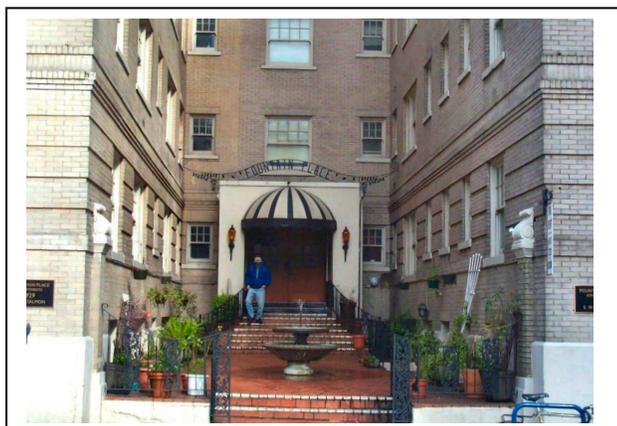




**What We Do
Matters!**



OREGON HOUSING & COMMUNITY
SERVICES
Tax Credit - Bond - HOME - Risk Sharing
Multifamily Developments
Analysis of Income and Expenses
Report To Partners
For 2010

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ACKNOWLEDGEMENTS

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

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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 2010 Actual Project Income and Expenses on-line template.

Cover pictures are of Fountain Place, Portland; Eastlake Village, Bend; and Colonia Libertad, Salem.

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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.

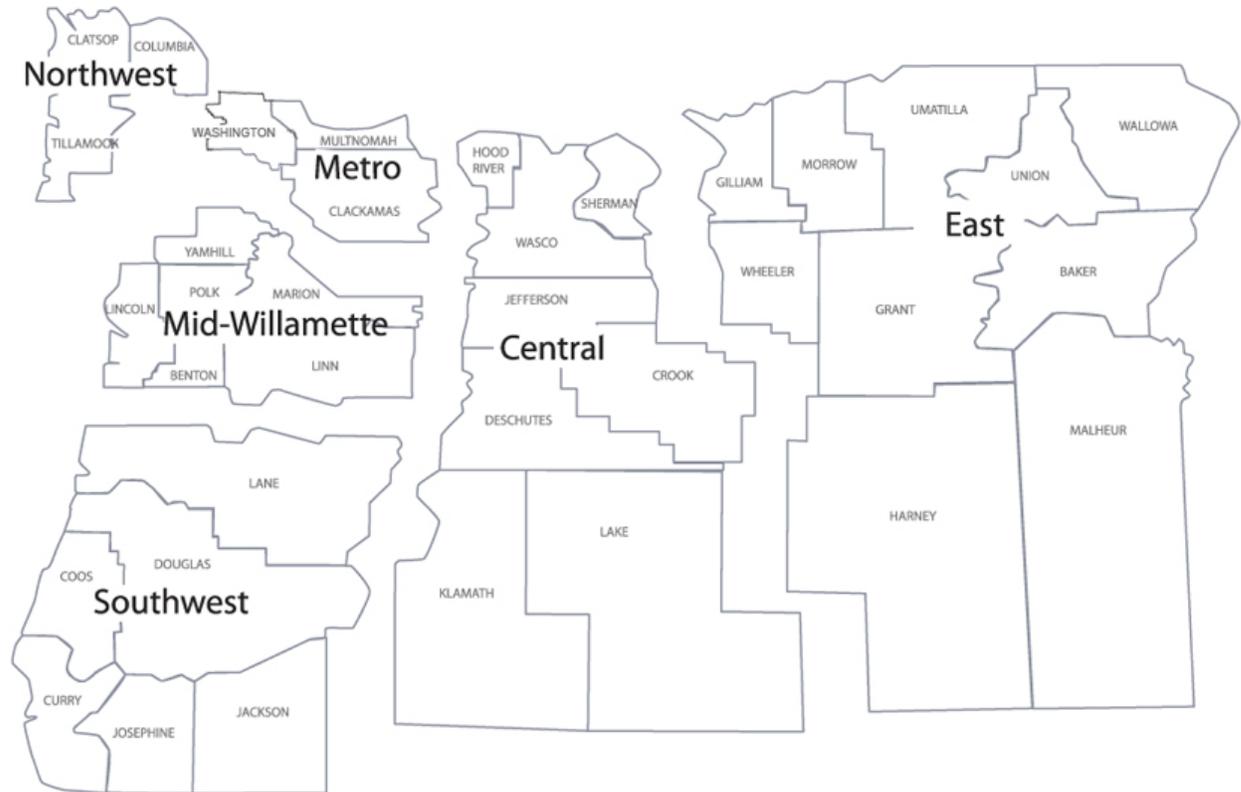
SCOPE:

This report collates the data submitted for fiscal 2010 and reports it with the goal of presenting accurate and reliable information to our partners. The 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. The 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 average per-unit amounts [except debt coverage, expressed as an average 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), HOME, and tax credits (LIHTC); 4) Regional location as shown in **Figure 1**. The regional structure used for this report is the same as that used in the 2009 report, which matches the OHCS regional structure as serviced by the Regional Advisors to the Department (RAD), except that in 2010 Lane County is moved from the Mid-Willamette Region (Region 2) to the Southwest Region (Region 3). Please see the next page for RAD contact information.

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



Northwest & Metro	Mid-Willamette Valley	Southwest	Central	East
Vince Chiotti 971.673.7184 971.673.7180 (fax)	Karen Chase 503-986-0991 503-986-2132 (fax)	Karen Clearwater 541.686.7689 541.686.7954 (fax)	Deborah Price 541.306.3677	Bruce Buchanan 541.980.6300

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	181	65	82	32	40	400
% of Total Projects Reporting	45%	16%	21%	8%	10%	100%
Area	Northwest & Metro	Mid-Willamette Valley	Southwest	Central	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, although others may be represented in the data.

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 used in this report are geographical and in conformity with OHCS departmental configurations

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: Northwest & Metro

Region 1 includes the Portland Metro area made up of Clackamas, Multnomah and Washington Counties, and the northwest counties of Clatsop, Columbia, and Tillamook. For the Metro / Rural comparisons, Portland and 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 area, which is compared to the more rural areas of the State. Without Portland and its suburbs, Region 1 is reported as Rural Northwest for that comparison.

Region 2: Mid-Willamette Valley

Region 2 is Linn, Benton, Marion, Polk, Lincoln, and Yamhill Counties.

Region 3: Southwest

Region 3 includes Coos, Curry, Douglas, Jackson, Josephine and Lane Counties.

Region 4: Central

Region 4 is Hood River, Wasco and Sherman Counties, as well as Jefferson, Crook, Deschutes, Klamath and Lake Counties.

Region 5: East

Region 5 is Baker, Gilliam, Grant and Harney Counties; Malheur and Morrow 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 projects*, Risk Sharing, HOME, and LIHTC 4% & 9% projects. The majority of projects fall under the LIHTC 4% & 9% category, which are segregated and analyzed separately on pages 33 through 36 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 shown are 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. Pie charts illustrate “rolled up” expenses. For example, Statewide Repairs per unit (page 11) total \$761 and include repairs/maintenance (\$606), elevator maintenance (\$19) and landscape maintenance (\$136). Discrepancies in chart totals compared to column totals are due to rounding of income and expense item amounts.

5. FINANCIAL MEASUREMENTS

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

6. CHANGES FROM THE 2009 REPORT

In 2010, Lane County became part of the Southwest Region (Region #3). There are no other changes from the 2009 Report to Partners.

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

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REGIONAL PORTFOLIO ANALYSIS



ANALYSIS OF:

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



**AVERAGE EXPENSE PER UNIT
2010 AIES - REGIONAL PORTFOLIO - STATE / REGION COMPARISON**

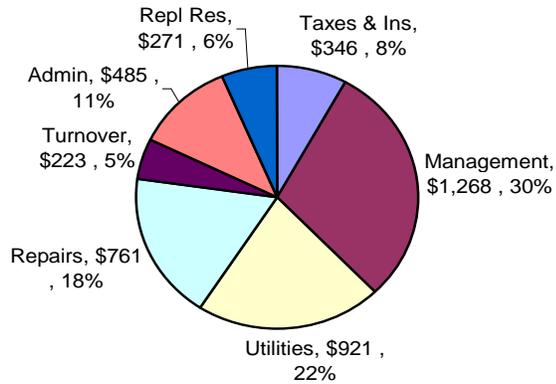
		Northwest & Metro	Mid- Willamette Valley	Southwest	Central	East
<u>Expenses</u>	<u>Statewide</u>	<u>Region 1</u>	<u>Region 2</u>	<u>Region 3</u>	<u>Region 4</u>	<u>Region 5</u>
Real Estate Taxes	\$166	\$182	\$157	\$128	\$179	\$177
Insurance	\$180	\$174	\$186	\$187	\$164	\$192
Management:						
- On Site	\$796	\$850	\$589	\$768	\$1,007	\$773
- Off Site	\$472	\$452	\$576	\$462	\$433	\$444
Utilities:						
- Electric	\$175	\$180	\$182	\$171	\$147	\$174
- Water & Sewer	\$521	\$553	\$535	\$431	\$560	\$508
- Garbage Removal	\$176	\$174	\$193	\$164	\$206	\$159
- Natural Gas	\$31	\$48	\$22	\$11	\$24	\$14
- Cable TV	\$11	\$7	\$22	\$19	\$5	\$1
- Internet	\$7	\$5	\$11	\$5	\$8	\$11
Repairs:						
- Repairs/Maintenance	\$605	\$605	\$651	\$614	\$544	\$561
- Elevator Maintenance	\$19	\$28	\$10	\$14	\$16	\$8
- Landscaping	\$136	\$120	\$137	\$141	\$134	\$202
Unit Turnover Expense:						
- Cleaning	\$53	\$72	\$41	\$34	\$47	\$28
- Painting	\$41	\$42	\$39	\$36	\$31	\$62
- Repairs/Materials	\$82	\$61	\$87	\$119	\$117	\$65
- Contract Labor	\$47	\$49	\$32	\$72	\$16	\$39
Administrative:						
- Advertising/Marketing	\$27	\$35	\$16	\$13	\$30	\$33
- Legal/Accounting	\$149	\$132	\$161	\$163	\$179	\$159
- Office Administration	\$212	\$237	\$189	\$189	\$222	\$176
- Bad Debt	\$50	\$56	\$46	\$29	\$73	\$56
- Other	\$46	\$41	\$34	\$57	\$40	\$70
Replacement Reserve Deposit	\$271	\$250	\$279	\$269	\$340	\$298
Total Expense # 1	\$4,274	\$4,352	\$4,196	\$4,097	\$4,523	\$4,208
DCR # 1	1.28	1.32	1.32	1.24	1.04	1.29
Additional Expenses						
Administration Charges	\$36	\$36	\$62	\$33	\$19	\$17
Resident Services	\$82	\$114	\$86	\$59	\$8	\$33
Asset Management Fees	\$81	\$115	\$61	\$38	\$71	\$59
Partnership Legal/Accounting	\$74	\$111	\$28	\$45	\$55	\$58
Total Expense # 2	\$4,547	\$4,728	\$4,431	\$4,272	\$4,676	\$4,374
DCR # 2	1.12	1.14	1.18	1.10	0.95	1.14



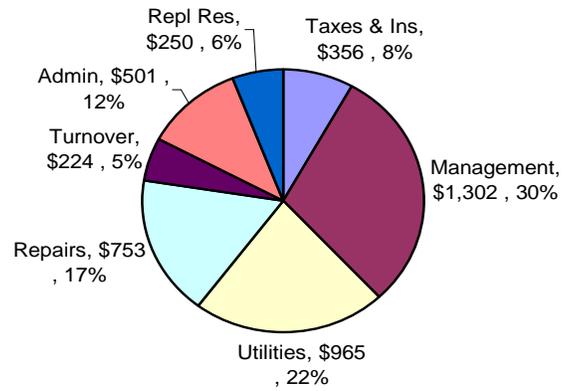
Average Expense Per Unit as a % of Total Expenses Per Unit

