NEWTON GARDENS

partnering to ensure long-term affordability for Newton's housing stock

WinnCompanies

ABOUT **WINNCOMPANIES**

ONE STOP SHOP FOR DEVELOPMENT AND MANAGEMENT

- WinnCcompanies is a **private, family-owned company** founded in 1971 and employs a **diverse team of 4,400 individuals** across three divisions: **WinnDevelopment, WinnResidential and WinnMilitary**
- We manage more than **119,000 apartment homes across 700 communities in 26 states,** the District of Columbia, and Puerto Rico.

UNPARALLELED EXPERIENCE THROUGH MORE THAN FIVE DECADES OF PARTNERSHIPS

- We are the **second-largest manager of affordable housing** in the USA and among the **top 10 managers** of all rental housing
- WinnDevelopment is the proud developer and owner of **130 communities across ten states**.
- In our 53-year history, WinnCcompanies has **never missed a mortgage, tax, or loan payment**.

TRANSFORMATION THROUGH SOCIAL IMPACT AND COMMUNITY ENGAGEMENT

- Our non-profit resident services partner, the Connected Communities Foundation, is the **largest and most respected** provider of resident services in the multifamily industry and creates **measurable, positive individual and community outcomes** in housing, employment, education, community engagement, health and economic mobility.
- Our Housing Stability partnership has helped more than **64,000 households** avoid eviction.

DIVERSITY THROUGH TEAM AND EXECUTION

- Our commitment starts by valuing diversity and inclusion within our own team and at the community level; **52% of team members in managerial positions** are persons of color.
- We demand high levels of M/WBE and Section 3 participation **through every scope and component** of every project we take on.

