

**2023**  
**BOSTON**

**Multifamily Financing  
Roundtable**





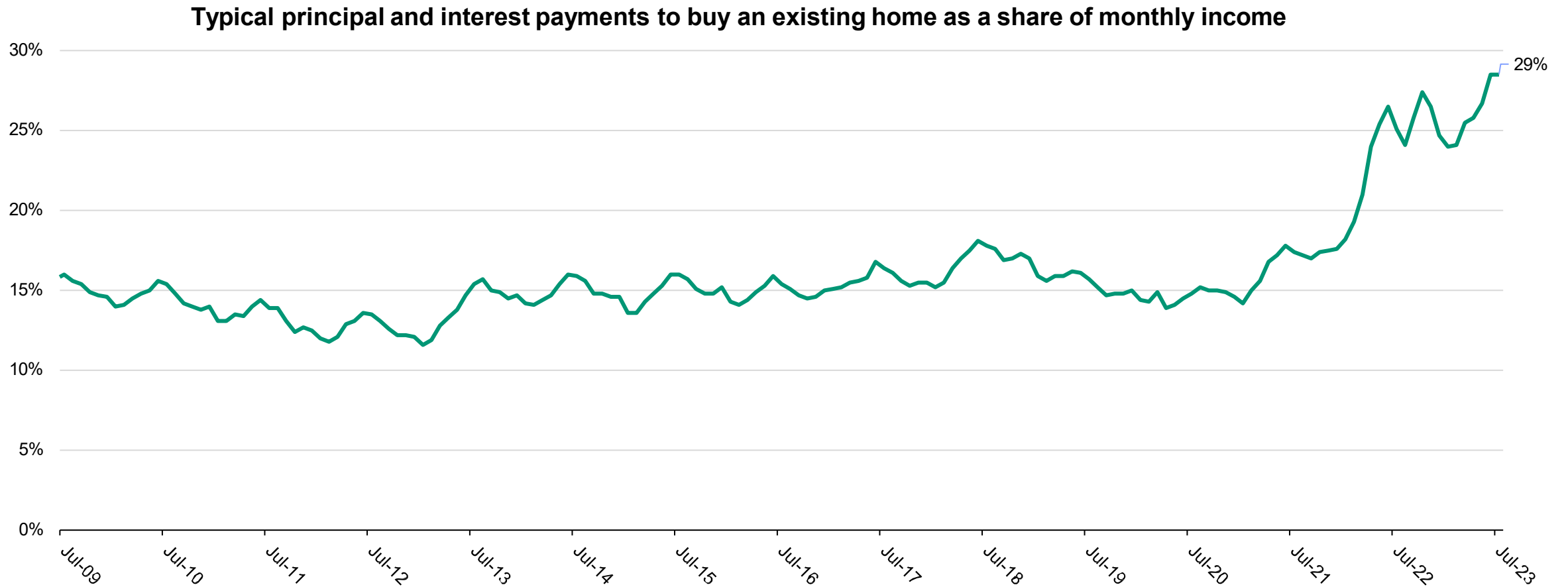
# NCSHA: Multifamily Financing Roundtable

# Macro picture points to continued low housing affordability

- » **Home prices likely bottomed after a significant home price appreciation** – meaning that they are still elevated and that even with some price declines, homebuying will remain unaffordable.
- » **High interest rates will keep mortgage rates above 6% through 2024**, meaning borrowing costs will remain high.
- » **Inflation is declining as expected** and will continue to recede over the next year.
  - Affordability, especially among potential borrowers with less disposable income, will remain strained.

# Housing affordability remains stretched

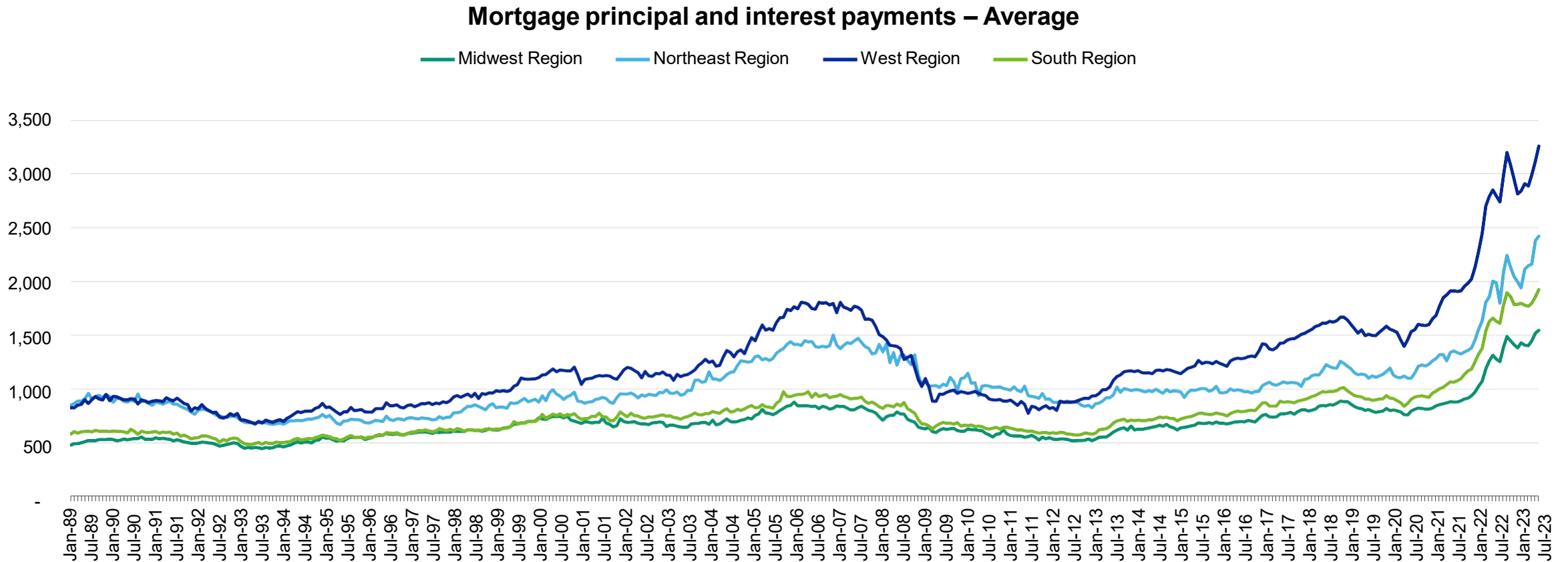
Borrowers are spending more income on housing



Source: National Association of Realtors

# Regional disparities exist

The West remains the least affordable region in the U.S.



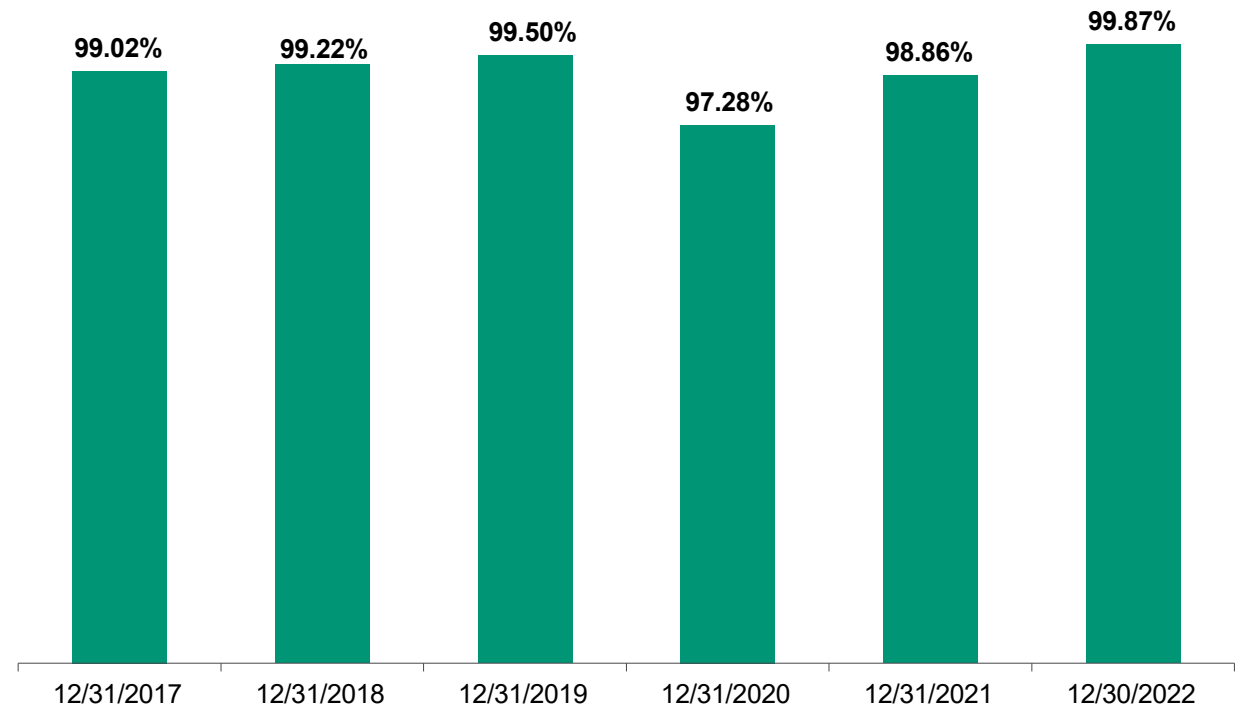
Source: National Association of Realtors (NAR); Moody's Analytics Adjusted

# Demand for affordable housing and resilience to cost increases aid portfolio performance

- » **Lack of affordability results in a very high demand** for affordable multi-family housing, keeping vacancies low and sustaining margins.
- » **Portfolios continue to perform extremely well** with HFA-wide portfolio delinquency rate under 1%.
- » **While inflation pressures are certainly being felt**, we currently do not see an impact on portfolio performance.

