

DRAFT

Townhomes at Carver Park

Low-Income Housing Tax Credit Financial Analysis

September 17, 2021

Townhomes at Carver Park
PROJECT ASSUMPTIONS

PROJECT INFORMATION

Partnership	Townhomes at Carver Park
County	Milwaukee
Number of Units	122
LP Formation	2022 4
Construction Start	2022 4
Construction Period	16
Operations	2023 10
Starting Month of Depreciation	10
Starting Month of Lease-Up	10
Absorption Rate (Mos.)	6
Credit % - 30% PV	4.00%
Credit % - 70% PV	9.00%
Qualified Census Tract	115.00%
LIH Credit Reserved	\$ 1,012,051
Project Cost	\$ 20,014,324
First Mortgage	5,895,238
HACM Seller Note	4,460,000
GP Equity	100
LIHTC Equity	9,411,133
Deferred Dev Fee	247,854

FINANCING ASSUMPTIONS

Construction Loan- Lender Amount	\$ 12,646,733
Construction Loan - NEED	\$ 12,646,733
Interest rate	4.00%
Term (months)	24
First Mortgage	\$ 5,895,238
Interest Rate	4.95%
Amortization (years)	35
Term (years)	35
Start Month	7
Start Year	2022
HACM Seller Note	\$ 4,460,000
Interest Rate	2.750%
Amortization (years)	50
Term (years)	50
Start Month	7
Start Year	2022
GP Equity	\$ 100
Deferred Developer Fee	\$ 247,854
Interest Rate	0.00%

SYNDICATION INFORMATION

Limited Partner's Capital Contribution		Percent of Ownership	
Entry Date:	Year 2022	General Partner	0.01%
	Month 4	Limited Partner	99.99%
	Day 15	Total	100.00%
State LIHTC Equity	0	Cash Flow Distribution	
Federal LIHTC Equity	\$ 9,411,133	General Partner	0.01%
Total Investor Capital	9,411,133	Limited Partner	99.99%
		Total	100.00%
Investor Federal Tax Rate	21.00%	Income, Loss & Credits	
1st Contribution	Date: 04/15/2022	General Partner	0.0100%
Closing	S LIHTC \$ -	Limited Partner	99.99%
10.00%	F LIHTC \$ 941,113	Total	100.00%
	Total 941,113		
2nd Contribution	Date: 10/15/2023	State Historic Tax Credits	
Completion	S LIHTC \$ -	General Partner	0.0100%
75.00%	F LIHTC \$ 7,058,350	Limited Partner	99.99%
	Total 7,058,350	Total	100.00%
		Federal Historic Tax Credits	
3rd Contribution	Date: 04/01/2024	General Partner	0.0100%
Stabilization	S LIHTC \$ -	Limited Partner	99.99%
10.00%	F LIHTC \$ 941,113	Total	100.00%
	Total 941,113		
4th Contribution	Date: 07/01/2024	Sale Proceeds Distribution	
Stabilization	S LIHTC \$ -	General Partner	90.00%
5.00%	F LIHTC \$ 470,557	Limited Partner	10.00%
	Total 470,557	Total	100.00%
Price Per Credit			
Federal Low Income Housing	\$ 0.9300		
WI Low Income Housing	\$ -		
Developer Fee Pay-in Schedule	1,213,680		
1st Contribution	Date: 04/15/2022		
Closing	20% \$ 242,736		
2nd Contribution	Date: 10/15/2023		
Completion	31% 379,020		
3rd Contribution	Date: 04/01/2024		
Stabilization	10% 121,368		
4th Contribution	Date: 07/01/2024		
Stabilization	39% 470,557		

Townhomes at Carver Park
PROJECT ASSUMPTIONS

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OPERATING EXPENSES

	Total	Per Unit	
Administrative	\$ 97,380	798	
Maintenance	255,510	2,094	
Operating	251,740	2,063	
Real Estate Taxes	54,712	448	
	659,342	5,404	
Replacement Reserve	36,600	300	
Property Management Fee	6% 51,240	420	PUPM
Total	747,182	6,124	\$ 510.37

Annual Operating Exp. Increase	3.00%	
Annual Real Estate Tax Increase	3.00%	
Annual Management Fee Increase	3.00%	
Annual Reserve Increase	10.00%	Indexed every 5 years
Interest rate on reserves	0.00%	

CASH FLOW DISTRIBUTION

LP Asset Management Fee	\$ 5,000	3% / yr
Cash Flow Debt	50%	
GP Partnership Management Fee	100%	of remaining cash flow, non accruing

