

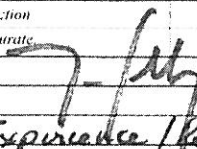
Section 3 SOURCES AND USES OF FUNDS

Sources of Funds

						Optional user calculations		
Private Equity:								
81	Developer's Cash Equity			\$				
82	Tax Credit Equity (net amount) <small>(See line 360, Section 5, page 18.)</small>			\$0				
83	Developer's Fee/Overhead, Contributed or Loaned			\$0				
84	Other Source: Warren House replacement reserves			\$100,000				
Public Equity:								
85	HOME Funds, as Grant			\$				
86	Grant:			\$				
87	Grant:			\$				
88	Total Public Equity			\$0				
Subordinate Debt (see definition):								
		<i>Amount</i>		<i>Rate</i>	<i>Amortiz.</i>		<i>Term</i>	
89	Home Funds-DHCD, as Subordinate Debt	\$43,123		0.00%	yrs.		yrs.	
	Source: Newton Inclusionary Zoning							
90	Home Funds-Local, as Subordinate Debt	\$0		0.00%	yrs.		yrs.	
	Source:							
91	Subordinate Debt	\$0	%		yrs.		yrs.	
	Source:							
92	Subordinate Debt	\$0	%		yrs.		yrs.	
	Source:							
93	Subordinate Debt	\$1,080,000		0.00%		30	30	
	Source: Community Preservation ('08)							
94	Total Subordinate Debt	\$1,123,123						
Permanent Debt (Senior):								
		<i>Amount</i>		<i>Rate</i>	<i>Override</i>	<i>Amortiz.</i>	<i>Term</i>	<i>MIP</i>
95	MIIFA MHFA Program 1	\$6,060,000		6.95%	0.50%	30.00	30.00	
96	MIIFA MIIFA Program 2	\$	%			yrs.	yrs.	%
97	MIIP Fund Permanent Loan	\$	%			yrs.	yrs.	%
98	Other Permanent Senior Mortgage							
	Source:							
99	Other Permanent Senior Mortgage	\$0	%			yrs.	yrs.	%
	Source:							
100	Total Permanent Senior Debt	\$6,060,000						1.03442605
101	Total Permanent Sources	\$7,283,123						
Construction Period Financing:								
		<i>Amount</i>		<i>Rate</i>		<i>Term</i>		
102	Construction Loan	\$0		6.00%		mos.		
	Source:							
	Repaid at:	(event)						
103	Other Interim Loan	\$0	%			mos.		
	Source:							
	Repaid at:	(event)						
104	Syndication Bridge Loan	\$0	%			mos.		
	Source:							
	Repaid at:	(event)						

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Uses of Funds

		<small>The Contractor certifies that, to the best of their knowledge, the construction estimates, and trade-item breakdown on this page are complete and accurate.</small>	
105	Who prepared the estimates?	Gale Associates	
		<small>Name</small>	<small>Signature</small>
106	Basis for estimates?	Similar Recent Construction Experience / Refer to Report	
<i>DI</i>	<i>Trade Item</i>	<i>Amount</i>	<i>Description</i>

	DV	Trade Item	Amount	Description
107	3	Concrete		
108	4	Masonry		
109	5	Metals		
110	6	Rough Carpentry		
111	6	Finish Carpentry		
112	7	Waterproofing		
113	7	Insulation		
114	7	Roofing		
115	7	Sheet Metal and Flashing		
116	7	Exterior Siding		
117	8	Doors		
118	8	Windows		
119	8	Glass		
120	9	Lath & Plaster		
121	9	Drywall		
122	9	Tile Work		
123	9	Acoustical		
124	9	Wood Flooring		
125	9	Resilient Flooring		
126	9	Carpet		
127	9	Paint & Decorating		
128	10	Specialties		
129	11	Special Equipment		
130	11	Cabinets		
131	11	Appliances		
132	12	Blinds & Shades		
133	13	Modular/Manufactured		
134	13	Special Construction		
135	14	Elevators or Conveying Syst.		
136	15	Plumbing & Hot Water		
137	15	Heat & Ventilation		
138	15	Air Conditioning		
139	15	Fire Protection		
140	16	Electrical		
141		Accessory Buildings		
142		Other/misc	\$1,102,500	Balances sources & uses \$18,686 per unit total
143		Subtotal Structural	\$1,102,500	
144	2	Earth Work		
145	2	Site Utilities		
146	2	Roads & Walks		
147	2	Site Improvement		
148	2	Lawns & Planting		
149	2	Geotechnical Conditions		
150	2	Environmental Remediation		
151	2	Demolition		
152	2	Unusual Site Cond		
153		Subtotal Site Work	\$0	
154		Total Improvements	\$1,102,500	
155	1	General Conditions	\$0	
156		Subtotal	\$1,102,500	
157	1	Builders Overhead	\$0	
158	1	Builders Profit		
159		TOTAL	\$1,102,500	
160		Total Cost/square foot:	\$9.10	Residential Cost/s.f.: \$9.19

