

# Avia and Mya

(Mixed Income/Mixed Use New Construction Developments)

## Salt Lake City, UT

New Construction – Freddie Mac Tax Exempt Bond Unfunded Forward





## Property Descriptions

### Avia

- 286 Units
  - 58 Units @ 50% AMI
  - 228 Units @ Market
- 15,000 sq. ft. of Retail
- 237 Parking Spaces

### Mya

- 126 Units
  - 40 Units @ 40% AMI
  - 86 Units @ 80% AMI
- 2,750 sq. ft. of Retail
- 59 Parking Spaces
- 30,000 sq. ft. of Co-Working Space



# Sources

## Avia

Sources	
Freddie Mac TEL	\$14,000,000
Taxable Tail	\$48,858,000
LIHTC Equity	\$7,345,578
Conventional Equity	\$10,746,007
Subordinate Debt	\$3,709,300
<b>Total Sources</b>	<b>\$84,658,955</b>

## Mya

Sources	
Freddie Mac Loan	\$10,500,000
LIHTC Equity	\$5,954,805
Subordinate Debt (Hard)	\$1,000,000
Subordinate Debt	\$3,622,448
Deferred Developer Fee	\$853,277
<b>Total Sources</b>	<b>\$21,930,530</b>



# Avia

- **Challenges**

- Attracting LIHTC Equity for an 80/20 mixed income transaction
- Layering various financing sources to conform to senior lender and LP
- Obtaining sufficient volume cap to meet 50% test
- Very high construction cost environment

- **Solutions**

- Utilized condominium and master lease structure to separate ownership and mitigate market risk. Negotiated SNDA between LP and Lender
- Customized Subordination Agreement and Tri Party Agreement
- Condominium structure reduced 50% test amount to +/- 20% TDC
- Negotiated reduced land acquisition price and real estate tax abatement with City RDA



# Mya

- **Challenges**

- Attracting LIHTC Equity for a mixed use transaction
- Layering various financing sources to conform to senior lender and LP
- Very high construction cost environment

- **Solutions**

- Utilized condominium structure to separate ownership of residential and commercial. Negotiated SNDA between LP and Lender
- Customized Subordination Agreement and Tri Party Agreement
- Negotiated reduced land acquisition price and real estate tax abatement with City RDA
- Utilized Income Averaging to support more loan proceeds

# Questions

