

## Affordable Housing Program (AHP) 2021 General Fund Reference Guide

All applications for the 2021 Affordable Housing Program General Fund must be submitted to the Federal Home Loan Bank of San Francisco, via the Bank's secure portal, by **Wednesday, March 10, 2021, 5:00 pm Pacific Time.**

Contact Information:  
Community Investment Department  
Phone: (415) 616-2542  
Email: [ahp@fhlsf.com](mailto:ahp@fhlsf.com)  
[fhlsf.com](http://fhlsf.com)

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Sample

### Overview

The Affordable Housing Program (AHP) facilitates the development of affordable rental housing and homeownership opportunities for very low-, low-, and moderate-income households. Through a competitive award process in the AHP General Fund, the Federal Home Loan Bank of San Francisco (Bank) provides grants or subsidized interest rates on advances to members to finance their affordable housing initiatives.

The AHP is administered in accordance with the Federal Home Loan Bank Act and the applicable regulations and policies of the Federal Housing Finance Agency. All AHP subsidies are governed by these laws and regulations, as amended from time to time. To review the AHP regulations and amendments, visit the [Code of Federal Regulations](#).

The Bank may withdraw its approval of any AHP application at any time and for any reason until the Bank has issued a written confirmation specifying the terms upon which the Bank will disburse the AHP subsidy award. The Bank has ultimate discretion and authority as to the approval and rejection of all AHP subsidies. The interpretation and implementation of scoring criteria and financial standards shall be subject to the Bank's sole discretion.

Members and sponsors who receive AHP subsidies are required to submit periodic project reports to the Bank. In addition, each member that receives an AHP subsidy will be required to certify that the full amount of the subsidy has been passed on to the project and used in accordance with the terms of the AHP application, as approved by the Bank and applicable regulations. If a member or sponsor becomes aware that a subsidy is no longer being used as approved, the member and the sponsor must notify the Bank and must either cure the noncompliance, modify the project, or repay the amount of subsidy that is not used in compliance with the terms of the application.

Projects awarded subsidies must be completed, or have all homebuyer mortgages closed, and have all AHP subsidies disbursed prior to the four-year anniversary of the award; otherwise, the subsidy will be subject to cancellation. If, prior to four years from the award date, the Bank determines that a project has failed to make reasonable progress towards draw down of the subsidy and completion of all proposed units such that it is unlikely to complete the project within four years, the Bank may, in its discretion, cancel up to the entire amount of the AHP subsidy awarded to the project.

For each project that meets the minimum eligibility standards listed below, the Bank evaluates the application based on the extent to which the project meets the priorities and objectives of the AHP relative to the other applications submitted in the competition. The Bank scores and evaluates applications based on pre-established criteria, which are described in Attachment A and B of the Bank's [AHP Implementation Plan](#). The Bank ranks applications based on this scoring process and awards funds to the highest-ranking feasible projects until it has awarded all funds available in the competition, except for any amounts insufficient to fund the next highest scoring application. Projects with identical scores will be ranked in descending order based on scores received in the Project Readiness, In-District, Housing or Households Requiring Large Units, and Community Stability categories.

### Program Guidelines & Minimum Eligibility Requirements

1. The AHP subsidy shall be used exclusively for:

The purchase, construction, or rehabilitation of an **owner-occupied** project by, or for, very low-, low-, or moderate-income households. A household must have an income meeting the income targeting commitments in the approved AHP application at the time it is qualified by the sponsor for participation in the project, or for

The purchase, construction, or rehabilitation of a **rental** project, where at least 20 percent of the units in the project are occupied by, and affordable for, very low-income households. A household

must have an income meeting the income targeting commitments in the approved AHP application upon initial occupancy of the rental unit, or for projects involving the purchase or rehabilitation of rental housing that already is occupied, at the time the application for AHP subsidy is submitted to the Bank for approval.

2. The project must demonstrate developmental and operational feasibility, and need for subsidy, in accordance with the Bank's Feasibility Analysis Standards, set forth in Attachment A, Exhibit 1 of the AHP Implementation Plan.
3. The project's costs, taking into consideration the geographic location of the project, development conditions, and other non-financial household or project characteristics, must be reasonable, in accordance with the Bank's project cost guidelines, set forth in Attachment A, Exhibit 1 of the Bank's Implementation Plan.
4. The rate of interest, points, fees, and any other charges for all loans that are made to the project shall not exceed a reasonable market rate of interest, points, fees, and other charges for loans of similar maturity, terms, and risk.
5. Some, or all, of the AHP subsidy must be likely to be drawn down by the project or used by the project to procure other financing commitments within 12 months of the date of award approval.
6. AHP subsidies may be used to pay for counseling costs only if such costs are incurred in connection with counseling of homebuyers who actually purchase an AHP-assisted unit, and if the cost of the counseling has not been covered by another funding source, including the member.
7. The project may use AHP subsidies to refinance an existing single-family or multifamily mortgage loan, provided that the refinancing produces equity proceeds and such equity proceeds up to the amount of the AHP subsidy in the project shall be used only for the purchase, construction, or rehabilitation of housing units meeting AHP eligibility requirements.
8. Each AHP-assisted unit in an **owner-occupied** project must be, or is committed to be, subject to a 5-year retention agreement described in the AHP Regulation.
9. Each AHP-assisted **rental** project must be, or is committed to be, subject to a 15-year retention agreement described in the AHP Regulation.
10. A project's sponsor must be qualified and able to perform its responsibilities as committed to in the application for AHP subsidy.
11. The project, as proposed, must comply with applicable federal and state laws on fair housing and housing accessibility, including, but not limited to, the Fair Housing Act, the Rehabilitation Act of 1973, the Americans with Disabilities Act of 1990, and the Architectural Barriers Act of 1969, and must demonstrate how the project will be affirmatively marketed.
12. The maximum subsidy per project is limited to \$1.25 million.
13. There is no limit on the number of applications a member may submit, but collectively the total amount of subsidy requested by any member cannot exceed \$15 million.
14. The project may not use AHP subsidy to pay for processing fees charged by members for providing AHP direct subsidies to a project, capitalized reserves such as operating, replacement, transition, or social service reserves, or for periodic deposits to reserve accounts, operating expenses, or supportive service expenses.

15. Completed projects, defined as projects that have received their final Certificate of Occupancy, Notice of Completion, and/or final building permit sign-off, may not apply for subsidy.
16. Sponsors of projects with existing AHP awards from the Bank, or another Federal Home Loan Bank, may not submit new applications for AHP subsidy on behalf of these projects unless the existing subsidies are canceled and any previously disbursed subsidies are repaid.
17. Units that receive subsidy through the General Fund program will not be eligible for additional subsidy under any of the Bank's Homeownership Set-Aside programs.
18. If the property owner, lessee, or sponsor acquires the project property from a party, affiliated in any way with the property owner, lessee, sponsor, or any other persons or entities involved in the project, in a non-arm's length transaction, the Bank will consider such acquisition to be a related party transaction. When evaluating related party transactions, the Bank may consider any net cash gain from the transaction as excess sources of funds, unless the gain is: 1) contributed to the project as owner equity, 2) provided to the project as carry-back financing, or 3) used to retire existing debt on the property.

More details on eligibility and program guidelines can be found in the Bank's [AHP Implementation Plan](#).

Sample

Please note the following changes to the [AHP Implementation Plan](#) and application materials.

### AHP Eligibility Requirements

#### Sponsor Eligibility

Eligibility requirements have been revised as follows:

- Sponsor has been engaged in the ownership, management, or development of affordable housing for a minimum of three years.
- Sponsor has sufficient capacity and staff experience to perform project roles and integral responsibilities.
- In the case of rental projects, Sponsor is integrally involved in project responsibilities such as project planning, project development, construction, property management, and securing development financing or other funding commitments.
- Sponsor must be able to certify that their organization has not engaged in covered misconduct as defined in the Federal Housing Finance Agency's Suspended Counterparty Program regulation.

#### Tie-Breaker Criteria

The approval process will now include four steps which the Bank will follow to determine which application(s) will be approved for AHP subsidy in the event of a tie. At each step, the application that scores the highest will be awarded funds, or, if there is still a tie, the Bank will proceed to the following step until it reaches a category where scores are not tied.

- Step 1: Compare the scores of tied applications under the Project Readiness criterion.
- Step 2: Compare the scores of tied applications under the In-District Projects criterion.
- Step 3: Compare the scores of tied applications under the Housing for Households Requiring Large Units criterion.
- Step 4: Compare the scores of tied applications under the Community Stability criterion.

#### Modification

After receiving an award, a Sponsor or Owner must now make a reasonable effort to meet the original application commitments or provide a reasonable written justification of why the commitments cannot be met before a modification can be approved. A good cause for the change will continue to be necessary.

### AHP Application Scoring Criteria

#### AHP Application

The AHP application now contains a self-scoring feature to estimate your project's score prior to submission. Your self-score is provided for informational purposes only, the final project score will be determined based on submitted documentation and will be made at the Bank's sole discretion.

#### Donated Property

Scoring has been revised as follows:

- For properties that were donated or conveyed at a nominal or below market price prior to application, transaction consummation must have occurred within five years of the application deadline. Donation or conveyance at a nominal or below market price must ultimately be documented to maintain points.
- Non-arm's length transactions, as determined at the sole discretion of the Bank, are ineligible for points.

#### Nonprofit Sponsorship

Scoring has been clarified as follows:

- Nonprofit sponsors with a 50% ownership interest earn 2 points.

- Nonprofit sponsors with a 30% ownership interest earn 0 points.

### **Targeting to Lower-Income Households**

Scoring has been revised as follows:

- An owner-occupied project must have all units restricted at or below 80% of AMI to be eligible for AHP funding. Projects will be scored using the following scale:
  - If 20% or more of the units are for households at or below 65% of AMI = 20 Points.
  - If less than 20% of the units are for households at or below 65% of AMI = 18 Points.

Additional guidance for targeting commitments is provided as follows:

- For occupied rental projects, households must be income-qualified to meet the AHP targeting commitments at one of two points in time:
  - Upon initial occupancy after completion of acquisition or rehab for projects with an approved relocation plan, or
  - At application for projects without an approved relocation plan.

This means that grandfathering-in households who were income-qualified at a move-in date prior to the AHP application is not allowed. For households whose incomes have increased during their tenure at the project, and now exceed the unit's original targeting designation, targeting commitments in the AHP application should reflect current household income. For example, the targeting for a unit where the household was income-qualified for a 50% AMI unit at move-in in 2015 who is now earning 80% AMI should be set at 80% AMI, not 50% AMI.

### **Housing for Households Requiring Large Units (New Category)**

A new scoring category worth 3 points has been created as follows:

- Projects will be awarded points for the creation of housing in which at least 25% of the total project units have three or more bedrooms.
- For rental projects this includes restricted and non-restricted units.
- For owner-occupied projects this includes units restricted at or below 80% AMI.

### **Promotion of Empowerment**

Scoring has been revised as follows:

- Maximum points available have decreased from 6 to 5 points.
- Sub-categories of "Workforce Development Readiness Services or Programs" and "Financial Literacy Education" have been combined, revised, and renamed "Training and Education." Frequency of service requirement is bi-monthly (once every two months) or equivalent.
- "On-site primary health care services or programs" has been replaced with "Health care services or programs, including mental and behavioral health services".
- Clarification has been added that at the time of initial monitoring, the Bank will require documentation to show that the service or program committed to at application is in place and appropriately serving residents, including validation of frequency and hours requirements.

### **Community Stability**

Scoring has been revised as follows:

- Maximum points available have increased from 13 to 14 points.
- Under Revitalizing Neighborhoods by Optimizing Project Site Use or Preserving Affordable Housing question, split the "Demolition or Substantial Rehabilitation of Vacant, Abandoned, or Substandard Buildings, which includes the preservation of affordable housing" into two separate questions.
- Under "Transit," frequency requirements of "at least every 30 minutes between 7 and 9 a.m., and between 4 and 6 p.m., Monday through Friday" have been eliminated.
- Under "Sustainable Developments," Enterprise Green Communities certification earns 2 points.

- Under "Sustainable Developments," a new sub-category has been added for projects that are LEED-certified with net-zero certification or Enterprise Green Communities 2020 Plus certified.
- Under "Homeownership and Economic Integration," "Location in Middle, Moderate, or Upper Income Census Tracts" sub-category has been changed to "Location in High Resource Areas or Upper-Income Census Tracts."
- Under "Preventing or Minimizing Household Displacement," documentation requirements have been updated based on the type of development, including relocation plan requirements for occupied existing buildings.

### **Project Readiness**

Scoring has been revised as follows:

- Maximum points available have decreased from 10 to 7 points.
- Building permit points have increased from 3 to 3.5 points and the form has a new title.
- Zoning approval (and Attachment 9A) has been removed as a scoring criterion.

### **Subsidy Per Unit**

Scoring has been revised as follows:

- The subsidy per unit range for rental projects is \$15,000 to \$40,000.
- The subsidy per unit range for owner-occupied projects is \$25,000 to \$45,000.

### **AHP Application Financial Workbooks**

The Bank revised the 2021 AHP Rental Application Financial Workbooks to include the following:

- Targeting tab: Added Households Requiring Large Units tally to reflect newly added category.
- Sources & Uses of Funds tab (Rental only): Unlocked debt service payment cell for one column to allow for interest-only payments or HCD mandatory debt fee payments.
- Subsidy per Unit tab: Removed from workbook.

## AHP Application Submission Instructions

To submit an application in the 2021 AHP General Fund, the AHP Application and all related documents must be successfully uploaded to the appropriate secure portal workspace by Wednesday, March 10, 2021, 5:00 pm Pacific Time. Before documents can be uploaded to the secure portal, a [workspace](#) must be created for each project, and authorized workspace representatives must be identified and authenticated to gain access. Only authorized representatives of the member and sponsor identified on the AHP Secure Portal Workspace Set-up Request will be permitted to submit documents for a specific project. Co-developers and consultants are not permitted access to the secure portal workspace. The electronic submission of the AHP Application will serve as the official AHP Application submission. The Bank cannot accept AHP Applications via USPS, fax, courier, or email.

## AHP Application Submission Process

1. Request a secure portal [workspace](#) for the AHP Application by completing and emailing the [AHP Secure Portal Workspace Set-up Request](#) to [ahpportal@fhlbsf.com](mailto:ahpportal@fhlbsf.com). Secure portal workspace requests must be received by Wednesday, March 3, 2021, 5:00 pm Pacific Time.
2. Download the AHP Application Materials from the [Resources](#) section of the Bank's website and complete all required application documents, as shown on the following AHP Application Checklist.
3. Make sure all attachments are clearly referenced in the AHP Application.
4. Complete the Financial Workbook. Review the "Workbook Instructions and Notes" tab first to become familiar with important guidelines for each of the input tabs.
5. Upon completing the AHP Application and AHP Financial Workbook, use the AHP Application Comparison Worksheet in the Workbook to determine if the data entered in the completed Workbook matches the data entered in the completed AHP Application. If there are any inconsistencies, revise the AHP Application and the AHP Financial Workbook and re-run the AHP Application Comparison Worksheet.
6. Upon email confirmation of the creation of a secure portal workspace, upload all required AHP Application documents to the secure portal workspace, keeping in mind the following:
  - Upload AHP Application documents to the appropriate folder.
  - The AHP Application workbook must be uploaded as an .xlsx file and the financial workbook must be uploaded as an .xlsm file.
  - Upload supporting attachments as Adobe Acrobat PDFs.
  - Combine documents to be uploaded to each individual folder into a single file (e.g., all documents supporting responses in the Community Stability scoring category must be combined into one PDF document and uploaded to the Evidence of Community Stability Features folder). Only one file is allowed in each individual folder in the secure portal workspace.
  - Do not include encrypted documents, they cannot be imported into our database.
  - Do not rename, move, or delete secure portal workspace folders.
  - Do not create new folders.
  - Upload only relevant documents. Do not upload blank ("not applicable") documents (e.g., if your project does not have donated or conveyed property, do not upload any documents to the "Evidence of Donated or Conveyed Property" folder).
  - Note that re-uploading files into folders will overwrite previously uploaded files.
  - Exclude personal identifying information (PII), such as complete social security, driver's license, or financial account numbers, on any of the uploaded documents.
  - Ensure all documents uploaded for AHP Application submission are accurate, consistent, and final by the AHP Application deadline, **Wednesday, March 10, 2021, 5:00 pm Pacific Time**. Only documents uploaded and submitted by the deadline will be considered.
7. During the review process, the Bank may contact member and sponsor representatives listed on the applications for additional information.

8. Identified representatives of the member and sponsor for each application will be notified of awards via email in mid- to late June 2021 and a list of all awards will be posted on the Bank's website at fhlsbf.com. At that time, the member and sponsor grant recipients will be instructed by the Bank to complete a Direct Subsidy Agreement.

### **Index of Secure Portal Workspace Contents**

An AHP Application workspace should list the project's name at the top. The following folders should appear in your project's AHP Application workspace:

- **AHP Application**  
(Upload 2021-AHP-General-Fund-Application.xlsx)
- **Benchmark Deviation Documentation**
- **Evidence of Committed Financing**
- **Evidence of Community Stability Features**
- **Evidence of Donated or Conveyed Property**
- **Evidence of Homeless Household**
- **Evidence of Nonprofit Status**
- **Evidence of Promotion of Empowerment**
- **Evidence of Readiness to Begin Construction**  
(Upload the signed AHP-Application-Project-Readiness-Building-Permit.pdf and copies of the permit or permit-ready letter)
- **Evidence of Rental Subsidy**
- **Evidence of Rural Status**
- **Evidence of Special Needs**
- **Evidence of Site Control**
- **Evidence of Qualified Buyers** (Owner-Occupied AHP Applications only)
- **Financial Worksheets**  
(Upload the AHP-Rental-Application-Financial-Workbook.xlsx or the AHP-Owner-Occupied-Application-Financial-Workbook.xlsx)
- **HUD Income Limits**
- **Land Cost Validation**
- **Market Study** (Owner-Occupied AHP Applications only)
- **Supplementary Application Materials**
- **Tax Credit Limited Partnership Agreement**

*\*Do not upload documents to the secure portal workspace that are not applicable. For example, if an item such as Evidence of Rural Status does not apply to your project, leave that folder empty.*

For more information, see [How to Upload AHP Documents](#). For questions about uploading documents to the secure portal workspace, email [ahpportal@fhlsbf.com](mailto:ahpportal@fhlsbf.com), or call (415) 616-2542.

## AHP Application Software Requirements

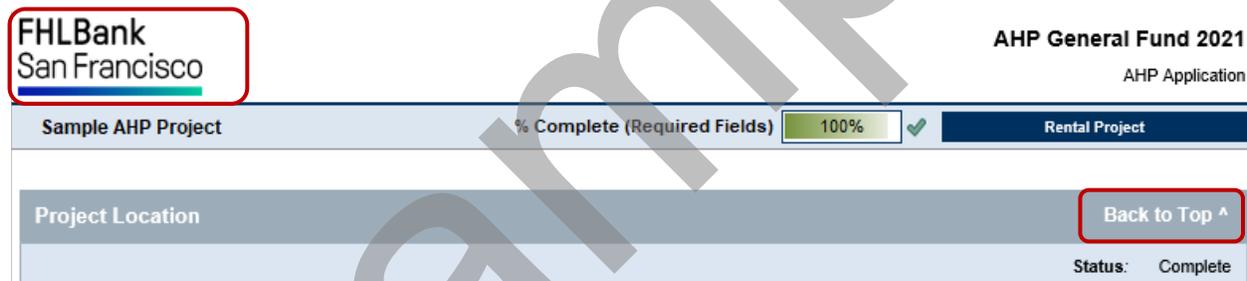
Applicants must use Microsoft Excel 2007 (or later) in order to open, complete, and save the AHP Application. **Note: The file must be uploaded to the secure portal workspace in .xlsx file format.**

## Selecting the Project Type to Start the AHP Application

When you have downloaded the AHP Application and are ready to begin, select the project type (Rental or Owner-Occupied), and click “Start Application” on the right side of the screen. Note that once you have clicked the “Start Application” button, you will be taken directly to the AHP Application for the selected project type. You will not be able to return to the landing screen to re-select a project type. If you have selected the wrong project type and you have already saved the document, you will need to download a new AHP Application and begin again.

## Navigation

The AHP Application uses links to simplify navigation between various sections. If you prefer not to scroll through the Application, use the links, generally displayed as underlined and bolded blue text, to “jump” to specific sections. You can return to the top of the AHP Application (table of contents) from anywhere in the AHP Application by either clicking the FHLBank San Francisco logo or “Back to Top” in the section headers:



## Completing the AHP Application

After selecting the AHP Application type (Rental or Owner-Occupied) from the landing page, you can begin filling out the AHP Application. The AHP Application is divided into several sections. Within each section are two types of fields: input fields that can be populated as you progress through the AHP Application, and read-only fields that will display information, such as totals, subtotals, counts, and percentages, based on data you have entered in other fields. Read-only fields cannot be edited.

All fields requiring an input are denoted with a small, yellow exclamation point icon (⚠) to the right of the box. When a valid input has been entered, the exclamation point icon will automatically change to a green checkmark icon (✅). A field without an exclamation point icon is considered optional and does not need to be populated in order to complete the AHP Application. Note that a field’s required vs. not required status may change as the AHP Application is populated with information.

There are two types of fields: free-form fields where you type a value, and fields with drop-down menus that display a list of acceptable values to select. For example, most Yes/No questions are presented as a field with a dropdown menu:

Single-room occupancy units	<input type="text"/>	<input type="button" value="v"/>
New construction	<input type="text"/>	<input type="button" value="Yes"/> <input type="button" value="No"/>
Rehabilitation	<input type="text"/>	<input type="button" value="i"/>
Acquisition	<input type="text"/>	<input type="button" value="i"/>
Mixed-use (includes revenue-generating commercial space)	<input type="text"/>	<input type="button" value="i"/>

### Data Validation & Warning Messages

The AHP Application is designed to provide instant feedback on the validity of data entered into each field. All input fields – required or optional – will display a green checkmark icon (✓) once a valid response has been entered:

City

✓

Conversely, a red x icon (✗) will be displayed for an invalid entry:

Email Address\*

✗

Invalid Domain Name

In some cases, the validation error will be a result of entering the wrong type of data into a field. For example, if a field requires a numerical value and you enter a text value, the AHP Application will display an error message that asks you to either change the value or undo the entry.

In other cases, the validation error will be a result of entering invalid information based on other entries made in the AHP Application. For example, if you specify that there are 100 Total Project Units, but enter 100 income-restricted units and 1 non-income restricted unit (making the total project units 101), an error message will display:

<p><b>Total Number of Units in Project</b></p> <p><input type="text" value="100"/> ✗</p> <p>Must Equal Sum of Income and Non-Income Restricted Units</p> <p>Units Not Restricted to 80% AMI or Below</p> <p><input type="text" value="1"/> ✓</p>	<p><b>Units Restricted to 80% AMI or Below</b></p> <table border="1"> <thead> <tr> <th>Row</th> <th>Number of Units</th> <th>Target AMI</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>60 ✓</td> <td>50.00% ✓</td> </tr> <tr> <td>2</td> <td>40 ✓</td> <td>60.00% ✓</td> </tr> <tr> <td>3</td> <td></td> <td></td> </tr> <tr> <td>4</td> <td></td> <td></td> </tr> </tbody> </table>	Row	Number of Units	Target AMI	1	60 ✓	50.00% ✓	2	40 ✓	60.00% ✓	3			4		
Row	Number of Units	Target AMI														
1	60 ✓	50.00% ✓														
2	40 ✓	60.00% ✓														
3																
4																

Note: If the AHP Application contains **any** validation errors, it will not be considered complete.

## Error Indicators in the Application Table of Contents

If an AHP Application contains any field-level errors, the Application Table of Contents can be useful in pinpointing exactly where the errors are by displaying an overall status of “Data Error(s)” in the Progress box next to a section name. For example, if there are field-level data validation errors in the Project Location and Member Information sections, the Application Table of Contents will indicate those error conditions:

Application Table of Contents	
1. General Information	Progress
a. <a href="#">Project Location</a>	Data Error(s) ✘
b. <a href="#">Member Information</a>	Data Error(s) ✘
c. <a href="#">Sponsor Information</a>	Not Started

## Application Progress

As data is entered into the AHP Application, progress is automatically tracked and refreshed in real-time. Progress is tracked and displayed at both the overall AHP Application level **and** the Application section level. At the overall level, an AHP Application will be considered complete once **all** required fields have been populated with valid data and no fields, whether required or optional, have data validation errors.

Note: Only AHP Applications that are 100% complete should be uploaded to the AHP secure portal workspace.

<b>FHLBank</b> San Francisco	<b>AHP General Fund 2021</b> AHP Application	
Sample AHP Project	% Complete (Required Fields) 100% ✓	Rental Project

## Saving the AHP Application

As with any Microsoft document, the AHP Application can be saved at any time by simply pressing the Save button in Excel or by pressing the Office Button (top-left corner of your Excel window) and clicking “Save.” **All AHP Applications must be saved in .xlsx format and uploaded as Excel files to the AHP secure portal workspace.**

Contact the Community Investment Department at [ahpportal@fhlbsf.com](mailto:ahpportal@fhlbsf.com), or (415) 616-2542 with questions, or visit the [Affordable Housing Program](#) section of the Bank’s website.

## AHP Application Checklist

Use this checklist to ensure the AHP Application package uploaded to the Bank's secure portal workspace is complete. Incomplete packages may be subject to disqualification.

<input type="checkbox"/> <b>AHP Secure Portal Workspace Set-Up Request (submit by Wednesday, March 3, 2021)</b>
<input type="checkbox"/> <b>AHP Application</b>
<b>Rental AHP Financial Workbook</b>
<input type="checkbox"/> Targeting
<input type="checkbox"/> Sources & Uses of Funds
<input type="checkbox"/> Sources of Funds Summary
<input type="checkbox"/> 15-Year Operating Pro Forma
<input type="checkbox"/> 15-Year Commercial Operating Pro Forma (if applicable)
<input type="checkbox"/> Empowerment Budget
<input type="checkbox"/> Benchmarks
<input type="checkbox"/> Targeting Self-Score
<input type="checkbox"/> AHP Application Comparison
<b>Owner-Occupied AHP Financial Workbook</b>
<input type="checkbox"/> Targeting & Financing Sources
<input type="checkbox"/> Sources of Funds Summary
<input type="checkbox"/> Development Budget
<input type="checkbox"/> Discounted Financing (if applicable)
<input type="checkbox"/> Empowerment Budget
<input type="checkbox"/> Benchmarks
<input type="checkbox"/> AHP Application Comparison
<b>Supporting Attachments</b>
<input type="checkbox"/> Benchmark Deviation Documentation
<input type="checkbox"/> Evidence of Committed Financing
<input type="checkbox"/> Evidence of Community Stability Features
<input type="checkbox"/> Evidence of Donated or Conveyed Property
<input type="checkbox"/> Evidence of Empowerment Services/Programs and a Services/Programs Operating Budget
<input type="checkbox"/> Evidence of Homeless Households
<input type="checkbox"/> Evidence of Qualified Homebuyers (for Owner-Occupied projects only, see Application Project Readiness section, "Identified Homebuyers")
<input type="checkbox"/> Evidence of Readiness to Begin Construction (Attachment: AHP Application Project Readiness - Building Permit Readiness or Issuance and copies of building permit ready letter or building permit)
<input type="checkbox"/> Evidence of Rental Subsidy
<input type="checkbox"/> Evidence of Rural Status
<input type="checkbox"/> Evidence of Site Control (for projects with related party property acquisitions, provide an appraisal for the property) <i>*Note: For full site control scoring credit, one of the following documents is required: final settlement statement, policy of title insurance, executed disposition and development agreement or title report.</i>
<input type="checkbox"/> Evidence of Sponsor Nonprofit Status / Sponsor 501 (c) (3) Designation

**Supporting Attachments continued**

- Land Cost Validation
- Market Study (For Owner-Occupied New Construction Projects only)
- Supplementary Application Materials (include any necessary supporting documentation not already captured in the items above)
- Tax Credit Limited Partnership Agreement

Sample

### Interest Rate Assumptions Guidelines

The following Guidelines are to be used to determine interest rates on permanent loans from a conventional financing source when a quote or loan commitment has not yet been received. If there is a quote or commitment, the rate should be within the range listed in these Guidelines, or an explanation should be provided in the financial workbook. To ensure consistent scoring standards and enhance fairness in the scoring process, the Bank will score and evaluate all AHP projects based on selected interest rates and guidelines. The Bank also considers a project's debt service payments and resulting cash flow when it analyzes a project's need for AHP subsidy. Interest rates on permanent loans directly impact a project's debt service and resulting cash flow; thus, it is important for sponsors and members to use realistic interest rate assumptions for the project's conventional financing.

Changes to interest rates will be taken into account by the Bank when it evaluates the actual amount of AHP subsidy needed by a project at the time the sponsor requests disbursement of the AHP funds or at the time of project initial monitoring. For example, if interest rates have declined since the award was granted, the project may need less subsidy at the time of disbursement because additional cash flow is available for debt service. In that case, the Bank will review current operating pro formas, development budgets, and other relevant information to determine how much, if any, of the subsidy is still needed and will adjust the award accordingly.

For 2021, rates as of December 31, 2020 should be used in the calculation of a project's annual debt service and need for AHP subsidy if you do not have a permanent loan commitment. Please base your rate assumptions on the guidelines and rate tables on the following page, or include documentation supporting the lender's interest rate in Evidence of Committed Financing if a commitment is in place.

### Guidelines

1. All indexed rates are based on rates as of December 31, 2020.
2. If the Application states that the loan to the borrower will be based on the Bank's Community Investment Program (CIP) rate plus a spread, please use the CIP rate for the applicable term plus the spread when calculating the project's debt service. (Refer to the CIP rate table on the following page.)
3. If the Application states that the loan to the borrower will price off another index that is published and obtainable for the selected date, please use that index as published for December 31, 2020. **Please document the source of the rate quote and attach a copy of that document to the Application** (e.g., a page from Telerate, Bloomberg, Reuters, or *The Wall Street Journal*).
4. If the Application states that the loan to the borrower will price off the institution's own market rate, to be determined on an unspecified date in the future, on or near the loan's funding date, the rate used for purposes of scoring the application must fall within the range of CIP plus 150 basis points to CIP plus 250 basis points. (Refer to the CIP rate table on the following page.)
5. In cases where major sources of conventional financing are provided by lenders other than the member submitting the application, please follow the same guidelines for rate assumptions.
6. If the loan's maturity is nonstandard, impute a rate from the surrounding terms. For example, if the term is 17.5 years, then the rate assumed must be halfway between 15 and 20 years.
7. If the project proposes the sale of mortgages in the secondary market, and the subsidy is the difference between the market price of the mortgage and the discounted price, please use mortgage price indications as of December 31, 2020. **Please document the source of the price quote and include a copy of that document in Evidence of Committed Financing.**
8. If the institution providing the loan has determined an interest rate at the time of Application, that rate may be used, regardless of current rates. Please document the interest rate and include in the Evidence of Committed Financing documentation.
9. No rates shall exceed current market rates.

If you have any questions about these guidelines, please call the Community Investment Department at (415) 616-2542 prior to the application deadline of **Wednesday, March 10, 2021**.

The following rates are as of December 31, 2020.

