

DRAFT

Westlawn Renaissance V

Low-Income Housing Tax Credit Financial Analysis

September 16, 2021

Westlawn Renaissance V
PROJECT ASSUMPTIONS

PROJECT INFORMATION

Partnership	Westlawn Renaissance V
County	Milwaukee
Number of Units	44
LP Formation	2022 4
Construction Start	2022 4
Construction Period	14
Operations	2023 8
Starting Month of Depreciation	8
Starting Month of Lease-Up	8
Absorption Rate (Mos.)	5
Credit % - 30% PV	4.00%
Credit % - 70% PV	9.00%
Qualified Census Tract	125.00%
LIH Credit Reserved	\$ 930,677

Project Cost	\$ 14,948,971
First Mortgage	1,817,621
AHP - Pittsburgh	750,000
GP Equity	100
LIHTC Equity	8,654,431
Deferred Dev Fee	226,819
HACM Loan (CNI/CFP)	3,500,000

FINANCING ASSUMPTIONS

Construction Loan	\$ 9,000,000
Construction Loan - NEED	\$ 8,871,707
Interest rate	3.25%
Term (months)	30
First Mortgage	\$ 1,817,621
Interest Rate	4.25%
Amortization (years)	40
Term (years)	40
Start Month	6
Start Year	2024
AHP - Pittsburgh	\$ 750,000
Interest Rate	0.000%
Amortization (years)	Cash Flow
Term (years)	30
Start Month	6
Start Year	2024
HACM Loan (CNI/CFP)	\$ 3,500,000
Interest Rate	0.000%
Amortization (years)	50
Term (years)	50
Start Month	6
Start Year	2024

GP Equity	\$ 100
Deferred Developer Fee	\$ 226,819
Interest Rate	0.00%

SYNDICATION INFORMATION

Limited Partner's Capital Contribution	Year	2022	Percent of Ownership	
Entry Date:	Month	4	General Partner	0.01%
	Day	15	Limited Partner	99.99%
			Total	100.00%
Federal LIHTC Equity	\$	8,654,431	Cash Flow Distribution	
Total Investor Capital		8,654,431	General Partner	0.01%
Investor Federal Tax Rate		21.00%	Limited Partner	99.99%
			Total	100.00%
1st Contribution - Closing	Date:	04/15/2022	Income, Loss & Credits	
10.00%	F LIHTC	\$ 865,443	General Partner	0.0100%
	Total	865,443	Limited Partner	99.99%
			Total	100.00%
2nd Contribution - Completion	Date:	07/01/2023	State Historic Tax Credits	
75.00%	F LIHTC	\$ 6,490,823	General Partner	0.0100%
	Total	6,490,823	Limited Partner	99.99%
			Total	100.00%
3rd Contribution - Stabalization / Perm Conv.	Date:	06/01/2024	Federal Historic Tax Credits	
10.00%	F LIHTC	\$ 865,443	General Partner	0.0100%
	Total	865,443	Limited Partner	99.99%
			Total	100.00%
4th Contribution - 8609	Date:	09/01/2024	Sale Proceeds Distribution	
5.00%	F LIHTC	\$ 432,722	General Partner	90.00%
	Total	432,722	Limited Partner	10.00%
			Total	100.00%
Price Per Credit				
Federal Low Income Housing		\$ 0.9300		
Developer Fee Pay-in Schedule		\$ 607,487		
1st Contribution - Closing	Date:	04/15/2022		
10%		\$ 60,749		
2nd Contribution - Completion	Date:	07/01/2023		
10%		\$ 60,749		
3rd Contribution - Stabalization / Perm Conv.	Date:	06/01/2024		
9%		\$ 53,268		
4th Contribution - 8609	Date:	09/01/2024		
71%		\$ 432,722		

