

November 14, 2024

Jennine Hovell-Cox Interim President & CEO Houston Housing Authority 2640 Fountain View Drive Houston, Texas 77057

**REASON:** Financial Assessment Results for Ariza Park Row Engagement

Dear Ms. Hovell-Cox,

We are pleased to present our assessment of the feasibility of Ariza Park Row in partnership with Lakeside Place Public Facility Corporation.

### PREFACE

Advisor Sphere, LLC was retained to provide a financial assessment of Ariza Park Row. Ariza Park Row is an assemblage of the following 21 lots, hereafter referred to as Ariza Park Row:

Address	City/State/7in	HCAD Number	Land Area			
Address			(acres)			
1100 Blackhaw St.	Houston, TX 77079	0780010020009	0.41			
LT 9 BLK 2, ADDICK	S DAM					
Houston, Harris Co	unty, TX 77079					
1102 Blackhaw St.	Houston, TX 77079	0780010020010	0.42			
LT 10 BLK 2, ADDIC	K DAM					
Houston, Harris Co	unty, TX 77079					
1106 Blackhaw St.	Houston, TX 77079	0780010020011	0.85			
LTS 11 & 12 BLK 2,	ADDICKS DAM					
Houston, Harris Co	unty, TX 77079					
1114 Blackhaw St.	Houston, TX 77079	0780010020013	0.42			
LT 13 BLK 2, ADDIC	KS DAM					
Houston, Harris Co	unty, TX 77079					
1118 Blackhaw St.	Houston, TX 77079	0780010020014	0.42			
LT 14 BLK 2, ADDIC	KS DAM					
Houston, Harris County, TX 77079						
1120 Blackhaw St.	Houston, TX 77079	0780010020015	0.42			
LT 15 BLK 2, ADDICKS DAM						
Houston, Harris County, TX 77079						
1124 Blackhaw St.	Houston, TX 77079	0780010020016	0.42			



LT 16 BLK 2, ADDICKS DAM							
Houston, Harris County, TX 77079							
0 Redhaw St. Houston, TX 77079 0780010020025 0.16							
TR 2 BLK 2, ADDICK	S DAM						
Houston, Harris Co	unty, TX 77079	-					
1101 Redhaw St.	Houston, TX 77079	0780010020023	0.72				
LT 23 BLK 2, ADDIC	KS DAM						
Houston, Harris Co	unty, TX 77079	1	-				
1103 Redhaw St.	Houston, TX 77079	0780010020022	0.42				
LT 22 BLK 2, ADDIC	KS DAM						
Houston, Harris Co	unty, TX 77079						
1105 Redhaw St.	Houston, TX 77079	0780010020021	0.42				
LT 21 BLK 2, ADDIC	KS DAM						
Houston, Harris Co	unty, TX 77079						
1113 Redhaw St.	Houston, TX 77079	0780010020020	0.42				
LT 20 BLK 2, ADDIC	KS DAM						
Houston, Harris Co	unty, TX 77079						
1117 Redhaw St.	Houston, TX 77079	0780010020019	0.42				
LT 19 BLK 2, ADDIC	KS DAM						
Houston, Harris Co	unty, TX 77079	1					
1121 Redhaw St.	Houston, TX 77079	0780010020018	0.42				
LT 18 BLK 2, ADDIC	KS DAM						
Houston, Harris Co	unty, TX 77079						
1125 Redhaw St.	Houston, TX 77079	0780010020017	0.42				
LT 17 BLK 2, ADDIC	KS DAM						
Houston, Harris Co	unty, TX 77079						
1101 Blackhaw St.	Houston, TX 77079	0780010030009	0.89				
LTS 9 & 1 BLK 3, AD							
Houston, Harris Co	unty, TX 77079						
1105 Blackhaw St.	Houston, TX 77079	0780010030011	0.87				
LTS 11 & 12 BLK 3,							
Houston, Harris Co	unty, IX //0/9	0700040000040					
1113 Blackhaw St.	Houston, IX 77079	0780010030013	0.43				
LT 13 BLK 3, ADDICKS DAM							
Houston, Harris County, IX /7079							
0 Blackhaw St.	Houston, IX 77079	0780010030014	0.43				
LT 14 BLK 3, ADDICKS DAM							
Houston, Harris County, TX 77079							
	HOUSTON, IX //U/9	0780010030015	0.43				
LI 15 BLK 3, ADDIC							
Houston, Harris County, TX 77079							



0 Blackhaw St.	Houston, TX 77079	0780010030016	0.43		
LT 16 BLK 3, ADDICKS DAM					
Houston, Harris County, TX 77079					

The assessment is required as a condition of HB 2071 Enrolled enacted in the 88<sup>th</sup> Regular Session (2023), consistent with Section 6 (A). The corporation or corporation's sponsor conducts or obtains from a professional entity that has experience underwriting affordable multifamily residential developments and does not have a financial interest in the applicable development, developer, or public facility user an underwriting assessment of the proposed development that allows the corporation to make a good faith determination that: (ii) for a newly constructed multifamily residential development, the development would not be feasible without the participation of the corporation.

