Multifamily Rental Program Underwriting Template – Completed Example

About this Tool

Description:

This component of the Multifamily Rental Toolkit is intended for grantees seeking a sample underwriting template. It was generated using the Multifamily Rental Program Underwriting Template, an Excel spreadsheet designed to support multifamily underwriting. Grantees may require that applications be submitted using this model, or may make use of the model optional. Grantees may also use this model internally to support their underwriting and review of applications submitted for funding.

This PDF document provides an example of a completed underwriting template and may be used for guidance.

Source of Document:

This workbook was developed by The Compass Group, LLC, based upon a similar template developed by Compass for the HOME Rental Underwriting Guide

Disclaimer:

This document is not an official HUD document and has not been reviewed by HUD counsel. It is provided for informational purposes only. Any binding agreement should be reviewed by attorneys for the parties to the agreement and must conform to state and local laws.

This resource is part of the NSP Toolkits. Additional toolkit resources may be found at www.hud.gov/nspta

NSP Multifamily Toolkit

Multifamily Property Underwriting Template

Instructions

This model/template is password protected to avoid inadvertent damage to formulas. The password is ‘NSP’ (case sensitive)

Overview (worksheet reference)

1.a. This Undewriting Template is designed to support multifamily undewriting in HUD's Neighborhood Stabilization Program (NSP). Grantees may require that applications be submitted using this model, or may make use of this model optional. Grantees may also use this model internally to support their underwriting and review of applications submitted for funding.

1.b. Users are only required to input where there is a green background. In some cases, user input cells will turn yellow when the user has overridden a standard assumption.

Assumptions Worksheet

2.a. Users should complete all of the green input cells. Specifically:

2.b. --Inputs Related to Sponsor Identity: Input information concerning the property address, Sponsor, lender, proposed management agent and other key participants.

--The number of units will be completed on the '3. Rents and Unit Mix' worksheet. However, if there are non-revenue units, indicate them here.

2.c. --Inputs Related to Property Type: Select from the options in these drop-down menus.

2.d. --Inputs Related Inflation and Trending: Default rates have been provided, but users may override these as they deem appropriate. Note that there are distinct trending rates for various income and expense categories. The proforma will be driven by these trending assumptions.

2.e. --First Full Operating Year for Proforma: This model does not support 'lease-up' or 'partial year' operations that precede stabilization. Therefore, users should specify the first full year of operations, and should account for partial-year or pre-stabilization operating costs as a development expense.

2.d. --Rent Loss Underwriting: The default rates are 5% for vacancy loss and 2% for collections loss. Users may override these defaults, and the model will note any changes.

2.e. --Per Unit Per Year Replacement Reserve Deposit: The default amount is $300; the model will flag any deviation, and will further note any deviation below $300 and above $500/unit/year.

2.f. --Inputs for Deriving Restricted Rents: "Percent of Maximum Restricted Rents to Use for Underwriting" is set on the 'Rents and Unit Mix' worksheet, and appears on the Assumptions worksheet for reference only. See 3.a.

2.g. --"County/MSA", "four-person very low income" and "AMI(MFI)": Use the hyperlink to go to the Web site for HUD area median incomes. Identify the relevant MSA or County, and input the appropriate 4-person VLI amount, and the Median Family income (below the county/MSA name, to the left of the table). These inputs will drive all AMI-based (affordable) rent calculations

2.h. Current Year Low- and High-Home Rents: Use the hyperlink to go to the HUD Web site for HOME rents, and input the appropriate rents for the location of the property, and for each unit type.

Rents and Unit Mix Worksheet

3.a. --Percent of Maximum Restricted Rents: This input allows underwriters to limit AMI-based rents to a ceiling below the maximum rents. Doing so reduces revenue but also provides some greater affordability (any underwritten reductions in the rents should appear in the use restriction), while also providing a cushion should the property need to increase revenue in the future. Of course, any reduction in the maximum rents will increase the amount of subsidy required.

3.b. --Utility Allowance: Input the local housing authority's utility allowance for each unit type.

3.c. --Market Rents: Input the market rent for each unit type, based on the requirements of the Grantee's RFP.

Note: This worksheet is not designed to allow for inputs of multiple configurations of the same unit type (for instance, 600SF 1BR units and 800 SF 1BR units). If the property has multiple configurations, the underwriter should develop a weighted average and input the market rents accordingly.

Note: The model will limit rents to the lesser of market or the restricted rent. For example, if the market rent for a 1BR unit is $400, and the 50% AMI-based rent is $500, and the utility allowance is $75, then the net rent that can be charged for the rent restricted unit is $425 ($500 - $75). However, the lower ($400) market rent would be used in the underwriting because a tenant will not pay more than market, notwithstanding any rent restriction imposed by a use-agreement.

3.d. --Unit Mix Table: Input the number of units, by bedroom type, by rent type. Market units should be any units on which there is no rent restriction imposed. However, market units will be limited to rents of 120% of AMI due to NSP program requirements.

3.e. --Custom AMI-based Rents: In the two cells below "120% AMI" you may enter your own rent restriction. For example, if the property will have units set aside at 70% of AMI, then enter "70" into the first cell. Rents may be as low as 0% of AMI ($0), or as high as 120% of AMI. Enter units restricted at the user-specified level to the right.

3.f. --Rent Calculations (0-4 Bedroom). All rents are automatically calculated and displayed below, based on the user-inputs above. All comment fields are formula driven. Some important notes:

Note: For AMI-based and HOME rents, the table will take the lesser of the market rent or the applicable restricted rent

Note: At the bottom, each table will add HOME rents, market rents and AMI-based rents, depending on the conditions above. This is done because the model allows each rent type to be trended differently depending on the restriction that is affecting it (see Proforma)

Note: at the top of the worksheet, total rents by rent-type are displayed.

Expenses

4.a. --The 'Developer Total/Year' column should reflect the amount PER YEAR TOTAL proposed by the applicant.
4.b. --The 'Funder Total/Year' column should reflect the final PER YEAR TOTAL determination proposed by the Grantee
Note: the default is for the Funder determination to equal the Developer proposal.
Note: Any deviations from the Developer proposal, input in the Funder column, will appear with a yellow background, to show there has been a deviation.

Hard Debt Sizing

5.a. --Loan Information: HARD DEBT ONLY: The user should input 1st lien and 2nd lien hard debt terms. It is unusual to have a 2nd lien hard debt, but the model does permit the inputs
Note: Do NOT input soft debt here.
5.b. --Concluded / User Override of Annual Debt Service (Comment Req'd): The model calculates the debt service, but allows the user to override the calculation. The default for this cell is to accept the formula determination.
5.c. --Income, Expense, NOI, DS, and NCF: These calculations illustrate the income (from the Rents worksheet), other income and expenses (from the Expenses worksheet) and debt service (from the input loan amount and terms, above).
5.d. --Debt Sizing Analytics: These calculations help the undewriter to determine whether the proposed hard debt is excessive or inadequate.
5.e. --Supportable Must-Pay Debt at this inital DSCR: The user may input a debt service coverage ratio at the left green input cell to derive the amount of supportable debt (at the interest rate and amortization of the proposed 1st lien hard debt above). This allows the underwriter to see what an appropriate debt based on coverage might be, without having to back into the number.
5.f. --Supportable Must-Pay Debt at this inital OEC: The user may input an operating expense cushion at the left green input cell to derive the amount of supportable debt (at the interest rate and amortization of the proposed 1st lien hard debt above). The operating expense cushion is the percentage of operating expenses represented by net cash flow. On smaller loans/properties, OEC is a better guage of the appropriateness of the proposed debt than debt service coverage. The default proposal is 12%.

