

Multifamily Midwest Region FY17 LIHTC Production

2017 MIDWEST LENDERS CONFERENCE

FY17 Midwest Region

LIHTC Production (as of 9/25/17)

LIHTC applications received = 74 (\$668M, 9,714 units)

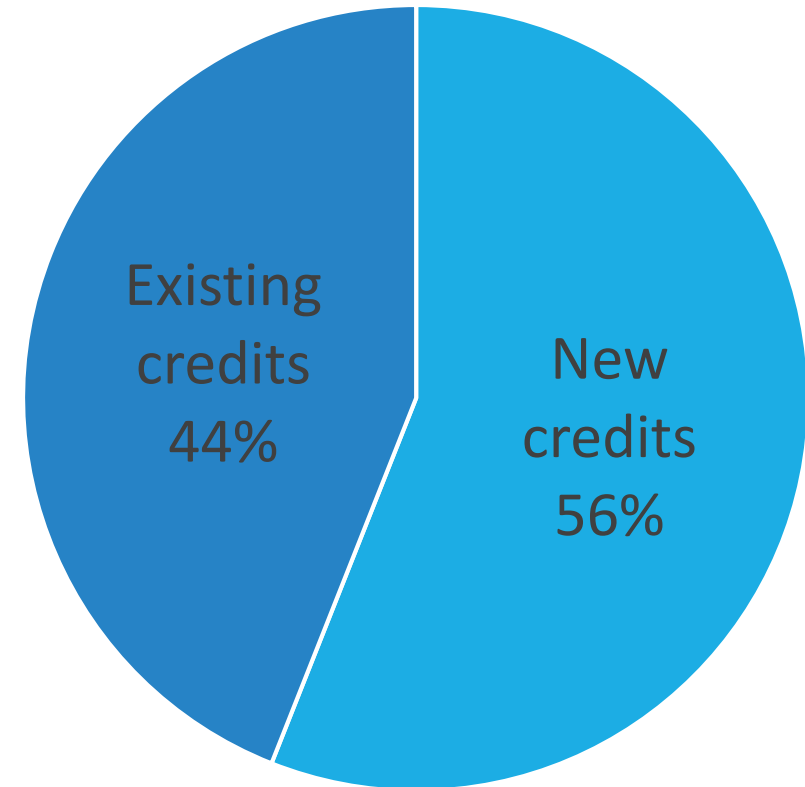
- Midwest Region = 63
 - ✓ \$508M, 7,492 units
- Other Regions (via Workload Sharing) = 11
 - ✓ \$160M, 2,222 units

Subsequent slides focus on Midwest applications only

FY17 Midwest Region

LIHTC Production – New vs Existing Credits

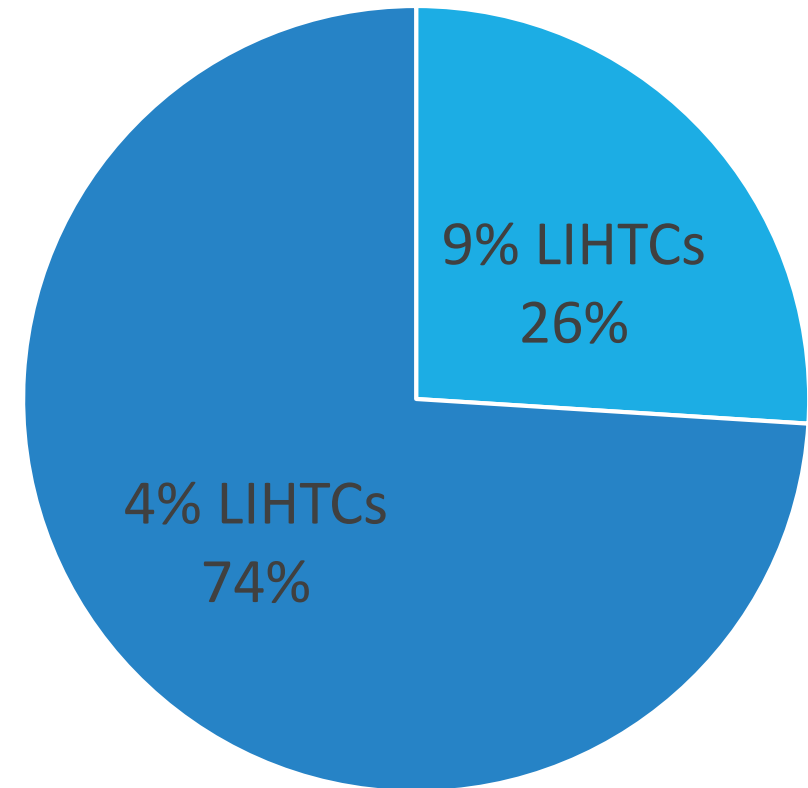
- Projects w/ new LIHTCs = 35
 - ✓ \$348M
 - ✓ 4,103 units
- Refi's of existing LIHTC deals = 28
 - ✓ \$160M
 - ✓ 3,389 units