# ADVISOR SPHERE BACKGROUND

Advisor Sphere was established in 2019 in support of single-family and multifamily affordable housing development for both for-profit and not-for-profit entities.

Ken Montgomery leads the strategic corporate advisory and community development sector for Advisor Sphere. Advisor Sphere Consulting partners with organizations using real estate to solve some of our most complex and persistent societal challenges. Mr. Montgomery's extensive financial services background includes leading due diligence reviews for independent brokerdealers utilizing alternative and real estate investments. This due diligence included a thorough financial analysis of performance as well as sponsor and property-level reviews of feasibility and expected outcomes.



### **INFORMATION ASSUMPTION**

The baseline information utilized for our analysis is ascertained from a combination of third-party subject matter experts, the Houston Housing Authority, and the developer-sponsor of Ariza Park Row. The primary components of the analysis are rent analysis, operational expense analysis, financial terms obtained by the developer, and ad valorem tax assumptions. As outlined below, we leveraged third-party information to determine feasibility in all areas where information is available and informative for the analysis of feasibility contained herein.

### **RENT ASSUMPTIONS**

Advisor Sphere retained the services of an independent third party to provide reasonableness to the developer-sponsor's stated market rate rents and used the industry standard Novogradac Rent & Income Calculator for Harris County in the Metropolitan Statistical Area of Houston-The Woodlands-Sugar Land, TX HUD Metro FMR Area. Applicable income-restricted rents are included in our model and sourced as outlined above. Ariza Park Row concerns 1-, 2- and 3- bedroom rents at both 60% Area Median Income (AMI) and 80% AMI. Those monthly average rents are as follows:

Income Restricted Unit	Income Restricted Rent
1-bedroom unit at 60% AMI	\$1,135
2-bedroom unit at 60% AMI	\$1,276
3-bedroom unit at 60% AMI	\$1,419
1-bedroom unit at 80% AMI	\$1,514
2-bedroom unit at 80% AMI	\$1,702
3-bedroom unit at 80% AMI	\$1,892

Apartment MarketData, LLC, a Qualified Market Analyst for the Texas Department of Housing and Community Affairs, analyzed market rent data using 7 comparable multi-family properties in close proximity to the Ariza Park Row site. The resulting finding is a market rate rent opinion of \$1,500 for a 1-bedroom unit at Ariza Park Row, \$1,650 for a 2-bedroom unit and \$2,350 for a 3-bedroom unit at Ariza Park Row.



We compared these rents against the developer-sponsor's assumed market rents and found them to be similar. The market analysis yields a market rent of \$1,500 for a 1-bedroom unit while the developer-sponsor has an assumed market rent of \$1,583. The difference of 5.2% from both sources confirms a relative consensus regarding market rents for 1-bedroom units.

Regarding the average 2-bedroom unit market rents, Apartment MarketData, LLC concluded a market rent of \$1,650 while the developer-sponsor has an assumed market rent of \$1,939. This difference of \$289 represents a difference of 14.9%

Similarly, the average market rent for a 3-bedroom unit is \$2,350. Apartment MarketData, LLC concluded that the market rent is \$2,441, while the developer-sponsor assumed a market rent of \$2,350, a difference of 3.7%.

In conclusion, we will complete our analysis using data sourced from Apartment MarketData, LLC's research, as this research confirms findings similar to those of the developer-sponsor. Should the developer-sponsor obtain their desired market rents, then the development will be more affordable since income-restricted rents are fixed based on the rents obtained above. However, for purposes of establishing project feasibility, we will use third-party market rents from Apartment MarketData, LLC.

# ADVISOR SPHERE METHODS AND MEANS

Advisor Sphere utilized the baseline analysis and applied various methods to produce logical outcomes consistent with industry standards. Those standards include the construction and operating of the asset as well as capital markets assumptions consistent with lender and equity investor expectations.

# Market Trends and Expense Assumptions

Our initial market trend and expense assumptions include the annual operating expenses of Ariza Park Row. To confirm that the developer-sponsor's assumptions are reasonable we engaged a third party, Newmark Group, to provide current underwriting assumptions for similar multi-family properties in the proximity of Ariza Park Row. Newmark examined the current operating expenses of properties similar in location and operational needs to Ariza Park Row and expressed those expenses in dollars per unit operated. These current industry average operating expenses are then grossed up for 352 units, the proposed size of Ariza Park Row, to arrive at annual operating expenses.





