

Development Budget**ESTIMATED PREDEVELOPMENT AND CONSTRUCTION FINANCING**

Lender	Amount	Interest Rate/Term	Use(s)	Commitment Status	HOME match qualifying?
Poppy Bank	\$ 13,000,000		Construction	Committed	NA
SRHA #1	\$ 1,878,703	3% deferred	Predev	Funded	NA
SRHA #2	\$ 500,000	3% deferred	Predev	Funded	NA
SRHA #3	\$ 3,400,000	3% deferred	Predev	Funded	NA
Burbank cash	\$ 700,000		Predev	Funded	NA
Total	19,478,703				

ESTIMATED PERMANENT FINANCING

Lender	Amount	Interest Rate/Term	Use(s)	Commitment Status	HOME match qualifying?
SRHA #1	\$ 1,878,703	3% deferred	Predev	Funded	NA
SRHA #2	\$ 500,000	3% deferred	Predev	Funded	NA
SRHA #3	\$ 3,400,000	3% deferred	Predev	Funded	NA
Burbank cash	\$ 700,000		Predev	Funded	NA
Homebuyer First Mortgages	\$ 13,346,581				NA
Homeowner downpayment (3%)	\$ 684,000				NA
CalHFA CalPLUS- or MyHome (3%) (OTC)	\$ 684,000				NA
WISH (Application)	\$ 375,000	Grants			NA
County CDC Workforce Housing DAP	\$ 600,000	Grant			NA
	\$ 22,168,284				

Lantana Homeownership

48 =Number of Homes

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Contractor built, not prevailing wage

Asumptions & inputs:

Contractor built & not self-help

at least 51% units at <80% AMI and balance, <120% AMI for PW exemption and HUD Requirement

insurance = \$900/year, prop. tax = 1.25% of valuation

2018 HUD Median Inc. family of 4 = \$84,100

interest rate= 6.50%

% of gross income for housing = 37% for low income

37% for moderate

units= 48

sq.ft./unit= 1,250

appraised value= \$475,000

LTV cap= 95%

hard costs , per unit \$235,551

HOA, monthly, = \$0 (no common areas to eliminate this)

Avg. PMI= \$20 (only needed when LTV > 80%, and then ~ \$120/month)

Income and Mortgage Projections

Income	Income as % of AMI	# of househ olds	% of total	37% to housing	less insur, taxes, HOA, PMI	servicable mortgage	LTV	Capped at 95% LTV	Combined Mortgages
\$50,460	60%	2	4.2%	\$1,556	\$966	\$152,841	32%	\$152,841	\$305,682
\$54,665	65%	2	4.2%	\$1,686	\$1,096	\$173,354	36%	\$173,354	\$346,707
\$58,870	70%	2	4.2%	\$1,815	\$1,225	\$193,866	41%	\$193,866	\$387,733
\$63,075	75%	4	8.3%	\$1,945	\$1,355	\$214,379	45%	\$214,379	\$857,516
\$67,280	80%	15	31.3%	\$2,074	\$1,485	\$234,892	49%	\$234,892	\$3,523,375
tier avg.	75.6%	25	52.1%	(must be greater than or equal to 40% to gain prevailing wage exemption)					
				37% to housing					
\$71,485	85%	1	2.1%	\$2,204	\$1,614	\$255,404	54%	\$255,404	\$255,404
\$75,690	90%	1	2.1%	\$2,334	\$1,744	\$275,917	58%	\$275,917	\$275,917
\$79,895	95%	3	6.3%	\$2,463	\$1,874	\$296,430	62%	\$296,430	\$889,289
\$84,100	100%	3	6.3%	\$2,593	\$2,003	\$316,942	67%	\$316,942	\$950,827
\$88,305	105%	3	6.3%	\$2,723	\$2,133	\$337,455	71%	\$337,455	\$1,012,365
\$92,510	110%	4	8.3%	\$2,852	\$2,263	\$357,968	75%	\$357,968	\$1,431,871
\$96,715	115%	4	8.3%	\$2,982	\$2,392	\$378,480	80%	\$378,480	\$1,513,922
\$100,920	120%	4	8.3%	\$3,112	\$2,522	\$398,993	84%	\$398,993	\$1,595,973
tier avg.	106.7%	23	47.9%						\$13,346,581
total avg	90.5%	48	100.0%				avg =		\$278,054