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Projects w/ new LIHTCs – 9% vs 4%

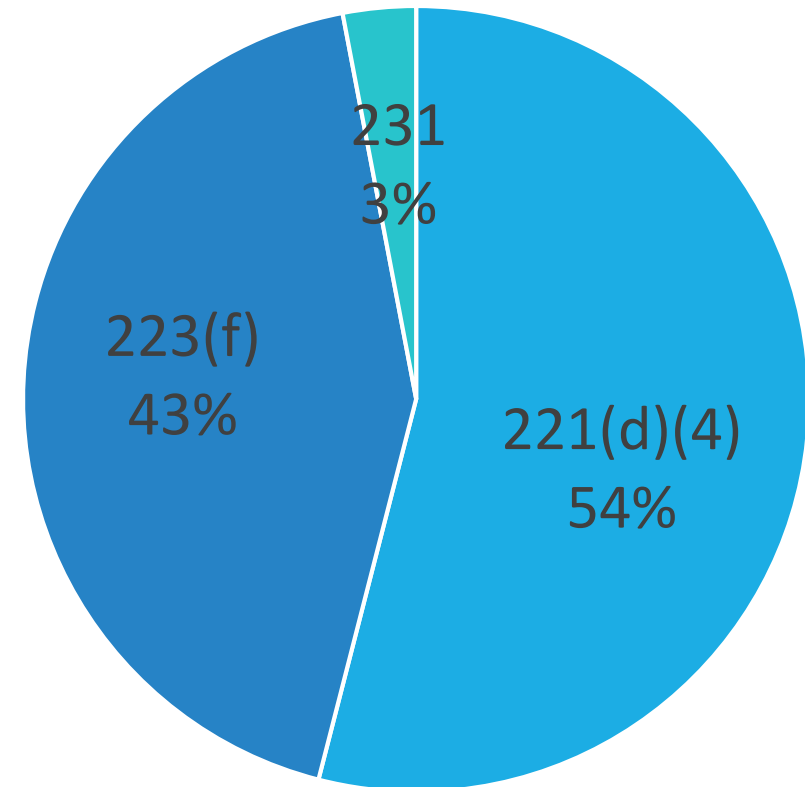
- 9% credits = 9
- 4% credits = 26



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Projects w/ new LIHTCs – by SOA

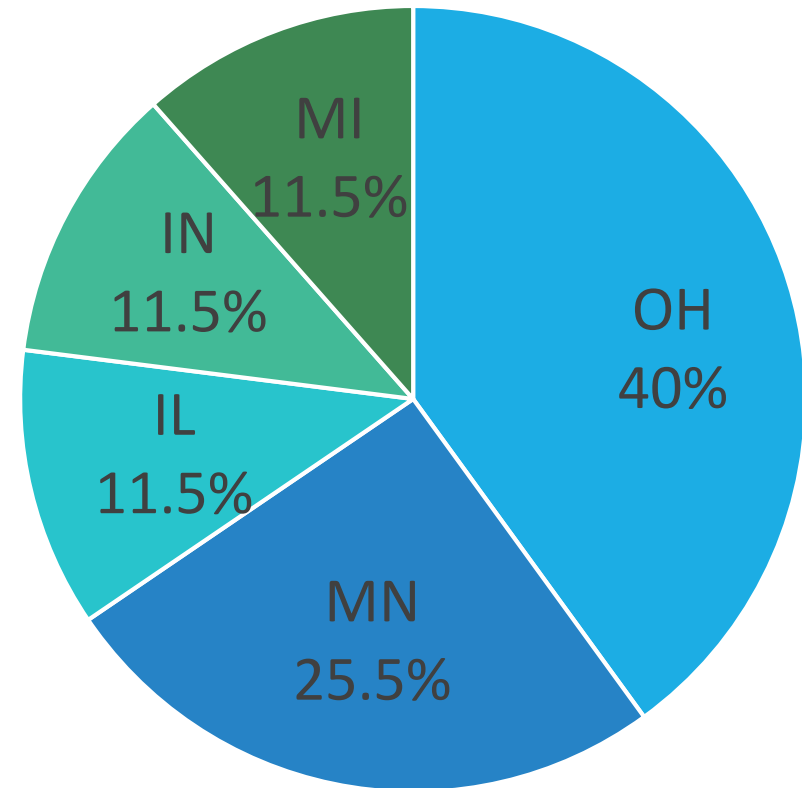
- 221(d)(4) = 19
 - ✓ New construction = 6 (3 in MN, 2 in MI, 1 in OH)
 - ✓ Sub rehab = 13
- “Heavy” 223(f) mod rehab = 15
- Section 231 sub rehab = 1