**Federal Home Loan Bank of San Francisco 11th District Monthly Weighted Average Cost of Funds Index (COFI) = 0.466%**

Federal Home Loan Bank of San Francisco				
Rates as of 12/31/20	CIP Rate	CIP Rate + 150 bps	CIP Rate + 200 bps	CIP Rate + 250 bps
1 month	0.15	1.65	2.15	2.65
2 months	0.14	1.64	2.14	2.64
3 months	0.15	1.65	2.15	2.65
4 months	0.16	1.66	2.16	2.66
5 months	0.16	1.66	2.16	2.66
6 months	0.16	1.66	2.16	2.66
1 year	0.15	1.65	2.15	2.65
2 years	0.20	1.70	2.20	2.70
3 years	0.25	1.75	2.25	2.75
4 years	0.36	1.86	2.36	2.86
5 years	0.49	1.99	2.49	2.99
6 years	0.65	2.15	2.65	3.15
7 years	0.82	2.32	2.82	3.32
8 years	0.98	2.48	2.98	3.48
9 years	1.07	2.57	3.07	3.57
10 years	1.18	2.68	3.18	3.68
15 years	1.64	3.14	3.64	4.14
20 years	2.01	3.51	4.01	4.51
30 years	2.45	3.95	4.45	4.95

Selected Market Rates as of December 31, 2020 (Sources: Wall Street Journal, Federal Reserve Bank)	
Index	Rate
Prime Rate	3.25
Fed Funds	0.09
Overnight Repos	0.05
LIBOR – 1 month	0.14
LIBOR – 3 month	0.24
LIBOR – 6 month	0.26
LIBOR – 1 year	0.34
U.S. Treasury Bill – 1 month	0.08
U.S. Treasury Bill – 3 month	0.09
U.S. Treasury Bill – 6 month	0.09
U.S. Constant Maturity Treasury – 5 year	0.36
U.S. Constant Maturity Treasury – 10 year	0.93
U.S. Constant Maturity Treasury – 30 year	1.65
Freddie Mac weekly average for 30-year fixed mortgages	2.67

## 2021 RSMeans Construction Cost Estimates

### 2021 Gross Residential Square Footage Cost Estimates

#### Construction Costs by ZIP Code and City

(Source: RSMeans, The Gordian Group)

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
010	MA	SPRINGFIELD	\$300.71	\$311.22	\$198.42	\$276.53
011	MA	SPRINGFIELD	\$300.71	\$311.22	\$198.42	\$276.53
012	MA	PITTSFIELD	\$292.95	\$303.19	\$193.30	\$269.39
013	MA	GREENFIELD	\$295.24	\$305.56	\$194.80	\$271.49
014	MA	FITCHBURG	\$297.77	\$308.18	\$196.47	\$273.82
015	MA	WORCESTER	\$310.64	\$321.50	\$204.97	\$285.66
016	MA	WORCESTER	\$310.64	\$321.50	\$204.97	\$285.66
017	MA	FRAMINGHAM	\$308.43	\$319.22	\$203.51	\$283.63
018	MA	LOWELL	\$319.26	\$330.43	\$210.66	\$293.59
019	MA	LAWRENCE	\$319.06	\$330.21	\$210.52	\$293.40
020	MA	BOSTON	\$330.17	\$341.71	\$217.85	\$303.62
021	MA	BOSTON	\$330.17	\$341.71	\$217.85	\$303.62
022	MA	BOSTON	\$330.17	\$341.71	\$217.85	\$303.62
023	MA	BROCKTON	\$309.37	\$320.19	\$204.13	\$284.50
024	MA	BOSTON	\$330.17	\$341.71	\$217.85	\$303.62
025	MA	BUZZARDS BAY	\$295.40	\$305.73	\$194.91	\$271.64
026	MA	HYANNIS	\$303.62	\$314.23	\$200.33	\$279.20
027	MA	NEW BEDFORD	\$306.06	\$316.76	\$201.95	\$281.45
028	RI	NEWPORT	\$299.77	\$310.25	\$197.79	\$275.66
029	RI	PROVIDENCE	\$307.08	\$317.82	\$202.62	\$282.39
030	NH	NASHUA	\$278.07	\$287.80	\$183.48	\$255.71
031	NH	MANCHESTER	\$281.10	\$290.93	\$185.48	\$258.49
032	NH	CONCORD	\$279.18	\$288.94	\$184.21	\$256.73
033	NH	CONCORD	\$279.18	\$288.94	\$184.21	\$256.73
034	NH	KEENE	\$265.29	\$274.56	\$175.04	\$243.95
035	NH	LITTLETON	\$254.66	\$263.57	\$168.03	\$234.18
036	NH	CHARLESTON	\$263.73	\$272.96	\$174.02	\$242.52
037	NH	CLAREMONT	\$262.43	\$271.60	\$173.16	\$241.32
038	NH	PORTSMOUTH	\$272.31	\$281.83	\$179.68	\$250.41
039	ME	KITTERY	\$260.83	\$269.95	\$172.10	\$239.86
040	ME	PORTLAND	\$271.82	\$281.33	\$179.36	\$249.96
041	ME	PORTLAND	\$271.82	\$281.33	\$179.36	\$249.96
042	ME	LEWISTON	\$266.68	\$276.00	\$175.96	\$245.23
043	ME	AUGUSTA	\$274.03	\$283.61	\$180.81	\$251.99
044	ME	BANGOR	\$265.41	\$274.69	\$175.12	\$244.07
045	ME	BATH	\$263.41	\$272.62	\$173.80	\$242.22
046	ME	MACHIAS	\$262.55	\$271.73	\$173.24	\$241.44
047	ME	HOULTON	\$262.84	\$272.03	\$173.43	\$241.70
048	ME	ROCKLAND	\$261.40	\$270.54	\$172.48	\$240.38
049	ME	WATERVILLE	\$263.28	\$272.49	\$173.72	\$242.11

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
050	VT	WHITE RIVER JCT.	\$261.12	\$270.25	\$172.29	\$240.12
051	VT	BELLOWS FALLS	\$272.23	\$281.75	\$179.62	\$250.34
052	VT	BENNINGTON	\$268.64	\$278.03	\$177.25	\$247.03
053	VT	BRATTLEBORO	\$273.62	\$283.19	\$180.54	\$251.62
054	VT	BURLINGTON	\$271.99	\$281.50	\$179.47	\$250.12
056	VT	MONTPELIER	\$273.34	\$282.89	\$180.35	\$251.36
057	VT	RUTLAND	\$264.96	\$274.23	\$174.83	\$243.66
058	VT	ST. JOHNSBURY	\$260.55	\$269.66	\$171.91	\$239.59
059	VT	GUILDHALL	\$258.50	\$267.54	\$170.57	\$237.72
060	CT	NEW BRITAIN	\$309.37	\$320.19	\$204.13	\$284.49
061	CT	HARTFORD	\$314.97	\$325.99	\$207.83	\$289.64
062	CT	WILLIMANTIC	\$310.31	\$321.16	\$204.75	\$285.36
063	CT	NEW LONDON	\$304.27	\$314.90	\$200.76	\$279.80
064	CT	MERIDEN	\$307.37	\$318.12	\$202.81	\$282.65
065	CT	NEW HAVEN	\$312.40	\$323.32	\$206.13	\$287.27
066	CT	BRIDGEPORT	\$311.05	\$321.92	\$205.24	\$286.03
067	CT	WATERBURY	\$311.13	\$322.01	\$205.29	\$286.11
068	CT	NORWALK	\$310.39	\$321.25	\$204.80	\$285.43
069	CT	STAMFORD	\$319.55	\$330.72	\$210.85	\$293.85
070	NJ	NEWARK	\$338.99	\$350.85	\$223.68	\$311.73
071	NJ	NEWARK	\$338.99	\$350.85	\$223.68	\$311.73
072	NJ	ELIZABETH	\$334.05	\$345.73	\$220.42	\$307.19
073	NJ	JERSEY CITY	\$331.27	\$342.85	\$218.58	\$304.63
074	NJ	PATERSON	\$334.34	\$346.03	\$220.61	\$307.45
075	NJ	PATERSON	\$334.34	\$346.03	\$220.61	\$307.45
076	NJ	HACKENSACK	\$331.03	\$342.60	\$218.42	\$304.41
077	NJ	LONG BRANCH	\$317.42	\$328.52	\$209.44	\$291.89
078	NJ	DOVER	\$331.68	\$343.28	\$218.85	\$305.01
079	NJ	SUMMIT	\$330.94	\$342.51	\$218.36	\$304.33
080	NJ	VINELAND	\$317.38	\$328.48	\$209.41	\$291.86
081	NJ	CAMDEN	\$329.24	\$340.75	\$217.24	\$302.76
082	NJ	ATLANTIC CITY	\$326.09	\$337.49	\$215.16	\$299.86
083	NJ	VINELAND	\$320.85	\$332.06	\$211.70	\$295.04
084	NJ	ATLANTIC CITY	\$326.09	\$337.49	\$215.16	\$299.86
085	NJ	TRENTON	\$320.36	\$331.56	\$211.38	\$294.60
086	NJ	TRENTON	\$320.36	\$331.56	\$211.38	\$294.60
087	NJ	POINT PLEASANT	\$320.40	\$331.61	\$211.41	\$294.64
088	NJ	NEW BRUNSWICK	\$328.49	\$339.98	\$216.75	\$302.08
089	NJ	NEW BRUNSWICK	\$328.49	\$339.98	\$216.75	\$302.08
100	NY	NEW YORK	\$381.98	\$395.33	\$252.04	\$351.26
101	NY	NEW YORK	\$381.98	\$395.33	\$252.04	\$351.26
102	NY	NEW YORK	\$381.98	\$395.33	\$252.04	\$351.26
103	NY	STATEN ISLAND	\$372.74	\$385.77	\$245.94	\$342.77
104	NY	BRONX	\$369.15	\$382.05	\$243.57	\$339.46

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
105	NY	MOUNT VERNON	\$338.95	\$350.80	\$223.65	\$311.69
106	NY	WHITE PLAINS	\$342.34	\$354.31	\$225.89	\$314.81
107	NY	YONKERS	\$349.70	\$361.92	\$230.74	\$321.57
108	NY	NEW ROCHELLE	\$332.78	\$344.42	\$219.58	\$306.02
109	NY	SUFFERN	\$312.31	\$323.23	\$206.07	\$287.20
110	NY	QUEENS	\$380.91	\$394.23	\$251.34	\$350.28
111	NY	LONG ISLAND CITY	\$383.61	\$397.02	\$253.12	\$352.76
112	NY	BROOKLYN	\$384.43	\$397.87	\$253.65	\$353.51
113	NY	FLUSHING	\$384.35	\$397.78	\$253.60	\$353.44
114	NY	JAMAICA	\$381.20	\$394.53	\$251.52	\$350.54
115	NY	HICKSVILLE	\$354.11	\$366.49	\$233.65	\$325.63
116	NY	FAR ROCKAWAY	\$384.34	\$397.78	\$253.60	\$353.43
117	NY	HICKSVILLE	\$356.11	\$368.56	\$234.97	\$327.47
118	NY	HICKSVILLE	\$356.11	\$368.56	\$234.97	\$327.47
119	NY	RIVERHEAD	\$361.88	\$374.53	\$238.78	\$332.78
120	NY	ALBANY	\$297.93	\$308.35	\$196.58	\$273.97
121	NY	ALBANY	\$297.93	\$308.35	\$196.58	\$273.97
122	NY	ALBANY	\$297.93	\$308.35	\$196.58	\$273.97
123	NY	SCHENECTADY	\$296.18	\$306.53	\$195.42	\$272.36
124	NY	KINGSTON	\$326.61	\$338.03	\$215.51	\$300.35
125	NY	POUGHKEEPSIE	\$328.78	\$340.27	\$216.94	\$302.34
126	NY	POUGHKEEPSIE	\$328.78	\$340.27	\$216.94	\$302.34
127	NY	MONTICELLO	\$325.18	\$336.55	\$214.56	\$299.03
128	NY	GLENS FALLS	\$281.10	\$290.93	\$185.48	\$258.49
129	NY	PLATTSBURGH	\$275.95	\$285.60	\$182.08	\$253.76
130	NY	SYRACUSE	\$288.74	\$298.84	\$190.52	\$265.52
131	NY	SYRACUSE	\$288.74	\$298.84	\$190.52	\$265.52
132	NY	SYRACUSE	\$288.74	\$298.84	\$190.52	\$265.52
133	NY	UTICA	\$286.79	\$296.81	\$189.23	\$263.72
134	NY	UTICA	\$286.79	\$296.81	\$189.23	\$263.72
135	NY	UTICA	\$286.79	\$296.81	\$189.23	\$263.72
136	NY	WATERTOWN	\$284.90	\$294.86	\$187.99	\$261.99
137	NY	BINGHAMTON	\$287.11	\$297.15	\$189.44	\$264.02
138	NY	BINGHAMTON	\$287.11	\$297.15	\$189.44	\$264.02
139	NY	BINGHAMTON	\$287.11	\$297.15	\$189.44	\$264.02
140	NY	BUFFALO	\$302.75	\$313.34	\$199.76	\$278.41
141	NY	BUFFALO	\$302.75	\$313.34	\$199.76	\$278.41
142	NY	BUFFALO	\$302.75	\$313.34	\$199.76	\$278.41
143	NY	NIAGARA FALLS	\$289.60	\$299.72	\$191.08	\$266.31
144	NY	ROCHESTER	\$291.64	\$301.84	\$192.43	\$268.19
145	NY	ROCHESTER	\$291.64	\$301.84	\$192.43	\$268.19
146	NY	ROCHESTER	\$291.64	\$301.84	\$192.43	\$268.19
147	NY	JAMESTOWN	\$274.44	\$284.03	\$181.08	\$252.37
148	NY	ELMIRA	\$284.33	\$294.27	\$187.61	\$261.46

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
149	NY	ELMIRA	\$284.33	\$294.27	\$187.61	\$261.46
150	PA	PITTSBURGH	\$290.94	\$301.12	\$191.97	\$267.55
151	PA	PITTSBURGH	\$290.94	\$301.12	\$191.97	\$267.55
152	PA	PITTSBURGH	\$290.94	\$301.12	\$191.97	\$267.55
153	PA	WASHINGTON	\$285.59	\$295.58	\$188.44	\$262.62
154	PA	UNIONTOWN	\$283.31	\$293.21	\$186.93	\$260.52
155	PA	BEDFORD	\$273.13	\$282.68	\$180.22	\$251.17
156	PA	GREENSBURG	\$280.49	\$290.29	\$185.07	\$257.93
157	PA	INDIANA	\$278.85	\$288.60	\$183.99	\$256.43
158	PA	DUBOIS	\$278.81	\$288.56	\$183.97	\$256.39
159	PA	JOHNSTOWN	\$282.21	\$292.07	\$186.21	\$259.51
160	PA	BUTLER	\$274.23	\$283.82	\$180.95	\$252.18
161	PA	NEW CASTLE	\$274.89	\$284.50	\$181.38	\$252.79
162	PA	KITTANNING	\$272.56	\$282.09	\$179.84	\$250.64
163	PA	OIL CITY	\$268.84	\$278.24	\$177.39	\$247.22
164	PA	ERIE	\$272.44	\$281.97	\$179.76	\$250.53
165	PA	ERIE	\$272.44	\$281.97	\$179.76	\$250.53
166	PA	ALTOONA	\$276.20	\$285.86	\$182.24	\$253.99
167	PA	BRADFORD	\$275.46	\$285.09	\$181.76	\$253.31
168	PA	STATE COLLEGE	\$279.87	\$289.66	\$184.67	\$257.37
169	PA	WELLSBORO	\$269.37	\$278.79	\$177.74	\$247.71
170	PA	HARRISBURG	\$282.65	\$292.53	\$186.50	\$259.92
171	PA	HARRISBURG	\$282.65	\$292.53	\$186.50	\$259.92
172	PA	CHAMBERSBURG	\$263.81	\$273.04	\$174.07	\$242.60
173	PA	YORK	\$275.83	\$285.47	\$182.00	\$253.65
174	PA	YORK	\$275.83	\$285.47	\$182.00	\$253.65
175	PA	LANCASTER	\$274.89	\$284.50	\$181.38	\$252.78
176	PA	LANCASTER	\$274.89	\$284.50	\$181.38	\$252.78
177	PA	WILLIAMSPORT	\$269.74	\$279.17	\$177.98	\$248.05
178	PA	SUNBURY	\$267.08	\$276.42	\$176.23	\$245.60
179	PA	POTTSVILLE	\$269.66	\$279.09	\$177.93	\$247.97
180	PA	LEHIGH VALLEY	\$291.07	\$301.24	\$192.05	\$267.66
181	PA	ALLENTOWN	\$295.08	\$305.40	\$194.70	\$271.35
182	PA	HAZLETON	\$271.46	\$280.95	\$179.11	\$249.62
183	PA	STROUDSBURG	\$281.63	\$291.48	\$185.83	\$258.98
184	PA	SCRANTON	\$282.08	\$291.94	\$186.12	\$259.40
185	PA	SCRANTON	\$282.08	\$291.94	\$186.12	\$259.40
186	PA	WILKES-BARRE	\$276.32	\$285.98	\$182.32	\$254.10
187	PA	WILKES-BARRE	\$276.32	\$285.98	\$182.32	\$254.10
188	PA	MONTROSE	\$271.62	\$281.12	\$179.22	\$249.78
189	PA	DOYLESTOWN	\$308.35	\$319.13	\$203.46	\$283.55
190	PA	PHILADELPHIA	\$334.38	\$346.07	\$220.63	\$307.49
191	PA	PHILADELPHIA	\$334.38	\$346.07	\$220.63	\$307.49
193	PA	WESTCHESTER	\$311.21	\$322.09	\$205.34	\$286.18

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
194	PA	NORRISTOWN	\$309.90	\$320.74	\$204.48	\$284.98
195	PA	READING	\$290.30	\$300.45	\$191.54	\$266.95
196	PA	READING	\$290.30	\$300.45	\$191.54	\$266.95
197	DE	NEWARK	\$299.90	\$310.38	\$197.88	\$275.78
198	DE	WILMINGTON	\$300.76	\$311.27	\$198.45	\$276.57
199	DE	DOVER	\$301.21	\$311.74	\$198.74	\$276.98
200	DC	WASHINGTON	\$275.83	\$285.47	\$182.00	\$253.64
201	DC	WASHINGTON	\$275.83	\$285.47	\$182.00	\$253.64
202	DC	WASHINGTON	\$275.83	\$285.47	\$182.00	\$253.64
203	DC	WASHINGTON	\$275.83	\$285.47	\$182.00	\$253.64
204	DC	WASHINGTON	\$275.83	\$285.47	\$182.00	\$253.64
205	DC	WASHINGTON	\$275.83	\$285.47	\$182.00	\$253.64
206	MD	WALDORF	\$265.61	\$274.90	\$175.26	\$244.25
207	MD	COLLEGE PARK	\$267.04	\$276.38	\$176.20	\$245.57
208	MD	COLLEGE PARK	\$267.04	\$276.38	\$176.20	\$245.57
209	MD	SILVER SPRING	\$264.35	\$273.59	\$174.42	\$243.09
210	MD	BALTIMORE	\$271.58	\$281.07	\$179.19	\$249.74
211	MD	BALTIMORE	\$271.58	\$281.07	\$179.19	\$249.74
212	MD	BALTIMORE	\$271.58	\$281.07	\$179.19	\$249.74
214	MD	ANNAPOLIS	\$270.48	\$279.93	\$178.47	\$248.72
215	MD	CUMBERLAND	\$263.00	\$272.20	\$173.53	\$241.85
216	MD	EASTON	\$252.62	\$261.45	\$166.68	\$232.30
217	MD	HAGERSTOWN	\$268.03	\$277.40	\$176.85	\$246.47
218	MD	SALISBURY	\$244.00	\$252.53	\$161.00	\$224.38
219	MD	ELKTON	\$261.49	\$270.63	\$172.53	\$240.46
220	VA	FAIRFAX	\$265.86	\$275.15	\$175.42	\$244.48
221	VA	FAIRFAX	\$265.86	\$275.15	\$175.42	\$244.48
222	VA	ARLINGTON	\$267.49	\$276.84	\$176.50	\$245.98
223	VA	ALEXANDRIA	\$269.86	\$279.30	\$178.06	\$248.16
224	VA	FREDERICKSBURG	\$261.65	\$270.80	\$172.64	\$240.61
225	VA	FREDERICKSBURG	\$261.65	\$270.80	\$172.64	\$240.61
226	VA	WINCHESTER	\$258.05	\$267.08	\$170.27	\$237.30
227	VA	CULPEPER	\$265.00	\$274.27	\$174.85	\$243.69
228	VA	HARRISONBURG	\$257.32	\$266.32	\$169.79	\$236.63
229	VA	CHARLOTTESVILLE	\$256.26	\$265.22	\$169.08	\$235.65
230	VA	RICHMOND	\$256.62	\$265.60	\$169.33	\$235.99
231	VA	RICHMOND	\$256.62	\$265.60	\$169.33	\$235.99
232	VA	RICHMOND	\$256.62	\$265.60	\$169.33	\$235.99
233	VA	NORFOLK	\$250.33	\$259.08	\$165.18	\$230.20
234	VA	NORFOLK	\$250.33	\$259.08	\$165.18	\$230.20
235	VA	NORFOLK	\$250.33	\$259.08	\$165.18	\$230.20
236	VA	NEWPORT NEWS	\$249.93	\$258.66	\$164.91	\$229.83
237	VA	PORTSMOUTH	\$246.49	\$255.11	\$162.64	\$226.67
238	VA	PETERSBURG	\$255.89	\$264.84	\$168.84	\$235.31

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
239	VA	FARMVILLE	\$243.96	\$252.49	\$160.97	\$224.34
240	VA	ROANOKE	\$251.27	\$260.06	\$165.80	\$231.07
241	VA	ROANOKE	\$251.27	\$260.06	\$165.80	\$231.07
242	VA	BRISTOL	\$235.75	\$243.99	\$155.55	\$216.79
243	VA	PULASKI	\$247.84	\$256.51	\$163.53	\$227.91
244	VA	STAUNTON	\$246.86	\$255.49	\$162.88	\$227.01
245	VA	LYNCHBURG	\$253.89	\$262.76	\$167.52	\$233.47
246	VA	GRUNDY	\$240.49	\$248.89	\$158.68	\$221.15
247	WV	BLUEFIELD	\$265.82	\$275.11	\$175.39	\$244.44
248	WV	BLUEFIELD	\$265.82	\$275.11	\$175.39	\$244.44
249	WV	LEWISBURG	\$270.80	\$280.27	\$178.68	\$249.03
250	WV	CHARLESTON	\$272.07	\$281.58	\$179.52	\$250.19
251	WV	CHARLESTON	\$272.07	\$281.58	\$179.52	\$250.19
252	WV	CHARLESTON	\$272.07	\$281.58	\$179.52	\$250.19
253	WV	CHARLESTON	\$272.07	\$281.58	\$179.52	\$250.19
254	WV	MARTINSBURG	\$259.03	\$268.09	\$170.92	\$238.20
255	WV	HUNTINGTON	\$274.68	\$284.29	\$181.24	\$252.59
256	WV	HUNTINGTON	\$274.68	\$284.29	\$181.24	\$252.59
257	WV	HUNTINGTON	\$274.68	\$284.29	\$181.24	\$252.59
258	WV	BECKLEY	\$265.45	\$274.73	\$175.15	\$244.10
259	WV	BECKLEY	\$265.45	\$274.73	\$175.15	\$244.10
260	WV	WHEELING	\$277.63	\$287.33	\$183.18	\$255.30
261	WV	PARKERSBURG	\$274.52	\$284.12	\$181.14	\$252.44
262	WV	BUCKHANNON	\$274.72	\$284.33	\$181.27	\$252.63
263	WV	CLARKSBURG	\$276.48	\$286.15	\$182.43	\$254.25
264	WV	CLARKSBURG	\$276.48	\$286.15	\$182.43	\$254.25
265	WV	MORGANTOWN	\$277.01	\$286.70	\$182.78	\$254.74
266	WV	GASSAWAY	\$270.80	\$280.27	\$178.68	\$249.02
267	WV	ROMNEY	\$268.06	\$277.44	\$176.88	\$246.51
268	WV	PETERSBURG	\$268.02	\$277.39	\$176.85	\$246.47
270	NC	GREENSBORO	\$244.90	\$253.46	\$161.59	\$225.20
271	NC	WINSTON-SALEM	\$244.78	\$253.33	\$161.51	\$225.09
272	NC	GREENSBORO	\$244.90	\$253.46	\$161.59	\$225.20
273	NC	GREENSBORO	\$244.90	\$253.46	\$161.59	\$225.20
274	NC	GREENSBORO	\$244.90	\$253.46	\$161.59	\$225.20
275	NC	RALEIGH	\$243.75	\$252.28	\$160.84	\$224.15
276	NC	RALEIGH	\$243.75	\$252.28	\$160.84	\$224.15
277	NC	DURHAM	\$247.35	\$256.00	\$163.21	\$227.46
278	NC	ROCKY MOUNT	\$239.79	\$248.18	\$158.22	\$220.51
279	NC	ELIZABETH CITY	\$244.08	\$252.62	\$161.05	\$224.45
280	NC	GASTONIA	\$245.80	\$254.39	\$162.19	\$226.03
281	NC	CHARLOTTE	\$251.40	\$260.19	\$165.88	\$231.18
282	NC	CHARLOTTE	\$251.40	\$260.19	\$165.88	\$231.18
283	NC	FAYETTEVILLE	\$244.65	\$253.21	\$161.43	\$224.98

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
284	NC	WILMINGTON	\$237.30	\$245.60	\$156.58	\$218.22
285	NC	KINSTON	\$235.01	\$243.23	\$155.07	\$216.11
286	NC	HICKORY	\$242.24	\$250.71	\$159.84	\$222.76
287	NC	ASHEVILLE	\$239.71	\$248.09	\$158.17	\$220.43
288	NC	ASHEVILLE	\$239.71	\$248.09	\$158.17	\$220.43
289	NC	MURPHY	\$235.75	\$243.99	\$155.55	\$216.79
290	SC	COLUMBIA	\$246.57	\$255.20	\$162.70	\$226.75
291	SC	COLUMBIA	\$246.57	\$255.20	\$162.70	\$226.75
292	SC	COLUMBIA	\$246.57	\$255.20	\$162.70	\$226.75
293	SC	SPARTANBURG	\$247.80	\$256.46	\$163.50	\$227.87
294	SC	CHARLESTON	\$246.53	\$255.15	\$162.67	\$226.71
295	SC	FLORENCE	\$243.39	\$251.90	\$160.59	\$223.81
296	SC	GREENVILLE	\$247.23	\$255.87	\$163.13	\$227.34
297	SC	ROCK HILL	\$244.65	\$253.21	\$161.43	\$224.98
298	SC	AIKEN	\$242.20	\$250.67	\$159.81	\$222.72
299	SC	BEAUFORT	\$238.98	\$247.33	\$157.68	\$219.76
300	GA	ATLANTA	\$257.52	\$266.53	\$169.92	\$236.81
301	GA	ATLANTA	\$257.52	\$266.53	\$169.92	\$236.81
302	GA	ATLANTA	\$257.52	\$266.53	\$169.92	\$236.81
303	GA	ATLANTA	\$257.52	\$266.53	\$169.92	\$236.81
304	GA	STATESBORO	\$244.37	\$252.91	\$161.24	\$224.71
305	GA	GAINESVILLE	\$238.65	\$246.99	\$157.47	\$219.46
306	GA	ATHENS	\$236.89	\$245.17	\$156.31	\$217.84
307	GA	DALTON	\$245.10	\$253.67	\$161.72	\$225.39
308	GA	AUGUSTA	\$249.97	\$258.71	\$164.93	\$229.86
309	GA	AUGUSTA	\$249.97	\$258.71	\$164.93	\$229.86
310	GA	MACON	\$249.19	\$257.90	\$164.42	\$229.15
311	GA	MACON	\$249.19	\$257.90	\$164.42	\$229.15
312	GA	MACON	\$249.19	\$257.90	\$164.42	\$229.15
313	GA	SAVANNAH	\$250.62	\$259.38	\$165.36	\$230.46
314	GA	SAVANNAH	\$250.62	\$259.38	\$165.36	\$230.46
315	GA	WAYCROSS	\$242.04	\$250.50	\$159.70	\$222.57
316	GA	VALDOSTA	\$240.16	\$248.56	\$158.46	\$220.84
317	GA	ALBANY	\$248.29	\$256.97	\$163.83	\$228.32
318	GA	COLUMBUS	\$249.56	\$258.28	\$164.66	\$229.49
319	GA	COLUMBUS	\$249.56	\$258.28	\$164.66	\$229.49
320	FL	JACKSONVILLE	\$242.49	\$250.97	\$160.00	\$222.99
321	FL	DAYTONA BEACH	\$245.59	\$254.18	\$162.05	\$225.84
322	FL	JACKSONVILLE	\$242.49	\$250.97	\$160.00	\$222.99
323	FL	TALLAHASSEE	\$244.16	\$252.70	\$161.10	\$224.53
324	FL	PANAMA CITY	\$245.76	\$254.35	\$162.16	\$225.99
325	FL	PENSACOLA	\$247.39	\$256.04	\$163.23	\$227.50
326	FL	GAINESVILLE	\$241.02	\$249.44	\$159.03	\$221.63
327	FL	ORLANDO	\$243.47	\$251.98	\$160.65	\$223.89

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
328	FL	ORLANDO	\$243.47	\$251.98	\$160.65	\$223.89
329	FL	MELBOURNE	\$251.80	\$260.61	\$166.15	\$231.55
330	FL	MIAMI	\$245.55	\$254.14	\$162.02	\$225.80
331	FL	MIAMI	\$245.55	\$254.14	\$162.02	\$225.80
332	FL	MIAMI	\$245.55	\$254.14	\$162.02	\$225.80
333	FL	FORT LAUDERDALE	\$248.50	\$257.19	\$163.97	\$228.51
334	FL	WEST PALM BEACH	\$242.17	\$250.63	\$159.79	\$222.69
335	FL	TAMPA	\$244.82	\$253.38	\$161.54	\$225.13
336	FL	TAMPA	\$244.82	\$253.38	\$161.54	\$225.13
337	FL	ST. PETERSBURG	\$246.78	\$255.41	\$162.83	\$226.93
338	FL	LAKELAND	\$241.92	\$250.37	\$159.62	\$222.46
339	FL	FORT MYERS	\$241.43	\$249.87	\$159.30	\$222.01
340	FL	MIAMI	\$245.55	\$254.14	\$162.02	\$225.80
341	FL	FORT MYERS	\$241.43	\$249.87	\$159.30	\$222.01
342	FL	SARASOTA	\$244.12	\$252.66	\$161.08	\$224.49
344	FL	GAINESVILLE	\$241.02	\$249.44	\$159.03	\$221.63
346	FL	TAMPA	\$244.82	\$253.38	\$161.54	\$225.13
347	FL	ORLANDO	\$243.47	\$251.98	\$160.65	\$223.89
349	FL	WEST PALM BEACH	\$242.17	\$250.63	\$159.79	\$222.69
350	AL	BIRMINGHAM	\$249.64	\$258.37	\$164.72	\$229.56
351	AL	BIRMINGHAM	\$249.64	\$258.37	\$164.72	\$229.56
352	AL	BIRMINGHAM	\$249.64	\$258.37	\$164.72	\$229.56
354	AL	TUSCALOOSA	\$246.90	\$255.53	\$162.91	\$227.04
355	AL	JASPER	\$247.06	\$255.70	\$163.02	\$227.20
356	AL	DECATUR	\$246.66	\$255.28	\$162.75	\$226.82
357	AL	HUNTSVILLE	\$246.20	\$254.81	\$162.45	\$226.40
358	AL	HUNTSVILLE	\$246.20	\$254.81	\$162.45	\$226.40
359	AL	GADSDEN	\$247.64	\$256.29	\$163.40	\$227.72
360	AL	MONTGOMERY	\$250.13	\$258.87	\$165.04	\$230.01
361	AL	MONTGOMERY	\$250.13	\$258.87	\$165.04	\$230.01
362	AL	ANNISTON	\$242.37	\$250.84	\$159.92	\$222.87
363	AL	DOTHAN	\$248.90	\$257.61	\$164.23	\$228.89
364	AL	EVERGREEN	\$243.26	\$251.77	\$160.51	\$223.70
365	AL	MOBILE	\$246.21	\$254.81	\$162.45	\$226.41
366	AL	MOBILE	\$246.21	\$254.81	\$162.45	\$226.41
367	AL	SELMA	\$247.96	\$256.63	\$163.61	\$228.02
368	AL	PHENIX CITY	\$248.78	\$257.48	\$164.15	\$228.77
369	AL	BUTLER	\$246.33	\$254.94	\$162.53	\$226.52
370	TN	NASHVILLE	\$257.08	\$266.07	\$169.63	\$236.40
371	TN	NASHVILLE	\$257.08	\$266.07	\$169.63	\$236.40
372	TN	NASHVILLE	\$257.08	\$266.07	\$169.63	\$236.40
373	TN	CHATTANOOGA	\$248.17	\$256.84	\$163.75	\$228.21
374	TN	CHATTANOOGA	\$248.17	\$256.84	\$163.75	\$228.21
375	TN	MEMPHIS	\$248.99	\$257.70	\$164.29	\$228.97

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
376	TN	JOHNSON CITY	\$238.24	\$246.57	\$157.20	\$219.08
377	TN	KNOXVILLE	\$239.43	\$247.80	\$157.98	\$220.17
378	TN	KNOXVILLE	\$239.43	\$247.80	\$157.98	\$220.17
379	TN	KNOXVILLE	\$239.43	\$247.80	\$157.98	\$220.17
380	TN	MEMPHIS	\$248.99	\$257.70	\$164.29	\$228.97
381	TN	MEMPHIS	\$248.99	\$257.70	\$164.29	\$228.97
382	TN	MCKENZIE	\$227.04	\$234.98	\$149.81	\$208.79
383	TN	JACKSON	\$235.83	\$244.07	\$155.61	\$216.86
384	TN	COLUMBIA	\$236.73	\$245.00	\$156.20	\$217.69
385	TN	COOKEVILLE	\$228.43	\$236.42	\$150.73	\$210.06
386	MS	CLARKSDALE	\$224.10	\$231.94	\$147.87	\$206.08
387	MS	GREENVILLE	\$244.49	\$253.04	\$161.32	\$224.83
388	MS	TUPELO	\$229.78	\$237.81	\$151.61	\$211.30
389	MS	GREENWOOD	\$226.06	\$233.97	\$149.16	\$207.88
390	MS	JACKSON	\$246.46	\$255.07	\$162.62	\$226.64
391	MS	JACKSON	\$246.46	\$255.07	\$162.62	\$226.64
392	MS	JACKSON	\$246.46	\$255.07	\$162.62	\$226.64
393	MS	MERIDIAN	\$241.23	\$249.66	\$159.17	\$221.83
394	MS	LAUREL	\$229.25	\$237.27	\$151.26	\$210.81
395	MS	BILOXI	\$242.49	\$250.97	\$160.00	\$222.99
396	MS	MCCOMB	\$223.36	\$231.17	\$147.38	\$205.40
397	MS	COLUMBUS	\$229.94	\$237.98	\$151.72	\$211.45
398	GA	ALBANY	\$248.29	\$256.97	\$163.83	\$228.32
399	GA	ATLANTA	\$257.52	\$266.53	\$169.92	\$236.81
400	KY	LOUISVILLE	\$255.24	\$264.16	\$168.41	\$234.71
401	KY	LOUISVILLE	\$255.24	\$264.16	\$168.41	\$234.71
402	KY	LOUISVILLE	\$255.24	\$264.16	\$168.41	\$234.71
403	KY	LEXINGTON	\$252.83	\$261.67	\$166.82	\$232.49
404	KY	LEXINGTON	\$252.83	\$261.67	\$166.82	\$232.49
405	KY	LEXINGTON	\$252.83	\$261.67	\$166.82	\$232.49
406	KY	FRANKFORT	\$256.83	\$265.81	\$169.46	\$236.18
407	KY	CORBIN	\$244.45	\$252.99	\$161.29	\$224.79
408	KY	CORBIN	\$244.45	\$252.99	\$161.29	\$224.79
409	KY	CORBIN	\$244.45	\$252.99	\$161.29	\$224.79
410	KY	COVINGTON	\$249.07	\$257.77	\$164.34	\$229.04
411	KY	ASHLAND	\$261.40	\$270.54	\$172.48	\$240.38
412	KY	ASHLAND	\$261.40	\$270.54	\$172.48	\$240.38
413	KY	CAMPTON	\$250.99	\$259.76	\$165.61	\$230.80
414	KY	CAMPTON	\$250.99	\$259.76	\$165.61	\$230.80
415	KY	PIKEVILLE	\$260.14	\$269.23	\$171.65	\$239.22
416	KY	PIKEVILLE	\$260.14	\$269.23	\$171.65	\$239.22
417	KY	HAZARD	\$250.99	\$259.76	\$165.61	\$230.80
418	KY	HAZARD	\$250.99	\$259.76	\$165.61	\$230.80
420	KY	PADUCAH	\$252.25	\$261.07	\$166.44	\$231.97

