



**What We Do
Matters!**



OREGON HOUSING & COMMUNITY
SERVICES

Tax Credit – Bond – Risk Sharing
Multifamily Developments

Analysis of Income and Expenses

For
2007

TABLE OF CONTENTS

INTRODUCTION	1
PURPOSE	
SCOPE	
DATA.	
GENERAL PORTFOLIO SUMMARY	3
Project Characteristics and Locations	
Participation by Region	
Funding Sources	
Financial Format	
Financial Measurements	
REGIONAL PORTFOLIO ANALYSIS	6
Analysis of Expenses and Debt Coverage	
State / Region Comparison	
Metro / Rural Comparison	
Analysis of Income and Vacancies	
State / Region Comparison	
Metro / Rural Comparison	
Cash Flow Analysis	
PROJECT ANALYSIS	14
<i>FOR-PROFITS</i>	15
By Structure Type	
By Unit Count	
By Funding Type	
<i>NON-PROFITS</i>	22
By Structure Type	
By Unit Count	
By Funding Type	
LOW INCOME HOUSING TAX CREDIT 9% ANALYSIS	30
Analysis of Expenses and Debt Coverage	
Analysis of Income and Vacancies.	
GLOSSARY OF TERMS	34

[ACKNOWLEDGEMENTS](#)

This report was written and prepared by the OHCS AIES Team:

- Dawn Voelker, Manager, Asset Performance Section
- Mike McHam, Market Analyst and Appraiser, Housing Resources Section
- Liem Ngo, Computer Scientist, Information Systems Section
- John Skelton, Fiscal Analyst 3, Asset Performance Section

Special thanks to the Partners of OHCS, including Sponsors, Owners, Management Agents, Asset Managers, Accountants and on-site Managers who made this report possible through the submission of the 2007 Actual Project Income and Expenses on-line template.

Cover pictures are of Hazelwood Station, 8 NW 8th, and Greenburg Oaks.

For questions or comments regarding this report, please contact:

John Skelton

Oregon Housing & Community Services

725 Summer St NE Suite B

Salem, OR 97301-1266

(503) 986-2141

(503) 986-0929 FAX

john.skelton@hcs.state.or.us

Disclaimer – Important Information About this Report: All the data contained herein, and all visuals derived from that data, is compiled from information provided through the Analysis of Income and Expenses System (AIES) on-line templates. Oregon Housing and Community Services (OHCS) cannot verify the validity of all of the information provided to OHCS and, therefore, makes no representations or warranties, express or implied, regarding its accuracy, completeness, or usefulness for any product or process. OHCS cannot and does not guarantee that there will be no errors. OHCS assumes no legal liability or responsibility for loss or damage resulting from the use of this information.

INTRODUCTION

PURPOSE:

The Analysis of Income and Expense System (AIES) was developed by Oregon Housing and Community Services (OHCS) to bring to its partners, sponsors, associates, and public the benefit of a resource that can increase awareness, improve performance, and maximize availability of low-income housing throughout the State by building a database of information and using it to further the success of developers, managers and tenants alike.

SCOPE:

This report collates the data submitted for fiscal 2007 and reports it with the goal of accomplishing the purpose stated above. Data includes financial information, physical and functional information, and funding sources for multifamily, low-income housing for individuals and families in the State of Oregon by Region. Information comes from audited and unaudited on-line financial statement templates supplied by asset and property managers, accountants, and auditors representing the individual developments receiving financing and subsidies through Oregon Housing and Community Services.

DATA:

All data was obtained through AIES on-line templates emailed to property owners and agents for completion. Submitted templates were reviewed and, when possible, reconciled with audited statements. Data includes 1) financial data: gross potential rent, vacancy and concessions, net rental income, other income, operating expenses, net operating income, before tax cash flow, debt coverage, and non-operating expenses expressed in mean per-unit amounts [except debt coverage, expressed as a mean ratio; also, charts show operating expenses expressed as a percent of total expenses]; 2) physical data: structure type and number of units; 3) ownership type: for-profit and non-profit; 4) funding data: subsidy type including bond financed (Elderly / Disabled, Risk Sharing) and tax credits (LIHTC); 4) Regional location as shown in **Figure 1**.

Figure 1. State regional structure for the purposes of this report.

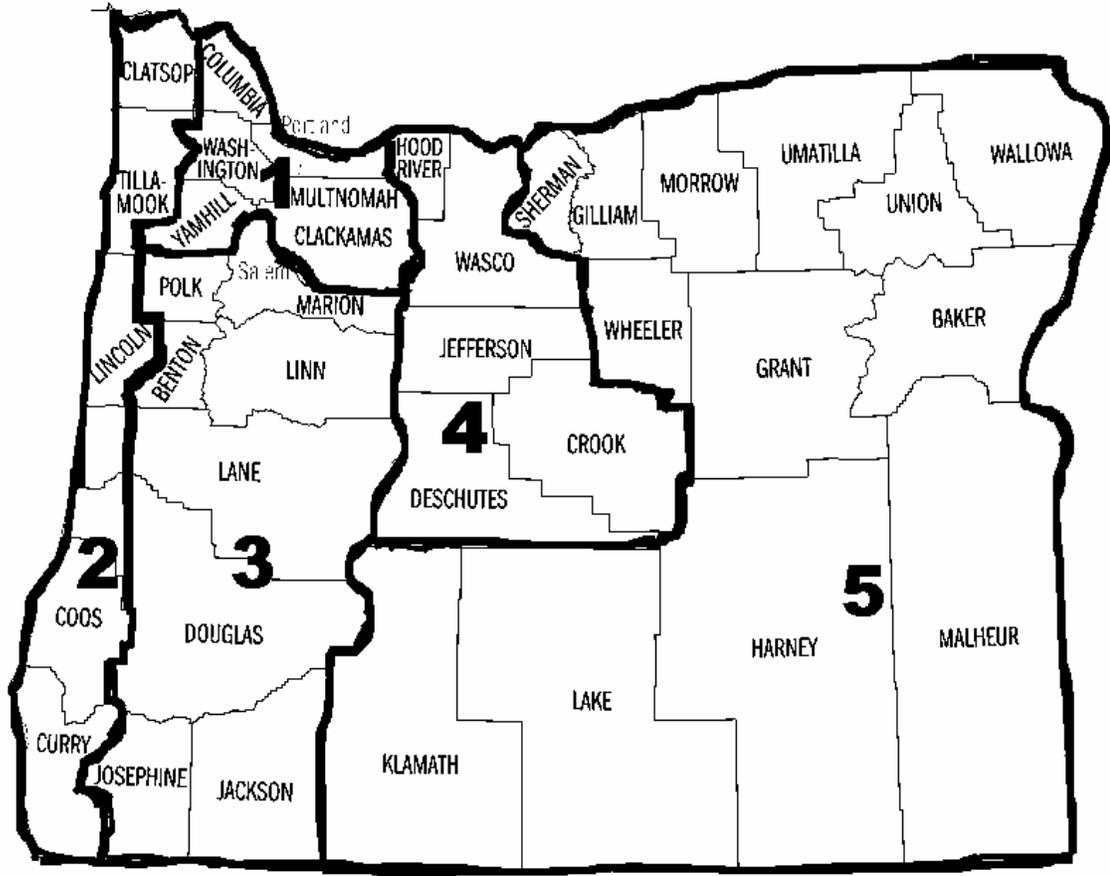


Figure 2. Number of projects used for the purposes of this report, by region and total.

	Region 1	Region 2	Region 3	Region 4	Region 5	Total
Projects Reporting	121	21	58	23	16	239
% of Total Projects Reporting	50.6%	8.8%	24.3%	9.6%	6.7%	100%
Area	Portland Metro	Coastal	Mid-Valley / I-5	North Central	South Central and East	

GENERAL PORTFOLIO SUMMARY

1. PROJECT CHARACTERISTICS AND LOCATIONS:

Structure Type: Structure types compared are garden walk-up apartments (generally low-rise with three or fewer stories) and apartments with elevators and corridors (generally mid to high-rise with four or more stories).

Population Served: Populations are generally families, elderly and / or disabled.

Project Characteristics:

The Project Analysis portion of this report compares projects with similar characteristics, such as unit count and structure type.

Regions: The Regional Portfolio Analysis section compares financial performance by region. Regional configurations are geographical and in conformity with previous reports issued in 1999 and 2001.

Ownership: Ownership types are For-Profit and Non-Profit. Non-Profit ownerships include local governments, housing authorities, and CHDOs.

2. REPORTING BY REGIONS

Region 1: Portland Metro and North Willamette Valley

Region 1 is the Portland Metro area made up of Clackamas, Columbia, Multnomah, Washington and Yamhill Counties. For the Metro / Rural comparisons, the cities within a 15 mile radius of Portland are reported along with the Salem/Keizer and Eugene/Springfield areas to create the Portland, Salem, Eugene Metro region, which is compared to the more rural areas of the State. Without Portland and its suburbs, Region 1 is reported as North Willamette Valley for that comparison.

Region 2: Coastal

Region 2 includes Clatsop, Coos, Curry, Lincoln and Tillamook Counties, and the coastal section of Lane County.

Region 3: Mid-Valley and I-5 Corridor

Region 3 includes Linn and Benton Counties, Marion and Polk Counties, Douglas, Josephine and Jackson Counties, and the in-land portion of Lane County.

Region 4: North Central

Region 4 includes Crook and Deschutes Counties, Hood River County, Jefferson County and Wasco County.

Region 5: South Central and East

Region 5 is Baker, Gilliam, Grant and Harney Counties, Klamath and Lake Counties, Malheur, Morrow and Sherman Counties, and Umatilla, Union, Wallowa and Wheeler Counties.

3. FUNDING SOURCES

With the exception of the last section, all reports include Elderly and Disabled Bond financed properties*, Risk Sharing properties and LIHTC 9% projects. As the majority of projects fall under the LIHTC 9% category, those projects are segregated and analyzed separately in the last section of this report.

4. FINANCIAL FORMAT

The AIES financial format includes 23 expense items, total expenses #1 and DCR #1, which comprise basic operating information. Additional expenses are shown comprised of non-operating expenses, or what is usually termed “below the line” expenses, which are normally accounted for after debt service. The DCR #2 expresses debt service after these non-operating expenses. Resident Services are included in the “Additional Expenses” category in order to make operating information more comparable as many different levels of resident services are offered throughout the portfolio. Discrepancies in column totals are due to rounding of income and expense item amounts.

5. FINANCIAL MEASUREMENTS

Financial measurements used in this report are means, or averages, with one standard deviation. Please see the Glossary section for definitions of these terms. Mean figures are generally averages, however using the standard deviation moderates the impact of skewing caused by unusually high or low numbers.

*includes independent living units only, ALFs and RCFs are excluded

REGIONAL PORTFOLIO ANALYSIS



ANALYSIS OF:

