



***AFFORDABLE  
HOUSING  
DEVELOPMENT  
PROPOSAL  
REVIEW***

**Neighborhood Services Director  
Shantell McClam  
March 17, 2025**

# AGENDA



- Affordable Housing Development - Cycle 1 Overview
- Evaluation Process Review
- Proposal/Developer Analysis
- AHD Evaluation Team and AH Coalition
  - Comments & Recommendations
- Next Steps
- Q & A



# Special Thanks!!!

## **Neighborhood Services/Housing Development Team:**

Shantell McClam, Samuel Hunter and John Quiros

## **Affordable Housing Development Evaluation Team:**

Bill Brewer, Matthew Burczyk, Kelly Garvin, Samuel Hunter, Shantell McClam, Dr. Shaleen Miller, John Quiros, Jakira Westbrook

## **Affordable Housing Coalition:**

(Chair) Derwin Montgomery, Joseph Crocker, Richard Daniels, Jon Lowder, Paula McCoy, David Myers, Raymond O'Pharrow, Dixon Pitt, Noah Sibbett, Sylvia Squire, Frances Sullivan



# ***AHD CYCLE 1 OVERVIEW***

- Affordable Housing Development application process – opened December 10, 2024 - closed January 24, 2025
- Advertised: direct email, newspaper, billboard and WSTA bus
- Total proposals received: 50 / 24 developers
- Total responsive proposals: 26 / 8 developers
- LIHTC proposals: 4 / 4 developers
- Single-family home parcels: 26 city-owned parcels requested with 5 parcels pursued by multiple developers / 4 developers



# *DEEMED NON-RESPONSIVE*

## **WHY??**

- Proposal received after the deadline date & time
- Proposals received in an unapproved format – Neighborly software submission required
- Incomplete applications - missing required forms such as proforma, elevation, Planning Dept. meeting confirmation
- Conflicting information in application and accompanying documents



## ***EVALUATION PROCESS REVIEW***

- Neighborhood Services/Housing Development Staff: preliminary review for responsiveness
- Affordable Housing Development Evaluation Team: Quantitative scoring utilizing below matrix
- Affordable Housing Coalition – Qualitative review and comments
- City Council – review and recommendations

<b>Evaluation Criteria</b>	<b>Maximum Points</b>
Development Quality	35
Leveraged Resources/ Financial Feasibility	30
Development and Management Team	25
M/WBE Participation	10
<i>Additional Points: Supportive Services</i>	10

AHD Cycle 1 - 2025

Evaluation Criteria	Weight
Development Quality	35.00
Leveraged Resources/Financial Feasibility	30.00
Development and Management Team	25.00
Minority/Women Business Enterprise Participation	10.00
Additional Points: Supportive Services	10.00

Development Quality	
Response	Points
Development quality score is comprised of the total points received when adding the location score, AMI unit score and amenities score. Max points available 100. DQ Score equals <b>75-100pts</b>	5
Development quality score is comprised of the total points received when adding the location score, AMI unit score and amenities score. Max points available 100. DQ Score equals <b>60-74pts</b>	3
Development quality score is comprised of the total points received when adding the location score, AMI unit score and amenities score. Max points available 100. DQ Score equals <b>45-59pts</b>	2
Development quality score is comprised of the total points received when adding the location score, AMI unit score and amenities score. Max points available 100. DQ Score lease than <b>45pts</b>	1

Leveraged Resources/ Financial Feasibility	
Qualifications	Points
Loan to project cost ratio equals 5-10%	5
Loan to project cost ratio equals 11-15%	4
Loan to project cost ratio equals 16-25%	3
Loan to project cost ratio equals 25-50%	2
Loan to project cost ratio greater than 50%	0

Development and Management Team	
Qualifications	Points
Development and management team demonstrate 10+ years experience successfully completing comparable size and type projects. Credit and financial management review excellent.	5
Development and management team demonstrate 5-10 years experience successfully completing comparable size and type projects. Credit and financial management review good.	3
Development and management team demonstrate 2-5 years experience successfully completing comparable size and type projects. Credit and financial management review fair.	1
Development and management team demonstrate less than 2 years experience successfully completing comparable size and type projects. Credit and financial management review poor.	0