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
421	KY	BOWLING GREEN	\$254.09	\$262.98	\$167.66	\$233.66
422	KY	BOWLING GREEN	\$254.09	\$262.98	\$167.66	\$233.66
423	KY	OWENSBORO	\$258.42	\$267.46	\$170.51	\$237.64
424	KY	HENDERSON	\$250.37	\$259.13	\$165.20	\$230.24
425	KY	SOMERSET	\$246.53	\$255.15	\$162.67	\$226.71
426	KY	SOMERSET	\$246.53	\$255.15	\$162.67	\$226.71
427	KY	ELIZABETHTOWN	\$242.00	\$250.46	\$159.68	\$222.54
430	OH	COLUMBUS	\$266.68	\$276.00	\$175.96	\$245.23
431	OH	COLUMBUS	\$266.68	\$276.00	\$175.96	\$245.23
432	OH	COLUMBUS	\$266.68	\$276.00	\$175.96	\$245.23
433	OH	MARION	\$260.83	\$269.95	\$172.10	\$239.86
434	OH	TOLEDO	\$271.74	\$281.24	\$179.30	\$249.89
435	OH	TOLEDO	\$271.74	\$281.24	\$179.30	\$249.89
436	OH	TOLEDO	\$271.74	\$281.24	\$179.30	\$249.89
437	OH	ZANESVILLE	\$260.95	\$270.08	\$172.18	\$239.97
438	OH	ZANESVILLE	\$260.95	\$270.08	\$172.18	\$239.97
439	OH	STEUBENVILLE	\$268.35	\$277.73	\$177.06	\$246.77
440	OH	LORAIN	\$264.02	\$273.25	\$174.21	\$242.79
441	OH	CLEVELAND	\$277.17	\$286.87	\$182.89	\$254.88
442	OH	AKRON	\$267.04	\$276.38	\$176.20	\$245.57
443	OH	AKRON	\$267.04	\$276.38	\$176.20	\$245.57
444	OH	YOUNGSTOWN	\$261.89	\$271.05	\$172.80	\$240.83
445	OH	YOUNGSTOWN	\$261.89	\$271.05	\$172.80	\$240.83
446	OH	CANTON	\$259.65	\$268.73	\$171.32	\$238.77
447	OH	CANTON	\$259.65	\$268.73	\$171.32	\$238.77
448	OH	MANSFIELD	\$259.65	\$268.73	\$171.32	\$238.77
449	OH	MANSFIELD	\$259.65	\$268.73	\$171.32	\$238.77
450	OH	HAMILTON	\$254.58	\$263.48	\$167.98	\$234.11
451	OH	CINCINNATI	\$259.65	\$268.73	\$171.32	\$238.77
452	OH	CINCINNATI	\$259.65	\$268.73	\$171.32	\$238.77
453	OH	DAYTON	\$254.54	\$263.44	\$167.95	\$234.07
454	OH	DAYTON	\$254.54	\$263.44	\$167.95	\$234.07
455	OH	SPRINGFIELD	\$255.36	\$264.29	\$168.49	\$234.82
456	OH	CHILLICOTHE	\$264.47	\$273.71	\$174.50	\$243.20
457	OH	ATHENS	\$264.79	\$274.05	\$174.72	\$243.50
458	OH	LIMA	\$262.10	\$271.26	\$172.94	\$241.02
460	IN	ANDERSON	\$259.28	\$268.35	\$171.08	\$238.43
461	IN	INDIANAPOLIS	\$266.92	\$276.25	\$176.12	\$245.46
462	IN	INDIANAPOLIS	\$266.92	\$276.25	\$176.12	\$245.46
463	IN	GARY	\$293.31	\$303.57	\$193.54	\$269.73
464	IN	GARY	\$293.31	\$303.57	\$193.54	\$269.73
465	IN	SOUTH BEND	\$267.37	\$276.72	\$176.42	\$245.87
466	IN	SOUTH BEND	\$267.37	\$276.72	\$176.42	\$245.87
467	IN	FORT WAYNE	\$254.79	\$263.69	\$168.11	\$234.30

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
468	IN	FORT WAYNE	\$254.79	\$263.69	\$168.11	\$234.30
469	IN	KOKOMO	\$255.40	\$264.33	\$168.52	\$234.86
470	IN	LAWRENCEBURG	\$250.17	\$258.92	\$165.07	\$230.05
471	IN	NEW ALBANY	\$249.88	\$258.62	\$164.88	\$229.79
472	IN	COLUMBUS	\$257.32	\$266.32	\$169.79	\$236.62
473	IN	MUNCIE	\$256.95	\$265.94	\$169.54	\$236.29
474	IN	BLOOMINGTON	\$260.51	\$269.61	\$171.89	\$239.56
475	IN	WASHINGTON	\$261.73	\$270.88	\$172.70	\$240.68
476	IN	EVANSVILLE	\$261.49	\$270.63	\$172.54	\$240.46
477	IN	EVANSVILLE	\$261.49	\$270.63	\$172.54	\$240.46
478	IN	TERRE HAUTE	\$262.35	\$271.52	\$173.10	\$241.25
479	IN	LAFAYETTE	\$257.32	\$266.32	\$169.79	\$236.63
480	MI	ROYAL OAK	\$277.49	\$287.19	\$183.09	\$255.17
481	MI	ANN ARBOR	\$284.98	\$294.94	\$188.04	\$262.06
482	MI	DETROIT	\$288.94	\$299.04	\$190.65	\$265.71
483	MI	ROYAL OAK	\$275.42	\$285.05	\$181.73	\$253.27
484	MI	FLINT	\$270.60	\$280.06	\$178.55	\$248.83
485	MI	FLINT	\$270.60	\$280.06	\$178.55	\$248.83
486	MI	SAGINAW	\$265.04	\$274.31	\$174.88	\$243.73
487	MI	BAY CITY	\$263.37	\$272.57	\$173.78	\$242.19
488	MI	LANSING	\$273.74	\$283.32	\$180.62	\$251.73
489	MI	LANSING	\$273.74	\$283.32	\$180.62	\$251.73
490	MI	BATTLE CREEK	\$255.81	\$264.75	\$168.79	\$235.23
491	MI	KALAMAZOO	\$258.42	\$267.46	\$170.51	\$237.64
492	MI	JACKSON	\$264.10	\$273.33	\$174.26	\$242.86
493	MI	GRAND RAPIDS	\$264.76	\$274.01	\$174.69	\$243.47
494	MI	MUSKEGON	\$254.50	\$263.40	\$167.93	\$234.03
495	MI	GRAND RAPIDS	\$264.76	\$274.01	\$174.69	\$243.47
496	MI	TRAVERSE CITY	\$247.14	\$255.79	\$163.07	\$227.27
497	MI	GAYLORD	\$252.70	\$261.54	\$166.74	\$232.38
498	MI	IRON MOUNTAIN	\$256.91	\$265.89	\$169.51	\$236.25
499	MI	IRON MOUNTAIN	\$256.91	\$265.89	\$169.51	\$236.25
500	IA	DES MOINES	\$271.99	\$281.50	\$179.46	\$250.11
501	IA	DES MOINES	\$271.99	\$281.50	\$179.46	\$250.11
502	IA	DES MOINES	\$271.99	\$281.50	\$179.46	\$250.11
503	IA	DES MOINES	\$271.99	\$281.50	\$179.46	\$250.11
504	IA	MASON CITY	\$244.73	\$253.29	\$161.48	\$225.05
505	IA	FORT DODGE	\$244.37	\$252.91	\$161.24	\$224.71
506	IA	WATERLOO	\$256.22	\$265.18	\$169.06	\$235.61
507	IA	WATERLOO	\$256.22	\$265.18	\$169.06	\$235.61
508	IA	CRESTON	\$257.36	\$266.36	\$169.81	\$236.66
509	IA	DES MOINES	\$271.99	\$281.50	\$179.46	\$250.11
510	IA	SIOUX CITY	\$260.75	\$269.87	\$172.05	\$239.78
511	IA	SIOUX CITY	\$260.75	\$269.87	\$172.05	\$239.78

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
512	IA	SIBLEY	\$233.83	\$242.00	\$154.28	\$215.02
513	IA	SPENCER	\$235.99	\$244.24	\$155.71	\$217.01
514	IA	CARROLL	\$255.60	\$264.54	\$168.65	\$235.05
515	IA	COUNCIL BLUFFS	\$264.18	\$273.42	\$174.31	\$242.94
516	IA	SHENANDOAH	\$255.64	\$264.58	\$168.68	\$235.08
520	IA	DUBUQUE	\$260.10	\$269.19	\$171.62	\$239.18
521	IA	DECORAH	\$247.10	\$255.74	\$163.05	\$227.23
522	IA	CEDAR RAPIDS	\$269.17	\$278.58	\$177.60	\$247.52
523	IA	CEDAR RAPIDS	\$269.17	\$278.58	\$177.60	\$247.52
524	IA	CEDAR RAPIDS	\$269.17	\$278.58	\$177.60	\$247.52
525	IA	OTTUMWA	\$252.58	\$261.41	\$166.66	\$232.27
526	IA	BURLINGTON	\$258.42	\$267.46	\$170.51	\$237.64
527	IA	DAVENPORT	\$279.99	\$289.78	\$184.75	\$257.48
528	IA	DAVENPORT	\$279.99	\$289.78	\$184.75	\$257.48
530	WI	MILWAUKEE	\$299.85	\$310.34	\$197.85	\$275.74
531	WI	KENOSHA	\$295.11	\$305.43	\$194.72	\$271.38
532	WI	MILWAUKEE	\$299.85	\$310.34	\$197.85	\$275.74
534	WI	RACINE	\$294.18	\$304.46	\$194.10	\$270.52
535	WI	BELOIT	\$281.67	\$291.52	\$185.85	\$259.02
537	WI	MADISON	\$294.51	\$304.81	\$194.32	\$270.82
538	WI	LANCASTER	\$273.09	\$282.64	\$180.19	\$251.13
539	WI	PORTAGE	\$275.09	\$284.71	\$181.51	\$252.97
540	WI	NEW RICHMOND	\$271.62	\$281.12	\$179.22	\$249.78
541	WI	GREEN BAY	\$291.90	\$302.11	\$192.60	\$268.42
542	WI	GREEN BAY	\$291.90	\$302.11	\$192.60	\$268.42
543	WI	GREEN BAY	\$291.90	\$302.11	\$192.60	\$268.42
544	WI	WAUSAU	\$270.88	\$280.35	\$178.74	\$249.10
545	WI	RHINELANDER	\$274.40	\$283.99	\$181.05	\$252.33
546	WI	LA CROSSE	\$281.96	\$291.82	\$186.04	\$259.28
547	WI	EAU CLAIRE	\$284.90	\$294.86	\$187.98	\$261.99
548	WI	SUPERIOR	\$273.17	\$282.72	\$180.24	\$251.20
549	WI	OSHKOSH	\$271.91	\$281.41	\$179.41	\$250.04
550	MN	SAINT PAUL	\$311.70	\$322.60	\$205.67	\$286.63
551	MN	SAINT PAUL	\$311.70	\$322.60	\$205.67	\$286.63
553	MN	MINNEAPOLIS	\$308.92	\$319.72	\$203.83	\$284.08
554	MN	MINNEAPOLIS	\$308.92	\$319.72	\$203.83	\$284.08
555	MN	MINNEAPOLIS	\$308.92	\$319.72	\$203.83	\$284.08
556	MN	DULUTH	\$293.44	\$303.70	\$193.62	\$269.84
557	MN	DULUTH	\$293.44	\$303.70	\$193.62	\$269.84
558	MN	DULUTH	\$293.44	\$303.70	\$193.62	\$269.84
559	MN	ROCHESTER	\$293.68	\$303.95	\$193.78	\$270.07
560	MN	MANKATO	\$287.76	\$297.82	\$189.87	\$264.62
561	MN	WINDOM	\$268.76	\$278.16	\$177.33	\$247.15
562	MN	WILLMAR	\$274.35	\$283.95	\$181.03	\$252.29

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
563	MN	ST. CLOUD	\$300.51	\$311.01	\$198.28	\$276.34
564	MN	BRAINERD	\$278.89	\$288.64	\$184.02	\$256.46
565	MN	DETROIT LAKES	\$272.97	\$282.51	\$180.11	\$251.01
566	MN	BEMIDJI	\$277.01	\$286.70	\$182.78	\$254.73
567	MN	THIEF RIVER FALLS	\$269.58	\$279.00	\$177.87	\$247.90
570	SD	SIOUX FALLS	\$265.21	\$274.48	\$174.99	\$243.88
571	SD	SIOUX FALLS	\$265.21	\$274.48	\$174.99	\$243.88
572	SD	WATERTOWN	\$243.34	\$251.85	\$160.57	\$223.78
573	SD	MITCHELL	\$232.72	\$240.86	\$153.56	\$214.01
574	SD	ABERDEEN	\$245.67	\$254.26	\$162.10	\$225.92
575	SD	PIERRE	\$250.21	\$258.96	\$165.09	\$230.09
576	SD	MOBRIDGE	\$234.97	\$243.18	\$155.04	\$216.07
577	SD	RAPID CITY	\$250.45	\$259.21	\$165.26	\$230.31
580	ND	FARGO	\$261.85	\$271.01	\$172.78	\$240.80
581	ND	FARGO	\$261.85	\$271.01	\$172.78	\$240.80
582	ND	GRAND FORKS	\$263.25	\$272.45	\$173.70	\$242.08
583	ND	DEVILS LAKE	\$258.99	\$268.05	\$170.89	\$238.17
584	ND	JAMESTOWN	\$257.89	\$266.91	\$170.16	\$237.15
585	ND	BISMARCK	\$266.31	\$275.62	\$175.72	\$244.89
586	ND	DICKINSON	\$257.03	\$266.02	\$169.60	\$236.36
587	ND	MINOT	\$257.52	\$266.53	\$169.92	\$236.81
588	ND	WILLISTON	\$260.91	\$270.04	\$172.16	\$239.93
590	MT	BILLINGS	\$262.79	\$271.98	\$173.40	\$241.66
591	MT	BILLINGS	\$262.79	\$271.98	\$173.40	\$241.66
592	MT	WOLF POINT	\$259.32	\$268.39	\$171.11	\$238.47
593	MT	MILES CITY	\$255.72	\$264.67	\$168.73	\$235.16
594	MT	GREAT FALLS	\$265.13	\$274.40	\$174.94	\$243.80
595	MT	HAVRE	\$255.03	\$263.95	\$168.28	\$234.52
596	MT	HELENA	\$259.16	\$268.22	\$171.00	\$238.32
597	MT	BUTTE	\$258.99	\$268.05	\$170.89	\$238.17
598	MT	MISSOULA	\$255.64	\$264.58	\$168.68	\$235.08
599	MT	KALISPELL	\$253.40	\$262.26	\$167.20	\$233.02
600	IL	NORTH SUBURBAN	\$338.80	\$350.65	\$223.55	\$311.56
601	IL	NORTH SUBURBAN	\$333.11	\$344.75	\$219.79	\$306.32
602	IL	NORTH SUBURBAN	\$333.11	\$344.75	\$219.79	\$306.32
603	IL	NORTH SUBURBAN	\$333.11	\$344.75	\$219.79	\$306.32
604	IL	JOLIET	\$336.54	\$348.31	\$222.06	\$309.48
605	IL	SOUTH SUBURBAN	\$332.82	\$344.46	\$219.60	\$306.06
606	IL	CHICAGO	\$345.16	\$357.23	\$227.75	\$317.41
607	IL	CHICAGO	\$345.16	\$357.23	\$227.75	\$317.41
608	IL	CHICAGO	\$345.16	\$357.23	\$227.75	\$317.41
609	IL	KANKAKEE	\$317.83	\$328.94	\$209.71	\$292.27
610	IL	ROCKFORD	\$315.71	\$326.75	\$208.31	\$290.32
611	IL	ROCKFORD	\$315.71	\$326.75	\$208.31	\$290.32

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
612	IL	ROCK ISLAND	\$274.11	\$283.69	\$180.86	\$252.07
613	IL	LA SALLE	\$309.53	\$320.36	\$204.24	\$284.64
614	IL	GALESBURG	\$287.31	\$297.35	\$189.57	\$264.20
615	IL	PEORIA	\$296.99	\$307.38	\$195.96	\$273.11
616	IL	PEORIA	\$296.99	\$307.38	\$195.96	\$273.11
617	IL	BLOOMINGTON	\$286.94	\$296.97	\$189.33	\$263.86
618	IL	CHAMPAIGN	\$294.09	\$304.37	\$194.05	\$270.44
619	IL	CHAMPAIGN	\$294.09	\$304.37	\$194.05	\$270.44
620	IL	EAST ST. LOUIS	\$291.27	\$301.46	\$192.19	\$267.85
621	IL	EAST ST. LOUIS	\$291.27	\$301.46	\$192.19	\$267.85
622	IL	EAST ST. LOUIS	\$291.27	\$301.46	\$192.19	\$267.85
623	IL	QUINCY	\$283.92	\$293.84	\$187.34	\$261.08
624	IL	EFFINGHAM	\$287.31	\$297.35	\$189.57	\$264.20
625	IL	DECATUR	\$292.82	\$303.06	\$193.21	\$269.27
626	IL	SPRINGFIELD	\$298.09	\$308.52	\$196.69	\$274.12
627	IL	SPRINGFIELD	\$298.09	\$308.52	\$196.69	\$274.12
628	IL	CENTRALIA	\$285.51	\$295.49	\$188.39	\$262.55
629	IL	CARBONDALE	\$283.34	\$293.25	\$186.96	\$260.56
630	MO	ST. LOUIS	\$290.54	\$300.69	\$191.70	\$267.17
631	MO	ST. LOUIS	\$290.54	\$300.69	\$191.70	\$267.17
633	MO	BOWLING GREEN	\$272.15	\$281.66	\$179.57	\$250.26
634	MO	HANNIBAL	\$265.45	\$274.73	\$175.15	\$244.10
635	MO	KIRKSVILLE	\$265.16	\$274.43	\$174.96	\$243.84
636	MO	FLAT RIVER	\$271.54	\$281.03	\$179.17	\$249.70
637	MO	CAPE GIRARDEAU	\$271.05	\$280.52	\$178.84	\$249.25
638	MO	SIKESTON	\$260.95	\$270.08	\$172.18	\$239.97
639	MO	POPLAR BLUFF	\$260.22	\$269.32	\$171.70	\$239.29
640	MO	KANSAS CITY	\$286.94	\$296.97	\$189.33	\$263.86
641	MO	KANSAS CITY	\$286.94	\$296.97	\$189.33	\$263.86
644	MO	ST. JOSEPH	\$273.87	\$283.44	\$180.70	\$251.84
645	MO	ST. JOSEPH	\$273.87	\$283.44	\$180.70	\$251.84
646	MO	CHILLICOTHE	\$267.08	\$276.42	\$176.23	\$245.60
647	MO	HARRISONVILLE	\$274.27	\$283.86	\$180.97	\$252.22
648	MO	JOPLIN	\$256.05	\$265.00	\$168.95	\$235.46
650	MO	JEFFERSON CITY	\$269.17	\$278.58	\$177.60	\$247.52
651	MO	JEFFERSON CITY	\$269.17	\$278.58	\$177.60	\$247.52
652	MO	COLUMBIA	\$274.77	\$284.37	\$181.30	\$252.67
653	MO	SEDALIA	\$266.88	\$276.21	\$176.09	\$245.42
654	MO	ROLLA	\$266.35	\$275.66	\$175.74	\$244.93
655	MO	ROLLA	\$266.35	\$275.66	\$175.74	\$244.93
656	MO	SPRINGFIELD	\$259.98	\$269.07	\$171.54	\$239.07
657	MO	SPRINGFIELD	\$259.98	\$269.07	\$171.54	\$239.07
658	MO	SPRINGFIELD	\$259.98	\$269.07	\$171.54	\$239.07
660	KS	KANSAS CITY	\$281.87	\$291.73	\$185.99	\$259.21

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
661	KS	KANSAS CITY	\$281.87	\$291.73	\$185.99	\$259.21
662	KS	KANSAS CITY	\$281.87	\$291.73	\$185.99	\$259.21
664	KS	TOPEKA	\$258.30	\$267.33	\$170.43	\$237.53
665	KS	TOPEKA	\$258.30	\$267.33	\$170.43	\$237.53
666	KS	TOPEKA	\$258.30	\$267.33	\$170.43	\$237.53
667	KS	FORT SCOTT	\$248.33	\$257.01	\$163.85	\$228.36
668	KS	EMPORIA	\$248.61	\$257.31	\$164.04	\$228.62
669	KS	BELLEVILLE	\$245.22	\$253.80	\$161.80	\$225.50
670	KS	WICHITA	\$248.62	\$257.31	\$164.04	\$228.62
671	KS	WICHITA	\$248.62	\$257.31	\$164.04	\$228.62
672	KS	WICHITA	\$248.62	\$257.31	\$164.04	\$228.62
673	KS	INDEPENDENCE	\$250.13	\$258.87	\$165.04	\$230.01
674	KS	SALINA	\$250.13	\$258.87	\$165.04	\$230.01
675	KS	HUTCHINSON	\$237.67	\$245.98	\$156.82	\$218.55
676	KS	HAYS	\$245.22	\$253.80	\$161.80	\$225.50
677	KS	COLBY	\$247.84	\$256.50	\$163.53	\$227.91
678	KS	DODGE CITY	\$254.30	\$263.19	\$167.79	\$233.85
679	KS	LIBERAL	\$244.20	\$252.74	\$161.13	\$224.56
680	NE	OMAHA	\$265.41	\$274.69	\$175.13	\$244.07
681	NE	OMAHA	\$265.41	\$274.69	\$175.13	\$244.07
683	NE	LINCOLN	\$262.63	\$271.81	\$173.29	\$241.51
684	NE	LINCOLN	\$262.63	\$271.81	\$173.29	\$241.51
685	NE	LINCOLN	\$262.63	\$271.81	\$173.29	\$241.51
686	NE	COLUMBUS	\$254.54	\$263.44	\$167.95	\$234.07
687	NE	NORFOLK	\$252.70	\$261.54	\$166.74	\$232.38
688	NE	GRAND ISLAND	\$254.83	\$263.74	\$168.14	\$234.33
689	NE	HASTINGS	\$253.11	\$261.96	\$167.01	\$232.76
690	NE	MCCOOK	\$245.10	\$253.67	\$161.72	\$225.39
691	NE	NORTH PLATTE	\$251.03	\$259.80	\$165.63	\$230.84
692	NE	VALENTINE	\$244.82	\$253.38	\$161.54	\$225.13
693	NE	ALLIANCE	\$249.23	\$257.94	\$164.45	\$229.18
700	LA	NEW ORLEANS	\$245.43	\$254.01	\$161.94	\$225.69
701	LA	NEW ORLEANS	\$245.43	\$254.01	\$161.94	\$225.69
703	LA	THIBODAUX	\$237.91	\$246.23	\$156.98	\$218.78
704	LA	HAMMOND	\$231.99	\$240.10	\$153.07	\$213.33
705	LA	LAFAYETTE	\$238.44	\$246.78	\$157.33	\$219.27
706	LA	LAKE CHARLES	\$241.71	\$250.16	\$159.49	\$222.27
707	LA	BATON ROUGE	\$244.28	\$252.83	\$161.19	\$224.64
708	LA	BATON ROUGE	\$244.28	\$252.83	\$161.19	\$224.64
710	LA	SHREVEPORT	\$243.63	\$252.15	\$160.75	\$224.04
711	LA	SHREVEPORT	\$243.63	\$252.15	\$160.75	\$224.04
712	LA	MONROE	\$238.20	\$246.53	\$157.17	\$219.04
713	LA	ALEXANDRIA	\$238.44	\$246.78	\$157.33	\$219.27
714	LA	ALEXANDRIA	\$238.44	\$246.78	\$157.33	\$219.27

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
716	AR	PINE BLUFF	\$236.24	\$244.50	\$155.88	\$217.24
717	AR	CAMDEN	\$234.23	\$242.42	\$154.55	\$215.40
718	AR	TEXARKANA	\$235.58	\$243.82	\$155.44	\$216.64
719	AR	HOT SPRINGS	\$231.25	\$239.34	\$152.59	\$212.65
720	AR	LITTLE ROCK	\$236.65	\$244.92	\$156.14	\$217.61
721	AR	LITTLE ROCK	\$236.65	\$244.92	\$156.14	\$217.61
722	AR	LITTLE ROCK	\$236.65	\$244.92	\$156.14	\$217.61
723	AR	WEST MEMPHIS	\$238.81	\$247.16	\$157.57	\$219.61
724	AR	JONESBORO	\$237.55	\$245.85	\$156.74	\$218.44
725	AR	BATESVILLE	\$230.15	\$238.20	\$151.86	\$211.64
726	AR	HARRISON	\$231.42	\$239.51	\$152.69	\$212.81
727	AR	FAYETTEVILLE	\$229.82	\$237.86	\$151.64	\$211.34
728	AR	RUSSELLVILLE	\$228.23	\$236.21	\$150.59	\$209.87
729	AR	FORT SMITH	\$233.21	\$241.37	\$153.88	\$214.46
730	OK	OKLAHOMA CITY	\$244.78	\$253.34	\$161.51	\$225.09
731	OK	OKLAHOMA CITY	\$244.78	\$253.34	\$161.51	\$225.09
734	OK	ARDMORE	\$236.85	\$245.13	\$156.28	\$217.80
735	OK	LAWTON	\$240.57	\$248.98	\$158.73	\$221.22
736	OK	CLINTON	\$238.97	\$247.33	\$157.68	\$219.76
737	OK	ENID	\$240.53	\$248.94	\$158.71	\$221.18
738	OK	WOODWARD	\$233.70	\$241.87	\$154.20	\$214.91
739	OK	GUYMON	\$236.11	\$244.37	\$155.79	\$217.13
740	OK	TULSA	\$240.57	\$248.98	\$158.73	\$221.22
741	OK	TULSA	\$240.57	\$248.98	\$158.73	\$221.22
743	OK	MIAMI	\$231.86	\$239.97	\$152.99	\$213.22
744	OK	MUSKOGEE	\$239.50	\$247.88	\$158.03	\$220.24
745	OK	MCALESTER	\$225.61	\$233.50	\$148.87	\$207.47
746	OK	PONCA CITY	\$231.17	\$239.25	\$152.53	\$212.58
747	OK	DURANT	\$232.07	\$240.18	\$153.12	\$213.41
748	OK	SHAWNEE	\$235.26	\$243.48	\$155.23	\$216.34
749	OK	POTEAU	\$230.88	\$238.96	\$152.34	\$212.32
750	TX	MCKINNEY	\$240.45	\$248.85	\$158.65	\$221.11
751	TX	WAXAHACKIE	\$240.69	\$249.11	\$158.81	\$221.34
752	TX	DALLAS	\$248.04	\$256.72	\$163.67	\$228.10
753	TX	DALLAS	\$248.04	\$256.72	\$163.67	\$228.10
754	TX	GREENVILLE	\$240.16	\$248.56	\$158.46	\$220.85
755	TX	TEXARKANA	\$237.87	\$246.19	\$156.95	\$218.74
756	TX	LONGVIEW	\$237.63	\$245.93	\$156.79	\$218.52
757	TX	TYLER	\$239.18	\$247.54	\$157.82	\$219.94
758	TX	PALESTINE	\$231.01	\$239.09	\$152.43	\$212.43
759	TX	LUFKIN	\$234.03	\$242.21	\$154.42	\$215.21
760	TX	FORT WORTH	\$242.08	\$250.54	\$159.73	\$222.61
761	TX	FORT WORTH	\$242.08	\$250.54	\$159.73	\$222.61
762	TX	DENTON	\$239.18	\$247.54	\$157.82	\$219.95

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
763	TX	WICHITA FALLS	\$236.20	\$244.45	\$155.85	\$217.20
764	TX	EASTLAND	\$230.39	\$238.45	\$152.02	\$211.86
765	TX	TEMPLE	\$224.76	\$232.61	\$148.30	\$206.68
766	TX	WACO	\$236.08	\$244.33	\$155.77	\$217.09
767	TX	WACO	\$236.08	\$244.33	\$155.77	\$217.09
768	TX	BROWNWOOD	\$233.82	\$242.00	\$154.28	\$215.02
769	TX	SAN ANGELO	\$233.38	\$241.54	\$153.99	\$214.61
770	TX	HOUSTON	\$250.05	\$258.79	\$164.99	\$229.94
771	TX	HOUSTON	\$250.05	\$258.79	\$164.99	\$229.94
772	TX	HOUSTON	\$250.05	\$258.79	\$164.99	\$229.94
773	TX	HUNTSVILLE	\$239.67	\$248.05	\$158.14	\$220.39
774	TX	WHARTON	\$243.14	\$251.64	\$160.43	\$223.59
775	TX	GALVESTON	\$241.92	\$250.37	\$159.62	\$222.46
776	TX	BEAUMONT	\$243.88	\$252.41	\$160.92	\$224.27
777	TX	BEAUMONT	\$243.88	\$252.41	\$160.92	\$224.27
778	TX	BRYAN	\$235.87	\$244.12	\$155.63	\$216.90
779	TX	VICTORIA	\$241.67	\$250.12	\$159.46	\$222.24
780	TX	LAREDO	\$236.11	\$244.37	\$155.79	\$217.13
781	TX	SAN ANTONIO	\$241.92	\$250.38	\$159.62	\$222.46
782	TX	SAN ANTONIO	\$241.92	\$250.38	\$159.62	\$222.46
783	TX	CORPUS CHRISTI	\$245.02	\$253.59	\$161.67	\$225.32
784	TX	CORPUS CHRISTI	\$245.02	\$253.59	\$161.67	\$225.32
785	TX	MCCALLEN	\$234.56	\$242.76	\$154.77	\$215.70
786	TX	AUSTIN	\$239.42	\$247.80	\$157.98	\$220.17
787	TX	AUSTIN	\$239.42	\$247.80	\$157.98	\$220.17
788	TX	DEL RIO	\$238.03	\$246.36	\$157.06	\$218.89
789	TX	GIDDINGS	\$232.40	\$240.52	\$153.34	\$213.71
790	TX	AMARILLO	\$241.14	\$249.57	\$159.11	\$221.75
791	TX	AMARILLO	\$241.14	\$249.57	\$159.11	\$221.75
792	TX	CHILDRESS	\$235.95	\$244.20	\$155.69	\$216.98
793	TX	LUBBOCK	\$240.61	\$249.02	\$158.76	\$221.26
794	TX	LUBBOCK	\$240.61	\$249.02	\$158.76	\$221.26
795	TX	ABILENE	\$239.38	\$247.75	\$157.95	\$220.13
796	TX	ABILENE	\$239.38	\$247.75	\$157.95	\$220.13
797	TX	MIDLAND	\$242.41	\$250.88	\$159.95	\$222.91
798	TX	EL PASO	\$240.53	\$248.94	\$158.71	\$221.19
799	TX	EL PASO	\$240.53	\$248.94	\$158.71	\$221.19
800	CO	DENVER	\$264.27	\$273.51	\$174.37	\$243.01
801	CO	DENVER	\$264.27	\$273.51	\$174.37	\$243.01
802	CO	DENVER	\$264.27	\$273.51	\$174.37	\$243.01
803	CO	BOULDER	\$254.66	\$263.57	\$168.03	\$234.18
804	CO	GOLDEN	\$257.40	\$266.40	\$169.84	\$236.70
805	CO	FORT COLLINS	\$259.98	\$269.07	\$171.54	\$239.07
806	CO	GREELEY	\$255.24	\$264.16	\$168.41	\$234.71

