$9,698,634**	**$11,111,376**	**$11,500,274**	**$11,902,784**	**$12,319,381**	**$12,750,559**
Vacancy/Collection Loss	($457,168)	–	–	($93,636)	($468,533)	($484,932)	($555,569)	($575,014)	($595,139)	($615,969)	($637,528)
Non-Revenue		–	–	–	–	–	–	–	–	–	–
Bad Debt	($91,434)	–	–	($17,791)	($89,021)	($92,137)	($105,558)	($109,253)	($113,076)	($117,034)	($121,130)
Other Income	$855,337	–	–	$203,763	$849,284	$1,106,192	$1,144,909	$1,184,981	$1,226,455	$1,269,381	$1,313,809
EGI	**$9,450,088**	**–**	**–**	**$1,965,060**	**$9,662,391**	**$10,227,757**	**$11,595,158**	**$12,000,988**	**$12,421,023**	**$12,855,759**	**$13,305,710**
Controllable Expenses	$835,693	–	–	$182,637	$752,464	$968,797	$997,861	$1,027,797	$1,058,631	$1,090,390	$1,123,101
Franchise & Excise Taxes	$59,256	–	–	$6,504	$31,983	$33,854	$38,380	$39,723	$41,114	$42,553	$44,042
MAHDC Lease Fees	$232,000	–	–	$182,170	$232,000	$238,960	$246,129	$253,513	$261,118	$268,952	$277,020
MAHDC Dev & GC Fee	$866,433	$866,433	–	–	–	–	–	–	–	–	–
MAHDC Legal Fee	$125,000	$125,000	–	–	–	–	–	–	–	–	–
MAHDC Financial Fee	$95,000	$95,000	–	–	–	–	–	–	–	–	–
MAHDC Compliance Fee	$55,375	$55,375	$57,036	$58,747	$60,510	$62,325	$64,195	$66,121	$68,104	$70,147	$72,252
MAHDC Hard Cost Tax Savings	$553,000	$276,500	$276,500								
Insurance	$406,652	–	–	–	$366,152	$471,421	$485,564	$500,131	$515,134	$530,588	$546,506
Non-Controllable Expenses	$1,045,912	–	–	$221,922	$914,317	$1,177,183	$1,212,498	$1,248,873	$1,286,340	$1,324,930	$1,364,678
Management Fee	$247,940	–	–	$58,952	$289,872	$306,833	$347,855	$360,030	$372,631	$385,673	$399,171
Total Operating Expenses	**$4,522,261**	**$1,418,308**	**$333,536**	**$710,932**	**$2,647,297**	**$3,259,373**	**$3,392,481**	**$3,496,187**	**$3,603,071**	**$3,713,232**	**$3,826,770**
Capital Reserves	$221,500			$250,598	$259,369	$268,447	$277,842	$287,567	$297,632	$308,049	$318,831
NOI	**$4,706,327**	**($1,418,308)**	**($333,536)**	**$1,003,530**	**$6,755,725**	**$6,699,938**	**$7,924,834**	**$8,217,234**	**$8,520,320**	**$8,834,477**	**$9,160,109**
Less: Debt	**($3,754,485)**	**($351,090)**	**($3,119,815)**	**($4,223,788)**	**($4,247,128)**	**($3,437,886)**	**($3,437,886)**	**($3,437,886)**	**($3,437,886)**	**($3,437,886)**	**($3,437,886)**
Less: Investor Return	**($3,176,250)**	**($3,176,250)**	**($3,176,250)**	**($3,176,250)**	**($3,176,250)**	**($3,176,250)**	**($3,176,250)**	**($3,176,250)**	**($3,176,250)**	**($3,176,250)**	**($3,176,250)**
Income	**($2,224,408)**	**($4,945,648)**	**($6,629,601)**	**($6,396,508)**	**($667,653)**	**$85,802**	**$1,310,698**	**$1,603,098**	**$1,906,184**	**$2,220,341**	**$2,545,973**

NOTE:

Assume a vacancy factor 5%

$63.6MM Senior Note at SOFR plus 3.0%, 3.5% floor - UW Rate 4.25%

$23.1MM in Preferred Equity at 13.75%

$28.9MM in Common Equity

Jefferson Wilmeth - McKinney Housing Authority

		Stabilized	Year 2025	Year 2026	Year 2027	Year 2028	Year 2029	Year 2030	Year 2031	Year 2032	Year 2033	Year 2034
					Tax Savings Calculation							
Project estimated Tax Savings		$78,633	$78,633	$434,673	$1,214,468	$1,545,108	$1,604,526	$1,666,230	$1,730,306	$1,796,846	$1,865,946	$1,937,702
Total project estimated Tax Benefit	**$13,874,438**											
					McKinney Housing Authority Benefit Calculation							
Market Rate Gross Potential Rent		$9,867,468	–	–	$1,897,832	$9,359,104	$11,958,855	$12,377,415	$12,810,624	$13,258,996	$13,723,061	$14,203,368
Blended PFC Gross Potential Rent		$9,143,352	–	–	$1,872,724	$9,370,661	$9,698,634	$11,111,376	$11,500,274	$11,902,784	$12,319,381	$12,750,559
Community Rent Benefit	$9,062,863	$724,116		–	$25,108	($11,557)	$2,260,221	$1,266,039	$1,310,350	$1,356,213	$1,403,680	$1,452,809
% of Rent Savings	65%											
Capital Improvements		–	–	–	–	–	–	–	–	–	–	–
	Terms											
MHA Annual Lease	15%	–	–	–	$182,170	$232,000	$238,960	$246,129	$253,513	$261,118	$268,952	$277,020
MHA Dev/GC Fee	75bps	–	$866,433	–	–	–	–	–	–	–	–	–
MHA Compliance Fee		–	$55,375	$57,036	$58,747	$60,510	$62,325	$64,195	$66,121	$68,104	$70,147	$72,252
MHA Professional Fees		–	$220,000									
MHA Construction Cost Tax Savings (note)	25%		$276,500	$276,500								
MHA Refinance Fee		–	–	–	–	$2,561,160	–	–	–	–	–	–
Total PHA Benefit		**–**	**$1,418,308**	**$333,536**	**$266,026**	**$2,842,113**	**$2,561,506**	**$1,576,363**	**$1,629,984**	**$1,685,435**	**$1,742,779**	**$1,802,081**