Minority/Women Business Enterprise Participation (M/WBE)	
10% Percent goal met or good faith effort made?	Points
<b>Certified M/WBE Compliance- Primary Vendor</b> (1) Submitted their M/WBE certificate in their proposal; OR (2) Will award required portion of the project to a named M/WBE certified subcontractor; OR (3) Has certified they made a good faith effort to comply but were unable to locate a qualified M/WBE subcontractor.	5
<b>Not Qualified</b> Vendors proposal indicated that they do not qualify for the M/WBE certification nor do they comply with the M/WBE subcontract participation requirement.	0

Supportive Services	
	Points
Detailed supportive services plan included	5
No supportive services	0

<b>ENTER <u>EVALUATION CRITERIA</u> and <u>WEIGHT</u> IN THE RED OUTLINED BOXES BELOW</b>	
Evaluation Criteria	Weight
Development Quality	35.00
Leveraged Resources/Financial Feasibility	30.00
Development and Management Team	25.00
Minority/Women Business Enterprise Participation	10.00
Additional Points: Supportive Services	10.00

# ***PROPOSAL/DEVELOPER ANALYSIS***

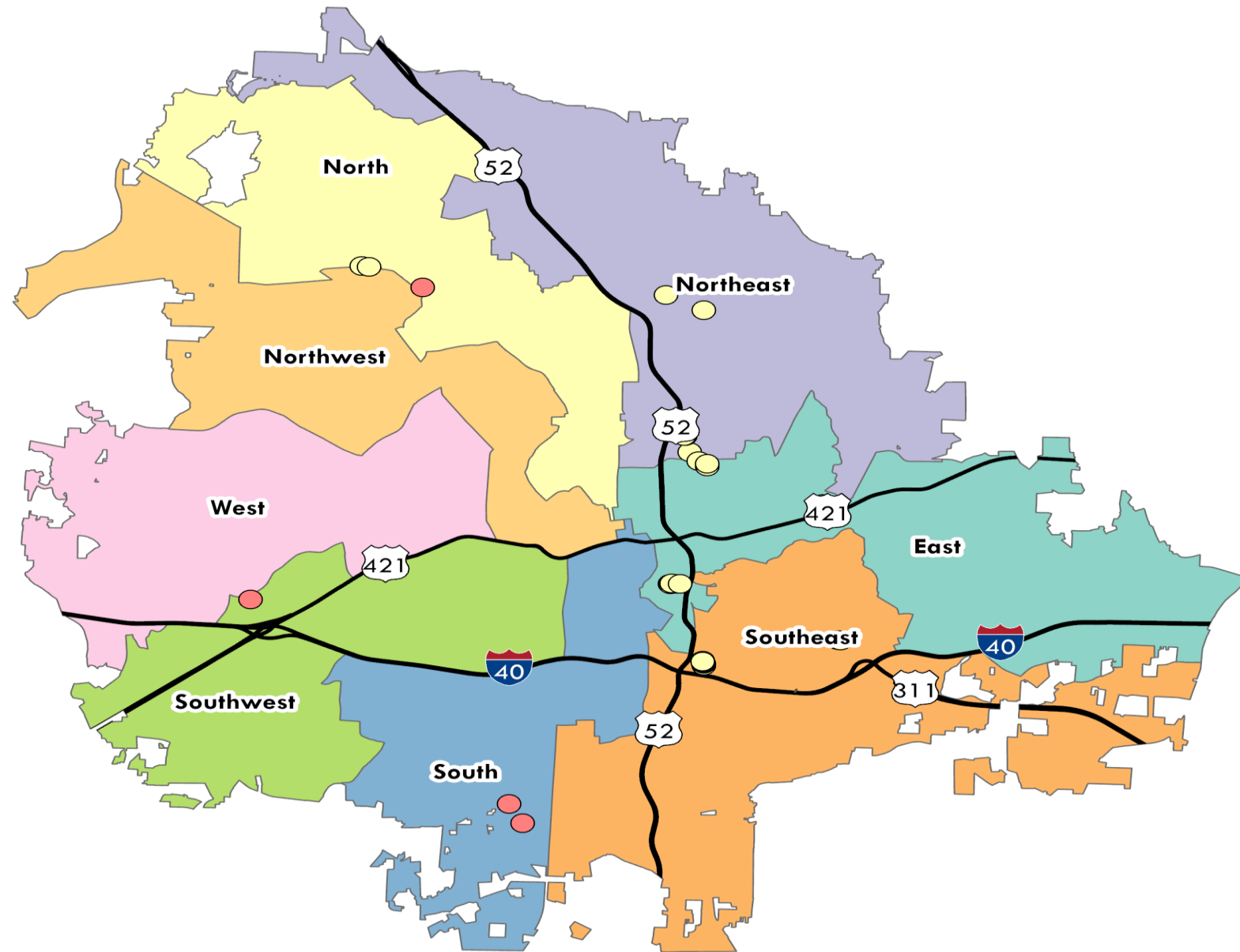
## **LIHTC PROPOSALS**

- Greenway Residential Development, LLC - ***Sage Pointe Apartments***
- Workforce Solutions - ***McClain Crossing***
- Poplar Development Group - ***Tulip Commons at Old Vineyard***
- Central Developers, LLC - ***Windsor Chase***

