EXHIBIT NG.

6-26-07

### City of Alexandria, Virginia

#### **MEMORANDUM**

DATE:

JUNE 18, 2007

TO:

THE HONORABLE MAYOR AND MEMBERS OF CITY COUNCIL

FROM:

JAMES K. HARTMANN, CITY MANAGER

SUBJECT:

FUNDING APPLICATION FOR THE ACQUISITION OF LONGVIEW

TERRACE APARTMENTS BY ROBERT PIERRE JOHNSON HOUSING

DEVELOPMENT CORPORATION (RPJ)

**ISSUE:** Request from RPJ for a loan of \$3.2 million to assist with the acquisition of Longview Terrace Apartments for preservation of affordable housing (Attachment I).

**RECOMMENDATION:** That Council approve a loan of \$3,200,000 to RPJ for the acquisition of the 41 unit Longview Terrace Apartments, as follows:

- a) The loan will be an interest-only loan at 2 percent interest for the first five years after RPJ closes on permanent financing, with interest and principal to be repaid on a residual receipts thereafter (given the property's projected cash flow, RPJ estimates full loan payoff would occur around Year 24).
- b) The property shall remain affordable to households at 60% of the Washington area median income for the length of RPJ's ownership, but in no event less than 40 years. To avoid displacement, when current tenants who earn more than 60% of the median income vacate the property, they will be replaced by income-qualified households.
- c) In the event RPJ elects to sell the property, RPJ shall offer the right of first refusal to the City, or its designee; and
- d) Authorize the loan to be funded by City issued general obligation bonds financed by the revenues from the one-cent in real estate taxes dedicated for affordable housing.

**BACKGROUND:** RPJ has requested City financing of \$3,200,000 (including some predevelopment funding) for the acquisition and rehabilitation of the 41-unit Longview Terrace Apartments, located at 2900 Seay Street, in the Taylor Run/Clover-College Park area, of Alexandria. RPJ will finance the balance of the acquisition price of \$6,560,000 through a loan of \$3,535,250 from Mercantile Potomac Bank. Longview Terrace, which was built in 1961, contains one efficiency unit, eight one-bedroom units, and 32 two-bedroom units. According to

the City's annual rent surveys, this modest, but well maintained, development is currently "market affordable" to households with incomes as low as 40 and 50% of the area median income. RPJ's ownership would ensure that that the property remains part of the City's stock of long term affordable rental housing.

**DISCUSSION:** Founded by the National Capital Presbytery in 1978, RPJ is a 501(c) (3) charitable non-profit organization with the mission to develop and preserve affordable housing for limited income individuals and families and to strengthen communities in the Washington Metropolitan area. RPJ offers a continuum of affordable housing opportunities from multifamily rental housing, to transitional housing, affordable homeownership and volunteer home repair programs. It has built, renovated, and managed over 2,300 affordable housing units throughout the metropolitan region. In Alexandria, RPJ has developed the 16-unit Stevenson Court Condominiums, a City-assisted affordable sales housing development, completed in 1998. In 2006, RPJ acquired two Alexandria multi-family properties for preservation as affordable rental housing, with the City's assistance: Arbelo Apartments, a 34-unit development located on Bashford Lane (\$3.5 million loan) and Lacy Court Apartments, a 44-unit development located on Commonwealth and West Nelson Avenues (\$6.6 million loan).

RPJ hopes to acquire Longview Terrace Apartments in mid-July, 2007, and will apply for low income housing tax credits in early 2008 to rehabilitate the property. The planned scope of work will focus on upgrades to the mechanical (HVAC) and electrical systems, renovations of bathrooms and kitchens, interior painting, new carpets and flooring, installation of energy efficient windows, improvements to the sidewalks and parking lots and re-shingling of roofs. (Attachment II). Pursuant to a recently enhanced due diligence process adopted by the City, upon receiving RPJ's application, the Office of Housing engaged an independent construction consultant to review the proposed scope of rehabilitation and cost estimate prepared by RPJ's architect and construction management team (Attachment III). With input from the City's consultant, RPJ now projects a rehabilitation cost of approximately \$56,000 per unit. Housing staff will work closely with RPJ and VHDA to refine the plan of development for Longview Terrace to maximize the project's ability to compete successfully for tax credit funding in 2008. If tax credits are not awarded by VDHA then the planned rehabilitation would not proceed.

RPJ's anticipated permanent financing package includes Low Income Housing Tax Credits as well as taxable bonds and loans through VHDA. It has vetted the project and the proposed financing plan with VHDA. RPJ plans to maintain Longview Terrace as affordable rental housing. While the majority of units will serve households with incomes at or below 60% of the area median income (in 2007, \$56,700 for a household of four), three units will have rents affordable to households at 40% of the area median income (\$37,800 for a four person household) and three units will have rents affordable to households at 50% of the area median income (\$47,250 for a four person household). (Attachment IV) RPJ will achieve affordability through attrition to avoid displacement of current residents: over-income households will be replaced by eligible tenants as units are vacated.

The property is located in a quiet residential community, close to transportation, employment, shopping and recreational opportunities. RPJ briefed the neighboring Clover-College Park Civic Association about the development and its request for City financing. That group has expressed support for RPJ's proposal and for the retention of affordable housing at Longview Terrace (Attachment V). It should be noted that, given the cost of the planned rehabilitation, RPJ will need to seek a waiver of the parking requirements at the development.

The Affordable Housing Advisory Committee (AHAC) reviewed RPJ's funding application at its June 7, 2007 meeting, and without a quorum present, acted as a committee of the whole to endorse the request, with four members supporting, one abstaining and one opposing. The Committee is pleased with the City's recently implemented enhanced due diligence process which incorporates a third party construction review of projects requesting a City loan, and AHAC members suggested additional areas for study in future rehabilitation projects.

Staff recommends that \$3,200,000 in City loan funding be provided to RPJ for Longview Terrace Apartments from a portion of the previously authorized \$22.1 million in City general obligation bonds. The loan represents a subsidy of \$78,048 per unit, which is consistent with recent preservation loans to other non-profits. In addition to preserving a property which currently provides affordable rental housing over the long term, RPJ's proposal offers affordable rental options for some very low income individuals and households.

RPJ will begin repaying interest on the City loan around fourteen years after securing permanent financing to allow full payment of RPJ's deferred developer's fee pursuant to the requirements of the low income housing tax credit program. The Longview Terrace loan is structured to be a residual receipts loan at 2 percent interest: without interim refinancing, RPJ's cash flow projections indicate that full repayment to the City will only occur around Years 40-41.

Given upward shifts in the rehabilitation costs of other preservation projects approved by Council, the City's due diligence process now includes third party review of a project's construction scope and cost to confirm that what is proposed by the developer is appropriate, given a project's age and condition, and to ensure the property's long term viability.

FISCAL IMPACT: The City's loan of \$3,200,000 will be subordinated for repayment purposes to other lenders. This is typical for affordable housing loans the City makes. The source of the \$3.2 million loan will be City general obligation bonds financed by the dedicated one-cent in real estate taxes set aside for affordable housing. This utilizes the last part of the \$22.1 million in previously Council authorized general obligation bonds. There remains about \$6.9 million in additional bonding authority remaining before the one-cent is fully leveraged by bonds and totally obligated towards bond debt service repayment.

#### **ATTACHMENTS:**

Attachment I. Funding Application for Longview Terrace Apartments (RPJ)

Attachment II. Project Evaluation/Rehabilitation Scope and Cost (EDG RPJ'sArchitects)

Attachment III. Review of Rehabilitation Scope and Cost (MBP-City's construction review consultant)

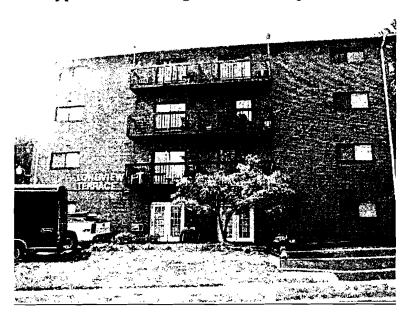
Attachment IV. Longview Terrace Sources and Uses; Project Pro Forma (RPJ)

Attachment V. Letter of Support (Clover-College Park Civic Association)

#### **STAFF:**

Mark Jinks, Deputy City Manager
Mildrilyn Davis, Director, Office of Housing
Helen McIlvaine, Deputy Director, Office of Housing

# City of Alexandria, Virginia Housing Opportunities Fund Application for Longview Terrace Apartments



#### Project Description

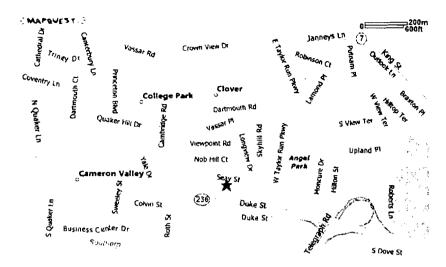
The Longview Terrace Apartments are located at 2900 Seay Street in the City of Alexandria, within an area known as Taylor Run/Clover, and near the intersection of W. Taylor Run Parkway and Duke Street. The neighborhood consists of garden apartments, townhouses and detached houses dating from the 1960s. The Longview Terrace Apartments consist of 41 units, made up of 1 efficiency apartment, 8 one bedroom apartments and 32 two bedroom apartments.

