

THE AHF 50

AFFORDABLE HOUSING FINANCE Is Seeking the Nation's Top Affordable Housing Developers and Owners

If you develop or own affordable housing, don't miss the chance to tell the nation about your accomplishments! Complete this survey for an opportunity to be included in the May issue of AFFORDABLE HOUSING FINANCE magazine, which will have a special feature on the Top 50 affordable housing developers and owners. The survey is used to compile a list of the top **GENERAL PARTNER** developers and owners and for possible short profiles of the firms. It is the only list of its kind for the affordable housing industry.

Respondents should be aware that their answers may be published. Return the survey by **Feb. 13, 2009**. Fax to (415) 315-1248, mail to Donna Kimura, AFFORDABLE HOUSING FINANCE, 33 New Montgomery, Suite 290, San Francisco, CA, 94105, or e-mail to dkimura@hanleywood.com. For more information, call (415) 315-1241, ext. 309.

Person completing form (not for publication)

Phone

E-mail

A. Contact Information. Give information for your main office as the primary contact for publication.

Contact Person and Title

Company

Street or P.O. Box

City

State

Zip

Phone

E-mail

Web site

B. Affordable Housing Development Activity.

1. **NEW CONSTRUCTION** tax credit and/or tax-exempt bond deals:

(If your new construction affordable housing project is financed WITHOUT tax credits or bonds, please list the totals separately for the projects and units that you did with and without tax credits. Otherwise, we will assume your numbers are all tax credit and/or bond developments.)

a. 2009 (projected) affordable starts: Projects____ Units____

b. 2009 (projected) affordable completions: Projects____ Units____

c. 2008 (actual) affordable starts: Projects____ Units____

d. 2008(actual) affordable completions: Projects____ Units____

e. 2007 (actual) affordable starts: Projects____ Units____

f. 2007 (actual) affordable completions: Projects____ Units____

2. Affordable housing acquisitions completed (with or without rehab):

2009 (projected): Projects____ Units____

2008 (actual): Projects____ Units____

2007 (actual): Projects____ Units____

C. Organization Type.

For-profit Nonprofit Government agency

D. Firm Activity.

1. Please indicate your firm's activities (check all that apply):

Affordable housing developer

Affordable housing owner

Affordable housing manager

Affordable housing rehab/renovator

Market-rate developer

2. Number of affordable housing projects/units owned as of Jan. 1, 2009 (owner means you are a **GENERAL PARTNER** in the project): Projects_____ Units_____

3. Total units developed by the firm in all years: Projects_____ Units_____

4. Number of affordable housing units managed as of Jan. 1, 2009: _____
a. How many of these units were for your company's own portfolio? _____
b. How many of these units were for third-party clients? _____

5. What were the major accomplishments achieved by your company in 2008?

6. What are your firm's top goals for 2009?

7. What are your company's special areas of focus (types of housing, types of projects, targeted population, etc.)?

8. What makes your company unique or different from other firms?

9. What steps have you taken to cope with the economic downturn?

10. Tell us about a major challenge that your firm faced in the last 12 months and how you overcame it. Give details where you can.

E. Geographic Area(s) Served.

1. Please indicate the area(s) your firm serves (check all that apply):

- National
- Midwest (IA, IL, IN, MI, MN, NE, ND, OH, SD, WI)
- Northeast (CT, DC, DE, MA, MD, ME, NH, NJ, NY, RI, PA, VT)
- South Central (TX, OK, MO, MS, LA, AR, KS)
- Southeast (AL, FL, GA, KY, NC, SC, TN, VA, WV)
- West (AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY)

2. What states and metro markets will your firm be targeting in 2009?

3. What states and metro markets will your firm be exiting in 2009?

F. Affordable Housing Costs.

1. What is the approximate construction cost per square foot of your most recent new construction deal?

Garden _____ Mid-rise _____ Attached townhome _____

2. How much has that cost increased from one year ago approximately?

- 0% to 9%
- 10% to 19%
- 20% to 29%
- 30% to 39%
- 40% to 49%
- 50% to 59%
- 60% to 69%
- 70% to 79%
- 80% to 89%
- 90% to 99%
- 100% or more

3. What sort of increase do you expect in construction costs in the next 12 months?

- 0% to 9% 10% to 19% 20% to 29% 30% to 39%
 40% to 49% 50% to 59% 60% to 69% 70% to 79%
 80% to 89% 90% to 99% 100% or more
 Expect to see a decrease in costs

4. What is your average operating cost? Per unit per annum _____

5. What sort of increase in operating costs do you expect in the next 12 months?

- 0% to 9% 10% to 19% 20% to 29% 30% to 39%
 40% to 49% 50% to 59% 60% to 69% 70% to 79%
 80% to 89% 90% to 99% 100% or more
 Expect to see a decrease in costs

6. What is the average amount you are spending on rehabbing a unit? _____

G. Tax Credits.

1. What was the average price you received for 9% low-income housing tax credit deals you closed in 2008 (price per dollar of tax credit)? _____

2. What do you think the average price will be for the same types of deals in mid-2009?

3. How is the shortage in available tax credit equity affecting your business? (Developing fewer projects, focusing on different types of projects, etc.)

4. If you have had difficulty securing a LIHTC investment in the last 12 months, what are you doing to keep your deal alive?

H. Policy.

1. What would you do to improve qualified allocation plans or the allocation of tax credits?

2. What change would you most like to see in the federal housing policy?

3. What local or regional policy has had the most positive impact on affordable housing production?