Total MHA Benefit	**$15,858,129**
% of Tax Benefit	**114%**
% of Tax Benefit less disposition	**92%**

NOTE: Tax Savings is paid 50% at closing and 50% at construction completion

Jefferson Wilmeth - "But For" 10 Year Proforma

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Current Gross Potential Market Rent	$9,867,468	$0	$0	$1,897,832	$9,359,104	$11,958,855	$12,377,415	$12,810,624	$13,258,996	$13,723,061	$14,203,368

Rent trending percentage	4%										
	Initial Conversion	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Year 6**	**Year 7**	**Year 8**	**Year 9**	**Year 10**
Gross Potential Rent - Program Rent	**$9,143,352**	**–**	**–**	**$1,872,724**	**$9,370,661**	**$9,698,634**	**$11,111,376**	**$11,500,274**	**$11,902,784**	**$12,319,381**	**$12,750,559**
Vacancy	($457,168)	–	–	($93,636)	($468,533)	($484,932)	($555,569)	($575,014)	($595,139)	($615,969)	($637,528)
Non-Revenue	–	–	–	–	–	–	–	–	–	–	–
Bad Debt	($91,434)	–	–	($17,791)	($89,021)	($92,137)	($105,558)	($109,253)	($113,076)	($117,034)	($121,130)
Other Income	$855,337	–	–	$203,763	$849,284	$1,106,192	$1,144,909	$1,184,981	$1,226,455	$1,269,381	$1,313,809
EGI	**$9,450,088**	**–**	**–**	**$1,965,063**	**$9,662,395**	**$10,227,762**	**$11,595,164**	**$12,000,995**	**$12,421,031**	**$12,855,768**	**$13,305,720**
Controllable Expenses	$835,693	–	–	$182,637	$752,464	$968,797	$997,861	$1,027,797	$1,058,631	$1,090,390	$1,123,101
Franchise & Excise Taxes	$59,256	–	–	$6,504	$31,983	$33,854	$38,380	$39,723	$41,114	$42,553	$44,042
MAHDC Lease Fees	$232,000	–	–	$182,170	$232,000	$238,960	$246,129	$253,513	$261,118	$268,952	$277,020
MAHDC Dev & GC Fee	$866,433	$866,433	–	–	–	–	–	–	–	–	–
MAHDC Legal Fee	$125,000	$125,000	–	–	–	–	–	–	–	–	–
MAHDC Financial Fee	$95,000	$95,000	–	–	–	–	–	–	–	–	–
MAHDC Compliance Fee	$55,375	$55,375	$57,036	$58,747	$60,510	$62,325	$64,195	$66,121	$68,104	$70,147	$72,252
MAHDC Hard Cost Tax Savings	$553,000	$276,500	$276,500								
Insurance	$406,652	–	–	–	$366,152	$471,421	$485,564	$500,131	$515,134	$530,588	$546,506
Non-Controllable Expenses	$1,045,912	–	–	$221,922	$914,317	$1,177,183	$1,212,498	$1,248,873	$1,286,340	$1,324,930	$1,364,678
Real Estate Taxes	$78,633	$78,633	$434,673	$1,214,468	$1,545,108	$1,604,526	$1,666,230	$1,730,306	$1,796,846	$1,865,946	$1,937,702
Management Fee	$247,940	–	–	$58,952	$289,872	$306,833	$347,855	$360,030	$372,631	$385,673	$399,171
Total Operating Expenses	**$4,600,894**	**$1,496,941**	**$768,209**	**$1,925,400**	**$4,192,405**	**$4,863,899**	**$5,058,711**	**$5,226,493**	**$5,399,917**	**$5,579,178**	**$5,764,472**
Capital Reserves	$221,500	$230,803	$240,497	$250,598	$261,123	$272,090	$283,518	$295,425	$307,833	$320,762	$334,234
NOI	**$4,627,694**	**($1,727,744)**	**($1,008,706)**	**($210,935)**	**$5,208,867**	**$5,091,774**	**$6,252,935**	**$6,479,077**	**$6,713,280**	**$6,955,827**	**$7,207,014**
Less: Debt	**($3,754,485)**	**($351,090)**	**($3,119,815)**	**($4,223,788)**	**($4,247,128)**	**($3,437,886)**	**($3,437,886)**	**($3,437,886)**	**($3,437,886)**	**($3,437,886)**	**($3,437,886)**
Net Income	**$873,209**	**($2,078,834)**	**($4,128,521)**	**($4,434,723)**	**$961,739**	**$1,653,888**	**$2,815,049**	**$3,041,191**	**$3,275,394**	**$3,517,941**	**$3,769,128**
Less: Investor Return	**$873,209**	**–**	**–**	**–**	**$961,739**	**$1,617,000**	**$1,617,000**	**$1,617,000**	**$1,617,000**	**$1,617,000**	**$1,617,000**
Investor Accural	**$743,791**	**($873,209)**	**($2,490,209)**	**($4,107,209)**	**($4,762,469)**	**($4,762,469)**	**($4,762,469)**	**($4,762,469)**	**($4,762,469)**	**($2,861,528)**	**($709,401)**

NOTE:

Assume a vacancy factor 5%

$63.6MM Senior Note at SOFR plus 3.0%, 3.5% floor - UW Rate 4.25%

$23.1MM in Equity at 7% - Social Impact Investor Return or **$1,617,000**

The Equity Investor will not receive orginal investment until years later

Scoring Matrix – Developer Responses – Consultants Scoring

Development Partner and Project Evaluation Factors	**Points**
Development/Management Team Experience JPI has been a market and affordable developer, manager, and acquirer since 1989. They are the largest developer within DFW, having previously developed over 114K units.	10