## **SINGLE-FAMILY LOT PROPOSALS**

- C2 Contractors, LLC – ***7 single-family homes for homeownership***
- Green Tech Properties, LLC – ***7 single-family homes for rent***
- Denton Construction Services – ***10 single-family studio homes for rent***
- Switzer Homes, LLC – ***7 single-family homes for homeownership***





- Multi-Family Lot
- Single Family Lot



Winston-Salem

# PROPOSED PROJECTS

## Map Disclaimer

This product is for informational purposes and may not have been prepared for, or be suitable for legal, engineering, or surveying purposes. All property boundaries are approximate and do not represent an on-the-ground survey. This product has been produced by the City of Winston-Salem Information Systems Department for the sole purpose of geographic reference. No warranties, expressed or implied, are made concerning the accuracy, completeness or suitability of this data.

Project Summary
2065 Bethabara Road
North
Multi-family Rental Housing for Families

Financial Summary	
Requested Support	1,600,000
City-Owned Land	-
Total Development Cost	16,140,000
Leverage Ratio	9:1
Project-Based Vouchers	-
Federal Funds	Yes
Loan Type	
Loan Term	
Interest	
Additional Info	

Key Indicators	
Affordability Period	30 years
Location Score (max 50)	46.4
% at 30%	25.00%
% >2BR	33.33%
Investment per Unit	26,667
Investment per Unit per Year	889
Investment per BR	12,308
Investment per BR per Year	410

**Comments**

Two three-story garden style buildings with a clubhouse, computer center, exercise room, playground and onsite laundry facility. Provides much-needed housing for families. Includes 60 units for families with incomes below 80% AMI. Units include balconies and washer/dryer connections.

**City Council Recommendation:**

Land	
Acreage	4.98
Acquisition	695,000
Price per Acre	139,558

LIHTC	
Type	9%
Site Score (if 9%)	TBD

Evaluation Team Score	Rank
500	Tied for #1

Location Score	AMI Score	Amenities Score	Total Project Development Quality Score (Max 100 pts)
46	25	14	85

Requested Support	1,600,000
City-Owned Land	-
Total Development Cost	16,140,000
Leverage Ratio	9:1
Leverage Percentage	10%
Investment per Unit	26,667
Investment per Unit per Year	889

Key Indicators	
Affordability Period	30 years
Location Score (max 50)	46
% at 30%	25%
% >2BR	33%



Project Summary
1540 Wharton Ave
South
Multi-family Rental Housing for Seniors

Financial Summary	
Requested Support	1,500,000
City-Owned Land	-
Total Development Cost	21,707,223
Leverage Ratio	13:1
Project-Based Vouchers	-
Federal Funds	Yes
Loan Type	
Loan Term	
Interest	
Additional Info	

Key Indicators	
Affordability Period	30 years
Location Score (max 50)	43.7
% at 30%	44%
% >2BR	0%
Investment per Unit	20,833
Investment per Unit per Year	694
Investment per BR	13,889
Investment per BR per Year	463

**Comments**

One four-story garden style building with elevators, community room, computer room, fitness room, onsite laundry facility and gazebo. Units will have balconies/patios. Provides much-needed housing for seniors. Includes 72 units for seniors with incomes below 80% AMI with 44% of the units set aside for 30%AMI of which 8 units will be designated for seniors with special needs. Developer has provided a supportive service plan which includes onsite health seminars, self-care programs and legal/financial planning services.