Given these assumptions, the anticipated operating expense breakdown at Ariza Park Row at the point of stabilization is as follows:

# Financial Assumptions for Ad Valorem Taxes and Capital

Financial feasibility of Ariza Park Row is fundamentally predicated on the amount of ad valorem taxes that would be otherwise payable absent a tax abatement provided in partnership with the PFC. Determining taxable value is then a most critical step in this process of determining financial feasibility. Determining taxable value on an income-producing asset such as Ariza Park Row can then occur in one of two ways. Either, we can use cost to determine value or we can use income and apply a market capitalization rate. To determine taxable value we examined each of these methods at the point of stabilization of the asset.



The cost method is relatively straightforward.

Land Cost	Constr	uction Hard Costs	Таха	able Value Using Cost
\$ 12,066,7	00 \$	53,427,896	\$	65,494,596

Income Based Taxable Value is determined by subtracting estimated taxes from Net Operating Income and then applying a market capitalization rate. For our analysis, and given that Ariza Park Row is new construction, we applied market capitalization rates of 5%, 5.5% and 6%. The results are as follows:

Net Operating Income less Estimated Taxes	Applied Capitalization Rate	Estimated Taxable Value
\$ 3,957,684	5.0%	\$ 49,809,750
\$ 3,957,684	5.5%	\$ 45,281,591
\$ 3,957,684	6.0%	\$ 41,508,125
Average		\$ 45,533,156

All of the estimated taxable values that we calculated were reasonable, given assumptions related to cost and value. Because we are assuming value at the point of stabilization, we recognize that there is a fair amount of uncertainty in using net operating income as a measure of value. While income as a measure of value is more accurate over more extended periods of time, the point at which we are assessing taxable value lends itself to cost as the most appropriate estimate of taxable value. We, therefore, have used \$65,494,596 as the estimated taxable value from which our underwriting began.

Upon determination of taxable value, we simply apply the current millage rates of the appropriate taxing authorities given the location of Ariza Park Row. We determined those jurisdictions and millage rates to be as follows:

	2024
Total	2.240180
City of Houston	0.519190
Katy ISD	1.117100
Harris County	0.385290
Harris County Flood Control	0.048970
Port of Houston Authority	0.006150
Harris County Hospital District	0.163480



At the total millage rate above, we estimate annual taxes in year one to be \$1,467,197 for our feasibility analysis.

The remaining component that we address regarding feasibility of Ariza Park Row is access to and cost of capital. Access and cost are inextricably linked to the idiosyncratic risk profile of the developer-sponsor. While we may apply industry standard debt levels and cost of capital, the efficacy of such standards would be of limited use when applied to the developer-sponsor. Therefore, we are using the capital stack provided by the developer-sponsor and the cost of capital for which they have made good faith performance assumptions.

For Ariza Park Row, the developer-sponsor has obtained advantageous financing based on the development of income-restricted housing units. This financing would not be available in the same form if the developer-sponsor had developed market-rate units. We have, therefore, examined the capital stack as presented, but we reconstructed it using market rate assumptions when examining the feasibility of the development to include ad valorem taxes.

The developer-sponsor is leveraging a HUD 221(D)(4) loan. This loan is relatively unique in that it can be used for construction and converted to a permanent loan. In this instance, the developer-sponsor for Ariza Park Row has obtained loan financing of \$63,836,700, covering 78% of the development costs.

Given that the project includes income restricted units, the debt service coverage ratio (DSCR) is lower than it would be for a market-rate development. While the loan type is available for both income-restricted and market-rate developments, the differences in DSCR requirements will result in different capital stack assumptions.

For Ariza Park Row, the loan has been underwritten with a minimum DSCR of 1.176. This results in a roughly 78% loan to cost (LTC) and the loan is amortized over 35 years at a fixed rate of 6%. The remaining 22% is financed through equity contributions for a weighted average cost of capital for the project at 6.87% assuming a 10% equity cost of capital.

Were Ariza Park Row to be developed as a market rate development, the DSCR requirement would increase to 1.20. The domino effect means less leverage. Using all of the same assumptions, LTC would be 65% to be complemented with 35% equity. Assuming the same interest rate of 6%, the weighted average cost of capital would be 7.39%. Viewing capital as an annual expense would increase the cost of the market rate capital stack by \$378,598 annually. This cost is considered in our analysis in addition to the ad valorem taxes.

The combined debt and equity cost of capital is modeled as to determine the feasibility of attracting and deploying the needed capital for a project similar to Ariza Park Row.

To arrive at an estimated internal rate of return (IRR) we used a 10-year investment horizon as presented in Exhibit D. In each case, we started with the equity investment in its entirety on Day



1 and an assumed disposition at the end of the 120<sup>th</sup> month with a 5.5% cap rate using the current year net operating income (NOI).