	Points
Proposed Project Feasibility Without the MHA's involvement and provision of property tax exemption for Jefferson Wilmeth, it would not be possible or financially feasible to construct the project as currently presented or with any level of affordability. The MHA's involvement and provision of property tax exemption are the critical factors in making this project feasible.	10

Scoring Matrix – continued

Development Partner and Project Evaluation Factors	Points
Financing Structure 1. Reimbursement of MHA's Predevelopment Fees and Expenses (up to 10 points) As part of this execution, JPI has paid the $5,000 RFQ fee and will reimburse MHA for legal fees of up to $125,000 and a financial advisor fee of up to $95,000.	10
2. MHA Share of Development Fee and/or Acquisition Fee (up to 10 points) MHA will receive an upfront developer and General Contractor fee totaling 75bps of total project cost or $866,433. MHA will also receive 25% of the construction materials tax savings of $553K, paid 50% at closing and 50% at construction completion	10

	Points
3. MHA Share of Fees and Cash Flow from Operations (up to 10 points) MHA will receive an annual ground lease payment equaling 15% of the estimated real estate taxes, increasing 3% annually. The ground lease is contemplated to begin in 2027. and the annual required compliance fee of $55,375, rising 3% annually.	10
4. MHA Share of Proceeds from Sale or Refinancing and Right of First Refusal (up to 10 points) MHA will receive a refinance fee of approximately $2.561M in year 4 and the right to purchase the project as Equitable Ownership Ch. 392 requires.	10

Scoring Matrix – continued

Development Partner and Project Evaluation Factors	Points
Affordability 1. Stringency of Affordability Restrictions (up to 10 points) Jefferson Wilmeth will be 50% affordable to residents earning 80% AMI or lower: 45% of residents at 80% AMI and 5% at 30% AMI.	10
2. Income Targeting and Availability of Units for MHA's Section 8 Housing Choice Voucher Holders and Applicants (up to 10 points) JPI has deep experience in housing residents with Section 8 Housing Choice Vouchers. All voucher holders will be welcome to the property-	10

	Points
3. Duration of Affordability Restrictions (up to 10 points) Affordability Restrictions will run concurrently with the length of the ground lease.	10

Scoring Matrix – continued

Development Partner and Project Evaluation Factors	Points
4. Unit Mix Sufficient to House Families with Children in Affordable Units (up to 10 points) JPI has set aside an equitable number of affordable one-bedroom, two-bedroom, and three-bedroom residences to accommodate families with children. The number of three bedrooms is 50% of the total three bedrooms to be constructed.	10

	Points
Property Location and Features 1. Location Aimed at Deconcentrating Poverty (up to 10 points) Jefferson Wilmeth is located near McKinney North HS, shopping, and jobs. Introducing a mix of low—and very low-income residences to this area deconcentrates poverty from parts of the city, reflecting a lower-income demographic.	10

Scoring Matrix – continued

Development Partner and Project Evaluation Factors	Points
2. Quality Design of Units, with Amenities and Resident Services On-Site or in Proximity to Property Location (up to 10 points) Once constructed, Jefferson Wilmeth will have top-of-class amenities and common areas for all residents. Construction finishes of the units will be Class-A. The property has excellent access to US Hwy 75 and local jobs.	10

Financial Responsibility / Capacity of Development Partner	Points
JPI is in good financial standing and has developed 114,000 units. JPI currently has over 9,000 homes in differing stages of development across the metroplex, valued at over $2.7 billion. Over the past 30+ years, JPI has delivered 376 communities valued at over $17.5 billion. JPI currently has seven attainable deals under construction, valued at $568.1M. Audited financials will be provided upon request.	8

Scoring Matrix – continued

Development Partner Team References	Points
Aaron Eaquinto, General Manager Dallas HFC Dallas, TX Aaron.eaquinto@dallashfc.com 469-799-2670 Bernie Parker Director of Economic Development City of Anna bparker@annatexas.gov 214-831-5394 Peter D. Urrutia Executive Director Rowlett HFC purrutia@rowletthfc.org 469-431-0108	10

	Points
MBE/WBE/Section 3 Plans JPI certifies that best efforts will be used to ensure that small and minority-owned businesses, women's business enterprises, labor surplus area businesses, and individuals or firms located in or owned in substantial part by persons residing in the area of the mixed-finance development are used when possible.	8
Total Points Possible	146

Summary

<u>Property</u>
Jefferson Wilmeth
New Construction
Units: 443 Units

- 34 – Studio Unit
- 260 – One Bedroom Units
- 119 – Two Bedroom Units
- 30 – Three Bedroom Units

Property Profile

- Class A

<u>McKinney Housing Authority Benefits</u>

- **Restricted Rents on 50% or (223 units) of the Property**
  - 5% or (22) units @ 30% AMI
  - 45% or (202) units @ 80% AMI
  - Projected $668,500 or 47% in Rent Savings compared to Stabilized Year 2028
  - Total Projected Rents Savings over 10-Years trending $10.4MM
- **Economics**
  - Developer & General Fee: $866K
  - Total Fees Projected over 10-Years: $6.8M
  - Total Fees Projected without Refinance Fee: $4.2MM
  - Refinance Fee: $2.65MM
- **Public Benefits Analysis: 124%**
- **Public Benefits Analysis (less Refinance Fee): 102%**

Community Amenities

- Leasing Office
- Individual & Co-Working Space
- Coffee Bar
- Clubroom and Catering Kitchen
- Package Lockers
- Gaming Room
- Resort Style Pool
- On-Site Storage
- Garages
- Electrical Charging Station
- On-Site Courtesy Officer
- Air-Conditioned Corridors
- Carpeted Corridors
- Elevators
- Extensive Amenity Space
- Private Courtyards
- Indoor Fitness Center
- Dog Park
- 24-Hour Emergency Maintenance
- Monthly Resident Events

Unit Amenities

- Smart Features
- 10-foot Ceilings
- Hardwood Floors
- Premium Countertops
- Undermount Kitchen Sinks
- Recessed and Pendent Lighting
- LED Lighting
- Walk in Closet
- Garden Tub
- Stand-Up Shower
- Stainless Steel Appliances
- Washer & Dryers in all Units
- Oversized Kitchen Islands
- Side by Side Refrigerator
- Double Vanity
- Two Inch Blinds
- Private Yards *
- Private Studies *

* in select units

Recommendation

Auxano recommends moving forward with a Section 392 partnership with JPI for the new construction development of Jefferson Wilmeth. This development shows strong Public Benefit Metrics.

