

NEW JERSEY HOUSING AND MORTGAGE FINANCE AGENCY
MULTI-FAMILY - with or without TAX CREDITS

SCHEDULE 10-A: PROJECT DESCRIPTION- PERMANENT ONLY LOAN

	<u>Date Action Taken</u>	<u>If a Closing Other Than Final:</u>	
x	Commitment 8/12/21	<u>Indicate Type By Date</u>	HMFA# 7746
	Re-Commitment	Special Needs:	Date: 7/26/21
	Mtg. Extension	Other:	Prepared by: Chalyn Toon
	Bond Sale	Other:	Reviewed by:
	Final Closing		

Harper Apartments

Project Name: _____
 Project Street Address: 307 Harper Drive Zip Code: 08057
 Municipality: Moorestown Block No. 3201.00 Lot No. 3,000
 County: Burlington

Type of Development (Select either Family or Senior Citizens (NOT BOTH))	Type of Construction	Term of Mortgage (in years): 30
Family <input checked="" type="checkbox"/>	New Construction <input checked="" type="checkbox"/>	Mortgage Interest Rate: 3.800%
Senior Citizens _____	Modular _____	
Provide the following:	Moderate Rehabilitation _____	
Legislative District: 7	Substantial Rehab. _____	
Congressional District: 3	Conversion _____	The Project is in a: Y or N
Census Tract: 7005.01	Rehabilitation/Occupied _____	QCT <input type="checkbox"/>
	Historic _____	Smart Growth <input checked="" type="checkbox"/>
No. of dwelling units: 76		Planning Area: METRO
No. of occupied units: _____	Parking	(designate area)
No. of Special Needs units: 5	Total Number of Parking Spaces: 96	
Special Needs Population: Homeless	Ratio of parking to D.U.'s: 1.26 : 1	ENTER DOLLAR AMOUNT
Construction Term: 14 (mos.)	Type of Financing	Type of Subsidy
Rent-up Period: 6 (mos.)	Tax Exempt _____	Special Needs Program Funds \$ _____
	Taxable <input checked="" type="checkbox"/>	FRM-CDBG \$ _____
Type of Loan	Tax Credits Check One	Amt. Of FRM-CDBG/Unit: _____
Construction Loan _____	4% _____	Money Follows the Person \$ _____
Construction & Permanent Loan _____	9% <input checked="" type="checkbox"/>	Fire Suppression \$ _____
Permanent Loan Only <input checked="" type="checkbox"/>	Historic _____	Other \$ _____
	Affordability - Check One	Other \$ _____
	** 40% AT 60% <input checked="" type="checkbox"/>	
	*** 20% AT 50% _____	
	Income Averaging	
	\$0 per DU	\$0 per Sqft.
	\$196,486 per DU	\$144 per Sqft.
	\$273,585 per DU	\$200 per Sqft.

Type of Loan

Construction Loan _____
 Construction & Permanent Loan _____
 Permanent Loan Only

Cost Summary

Cost of Land and/or Improvements _____
 Construction Cost _____
 Total Project Cost _____

Types of Residential Structures*	No. of Bldgs.	No. of Stories Each	Unit Type (No. of BR's)	Average Unit Size in Sq. Ft.	No. of Units	Net Rentable = Area
Low Rise	1	4	1	700	15	10,500
			2	900	42	37,800
			3	1,250	19	23,750
Basement/Crawl Space						
****Garage Parking						
Garage & Parking						
Commercial Space						
Common/Other Space			Community room, management and maintenance, game room, computer room			31,654
Totals	1				76	103,704

Total Project Cost	\$20,792,439
Minus Eligible Costs:	
Reserves	\$828,140
Deferred Developer Fee	\$151,656
Community Space	\$216,020
	= \$19,596,622
Cost Per DU	\$257,850

*Low - Rise (1 - 4), Mid/Hi - Rise (5 + stories), Townhouse or Semi-detached
 ** 40-60 set-aside means 40% or more of the residential units will be restricted and occupied by households whose income is 60% or less than the area median income.
 *** 20-50 set-aside means 20% or more of the residential units will be rent restricted and occupied by households whose income is 50% or less of area median income.