- EXPENSES AND DEBT COVERAGE
- INCOME AND ECONOMIC VACANCY
 - CASH FLOW

AVERAGE EXPENSE PER UNIT

2007 AIES - REGIONAL PORTFOLIO - STATE / REGION COMPARISON

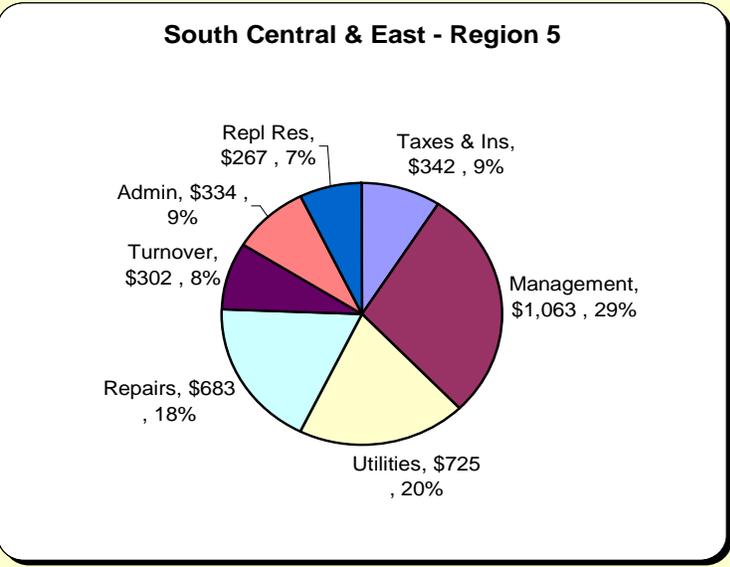
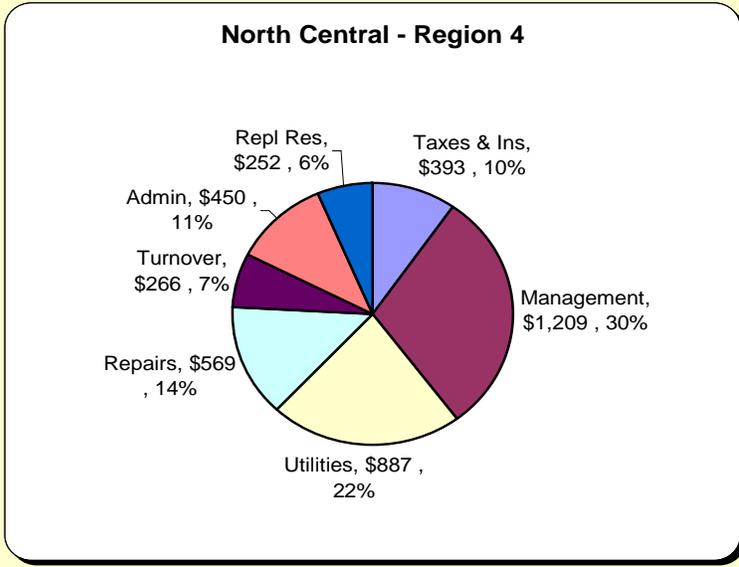
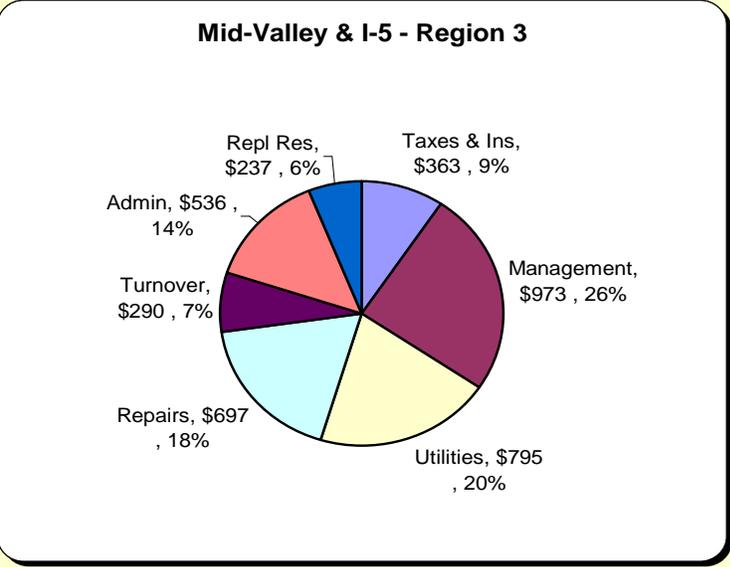
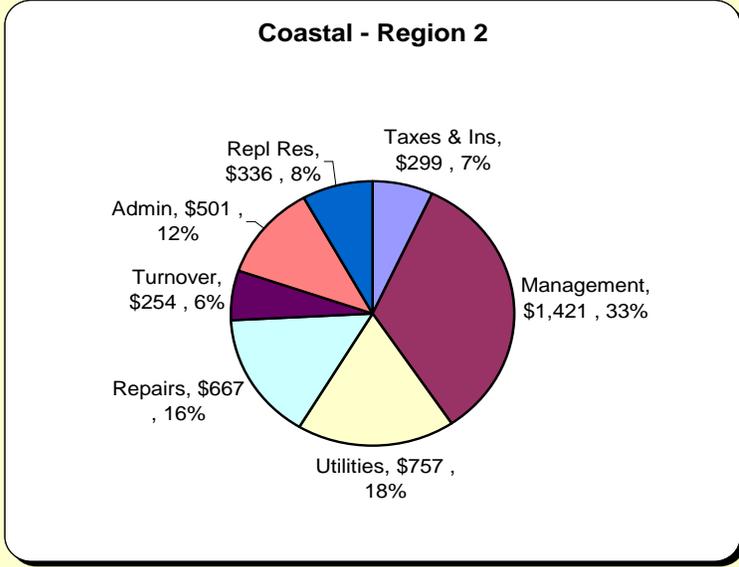
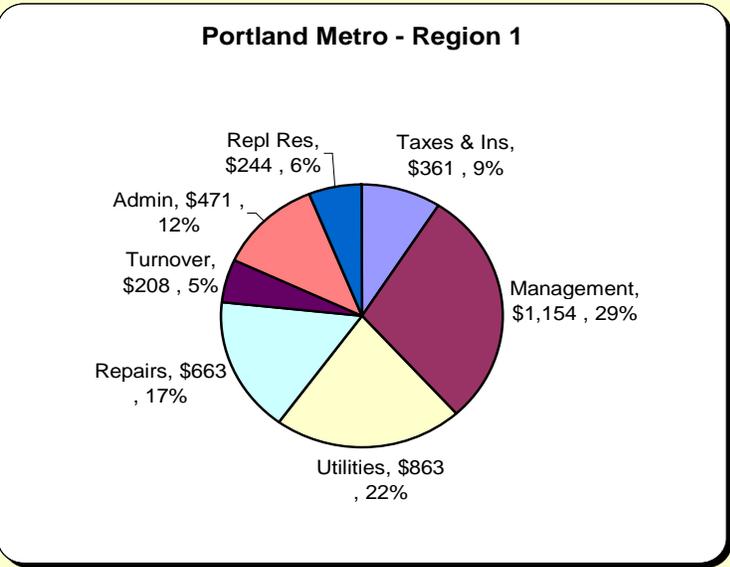
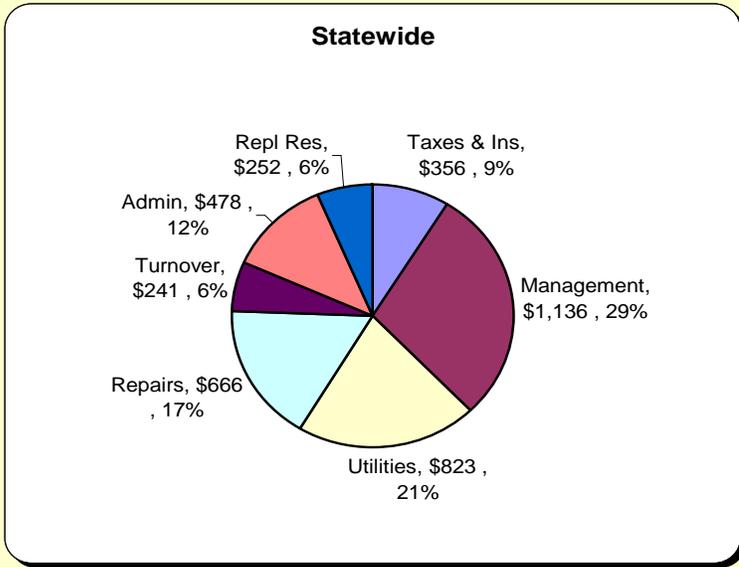


		Portland Metro	Coastal	Mid-Valley & I-5	North Central	South Central & East
<u>Expenses</u>	<u>Statewide</u>	<u>Region 1</u>	<u>Region 2</u>	<u>Region 3</u>	<u>Region 4</u>	<u>Region 5</u>
Real Estate Taxes	\$167	\$169	\$138	\$161	\$206	\$165
Insurance	\$189	\$192	\$161	\$201	\$187	\$177
Management:						
- On Site	\$758	\$784	\$905	\$628	\$781	\$763
- Off Site	\$378	\$370	\$516	\$345	\$428	\$300
Utilities:						
- Electric	\$151	\$151	\$128	\$176	\$156	\$126
- Water & Sewer	\$457	\$481	\$415	\$433	\$529	\$395
- Garbage Removal	\$163	\$156	\$190	\$151	\$168	\$170
- Natural Gas	\$43	\$68	\$5	\$25	\$29	\$20
- Cable TV	\$4	\$1	\$19	\$7	\$2	\$4
- Internet	\$4	\$5	\$0	\$3	\$2	\$11
Repairs:						
- Repairs/Maintenance	\$513	\$513	\$501	\$545	\$392	\$551
- Elevator Maintenance	\$18	\$21	\$38	\$9	\$17	\$11
- Landscaping	\$136	\$129	\$128	\$143	\$160	\$121
Unit Turnover Expense:						
- Cleaning	\$56	\$72	\$14	\$45	\$53	\$52
- Painting	\$46	\$46	\$49	\$42	\$71	\$37
- Repairs/Materials	\$74	\$54	\$91	\$88	\$80	\$152
- Contract Labor	\$65	\$36	\$101	\$114	\$62	\$61
Administrative:						
- Advertising/Marketing	\$39	\$43	\$15	\$35	\$33	\$38
- Legal/Accounting	\$128	\$100	\$156	\$194	\$169	\$85
- Office Administration	\$198	\$190	\$282	\$201	\$191	\$141
- Bad Debt	\$51	\$64	\$16	\$36	\$39	\$30
- Other	\$62	\$75	\$32	\$70	\$17	\$40
Replacement Reserve	\$252	\$244	\$336	\$237	\$252	\$267
Total Expense # 1	\$3,951	\$3,964	\$4,236	\$3,891	\$4,027	\$3,718
DCR # 1	1.20	1.25	1.24	1.22	1.02	0.96
Additional Expenses						
Administration Charges	\$44	\$33	\$7	\$78	\$34	\$30
Resident Services	\$92	\$73	\$23	\$203	\$36	\$35
Asset Management Fees	\$87	\$115	\$50	\$37	\$30	\$174
Partnership Legal/Accounting	\$99	\$124	\$67	\$64	\$22	\$154
Total Expense # 2	\$4,272	\$4,309	\$4,382	\$4,273	\$4,150	\$4,112
DCR # 2	1.03	1.09	1.09	1.03	0.92	0.64



Average Expense Per Unit as a % of Total Expenses

2007 AIES - REGIONAL PORTFOLIO - STATE / REGION COMPARISON



AVERAGE EXPENSE PER UNIT

2007 AIES - REGIONAL PORTFOLIO - METRO / RURAL COMPARISON

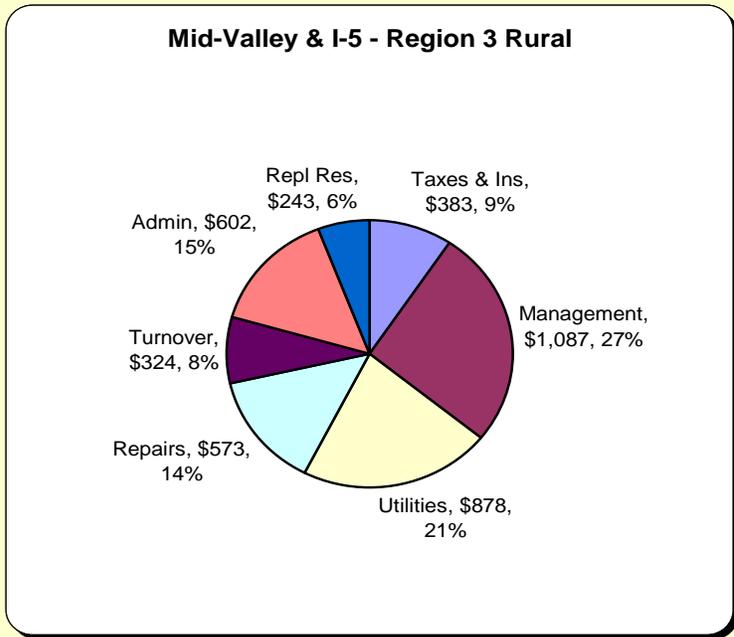
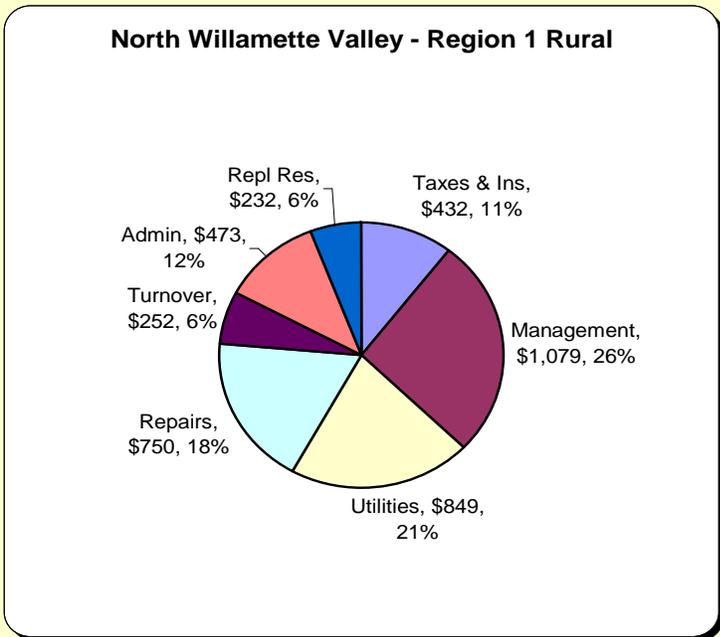
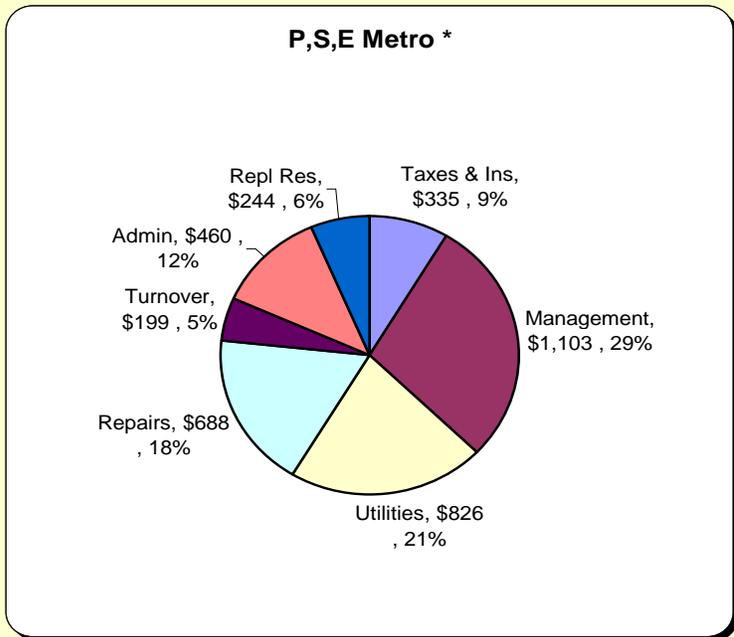