Public Benefit Metrics are calculated using the 2024 undeveloped land value listed on the Collin County Appraisal District website. The real estate taxes estimated for future years utilize the Income Approach and the developer/sponsors' estimated construction and lease-up schedule.

- The first-year Stabilized AMI Rent savings are estimated at approximately $724,116, or approximately 47% of the estimated ad valorem tax.
- This new construction Class-A property will have modern amenities and provide excellent access to local jobs.
- The Development Partnership strategically produces 5% (22 Units) at 30% AMI and 45% (202 Units) at 80% AMI. This thoughtful unit distribution ensures the previously mentioned $724,116 will be rental savings for these 224 units, further enhancing the project's long-term success.
- The overall Public Benefit to the community is 124% of the project ad valorem taxes over 10 years. Industry averages are approximately 88%. (note there are various industry methods and public benefits calculations used across the state)
- If you eliminate the Disposition Fee, the Public Benefit remains strong at 102% of the ad valorem taxes. Industry averages are approximately 60%. (note there are various industry methods and public benefits calculations used across the state)
- The Developer scored 146 out of 150 or 97% on the Development Partner and Project Evaluation Factors.

Jefferson Terry

4 Building each 4 – Story's
393 Units – Studio, 1 BR, 2 BR, & 3 BR

* Conceptual and subject to change

Site Address: SEQ of Hwy 380 & Terry Lane
Property ID: 1063422
Owner ID: 173579

Unit Amenities

- Smart Features
- 10-foot Ceilings
- Hardwood Floors
- Premium Countertops
- Undermount Kitchen Sinks
- Recessed and Pendent Lighting
- LED Lighting
- Walk in Closet
- Garden Tub
- Stand-Up Shower
- Stainless Steel Appliances
- Washer & Dryers in all Units
- Oversized Kitchen Islands
- Side by Side Refrigerator
- Double Vanity
- Two Inch Blinds
- Private Yards *
- Private Studies *

* in select units




Community Amenities

- Leasing Office
- Individual & Co-Working Space
- Coffee Bar
- Clubroom and Catering Kitchen
- Package Lockers
- Gaming Room
- Resort Style Pool
- On-Site Storage
- Garages
- Electrical Charging Station
- On-Site Courtesy Officer
- Air-Conditioned Corridors
- Carpeted Corridors
- Elevators
- Extensive Amenity Space
- Private Courtyards
- Indoor Fitness Center
- Dog Park
- 24-Hour Emergency Maintenance
- Monthly Resident Events

Project Timeline	
Land Closing	November 2024
Construction Start	July 2025
First Occupancy	January 2027
Construction Completion	August 2027
Stabilization	May 2028

Floorplan	Count	Size	% of Mix	Rent	RPSF
E1	31	656	7.89%	$1,570	$2.39
A1	95	720	24.17%	$1,651	$2.29
A3	117	782	29.77%	$1,727	$2.21
A7	30	793	7.63%	$1,746	$2.20
B1	26	1,127	6.62%	$2,271	$2.01
B3	20	1,189	5.09%	$2,379	$2.00
B4	51	1,285	12.98%	$2,582	$2.01
C1	23	1,577	5.85%	$3,003	$1.90
Total/Avg	**393**	**913**	**100%**	**$1,953**	**$2.14**

DEVELOPMENT BUDGET

	Total	$ / Unit	$ / NRSF	% of Total
Construction	$75,002,000	$190,845	$208.97	72.0%
Land including Purchase Price of $14.08	10,651,000	27,102	29.68	10.2%
Predevelopment / Feasibility	448,000	1,140	1.25	0.4%
Title Insurance & Other	268,000	682	0.75	0.3%
Furniture, Fixtures & Equipment	775,000	1,972	2.16	0.7%
Marketing	315,000	802	0.88	0.3%
Financing & Legal	2,301,000	5,855	6.41	2.2%
Ad Valorem Taxes	158,000	402	0.44	0.2%
Architectural & Engineering	2,107,000	5,361	5.87	2.0%
Overhead & Administrative Fees	4,268,000	10,860	11.89	4.1%
Operating Deficit	1,269,000	3,229	3.54	1.2%
Construction Loan Interest Reserve	3,804,000	9,679	10.60	3.7%
Owner Contingency	2,809,000	7,148	7.83	2.7%
PROJECT COST	**$104,175,000**	**$265,076**	**$290.26**	**100.0%**

Terry- Rent Benefit Analysis

Total Units **393**

Unit Type	Total
Studio	31
1 Bedroom	242
2 Bedroom	97
3 Bedroom	23
	393

	30% AMI			Rent Savings		80% AMI			Rent Savings		Market Rents		100% Market Rents		
	Avg. Rent	Units	Benefit % Comp to Market	Monthly	Annually	Avg. Rent	Units	Benefit % Comp to Market	Monthly	Annually	Avd. Rent	Units	Units	Monthly	Annually
Studio	579	2	64%	2,026	24,312	1,544	13	3%	624	7,488	1,592	16	31	49,352	592,224
1 BD	661	12	62%	12,900	154,800	1,764	110	-2%	0	0	1,736	120	242	420,112	5,041,344
2 BD	744	5	68%	7,935	95,220	1,986	44	15%	15,180	182,160	2,331	48	97	226,107	2,713,284
3 BD	827	1	73%	2,291	27,492	2,206	10	29%	9,120	109,440	3,118	12	23	71,714	860,568
	Total/Avg	20	68%	25,152	301,824	Total/Avg	177	14%	24,924	$299,088	49.9%	196	393		$8,615,196
	% of Units	5.1%				% of Units	45.0%				Rent	$2,948,832			