The Robert Pierre Johnson Housing Development Corporation of the National Capital Area (RPJ Housing) proposes to preserve units at the Longview Terrace Apartments as **rental** under the Low-Income Housing Tax Credit (LIHTC) program. RPJ Housing plans to acquire the property on or before July 11, 2007 (but after July 1, 2007) at a cost of \$6,560,000. After the property is acquired, a significant rehabilitation of the property is planned. Through rehabilitation, the **short term goal** is to improve the appearance, condition, and habitability of the property for existing tenants, new families, and the Taylor Run/Clover community at-large. With the implementation of the LIHTC program, the **long term goal** is continued affordability through restrictions ensuring rents will serve households at sixty percent (60%) of the area median income (ami) or less. RPJ Housing's purpose in acquiring Longview Terrace is to preserve it as a source of affordable rental housing, in perpetuity.

The target population for the Longview Terrace Apartments will be households earning 60% of ami or less. At this time, the rents range from \$800 to \$895 for one-bedroom units and \$1,150 to \$1400 for two-bedroom units. Three units will not be included as income restricted units as it relates to the Low Income Housing Tax Credit. This is to insure that no one is displaced by RPJ Housing's acquisition of the property. Nevertheless, these units will ultimately be affordable by persons whose incomes do not exceed 60% of ami, after any over-income tenants voluntarily move from the property.

As in all RPJ Housing properties, the Longview Terrace Apartments will accept Section 8 vouchers under the new ownership.

#### Site Development Description



The general characteristics of the Longview Terrace Apartments include one parcel zoned RC, totaling 31,765 square feet (.73 acres) with a four-story brick apartment building containing 37,488 square feet built in 1961. Currently, there are 41 units, made up of 1 efficiency apartment, 8 one bedroom apartments and 32 two bedroom apartments. Apartments do not include many amenities or upgrades. However, they have consistently high occupancy levels. The location is convenient to shopping, employment, public transportation, recreation, schools and services, including City and non-profit social services. Tenants are close to Duke Street and in walking distance to the King Street Metro Station (one mile). The property has full access to public utilities that includes electricity (Dominion Power), water/sewer (Virginia American Water Company), gas (Washington Gas), telephone, and cable.

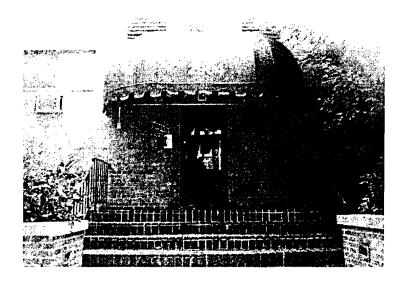


#### Geographic and Demographic Impacts

It is not anticipated that the proposed acquisition and rehabilitation of the Longview Terrace Apartments has notable **geographic or demographic characteristics or influences** that may impact the development or the surrounding area. The property is an existing property in its current use. In summary, Longview Terrace will most likely serve the same household groups it currently serves but with an improved property.

Our focus is on tenants with incomes at or below 60% of ami. We will survey the current Longview Terrace tenants to determine their income levels. RPJ Housing does not displace tenants. Tenants whose incomes exceed 60% ami can remain tenants as long as they wish. When they voluntarily move, RPJ Housing will replace them with tenants of eligible income.

Our objective is to acquire the property and not increase rents. That said, there are inequalities in the current rent roll. Long term tenants pay less for the same space. Once we have provided improvements to assure that all people in a given size unit have the same amenities, we will equalize rents. In the event that there are persons who would pay more than 30% of their income for rent, we will seek subsidies to assist them with rent payments.



#### Project Design, Amenities, & Marketability

The primary **project design** proposed involves the rehabilitation of the existing properties. We will improve the property's condition and **amenities**. This would focus primarily on renovated kitchens and bathrooms, new windows, upgraded electrical systems and new HVAC.

Longview Terrace has significant **marketability** strength with the proposed improvements. Asis, the property has many advantages including location to transportation, employment, shopping, and leisure activities as well as its position in an increasingly expensive housing market with dwindling affordable options. With the proposed renovations, its market situation greatly improves providing enhanced conditions in comparison to its immediate neighboring properties.

#### Funding Request and Project Financing

RPJ Housing is requesting \$3,200,000 in Housing Opportunities Funds for the acquisition of Longview Terrace Apartments with acquisition to occur in July 2007. RPJ Housing has calculated that the property can carry \$3,535,250 million in debt that can be serviced without a rent increase. RPJ Housing is seeking the \$3,200,000 to bridge the gap between the market price of the Longview Terrace Apartments (\$6,560,000) plus predevelopment costs of \$175,250 and the amount of debt that the property will support at its current rents, \$3,535,250. That computes to \$78,049 per unit in acquisition assistance.

RPJ Housing is asking that this loan be structured as a residual receipts loan. We estimate that the property will have residual receipts beginning in year 5 and will be able to fully pay the loan off in year 24. The ability to refinance at the end of the Low Income Housing Tax Credit compliance period could accelerate the payoff.

RPJ Housing plans to submit an application for VHDA 9% LIHTC reservations on behalf of Longview Terrace Apartments. Additional funding sources for the acquisition include a conventional first trust lender, Mercantile Potomac.

#### Project Budget: Sources & Uses

The following chart illustrates how City funds will be used in the context of the sources and uses of acquisition funding for Longview Terrace.

#### Longview Terrace Sources and Uses (for acquisition only)

Sources	
Bank Funding	\$3,535,250
City of Alexandria Acquisition Loan	3,024,750
City of Alexandria Predevelopment Loan	<u>175,250</u>
Total	\$6,735,250
<u>Uses</u>	
Due Diligence	\$8,250
Sales Price	6,560,000
Settlement Costs	67,000
Tax Credit Application Professional Fees	_100,000
Total	\$6,735,250

#### Partnership Description

If the Low Income Housing Tax Credit program provides the equity for the renovation, Longview Terrace will operate as **limited partnership**. A partnership along the following lines will be established.

#### Longview Terrace Limited Partnership

General Partner:	Longview Terrace Associates, LLC	00.01%
Original Limited Partner:	RPJ Housing Development Corporation	99.99%

Upon the admittance of the equity partner to the deal, the original limited partner (RPJ Housing) will be replaced by the tax credit equity provider. RPJ Housing usually works with the Virginia Community Development Corporation (VCDC) as its tax credit equity provider. VCDC is a non-profit organization specializing in providing Low Income Housing Tax Credit equity in Virginia. To date, VCDC has secured over \$120 million in equity from corporate investors. This equity has helped generate over \$180,000,000 in total development in 58 properties which have provided more than 2,000 units of affordable housing for Virginians.

Longview Terrace Associates, LLC will be established by RPJ Housing and will act as the managing general partner for project operations. RPJ Housing will be the developer for the financing and construction phases and will provide property management services. At the end of the Low Income Housing Tax Credit compliance period (15 years), RPJ Housing will repurchase the property via a contract that it will execute at the outset of this process and will retain the property as affordable rental housing in perpetuity.

### <u>Timeline</u>

The following represents a **proposed timeline** for Longview Terrace:

July 2007	Purchase property														
Summer/Fall 2007	Complete architectural scope and complete development program														
Winter 2008	Prepare application for Low Income Housing Tax Credits														
Summer 2008	Receive award of Low Income Housing Tax Credits and prepare														
	construction bid documents														
Spring 2009	Begin construction														
Spring 2010	Complete construction and close on permanent financing														



#### PROJECT EVALUATION SHEET

#### Longview Terrace Apartments 2900-2915 Seay Street, Alexandria, VA

Date of Evaluation: April 15, 2007

The following is a preliminary evaluation of existing conditions and anticipated upgrades and repairs as a result of the site visit, walk-through, and review of available information. Items in **bold** are part of the suggested scope of work.