2010 AIES - REGIONAL PORTFOLIO - STATE / REGION COMPARISON

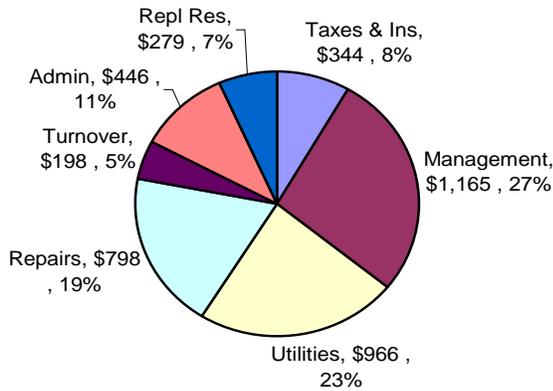
Statewide



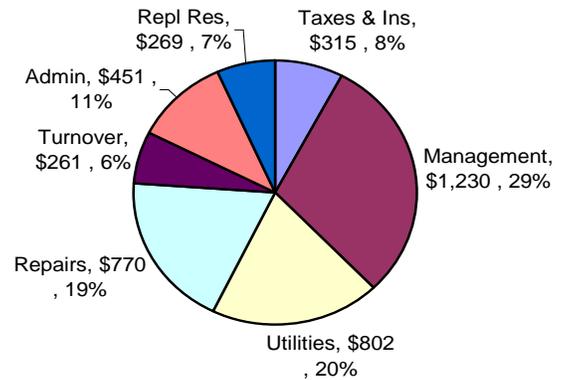
Northwest & Metro - Region 1



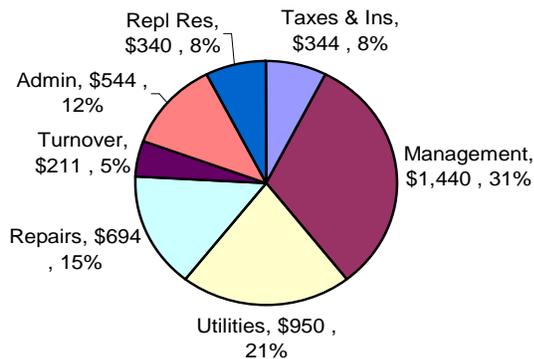
Mid-Willamette Valley - Region 2



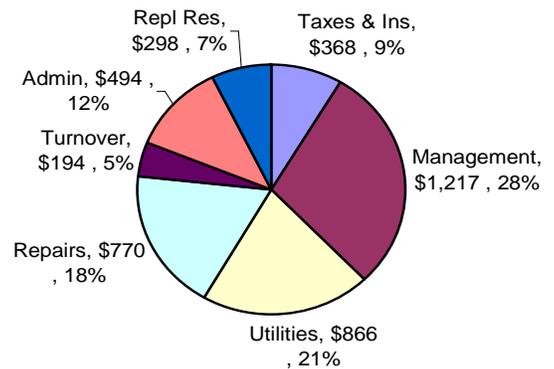
Southwest - Region 3



Central - Region 4



East - Region 5



AVERAGE EXPENSE PER UNIT

2010 AIES - REGIONAL PORTFOLIO - METRO / RURAL COMPARISON



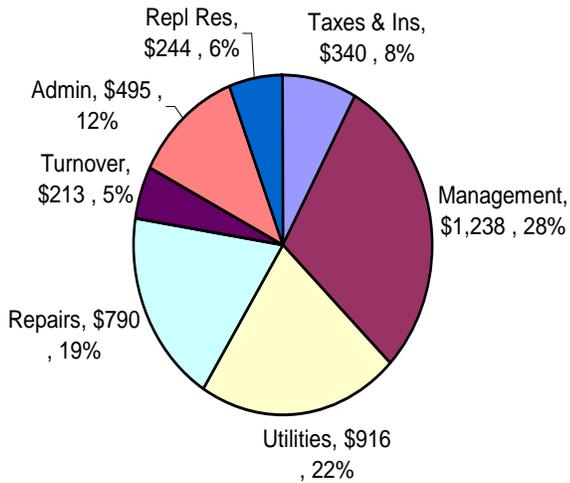
	Portland, Salem, & Eugene	Northwest	Mid- Willamette Valley	Southwest
<u>Expenses</u>	<u>Metro</u>	<u>R1 Rural</u>	<u>R2 Rural</u>	<u>R3 Rural</u>
Real Estate Taxes	\$163	\$105	\$145	\$122
Insurance	\$177	\$161	\$182	\$193
Management:				
- On Site	\$749	\$1,184	\$666	\$844
- Off Site	\$490	\$473	\$487	\$468
Utilities:				
- Electric	\$191	\$105	\$164	\$198
- Water & Sewer	\$512	\$585	\$568	\$475
- Garbage Removal	\$156	\$257	\$212	\$172
- Natural Gas	\$47	\$2	\$23	\$15
- Cable TV	\$4	\$20	\$27	\$27
- Internet	\$6	\$5	\$7	\$1
Repairs:				
- Repairs/Maintenance	\$651	\$446	\$679	\$564
- Elevator Maintenance	\$28	\$12	\$11	\$17
- Landscaping	\$111	\$167	\$145	\$123
Unit Turnover:				
- Cleaning	\$68	\$31	\$36	\$33
- Painting	\$37	\$25	\$40	\$29
- Repairs/Materials	\$70	\$149	\$85	\$104
- Contract Labor	\$39	\$55	\$28	\$91
Administrative:				
- Advertising/Marketing	\$30	\$40	\$11	\$13
- Legal/Accounting	\$142	\$203	\$160	\$153
- Office Administration	\$224	\$247	\$204	\$218
- Bad Debt	\$52	\$18	\$49	\$40
- Other	\$48	\$8	\$38	\$49
Replacement Reserve Deposit	\$244	\$334	\$305	\$268
Total Expense # 1	\$4,237	\$4,634	\$4,274	\$4,218
DCR # 1	1.33	1.37	1.32	1.10
Additional Expenses				
Administration Charges	\$34	\$15	\$71	\$39
Resident Services	\$126	\$13	\$96	\$49
Asset Management Fees	\$88	\$232	\$69	\$45
Partnership Legal/Accounting	\$95	\$24	\$16	\$48
Total Expense # 2	\$4,579	\$4,917	\$4,525	\$4,399
DCR # 2	1.16	1.21	1.18	0.97



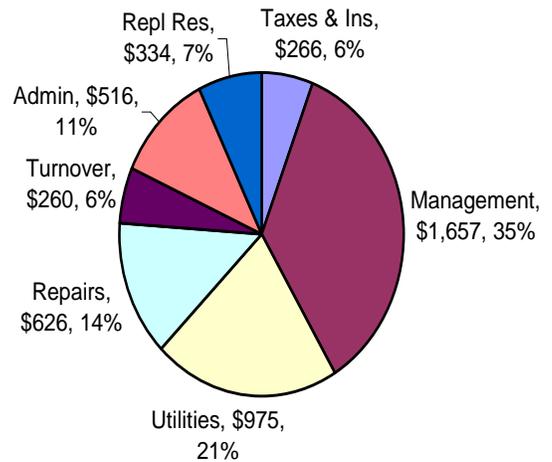
Average Expense Per Unit as a % of Total Expenses

2010 AIES - REGIONAL PORTFOLIO - METRO / RURAL COMPARISON

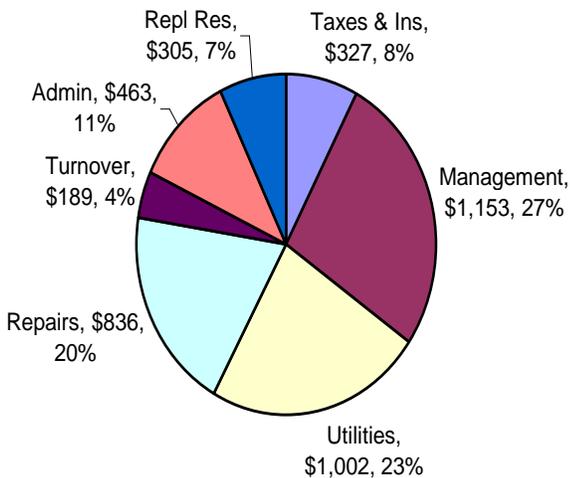
P,S,E Metro *



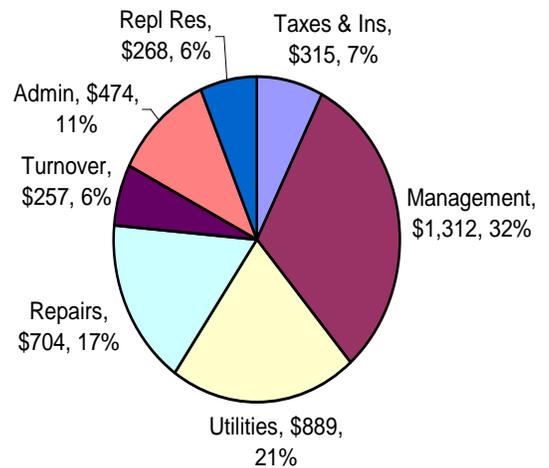
Northwest - Region 1 Rural



Mid-Willamette Valley - Region 2 Rural



Southwest - Region 3 Rural





**AVERAGE INCOME PER UNIT AND ECONOMIC VACANCY
2010 AIES - REGIONAL PORTFOLIO - STATE/REGION; METRO/RURAL**

Mid-

Northwest
& Metro

Willamette
Valley

Southwest

Central

East

<u>Income</u>	<u>Statewide</u>	<u>Region 1</u>	<u>Region 2</u>	<u>Region 3</u>	<u>Region 4</u>	<u>Region 5</u>
Gross Potential Rent	\$7,010	\$7,911	\$6,703	\$5,909	\$6,531	\$6,076
Less:						
Vacancy	(\$301)	(\$347)	(\$280)	(\$175)	(\$405)	(\$304)
Management Unit	(\$67)	(\$96)	(\$52)	(\$54)	(\$14)	(\$27)
Concessions	(\$23)	(\$35)	(\$12)	(\$5)	(\$37)	(\$14)
Net Rental Income	\$6,619	\$7,433	\$6,359	\$5,675	\$6,075	\$5,731
Economic Vacancy	-5.58%	-6.04%	-5.13%	-3.96%	-6.98%	-5.68%

Portland,
Salem,
Eugene

Mid-
Willamette

Northwest

Valley

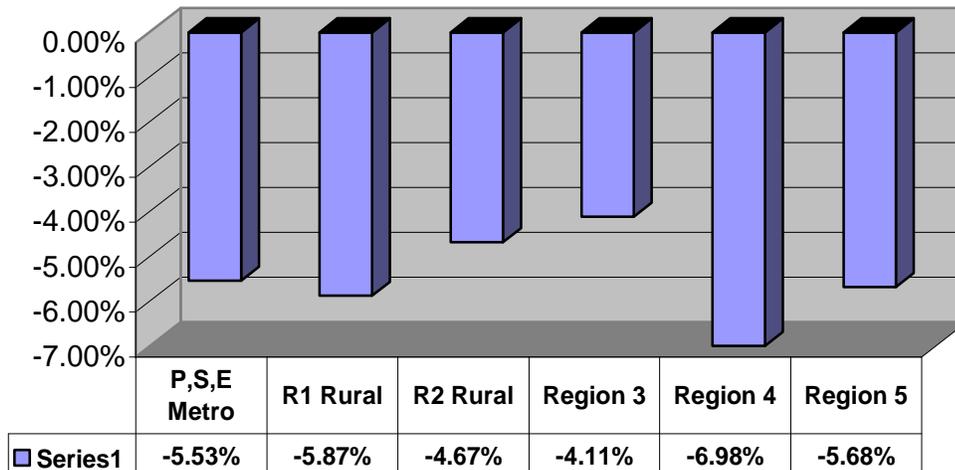
Southwest

Central

East

<u>Income</u>	<u>Metro</u>	<u>R1 Rural</u>	<u>R2 Rural</u>	<u>R3 Rural</u>	<u>Region 4</u>	<u>Region 5</u>
Gross Potential Rent	\$7,560	\$7,190	\$6,743	\$5,940	\$6,531	\$6,076
Less:						
Vacancy	(\$313)	(\$370)	(\$258)	(\$193)	(\$405)	(\$304)
Management Unit	(\$84)	(\$40)	(\$48)	(\$45)	(\$14)	(\$27)
Concessions	(\$21)	(\$12)	(\$9)	(\$6)	(\$37)	(\$14)
Net Rental Income	\$7,142	\$6,768	\$6,428	\$5,696	\$6,075	\$5,731
Economic Vacancy	-5.53%	-5.87%	-4.67%	-4.11%	-6.98%	-5.68%