SCHEDULE 10-B: EST. DEVELOPMENT COSTS AND CAPITAL REQUIREMENTS

- _____ Inducement
- Commitment
- _____ Re-Commitment
- _____ Mtg. Extension
- _____ Bond Sale
- _____ Closing

HMFA# 7746
 Prepared by: Chalyn Toon
 Reviewed by: _____
 Director of Technical Services
 Director of Multifamily
 Chief of Multifamily

8/16/21
 Date

 Date

1. SOURCES OF FUNDS DURING CONSTRUCTION:

Enter the total Loan Amount Here Will loan/s be repaid from project revenues? (If Source is a grant, enter "G".) Y, or N, or G

a) Citizen's Construction Loan			\$ 5,700,000
b) Lihtc Equity 1st Installment @ Closing	\$15,748,425		\$ 3,149,685
c) Lihtc Equity 2nd Installment @ 25% October 1, 2022			\$ 3,149,685
d) Lihtc Equity 3rd Installment @ 50% January 1, 2023			\$ 3,149,685
e) Lihtc Equity 4th Installment @ 75% April 1, 2023			\$ 3,149,685
f) _____			\$ _____
g) _____			\$ _____
h) Deferred Developer's Fee			\$ 1,257,747
TOTAL SOURCES OF CONSTRUCTIONS FUNDS:			\$ 19,556,487

2. USES OF FUNDS DURING CONSTRUCTION:

A. ACQUISITION COSTS:

a) Land	@ (\$ _____ per Acre)	\$ _____	1
b) Building Acquisition	Should be between \$15,000 & \$25,000 per units		
c) Relocation			
d) Other:			1

B. CONSTRUCTION COSTS

Total Acquisition as a percent of Total Project Costs:		0.00%	
a) Demolition		\$ _____	
b) Off-site Improvements			
c) Residential Structures (including all on-site improvement)		12,811,175	
d) Community Space		216,020	
e) Environmental Clearances			
f) Surety & Bonding	should be between .75% and 2% of Construction Costs	116,842	0.78%
g) Building Permits			
h) Garage Parking	garage should be approx \$15,000/space; parking lot around \$700/space		
i) General Requirements	should be about 6% of construction costs	766,676	5.83%
j) Contractor Overhead & Profit	should not exceed 8% of construction costs - usually 2% for Overhead & 6% for Profit	1,022,236	7.78%
k) Green Features			
l) Other			
m) Other			
Total Const't Costs as a percent of Total Project Costs:		75.41%	
			14,932,949

C. DEVELOPERS FEE - CONSTR/REHAB DEVELOPERS FEE - BUILDING

8.78%	HMFA Policy is that the Developer fee is earned as a percentage of construction completion.	1,600,000	1,600,000
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D. CONTINGENCY

Non-Deferred Amt: \$1,446,562		7.94%	
Non-Deferred Amt on Building Acq Not to Exceed 2% :			
a) Hard Costs	5.000% 5% for New Construction & 10% for Rehabilitation	746,647	
b) Soft Costs	5.000% should be a Maximum of 5%	108,423	855,071

E. PROFESSIONAL SERVICES

a) Appraisal & Market Study	\$ 15,000		
b) Architect	300,000		
c) Site Engineer	275,000		
d) Attorney	250,000		
e) Cost Certification/Audit - should not exceed \$35,000	35,000		
f) Environmental Consultant	40,000		
g) Historical Consultant			
h) Geotechnical Consultant	75,000		
i) Surveyor			
j) Professional Planner			
k) HERS Consultant			
Total Professional fees as a % of Total Project Costs:		4.97%	42,500
			1,032,500

F. PRE-OPERATIONAL EXPENSES *

* Non-eligible costs in TC basis		
a) Operator fees (pre-construction completion) *	Should not exceed \$250 per unit	\$ _____
b) Advertising and Promotion (pre-construction completion) *		
c) Staffing and Start-up Supplies (pre-construction completion) *		
d) Other: *		
Total Pre Opt Costs as a % of Total Project Costs:		

G. CARRYING AND FINANCING COSTS DURING CONSTRUCTION

(percentage of total development costs)		5.46%	
a) Interest @ 5.0000 % for (24 mos.) on \$ 2,850,000		285,000	
b) R.E. Tax \$ (per annum) x 2.00 Yrs.		125,456	
c) Insurance \$ 62,728 (per annum) x 2.00 Yrs.		110,000	
d) Title Insurance and Recording Expenses		100,000	
e) Utility Connection Fees		146,000	
f) Other Lender's Points		179,000	
g) Other Lender Construction Financing Fee		65,510	
h) Tax Credit Fees		125,000	
i) Negative Arbitrage (If Bonds are sold during Construction)	If the HMFA will be selling Bonds for the project either before or during the time the Development is under construction, these costs should be accounted for during the construction period.	(ESTIMATE)	
j) Cost of Issuance (If Bonds are sold during Construction)		(ESTIMATE)	
k) Furniture, Fixtures & Equipment (FF&E)			
Total Carrying/Fin. Costs as % of Total Project Costs:		5.46%	
			1,135,966