RENTAL INCOME

Number of Bedrooms	Units	AMI Set Aside %	Type	SF per Unit	Monthly Net Rent	Monthly Utility	Monthly Gross Rent	Total Monthly Rent
2 Bedroom	16	60%	LIHTC Only	1,034	853	119	972	13,648
3 Bedroom	35	60%	LIHTC Only	1,381	1,054	134	1,188	36,890
3 Bedroom	20	MKT	MKT	1,381	1,106	134	1,240	22,120
3 Bedroom	8	30%	RAD	1,381	566	134	700	4,528
3 Bedroom	8	40%	RAD	1,381	566	134	700	4,528
3 Bedroom	12	50%	RAD	1,381	566	134	700	6,792
3 Bedroom	7	60%	RAD	1,381	566	134	700	3,962
4 Bedroom	10	60%	RAD	1,427	634	155	789	6,340
5 Bedroom	6	60%	RAD	1,748	736	171	907	4,416
Total	122	45.90%		165,592				103,224

Applicable Fraction 83.61% 83.32%

Base Gross Residential Rent	\$ 1,238,688		Annually	PUPM
Commercial Income-\$10/ft	0		Other Income (Miscellaneous)	\$ 1,100 \$ 0.75
Rent Increases	2.000%		Other Income (Late Fees)	9,200 6.28
Other Income Increases	2.000%		Other Income (Sales & Service Tenants)	4,500 3.07
Residential Vacancy Loss	5.00%		Total Other Income	\$ 14,800.0 \$ 10.11
Commerical Vacancy Loss	25.00%			
EGI	1,190,814			

SOURCES OF FUNDS		Construction	Post Construction	Permanent						
First Mortgage		\$ -	\$ 5,895,238	\$ 5,895,238						
HACM Seller Note		4,460,000	-	4,460,000						
GP Equity		100	-	100						
Federal LIHTC Equity		941,113	8,470,020	9,411,133						
Deferred Dev Fee		-	247,854	247,854	17.0%					
Construction Loan		12,646,733	(12,646,733)	-						
Total Sources Of Funds		\$ 18,047,947	\$ 1,966,378	\$ 20,014,324						
USES OF FUNDS		Total Construction	Post Construction	Total Permanent	Building 27.5 Yr/SL	Personal Property 5 Yr/200%	Land Impr. 15 Yr/SL	Amortization	Non Depreciable/ Amortizable	9.0% Eligible Basis
Acquisition & Site Costs										
Land Costs/Acquisition Costs		1,350,000	-	1,350,000					1,350,000	
Building Acquisition		8,250,000	-	8,250,000					-	8,250,000
Construction Costs										
Residential Construction		4,685,000	-	4,685,000	4,685,000	-	-	-	-	4,685,000
General Requirements 5%		234,250	-	234,250	234,250	-	-	-	-	234,250
Contractor Overhead 2%		98,385	-	98,385	98,385	-	-	-	-	98,385
Contractor Profit 5%		250,882	-	250,882	250,882	-	-	-	-	250,882
Construction Contingency 10%		526,852	-	526,852	526,852	-	-	-	-	526,852
Personal Property		75,000	-	75,000	75,000	-	-	-	-	75,000
Engineering & Architectural										
Architect: Design		244,000	-	244,000	244,000	-	-	-	-	244,000
Engineering		106,000	-	106,000	106,000	-	-	-	-	106,000
Survey		30,000	-	30,000	30,000	-	-	-	-	30,000
Construction Interest & Fees										
Insurance - Builders Risk		40,000	-	40,000	40,000	-	-	-	-	40,000
Construction Interest		685,000	-	685,000	545,760	-	-	-	139,239	545,760
Construction Loan Origination 1%		126,467	-	126,467	126,467	-	-	-	-	126,467
Construction Loan Documentation Fees		15,000	-	15,000	15,000	-	-	-	-	15,000
Construction Period Taxes		54,627	-	54,627	54,627	-	-	-	-	54,627
Inspection Fees		15,000	-	15,000	15,000	-	-	-	-	15,000
Permanent Financing										
Perm Loan Origination Fee 1.5%		88,429	-	88,429	-	-	-	88,429	-	
Title and Recording		35,000	-	35,000	-	-	-	-	-	35,000
Perm Loan Application Fee		500	-	500	-	-	-	500	-	
Soft Costs										
Market Study		10,000	-	10,000	10,000	-	-	-	-	10,000
Appraisal		10,000	-	10,000	10,000	-	-	-	-	10,000
Environmental Reports		5,000	-	5,000	5,000	-	-	-	-	5,000
Tax Credit Fees		108,705	-	108,705	-	-	-	108,705	-	
Rent-Up Marketing		2,000	-	2,000	-	-	-	-	2,000	
Capital Needs Assessment		25,000	-	25,000	25,000	-	-	-	-	25,000
Accounting		40,029	-	40,029	40,029	-	-	-	-	40,029
Cost Certification		15,000	-	15,000	15,000	-	-	-	-	
Consulting		120,086	-	120,086	120,086	-	-	-	-	120,086
Residential Relocation costs \$ 3,557		434,000	-	434,000	434,000	-	-	-	-	434,000
Legal Fees - Real Estate		73,000	-	73,000	73,000	-	-	-	-	73,000
Legal Fees - Miscellaneous		50,000	-	50,000	50,000	-	-	-	-	50,000
Syndication Costs										
Organization (Partnership)		2,000	-	2,000	-	-	-	2,000	-	
Developer Fees / Reserves										
Developer Fee		242,736	1,218,798	1,461,534	1,461,534	-	-	-	-	1,461,534
Replacement Reserve		-	196,600	196,600					196,600	
Operating and DS Reserve - 6 months		-	550,980	550,980					550,980	
Total Uses Of Funds		\$ 18,047,947	\$ 1,966,378	\$ 20,014,324	\$ 9,290,872	\$ -	\$ -	\$ 199,634	\$ 2,238,819	\$ 17,560,872