**City Council Recommendation:**

Unit Mix				
30% AMI	32	Studio	-	
50% AMI	-	1BR	36	
60% AMI	15	2BR	36	
80% AMI	25	3BR	-	
Market	-	4BR	-	
Total		72	Total BR	108
Aff. Total		72		

Amenities		
Priority 1	5 Addtl	2
Priority 2	0 Supp.Ser	1

Schedule & Structure	
Possible Award Date	
Closing	
Constr. Complete	
<b>Award to Closing</b>	-
<b>Award to Const. Complete</b>	-
<b>Construction Period (Months)</b>	-

Land	
Acreage	11.00
Acquisition	15,000
Price per Acre	1,364

LIHTC	
Type	9%
Site Score (if 9%)	-

Evaluation Team Score	Rank
500.0	Tied for #1

Location Score	AMI Score	Amenities Score	Total Project Development Quality Score (Max 100 pts)
44	24	25	93

Financial Summary	
Requested Support	1,500,000
City-Owned Land	-
Total Development Cost	21,707,223
Leverage Ratio	13:1
Leverage Percentage	8%
Investment per Unit	20,833
Investment per Unit per Year	694

Key Indicators	
Affordability Period	30 years
Location Score (max 50)	44
% at 30%	44%
% >2BR	0%





Project Summary	
4124 Old Vineyard Rd	
Southwest	
Multi-family Rental Housing for Seniors	

Financial Summary	
Requested Support	1,925,000
City-Owned Land	-
Total Development Cost	19,408,702
Leverage Ratio	9:1
Project-Based Vouchers	-
Federal Funds	Yes
Loan Type	
Loan Term	
Interest	
Additional Info	

Key Indicators	
Affordability Period	30 years
Location Score (max 50)	50
% at 30%	25%
% >2BR	0%
Investment per Unit	32,083
Investment per Unit per Year	1,069
Investment per BR	19,250
Investment per BR per Year	642

Comments	
Phase 2 at Old Vineyard site. One four-story garden style building with elevators, community room, computer room, fitness room, onsite laundry and gazebo. Provides much-needed housing for seniors. Includes 60 units for seniors with incomes of 80% AMI and below.	
City Council Recommendation:	

Unit Mix				
30% AMI	15	Studio	-	
50% AMI	9	1BR	20	
60% AMI	9	2BR	40	
80% AMI	27	3BR	-	
Market	-	4BR	-	
Total	60	Total BR	100	
Aff. Total	60			

Amenities		
Priority 1	5 Addtl	2
Priority 2	0	

Schedule & Structure	
Possible Award Date	
Closing	
Constr. Complete	
Award to Closing	-
Award to Const. Complete	-
Construction Period (Months)	-