3. USES OF FUNDS DURING CONSTRUCTION:

\$ 19,556,487

4. BALANCE OF FUNDS NEEDED FOR CONSTRUCTION (overage / shortage):

\$ 0

PERMANENT LOAN CLOSING

5. SOURCES OF FUNDS FOR PERMANENT FUNDING:

	Y, or N, or G	
a) HMFA 1st Mortgage, NOTE 1	Y	\$ 4,890,576
b) Lite Equity 5th Installment @ 8609		\$ 3,149,685
c)		\$
d)		\$
e)		\$
f)		\$
g)		\$
h)		\$
TOTAL SOURCES FOR PERMANENT CLOSING:		\$ 8,040,261

6. USES OF FUNDS FOR PERMANENT CLOSING:

A. DEVELOPER'S FEE:					\$ 1,104,309
B. HMFA Points (to reduce annual servicing fee) "	2.00%	on	\$ 4,890,576	97,812	\$ 97,812
C. HMFA Second Note Financing Fee "		on	\$		
D. Special Needs Financing Fee "	3.00%	on	\$		
E. CONSTRUCTION LOAN PAYOFF:					\$ 5,700,000
F. Construction Loan Interest Due(per diem)		on	\$		\$
G. Negative Arbitrage (ESTIMATE)				(List Daily Amount)	
H. Loss of Insurance (ESTIMATE)					
I. Reimbursement of any Indemnification Fee not dedicated to other costs					
J. TAX CREDIT FEES					175,000
K. K.E. Taxes due & Payable at Closing					
L. Title Insurance # of days				(List Daily Amount)	
M. HMFA Loan per diem interest on NOTE 1 (if applicable)		on	\$		
N. Outstanding Payments to Professional & Sub-contractors					
O. Payment and Performance Bond, 30% Warranty Bond, or 10% Letter of Credit					
P. Other Fees:					
Q. ESCROW REQUIREMENTS:	Total Costs@ PermClosing as% of Total Project Costs:		6.62%		
1) Working Capital Escrow					
a) Debt Service & Operating Expenses					304,288
b) Rental Agent Rent-up Fee (during Rent-up)					75,000
c) Advertising and Promotion (during Rent-up)					60,000
2) Other Escrows					
a) Insurance (1/2 YR.)					\$ 20,900
b) Taxes (1 Qtr.)					\$ 1,896
c) Debt Service Payment & Servicing Fee for 1 Month					\$ 24,418
d) Mortgage Insurance Premium (MIP) 1 year plus 3 months					\$
e) Repair & Replacement Reserves					\$
f) HMFA Operating Deficit Reserve					\$
g) Other: Supportive Services Escrow					Lite \$ 375,000
h) Other: Syndicator Operating Reserve					Lite \$ 101,638
	Total Escrows as a % of Total Project Costs:		4.63%		
7. USES OF FUNDS FOR PERMANENT CLOSING					\$ 8,040,261
8. BALANCE NEEDED TO CLOSE (overage / shortage):					\$ 0
9. TOTAL PROJECT COSTS					\$ 20,792,439
10. MAXIMUM MORTGAGE LOAN	23.52 % of Item 10				\$ 4,890,576

11. 55% of Basis Test:

Aggregate Basis:	\$ 19,490,977	Check each line item for Eligibility
55% of Basis (estimated):	10,720,037	
Less 1st Mtg., 1st Note:		
Equals 1st. Mtg., 2nd Note Needed:	10,720,037	

12. REPAYMENT OF SECOND NOTE (IF APPLICABLE)

Interest @ _____ (_____) mos.	Principal \$ _____	\$ _____	List Source
	Total \$ _____	\$ _____	
		\$ _____	
	Total \$ _____	\$ _____	

NEW JERSEY HOUSING AND MORTGAGE FINANCE AGENCY

By: _____ (Developer or Authorized Signatory) By: _____ NJHMFA Executive Director or Designee

SCHEDULE 10-C: OPERATING EXPENSES

Borrowing Entity: Moorestown Housing Associates LLC
 Dev. Name: Harper Apartments

HMFA# 7746
 Prepared by: Chalyn Toon
 Reviewed by: _____
 (Director of Asset Management)

