

## Pilot Knob Deal Comparison

## Late Backup

Item	Old Deal	New Deal
Developer pays \$60M	Yes (to Water Dept)	Yes (to a Housing Fund that Council can redirect to Water Dept)
Developer pays \$40M	Yes (to OTHER Depts)	Yes (to a Housing Fund that Council can redirect to diff. Depts)
Developer 60% MFI rental	Yes	Yes
Developer pays for 3780 LUE's	Yes, they're free to City of Austin	Yes, they're free to City of Austin
Developer Transit Site	Developer reserves for future CMTA Buy, which is unlikely	Developer donates now likely accelerating path to transit service, Claimed \$2.5M in value.
Developer Affordable Sale	80% MFI only at initial purchase, ... then floats to mkt... which means that buyer may not afford prop taxes that very next year, and can flip for immediate profit.  Developer/Builder absorbs about \$XM to offer this first year savings.	Permanent affordability, at least 10% at 80% or less (can get more & deeper affordability over time based on any increase in city fees and MFI increasing more slowly than market price so that gap increases )  Developer/Builder absorbs the same \$XM to reduce the price to City when it further buys down the properties and homes with the fees put into the Housing Fund, see above – but the City can pass on taking advantage of this reduced price by choosing to not take advantage of the property and homes offered and choosing to redirect the monies to City departments.
Austin Water Capital Recovery	Water Dept. can charge for capital recovery of costs it did not incur. (Approximately \$30M)	Water Dept. can charge for capital recovery of costs it did not incur. (Approximately \$30M)

## Pilot Knob Deal Comparison

Austin Water Customers	MUD residents are Austin Water Customers right away.	MUD residents are Austin Water Customers right away.
Additional \$ for affordability	Developer contributes 2% hard costs up to \$8M to affordable housing	Developer contributes 2% hard costs up to \$6M to affordable housing – reflects reduction in assessed value with lots in land trust, impacting MUD reimbursements, and contribution of land for transit center.