Land	
Acreage	6.90
Acquisition	1,311,500
Price per Acre	190,072

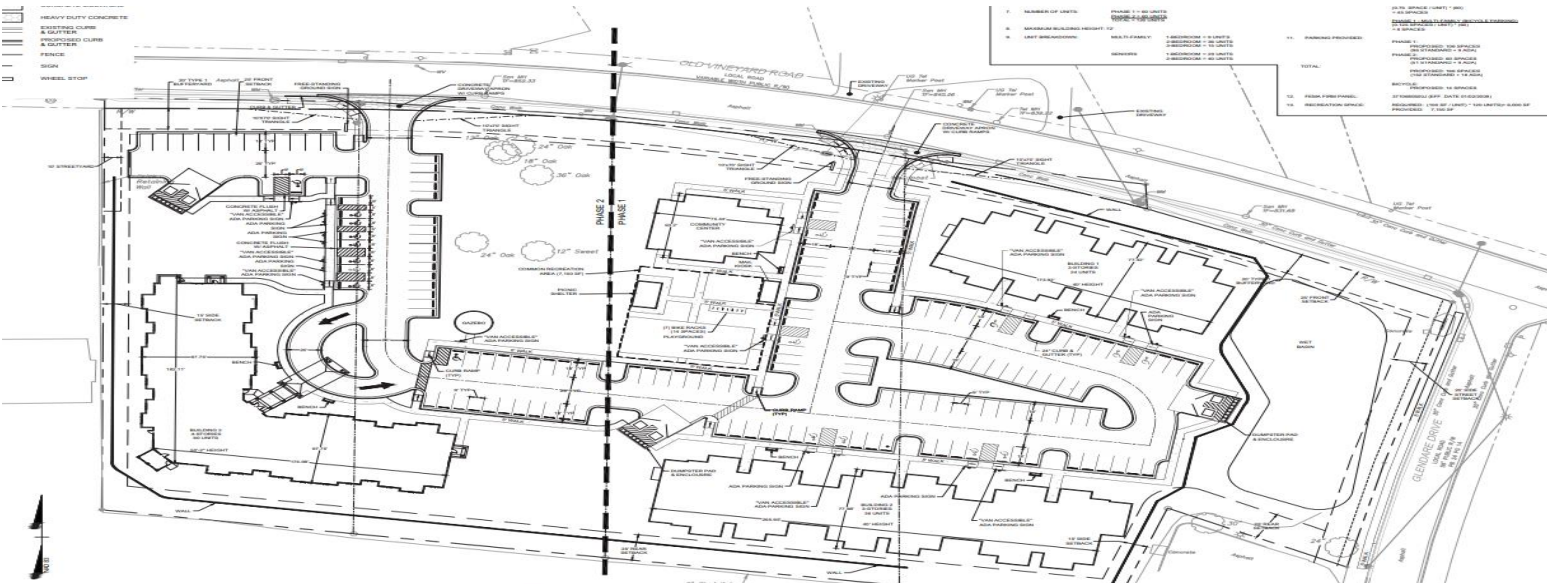
LIHTC	
Type	9%
Site Score (if 9%)	-

Evaluation Team Score	Rank
462.5	3

Location Score	AMI Score	Amenities Score	Total Project Development Quality Score (Max 100 pts)
50	22	15	87

Financial Summary	
Requested Support	1,925,000
City-Owned Land	-
Total Development Cost	19,408,702
Leverage Ratio	9:1
Leverage Percentage	8%
Investment per Unit	32,083
Investment per Unit per Year	1,069

Key Indicators	
Affordability Period	30 years
Location Score (max 50)	50
% at 30%	25%
% >2BR	0%



Tulip Commons at Old Vineyard

Winston-Salem, North Carolina

McClain Crossing

Workforce Solutions

Project Summary
3613 Stafford Place Blvd
South
Multi-family Rental Housing for Families

Financial Summary	
Requested Support	1,440,000
City-Owned Land	-
Total Development Cost	17,153,864
Leverage Ratio	11:1
Project-Based Vouchers	-
Federal Funds	Yes
Loan Type	
Loan Term	
Interest	
Additional Info	

Key Indicators	
Affordability Period	30 years
Location Score (max 50)	42.8
% at 30%	25%
% >2BR	33%
Investment per Unit	20,000
Investment per Unit per Year	667
Investment per BR	9,231
Investment per BR per Year	308

**Comments**

Three three-story garden style buildings with a clubhouse, computer center, playground, covered picnic areas with tables and grills, outdoor sitting areas with benches. Facility will also have screened-in dumpster and recycling area. Provides much-needed housing for families. Includes 72 units for families with incomes below 80% AMI.

City Council Recommendation:

Unit Mix				
30% AMI	18	Studio	-	
50% AMI	11	1BR	12	
60% AMI	21	2BR	36	
80% AMI	22	3BR	24	
Market	-	4BR	-	
Total		72	Total BR	156
Aff. Total		72		

Amenities		
Priority 1	5 Addtl	3
Priority 2	0	

Schedule & Structure	
Possible Award Date	
Closing	
Constr. Complete	
<b>Award to Closing</b>	-
<b>Award to Const. Complete</b>	-
<b>Construction Period (Months)</b>	-

Land	
Acreage	9.71
Acquisition	545,000
Price per Acre	56,128

LIHTC	
Type	9%
Site Score (if 9%)	TBD

Evaluation Team Score	Rank
450	4

Location Score	AMI Score	Amenities Score	Total Project Development Quality Score (Max 100 pts)
43	24	15	82

Financial Summary	
Requested Support	1,440,000
City-Owned Land	-
Total Development Cost	17,153,864
Leverage Ratio	11:1
Leverage Percentage	8%
Investment per Unit	20,000
Investment per Unit per Year	667

Key Indicators	
Affordability Period	30 years
Location Score (max 50)	43
% at 30%	25%
% >2BR	33%

McClain





Project Summary
7 City-owned lots (6836-72-3013, 6836-71-8599, 6836-71-9709, 6836-64-3220, 6837-56-0380)
6817-48-9638, 6837-74-6946)
East, Northeast
Single Family Homes - Homeownership

Financial Summary	
Requested Support	195,000
City-Owned Land	-
Total Development Cost	1,075,900
TDC Per Unit	134,488
Leverage Ratio	5:1
Federal Funds	No
Loan Type	
Loan Term	
Interest	
Additional Info	

Key Indicators		
Sales price	\$	240,000.00
Affordability Period		15
Investment per Unit		24,375
Investment per Unit per Year		1,625
Avg Location Score (max 50)		47.4