OPERATING EXPENSES

	Total	Per Unit	
Administrative	\$ 38,500	875	
Maintenance	54,200	1,232	
Operating	102,153	2,322	
Real Estate Taxes	11,566	263	
	206,419	4,691	
Replacement Reserve	13,200	300	
Property Management Fee	6% 21,533	489	PUPM
Total	241,152	5,481	\$ 456.73
Annual Operating Exp. Increase	3.00%		
Annual Real Estate Tax Increase	3.00%		
Annual Management Fee Increase	3.00%		
Annual Reserve Increase	3.00%		
Interest rate on reserves	0.00%		

CASH FLOW DISTRIBUTION

LP Asset Management Fee	\$ 3,300	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 %	Baths	SF per Unit	Monthly Net Rent	Monthly Utility	Monthly Gross Rent	Total Monthly Rent
1 Bedroom	9	30%	PBV / LIHTC	1.0	571	702	99	801	6,318
1 Bedroom	18	50%	PBV / LIHTC	1.0	571	702	99	801	12,636
1 Bedroom	1	60%	PBV / LIHTC	1.0	571	702	99	801	702
1 Bedroom	3	60%	PBV / RAD / LIHTC	1.0	571	531	99	630	1,593
2 Bedroom	13	60%	LIHTC Only	1.0	886	775	126	901	10,075
Total	44				29,219				31,324

Base Gross Residential Rent	\$ 375,888		Annually	PUPM
Commercial Income-\$___/ft	0	Other Income (Laundry and Vending)	\$ 10,000	\$ 18.94
Rent Increases	2.000%	Total Other Income	10,000	\$ 18.94
Other Income Increases	2.000%			
Residential Vacancy Loss	7.000%			
Commerical Vacancy Loss	25.00%			
EGI	358,876			

SOURCES OF FUNDS		Construction	Post Construction	Permanent						
First Mortgage		\$ -	\$ 1,817,621	\$ 1,817,621	12.2%					
HACM Loan (CNI/CFP)		3,500,000	-	3,500,000	23.4%					
AHP - Pittsburgh		750,000	-	750,000	5.0%					
GP Equity		100	-	100	0.0%					
Federal LIHTC Equity		865,443	7,788,988	8,654,431	57.9%					
Deferred Dev Fee		-	226,819	226,819	27.2%					
Construction Loan		8,871,707	(8,871,707)	-						
Total Sources Of Funds		\$ 13,987,251	\$ 961,720	\$ 14,948,971						
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										
Sitework	19,318	850,000	-	850,000	850,000				-	850,000
Construction Costs										
Residential Construction (NC)	\$ 217	9,571,000	-	9,571,000	9,571,000	-	-	-	-	9,571,000
General Requirements - 5%	5%	521,050	-	521,050	521,050	-	-	-	-	521,050
Contractor Overhead - 2%	2%	218,841	-	218,841	218,841	-	-	-	-	218,841
Contractor Profit - 5%	5%	558,045	-	558,045	558,045	-	-	-	-	558,045
Construction Contingency	5%	585,947	-	585,947	585,947	-	-	-	-	-
Engineering & Architectural										
Architect: Design		132,000	-	132,000	132,000	-	-	-	-	132,000
Engineering		671,674	-	671,674	671,674	-	-	-	-	671,674
Survey		10,000	-	10,000	10,000	-	-	-	-	10,000
Construction Interest & Fees										
Insurance - Builders Risk		30,000	-	30,000	30,000	-	-	-	-	30,000
Construction Interest		201,473	-	201,473	64,707	-	-	-	136,766	64,707
Construction Loan Origination + Application fee	1%	88,717	-	88,717	88,717	-	-	-	-	88,717
Construction Loan Documentation Fees		15,000	-	15,000	15,000	-	-	-	-	15,000
Inspection Fees		15,000	-	15,000	15,000	-	-	-	-	15,000
Permanent Financing										
Perm Loan Origination Fee	1.0%	18,176	-	18,176	-	-	-	18,176	-	-
Title and Recording		30,000	-	30,000	-	-	-	30,000	-	-
Perm Loan Application Fee		500	-	500	-	-	-	500	-	-
Soft Costs										
Market Study		5,000	-	5,000	5,000	-	-	-	-	5,000
Appraisal		5,000	-	5,000	5,000	-	-	-	-	5,000
Environmental Reports		3,000	-	3,000	3,000	-	-	-	-	3,000
Tax Credit Fees		97,488	-	97,488	-	-	-	97,488	-	-
Soft Cost Contingency		30,000	-	30,000	30,000	-	-	-	-	30,000
Rent-Up Marketing		2,000	-	2,000	-	-	-	-	2,000	-
Accounting		29,898	-	29,898	29,898	-	-	-	-	29,898
Cost Certification		15,000	-	15,000	-	-	-	-	15,000	-
Consulting		89,694	-	89,694	89,694	-	-	-	-	89,694
Legal Fees - Real Estate		30,000	-	30,000	30,000	-	-	-	-	30,000
Legal Fees - Miscellaneous		100,000	-	100,000	100,000	-	-	-	-	100,000
Syndication Costs										
Organization (Partnership)		2,000	-	2,000	-	-	-	2,000	-	-
Developer Fees / Reserves										
Developer Fee		60,749	773,557	834,306	834,306	-	-	-	-	834,306
Replacement Reserve		-	13,200	13,200					13,200	
Operating and DS Reserve - 6 months		-	174,963	174,963					174,963	
Total Uses Of Funds		\$ 13,987,251	\$ 961,720	\$ 14,948,971	\$ 14,458,878	\$ -	\$ -	\$ 148,164	\$ 341,928	\$ 13,872,932