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
807	CO	FORT MORGAN	\$254.30	\$263.19	\$167.79	\$233.85
808	CO	COLORADO SPRINGS	\$257.28	\$266.27	\$169.76	\$236.59
809	CO	COLORADO SPRINGS	\$257.28	\$266.27	\$169.76	\$236.59
810	CO	PUEBLO	\$254.79	\$263.69	\$168.11	\$234.30
811	CO	ALAMOSA	\$255.64	\$264.58	\$168.68	\$235.08
812	CO	SALIDA	\$256.05	\$265.00	\$168.95	\$235.46
813	CO	DURANGO	\$251.64	\$260.44	\$166.04	\$231.40
814	CO	MONTROSE	\$250.50	\$259.25	\$165.28	\$230.35
815	CO	GRAND JUNCTION	\$260.63	\$269.74	\$171.97	\$239.67
816	CO	GLENWOOD SPRINGS	\$253.03	\$261.88	\$166.96	\$232.68
820	WY	CHEYENNE	\$255.97	\$264.92	\$168.90	\$235.39
821	WY	YELLOWSTONE NAT'L PA	\$251.31	\$260.10	\$165.82	\$231.10
822	WY	WHEATLAND	\$251.40	\$260.19	\$165.88	\$231.18
823	WY	RAWLINS	\$255.97	\$264.92	\$168.90	\$235.39
824	WY	WORLAND	\$253.11	\$261.96	\$167.01	\$232.76
825	WY	RIVERTON	\$254.38	\$263.27	\$167.85	\$233.92
826	WY	CASPER	\$258.38	\$267.42	\$170.49	\$237.61
827	WY	NEWCASTLE	\$252.05	\$260.86	\$166.31	\$231.78
828	WY	SHERIDAN	\$256.75	\$265.73	\$169.41	\$236.10
829	WY	ROCK SPRINGS	\$257.40	\$266.40	\$169.84	\$236.70
830	WY	ROCK SPRINGS	\$257.40	\$266.40	\$169.84	\$236.70
831	WY	ROCK SPRINGS	\$257.40	\$266.40	\$169.84	\$236.70
832	ID	POCATELLO	\$263.94	\$273.17	\$174.15	\$242.71
833	ID	TWIN FALLS	\$264.67	\$273.93	\$174.64	\$243.39
834	ID	IDAHO FALLS	\$260.42	\$269.53	\$171.83	\$239.48
835	ID	LEWISTON	\$283.71	\$293.63	\$187.20	\$260.90
836	ID	BOISE	\$263.37	\$272.57	\$173.78	\$242.19
837	ID	BOISE	\$263.37	\$272.57	\$173.78	\$242.19
838	ID	COEUR D'ALENE	\$279.05	\$288.81	\$184.13	\$256.61
840	UT	SALT LAKE CITY	\$261.24	\$270.38	\$172.37	\$240.23
841	UT	SALT LAKE CITY	\$261.24	\$270.38	\$172.37	\$240.23
842	UT	OGDEN	\$254.13	\$263.02	\$167.68	\$233.70
843	UT	LOGAN	\$257.65	\$266.66	\$170.00	\$236.93
844	UT	OGDEN	\$254.13	\$263.02	\$167.68	\$233.70
845	UT	PRICE	\$251.56	\$260.35	\$165.98	\$231.33
846	UT	PROVO	\$258.22	\$267.25	\$170.38	\$237.45
847	UT	PROVO	\$258.22	\$267.25	\$170.38	\$237.45
850	AZ	PHOENIX	\$251.44	\$260.23	\$165.90	\$231.21
851	AZ	MESA/TEMPE	\$249.47	\$258.20	\$164.61	\$229.41
852	AZ	MESA/TEMPE	\$249.47	\$258.20	\$164.61	\$229.41
853	AZ	PHOENIX	\$251.44	\$260.23	\$165.90	\$231.21
855	AZ	GLOBE	\$249.19	\$257.90	\$164.42	\$229.15
856	AZ	TUCSON	\$248.62	\$257.31	\$164.04	\$228.62
857	AZ	TUCSON	\$248.62	\$257.31	\$164.04	\$228.62

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
859	AZ	SHOW LOW	\$249.88	\$258.62	\$164.88	\$229.79
860	AZ	FLAGSTAFF	\$255.93	\$264.88	\$168.87	\$235.35
863	AZ	PRESCOTT	\$252.66	\$261.50	\$166.71	\$232.34
864	AZ	KINGMAN	\$248.21	\$256.89	\$163.77	\$228.25
865	AZ	CHAMBERS	\$249.07	\$257.77	\$164.34	\$229.04
870	NM	ALBUQUERQUE	\$251.52	\$260.31	\$165.96	\$231.29
871	NM	ALBUQUERQUE	\$251.52	\$260.31	\$165.96	\$231.29
872	NM	ALBUQUERQUE	\$251.52	\$260.31	\$165.96	\$231.29
873	NM	GALLUP	\$252.09	\$260.90	\$166.33	\$231.82
874	NM	FARMINGTON	\$252.38	\$261.20	\$166.52	\$232.08
875	NM	SANTA FE	\$254.87	\$263.78	\$168.17	\$234.37
877	NM	LAS VEGAS	\$249.23	\$257.94	\$164.45	\$229.19
878	NM	SOCORRO	\$248.66	\$257.35	\$164.07	\$228.66
879	NM	TRUTH/CONSEQUENCES	\$244.41	\$252.96	\$161.27	\$224.75
880	NM	LAS CRUCES	\$246.08	\$254.69	\$162.37	\$226.29
881	NM	CLOVIS	\$251.72	\$260.52	\$166.09	\$231.48
882	NM	ROSWELL	\$254.58	\$263.48	\$167.98	\$234.11
883	NM	CARRIZOZO	\$255.73	\$264.67	\$168.73	\$235.16
884	NM	TUCUMCARI	\$252.87	\$261.71	\$166.85	\$232.53
885	TX	EL PASO	\$240.53	\$248.94	\$158.71	\$221.19
889	NV	LAS VEGAS	\$304.35	\$314.99	\$200.82	\$279.87
890	NV	LAS VEGAS	\$304.35	\$314.99	\$200.82	\$279.87
891	NV	LAS VEGAS	\$304.35	\$314.99	\$200.82	\$279.87
893	NV	ELY	\$280.44	\$290.25	\$185.04	\$257.89
894	NV	RENO	\$275.25	\$284.88	\$181.62	\$253.12
895	NV	RENO	\$275.25	\$284.88	\$181.62	\$253.12
897	NV	CARSON CITY	\$275.95	\$285.60	\$182.08	\$253.76
898	NV	ELKO	\$268.43	\$277.82	\$177.12	\$246.84
900	CA	LOS ANGELES	\$320.10	\$331.29	\$211.21	\$294.36
901	CA	LOS ANGELES	\$320.10	\$331.29	\$211.21	\$294.36
902	CA	LOS ANGELES	\$320.10	\$331.29	\$211.21	\$294.36
903	CA	INGLEWOOD	\$312.48	\$323.40	\$206.18	\$287.35
904	CA	INGLEWOOD	\$312.48	\$323.40	\$206.18	\$287.35
905	CA	INGLEWOOD	\$312.48	\$323.40	\$206.18	\$287.35
906	CA	LONG BEACH	\$314.68	\$325.68	\$207.64	\$289.38
907	CA	LONG BEACH	\$314.68	\$325.68	\$207.64	\$289.38
908	CA	LONG BEACH	\$314.68	\$325.68	\$207.64	\$289.38
910	CA	PASADENA	\$315.05	\$326.07	\$207.88	\$289.72
911	CA	PASADENA	\$315.05	\$326.07	\$207.88	\$289.72
912	CA	PASADENA	\$315.05	\$326.07	\$207.88	\$289.72
913	CA	VAN NUYS	\$320.04	\$331.23	\$211.17	\$294.30
914	CA	VAN NUYS	\$320.04	\$331.23	\$211.17	\$294.30
915	CA	VAN NUYS	\$320.04	\$331.23	\$211.17	\$294.30
916	CA	VAN NUYS	\$320.04	\$331.23	\$211.17	\$294.30

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
917	CA	ALHAMBRA	\$318.44	\$329.58	\$210.12	\$292.83
918	CA	ALHAMBRA	\$318.44	\$329.58	\$210.12	\$292.83
919	CA	SAN DIEGO	\$315.95	\$327.00	\$208.47	\$290.54
920	CA	SAN DIEGO	\$315.95	\$327.00	\$208.47	\$290.54
921	CA	SAN DIEGO	\$315.95	\$327.00	\$208.47	\$290.54
922	CA	PALM SPRINGS	\$311.78	\$322.68	\$205.72	\$286.71
923	CA	SAN BERNARDINO	\$312.40	\$323.32	\$206.13	\$287.27
924	CA	SAN BERNARDINO	\$312.40	\$323.32	\$206.13	\$287.27
925	CA	RIVERSIDE	\$320.32	\$331.52	\$211.36	\$294.56
926	CA	SANTA ANA	\$316.07	\$327.12	\$208.55	\$290.65
927	CA	SANTA ANA	\$316.07	\$327.12	\$208.55	\$290.65
928	CA	ANAHEIM	\$320.20	\$331.39	\$211.27	\$294.45
930	CA	OXNARD	\$317.95	\$329.07	\$209.79	\$292.38
931	CA	SANTA BARBARA	\$315.83	\$326.87	\$208.39	\$290.43
932	CA	BAKERSFIELD	\$318.16	\$329.28	\$209.93	\$292.57
933	CA	BAKERSFIELD	\$318.16	\$329.28	\$209.93	\$292.57
934	CA	SAN LUIS OBISPO	\$317.99	\$329.11	\$209.82	\$292.42
935	CA	MOJAVE	\$311.09	\$321.97	\$205.26	\$286.07
936	CA	FRESNO	\$325.39	\$336.77	\$214.70	\$299.22
937	CA	FRESNO	\$325.39	\$336.77	\$214.70	\$299.22
938	CA	FRESNO	\$325.39	\$336.77	\$214.70	\$299.22
939	CA	SALINAS	\$334.91	\$346.62	\$220.98	\$307.98
940	CA	SAN FRANCISCO	\$375.11	\$388.23	\$247.51	\$344.95
941	CA	SAN FRANCISCO	\$375.11	\$388.23	\$247.51	\$344.95
942	CA	SACRAMENTO	\$331.76	\$343.36	\$218.90	\$305.08
943	CA	PALO ALTO	\$351.00	\$363.28	\$231.60	\$322.78
944	CA	SAN MATEO	\$362.53	\$375.20	\$239.21	\$333.37
945	CA	VALLEJO	\$343.82	\$355.84	\$226.86	\$316.17
946	CA	OAKLAND	\$361.38	\$374.02	\$238.45	\$332.32
947	CA	BERKELEY	\$359.06	\$371.61	\$236.91	\$330.18
948	CA	RICHMOND	\$353.66	\$366.03	\$233.36	\$325.22
949	CA	SAN RAFAEL	\$359.88	\$372.46	\$237.45	\$330.93
950	CA	SANTA CRUZ	\$344.31	\$356.34	\$227.18	\$316.62
951	CA	SAN JOSE	\$366.62	\$379.43	\$241.90	\$337.13
952	CA	STOCKTON	\$330.33	\$341.88	\$217.96	\$303.77
953	CA	MODESTO	\$330.29	\$341.84	\$217.94	\$303.73
954	CA	SANTA ROSA	\$353.14	\$365.48	\$233.01	\$324.74
955	CA	EUREKA	\$340.02	\$351.91	\$224.35	\$312.67
956	CA	SACRAMENTO	\$331.76	\$343.36	\$218.90	\$305.08
957	CA	SACRAMENTO	\$331.76	\$343.36	\$218.90	\$305.08
958	CA	SACRAMENTO	\$331.76	\$343.36	\$218.90	\$305.08
959	CA	MARYSVILLE	\$330.17	\$341.71	\$217.85	\$303.62
960	CA	REDDING	\$342.26	\$354.23	\$225.83	\$314.74
961	CA	SUSANVILLE	\$339.36	\$351.23	\$223.92	\$312.07

First Three Digits of ZIP Code	State	City	Apartments	Condos	Single-Family Homes	Townhomes
967	HI	HILO	\$335.81	\$347.55	\$221.57	\$308.80
968	HI	HONOLULU	\$344.14	\$356.17	\$227.07	\$316.47
969	HI	STATES & POSS., GUAM	\$305.33	\$316.01	\$201.47	\$280.78
970	OR	PORTLAND	\$297.89	\$308.31	\$196.56	\$273.93
971	OR	PORTLAND	\$297.89	\$308.31	\$196.56	\$273.93
972	OR	PORTLAND	\$297.89	\$308.31	\$196.56	\$273.93
973	OR	SALEM	\$297.69	\$308.10	\$196.42	\$273.75
974	OR	EUGENE	\$296.01	\$306.36	\$195.32	\$272.21
975	OR	MEDFORD	\$292.95	\$303.19	\$193.29	\$269.39
976	OR	KLAMATH FALLS	\$291.52	\$301.71	\$192.35	\$268.08
977	OR	BEND	\$293.11	\$303.36	\$193.40	\$269.54
978	OR	PENDLETON	\$287.31	\$297.36	\$189.57	\$264.20
979	OR	VALE	\$267.05	\$276.38	\$176.20	\$245.57
980	WA	SEATTLE	\$308.10	\$318.88	\$203.29	\$283.33
981	WA	SEATTLE	\$308.10	\$318.88	\$203.29	\$283.33
982	WA	EVERETT	\$301.45	\$311.99	\$198.90	\$277.20
983	WA	TACOMA	\$304.03	\$314.66	\$200.60	\$279.58
984	WA	TACOMA	\$304.03	\$314.66	\$200.60	\$279.58
985	WA	OLYMPIA	\$301.94	\$312.50	\$199.23	\$277.66
986	WA	VANCOUVER	\$301.61	\$312.15	\$199.01	\$277.35
987	WA	SEATTLE	\$308.10	\$318.88	\$203.29	\$283.33
988	WA	WENATCHEE	\$279.22	\$288.98	\$184.23	\$256.76
989	WA	YAKIMA	\$299.12	\$309.58	\$197.37	\$275.07
990	WA	SPOKANE	\$274.07	\$283.66	\$180.84	\$252.03
991	WA	SPOKANE	\$274.07	\$283.66	\$180.84	\$252.03
992	WA	SPOKANE	\$274.07	\$283.66	\$180.84	\$252.03
993	WA	RICHLAND	\$281.43	\$291.27	\$185.70	\$258.80
994	WA	CLARKSTON	\$263.08	\$272.28	\$173.59	\$241.92
995	AK	ANCHORAGE	\$334.25	\$345.94	\$220.55	\$307.37
996	AK	ANCHORAGE	\$334.25	\$345.94	\$220.55	\$307.37
997	AK	FAIRBANKS	\$335.60	\$347.34	\$221.44	\$308.61
998	AK	JUNEAU	\$334.09	\$345.77	\$220.44	\$307.22
999	AK	KETCHIKAN	\$351.78	\$364.08	\$232.11	\$323.49

Owner-occupied new construction projects (excluding self-help construction) are required to submit a market study or analysis to demonstrate the project's feasibility as required in the "Market Feasibility" field in the Project Type and Characteristics section, of the AHP Application.

To meet the minimum requirements, the market study or analysis must have been completed or updated within 12 months of AHP Application submission, and it should:

- **Identify the primary and, if applicable, secondary market areas.**

Provide a description of the boundaries for the primary market area (PMA) and the rationale for the PMA boundaries. The PMA must be the smallest geographic area from which the project will draw the majority of buyers. If there is compelling evidence to support that potential buyers will come from outside the primary market area, a secondary market area (SMA) may be included. If an SMA is included, describe the boundaries for the SMA and provide the rationale for the SMA boundaries.

- **Describe neighborhood conditions.**

Provide a description of neighborhood conditions, including land-uses and, for single-site projects, the use and status of adjacent properties. Include photos of the site, taken from the project site and of adjacent properties to the north, south, east, and west.

- **Provide a summary of the demographic and economic conditions (current conditions, trends and projections) for the PMA and, if applicable, the SMA.**

Include information on the number of households, household size, housing tenure, and income level by tenure; the area's economic and employment trends, including major employers in the immediate area, their status in terms of growth and stability, and approximate number of employees earning income within the income band of affordability.

- **Provide a summary of housing supply for the PMA and, if applicable, the SMA.**

Include information on the number of units targeting the same population that are currently under construction or planned concurrently with the proposed project, including square footage and number of bedrooms and amenities; recent market activity and trends, including sales volume, sales prices and length of time on market for comparable units; age and condition of comparable units, if available; if the project is for first-time homebuyers, the number of comparable rental units, based on bedroom size, monthly rents for comparable rental units, and vacancy rates for comparable rental units.

- **Provide a summary of the project demand for the PMA and, if applicable, the SMA.**

Include sources of demand for new units (renters entering the homeownership market or household growth resulting from natural growth and/or in-migration); the number of households (and renter households if first-time homebuyer) by household size with incomes sufficient to afford the average monthly mortgage payment for proposed units and less than the target AMI indicated on the Owner-Occupied Project Benchmarks worksheet.

- **Provide a copy of the Marketing Plan.**

Describe how the units will be marketed.

- **Describe other factors that may influence the project's success.**

Include the availability of homebuyer education and counseling services, the availability of lenders to provide financing, and the strength of realtors to market units.

- **Provide a summary and a conclusion.**

Include the strengths and weakness of the proposed project; whether demographic and economic conditions point toward a growing or weakening demand for the proposed units; expected absorption period or marketing timeframe, stated as the number of months that it will take to sell all proposed units; and sources of data and information.

% Complete (Required Fields)

Rental Project

Field Symbol Legend:

Required ⓘ      Valid Entry ✓      Invalid Entry ✗      No Entry Required

Table of Contents

1. General Information		2. Scoring	
a. Project Location	Not Started	a. Targeting	Not Started
b. Member Information	Not Started	b. Donated or Conveyed Property	Not Started
c. Sponsor Information	Not Started	c. Nonprofit Sponsorship	Not Started
d. Subsidy Request	Not Started	d. Homeless Housing	Not Started
e. Webinars & Technical Assistance	Not Started	e. Special Needs	Not Started
f. Project Type and Characteristics	Not Started	f. Large Units	Not Started
> Project Description		g. Rural	Not Started
g. Timing and Use of Funds	Not Started	h. Promotion of Empowerment	Not Started
h. Member Involvement	Not Started	i. Community Stability	Not Started
i. Project Sponsor Profile	Not Started	j. Project Readiness	Not Started
j. Development Partner(s)	Optional ✓	k. In-District Projects	Not Started
		l. Subsidy per Unit	Not Started
		m. Score Summary (Estimated Final Score: 0.00)	

Project Location

Status: Not Started

Name of Project\*

 ⓘ

Address

 ⓘ

City

 ⓘ

State

 ⓘ

ZIP Code

 ⓘ

Census Tract (xxxx.xx)

 ⓘ

County

 ⓘ

Assessor's Parcel Number (for each project parcel, if available)

\* Information provided must match information supplied by the applicant on the Workspace Set-up Form

**Member Information**

Status: Not Started

Member Name\*

Member Contact Name\*

Title

Address

City

State

ZIP Code

Email Address\*

Telephone (Including Area Code)

\* Information provided must match information supplied by the applicant on the Workspace Set-up Form

**Sponsor Information**

Status: Not Started

Sponsor Name\*

Sponsor Contact Name\*

Title

Address

City

State

ZIP Code

Email Address\*

Telephone (Including Area Code)

\* Information provided must match information supplied by the applicant on the Workspace Set-up Form

**Subsidy Request**

Status: Not Started

**Direct Subsidy Requested**

Direct Subsidy Amount (Maximum: \$1,250,000)

Subsidy amount must match the subsidy listed on the financial worksheets.

**Prior Subsidy Award**

Prior Award Amount	Project Name	Project Number
<input type="text"/>	<input type="text"/>	<input type="text"/>

Enter zero if no prior award. Projects with existing awards may only reapply in the competition if the project's entire existing award is deobligated and any previously disbursed subsidies are repaid before the application submission deadline date. Members and sponsors of projects with existing AHP awards from FHLBanks other than San Francisco, may not submit new applications for AHP subsidy on behalf of these projects unless the existing subsidies are canceled and any previously disbursed subsidies are repaid.

**Subsidized Advance Requested**

Advance Amount	Term of Advance	Rate Requested
<input type="text"/>	<input type="text"/>	<input type="text"/>

All approved requests for subsidized advances will be considered advance commitments and will be subject to the terms and conditions, including applicable cancellation and prepayment fees, of the Advances and Security Agreement between the member institution and the FHLBank San Francisco. The repayment and amortization terms of the subsidized advance must match those of the member institution's loan to the project.

**Concurrent Submissions to Other FHLBanks**

If this project is concurrently applying for AHP Subsidy at another FHLBank, which FHLBank:

- Atlanta     
  Boston     
  Chicago     
  Cincinnati     
  Dallas  
 Des Moines     
  Indianapolis     
  New York     
  Pittsburgh     
  Topeka

Project Name(s) of concurrent application(s)	Subsidy Amount Requested
<input type="text"/>	<input type="text"/>

Members and sponsors of projects with existing AHP awards from FHLBanks other than San Francisco, may not submit new applications for AHP subsidy on behalf of these projects unless the existing subsidies are canceled and any previously disbursed subsidies are repaid.

**Application Webinars and Technical Assistance**

*Status: Not Started*

Has the project sponsor (or representative) attended an AHP Application Webinar for the current competition? .....

Would the project sponsor (or representative) consider attending an AHP Application Webinar in the future? .....

Has an application for this project been unsuccessfully submitted in a previous AHP competition? .....

➔ If yes, project name of previous submission .....

➔ If yes, application round or date of previous submission .....

Has the project sponsor (or representative) received technical assistance from the Federal Home Loan Bank of San Francisco to re-apply for AHP subsidy in the current competition? .....

Project Type

Single-family or multifamily

Scattered site

➔ If yes, will ALL units be located in AZ, CA, or NV?

➔ If yes, describe the scattered site 1000 character(s) remaining

Single-room occupancy units

New construction

Rehabilitation

Acquisition

Mixed-use (includes revenue-generating commercial space)

Commercial Space (in mixed-use projects)

Number of Commercial Units	Commercial Space Sq. Ft.	% of Project that is Commercial Space
<input type="text"/>	<input type="text"/>	<input type="text"/>

Indicate whether the space is revenue-generating and describe its proposed use: 1000 character(s) remaining

Job Creation (non-construction)

Will the project directly create permanent non-construction jobs?

➔ If yes, how many full time jobs?

## Other FHLBank San Francisco Programs

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Is the project using financing through the FHLBank San Francisco Access to Housing and Economic Assistance for Development (AHEAD) Program? .....  ⓘ

Is the project using financing through the FHLBank San Francisco Advances for Community Enterprise (ACE) discounted credit program? .....  ⓘ

Is the project using financing through the FHLBank San Francisco Community Investment Program (CIP) discounted credit program? .....  ⓘ

Is the project using financing through the FHLBank San Francisco Quality Jobs Fund? .....  ⓘ

➔ **If yes to any of the questions above**, please specify the program and provide details, such as award number or name, advance or letter of credit number, etc.

1000 character(s) remaining

## Unique Financing Structures

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A project may consist of one or more structures as long as all of the residential units in the structure(s) are included in the total project units. Units may not be distributed within one or more structures and be designated as separate projects. The Bank, in its sole discretion, may make an exception to this definition for a state tax credit agency "hybrid" project, or similar scenario, where certain residential units within a structure(s) are identified by a separate legal description and financed and operated independently.

Is this project considered part of a tax credit "hybrid" project where 4% and 9% credits are being used on the same project? Note that 4% and 9% portions of a hybrid project must submit separate applications. ....  ⓘ

Do the residential units in this project make up less than the total number of units within one or multiple structures? For example, this application covers the renovation or new construction of 30 units, but there are 70 total units in the building. ....  ⓘ

**If yes to either question above:**

Is the submitted project defined by a separate legal description? For example, the 30 units have a separate legal description from the remaining 40 units. ....

Is the submitted project financed and operated independently from the remaining residential units in the structure? For example, the 30 units have a separate development and operating budget from the remaining 40 units. ....

Will the submitted project start and finish construction at the same time as the remaining units in the shared structure(s)? For example, the 30 and 40 units are legally separate and financed independently, but 70 units will be constructed at the same time. ....

Describe the project's financing, operations, and ownership structure as well as the legal separation of the residential units in this application from any remaining residential units within the same structure(s).

1000 character(s) remaining

If you are unsure about how to answer the questions above, refer to the definition of a project on page 4 of our [Implementation Plan](#) and contact the Community Investment Department at (415) 616-2542 with additional questions.

### Supplemental Information

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- Is the project located on a military base? .....  
- Is the project located on Native American Land or Hawaiian Home Lands? .....  
- Is the project using financing through HUD Section 202 (Supportive Housing for the Elderly Program) as a permanent source of funds? .....  
- Is the project using financing through HUD Section 811 (Supportive Housing for Persons with Disabilities Program) as a permanent source of funds? .....  
- Is the project using financing through any HUD mortgage insurance program such as 221(d)(4) and 223(f)? .....  
- Is the project using financing through USDA Section 514 (Farm Labor Housing) as a permanent source of funds? .....  
- Is the project using financing through USDA Section 515 (Rural Rental Housing Loans) as a permanent source of funds? .....  

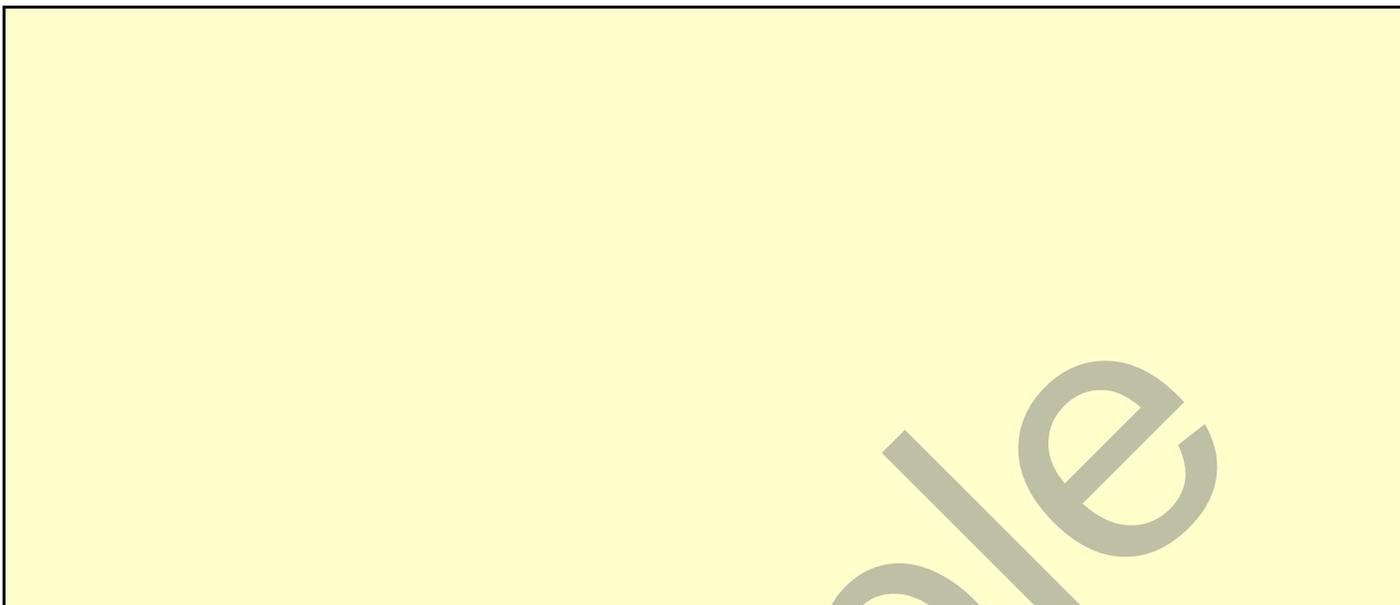
➔ If yes, specify the HUD and/or USDA program(s):

1000 character(s) remaining

**Project Description**

Provide a concise description of the project. Describe how the project meets a local community need, how the need for the project was determined, and any special project features.

3000 character(s) remaining

! 

**Market Feasibility**

Describe the project's feasibility, including local market conditions that would justify the project.

2000 character(s) remaining

! 

**Fair Housing**

Explain how the project affirmatively promotes fair housing and complies with fair housing laws and regulations. If available, submit affirmative marketing materials with the application.

2000 character(s) remaining

**Timing and Use of Funds**

Status: Not Started

During which phase of the project will the subsidy be disbursed? .....	<input type="text"/>	!
When will the project begin construction or issue mortgages? .....	<input type="text"/>	!
Will the project utilize the AHP funds within 12 months of approval? .....	<input type="text"/>	!
<i>Utilization includes disbursement of funds or using the commitment of AHP to secure other financing sources.</i>		
Estimated or actual construction/rehabilitation start date .....	<input type="text"/>	!
Estimated construction/rehabilitation completion date .....	<input type="text"/>	!
Will the AHP funds:		
Pay project's closing costs in acquisition of rental property? .....	<input type="text"/>	!
Refinance a mortgage in conjunction with the purchase, construction, or rehabilitation of the project? .....	<input type="text"/>	!
Pay down the principal on any mortgage? .....	<input type="text"/>	!

Is the member selling real estate that it owns (REO) to the project?  !

Does the member hold a lien or mortgage on property that is being sold to the project?  !

Is the member selling services to the project?  !

➔ If yes is the answer to any of the three questions above, describe the terms of the transactions. 1000 character(s) remaining

The purchase price of property or services, as reflected in the project's development budget, sold to the project by a member providing AHP subsidy to the project, or, in the case of property, upon which such member holds a mortgage or lien, may not exceed the market value of such property or services as of the date the purchase price was agreed upon. In the case of real estate owned property sold to a project by a member providing AHP subsidy to the project, or property sold to the project upon which the member holds a mortgage or lien, the market value of such property is deemed to be the "as-is" or "as-rehabilitated" value of the property, whichever is appropriate. That value shall be reflected in an independent appraisal of the property performed by a state certified or licensed appraiser, as defined in 12 CFR 564.2(j) and (k), within 6 months prior to the date the Bank disburses AHP subsidy to the project.

Excluding the pass-through of AHP subsidy, is the member providing any type of financing?  !

➔ If yes, is the financing a bridge loan?

➔ If yes, is the financing a construction loan?

➔ If yes, is the financing a permanent loan?

Excluding the pass-through of AHP subsidy, is the FHLBank San Francisco providing an advance in connection with this subsidy request?  !

Excluding the pass-through of AHP subsidy, is the member providing reduced closing costs?  !

Is the member providing in-kind contributions or services?  !

Does the member intend to purchase tax credits in connection with the project?  !

➔ If yes, explain how this qualifies as an arms-length transaction: 1000 character(s) remaining

Sponsor Name

Sponsor Organization Type and Tax Status

**Sponsor Covered Misconduct and Eligibility Certification**

Sponsor certifies that their organization has not engaged in, and is not engaging in, covered misconduct as defined in Federal Housing Finance Agency's Suspended Counterparty Program regulation ([12 CFR part 1227: Section 1227.2 - Definitions](#))

➔ **By selecting Yes**, Sponsor certifies the above statement

Sponsor certifies that it is qualified and able to perform its responsibilities as committed to in the application for AHP subsidy funding the project, including the following qualifications criteria:

- 1. Has been engaged in the ownership, management, or development of affordable housing for a minimum of three years.
- 2. Has sufficient capacity and staff experience to perform project roles and integral responsibilities.
- 3. Has an ownership interest in the project (including any leasehold, partnership, or controlling interest) through the entire AHP 15-year retention period.
- 4. Is integrally involved in project responsibilities such as project planning, project development, construction, property management, and securing development financing or other funding commitments.

Notwithstanding the criteria above, the Bank will determine, in its sole discretion, whether an entity is qualified to be a project Sponsor taking into account the qualifications of the Sponsor's development partners.

➔ **By selecting Yes**, Sponsor certifies the above statements

Sponsor's Financial Interest in the Project (Qualified rental project sponsorship must entail an ownership or controlling interest, including any partnership interest.)

1500 character(s) remaining



Concurrently Planned/Developed Projects

Project Name	Year Completed	Address	Project Type	# of Units	Population Served	Financing Sources

Other Relevant Experience (affordable housing development, property management, and/or real estate sales, if applicable)

1500 character(s) remaining

!

**Development Partner #1**

Organization's Name (If no development partner, leave blank.)

[Yellow highlighted input field]

Organization Type and Tax Status

[Grey highlighted input field]

Financial Interest in the Project and Relationship to Sponsor

1500 character(s) remaining

[Large grey highlighted text area]

Roles and Responsibilities in the Project

2000 character(s) remaining

[Large grey highlighted text area]

Sample

Most Recent Development Experience

Project Name	Year Completed	Address	Project Type	# of Units	Population Served	Financing Sources

Sample



**Development Partner #2**

Organization's Name (If no development partner, leave blank.)

Organization Type and Tax Status

Financial Interest in the Project and Relationship to Sponsor

*1500 character(s) remaining*

Roles and Responsibilities in the Project

*2000 character(s) remaining*

Sample

Most Recent Development Experience

Project Name	Year Completed	Address	Project Type	# of Units	Population Served	Financing Sources

Sample

Concurrently Planned/Developed Projects

Project Name	Year Completed	Address	Project Type	# of Units	Population Served	Financing Sources

Other Relevant Experience (affordable housing development, property management, and/or real estate sales, if applicable)

1500 character(s) remaining

Estimated Score: 0

Unit income targeting information provided in this section must match the unit income targeting information on the financial worksheets.