Comments
Three bedroom, two and a half bathrooms, two-story single-family homes, approx. 1437 sq ft with garage and energy efficient appliances.
City Council Recommendation:

Unit Mix			
30% AMI	-	Studio	-
50% AMI	-	1BR	-
60% AMI	-	2BR	-
80% AMI	8	3BR	8
Market	-	4BR	-
		5BR	-
Total		8	Total BR
Aff. Total		8	24

Schedule & Structure	
Possible Award Date	
Closing	
Constr. Complete	
<b>Award to Closing</b>	-
<b>Award to Const. Complete</b>	-
<b>Construction Period (Months)</b>	-

Amenities		
Priority 1	4 Addtl	0
Priority 2	1	

Financial Summary	
Requested Support	195,000
Total Development Cost	1,075,900
Leverage Ratio	5:1
Leverage Percentage	8%
Investment per Unit	24,375
Investment per Unit per Year	1,625

Key Indicators	
Avg Location Score (max 50)	47.4
Sales price	240000
Affordability Period	15

Evaluation Team Score	Rank
380.0	1

Location Score	AMI Score	Elevation Score	Total Project Development Quality Score (Max 100 pts)
47	10	14	71

# The Ashley

Contact us: (336) 272-7688 • www.VestalBuilt.com • svestal@vestalbuilt.com

1,437 sq. ft.  
3 br, 2.5 ba

ELEVATION A

1st Floor

ELEVATION B

2nd Floor

My notes: \_\_\_\_\_

### Single Family Homes - Homeownership

Sales price	\$	238,338.00
Affordability Period		15
Investment per Unit		49,543
Investment per Unit per Year		3,303
Avg Location Score (max 50)		49.0

**City Council Recommendation:**

Possible Award Date	
Closing	
Constr. Complete	
<b>Award to Closing</b>	-
<b>Award to Const. Complete</b>	-
<b>Construction Period (Months)</b>	-

Priority 1	5 Addtl	0
Priority 2	0	

Avg Location Score (max 50)	49.0
Sales price	238338
Affordability Period	15

Evaluation Team	Rank
370.0	2

Location Score	AMI Score	Elevation Score	Total Project Development Quality Score (Max 100 pts)
49	10	13	72



405 Banner Avenue  
Greensboro, NC 27401

(336) 379-8806  
c2contractorsLLC.website

## Plan #

1101A

```
Size fl 1 1 152
Size fl 2 0
Size Total 1 152
```

Width 26' + 1' - 10" bay  
Depth 50' - 6"  
Porch 6'

Fl 1 ceiling	8' or 9'
Fl 2 ceiling	
Roof pitch	9/12
Height	19'



Floor 1 plan

Project Summary
10 City-owned lots (6835-61-0459, 6834-74-6448, 6834-74-6644, 6834-74-6710, 6834-74-5982, 6834-74-6735, 6834-74-5884, 6844-66-7677, 6844-66-8626, 6844-66-9626)
Southeast, East
Single Family Studio Homes - Affordable Rentals

Financial Summary	
Requested Support	350,000
City-Owned Land	102,300
Total Development Cost	350,000
TDC Per Unit	35,000
Leverage Ratio	:1
Federal Funds	No
Loan Type	
Loan Term	
Interest	
Additional Info	

Key Indicators		
Rental Rates	\$	800.00
Affordability Period		15
Investment per Unit		45,230
Investment per Unit per Year		3,015
Avg Location Score (max 50)		48.0

Comments
One bedroom, one bathroom, 400 sqft, energy efficient, studio rental mini-homes with covered porches, tankless water heaters, and customizable exterior to fit community character.
City Council Recommendation:

Unit Mix			
30% AMI	-	Studio	10
50% AMI	10	1BR	-
60% AMI	-	2BR	-
80% AMI	-	3BR	-
Market	-	4BR	-
		5BR	-
Total	10	Total BR	10
Aff. Total	10		

Schedule & Structure	
Possible Award Date	
Closing	
Constr. Complete	
<b>Award to Closing</b>	-
<b>Award to Const. Complete</b>	-
<b>Construction Period (Months)</b>	-

Amenities		
Priority 1	4 Addtl	0
Priority 2	1	

Financial Summary	
Requested Support	350,000
Total Development Cost	350,000
Leverage Ratio	:1
Leverage Percentage	8%
Investment per Unit	45,230
Investment per Unit per Year	3,015

Key Indicators	
Avg Location Score (max 50)	48.0
Rental Rates	800
Affordability Period	15