## Strong demand for affordable multifamily housing will keep vacancies low and sustain HFAs margins

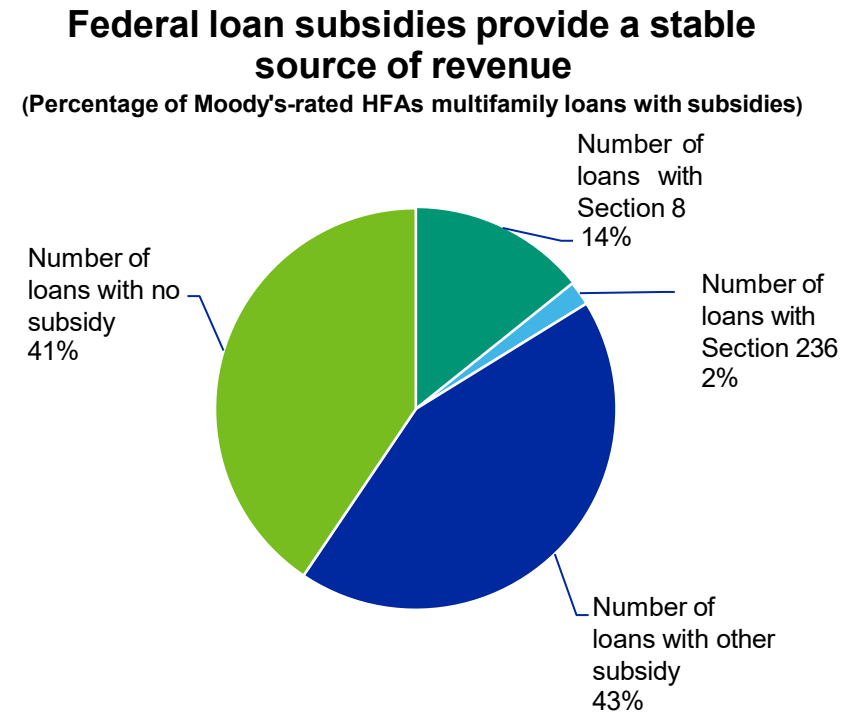
(Share of multifamily projects we rate that are current on their payments by year-ends)



Source: Moody's Investor Service survey of HFAs

# Shift towards subsidy and mortgage enhancements support stability through market cycles

- » **The portfolio is highly subsidized and highly enhanced** with HFAs shifting towards the FHA-HFA Risk Share program.
  - Risk transfer from borrower to creditworthy party provides safety net in times of financial distress and points to good risk management.
  - Subsidies like Section 8 contracts showed their value during the pandemic by providing a stable source of revenue and remain a popular form of subsidy.



Source: Moody's Investor Service survey of HFAs

# Potential headwinds

- » **Significant spike in expenses** that pressures individual projects' operating performance.
  - Projects' underwritten debt service coverage, however, is typically strong enough to withstand rising expenses.
- » **Significant increase in unemployment** will increase chances of missed payments.
  - Demand for affordable multifamily housing is typically strong during economic downturns, as housing becomes less affordable, particularly in areas with high rental or property prices.
- » **Additional gap funding**, beyond tax exempt bonds and low-income housing tax credits, may be needed to counter inflationary pressures and volume cap constraints.



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October 16, 2023



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**Multifamily Housing Practice.** Orrick has the nation's leading practice for financing multifamily housing with tax-exempt bonds. We regularly represent state and local housing issuers across the country, and we have for the past decade closed an average of more than 100 multifamily housing bond transactions each year. Our clients are issuers, investment banks, developers, lenders, and investors.



**Justin Cooper** co-leads Orrick's Finance Sector and is a member of the firm's Board. He also serves as co-leader of Orrick's Public Finance department and chair of the firm's nationally prominent housing finance group. Justin is on the Board of Directors of the California Housing Consortium and is a past Chairman of The Bond Buyer's California Public Finance Conference. Justin is known in the affordable housing community for being a solution-oriented lawyer who understands the business fundamentals of affordable housing and real estate finance and is fully versed in the applicable laws and regulations.





# Middle-Income Housing Takes the Stage

For most of the past 20+ years, state and local support for affordable housing has typically been targeted at either homeownership or low and very low-income rental housing

- The federal low-income housing tax credit (LIHTC) program is targeted at 60% of AMI and below (with some exceptions)
- HUD/Section 8 programs similarly target low and very low-income households

As housing costs have risen in the first part of the 21st century, households have struggled to compete for high quality housing located near areas of employment

- Many do not earn enough to afford market rents, but earn too much to qualify for traditional “low-income housing” support

Housing advocates, developers, policymakers and others have responded by looking for new ways to support the housing needs of this “missing middle” population





# Financial Drivers for Middle-Income Housing

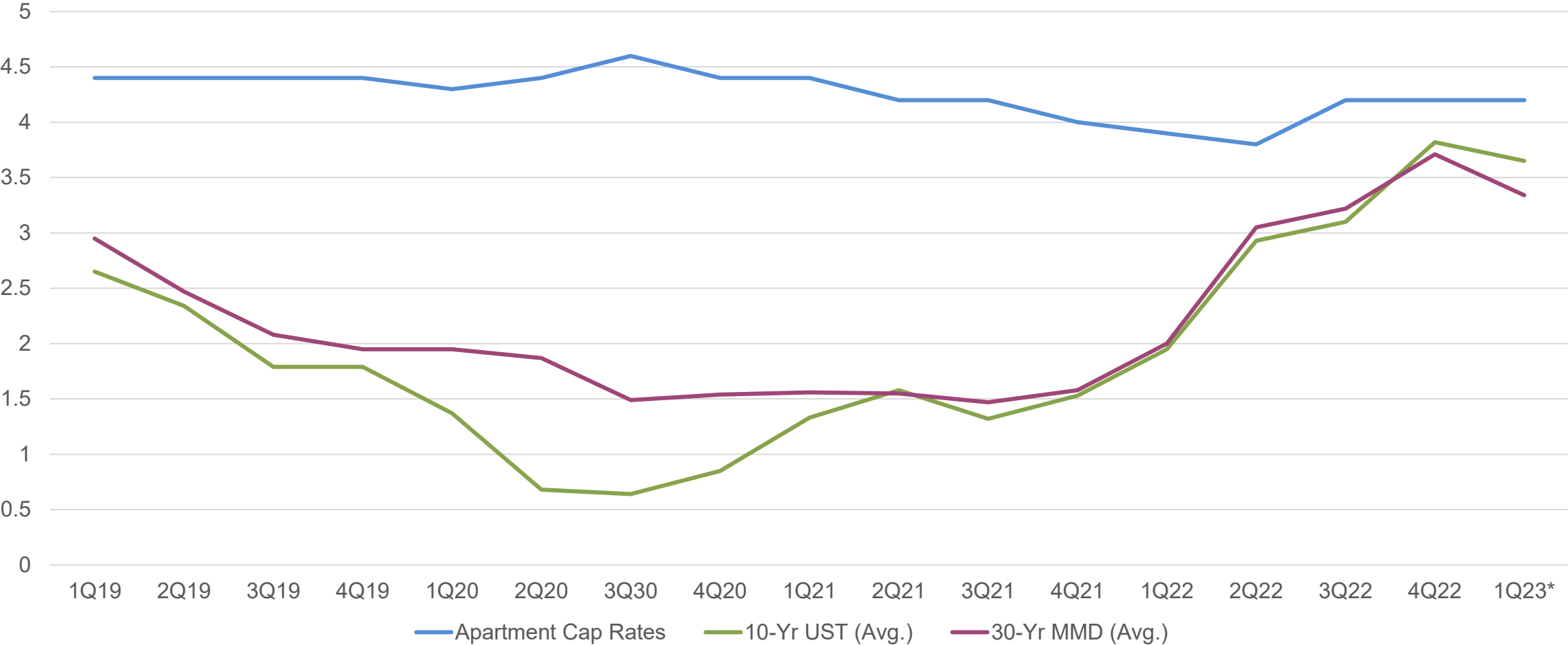
Transaction structures for middle-income housing typically leverage one or more of the following advantages arising from bond financing:

1. Federal and/or state tax-exemption on bonds
2. Real property tax exemption/abatement
3. Favorable debt terms in the bond market compared to the multifamily mortgage market

Middle-income bond transactions are mostly unrated, sold in the high yield market

Highly sensitive to market dynamics (interest rates, volatility, fund flows, etc.)