Unit Total: 41 units

1 Bedroom - 9

1 Bedroom - 9 2 Bedroom - 32

#### Building configuration:

Number of stairwells: 5

Number of apartment units per stairwell: 2 units per floor x 4 floors (one stairwell has 3 units at the basement level)

Fire alarm system - Existing bell and pull station, not monitored

Sprinkler system - none in place.

No drawings nor units plans available

Construction: 1964

Type of work: Major rehab with tenant relocation

Rents & Maintenance records - available from management

Phase I Conditions (Phase 1 study completed by BlueRidge Environmental, Inc, report dated April 9, 2007)

- 1. <u>Lead</u> High probability of lead-based paint on exterior metal railings, balconies, lintels, and interior trim paint. Probability of lead in glazed ceramic tile in bathrooms. **Lead-based paint survey and remediation plan will be required.**
- 2. <u>Asbestos</u> Present in floor tile, mudded pipe fittings, and roofing materials. **Asbestos** survey and remediation plan will be required.
- 3. Fuel oil tanks One tank had been removed in 1997, no contamination present.
- 4. Roof Inspection pending.
- 5. <u>Sewer lines</u> No inspection to date.

Please note that the evaluation below is based solely on one site visit and information gathered from that site visit. Based on EDG's experience, and considering the level of rehabilitation required in these units, our preliminary estimate for construction cost for the work is approximately \$36,000/unit. This could change subject to sprinkler requirements or other issues. Once detailed drawings and a scope of work are produced, a contractor can provide the actual costs with a detailed trade payment breakdown.

- SITE: Single building surrounded by paved parking area. Site is located on a hillside, adjacent to Bishop Ireton High School and a residential neighborhood.
- 1. <u>Fences</u> Various types of wood fencing on north, south, and west. **Replace fencing around** perimeter of site.
- 2. Retaining walls Concrete/timber wall along north property line seems adequate.
- 3. Sidewalks Existing sidewalks in generally good condition. Provide for 20% replacement.
- 4. <u>Parking</u> Approximately 39 spaces (parallel or perpendicular) exist on site. Several spaces may be sacrificed for the handicapped access entrance to the proposed rental office, which may require a zoning appeal. **Seal coat lots, repair isolated areas and edge conditions, and restripe lots.**
- 5. <u>Mail boxes</u> Existing pedestal mounted cluster boxes are located near entrance of site. **Replace pedestal mailboxes.**
- 6. Drainage No major erosion noted.
- 7. Site amenities None on site.
- 8. <u>Landscape</u> Very limited. Provide building foundation plantings at building entries.
- 9. Dumpster enclosure Access to existing enclosure is very limited. **Provide new area for dumpster enclosure for easier access.**

#### BUILDING EXTERIORS

Building is structurally sound - masonry is in good condition. Building exteriors are relatively drab; new building entries will liven up the facades. The addition of color accents at these areas will aid the revitalization of the buildings.

- 1. <u>Masonry:</u> Generally good condition, with exception of areas where water damage or building settlement has occurred. **Power wash, point up and caulk.**
- 2. <u>Exposed wiring:</u> Cable TV and satellite TV dishes are prevalent. Remove exposed cable TV and relocate satellite dishes.
- 3. Roofing Existing pitched roofs with wood sheathing and asphalt shingles. Replace all roof shingles and underlayment; selective or wholesale replacement of roof sheathing based on findings by a roof inspection. Provide new fascia, soffit, gutters, downspouts, and drip edge.
- 4. <u>Windows</u> Existing windows are double pane aluminum units, approximately 10 years old. **100% replacement with double glazed (insulated) vinyl units.**

#### **STAIRWELLS**

- 1. <u>Stair Rails</u> Steel flat rails. Replace to bring up to code.
- 2. Wall/ceiling condition Good condition, brick walls, trowelled ceilings. Repaint ceilings.
- 3. <u>Separation from units</u> masonry- assumed to be 2 hours
- 4. <u>Mailboxes</u> None existing at exterior location
- 5. <u>Flooring</u> Existing carpet. Replace carpet at Owner's choice or replace with VCT and vinyl treads.
- 6. <u>Lighting</u> Existing incandescent lighting. Replace and add exit signage.
- 7. Windows Existing sliders. Replace with windows to match unit window replacement.

#### **BASEMENTS**

1. Slab on grade basements throughout; no crawlspaces. Provide framing and finish work for new leasing office and lobby; refurbish laundry rooms and add storage closets for tenant storage.

#### <u>UNITS</u>

- 1. Type of floors and walls Steel and concrete deck at first floor above basements; wood framing for upper floors. Ceiling heights are approximately 8'-0". Wood framing at a ll wall assemblies, with the exception of dwelling unit separation walls and stairwell walls.
- 2. Floor finish Existing wood subflooring with carpet or exposed parquet flooring. Bathroom floors are ceramic tile. Some replacement of damaged subfloor and full replacement of carpet. Provide VCT at kitchens and bathrooms.
- 3. Wall and ceiling finish Drywall; typically walls and ceilings are in good condition. Minor patching (subject to further surveying). Provide bulkheads for new HVAC ductwork. Repaint all walls.
- 4. Doors Generally good condition, with exception of unit entry doors. Replace unit entry doors; selective replacement of interior doors. Replace all door hardware.
- 5. Bathrooms Fair condition. Replace bathtubs and remove wall ceramic tile and floor tile entirely. Replace fixtures and accessories, medicine cabinet, shower rod, etc.
- 6. Kitchens Small and inefficient. Replace all cabinets and appliances, provide garbage disposals.
- 7. H.C. Units None on site. Level of renovation may require certain percentage to be accessible (to be determined).

#### MECHANICAL/ELECTRICAL/PLUMBING

#### **Mechanical**

Existing heat is provided by a hydronic baseboard system. Air conditioning is provided by window units. Kitchen and bath exhausts exist, however it is not certain if all kitchen exhausts are operational. Provide new high efficiency split system heat pumps with remote condensers at all units, or a combined "Magic-Pak" system to remove the possibility of locating condensers on the ground. Provide new exhaust fans at bathrooms and kitchens.

#### Plumbing

Existing domestic supply is copper and existing waste lines are assumed to be ductile iron. Replace bath tub diverters with integral unit. Replace all fixtures, trim and fittings. Repair any sanitary sewer defects in buildings or on site.

#### Electrical

Existing 100A individual services are connected to small load centers. Material of feeders and branch wiring is to be verified, and all outlets seem to be grounded. Receptacle locations seem adequate. Smoke detectors are battery operated. Central door entry system seems adequate. **Upgrade unit load centers.** New light fixture package throughout units. Hardwire unit smoke detectors.



June 1, 2007

City of Alexandria
Office of Housing
421 King Street, Suite 200
Alexandria, VA 22314

Attention:

Helen S. McIlvaine

Deputy Director

Reference:

Longview Terrace Apartments

**Construction Cost Confidence Review** 

Attached is McDonough Bolyard Peck's (MBP) construction cost confidence review completed for the Longview Terrace Apartments in City of Alexandria, Virginia. To summarize the results we prepared the attached spreadsheet. The left side of the spreadsheet is a recapitulation of the Construction Management Group, LLC (CMG) budget estimate, dated 4/21/07, and the right side of the spreadsheet provides a summary of MBP's estimate for the items we analyzed, along with the calculated cost differential between CMGs' bid and MBP's estimates.

In accordance with MBP's Scope of Services executed by City of Alexandria on 5/14/07, MBP analyzed line items included in CMGs' estimate representing 100% of the corrected \$1.521,977 subtotal base construction cost estimate as calculated by CMG. MBP's subtotal cost estimate is \$1,731.027.59, a 13.7% difference. MBP's total includes a 20% contingency, which we believe is reasonable and prudent given the nature and scope of the work. Regarding our overall comparison with CMG's estimate, typically results within 20% are considered reasonable.

In addition to EDG's finding/evaluations and the items on CMG's conceptual construction budget spreadsheet, MBP has listed additional line items highlighted in red to cover what was observed during our site visit. Please note that the attached estimate is based solely on documents provided by City of Alexandria and one site visit and information gathered from that site visit.



If you have any questions, please feel free to call me at 703-641-9088.