ACQUISITION CREDIT	
Acquisition price	9,600,000
Less: Land & other non-depreciable costs	(1,350,000)
Less: Existing Reserves	-
Adjusted Eligible Basis	8,250,000
Qualified Census Tract Adjustment	100.00%
Eligible Basis	8,250,000
Applicable Fraction (Low Inc. %)	83.32%
Qualified Basis	6,873,937
Credit Percentage (30% PV)	4.00%

Potential Annual Credit	274,957
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CONSTRUCTION / REHAB CREDIT	
Eligible Building Basis	17,560,872
Less: Acquisition Credit	(8,250,000)
Less: Federal HTC - Residential	-
Adjusted Eligible Basis	9,310,872
Qualified Census Tract Adjustment	115.00%
Eligible Basis	10,707,502
Applicable Fraction (Low Inc. %)	83.32%
Qualified Basis	8,921,539
Credit Percentage (30% PV)	9.00%

Potential Annual Credit	802,939
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LIH CREDIT ANALYSIS	LIH Credit
Annual LIH Credit Calculated	1,077,896
Annual LIH Credit Reserved	1,012,051
Minimum Credit or Allocation	1,012,051
Total Tax Credit	10,120,510
Investor Percentage	99.99%
Tax Credits for Syndication	10,119,498
Price per Credit	0.9300
Federal LIHTC Equity Raised	9,411,133
Total Equity Raised	9,411,133