Development Budget:				
	Total	Residential	Commercial	Comments
161 . Acquisition: Land	\$6,060,000	\$6,060,000		
162 . Acquisition: Building	\$0	\$0		debt + \$1.0 million for current limiteds
163 . Acquisition Subtotal	\$6,060,000	\$6,060,000	\$0	
164 . Direct Construction Budge	\$1,102,500	\$1,102,500		(from line 159)
165 . Construction Contingency	\$0	\$0		0.0% of construction

166	Subtotal: Construction	\$1,102,500	\$1,102,500	\$0	
General Development Costs:					
167	Architecture & Engineering	\$100,000	\$100,000		Gale Engineering
168	Survey and Permits	\$0			
169	Clerk of the Works	\$7,500	\$7,500		M. Yarmolinsky
170	Environmental Engineer	\$0			
171	Bond Premium	\$0			
172	Legal	\$6,000	\$6,000		
173	Title and Recording	\$0			
174	Accounting & Cost Cert.	\$0			
175	Marketing and Rent Up	\$0			
176	Real Estate Taxes	\$0			
177	Insurance	\$0			
178	Relocation	\$0			
179	Appraisal	\$0	\$0		
180	Security	\$0			
181	Construction Loan Interest	\$0	\$0		
182	Inspecting Engineer	\$0			
183	Fees to: MHFA	\$0	\$0		
184	Fees to: MHFA	\$0	\$0		
185	MIP	\$0			
186	Credit Enhancement Fees	\$0			
187	Letter of Credit Fees	\$0			
188	Other Financing Fees	\$0	\$0		
189	Development Consultant	\$0			
190	Other:	\$0			
191	Other:	\$0			
192	Soft Cost Contingency	\$7,123	\$7,123		6.3% of soft costs
193	Subtotal: Gen. Dev.	\$120,623	\$120,623	\$0	
194	Subtotal: Acquis., Const and Gen. Dev.	\$7,283,123	\$7,283,123	\$0	
195	Capitalized Reserves	\$0	\$0		
196	Developer Overhead	\$0	\$0		
197	Developer Fee	\$0	\$0		
198	Total Development Cost	\$7,283,123	\$7,283,123	\$0	TDC per unit \$123,443
199	TDC, Net	\$7,283,123	\$7,283,123	\$0	TDC, Net per unit \$123,443

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Additional Detail on Development Pro-Forma:

200	Gross Syndication Investment		\$0
Off-Budget Costs:			
Syndication Costs:			
201	Syndication Legal		\$0
202	Syndication Fees		
203	Syndication Consultants		
204	Bridge Financing Costs		
205	Investor Servicing (capitalized)		
206	Other Syndication Expenses		
207	Total Syndication Expense		\$0
208	Current Reserve Balance		
Reserves (capitalized):			
209	Development Reserves		
210	Initial Rent-Up Reserves		
211	Operating Reserves		\$0
212	Net Worth Account		
213	Other Capitalized Reserves		
214	Subtotal: Capitalized Reserves		\$0

215 . Letter of Credit Requirements

216 . Total of the Above

Check: Line 214 is the same as line 195.

Please Answer The Following	Dev. Reserves	Initial Rent-Up	Op. Reserves	Net Worth	Other	Letter of Credit
Who requires the reserves?						
Who administers the reserves?						
When and how are they used?						
Under what circumstances can they be released?						