Number of Workfroce Units **197**

Reduced Rent **$600,912**

Terry - 10 Year Proforma

	Proforma	Year 2025	Year 2026	Year 2027	Year 2028	Year 2029	Year 2030	Year 2031	Year 2032	Year 2033	Year 2034
Current Gross Potential Market Rent	$8,615,196	–	–	$3,534,174	$8,956,839	$9,886,136	$10,232,150	$10,590,276	$10,960,935	$11,344,568	$11,741,628

Rent trending percentage	3.5%										
	Initial Conversion	**Year 2025**	**Year 2026**	**Year 2027**	**Year 2028**	**Year 2029**	**Year 2030**	**Year 2031**	**Year 2032**	**Year 2033**	**Year 2034**
Gross Potential Rent - Program Rent	**$8,014,284**	**–**	**–**	**$2,507,628**	**$8,120,264**	**$9,020,147**	**$9,335,852**	**$9,662,607**	**$10,000,798**	**$10,350,826**	**$10,713,105**
Vacancy	($400,714)	–	–	($125,381)	($406,013)	($451,007)	($466,793)	($483,130)	($500,040)	($517,541)	($535,655)
Non-Revenue		–	–	–	–	–	–	–	–	–	–
Bad Debt	($80,143)	–	–	($23,822)	($77,143)	($85,691)	($88,691)	($91,795)	($95,008)	($98,333)	($101,775)
Other Income	$794,437	–	–	$275,539	$760,109	$911,635	$943,542	$976,566	$1,010,746	$1,046,122	$1,082,736
EGI	**$8,327,864**	**–**	**–**	**$2,633,963**	**$8,397,217**	**$9,395,083**	**$9,723,911**	**$10,064,248**	**$10,416,497**	**$10,781,074**	**$11,158,412**
Controllable Expenses	$947,574	–	–	$339,785	$938,108	$1,066,503	$1,098,498	$1,131,453	$1,165,396	$1,200,358	$1,236,369
Franchise & Excise Taxes	$59,256	–	–	$21,248	$58,664	$66,693	$32,186	$33,313	$34,479	$35,685	$36,934
MAHDC Lease Fees	–	–	–	$121,000	$125,000	$128,750	$132,613	$136,591	$140,689	$144,909	$149,257
MAHDC Acq & Disp Fee	$775,000	$775,000	–		–	–	–	–	–	–	–
MAHDC Legal Fee	$125,000	$125,000	–		–	–	–	–	–	–	–
MAHDC Financial Fee	$95,000	$95,000	–		–	–	–	–	–	–	–
MAHDC Compliance Fee	$49,125	$49,125	$50,599	$52,117	$53,680	$55,291	$56,949	$58,658	$60,418	$62,230	$64,097
MAHDC Hard Cost Tax Savings	$485,000	$242,500	$242,500								
Insurance	$334,050	–	–	$119,785	$330,713	$375,976	$387,256	$398,873	$410,839	$423,165	$435,859
Non-Controllable Expenses	$803,900	–	–	$288,266	$795,870	$904,797	$931,940	$959,899	$988,696	$1,018,356	$1,048,907
Management Fee	$216,128	–	–	$77,500	$213,969	$243,254	$291,717	$301,927	$312,495	$323,432	$334,752
Total Operating Expenses	**$3,890,033**	**$1,286,625**	**$293,099**	**$1,019,701**	**$2,516,004**	**$2,841,263**	**$2,931,159**	**$3,020,714**	**$3,113,011**	**$3,208,136**	**$3,306,176**
Capital Reserves	$196,500			$196,500	$203,378	$210,496	$217,863	$225,488	$233,380	$241,549	$250,003
NOI	**$4,241,331**	**($1,286,625)**	**($293,099)**	**$1,417,762**	**$5,677,835**	**$6,343,324**	**$6,574,889**	**$6,818,046**	**$7,070,105**	**$7,331,389**	**$7,602,233**
Less: Debt	**($3,754,485)**	**–**	**($1,023,251)**	**($3,923,976)**	**($4,465,858)**	**($3,754,485)**	**($3,754,485)**	**($3,754,485)**	**($3,754,485)**	**($3,754,485)**	**($3,754,485)**
Less: Investor Return	**($2,470,500)**	**($2,470,500)**	**($2,470,500)**	**($2,470,500)**	**($2,470,500)**	**($2,470,500)**	**($2,470,500)**	**($2,470,500)**	**($2,470,500)**	**($2,470,500)**	**($2,470,500)**
Income	**($1,983,654)**	**($3,757,125)**	**($3,786,850)**	**($4,976,714)**	**($1,258,523)**	**$118,339**	**$349,904**	**$593,061**	**$845,120**	**$1,106,404**	**$1,377,248**

NOTE:

