



Through a wealth of expertise in real estate financing and underwriting, and abundant flexibility, HPF FlexCap made it possible to navigate the complexities of preserving affordable housing and advancing inclusive prosperity in a gentrifying community.

**Kamilah McAfee**  
President/CEO  
Wesley Housing

## FLEXCAP

# Wesley Housing Taps Flexible Financing Tool for Affordable Rental Units

HPN members have access to HPF FlexCap, a high-leverage bridge/acquisition loan product from the Housing Partnership Fund. It features a low-interest rate and flexible underwriting criteria for a variety of strategies – from a “buy and hold” approach bridging long-term financing to supporting acquisition and redevelopment. HPF is committed to meeting the capital needs of HPN members and closed its first FlexCap loan in January 2022 with Wesley Housing. Since closing this loan, HPF has closed FlexCap loans to the National Housing Trust, Arlington Preservation of Affordable Housing, Enterprise Community Development, Victory Housing, and Tristar totaling \$62.2MM.

### DEEP INVESTMENT IN NEIGHBORHOODS

Rents rose rapidly in the Arlandria-Chirilagua neighborhood of Alexandria, VA, due to a future Metrorail development at Potomac

Yard and proximity to Amazon HQ2. A Wesley Housing plan to acquire and redevelop properties nearby and surrounding its existing 33-unit Beverly Square Apartments sparked the proposal to purchase the adjacent 66-unit Parc Square Apartments and combine the two sites to redevelop and rebuild nearly 300 units. This deal will triple quality long-term affordable housing for existing and future residents.

### THE SOLUTION

HPF’s lending team worked closely with Wesley throughout underwriting, approval, and closing. HPF provided certainty of execution by understanding the challenging nature of a redevelopment project and acquisition of a C-class asset. HPF also approved a higher loan-to-value before Amazon’s equity commitment and closed knowing Parc Square’s receivables were high, but that Wesley had capacity to manage the asset and obtain rental assistance.



#### ORGANIZATION:



#### LOAN-TO-VALUE

Up to 95%;  
first-mortgage

#### DSCR

1.15 on first 80% of  
principal balance  
and 1.00 on  
remaining 15%

#### MAX LOAN

Up to \$15MM

#### LOAN FEES

1.0% plus third-  
party costs including  
legal, appraisal, and  
environmental

#### INTEREST RATE/ TERM

6.5%  
2-3 years

#### OTHER BENEFITS

Requires no sharing  
of ownership  
interest or preferred  
equity returns

## Contact Lending Solutions to learn more:

#### Ben Greenberg

greenberg@housingpartnership.net  
D: (617) 259-1834 C: (216) 702-7666

#### Ian Regnier

regnier@housingpartnership.net  
D: (202) 743-7966