ACQUISITION CREDIT	
Acquisition price	-
Less: Land & other non-depreciable costs	-
Less: Other	-
Adjusted Eligible Basis	-
Qualified Census Tract Adjustment	100.00%
Eligible Basis	-
Applicable Fraction (Low Inc. %)	100.00%
Qualified Basis	-
Credit Percentage (30% PV)	4.00%

Potential Annual Credit	-
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CONSTRUCTION / REHAB CREDIT	
Eligible Building Basis	13,872,932
Less: Acquisition Credit	-
Less: Federal HTC - Residential	-
Adjusted Eligible Basis	13,872,932
Qualified Census Tract Adjustment	125.00%
Eligible Basis	17,341,165
Applicable Fraction (Low Inc. %)	100.00%
Qualified Basis	17,341,165
Credit Percentage (70% PV)	9.00%

Potential Annual Credit	1,560,705
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LIH CREDIT ANALYSIS	LIH Credit
Annual LIH Credit Calculated	1,560,705
Annual LIH Credit Reserved	930,677
Minimum Credit or Allocation	930,677
Total Tax Credit	9,306,770
Investor Percentage	99.99%
Tax Credits for Syndication	9,305,839
Price per Credit	0.9300
Federal LIHTC Equity Raised	8,654,431
Total Equity Raised	8,654,431