THE OPPORTUNITY

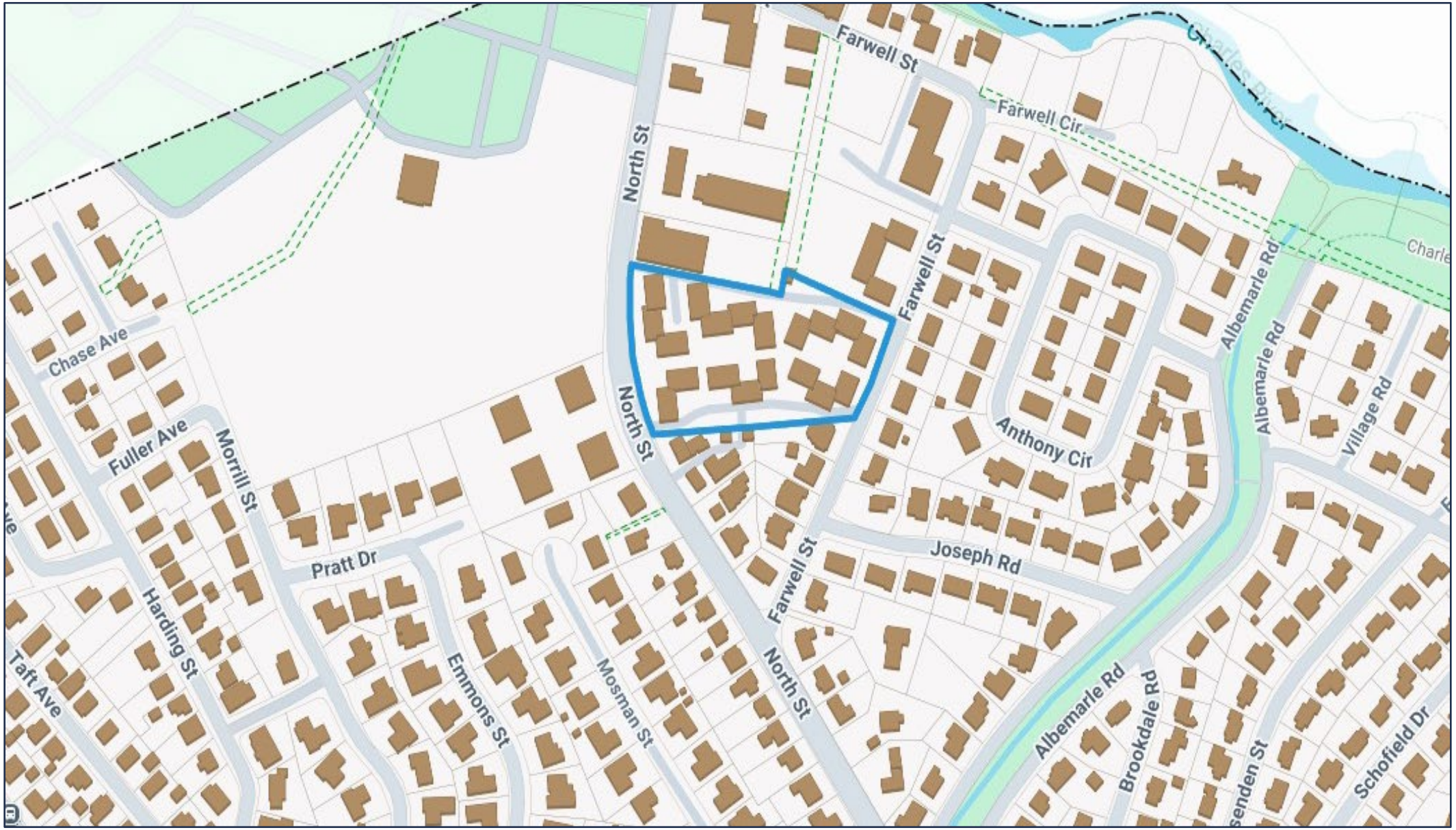
Project Overview

- Newton Gardens (formerly Albermarle Gardens)
- 112-unit apartment community, built in 1964
- Set on 4.14 acres in the Village of Nonantum, approximately 1 mile from Newtonville Commuter Rail Station and minutes away from MBTA bus stops on River Street in Watertown

Redevelopment Proposal

- Aims to prevent acquisition-rehabilitation by "value add" investors who will rehabilitate the community and increase rents to market rates (~$10,000-per-year for residents
- Building from naturally occurring affordable housing (NOAH) to ensure long-term affordability

131 NORTH STREET, NEWTONVILLE



THE **PROPOSAL**

- Long-term affordability commitment at Newton Gardens through Naturally Occurring Affordable Housing (NOAH) strategy
- Collaboration between City of Newton, state agencies, and WinnDevelopment, offering proven track record of successful, long-term community partnership
- Management affiliate WinnResidential, our can implement best practices and innovative solutions for resident safety and well-being
- Partnership with Connected Communities Foundation to create stable, connected, and empowered communities, aligning with Newton's aim for a sustainable and inclusive living environment.
- If affordability restrictions are not pursued, Newton Gardens can be acquired by a market rate operator, leading to significant rent increases and potential displacement of current residents.
- Currently no units are accessible; we plan to create six ADA/handicap accessible units (5% of total units) to address this need.
- As part of this public/private partnership proposal, Winn will voluntarily adopt rent increase restrictions, comparable to Chapter 40T restrictions, so that current tenants do not experience significant rent increases.

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PROPERTY DETAILS

Current Status

Unit Type	Bed	Bath	Net SF	# Units	%	Occupied	Vacant	Non-Rev	Current Rents at Newton Gardens	Newton New Build Market Rents[1]
Studio	-	1	442	1	0.89%	1	-	-	**$1,889**	**$2,672**
1 BD/1 BA	1	1	625	23	20.54%	23	-	-	**$2,296**	**$3,215**
1 BD/1 BA	1	1	702	41	36.61%	39	2	-	**$2,326**	**$3,215**
2 BD/1 BA	2	1	767	47	41.96%	43	3	1	**$2,695**	**$4,079**
Totals/Averages			711	112	100.00%	106	5	1	**$2,465**	**$3,575**

Proposed Unit Mix[2]

Unit Type	110% AMI Units[3]	80% AMI Units	30% AMI Units (w/PBVs)	Total
Studio	1	-	-	**1**
1 BD/1 BA	17	5	1	**23**
1 BD/1 BA	29	8	4	**41**
2 BD/1 BA	35	9	3	**47**
Totals/Averages	82	22	8	112

HUD/MHFA Qualified Income Mix

Unit Type	110% AMI Units[3]	50% AMI Units	30% AMI Units (w/PBVs)	Total
Studio	-	-	1	**1**
1 BD/1 BA	18	3	2	**23**
1 BD/1 BA	34	5	2	**41**
2 BD/1 BA	37	7	3	**47**
Totals/Averages	**89**	**15**	**8**	**112**

[1]Average asking rents across: (1) Allee on The Charles (built 2024; 205 units); (2) The Aver (built 2023; 53 units); and (3) Trio Newton (built 2020; 140 units)

[2]While detailed income data is lacking, management believes most current residents would qualify under the proposed rent restrictions, contrasting with potential displacement from market rate buyers.

[3]This set aside will be comprised of a mix of state program income restrictions and Winn self-imposed rent restricted units

THE **GOAL**

Partner with City and State to prevent displacement of current residents and expand affordable housing opportunities in Newton while implementing new long-term rent restrictions and create economic benefits for investors.

Funding Requests	Timeline	Financing Structure
Total funding needed: $12 million ▪ $4 million from City of Newton Affordable Housing Trust funds ▪ $3 million from Mass Housing ▪ $5 million from Executive Office of Housing and Livable Communities (EOHLC)	▪ City and state commitments needed by January 24, 2025 ▪ At-risk deposit to seller by February 1, 2025 ▪ Financing closure by June 1, 2025	▪ Proposal includes a long-term loan from the City of Newton ▪ Soft loan structure: no payments until maturity (typically 40 years) ▪ Aims to ensure long-term rent restrictions and economic stability for residents

QUESTIONS AND ANSWERS