Evaluation Team Score	Rank
300.0	4

Location Score	AMI Score	Elevation Score	Total Project Development Quality Score (Max 100 pts)
48	30	12	90





Project Summary
7 City-owned lots (East 6835-51-3469, 6835-51-4405, 6835-51-4554 NE 6836-62-6881, 6836-64-3972, 6836-64-2972, 6836-64-2722)
East, Northeast
Single Family Homes - Affordable Rentals

Financial Summary	
Requested Support	160,000
City-Owned Land	73,200
Total Development Cost	2,884,431
TDC Per Unit	412,062
Leverage Ratio	11:1
Federal Funds	Yes
Loan Type	
Loan Term	
Interest	
Additional Info	

Key Indicators	
Rental Rates	\$ 1,500.00
Affordability Period	15
Investment per Unit	33,314
Investment per Unit per Year	2,221
Avg Location Score (max 50)	49.4

Comments
Three bedroom, two bathroom single-family rental homes, approximately 1209 sqft.
City Council Recommendation:

Unit Mix			
30% AMI	-	Studio	-
50% AMI	-	1BR	-
60% AMI	-	2BR	-
80% AMI	7	3BR	7
Market	-	4BR	-
		5BR	-
Total	7	Total BR	21
Aff. Total	7		

Schedule & Structure	
Possible Award Date	
Closing	
Constr. Complete	
Award to Closing	-
Award to Const. Complete	-
Construction Period (Months)	-

Amenities		
Priority 1	4 Addtl	0
Priority 2	1	

Financial Summary	
Requested Support	160,000
Total Development Cost	2,884,431
Leverage Ratio	11:1
Leverage Percentage	8%
Investment per Unit	33,314
Investment per Unit per Year	2,221

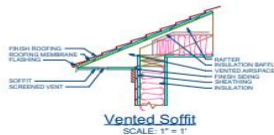
Key Indicators	
Avg Location Score (max 50)	49.4
Rental Rates	1500
Affordability Period	15

Evaluation Team Score	Rank
330.0	3.0

Location Score	AMI Score	Elevation Score	Total Project Development Quality Score (Max 100 pts)
49	10	7	66



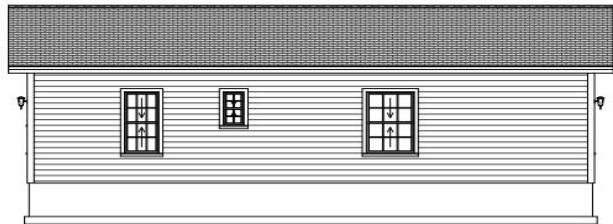
WINDY HILL HOME DESIGNS  
PLAN #301  
3 BEDROOMS, 2 BATHROOMS  
1209 SQUARE FEET OF LIVING AREA



EXTERIOR ELEVATION FRONT



EXTERIOR ELEVATION REAR



EXTERIOR ELEVATION LEFT



EXTERIOR ELEVATION RIGHT

# ***AHD EVALUATION TEAM COMMENTS AND RECOMMENDATIONS***

- Conditionally Award – All 4 LIHTC Projects **Total: \$6,465,000 gap financing**
- Award city-owned parcels and gap financing as follows:
  - **Switzer:** Award all 7 requested parcels at the offered purchase price of \$10K each 6836-72-3013, 6836-71-8599, 6836-71-9709, 6836-64-3220, 6837-56-0380, 6817-48-9638, 6837-74-6946 and \$195,000 gap financing.
  - **C2 Contractors:** Award 5 of the requested parcels 6835-51-3469, 6835-51-4405, 6835-51-4554, 6835-51-8512, 6845-58-7338 and \$175,000 gap financing.
  - **Denton:** Award all 10 requested parcels 6835-61-0459, 6834-74-6448, 6834-74-6644, 6834-74-6710, 6834-74-5982, 6834-74-6735, 6834-74-5884, 6844-66-7677, 6844-66-8626, 6844-66-9626 and \$350,000 gap financing.
  - **Green Tech:** Decline proposal, recommend developer resubmit in June cycle with an improved proposed elevation/home design

**Total: \$720 000 gap financing**



# ***AFFORDABLE HOUSING COALITION COMMENTS AND RECOMMENDATIONS***

## Sage Pointe

The project being proposed is in a good location that is accessible to a number of different amenities and services. The site design is attractive and is suitable with the surrounding community. The proposal includes a decent number of 3-bedroom units which will provide units that is currently missing in the current market. The proposal provides a great depth of affordability especially catering to households below 60% Area Median Income (AMI).