Proforma

6.a. The proforma assumes stabilized operations (see note 2.e. above), and applies trending (see note 2.d. above) to all income and revenue categories. Underwriters should be watchful for deteriorations in cash flow in cases where income increases more slowly than expenses. In particular, see the minimum DSCR and cushion calculations at the left, toward the bottom.
If the DSCR or cushion erode too far, the hard debt should be smaller (lower principal and/or lower interest and/or longer term).
6.b. --Priority Cash Flow Dollars: If any dollar-amount of the net cash flow is obligated (before payments on the Gap Financing Loan), enter the amount here. Enter a total amount, not a per-unit amount.
6.c. --Priority Cash Flow Percent: If any percentage of the net cash flow is obligated (before payments on the Gap Financing Loan), enter the percentage here.
6.d. --Projected Distributable: If the Grantee will require a payment as a percentage of (post priority) cash flow, enter the percentage here.

Credits

7.a. This is a basic worksheet for calculating equity from Low Income Housing Tax Credits. It relies on the amount of Eligible Basis shown on the Sources and Uses worksheet (see XX)
7.b. --Select Set Aside Type: Either 40% of units must be at or below 60% of AMI, or 20% of units must be below 50% AMI.
7.c. --Basis Boost: If the property eligble for a boost in the calculated Eligible Basis, indicate that boost here by selecting 30% from the drop down menu
7.d. --Credit Rate: For 4% credits, select 4%, for 9% credits select 9%. Note: 4% calculations always apply to buildings.
7.e. --Yield: Input the yield for 4% and 9% credits.
7.f --Net Price Price Per Credit: Enter the price proposed to be paid by the limited partner investors for the credits. Enter the price as a decimal (i.e, 0.75 for 75 cents).
7g. --Actual Equity / User Override: In the event the equity proposed to be paid differs from the calculated amount, the user may simply override the calculation by inputting the amount here.

Sources and Uses

8.a Note: List only permanent sources. Do not list construction or bridge loans which will be paid off with permanent financing.
8.b. Note: Hard debt and Equity are inputs carried over from the Hard Debt Sizing and Credits worksheets, respectively.
8.c. Input the amount of requested NSP Gap Financing, proposed deferred developer fee (as a postive number) and any other sources proposed by the developer.
8.d. Input all proposed uses. Use the 'Other' input locations for uses which do not have an apparent category.
Note: Column G (EB?) allows you to denote whether any use should be included in the calculation of Eligible Basis. Inputting "Y" into the column carries the amount to the eligible basis calculation.
8.e. --Sources and Uses Balanced: use this tool to determine whether sources and uses are in balance, and to make adjustmetnts to sources and uses accordingly.

NSP Multifamily Toolkit
Multifamily Property Underwriting Template
Assumptions/Key Data Worksheet

Model v.1.0

🟩 **Bold, Green Highlight Cells Denote USER INPUT**
🟨 **Bold, Yellow Highlight Cells Denote USER INPUT OVERRIDES**
⬜ White Cells Denote CALCULATED RESULTS

Inputs Related to Property/Sponsor Identity

		Notes/Instructions
Property Name	**Sample Gardens**	*Enter the 'marketing name' of the proposed property*
Total Rental Units	100	*Input unit mix on 'Rents and Mix' Worksheet*
Manager's Unit / Other Non-Revenue Units	**1**	*Enter number of non-revenue units; otherwise enter '0'*
Total Units	101	
Property Street Address	**123 Sample Street**	
Property Suite/Unit	**Attn: Rental Office**	
Property City	**Mid City**	
Property ST	**Ohio**	
Property Zip	**23445**	
Owner/Managing GP Entity Name	**NSP Development Partners, Inc.**	
Owner/Managing GP Contact Name	**Susan Developer**	
Owner/GP Street Address	**600 Main Street**	
Owner/GP Suite/Unit	**Suite 450**	
Owner/GP City	**Mid City**	
Owner/GP ST	**Ohio**	
Owner/GP Zip	**23445**	
Owner/GP Contact Phone	**(215) 555-1212**	*Enter as 10 digits without spaces*
Owner/GP Contact Email	**susan@NSPDP.com**	
Management Agent Company Name	**NSP Management Partners, Inc.**	
Management Agent Contact Name	**Susan Developer**	
Management Agent Street Address	**600 Main Street**	
Management Agent Suite/Unit	**Suite 450**	
Management Agent City	**Mid City**	
Management Agent ST	**Ohio**	
Management Agent Zip	**23445**	
Management Agent Contact Phone	**(215) 555-1212**	*Enter as 10 digits without spaces*
Management Agent Contact Email	**susan@NSPDP.com**	
Proposed 1st Mortgage Lender Name	**Mid City Bank**	
Proposed 1st Mortgage Loan Type	**Conventional**	
Proposed 1st Mortgage Lender Contact Name	**Wally Lendor**	
Proposed 1st Mortgage Lender Contact Phone	**(215) 555-1214**	*Enter as 10 digits without spaces*
Proposed 1st Mortgage Lender Contact Email	**wlendor@MCB.com**	

See 'Hard Debt Sizing' Worksheet for additional inputs related to 1st Mortgage Loan

Proposed Must-Pay 2nd Mortgage Lender Name	**n/a**
Proposed Must-Pay 2nd Mortgage Loan Type	
Proposed Must-Pay 2nd Mortgage Lender Contact Name	
Proposed Must-Pay 2nd Mortgage Lender Contact Phone	
Proposed Must-Pay 2nd Mortgage Lender Contact Email	

See 'Hard Debt Sizing' Worksheet for additional inputs related to 1st Mortgage Loan

Inputs Related to Property Type

Property Location Type	**Urban**	
Acquisition/Rehab or New Construction?	**Acquisition-Rehab**	
Number of Stories of Tallest Structure	**4**	
Elevator?	**Yes**	
Elderly, Family or Mixed Tenancy?	**Family**	

Inputs Related Inflation and Trending

User has modified one or more of the standard trending rates

Projected Operating Expense Inflation Rate (default 3.0%)	**3.00%**	
Projected Capital Expense Inflation Rate (default 3.0%)	**3.00%**	
Projected Market Rent Inflation Rate (default 2.5%)	**2.50%**	
Projected Home-Based Rent Inflation Rate (default 2.0%)	**2.25%**	
Projected AMI-Based Rent Inflation Rate (default 2.0%)	**2.00%**	
Projected Other Income Inflation Rate (default 2.0%)	**2.00%**	
First Full Operating Year for Proforma	**2012**	*The first full year of operating revenue and expenses*