07/26/21
 Date

I. ADMINISTRATIVE EXPENSE

Stationery & Suppl.	2,941
Telephone	2,500
Dues & Sub.	1,750
Postage	1,750
Insp. & Other Fees	5,000
Advertising	8,649
Legal Services	3,500
Auditing (Year End)	13,255
Soc. Serv. Suppl.	4,000
Misc. Adm. Expenses	3,000
Bookkeeping/Accounting and/or Computer Charges	6,548
Other: Computer Service	
TOTAL \$	52,893

II. SALARIES & RELATED CHARGES

	# of Employees	Total Wages inc benefits
Superintendent	1.00	40,284
Janitorial	1.00	30,000
Grounds & Landscaping		
Security		
Social Services	0.50	15,632
Site Office & Admin	1.00	40,284
Maintenance		
Other Salaries:		
Empl. Benefits		18,000
Empl. Payroll Taxes		12,000
Worker's Comp.		2,500
Other: Bonus and Uniforms		
TOTAL \$	3.50	158,700

III. MAINTENANCE AND REPAIRS

Masonry	
Carpentry	2,000
Plumbing	2,000
Electrical	2,000
Kitchen Equipment	1,500
Elevator	2,500
Windows & Glass	1,500
Vehicles & Equip.	1,000
Snow Removal	5,000
Grounds & Landscaping	3,000
Paint & Dec. Supl.	1,000
Small Equip. & Tools	1,000
Janit. Sup. & Tools	1,000
HVAC Supplies	1,575
Misc. Maint. Suppl.	
Other: Doors, Carpet Cleaning, Fire	
TOTAL \$	25,075

IV. MAINTENANCE CONTRACTS

Security	
Elevator	7,600
Rubbish Removal	3,000
Heating & AC Maint.	2,400
Grounds, Parking & Landscaping	13,200
Exterminating	3,300
Cyclical Apt. Painting	8,867
Other: Gen. Maint. Contracts	6,384
TOTAL \$	44,751

V. UTILITY EXPENSE

Water Charges	24,936
Sewer Charges	25,156
Electricity	46,830
Gas	
Fuel	
Less Solar Energy Savings	
TOTAL \$	96,922

VI. REAL ESTATE TAX CALCULATION FOR TAX ABATEMENT

Gross Rents	\$	905,172
Less Vacancy	(-)	49,784
Less Utilities (if applicable)	(-)	96,922
Gross Sheltered Rents	\$	758,466
x Rate	x	1.00 %
Real Estate Taxes	\$	7,585

OR ACTUAL TAXES
IF NO P.I.L.O.T.

SCHEDULE 10-D : ANTICIPATED GROSS RENTS

Mortgage Amount 4,890,576 HMFA # 7746
 Mortgage Interest Rate 3.80 % Prepared by: Chalyn Toon Date 07/26/21
 Term (years) 30 Yrs. The Interest rate has been Reviewed by: _____
 Amortization (Y,S,M) m reduced by: _____ basis points Date _____
 FMR Area Burlington as the Cost-of-Issuance is being paid out-of-pocket by the sponsor.
 Date of Income Limits Chart Used: 04/01/21
 Date of Utility Chart Used: MaGrann

ANTICIPATED GROSS RENTS:

No. of Bedrooms	No. of Units	Target ** Occupancy	Gross Rent	Allowance for Tenant Paid Utilities***	Net Rent	Monthly	Annual	Square Feet of Individual Units
1	1	20% AMI	355	50	305	305	3,660	
1	1	30% AMI	532	50	482	482	5,784	
1	7	47.5% AMI	833	50	783	5,481	65,772	
1	4	57.5% AMI	1,010	50	960	3,840	46,080	
2	2	20% AMI	425	60	365	730	8,760	
2	1	30% AMI	638	60	578	578	6,936	
2	17	47.5% AMI	999	60	939	15,963	191,556	
2	22	57.5% AMI	1,212	60	1,152	25,344	304,128	
3	2	20% AMI	492	68	424	848	10,176	
3	1	30% AMI	737	68	669	669	8,028	
3	6	47.5% AMI	1,156	68	1,088	6,528	78,336	
3	11	57.5% AMI	1,401	68	1,333	14,663	175,956	
Super's Apt.*	2	1						
TOTALS	76					75,431		

Anticipated Annual Gross Rents 905,172

- * Indicate on a separate line which apartment is for the Superintendent. If it's rent-free, put \$0 in the Rent column.
- ** Indicate "Low", "Mod" or "Mkt" AND the percentage of median income. **NOTE: The percentage listed in this section is merely the percentage of the Gross Rent as to the applicable Area Median Income.**
 Low Income - 50% or less of median income
 Moderate Income - 50% to 80% of median income
 Market Income - 80%+ of median income
NOTE: For Underwriting Purposes Only, Target Occupancy is based on (1) person per Bedroom
- *** Where tenants pay their own utilities, a "utility allowance" must be subtracted from the maximum chargeable rent when determining their rental charge.