McDONOUGH BOLYARD PECK

Christopher J. Payne, PE, CCM

Vice President

Attachment

cc: Helen McIlvaine, City of Alexandria

J02016.008

## Performed on Longview Terrace Apartments

ENE		COMMENTS
	CRAL	
	Lead	Lead-based paints survey and evaluation will be required on all exterior metals and interior trim paint.
:	Ecud	Educ-bases paints survey and evaluation with se required on an exterior metals and interior trial paint.
2	Asbestos	Asbestos survey and evaluation will be required on all floor tiles and plumbing in Kitchens and Bathrooms.
3	Roof	Roof inspection is required by the roofing specialist. Selective or wholesale replacement of roof sheath based on findings by a roof inspection.
4	ADA/FHA	Inspection and evaluation is required by an ADA/FHA specialist for certain percentage of accessibility
5 ITE	Sewer Lines	An evaluation is required by the City jurisdiction.
1	Asphalt	Existing asphalt is in good condition. Due to numerous overlaying, some edge repairs needed.
2	Retaining Walls	Concrete/timber walls appear adequate. Some concrete crack repairs are required.
3	Fences	All wood fencing surrounding building needs to be replaced.
4	Sidewalks	Existing sidewalks in general good condition. Provide 20% replacement.
5	Drainage Structures	No adequate drainage in front of the structures due to the heavy overlaying of asphalt. Milling is require
		in front of the structures.
6	Parking	Certain percentage of the parking spaces may be converted to handicap parking space to have an access the proposed rental office and possibly the proposed handicap units.
7	Mailboxes	The pedestal mounted cluster mailboxes and the concrete base pad needs to be replaced.
8	Landscaping	Minor plant box repairs and plantings are required.
9	Dumpster enclosure	Provide bigger enclosure for the easy access and replace the concrete padding.
UILI	DING EXTERIORS	
1	Masonry	Good condition - With exception of areas where water damage and/or building settlement has occurred Clean-up and repairs are required.
2	Railing	High probability of lead-based paint on exterior metal railings, balconies, and lintels. Lead-based paint survey and evaluation will be required.
3	Balconies Pans	Over 50% of the balconies' pans are rusted and falling apart, with some cracked concrete. The evaluation
	D-14011137 ( WILD	and method of repairs are required by the Structural Engineer and the Ironwork expert. For the estimat
4	Windows	and method of repairs are required by the Structural Engineer and the Ironwork expert. For the estimat purpose assumed to install two steel blocking beams between each supporting beams and weld a steel purpose beneath for the protection. For estimate purposes, we assume to fix all balconies (100%).  Replace existing aluminum framed windows with new paradigm vinyl windows with double pan insula
5 F	Windows Fascia, soffit, gutters,	and method of repairs are required by the Structural Engineer and the Ironwork expert. For the estimat purpose assumed to install two steel blocking beams between each supporting beams and weld a steel p beneath for the protection. For estimate purposes, we assume to fix all balconies (100%).  Replace existing aluminum framed windows with new paradigm vinyl windows with double pan insula glass.  Replace existing gutters apron along all eaves where gutter exist. Replace existing downspouts with new 5" aluminum gutter with 3" x 4" downspouts. Replace existing fascia and rake boards and install new aluminum wrapping on all fascia and rake boards. Replace drip edge along all rake edges. Replace the
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5 F 6 ΓΑΙΚ 1 V	Windows Fascia, soffit, gutters, downspouts, and drip edge  Exposed Wiring RWELLS  Stair Rails Vall/ceiling condition	and method of repairs are required by the Structural Engineer and the Ironwork expert. For the estimation purpose assumed to install two steel blocking beams between each supporting beams and weld a steel problement for the protection. For estimate purposes, we assume to fix all balconies (100%).  Replace existing aluminum framed windows with new paradigm vinyl windows with double pan insular glass.  Replace existing gutters apron along all eaves where gutter exist. Replace existing downspouts with new 5" aluminum gutter with 3" x 4" downspouts. Replace existing fascia and rake boards and install new aluminum wrapping on all fascia and rake boards. Replace drip edge along all rake edges. Replace the existing soffit with new vinyl vented under all eaves and rakes.  Remove exposed Cable TV.  Replace the existing rails to bring up to current code.  Good condition - Some repainting is required.
5 F 6 ΓΑΙΕ 1 V	Windows Fascia, soffit, gutters, downspouts, and drip edge Exposed Wiring RWELLS Stair Rails Vall/ceiling condition	and method of repairs are required by the Structural Engineer and the Ironwork expert. For the estimation purpose assumed to install two steel blocking beams between each supporting beams and weld a steel problement for the protection. For estimate purposes, we assume to fix all balconies (100%).  Replace existing aluminum framed windows with new paradigm vinyl windows with double pan insular glass.  Replace existing gutters apron along all eaves where gutter exist. Replace existing downspouts with new 5" aluminum gutter with 3" x 4" downspouts. Replace existing fascia and rake boards and install new aluminum wrapping on all fascia and rake boards. Replace drip edge along all rake edges. Replace the existing soffit with new vinyl vented under all eaves and rakes.  Remove exposed Cable TV.  Replace the existing rails to bring up to current code.  Good condition - Some repainting is required.  Replace carpet.
6 ΓΑΙΓ 1 2 V 3	Windows Fascia, soffit, gutters, downspouts, and drip edge  Exposed Wiring RWELLS  Stair Rails Vall/ceiling condition	and method of repairs are required by the Structural Engineer and the Ironwork expert. For the estimation purpose assumed to install two steel blocking beams between each supporting beams and weld a steel problement for the protection. For estimate purposes, we assume to fix all balconies (100%).  Replace existing aluminum framed windows with new paradigm vinyl windows with double pan insular glass.  Replace existing gutters apron along all eaves where gutter exist. Replace existing downspouts with new 5" aluminum gutter with 3" x 4" downspouts. Replace existing fascia and rake boards and install new aluminum wrapping on all fascia and rake boards. Replace drip edge along all rake edges. Replace the existing soffit with new vinyl vented under all eaves and rakes.  Remove exposed Cable TV.  Replace the existing rails to bring up to current code.  Good condition - Some repainting is required.
5 F 6 ΓΑΙΕ 1 2 V	Windows Fascia, soffit, gutters, downspouts, and drip edge  Exposed Wiring RWELLS  Stair Rails Vall/ceiling condition Flooring Lighting	and method of repairs are required by the Structural Engineer and the Ironwork expert. For the estimat purpose assumed to install two steel blocking beams between each supporting beams and weld a steel p beneath for the protection. For estimate purposes, we assume to fix all balconies (100%).  Replace existing aluminum framed windows with new paradigm vinyl windows with double pan insula glass.  Replace existing gutters apron along all eaves where gutter exist. Replace existing downspouts with new 5" aluminum gutter with 3" x 4" downspouts. Replace existing fascia and rake boards and install new aluminum wrapping on all fascia and rake boards. Replace drip edge along all rake edges. Replace the existing soffit with new vinyl vented under all eaves and rakes.  Remove exposed Cable TV.  Replace the existing rails to bring up to current code.  Good condition - Some repainting is required.  Replace carpet.
5 F 6 7ΑΙΕ 1 2 V 3 4 ASE!	Windows Fascia, soffit, gutters, downspouts, and drip edge  Exposed Wiring RWELLS  Stair Rails Vall/ceiling condition Flooring Lighting MENTS	and method of repairs are required by the Structural Engineer and the Ironwork expert. For the estimat purpose assumed to install two steel blocking beams between each supporting beams and weld a steel pheneath for the protection. For estimate purposes, we assume to fix all balconies (100%).  Replace existing aluminum framed windows with new paradigm vinyl windows with double pan insular glass.  Replace existing gutters apron along all eaves where gutter exist. Replace existing downspouts with new 5" aluminum gutter with 3" x 4" downspouts. Replace existing fascia and rake boards and install new aluminum wrapping on all fascia and rake boards. Replace drip edge along all rake edges. Replace the existing soffit with new vinyl vented under all eaves and rakes.  Remove exposed Cable TV.  Replace the existing rails to bring up to current code.  Good condition - Some repainting is required.  Replace the existing exit signs and add where needed at each ingress/egress location.  Provide framing and finish work for new leasing office and lobby to accommodate with ADA