Westlawn Renaissance V
FORECAST OF NET CASH FLOW FROM OPERATIONS

		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	
		2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	TOTAL
Income																	
Rental Income		\$ 375,888	\$ 383,406	\$ 391,074	\$ 398,895	\$ 406,873	\$ 415,011	\$ 423,311	\$ 431,777	\$ 440,413	\$ 449,221	\$ 458,205	\$ 467,369	\$ 476,717	\$ 486,251	\$ 495,976	\$ 6,500,388
Less: Vacancy	7.0%	(26,312)	(26,838)	(27,375)	(27,923)	(28,481)	(29,051)	(29,632)	(30,224)	(30,829)	(31,445)	(32,074)	(32,716)	(33,370)	(34,038)	(34,718)	(455,027)
Other Income		10,000	10,200	10,404	10,612	10,824	11,041	11,262	11,487	11,717	11,951	12,190	12,434	12,682	12,936	13,195	172,934
Less: Vacancy	7.0%	(700)	(714)	(728)	(743)	(758)	(773)	(788)	(804)	(820)	(837)	(853)	(870)	(888)	(906)	(924)	(12,105)
Effective Gross Income		358,876	366,053	373,374	380,842	388,459	396,228	404,152	412,236	420,480	428,890	437,468	446,217	455,141	464,244	473,529	6,206,190
Expenses																	
Operating Expenses		194,853	200,699	206,720	212,921	219,309	225,888	232,665	239,645	246,834	254,239	261,866	269,722	277,814	286,148	294,733	3,624,054
Real Estate Taxes		11,566	11,913	12,270	12,638	13,018	13,408	13,810	14,225	14,651	15,091	15,544	16,010	16,490	16,985	17,495	215,115
Management Fee	6.0%	21,533	22,179	22,844	23,529	24,235	24,962	25,711	26,482	27,277	28,095	28,938	29,806	30,700	31,621	32,570	400,482
Reserve for Replacement	3.0%	13,200	13,596	14,004	14,424	14,857	15,302	15,761	16,234	16,721	17,223	17,740	18,272	18,820	19,385	19,966	245,506
Total Operating Expenses		241,152	248,386	255,838	263,513	271,418	279,561	287,948	296,586	305,484	314,648	324,088	333,810	343,824	354,139	364,763	4,485,157
Net Operating Income		117,724	117,667	117,537	117,329	117,041	116,667	116,205	115,650	114,997	114,242	113,380	112,407	111,317	110,105	108,766	1,721,033
Debt Service																	
First Mortgage		94,579	94,579	94,579	94,579	94,579	94,579	94,579	94,579	94,579	94,579	94,579	94,579	94,579	94,579	94,579	1,418,683
Total Debt Service		94,579	94,579	94,579	94,579	94,579	94,579	94,579	94,579	94,579	94,579	94,579	94,579	94,579	94,579	94,579	1,418,683
<i>DCR</i>		<i>1.245</i>	<i>1.24</i>	<i>1.24</i>	<i>1.24</i>	<i>1.24</i>	<i>1.23</i>	<i>1.23</i>	<i>1.22</i>	<i>1.22</i>	<i>1.21</i>	<i>1.20</i>	<i>1.19</i>	<i>1.18</i>	<i>1.16</i>	<i>1.15</i>	
Cash Flow		23,145	23,088	22,958	22,750	22,462	22,088	21,626	21,071	20,418	19,663	18,801	17,828	16,738	15,526	14,187	302,350
Asset Management Fee	3,300	3,300	3,399	3,501	3,606	3,714	3,826	3,940	4,059	4,180	4,306	4,435	4,568	4,705	4,846	4,992	61,376
Cash Flow		19,845	19,689	19,457	19,144	18,748	18,263	17,686	17,012	16,237	15,357	14,366	13,260	12,033	10,680	9,195	240,973
Deferred Developer Fee*																	
Payment	226,819	19,845	19,689	19,457	19,144	18,748	18,263	17,686	17,012	16,237	15,357	14,366	13,260	12,033	5,721	-	226,819
Current Balance		206,974	187,284	167,827	148,683	129,936	111,673	93,987	76,975	60,738	45,380	31,014	17,754	5,721	-	-	
Net Cash Flow for GP Fees		-	-	-	-	-	-	-	-	-	-	-	-	-	4,959	9,195	14,154
GP Partnership Management Fee	90%	-	-	-	-	-	-	-	-	-	-	-	-	-	4,463	8,276	12,739
Available Cash Flow for Distribution		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 496	\$ 920	\$ 1,415
General Partner	0.01%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 0	\$ 0.09	\$ 0.14
Limited Partner	99.9900%	-	-	-	-	-	-	-	-	-	-	-	-	-	496	919	1,415
		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 496	\$ 920	\$ 1,415