	Portland, Salem, & Eugene	North Willamette Valley	Coastal	Mid-Valley & I-5	North Central	South Central & East
<u>Expenses</u>	<u>Metro</u>	<u>R1 Rural</u>	<u>Region 2</u>	<u>R3 Rural</u>	<u>Region 4</u>	<u>Region 5</u>
Real Estate Taxes	\$142	\$236	\$138	\$183	\$206	\$165
Insurance	\$192	\$196	\$161	\$200	\$187	\$177
Management:						
- On Site	\$748	\$697	\$905	\$720	\$781	\$763
- Off Site	\$355	\$382	\$516	\$368	\$428	\$300
Utilities:						
- Electric	\$172	\$103	\$128	\$166	\$156	\$126
- Water & Sewer	\$445	\$501	\$415	\$498	\$529	\$395
- Garbage Removal	\$140	\$192	\$190	\$168	\$168	\$170
- Natural Gas	\$64	\$45	\$5	\$33	\$29	\$20
- Cable TV	\$1	\$1	\$19	\$11	\$2	\$4
- Internet	\$5	\$5	\$0	\$2	\$2	\$11
Repairs:						
- Repairs/Maintenance	\$553	\$560	\$501	\$409	\$392	\$551
- Elevator Maintenance	\$21	\$9	\$38	\$11	\$17	\$11
- Landscaping	\$115	\$181	\$128	\$152	\$160	\$121
Unit Turnover:						
- Cleaning	\$65	\$74	\$14	\$50	\$53	\$52
- Painting	\$43	\$51	\$49	\$45	\$71	\$37
- Repairs/Materials	\$48	\$84	\$91	\$98	\$80	\$152
- Contract Labor	\$42	\$42	\$101	\$132	\$62	\$61
Administrative:						
- Advertising/Marketing	\$38	\$48	\$15	\$41	\$33	\$38
- Legal/Accounting	\$109	\$104	\$156	\$212	\$169	\$85
- Office Administration	\$180	\$197	\$282	\$229	\$191	\$141
- Bad Debt	\$59	\$56	\$16	\$44	\$39	\$30
- Other	\$74	\$67	\$32	\$76	\$17	\$40
Replacement Reserve	\$244	\$232	\$336	\$243	\$252	\$267
Total Expense # 1	\$3,854	\$4,067	\$4,236	\$4,091	\$4,027	\$3,718
DCR # 1	1.27	1.24	1.24	1.16	1.02	0.96
Additional						
Administration Charges	\$39	\$48	\$7	\$74	\$34	\$30
Resident Services	\$79	\$57	\$23	\$268	\$36	\$35
Asset Management Fees	\$99	\$105	\$50	\$48	\$30	\$174
Partnership	\$112	\$131	\$67	\$62	\$22	\$154
Total Expense # 2	\$4,182	\$4,408	\$4,382	\$4,543	\$4,150	\$4,112
DCR # 2	1.10	1.10	1.09	0.97	0.92	0.64



Average Expense Per Unit as a % of Total Expenses

2007 AIES - REGIONAL PORTFOLIO - METRO / RURAL COMPARISON



* Beaverton, Gresham, Lake Oswego, Milwaukie, Oregon City, Portland, Tigard, Tualatin, West Linn
Eugene/Springfield, Salem/Keizer



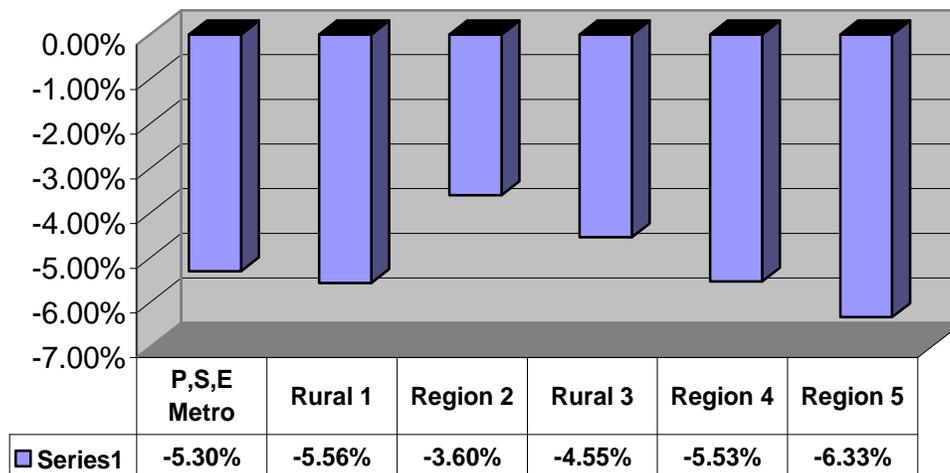
AVERAGE INCOME PER UNIT

2007 AIES - REGIONAL PORTFOLIO - STATE/REGION; METRO/RURAL

		Portland Metro	Coastal	Mid-Valley & I-5	North Central	South Central & East
Income	Statewide	Region 1	Region 2	Region 3	Region 4	Region 5
Gross Potential Rent	\$6,604	\$7,288	\$5,990	\$6,048	\$5,856	\$5,394
Less:						
Vacancy	(\$272)	(\$306)	(\$181)	(\$223)	(\$282)	(\$294)
Management Unit	(\$55)	(\$67)	(\$17)	(\$56)	(\$24)	(\$36)
Concessions	(\$15)	(\$19)	(\$17)	(\$6)	(\$18)	(\$11)
Net Rental Income	\$6,263	\$6,895	\$5,775	\$5,763	\$5,532	\$5,052
Economic Vacancy	-5.17%	-5.39%	-3.60%	-4.71%	-5.53%	-6.33%

	Portland, Salem, Eugene	North Willamette Valley	Coastal	Mid-Valley & I-5	North Central	South Central & East
Income	Metro	R1 Rural	Region 2	R3 Rural	Region 4	Region 5
Gross Potential Rent	\$6,927	\$7,482	\$5,990	\$6,261	\$5,856	\$5,394
Less:						
Vacancy	(\$292)	(\$308)	(\$181)	(\$218)	(\$282)	(\$294)
Management Unit	(\$59)	(\$88)	(\$17)	(\$60)	(\$24)	(\$36)
Concessions	(\$16)	(\$20)	(\$17)	(\$8)	(\$18)	(\$11)
Net Rental Income	\$6,560	\$7,066	\$5,775	\$5,977	\$5,532	\$5,052
Economic Vacancy	-5.30%	-5.56%	-3.60%	-4.55%	-5.53%	-6.33%

Economic Vacancy - Metro / Rural Comparison



2007 AIES - CASH FLOW* PER UNIT

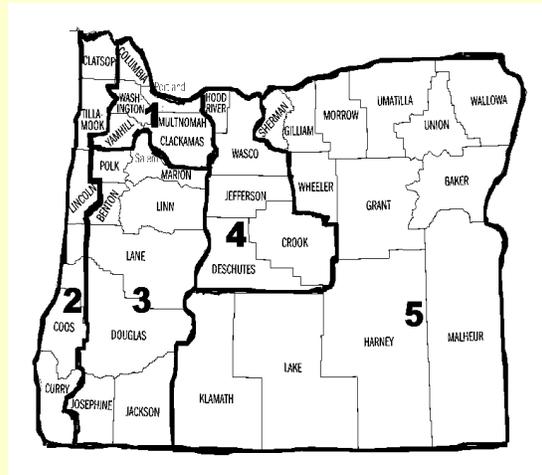


**239 PROJECTS REPORTING: Apartments
16,569 UNITS: LIHTC, E/D, Risk Sharing
ALL REGIONS:**

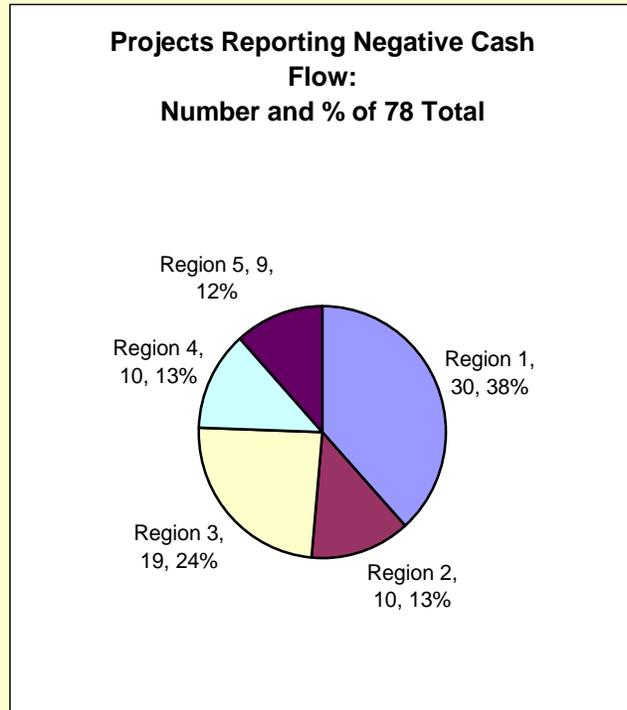
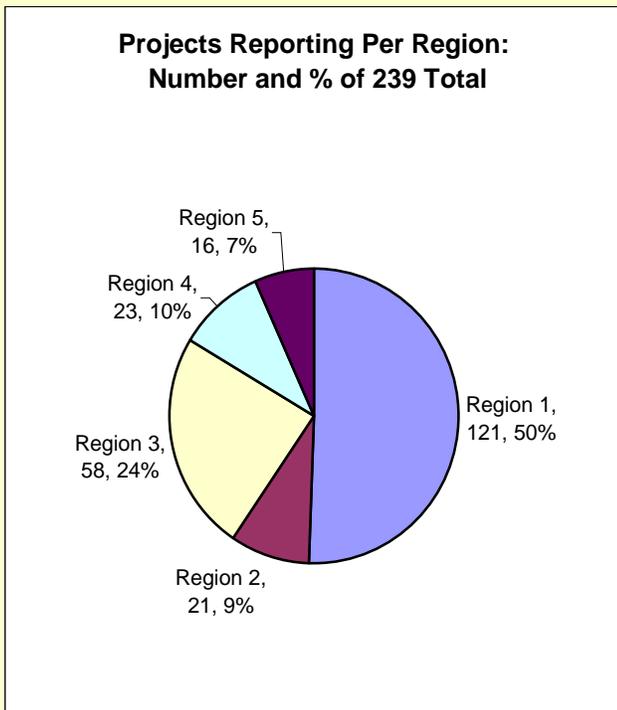
Region 1	Portland Metro	121 projects	11,233 units
Region 2	Coastal	21 projects	864 units
Region 3	Mid-Valley / I-5	58 projects	2,872 units
Region 4	North Central	23 projects	1,065 units
Region 5	South Central and East	16 projects	535 units