EQUIPMENT AND SERVICES

(a) Equipment:	(b) Services:	Gas, Electric or Oil	Individual or Master Meter	Paid by Tenant
Ranges	Heat	E	I	Y
Refrigerator	Hot Water	E	I	Y
Air Conditioning	Cooking	E	I	Y
Laundry Facilities	Air Conditioning	E	I	Y
Disposal	Household Electric		I	Y
Dishwasher	Water		MM	N
Carpet	Sewer		MM	N
Drapes	Parking			
Swimming Pool	Other:			
Tennis Court	Other:			
Other:				

UTILITY ALLOWANCE METHODS (Yes or No)

DCA Utility Allowance Chart _____ Utility Company Estimates _____
 HUD Utility Schedule Model _____ Energy Consumption Model _____

COMMERCIAL SPACE

(Include all utility costs associated with the commercial space in your description)

SCHEDULE 10-E : SUMMARY OF ANTICIPATED ANNUAL INCOME AND EXPENSES

Borrowing Entity: <u>Moorestown Housing Associates LLC</u>	HMFA# <u>7746</u>	
Dev. Name: <u>Harper Apartments</u>	Prepared by: <u>Chalyn Toon</u>	<u>07/26/21</u>
	Reviewed by: _____	Date
	(Director of Asset Management - Expenses Only)	
RENTAL INCOME		
Apartment Rents	\$ <u>905,172</u>	
Vacancy Loss (5.50 %) -	<u>49,784</u>	
NET APT. RENTS	<u>855,388</u>	
Commercial Income _____ per Sq. Ft.	\$ _____	
Garage & Parking _____ per Sq. Ft.	_____	
Commercial Vacancy _____ %	_____	
NET COMMERCIAL RENTALS	_____	
TOTAL RENTAL INCOME	\$ <u>855,388</u>	
OTHER INCOME		
Laundry Machines	\$ _____	
Other:	_____	
TOTAL OTHER INCOME	\$ _____	
TOTAL REVENUE		\$ <u>855,388</u>
EXPENSES		
Administrative (Schedule I)	\$ <u>52,893</u>	
Salaries (Schedule II)	<u>158,760</u>	
Maint. & Repairs (Schedule III)	<u>25,075</u>	
Maint. Contracts (Schedule IV)	<u>44,751</u>	
Utilities (Schedule V)	<u>96,922</u>	
Management Fee <u>62.78</u> per unit	<u>57,251</u>	* Should be between \$55 & \$70 per unit per month
P.I.L.O.T. on Commercial Income(_____ %)	_____	
Real Estate Taxes (Schedule VI)	<u>7,585</u>	
Insurance <u>\$550</u> per Unit	<u>41,800</u>	2-Story & below - \$500; 3-Story & above - \$550
Reserve for Repair and Replacement <u>440.00</u> per unit	<u>33,440</u>	
TOTAL EXPENSES		\$ <u>518,416</u>
NET OPERATING INCOME		\$ <u>336,971</u>
DEBT SERVICE		
1. Principal and Interest	\$ <u>273,456</u>	
2. Mortg & Bond Serv Fee <u>0.40</u> %	<u>19,562</u>	
3. MIP _____ %	_____	
4. Debt Service on Other	_____	
Mortgage Loans \$ _____	\$ _____	
AGENCY DEBT SERVICE	\$ <u>293,018</u>	
DEBT SERVICE NOT TO BE CONSIDERED IN DSR	\$ _____	
TOTAL DEBT SERVICE		\$ <u>293,018</u>
NET INCOME		\$ <u>43,953</u>
Less Return on Equity (_____ % on \$ _____) - \$		_____
Project Profit/(Loss)		\$ 43,953

DEBT SERVICE RATIO CALCULATION :

$$DSR = \frac{\text{NET OPERATING INCOME}}{\text{AGENCY DEBT SERVICE}} = \underline{\underline{1.15000}}$$

New Mortgage
Amount
4,890,376