## McClain Crossing

The project being proposed is in a good location but does not have as much accessibility to public transit. The site design includes a clubhouse, computer room, and playground which is needed to serve families in the community. The unit breakdown and bedroom mix are great because they are proposing 72 units at 100% affordability. The development is proposing more units and requesting less funds from the City, which makes the investment more intriguing for the City. The development and management team are newer, but their partners have exhibited success in previous projects.

## Tulip Commons at Old Vineyard

The project being proposed is serving seniors only. This proposal does not include any 3-bedrooms units and is only proposing 1 and 2-bedroom units for a total of 60 units. The AHC does acknowledge that is the second phase of a previously awarded project and would like to ensure they can complete phase 1 in a timely manner. The developer is requesting a highest amount of assistance out of all the LIHTC proposals with only 60 units. After explanation from the developer, the AHC understands that there were some site challenges and additional costs associated with creating a senior only housing, such as elevators and other common areas.

## Windsor Chase

The project is being proposed in a good location and there is a low acquisition cost associated with the development. There is new single-family development to the north of the property which provides a mixture of housing styles in the surrounding area. There were no concerns about the quality of the development. The supportive services plan associated with the development is needed and was greatly appreciated by the entire AHC. It was acknowledged that the development is for seniors only and can cater to the aging population. The development and management team has a proven track record of success when owning, operating and maintaining LIHTC properties.

# ***AFFORDABLE HOUSING COALITION COMMENTS AND RECOMMENDATIONS CONT..***

## **C2 Contractors, LLC**

The 7 lots located throughout the eastern portion of the city are in areas that drastically need quality affordable housing. The development and management team has exhibited successful behavior and projects throughout the triad. This would be the team's first time developing in Winston-Salem, but has an office located in Winston-Salem. The investment of \$35,000 per unit and the request for \$1 per lot is a suitable request. The AHC acknowledges that the proposal has "competition" for 4 of their 7 lots, but believes their product is compatible with all surrounding neighborhoods. One recommendation was to include porches and landscaping that could enhance the appearance of the home and lots.

## **Green Tech Properties, LLC**

The 7 lots being requested are in a good location of the city that needs quality affordability housing. The AHC did question the single-family homes, why the homes would not be sold for homeownership to promote economic mobility? In addition to promoting homeownership, the AHC did acknowledge there is demand for "build to rent" opportunities throughout the market and did not want the rental component of the proposal to be a negative. The developers are requesting a lower amount of funds for their proposal and meets the leverage ratio for the maximum number of points in the scoring matrix. Based on the elevations provided, the homes do not fit with the aesthetics of the surrounding communities they are proposing to develop in.

## **Denton Construction Services, LLC**

With an innovative approach to affordable housing, this proposal was received well. The developer requested 10 lots strategically located throughout the city that most developers would not pursue. The product the developer is proposing would be something new to the City that provides a different housing style for different populations. The homes can be rented or sold at a very low rate to provide opportunities for people at or below 50% AMI. The AHC appreciated the approach of selecting the sites in areas where the home can be situated and still meet zoning requirements. There was some concern about the requested amount of \$35,000 per unit and their total development cost per unit being \$35,000. Essentially the City would be funding the entire project. The other concern is that the structures must meet all state and local building codes, and this product being new to the market raises concerns about efficiency of appliances and the longevity of the product.

## **Switzer Homes, LLC**

7 total lots being requested with 4 in competition are all located in areas that are desired for development. The anticipated sales price being approximately \$240,000 provides homeownership opportunities for a market that is not commonly targeted in the area. The development and management team has developed in Winston-Salem over the years and has a proven track record of success. The elevations provided, displayed garages which is an amenity to the homes. The developer did disclose that the addition of the garages does increase the total development costs and sales price of the home approx. \$20,000. The developer was requesting an average of \$29,000 per home, which is less than the maximum \$35,000 per unit and could be a safe investment for the City. The AHC had no underlying concerns about the proposal.

# *NEXT STEPS.....*

- Committee of the Whole – provide guidance on award recommendations
- Prepare conditional recommendations for action, bring back to CD/H/GG Committee on **April 14, 2025**
- City Council approval – **May 5, 2025**
- Developer Conditional Award Notifications – **May 6, 2025**
- NCHFA – Tax Credit Award Notifications – **August 2025**

*QUESTIONS??*