Townhomes at Carver Park
FORECAST OF NET CASH FLOW FROM OPERATIONS

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		1		2		3		4		5		6		7		8		9		10		11		12		13		14		15		TOTAL		
		2021		2022		2023		2024		2025		2026		2027		2028		2029		2030		2031		2032		2033		2034		2035				
Income																																		
Rental Income	2.0%	\$	1,238,688	\$	1,263,462	\$	1,288,731	\$	1,314,506	\$	1,340,796	\$	1,367,612	\$	1,394,964	\$	1,422,863	\$	1,451,320	\$	1,480,347	\$	1,509,954	\$	1,540,153	\$	1,570,956	\$	1,602,375	\$	1,634,423	\$	21,421,148	
Less: Vacancy	7.0%		(86,708)		(88,442)		(90,211)		(92,015)		(93,856)		(95,733)		(97,647)		(99,600)		(101,592)		(103,624)		(105,697)		(107,811)		(109,967)		(112,166)		(114,410)		(1,499,480)	
Other Income	2.0%		14,800		15,096		15,398		15,706		16,020		16,340		16,667		17,001		17,341		17,687		18,041		18,402		18,770		19,145		19,528		255,943	
Less: Vacancy	7.0%		(1,036)		(1,057)		(1,078)		(1,099)		(1,121)		(1,144)		(1,167)		(1,190)		(1,214)		(1,238)		(1,263)		(1,288)		(1,314)		(1,340)		(1,367)		(17,916)	
Effective Gross Income			1,165,744		1,189,059		1,212,840		1,237,097		1,261,839		1,287,075		1,312,817		1,339,073		1,365,855		1,393,172		1,421,035		1,449,456		1,478,445		1,508,014		1,538,174		20,159,694	
Expenses																																		
Operating Expenses			604,630		622,769		641,452		660,696		680,516		700,932		721,960		743,619		765,927		788,905		812,572		836,949		862,058		887,920		914,557		11,245,461	
Real Estate Taxes			54,712		56,353		58,044		59,785		61,579		63,426		65,329		67,289		69,308		71,387		73,528		75,734		78,006		80,346		82,757		1,017,584	
Management Fee			51,240		52,777		54,361		55,991		57,671		59,401		61,183		63,019		64,909		66,857		68,862		70,928		73,056		75,248		77,505		953,008	
Reserve for Replacement	3.0%		36,600		37,698		38,829		39,994		41,194		42,429		43,702		45,013		46,364		47,755		49,187		50,663		52,183		53,748		55,361		680,720	
Total Operating Expenses			747,182		769,597		792,685		816,466		840,960		866,189		892,174		918,940		946,508		974,903		1,004,150		1,034,275		1,065,303		1,097,262		1,130,180		13,896,774	
Net Operating Income			418,562		419,461		420,155		420,631		420,879		420,887		420,643		420,134		419,347		418,269		416,885		415,181		413,142		410,752		407,994		6,262,921	
Debt Service																																		
First Mortgage			354,778		354,778		354,778		354,778		354,778		354,778		354,778		354,778		354,778		354,778		354,778		354,778		354,778		354,778		354,778		5,321,666	
Total Debt Service			354,778		354,778		354,778		354,778		354,778		354,778		354,778		354,778		354,778		354,778		354,778		354,778		354,778		354,778		354,778		5,321,666	
DCR			1.18		1.18		1.18		1.19		1.19		1.19		1.19		1.18		1.18		1.18		1.18		1.17		1.16		1.16		1.15			
Cash Flow			63,784		64,683		65,377		65,853		66,101		66,109		65,865		65,356		64,569		63,491		62,107		60,404		58,364		55,974		53,217		941,254	
Asset Management Fee		5,000	5,000		5,000		5,000		5,000		5,000		5,500		5,500		5,500		5,500		5,500		6,050		6,050		6,050		6,050		6,050		82,750	
Cash Flow			58,784		59,683		60,377		60,853		61,101		60,609		60,365		59,856		59,069		57,991		56,057		54,354		52,314		49,924		47,167		858,504	
Deferred Developer Fee*																																		
Payment	247,854		58,784		59,683		60,377		60,853		8,156		-		-		-		-		-		-		-		-		-		-		247,854	
Current Balance			189,070		129,386		69,009		8,156		-		-		-		-		-		-		-		-		-		-		-			
Cash Flow Available			-		-		-		-		52,945		60,609		60,365		59,856		59,069		57,991		56,057		54,354		52,314		49,924		47,167		610,650	
Debt Service- Soft Loans		4,460,000																																
HACM Seller Note	2.75%		-		-		-		-		52,945		60,609		60,365		59,856		59,069		57,991		56,057		54,354		52,314		49,924		47,167		610,650	
Total Debt Service- Soft Loans			-		-		-		-		52,945		60,609		60,365		59,856		59,069		57,991		56,057		54,354		52,314		49,924		47,167		610,650	
Net Cash Flow for GP Fees			-		-		-		-		-		-		-		-		-		-		-		-		-		-		-		-	
GP Partnership Management Fee		90%	-		-		-		-		-		-		-		-		-		-		-		-		-		-		-		-	
Available Cash Flow for Distribution			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
General Partner	0.01%	\$	-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	
Limited Partner	99.99%		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-

	Annual Expense	Expense per Unit 122	% Gross Potential Rent
Administrative			
Management Fee	51,240	485.71	4.1%
Administrative	97,380	798.20	7.9%
Subtotal Administrative	148,620	1,218.20	12.0%
Maintenance:			
Misc Maintenance & Operating Expense	255,510	2,094.34	20.6%
Subtotal Maintenance	255,510	2,094.34	20.6%
Operating:			
Gas	4,000	32.79	0.3%
Electric	10,000	81.97	0.8%
Utilities	140,000	1,147.54	11.3%
Property and Liability Insurance	82,125	673.16	6.6%
Payroll	10,125	82.99	0.8%
Subtotal Operating	246,250	2,018.44	19.9%
Real Estate Taxes:	54,712	1,142.86	4.4%
Total Annual Expenses	710,582	5,824.44	57.4%
Tax Credit Monitoring Expense	5,490	45.00	0.4%
Replacement Reserve:	36,600	300.00	3.0%
Total Annual Expenses w/Reserves	747,182	6,124.44	60.3%