As an investing benchmark we will use the 10-year average annual return for Cambridge Associates LLC Real Estate Impact Investing Index of 5.27%. For additional reference, the Consumer Price Index (CPI) is an annualized 2.6% and the 10-year Treasury yield, representing a risk-free rate of return, is 4.36% both as of October 31, 2024.

The IRR in partnership with the PFC is 7.93%. This is influenced by performance absent ad valorem taxes and the leverage provided by the loan. It is above the CPI, the 10-year Treasury yield, and the Cambridge Associates LLC Real Estate Impact Investing Index returns, indicating an ability to attract equity capital.

Conversely, Ariza Park Row, absent a tax abatement, would deliver an IRR of -1.21%. It is unlikely that Ariza Park Row, with full ad valorem taxes and the previously referenced increased cost of capital, would secure capital.

In summary, it is our view that an IRR of 7.93% provides a return commensurate with the risk taken and would attract capital, while a -1.21%, assuming full payment of ad valorem taxes, would not similarly attract capital given the inability to recover principal and generate a positive return.

# **General Underwriting Assumptions**

To determine the performance of Ariza Park Row it is necessary to make assumptions for a period of feasibility as well as the trendlines for this same period of feasibility. We therefore used industry standard assumptions for conventional lending underwriting. Our feasibility period is 10 years, our income growth is 3.0%, rent growth is 4.0%, our operating expenses grow at 3.0% and our standing vacancy rate is 5%.

# CONCLUSION

It is our statement of opinion that but for the participation of the Lakeside Place Public Facility Corporation via Houston Housing Authority, the development of Ariza Park Row would not be feasible.

# <u>References</u>

**Disclaimer**—: This assessment was performed using current and historical market information. Given the pragmatic economic environment, Advisor Sphere makes no assertions about future economic conditions or their impact on this development.

# Exhibit A



# Rent & Income Limit Calculator ©

If you would like to engage Novogradac & Company LLP to calculate the rent & income limits for your property, please contact Thomas Stagg at <u>thomas.stagg@novoco.com</u>.

#### Click on the $^{\Lambda^*}$ icons below to view historical charts.

Program and Location Information		HUD Published Income Limits for 2024 (with no adjustments)			
Affordable Housing Program	Other Federal, State, or Local Program (non-LIHTC)	O Display Income Limits	Hide Income Limits		
Year	2024 (effective 04/01/24)				
State	ТХ				
County	Harris County				
MSA	Houston-The Woodlands-Sugar Land, TX HUD Metro FMR Area				
Rent Calculation Based on	AMI				
Persons / Bedroom	1 Person / Bedroom + 1				
4-person AMI 🔥	* \$94,600				
National Non- Metropolitan Median Income	\$77,400				
HUD Published 50% National Non- Metropolitan Median Income	\$38,700				

#### Income Limits for 2024 (Based on 2024 AMI Income Limits)

	Charts	60.00%	80.00%
1 Person	₩.	39,720	52,960
2 Person	₩.	45,420	60,560
3 Person	₩.	51,060	68,080
4 Person	₩.	56,760	75,680
5 Person	₩.	61,320	81,760
6 Person	₩.	65,820	87,760
7 Person	₩.	70,380	93,840
8 Person	₩.	74,940	99,920
9 Person	₩.	79,440	105,920
10 Person	₩.	84,000	112,000
11 Person	₩.	88,560	118,080
12 Person	₩	93,060	124,080

Rent Limits for 2024 (Based on 2024 AMI Income Limits)

Bedrooms (People)	Charts	60.00%	80.00%	FMR
Efficiency (1.0)	₩.	993	1,324	1,073
1 Bedroom (2.0)	₩.	1,135	1,514	1,135
2 Bedrooms (3.0)	₩.	1,276	1,702	1,357
3 Bedrooms (4.0)	₩.	1,419	1,892	1,792

Before using the numbers from the Rent & Income Limit Calculator©, we strongly recommend that you check with the applicable state housing agency to verify that the state agrees with the numbers. The numbers round down to the nearest \$1.

Please note the following for households over 8 people. Per the HUD briefing material "HUD does not include income limits for families with more than eight persons in the printed lists because of space limitations. For each person over eight-persons, the four-person income limit should be multiplied by an additional 8 percent. (For example, the nine-person limit equals 140 percent [132 + 8] of the relevant four-person income limit.) HUD rounds income limits up to the nearest \$50. Local agencies may round income limits for nine or more persons to the nearest \$50, or they may use the un-rounded numbers." To account for areas that may round to the nearest \$50, the calculator also rounds to the nearest \$50 for these household sizes as this will always result in a lower amount than rounding up. If you are qualifying a household over 8 people please check with your local agency for what their policy is in relation to rounding.