**Average cash flow per unit:
\$359**

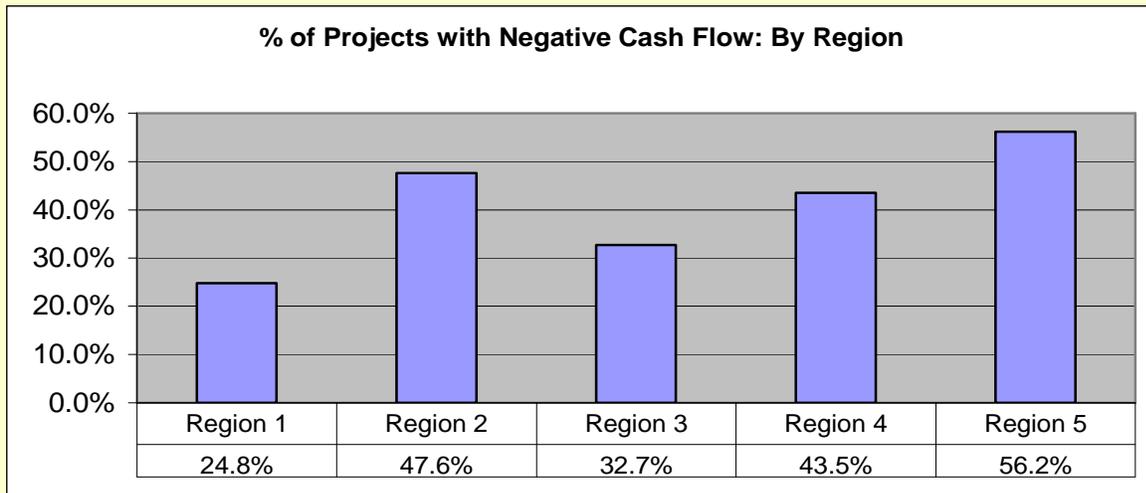
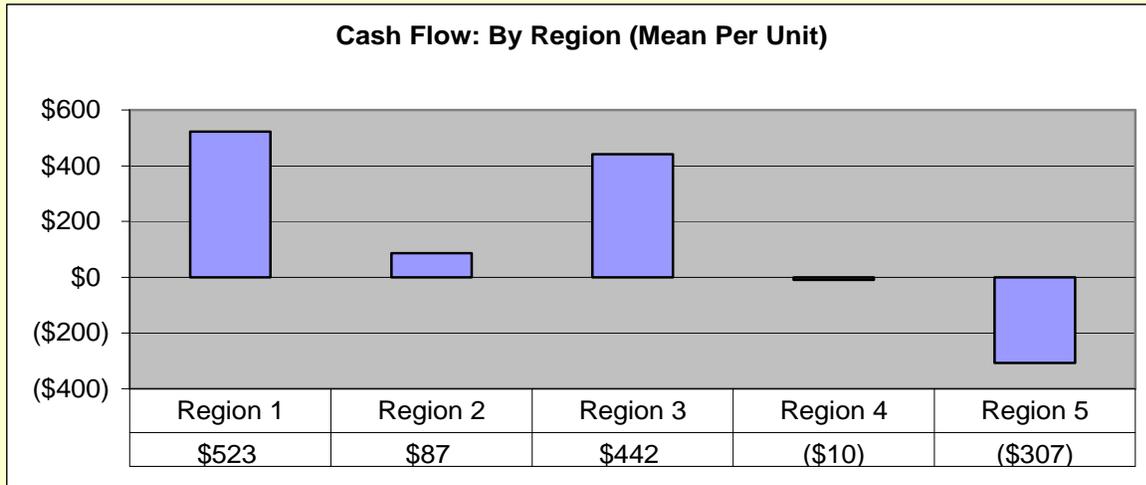
**Projects reporting negative cash flow:
78 projects; 32.6% of all reporting**



* Before Tax Cash Flow



2007 AIES - CASH FLOW* PER UNIT



2007 AIES Cash Flow Per Unit Spread: By Region

	<u>Region 1</u>	<u>Region 2</u>	<u>Region 3</u>	<u>Region 4</u>	<u>Region 5</u>
Max	\$4,881	\$1,962	\$2,001	\$1,269	\$494
Mean	\$523	\$87	\$442	(\$10)	(\$307)
Min	(\$3,207)	(\$2,031)	(\$1,327)	(\$1,849)	(\$726)

PROJECT ANALYSIS



ANALYSIS OF: FOR-PROFIT AND NON-PROFIT PROJECTS

- BY STRUCTURE TYPE
 - BY UNIT COUNT
- BY FUNDING TYPE

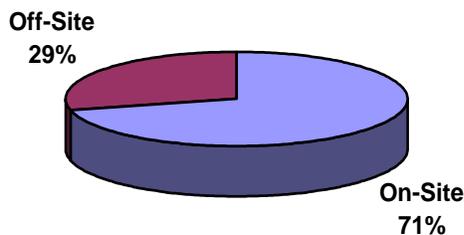
**AVERAGE MANAGEMENT
AND ADMINISTRATIVE EXPENSE PER UNIT**
2007 AIES - PROJECT ANALYSIS (By Structure Type)
For-Profit Projects
PROJECTS REPORTING: 111 Multi-Family Developments
UNITS: 9,646



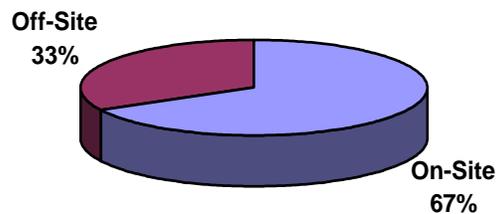
	Portland Metro Region 1	Coastal Region 2	Mid-Valley & I-5 Region 3	North Central Region 4	South Central & East Region 5
Apartments: garden walk-up					
On-Site Management	\$796	\$1,145	\$824	\$1,033	\$821
Off-Site Management	\$337	\$501	\$344	\$368	\$321
Advertising/Marketing	\$67	\$6	\$41	\$58	\$35
Project Legal/Accounting	\$97	\$249	\$150	\$108	\$134
Office Administration	\$252	\$264	\$269	\$219	\$180
Bad Debt	\$87	\$27	\$49	\$47	\$9
Other	\$73	\$0	\$2	\$39	\$45

Apartments: elevator, corridor					
On-Site Management	\$874	\$1,067	\$770	\$1,268	N/A
Off-Site Management	\$380	\$517	\$508	\$539	N/A
Advertising/Marketing	\$62	\$5	\$7	\$12	N/A
Project Legal/Accounting	\$94	\$175	\$99	\$150	N/A
Office Administration	\$178	\$241	\$143	\$311	N/A
Bad Debt	\$39	\$2	\$0	\$4	N/A
Other	\$167	\$25	\$2	\$1	N/A

Garden walk-up: Management Expense



Elevator, corridor: Management Expense

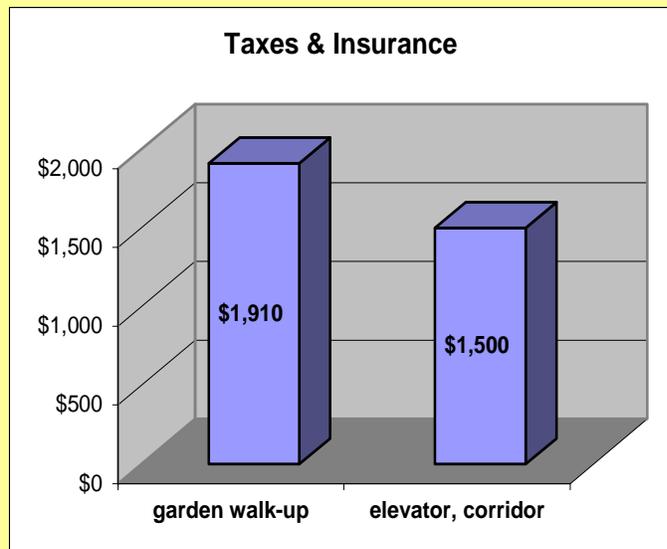
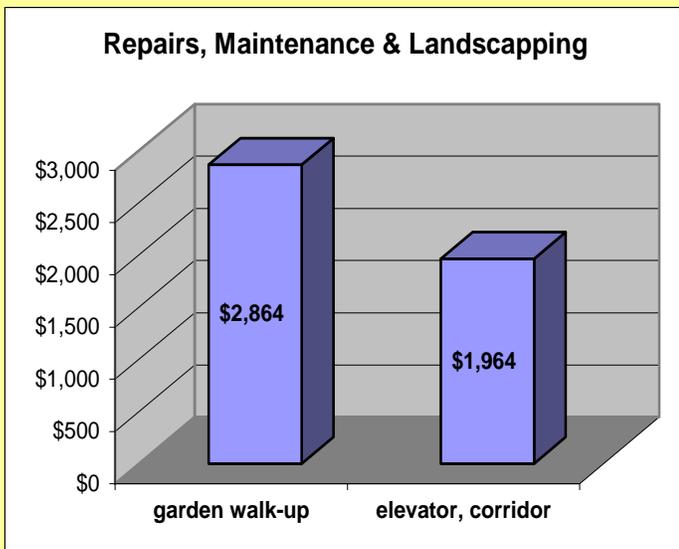


**AVERAGE REPAIRS AND MAINTENANCE,
TAXES AND INSURANCE EXPENSE PER UNIT**
2007 AIES - PROJECT ANALYSIS (By Structure Type)
For-Profit Projects
PROJECTS REPORTING: 111 Multi-Family Developments
UNITS: 9,646



	Portland Metro Region 1	Coastal Region 2	Mid-Valley & I-5 Region 3	North Central Region 4	South Central & East Region 5
Apartments: garden walk-up					
Repairs & Maintenance*	\$417	\$266	\$415	\$352	\$592
Elevator Maintenance	\$0	\$0	\$0	\$0	\$0
Landscaping	\$165	\$163	\$168	\$153	\$173
Taxes	\$249	\$169	\$212	\$253	\$175
Insurance	\$186	\$132	\$173	\$175	\$186

Apartments: elevator, corridor					
Repairs & Maintenance*	\$428	\$268	\$176	\$335	N/A
Elevator Maintenance	\$38	\$106	\$70	\$113	N/A
Landscaping	\$59	\$149	\$106	\$116	N/A
Taxes	\$223	\$232	\$121	\$255	N/A
Insurance	\$194	\$132	\$186	\$157	N/A



*does not include unit turnover expense

AVERAGE UNIT TURNOVER

EXPENSE PER UNIT

2007 AIES - PROJECT ANALYSIS (By Structure Type)

For-Profit Projects

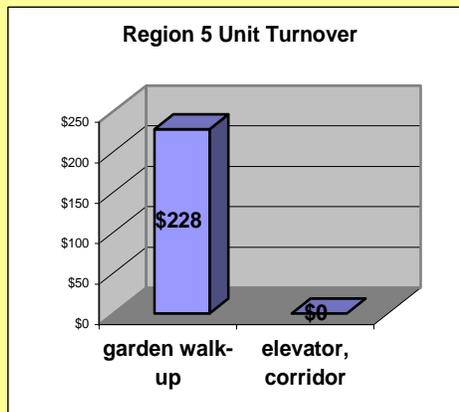
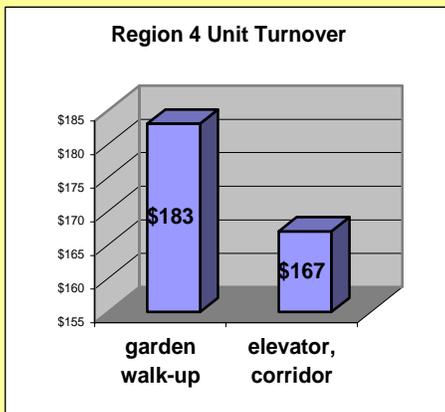
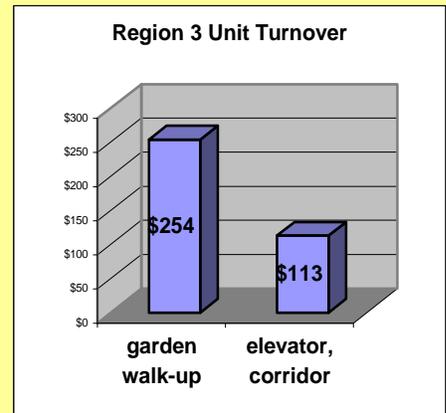
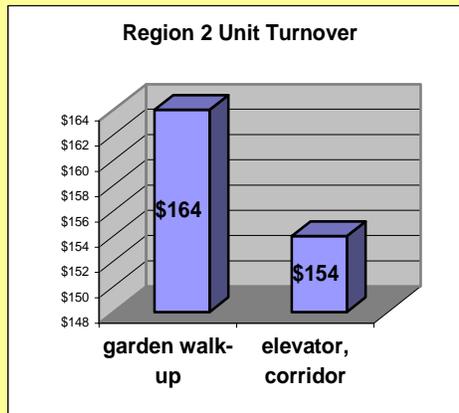
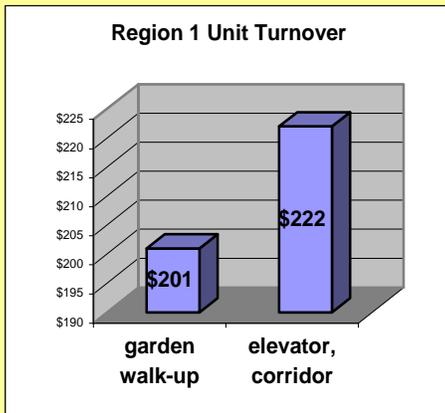
PROJECTS REPORTING: 111 Multi-Family Developments