# Performed on Longview Terrace Apartments

UNIT	rs	
1	Flooring	Replace all carpet area floors (Living Rooms and Bedrooms). Replace Kitchen and Bathrooms with new VCT flooring.
2	Wall/ceiling finish	Minor wall repairs, provide HVAC closet and bulkheads for ductwork, remove the base heat and replace with new baseboards, and repaint all walls.
3	Doors	Replace all unit entry doors, selective replacement of interior doors, and replace all door hardware.
4	Bathrooms	Remove and replace wall ceramic tile and floor tile, bathtubs, fixtures and accessories, medicine cabinet, air vent, and shower rod.
5	Kitchens	Replace all base and wall cabinets, appliances, the flooring, air vent, and provide garbage disposals.
6 MEC	H.C. Units	None on site. Level of renovation may require certain percentage to be handicap accessible.
1	Heating & Cooling	Provide new high efficiency split system heat pumps with remote condensers at all units, or a combined "Magic-pack" system to remove the possibility of locating condensers on the ground. Provide new exhaust fans at bathrooms and kitchens. Add Ductwork and side wall diffusers for indoor heat pump section. Remove existing through the wall type A/C units. Remove finned tube radiators piping & boiler systems.
PLU	MBING	
1	General	Replace bathtub diverter faucets with integral diverter valve unit. Replace all bathtubs, toilets, vanity sinks, faucet sets and fittings. Provide new angle stops for all fixtures. Insulate all hot water piping running to units from boilers. Repair any sanitary sewer defects in buildings or on site.
ELE	CTRICAL	
1	General	Upgrade each apartments unit load centers to new 125 ampere 240 volt load centers complete with circuit breakers. Replace all interior light fixtures packages throughout units. Add new circuits for indoor and outdoor heatpump sections. Provide 120 volt circuiting to new line voltage smoke detectors through out Apartments.

#### SCENARIO #1

Project Name	Longview /	Apartment			Developer:	RPJ Housing			
Site Address	2900 - 290	6 Seay St	reet	-	Lender	TBD			
Total Units	4			-	Prepared by	Jeannie Cummins		Date_	6.7.2007
Start Date:	Winter 200	17			Site Office				
DEVELOPMEN	T BUDGE	T: SOUP	RCES			DEVELOPMENT BUDGET:	<u>USES</u>		
Predevelopmen	<u>nt</u>					<u>Predevelopment</u>			
						Site Appraisal		<u>Total</u> 4,500	Per Un
						Environmental		3,500	8
						Earnest Money		200,000	4,87
•						Other: Roof Insp., Architect, Engin	eer, Marke_	100,250	2,44
						SUBTOTAL		\$308,250	7.51
<u>Acquisition</u>						<u>Acquisition</u>		<del></del>	
Mercantile Potoma	ac Bank				3,535,250	Buildings		3,870,400	94,40
Alexandria HOF					3,200,000	Land (net of earnest deposit)		2,489,600	60,72
						Due Diligence (above)			
					6,735,250	Settlement Costs Other		67,000	1,63
						SUBTOTAL	-	\$6,427,000	\$156,756
						Total Predev & Acquisition		6,735,250	<b>∌130,75</b> 1
						<u>Construction</u>			
						Hard Cost Site Work			(
					Į	Demolition		0	(
					ĺ	Residential		1,731,028	42,220
}					{	Commercial		0	, (
					ľ	General Conditions		82,000	2,000
						Contractor's Overhead	3%	78,000	1,902
}						Contractor's Profit	3%	78,000	1,902
ļ						Other: Bonding Fee	4.504	25,965	630
L						Contingency SUBTOTAL	15%	\$2,341,193	\$57,102
						00070172		42,041,100	\$57,102
			-			Soft Cost		_	
ļ					Í	Accounting and Audit Appraisal Fee		0	150
					ł	Architect and Engineering		6,500 45,000	159 1,098
Į.						Architect Supervision		45,000	1,098
ļ					_ [	Construction Bond		0	C
}						Acquisition/Construction Interest		317,550	7,745
						Construction Loan Fee		43,500	1,061
						Consultant		0	. 0
L						Developer's Fee	9%	880,000	21,463
DEDMANIENT FOR	4410/110					Enterprise Interest		0	0
PERMANENT FINA		Pata	Term VD	PANTNO	Amount	Environmental Survey		3,500	85
VHDA Taxable Bond	Position 1st	<u>Rate</u> 7.20%	<u>Term YR</u> 30.00	81,455	Amount 1,000,000	Furniture (example unit) Inspection Fees		0 0	0
	2nd	4.75%	30.00	93,897	1,500,000	Insurance Builder's Risk & Bldng		13 500	329
•	3rd	2.00%	40.00	26,419	727,000	Insurance Liability		7,500	183
1	4th	2.00%		resid rcpts	3,200,000	Lead Test (incl. in contract cost)		0	0
Deferred Dev Fee	5th	0.00%	0.00	0	680,865	Legal Closing		65,000	1,585
Tay Coodii Camb		0.00%	0.00	0	2 300 000	Legal CDC		0	0
Tax Credit Equity:		0 00% 0 00%	0.00 0.00	0	3,762,869	Market Study Perm Lender Fees		2,750	67 500
TOTAL		0 00 70	0.00	U	\$10,870,734	Permits and Fees		20,875 34,620	509 844
Surplus/(Gap)					0	Relocation		30,895	754
					<u>~</u>	Reserves Lease Up	0%	22.650	552
						Reserves Operating		58,750	1,433
						Saft Cast Contingency	0%		C
						Survey Taxes		6,000	146
						Title & Recording		59,055 87,226	1,440 2 127
						DHCDPermanent Loan Fee		07,220	2 12,
						Mortgage Banker		10,000	244
						Tax Credit Fee		29,420	718
						Cost Certification Fee		5,000	122
Notes The Alexand	Iria HOF Inar	n is charac	terized as	nterest only	cavable through	Vacancy Reserve		\$1,794,291	43,7 <b>63</b>
residual receipts. A	di hard and s	soft costs f	or construc	tion are gro	ss estimates	ł			
at this stage of the p site. This scenario o		-				SUBTOTAL Hard and Soft		\$4,135,484	100,865
sale of the property				•	· [	Total Development Cost	<del></del>	\$10,870,734	\$265,140
						···			

 Project Name:
 Longview Apartments
 Developε RPJ Housing

 Site Address:
 2900 - 2906 Seay Street
 CDC: TBD

 Total Units:
 41
 Prepared Jeannie Cummins
 Date: 6/7/2007

 Start Date:
 Site Offic TBD

TOTAL MONTHLY INCOME:

\$38,845

Family Size and Area Median Income Affordability Analysis Percent of income applied to 30% MONTHLY RENTAL INCOME 6 5 APT. Utility Total RenAffordable # of 94,500 101,961 109,669 117,131 124,839 TYPE Units Rent/mt Rent Allowance Utility/nb Inc. level 66,150 75.600 85.050 STEP THE PROPERTY. 0 BR - 40% 535 26,040 39.37% 17 March 1985 535 116 651 STATE OF STREET 0 BR - 50% 0 0 APP 17 40 40 5 40 40 40 560 560 **三〇八种 高速** 1 BR- 40% 137 697 27.880 42.15% 36.88% 45.61% 1BR - 50% 1 725 725 137 34,480 52.12% 862 CALLED SHOW MARK DAY 4,300 39,880 60.29% 52.75% 1 BR- 60% 860 137 997 1 BR - market 900 900 137 1037 41,480 62,71% 54.87% 35.68% 44.60% 39.65% 2BR - 40% 2 675 1.350 168 843 33.720 44.15% 2BR - 50% 5 875 4,375 168 1043 41.720 55.19% 49.05% 49.44% 23 23,000 46,720 2 BR - 60% 1,000 168 1168 61.80% 54.93% 57.90% 2BR - market 1,200 2,400 168 1368 54,720 72.38% 64.34% Other 0 0 0 0 Other 0 0 0 0 Super 7,330 \$38,145 TOTAL 41 misc 700 Laundry, Storage, Late Fees:

7

NNUAL INCOME ANALMS, Months		Assumption: Yr 1	Yr 2	103.00% Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10	Yr 11	Yr 12	Yr 13	Yr 14	Yr 15	Yr 16	s from Year 1 Yr 17	Yr 18	Yr 19	Yr :
	\$457.740	457,740	471,472	485,616	500,185	515,190	530,646	546,565	562,962	579,851	597,247						11 16	733,832	755,847	778,522	801.8
												615,164	633,619	652,628	672,207	692,373	25.653				
acancy Loss 5.00%	(\$22,887)	-22,887	-23,574	-24,281	-25,009	-25,760	-26,532	-27,328	-28,148	-28,993	-29,862	-30,758	-31,681	-32,631	-33,610	-34,619	-35,657	-36,727	-37,829	-38,964	-40,13
NNUAL COMM. INCOME 12	\$8,400	8,400	8,652	8,912	9,179	9,454	9,738	10,030	10,331	10,641	10,960	11,289	11,628	11,976	12,336	12,706	13,087	13,480	13,884	14,300	14,7
acancy Loss 5.00%	(\$420)	<u>-420</u>	<u>-433</u>	<u>-446</u>	<u>-459</u>	<u>-473</u>	<u>-487</u>	<u>-502</u>	<u>-517</u>	<u>-532</u>	<u>-548</u>	<u>-564</u>	<u>-581</u>	<u>-599</u>	<u>-617</u>	<u>-635</u>	<u>-654</u>	<u>-674</u>	<u>-694</u>	<u>-715</u>	-7
OTAL Effective Gross Income	\$442,833	\$ <u>442,833</u>	456,118	469,802	483,896	498,412	513,365	528,766	544,629	560,968	577,797	595,131	612,984	631,374	650,315	669,825	689,233	709,910	731,208	753,144	775,7
NNUAL OPERATING EXPENSES	Г	Assumption:	Expenses	104.00%												L					
dministrative		Assumption.	Expenses	104.00 /3																	
Salaries	\$21,755	21,755	22,625	23,530	24,471	25,450	26,468	27,527	28,628	29,773	30,964	32,203	33,491	34,830	36,224	37,673	39,180	40.747	42,377	44,072	45.8
Payroll Taxes	\$5,664	5,664	5,891	6,126	6,371	6,626	6,891	7,167	7,453	7,752	8,062	8,384	8,719	9,068	9,431	9,808	10,201	10,609	11,033	11,474	11,9
Office Supply	\$710	710	738	768	799	831	864	898	934	972	1.011	1.051	1.093	1,137	1.182		1.279	1.330	1,383	1,438	1.4
		3.000														1,229				6,077	8,3
Lagal	\$3,000		3,120	3,245	3,375	3,510	3,650	3,796	3,948	4,106	4,270	4,441	4,618	4,803	4,995	5,195	5,403	5,619	5,844		
Audit	\$6,000	6,000	6,240	6,490	6,749	7,019	7,300	7,592	7,896	8,211	8,540	8,881	9,237	9,606	9,990	10,390	10,806	11,238	11,687	12,155	12.0
Real Estate Taxes	\$39,370	39,370	40,945	42,583	44,286	46,057	47,900	49,816	51,808	53,881	56,036	58,277	60,608	63,033	65,554	68,176	70,903	73,739	76,689	79,756	82,9
Management Fee 4.99%	\$22,100	22,100	22,984	23,903	24,859	25,854	26,888	27,964	29,082	30,245	31,455	32,713	34,022	35,383	36,798	38,270	39,801	41,393	43,049	44,771	46,
Marketing	\$0	0	0	0	0	0	0	0	0	0	0	0	0	0	0,		0	0	0	0	
Insurance	\$14,000	14,000	14,560	15,142	15,748	16,378	17,033	17,714	18,423	19,160	19,926	20,723	21,552	22,414	23,311	24,243	25,213	26,222	27,271	28,361	29,
Other Admin	\$4,864	4,864	5,040	5,242	5,451	5,669	5,896	6,132	6,377	6,632	6,898	7,173	7,460	7,759	8,069	8,392	8,728	9,077	9,440	9,817	10,
Other Admin+empl ben	\$6,631	<u>6,631</u>	<u>6,896</u>	<u>7.172</u>	7,459	<u>7.757</u>	<u>8,068</u>	<u>8,390</u>	<u>8,726</u>	9,075	9,438	<u>9,815</u>	10,208	10,616	<u>11,041</u>	11.483	<u>11,942</u>	<u>12.420</u>	<u>12,917</u>	<u>13,433</u>	<u>13</u> ,
ubtotal Administrative	\$124,094	\$124,094	\$129,039	\$134,201	\$139,569	\$145,152	\$150,958	\$156,996	\$163,276	\$169,807	\$176,599	\$183,663	\$191,010	\$198,650	\$206,596	\$214,860	\$223,454	\$232,392	\$241,688	\$251,356	\$261,4
faintenance																					
Extermination	\$1,100	1,100	1,144	1,190	1,237	1,267	1,338	1,392	1,448	1,505	1,566	1,628	1,693	1,761	1,832	1,905	1,981	2,060	2,143	2,228	2,
Painting	so	0	0	0	0	0	0	0	0	. 0	. 0	. 0	. 0	. 0	. 0	. 0	. 0	0	0	0	
Permits and Fees	\$310	310	322	335	349	363	377	392	408	424	441	459	477	496	516	537	558	581	604	828	
Ground Maintenance	\$0		0	0	0	0	0	0	0	0	0	0	0	0	0	, 0,	0	0	0	0	
Repairs	\$27,604	27,604	28,708	29,856	31,051	32,293	33,584	34,928	38,325	37,778	39.289	40,861	42,495	44,195	45.963	47,801	49,713	51,702	53,770	55,921	58.
Materials	\$12,000	12,000	12,480	12,979	13,498	14,038	14,600	15,184	15,791	16,423	17,080	17,763	18,473	19,212	19,981	20,780	21,611	22,478	23,375	24,310	25,
Janitorial	\$0	,000	12,100	12,010	10,400		1.,000	,0,,04	0,751	10,420	0.000	0,,,,	0,410	15,2,2	0.	20,,00	11,0.1	11,7,0	20,0,0	14,510	
Reserves Replacement	\$12,300	12,300	12,792	13,304	13,836	14,389	14,965	15,563	16,186	16,833	17,507	18.207	18,935	19.693	20.480	21,300	22,152	23.038	23,959	24,918	25,
Appliances	\$0	12,500	12,702	10,004	0.000	14,500	14,555	0,500	10,100	10,000	000	10,207	0,505	13,005	20,400	21,000	11,102	20,000	20,009	24,5,0	
Other Maint, Contracts - snow remo	\$2,500	2,500	2,600	2,704	2.812	2,925	3,042	3,163	3,290	3,421	3,558	3,701	3,849	4,003	4,163	4,329	4,502	4 682	4,870	5,065	5.3
ubtotal Maintenance	\$55.814	\$55.814	\$58,047	\$60.368	\$62,783	\$65,294	\$67,906	\$70.523	\$73.447	\$76.385	\$79,441	\$82.618	\$85.923	\$89,360	\$92,934		\$100.518	\$104.539	\$108,720	\$113.069	\$117.5
••••	\$00,014	400,014	430,047	400,000	\$02,700	403,234	407,500	4.0,525	413,441	\$10,505	#13,441	\$02,010	403,823	\$05,500	#32,334	#90,002	#100,510	\$104,558	\$100,720	4115,003	<b>*</b> *****
Itilities	**	0	0	0	0	n	0	_	0	•	0	0	n		_		•	•	_	0	
Heat	\$0		_		•		•	0	v		•	•	•	0	0		0			•	
Gas	\$3,000	3,000	3,120	3,245	3,375	3,510	3,650	3,796	3,948	4,106	4,270	4,441	4,618	4,803	4,995	5,195	5,403	5,619	5,844	8,077	6,
Water/Sewer Charges	\$26,111	26,111	27,155	28,242	29,371	30,546	31,768	33,039	34,360	35,735	37,164	38,651	40,197	41,805	43,477	45,216	47,024	48,905	50,862	52,896	55,
lectric	\$4,420	4,420	4,597	4,781	4,972	5,171	5,378	5,593	5,816	6,049	6,291	6,543	6,804	7,077	7,360	7,654	7,960	8,279	8,610	8,954	9,
rash	\$8,485	<u>8,485</u>	<u>8,624</u>	9,177	<u>9.544</u>	9,926	10,323	10,735	11,166	11,612	12,077	12,560	13,062	13,585	14,128	14,693	<u>15,281</u>	15,892	<u>16,528</u>	<u>17,189</u>	17.
ubtotal Utilities	\$42,016	\$42,016	\$43,697	\$45,445	\$47,262	\$49,153	\$51,119	\$53,164	\$55,290	\$57,502	\$59,802	\$62,194	\$64,682	\$67,269	\$69,960	\$72,758	\$75,668	\$78,695	\$81,843	\$85,117	\$88,
inance Related(MIP)	\$0	0	0	0	0	0	0	0	0	이	0	0	0	이	0	0	이	0	0	0	
OTAL OPERATING EXPENSES:	\$221,924	\$221,924	\$230,782	\$240,014	\$249,614	\$259,599	\$269,983	\$280,782	\$292,013	\$303,694	\$315,842	\$328,475	\$341,614	\$355,279	\$369,490	\$384,270	\$399,640	\$415,626	\$432,251	\$449,541	\$467,5
PER UNIT	\$5,413	\$5,413	\$5,629	\$5,854	\$6,088	\$6,332	\$6,585	\$6,848	\$7,122	\$7,407	\$7,703	\$8,012	\$8,332	\$8,665	\$9,012	\$9,372	\$9,747	\$10,137	\$10,543	\$10,964	\$11,4
	\$220,909	\$220,909	\$225,336	\$229,788	\$234,281	\$238,814	\$243,382	\$247,984	\$252,615	\$257,274	\$261,955	\$266,655	\$271,370	\$276,095		\$285,555		\$294,284	\$298,957	\$303,603	\$308,2
ebt Service																					
HDA Bond	\$81.455	81,455	81,455	81,455	81,455	81,455	81,455	81,455	81,455	81,455	81.455	81.455	81,455	81,455	81,455	81.455	81,455	81,455	81.455	81,455	81.
ebi Service Coverage	2.71	2.71	2.77	2.82	2.68	2.93	2.99	3.04	3.10	3,16	3.22	3.27	3.33	3,39	3,45	3.51	3.56	3.61	3.67	3,73	3
HDA SPARC	93,897	93.897	93.897	93.897	93,897	93,897	93,897	93,897	93,897	93,897	93,897	93,897	93,897	93,897	93,897	93.897	93,897	93,897	93,897	93,897	93.
ebt Service Coverage	1.26	1.26	1.29	1.31	1,34	1.36	1.39	1.41	1,44	1.47	1.49	1.52	1.55	1.57	1.60	1.63	1.65	1.68	1.70	1.73	10.
HDA MF Flex	26,419	26,419	26,419	26,419	26,419	26,419	26,419	26,419	26,419	28,419	26,419	26,419	26,419	26,419	26,419	26.419	26.419	26,419	26,419	26,419	26.
TUA MF FIEX ebt Service Coverage	1,09	1.09	1.12	1.14	1.18	1.18	1.21	1.23	1.25	1.28	1.30	1.32	1,34	1.37			1.44	1.46	1.48	1.50	20,
en Service Coverage ET CASH FLOW (residual receipts		\$19,139	\$23,566	\$28,018	\$32.512	\$37,044	\$41,612	\$46,214	1.25 \$50.846	\$55,504	\$60,185	1.32 \$64.886			1.39	1.42	\$87.823	\$92,515	1.40 \$97,187	\$101,833	\$106.
													\$69,600	\$74,325	\$79,056	\$83,785					¥106,
	\$139,454	\$19,139	\$23,566	\$28,018	\$32,512	\$37,044	\$41,612	\$46,214	\$50,846	\$55,504	\$60,185	\$64,886	\$69,600	\$74,325	\$77,413		\$0	\$0	\$0	\$0	
exandria HOF Payment (Interest Or	\$0	\$0	\$0	0.2		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,643	\$83,785	\$87,823	\$92,515	\$97,187	\$101,833	\$106,