# Comparison of Apartment Cap Rates, 10 Year Treasury Rates and 30 Year MMD Rates



\* Preliminary through February

Source: CoStar Includes \$2.5M+ sales; full-interest sales; Excludes Condo sales; detrimental condition sales; corporate housing; military housing; senior housing

# Bond Types

	501c3	Governmental	Exempt-Facility*		Taxable
Volume Cap Required	No	No	Yes		No
LIHTC Eligible	No	No	New Volume Cap Yes	Recycled Volume Cap No**	No
For-Profit Ownership	No	No	Yes		Yes
Qualified Management Contracts Required	Yes	Yes	No		No
TEFRA Required	Yes	No	Yes		No
95% Good Costs	Yes***	No	Yes		No
2% Costs of Issuance Limit	Yes	No	Yes		No
"Private Use" Limitation	5%	10%	None		No
Income Set-Asides (Federal)	Acquisition 20%@50% AMI or 40%@60% AMI	New Construction Depends on Charitable purpose****	None/Contractual	20%@50% AMI Or 40%@60% AMI	No
Rent Restrictions (Federal)	None/Contractual		None/Contractual	None (except LIHTC)	No
Issuer Jurisdiction Requirement	No	Yes	No		No
State and Local Requirements	Varied	Varied	Varied		Varied

\*These are often referred to (imprecisely) as "private activity bonds" or "PABs"

\*\*Exempt facility bonds issued with recycled volume cap do not count toward the "50% Test" contained in IRC Section 42(h)

\*\*\*The "95/5 Test" is applied somewhat differently for 501(c)(3) bonds than for exempt-facility bonds

\*\*\*\*For example, a 75%@80% AMI requirement may need to be added



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# New York City Housing Development Corporation



## NCSHA Multi-Family Financing Roundtable



October 16, 2023

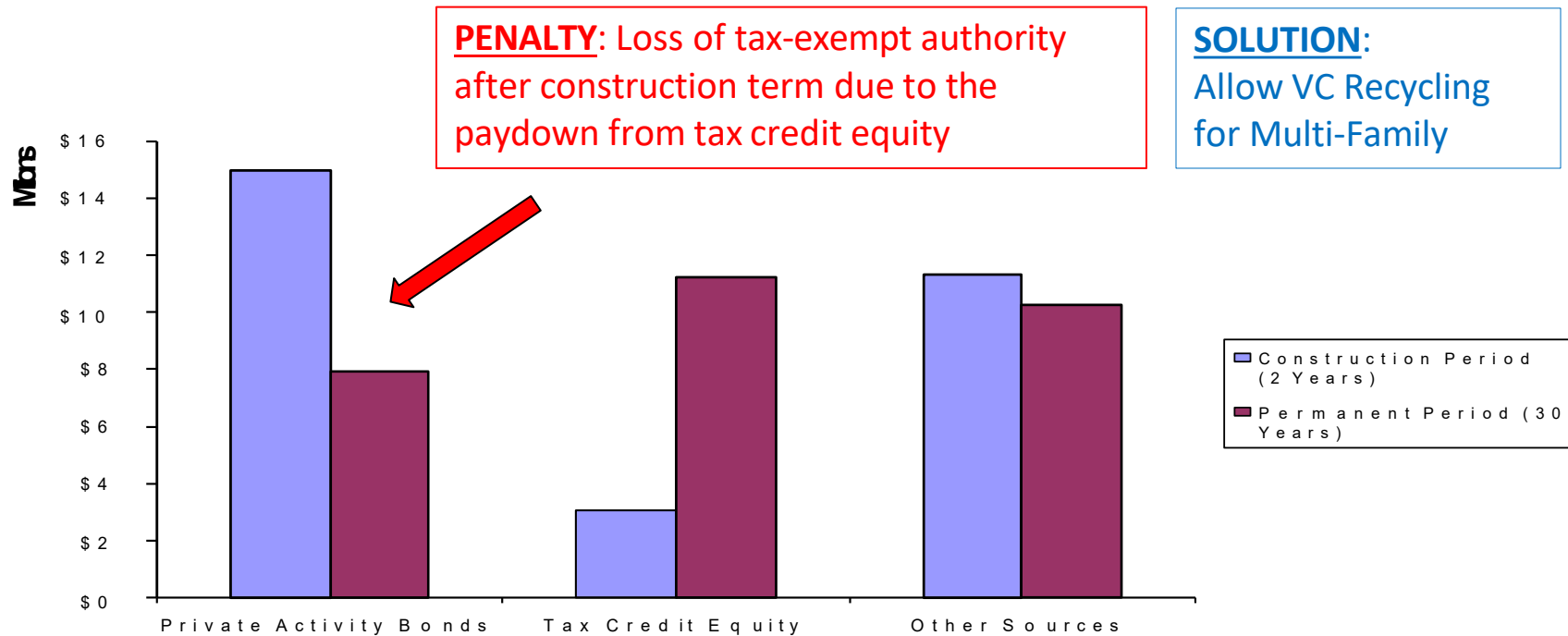


## NYCHDC - Preserving Volume Cap & Creating Additional Financing Capacity

- Private Activity Bonds
  - Use Volume cap allocation for new construction
  - Minimize volume cap allocated per project – approximately 52%
  - Taxable or recycled tails
- Governmental Purpose bonds
  - HDC is the financing partner with the NYC Housing Authority (“NYCHA”)
    - Capital Grant securitization financings
    - Preservation Trust Financing
- 501(c) 3 Bonds
  - Not for profit owned developments
  - Housing for formally homeless, DHS contract
  - Graduate Student Housing
- Taxable Financing
  - Preservation
  - Indexed Floating rate bonds sold to the FHLBNY
- Recycled Bonds for Multi Family Financing
  - NYCHDC and NYSHCR share recycled prepayments
  - NYCHA PACT Financings
  - HDC has recycled approximately \$5.6 billion in bonds since 2008

# Recycle Short-Term Tax Credit Bonds to Preserve Tax-Exempt Authority

- In 4% transactions, the developer usually has to borrow more money from the issuer than the debt the project can support to satisfy the 50% test. There is usually a large redemption of bonds from incoming tax credit equity once the project is placed in service and is ready to convert to the Permanent period.



## Multi-Family Recycled Bonds Program

- Passed in 2008 under HERA, recycled bonds for multi-family housing recognized the value of preserving VC for affordable rental housing by re-using the bond authority that relates to the bonds being prepaid in traditional 4% LIHTC bond transactions.
- The law authorized issuers to reuse private activity bonds for another eligible project without having to use up additional VC if certain requirements are met, including
  - 4-yr Rule: the reuse of VC must occur within four years of the initial issuance
  - 6-month Rule: the origination of a new loan for an eligible project must occur within six months of the prepayment
  - 34 yr Test: the final maturity date of the refunded bonds must be within 34 years of the initial issuance.
- When these rules are met, housing bonds may be refunded with the proceeds used to finance a second project on a one-time basis.
- Recycled bonds do not generate the 4% LIHTC.
- The new project is also subject to the TEFRA requirement prior to the issuance of the refunding bonds.

## Benefits of Recycled Bonds

- Recycling creates additional financing capacity.
- Allows Issuers to prioritize their use of new money volume cap allocated for multifamily housing to be used on projects which need “as of right” LIHTC, maximizing public benefits.
- Encourages more affordability in mixed income projects since projects need to satisfy tax-exempt bond rules of affordability to qualify for the tax-exempt financing.
- Expands lending capacity
  - HDC issues a combination of new volume cap and recycled bonds to finance the full amount of senior loans. Minimize Volume cap allocated per project – approx. 52%
  - To the extent that there are additional qualified costs in the 95-5, HDC issues additional recycled bonds to finance all or a portion of its subordinate loans.
  - Tax-exempt securitization reduces HDC's funding cost and creates a lending capacity for HDC. HDC uses this lending capacity to fund other new loans and pledges these new loans to the Open Resolution to support the cash flows.

## Challenges of Recycling

- Recycled bonds are limited by supply, demand and time constraints.
- Six months is not a great deal of time to arrange a new financing for an eligible project.
- The original debt must be refunded before the original bonds are redeemed.
- Prepayments need to be coordinated and timed to allow for refunding of the initial debt.
- Timing must be coordinated with loan prepayments, especially if the volume cap will be used by a different issuer than the original lender
- HDC has had to use convertible option bonds (“COBs”) as a vehicle to refund the original bonds in a manner which allows the original projects to prepay their debt. Other HFAs also use a bank facility to preserve the prepayments before being recycled.
  - The need to use COBs has meant that HDC has had significant costs in order to preserve the volume cap. A change in law would greatly reduce the cost of recycling to an issuer
- Proposed legislative changes that are in the works to increase the window to recycle from 6 months to 1 year and more flexible uses for recycled prepayments.



## Contact Information

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# Alternative Multi-Family Executions

Avoiding Application of Volume Cap  
in Multi-Family Executions

October 2023



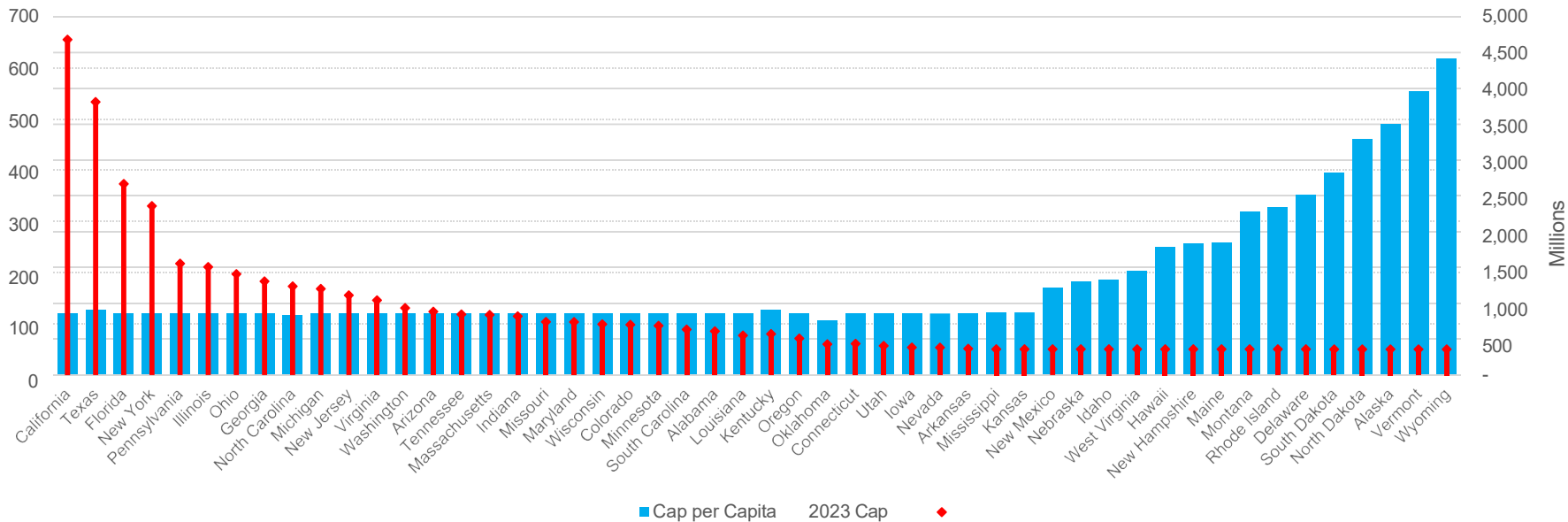
# There is insufficient volume cap available to State HFAs to meet demand