These rent & income results are for other programs (non-LIHTC/tax-exempt bond). The results require you to have indepth knowledge of the property's particular rent & income level requirements.

You may choose which HUD published AMI % to use as the basis for calculating rent and income limits. The Rent & Income Limit Calculator© starts by default with the HUD published 50% VLI (Very low income), but this can be changed to AMI (Area median income), 30% Median, or 80% Low, if necessary (See Step 2). You may also choose the imputed persons per bedroom for the rent calculations or directly input the imputed persons per bedroom if they have other imputed persons per bedroom requirements not listed in the choices (See Step 2). The Rent & Income Limit Calculator© starts by default with 1 person/bedroom plus 1; but this can be changed to 1.5 persons per bedroom or other imputed persons per bedroom if necessary (See Step 2). Although the Rent & Income Limit Calculator© is flexible, it may not accommodate all scenarios; therefore you will have to manually calculate rent and income levels for some scenarios.

<sup>(1)</sup> The Consolidated Appropriations Act of 2014 changed how the 30% income limits is calculated. The 30% limit, which is now called the extremely low income limit, is determined by taking the greater of the 30% income limit as calculated by HUD or the poverty level as determined by the Department of Health and Human Services, which is then capped at the 50% Very Low Income Limit ('VLI') published by HUD. HUD has only published the data up to 8 people. For household sizes above 8 people please visit the following website: https://www.huduser.gov/portal/datasets/mtsp.html

#### Terms of Use:

Utility allowances are input by the user and are not reviewed or verified by Novogradac & Company LLP. Novogradac & Company LLP provides no assurance of the accuracy of the particular results you may obtain from the Rent & Income Limit Calculator©; which is designed only to be a quick reference tool and is no substitute for professional tax and accounting advice. The Rent & Income Limit Calculator© should not be used for any final financial decisions. IRS guidelines and actual HUD amounts should be used for any final decisions. Novogradac & Company LLP does not guarantee the accuracy of the amounts shown above. As consideration for your use of this tool, free of any requirement to pay any related monetary compensation to Novogradac & Company LLP, you agree to hold Novogradac & Company LLP harmless from any damages and claims related to use of the Rent & Income Limit Calculator©. If you do not agree with the terms of this paragraph, you may not use the Rent & Income Limit Calculator©.

© 1996-2024 Novogradac & Company LLP - All Rights Reserved.

# Exhibit B



**APARTMENT MARKET DATA**, LLC

CONSULTANTS, ECONOMISTS, ANALYSTS

October 12, 2024

Ken Montgomery Advisor Sphere

Re: Rent Analysis Ariza Park Row Houston, Texas

Greetings:

Apartment MarketData, LLC is a Qualified Market Analyst for the Texas Department of Housing and Community affairs. Apartment MarketData, LLC is a disinterested party and will not materially benefit from the Development in any other way than receiving a fee for performing this analysis, and the fee is in no way contingent upon the outcome of the analysis.

Per your request, we conducted an analysis to determine achievable rents for the proposed development of Ariza Park Row located at 1100 Blackhaw Street, Houston, Texas.

The following market rate comparable projects were used in determining the achievable rents for the subject.

7 Seventy Ashford Broadstone Energy Park Caroline at Memorial Memorial West Neo at Ten Vista at Park Row





The projects used in this analysis are all four- and five-story elevator served apartment communities constructed between 2014 and 2024.

Based on our analysis, the following table provides the average, minimum, and maximum adjusted rent at the comparable projects for each unit type.

We have concluded market rents at \$1,500, \$1,650 and \$2,350 for the subject's one-, two-, and three-bedroom units, respectively. Three of the comparable projects have adjusted rents greater than or equal to the average adjusted rent for each unit type, which indicates there is potential for rents to be set higher than the concluded rents.

Subject Unit Type	Subject Average SF	Minimum Adjusted Rent	Maximum Adjusted Rent	Average Adjusted Rent	Concluded Rent
1BR	698	\$1,336	\$1,529	\$1,434	\$1,500
2BR	1,001	\$1,420	\$1,783	\$1,620	\$1,650
3BR	1,302	\$1,931	\$2,936	\$2,273	\$2,350

SUMMARY OF ANALYZED RENTS

If you have any questions or need anything further, please contact me directly.