Economic Vacancy - Metro / Rural Comparison



2010 AIES - AVERAGE CASH FLOW AFTER DEBT SERVICE *



PROJECTS REPORTING: 400 Apartments

UNITS: 24,790 LIHTC, Elderly /Disabled, Risk Sharing, Section 8, HOME

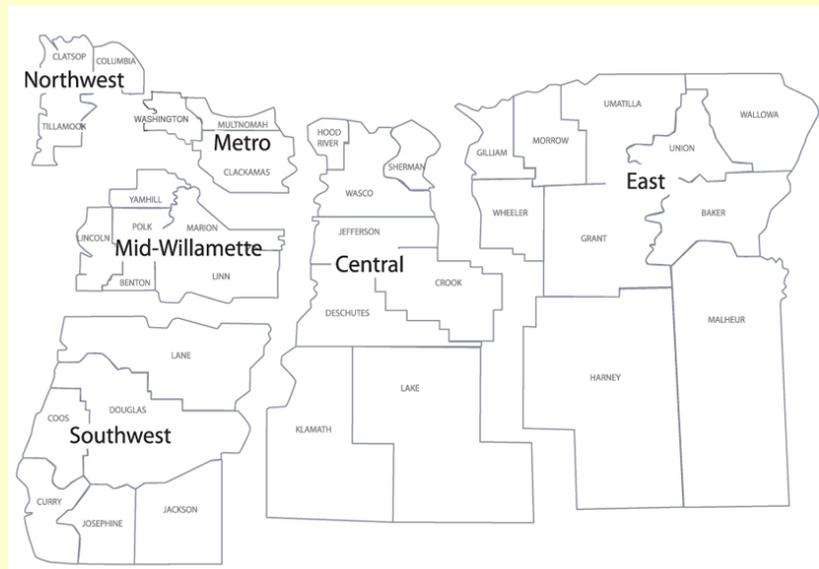
ALL REGIONS:

Region 1 Northwest & Metro	181 projects	\$547 per unit
Region 2 Mid-Willamette Valley	65 projects	\$497 per unit
Region 3 Southwest	82 projects	\$433 per unit
Region 4 Central	32 projects	\$90 per unit
Region 5 East	40 projects	\$363 per unit

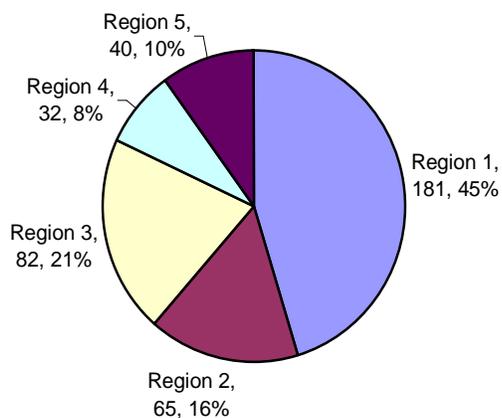
**Average cash flow per unit:
Statewide \$521**

**Projects reporting cash deficit
after debt service*: 80
20% of all reporting**

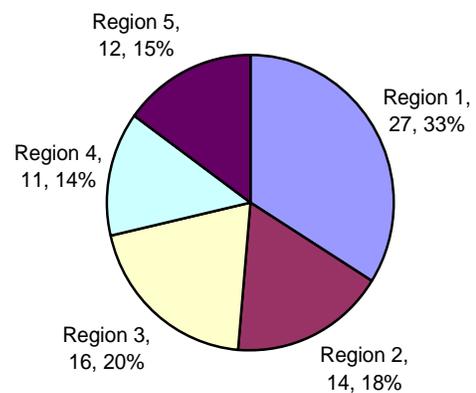
* also after replacement reserve deposits



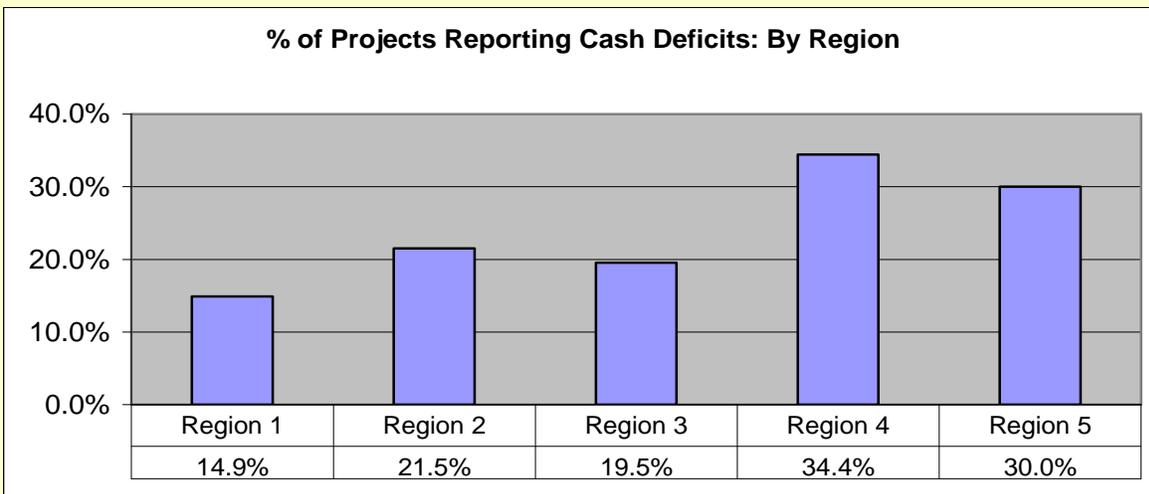
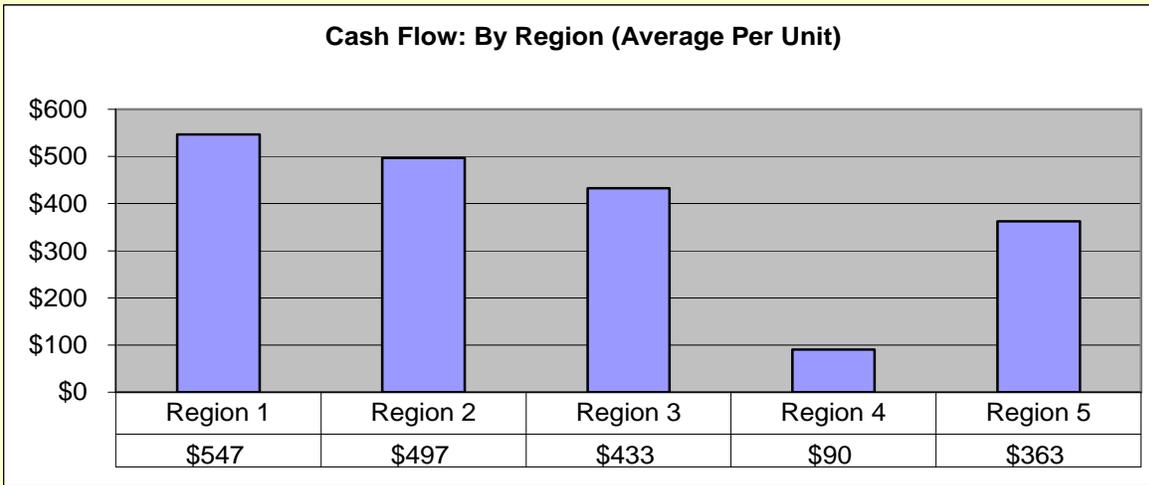
**Projects Reporting By Region:
Number and % of 400 Total**



**Projects Reporting Cash Deficit
After Debt Service By Region:
Number and % of 80 Total**



2010 AIES - CASH FLOW AFTER DEBT SERVICE*



2010 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	\$6,860	\$4,855	\$3,025	\$1,670	\$1,575
Avg	\$547	\$497	\$433	\$90	\$363
Min	(\$2,100)	(\$1,481)	(\$2,133)	(\$1,845)	(\$858)

*also after replacement reserve deposits

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**
2010 AIES - PROJECT ANALYSIS (By Structure Type)

For-Profit Projects

PROJECTS REPORTING: 165 Multi-Family Developments

UNITS: 14,227

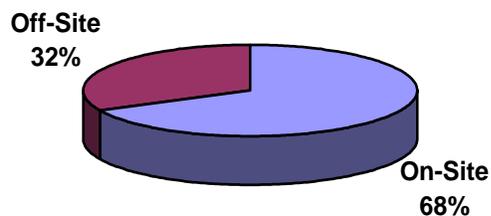


	Northwest & Metro Region 1	Mid- Willamette Valley Region 2	Southwest Region 3	Central Region 4	East Region 5
Apartments: garden walk-up					
On-Site Management	\$942	\$840	\$928	\$1,168	\$792
Off-Site Management	\$424	\$451	\$445	\$452	\$460
Advertising/Marketing	\$49	\$34	\$22	\$37	\$29
Project Legal/Accounting	\$111	\$167	\$141	\$179	\$169
Office Administration	\$194	\$220	\$264	\$236	\$218
Bad Debt	\$38	\$125	\$32	\$75	\$42
Other	\$13	\$28	\$20	\$37	\$83

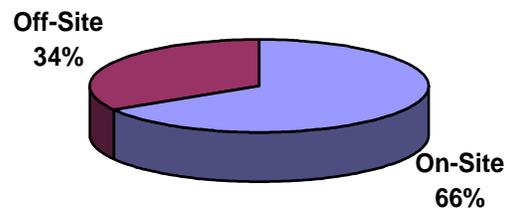
Apartments: elevator, corridor

On-Site Management	\$882	\$759	\$933	\$1,218	N/A
Off-Site Management	\$464	\$462	\$500	\$485	N/A
Advertising/Marketing	\$62	\$15	\$33	\$14	N/A
Project Legal/Accounting	\$114	\$161	\$145	\$241	N/A
Office Administration	\$230	\$223	\$196	\$211	N/A
Bad Debt	\$35	\$9	\$7	\$8	N/A
Other	\$40	\$54	\$46	\$147	N/A

Garden walk-up: Management Expense



Elevator, corridor: Management Expense



**AVERAGE REPAIRS AND MAINTENANCE,
TAXES AND INSURANCE EXPENSE PER UNIT**
2010 AIES - PROJECT ANALYSIS (By Structure Type)