Most HFAs are now pressed to do more with less, with demands for volume cap to be allocated to multi-family ever-present.

IN 2023 most states receive \$120 per capita of 2022 population estimates, with a statutory minimum of \$358.845 million.

Unused cap spiked in 2021 to just above \$8 million in association with COVID lockdowns, but has since returned to historical norms (~\$2.5 – 3.0 million)...

2023 Volume Cap vs. Cap per Capita





# Mortgage Revenue Bond MF Volume Cap Alternatives

- A. Taxable Executions
- B. Tax-Exempt Qualified  
501(c)(3) / Governmental  
Purpose



**A** = Customary Indenture Issuance

**B** = Question as to hedge (if any)

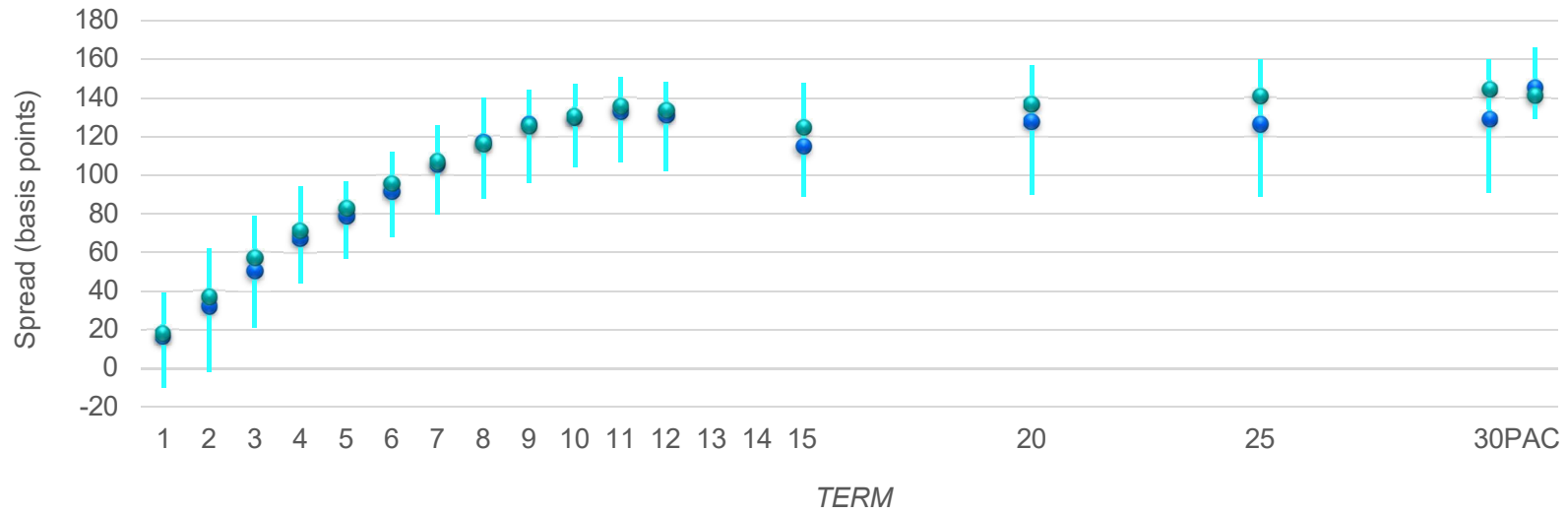
**C** = Ratings?

**D** = Ratings & hedge?

# MRB MF Executions

	Fixed Rate	Floating Rate
Open Indenture	<b>A</b>	<b>B</b>
Stand-Alone / Mini-Pool	<b>C</b>	<b>D</b>

### Tax-Exempt Housing Spreads (Par Bonds & PACs Only) – 2023 YTD



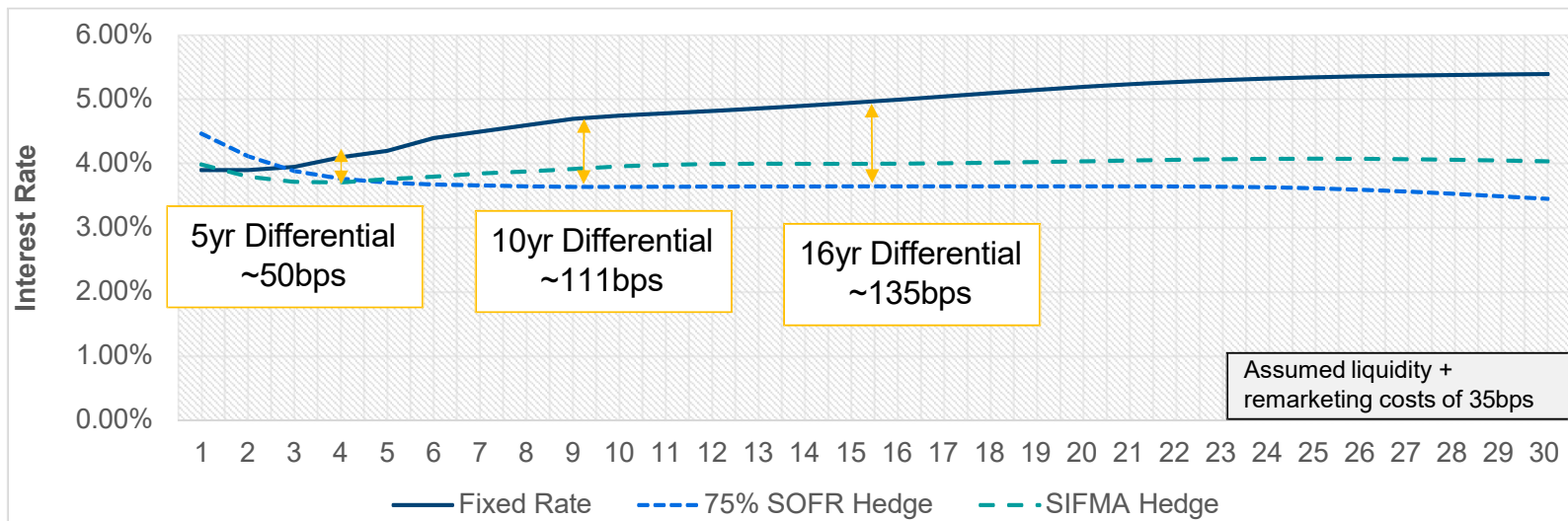
### Taxable Housing Spreads – 2023 YTD



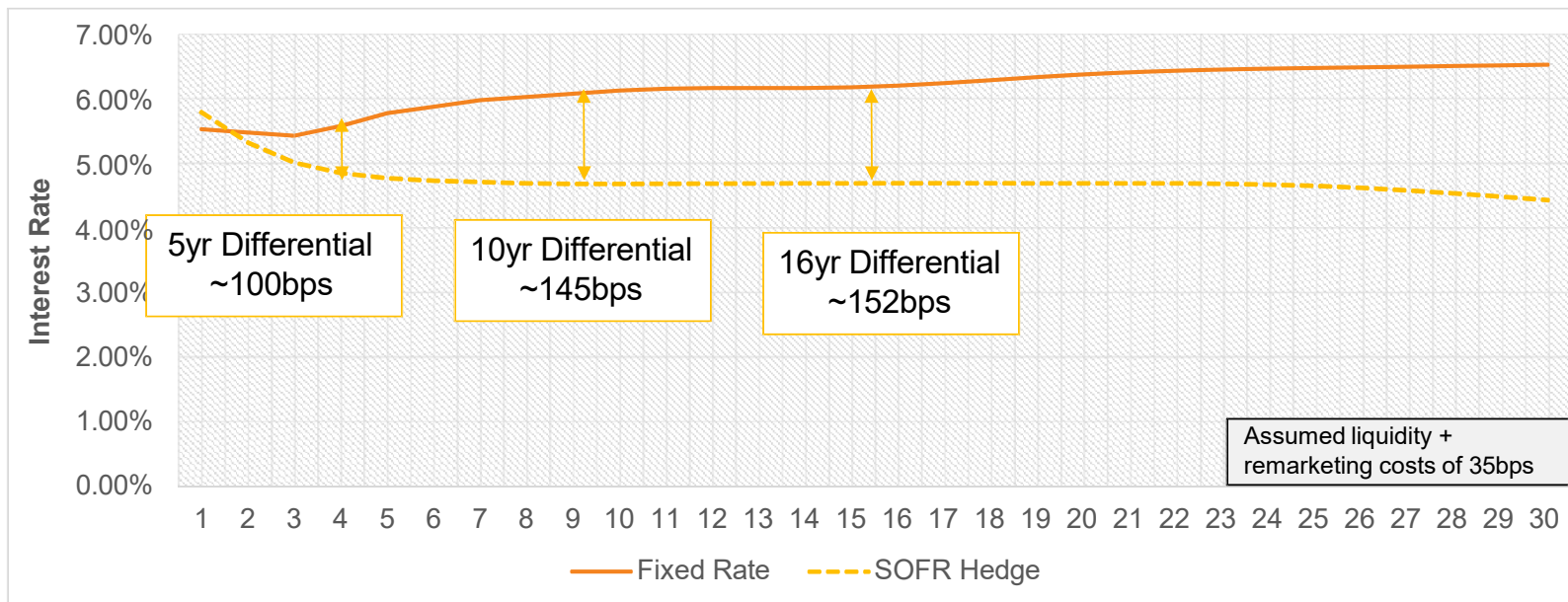
High Low ● Average YTD ● Average 5/15/23