Sincerely,

aushup

Kirt Shell Analyst

# Exhibit C



2024 Class A Garden						
Repairs & Maintenance	Payroll	Administrative	Marketing	Utilities	Insurance	Management Fee %
<b>\$823</b> Surveyed Properties 69	\$1,658	\$499	\$311	\$783	\$1,117	2.78%
		2024	l Class A Wrap			
Repairs & Maintenance	Payroll	Administrative	Marketing	Utilities	Insurance	Management Fee %
<b>\$910</b> Surveyed Properties 9	\$1,900	\$524	\$448	\$835	\$1,128	2.44%
		2024 (	Class A Mid-Rise	9		
Repairs & Maintenance	Payroll	Administrative	Marketing	Utilities	Insurance	Management Fee %
<b>\$937</b> Surveyed Properties 4	\$2,385	\$596	\$479	\$877	\$1,399	2.64%
		2024 0	lass A High-Rise	2		
Repairs & Maintenance	Payroll	Administrative	Marketing	Utilities	Insurance	Management Fee %
\$2,332Surveyed Properties3	\$2,888	\$751	\$846	\$1,157	\$1,131	2.26%

# Exhibit D



#### PFC Partnership

#### Ariza Park Row - 10 Year P&L

	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
Current Gross Potential 60% AMI Rent	\$957,132	\$995,417	\$1,035,234	\$1,076,643	\$1,119,709	\$1,164,497	\$1,211,077	\$1,259,520	\$1,309,901	\$1,362,297	\$1,416,789	
Current Gross Potential 80% AMI Rent	\$1,907,112	\$1,983,396	\$2,062,732	\$2,145,242	\$2,231,051	\$2,320,293	\$2,413,105	\$2,509,629	\$2,610,014	\$2,714,415	\$2,822,992	
Current Gross Potential Market Rent	\$3,364,800	\$3,499,392	\$3,639,368	\$3,784,942	\$3,936,340	\$4,093,794	\$4,257,545	\$4,427,847	\$4,604,961	\$4,789,160	60 \$4,980,726	
Rent trending percentage	4.0%						× 6	× -	× 0		× 10	
	At Stabilization	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year /	Year 8	Year 9	rear 10	
Gross Potential Rent - Program Rent	\$6,229,044	\$6,447,061	\$6,672,708	\$6,906,252	\$7,147,971	\$7,398,150	\$7,657,086	\$7,925,084	\$8,202,461	\$8,489,548	\$8,786,682	
Vacancy	(\$311,452)	(\$322,353)	(\$333,635)	(\$345,313)	(\$357,399)	(\$369,908)	(\$382,854)	(\$396,254)	(\$410,123)	(\$424,477)	(\$439,334)	
Non-Revenue	(\$50,000)	(\$52,000)	(\$54,080)	(\$56,243)	(\$58,493)	(\$60,833)	(\$63,266)	(\$65,797)	(\$68,428)	(\$71,166)	(\$74,012)	
Bad Debt	(\$58,676)	(\$60,727)	(\$62,850)	(\$65,047)	(\$67,321)	(\$69,674)	(\$72,110)	(\$74,630)	(\$77,239)	(\$79,939)	(\$82,733)	
Other Income	\$374,148	\$389,114	\$404,678	\$420,866	\$437,700	\$455,208	\$473,417	\$492,353	\$512,047	\$532,529	\$553,830	
Utility Reimbursements	-	-	-	-	-	-	-	-	-	-	-	
Parking Income	-	-	-	-	-	-	-	-	-	-	-	
EGI	\$6,183,064	\$6,401,094	\$6,626,821	\$6,860,515	\$7,102,459	\$7,352,944	\$7,612,272	\$7,880,756	\$8,158,718	\$8,446,495	\$8,744,433	
Salaries and Wages	\$668,800	\$688,864	\$709,530	\$730,816	\$752,740	\$775,323	\$798,582	\$822,540	\$847,216	\$872,632	\$898,811	
Maintenance	\$320,320	\$329,930	\$339,827	\$350,022	\$360,523	\$371,339	\$382,479	\$393,953	\$405,772	\$417,945	\$430,483	
Tenant Procurement	\$157,696	\$162,427	\$167,300	\$172,319	\$177,488	\$182,813	\$188,297	\$193,946	\$199,765	\$205,758	\$211,930	
Office & Administrative	\$184,448	\$189,981	\$189,981 \$195,681		\$207,598	\$213,826	\$220,241	\$220,241 \$226,848		\$240,663	\$247,883	
Franchise & Excise Taxes	-	\$21,188	\$21,935	\$22,708	\$23,509	\$24,338	\$25,197	\$26,085	\$27,005	\$27,958	\$28,944	
Insurance	\$397,056	\$408,968	\$421,237	\$433,874	\$446,890	\$460,297	\$474,106	\$488,329	\$502,979	\$518,068	\$533,610	
Utilities	\$293,920	\$302,738	\$311,820	\$321,174	\$330,810	\$340,734	\$350,956	\$361,485	\$372,329	\$383,499	\$395,004	
Management Fee	\$150,867	\$188,832	\$195,491	\$202,385	\$209,523	\$216,912	\$224,562	\$232,482	\$240,682	\$249,172	\$257,961	
Total Operating Expenses	\$2,173,107	\$2,292,927	\$2,362,820	\$2,434,850	\$2,509,081	\$2,585,581	\$2,664,419	\$2,745,668	\$2,829,401	\$2,915,694	\$3,004,626	
Capital Reserves	\$53,550	\$55,692	\$57,920	\$60,236	\$62,646	\$65,152	\$67,758	\$70,468	\$73,287	\$76,218	\$79,267	
NOI	\$ 3,956,407	\$ 4,052,475	\$ 4,206,081	\$ 4,365,429	\$ 4,530,733	\$ 4,702,212	\$ 4,880,095	\$ 5,064,620	\$ 5,256,031	\$ 5,454,582	\$ 5,660,539	
Less: Debt	\$ (4,403,064)	\$ (4,403,064)	\$ (4,403,064)	\$ (4,403,064)	\$ (4,403,064)	\$ (4,403,064)	\$ (4,403,064)	\$ (4,403,064)	\$ (4,403,064)	\$ (4,403,064)	\$ (4,403,064)	
HHA Origination Payment	\$ (707,995)											
HHA Cash Flow Share	\$ -	\$-	\$-	\$-	\$-	\$-	\$-	\$ (13,411)	\$ (119,258)	\$ (145,102)	\$ (171,914)	
HHA Compliance Fee	\$ (50,000)	\$ (51,500)	\$ (53,045)	\$ (54,636)	\$ (56,275)	\$ (57,964)	\$ (59,703)	\$ (61,494)	\$ (63,339)	\$ (65,239)	\$ (67,196)	
Income	\$ (1,204,651.42)	\$ (402,088.29)	\$ (250,027.80)	\$ (92,270.86)	\$ 71,393.68	\$ 241,184.73	\$ 417,329.26	\$ 586,651.56	\$ 670,370.59	\$ 841,178.26	\$ 1,018,365.79	
Equity Investment	\$ (17,785,063.00)											
10 Year IRR	7.94%											