For-Profit Projects

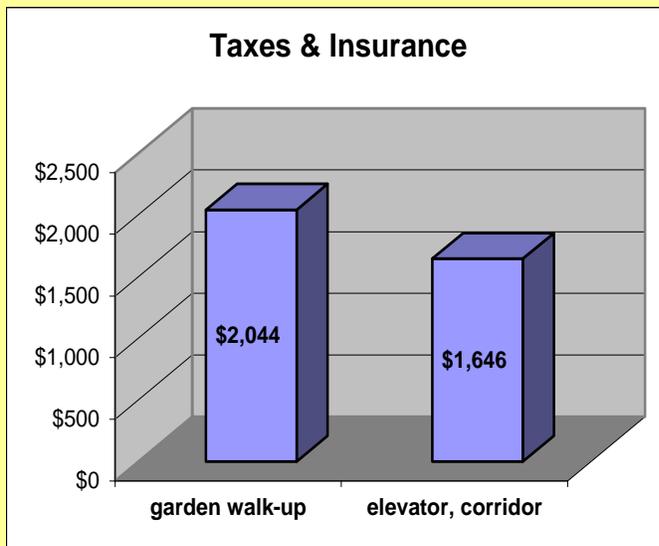
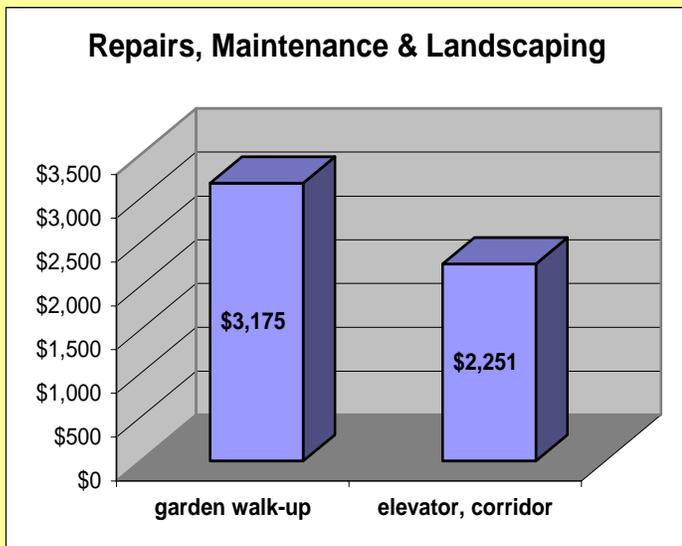
PROJECTS REPORTING: 165 Multi-Family Developments

UNITS: 14,227



	Northwest & Metro Region 1	Mid- Willamette Valley Region 2	Southwest Region 3	Central Region 4	East Region 5
Apartments: garden walk-up					
Repairs & Maintenance*	\$328	\$507	\$287	\$617	\$613
Elevator Maintenance	\$5	\$7	\$5	\$0	\$0
Landscaping	\$163	\$140	\$157	\$132	\$214
Taxes	\$285	\$269	\$232	\$247	\$186
Insurance	\$170	\$146	\$152	\$158	\$199

Apartments: elevator, corridor					
Repairs & Maintenance*	\$550	\$359	\$77	\$492	N/A
Elevator Maintenance	\$48	\$71	\$79	\$93	N/A
Landscaping	\$64	\$172	\$163	\$83	N/A
Taxes	\$315	\$210	\$254	\$185	N/A
Insurance	\$171	\$159	\$129	\$223	N/A



*does not include unit turnover expense

AVERAGE UNIT TURNOVER

EXPENSE PER UNIT

2010 AIES - PROJECT ANALYSIS (By Structure Type)

For-Profit Projects

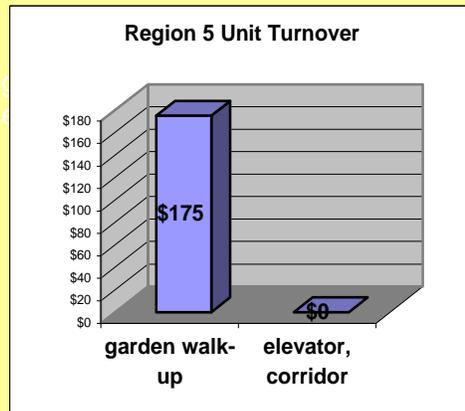
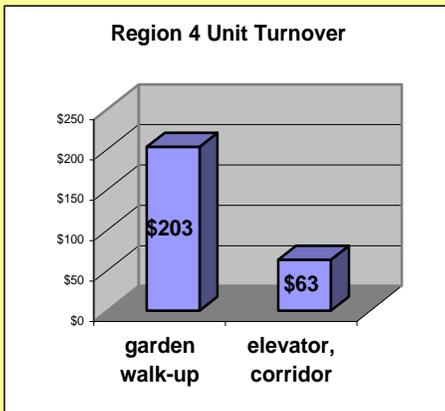
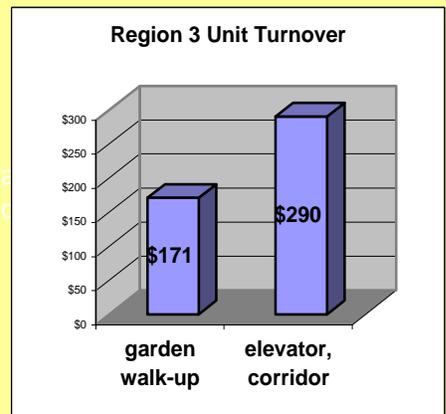
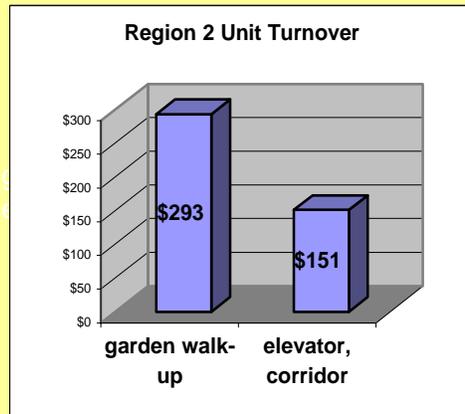
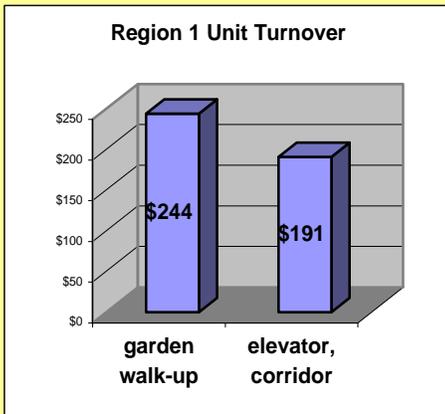
PROJECTS REPORTING: 165 Multi-Family Developments

UNITS: 14,227



	Mid-				
	Northwest & Metro Region 1	Willamette Valley Region 2	Southwest Region 3	Central Region 4	East Region 5
Apartments: garden walk-up					
Cleaning	\$56	\$51	\$33	\$42	\$26
Painting	\$31	\$18	\$28	\$37	\$48
Repairs / Materials	\$75	\$180	\$41	\$112	\$80
Contract Labor	<u>\$82</u>	<u>\$44</u>	<u>\$69</u>	<u>\$12</u>	<u>\$21</u>
Total	\$244	\$293	\$171	\$203	\$175

Apartments: elevator, corridor					
Cleaning	\$59	\$9	\$11	\$32	N/A
Painting	\$31	\$11	\$48	\$11	N/A
Repairs / Materials	\$43	\$58	\$85	\$20	N/A
Contract Labor	<u>\$58</u>	<u>\$73</u>	<u>\$146</u>	<u>\$0</u>	N/A
Total	\$191	\$151	\$290	\$63	N/A



AVERAGE UTILITY EXPENSE PER UNIT
2010 AIES - PROJECT ANALYSIS (By Structure Type)

For-Profit Projects

PROJECTS REPORTING: 165 Multi-Family Developments

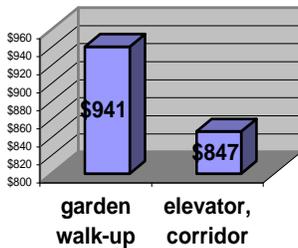
UNITS: 14,227



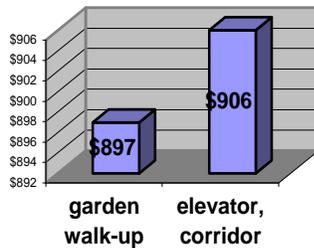
	<i>Mid-</i>				
	<i>Northwest</i>	<i>Willamette</i>		<i>Central</i>	<i>East</i>
	<i>& Metro</i>	<i>Valley</i>	<i>Southwest</i>	<i>Region 4</i>	<i>Region 5</i>
	<u>Region 1</u>	<u>Region 2</u>	<u>Region 3</u>		
Apartments: garden walk-up					
Electric	\$100	\$118	\$138	\$112	\$132
Water & Sewer	\$612	\$527	\$427	\$466	\$478
Garbage Removal	\$204	\$234	\$162	\$208	\$164
Natural Gas	\$12	\$7	\$8	\$8	\$7
Cable TV	\$5	\$1	\$43	\$1	\$1
Internet Service	<u>\$8</u>	<u>\$10</u>	<u>\$2</u>	<u>\$6</u>	<u>\$14</u>
Total	\$941	\$897	\$780	\$801	\$796

Apartments: elevator, corridor					
Electric	\$209	\$252	\$226	\$355	N/A
Water & Sewer	\$444	\$343	\$315	\$405	N/A
Garbage Removal	\$108	\$127	\$79	\$165	N/A
Natural Gas	\$63	\$60	\$17	\$109	N/A
Cable TV	\$19	\$123	\$103	\$35	N/A
Internet Service	<u>\$4</u>	<u>\$1</u>	<u>\$0</u>	<u>\$0</u>	N/A
Total	\$847	\$906	\$740	\$1,069	N/A