Rent Loss Undewriting

Annual Vacancy Loss for Rental Units	**5.00%**	*Default assumption*
Annual Collections Loss for Rental Units	**2.00%**	*Default assumption*

Per Unit Per Year Replacement Reserve Deposit

Annual/Unit Required Replacement Reserve Deposit	**$350**	*Amount is $300-$500 PUPA*

Inputs for Deriving Restricted Rents

Percent of Maximum Restricted Rents to Use for Underwriting	97.50%	*See 'Rents and Unit Mix' for setting this parameter.*
	Click here to go to 2009 AMIs (MFIs)	*Note: 2010 AMIs should be issued in April 2010*
County/MSA	**Akron Ohio MSA**	
Enter Year of these AMIs	**2009**	
4-Person Very Low Income	**$32,500**	
AMI (MFI)	**$65,000**	

Current Year Low Home Rents	Click here to go to 2009 HOME rents
Enter Year of these HOME Rents	**2009**
0BR	**$504**
1BR	**$589**
2BR	**$731**
3BR	**$845**
4BR	**$942**

Current Year High Home Rents	
0BR	**$504**
1BR	**$589**
2BR	**$754**
3BR	**$959**
4BR	**$988**

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Multifamily Property Underwriting Template

Rents and Unit Mix

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White Cells Denote CALCULATED RESULTS

Property: Sample Gardens

101 Total units, including 1 non-revenue unit(s)

Note: *Developers/Funders may opt to underwrite rents at a 'Percent of Maximum Restricted Rents' (see input at right). Doing so provides some increased affordability and a way of later increasing revenue if needed. Doing so also increases the amount of subsidy needed in the transaction.*

Breakdown by Rent Type	**Amounts**	**% of Total**
Subtotal: HOME Rents	$0	
Subtotal: Other AMI-Based Restricted Rents	$28,448	34%
Percent of Maximum Restricted Rents	**97.5%**	***See Note at Left***
HOME and AMI-Based Rents Undewritten	$27,737	
Subtotal: Market Rents	$57,000	67%
Resulting Monthly Gross Potential Rent	$84,737	100%
Resulting Annual Gross Potential Rent	$1,016,842	100%

Unit Type	# of Units	U/A	Market Rent	Low HOME	High HOME	Weighted Avg.
0BR	0	**$50**	**$700**	$504	$504	n/a
1BR	0	**$75**	**$800**	$589	$589	n/a
2BR	50	**$90**	**$900**	$731	$754	$802
3BR	50	**$110**	**$1,000**	$845	$959	$907
4BR	0	**$150**	**$1,100**	$942	$988	n/a

Note: *In the grid below, show the numbers of units in categories according to number of bedrooms and according to whatever governmental rent restriction is the most stringent. For example, you may have units that are covered by both 60% LIHTC and High HOME restrictions; you would show those units in the 60% AMI row (units that were restricted by High HOME only would go in the High HOME Only row). Be careful not to double-count a unit: each unit should appear only under the lowest governmental rent restriction that applies to it, even if there are multiple restrictions. For this grid, you do not need to consider whether market rents are lower than restricted rents; the calculations below make sure that the gross potential rent is the lower of the governmentally restricted rent and the market rent.* ***However, you must input market rents for the calculations to work.***

- - - Unit Mix Table - - -							
Number of Units	**Max Rent Basis**	**0BR**	**1BR**	**2BR**	**3BR**	**4BR**	**%**
60	Market Rents	**0**	**0**	**30**	**30**	**0**	60.0%
0	Low Home	**0**	**0**	**0**	**0**	**0**	0%
0	High Home Only	**0**	**0**	**0**	**0**	**0**	0%
4	30% AMI	**0**	**0**	**2**	**2**	**0**	4.0%
0	40% AMI	**0**	**0**	**0**	**0**	**0**	0%
0	50% AMI	**0**	**0**	**0**	**0**	**0**	0%
30	60% AMI	**0**	**0**	**15**	**15**	**0**	30.0%
0	80% AMI	**0**	**0**	**0**	**0**	**0**	0%
0	100% AMI	**0**	**0**	**0**	**0**	**0**	0%
0	120% AMI	**0**	**0**	**0**	**0**	**0**	0%
6	**35%**	**0**	**0**	**3**	**3**	**0**	6.0%
0	**0%**	**0**	**0**	**0**	**0**	**0**	0%
100	*Number*	*0*	*0*	*50*	*50*	*0*	
	Percentage	*0%*	*0%*	*50.0%*	*50.0%*	*0%*	100%

Notes:	***Note: On average, the market rents and utilities are affordable to households at 67.5% of AMI.***
	Note: High-HOME Only may be occupied by households up to 65% AMI, and do not qualify for <60% AMI LIHTC; Low-Home may also qualify as LIHTC.
	Note: All restricted rents (HOME and AMI-based) are underwritten at 97.5% of max.
	Note: AMI-based rent determinations based on Akron Ohio MSA for 2009.
	Note: 2009 Home rents used.
	Enter additional comments here…
	Enter additional comments here…
	Enter additional comments here…

Zero-Bedroom Units - Rent Calcs

# 0BR Units	Rent Basis	Net Rent (incl. Utilities)	Gross Rent (Less Utilities)	Effective Rent Governed By	Applicable Unit Rent	Total Effective Monthly Rent	Notes
0	Market Rents	$700	n/a	Market	$700	$0	
0	Low Home	$491	$441	n/a	$441	$0	*Home rents underwritten at HOME limit*
0	High Home	$491	$441	n/a	$441	$0	*Home rents underwritten at HOME limit*
0	30% AMI	$332	$282	n/a	$282	$0	
0	40% AMI	$444	$394	n/a	$394	$0	
0	50% AMI	$554	$504	n/a	$504	$0	
0	60% AMI	$665	$615	n/a	$615	$0	
0	80% AMI	$887	$837	n/a	$700	$0	
0	100% AMI	$1,109	$1,059	n/a	$700	$0	
0	120% AMI	$1,331	$1,281	n/a	$700	$0	
0	Custom: 35% AMI	$388	$338	n/a	$338	$0	
0	Custom: 0% AMI	$0	$0	n/a	$0	$0	
					Subtotal HOME Rents	$0	
					Subtotal: Other Restricted Rents	$0	
					Subtotal: Market or Market-Ceiling Rents	$0	