#### With Ad Valorem Taxes Paid

#### Ariza Park Row - 10 Year P&L

	Year 0	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	<u>Year 10</u>	
Current Gross Potential 60% AMI Rent	\$957,132	\$995,417	\$1,035,234	\$1,076,643	\$1,119,709	\$1,164,497	\$1,211,077	\$1,259,520	\$1,309,901	\$1,362,297	\$1,416,789	
Current Gross Potential 80% AMI Rent	\$1,907,112	\$1,983,396	\$2,062,732	\$2,145,242	\$2,231,051	\$2,320,293	\$2,413,105	\$2,509,629	\$2,610,014	\$2,714,415	\$2,822,992	
Current Gross Potential Market Rent	\$3,364,800	\$3,499,392	\$3,639,368	\$3,784,942	\$3,936,340	\$4,093,794	\$4,257,545	\$4,427,847	\$4,604,961	\$4,789,160	\$4,980,726	
Rent trending percentage	4.0%											
	At Stabilization	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
<b>Gross Potential Rent - Program Rent</b>	\$6,229,044	\$6,447,061	\$6,672,708	\$6,906,252	\$7,147,971	\$7,398,150	\$7,657,086	\$7,925,084	\$8,202,461	\$8,489,548	\$8,786,682	
Vacancy	(\$311,452)	(\$322,353)	(\$333,635)	(\$345,313)	(\$357,399)	(\$369,908)	(\$382,854)	(\$396,254)	(\$410,123)	(\$424,477)	(\$439,334)	
Non-Revenue	(\$50,000)	(\$52,000)	(\$54,080)	(\$56,243)	(\$58,493)	(\$60,833)	(\$63,266)	(\$65,797)	(\$68,428)	(\$71,166)	(\$74,012)	
Bad Debt	(\$58,676)	(\$60,727)	(\$62,850)	(\$65,047)	(\$67,321)	(\$69,674)	(\$72,110)	(\$74,630)	(\$77,239)	(\$79,939)	(\$82,733)	
Other Income	\$374,148	\$389,114	\$404,678	\$420,866	\$437,700	\$455,208	\$473,417	\$492,353	\$512,047	\$532,529	\$553,830	
Utility Reimbursements	-	-	-	-	-	-	-	-	-	-	-	
Parking Income	-	-	-	-	-	-	-	-	-	-	-	
EGI	\$6,183,064	\$6,401,094	\$6,626,821	\$6,860,515	\$7,102,459	\$7,352,944	\$7,612,272	\$7,880,756	\$8,158,718	\$8,446,495	\$8,744,433	
Salaries and Wages	\$668,800	\$688,864	\$709,530	\$730,816	\$752,740	\$775,323	\$798,582	\$822,540	\$847,216	\$872,632	\$898,811	
Maintenance	\$320,320	\$329,930	\$339,827	\$350,022	\$360,523	\$371,339	\$382,479	\$393,953	\$405,772	\$417,945	\$430,483	
Tenant Procurement	\$157,696	\$162,427	\$167,300	\$172,319	\$177,488	\$182,813	\$188,297	\$193,946	\$199,765	\$205,758	\$211,930	
Office & Administrative	\$184,448	\$189,981	\$195,681	\$201,551	\$207,598	\$213,826	\$220,241	\$226,848	\$233,653	\$240,663	\$247,883	
Franchise & Excise Taxes	-	\$21,188	\$21,935	\$22,708	\$23,509	\$24,338	\$25,197	\$26,085	\$27,005	\$27,958	\$28,944	