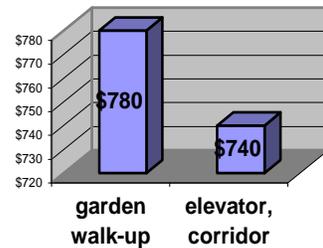
Region 1 Utilities



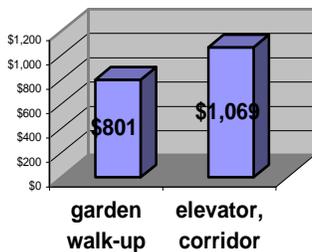
Region 2 Utilities



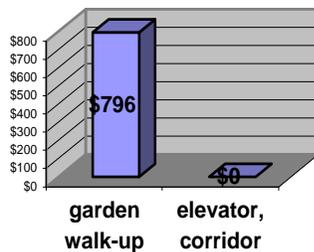
Region 3 Utilities



Region 4 Utilities



Region 5 Utilities





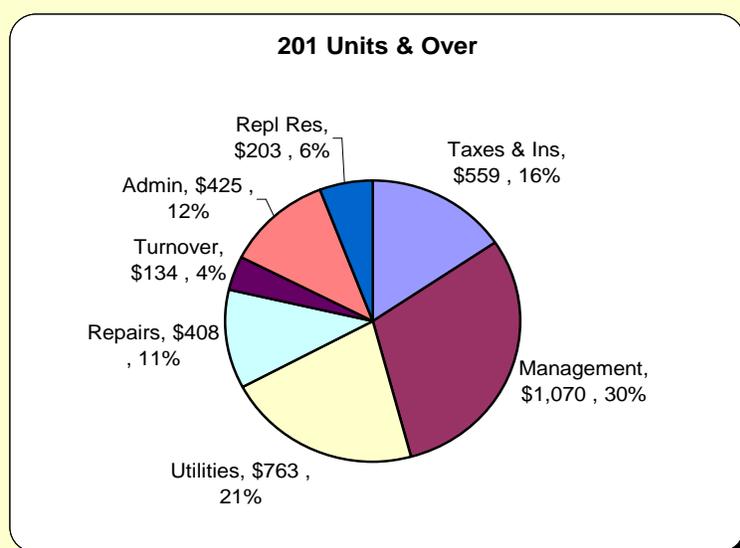
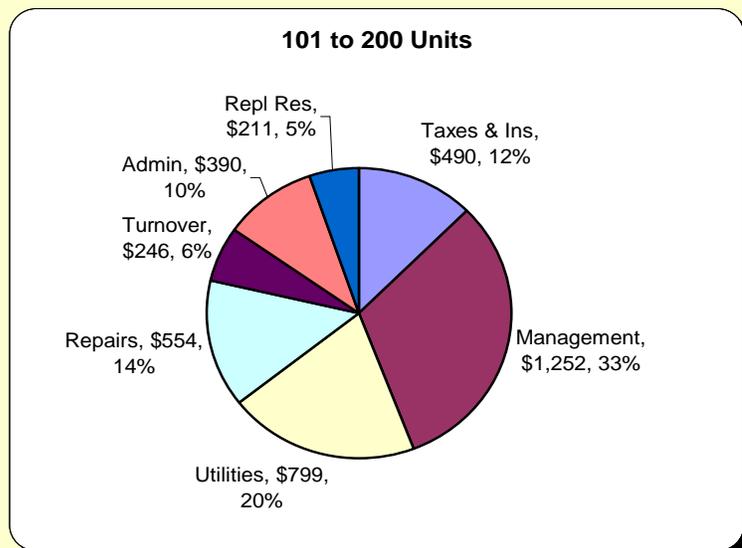
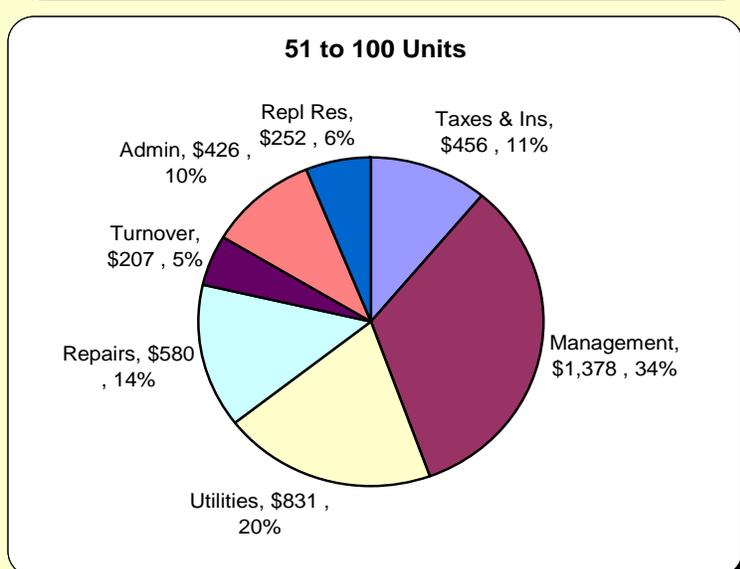
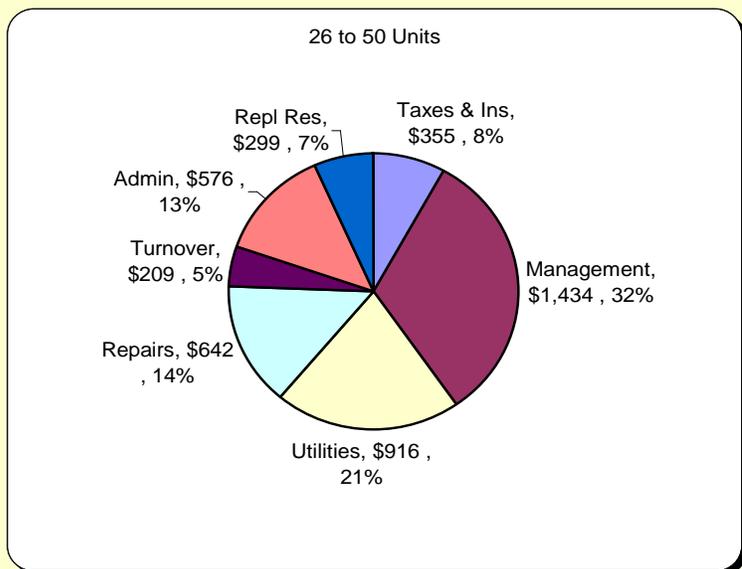
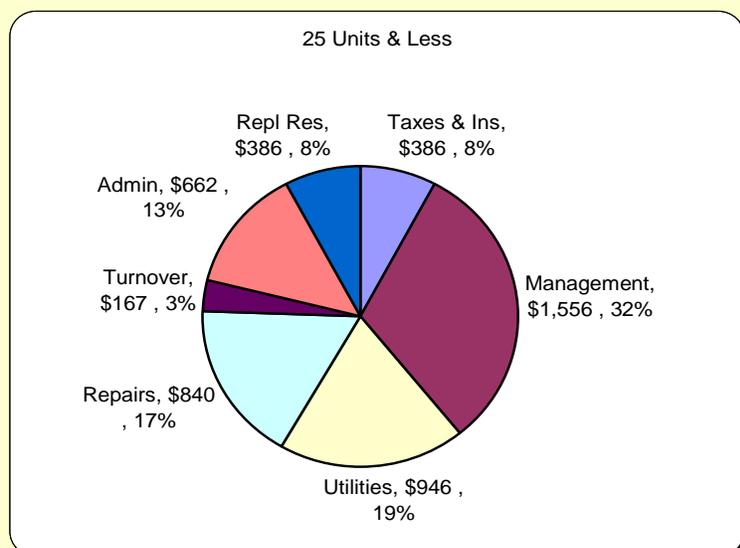
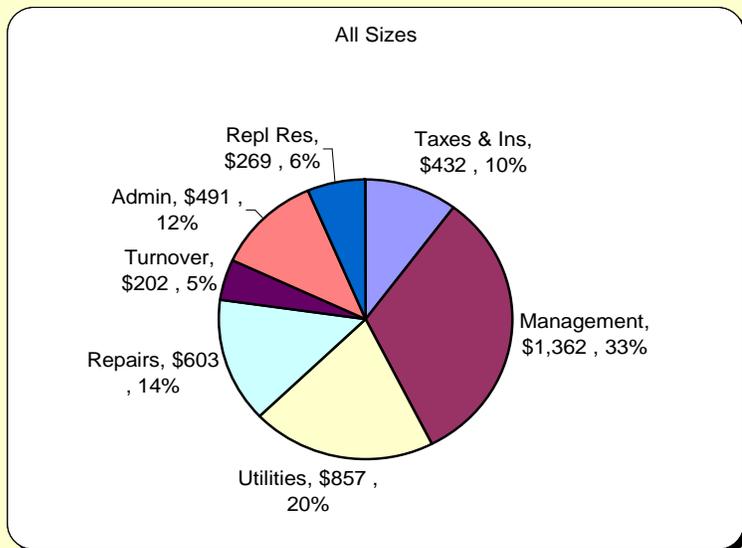
AVERAGE EXPENSE PER UNIT
2010 AIES - PROJECT ANALYSIS (By Unit Count)
For-Profit Projects

	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>16 Projects</u>	<u>53 Projects</u>	<u>53 Projects</u>	<u>26 Projects</u>	<u>17 Projects</u>
Real Estate Taxes	\$263	\$167	\$199	\$287	\$329	\$384
Insurance	\$169	\$219	\$156	\$169	\$162	\$176
Management:						
- On Site	\$914	\$1,065	\$946	\$932	\$837	\$733
- Off Site	\$448	\$491	\$488	\$445	\$414	\$337
Utilities:						
- Electric	\$157	\$197	\$138	\$173	\$152	\$135
- Water & Sewer	\$480	\$543	\$515	\$443	\$460	\$456
- Garbage Removal	\$161	\$163	\$201	\$151	\$137	\$105
- Natural Gas	\$31	\$33	\$16	\$36	\$42	\$42
- Cable TV	\$22	\$3	\$38	\$22	\$2	\$21
- Internet	\$6	\$7	\$8	\$5	\$6	\$4
Repairs:						
- Repairs/Maintenance	\$447	\$608	\$450	\$446	\$443	\$302
- Elevator Maintenance	\$24	\$27	\$26	\$29	\$17	\$14
- Landscaping	\$132	\$205	\$167	\$105	\$95	\$93
Unit Turnover Expense:						
- Cleaning	\$45	\$38	\$28	\$60	\$49	\$52
- Painting	\$31	\$36	\$38	\$27	\$28	\$24
- Repairs/Materials	\$73	\$92	\$80	\$69	\$92	\$15
- Contract Labor	\$53	\$1	\$63	\$50	\$78	\$44
Administrative:						
- Advertising/Marketing	\$43	\$21	\$21	\$36	\$69	\$117
- Legal/Accounting	\$144	\$269	\$204	\$130	\$53	\$23
- Office Administration	\$222	\$254	\$242	\$199	\$197	\$234
- Bad Debt	\$45	\$56	\$57	\$33	\$49	\$32
- Other	\$37	\$63	\$52	\$28	\$21	\$19
Replacement Reserve Deposit	\$269	\$386	\$299	\$252	\$211	\$203
Total Expense # 1	\$4,217	\$4,943	\$4,431	\$4,129	\$3,941	\$3,563
DCR # 1	1.30	1.18	1.30	1.27	1.49	1.20
Additional Expenses						
Administration Charges	\$33	\$27	\$22	\$37	\$43	\$48
Resident Services	\$57	\$20	\$53	\$44	\$39	\$169
Asset Management Fees	\$104	\$125	\$108	\$117	\$83	\$61
Partnership Legal/Accounting	\$73	\$41	\$49	\$103	\$94	\$47
Total Expense # 2	\$4,484	\$5,155	\$4,664	\$4,431	\$4,200	\$3,887
DCR # 2	1.16	1.04	1.12	1.14	1.39	1.13



Average Expense Per Unit as a % of Total Expenses

2010 AIES - PROJECT ANALYSIS (By Unit Count) - For-Profit Projects

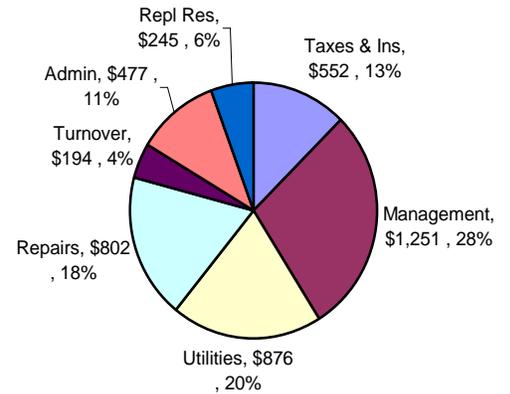




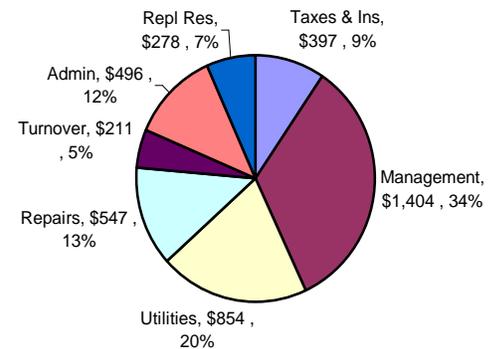
**AVERAGE EXPENSE PER UNIT
2010 AIES - PROJECT ANALYSIS (By Funding Type)
For-Profit Projects**

	Bond & HOME	LIHTC 4% & 9%
Expenses		
Real Estate Taxes	\$374	\$230
Insurance	\$178	\$167
Management:		
- On Site	\$828	\$946
- Off Site	\$422	\$458
Utilities:		
- Electric	\$174	\$150
- Water & Sewer	\$505	\$473
- Garbage Removal	\$148	\$167
- Natural Gas	\$38	\$29
- Cable TV	\$8	\$26
- Internet	\$3	\$7
Repairs:		
- Repairs/Maintenance	\$639	\$393
- Elevator Maintenance	\$26	\$23
- Landscaping	\$137	\$131
Unit Turnover Expense:		
- Cleaning	\$57	\$42
- Painting	\$33	\$30
- Repairs/Materials	\$45	\$87
- Contract Labor	\$59	\$52
Administrative:		
- Advertising/Marketing	\$47	\$42
- Legal/Accounting	\$130	\$147
- Office Administration	\$184	\$235
- Bad Debt	\$65	\$41
- Other	\$52	\$32
Replacement Reserve Deposit	\$245	\$278
Total Expense # 1	\$4,397	\$4,187
DCR # 1	1.11	1.35
Additional Expenses		
Administration Charges	\$24	\$35
Resident Services	\$50	\$57
Asset Management Fees	\$57	\$116
Partnership Legal/Accounting	\$113	\$58
Total Expense # 2	\$4,642	\$4,454
DCR # 2	1.03	1.20

