Oak Farms
Master Planned Redevelopment in the Opportunity Zone
# Neighborhood Statistics

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population</td>
<td>5710 trending down</td>
</tr>
<tr>
<td>Median Age</td>
<td>34.6 slightly older than average</td>
</tr>
<tr>
<td>Median Income</td>
<td>$37,668</td>
</tr>
<tr>
<td>LIHTC AMI</td>
<td>$77,200</td>
</tr>
<tr>
<td>Poverty</td>
<td>21.1%</td>
</tr>
<tr>
<td>Renters</td>
<td>87%</td>
</tr>
<tr>
<td>Speak Spanish in Home</td>
<td>65%</td>
</tr>
</tbody>
</table>
Oak Farms Overview

- 34 acres, 20 story walkable mixed-use zoning
- Aging infrastructure/high cost to develop
- Key component in Regional Transportation Plan = Extended Development timeframe
Oak Farms
**Key Questions**

- How does the planning and approval process impact 31 months?
- How will public support from NCTCOG, the Gateway TIF, and MMD work together to produce public improvements?
- What are the implications for Opportunity Zone Investors?
- How can we balance neighborhood opposition to concentrated affordable housing with increasing concerns about gentrification?
INVESTOR APPETITE

- Individual investors
- Family Offices/Networks
- Family Office advisors
- Smoke and mirrors purchasers
Conclusions

- People hate paying taxes
- The Opportunity Zone has attracted an entirely new universe of investors to inner city redevelopment
- More hype and less substance than any start up program ever
- Far more investor interest than shovel ready deals
- Tax advantages are misunderstood or not properly priced
- IRR driven advisors promote driven developers – ready to walk away from 2026 – 45 appreciation/step-up