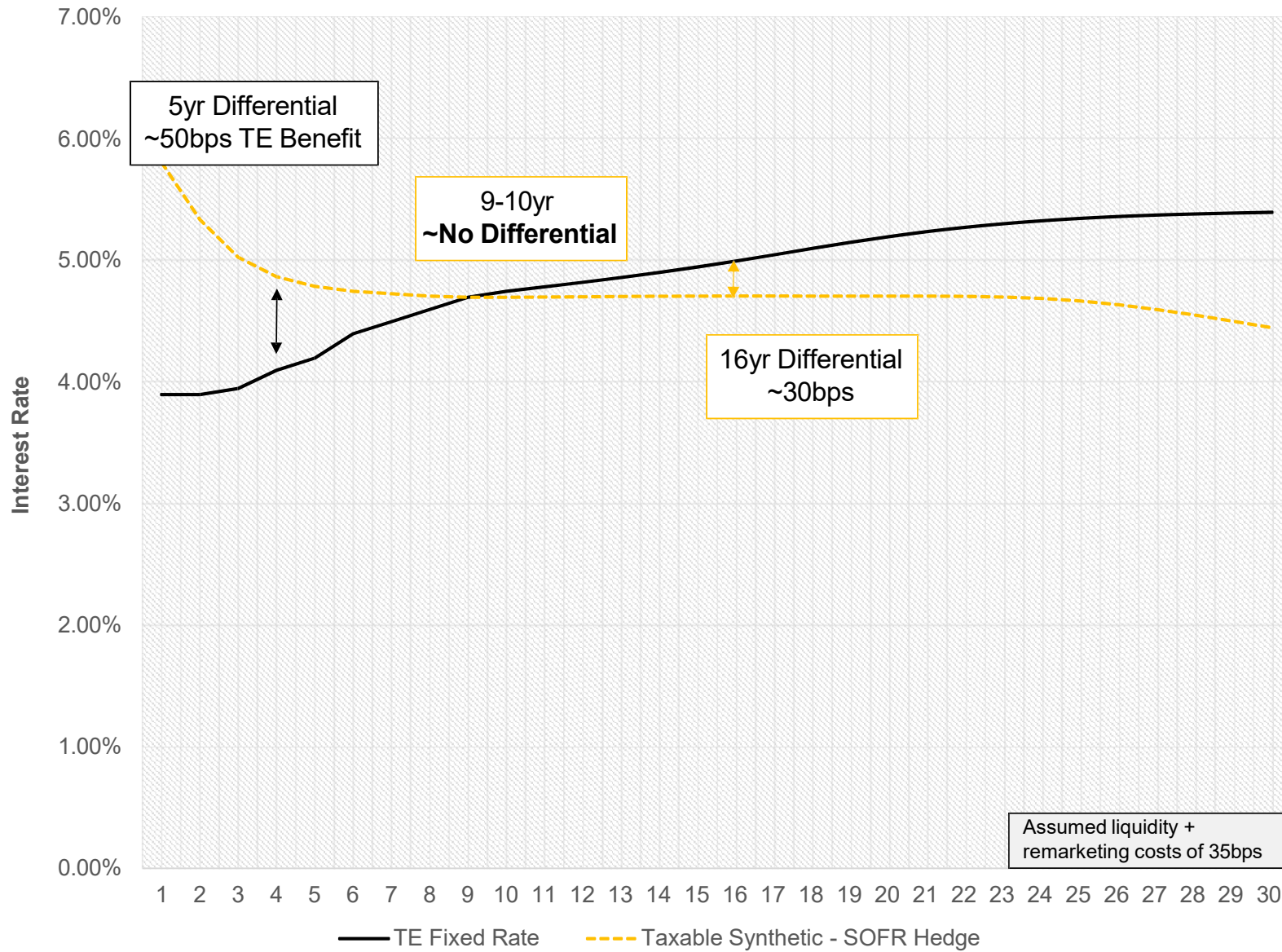
### Tax-Exempt Synthetic Rates vs Current Tax-Exempt Housing Fixed Rates



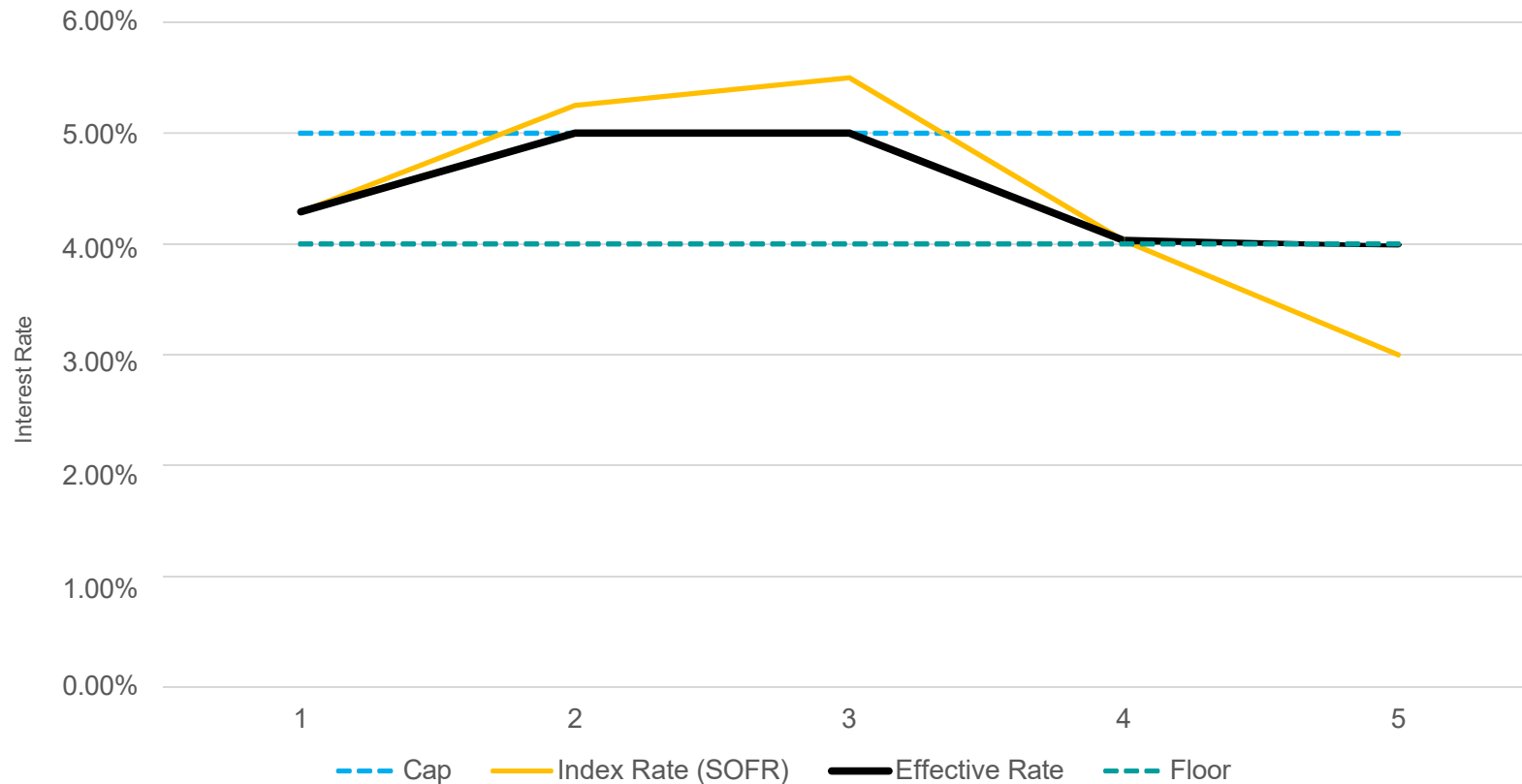
### Taxable Synthetic Rates vs Current Taxable Housing Fixed Rates