**Total Number of Units in Project**

 ⓘ

**Units Not Restricted to 80% AMI or Below**

 ⓘ

**Income-Restricted Units**

 ⓘ

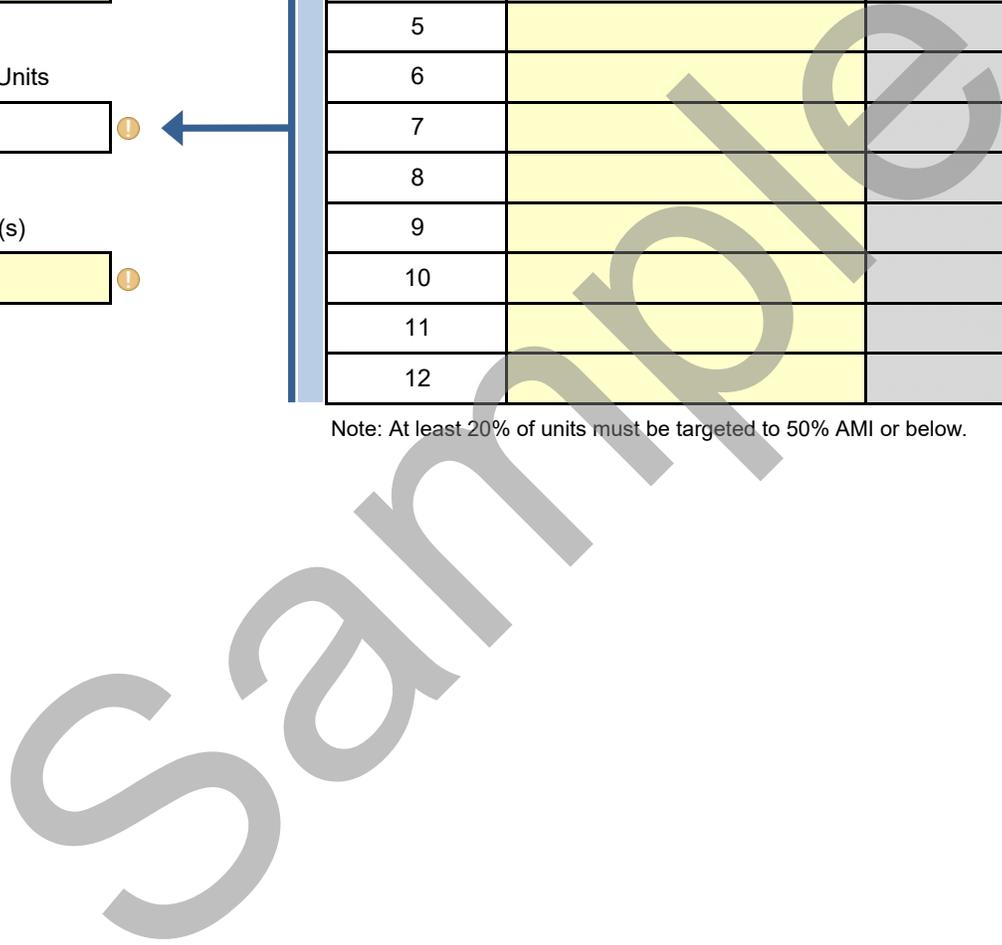
**Total Manager Unit(s)**

 ⓘ

**Units Restricted to 80% AMI or Below**

Row	Number of Units	Target AMI
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		

Note: At least 20% of units must be targeted to 50% AMI or below.



Estimated Score: 0

Indicate the number of donated units in the project and the source of the donation. Donated units are created as a result of the conveyance of units or land for a nominal price by the federal government or any agency or instrumentality thereof, or by any other unrelated party. Land leases may qualify for points in this category if the lease extends at least as long as the applicable AHP retention period and if the annual cost of the lease is nominal. A nominal price is defined as \$1,000 or less, and may be accompanied by modest expenses related to the conveyance of property for use by the project. Properties acquired from a federal agency or instrumentality at any price may receive 1 point. Properties acquired at an amount significantly below fair market value may receive up to 4 points.

Transaction consummation may occur prior to or after the application deadline. For properties that were donated or conveyed at a nominal or below market price prior to application, transaction consummation must have occurred within five years of the application deadline. Donation or conveyance at a nominal or below market price must ultimately be documented to maintain points.

**Points will not be awarded if supporting documentation is not submitted with the application.** No points will be awarded if **less than 20%** of project units or land associated with the project is: a) donated, b) conveyed for an amount significantly below fair market value, or c) acquired from the federal government or any agency or instrumentality thereof. Non-arm's length transactions, as determined at the sole discretion of the Bank, would be ineligible for points.

**Donation of Property**

How many units in the project will be donated or conveyed to the project at no cost or for a nominal price of \$1,000 or less? .....

Source of Donation/Conveyance

Acquisition Price

Term of Lease (Enter "n/a" if no lease and \$0 in annual lease payment.)

Annual Lease Payment

**Acquisition of Property from a Federal Agency**

How many units will be acquired from an agency or instrumentality of the Federal government? .....

Source of Acquisition/Federal Agency

Acquisition Price

Term of Lease (Enter "n/a" if no lease and \$0 in annual lease payment.)

Annual Lease Payment

**Acquisition of Property Below Fair Market Value (FMV)**

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How many units will be acquired at an amount significantly below fair market value? .....

Source of Acquisition	Acquisition Agreement Date	Appraisal Valuation Date
<input type="text"/>	<input type="text"/>	<input type="text"/>
Acquisition Price	Appraised Fair Market Value	FMV %
<input type="text"/>	<input type="text"/>	<input type="text"/>

Appraisal must have been ordered by and for the benefit of an institutional lender and/or public agency for the purpose of providing financing to the buyer of the property. Appraisal valuation date must be within six months of acquisition agreement date. To qualify for points, the discounted sales price must be 20% or less of fair market value.

**Indicate the type of entity donating or conveying the property:**

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Government Properties - HUD	.....	<input type="text"/>
Government Properties - Other Federal	.....	<input type="text"/>
Government Properties - State	.....	<input type="text"/>
Non-Government Source	.....	<input type="text"/>
Government Properties - Other	.....	<input type="text"/>
Government Properties - Local	.....	<input type="text"/>

Sample

Estimated Score: 0

Qualified sponsorship must entail an ownership interest in a project through the entire AHP 15-year retention period as well as a sponsor meeting the eligibility criteria certified under Project Sponsor Profile. A copy of the sponsor's 501(c)(3) designation or other evidence of tax-exempt status must be submitted with the application. Articles of Incorporation and/or Corporate Bylaws are not acceptable evidence of tax-exempt status.

If the project involves additional development partners or owners that are for-profit entities, the nonprofit sponsor or government entity sponsor must be able to certify that, taking into account without limitation, all agreements, side letters, and ancillary arrangements with a for-profit entity, it is: 1) not controlled or owned by any for-profit entity; and 2) not created or managed by any for-profit entity.

Points will be awarded based on the actual ownership interest and developer fee percentage in place on the AHP application deadline. Points will not be awarded for commitments that are made contingent on receipt of AHP funding that will be documented by future agreements or amendments to the Limited Partnership Agreement (LPA).

All information provided in this section must be consistent with the information provided under Sponsor Information and Project Sponsor Profile

Sponsor Classification

Type of Sponsor Organization [Yellow input box with warning icon]

If this is a nonprofit organization, submit supporting 501(c)(3) documentation with the application.

Are the following two statements true? [Yellow input box with warning icon]

- 1) The project sponsor is not controlled or owned by any for-profit entity.
2) The project sponsor was not created by a for-profit entity or managed by a for-profit entity.

A nonprofit Sponsor must demonstrate that it meets these threshold requirements to the satisfaction of the Bank, at its sole discretion.

Project Ownership Interest

For rental projects where a limited partnership owns or will own the project, and the general partner interest in the limited partnership is held all or in part by a qualified nonprofit or government entity sponsor, points are awarded based on the sponsor's percentage share of ownership of the general partnership. Submit an organizational chart of the rental project's ownership structure with the application.

If the project is not financed by Low Income Housing Tax Credits (LIHTCs), what is the ownership interest of the nonprofit sponsor in the project? Or, in a LIHTC project, what is the ownership interest in the general partner (GP) by the nonprofit sponsor(s)? If there is more than one nonprofit entity with an ownership interest, select the combined ownership interest of all nonprofits.

[Yellow input box with warning icon]

Is the project, or will it be, owned by a limited partnership? .....

Limited Partnership Ownership Interest Distribution	
Limited Partner (%)	General Partner (%)



Controlling Interest Distribution of General Partner(s)		
General Partner Name(s)	Type	Ownership Interest (%)
<b>Totals</b>		

**Developer Fee**

Developer Fee Distribution .....

The primary nonprofit project sponsor must receive at least 25% of any and all developer fee distributions, including future investor payouts and/or cashflow. Developer fee percentage must ultimately be documented by the LPA, or by an agreement that is referenced within the LPA, to maintain points.

Estimated Score: 0

Indicate the number of units reserved for homeless households. Homeless housing includes transitional housing (excluding overnight shelters) for homeless households that require a minimum of six months occupancy, or permanent owner-occupied or rental housing (excluding overnight shelters) that reserve at least 20% of the units for homeless households. Points will not be awarded if: 1) less than 20% of the total project units are reserved for homeless households, 2) reserved units are for those considered "at-risk" of homelessness, or 3) length of residency is less than 6 months.

The Bank fully defines "homeless households" in its Implementation Plan, which should be reviewed prior to requesting homeless housing points. Homeless households means:

1. An individual or family who lacks a fixed, regular, and adequate nighttime residence, meaning:
  - a. An individual or family with a primary nighttime residence that is a public or private place not designed for or ordinarily used as a regular sleeping accommodation;
  - b. An individual or family living in a supervised publicly or privately operated shelter designated to provide temporary living arrangements (including congregate shelters, transitional housing, and hotels and motels paid for by charitable organizations); or
  - c. An individual who is exiting an institution where he or she resided for 90 days or less and who resided in an emergency shelter or place not meant for human habitation immediately before entering that institution.
2. An individual or family who will imminently lose their primary nighttime residence within 14 days and who has not identified, and lacks the resources or support needed to identify, other permanent housing.
3. Unaccompanied youth under 25 years of age, or families with children, who are defined as homeless under other federal statutes, have not recently been permanently housed, and have experienced, and can be expected to continue to experience, persistent instability.
4. Any individual or family who is fleeing, or attempting to flee, domestic violence or another dangerous condition, has no other residence, and lacks the resources or support needed to obtain other permanent housing.
5. An individual with a serious mental illness or emotional disorder who would otherwise be considered at-risk of homelessness as defined below and who will reside in a unit that is funded by a government agency program that specifically defines and serves this type of household.

The Bank considers a household to be "at-risk" of homeless, and ineligible for points, if they are living in overcrowded conditions, living in the home of another individual because of economic hardship, living in a hotel or motel not paid for by charitable funds, or otherwise living in housing that has characteristics associated with instability.

At the time of initial monitoring, the Bank will require documentation confirming that the specified units have been reserved for homeless households meeting the Bank's definition of a homeless household. This documentation must include: 1) evidence that the households were referred to the project by an established organization or agency that has been providing services to the homeless for at least three years (homeless services provider), and 2) certification from the homeless services provider that the person or household referred meets the definition of "homeless households" stated above. For transitional housing where the Sponsor is also the homeless services provider, documentation may include an intake form, signed by both the head of household and the Sponsor, which verifies that the household met the Bank's definition of homeless household at move-in.

In order to receive points for projects with units reserved for homeless households that are shown in the application proforma to generate rents set at the maximums for incomes greater than 30% of the area median, but which have no dedicated source of rental subsidy, the Bank will require that the applicant: 1) explain how the project will be able to absorb the potential cash flow deficit caused by the homeless units during the retention period, and 2) submit documentation from a homeless service provider that sufficient households exist in the target market area that are able to pay the scheduled rent for the units reserved for homeless households.

Number of Units Reserved for Homeless .....

Units must be held vacant until occupied by a homeless household. For transitional housing, enter the number of projected households as the number of units.

Describe the homeless program, including outreach activities, referral agencies used, and intake processes. Homeless units must reflect appropriate income targets and rent levels.

2000 character(s) remaining

**Housing for Special Needs Populations (Maximum Points: 5)**

Status: Not Started

Estimated Score: 0

In order to qualify for points, the units must be held vacant unless a household with that special need occupies the unit. A unit may not be counted in more than one special needs category. **Points will not be awarded if less than 20% of the total project units are reserved for special needs households.**

Special Needs Category	Number of Units
Seniors	<input type="text"/>
Mental or Physical Disability	<input type="text"/>
AIDS or HIV-Positive	<input type="text"/>
Recovery From Physical Abuse	<input type="text"/>
Recovery From Substance Abuse	<input type="text"/>
<b>Total Units Reserved for Special Needs</b>	

**Housing for Households Requiring Large Units (Maximum Points: 3)**

Status: Not Started

Estimated Score: 0

Projects will be awarded 3 points for the creation of housing in which at least 25% of the total project units (restricted and non-restricted units) have three or more bedrooms. Points will not be awarded if less than 25% of the total project units have three or more bedrooms.

Number of units with three or more bedrooms .....

**Housing in Rural Areas (Maximum Points: 5)**

**Status: Not Started**

**Estimated Score: 0**

Points will not be awarded if: 1) less than 20% of the total project units and 2) the governmental entity designating the project as rural is not provided. Submit supporting documentation from the governmental entity with the application.

Number of Rural Units

Federal or State Government Entity Designating the Area(s) Rural

**Promotion of Empowerment (Maximum Points: 5)**

**Status: Not Started**

**Estimated Score: 0**

Points will be awarded to projects in which the housing is provided in combination with a program or programs offering economically empowering services and opportunities for all residents, such as workforce development readiness, financial literacy education, health care, on-site child daycare services, after-school care, out-of-school services or if a bonafide service coordinator/social worker will be available to residents.

Only services or programs that promote economic empowerment of residents qualify under this scoring criterion. Services or programs must be of a regular, ongoing nature and provided to all residents free of charge, except for daycare services. Services or programs must be provided on-site except that projects may use off-site services if they have a written agreement with the service provider enabling the project's residents to use the services or program free of charge. Referral services will not be eligible for points.

To receive points for a "sponsor provided" service, the plan describing the service or program must be submitted with the application. The plan must have been completed within six months prior to the application submission deadline date.

To receive points for a service or program provided by an organization other than the sponsor, an executed Memorandum of Understanding (MOU), service contract, or letter of commitment for the service must be completed by the provider of the service or program, and submitted with the application. The MOU, service contract, or letter of commitment must have been executed within six months prior to the application submission deadline date.

If supporting documentation is not submitted for a particular service or program selected, points will not be given for that activity. Documentation must include the following information: (1) service provider name; (2) service or program description; (3) scope of service or program; (4) service provider commitment to project; and (5) any costs to residents. Additionally, to receive points, you must complete the Promotion of Empowerment Budget in the Application Financial Workbook, showing annual projected expenses and sources of funding for the service(s).

Services must be available to all residents to receive points. If the service is available to the community at large, the documentation must indicate specific accommodations, special access, or preferences secured for residents.

**Indicate which services and programs will be provided to financially empower residents.** Each empowerment feature listed below is worth five points; however, no more than 5 points will be awarded in this category. No partial points will be given. To receive 5 points, the project sponsor must commit to providing at least one of the five empowering services or programs.

## Project Services or Programs

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### 1. Training and Education

Services should include employment/workforce development readiness services or programs; vocational training; employment/career counseling and job placement; adult-accredited education programs that include English as a second language, GED, and computer classes; or a life skills education program or financial literacy education program. Frequency of service requirements is bi-monthly (once every two months) or equivalent.

### 2. Health Care Services or Programs, Including Mental and Behavioral Health Services

Services should include healthcare management programs that support residents' ability to find or sustain employment or be self-sufficient. These may include provision of medical, dental, mental health services, and behavioral health services such as psychiatric, marriage, and family counseling and addictions treatment.

### 3. On-site Child Daycare Services or Programs

Physical space for the service must be provided. Service must be from a licensed childcare provider for 20 hours or more per week, Monday-Friday. Program should provide daycare for children up to 6 years of age. The Program is distinct from an after-school or out-of-school program as described below.

### 4. After-school Care or Out-of-school Services or Programs

Service should be provided for 15 hours or more per week. The service may be or may serve as a substitute for childcare, enabling the youth's parents or guardians to find or sustain employment. The program increases a youth's potential for personal and financial success by providing strong, supportive role modeling, supporting constructive behaviors, and contributing to a youth's development and interest in education. Program is for school-age children ranging in age from 5 to 17 years old. The program is distinct from on-site child daycare program as described above.

### 5. Bona Fide Service Coordinator/Social Worker Available

Documentation supporting the experience and the duties of a service coordinator (not the on-site manager, for example) must be included in the application.

Estimated Score: 0

Points will be awarded to projects based on the extent to which they promote community stability, such as by revitalizing neighborhoods by optimizing project site use, preserving affordable housing, being an integral part of a community revitalization or economic development strategy approved by a unit of the state, local, or federal government, promoting transit-oriented development and providing access to community amenities, incorporating the use of sustainable building techniques or standards, increasing homeownership opportunities and economic integration, and not displacing low- or moderate-income households, or if such displacement will occur, assuring that such households will be assisted to minimize the impact of such displacement.

Supporting documentation must be submitted for a particular stabilizing feature to receive points for that project feature.

**1. Revitalizing Neighborhoods by Optimizing Project Site Use, or Preserving Affordable Housing**

<p>Select <u>one</u> of the following five options, as applicable to the project:</p>	
<input type="radio"/>	<p><b>Development on an Infill Site</b></p> <p>Development of housing on vacant and undeveloped parcels in dense areas, especially in urban and inner-suburban neighborhoods. The development takes advantage of existing infrastructure and promotes compact development that allows undeveloped land to remain open and green.</p> <p>Documentation requirement: A dated aerial photo of the site showing the outline of the entire site, or documentation of the infill designation from a government entity.</p>
<input type="radio"/>	<p><b>Adaptive Reuse of Non-residential Buildings or Structures</b></p> <p>The conversion to residential use of non-residential buildings or structures such as, but not limited to, warehouses, schools, hotels, and hospitals.</p> <p>Documentation requirement: A photo of the existing property and other third party documentation validating the previous use.</p>
<input type="radio"/>	<p><b>Demolition of Vacant, Abandoned, or Substandard Buildings</b></p> <p>Demolition must be undertaken by the Sponsor and demolition costs included in the development budget.</p> <p>Documentation requirement: Dated photos of the site clearly showing the vacant, abandoned or substandard condition of the structures to be demolished or documentation from a government entity validating the status of the property as vacant, abandoned, or substandard.</p>
<input type="radio"/>	<p><b>Substantial Rehabilitation of Vacant, Abandoned, or Substandard Buildings, which includes the preservation of affordable housing</b></p> <p>Documentation requirement: A project capital needs assessment prepared by a third party verifying that rehabilitation will extend the life of the property by at least 15 years.</p>
<input type="radio"/>	<p><b>Not Applicable</b></p>

**2. Community Revitalization or Economic Development Strategy**

Select <u>one</u> of the following four options, as applicable to the project: <span style="float: right;">!</span>
<input type="radio"/> <b>Priority Development Areas</b>
Documentation requirement: Documentation from a unit of the state, local or federal government, or instrumentality thereof verifying that all of a project's units are located within the geographic area of the community revitalization or economic development strategy.
<input type="radio"/> <b>Redevelopment Areas</b>
Documentation requirement: Documentation from a unit of the state, local or federal government, or instrumentality thereof verifying that all of a project's units are located within the geographic area of the community revitalization or economic development strategy.
<input type="radio"/> <b>Federal Place-Based Initiative Areas</b>
Documentation requirement: Documentation from a unit of the state, local or federal government, or instrumentality thereof verifying that all of a project's units are located within the geographic area of the community revitalization or economic development strategy.
<input type="radio"/> <b>Not Applicable</b>

**3. Proximity to Transit and Amenities**

**Number of transit lines located within a 1/3 mile radius of the project** .....  !

Project must be located within a 1/3 mile radius of a transit station, rail station, commuter rail station, bus station, or public bus. One-half point will be awarded for each line or route available, up to a maximum of 2 points.

To receive points, the transit line must be in place at the time of application. Distances must be measured using a standardized radius from the development site to the target transit line stop. Points will not be given if the radius line crosses a significant physical barrier or barriers. Such barriers include highways, railroad tracks, regional parks, golf courses, or any other feature that significantly disrupts the pedestrian walking pattern between the development site and the transit line stop. The radius line may be struck from the corner of the development site nearest the target transit line, to the nearest corner of the target transit line stop. However, a radius line shall not be struck from the end of an entry drive or on-site access road that extends from the central portion of the site itself by 250 feet or more. Rather, the line shall be struck from the nearest corner of the site's central portion.

Documentation requirement: A printout from the websites of Google, Mapquest, or Walkscore clearly showing the number of transit lines and the project's distance relative to those transit line stops. The map must be legible and have a clear scale and legend. Transit authority maps must accompany the aforementioned location maps to show the destinations of each line. Applications with non-contiguous scattered-site addresses will need to include multiple maps showing the distance from each property address to each relevant transit line stop. The Bank reserves sole discretion in determining the relevancy of the transit services and the suitability of the documentation in awarding points for this element.

List Name of Transit Lines (required to obtain points): 1000 character(s) remaining

**Number of amenities located within a 1/3 mile radius of the project**

.....

Project must be located within 1/3 mile radius of amenities appropriate and accessible to the project's population. One-half point will be awarded for each of the following eight items, up to a maximum of 2 points:

- o public park, recreational facility, or community center
- o public library
- o a grocery store of 5,000 gross interior square feet or more
- o health care facility or medical clinic
- o full banking services (check cashing or stand-alone ATM do not qualify)
- o public school (K-12), community college, or university
- o police or fire station, or post office
- o retail (i.e., clothing store, department store, hardware store, or pharmacy)

To receive points, the amenity must be in place at the time of application. Distances must be measured using a standardized radius from the development site to the target amenity. Points will not be given if the radius line crosses a significant physical barrier or barriers. Such barriers include highways, railroad tracks, regional parks, golf courses, or any other feature that significantly disrupts the pedestrian walking pattern between the development site and the amenity. The radius line may be struck from the corner of the development site nearest the target amenity, to the nearest corner of the target amenity site. However, a radius line shall not be struck from the end of an entry drive or on-site access road that extends from the central portion of the site itself by 250 feet or more. Rather, the line shall be struck from the nearest corner of the site's central portion. Where an amenity such as a grocery store resides within a larger shopping complex or commercial strip, the radius line must be measured to the amenity exterior wall, rather than the site boundary. The resulting distance shall be reduced in such instances by 250 feet to account for close-in parking.

Documentation requirement: Printout from the website of Google, Mapquest, or Walkscore clearly showing the project's distance relative to amenity. The map must be legible and have a clear scale and legend. Applications with non-contiguous scattered-site addresses will need to include multiple maps showing the distance from each property address to each relevant amenity. The Bank reserves sole discretion in determining the relevancy of the amenities and the suitability of the documentation in awarding points for this element.

List Name of Amenities (required to obtain points):

1000 character(s) remaining

#### 4. Sustainable Developments

<b>Select <u>one</u> of the following five options, as applicable to the project:</b>	
<input type="radio"/>	<b>LEED Certified, GreenPoint Certified, or National Green Building Standard Bronze. The rehabilitation of existing buildings may also be awarded points for a 20% improvement over the project's pre-rehabilitation rating under the Home Energy Rating System (HERS).</b>
Documentation requirement: Documentation from certifying agency, organization, certified HERS rater, or certified GreenPoint rater must be provided upon project completion.	
<input type="radio"/>	<b>LEED Silver, GreenPoint Silver, Enterprise Green Communities, or National Green Building Standard Silver. The rehabilitation of existing buildings may also be awarded points for a 25% improvement over the project's pre-rehabilitation HERS rating.</b>
Documentation requirement: Documentation from certifying agency, organization, certified HERS rater, or certified GreenPoint rater must be provided upon project completion.	
<input type="radio"/>	<b>LEED Gold or Higher, GreenPoint Gold or higher, or National Green Building Standard Gold or higher. The rehabilitation of existing buildings may also be awarded points for a 30% improvement over the project's pre-rehabilitation HERS rating.</b>
Documentation requirement: Documentation from certifying agency, organization, certified HERS rater, or certified GreenPoint rater must be provided upon project completion.	
<input type="radio"/>	<b>LEED-certified with net-zero certification or Enterprise Green Communities 2020 Plus certification</b>
A maximum of 4 points will be awarded for LEED- or Enterprise-certified projects receiving a net-zero certification for demonstrating any or one of the following: net-zero carbon emissions, net-zero energy use, net-zero water use or net-zero waste.	
Documentation requirement: Documentation from the US Green Building Council or Enterprise must be provided upon project completion.	
<input type="radio"/>	<b>Not Applicable</b>

Describe Certification Program (required to obtain points):

1000 character(s) remaining

## 5. Homeownership and Economic Integration

<b>Select <u>one</u> or <u>both</u> of the following two options, as applicable to the project:</b>	
<input type="checkbox"/>	<b>Creation of Affordable Homeownership Opportunities</b>
<p>Project must increase affordable homeownership opportunities in the targeted area. Rental projects with homeownership conversion plans qualify for points in this category.</p> <p>Documentation Requirements: Rental projects must submit homeownership conversion plan, such as a lease-to-own plan. Conversion plans must be legally enforceable for each resident.</p>	
<input type="checkbox"/>	<b>Location in High Resource Areas or Upper-Income Census Tracts</b>
<p>All project units, including scattered site projects, must be located in a census tract(s), or census block group, designated as high or highest resource areas on the most current Opportunity Area map, or equivalent area designated by a state or state Qualified Allocation Plan (QAP). If the state or QAP has no officially designated Opportunity Areas or other maps with designated high or highest resource areas, the project must be located in an upper-income census tract(s).</p> <p>Documentation requirement: Printout(s) of the state or QAP Opportunity Area maps* or equivalent, or printout(s) of the project census tract(s) from the website of the Federal Financial Institution Examination Council (FFIEC).</p> <p>* An applicant may choose to utilize the census tract(s), or census block group, resource designation from the high or highest resource maps in effect when the initial site control was obtained up to seven calendar years prior to the application.</p>	

## 6. Preventing or Minimizing Household Displacement

<b>Select <u>one</u> of the following three options, as applicable to the project:</b>	
<input type="radio"/>	<b>No Household Displacement (Project site is vacant and unoccupied)</b>
Provide an explanation of the project's situation if it is a vacant site or unoccupied existing building	<i>1000 character(s) remaining</i>
<input type="radio"/>	<b>Project Site Is Occupied and an Acceptable Relocation Plan is in Place</b>
<p>Documentation requirement: For an occupied existing building, including projects involving temporary on-site relocation, provide an acceptable relocation plan along with appropriate expenses allocated for relocation assistance in the development budget. The Bank will find acceptable, at its discretion, one of the following:</p> <p>Any plan that is approved by federal, state, or local government funder(s) involved in the financing of the project; or</p> <p>A relocation plan containing the following:</p> <ul style="list-style-type: none"> <li>o Resident notification strategy for informing tenants of their relocation with appropriate lead time commensurate with the extent of the renovations and required relocation stay;</li> <li>o Accommodation (monetary, labor assistance, or other) measures to be implemented. Monetary accommodation should consider reimbursement for extraordinary expenses such as movers, food, utilities, advisory or support services, storage of personal belongings, transportation, and security;</li> <li>o Temporary relocation planning such as moving within the property to a different unit (either permanently or temporarily), storing of personal property on-site, moving to a hotel for a designated period of time, or other alternatives;</li> <li>o Permanent relocation planning in the case of an occupant requesting such accommodation;</li> <li>o A relocation budget categorizing the relocation costs and an anticipated average cost per household.</li> </ul>	
<input type="radio"/>	<b>Displacement with No Mitigation</b>

Estimated Score: 0

Points will be awarded to projects based on the extent to which, at the time of application, they have documented that they have met certain development benchmarks, including site control and entitlements, and other benchmarks as may be applicable to the project. Completed projects, defined as projects that have received their Final Certificates of Occupancy, Notices of Completion, or final building permits, are not eligible to apply for AHP subsidy.

Site Control

Submit documentation for each parcel, with street addresses corresponding to assessor parcel numbers, if the project involves multiple sites. Points will not be awarded without supporting documents.

A. Units Under Full Site Control

Units Under Full Site Control

[Empty input field]



Supporting Document(s) Submitted\*

[Empty input field]

\* Only the listed documents that have a street address or Assessor's Parcel Number that match the project's property address will qualify for points.

Current Owner or Lessee

[Empty input field]

Name of Seller or Lessor

[Empty input field]

Acquisition or Lease Date

[Empty input field]

Purchase or Annual Lease Price \$

[Empty input field]

Is the seller or lessor affiliated in any way with the owner or lessee or any other persons or entities involved in this project? [Empty input field]

➔ If yes, describe the relationship. If the project is not financed with LIHTCs, also provide an appraisal for the property.

1000 character(s) remaining

[Large empty text area]

Has the subject property been operated as affordable housing? [Empty input field]

➔ If yes, indicate date that property was placed in service as affordable housing and the organization operating the project as affordable housing.

1000 character(s) remaining

[Large empty text area]

**B. Units Under Partial Site Control**

Units Under Partial Site Control



Supporting Document(s) Submitted\*

\* Only the listed documents that have a street address or Assessor's Parcel Number that match the project's property address will qualify for points.

Proposed Owner or Lessee

Name of Seller or Lessor

Proposed Acquisition or Lease Date

Proposed Purchase or Annual Lease Price \$

Is the seller or lessor affiliated in any way with the proposed owner or lessee or any other persons or entities involved in this project? .....

➔ **If yes**, describe the relationship. If the project is not financed with LIHTCs, also provide an appraisal for the property:

1000 character(s) remaining

Has the subject property been operated as affordable housing? .....

➔ **If yes**, indicate date that property was placed in service as affordable housing and the organization operating the project as affordable housing.

1000 character(s) remaining

**Building Permit Readiness Issuance**

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Number of units for which a building permit has been issued or is ready to be issued .....

Most recent date of permit issuance (if multiple building sites, submit list specifying properties..... and respective dates)

Number of units for which a building permit-ready letter has been issued .....

Most recent date of permit-ready letter (if multiple building sites, submit list specifying properties..... and respective dates)

Submit Attachment 9 signed by the local building permit agency as evidence of readiness to begin construction for all units. Copies of the permit ready letter(s) or issued permit(s) must also be included. Attachment 9 must be re-issued/re-executed with each new round. A proxy letter from tribal entities may be substituted for projects on Native American tribal lands. Points will not be awarded without documentation. Submit documents for each parcel. Credit cannot be awarded for building permit or permit readiness if full site control is not documented.

---

**In-District Projects (Maximum Points: 5)** **Status: Not Started**

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**Estimated Score: 0**

All units are located in the Bank's district comprised of Arizona, California, and Nevada .....  

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**Subsidy per Unit (Maximum Points: 12)** **Status: Not Started**

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**Estimated Score: 0**

For reference only. Responses entered in the Subsidy Requested and Targeting to Lower-Income Households.

Number of income restricted units in the project .....  

AHP subsidy requested .....  

AHP subsidy requested per unit .....  

## Score Summary

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Estimated scores are provided as reference only. The final application score shall be determined upon review by the Bank. The interpretation and implementation of scoring criteria shall be subject to the Bank's sole discretion.

Category	Maximum Points	Estimated Score
Targeting to Lower-Income Households	20	0.00
Use of Donated or Conveyed Government-owned or Other Properties	5	0.00
Sponsorship by a Not-For-Profit Organization or Government Entity	7	0.00
Housing for Homeless Households	6	0.00
Housing for Special Needs Populations	5	0.00
Housing for Households Requiring Large Units	3	0.00
Housing in Rural Areas	5	0.00
Promotion of Empowerment	5	0.00
Community Stability, Including Affordable Housing Preservation	14	0.00
Project Readiness	7	0.00
In-District Projects	5	0.00
Subsidy per Unit	12	0.00
<b>Estimated Final Score:</b>		<b>0.00</b>

### General Instructions and Notes

1. All shaded cells are protected and cannot be altered.
2. Complete all worksheets sequentially.

### Targeting Worksheet

1. Enter the annual 50% (very-low) AMI, adjusted for family size, based on the HUD income limit guidelines.
2. Attach a copy of the relevant HUD Income Limits page showing the income data for this project.
3. If applicable, indicate which units are reserved for Homeless, Special Needs, or both. Numbers of units reserved must be consistent with the Homeless and Special Needs scoring categories to receive scoring credit.
4. For transitional housing, enter the number of projected households as the number of units.
5. Under bedroom size, for studios, select "0" as the number of bedrooms.
6. Do not input operating subsidies as rental subsidies (see 15-Year Operating Pro Forma).
7. Always note non-income restricted units and manager's units.
8. Enter the scheduled rent and rental subsidy for each type of unit. AHP guidelines require that the rent paid by each household (excluding utilities) not exceed 30% of the targeted income for the unit. The farthest column to the right shows if a unit passes or fails this "30% Rent Test."
9. For occupied rental projects, households must be income-qualified to meet the AHP targeting commitments at one of two points in time:
  - Upon initial occupancy after completion of acquisition or rehab for projects with an approved relocation plan, or
  - At application for projects without an approved relocation plan.