UNITS: 9,646



	Portland Metro Region 1	Coastal Region 2	Mid-Valley & I-5 Region 3	North Central Region 4	South Central & East Region 5
Apartments: garden walk-up					
Cleaning	\$45	\$6	\$42	\$14	\$45
Painting	\$36	\$42	\$52	\$51	\$41
Repairs / Materials	\$57	\$78	\$77	\$36	\$95
Contract Labor	\$63	\$38	\$83	\$82	\$47
Total	\$201	\$164	\$254	\$183	\$228

Apartments: elevator, corridor					
Cleaning	\$71	\$0	\$13	\$0	N/A
Painting	\$46	\$29	\$11	\$19	N/A
Repairs / Materials	\$75	\$54	\$37	\$79	N/A
Contract Labor	\$30	\$71	\$52	\$69	N/A
Total	\$222	\$154	\$113	\$167	N/A



AVERAGE UTILITY EXPENSE PER UNIT

2007 AIES - PROJECT ANALYSIS (By Structure Type)

For-Profit Projects

PROJECTS REPORTING: 111 Multi-Family Developments

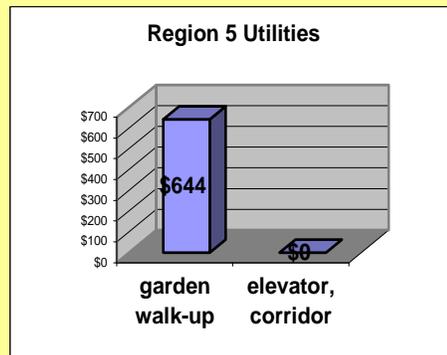
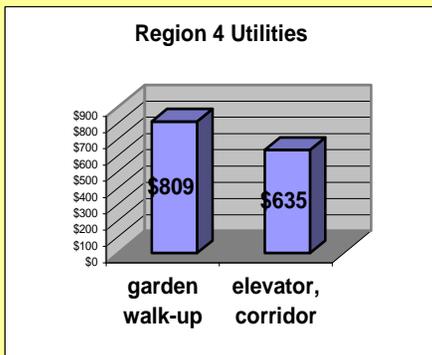
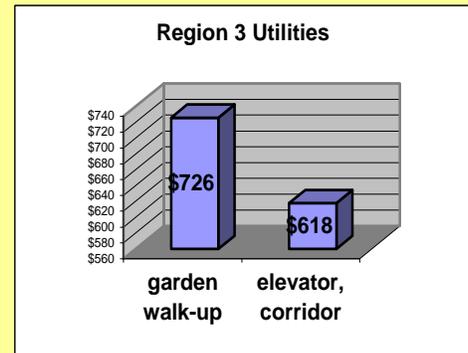
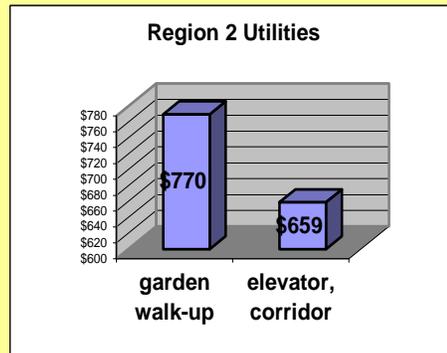
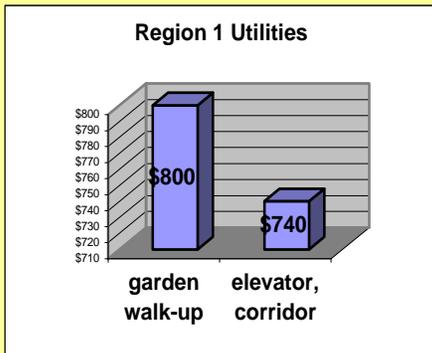
UNITS: 9,646



	Portland Metro Region 1	Coastal Region 2	Mid-Valley & I-5 Region 3	North Central Region 4	South Central & East Region 5
Apartments: garden walk-up					
Electric	\$99	\$113	\$146	\$114	\$123
Water & Sewer	\$524	\$383	\$405	\$454	\$341
Garbage Removal	\$158	\$268	\$156	\$223	\$166
Natural Gas	\$15	\$0	\$15	\$12	\$4
Cable TV	\$1	\$6	\$4	\$2	\$4
Internet Service	\$3	\$0	\$0	\$4	\$6
Total	\$800	\$770	\$726	\$809	\$644

Apartments: elevator, corridor

Electric	\$205	\$177	\$234	\$204	N/A
Water & Sewer	\$334	\$280	\$267	\$265	N/A
Garbage Removal	\$87	\$105	\$61	\$145	N/A
Natural Gas	\$111	\$16	\$56	\$0	N/A
Cable TV	\$1	\$81	\$0	\$21	N/A
Internet Service	\$2	\$0	\$0	\$0	N/A
Total	\$740	\$659	\$618	\$635	N/A





AVERAGE EXPENSE PER UNIT

2007 AIES - PROJECT ANALYSIS (By Unit Count) - For-Profit Projects

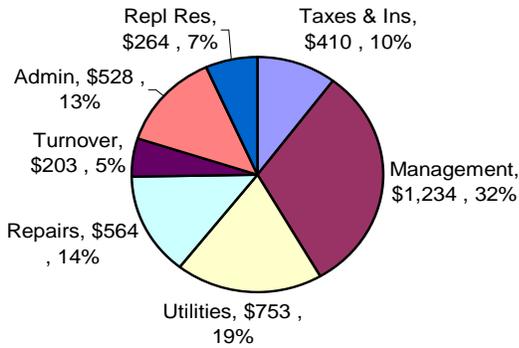
	All Sizes	25 Units and Less	26 to 50 Units	51 to 100 Units	101 to 200 Units	201 Units and Over
<u>Expenses</u>	<u>All Projects</u>	<u>13 Projects</u>	<u>37 Projects</u>	<u>29 Projects</u>	<u>20 Projects</u>	<u>12 Projects</u>
Real Estate Taxes	\$231	\$152	\$140	\$274	\$274	\$419
Insurance	\$180	\$202	\$169	\$190	\$182	\$161
Management:						
- On Site	\$867	\$963	\$843	\$872	\$931	\$722
- Off Site	\$367	\$384	\$430	\$343	\$338	\$260
Utilities:						
- Electric	\$146	\$128	\$140	\$155	\$180	\$102
- Water & Sewer	\$412	\$404	\$437	\$419	\$369	\$395
- Garbage Removal	\$148	\$137	\$177	\$147	\$123	\$111
- Natural Gas	\$38	\$14	\$15	\$49	\$82	\$36
- Cable TV	\$7	\$9	\$11	\$2	\$7	\$1
- Internet	\$3	\$8	\$5	\$3	\$0	\$0
Repairs:						
- Repairs/Maintenance	\$410	\$453	\$444	\$391	\$439	\$252
- Elevator Maintenance	\$19	\$23	\$30	\$10	\$18	\$3
- Landscaping	\$135	\$179	\$167	\$110	\$101	\$107
Unit Turnover Expense:						
- Cleaning	\$42	\$23	\$25	\$64	\$49	\$48
- Painting	\$40	\$25	\$42	\$47	\$44	\$30
- Repairs/Materials	\$64	\$104	\$69	\$59	\$70	\$8
- Contract Labor	\$57	\$90	\$63	\$55	\$38	\$42
Administrative:						
- Advertising/Marketing	\$58	\$19	\$11	\$77	\$116	\$98
- Legal/Accounting	\$118	\$226	\$166	\$84	\$77	\$7
- Office Administration	\$231	\$271	\$261	\$203	\$222	\$175
- Bad Debt	\$49	\$23	\$51	\$48	\$66	\$51
- Other	\$72	\$44	\$37	\$171	\$54	\$0
Replacement Reserve	\$264	\$460	\$313	\$200	\$195	\$169
Total Expense # 1	\$3,956	\$4,341	\$4,047	\$3,969	\$3,977	\$3,196
DCR # 1	1.17	0.78	1.16	1.19	1.41	1.18
Additional Expenses						
Administration Charges	\$27	\$27	\$28	\$21	\$32	\$33
Resident Services	\$84	\$2	\$26	\$5	\$405	\$12
Asset Management Fees	\$82	\$147	\$66	\$88	\$42	\$111
Partnership Legal/Accounting	\$99	\$28	\$71	\$141	\$148	\$77
Total Expense # 2	\$4,249	\$4,545	\$4,237	\$4,226	\$4,605	\$3,429
DCR # 2	1.04	0.72	0.98	1.10	1.21	1.11



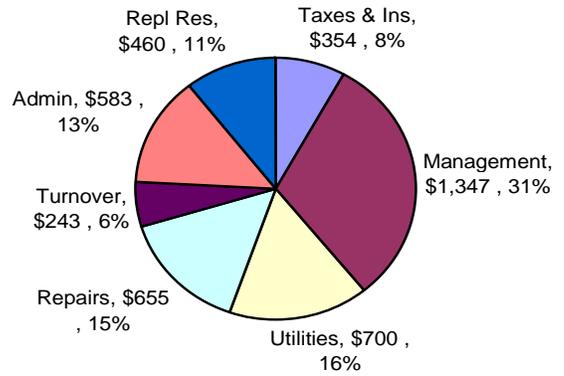
Average Expense Per Unit as a % of Total Expenses