Assume a vacancy factor 5%

$60.1MM Senior Note at SOFR plus 3.0%, 3.5% floor - UW Rate 4.25%

$18.3MM in Preferred Equity at 13.50%

$26.1MM in Common Equity

Terrry - McKinney Housing Authority

		Stabilized	Year 2025	Year 2026	Year 2027	Year 2028	Year 2029	Year 2030	Year 2031	Year 2032	Year 2033	Year 2034
					Tax Savings Calculation							
Project estimated Tax Savings		$67,955	$67,955	$501,987	$1,208,927	$1,245,194	$1,293,128	$1,342,906	$1,394,601	$1,448,285	$1,504,036	$1,561,934
Total project estimated Tax Benefit	**$11,568,953**											
					McKinney Housing Authority Benefit Calculation							
Market Rate Gross Potential Rent		$8,615,196	–	–	$3,534,174	$8,956,839	$9,886,136	$10,232,150	$10,590,276	$10,960,935	$11,344,568	$11,741,628
Blended PFC Gross Potential Rent		$8,014,284	–	–	$2,507,628	$8,120,264	$9,020,147	$9,335,852	$9,662,607	$10,000,798	$10,350,826	$10,713,105
Community Rent Benefit	$7,535,476	$600,912	–	–	$1,026,546	$836,575	$865,988	$896,298	$927,668	$960,137	$993,742	$1,028,522
% of Rent Savings	65%											
Capital Improvements		–	–	–	–	–	–	–	–	–	–	–
	Terms											
MHA Annual Lease	10%	–	–	–	$121,000	$125,000	$128,750	$132,613	$136,591	$140,689	$144,909	$149,257
MHA Acquisition Fee	75bps	–	$775,000	–	–	–	–	–	–	–	–	–
MHA Compliance Fee		–	$49,125	$50,599	$52,117	$53,680	$55,291	$56,949	$58,658	$60,418	$62,230	$64,097
MHA Professional Fees		–	$220,000									
MHA Construction Cost Tax Savings (note)	25%		$242,500	$242,500								
MHA Disposition/Transfer Fee		–			–		–	–	–	–	–	$1,500,000
Total PHA Benefit		**–**	**$1,286,625**	**$293,099**	**$1,199,662**	**$1,015,255**	**$1,050,029**	**$1,085,860**	**$1,122,917**	**$1,161,243**	**$1,200,881**	**$2,741,876**

Total MHA Benefit	**$12,157,446**
% of Tax Benefit	**105%**
% of Tax Benefit less disposition	**88%**

NOTE: Tax Savings is paid 50% at closing and 50% at construction completion

Terry - "But For" 10 Year Proforma

	Initial Conversion	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Current Gross Potential Market Rent	$8,615,196	$0	$0	$3,534,174	$8,956,839	$9,886,136	$10,232,150	$10,590,276	$10,960,935	$11,344,568	$11,741,628
Rent trending percentage	4%										
Gross Potential Rent - Program Rent	**$8,014,284**	**–**	**–**	**$2,507,628**	**$8,120,264**	**$9,020,147**	**$9,335,852**	**$9,662,607**	**$10,000,798**	**$10,350,826**	**$10,713,105**
Vacancy	($400,714)	–	–	($125,381)	($406,013)	($451,007)	($466,793)	($483,130)	($500,040)	($517,541)	($535,655)
Non-Revenue	–	–	–	–	–	–	–	–	–	–	–
Bad Debt	($80,143)	–	–	($23,822)	($77,143)	($85,691)	($88,691)	($91,795)	($95,008)	($98,333)	($101,775)
Other Income	$794,437	–	–	$275,539	$760,109	$911,635	$943,542	$976,566	$1,010,746	$1,046,122	$1,082,736
EGI	**$8,327,864**	**–**	**–**	**$2,633,966**	**$8,397,221**	**$9,395,088**	**$9,723,917**	**$10,064,255**	**$10,416,505**	**$10,781,083**	**$11,158,422**
Controllable Expenses	$947,574	–	–	$339,785	$938,108	$1,066,503	$1,098,498	$1,131,453	$1,165,396	$1,200,358	$1,236,369
Franchise & Excise Taxes	$59,256	–	–	$21,248	$58,664	$66,693	$32,186	$33,313	$34,479	$35,685	$36,934
MAHDC Lease Fees	–	–	–	$121,000	$125,000	$128,750	$132,613	$136,591	$140,689	$144,909	$149,257
MAHDC Acq & Disp Fee	$775,000	$775,000	–	–	–	–	–	–	–	–	–
MAHDC Legal Fee	$125,000	$125,000	–	–	–	–	–	–	–	–	–
MAHDC Financial Fee	$95,000	$95,000	–	–	–	–	–	–	–	–	–
MAHDC Compliance Fee	$49,125	$49,125	$50,599	$52,117	$53,680	$55,291	$56,949	$58,658	$60,418	$62,230	$64,097
MAHDC Hard Cost Tax Savings	$485,000	$242,500	$242,500								
Insurance	$334,050	–	–	$119,785	$330,713	$375,976	$387,256	$398,873	$410,839	$423,165	$435,859
Non-Controllable Expenses	$803,900	–	–	$288,266	$795,870	$904,797	$931,940	$959,899	$988,696	$1,018,356	$1,048,907
Real Estate Taxes	$67,955	$67,955	$501,987	$1,208,927	$1,245,194	$1,293,128	$1,342,906	$1,394,601	$1,448,285	$1,504,036	$1,561,934
Management Fee	$216,128	–	–	$77,500	$213,969	$243,254	$291,717	$301,927	$312,495	$323,432	$334,752
Total Operating Expenses	**$3,957,988**	**$1,354,580**	**$795,086**	**$2,228,628**	**$3,761,198**	**$4,134,391**	**$4,274,065**	**$4,415,315**	**$4,561,296**	**$4,712,172**	**$4,868,110**
Capital Reserves	$196,500	$204,753	$213,353	$222,313	$231,651	$241,380	$251,518	$262,082	$273,089	$284,559	$296,510
NOI	**$4,173,375**	**($1,559,333)**	**($1,008,438)**	**$183,025**	**$4,404,372**	**$5,019,317**	**$5,198,334**	**$5,386,859**	**$5,582,120**	**$5,784,352**	**$5,993,801**
Less: Debt	**($3,754,485)**	**–**	**($1,023,251)**	**($3,923,976)**	**($4,465,858)**	**($3,754,485)**	**($3,754,485)**	**($3,754,485)**	**($3,754,485)**	**($3,754,485)**	**($3,754,485)**
Net Income	**$418,890**	**($1,559,333)**	**($2,031,689)**	**($3,740,951)**	**($61,486)**	**$1,264,832**	**$1,443,849**	**$1,632,374**	**$1,827,635**	**$2,029,867**	**$2,239,316**
Less: Investor Return	**$418,890**	**–**	**–**	**–**	**–**	**$1,264,832**	**$1,281,000**	**$1,281,000**	**$1,281,000**	**$1,281,000**	**$1,281,000**
Investor Accural	**$862,110**	**($418,890)**	**($1,699,890)**	**($2,980,890)**	**($4,261,890)**	**($4,278,059)**	**($4,278,059)**	**($4,278,059)**	**($4,278,059)**	**($3,529,192)**	**($2,570,875)**

