

TO: PATTY DEE

FROM: TYANNE HICKS

CC: KOFFARNUS, R.; WEST, C.; DEGENARO, S.; REPINSKI, J.

SUBJECT: VISUAL HOMES WRITE-OFFS – Jan. 1, 2017 – Mar. 31, 2017

Listed below is a breakdown of the Visual Homes Write-off by development from January 1, 2017 to March 31, 2017 for the October HACM Meeting.

| <u>VETS</u>       | <u>AMOUNT</u>      |
|-------------------|--------------------|
| Northlawn         | \$ 3,161.47        |
| Southlawn         | \$ 1,657.35        |
| Berryland         | \$ 1,071.06        |
| Southlawn Park    | \$ -0-             |
| <b>TOTAL VETS</b> | <b>\$ 5,889.88</b> |

**TOTAL WRITE-OFF REQUEST - \$ 5,889.88**

**TOTAL NUMBER OF WRITE-OFFS - 6**

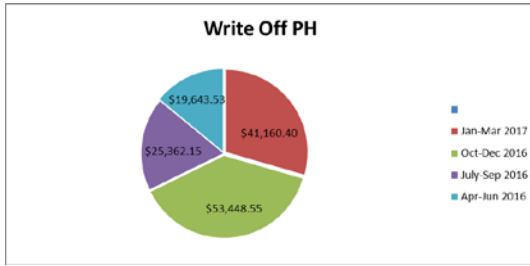
**PROJECT LEVEL WRITE OFF ANALYSIS REPORT - BERRYLAND NORTHLAWN SOUTHLAWN**

**VISUAL HOMES WRITE-OFF  
JAN. 1, 2017 to MAR. 31, 2017**

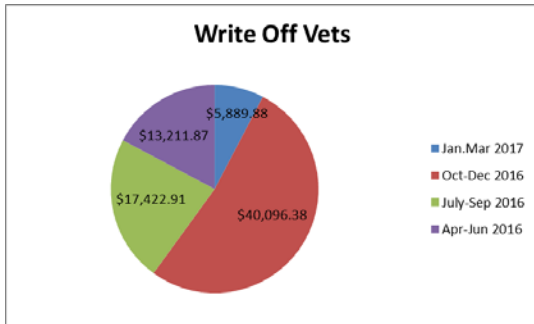
| <b>R/C</b>          | <b>PROJECT</b> | <b>RENT</b>     | <b>LATE<br/>FEES</b> | <b>LEGAL<br/>CHARGES</b> | <b>SALES &amp;<br/>SERVICE</b> | <b>OTHER<br/>CHARGES</b> | <b>TOTAL<br/>UNCOLLECTABLE</b> | <b>NUMBER OF<br/>ACCOUNTS</b> |
|---------------------|----------------|-----------------|----------------------|--------------------------|--------------------------------|--------------------------|--------------------------------|-------------------------------|
| 900                 | NORTHLAWN      | 2,505.97        | 285.00               | 0.00                     | 20.00                          | 350.50                   | 3,161.47                       | 3                             |
| 901                 | SOUTHLAWN      | 1,240.89        | 240.00               | 0.00                     | 25.00                          | 151.46                   | 1,657.35                       | 2                             |
| 902                 | BERRYLAND      | 457.00          | 30.72                | 481.47                   | 40.00                          | 61.87                    | 1,071.06                       | 1                             |
| 907                 | SOUTHLAWN PARK | 0.00            | 0.00                 | 0.00                     | 0.00                           | 0.00                     | 0.00                           | 0                             |
| <b>GRAND TOTALS</b> |                | <b>4,203.86</b> | <b>555.72</b>        | <b>481.47</b>            | <b>85.00</b>                   | <b>563.83</b>            | <b>5,889.88</b>                | <b>6</b>                      |
| <b>PERCENTAGES</b>  |                | <b>71.374%</b>  | <b>9.435%</b>        | <b>8.175%</b>            | <b>1.443%</b>                  | <b>9.573%</b>            |                                |                               |

**Move-outs with outstanding balances between Jan. 1, 2017 and Mar. 31, 2017**

# WRITE-OFF/COLLECTION ANALYSIS APRIL 2016 TO MARCH 2017



| Collection<br>Total Last 4<br>Quarters | Write-off<br>Total Last 4<br>Quarters | Collection<br>% of Write-<br>off |
|--|---------------------------------------|----------------------------------|
| \$55,389.58                            | \$216,235.67                          | 27%                              |



| Quarter       | Collection-<br>TRIP | TRIP<br>Collect As<br>% of Total<br>Collect | Write Off<br>Low Rent | Write Off<br>Vets | Total<br>Write-Off |
|---------------|---------------------|---|-----------------------|-------------------|--------------------|
| Jan-Mar 2017  | \$36,609.43         | 77  | \$41,160.40           | \$5,889.88        | \$47,050.28        |
| Apr-Jun 2016  | \$16,031.66         | 49  | \$19,643.53           | \$13,211.87       | \$32,855.40        |
| Jul-Sept 2016 | \$2,097.49          | 5   | \$25,362.15           | \$17,422.91       | \$42,785.06        |
| Oct-Dec 2016  | \$651.00            | 7   | \$53,448.55           | \$40,096.38       | \$93,544.93        |