One-Bedroom Units - Rent Calcs

# 1BR Units	Rent Basis	Net Rent (incl. Utilities)	Gross Rent (Less Utilities)	Effective Rent Governed By	Applicable Unit Rent	Total Effective Monthly Rent	Notes
0	Market Rents	$800		Market	$800	$0	
0	Low Home	$574	$499	n/a	$499	$0	*Home rents underwritten at HOME limit*
0	High Home	$574	$499	n/a	$499	$0	*Home rents underwritten at HOME limit*
0	30% AMI	$356	$281	n/a	$281	$0	
0	40% AMI	$475	$400	n/a	$400	$0	
0	50% AMI	$594	$519	n/a	$519	$0	
0	60% AMI	$713	$638	n/a	$638	$0	
0	80% AMI	$951	$876	n/a	$800	$0	
0	100% AMI	$1,188	$1,138	n/a	$700	$0	
0	120% AMI	$1,425	$1,375	n/a	$700	$0	
0	Custom: 35% AMI	$415	$340	n/a	$340	$0	
0	Custom: 0% AMI	$0	$0	n/a	$0	$0	
					Subtotal HOME Rents	$0	
					Subtotal: Other Restricted Rents	$0	
					Subtotal: Market or Market-Ceiling Rents	$0	

Two-Bedroom Units - Rent Calcs

# 2BR Units	Rent Basis	Net Rent (incl. Utilities)	Gross Rent (Less Utilities)	Effective Rent Governed By	Applicable Unit Rent	Total Effective Monthly Rent	Notes
30	Market Rents	$900		Market	$900	$27,000	*Market units underwritten at Market rents*
0	Low Home	$713	$623	n/a	$623	$0	*Home rents underwritten at HOME limit*
0	High Home	$735	$645	n/a	$645	$0	*Home rents underwritten at HOME limit*
2	30% AMI	$380	$290	Rent Restr.	$290	$581	*AMI Restricted Rent is underwritten at 97.5% of max*
0	40% AMI	$570	$480	n/a	$480	$0	
0	50% AMI	$713	$623	n/a	$623	$0	
15	60% AMI	$855	$765	Rent Restr.	$765	$11,476	*AMI Restricted Rent is underwritten at 97.5% of max*
0	80% AMI	$1,141	$1,051	n/a	$900	$0	
0	100% AMI	$1,425	$1,375	n/a	$700	$0	
0	120% AMI	$1,711	$1,661	n/a	$700	$0	
3	Custom: 35% AMI	$444	$354	Rent Restr.	$354	$1,061	*User-defined rent used (35% AMI)*
0	Custom: 0% AMI	$0	$0	n/a	$0	$0	
					Subtotal HOME Rents	$0	
					Subtotal: Other Restricted Rents	$13,118	
					Subtotal: Market or Market-Ceiling Rents	$27,000	

Three-Bedroom Units - Rent Calcs

# 3BR Units	Rent Basis	Net Rent (incl. Utilities)	Gross Rent (Less Utilities)	Effective Rent Governed By	Applicable Unit Rent	Total Effective Monthly Rent	Notes
30	Market Rents	$1,000		Market	$1,000	$30,000	*Market units underwritten at Market rents*
0	Low Home	$824	$714	n/a	$714	$0	*Home rents underwritten at HOME limit*
0	High Home	$935	$825	n/a	$825	$0	*Home rents underwritten at HOME limit*
2	30% AMI	$493	$383	Rent Restr.	$383	$767	*AMI Restricted Rent is underwritten at 97.5% of max*
0	40% AMI	$659	$549	n/a	$549	$0	
0	50% AMI	$824	$714	n/a	$714	$0	
15	60% AMI	$988	$878	Rent Restr.	$878	$13,165	*AMI Restricted Rent is underwritten at 97.5% of max*
0	80% AMI	$1,317	$1,207	n/a	$1,000	$0	
0	100% AMI	$1,504	$1,454	n/a	$1,000	$0	
0	120% AMI	$1,806	$1,756	n/a	$1,000	$0	
3	Custom: 35% AMI	$576	$466	Rent Restr.	$466	$1,399	*User-defined rent used (35% AMI)*
0	Custom: 0% AMI	$0	$0	n/a	$0	$0	
					Subtotal HOME Rents	$0	
					Subtotal: Other Restricted Rents	$15,331	
					Subtotal: Market or Market-Ceiling Rents	$30,000	

Four-Bedroom Units - Rent Calcs

# 4BR Units	Rent Basis	Net Rent (incl. Utilities)	Gross Rent (Less Utilities)	Effective Rent Governed By	Applicable Unit Rent	Total Effective Monthly Rent	Notes
0	Market Rents	$1,100		Market	$1,100	$0	
0	Low Home	$918	$843	n/a	$843	$0	*Home rents underwritten at HOME limit*
0	High Home	$963	$888	n/a	$888	$0	*Home rents underwritten at HOME limit*
0	30% AMI	$552	$477	n/a	$477	$0	
0	40% AMI	$736	$661	n/a	$661	$0	
0	50% AMI	$919	$844	n/a	$844	$0	
0	60% AMI	$1,104	$1,029	n/a	$1,029	$0	
0	80% AMI	$1,470	$1,395	n/a	$1,100	$0	
0	100% AMI	$1,839	$1,789	n/a	$1,100	$0	
0	120% AMI	$2,206	$2,156	n/a	$1,100	$0	
0	Custom: 35% AMI	$644	$494	n/a	$494	$0	
0	Custom: 0% AMI	$0	$0	n/a	$0	$0	
					Subtotal HOME Rents	$0	
					Subtotal: Other Restricted Rents	$0	
					Subtotal: Market or Market-Ceiling Rents	$0	

NSP Multifamily Toolkit
Multifamily Property Underwriting Template
Expense Underwriting

Bold, Green Highlight Cells Denote USER INPUT
Bold, Yellow Highlight Cells Denote USER INPUT OVERRIDES
White Cells Denote CALCULATED RESULTS

Property: Sample Gardens 101 Total units, including 1 non-revenue unit(s)

Note: *Sponsor / Applicant must enter in the 'Developer Total' column. Grantee should make determinations in the 'Funder Total' column. When the Funder's determination differs from the developer's, the cell will be yellow-highlighted.*

	Amounts Proposed by Developer / Sponsor			Funder / Grantee Determination	
Estimate of Operating Expenses	**Developer Total / Year**	**Per Unit**	**Per Unit Per Month**	**Funder Total / Year**	**Comment**
Other Income					
Interest income available for ops	**$250**	$2	$0	**$250**	
Laundry/Facilities Income	**$0**	$0	$0	**$0**	
NSF/Late Fee Income	**$1,250**	$12	$1	**$1,250**	
Tenant Damage Charges	**$500**	$5	$0	**$500**	
Grants for Service Costs	**$0**	$0	$0	**$0**	
Non-residential Rental Income (net of vacancy and collections loss)	**$0**	$0	$0	**$0**	
Other Income	**$0**	$0	$0	**$0**	
Total Other Income	**$2,000**	**$20**	**$2**	**$2,000**	
Administrative					
Advertising-	**$2,500**	$25	$2	**$2,500**	
Other Admin. Exps.-	**$0**	$0	$0	**$0**	
Office Salaries-	**$55,000**	$545	$45	**$55,000**	**2FTEs, manager and assistant**
Office Supplies-	**$6,500**	$64	$5	**$6,500**	
Office or Model Apt. Rent-	**$0**	$0	$0	**$0**	
Management Fee-	**$43,200**	$428	$36	**$43,200**	**$36 PUPM, per management agreement**
Management or Super. Sal.-	**$0**	$0	$0	**$0**	
Mgmt. or Super. Free Rent Unit-	**$0**	$0	$0	**$0**	**one efficiency unit provided to MS as part of comp. pkg. No revenue or expense.**
Legal Expenses (Project)-	**$650**	$6	$1	**$650**	
Auditing Exps. (Project)-	**$2,100**	$21	$2	**$2,100**	
Bookkeeping Fees/Acct. Services-	**$3,600**	$36	$3	**$3,600**	**per mgmt fee contract, $3 PUPM**
Telephone & Answ. Ser.-	**$0**	$0	$0	**$0**	
Employee Training-	**$1,200**	$12	$1	**$1,200**	
Miscellaneous Admin. Exps-	**$1,000**	$10	$1	**$1,000**	
Monitoring Fees	**$750**	$7	$1	**$750**	