NOTE:

Assume a vacancy factor 5%

$60.1MM Senior Note at SOFR plus 3.0%, 3.5% floor - UW Rate 4.25%

$18.3MM in Equity at 7% - Social Impact Investor Return or **$1,281,000**
The Equity Investor will not receive orginal investment until years later

Scoring Matrix – Developer Responses – Consultants Scoring

Development Partner and Project Evaluation Factors	Points
Development/Management Team Experience JPI has been a market and affordable developer, manager, and acquirer since 1989. They are the largest developer within DFW, having previously developed over 114K units.	10

	Points
Proposed Project Feasibility Without the MHA's involvement and provision of property tax exemption for Jefferson Terry, it would not be possible or financially feasible to construct the project as currently presented or with any level of affordability. The MHA's involvement and provision of property tax exemption are critical factors in making this project feasible.	10

Scoring Matrix – continued

Development Partner and Project Evaluation Factors	Points
Financing Structure 1. Reimbursement of MHA's Predevelopment Fees and Expenses (up to 10 points) As part of this execution, JPI has paid the $5,000 RFQ fee and will reimburse MHA for legal fees of up to $125,000 and a financial advisor fee of up to $95,000.	10
2. MHA Share of Development Fee and/or Acquisition Fee (up to 10 points) MHA will receive an upfront developer and General Contractor fee totaling 75bps of total project cost or $775,000. MHA will also receive 25% of the construction materials tax savings of $485K, paid 50% at closing and 50% at construction completion	10

	Points
3. MHA Share of Fees and Cash Flow from Operations (up to 10 points) MHA will receive an annual ground lease payment equaling 10% of the estimated real estate taxes, increasing 3% annually. The ground lease is contemplated to begin in 2027. and the annual required compliance fee of $49,125, rising 3% annually.	7
4. MHA Share of Proceeds from Sale or Refinancing and Right of First Refusal (up to 10 points) MHA will receive a Disposition/Transfer fee of $1.5MM and the right to purchase the project as Equitable Ownership Ch. 392 requires.	10

Scoring Matrix – continued

Development Partner and Project Evaluation Factors	Points
Affordability 1. Stringency of Affordability Restrictions (up to 10 points) Jefferson Terry will be 50% affordable to residents earning 80% AMI or lower: 45% of residents at 80% AMI and 5.1% at 30% AMI.	10
2. Income Targeting and Availability of Units for MHA's Section 8 Housing Choice Voucher Holders and Applicants (up to 10 points) JPI has deep experience in housing residents with Section 8 Housing Choice Vouchers. All voucher holders will be welcome to the property-	10

	Points
3. Duration of Affordability Restrictions (up to 10 points) Affordability Restrictions will run concurrently with the length of the ground lease.	10

Scoring Matrix – continued

Development Partner and Project Evaluation Factors	Points
4. Unit Mix Sufficient to House Families with Children in Affordable Units (up to 10 points) JPI has set aside an equitable number of affordable one-bedroom, two-bedroom, and three-bedroom residences to accommodate families with children. The number of three bedrooms is 49% of the total three bedrooms to be constructed.	10

	Points
Property Location and Features 1. Location Aimed at Deconcentrating Poverty (up to 10 points) Jefferson Terry is located near Baylor Scott and White Medical Center, shopping, and jobs. Introducing a mix of low—and very low-income residences to this area deconcentrates poverty from parts of the city, reflecting a lower-income demographic.	10

Scoring Matrix – continued

Development Partner and Project Evaluation Factors	Points
2. Quality Design of Units, with Amenities and Resident Services On-Site or in Proximity to Property Location (up to 10 points) Once constructed, Jefferson Terry will have top-of-class amenities and common areas for all residents. Construction finishes of the units will be Class-A. The property has excellent access to US Hwy 380 and local jobs.	10

Financial Responsibility / Capacity of Development Partner	Points
JPI is in good financial standing and has developed 114,000 units. JPI currently has over 9,000 homes in differing stages of development across the metroplex, valued at over $2.7 billion. Over the past 30+ years, JPI has delivered 376 communities valued at over $17.5 billion. JPI currently has seven attainable deals under construction, valued at $568.1M. Audited financials will be provided upon request.	8

Scoring Matrix – continued

Development Partner Team References	Points
Aaron Eaquinto, General Manager Dallas HFC Dallas, TX Aaron.eaquinto@dallashfc.com 469-799-2670 Bernie Parker Director of Economic Development City of Anna bparker@annatexas.gov 214-831-5394 Peter D. Urrutia Executive Director Rowlett HFC purrutia@rowletthfc.org 469-431-0108	10

	Points
MBE/WBE/Section 3 Plans JPI certifies that best efforts will be used to ensure that small and minority-owned businesses, women's business enterprises, labor surplus area businesses, and individuals or firms located in or owned in substantial part by persons residing in the area of the mixed-finance development are used when possible.	8
Total Points Possible	143

Summary

<u>Property</u>
Jefferson Terry
New Construction
Units: 393 Units
- 31 – Studio Unit
- 242 – One Bedroom Units
- 97 – Two Bedroom Units
- 23 – Three Bedroom Units

Property Profile
- Class A

<u>McKinney Housing Authority Benefits</u>
- **Restricted Rents on 50.1% or (197 units) of the Property**
  - 5.1% or (20) units @ 30% AMI
  - 45% or (177) units @ 80% AMI
  - Projected $600,912 or 48% in Rent Savings compared to Stabilized Year 2028
  - Total Projected Rents Savings over 10-Years trending $10.4MM
- **Economics**
  - Developer & General Fee: $775K
  - Total Fees Projected over 10-Years: $4.6MM
  - Total Fees Projected without Disposition/Transfer Fee: $3.1MM
  - Disposition/Transfer Fee: $1.5MM
- **Public Benefits Analysis: 124%**
- **Public Benefits Analysis (less Refinance Fee): 107%**