This means that grandfathering-in households who were income-qualified at a move-in date prior to the AHP application is not allowed. For households whose incomes have increased during their tenure at the project, and now exceed the unit's original targeting designation, targeting commitments in the AHP application should reflect current household income. For example, the targeting for a unit where the household was income-qualified for a 50% AMI unit at move-in in 2015 who is now earning 80% AMI should be set at 80% AMI, not 50% AMI.

### Sources and Uses Worksheet

1. Enter the project's total residential square footage which may include common areas and residential podium parking.
2. Enter tax credit sales price, if applicable.
3. Select construction type, either "New Construction" and/or "Rehab." Also select the building type, "Apartments," "Single Family Homes," or "Townhomes."
4. Do not include non-cash "costs," that are both a use and a source, e.g. donated land, appraised value of land, accrued soft debt interest, volunteer labor, pro-bono services, fee waivers, expenses to be reimbursed.
5. Ensure purchase price/acquisition cost is consistent with readiness and donation sections in the AHP Application and that documentation is provided.
6. If the property owner, lessee, or sponsor acquires the project property from a party, affiliated in any way with the property owner, lessee, sponsor, or any other persons or entities involved in the project, in a non-arm's length transaction, the Bank will consider such acquisition to be a related party transaction. When evaluating related party transactions, the Bank may consider any net cash gain from the transaction as excess sources of funds, unless the gain is: 1) contributed to the project as owner equity, 2) provided to the project as carry-back financing, or 3) used to retire existing debt on the property.
7. For rehabilitation of existing affordable housing projects, not involving the acquisition of property, acquisition costs (i.e., those costs reflected on the Sources and Uses Worksheet) will not be included in the total development cost for the purpose of determining the allowable developer fee.
8. Capitalized reserves (such as operating, replacement, transition, or social service reserves) must be paid for by sources other than AHP subsidy or conventional financing.
9. Do not include California's Mental Health Service Act Capitalized Operating Subsidy Reserve as a development cost if the reserve is not held by the project.
10. If capitalized partnership management, asset management, and/or investor service fee reserves are included in the budget, provide an explanation and third-party documentation justifying why the capitalized fees are required. Excessive and/or unnecessary reserves may indicate that the project does not demonstrate a need for the AHP award. The Bank, at its discretion, will determine whether the reserves are acceptable and appear necessary for project feasibility.

11. Be sure to indicate all financing details, hard, soft, rates etc., of all permanent debt. The spreadsheet fully amortizes all debt. If necessary, alter worksheet columns to properly reflect simple interest or interest only payments. If financing is soft debt, loan term cells will be grayed out and details **do not** need to be included.
12. Hard debt is defined as contractually obligated debt requiring repayment from project operating cash flow, excluding residual receipts-based loans and soft debt fee payments.
13. The Annual Debt Service calculation is editable in the last column to allow for interest-only debt payments or other mandatory fee payments to be added to total debt service if needed.
14. To ensure consistent and reasonable rate assumptions, interest rates and spreads should be set in accordance with the Interest Rate Assumptions Guidelines.
15. Indicate whether funds have been approved or not approved at the bottom of the worksheet.
16. Documentation of approved sources of financing must be provided.

Sample

### Sources of Funds Summary Worksheet

1. The worksheet collects data required by the Federal Housing Finance Agency. Select which sources are applicable to your project.
2. Include only permanent financing sources; exclude construction and bridge financing.
3. For HUD, USDA, and VA financing, select "Other Federal Housing Programs."
4. If a source does not fall clearly within the listed categories, select "Other."

### 15-Year Operating Pro Forma Worksheet

1. All costs except for the replacement reserves trend upward. All unshaded cells may be edited.
2. Indicate if the project is receiving project-based rental subsidy and the status of the rental subsidy commitment, if applicable. Submit approval letter or rental subsidy agreement with Evidence of Committed Financing documentation.
3. Three lines are included for "Other" expenses. Provide details for these "Other" expenses.
4. Enter residual receipt payments, any "below the line" partnership management fees, or deferred fees paid from cash flow on the appropriate lines.
5. Adjust debt service if loan payments change during the 15-year retention period.
6. Social service costs cannot be included as an operating expense.

### 15-Year Commercial Operating Pro Forma Worksheet

1. Complete this worksheet if the project includes income-generating commercial space.
2. If your project has permanent debt and the permanent loan has already been underwritten, indicate whether the lender included commercial income in their underwriting and sizing of the permanent loan.
3. Indicate whether the commercial lease will be triple net (NNN).
4. Enter estimated commercial rents from all potential commercial tenants. If the commercial space will be master leased, enter the estimated amount of the master lease payments.
5. Enter all commercial expenses in the lines provided. Three lines are included for "Other" expenses. Provide details for these "Other" expenses.
6. If hard debt was used to pay for commercial development costs, include the amount of debt service that the commercial portion of the building will carry.
7. Total effective commercial gross income and total commercial expenses will automatically populate in the 15-year Operating Pro Forma worksheet based on what you enter in the Commercial Operating Pro Forma.

### Promotion of Empowerment Budget Worksheet

1. This worksheet ties to the scoring of promotion of empowerment. No empowerment points will be awarded if this is not filled out.
2. Include the source(s) of revenue that will be used to pay for resident services described in the promotion of empowerment section of the application.
3. Include all expenses related to these services.
4. Total revenue minus total expenses should equal zero.

### Benchmarks Worksheet

1. Provide detailed explanations and supporting documentation for all benchmark deviations (e.g. requirements of other funding sources). Except for construction cost per square foot and interest rate assumptions, benchmark deviations are indicated by "No" in Column E. Deviation explanations must be quantifiable in relation to the amount the benchmark is exceeded. Supporting documentation from a third party is required for the Construction Cost per Square Foot, Capitalized Replacement Reserve, and Capitalized Operating Reserve benchmark deviations, and is preferred for all other benchmark deviations.
2. Enter the project's RSMMeans maximum construction cost per square feet limit within the "Construction Costs per Square Foot" benchmark explanation. Refer to the RSMMeans list of construction costs per square-foot by building type and location.

### Targeting Self-Score Worksheet

1. Enter AMI target(s) other than 50% to determine the project's Targeting score.

### AHP Application Comparison Worksheet

1. After completing all other worksheets, press the "Run Comparison Now" button. A new window will open on your screen. Find the project's AHP Application, select that file, and press "Open." (Make sure macros are enabled in the workbook).
2. If there are any "No's" in the "Match" column, review and edit the responses on the application and financial workbook to ensure consistent data between the two documents.



Project Name	Total Units	Residential Square Footage	Tax Credit Sales Price
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Select From Below

Sources of Financing (Enter additional sources below)

Construction Type	Uses of Funds	AHP Requested	Owner Equity	LIHTC Proceeds	Permanent Loan								(Must = 0)
<b>Building Type</b>													
<b>LAND COST/ACQUISITION</b>													
Land Cost													-
Holding Costs													-
Demolition													-
Legal (includes closing costs)													-
<b>Total Land Cost</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
Existing Improvements													-
Off-Site Improvements													-
<b>Total Land &amp; Acquisition Costs</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>NEW CONSTRUCTION / REHAB</b>													
Site Work													-
Structures													-
General Requirements													-
Contractor Overhead													-
Contractor Profit													-
Prevailing Wages													-
General Liabilities Insurance													-
Environmental Remediation													-
Hard Cost Contingency													-
<b>Total New Construction / Rehab Costs</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>ARCHITECTURAL FEES</b>													
Design													-
Supervision													-
Survey & Engineering													-
<b>Total Architectural &amp; Engineering Costs</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>CONSTRUCTION INTEREST &amp; FEES</b>													
Construction Loan Interest													-
Origination Fee													-
Credit Enhancement & Application Fee													-
Bond Premium													-
Taxes													-
Insurance													-
Title & Recording													-
Other													-
<b>Total Construction Interest &amp; Fees</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>PERMANENT FINANCING</b>													
Loan Origination Fee													-
Credit Enhancement & Application Fee													-
Title & Recording													-
Other													-
<b>Total Permanent Financing Costs</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>LEGAL FEES</b>													
Lender Legal Paid by Applicant													-
Other													-
<b>Total Attorney Costs</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>RESERVES</b>													
Rent Reserves													-
Operating Reserves													-
Replacement Reserves													-
Other													-
<b>Total Reserve Costs</b>	-	-	-	-	-	-	-	-	-	-	-	-	-

Project Name	Total Units	Residential Square Footage	Tax Credit Sales Price
--------------	-------------	----------------------------	------------------------

Select From Below

Sources of Financing (Enter additional sources below)

Construction Type	Uses of Funds	AHP Requested	Owner Equity	LIHTC Proceeds	Permanent Loan							(Must = 0)
Building Type												
<b>OTHER PROJECT COSTS</b>												
TCAC Application/Allocation/Monitoring Fees												-
Environmental Audit												-
Local Development Impact Fees												-
Permit Processing Fees												-
Capital Fees												-
Marketing												-
Furnishings												-

Sample

Project Name	Total Units	Residential Square Footage	Tax Credit Sales Price
--------------	-------------	----------------------------	------------------------

Select From Below

Sources of Financing (Enter additional sources below)

Construction Type	Uses of Funds	AHP Requested	Owner Equity	LIHTC Proceeds	Permanent Loan								(Must = 0)
<b>Building Type</b>													
<b>OTHER PROJECT COSTS (continued)</b>													
Appraisal													-
Market Study													-
Relocation Expenses													-
Soft Cost Contingency													-
Other													-
<b>Total Other Costs</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>DEVELOPER COSTS</b>													
Developer Fee (includes Project Administration)													-
Consultant/Processing Agent													-
Broker Fees Paid with Project Funds to a Related Party													-
Construction Management Oversight													-
Other													-
<b>Total Developer Costs</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>SYNDICATION (Investor &amp; General Partner)</b>													
Organizational Fee													-
Bridge Loan Fees/Expenses													-
Legal Fees													-
Consultant Fees													-
Accountant Fees													-
Tax Opinion													-
Other													-
<b>Total Syndication Costs</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Residential Development Costs</b>	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Commercial Development Costs</b>													-
<b>Grand Totals Sources and Uses</b>	-	-	-	-	-	-	-	-	-	-	-	-	-

Loan, grant, or equity?

Equity

Equity

Loan

Status of Permanent Financing Commitment (Approved or Not Approved)

If loan, soft or hard debt?

If hard debt, complete all required cells

Loan Term (years)													
Loan Amortization Period (years)													
Loan Interest Rate													
<b>Annual Debt Service (year 1) (calculate for hard debt only)</b>	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Loan Adjustment Period(s)													
Loan Adjustment Caps (basis points)													
Balloon Payments (term year)													
Special Terms?													

**Total Committed Financing**

-

<b>Project Name</b>	
---------------------	--

Please provide the required information below.

Project Financing Sources*	
Select "Yes" or "No"	Does the project intend to utilize funding from the following:
	HOME
	Community Development Block Grant (CDBG)
	Federal Housing Administration (FHA) insured
	Low Income Housing Tax Credits (LIHTC)
	Other Federal Housing Programs (excluding those listed above)
	Tax-exempt Multifamily Housing Bonds
	State Funds (excluding Federal Government program funds)
	Local Government Funds (excluding Federal Government program funds)
	Non-Government Donated Funds (charitable funds)
	Member Permanent Loans
	Other

\* List only permanent financing sources.



Project Name		Total Units	Project Based Rental Subsidy (Indicate "Yes" or "No")									
<b>Income Assumptions</b>		Rate of Increase	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Gross Residential Rents-Restricted Income Units			-	-	-	-	-	-	-	-	-	-
Gross Residential Rents-Restricted Income Units Subsidy			-	-	-	-	-	-	-	-	-	-
Gross Residential Rents-Non-restricted Income Units			-	-	-	-	-	-	-	-	-	-
Less Vacancy % of Gross Rents =			-	-	-	-	-	-	-	-	-	-
Commercial Income			-	-	-	-	-	-	-	-	-	-
Laundry, Parking			-	-	-	-	-	-	-	-	-	-
Other			-	-	-	-	-	-	-	-	-	-
Other			-	-	-	-	-	-	-	-	-	-
<b>Total Effective Gross Income</b>			-	-	-	-	-	-	-	-	-	-
<b>Expense Assumptions</b>		Rate of Increase										
Management Fee Dollars per Unit/Mo. =			-	-	-	-	-	-	-	-	-	-
Legal & Audit			-	-	-	-	-	-	-	-	-	-
Advertising			-	-	-	-	-	-	-	-	-	-
Gas & Electric			-	-	-	-	-	-	-	-	-	-
Water, Sewer, Waste Removal			-	-	-	-	-	-	-	-	-	-
Supplies			-	-	-	-	-	-	-	-	-	-
Payroll			-	-	-	-	-	-	-	-	-	-
Insurance			-	-	-	-	-	-	-	-	-	-
Pest Control			-	-	-	-	-	-	-	-	-	-
Maintenance / Repair			-	-	-	-	-	-	-	-	-	-
Operating Reserves Dollars per Unit =			-	-	-	-	-	-	-	-	-	-
Replacement Reserves Dollars per Unit =			-	-	-	-	-	-	-	-	-	-
Real Estate Taxes (exempt if in CA)			-	-	-	-	-	-	-	-	-	-
Local & State Assessments			-	-	-	-	-	-	-	-	-	-
Partnership Management Fee (tax credits only)			-	-	-	-	-	-	-	-	-	-
Mandatory Debt Fee Payments (e.g., CA MHP, TOD, MHSA)			-	-	-	-	-	-	-	-	-	-
Commercial Expenses			-	-	-	-	-	-	-	-	-	-
Other			-	-	-	-	-	-	-	-	-	-
Other			-	-	-	-	-	-	-	-	-	-
Other			-	-	-	-	-	-	-	-	-	-
<b>Total Expenses</b> Operating Cost/Unit			-	-	-	-	-	-	-	-	-	-
<b>Net Operating Income</b>			-	-	-	-	-	-	-	-	-	-
<b>Debt Service</b> (Hard Debt Only from S&U Statement)			-	-	-	-	-	-	-	-	-	-
<b>Debt Service Coverage Ratio</b>			-	-	-	-	-	-	-	-	-	-
<b>Cash Flow</b>			-	-	-	-	-	-	-	-	-	-
Operating Grant/Reserve												
Operating Grant/Reserve												
Residual Receipts Payment to												
Residual Receipts Payment to												
Residual Receipts Payment to												
<b>Net Cash Flow</b>			-	-	-	-	-	-	-	-	-	-



Project Name		Total Units	Did your permanent lender						
Income Assumptions		Rate of Increase	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
Scheduled Commercial Rents			-	-	-	-	-	-	-
Less Vacancy		% of Gross Rents =	-	-	-	-	-	-	-
Other			-	-	-	-	-	-	-
Other			-	-	-	-	-	-	-
<b>Total Effective Commercial Gross Income</b>			-	-	-	-	-	-	-
Expense Assumptions		Rate of Increase							
Management Fee		Dollars per Unit/Mo. =	-	-	-	-	-	-	-
Legal & Audit			-	-	-	-	-	-	-
Advertising			-	-	-	-	-	-	-
Gas & Electric			-	-	-	-	-	-	-
Water, Sewer, Waste Removal			-	-	-	-	-	-	-
Supplies			-	-	-	-	-	-	-
Payroll			-	-	-	-	-	-	-
Insurance			-	-	-	-	-	-	-
Pest Control			-	-	-	-	-	-	-
Maintenance / Repair			-	-	-	-	-	-	-
Operating Reserves		Dollars per Unit =	-	-	-	-	-	-	-
Replacement Reserves		Dollars per Unit =	-	-	-	-	-	-	-
Real Estate Taxes			-	-	-	-	-	-	-
Local & State Assessments			-	-	-	-	-	-	-
Other			-	-	-	-	-	-	-
Other			-	-	-	-	-	-	-
Other			-	-	-	-	-	-	-
<b>Total Expenses</b>		Operating Cost/Unit	-	-	-	-	-	-	-
<b>Net Operating Income</b>			-	-	-	-	-	-	-
<b>Debt Service</b> (Hard Debt Only)			-	-	-	-	-	-	-
<b>Debt Service Coverage Ratio</b>			-	-	-	-	-	-	-
<b>Cash Flow</b>			-	-	-	-	-	-	-
Operating Grant/Reserve									
Operating Grant/Reserve									
Residual Receipts Payment to									
Residual Receipts Payment to									
Residual Receipts Payment to									
<b>Net Cash Flow</b>			-	-	-	-	-	-	-



<b>Project Name</b>		<b>Total Units</b>	
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Source of Revenue	Year 1	Notes
<b>Total Revenue</b>	-	

Expenses		
<b>Total Expenses</b>	-	
<b>Total Revenue minus Total Expenses</b>	-	

Sample

Project Name		Total Units			
Criterion	Per Schedules	Feasibility Benchmark	Oversubsidization Benchmark	Within Benchmarks?	Provide detailed explanations and supporting documentation for all benchmark deviations. Deviation explanations must be quantifiable in relation to the amount the benchmark is exceeded. Third-party supporting documentation is preferred.
<b>Development Budget</b>					
Construction costs per square foot (excluding land costs and soft costs)	\$0.00	<p>To ensure consistent and reasonable cost assumptions, the per square foot construction cost should not be greater than the gross residential square footage cost estimates provided by the RSMMeans Company and included in the application Reference Guide.</p> <p>Calculation takes total new construction or rehab costs minus environmental remediation and hard cost contingency, and divides it by total residential square footage. Off-site work, environmental remediation, and hard cost contingency line items cannot be used to explain benchmark deviation.</p>			
Total construction hard costs					
Construction/rehabilitation hard cost contingency as % of construction/rehabilitation hard costs	0.00%	New Construction = 5.0% Rehab = 7.5%	New Construction = 10.0% Rehab = 20.0%	No	
Capitalized replacement reserves	\$0	\$0 on new construction projects. Variable on rehabilitation projects depending on age and condition of building (Exceptions made if reserves required by funding agency)			Yes
Capitalized operating reserves	\$0	\$0	12 months operating expense and debt service payments (must be covered by financing sources other than AHP. Must provide documentation for benchmark deviation.): \$0	Yes	
Total developer fee	\$0				
Total developer fee as percentage of total residential development costs	0.00%	\$0	Not greater than 12% of total residential development costs (including developer fee, but <b>excluding all capitalized reserves</b> )	Yes	
Soft cost contingency as % of soft costs	0.00%	0.0%	10.0%	Yes	

Project Name		Total Units			
Criterion	Per Schedules	Feasibility Benchmark	Oversubsidization Benchmark	Within Benchmarks?	Provide detailed explanations and supporting documentation for all benchmark deviations. Deviation explanations must be quantifiable in relation to the amount the benchmark is exceeded. Third-party supporting documentation is preferred.
<b>15-Year Operating Pro Forma</b>					
Pro forma assumptions for income compared to expense increases. Expense increase minus income increase =	0%	Expenses increase 1% faster than revenues; e.g., 4% cost increase versus 3% income increase	Expenses increase 2% faster than revenues; e.g., 5% cost increase versus 3% income increase	No	
Vacancy and bad debt rate: residential		Projects with <u>No</u> Project-Based Rental Subsidies 5%	All Projects	No	
		Projects with Project-Based Rental Subsidies 3%	10%		
Vacancy and bad debt rate: commercial		10% of gross rents	50% of gross rents	N/A	
Management fees per unit per month	\$0	Not less than \$25	Not greater than \$65	No	
Operating reserves per unit per year	\$0	\$0, but if zero, must have adequate cushion built into debt service coverage ratio	Not greater than \$300 per unit per year	Yes	
Annual replacement reserves per unit	\$0	\$250	\$600	No	
Operating cost per unit per year	\$0	Not less than \$4,000	Not greater than \$8,000	No	
Debt service coverage ratio in Year 1 (defined as net operating income divided by debt service payment)		1.050	1.450	N/A	
Net cashflow in Year 1	\$0	0%	Not to exceed 10% of gross income in year one unless cashflow is needed by project to cover deficits throughout the retention period, or in order to meet minimum underwriting requirements for other lenders.	Yes	
			10%		
Net cashflow in Years 1 through 5	\$0	\$0	Not to exceed the amount of the subsidy request. \$0	No	
Partnership management fees (tax credits only)	\$0	\$0	\$10,000 in year one (annual increases not to exceed 3.5%)	Yes	
Term of permanent financing	0	Not less than 15 years, unless extenuating circumstances		N/A	

Project Name		Total Units			
Criterion	Per Schedules	Feasibility Benchmark	Oversubsidization Benchmark	Within Benchmarks?	Provide detailed explanations and supporting documentation for all benchmark deviations. Deviation explanations must be quantifiable in relation to the amount the benchmark is exceeded. Third-party supporting documentation is preferred.
Interest rate assumptions	0.00%	To ensure consistent and reasonable rate assumptions, interest rates and spreads should be set in accordance with the Interest Rate Assumptions Guidelines included in the application package.			

Sample

Project Name	Proposed No. of Units	Proposed AMI Targets	Proposed No. of Units @ 50% AMI or less	Proposed No. of Units >50% & <=80% AMI	WAAMIT Calc
	-	50%	-	-	-
	-		-	-	-
	-		-	-	-
	-		-	-	-
	-		-	-	-
	-		-	-	-
	-		-	-	-
	-	<b>Total Targeted</b>	-	-	-
	-	<b>Non-Restricted Manager Units</b>			
	-	<b>Non Income-Restricted Special Needs Units</b>			
	-	<b>Other Non-Restricted Units</b>			
	-	<b>Total Units - must match Targeting Worksheet</b>			
	-	<b>Units failing rent cap of 30% income</b>			

**Note:**

1. No additional points given for units targeted below 50% AMI.
2. In order to score your own project, you must fill in the AMI target(s) greater than 50% proposed in your Rental Projects Worksheet.
3. Shaded cells are password protected.

Step I	Line	Score
Percent of total units at 50% AMI or lower	1	Fill in targeting
Subtract 20 from line above	2	0.00
<b>Multiply this percentage by .50 (base score)</b>	3	0.00

Step II	Line	Score
Subtract base score from 20 (remaining possible points)	4	0.00
Weighted Average Area Median Income Target (WAAMIT) for	5	0.00
Divide remaining possible points by 30	6	0.00
Line 5 subtracted from .80	7	0.00
Multiply line 6 by line 7 (adjustment)	8	0.00
<b>Base score plus adjustment (final score)</b>	9	0.00

**Instructions**

Click the "Run Comparison Now" button below to validate that the below referenced fields have matching values between the project's AHP Application and this Rental AHP Application Financial Workbook.

Comparison Last Executed ----- Not Yet Compared

Field	Financial Workbook Value	AHP Application Value	Match?
Direct Subsidy Requested	\$0		Not Yet Compared !
Total Number of Units in Project	0		Not Yet Compared !
Total Income-Restricted Units	0		Not Yet Compared !
Total Non-Income Restricted Units	0		Not Yet Compared !
Manager's Units	0		Not Yet Compared !
Number of Homeless Units	0		Not Yet Compared !
Total Number of Special Needs Units	0		Not Yet Compared !
Targeting Weighted Average	0.00000%		Not Yet Compared !
Households Requiring Large Units	0		Not Yet Compared !

Sample

% Complete (Required Fields)

**Owner-Occupied Project**

**Field Symbol Legend:**

Required ⓘ

Valid Entry ✓

Invalid Entry ✗

No Entry Required

**Table of Contents**

1. General Information		2. Scoring	
a. Project Location	Not Started	a. Targeting	Not Started
b. Member Information	Not Started	b. Donated or Conveyed Property	Not Started
c. Sponsor Information	Not Started	c. Nonprofit Sponsorship	Not Started
d. Subsidy Request	Not Started	d. Homeless Housing	Not Started
e. Webinars & Technical Assistance	Not Started	e. Promotion of Empowerment	Not Started
f. Project Type and Characteristics	Not Started	f. Special Needs	Not Started
> Project Description		g. Rural	Not Started
g. Timing and Use of Funds	Not Started	h. Home Purchase	Not Started
h. Member Involvement	Not Started	i. In-District Projects	Not Started
i. Project Sponsor Profile	Not Started	j. Project Readiness	Not Started
j. Development Partner(s)	Optional ✓	k. Community Stability	Not Started
		l. In-District Projects	Not Started
		m. Subsidy per Unit	Not Started
		n. Score Summary (Estimated Final Score: 0.00)	

**Project Location**

**Status: Not Started**

Name of Project\*

 ⓘ

Address

 ⓘ

City

 ⓘ

State

 ⓘ

ZIP Code

 ⓘ

Census Tract (xxxx.xx)

 ⓘ

County

 ⓘ

Assessor's Parcel Number (for each project parcel, if available)

\* Information provided must match information supplied by the applicant on the Workspace Set-up Form

**Member Information**

**Status: Not Started**

Member Name\*

Member Contact Name\*

Title

Address

City

State

ZIP Code

Email Address\*

Telephone (Including Area Code)

\* Information provided must match information supplied by the applicant on the Workspace Set-up Form

**Sponsor Information**

Status: Not Started

Sponsor Name\*

Sponsor Contact Name\*

Title

Address

City

State

ZIP Code

Email Address\*

Telephone (Including Area Code)

\* Information provided must match information supplied by the applicant on the Workspace Set-up Form

**Subsidy Request**

Status: Not Started

**Direct Subsidy Requested**

Direct Subsidy Amount (Maximum: \$1,250,000)

Subsidy amount must match the subsidy listed on the financial worksheets.

**Prior Subsidy Award**

Prior Award Amount	Project Name	Project Number
<input type="text"/>	<input type="text"/>	<input type="text"/>

Enter zero if no prior award. Projects with existing awards may only reapply in the competition if the project's entire existing award is deobligated and any previously disbursed subsidies are repaid before the application submission deadline date. Members and sponsors of projects with existing AHP awards from FHLBanks other than San Francisco, may not submit new applications for AHP subsidy on behalf of these projects unless the existing subsidies are canceled and any previously disbursed subsidies are repaid.

**Subsidized Advance Requested**

Advance Amount	Term of Advance	Rate Requested
<input type="text"/>	<input type="text"/>	<input type="text"/>

All approved requests for subsidized advances will be considered advance commitments and will be subject to the terms and conditions, including applicable cancellation and prepayment fees, of the Advances and Security Agreement between the member institution and the FHLBank San Francisco. The repayment and amortization terms of the subsidized advance must match those of the member institution's loan to the project.

**Concurrent Submissions to Other FHLBanks**

If this project is concurrently applying for AHP Subsidy at another FHLBank, which FHLBank:

- Atlanta     
  Boston     
  Chicago     
  Cincinnati     
  Dallas  
 Des Moines     
  Indianapolis     
  New York     
  Pittsburgh     
  Topeka

Project Name(s) of concurrent application(s)	Subsidy Amount Requested
<input type="text"/>	<input type="text"/>

Members and sponsors of projects with existing AHP awards from FHLBanks other than San Francisco, may not submit new applications for AHP subsidy on behalf of these projects unless the existing subsidies are canceled and any previously disbursed subsidies are repaid.

**Application Webinars and Technical Assistance**

*Status: Not Started*

Has the project sponsor (or representative) attended an AHP Application Webinar for the current competition? .....

Would the project sponsor (or representative) consider attending an AHP Application Webinar in the future? .....

Has an application for this project been unsuccessfully submitted in a previous AHP competition? .....

➔ **If yes**, project name of previous submission .....

➔ **If yes**, application round or date of previous submission .....

Has the project sponsor (or representative) received technical assistance from the Federal Home Loan Bank of San Francisco to re-apply for AHP subsidy in the current competition? .....

Project Type

Single-family or multifamily .....

Self-help housing .....

Scattered site .....

➔ If yes, will ALL units be located in AZ, CA, or NV? .....

➔ If yes, Describe the scattered site .....

1000 character(s) remaining

New construction .....

Rehabilitation .....

Acquisition .....

Job Creation (non-construction)

Will the project directly create permanent non-construction jobs? .....

➔ If yes, how many full time jobs? .....



**Other FHLBank San Francisco Programs**

---

Is the project using financing through the FHLBank San Francisco Access to Housing and Economic Assistance for Development (AHEAD) Program?  ⓘ

Is the project using financing through the FHLBank San Francisco Advances for Community Enterprise (ACE) discounted credit program?  ⓘ

Is the project using financing through the FHLBank San Francisco Community Investment Program (CIP) discounted credit program?  ⓘ

Is the project using financing through the FHLBank San Francisco Quality Jobs Fund?  ⓘ

➔ **If yes to any of the questions above**, please specify the program and provide details, such as award number or name, advance or letter of credit number, etc. 1000 character(s) remaining

**Supplemental Information**

---

Is the project located on a military base?  ⓘ

Is the project located on Native American Land or Hawaiian Home Lands?  ⓘ

Is the project using financing through a USDA program?  ⓘ

➔ **If yes**, specify which USDA program: 1000 character(s) remaining

## Project Description

---

Provide a concise description of the project. Describe how the project meets a local community need, how the need for the project was determined, and any special project features.

3000 character(s) remaining

!

## Market Feasibility

---

Describe the project's feasibility, including local market conditions that would justify the project. Owner-occupied new construction projects (excluding self-help construction) are also required to submit the project's market study or market analysis.

2000 character(s) remaining

!

Projects may submit a third-party market study, a third-party market analysis, or a sponsor-prepared market analysis. All market studies and analyses must have been completed or updated within twelve months of application submission. The market study or analysis must be comprehensive and include: a description of the primary and, if applicable, secondary market area and the rationale for market area boundaries; a description of neighborhood conditions, including land uses and, for single-site projects, the use and status of adjacent properties; demographic and economic conditions; a discussion and analysis of housing supply, including recent sales data and concurrently planned comparable projects; a discussion and analysis of housing demand, including the number of households by household size with incomes sufficient to afford the average monthly mortgage payment for proposed units and also with incomes less than the target AMI indicated on the Owner-Occupied Project Benchmarks worksheet; the availability of housing counseling and education services and local lending institutions; the projected absorption rates of the constructed units; how the project sponsor plans to market the units; and a summary of project strengths and weaknesses. For more information, please see "AHP Owner-Occupied Project Market Study Guidelines."

**Fair Housing**

Explain how the project affirmatively promotes fair housing and complies with fair housing laws and regulations. If available, submit affirmative marketing materials with the application.

2000 character(s) remaining

**Timing and Use of Funds**

Status: Not Started

During which phase of the project will the subsidy be disbursed? .....	<input type="text"/>	!
When will the project begin construction or issue mortgages? .....	<input type="text"/>	!
Will the project utilize the AHP funds within 12 months of approval? .....	<input type="text"/>	!
<i>Utilization includes disbursement of funds or using the commitment of AHP to secure other financing sources.</i>		
Estimated or actual construction/rehabilitation start date .....	<input type="text"/>	!
Estimated construction/rehabilitation completion date .....	<input type="text"/>	!
Will the AHP funds:		
Write down the interest rate on a home mortgage? .....	<input type="text"/>	!
Pay homebuyer closing costs? .....	<input type="text"/>	!
Pay homebuyer counseling costs? .....	<input type="text"/>	!
Fund a loan pool? .....	<input type="text"/>	!
Capitalize a revolving loan fund? .....	<input type="text"/>	!

Is the member selling real estate that it owns (REO) to the project?  ⓘ

Does the member hold a lien or mortgage on property that is being sold to the project?  ⓘ

Is the member selling services to the project?  ⓘ

➔ If yes is the answer to any of the three questions above, describe the terms of the transactions. 1000 character(s) remaining

The purchase price of property or services, as reflected in the project's development budget, sold to the project by a member providing AHP subsidy to the project, or, in the case of property, upon which such member holds a mortgage or lien, may not exceed the market value of such property or services as of the date the purchase price was agreed upon. In the case of real estate owned property sold to a project by a member providing AHP subsidy to the project, or property sold to the project upon which the member holds a mortgage or lien, the market value of such property is deemed to be the "as-is" or "as-rehabilitated" value of the property, whichever is appropriate. That value shall be reflected in an independent appraisal of the property performed by a state certified or licensed appraiser, as defined in 12 CFR 564.2(j) and (k), within 6 months prior to the date the Bank disburses AHP subsidy to the project.

Excluding the pass-through of AHP subsidy, is the member providing any type of financing?  ⓘ

➔ If yes, is the financing a bridge loan?

➔ If yes, is the financing a construction loan?

➔ If yes, is the financing a home mortgage?

Excluding the pass-through of AHP subsidy, is the FHLBank San Francisco providing an advance in connection with this subsidy request?  ⓘ

Excluding the pass-through of AHP subsidy, is the member providing reduced closing costs?  ⓘ

Is the member providing in-kind contributions or services?  ⓘ

Sponsor Name

[Empty text input field]

Sponsor Organization Type and Tax Status

[Empty text input field]

**Sponsor Covered Misconduct and Eligibility Certification**

Sponsor certifies that their organization has not engaged in, and is not engaging in, covered misconduct as defined in Federal Housing Finance Agency's Suspended Counterparty Program regulation [\(12 CFR part 1227: Section 1227.2 - Definitions\)](#)

➔ **By selecting Yes**, Sponsor certifies the above statement

Sponsor certifies that it is qualified and able to perform its responsibilities as committed to in the application for AHP subsidy funding the project, including the following qualifications criteria:

- 1. Has been engaged in the ownership, management, or development of affordable housing for a minimum of three years.
- 2. Has sufficient capacity and staff experience to perform project roles and integral responsibilities.
- 3. Is integrally involved in the project such as by exercising control over planning, development, or management of the project, or by qualifying borrowers and providing or arranging financing for owners of the units.

