

Summary Table

3 Buildings, 18 Units
Developed as rental property

Scenario A: 2/3 of units in each building are occupied. Distress is not severe.
Scenario B: Units are in deplorable condition; the few existing residents are relocated for construction

"Affordable/market" units are priced at the lesser of 60% rents (less utility allowances) or market prices

	Brockton		Chelsea		Worcester	
	Scenario A	Scenario B	Scenario A	Scenario B	Scenario A	Scenario B
Acquisition price / building	200,000	170,000	270,000	120,000	125,000	75,000
Rehab / unit	55,000	75,000	55,000	100,000	25,000	55,000
TDC	2,618,790	2,907,113	3,058,151	3,262,487	1,439,697	1,890,752
Rental Mix						
Units at 110% FMR	0	0	0	3	0	3
Units at FMR	18	0	9	0	9	0
Affordable/market	0	18	9	15	9	15
Permanent Loan	1,131,738	357,797	1,031,662	901,523	636,487	596,019
Subsidy Required	1,487,052	2,549,315	2,026,489	2,360,965	803,210	1,294,733
Subsidy Per Unit	82,614	141,629	112,583	131,165	44,623	71,930

Calculations and Assumptions

Data that is still purely speculative/plug numbers:

Buildings:	6	Interest:	0.07
Total units:	18	Amort.:	30
2-BR	6		
3-BR	12		

	Brockton		Chelsea		Worcester	
Acquisition/building	200,000	170,000	270,000	120,000	125,000	75,000
Rehab/unit	55,000	75,000	55,000	100,000	25,000	55,000
Holding period (months)	1	2	6	6	6	6
Construction period (months)	3	6	9	12	9	12
% vacant units	33%	100%	33%	100%	33%	100%
Total acquisition cost	1,200,000	1,020,000	1,620,000	720,000	750,000	450,000
Total rehab cost	990,000	1,350,000	990,000	1,800,000	450,000	990,000
Construction contingency	99,000	135,000	99,000	180,000	45,000	99,000
Holding period costs--vacant units	4,983	29,000	20,419	60,750	16,830	56,700
Other soft costs	217,800	297,000	217,800	396,000	99,000	217,800
Reserves	107,007	76,113	110,932	105,737	78,867	77,252
TDC	2,618,790	2,907,113	3,058,151	3,262,487	1,439,697	1,890,752
Units at 110% FMR	0	0		3		3
Units at FMR	18		9	0	9	
Affordable units (lesser of 60% or market)	0	18	9	15	9	15
Stabilized operating cost/unit	6,870	6,870	7,750	7,750	5,940	5,940
Operating cost/unit, holding period						
Gross potential income	239,544	169,200	246,546	233,969	174,060	174,748
Vacancy	5.0%	7.5%	5.0%	5.0%	5.0%	7.5%
Gross effective income	227,567	156,510	234,219	222,270	165,357	161,642
Operating expenses	123,660	123,660	139,500	139,500	106,920	106,920
NOI	103,907	32,850	94,719	82,770	58,437	54,722
DSC	1.15	1.15	1.15	1.15	1.15	1.15
Avail. for debt service	90,354	28,565	82,364	71,974	50,815	47,584
Perm. Loan	1,131,738	357,797	1,031,662	901,523	636,487	596,019
Subsidy Required	1,487,052	2,549,315	2,026,489	2,360,965	803,210	1,294,733
Subsidy Per Unit	82,614	141,629	112,583	131,165	44,623	71,930

Rents and Utilities

	Brockton		Chelsea		Worcester	
	2BR	3BR	2BR	3BR	2BR	3BR
50% income limit	34,200	39,525	38,600	44,625	34,600	40,000
50% rents	855	988	965	1,116	865	1,000
60% income limit	41,040	47,430	46,320	53,550	41,520	48,000
60% rents	1,026	1,186	1,158	1,339	1,038	1,200
Market	750	800	950	1,100	750	800
FMR	1,213	1,451	1,353	1,618	965	1,154
110% FMR	1,334	1,596	1,488	1,780	1,062	1,269
Utility allowances	226	281	226	281	226	281
Wtd avg rents:						
FMR:		1,109		1,267		828
110% FMR		1,246		1,420		937
Affordable		783		1,016		783
Operating expenses during vacant holding period:						
Insurance	1,000	per year				
Utilities	450	per year				
Property taxes	10	per mil				
Management premiur	400	per year				
Premium for occupied units during the holding period:						
0.03 of rents as mgmt fee						
250 per unit insurance						