Bond & HOME - Expense as a % of Total Expenses



LIHTC 4% & 9% - Expense as a % of Total Expenses



**AVERAGE MANAGEMENT
AND ADMINISTRATIVE EXPENSE PER UNIT**
2010 AIES - PROJECT ANALYSIS (By Structure Type)

Non-Profit Projects

PROJECTS REPORTING: 235 Multi-Family Developments

UNITS: 10,551

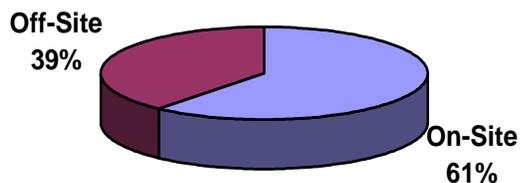


	Northwest & Metro Region 1	Mid- Willamette Valley Region 2	Southwest Region 3	Central Region 4	East Region 5
Apartments: garden walk-up					
On-Site Management	\$811	\$523	\$708	\$793	\$775
Off-Site Management	\$420	\$570	\$456	\$404	\$435
Advertising/Marketing	\$26	\$12	\$10	\$28	\$44
Project Legal/Accounting	\$166	\$174	\$144	\$152	\$74
Office Administration	\$303	\$171	\$164	\$219	\$116
Bad Debt	\$94	\$33	\$33	\$95	\$46
Other	\$62	\$42	\$67	\$14	\$65

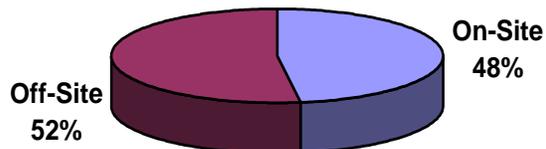
Apartments: elevator, corridor

On-Site Management	\$820	\$296	\$393	N/A	N/A
Off-Site Management	\$486	\$694	\$471	N/A	N/A
Advertising/Marketing	\$5	\$2	\$2	N/A	N/A
Project Legal/Accounting	\$114	\$39	\$257	N/A	N/A
Office Administration	\$225	\$226	\$153	N/A	N/A
Bad Debt	\$47	\$2	\$37	N/A	N/A
Other	\$36	\$0	\$107	N/A	N/A

**Garden walk-up: Management
Expense**



**Elevator, corridor: Management
Expense**



**AVERAGE REPAIRS AND MAINTENANCE,
TAXES AND INSURANCE EXPENSE PER UNIT**
2010 AIES - PROJECT ANALYSIS (By Structure Type)

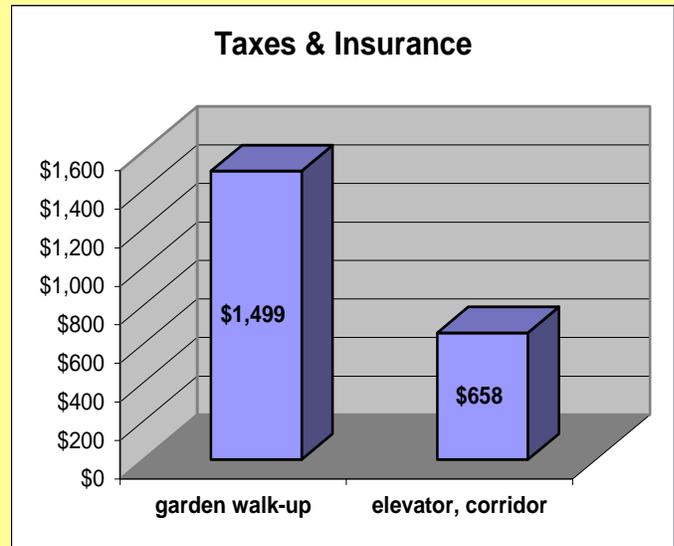
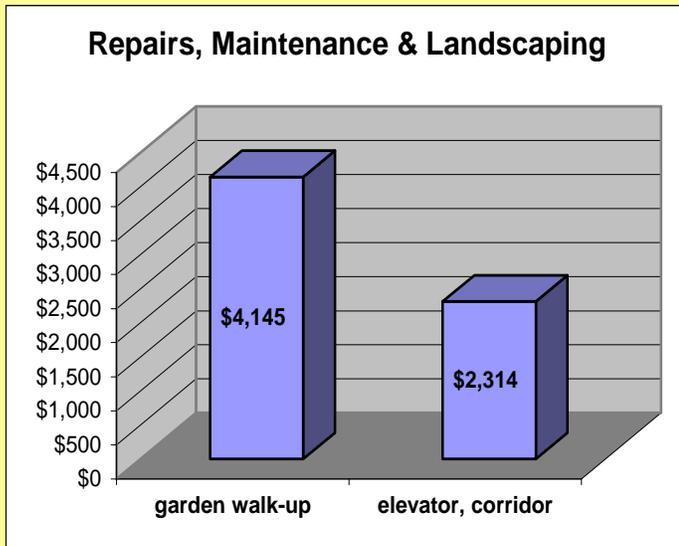
Non-Profit Projects

PROJECTS REPORTING: 235 Multi-Family Developments

UNITS: 10,551



	Northwest & Metro Region 1	Mid- Willamette Valley Region 2	Southwest Region 3	Central Region 4	East Region 5
Apartments: garden walk-up					
Repairs & Maintenance*	\$736	\$794	\$731	\$472	\$572
Elevator Maintenance	\$2	\$0	\$3	\$0	\$0
Landscaping	\$173	\$142	\$142	\$143	\$235
Taxes	\$117	\$119	\$73	\$109	\$150
Insurance	\$173	\$215	\$198	\$155	\$190
Apartments: elevator, corridor					
Repairs & Maintenance*	\$736	\$334	\$907	N/A	N/A
Elevator Maintenance	\$64	\$7	\$89	N/A	N/A
Landscaping	\$78	\$54	\$45	N/A	N/A
Taxes	\$41	\$31	\$34	N/A	N/A
Insurance	\$172	\$108	\$272	N/A	N/A



*does not include unit turnover expense

AVERAGE UNIT TURNOVER

EXPENSE PER UNIT

2010 AIES - PROJECT ANALYSIS (By Structure Type)

Non-Profit Projects

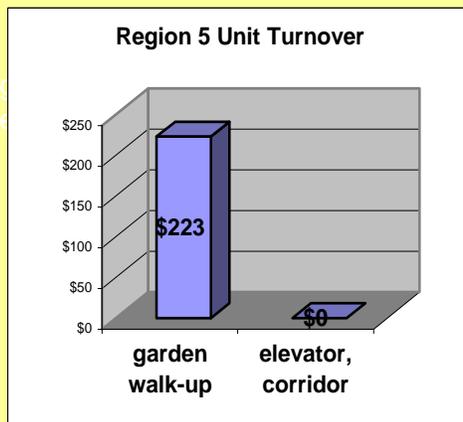
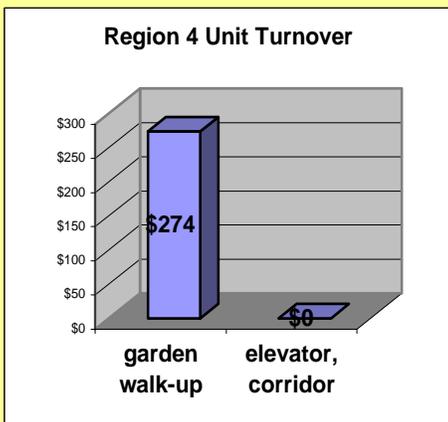
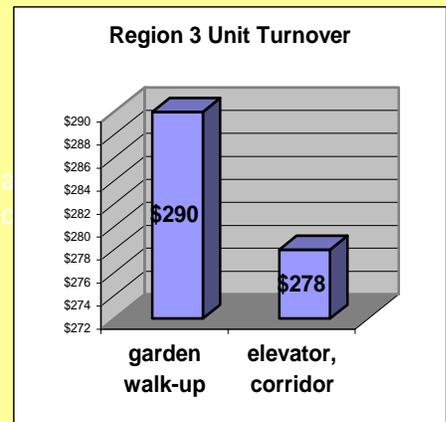
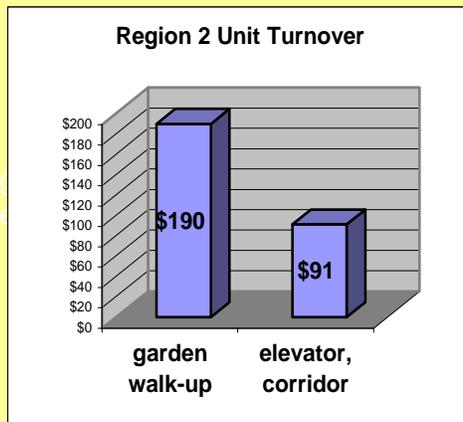
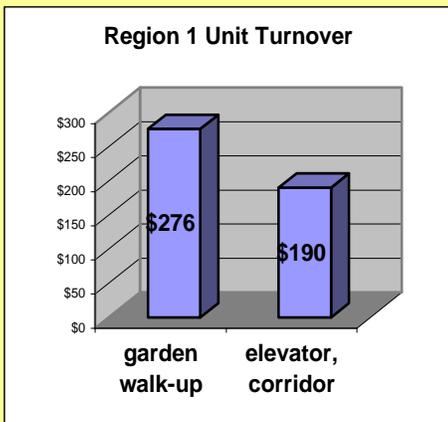
PROJECTS REPORTING: 235 Multi-Family Developments

UNITS: 10,551



	Mid-				
	Northwest & Metro Region 1	Willamette Valley Region 2	Southwest Region 3	Central Region 4	East Region 5
Apartments: garden walk-up					
Cleaning	\$91	\$45	\$40	\$56	\$24
Painting	\$68	\$52	\$40	\$29	\$89
Repairs / Materials	\$72	\$72	\$142	\$162	\$56
Contract Labor	\$45	\$21	\$68	\$27	\$54
Total	\$276	\$190	\$290	\$274	\$223

Apartments: elevator, corridor					
Cleaning	\$85	\$25	\$51	N/A	N/A
Painting	\$33	\$22	\$8	N/A	N/A
Repairs / Materials	\$45	\$40	\$175	N/A	N/A
Contract Labor	\$27	\$4	\$44	N/A	N/A
Total	\$190	\$91	\$278	N/A	N/A