Notwithstanding the criteria above, the Bank will determine, in its sole discretion, whether an entity is qualified to be a project Sponsor taking into account the qualifications of the Sponsor's development partners.

➔ **By selecting Yes**, Sponsor certifies the above statements

Sponsor's Role and Responsibilities in the Project (if primary sponsor is a nonprofit, description must show that the nonprofit assumes integral responsibilities such as exercising control over planning, development, or management of the project, or by qualifying borrowers and providing or arranging financing for owners of the units).

2000 character(s) remaining

[Large empty text input area for role and responsibilities]

Most Recent Development Experience

Project Name	Year Completed	Address	Project Type	# of Units	Population Served	Financing Sources

Sample

Concurrently Planned/Developed Projects

Project Name	Year Completed	Address	Project Type	# of Units	Population Served	Financing Sources

Other Relevant Experience (affordable housing development, property management, and/or real estate sales, if applicable)

1500 character(s) remaining

Sample

**Development Partner #1**

Organization's Name (If no development partner, leave blank.)

[Yellow highlighted input field]

Organization Type and Tax Status

[Grey highlighted input field]

Roles and Responsibilities in the Project

2000 character(s) remaining

[Large grey highlighted text area for roles and responsibilities]

Sample

Most Recent Development Experience

Project Name	Year Completed	Address	Project Type	# of Units	Population Served	Financing Sources

Sample

Concurrently Planned/Developed Projects

Project Name	Year Completed	Address	Project Type	# of Units	Population Served	Financing Sources

Other Relevant Experience (affordable housing development, property management, and/or real estate sales, if applicable)

1500 character(s) remaining

Estimated Score: 0

Unit income targeting information provided in this section must match the unit income targeting information on the financial worksheets.

Total Number of Units in Project



Units Restricted to 80% AMI or Below		
Row	Number of Units	Target AMI
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		

Use of Donated or Conveyed Government-owned or Other Properties (Maximum Points: 5)

Estimated Score: 0

Indicate the number of donated units in the project and the source of the donation. Donated units are created as a result of the conveyance of units or land for a nominal price by the federal government or any agency or instrumentality thereof, or by any other unrelated party. Land leases may qualify for points in this category if the lease extends at least as long as the applicable AHP retention period and if the annual cost of the lease is nominal. A nominal price is defined as \$1,000 or less, and may be accompanied by modest expenses related to the conveyance of property for use by the project. Properties acquired from a federal agency or instrumentality at any price may receive 1 point. Properties acquired at an amount significantly below fair market value may receive up to 4 points.

Transaction consummation may occur prior to or after the application deadline. For properties that were donated or conveyed at a nominal or below market price prior to application, transaction consummation must have occurred within five years of the application deadline. Donation or conveyance at a nominal or below market price must ultimately be documented to maintain points.

**Points will not be awarded if supporting documentation is not submitted with the application.** No points will be awarded if **less than 20%** of project units or land associated with the project is: a) donated, b) conveyed for an amount significantly below fair market value, or c) acquired from the federal government or any agency or instrumentality thereof. Non-arm's length transactions, as determined at the sole discretion of the Bank, would be ineligible for points.

**Donation of Property**

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How many units in the project will be donated or conveyed to the project at no cost or for a nominal price of \$1,000 or less? .....

Source of Donation/Conveyance

Acquisition Price

Term of Lease (Enter "n/a" if no lease and \$0 in annual lease payment.)

Annual Lease Payment

**Acquisition of Property from a Federal Agency**

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---

How many units will be acquired from an agency or instrumentality of the Federal government? .....

Source of Acquisition/Federal Agency

Acquisition Price

Term of Lease (Enter "n/a" if no lease and \$0 in annual lease payment.)

Annual Lease Payment

**Acquisition of Property Below Fair Market Value (FMV)**

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How many units will be acquired at an amount significantly below fair market value? .....

Source of Acquisition

Acquisition Agreement Date

Appraisal Valuation Date

Acquisition Price

Appraised Fair Market Value

FMV %

Appraisal must have been ordered by and for the benefit of an institutional lender and/or public agency for the purpose of providing financing to the buyer of the property. Appraisal valuation date must be within six months of acquisition agreement date. To qualify for points, the discounted sales price must be 20% or less of fair market value.

**Indicate the type of entity donating or conveying the property:**

Government Properties - HUD .....	
Government Properties - Other Federal .....	
Government Properties - State .....	
Non-Government Source .....	
Government Properties - Other .....	
Government Properties - Local .....	

**Sponsorship by a Not-For-Profit Organization or Government Entity (Maximum Points: 7)**

**Status: Not Started**

**Estimated Score: 0**

Projects will be awarded points based on the extent to which the qualified nonprofit or government entity is integrally involved in the aspects of the project identified below, as determined by the Bank. **A copy of the sponsor's 501(c)(3) designation or other evidence of tax-exempt status must be submitted with the application.** Articles of Incorporation and/or Corporate Bylaws are not acceptable evidence of tax-exempt status.

If the project involves additional development partners or owners that are for-profit entities, the nonprofit sponsor or government entity sponsor must be able to certify that, taking into account without limitation, all agreements, side letters, and ancillary arrangements with a for-profit entity, it is: 1) not controlled or owned by any for-profit entity; and 2) not created or managed by any for-profit entity.

All information provided in this section must be consistent with the information provided under Sponsor Information and the Project Sponsor Profile.

**Sponsor Classification**

**Type of Sponsor Organization** .....



If this is a nonprofit organization, submit supporting 501(c)(3) documentation with the application.

**Are the following two statements true?** .....



- 1) The project sponsor is not controlled or owned by any for-profit entity.
- 2) The project sponsor was not created by a for-profit entity or managed by a for-profit entity.

A nonprofit Sponsor must demonstrate that it meets these threshold requirements to the satisfaction of the Bank, at its sole discretion.

## Nonprofit Sponsor Involvement

To qualify as a nonprofit sponsor of an owner-occupied project, an entity must be integrally involved by exercising control over the planning, development, or management of the project, or by qualifying borrowers and providing or arranging financing for the owners of the units.

Is the nonprofit sponsor integrally involved in:

Project Planning and Design? .....	<input type="text"/>	!
Project Development? .....	<input type="text"/>	!
Project Financing? .....	<input type="text"/>	!
Construction? .....	<input type="text"/>	!
Management of Self-help Households? .....	<input type="text"/>	!
Pre-purchase Counseling? .....	<input type="text"/>	!
Post-purchase Counseling? .....	<input type="text"/>	!
Qualification of Homebuyers? .....	<input type="text"/>	!

## Developer Fee

Developer Fee Distribution .....	<input type="text"/>	!
----------------------------------	----------------------	---

The primary nonprofit project sponsor must receive at least 25% of any and all developer fee distributions.

## Home Purchase by Low- or Moderate-Income Household (Maximum Points: 6)

Status: Not Started

Estimated Score: 0

**Points will not be awarded if less than 20% of the total project units are reserved for first-time homebuyers.**

First-time homebuyers must meet one of the following requirements to qualify:

- The potential homebuyer or spouse has had no ownership in a principal residence for a three-year period ending on the purchase date of the property. If either qualifies under one of these requirements, both are considered First-Time Homebuyers.
- The potential homebuyer is a single parent who has only owned a home with a former spouse while they were married.
- The potential homebuyer is a displaced homemaker who has only owned a home with a spouse.
- The potential homebuyer is an individual who has only owned a principal residence not permanently affixed to a permanent foundation, according to applicable regulations.
- The potential homebuyer is an individual who has only owned a property that was not in compliance with state or local building codes and which cannot be brought into compliance for less than the cost of constructing a permanent structure.

Number of Units Reserved for First-Time Homebuyers .....	<input type="text"/>	!
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Estimated Score: 0

Indicate the number of units reserved for homeless households. Homeless housing includes transitional housing (excluding overnight shelters) for homeless households that require a minimum of six months occupancy, or permanent owner-occupied or rental housing (excluding overnight shelters) that reserve at least 20% of the units for homeless households. Points will not be awarded if: 1) less than 20% of the total project units are reserved for homeless households, 2) reserved units are for those considered "at-risk" of homelessness, or 3) length of residency is less than 6 months.

The Bank fully defines "homeless households" in its Implementation Plan, which should be reviewed prior to requesting homeless housing points. Homeless households means:

1. An individual or family who lacks a fixed, regular, and adequate nighttime residence, meaning:
  - a. An individual or family with a primary nighttime residence that is a public or private place not designed for or ordinarily used as a regular sleeping accommodation;
  - b. An individual or family living in a supervised publicly or privately operated shelter designated to provide temporary living arrangements (including congregate shelters, transitional housing, and hotels and motels paid for by charitable organizations); or
  - c. An individual who is exiting an institution where he or she resided for 90 days or less and who resided in an emergency shelter or place not meant for human habitation immediately before entering that institution.
2. An individual or family who will imminently lose their primary nighttime residence within 14 days and who has not identified, and lacks the resources or support needed to identify, other permanent housing.
3. Unaccompanied youth under 25 years of age, or families with children, who are defined as homeless under other federal statutes, have not recently been permanently housed, and have experienced, and can be expected to continue to experience, persistent instability.
4. Any individual or family who is fleeing, or attempting to flee, domestic violence or another dangerous condition, has no other residence, and lacks the resources or support needed to obtain other permanent housing.
5. An individual with a serious mental illness or emotional disorder who would otherwise be considered at-risk of homelessness as defined below and who will reside in a unit that is funded by a government agency program that specifically defines and serves this type of household.

The Bank considers a household to be "at-risk" of homeless, and ineligible for points, if they are living in overcrowded conditions, living in the home of another individual because of economic hardship, living in a hotel or motel not paid for by charitable funds, or otherwise living in housing that has characteristics associated with instability.

At the time of initial monitoring, the Bank will require documentation confirming that the specified units have been reserved for homeless households meeting the Bank's definition of a homeless household. This documentation must include: 1) evidence that the households were referred to the project by an established organization or agency that has been providing services to the homeless for at least three years (homeless services provider), and 2) certification from the homeless services provider that the person or household referred meets the definition of "homeless households" stated above. For transitional housing where the Sponsor is also the homeless services provider, documentation may include an intake form, signed by both the head of household and the Sponsor, which verifies that the household met the Bank's definition of homeless household at move-in.

In order to receive points for projects with units reserved for homeless households that are shown in the application proforma to generate rents set at the maximums for incomes greater than 30% of the area median, but which have no dedicated source of rental subsidy, the Bank will require that the applicant: 1) explain how the project will be able to absorb the potential cash flow deficit caused by the homeless units during the retention period, and 2) submit documentation from a homeless service provider that sufficient households exist in the target market area that are able to pay the scheduled rent for the units reserved for homeless households.

Number of Units Reserved for Homeless .....

Describe the homeless program, including outreach activities, referral agencies used, and intake processes. Homeless units must reflect appropriate income targets.

2000 character(s) remaining

**Housing for Special Needs Populations (Maximum Points: 5)**

Status: Not Started

Estimated Score: 0

In order to qualify for points, the units must be held vacant unless a household with that special need occupies the unit. A unit may not be counted in more than one special needs category. **Points will not be awarded if less than 20% of the total project units are reserved for special needs households.**

Special Needs Category	Number of Units
Seniors	<input type="text"/>
Mental or Physical Disability	<input type="text"/>
AIDS or HIV-Positive	<input type="text"/>
Recovery From Physical Abuse	<input type="text"/>
Recovery From Substance Abuse	<input type="text"/>
<b>Total Units Reserved for Special Needs</b>	<input type="text"/>

**Housing for Households Requiring Large Units (Maximum Points: 3)**

Status: Not Started

Estimated Score: 0

Projects will be awarded 3 points for the creation of housing in which at least 25% of the total project units (restricted and non-restricted units) have three or more bedrooms. Points will not be awarded if less than 25% of the total project units have three or more bedrooms.

Number of units with three or more bedrooms .....

**Housing in Rural Areas (Maximum Points: 5)**

**Status: Not Started**

**Estimated Score: 0**

Points will not be awarded if: 1) less than 20% of the total project units and 2) the governmental entity designating the project as rural is not provided. Submit supporting documentation from the governmental entity with the application.

Number of Rural Units

Federal or State Government Entity Designating the Area(s) Rural



**Promotion of Empowerment (Maximum Points: 5)**

**Status: Not Started**

**Estimated Score: 0**

Points will be awarded to projects in which the housing is provided in combination with a program or programs offering economically empowering services and opportunities for all homebuyers, such as workforce development readiness, pre-and post-homeownership counseling, sweat equity contribution, health care, on-site child daycare services, after-school care, out-of-school services or if a bonafide service coordinator/social worker will be available to homebuyers.

Only services or programs that promote economic empowerment of homebuyers qualify under this scoring criterion. Services or programs must be of a regular, ongoing nature and provided to all homebuyers free of charge, except for daycare services. Services or programs must be providing on-site except that projects may use off-site services provided that they have a written agreement with the service provider enabling the project's homebuyers to use the services or program free of charge. Referral services will not be eligible for points.

To receive points for a "sponsor provided" service, the plan describing the service or program must be submitted with the application. The plan must have been completed within six months prior to the application submission deadline date.

To receive points for a service or program provided by an organization other than the sponsor, an executed Memorandum of Understanding (MOU), service contract, or letter of commitment for the service must be completed by the provider of the service or program, and submitted with the application. The MOU, service contract, or letter of commitment must have been executed within six months prior to the application submission deadline date.

If supporting documentation is not submitted for a particular service or program selected, points will not be given for that activity. Documentation must include the following information: (1) service provider name; (2) service or program description; (3) scope of service or program; (4) service provider commitment to project; and (5) any costs to homebuyers. Additionally, to receive points, you must complete the Promotion of Empowerment Budget in the Application Financial Workbook, showing annual projected expenses and sources of funding for the service(s).

Services must be available to all homebuyers to receive points. If the service is available to the community at large, the documentation must indicate specific accommodations, special access, or preferences secured for homebuyers.

**Indicate which services and programs will be provided to financially empower homebuyers.** Each empowerment feature listed below is worth five points; however, no more than 5 points will be awarded in this category. No partial points will be given. To receive 5 points, the project sponsor must commit to providing at least one of the seven empowering services or programs.

## Project Services or Programs

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### 1. Training and Education

Services should include employment/workforce development readiness services or programs; vocational training; employment/career counseling and job placement; or adult-accredited education programs that include English as a second language, GED, and computer classes. Frequency of service requirements is bi-monthly (once every two months) or equivalent.

### 2. Pre-and Post-purchase Homeownership Counseling

Pre-purchase counseling services should include core curriculum such as credit counseling, budgeting, money management, and predatory lending awareness and prevention counseling. Post-purchase counseling services should include core curriculum such as budgeting, maintaining good credit, calculating and understanding home equity, retirement savings, and foreclosure prevention. Pre-and post-purchase counseling should include workshops such as home maintenance, repair, and improvements.

### 3. Sweat Equity Contribution/Self-help

Contributions should consist of a minimum of 250 hours of activities required of the homebuyers or their families directly related to the construction of the home.

### 4. Health Care Services or Programs, Including Mental and Behavioral Health Services

Services should include healthcare management programs that support residents' ability to find or sustain employment or be self-sufficient. These may include provision of medical, dental, mental health services, and behavioral health services such as psychiatric, marriage, and family counseling and addictions treatment.

### 5. On-site Child Daycare Services or Programs

Physical space for the service must be provided. Service must be from a licensed childcare provider for 20 hours or more per week, Monday-Friday. Program should provide daycare for children up to 6 years of age. The Program is distinct from an after-school or out-of-school program as described below.

### 6. After-school Care or Out-of-school Services or Programs

Service should be provided for 15 hours or more per week. The service may be or may serve as a substitute for childcare, enabling the youth's parents or guardians to find or sustain employment. The program increases a youth's potential for personal and financial success by providing strong, supportive role modeling, supporting constructive behaviors, and contributing to a youth's development and interest in education. Program is for school-age children ranging in age from 5 to 17 years old. The program is distinct from on-site child daycare program as described above.

### 7. Bona Fide Service Coordinator/Social Worker Available

Documentation supporting the experience and the duties of a service coordinator (not the on-site manager, for example) must be included in the application.

Estimated Score: 0

Points will be awarded to projects based on the extent to which they promote community stability, such as by revitalizing neighborhoods by optimizing project site use, preserving affordable housing, being an integral part of a community revitalization or economic development strategy approved by a unit of the state, local, or federal government, promoting transit-oriented development and providing access to community amenities, incorporating the use of sustainable building techniques or standards, increasing homeownership opportunities and economic integration, and not displacing low- or moderate-income households, or if such displacement will occur, assuring that such households will be assisted to minimize the impact of such displacement.

Supporting documentation must be submitted for a particular stabilizing feature to receive points for that project feature.

**1. Revitalizing Neighborhoods by Optimizing Project Site Use, or Preserving Affordable Housing**

<p>Select <u>one</u> of the following five options, as applicable to the project:</p>	
<input type="radio"/>	<p><b>Development on an Infill Site</b></p> <p>Development of housing on vacant and undeveloped parcels in dense areas, especially in urban and inner-suburban neighborhoods. The development takes advantage of existing infrastructure and promotes compact development that allows undeveloped land to remain open and green.</p> <p>Documentation requirement: A dated aerial photo of the site showing the outline of the entire site, or documentation of the infill designation from a government entity.</p>
<input type="radio"/>	<p><b>Adaptive Reuse of Non-residential Buildings or Structures</b></p> <p>The conversion to residential use of non-residential buildings or structures such as, but not limited to, warehouses, schools, hotels, and hospitals.</p> <p>Documentation requirement: A photo of the existing property and other third party documentation validating the previous use.</p>
<input type="radio"/>	<p><b>Demolition of Vacant, Abandoned, or Substandard Buildings</b></p> <p>Demolition must be undertaken by the Sponsor and demolition costs included in the development budget.</p> <p>Documentation requirement: Dated photos of the site clearly showing the vacant, abandoned or substandard condition of the structures to be demolished or documentation from a government entity validating the status of the property as vacant, abandoned, or substandard.</p>
<input type="radio"/>	<p><b>Substantial Rehabilitation of Vacant, Abandoned, or Substandard Buildings, which includes the preservation of affordable housing</b></p> <p>Documentation requirement: A project capital needs assessment prepared by a third party verifying that rehabilitation will extend the life of the property by at least 15 years.</p>
<input type="radio"/>	<p><b>Not Applicable</b></p>

## 2. Community Revitalization or Economic Development Strategy

<b>Select <u>one</u> of the following four options, as applicable to the project:</b>	
<input type="radio"/> <b>Priority Development Areas</b>	
Documentation requirement: Documentation from a unit of the state, local or federal government, or instrumentality thereof verifying that all of a project's units are located within the geographic area of the community revitalization or economic development strategy.	
<input type="radio"/> <b>Redevelopment Areas</b>	
Documentation requirement: Documentation from a unit of the state, local or federal government, or instrumentality thereof verifying that all of a project's units are located within the geographic area of the community revitalization or economic development strategy.	
<input type="radio"/> <b>Federal Place-Based Initiative Areas</b>	
Documentation requirement: Documentation from a unit of the state, local or federal government, or instrumentality thereof verifying that all of a project's units are located within the geographic area of the community revitalization or economic development strategy.	
<input type="radio"/> <b>Not Applicable</b>	

## 3. Proximity to Transit and Amenities

Number of transit lines located within a 1/3 mile radius of the project

Project must be located within a 1/3 mile radius of a transit station, rail station, commuter rail station, bus station, or public bus. One-half point will be awarded for each line or route available, up to a maximum of 2 points.

To receive points, the transit line must be in place at the time of application. Distances must be measured using a standardized radius from the development site to the target transit line stop. Points will not be given if the radius line crosses a significant physical barrier or barriers. Such barriers include highways, railroad tracks, regional parks, golf courses, or any other feature that significantly disrupts the pedestrian walking pattern between the development site and the transit line stop. The radius line may be struck from the corner of the development site nearest the target transit line, to the nearest corner of the target transit line stop. However, a radius line shall not be struck from the end of an entry drive or on-site access road that extends from the central portion of the site itself by 250 feet or more. Rather, the line shall be struck from the nearest corner of the site's central portion.

Documentation requirement: A printout from the websites of Google, Mapquest, or Walkscore clearly showing the number of transit lines and the project's distance relative to those transit line stops. The map must be legible and have a clear scale and legend. Transit authority maps must accompany the aforementioned location maps to show the destinations of each line. Applications with non-contiguous scattered-site addresses will need to include multiple maps showing the distance from each property address to each relevant transit line stop. The Bank reserves sole discretion in determining the relevancy of the transit services and the suitability of the documentation in awarding points for this element.

List Name of Transit Lines (required to obtain points):

1000 character(s) remaining

**Number of amenities located within a 1/3 mile radius of the project**



Project must be located within 1/3 mile radius of amenities appropriate and accessible to the project's population. One-half point will be awarded for each of the following eight items, up to a maximum of 2 points:

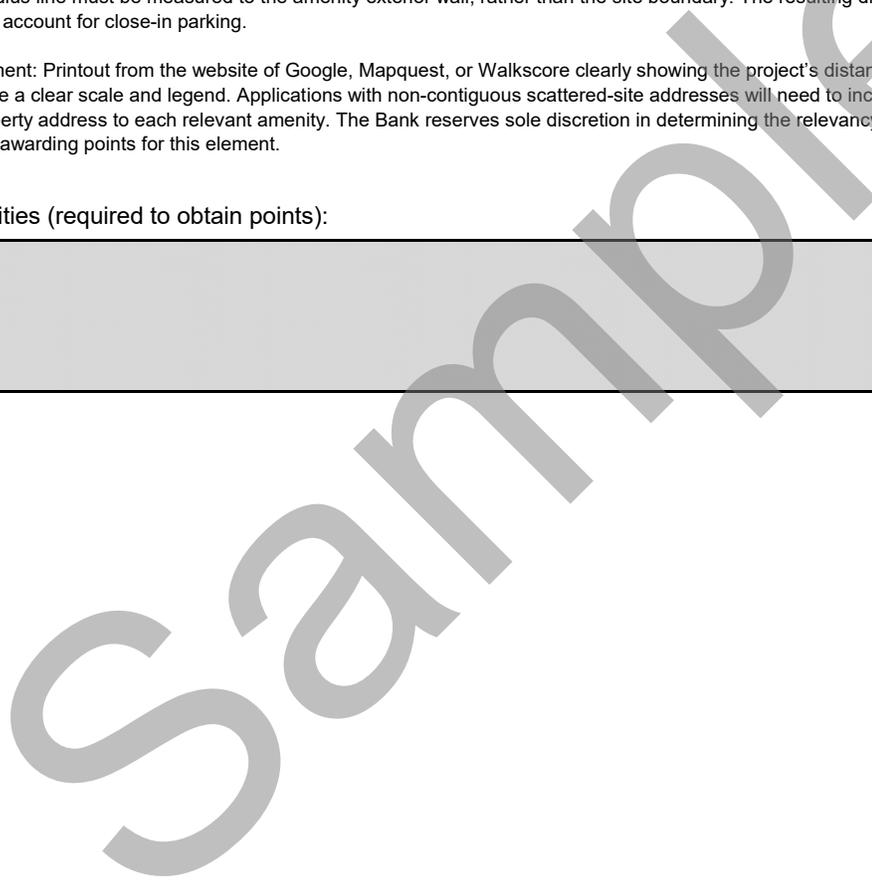
- o public park, recreational facility, or community center
- o public library
- o a grocery store of 5,000 gross interior square feet or more
- o health care facility or medical clinic
- o full banking services (check cashing or stand-alone ATM do not qualify)
- o public school (K-12), community college, or university
- o police or fire station, or post office
- o retail (i.e., clothing store, department store, hardware store, or pharmacy)

To receive points, the amenity must be in place at the time of application. Distances must be measured using a standardized radius from the development site to the target amenity. Points will not be given if the radius line crosses a significant physical barrier or barriers. Such barriers include highways, railroad tracks, regional parks, golf courses, or any other feature that significantly disrupts the pedestrian walking pattern between the development site and the amenity. The radius line may be struck from the corner of the development site nearest the target amenity, to the nearest corner of the target amenity site. However, a radius line shall not be struck from the end of an entry drive or on-site access road that extends from the central portion of the site itself by 250 feet or more. Rather, the line shall be struck from the nearest corner of the site's central portion. Where an amenity such as a grocery store resides within a larger shopping complex or commercial strip, the radius line must be measured to the amenity exterior wall, rather than the site boundary. The resulting distance shall be reduced in such instances by 250 feet to account for close-in parking.

Documentation requirement: Printout from the website of Google, Mapquest, or Walkscore clearly showing the project's distance relative to amenity. The map must be legible and have a clear scale and legend. Applications with non-contiguous scattered-site addresses will need to include multiple maps showing the distance from each property address to each relevant amenity. The Bank reserves sole discretion in determining the relevancy of the amenities and the suitability of the documentation in awarding points for this element.

List Name of Amenities (required to obtain points):

1000 character(s) remaining



#### 4. Sustainable Developments

<b>Select <u>one</u> of the following five options, as applicable to the project:</b>	
<input type="radio"/>	<b>LEED Certified, GreenPoint Certified, or National Green Building Standard Bronze. The rehabilitation of existing buildings may also be awarded points for a 20% improvement over the project's pre-rehabilitation rating under the Home Energy Rating System (HERS).</b>
Documentation requirement: Documentation from certifying agency, organization, certified HERS rater, or certified GreenPoint rater must be provided upon project completion.	
<input type="radio"/>	<b>LEED Silver, GreenPoint Silver, Enterprise Green Communities, or National Green Building Standard Silver. The rehabilitation of existing buildings may also be awarded points for a 25% improvement over the project's pre-rehabilitation HERS rating.</b>
Documentation requirement: Documentation from certifying agency, organization, certified HERS rater, or certified GreenPoint rater must be provided upon project completion.	
<input type="radio"/>	<b>LEED Gold or Higher, GreenPoint Gold or higher, or National Green Building Standard Gold or higher. The rehabilitation of existing buildings may also be awarded points for a 30% improvement over the project's pre-rehabilitation HERS rating.</b>
Documentation requirement: Documentation from certifying agency, organization, certified HERS rater, or certified GreenPoint rater must be provided upon project completion.	
<input type="radio"/>	<b>LEED-certified with net-zero certification or Enterprise Green Communities 2020 Plus certification</b>
A maximum of 4 points will be awarded for LEED- or Enterprise-certified projects receiving a net-zero certification for demonstrating any or one of the following: net-zero carbon emissions, net-zero energy use, net-zero water use or net-zero waste.	
Documentation requirement: Documentation from the US Green Building Council or Enterprise must be provided upon project completion.	
<input type="radio"/>	<b>Not Applicable</b>

Describe Certification Program (required to obtain points):

1000 character(s) remaining

## 5. Homeownership and Economic Integration

<b>Select <u>one</u> or <u>both</u> of the following two options, as applicable to the project:</b>
<input type="checkbox"/> <b>Creation of Affordable Homeownership Opportunities</b>
Project must increase affordable homeownership opportunities in the targeted area. Documentation Requirements: None.
<input type="checkbox"/> <b>Location in High Resource Areas or Upper-Income Census Tracts</b>
All project units, including scattered site projects, must be located in a census tract(s), or census block group, designated as high or highest resource areas on the most current Opportunity Area map, or equivalent area designated by a state or state Qualified Allocation Plan (QAP). If the state or QAP has no officially designated Opportunity Areas or other maps with designated high or highest resource areas, the project must be located in an upper-income census tract(s).  Documentation requirement: Printout(s) of the state or QAP Opportunity Area maps* or equivalent, or printout(s) of the project census tract(s) from the website of the Federal Financial Institution Examination Council (FFIEC).  * An applicant may choose to utilize the census tract(s), or census block group, resource designation from the high or highest resource maps in effect when the initial site control was obtained up to seven calendar years prior to the application.

## 6. Preventing or Minimizing Household Displacement

<b>Select <u>one</u> of the following three options, as applicable to the project:</b>
<input type="radio"/> <b>No Household Displacement (Project site is vacant and unoccupied)</b>
Provide an explanation of the project's situation if it is a vacant site or unoccupied existing building <span style="float: right;">1000 character(s) remaining</span>
<input type="radio"/> <b>Project Site Is Occupied and an Acceptable Relocation Plan is in Place</b>
Documentation requirement: For an occupied existing building, including projects involving temporary on-site relocation, provide an acceptable relocation plan along with appropriate expenses allocated for relocation assistance in the development budget. The Bank will find acceptable, at its discretion, one of the following:  Any plan that is approved by federal, state, or local government funder(s) involved in the financing of the project; or  A relocation plan containing the following: <ul style="list-style-type: none"><li>o Resident notification strategy for informing tenants of their relocation with appropriate lead time commensurate with the extent of the renovations and required relocation stay;</li><li>o Accommodation (monetary, labor assistance, or other) measures to be implemented. Monetary accommodation should consider reimbursement for extraordinary expenses such as movers, food, utilities, advisory or support services, storage of personal belongings, transportation, and security;</li><li>o Temporary relocation planning such as moving within the property to a different unit (either permanently or temporarily), storing of personal property on-site, moving to a hotel for a designated period of time, or other alternatives;</li><li>o Permanent relocation planning in the case of an occupant requesting such accommodation;</li><li>o A relocation budget categorizing the relocation costs and an anticipated average cost per household.</li></ul>
<input type="radio"/> <b>Displacement with No Mitigation</b>

Estimated Score: 0

Points will be awarded to projects based on the extent to which, at the time of application, they have documented that they have met certain development benchmarks, including site control and entitlements, and other benchmarks as may be applicable to the project.

Is this project a downpayment assistance program for purchase of existing homes?

Site Control

Submit documentation for each parcel, with street addresses corresponding to assessor parcel numbers, if the project involves multiple sites. Points will not be awarded without supporting documents.

A. Units Under Full Site Control

Units Under Full Site Control

Supporting Document(s) Submitted\*

\* Only the listed documents that have a street address or Assessor's Parcel Number that match the project's property address will qualify for points.

Current Owner or Lessee

Name of Seller or Lessor

Acquisition or Lease Date

Purchase or Annual Lease Price \$

Is the seller or lessor affiliated in any way with the owner or lessee or any other persons or entities involved in this project?

➔ If yes, describe the relationship. Please provide an appraisal for the property. 1000 character(s) remaining

**B. Units Under Partial Site Control**

Units Under Partial Site Control



Supporting Document(s) Submitted\*

\* Only the listed documents that have a street address or Assessor's Parcel Number that match the project's property address will qualify for points.

Proposed Owner or Lessee

Name of Seller or Lessor

Proposed Acquisition or Lease Date

Proposed Purchase or Annual Lease Price \$

Is the seller or lessor affiliated in any way with the proposed owner or lessee or any other persons or entities involved in this project? .....

➔ If **yes**, describe the relationship. Submit an appraisal for the property.

1000 character(s) remaining

**Building Permit Readiness Issuance**

Number of units for which a building permit has been issued or is ready to be issued .....

Most recent date of permit issuance (if multiple building sites, submit list specifying properties..... and respective dates)

Number of units for which a building permit-ready letter has been issued .....

Most recent date of permit-ready letter (if multiple building sites, submit list specifying properties..... and respective dates)

Submit Attachment 9 signed by the local building permit agency as evidence of readiness to begin construction for all units. Copies of the permit ready letter(s) or issued permit(s) must also be included. Attachment 9 must be re-issued/re-executed with each new round. A proxy letter from tribal entities may be substituted for projects on Native American tribal lands. Points will not be awarded without documentation. Submit documents for each parcel. Credit cannot be awarded for building permit or permit readiness if full site control is not documented.

**Identified Homebuyers**

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Number of homebuyers identified as potential purchasers of the owner-occupied units .....  ⓘ

If homebuyers have been identified, submit a list of identified qualified homebuyers, including name, current address, family size, and household income. **Points will not be awarded for homebuyers whose incomes exceed the income targets or do not qualify for mortgage amounts necessary to purchase homes for this project as specified in Owner-Occupied Projects: Targeting & Financial Sources Worksheet.**

**In-District Projects (Maximum Points: 5)**

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*Status: Not Started*

*Estimated Score: 0*

All units are located in the Bank's district comprised of Arizona, California, and Nevada .....  ⓘ

**Subsidy per Unit (Maximum Points: 12)**

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*Status: Not Started*

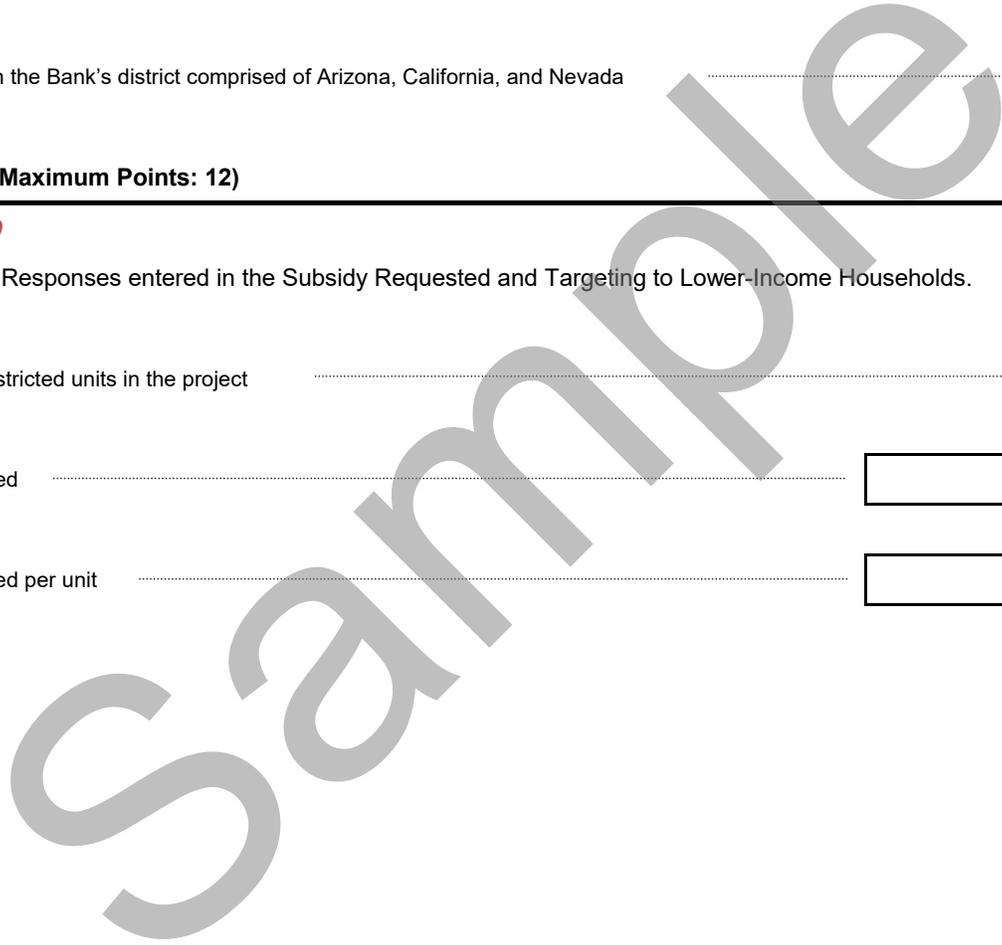
*Estimated Score: 0*

For reference only. Responses entered in the Subsidy Requested and Targeting to Lower-Income Households.