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Projects w/ new LIHTCs – by State

- Ohio = 14
- Minnesota = 9
- Illinois, Indiana, and Michigan = 4 each
- Wisconsin = 0

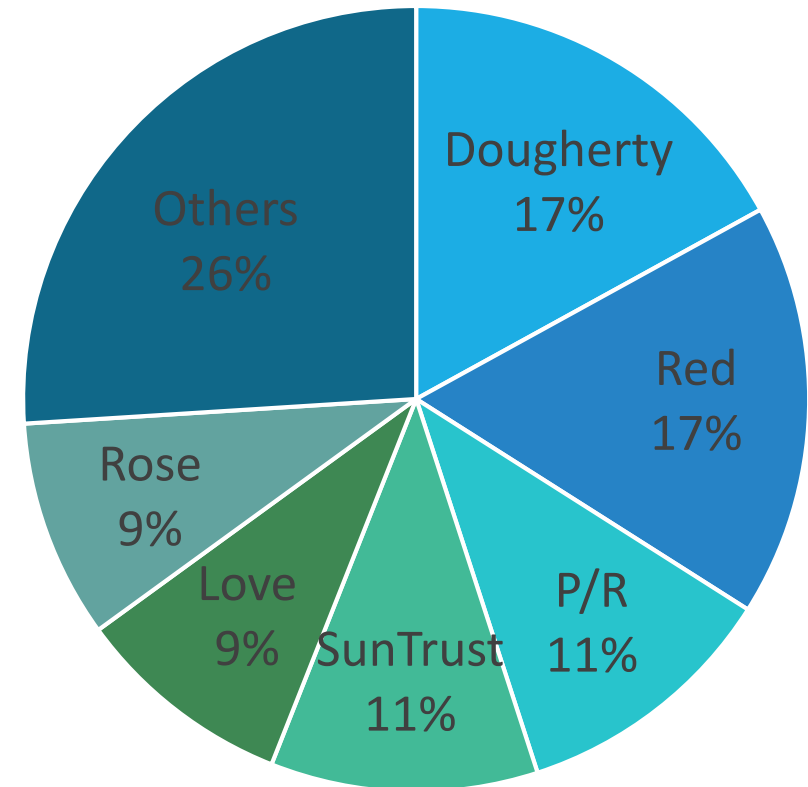


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Projects w/ new LIHTCs – by Lender

Most active Lenders:

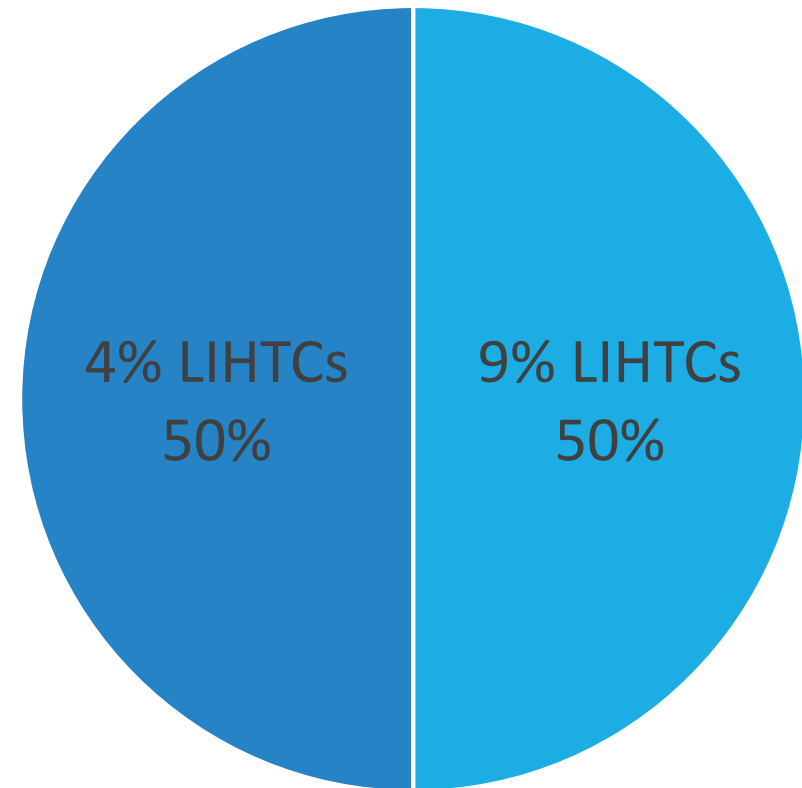
1. Dougherty and Red = 6 each
2. P/R and SunTrust = 4 each
3. Love and Rose = 3 each
4. 9 others = 1 each