## Taxable Synthetic Rates vs Current Tax-Exempt Housing Fixed Rates



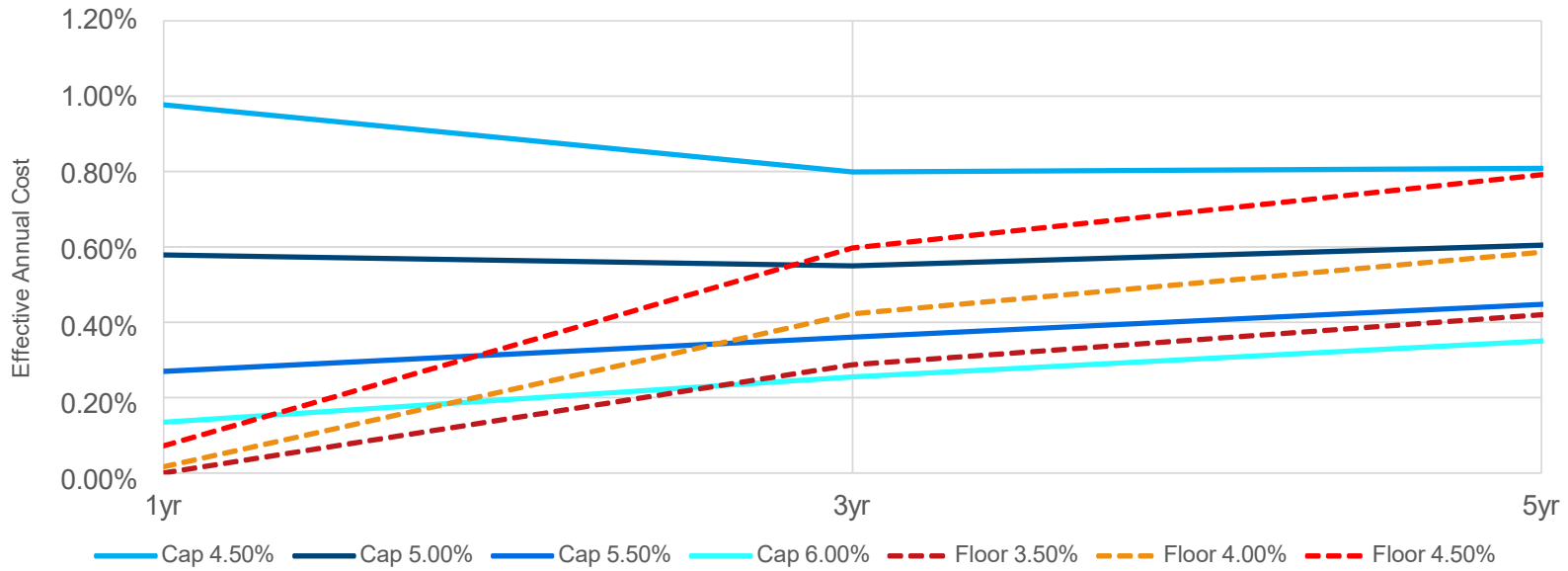
## Collar Trade Illustration



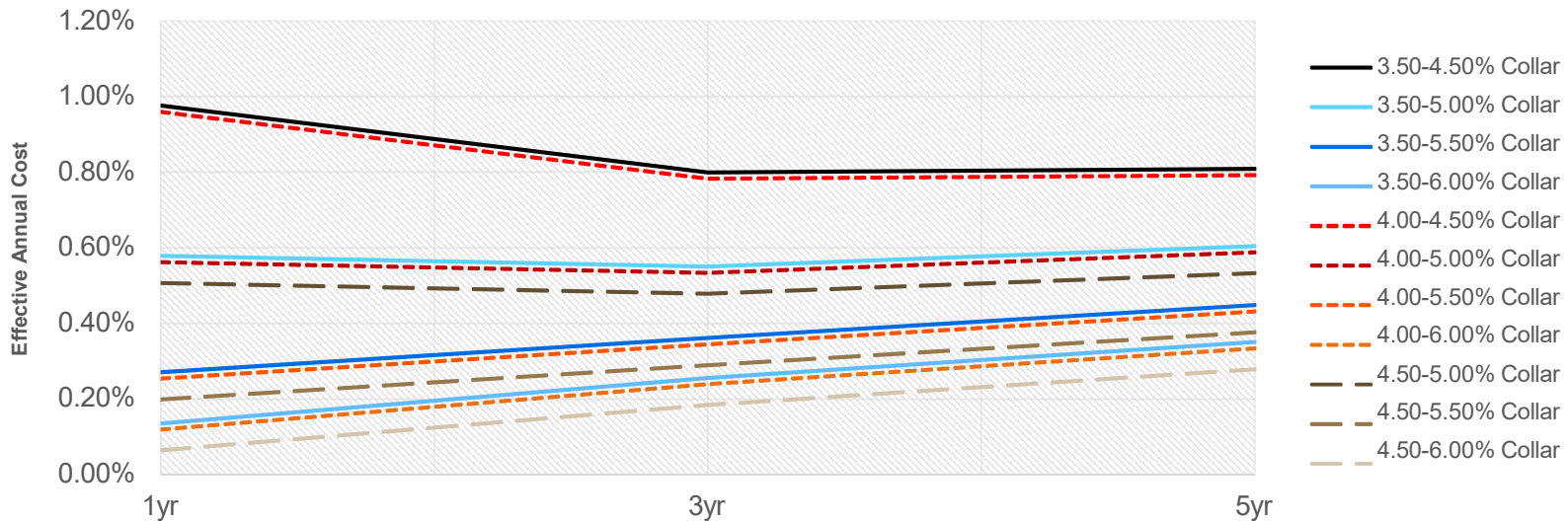
- Caps and floors are typically purchased (sold) at full cost up-front
- Can be sold (purchased) back to bank to effect termination
- Pairing purchase of a cap with sale of a floor establishes an effective rate channel referred to as a rate collar
  - When index exceeds cap strike rate the owner receives a payment
  - When index goes below floor strike rate the owner makes a payment



### Cap & Floor Executions (% of Par per Year)



### Purchase of Cap + Sale of Floor = Collar Trade (% of Par per Year)



# Stand-Alone / Mini-Pooled Financing

## Challenge: Ratings

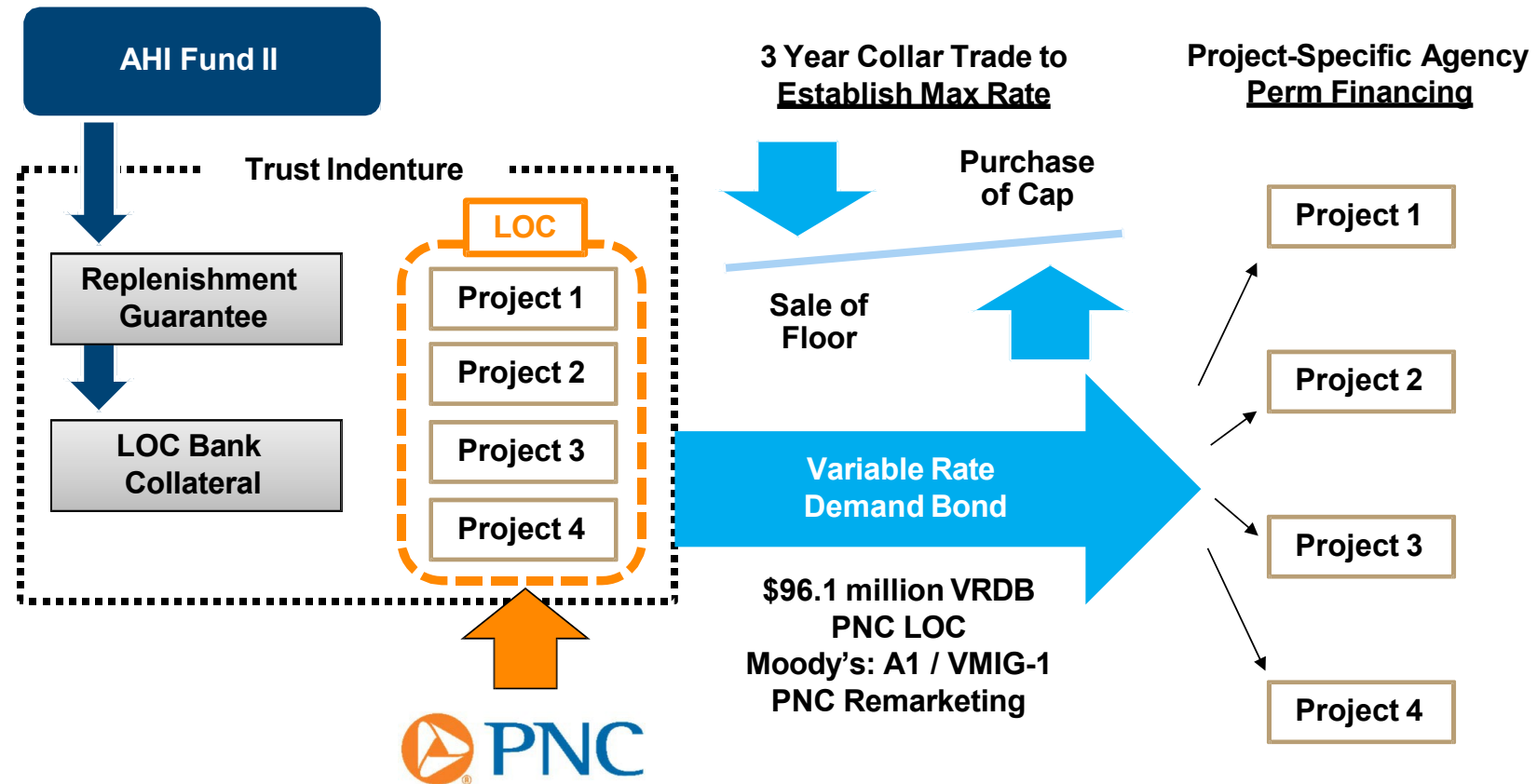
- Achieving investment grade ratings requires credit enhancement:
  - Bank LOC
  - FHLB CLOC
  - Alternate Enhancement



