

San Leandro Cornerstone

Assumptions		County	Alameda
Site Area (Acres)	2.20	City	San Leandro
Number of Units	200		
Parking Spaces Ratio Type	200	Total City Funds	\$7,650,000
Density (DUAC)	91	City Subsidy / Unit	\$38,250

A. DEVELOPMENT BUDGET SUMMARY

Description	Total Amount	Unit Type	% Median Income	Qty. Units	Rent
Acquisition & Related	\$2,064,000				
Construction: Offsites	\$5,458,812				
Construction: Building	\$27,731,834				
Construction: Parking	\$9,657,900	1 Bedroom	20%	0	\$0
Construction: General Conditions, Profit	\$4,622,510		30%	5	\$510
Hard Cost Contingency	\$4,201,224		35%	0	\$0
Architecture/Engineering	\$2,775,000		40%	13	\$685
Legal	\$195,000		45%	0	\$0
Appraisal/Market Study	\$25,000		50%	20	\$860
Marketing/Lease-up	\$520,000		60%	44	\$1,036
Audit/Cost Certification	\$30,000		80%	0	\$0
Title	\$100,000		0%	0	\$0
Furnishings and Equipment	\$200,000		0%	0	\$0
Permits and Fees	\$4,905,756				
Soft Cost Contingency and Reserves	\$739,093	2 Bedroom	20%	0	\$0
Insurance	\$438,375		30%	5	\$609
Property Taxes	\$15,959		35%	0	\$0
Construction Loan Interest/Fees	\$3,662,878		40%	9	\$820
Bridge Loan Interest/Fees	\$108,000		45%	0	\$0
Permanent Loan Fees/Costs	\$25,000		50%	15	\$1,030
Syndication/Org Fees/Developer Fee	\$3,010,205		60%	29	\$1,241
	-----		80%	0	\$0
	-----		0%	0	\$0
TOTAL DEVELOPMENT COSTS	\$70,486,545		0%	0	\$0
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B. UNIT MIX AND RENTS

Unit Type	% Median Income	Qty. Units	Rent
1 Bedroom	20%	0	\$0
	30%	5	\$510
	35%	0	\$0
	40%	13	\$685
	45%	0	\$0
	50%	20	\$860
	60%	44	\$1,036
	80%	0	\$0
	0%	0	\$0
	0%	0	\$0
2 Bedroom	20%	0	\$0
	30%	5	\$609
	35%	0	\$0
	40%	9	\$820
	45%	0	\$0
	50%	15	\$1,030
	60%	29	\$1,241
	80%	0	\$0
	0%	0	\$0
	0%	0	\$0
3 Bedroom	20%	0	\$0
	30%	10	\$702
	35%	0	\$0
	40%	8	\$945
	45%	0	\$0
	50%	25	\$1,188
	60%	17	\$1,431
Totals		200	

D. FINANCING ASSUMPTIONS

1 Permanent Mortgage	Total Perm Mortgage	\$14,058,675
	Secured by Cash Flow	\$14,058,675
	Rate	5.20%
	Term	30
	DCR	1.20
	Constant	6.59%
	Debt Service	(\$926,373)
2 Construction Loan	Total	\$36,554,450
	Rate	3.75%
	Term (Months)	36
	Draw Down	60%
	LTV	52%
	50% TEST	30,442,489
3 NA	Award	-
	Rate	0%
	Term	0
	Loan Limit	-
	Leveraging Limit	-
4 Investor Pay In	Total Equity	\$26,380,912
	Federal Rate	\$1.10
	Federal Gross Pay-in	\$20,573,521
	Federal Credits	\$1,870,507
	Initial Pay-in	\$2,638,091
	Federal Credit Rate	3.18%
	State Gross Rate	\$0.76
	State Gross Pay-in	\$5,810,931
	State Credit Rate	13.00%
5 AHP Funds	Total AHP	\$1,000,000
	AHP per unit	\$5,000
6 City Contribution	Amount	\$7,650,000
	City + HOME	\$38,250
7 GP Contribution	Amount	\$2,638
8 HCD IIG	IIG Max Available*	\$11,424,320
9 HCD TOD	TOD Max Available*	\$9,970,000

E. SOURCES OF FUNDS

Description	Construction Period	Permanent Period
Perm. Mortgage	-	14,058,675
Construction Loan	36,554,450	-
Deferred Fee	-	-
Investor Pay In	2,638,091	26,380,912
AHP Funds	1,000,000	1,000,000
City of San Leandro	7,650,000	7,650,000
GP Pay In	-	2,638
HCD IIG	11,424,320	11,424,320
HCD TOD	9,970,000	9,970,000
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Total Sources	\$69,236,862	\$70,486,545
USES OF FUNDS		
Acquisition	7,522,812	7,522,812
Construction	46,213,468	46,213,468
Indirect Expenses	8,730,756	8,750,756
Financing and Carry Costs	4,250,211	4,250,211
Contingency & Reserve	200,000	739,093
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Subtotal	66,917,247	67,476,340
Org Expenses and Fees	2,319,615	3,010,205
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Total Uses	\$69,236,862	\$70,486,545
NET SURPLUS(SHORTFALL)	\$0	\$0
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* With 210 units, max becomes: \$11,754,160
* With 210 units, max becomes: \$10,320,000

