

2020 EMBRACING TRANSFORMATION
FINANCIAL MANAGEMENT CONFERENCE

Rental Preservation Market in Times of Threat and Opportunity

October 27, 2020

STRENGTHMATTERS®

Panel Participants

- Celia D. Smoot- NAHT
- Brian Dowling- CDT
- Oliver Gross- New Urban Development
- Robert Taylor- Morgan Stanley
- Bill Mague- Aeon



Getting Started

- All participant lines are muted.
- You may use the **Chat** feature to ask questions.
- Please use the **Raise Hand** feature if you would like to speak.
 - The Raise Hand feature is located in the Participant panel.
- Any questions not answered during the presentation will be addressed at the end of the session.

Continuing Professional Education Requirements for CPAs

- **Polls are Required for CPEs**

- If you are seeking CPE credits, please submit ALL polls and the conference evaluations.
- We use **Polls** and the **Zoom attendance record** to verify participation throughout the webinar.
 - **Participants must submit ALL polls and be logged in no later than 10 minutes after the scheduled session start time to receive a certificate.**
- You may request a certificate of completion via the conference evaluations.
 - Links to the evaluations are emailed to all registrants.
- For more information on CPE credits, contact Lindsay Wells at consult.lwells@gmail.com.

What is Affordable Rental Housing Preservation?

In high-cost and rising-cost areas, rental housing preservation helps promote and sustain mixed-income communities by ensuring the ongoing availability of quality, affordable rental homes. In recovering and low-growth areas, rental preservation ensures quality housing for low-income households.

- *Use Preservation* is the maintenance, sale or transfer of a property that keeps rents affordable for the long-term, by maintaining or adding subsidies, refinancing existing debts and introducing or modifying income eligibility and affordability restrictions.
- *Physical Preservation* is the maintenance and improvement of the physical condition and financial viability of a rental property so that it can provide a long-term source of decent, safe and attractive housing that benefits families, neighborhoods and communities.

<https://nhc.org/policy-guide/affordable-rental-housing-preservation-the-basics/>

PROPERTY 1

100 Units

Midmarket Exurb

Section 8 Rental Subsidies

Senior Restricted

HUD Regulatory Restrictions?

PROPERTY 2

100 Units

Urban Southeast Market

Year 15 LIHTC

Pre/Post 2020?

Concentrated Minority Neighborhood?

PROPERTY 3

200 Units

Midwest Market

Affordable at Market Rents

Shifting Neighborhood Values?

Local Municipal NOAH Preservation Program?