# United Way of Greater Los Angeles, AHI Fund II

Barclays recently assisted with structuring of a transaction executed by UWGLA

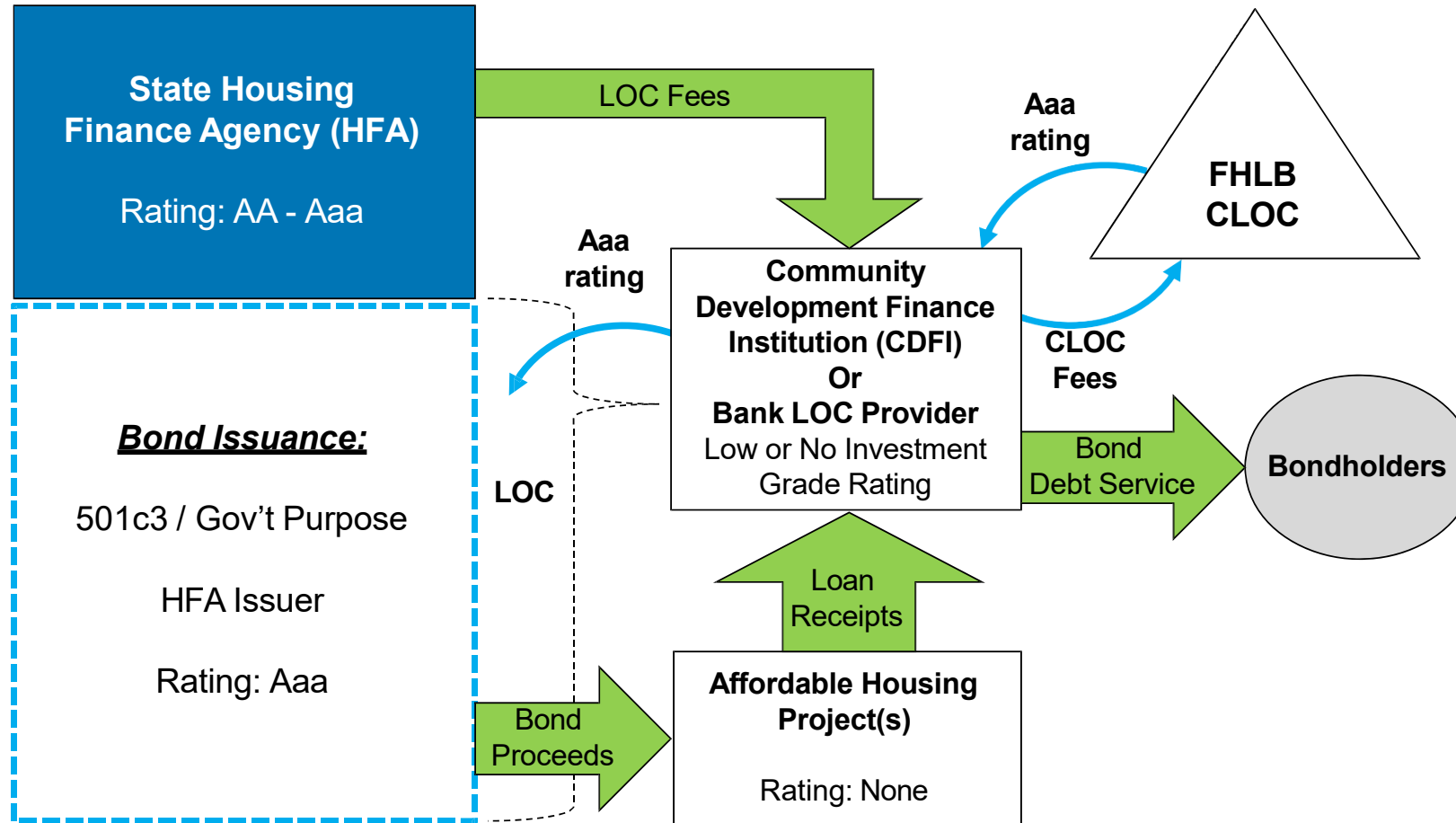
**Objective:** Mini-Pooled financing of 4 projects for 3 year construction with Agency takeout at completion

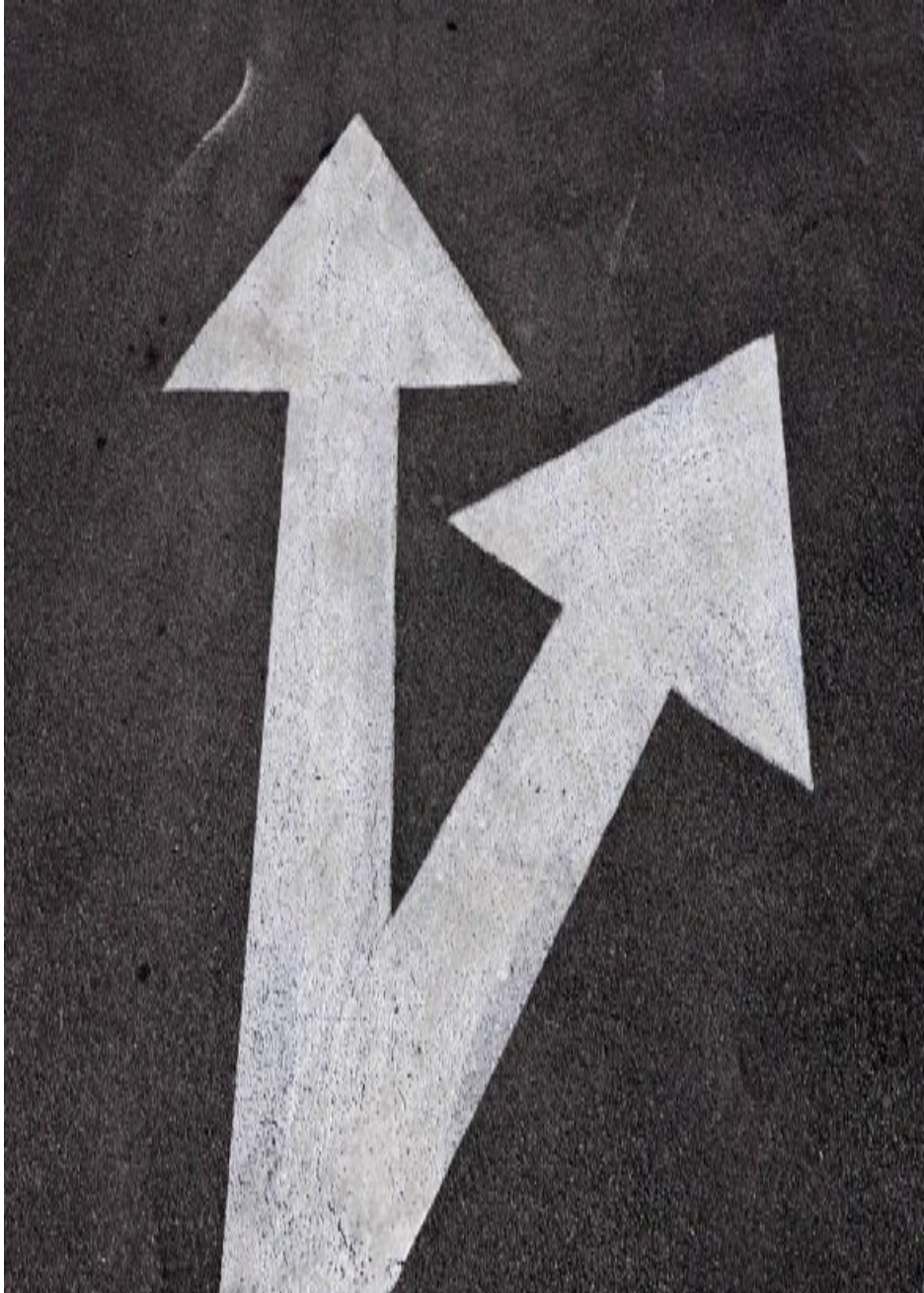




# Credit Enhancement with Confirming Letter of Credit (CLOC)

CDFIs and FHLB member banks can obtain a CLOC to achieve Aaa ratings without utilizing HFA credit