PUPM

510.37

Starting Year Operations 2023
Starting Month Lease-Up 10
Gross Monthly Other Income \$ 82,322

Unit	Rent Level	Square Feet	Monthly Rent	Units	' 023 Jan	' 023 Feb	' 023 Mar	' 023 Apr	' 023 May	' 023 Jun	' 023 Jul	' 023 Aug	' 023 Sep	' 023 Oct	' 023 Nov	' 023 Dec	' 023 Total	
2 Bedroom	60%	1,034	\$ 853	16	-	-	-	-	-	-	-	-	4	-	4	-	8	
3 Bedroom	60%	1,381	\$ 1,054	35	-	-	-	-	-	-	-	-	4	-	4	-	8	
3 Bedroom	MKT	1,381	\$ 1,106	20	-	-	-	-	-	-	20	-	-	-	-	-	20	
3 Bedroom	30%	1,381	\$ 566	8	-	-	-	-	-	-	-	-	2	2	-	-	4	
3 Bedroom	40%	1,381	\$ 566	8	-	-	-	-	-	-	-	-	-	2	-	-	2	
3 Bedroom	50%	1,381	\$ 566	12	-	-	-	-	-	-	-	-	-	2	-	-	2	
3 Bedroom	60%	1,381	\$ 566	7	-	-	-	-	-	-	-	-	-	2	-	2	4	
4 Bedroom	60%	1,427	\$ 634	10	-	-	-	-	-	-	-	-	-	-	-	2	2	
5 Bedroom	60%	1,748	\$ 736	6	-	-	-	-	-	-	-	-	-	-	-	2	2	
				122														52
				LI	-	-	-	-	-	-	-	-	10	18	26	32		
				Mkt	-	-	-	-	-	-	20	20	20	20	20	20		
				Total	-	-	-	-	-	-	20	20	30	38	46	52		

Year	Low Inc.	All	Low Inc	All Unit	Rehab	Other
2023	Units	Units	SF	SF	Rent	Income
January	-	-	-	-	-	-
February	-	-	-	-	-	-
March	-	-	-	-	-	-
April	-	-	-	-	-	-
May	-	-	-	-	-	-
June	-	-	-	-	-	-
July	-	20	-	27,620	22,120	202
August	-	20	-	27,620	22,120	202
September	10	30	12,422	40,042	29,748	283
October	18	38	23,470	23,470	29,748	283
November	26	46	33,130	33,130	37,376	364
December	32	52	42,242	42,242	37,376	364
	5.87%	14.07%	5.60%	9.77%	178,488	1,698

' 024 Jan	' 024 Feb	' 024 Mar	' 024 Apr	' 024 May	' 024 Jun	' 024 Jul	' 024 Aug	' 024 Sep	' 024 Oct	' 024 Nov	' 024 Dec	' 024 Total
-	-	1	-	-	2	-	2	3	-	-	-	8
2	2	2	-	-	2	-	-	2	5	2	10	27
-	-	-	-	-	-	-	-	-	-	-	-	-
2	1	1	-	-	-	-	-	-	-	-	-	-
-	-	1	2	2	-	-	1	-	-	-	-	6
-	-	-	2	2	-	-	1	2	-	-	3	10
-	-	-	-	-	2	1	-	-	-	-	-	3
-	-	-	-	-	1	3	-	-	-	-	4	8
-	-	-	-	-	-	2	-	-	-	-	2	4
36	39	44	48	52	59	65	69	76	81	83	102	
20	20	20	20	20	20	20	20	20	20	20	20	
56	59	64	68	72	79	85	89	96	101	103	122	

Year	Low Inc.	All	Low Inc.	All Unit	Total	Other
2024	Units	Units	SF	SF	Rent	Income
January	36	56	47,766	75,386	17,711	392
February	39	59	51,909	79,529	19,861	412
March	44	64	58,467	86,087	22,882	443
April	48	68	63,991	91,611	22,882	443
May	52	72	69,515	97,135	22,882	443
June	59	79	78,534	106,154	26,772	485
July	65	85	87,692	115,312	26,772	485
August	69	89	92,522	120,142	28,512	505
September	76	96	101,148	128,768	33,272	557
October	81	101	108,053	135,673	38,648	608
November	83	103	110,815	138,435	40,798	629
December	102	122	137,972	165,592	51,549	732
51.50%		67.90%	50.75%	67.43%	352,541	6,135