**AVERAGE UTILITY
EXPENSE PER UNIT**

2010 AIES - PROJECT ANALYSIS (By Structure Type)

Non-Profit Projects

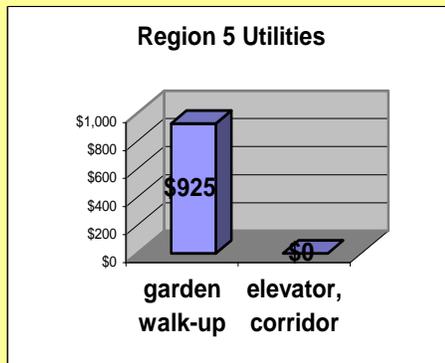
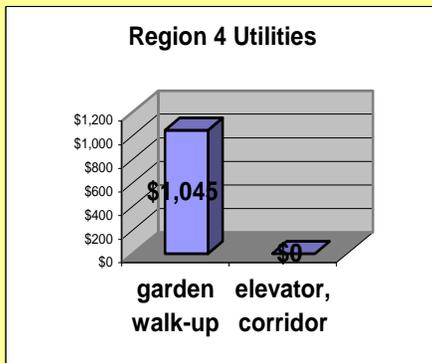
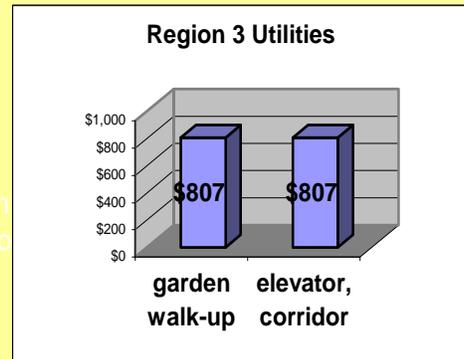
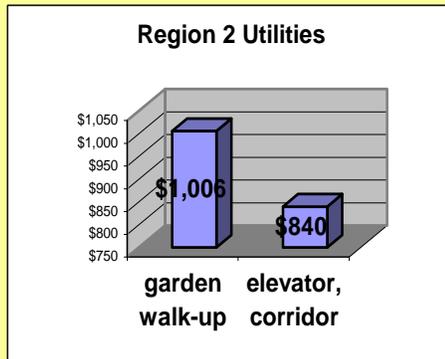
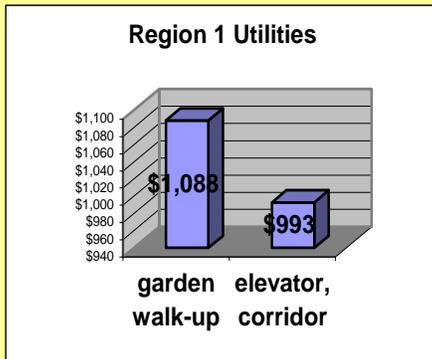
PROJECTS REPORTING: 235 Multi-Family Developments

UNITS: 10,551



	<i>Mid-</i>				
	<i>Northwest</i>	<i>Willamette</i>			
	<i>& Metro</i>	<i>Valley</i>	<i>Southwest</i>	<i>Central</i>	<i>East</i>
	<u>Region 1</u>	<u>Region 2</u>	<u>Region 3</u>	<u>Region 4</u>	<u>Region 5</u>
Apartments: garden walk-up					
Electric	\$135	\$189	\$167	\$126	\$207
Water & Sewer	\$682	\$587	\$443	\$664	\$542
Garbage Removal	\$246	\$203	\$178	\$225	\$155
Natural Gas	\$18	\$12	\$8	\$17	\$9
Cable TV	\$2	\$0	\$5	\$0	\$0
Internet Service	<u>\$5</u>	<u>\$15</u>	<u>\$6</u>	<u>\$13</u>	<u>\$12</u>
Total	\$1,088	\$1,006	\$807	\$1,045	\$925

Apartments: elevator, corridor					
Electric	\$260	\$206	\$329	N/A	N/A
Water & Sewer	\$500	\$400	\$281	N/A	N/A
Garbage Removal	\$133	\$161	\$134	N/A	N/A
Natural Gas	\$97	\$72	\$63	N/A	N/A
Cable TV	\$1	\$1	\$0	N/A	N/A
Internet Service	<u>\$2</u>	<u>\$0</u>	<u>\$0</u>	N/A	N/A
Total	\$993	\$840	\$807	N/A	N/A





**AVERAGE EXPENSE PER UNIT
2010 AIES - PROJECT ANALYSIS (By Unit Count)
Non-Profit Projects**

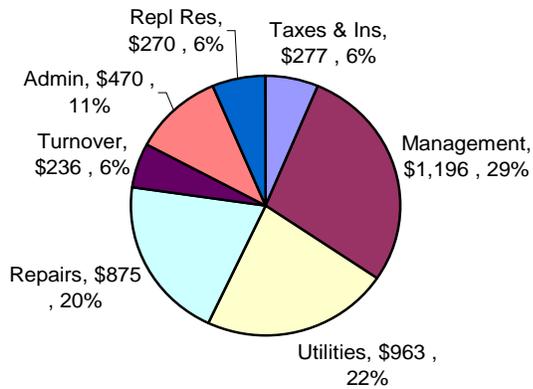
	All Sizes	25 Units and Less	26 to 50 Units	51 to 100 Units	101 Units and Over
	<u>ALL PROJECTS</u>	<u>72 PROJECTS</u>	<u>90 PROJECTS</u>	<u>47 PROJECTS</u>	<u>26 PROJECTS</u>
Expenses					
Real Estate Taxes	\$91	\$110	\$102	\$47	\$75
Insurance	\$186	\$200	\$192	\$176	\$124
Management:					
- On Site	\$711	\$514	\$765	\$791	\$1,015
- Off Site	\$485	\$463	\$467	\$546	\$503
Utilities:					
- Electric	\$188	\$225	\$172	\$167	\$177
- Water & Sewer	\$547	\$560	\$571	\$469	\$576
- Garbage Removal	\$188	\$191	\$207	\$167	\$128
- Natural Gas	\$31	\$16	\$27	\$45	\$76
- Cable TV	\$2	\$4	\$1	\$1	\$1
- Internet	\$7	\$4	\$13	\$3	\$4
Repairs:					
- Repairs/Maintenance	\$718	\$818	\$703	\$616	\$658
- Elevator Maintenance	\$16	\$6	\$16	\$20	\$36
- Landscaping	\$141	\$170	\$153	\$91	\$95
Unit Turnover Expense:					
- Cleaning	\$60	\$52	\$61	\$56	\$95
- Painting	\$48	\$53	\$48	\$32	\$74
- Repairs/Materials	\$87	\$82	\$82	\$113	\$61
- Contract Labor	\$41	\$34	\$57	\$32	\$14
Administrative:					
- Advertising/Marketing	\$16	\$16	\$15	\$16	\$24
- Legal/Accounting	\$143	\$166	\$169	\$91	\$55
- Office Administration	\$206	\$196	\$219	\$163	\$289
- Bad Debt	\$53	\$57	\$45	\$56	\$71
- Other	\$52	\$76	\$45	\$44	\$18
Replacement Reserve Deposit	\$270	\$288	\$270	\$239	\$272
Total Expense # 1	\$4,285	\$4,301	\$4,400	\$3,982	\$4,442
DCR # 1	1.27	1.02	1.44	1.33	1.30
Additional Expenses					
Administration Charges	\$40	\$42	\$36	\$48	\$33
Resident Services	\$102	\$140	\$72	\$110	\$86
Asset Management Fees	\$66	\$52	\$61	\$72	\$127
Partnership Legal/Accounting	\$78	\$58	\$95	\$76	\$76
Total Expense # 2	\$4,571	\$4,594	\$4,664	\$4,286	\$4,763
DCR # 2	1.10	0.83	1.26	1.17	1.11



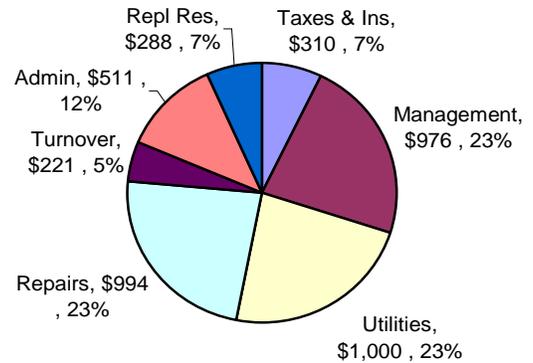
Average Expense Per Unit as a % of Total Expenses

2010 AIES - PROJECT ANALYSIS (By Unit Count) - Non-Profit Projects

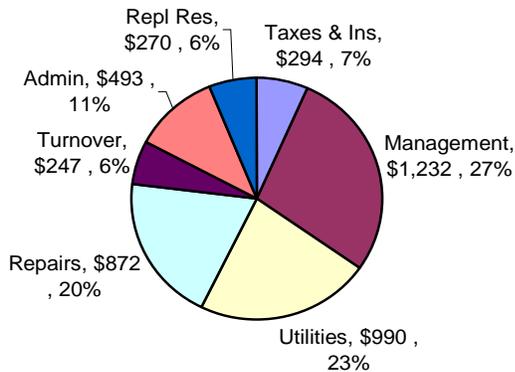
All Sizes



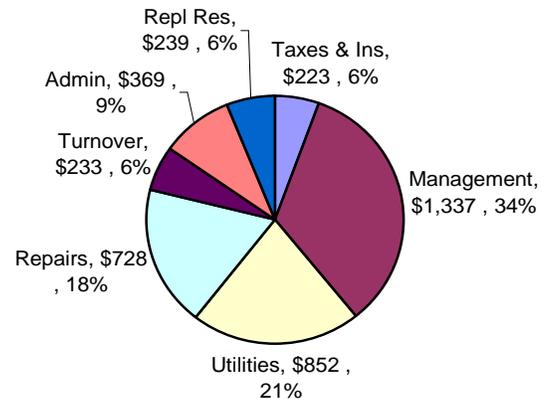
25 Units & Less



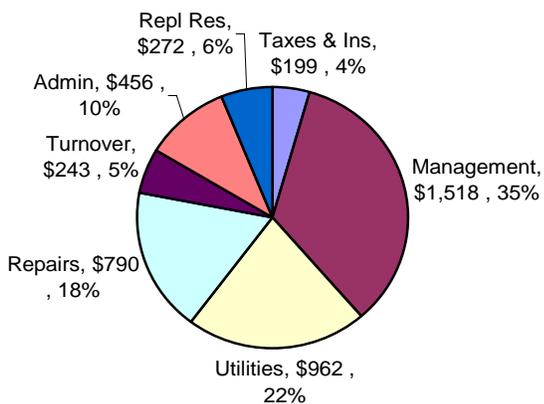
26 to 50 Units



51 to 100 Units



101 Units & Over





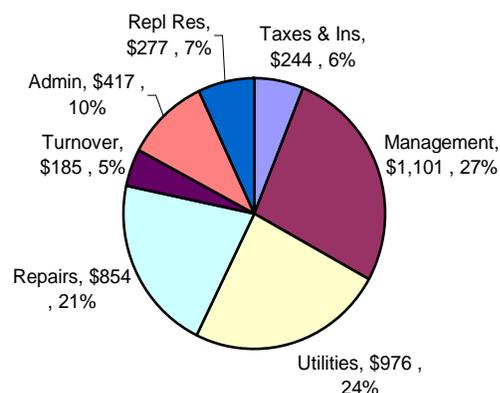
AVERAGE EXPENSE PER UNIT
2010 AIES - PROJECT ANALYSIS (By Funding Type)
Non-Profit Projects

Bond & HOME **LIHTC 4% & 9%**

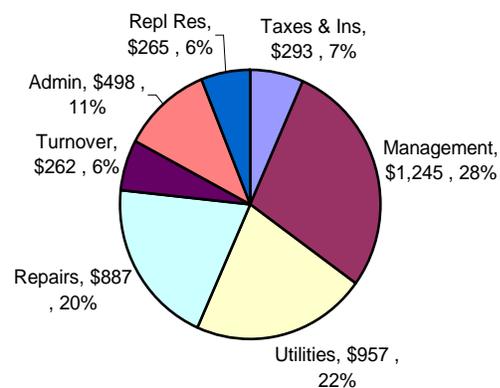
Expenses

Real Estate Taxes	\$63	\$105
Insurance	\$181	\$188
Management:		
- On Site	\$617	\$759
- Off Site	\$484	\$486
Utilities:		
- Electric	\$245	\$162
- Water & Sewer	\$531	\$552
- Garbage Removal	\$174	\$194
- Natural Gas	\$16	\$39
- Cable TV	\$4	\$1
- Internet	\$5	\$8
Repairs:		
- Repairs/Maintenance	\$702	\$729
- Elevator Maintenance	\$6	\$21
- Landscaping	\$145	\$138
Unit Turnover Expense:		
- Cleaning	\$26	\$78
- Painting	\$40	\$52
- Repairs/Materials	\$73	\$94
- Contract Labor	\$46	\$38
Administrative:		
- Advertising/Marketing	\$15	\$17
- Legal/Accounting	\$103	\$163
- Office Administration	\$193	\$213
- Bad Debt	\$38	\$61
- Other	\$68	\$44
Replacement Reserve Deposit	\$277	\$265
Total Expense # 1	\$4,052	\$4,405
DCR # 1	1.19	1.35
Additional Expenses		
Administration Charges	\$44	\$39
Resident Services	\$108	\$99
Asset Management Fees	\$46	\$75
Partnership Legal/Accounting	\$32	\$101
Total Expense # 2	\$4,282	\$4,720
DCR # 2	1.06	1.15