Unit Sales (For Sale Projects Only):

217 . Gross Sales From Units

218 . Cost of Sales (Commissions, etc.)

219 . Net Receipt from Sales

Debt Service Requirements:

220 . Minimum Debt Service Coverage

221 . Is this Project subject to HUD Subsidy Layering Review?

Optional user comments

Section 4 OPERATING PRO-FORMA

Operating Income

Rent Schedule:		<i>Contract</i>	<i>Utility</i>	<i>Total</i>	<i>No. of</i>
222 .	Low-Income (Rental Assisted):	<i>Rent</i>	<i>Allowance</i>	<i>Gross Rent</i>	<i>Units</i>
	SRO			\$0	0
	0 bedroom			\$0	0
	1 bedroom	\$1,188		\$1,188	3
	2 bedrooms	\$1,471		\$1,471	14
	3 bedrooms	\$1,854		\$1,854	3
	4 bedrooms			\$0	0
	223 . Low-Income (below 50%):				
	SRO			\$0	0
	0 bedroom			\$0	0
	1 bedroom	\$0		\$0	0
	2 bedrooms	\$0		\$0	0
	3 bedrooms	\$0		\$0	0
	4 bedrooms			\$0	0
	224 . Low-Income (below 60%):				
	SRO			\$0	0
	0 bedroom			\$0	0
	1 bedroom	\$837	\$109	\$946	0
	2 bedrooms	\$994	\$141	\$1,135	0
	3 bedrooms	\$1,146	\$165	\$1,311	0
	4 bedrooms			\$0	0
	225 . Other Income (User-defined)				
	SRO			\$0	0
	0 bedroom			\$0	0
	1 bedroom			\$0	0
	2 bedrooms	\$946	\$141	\$1,087	1
	3 bedrooms			\$0	0
	4 bedrooms			\$0	0
	226 . Market Rate (unrestricted occupancy):				
	SRO				0
	0 bedroom				0
	1 bedroom	\$1,473			12
	2 bedrooms	\$1,816			23
	3 bedrooms	\$2,067			3
	4 bedrooms				0
	Commercial Income:				
			(average)		
	227 . Square Feet:	1,100	@	/square foot =	\$0
	Parking Income:				
			(average)		
	228 . Spaces:	182	@	/month x 12 =	\$0

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Section 4. Operating Pro-Forma

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Other Operating Income Assumptions:

229 .	Laundry Income (annual):		<i>Optional user calculations</i>
230 .	Other Income: a. Daycare	\$ 3,000	
	b. Interest	\$ 2,500	
	c. Laundry/vending	\$ 7,000	
	d.		
	e.		
	f.		
Vacancy Allowance:			
231 .	Low-Income (Rental Assistance)		
232 .	Low-Income (below 50%)	5.0%	
233 .	Low-Income (below 60%)		
234 .	Other Income (User-defined)		

235 .	Market Rate		5.0%		
236 .	Commercial				
Trending Assumptions for Rents:					
		<i>Year 2</i>	<i>Year 3</i>	<i>Years 4-5</i>	<i>Years 6-20</i>
237 .	Low-Income (Rental Assistance)	%	%	%	%
238 .	Low-Income (below 50%)	2.0%	2.0%	2.0%	2.0%
239 .	Low-Income (below 60%)	%	%	%	%
240 .	Other Income (User-defined)	%	%	%	%
241 .	Market Rate	2.0%	2.0%	2.0%	2.0%
242 .	Commercial Space Rental	%	%	%	%
243 .	Laundry Income	%	%	%	%
244 a	Other Income	Daycare	2.0%	2.0%	2.0%
b	Other Income	Interest	2.0%	2.0%	2.0%
c	Other Income	Laundry/vending	2.0%	2.0%	2.0%
d	Other Income	-	%	%	%
e	Other Income	-	%	%	%
f	Other Income	-	%	%	%

Operating Subsidy and Capitalized Operating Reserves:

245 .	Subsidy Source I	
246 .	Subsidy Source II	
247 .	Capitalized Operating Reserve Amount:	\$
		Source:

248 . Yearly Draws on Subsidies and Reserves:

	<i>Subsidy Source I</i>	<i>Subsidy Source II</i>	<i>Draw on Oper. Reserve</i>
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	\$	\$	\$
Year 18	\$	\$	\$
Year 19	\$	\$	\$
Year 20	\$	\$	\$
Year 21	\$	\$	\$

249 . **Annual Operating Income (year 1)** \$1,128,845

Operating Expenses

Annual Operating Exp.:	<i>Total</i>	<i>Residential</i>	<i>Commercial</i>	<i>Comments</i>
250 . Management Fee	\$46,264	\$46,264		
251 . Payroll, Administrative	\$56,431	\$56,431		
252 . Payroll Taxes & Benefits, Admin.	\$8,348	\$8,348		
253 . Legal	\$4,000	\$4,000		
254 . Audit	\$9,000	\$9,000		
255 . Marketing	\$10,000	\$10,000		
256 . Telephone	\$4,200	\$4,200		
257 . Office Supplies	\$3,000	\$3,000		
258 . Accounting & Data Processing	\$3,780	\$3,780		
259 . Investor Servicing	\$0			
260 . DHCD Monitoring Fee	\$0			
261 . Other: Central Office Fee	\$2,700	\$2,700		
262 . Other: Misc	\$7,200	\$7,200		
263 . Subtotal: Administrative	\$108,659	\$108,659	\$0	
264 . Payroll, Maintenance	\$38,295	\$38,295		
265 . Payroll Taxes & Benefits, Admin.	\$23,742	\$23,742		
266 . Janitorial Materials	\$2,000	\$2,000		
267 . Landscaping	\$12,500	\$12,500		

268	Decorating (inter. only)	\$25,500	\$25,500		
269	Repairs (inter. & ext.)	\$78,500	\$78,500		
270	Elevator Maintenance	\$5,000	\$5,000		
271	Trash Removal	\$8,000	\$8,000		
272	Snow Removal	\$15,000	\$15,000		
273	Extermination	\$3,000	\$3,000		
274	Recreation	\$0			
275	Other: Misc	\$3,000	\$3,000		udes non-reimbursable capital expendit
276	Subtotal: Maintenance	\$214,537	\$214,537	\$0	
277	Resident Services	\$10,592	\$10,592		
278	Security	\$4,000	\$4,000		
279	Electricity	\$55,000	\$55,000		
280	Natural Gas	\$0	\$0		Net of tenant reimb.
281	Oil	\$0			
282	Water & Sewer	\$30,000	\$30,000		
283	Subtotal: Utilities	\$85,000	\$85,000	\$0	
284	Replacement Reserve	\$28,180	\$28,180		
285	Operating Reserve	\$0			
286	Real Estate Taxes	\$68,000	\$68,000		
287	Other Taxes	\$0			
288	Insurance	\$34,481	\$34,481		
289	MIP	\$0	\$0		
290	Other:	\$0			
291	Subtotal:Taxes, Insurance	\$102,481	\$102,481	\$0	
292	TOTAL EXPENSES	\$599,713	\$599,713	\$0	

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Section 4. Operating Pro-Forma

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Other Operating Expense Assumptions

Trending Assumptions for Expenses

	Year 2	Year 3	Years 4-5	Years 6-20
293	Sewer & Water	%	%	%
294	Real Estate Taxes	%	%	%
295	All Other Operating Expenses	%	%	%

Reserve Requirements:

296	Replacement Reserve Requirement		per unit per year
297	Operating Reserve Requirement		per unit per year

Debt Service:

		Annual Payment
298	MHFA MHFA Program 1	\$511,522
299	MHFA MHFA Program 2	N/A
300	MHP Fund Permanent Loan	N/A
301	Other Permanent Senior Mortgage	N/A
	Source: N/A	
302	Other Permanent Senior Mortgage	N/A
	Source: N/A	
303	Total Debt Service (Annual)	\$511,522
304	Net Operating Income	\$529,132 (in year one)
305	Debt Service Coverage	1.03 (in year one)

Affordability: Income Limits and Maximum Allowable Rents

306 County MSA

This MSA does not match the county you have chosen

Income Limits last updated on

307 **Maximum Allowed Rents, by Income, by Unit Size:**