NSP Multifamily Toolkit
Multifamily Property Underwriting Template
Expense Underwriting

Bold, Green Highlight Cells Denote USER INPUT
Bold, Yellow Highlight Cells Denote USER INPUT OVERRIDES
White Cells Denote CALCULATED RESULTS

Property: Sample Gardens

101 Total units, including 1 non-revenue unit(s)

Note: *Sponsor / Applicant must enter in the 'Developer Total' column. Grantee should make determinations in the 'Funder Total' column. When the Funder's determination differs from the developer's, the cell will be yellow-highlighted.*

	Amounts Proposed by Developer / Sponsor			**Funder / Grantee Determination**	
Estimate of Operating Expenses	**Developer Total / Year**	**Per Unit**	**Per Unit Per Month**	**Funder Total / Year**	**Comment**
Total Administrative Exps	**$116,500**	**$1,153**	**$96**	**$116,500**	
Utilities					
Fuel for Domestic Hot Water-	**$0**	$0	$0		
Electricity (Light & Misc. Power)-	**$12,300**	$122	$10		
Water-	**$16,000**	$158	$13		
Gas-	**$2,100**	$21	$2		
Sewer-	**$16,000**	$158	$13		
Other Utils-	**$0**	$0	$0		
Total Utility Exps	**$46,400**	**$459**	**$38**	**$46,400**	
Operating and Maintenance					
Exterminating	**$1,155**	$11	$1		
Garbage & Trash Removal-	**$6,500**	$64	$5		
Security Contract-	**$0**	$0	$0		
Grounds Contract-	**$12,000**	$119	$10		
Repairs Payroll (all O&M on payroll)	**$60,000**	$594	$50		
Repairs Material-	**$12,000**	$119	$10		
Repairs Contract-	**$4,500**	$45	$4		
HVAC R & M-	**$1,200**	$12	$1		
Snow Removal-	**$0**	$0	$0		
Decorating Payroll/Contract-	**$0**	$0	$0		
Decorating Supplies-	**$0**	$0	$0		
Other Expenses-	**$0**	$0	$0		
Misc. O & M Expenses-	**$0**	$0	$0		
Total Operating and	**$97,355**	**$964**	**$80**	**$97,355**	
Taxes & Insurance					
Real Estate Taxes-	**$35,000**	$347	$29		
Payroll Taxes (FICA)-	**$8,050**	$80	$7		
Misc. Taxes, Licenses, & Permits-	**$0**	$0	$0		
Property & Liability Insurance-	**$45,000**	$446	$37		
Fidelity Bond Insurance-	**$500**	$5	$0		
Workmen's Compensation-	**$4,600**	$46	$4		
Health Ins. & Other Emp.Benefits-	**$25,300**	$250	$21		
Other Insurance-	**$0**	$0	$0		
Total Taxes and Insurance	**$118,450**	**$1,173**	**$98**	**$118,450**	
Total Expenses	$378,705	$3,750	$312	$378,705	

NSP Multifamily Toolkit
Multifamily Property Underwriting Template
1st and 2nd Mortgage (Hard Debt) Underwriting

Bold, Green Highlight Cells Denote USER INPUT
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White Cells Denote CALCULATED RESULTS

Property: Sample Gardens   101 Total units, including 1 non-revenue unit(s)

NOTE: At the proposed loan amount and terms, the initial DSCR is projected at 1.3; and cash flow is initially projected at 32.5% of operating expenses.

Loan Information (HARD DEBT ONLY)

Proposed 1st Mortgage Lender Name	**Mid City Bank**	*See 'Assumptions' Worksheet*
Proposed 1st Mortgage Loan Type	**Conventional**	*See 'Assumptions' Worksheet*
Proposed 1st Mortgage Loan Amount	**$5,000,000.00**	*Enter amount of permanent 1st mortgage loan only*
Term (Years)	**18**	*Years*
Loan Amortization (Years)	**30**	*Years*
Interest Rate	**7.250%**	*APR*
Annual Credit Enhancement Cost (if applicable)	**0.000%**	*APR*
Resulting Annual Debt Service	$409,300.00	
Concluded / User Override of Annual Debt Service (Comment Req'd)	**$409,300.00**	*User may overwrite the concluded DS, but should provide an explanation here.*
Proposed Must-Pay 2nd Mortgage Lender Name	**n/a**	*See 'Assumptions' Worksheet*
Proposed Must-Pay 2nd Mortgage Loan Type	**0**	*See 'Assumptions' Worksheet*
Proposed Must-Pay 2nd Mortgage Loan Amount	**$0.00**	*Enter amount of permanent 2nd mortgage loan only*
Term (Years)	**0**	*Years*
Loan Amortization (Years)	**0**	*Years*
Fixed Interest Rate	**0.000%**	*APR*
Annual Credit Enhancement Cost (if applicable)	**0.000%**	*APR*
Resulting Annual Debt Service	$0.00	
Concluded / User Override of Annual Debt Service (Comment Req'd)	**$0.00**	*User may overwrite the concluded DS, but should provide an explanation here.*

Income

			Notes
	Gross Potential Rents (GPR)	$1,016,842	*Calculation carried forward from Rents and Mix Worksheet*
5%	*Minus* Vacancy Loss	($50,842)	*Input assumed vacancy loss percentage at Assumptions*
2%	*Minus* Bad Debt	($20,337)	*Input assumed collections loss percentage at Assumptions*
	Plus Other Income	$2,000	*Calculation carried forward from Expenses Worksheet*
	Equals Total Effective Gross Income	$947,663	

Expenses

	Operating Expenses	($378,705)	*Calculation carried forward from Expenses Worksheet*
$350	Reserve for Replacement Deposits (see Assumptions)	($35,350)	*Input per unit per year amount at Assumptions*
	Total Expenses	($414,055)	

NOI, DS and NCF

Income Minus Expenses Equals Net Operating Income	533,608	
Underwritten Annual Debt Service: 1st Mortgage	409,300	
Underwritten Annual Debt Service: 2nd Mortgage	0	
Underwritten Total Annual Debt Service	409,300	*For proposed 1st and 2nd (if applicable) required-payment notes*
Underwritten Net Cash Flow	124,308	