2007 AIES - PROJECT ANALYSIS (By Unit Count) - For-Profit Projects

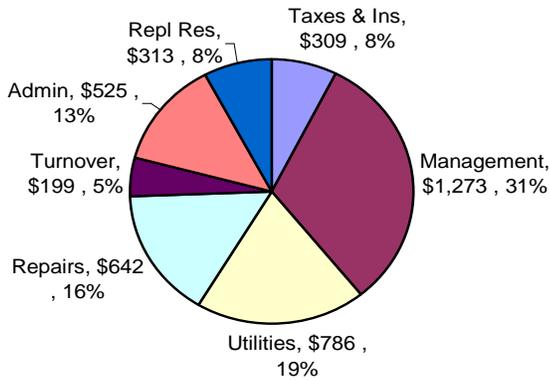
All Sizes



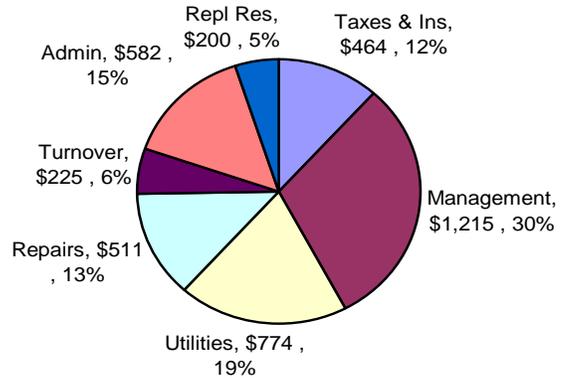
25 Units & Less



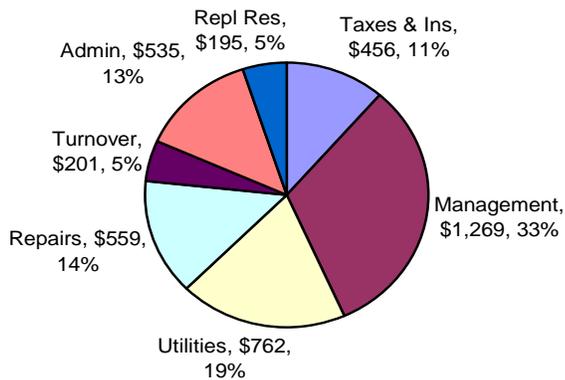
26 to 50 Units



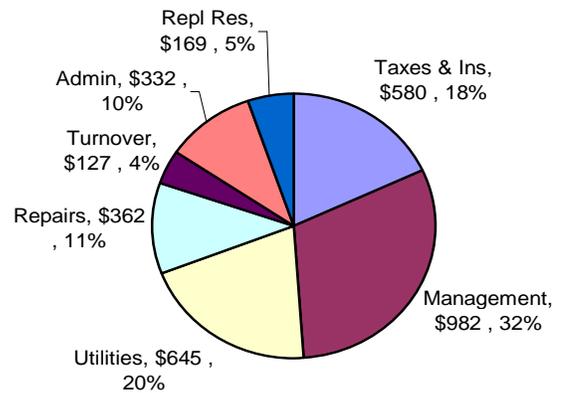
51 to 100 Units



101 to 200 Units



201 Units & Over



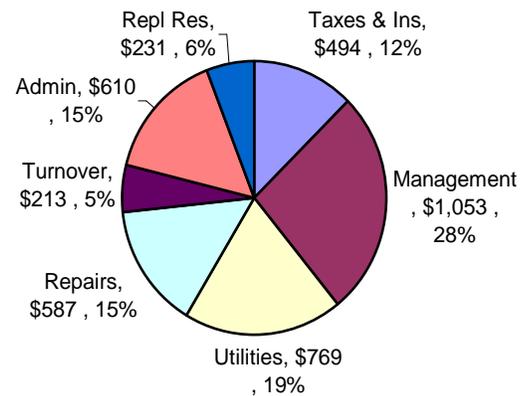
AVERAGE EXPENSE PER UNIT

2007 AIES - PROJECT ANALYSIS (By Funding Type) - For-Profit Projects

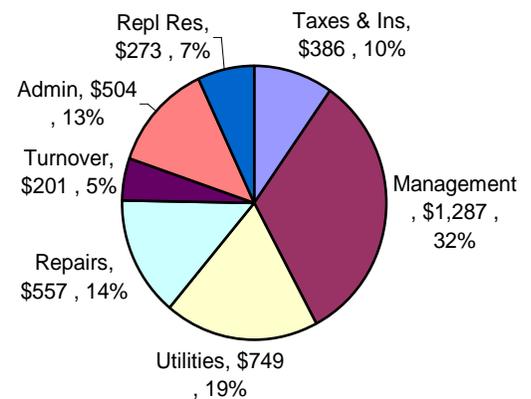


	Bond Financed	LIHTC 9%
Expenses		
Real Estate Taxes	\$299	\$211
Insurance	\$194	\$176
Management:		
- On Site	\$791	\$889
- Off Site	\$262	\$398
Utilities:		
- Electric	\$160	\$141
- Water & Sewer	\$413	\$411
- Garbage Removal	\$130	\$153
- Natural Gas	\$59	\$32
- Cable TV	\$6	\$7
- Internet	\$1	\$4
Repairs:		
- Repairs/Maintenance	\$475	\$391
- Elevator Maintenance	\$5	\$23
- Landscaping	\$107	\$143
Unit Turnover Expense:		
- Cleaning	\$50	\$39
- Painting	\$43	\$40
- Repairs/Materials	\$29	\$74
- Contract Labor	\$91	\$48
Administrative:		
- Advertising/Marketing	\$122	\$39
- Legal/Accounting	\$81	\$129
- Office Administration	\$209	\$237
- Bad Debt	\$54	\$48
- Other	\$143	\$51
Replacement Reserve	\$231	\$273
Total Expense # 1	\$3,956	\$3,957
DCR # 1	1.17	1.17
Additional Expenses		
Administration Charges	\$27	\$27
Resident Services	\$308	\$19
Asset Management Fees	\$102	\$76
Partnership Legal/Accounting	\$135	\$88
Total Expense # 2	\$4,529	\$4,168
DCR # 2	1.00	1.05

Bond Financed - Expense as a % of Total Expenses



LIHTC 9% - Expense as a % of Total Expenses



**AVERAGE MANAGEMENT
AND ADMINISTRATIVE EXPENSE PER UNIT**
2007 AIES - PROJECT ANALYSIS (By Structure Type)

Non-Profit Projects

PROJECTS REPORTING: 128 Multi-Family Developments

UNITS: 6,923

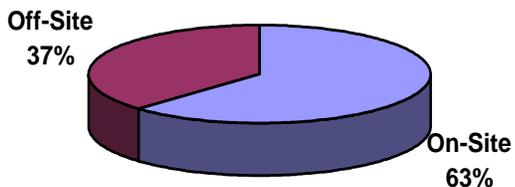


	Portland Metro Region 1	Coastal Region 2	Mid-Valley & I-5 Region 3	North Central Region 4	South Central & East Region 5
Apartments: garden walk-up					
On-Site Management	\$689	\$891	\$586	\$522	\$824
Off-Site Management	\$335	\$537	\$348	\$495	\$386
Advertising/Marketing	\$26	\$30	\$20	\$51	\$22
Project Legal/Accounting	\$116	\$108	\$222	\$121	\$39
Office Administration	\$168	\$272	\$159	\$161	\$128
Bad Debt	\$79	\$20	\$41	\$98	\$108
Other	\$53	\$68	\$103	\$3	\$0

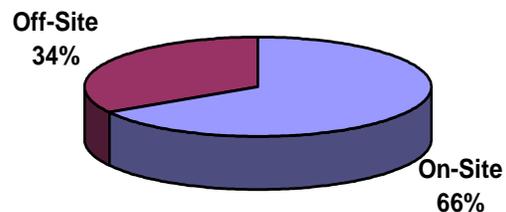
Apartments: elevator, corridor

On-Site Management	\$815	N/A	\$501	N/A	N/A
Off-Site Management	\$465	N/A	\$199	N/A	N/A
Advertising/Marketing	\$8	N/A	\$4	N/A	N/A
Project Legal/Accounting	\$87	N/A	\$88	N/A	N/A
Office Administration	\$135	N/A	\$228	N/A	N/A
Bad Debt	\$32	N/A	\$3	N/A	N/A
Other	\$16	N/A	\$35	N/A	N/A

Garden walk-up: Management Expense



Elevator, corridor: Management Expense



**AVERAGE REPAIRS AND MAINTENANCE,
TAXES AND INSURANCE EXPENSE PER UNIT**
2007 AIES - PROJECT ANALYSIS (By Structure Type)

Non-Profit Projects

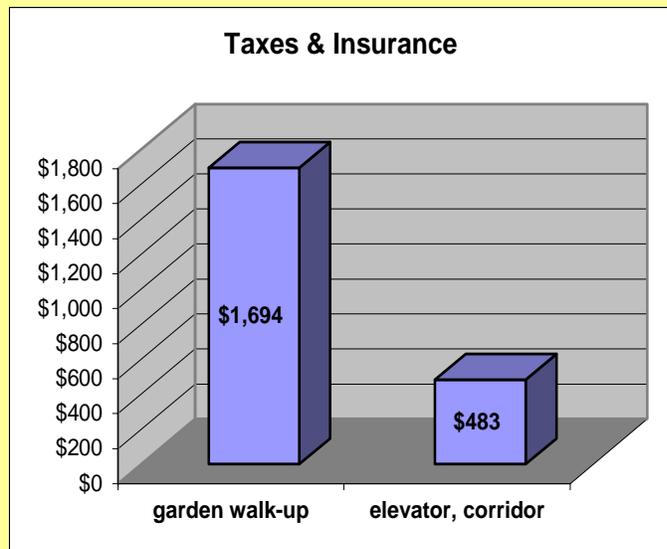
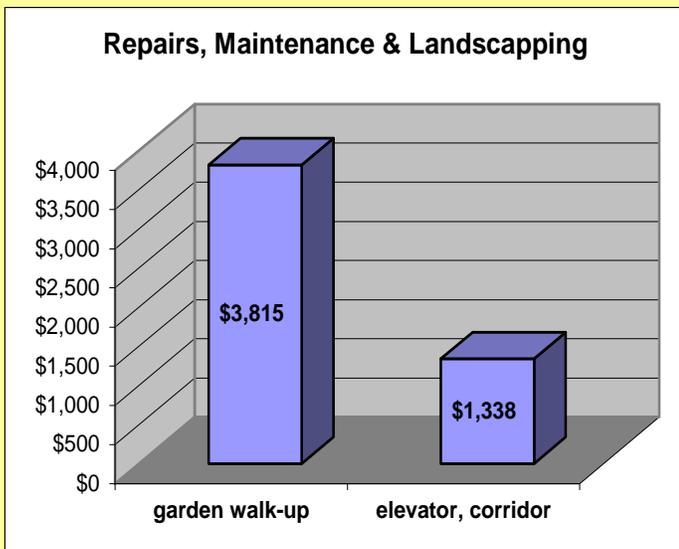
PROJECTS REPORTING: 128 Multi-Family Developments

UNITS: 6,923



	Portland Metro Region 1	Coastal Region 2	Mid-Valley & I-5 Region 3	North Central Region 4	South Central & East Region 5
Apartments: garden walk-up					
Repairs & Maintenance*	\$637	\$630	\$603	\$557	\$671
Elevator Maintenance	\$0	\$0	\$0	\$0	\$0
Landscaping	\$186	\$136	\$151	\$185	\$59
Taxes	\$142	\$101	\$139	\$154	\$165
Insurance	\$213	\$208	\$206	\$179	\$187

Apartments: elevator, corridor					
Repairs & Maintenance*	\$571	N/A	\$567	N/A	N/A
Elevator Maintenance	\$66	N/A	\$41	N/A	N/A
Landscaping	\$61	N/A	\$32	N/A	N/A
Taxes	\$30	N/A	\$65	N/A	N/A
Insurance	\$167	N/A	\$221	N/A	N/A



*does not include unit turnover expense

AVERAGE UNIT TURNOVER

EXPENSE PER UNIT

2007 AIES - PROJECT ANALYSIS (By Structure Type)

Non-Profit Projects

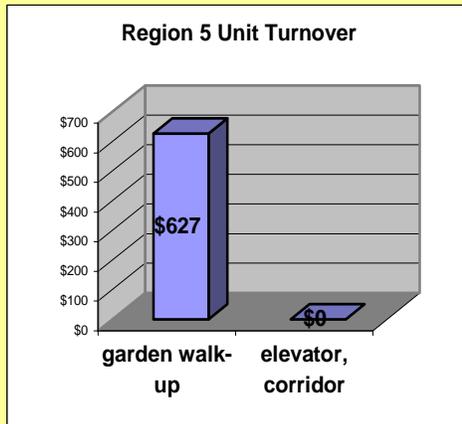
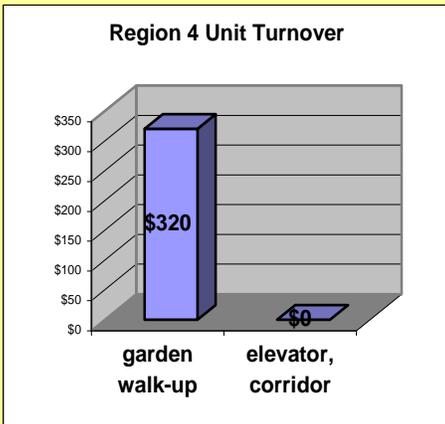
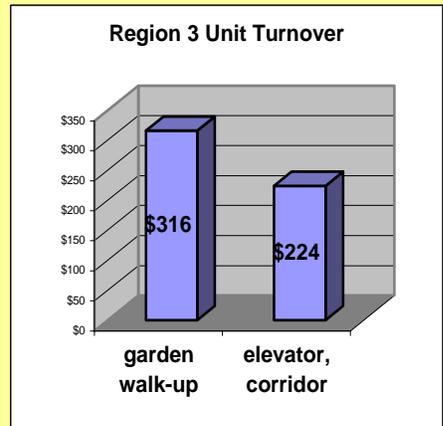
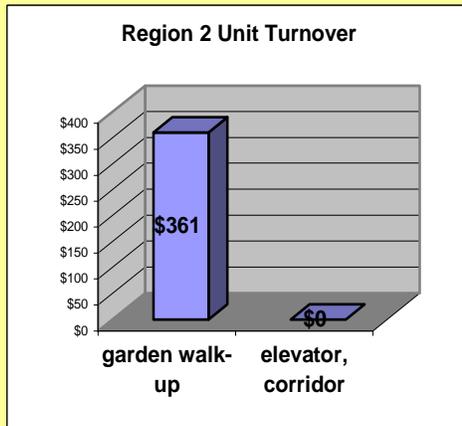
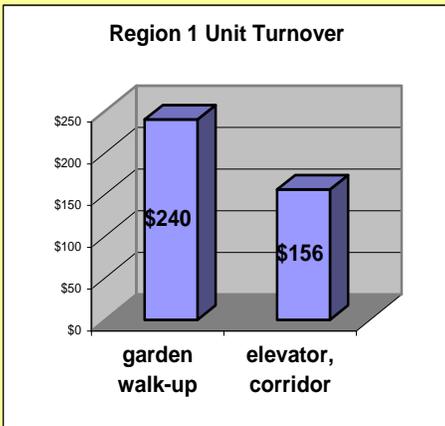
PROJECTS REPORTING: 128 Multi-Family Developments

UNITS: 6,923



	Portland Metro Region 1	Coastal Region 2	Mid-Valley & I-5 Region 3	North Central Region 4	South Central & East Region 5
Apartments: garden walk-up					
Cleaning	\$80	\$31	\$53	\$76	\$81
Painting	\$63	\$36	\$45	\$82	\$39
Repairs / Materials	\$65	\$143	\$97	\$124	\$393
Contract Labor	<u>\$32</u>	<u>\$151</u>	<u>\$121</u>	<u>\$38</u>	<u>\$114</u>
Total	\$240	\$361	\$316	\$320	\$627