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Yr 21	Yr 22	Yr 23	Yc 24	Yr 25	Yr 26	Yr 27	Yr 28	Yr 29	Yr 30	Yr 31	Yr 32	Yr 33	Yr34	Y/35	Yr36)_	Yr37	1,365,143	406,097	1,448,280
825,934	850,712	876,233	902,520	929,596	957,484	986,208		1,046,269			1,143,286		1,212,912	1,249,299	1,286,778			-70,373	-T2,484
-41,336	-42,577	-43.854	-45,169	-46,525	47,920	-49,358	-50,839	-52,364	-53,935	-55,553	-57,219	-58,936	-60,704	-62,525	-64,401	-66,333	-68,323	25.828	26,603
						18,115		19,219	19,795	20,389	21,001	21,631	22,280	22,948	23,636	24,346	25.076		-1,330
15,171	15,626	16,095	16,578	17.075	17,588								-1.114	-1.147	-1,182	-1,217	<u>-1,254</u>	-1.291	1,401,070
<u>-759</u>	<u>-781</u>	<u>-805</u>	<u>-829</u>	<u>-854</u>	<u>-879</u>	<u>-906</u>	<u>-933</u>	<u>-961</u>	-990	<u>-1.019</u>	<u>-1,050</u>	<u>-1,082</u>		1,208,575	1,244,832	1,282,177	1,320,642_	1,360,262	1,407,010
799,010	822,981	847,670	873,100	899,293	926,272	954,060	982,682	1,012,162	1,042,527	1,073,803	1,106,017	1,139,198	1,173,374	1,208,373	1,244,002	1,22			
																	92,852	96,566	100,429
47,668	49,575	51,558	53,620	55,765	57,995	60,315	62,728	65,237	67,846	70,560	73,383	76,318	79,371	82,545	85,847	89,281	24.174	25,141	26,147
12,411	12,907	13,423	13,960	14,519	15,099	15,703	16,331	16,985	17,664	18,371	19,105	19,870	20,664	21,491	22,351	23,245		3,152	3,276
1,556	1,618	1,683	1,750	1,820	1,893	1,968	2,047	2,129	2,214	2,303	2,395	2,491	2.590	2,694	2,802	2,914	3,030	13,316	13,849
				7,690	7.998	8.317	8.65D	8,996	9,356	9,730	10,119	10,524	10,945	11,383	11,838	12,312	12.804	26,833	27,698
8,573	6,836	7,110	7,394			- 1	17,300	17,992	18,712	19,460	20,239	21,048	21,890	22.766	23,677	24,624	25,609		181,748
13,147	13,673	14,220	14,788	15,380	15,995	16,635							143,637	149,382	155,358	161,572	168,035	174,756	102,022
86,265	89,715	93,304	97,036	100,917	104,954	109,152	113,518	118,059	122,781	127,693	132,800	138,112		83,854	87,209	90,697	94,325	98,098	02,020
48,424	50,361	52,375	54,470	56,649	58,915	61,272	63,722	66,271	68,922	71,679	74,546	77,528	80,629	83,034	07,203	0	a	0	54,629
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30,676	31,903	33,179	34,506	35,886	37,322	38,815	40,367	41,982	43,661	45,408	47,224	49,113	51,077	53,120	55,245	19,888	20.684	21,511	22,372
10,619	11.043	11,485	11,944	12,422	12,919	13,436	13,973	14,532	15,113	15,718	16,347	17,001	17,661	18,388	19,123		28,302	29,434	<u>30,611</u>
14,529	15,111	15,715	16,344	16,997	17,677	18,384	19,120	19,884	20,680	21,507	22,367	23,262	24,192	25,160	26,167	27,213	\$529,568	\$550,751	\$572,781
\$271,866	\$282,741	\$294,050	\$305,812	\$318,045	\$330,767	\$343,997	\$357,757	\$372,088	\$386,950	\$402,428	\$418,525	\$435,266	\$452,677	\$470,784	\$489,616	\$509,200	\$523,500	•••••	
427 1,000	******	4234,000	4000,012	40.0,0	<b>4</b> 000,, 0,	•• 1-7007	,	7-1-7,000	,	V 102, 102	********	•,						4,883	5,078
7.440	2507	0.007	2744	7.070	2,932	3,050	3,172	3,299	3,431	3,568	3,710	3,859	4,013	4,174	4,341	4,514	4,695	موريد 0	. 0
2,410	2,507	2,607	2,711	2,820				3,299	3,431			3,633	7,0,0	0	0	0	0		1,431
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679	706	735	764	795	828	859	894	930	967	1,005	1,046	1,087	1,131		0	0	0	0	127,430
0	0	٥	0	0	0	0	0	0	0	0	0	0	0	0	•	113,285	117,816	122,529	
60,484	62,903	65,419	68,036	70,757	73,588	76,531	79,593	82,776	86,087	89,531	93,112	96,836	100,710	104,738	108,928	49,247	51,217	53,266	55,396
26,293	27,345	28,439	29,577	30,760	31,990	33,270	34,600	35,984	37,424	38,921	40,478	42,097	43,781	45,532	47,353	43,247	0	0	
0	0	. 0	0	0	0	0	0	0	0	0	0	0	0	0	0		52,498	54,597	56,781
26,951	28,029	29,150	30,316	31,529	32,790	34,101	35,465	36,884	38,359	39,894	41,490	43,149	44,875	46,670	48,537	50,478	32,430	0	0
	0	20,	0	0	0	0	0	٥	0	0	0	0	0	0	0	0	10,670	11.097	11.541
5,478	5,697	5,925	8,162	6,408	6,665	6,931	7,208	7.497	7,797	8,108	8,433	8,770	9,121	9,486	9,865	10,260		\$247,748	\$257,658
\$122,295	\$127.187	\$132,275	\$137,566	\$143,068	\$148,791		\$160,932	\$167,370	\$174,064	\$181,027	\$188,268	\$195,799	\$203,631	\$211,776	\$220,247	\$229,057	\$238,219	\$247,140	
\$122,295	#127,107	\$132,275	\$137,300	\$143,00b	\$ (40,731	*134,743	\$100,332	\$107,570	¥174,004	4101,027	4100,200		4200,00	•=			_	0	0
_	_	_			_		•	0	0	0	0	0	0	0	0	0	0		13,849
0	0	0	0	0	0	. 0	0	•	•	-		-	10.945	11.383	11,838	12,312	12,804	13,316	120,538
8,573	6,836	7,110	7,394	7,690	7,998	8.317	8,650	8,996	9,356	9,730	10,119	10,524			103,036	107,158	111,444	115,902	20,404
57,212	59,501	61,881	64,356	66,930	69,608	72,392	75,288	78,299	81,431	84,688	88,076	91,599	95,263	99,073	17,442	18,139		19,620	
9,685	10,072	10,475	10,894	11,330	11,783	12,254	12,744	13,254	13,784	14,336	14,909	15,506	16,126	16,771		34,822		37,663	39,170
18,592	19,335	20,109	20,913	21,750	22,620	23,524	24,465	<u>25,444</u>	26,462	27,520	28,621	<u> 29,768</u>	30,957	32,195	33,483	\$172,431			\$193,961
\$92,062	\$95,745	\$99,575	\$103,557	\$107,700	\$112,008	\$116,488	\$121,148	\$125,994	\$131,033	\$136,275	\$141,726	\$147,395	\$153,290	\$159,422	\$165,799	91/2,431	1 0	ı o	1 0
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\$486,224	\$505,673	\$525,900	\$546,936	\$568,813	\$591,565	\$615,228	\$639.837	\$665,431	\$692.048	\$719.730	\$748,519	\$778,460	\$809,598	\$841,982	\$875,661	\$910,588	3947,115	\$24,024	\$24,985
\$11,859	\$12,333	\$12,827	\$13,340	\$13,873	\$14,428	\$15,006	\$15,606		\$16.879		\$18,257	\$18,987	\$19,746	\$20,536	\$21,358	\$22,212	\$23,100		\$376,670
			\$326,165	\$330,480	\$334,707	\$338,832			\$350,479		\$357,498		\$363,775		\$369,171	\$371,489	\$373,527	\$3/5,262	
\$312,787	\$317,308	\$321,771	3326,165	\$330,480	3334,707	\$338,632	3342,843	3340,732	\$330,479	\$354,U/3	337,430	\$300,730	#303,773	\$000,000					
81,455	81,455	81,455	81,455	81,455	81,455	81,455	81,455	81,455	81,455										
3.84	3.90	3.95	4.00	4.06	4,11	4.16	4.21	4.26	4.30										
93,897	93,897	93,897	93,897	93,897	93,897	93,897	93,897	93,897	93,897										
1.78	1.81	1.84	1,86	1.88	1,91	1,93	1.96	1.98	2.00							***	26,41	26,419	26,419
28,419	26,419	28,419	26.419	26,419	26,419	26.419	26,419	26,419	26,419	26,419	26,419	26,419	26,419	26,419	26,419	26,419			14.26
1.55	1.57	1.59	1.62	1.64	1.66	1.68	1.70	1.72	1.74	13.40	13.53	13.65	13.77	13.88	13.97	14.06	14.1	\$348,84	
\$111,017	\$115,538	\$120,001	\$124,395	\$128,711	\$132,937		\$141,075			\$327,655		\$334,319	\$337,357	\$340,174	\$342,752	\$345,071			
\$0		\$120,0017	\$0	\$120,711	\$132,937	\$137,002	\$0	\$144,302	\$140,710	\$027,033	\$0	\$0	\$0	\$0	\$0	S(	5 - \$		
	\$0	**		• -											\$342,752	\$345,07	\$347,10	9 \$348,84	4000/=-
\$111,017	\$115,538	\$120,001	\$124,395	\$128,711	\$132,937	\$137,062	\$141,075	<b>a144,962</b>	<b>⇒148,71</b> 0	<b>327,655</b>	¥331,080	\$334,319	*331,351	#340,174	Ju ,. uz				