Community Amenities
- Leasing Office
- Individual & Co-Working Space
- Coffee Bar
- Clubroom and Catering Kitchen
- Package Lockers
- Gaming Room
- Resort Style Pool
- On-Site Storage
- Garages
- Electrical Charging Station
- On-Site Courtesy Officer
- Air-Conditioned Corridors
- Carpeted Corridors
- Elevators
- Extensive Amenity Space
- Private Courtyards
- Indoor Fitness Center
- Dog Park
- 24-Hour Emergency Maintenance
- Monthly Resident Events

Unit Amenities
- Smart Features
- 10-foot Ceilings
- Hardwood Floors
- Premium Countertops
- Undermount Kitchen Sinks
- Recessed and Pendent Lighting
- LED Lighting
- Walk in Closet
- Garden Tub
- Stand-Up Shower
- Stainless Steel Appliances
- Washer & Dryers in all Units
- Oversized Kitchen Islands
- Side by Side Refrigerator
- Double Vanity
- Two Inch Blinds
- Private Yards *
- Private Studies *

* in select units

Recommendation

Auxano recommends moving forward with a Section 392 partnership with JPI for the new construction development of Jefferson Terry. This development shows strong Public Benefit Metrics.

Public Benefit Metrics are calculated using the 2024 undeveloped land value listed on the Collin County Appraisal District website. The real estate taxes estimated for future years utilize the Income Approach and the developer/sponsors' estimated construction and lease-up schedule.

- The first-year Stabilized AMI Rent savings are estimated at approximately $668,580, or approximately 45% of the estimated ad valorem tax.
- This new construction Class-A property will have modern amenities and provide excellent access to local jobs.
- The Development Partnership strategically produces 5% (20 Units) at 30% AMI and 45% (177 Units) at 80% AMI. This thoughtful unit distribution ensures that the previously mentioned $600,912 will be rental savings for these 197 units, further enhancing the project's long-term success.
- The overall Public Benefit to the community is 124% of the project ad valorem taxes over 10 years. Industry averages are approximately 88%. (note there are various industry methods and public benefits calculations used across the state)
- If you eliminate the Disposition Fee, the Public Benefit remains strong at 107% of the ad valorem taxes. Industry averages are approximately 60%. (note there are various industry methods and public benefits calculations used across the state)
- The Developer scored 143 out of 150 or 95% on the Development Partner and Project Evaluation Factors.

***Bio/History of JPI/Developer affiliated entities**: Since 1989, JPI has developed approximately 380 communities totaling approximately 114,000 units valued at $18 billion, capitalized with more than 31 different lead and syndicated banks and 30 different institutional mezzanine and equity investors.*

JPI seeks to add value to properties it develops by focusing on innovative solutions that fit the project and the marketplace. The JPI management team has forged relationships that allow it to see certain opportunities before deals reach the open market and has actively developed an expanding network of capital sources.

Our communities feature best-in-class services and amenities that are thoughtfully designed, intentionally built, and responsive to the needs of residents and surrounding neighborhoods. This dedication has resulted in awards such as RealPage's most active developer in DFW from 2017-2023, NMHC's 2023 #1 fastest growing builder and #2 fastest growing developer in the US, and Dallas Business Journal's top 100 places to work in 2023. JPI holds the distinction of being the largest and most active multifamily developer in the DFW Metroplex; with total units under construction more than doubling the next largest developer.

JPI

SINCE 1989 WE HAVE ACCOMPLISHED...

141
CITIES

114K+
HOMES

$17.5B
VALUE

373
COMMUNITIES

JPI currently has 26 communities under various phases of development, consisting of +9,300 homes located in 14 cities with a value of over $2.7 billion.

RECOGNITION

REALPAGE

Recognized by RealPage as the **most active developer in DFW for eight consecutive years.**

2023 NMHC 50
TOP BUILDER

#1 2023 FASTEST GROWING BUILDER

#8 2023 LARGEST BUILDER

2023 NMHC 50
TOP DEVELOPER

#2 2023 FASTEST GROWING DEVELOPER

#11 2023 LARGEST DEVELOPER

MARKET LEADER

JPI is a trusted and experienced team known for building communities that enrich residents' lives.

With deep engagement in local markets and decades of construction expertise, we are one of the largest and most respected developers and general contractors in the country.

Our winning formula combines national scale with market-specific knowledge, ensuring successful projects.

JPI - ENHANCE COMMUNITIES

CARES BY APARTMENT LIFE

COMMUNITY MINDED — BY DESIGN

Each community managed by JPI offers CARES by Apartment Life, a program designed to facilitate connection, bring residents together, and develop a true sense of community.
Through one-on-one visits, welcoming events, and onsite celebrations, Apartment Life redefines the resident experience through relationships—with a focus on increasing retention, enhancing online reputation, and improving satisfaction.

Apartment Life cultivates caring and fellowship between neighbors to enhance the art of apartment living, and helping partners achieve their goals—because connections with residents aren't just good for the community, they're good for business too.

JPI CAPABILITIES

| Company Overview

JPI's vertical integration and broad expertise enables us to assemble and analyze the best market data which results in the best investment opportunities and the best risk-adjusted returns.

DEVELOPMENT

Source best land acquisition opportunities with proprietary data. Coordinate design, entitlement, project approval processes and work with all JPI disciplines throughout project lifecycle to ensure best outcomes.

CONSTRUCTION MANAGEMENT

Function as a general contractor for all projects built utilizing best-in-class subcontractors and best-build practices for safety, quality, schedule and cost.

FINANCE AND ACCOUNTING

Provide lenders and investors with institutional-grade financing, accounting, treasury services, compliance, risk management, legal coordination, and administrative expertise.

PROJECT CAPITALIZATION

Maintain and leverage strategic relationships with a diverse array of capital partners.

ACQUISITIONS

104 projects acquired, encompassing 22,000 homes valued in excess of $2 billion.

INVESTMENT MANAGEMENT

Employ operating efficiencies, maximize revenue stream, and monitor property performance.

Questions?