Apartments: elevator, corridor					
Cleaning	\$105	N/A	\$11	N/A	N/A
Painting	\$36	N/A	\$20	N/A	N/A
Repairs / Materials	\$11	N/A	\$69	N/A	N/A
Contract Labor	<u>\$4</u>	N/A	<u>\$124</u>	N/A	N/A
Total	\$156	N/A	\$224	N/A	N/A



**AVERAGE UTILITY
EXPENSE PER UNIT**

2007 AIES - PROJECT ANALYSIS (By Structure Type)

Non-Profit Projects

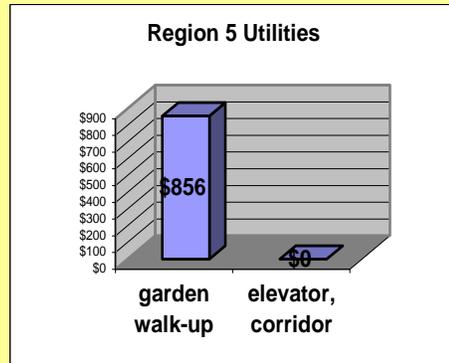
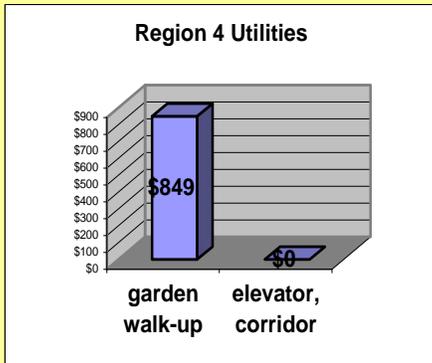
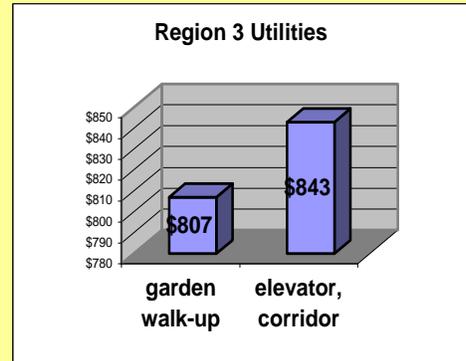
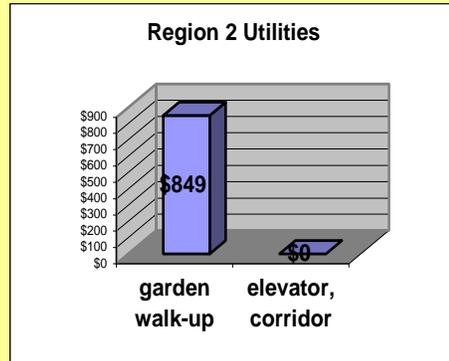
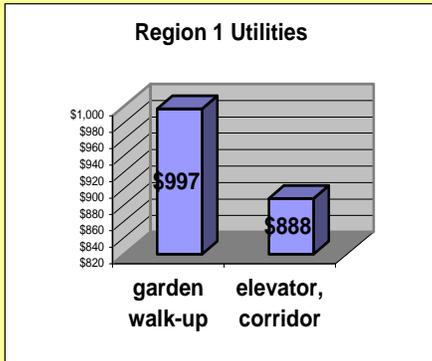
PROJECTS REPORTING: 128 Multi-Family Developments

UNITS: 6,923



	Portland Metro Region 1	Coastal Region 2	Mid-Valley & I-5 Region 3	North Central Region 4	South Central & East Region 5
Apartments: garden walk-up					
Electric	\$106	\$80	\$158	\$123	\$103
Water & Sewer	\$586	\$548	\$472	\$504	\$511
Garbage Removal	\$239	\$215	\$157	\$219	\$229
Natural Gas	\$55	\$5	\$10	\$2	\$7
Cable TV	\$0	\$1	\$6	\$1	\$0
Internet Service	\$11	\$0	\$4	\$0	\$6
Total	\$997	\$849	\$807	\$849	\$856

Apartments: elevator, corridor					
Electric	\$244	N/A	\$264	N/A	N/A
Water & Sewer	\$409	N/A	\$344	N/A	N/A
Garbage Removal	\$103	N/A	\$150	N/A	N/A
Natural Gas	\$129	N/A	\$83	N/A	N/A
Cable TV	\$0	N/A	\$2	N/A	N/A
Internet Service	\$3	N/A	\$0	N/A	N/A
Total	\$888	N/A	\$843	N/A	N/A



AVERAGE EXPENSE PER UNIT

2007 AIES - PROJECT ANALYSIS (By Unit Count) - Non-Profit Projects



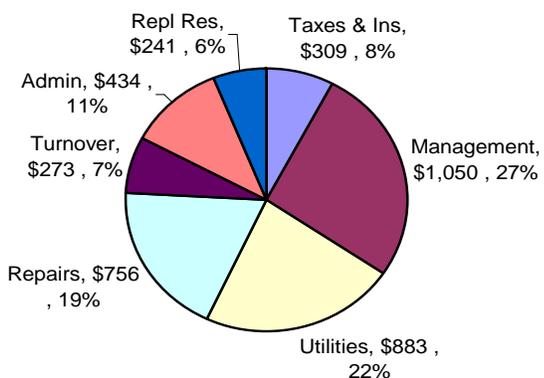
	All Sizes	25 Units and Less	26 to 50 Units	51 to 100 Units	101 Units and Over
<u>Expenses</u>	<u>ALL PROJECTS</u>	<u>27 PROJECTS</u>	<u>56 PROJECTS</u>	<u>32 PROJECTS</u>	<u>13 PROJECTS</u>
Real Estate Taxes	\$112	\$175	\$99	\$85	\$105
Insurance	\$196	\$197	\$216	\$183	\$146
Management:					
- On Site	\$663	\$428	\$727	\$705	\$767
- Off Site	\$388	\$382	\$369	\$401	\$449
Utilities:					
- Electric	\$155	\$187	\$135	\$156	\$172
- Water & Sewer	\$497	\$554	\$541	\$406	\$413
- Garbage Removal	\$177	\$176	\$206	\$152	\$116
- Natural Gas	\$47	\$20	\$46	\$46	\$111
- Cable TV	\$2	\$7	\$1	\$1	\$0
- Internet	\$5	\$5	\$7	\$4	\$0
Repairs:					
- Repairs/Maintenance	\$602	\$732	\$567	\$593	\$510
- Elevator Maintenance	\$18	\$23	\$12	\$15	\$35
- Landscaping	\$136	\$140	\$176	\$88	\$70
Unit Turnover Expense:					
- Cleaning	\$69	\$72	\$66	\$59	\$97
- Painting	\$50	\$50	\$65	\$35	\$26
- Repairs/Materials	\$83	\$63	\$122	\$57	\$22
- Contract Labor	\$72	\$52	\$79	\$95	\$21
Administrative:					
- Advertising/Marketing	\$22	\$18	\$22	\$22	\$31
- Legal/Accounting	\$137	\$164	\$184	\$70	\$43
- Office Administration	\$170	\$186	\$175	\$152	\$153
- Bad Debt	\$52	\$30	\$58	\$58	\$52
- Other	\$54	\$125	\$32	\$36	\$41
Replacement Reserve	\$241	\$236	\$259	\$216	\$236
Total Expense # 1	\$3,946	\$4,022	\$4,163	\$3,636	\$3,616
DCR # 1	1.23	1.06	1.15	1.36	1.61
Additional Expenses					
Administration Charges	\$58	\$86	\$58	\$37	\$51
Resident Services	\$98	\$133	\$60	\$99	\$189
Asset Management Fees	\$91	\$43	\$119	\$92	\$70
Partnership Legal/Accounting	\$99	\$112	\$98	\$101	\$69
Total Expense # 2	\$4,292	\$4,396	\$4,498	\$3,965	\$3,995
DCR # 2	1.02	0.88	0.95	1.15	1.34



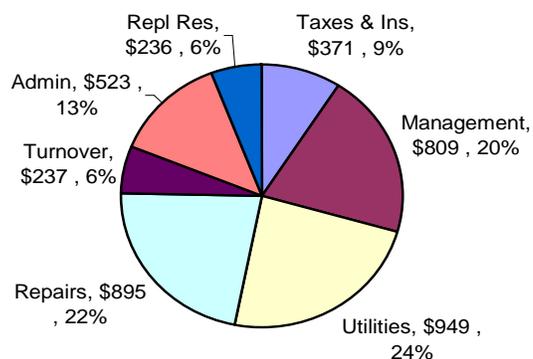
Average Expense Per Unit as a % of Total Expenses

2007 AIES - PROJECT ANALYSIS (By Unit Count) - Non-Profit Projects

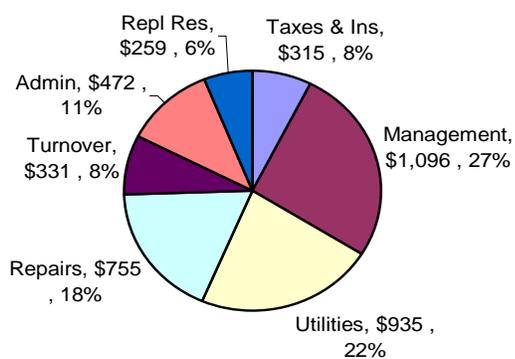
All Sizes



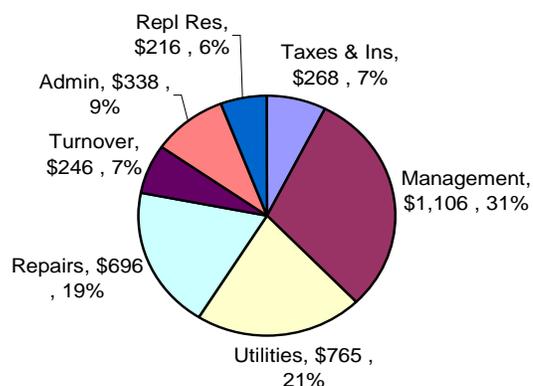
25 Units & Less



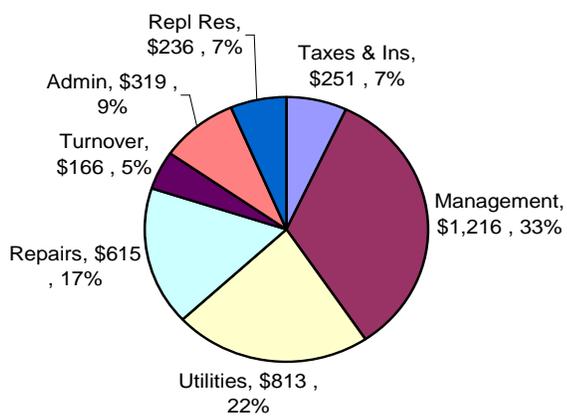
26 to 50 Units



51 to 100 Units



101 Units & Over



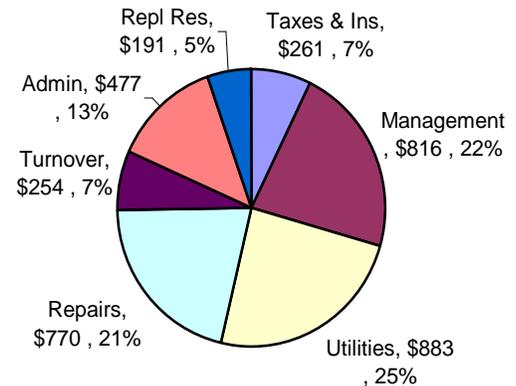


AVERAGE EXPENSE PER UNIT

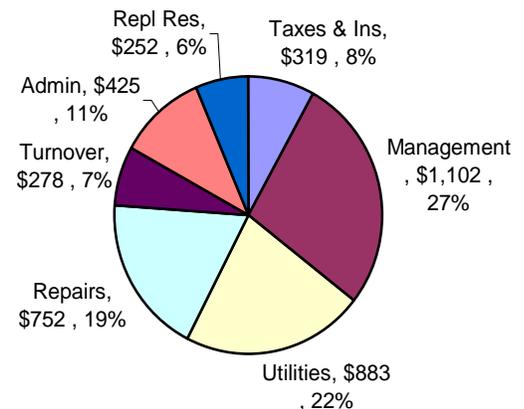
2007 AIES - PROJECT ANALYSIS (By Funding Type) - Non-Profit Projects