Debt Sizing Analytics

	Initial Debt Service Coverage Ratio (DSCR)	1.30
	Initial Operating Expense Cushion (OEC)	32.54%
	Minimum DSCR Years 1-20	1.30
	Maximum DSCR Years 1-20	1.82
	Minimum OEC Years 1-20	32.54%
	Maximum OEC Years 1-20	50.23%
1.20	Supportable Must-Pay Debt at this inital DSCR	$5,432,000
12%	Supportable Must-Pay Debt at this initial OEC	$5,963,300

NSP Multifamily Toolkit

Multifamily Property Underwriting Template

20-Year Proforma

Bold, Green Highlight Cells Denote USER INPUT
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White Cells Denote CALCULATED RESULTS

Property: Sample Gardens 101 Total units, including 1 non-revenue unit(s)

Operating Cash Flow Projection	Assumptions / Trends	Year 1 2012	Year 2 2013	Year 3 2014	Year 4 2015	Year 5 2016	Year 6 2017	Year 7 2018	Year 8 2019	Year 9 2020	Year 10 2021
Cash Flow Projection											
Home Rents	2.25%	0	0	0	0	0	0	0	0	0	0
Market Rents	2.50%	684,000	701,100	718,628	736,593	755,008	773,883	793,230	813,061	833,388	854,222
Other AMI-Based Rents	2.00%	332,842	339,498	346,288	353,214	360,278	367,484	374,834	382,330	389,977	397,777
Total Gross Potential Rent (Proposed Unit Mix/Rents)		1,016,842	1,040,598	1,064,916	1,089,807	1,115,286	1,141,367	1,168,064	1,195,391	1,223,365	1,251,999
Allowance for Multifamily Rent Loss	5.00%	(50,842)	(52,030)	(53,246)	(54,490)	(55,764)	(57,068)	(58,403)	(59,770)	(61,168)	(62,600)
Allowance for Multifamily Bad Debt	2.00%	(20,337)	(20,812)	(21,298)	(21,796)	(22,306)	(22,827)	(23,361)	(23,908)	(24,467)	(25,040)
Other Income	2.00%	2,000	2,040	2,081	2,122	2,165	2,208	2,252	2,297	2,343	2,390
Effective Gross Income		$947,663	$969,796	$992,453	$1,015,643	$1,039,381	$1,063,680	$1,088,552	$1,114,010	$1,140,073	$1,166,749
Operating Expenses	3.00%	(378,705)	(390,066)	(401,768)	(413,821)	(426,236)	(439,023)	(452,194)	(465,759)	(479,732)	(494,124)
Proposed Reserve Deposit	$35,350	(36,411)	(37,503)	(38,628)	(39,787)	(40,980)	(42,210)	(43,476)	(44,780)	(46,124)	(47,507)
Net Operating Income	$35,350	$532,548	$542,227	$552,057	$562,036	$572,165	$582,448	$592,883	$603,471	$614,217	$625,118
Total Mortgages P&I	(409,300)	409,300	409,300	409,300	409,300	409,300	409,300	409,300	409,300	409,300	409,300
Operating Cash Flow		$123,248	$132,927	$142,757	$152,736	$162,865	$173,148	$183,583	$194,171	$204,917	$215,818
Debt Service Coverage		1.30	1.32	1.35	1.37	1.40	1.42	1.45	1.47	1.50	1.53
1.30 minimum DSCR yrs 1-20											
Operating Expense Cushion		32.5%	34.1%	35.5%	36.9%	38.2%	39.4%	40.6%	41.7%	42.7%	43.7%
32.5% minimum Cushion yrs 1-20											

Cash Distribution Projection

		Year 1 2012	Year 2 2013	Year 3 2014	Year 4 2015	Year 5 2016	Year 6 2017	Year 7 2018	Year 8 2019	Year 9 2020	Year 10 2021
	Operating Cash Flow	$123,248	$132,927	$142,757	$152,736	$162,865	$173,148	$183,583	$194,171	$204,917	$215,818
$0	Priority Cash Flow Dollars	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
0.0%	Priority Cash Flow (Percentage)	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
	Projected Distributable	$123,248	$132,927	$142,757	$152,736	$162,865	$173,148	$183,583	$194,171	$204,917	$215,818
30.0%	Soft Lender	$36,974	$39,878	$42,827	$45,821	$48,859	$51,944	$55,075	$58,251	$61,475	$64,745
70.0%	Owner	$86,273	$93,049	$99,930	$106,915	$114,005	$121,203	$128,508	$135,919	$143,442	$151,072

NSP Multifamily Toolkit

Multifamily Property Underwriting Template

20-Year Proforma

Property: Sample Gardens 101

Operating Cash Flow Projection	Assumptions / Trends	Year 11 2022	Year 12 2023	Year 13 2024	Year 14 2025	Year 15 2026	Year 16 2027	Year 17 2028	Year 18 2029	Year 19 2030	Year 20 2031
Cash Flow Projection											
Home Rents	2.25%	0	0	0	0	0	0	0	0	0	0
Market Rents	2.50%	875,578	897,467	919,904	942,902	966,474	990,636	1,015,402	1,040,787	1,066,807	1,093,477
Other AMI-Based Rents	2.00%	405,732	413,847	422,124	430,566	439,177	447,961	456,920	466,059	475,380	484,887
Total Gross Potential Rent (Proposed Unit Mix/Rents)		1,281,310	1,311,314	1,342,028	1,373,468	1,405,652	1,438,597	1,472,322	1,506,845	1,542,186	1,578,364
Allowance for Multifamily Rent Loss	5.00%	(64,066)	(65,566)	(67,101)	(68,673)	(70,283)	(71,930)	(73,616)	(75,342)	(77,109)	(78,918)
Allowance for Multifamily Bad Debt	2.00%	(25,626)	(26,226)	(26,841)	(27,469)	(28,113)	(28,772)	(29,446)	(30,137)	(30,844)	(31,567)
Other Income	2.00%	2,438	2,487	2,536	2,587	2,639	2,692	2,746	2,800	2,856	2,914
Effective Gross Income		$1,194,056	$1,222,009	$1,250,622	$1,279,913	$1,309,895	$1,340,587	$1,372,006	$1,404,166	$1,437,089	$1,470,793
Operating Expenses	3.00%	(508,948)	(524,216)	(539,943)	(556,141)	(572,825)	(590,010)	(607,710)	(625,942)	(644,720)	(664,062)
Proposed Reserve Deposit	$35,350	(48,933)	(50,401)	(51,913)	(53,470)	(55,074)	(56,726)	(58,428)	(60,181)	(61,986)	(63,846)
Net Operating Income	$35,350	$636,175	$647,392	$658,767	$670,302	$681,996	$693,850	$705,867	$718,044	$730,383	$742,885
Total Mortgages P&I	(409,300)	409,300	409,300	409,300	409,300	409,300	409,300	409,300	409,300	409,300	409,300
Operating Cash Flow		$226,875	$238,092	$249,467	$261,002	$272,696	$284,550	$296,567	$308,744	$321,083	$333,585
Debt Service Coverage		1.55	1.58	1.61	1.64	1.67	1.70	1.72	1.75	1.78	1.82
1.30 minimum DSCR yrs 1-20											
Operating Expense Cushion		44.6%	45.4%	46.2%	46.9%	47.6%	48.2%	48.8%	49.3%	49.8%	50.2%
32.5% minimum Cushion yrs 1-20											
Cash Distribution Projection											
Operating Cash Flow		$226,875	$238,092	$249,467	$261,002	$272,696	$284,550	$296,567	$308,744	$321,083	$333,585
Priority Cash Flow Dollars	**$0**	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Priority Cash Flow (Percentage)	**0.0%**	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Projected Distributable		$226,875	$238,092	$249,467	$261,002	$272,696	$284,550	$296,567	$308,744	$321,083	$333,585
Soft Lender	**30.0%**	$68,063	$71,428	$74,840	$78,301	$81,809	$85,365	$88,970	$92,623	$96,325	$100,076
Owner	70.0%	$158,813	$166,664	$174,627	$182,701	$190,887	$199,185	$207,597	$216,121	$224,758	$233,510