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May 1, 2007

To: Mildrilyn Davis, Director

Helen McIlvaine, Deputy Director Office of Housing, City of Alexandria

From: Christopher Tucker, President

Clover-College Park Civic Association

Re: Longview Terrace Housing Development

This message is to express our support of the CCPCA Board of Directors for acquisition of the Longview Terrace property for affordable housing on Seay Street using money from the Housing Opportunities Fund for a portion of the financing. This location is near the southeast corner of the boundary of our association and its 256 residences.

At our last Board of Directors meeting in April, we heard a presentation by Jeannie Cummins of RPJ properties about their plans to acquire the property and retain its use as affordable housing, evidently with a combination of financing from the City and the private sector.

We support the efforts of the City to retain affordable housing to the extent possible in this housing market, and believe that RPJ Housing would be an appropriate investor.

If you have any questions, please contact me. Thank you for your consideration.

cc: Jeannie Cummins, PRJ Properties

jcummins@rpjhousing.org



#### <rlippmann@hotmail.com>

06/26/2007 11:20 PM

Please respond to <rlippmann@hotmail.com> To <alexvamayor@aol.com>, <timothylovain@aol.com>, <councilmangaines@aol.com>, <council@krupicka.com>, <delpepper@aol.com>, <paulcsmedberg@aol.com>,

bcc

Subject COA Contact Us: RPJ purchase of Longview Terrace

Time: [Tue Jun 26, 2007 23:20:25] IP Address: [69.140.66.44]

Response requested: []

First Name: Robert

Last Name: Lippmann

Street Address:

200 Longview Drive

City: Alexandria

VA State:

> Zip: 22314

Phone: (703) 370-0670

**Email Address:** rlippmann@hotmail.com

> Subject: RPJ purchase of Longview Terrace

> > I have just returned from the meeting tonight in which support for RPJ's purchase of Longview

Terrace was unanimously approved.

I was unaware that I would not be able to bring up issues that I and other members of the immediately surrounding neighborhood had, which caused us not to support this measure.

In addition, certain issues had come to light after RPJ went to the neighborhoods, which, had they been known at the time, would have cause Clover neighborhood association to not support the project.

#### These issues are

1) RPJ requested (and has just received via the approval of this measure) a waiver of parking requirements. The reasoning being that since it was low income housing, fewer cars would be needed. In that case, why was the waiver requested (and approved) in the first place? 2) There is no mention of sprinklers being provided for in RPJ's proposal, whereas the rehab statement mentions it. In addition, the affordable housing committee had issues concerning the

#### Comments:

sewer and balcony inspections which have not been completed, yet these were not mentioned. 3) There are issues with dumpster access, which the neighborhood is currently having difficulties with the neighboring apartment complex despite informing Code Enforcement. We are concerned that an even greater problem will exist with RPJ not being restricted on that front. 4) RPJ presented to the neighborhood that not more than 10 units will be used for section 8 vouchers. Yet, their presentation to the city indicates that "In the event that there are persons who would pay more than 30% of their income for rent, we will seek subsidies to assist them with rent payments." Yet by my calculations, given a ami of \$65,000 for a family of 4, rent over \$950 (60% times 65000 times 30 percent divided by

historical nature of the area is mentioned

Given these issues, and the fact they were either not addressed, or not revealed to the neighborhood associations prior to their vote, I

feel that this issue should be reconsidered.

12) would be subsidized. Given that the units rent for \$1150 to \$1400 a month, that means that every unit would be subsidized as opposed to the "maximum of 10 units" that RPJ asserted.
5) no mention of assessing the impact of the

Sincerely, Robert Lippmann