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Refi's w/ existing LIHTCs – 9% vs 4%

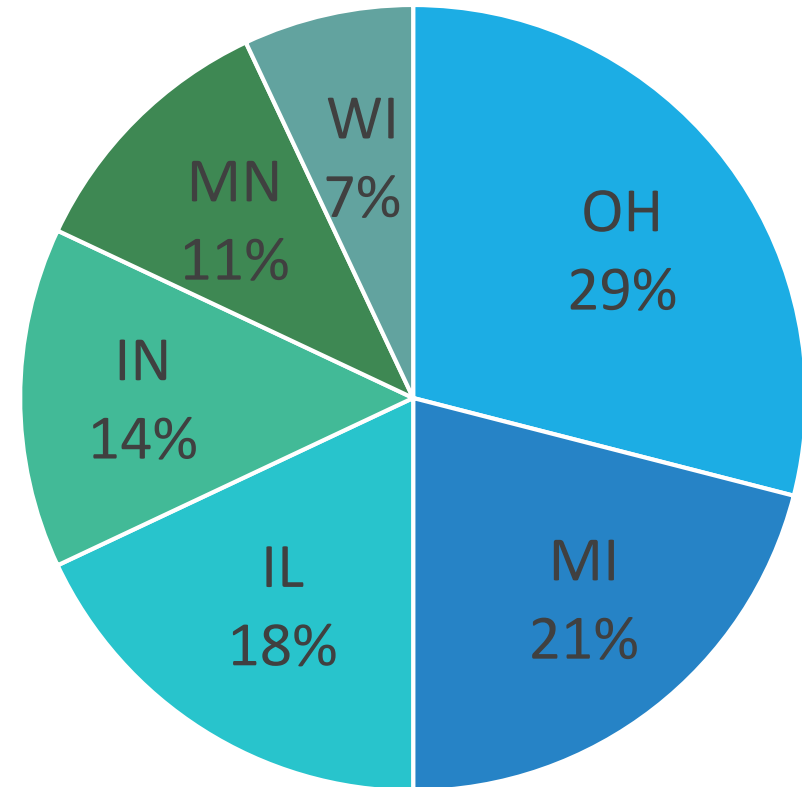
- 9% credits = 14
- 4% credits = 14



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Refi's w/ existing LIHTCs – by State

- Ohio = 8
- Michigan = 6
- Illinois = 5
- Indiana = 4
- Minnesota = 3
- Wisconsin = 2