# Tax-Exempt 501(c)(3) / Governmental Purpose Executions

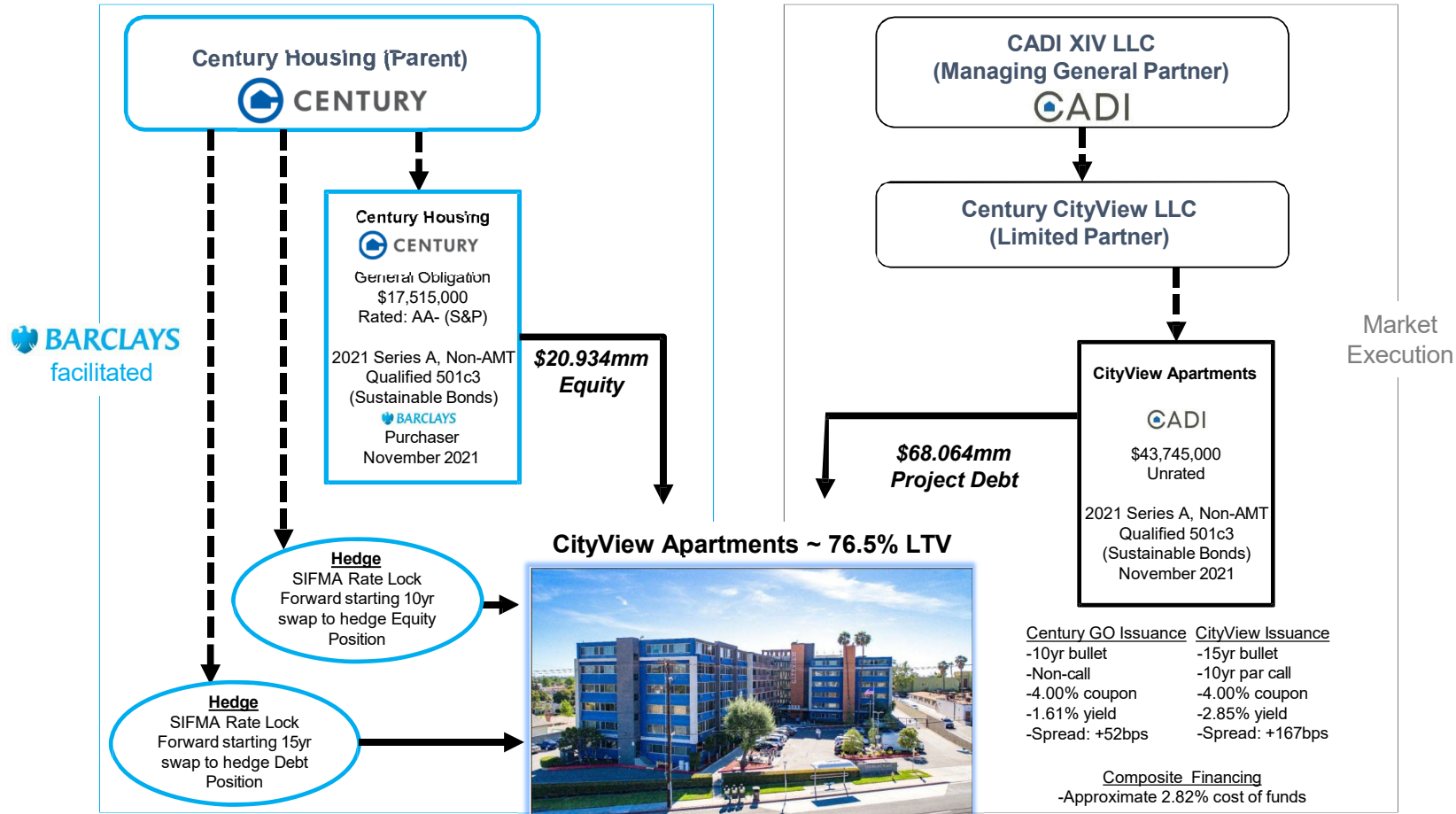
Requirements for 501(c)(3) issuance can be onerous

- Organization must operate primarily in furtherance of charitable, 501(c)(3) purpose
- Relief of Poor or Distressed:
  - Similar to Low Income Hsg Requirements
  - AND 75% of units are set aside for below 80% AMI (i.e. 25% market rate)
  - State or Local Requirements may have additional requirements
- Lessening the Burden of Government:
  - Specific governmental entity must consider to be a burden
  - Entity must acknowledge that the charitable activity has reduced such burden
  - No income restrictions, per se

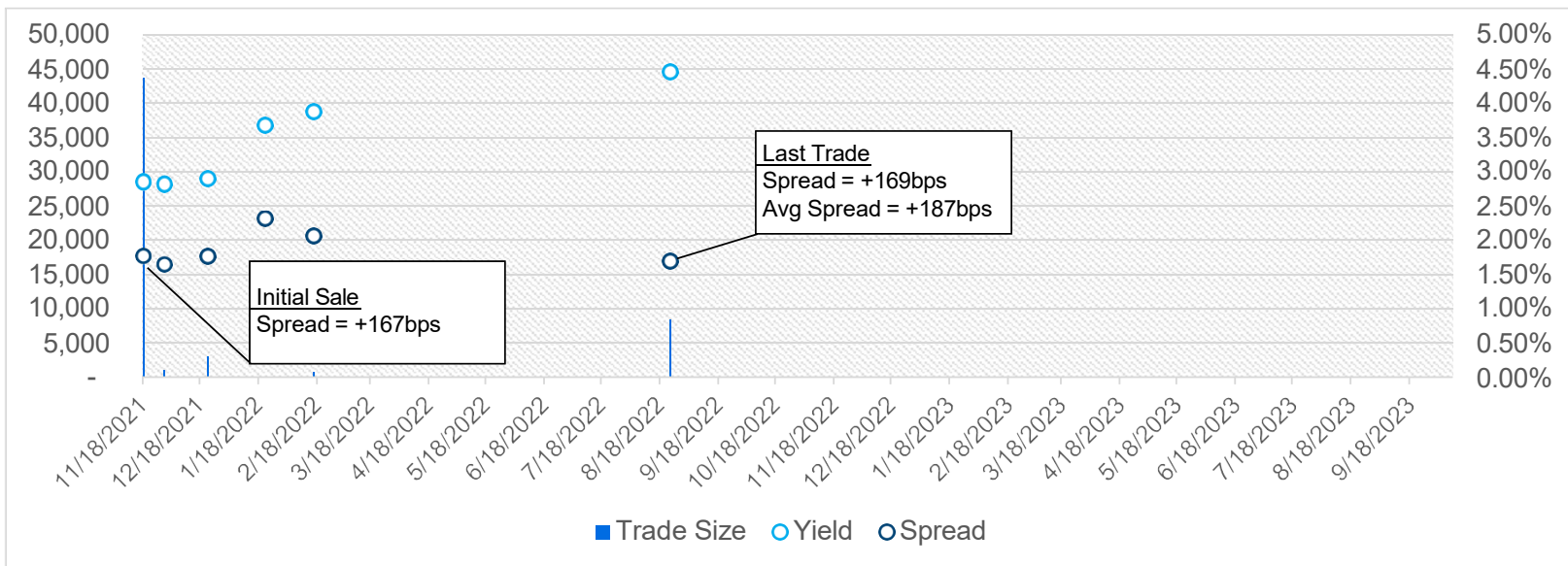
# Qualified 501(c)(3) Issuance: Century Housing

Barclays facilitated a transaction executed by Century Housing, a California CDFI

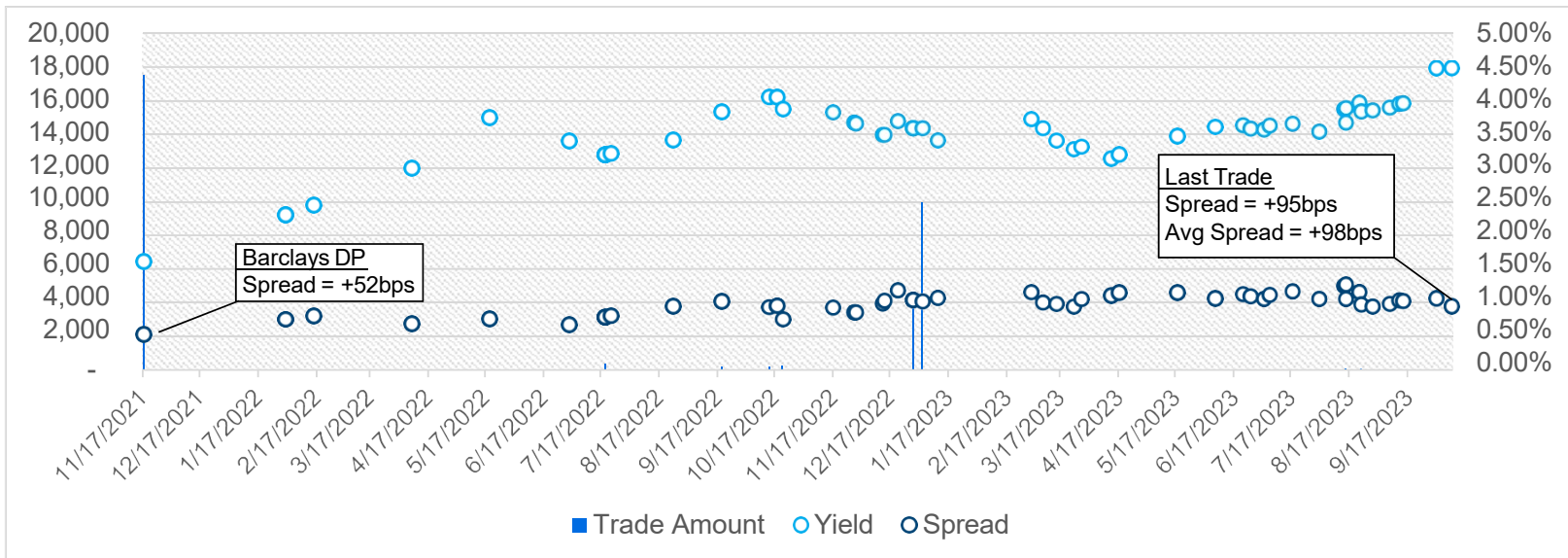
**Objective:** Acquire an affordable housing, senior living facility in Long Beach, California with 100% debt financing



### Century Housing 501(c)(3) Unrated Execution in Secondary: 4.0% Bond 11/1/2036 Maturity



### Century Housing 501(c)(3) AA Rated Execution in Secondary: 4.0% Bond 11/1/2031 Maturity





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