San Leandro Cornerstone

Assumptions				Partnership & Investor Asset Management Fee (\$35,000)			
Partnership Management Fee Index	3.50%			Property Tax Rate	0.00%		
Annual Rental Income Increase	2.50%			Taxes Incr.	2.00%		
Annual Misc. Income Increase	1.00%			Vacancy/Collection Loss (L.I. Ur	5.00%		
Annual Expense Increase	3.50%			Replacement Reserve	400 per unit		
Social Service Increase	3.50%			Additional Replacement Reservi	200 per unit		
Replacement Reserve Index	0.00%						

Description	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17
Tax-Credit Income	\$2,456,520	\$2,517,933	\$2,580,881	\$2,645,403	\$2,711,538	\$2,779,327	\$2,848,810	\$2,920,030	\$2,993,031	\$3,067,857	\$3,144,553	\$3,223,167	\$3,303,746	\$3,386,340	\$3,470,998	\$3,557,773	\$3,646,718
Misc. Income (Laundry)	\$19,200	\$19,392	\$19,586	\$19,782	\$19,980	\$20,179	\$20,381	\$20,585	\$20,791	\$20,999	\$21,209	\$21,421	\$21,635	\$21,851	\$22,070	\$22,291	\$22,514
Gross Potential Income less Vacancy/Collection Loss	\$2,475,720 (\$122,826)	\$2,537,325 (\$125,897)	\$2,600,467 (\$129,044)	\$2,665,185 (\$132,270)	\$2,731,518 (\$135,577)	\$2,799,506 (\$138,966)	\$2,869,191 (\$142,441)	\$2,940,615 (\$146,002)	\$3,013,822 (\$149,652)	\$3,088,856 (\$153,393)	\$3,165,762 (\$157,228)	\$3,244,588 (\$161,158)	\$3,325,381 (\$165,187)	\$3,408,191 (\$169,317)	\$3,493,068 (\$173,550)	\$3,580,064 (\$177,889)	\$3,669,231 (\$182,336)
Effective Gross Income less Operating Expenses less Property Taxes	\$2,352,894 (\$1,150,000) \$0	\$2,411,428 (\$1,190,250) \$0	\$2,471,423 (\$1,231,909) \$0	\$2,532,915 (\$1,275,026) \$0	\$2,595,941 (\$1,319,651) \$0	\$2,660,540 (\$1,365,839) \$0	\$2,726,751 (\$1,413,644) \$0	\$2,794,614 (\$1,463,121) \$0	\$2,864,170 (\$1,514,330) \$0	\$2,935,463 (\$1,567,332) \$0	\$3,008,534 (\$1,622,189) \$0	\$3,083,430 (\$1,678,965) \$0	\$3,160,194 (\$1,737,729) \$0	\$3,238,874 (\$1,798,549) \$0	\$3,319,518 (\$1,861,499) \$0	\$3,402,175 (\$1,926,651) \$0	\$3,486,895 (\$1,994,084) \$0
Net Operating Income	\$1,202,894	\$1,221,178	\$1,239,514	\$1,257,889	\$1,276,290	\$1,294,701	\$1,313,107	\$1,331,493	\$1,349,840	\$1,368,131	\$1,386,346	\$1,404,464	\$1,422,465	\$1,440,325	\$1,458,020	\$1,475,524	\$1,492,811
Less Debt Service	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)
Bond Issuer Fee	(\$11,247)	(\$11,247)	(\$11,247)	(\$11,247)	(\$11,247)	(\$11,247)	(\$11,247)	(\$11,247)	(\$11,247)	(\$11,247)	(\$11,247)	(\$11,247)	(\$11,247)	(\$11,247)	(\$11,247)	(\$11,247)	(\$11,247)
Less Replacement Reserves	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)
Less Partnership & Asset Management Fee	(\$35,000)	(\$36,225)	(\$37,493)	(\$38,805)	(\$40,163)	(\$41,569)	(\$43,024)	(\$44,530)	(\$46,088)	(\$47,701)	(\$49,371)	(\$51,099)	(\$52,887)	(\$54,738)	(\$56,654)	(\$58,637)	(\$60,690)
Net Cash Flow	\$150,275	\$167,334	\$184,402	\$201,465	\$218,507	\$235,512	\$252,464	\$269,343	\$286,132	\$302,810	\$319,355	\$335,746	\$351,958	\$367,967	\$383,746	\$399,267	\$414,502
Less Additional Replacement Reserves	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)
Cash Flow	\$110,275	\$127,334	\$144,402	\$161,465	\$178,507	\$195,512	\$212,464	\$229,343	\$246,132	\$262,810	\$279,355	\$295,746	\$311,958	\$327,967	\$343,746	\$359,267	\$374,502