Bond & HOME - Expense as a % of Total Expenses



LIHTC 4% & 9% - Expense as a % of Total Expenses



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LIHTC 4% & 9% ANALYSIS



ANALYSIS OF:

- **EXPENSES AND DEBT COVERAGE**
- **INCOME AND ECONOMIC VACANCY**



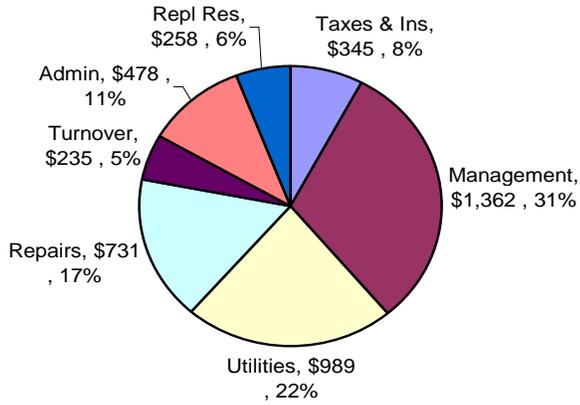
AVERAGE EXPENSE PER UNIT

2010 AIES - REGIONAL PORTFOLIO - LIHTC 4% & 9% Projects Only

Mid-

	Northwest & Metro	Willamette Valley	Southwest	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	\$168	\$168	\$115	\$179	\$194
Insurance	\$177	\$182	\$180	\$168	\$193
Management:					
- On Site	\$909	\$637	\$738	\$1,086	\$759
- Off Site	\$453	\$593	\$463	\$423	\$465
Utilities:					
- Electric	\$175	\$135	\$134	\$160	\$143
- Water & Sewer	\$562	\$524	\$397	\$510	\$499
- Garbage Removal	\$185	\$194	\$159	\$203	\$160
- Natural Gas	\$54	\$22	\$8	\$20	\$17
- Cable TV	\$7	\$24	\$25	\$6	\$1
- Internet	\$6	\$15	\$6	\$8	\$12
Repairs:					
- Repairs/Maintenance	\$583	\$569	\$594	\$546	\$531
- Elevator Maintenance	\$29	\$14	\$13	\$21	\$14
- Landscaping	\$118	\$147	\$131	\$129	\$220
Unit Turnover:					
- Cleaning	\$80	\$46	\$38	\$44	\$39
- Painting	\$45	\$35	\$44	\$27	\$56
- Repairs/Materials	\$66	\$83	\$139	\$118	\$73
- Contract Labor	\$44	\$43	\$69	\$14	\$18
Administrative:					
- Advertising/Marketing	\$36	\$20	\$13	\$32	\$27
- Legal/Accounting	\$120	\$189	\$177	\$199	\$227
- Office Administration	\$240	\$232	\$170	\$228	\$227
- Bad Debt	\$56	\$54	\$28	\$67	\$49
- Other	\$26	\$33	\$60	\$45	\$67
Replacement Reserves	\$258	\$237	\$275	\$306	\$350
Total Expense # 1	\$4,396	\$4,196	\$3,979	\$4,541	\$4,341
DCR # 1	1.39	1.38	1.39	1.07	1.30
Additional Expenses					
Administration Charges	\$41	\$51	\$30	\$24	\$28
Resident Services	\$107	\$71	\$70	\$10	\$37
Asset Management Fees	\$119	\$68	\$53	\$85	\$107
Partnership Legal/Accounting	\$112	\$39	\$47	\$51	\$93
Total Expense # 2	\$4,774	\$4,425	\$4,179	\$4,711	\$4,606
DCR # 2	1.20	1.23	1.22	0.96	1.05

Northwest & Metro - Region 1

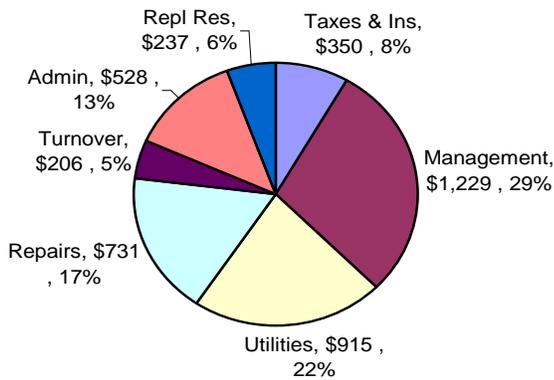


Average Expense as a % of Total Expenses

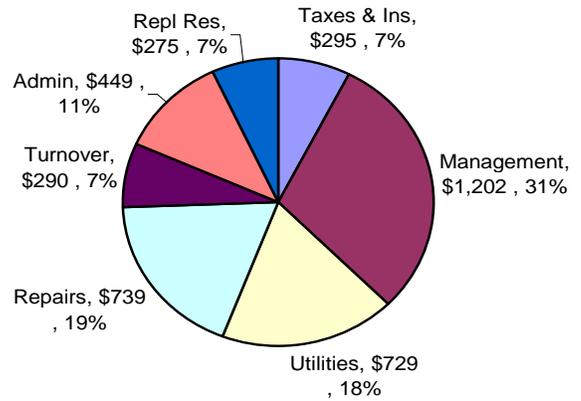
2010 AIES - REGIONAL PORTFOLIO - LIHTC 4% & 9% Projects Only



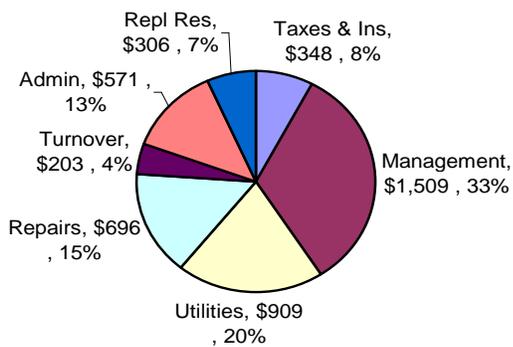
Mid-Willamette Valley - Region 2



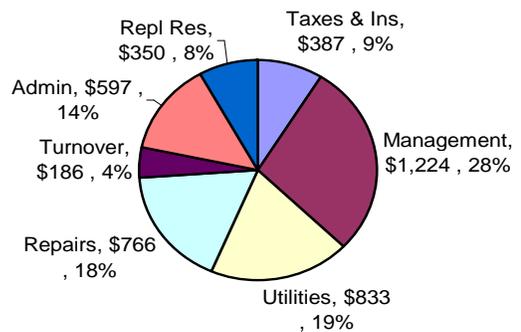
Southwest - Region 3



Central - Region 4



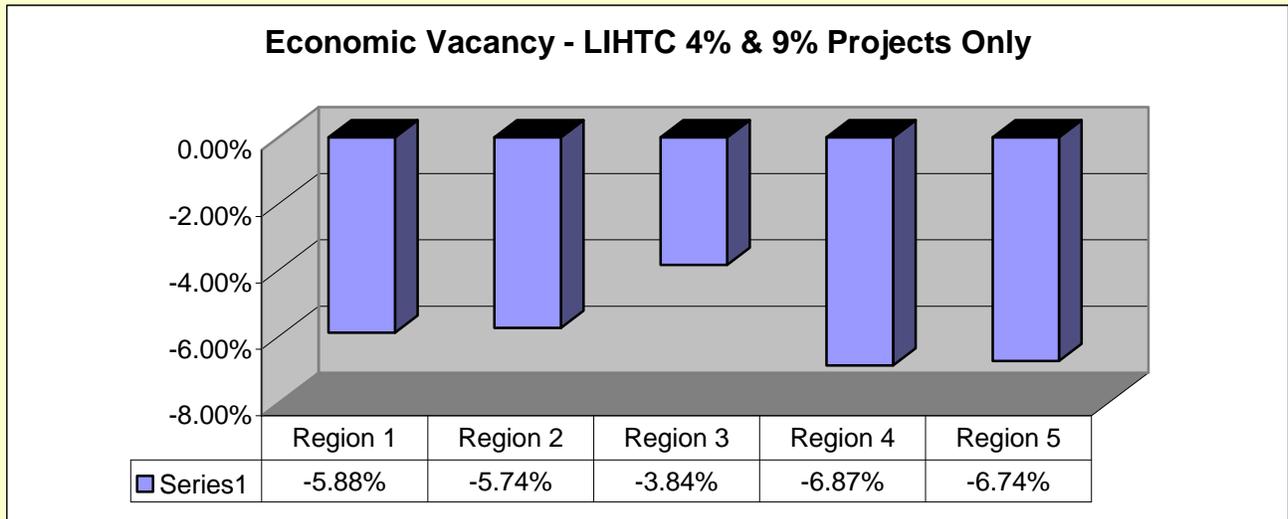
East - Region 5





**AVERAGE INCOME PER UNIT AND ECONOMIC VACANCY
2010 AIES - REGIONAL PORTFOLIO - LIHTC 4% & 9% Projects Only**

<u>Income</u>	Mid-				
	Northwest & Metro <u>Region 1</u>	Willamette Valley <u>Region 2</u>	Southwest <u>Region 3</u>	Central <u>Region 4</u>	East <u>Region 5</u>
Gross Potential Rent	\$7,937	\$6,632	\$5,722	\$6,488	\$6,379
Less:					
Vacancy	(\$351)	(\$319)	(\$162)	(\$394)	(\$358)
Management Unit	(\$80)	(\$47)	(\$57)	(\$14)	(\$46)
Concessions	(\$36)	(\$15)	(\$1)	(\$38)	(\$26)
Net Rental Income	\$7,470	\$6,251	\$5,502	\$6,042	\$5,949
Economic Vacancy	-5.88%	-5.74%	-3.84%	-6.87%	-6.74%



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.

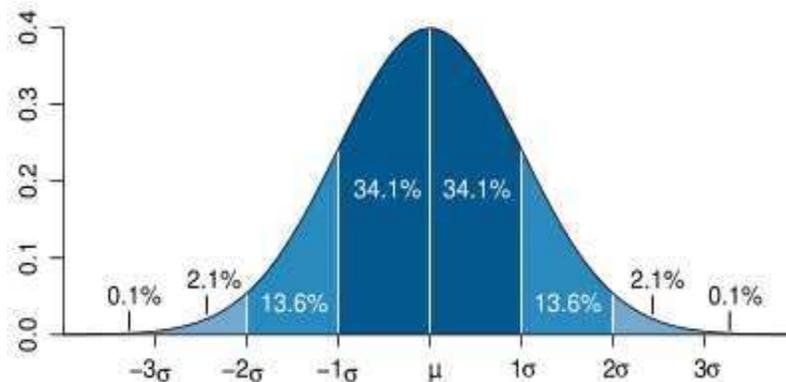
DCR – Debt coverage ratio: a ratio of dollars available to pay debt service after operating expenses are paid. A debt coverage ratio below 1.00 indicates there is not enough cash flow to make all debt payments. DCR #1 in this report includes primary and foreclosable secondary debt service. DCR #2 in 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!

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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.”