	Annual Expense	Expense per Unit 44	% Gross Potential Rent
Administrative			
Supportive Services	10,000	227.27	2.7%
Management Fee 6.0%	21,533	489.38	5.7%
Marketing	500	11.36	0.1%
Office Salaries	9,500	215.91	2.5%
Auditing Expenses - Project Only	8,500	193.18	2.3%
Bookkeeping Fees/Accounting Services	4,000	90.91	1.1%
Office Expenses	4,000	90.91	1.1%
Misc.	2,000	45.45	0.5%
Subtotal Administrative	60,033	1,364.38	16.0%
Maintenance:			
Maintenance & Repair	14,200	322.73	3.8%
Other: Contracts	40,000	909.09	10.6%
Subtotal Maintenance	54,200	1,231.82	14.4%
Operating:			
Supplies	8,200	186.36	2.2%
Electric	3,000	68.18	0.8%
Utilities (Water + Gas + Sewer)	19,000	1,121.43	5.1%
Payroll	14,000	318.18	3.7%
Payroll Taxes	2,433	55.30	0.6%
Health Ins and Other Employee Benefits	5,200	357.14	1.4%
Property and Liability Insurance	30,000	681.82	8.0%
Garbage and Trash Removal	8,000	181.82	2.1%
Snow Removal	3,000	68.18	0.8%
Security Payroll/Contract (incl taxes and benefits)	8,000	181.82	2.1%
Subtotal Operating	100,833	2,291.66	26.8%
Real Estate Taxes:	11,566	1,142.86	3.1%
Total Annual Expenses	227,952	5,180.72	60.6%
Tax Credit Monitoring Expense	1,320	30.00	0.4%
Replacement Reserve:	13,200	300.00	3.5%
Total Annual Expenses w/Reserves	241,152	5,480.72	64.2%
PUPM		456.73	

Westlawn Renaissance V
LEASE-UP ANALYSIS

Starting Year Operations 2023
Starting Month Lease-Up 8
Gross Monthly Other Income \$ 31,324

Unit	Rent Level	Square Feet	Monthly Rent	Units	' 023 Jan	' 023 Feb	' 023 Mar	' 023 Apr	' 023 May	' 023 Jun	' 023 Jul	1 ' 023 Aug	2 ' 023 Sep	3 ' 023 Oct	4 ' 023 Nov	5 ' 023 Dec	' 023 Total
1 BR	PBV / LIHTC	571	\$ 702	9	-	-	-	-	-	-	-	1	2	2	2	2	9
1 BR	PBV / LIHTC	571	\$ 702	18	-	-	-	-	-	-	-	1	3	4	3	7	18
1 BR	PBV / LIHTC	571	\$ 702	1	-	-	-	-	-	-	-	1	-	-	-	-	1
1 BR	PBV / RAD / LIHTC	571	\$ 531	3	-	-	-	-	-	-	-	-	-	-	2	1	3
2 BR	LIHTC Only	886	\$ 775	13	-	-	-	-	-	-	-	1	5	4	3	-	13
				44													44

LI	-	-	-	-	-	-	-	4	14	24	34	44
Total	-	-	-	-	-	-	-	4	14	24	34	44

Year	Low Inc. Units	All Units	Low Inc SF	All Unit SF	Rehab Rent	Other Income
2023						
January	-	-	-	-	-	-
February	-	-	-	-	-	-
March	-	-	-	-	-	-
April	-	-	-	-	-	-
May	-	-	-	-	-	-
June	-	-	-	-	-	-
July	-	-	-	-	-	-
August	4	4	2,599	2,599	2,881	76
September	14	14	9,884	9,884	10,266	265
October	24	24	16,854	16,854	17,578	455
November	34	34	23,509	23,509	24,475	644
December	44	44	29,219	29,219	31,324	833
	22.73%	22.73%	23.41%	23.41%	86,524	2,273

[illegible]