NSP Multifamily Toolkit

Multifamily Property Underwriting Template
LIHTC Equity Calculations

Bold, Green Highlight Cells Denote USER INPUT
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White Cells Denote CALCULATED RESULTS

Property: Sample Gardens

101 Total units, including 1 non-revenue unit(s)

LIHTC Equity Calculation Worksheet

Select Set Aside	**40% of units at or below 60% of AMI**	

	Buildings	**Other**	**Notes**
Eligible Basis	$2,000,000	$5,821,229	
Basis Boost	**0%**	0%	
Boosted Eligible Basis	$2,000,000	$5,821,229	
Applicable Fraction	40%	40%	
Qualified Basis	$800,000	$2,328,492	
Credit Rate	4.00%	**4.00%**	
Yield	**3.28%**	**3.28%**	
LIHTC Basis/Equity	$26,240	$76,375	
X 10 Years	$262,400	$763,745	
Net Price Price Per Credit	$0.74	$0.74	
Equity	$194,176	$565,171	
Actual Equity / User Override	**$194,176**	**$565,171**	*User has adopted the calculated equity amount*
Total	**$759,347**		

NSP Multifamily Toolkit
Multifamily Property Underwriting Template
Detailed Sources and Uses Worksheet

Bold, Green Highlight Cells Denote USER INPUT
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White Cells Denote CALCULATED RESULTS

Property: Sample Gardens

101 Total units, including 1 non-revenue unit(s)

Line	**PERMANENT Sources (do not list construction / bridge loan(s))**	**$ Amount**	**% of TOTAL**	**% of CATEGORY**	**$ Per Unit**		**ADDITIONAL COMMENTS**
1	1st Mortgage Hard Debt	$ 5,000,000.00	53.9%	53.9%	$ 49,505		
2	2nd Mortgage Hard Debt	$ -	0.0%	0.0%	$ -		
3	Tax Credit Equity	$ 759,347.48	0.0%	8.2%	$ 7,518		
4	NSP Funds	**$ 3,024,631.52**	0.0%	32.6%	$ 29,947		
5	HOME Funds	**$ -**	0.0%	0.0%	$ -		
6	Deferred Developer Fee	**$ 488,000.00**	0.0%	5.3%	$ 4,832		*Deferral equals 54.22% of Total Developer Fee*
7	Owner/GP Cash	**$ -**	0.0%	0.0%	$ -		
8	**Other Source 1 (Specify)**	**$ -**	0.0%	0.0%	$ -		
9	**Other Source 2 (Specify)**	**$ -**	0.0%	0.0%	$ -		
10	**Other Source 3 (Specify)**	**$ -**	0.0%	0.0%	$ -		
11	**Other Source 4 (Specify)**	**$ -**	0.0%	0.0%	$ -		
12	**Other Source 5 (Specify)**	**$ -**	0.0%	0.0%	$ -		
13	**Other Source 6 (Specify)**	**$ -**	0.0%	0.0%	$ -		
14		**$ 9,271,979.00**	**100%**	**100%**	**$ 91,802**		
15							
16	**Sources and Uses Balanced**	**$ -**	**0%**				
17							
18						**EB = Eligible Basis**	