Distribution to BRIDGE	50% (\$55,137)	50% (\$63,667)	50% (\$72,201)	50% (\$80,732)	50% (\$89,253)	50% (\$97,756)	50% (\$106,232)	50% (\$114,672)	50% (\$123,066)	50% (\$131,405)	50% (\$139,678)	50% (\$147,873)	50% (\$155,979)	50% (\$163,983)	50% (\$171,873)	50% (\$179,634)	50% (\$187,251)
Distribution to City	50% (\$55,137)	50% (\$63,667)	50% (\$72,201)	50% (\$80,732)	50% (\$89,253)	50% (\$97,756)	50% (\$106,232)	50% (\$114,672)	50% (\$123,066)	50% (\$131,405)	50% (\$139,678)	50% (\$147,873)	50% (\$155,979)	50% (\$163,983)	50% (\$171,873)	50% (\$179,634)	50% (\$187,251)
Net Cash Flow	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Description	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24	Year 25	Year 26	Year 27	Year 28	Year 29	Year 30
Affordable Rents	\$3,737,886	\$3,831,333	\$3,927,116	\$4,025,294	\$4,125,926	\$4,229,075	\$4,334,801	\$4,443,171	\$4,554,251	\$4,668,107	\$4,784,810	\$4,904,430	\$5,027,041
Misc. Income (Laundry)	\$22,739	\$22,966	\$23,196	\$23,428	\$23,662	\$23,899	\$24,138	\$24,379	\$24,623	\$24,869	\$25,118	\$25,369	\$25,622
Gross Potential Income less Vacancy/Collection Loss	\$3,760,624 (\$186,894)	\$3,854,299 (\$191,567)	\$3,950,312 (\$196,356)	\$4,048,722 (\$201,265)	\$4,149,588 (\$206,296)	\$4,252,973 (\$212,649)	\$4,358,939 (\$216,740)	\$4,467,550 (\$222,159)	\$4,578,873 (\$227,713)	\$4,692,976 (\$233,405)	\$4,809,927 (\$239,240)	\$4,929,799 (\$245,221)	\$5,052,663 (\$251,352)
Effective Gross Income less Operating Expenses less Property Taxes	\$3,573,730 (\$2,063,877) \$0	\$3,662,732 (\$2,136,113) \$0	\$3,753,956 (\$2,210,877) \$0	\$3,847,457 (\$2,288,257) \$0	\$3,943,292 (\$2,368,346) \$0	\$4,040,324 (\$2,451,238) \$0	\$4,142,199 (\$2,537,032) \$0	\$4,245,392 (\$2,625,828) \$0	\$4,351,161 (\$2,717,732) \$0	\$4,459,571 (\$2,812,852) \$0	\$4,570,687 (\$2,911,302) \$0	\$4,684,577 (\$3,013,198) \$0	\$4,801,311 (\$3,118,660) \$0
Net Operating Income	\$1,509,853	\$1,526,620	\$1,543,080	\$1,559,200	\$1,574,946	\$1,589,086	\$1,605,167	\$1,619,564	\$1,633,429	\$1,646,718	\$1,659,385	\$1,671,379	\$1,682,651
less Debt Service	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)	(\$926,373)
Bond Issuer Fee	(\$5,000)	(\$5,000)	(\$5,000)	(\$5,000)	(\$5,000)	(\$5,000)	(\$5,000)	(\$5,000)	(\$5,000)	(\$5,000)	(\$5,000)	(\$5,000)	(\$5,000)
Less Replacement Reserves	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)	(\$80,000)
Less Partnership Management Fee	(\$60,690)	(\$62,814)	(\$65,012)	(\$67,288)	(\$69,643)	(\$72,080)	(\$74,603)	(\$77,214)	(\$79,916)	(\$82,714)	(\$85,609)	(\$88,605)	(\$91,706)
Net Cash Flow	\$437,791	\$452,433	\$466,695	\$480,540	\$493,931	\$505,633	\$519,192	\$530,977	\$542,140	\$552,632	\$562,404	\$571,402	\$579,573
Less Additional Replacement Reserves	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)	(\$40,000)
Cash Flow	\$437,791	\$452,433	\$466,695	\$480,540	\$493,931	\$505,633	\$519,192	\$530,977	\$542,140	\$552,632	\$562,404	\$571,402	\$579,573
Distribution to BRIDGE	50% (\$218,896)	50% (\$226,217)	50% (\$233,347)	50% (\$240,270)	50% (\$246,965)	50% (\$252,817)	50% (\$259,596)	50% (\$265,489)	50% (\$271,070)	50% (\$276,316)	50% (\$281,202)	50% (\$285,701)	50% (\$289,786)
Distribution to City	50% (\$218,896)	50% (\$226,217)	50% (\$233,347)	50% (\$240,270)	50% (\$246,965)	50% (\$252,817)	50% (\$259,596)	50% (\$265,489)	50% (\$271,070)	50% (\$276,316)	50% (\$281,202)	50% (\$285,701)	50% (\$289,786)
Net Cash Flow	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0