	Bond Financed	LIHTC 9%
Expenses		
Real Estate Taxes	\$93	\$116
Insurance	\$167	\$203
Management:		
- On Site	\$414	\$717
- Off Site	\$402	\$384
Utilities:		
- Electric	\$217	\$142
- Water & Sewer	\$513	\$493
- Garbage Removal	\$128	\$188
- Natural Gas	\$13	\$54
- Cable TV	\$8	\$1
- Internet	\$3	\$5
Repairs:		
- Repairs/Maintenance	\$680	\$585
- Elevator Maintenance	\$22	\$17
- Landscaping	\$68	\$150
Unit Turnover Expense:		
- Cleaning	\$43	\$74
- Painting	\$50	\$50
- Repairs/Materials	\$58	\$89
- Contract Labor	\$104	\$64
Administrative:		
- Advertising/Marketing	\$20	\$23
- Legal/Accounting	\$83	\$149
- Office Administration	\$189	\$165
- Bad Debt	\$36	\$55
- Other	\$148	\$33
Replacement Reserve	\$191	\$252
Total Expense # 1	\$3,652	\$4,010
DCR # 1	1.07	1.27
Additional Expenses		
Administration Charges	\$105	\$48
Resident Services	\$60	\$106
Asset Management Fees	\$23	\$106
Partnership Legal/Accounting	\$40	\$111
Total Expense # 2	\$3,880	\$4,382
DCR # 2	0.96	1.04

Bond Financed - Expense as a % of Total Expenses



LIHTC 9% - Expense as a % of Total Expenses



LIHTC 9% ANALYSIS



ANALYSIS OF:

- EXPENSES AND DEBT COVERAGE
- INCOME AND ECONOMIC VACANCY

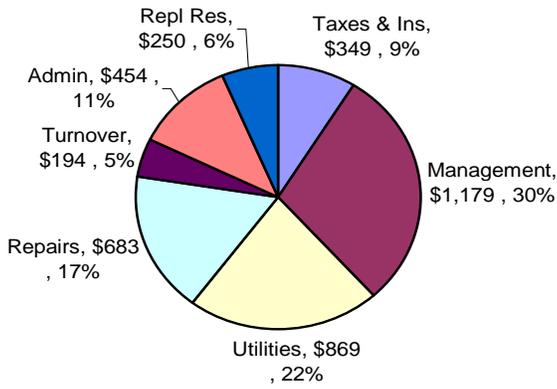
AVERAGE EXPENSE PER UNIT

2007 AIES - REGIONAL PORTFOLIO - LIHTC 9% Projects Only



	Portland Metro	Coastal	Mid-Valley & I-5	North Central	South Central & East
<u>Expenses</u>	<u>Region 1</u>	<u>Region 2</u>	<u>Region 3</u>	<u>Region 4</u>	<u>Region 5</u>
Real Estate Taxes	\$155	\$162	\$135	\$208	\$194
Insurance	\$194	\$161	\$206	\$177	\$170
Management:					
- On Site	\$808	\$977	\$694	\$813	\$790
- Off Site	\$371	\$534	\$377	\$440	\$295
Utilities:					
- Electric	\$150	\$113	\$143	\$125	\$136
- Water & Sewer	\$479	\$413	\$425	\$493	\$406
- Garbage Removal	\$160	\$220	\$162	\$204	\$186
- Natural Gas	\$73	\$4	\$24	\$6	\$24
- Cable TV	\$1	\$22	\$2	\$3	\$5
- Internet	\$6	\$0	\$4	\$2	\$15
Repairs:					
- Repairs/Maintenance	\$518	\$405	\$530	\$434	\$488
- Elevator Maintenance	\$23	\$25	\$10	\$18	\$15
- Landscaping	\$141	\$157	\$155	\$173	\$114
Unit Turnover:					
- Cleaning	\$73	\$11	\$52	\$44	\$70
- Painting	\$46	\$29	\$44	\$60	\$48
- Repairs/Materials	\$59	\$94	\$95	\$79	\$202
- Contract Labor	\$17	\$101	\$117	\$61	\$78
Administrative:					
- Advertising/Marketing	\$34	\$15	\$18	\$46	\$35
- Legal/Accounting	\$108	\$177	\$211	\$129	\$89
- Office Administration	\$191	\$241	\$203	\$201	\$159
- Bad Debt	\$66	\$19	\$39	\$55	\$39
- Other	\$55	\$25	\$28	\$20	\$41
Replacement Reserves	\$250	\$376	\$248	\$243	\$258
Total Expense # 1	\$3,977	\$4,282	\$3,923	\$4,035	\$3,856
DCR # 1	1.28	1.38	1.20	0.99	1.00
Additional					
Administration Charges	\$37	\$8	\$48	\$56	\$32
Resident Services	\$80	\$28	\$88	\$11	\$47
Asset Management Fees	\$120	\$61	\$39	\$42	\$224
Partnership Legal/Accounting	\$127	\$83	\$65	\$33	\$184
Total Expense # 2	\$4,342	\$4,463	\$4,163	\$4,177	\$4,343
DCR # 2	1.10	1.19	1.04	0.90	0.58

Portland Metro - Region 1

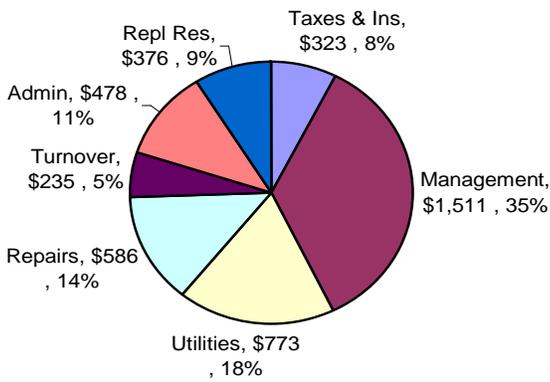


Average Expense as a % of Total Expenses

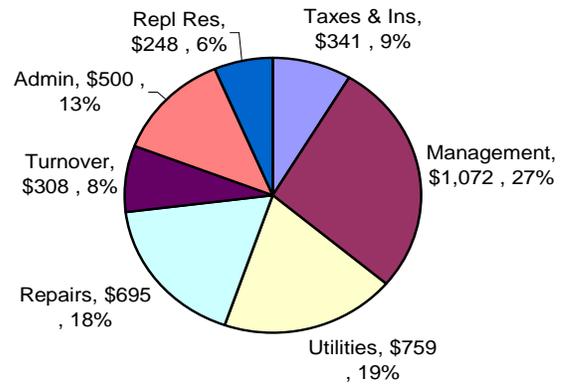
2007 AIES - REGIONAL PORTFOLIO - LIHTC 9% Projects Only



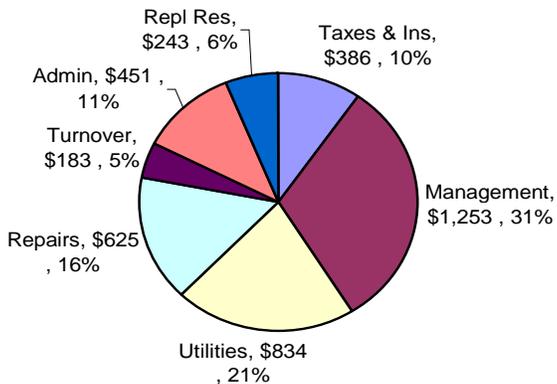
Coastal - Region 2



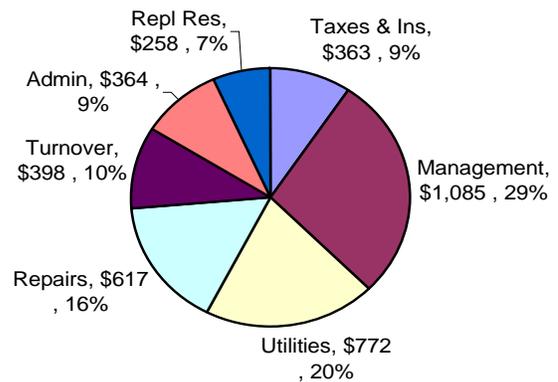
Mid-Valley & I-5 - Region 3



North Central - Region 4



South Central & East - Region 5

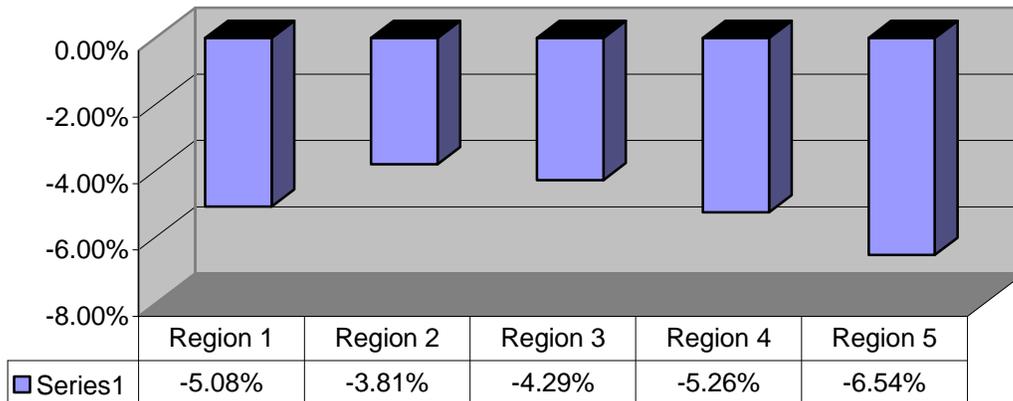




AVERAGE INCOME PER UNIT
2007 AIES - REGIONAL PORTFOLIO - LIHTC 9% Projects Only

<u>Income</u>	Portland Metro	Coastal	Mid-Valley & I-5	North Central	South Central & East
	<u>Region 1</u>	<u>Region 2</u>	<u>Region 3</u>	<u>Region 4</u>	<u>Region 5</u>
Gross Potential Rent	\$7,193	\$6,097	\$5,635	\$5,799	\$5,536
Less:					
Vacancy	(\$281)	(\$192)	(\$184)	(\$270)	(\$308)
Management Unit	(\$68)	(\$20)	(\$54)	(\$19)	(\$40)
Concessions	(\$17)	(\$20)	(\$4)	(\$16)	(\$14)
Net Rental Income	\$6,828	\$5,865	\$5,394	\$5,494	\$5,174
Economic Vacancy	-5.08%	-3.81%	-4.29%	-5.26%	-6.54%

Economic Vacancy - LIHTC 9% Projects Only



GLOSSARY OF TERMS

AIES – Analysis of Income and Expenses System: Oregon Housing & Community Services Dept. statewide database of actual and projected income and expenses.

Cash Flow – As used in this report this term means income remaining after operating expenses and foreclosable debt service, but before “Additional Expenses”, depreciation and amortization.

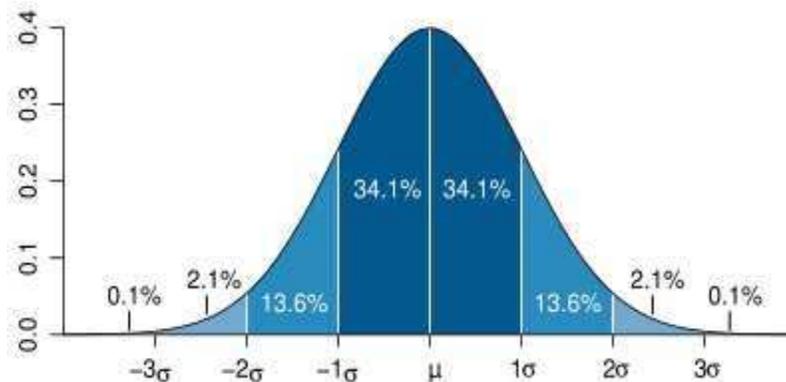
DCR – Debt coverage ratio: a ratio of dollars available to pay debt service after operating expenses are paid. A debt coverage ratio below 1.00 indicates that there is not enough cash flow to make all debt payments. DCR #1 in this report includes primary and foreclosable secondary debt service. DCR #2 in this report includes “Additional Expenses”, primary and foreclosable debt service, as well as any non-foreclosable debt service.

Economic Vacancy – A measurement of vacancy based on lost revenue as opposed to physical vacancy.

Gross Potential Rent – The potential total amount of scheduled unit rent that would be collected if the project were 100% occupied. This would include any tenant assistance payments.

Mean – The average of a set of numbers. Found by adding all the numbers in a set and dividing the sum by the number of entries. Used in this report with one standard deviation.

Standard Deviation – A measure of the dispersion of a set of values. Used with the Mean to moderate the impact of skewing caused in averages by unusually high or low numbers. Example:



Dark blue is less than one standard deviation from the mean. For the normal distribution, this accounts for 68.27% of the set; while two standard deviations from the mean (medium and dark blue) account for 95.45%.



What We Do Matters!

Oregon Housing & Community Services
North Mall Office Building
725 Summer St NE Suite B
Salem, OR 97301-1266
(503) 986-2000

Oregon Housing & Community Services is the State's housing finance agency and community services program administrator. The Department provides financial and program support to create and preserve opportunities for quality, affordable housing for Oregonians of lower and moderate income and administers federal and state antipoverty, homeless and energy assistance, and community service programs. The OHCS mission is to "Provide leadership that enables Oregonians to gain housing, become self-sufficient, and achieve prosperity."