Insurance	\$397,056	\$408,968	\$421,237	\$433,874	\$446,890	\$460,297	\$474,106	\$488,329	\$502,979	\$518,068	\$533,610	
Utilities	\$293,920	\$302,738	\$311,820	\$321,174	\$330,810	\$340,734	\$350,956	\$361,485	\$372,329	\$383,499	\$395,004	
Management Fee	\$150,867	\$188,832	\$195,491	\$202,385	\$209,523	\$216,912	\$224,562	\$232,482	\$240,682	\$249,172	\$257,961	
Total Operating Expenses	\$2,173,107	\$2,292,927	\$2,362,820	\$2,434,850	\$2,509,081	\$2,585,581	\$2,664,419	\$2,745,668	\$2,829,401	\$2,915,694	\$3,004,626	
Capital Reserves	\$53,550	\$55,692	\$57,920	\$60,236	\$62,646	\$65,152	\$67,758	\$70,468	\$73,287	\$76,218	\$79,267	
NOI	\$3,956,407	\$4,052,475	\$4,206,081	\$4,365,429	\$4,530,733	\$4,702,212	\$4,880,095	\$5,064,620	\$5,256,031	\$5,454,582	\$5,660,539	
Less: Debt	(\$3,297,006)	(\$3,297,006)	(\$3,297,006)	(\$3,297,006)	(\$3,297,006)	(\$3,297,006)	(\$3,297,006)	(\$3,297,006)	(\$3,297,006)	(\$3,297,006)	(\$3,297,006)	
Real Estate Taxes	(\$1,467,197)	(\$1,511,213)	(\$1,556,549)	(\$1,603,246)	(\$1,651,343)	(\$1,700,883)	(\$1,751,910)	(\$1,804,467)	(\$1,858,601)	(\$1,914,359)	(\$1,971,790)	
Income	(\$807,796)	(\$755,743)	(\$647,474)	(\$534,823)	(\$417,616)	(\$295,677)	(\$168,820)	(\$36,853)	\$100,424	\$243,217	\$391,743	
Equity Investment	\$ 25,419,691.29											
10 Year IRR	(1.21%)											

- - - -----

# Ariza Park Row - Rent Benefit Analysis

Total Units 352 Unit Type Total 1 Bedroom 216 2 Bedroom 115 3 Bedroom 21 Total 352

	60% AMI				Rent Savings			80% AMI			Rent Savings				Market Rents		100% Market Rents				
	Avg. Rent	Units	Benefit % Comp to Market	P	Monthly		Annually	Avg. Rent	Units	Benefit % Comp to Market	Mont	thly	Annually		Avg. Rent	Units	ι	Jnits	Monthly		Annually
1 BD	\$ 1,135.00	44	24%	\$	16,060.00	\$	192,720.00	\$ 1,514.00	65	-1%	\$	-	\$ -		\$ 1,500.00	107		216	324,000	\$	3,888,000.00
2 BD	\$ 1,276.00	23	23%	\$	8,602.00	\$	103,224.00	\$ 1,702.00	35	-3%	\$	-	\$ -		\$ 1,650.00	57		115	189,750	\$	2,277,000.00
3 BD	\$ 1,419.00	4	14%	\$	3,724.00	\$	44,688.00	\$ 1,892.00	6	-15%	\$ 2,74	48.00	\$ 32,976.0	0	\$ 2,350.00	11		21	49,350	\$	592,200.00
	Total/Avg	71	24%	\$	24,662.00	\$	295,944.00	Total/Avg	106	-2%	\$	-	\$ -		47%	ы́ 164		331		\$	6,757,200.00
	% of Units	20%						% of Units	30%						Rent	\$ 3,364,800.00					

 Number of Workfroce Units
 177

 Annual Reduced Rent
 \$
 295,944.00