Line	**USES**	**$ Amount**	**% of TOTAL**	**% of CATEGORY**	**$ Per Unit**	**EB?**	**ADDITIONAL COMMENTS**
19							
21	**ACQUISITION COSTS**						
22	Acquistion Land	**$ 1,200,000.00**	12.9%	37.5%	$ 11,881	**N**	
23	Acquistion Buildings	**$ 2,000,000.00**	21.6%	62.5%	$ 19,802	**Y**	
24	Acquistion Other	**$ -**	0.0%	0.0%	$ -	**Y**	
25	**TOTAL ACQUISITION COSTS**	**$ 3,200,000.00**	**35%**	**100%**	**$ 31,683**		
26							
27	**CONSTRUCTION COSTS**						
28	Hard Costs: Site Improvements	**$ 47,500.00**	0.5%	1.4%	$ 470	**Y**	
29	Hard Costs: Construction	**$ 2,750,000.00**	29.7%	78.3%	$ 27,228	**Y**	
30	Hard Costs: Contingency	**$ 275,000.00**	3.0%	7.8%	$ 2,723	**Y**	*Contingency equals 9.83% of Hard Costs*
31	Other Construction/Rehab Cost (Specify)	**$ -**	0.0%	0.0%	$ -	**Y**	
32	Other Construction/Rehab Cost (Specify)	**$ -**	0.0%	0.0%	$ -	**Y**	
33	Other Construction/Rehab Cost (Specify)	**$ -**	0.0%	0.0%	$ -	**Y**	
34	Builders Profit (BP)	**$ 199,404.00**	2.2%	5.7%	$ 1,974	**Y**	*BP Equals 6.49% of Hard Costs (incl. contingency)*
35	General Requirements (GR)	**$ 150,000.00**	1.6%	4.3%	$ 1,485	**Y**	*GR Equals 4.88% of Hard Costs (incl. contingency)*
36	General Overhead (GO)	**$ 88,565.00**	1.0%	2.5%	$ 877	**Y**	*GO Equals 2.88% of Hard Costs (incl. contingency)*
37	Subtotal BP+GR+GO	$ 437,969.00	4.7%	12.5%	$ 4,336		*Contrator Loading Equals 14.25% of Hard Costs (incl. contingcy.)*
38	**TOTAL CONSTRUCTION COSTS**	**$ 3,510,469.00**	**38%**	**100%**	**$ 34,757**		
39	*Of the total of $3,510,469, $3,072,500 or 88% is directly attibutable to Hard Costs, while $437,969 is attributable to other costs and contractor loading.*						
40	**TRANSACTION COSTS**						
41	Accounting Fees: Cost Certification Audit Fee	**$ 20,000.00**	0.2%	1.4%	$ 198	**Y**	
42	Accounting Fees: General	**$ 43,500.00**	0.5%	3.1%	$ 431	**Y**	
43	Application and Tax Credit Fees	**$ 45,000.00**	0.5%	3.2%	$ 446	**Y**	
44	Architect	**$ 299,505.00**	3.2%	21.2%	$ 2,965	**Y**	
45	Bond Issuance	**$ 350,000.00**	3.8%	24.8%	$ 3,465	**Y**	
46	Builders' Risk	**$ 100,000.00**	1.1%	7.1%	$ 990	**Y**	
47	Building Permit Fees & Local Fees	**$ 9,650.00**	0.1%	0.7%	$ 96	**Y**	
48	Construction Loan: 3rd Party Reports/Inspect	**$ 10,000.00**	0.1%	0.7%	$ 99	**Y**	
49	Construction Loan: Financing Fee	**$ 50,000.00**	0.5%	3.5%	$ 495	**Y**	
50	Construction Loan: Interest During Construction	**$ 176,000.00**	1.9%	12.5%	$ 1,743	**Y**	
51	Construction Loan: Lender's Attorney Fee	**$ 20,000.00**	0.2%	1.4%	$ 198	**Y**	
52	Construction Loan: Origination Fee	**$ -**	0.0%	0.0%	$ -	**Y**	
53	Construction Period: Insurance	**$ 45,000.00**	0.5%	3.2%	$ 446	**Y**	
54	Construction Period: Taxes	**$ 35,000.00**	0.4%	2.5%	$ 347	**Y**	
55	Consulting Fees (not payable through dev fee)	**$ 12,500.00**	0.1%	0.9%	$ 124	**Y**	
56	Engineer	**$ 45,005.00**	0.5%	3.2%	$ 446	**Y**	
57	Environmental Study	**$ 6,000.00**	0.1%	0.4%	$ 59	**Y**	
58	Furniture, Fixtures and Equipment	**$ 11,100.00**	0.1%	0.8%	$ 110	**Y**	
59	Legal: Owner Attorney/Borrower (EB)	**$ 26,500.00**	0.3%	1.9%	$ 262	**Y**	
60	Legal: Owner Attorney/Borrower Legal (Not EB)	**$ -**	0.0%	0.0%	$ -	**N**	*These are legal fees which are not basis-eligible*
61	Market Study / Appraisal	**$ 6,000.00**	0.1%	0.4%	$ 59	**Y**	
62	Marketing and Leasing	**$ 5,000.00**	0.1%	0.4%	$ 50	**Y**	
63	Miscellaneous / Other (Basis Eligible)	**$ -**	0.0%	0.0%	$ -	**Y**	
64	Miscellaneous / Other (NOT Basis Eligible)	**$ -**	0.0%	0.0%	$ -	**N**	*These are miscellaneous fees which are not basis-eligible*
65	Partnership Legal and Organizational	**$ -**	0.0%	0.0%	$ -	**Y**	
66	Permanent Loan: 3rd Party Reports	**$ 10,000.00**	0.1%	0.7%	$ 99	**Y**	
67	Permanent Loan: Financing Fee	**$ 45,000.00**	0.5%	3.2%	$ 446	**Y**	*Equals 0.90% of permanent loan amount*
68	Permanent Loan: Lender's Attorney Fee	**$ 20,000.00**	0.2%	1.4%	$ 198	**Y**	
69	Permanent Loan: Origination Fee	**$ 20,000.00**	0.2%	1.4%	$ 198	**Y**	*Equals 0.90% of permanent loan amount*
70	Survey	**$ -**	0.0%	0.0%	$ -	**Y**	
71	Title and Recording	**$ -**	0.0%	0.0%	$ -	**Y**	
72	**Other Transaction Cost 1 (Specify)**	**$ -**	0.0%	0.0%	$ -	**Y**	
73	**Other Transaction Cost 2 (Specify)**	**$ -**	0.0%	0.0%	$ -	**Y**	
74	**Other Transaction Cost 3 (Specify)**	**$ -**	0.0%	0.0%	$ -	**Y**	
75	**Other Transaction Cost 4 (Specify)**	**$ -**	0.0%	0.0%	$ -	**Y**	
76	**Other Transaction Cost 5 (Specify)**	**$ -**	0.0%	0.0%	$ -	**Y**	
77	**Other Transaction Cost 6 (Specify)**	**$ -**	0.0%	0.0%	$ -	**Y**	
78	**Other Transaction Cost 7 (Specify)**	**$ -**	0.0%	0.0%	$ -	**Y**	
79	**Other Transaction Cost 8 (Specify)**	**$ -**	0.0%	0.0%	$ -	**Y**	
80	**Other Transaction Cost 9 (Specify)**	**$ -**	0.0%	0.0%	$ -	**Y**	
81	**Other Transaction Cost 10 (Specify)**	**$ -**	0.0%	0.0%	$ -	**Y**	
82	**Other Transaction Cost 11 (Specify)**	**$ -**	0.0%	0.0%	$ -	**Y**	
83	**Other Transaction Cost 12 (Specify)**	**$ -**	0.0%	0.0%	$ -	**Y**	
84	**Other Transaction Cost 13 (Specify)**	**$ -**	0.0%	0.0%	$ -	**Y**	
85	**TOTAL TRANSACTION COSTS**	**$ 1,410,760.00**	**15%**	**100%**	**$ 13,968**		
86							
87	**ESCROW ACCOUNTS**						
88	Initial Deposit to Reserve for Replacements	**$ 15,000.00**	0.2%	6.0%	$ 149	**N**	
89	Property Tax Escrow	**$ -**	0.0%	0.0%	$ -	**N**	
90	Hazard Insurance Escrow	**$ -**	0.0%	0.0%	$ -	**N**	
91	Debt Service Reserve	**$ -**	0.0%	0.0%	$ -	**N**	
92	Operating Reserve/Working Capital	**$ 200,000.00**	2.2%	79.8%	$ 1,980	**N**	
93	Lease-Up Reserve	**$ 35,750.00**	0.4%	14.3%	$ 354	**N**	
94	**Other Escrow 1 (Specify)**	**$ -**	0.0%	0.0%	$ -	**N**	
95	**Other Escrow 2 (Specify)**	**$ -**	0.0%	0.0%	$ -	**N**	
96	**Other Escrow 3 (Specify)**	**$ -**	0.0%	0.0%	$ -	**N**	
97	**TOTAL ESCROW ACCOUNTS**	**$ 250,750.00**	**3%**	**100%**	**$ 2,483**		
98							
99	**GROSS DEVELOPER FEE**						
100	Total Gross Developer Fee	**$ 900,000.00**	9.7%	100.0%	$ 8,911	**Y**	*Equals 9.71% of total uses excluding developer fee*
101	**TOTAL GROSS DEVELOPER FEE**	**$ 900,000.00**	**10%**	**100%**	**$ 8,911**		
102							
103	**TOTAL USES**	**$ 9,271,979.00**	**100%**	**100%**	**$ 91,802**		