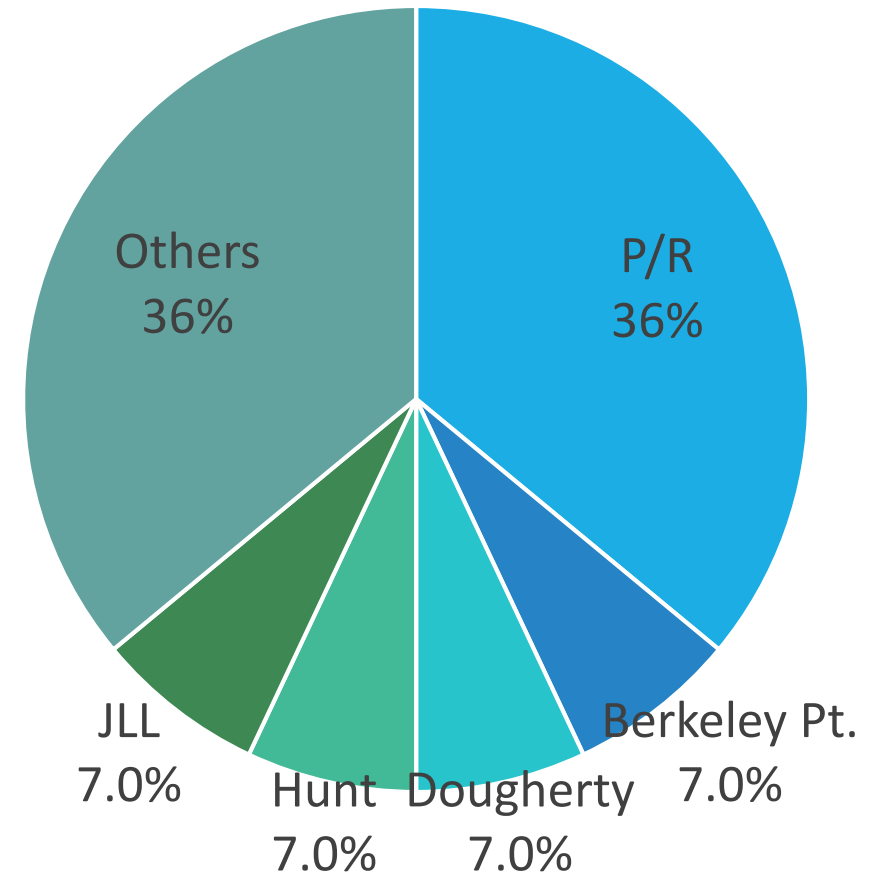


FY17 Midwest Region

Refi's w/ existing LIHTCs – by Lender

Most active Lenders:

1. P/R = 10
2. Berkeley Point, Dougherty, Hunt, and JLL = 2 each
3. 10 others = 1 each



Multifamily Midwest Region FY17 Accomplishments

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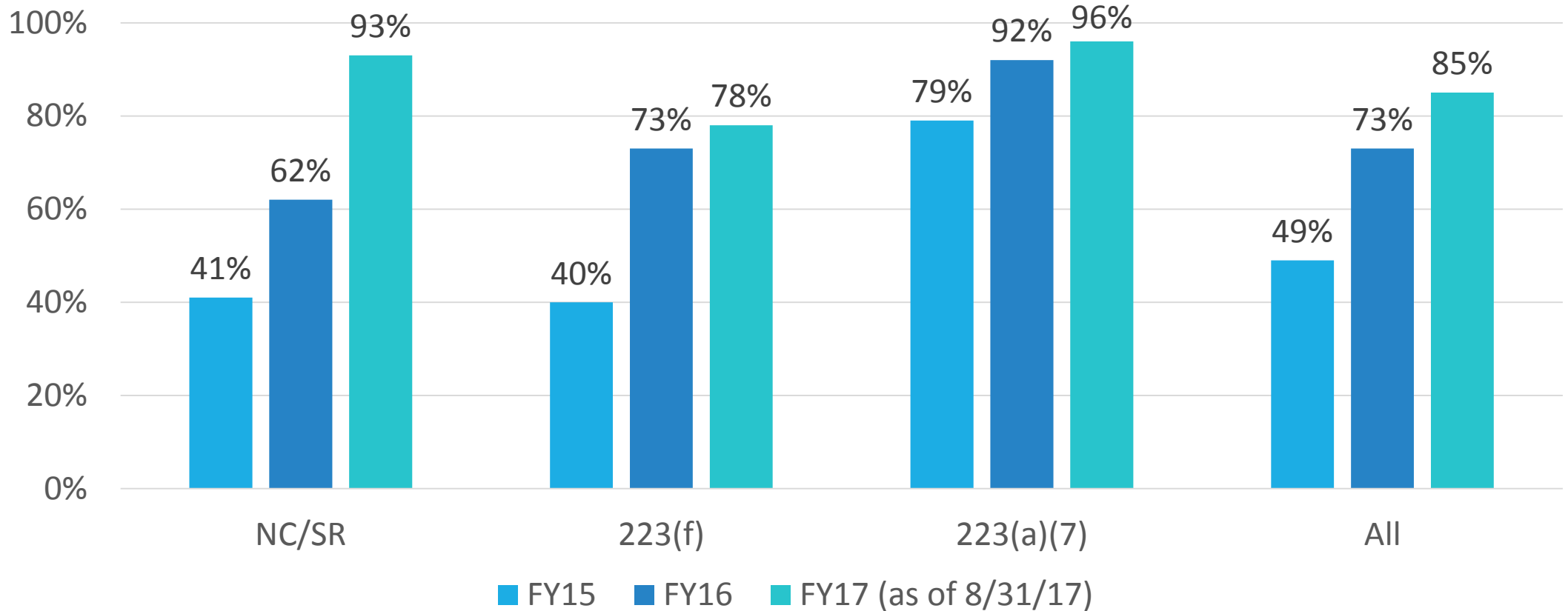
Total Production (as of 9/25/17)

Firm Commitments issued = 238 (\$2.5B, 38,651 units)

- Basic FHA = 222
 - ✓ \$2.39B, 36,745 units
- Risk-Share = 16
 - ✓ \$109M, 1,906 units

Midwest Region

% of Firms issued on-time since *MFT*



Please thank our team!

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