Sources and Uses

		total	per unit
<u>Sources, Permanent</u>			
SRHA #1 (funded)	3% deferred	\$ 1,878,703	39,140
SRHA #2 (funded)	3% deferred	\$ 500,000	10,417
SRHA #3 (funded)	3% deferred	\$ 3,400,000	70,833
Burbank cash (Funded)		\$ 700,000	14,583
Homebuyer First Mortgages		\$ 13,346,581	278,054
Homeowner downpayment (3%)		\$ 684,000	14,250
CalHFA CalPLUS- or MyHome (3%) (OTC)		\$ 684,000	14,250
WISH (Application) Grants		\$ 375,000	15,000
MCC (OTC)		\$ -	0
County CDC Workforce Housing DAP		\$ 600,000	12,500
	all sources	\$ 22,168,284	469,027
<u>Uses, old costs</u>			
Rental project costs incurred (all other costs)		1,589,660	33,118
Land Costs		3,056,788	63,683
	existing costs	\$ 4,646,448	96,801
<u>Uses, new costs</u>			
Design & Engineering		\$ 790,200	16,463
Enviro, Legal & Consultants		\$ 175,193	3,650
Project Administration Costs		\$ 1,139,456	23,739
Planning and Impact Costs		\$ 2,238,939	46,645
Construction Related Costs		\$ 11,306,448	235,551
Finance Costs		\$ 1,782,255	37,130
Site Work & other Expenses		\$ 2,686,034	55,959
Hard Cost Contingency 10.7%		\$ 1,496,099	31,169
	new dev. costs	\$ 21,614,622	450,305
Total Costs		\$ 26,261,070	547,106
Total cost surplus/(gap)		(4,092,786)	

**Lantana Place
Santa Rosa, CA**

48 Units
60,000 Sq Ft

Uses Acct. #	Category Name	Total Budget
601000	Architect	222,000
601100	Design Reimbursables & Blueprints	2,500
601500	Civil Engineering	422,500
601900	Soils Engineering	143,200
601800	Environmental Assessments	80,035
602001	Appraisals	2,500
602501	Legal - Real Estate and Finance	87,658
603000	Consultants	115,986
609500	Copies, Shipping & Telephone	5,000
609000	Miscellaneous Expenses	1,589,660
600100	Land	3,056,788
605400	Land Cost Interest	0
604001	Property Taxes	139,118
604501	Loan Fees, Construction	131,500
604400	Loan Fees, Predevelopment	57,787
605001	Title and Escrow Fees	100,000
605501	Predevelopment Interest	143,600
605601	Construction Interest	731,250
604600	TCAC Fees (tax credit only)	0
606000	Permit and Plan Check Fees	369,939
606500	Local Impact Fees	1,440,000
606600	School Fees	429,000
621100/1200/1300	BHDC Project Mgmt Salaries & Benefits	73,470
622100/2200/3300	BHDC Const. Mgmt Salaries & Benefits	150,000
625100/5200/5300	BHDC Loan Pkg Salaries & Benefits	
610100	BHDC Developer Fee (Project Administration)	800,000
651001	Sitework and Security	2,414,576
624100	Sitework Labor	0
659800	Sitework Contingency	241,458
607500	Utilities	30,000
609700	Demolition	
653000	Staking	0
659000	Construction Hard Costs	11,306,448
659501	General Contractor, Overhead & Profit	0
66xx00	Construction Detail	0
659900	Construction Contingency	1,496,099
680400	Furniture and Equipment	0
603501	General Liability Insurance	0
603100	Public Improvement Bonds	0
609901	Relocation	0
603300	Deposits	40,000
603400	Deposit Refunds (amount is a negative #)	(20,000)
609800	Soft Cost Contingency	168,000
680000	For-sale Marketing	72,000
602100	Homebuyer Warranty	0
690000	Service and Call-back	144,000
685000	HOA Start-up	0
603600	Builders Risk Insurance	75,000
TOTAL COSTS:		26,261,070