Number of income restricted units in the project .....  ⓘ

AHP subsidy requested .....  ⓘ

AHP subsidy requested per unit .....  ⓘ



## Score Summary

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Estimated scores are provided as reference only. The final application score shall be determined upon review by the Bank. The interpretation and implementation of scoring criteria shall be subject to the Bank's sole discretion.

Category	Maximum Points	Estimated Score
Targeting to Lower-Income Households	20	0.00
Use of Donated or Conveyed Government-owned or Other Properties	5	0.00
Sponsorship by a Not-For-Profit Organization or Government Entity	7	0.00
Home Purchase by Low- or Moderate-Income Household	6	0.00
Housing for Homeless Households	6	0.00
Housing for Special Needs Populations	5	0.00
Housing for Households Requiring Large Units	3	0.00
Housing in Rural Areas	5	0.00
Promotion of Empowerment	5	0.00
Community Stability, Including Affordable Housing Preservation	14	0.00
Project Readiness	7	0.00
In-District Projects	5	0.00
Subsidy per Unit	12	0.00
<b>Estimated Final Score:</b>		<b>0.00</b>

### General Instructions and Notes

1. All shaded cells are protected and cannot be altered.
2. Complete all worksheets sequentially.

### Targeting & Financing Sources Worksheet

1. Enter the current 50% (very-low) AMI, adjusted for family size, based on the HUD income limit guidelines.
2. Enter the targeted AMI for each unit type, (i.e. 50%, 60% etc.)
3. If sponsor is providing discounted financing, (i.e. zero % mortgages), select "Y" in the box and complete the Discounted Financing worksheet.
4. If project is a self-help project financed by the USDA RD 502 program, select "Y" in the box.
5. Payments must be calculated and entered manually for any additional payments for second or third mortgages under "Other Payments."
6. Enter the terms, rates, payment terms, and status of funding commitment for each funding source for homebuyer purchases.
7. Provide documentation for approved sources of financing.
8. To ensure consistent and reasonable rate assumptions, interest rates and spreads should be set in accordance with the Interest Rate Assumptions Guidelines.
9. If applicable, select which units are reserved for Homeless, Special Needs-Seniors, or Special Needs-Others. Number of units reserved must be consistent with the Homeless and Special Needs scoring categories to receive scoring credit.

### Sources of Funds Summary Worksheet

1. The worksheet collects data required by the Federal Housing Finance Agency. Select which sources are applicable to your project.
2. Include only permanent financing sources; exclude construction and bridge financing.
3. For HUD, USDA, and VA financing, select "Other Federal Housing Programs."
4. If a source does not fall clearly within the listed categories, select "Other."

### Development Budget Worksheet

1. If AHP funds will be used as downpayment assistance for the purchase of existing homes with no rehabilitation, enter the acquisition prices in the development budget under "Purchase of Existing Homes." The targeting worksheet must also reflect the same estimate of the sales prices of the homes to be purchased by eligible homebuyers.
2. Enter the project's residential square footage.
3. Select the building type, "Condos," "Single Family Homes," or "Townhomes."
4. If sources do not equal uses, enter an explanation at the bottom of the worksheet.
5. If sponsor is providing discounted financing, complete the Discounted Financing worksheet.
6. Do not include non-cash "costs," e.g. donated land, appraised value of land, volunteer labor, pro-bono services, fee waivers, expenses to be reimbursed.
7. Construction management (sponsor managed and project specific) line item should not include other overhead costs (unrelated to construction). Include other overhead costs in developer fee. Documentation to support this line item will be required if the project is approved.
8. If a lot is sold by the sponsor to the homebuyer for a sales price that exceeds the cash cost to purchase and develop the lot, the difference between the sales price and the cash cost is considered developer fee.
9. Include site improvements under the "On-site Improvements" and "Off-site Improvements," not under "Land Costs" line items.
10. Ensure purchase price/acquisition cost is consistent with readiness and donation sections in the AHP Application and that documentation is provided.
11. "Closing costs" are those to be paid by the developer, not the homebuyer.

### Discounted Financing Worksheet

1. Complete the Discounted Financing worksheet only for projects which provide discounted financing for homebuyers.
2. "Total Adjusted Sources of Financing" must equal "Total Uses."

### Promotion of Empowerment Budget Worksheet

1. This worksheet ties to the scoring of promotion of empowerment. No empowerment points will be awarded if this is not filled out.
2. Include the source(s) of revenue that will be used to pay for promotion of empowerment services described in the application.
3. Include all expenses related to these services.
4. Total revenue minus total expenses should equal zero.

### Benchmarks Worksheet

1. Provide detailed explanations and supporting documentation for all benchmark deviations (e.g. requirements of other funding sources). Except for construction cost per square foot and interest rate assumptions, benchmark deviations are indicated by "No" under the column "Within Benchmarks?". Deviation explanations must be quantifiable in relation to the amount the benchmark is exceeded. Supporting documentation from a third party is required for the Construction Cost per Square Foot benchmark deviation, and is preferred for all other benchmark deviations.
2. Enter the project's RSMeans maximum construction cost per square feet limit within the "Construction Costs per Square Foot" benchmark explanation. Refer to the attached RSMeans list of construction costs per square foot by building type and location.

### Targeting Score Worksheet

1. Informational only, no input necessary.

### AHP Application Comparison Worksheet

1. After completing all other worksheets, press the "Run Comparison Now" button. A new window will open on your screen. Find the project's AHP Application, select that file, and press "Open." (Make sure macros are enabled in the AHP Financial workbook).
2. If there are any "No's" in the "Match" column, review and edit the responses on the AHP Application and AHP Financial Workbook to ensure consistent data between the two documents.



No. of Units Proposed	Bed-rooms	Assumed Family Size	Target Family Income	Target AMI Ratio	Homeless/Special Needs	AHP Subsidy	Borrower Deposit	(1)	(2)	(3)	(4)	Purchase Price**	1st mtg. P & I Calc.	Other Pymts	Tax and Ins.	Home-owners Dues	Total Housing Expense	Hsg. Exp./Income
								First Mortgage Amount										
			\$	%		\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	%

**Sponsor Discounted Financing (if applicable)**

Net Present Value Mortgage Calculation (Sponsor's cash contribution)	
Market Rate (Assigned by FHLB SF)	2.67%
Note/Mortgage Amount	
Mortgage Term (months)	
Sponsor's Discounted Rate	
Mortgage P&I Payment (discounted)	
Net Present Value of Below Market Rate Mortgage	
Adjustment for NPV of Below Market Rate Mortgage	\$ -

Sample

<b>Project Name</b>	
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Please provide the required information below.

Project Financing Sources*	
Select "Yes" or "No"	Does the project intend to utilize funding from the following:
	HOME
	Community Development Block Grant (CDBG)
	Federal Housing Administration (FHA) insured
	Low Income Housing Tax Credits (LIHTC)
	Other Federal Housing Programs (excluding those listed above)
	Tax-exempt Multifamily Housing Bond
	State Funds (excluding Federal Government program funds)
	Local Government Funds (excluding Federal Government program funds)
	Non-Government Donated Funds (charitable funds)
	Member Permanent Loans
	Other

\* List only permanent financing sources.



Project Name	Number of Homes	
Building Type		
	<b>Total</b>	<b>Per Home</b>
Average Square Footage		
<b>Acquisition Costs</b>		
Land Cost (cash cost of vacant, unimproved land only)		-
Purchase of Existing Homes		-
Liens and Taxes		-
Demolition		-
Other		-
Other		-
<b>Subtotal Acquisition Costs</b>	-	-
<b>Development Costs</b>		
Holding Period Interest		-
Local Permits/Fees		-
Architecture/Engineering		-
Survey		-
Construction Bond Premium		-
Rehabilitation Construction - Labor and Materials		-
New Construction - Labor and Materials		-
Hard Cost Contingency		-
On-site Improvements		-
Off-site Improvements		-
Construction Loan Fee		-
Construction Loan Interest		-
Real Estate Taxes		-
Appraisal		-
Legal		-
Construction Management (sponsor managed and project specific)		-
Construction Management (out-sourced and paid to a third party)		-
Environmental		-
Closing Costs (charged to builder/developer)		-
Other		-
Developer Fee		-
<b>Subtotal Development Costs</b>	-	-
<b>Total Uses of Funds</b>	-	-
<b>Total Sources: Targeting &amp; Financing Worksheet</b>		
<b>Difference Between Sources and Uses (Should = 0)</b>	-	

Please provide an explanation below if sources do not equal uses. Projects with sponsor-provided discounted financing should use the Discounted Financing Worksheet.

This Worksheet is to be completed by sponsors providing discounted financing to homebuyers as indicated on the Targeting & Financing Sources Worksheet.

<b>Project Name</b>	
---------------------	--

<b>Is Sponsor Providing Discounted Financing?</b>	<b>No</b>
---	-----------

**Sponsor's Discounted Financing**

Market Rate (Assigned by FHLBSF)	
Note/Mortgage Amount (Provided by Sponsor As Cash Contribution)	
Mortgage Term (months)	
Sponsor's Discounted Rate	
Mortgage P&I Payment (discounted)	
Net Present Value of Below Market Rate Mortgage	
Adjustment for NPV of Below Market Rate Mortgage	

Adjusted Sources of Funds (Including Sources from Targeting & Financing Worksheet)	
--	--

<b>Total Uses of Funds (From Development Budget Worksheet)</b>	
--	--

<b>Difference Between Adjusted Sources of Funds and Total Uses</b>	
--	--

If sources are less than uses, indicate how deficit will be covered:

Other Cash Source		
Other Cash Source		
Other Cash Source		
<b>Total Adjusted Sources of Funds</b>		

<b>Total Adjusted Sources less Total Uses (must = zero)</b>	
---	--

**Additional Explanations if Needed**

--

<b>Project Name</b>		<b>Total Units</b>	
---------------------	--	--------------------	--

<b>Source of Revenue</b>	<b>Amount</b>	<b>Notes</b>
<b>Total Revenue</b>	-	

<b>Expenses</b>		
<b>Total Expenses</b>	-	
<b>Total Revenue minus Total Expenses</b>	-	

Sample

Project Name

Criterion	Per Schedules	Feasibility Benchmark	Oversubsidization Benchmark	Within Benchmarks?	Provide detailed explanations and supporting documentation for all benchmark deviations. Deviation explanations must be quantifiable in relation to the amount the benchmark is exceeded. Third party supporting documentation is preferred.	Check
Construction costs per square foot (excluding land costs and soft costs)	\$0.00	To ensure consistent and reasonable cost assumptions, the per square foot construction cost should not be greater than the gross residential square footage cost estimates provided by the RSMMeans Company and included in the application package.				
Total developer fee	\$0	\$0	Not greater than 12% of total residential development costs (including developer fee, but excluding all capitalized reserves)	Yes		
Total developer fee as percentage of total development cost	0.00%					
Term of 1st mortgage (years)	0	Not less than 15 years		No		
Interest rate assumptions	0.00%	Must be consistent with single-family mortgage rates in effect at the time the mortgage is funded. To ensure consistent and reasonable rate assumptions, interest rates and spreads should be set in accordance with the Interest Rate Assumptions Guidelines.				
Number of units for which housing payment (including principal, interest, taxes, insurance, and homeowners' dues payment) as percentage of gross income is greater than 35%	0	35%	N/A	Yes		

<b>Project Name</b>	
---------------------	--

<b>Actual Area Median Income Ratios</b>	<b>Proposed No. of Units</b>	<b>% of Total Units</b>
<b>Units with AMI ratio at or below 65%</b>		
<b>Units with AMI ratio of greater than 65%</b>		
<b>Total Units</b>		

If 20% or more of the units are for households at or below 65% of AMI, 20 points are awarded. If fewer than 20% of the units are for households at or below 65% of AMI, 18 points are awarded.

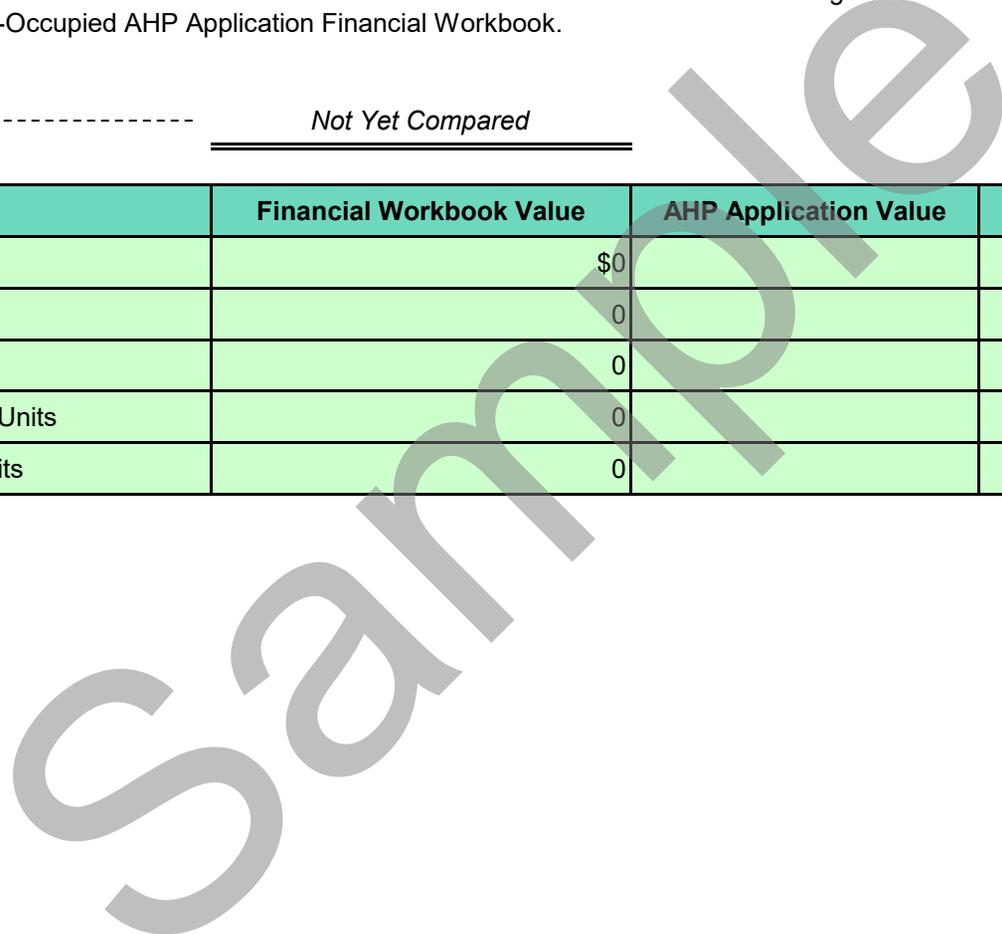
<b>Targeting Score</b>	
------------------------	--

**Instructions**

Click the "Run Comparison Now" button below to validate that the below referenced fields have matching values between the project's AHP Application and this Owner-Occupied AHP Application Financial Workbook.

**Comparison Last Executed** ----- Not Yet Compared

Field	Financial Workbook Value	AHP Application Value	Match?
Direct Subsidy Requested	\$0		Not Yet Compared !
Total Number of Units in Project	0		Not Yet Compared !
Number of Homeless Units	0		Not Yet Compared !
Total Number of Special Needs Units	0		Not Yet Compared !
Households Requiring Large Units	0		Not Yet Compared !



**Project Information**

*Submit one form for each Parcel Number*

Project Name		Parcel Number
Address		
City	County	State

**Building Permit Readiness**

Is a building permit(s) ready to be issued by the appropriate local government agency based on submitted and approved site and building plan review for all proposed project units?  Yes  No

If yes, provide the following information:

Building Permit Ready Letter Date
-----------------------------------

**Building Permit Issuance**

Has a building permit(s) for this project been issued by the appropriate local government agency based on submitted and approved site and building plan review for all proposed project units?  Yes  No

If yes, provide the following information:

Building Permit Issuance Date	Building Permit Expiration Date
-------------------------------	---------------------------------

Has a Certificate of Occupancy, final building permit sign-off, or Notice of Completion been issued for the completion of construction or rehabilitation?  Yes  No

If yes, provide the Issuance Date
-----------------------------------

*Attach a copy of the building permit ready letter or building permits approved and issued for this project. Points will not be awarded if a copy is not provided with this form. This form must be re-issued/re-executed with each new round.*

For the purposes of applying for the Federal Home Loan Bank of San Francisco's Affordable Housing Program, I confirm that the above information is correct to the best of my knowledge.

Local Building Official Name	Title
Local Building Official Signature	Date

To facilitate information sharing between and among the member, the sponsor, and the Federal Home Loan Bank of San Francisco (Bank) with regard to the project application, the Bank uses a secure information sharing portal ("Portal"). Complete this form to request that the Bank create one project workspace on the secure Portal for the project identified below, expressly for the purpose of uploading all required project documentation. The member must obtain member and sponsor signatures before emailing a PDF attachment of the completed request to [ahportal@fhlsf.com](mailto:ahportal@fhlsf.com).

At least one Member Portal Authorized Representative and at least one Sponsor Portal Authorized Representative are required to access a project workspace. Members and sponsors may also designate up to three additional Portal representatives.

- The **Member Portal Authorized Representative** (identified below) is an authorized employee of the member, designated to submit documents to the Bank on behalf of the project. The member's employee(s) must have an official email address on the member's domain. A third-party email address (Gmail, Yahoo, or another organization or company's domain) is not allowed.
- The **Sponsor Portal Authorized Representative** (identified on page 2) is an authorized employee of the project sponsor, designated to submit documents to the Bank on behalf of the project. The sponsor's employee(s) must have an official email address on the sponsor's domain; a third-party email address (Gmail, Yahoo, or another organization or company's domain) is not allowed.

A Member or Sponsor Portal Authorized Representative may have access to more than one project workspace, but a separate Workspace Set-up Request is required to identify Portal Authorized Representatives for each workspace.

By signing below, member and sponsor each acknowledge and agree that any access or other use of the Portal by the member or sponsor, or any Member Portal Authorized Representative or Sponsor Portal Authorized Representative, is subject to the [AHP Portal User Agreement](#) and the Bank's [Public Website Privacy Policy](#).

Project Name		Project Type	
		<input type="checkbox"/> Rental	<input type="checkbox"/> Owner-Occupied
Project Number (if applicable)	Event		
	<input type="checkbox"/> Application	<input type="checkbox"/> Disbursement	<input type="checkbox"/> Initial Monitoring
		<input type="checkbox"/> Long-Term Monitoring	

**Member Institution Information**

Member Institution Name	
Primary Member Portal Authorized Representative	Title
Email Address	Phone
Additional Member Portal Authorized Representative	Title
Email Address	Phone
Additional Member Portal Authorized Representative	Title
Email Address	Phone
Additional Member Portal Authorized Representative	Title
Email Address	Phone
Member Authorized Signer Name	Title
Member Authorized Signature	Date

Note: This form must be signed on behalf of the member institution, in accordance with the member institution's authorizations on file with the Bank.

## Sponsor Information

Sponsor Name	
Primary Sponsor Portal Authorized Representative	Title
Email Address	Phone
Additional Sponsor Portal Authorized Representative	Title
Email Address	Phone
Additional Sponsor Portal Authorized Representative	Title
Email Address	Phone
Additional Sponsor Portal Authorized Representative	Title
Email Address	Phone
Sponsor Authorized Signer Name	Title
Sponsor Authorized Signature	Date

Please contact Community Investment at (415) 616-2542 with questions.

This Affordable Housing Program ("AHP") Portal User Agreement ("Portal User Agreement" or "Agreement") governs the use of the Federal Home Loan Bank of San Francisco ("Bank") AHP information sharing portal ("Portal"). By agreeing to this Agreement through submission of a Workspace Set-up Request form or by entering into a Direct Subsidy Agreement in conjunction with an AHP application, the applicable Member or Sponsor agrees that it will be a "Portal User" for purposes of this Portal User Agreement and that all access to or other use of the Portal by the Portal User and its employees, directors, agents, and other representatives, including the Authorized Representative (as defined below), is subject to this Agreement.

## 1. Access and Use of the Portal.

- 1.1. **General.** Subject to the terms and conditions of this Agreement, the Bank hereby grants to the Portal User, a limited, non-exclusive and non-transferable right and license without right of sublicense, to provide the Portal User's Authorized Representative access to the Portal until completion of a Project's retention period or unless earlier revoked by the Bank. Each Project and each Authorized Representative will be identified in the AHP Secure Portal Workspace Set-up Request form.
- 1.2. **Confidential Use.** The Portal User will ensure that any Authorized Representative accessing the Portal be bound by a confidentiality and non-disclosure agreement with obligations that are no less stringent than those contained herein and agrees to use the Portal consistent with the Portal User Access Terms and Conditions ("Access Terms"), which are attached as Attachment 1). The Portal User will be responsible for all access to and usage of the Portal by or through its employees, directors, agents, or other representatives, including the Authorized Representative, or those that gain access through the acts or omissions of its employees, directors, agents, or other representatives, including the Authorized Representative.
- 1.3. **Restrictions.** The Portal User will not and will not permit, either directly or indirectly, any person or entity:
  - 1.3.1. Other than its Authorized Representatives, to access, view or use the Portal or any data or other information placed on the Portal ("Data").
  - 1.3.2. To use the Portal in violation of applicable law;
  - 1.3.3. To place or maintain on the Portal any of the following types of information:
    - Social security numbers,
    - Bank, credit card, debit card, or other financial account number of any individual,
    - Credit reports or credit histories relating to any individual,
    - Medical information, and
    - Any other information specific to an individual that does not need to be shared among the Bank, Member, and Sponsor in connection with the Project.
  - 1.3.4. To reproduce, copy, translate, modify, adapt, decompile, disassemble, create Derivative Works or reverse engineer the object code version of or otherwise attempt to secure the source code of all or any part of the Portal. "Derivative Work" means any derivative work of, translation, modification, adaption, enhancement, upgrade, addition, development or improvement to an underlying intellectual property asset; or
  - 1.3.5. To obfuscate, remove or alter any of the logos, trademarks, internet links, patent or copyright notices, confidentiality or proprietary legends or other notices or markings that are on or in the Portal.
- 1.4. **All Other Rights Reserved.** Subject to the express license granted in Section 1.1, all other rights, title and interest in and to the Portal will be held by and reserved to the Bank or its licensors.

- 1.5. **Modifications.** The Bank reserves the right at any time, and from time to time to modify or discontinue, temporarily or permanently, the Portal (or any part thereof) with or without notice and will not be liable for any such action.
- 1.6. **Portal Access by Authorized Representatives.**
- 1.6.1 Use of the Portal is limited to only employees authorized by the Portal User to access the Portal, with respect to a specific Project, who have a need to know or access information regarding that Project (each, an "Authorized Representative"); provided, however that the Portal User will be responsible for all access and use of the Portal by any party that gains access through it or its employees, directors, agents, or other representatives (directly or indirectly and knowingly or unknowingly).
- 1.6.2 The Portal User hereby agrees to the Access Terms attached hereto as Attachment 1 and incorporated by this reference, will inform its Authorized Representatives of the Access Terms, and will be responsible for its Authorized Representatives' compliance with and violation of the Access Terms.
- 1.6.3 To provide an Authorized Representative with access to the Portal for a specific Project, in accordance with the Bank's current security process, the Portal User will provide the Bank with: (a) the Authorized Representative's email address at the Portal User that includes the Portal User's uniform resource locator (URL) ("Authorized Email Address"); and (b) the Project name or other identifier.
- 1.6.4 Immediately upon the termination of a formerly Authorized Representative's employment at the Portal User or removal from the Project, the Portal User shall take all actions necessary to terminate such formerly Authorized Representative's access to the Portal and the Portal User will notify the Bank of the termination or removal by sending an email to [ahpportal@fnlbf.com](mailto:ahpportal@fnlbf.com) that includes the Authorized Email Address of the former Authorized Representative. Following receipt of the email, the Bank will terminate the access of the Authorized Email Address to the Portal. Thereafter, the Portal User may provide the Bank with new information for the new Authorized Representative consistent with Section 1.6.3. In no event may there be more than one Authorized Representative for each Portal User at any one time.

## 2. Confidential Information.

- 2.1. **General.** "Confidential Information" means any information placed on the Portal, whether the Member's, the Project Sponsor's, or the Bank's, except for any information that is: (a) publicly available or later becomes available other than through a breach of this Agreement; (b) known to the Receiving Party or its employees, directors, officers, agents, or other representatives prior to such disclosure or is independently developed by the Receiving Party or its employees, directors, officers, agents, or other representatives subsequent to such disclosure without access to or reliance on the Confidential Information; or (c) subsequently lawfully obtained by the Receiving Party or its employees, directors, officers, agents, or other representatives from a third party without obligations of confidentiality. The party that has received Confidential Information ("Receiving Party") will exercise the same degree of care and protection with respect to the Confidential Information of the party that has disclosed Confidential Information to the Receiving Party ("Disclosing Party") that it exercises with respect to its own Confidential Information and in no case will the Receiving Party use less than reasonable care that is appropriate to the type of information and complies with applicable law. This care may include the encryption or other protection of certain types of confidential information. The Receiving Party will not use Confidential Information for any purpose other than in connection with the Project and will not directly or indirectly disclose, copy, distribute, republish or allow any third party to have access to any Confidential Information of the Disclosing Party. Notwithstanding the above the Receiving Party may disclose Confidential Information to regulators, auditors, employees, directors, officers, agents, and other representatives who have a need to know and if so required by law (including court order or subpoena), provided that such disclosure is made in accordance with the terms of Section 2.3. The provisions of this Section regarding Confidential Information and non-disclosure of Confidential Information will apply for the term of this Agreement and will survive the expiration or termination of this Agreement for any reason,

- 2.2. **Return of Confidential Information.** Unless otherwise authorized or required for record retention purposes, upon the earlier of termination of this Agreement, the Access Agreement or request of the Disclosing Party, with respect to the Disclosing Party's Confidential Information the Receiving Party will promptly either: (a) return such Confidential Information and provide certification to the Disclosing Party that all such Confidential Information has been returned; or (b) destroy such Confidential Information and, if requested, provide certification to the Disclosing Party that all such Confidential Information has been destroyed.
- 2.3. **Notification Obligation.** If the Receiving Party becomes aware of any unauthorized use or disclosure of the Confidential Information of the Disclosing Party, the Receiving Party will promptly and fully notify the Disclosing Party of all facts known to it concerning such unauthorized use or disclosure. In addition, if the Receiving Party or any of its employees, directors, officers, agents, or other representatives are requested or required (by oral questions, interrogatories, requests for information or documents in legal proceedings, subpoena, civil investigative demand or other similar process) to disclose any of the Confidential Information of the Disclosing Party, the Receiving Party will not disclose the Confidential Information without providing the Disclosing Party at least sufficient prior written notice of any such request or requirement so that the Disclosing Party may have time to seek a protective order or other appropriate remedy and/or waive compliance with the provisions of this Agreement. Notwithstanding the foregoing, the Receiving Party will exercise its best efforts to preserve the confidentiality of the Confidential Information including, without limitation, by cooperating with the Disclosing Party to obtain an appropriate protective order or other reliable assurance that confidential treatment will be accorded the Confidential Information.

### 3. Ownership and Other Intellectual Property Rights.

- 3.1. **The Portal.** The Portal is owned by the Bank and/or its Licensors.
- 3.2. **Trademarks.** The distinctive house rooftop logo appearing throughout the Portal, including on materials that can be downloaded from the Portal, and the words "FHLBank San Francisco" are trademarks and trade names of the Bank ("Trademarks") and are owned by the Bank.
- 3.3. **Data.** Except for data and information on this Portal that (1) is created by the Portal User, (2) is in the public domain or (3) for which written permission has been given, no Portal User may copy, modify, publish, transmit, distribute, perform, display, or sell any such Data; provided, however that an Authorized Representative of a Portal User may make copies of the Data solely as required for use in connection with the Project, provided that no derivative works of the Data will be made.
- 3.4. **Retained Ownership.** The Portal, Trademarks and Data provided by the Bank are and will remain the exclusive property of the Bank or its licensors, whether or not specifically recognized or perfected under local applicable law. The Portal User will not take any action that jeopardizes or could jeopardize the Bank or its licensors rights in or to the Portal, Trademarks, or Data.

### 4. Accuracy of Information; Disclaimer.

- 4.1. **No False Information.** The Portal User will not knowingly submit any false information to the Portal, will not provide any false information in connection with the use of the Portal and will promptly update or correct any information provided if the information becomes outdated, in error or misleading.
- 4.2. **Assumption of Risk.** Member and Project Sponsor use the Portal at its own risk and assume the entire cost of all repair, or correction arising therefrom, as well as costs of all software, hardware and materials necessary to access the Portal.
- 4.3. **Accuracy of Information.** The Bank takes no responsibility for the accuracy of information placed on the Portal and does not warrant or otherwise guarantee that information placed on the Portal is accurate, complete, or current. Access to the Portal is made available solely as a convenience to Members and Project Sponsors.
- 4.4. **Not Responsible for Security.** The Bank is not responsible for the security of any information transmitted via the internet related to the Portal. Member and Project Sponsor, as applicable, assume all risk involved in transmitting information or files to or from the Portal.

- 4.5. DISCLAIMER.** THE PORTAL, INCLUDING ALL CONTENT, SOFTWARE, AND INFORMATION ON THE PORTAL ARE PROVIDED "AS IS" AND WITHOUT WARRANTIES OF ANY KIND, EITHER EXPRESS OR IMPLIED. To the fullest extent permitted by law, the Bank disclaims all warranties, express or implied, including, but not limited to, implied warranties of merchantability, fitness for a particular purpose and title. The Bank does not warrant that use of or access to the Portal will be uninterrupted or error-free, that defects will be corrected, or that the Portal or the servers hosting the Portal are free of viruses or other harmful components.
- 5. Indemnity.** The Portal User agrees to defend, hold harmless and indemnify the Bank, and its directors, officers, employees, agents, and other representatives from and against any third party claim arising from or in any way related to its or its employees, directors, officers, agents, or other representatives (including its Authorized Representative's) use of the Portal or violation of this Agreement, including any liability or expense arising from all claims, losses, damages (actual and consequential), suits, judgments, litigation costs and attorneys' fees, of every kind and nature.
- 6. Limitation on Liability.**
- 6.1. General.** In no event will the Bank or its employees, directors, officers, agents, or other representatives be liable to the Portal User or any third person for any direct, indirect, consequential, exemplary, incidental, special or punitive damages, including also lost profits arising from any use of or access to the Portal or inability to use the Portal and regardless of the form of the action including breach of contract or tort (including negligence) even if the Bank been advised of the possibility of such damages. Notwithstanding anything to the contrary contained herein, the Bank's liability to the Portal User for any cause whatsoever related to or arising from the Portal, and regardless of the form of the action including breach of contract or tort (including negligence), even if the Bank been advised of the possibility of such damages will at all times be limited in the aggregate to \$100.00.
- 6.2. No Reliance.** This limitation on damages includes but is not limited to damages that result from reliance on any information obtained from the Portal, or from mistakes, omissions, interruptions, deletion of files or email, errors, defects, viruses, delays in operation or transmission, or any failure of performance (whether or not resulting from acts of God), communications failure, theft, destruction, or unauthorized access to the Bank's records, programs, or services. This paragraph applies to all content and services and software available through the Portal. Because some states do not allow the exclusion or limitation of liability for consequential or incidental damages, in such states (if their law is deemed to apply) liability is limited to the fullest extent permitted by law.
- 7. Termination.** The Bank may terminate access to or use of the Portal at any time. In the event the Portal User desires to terminate access to or use of the Portal, the Portal User may cease using the Portal immediately and provide prompt written notice to the Bank of its desire to cease use and take all actions necessary to ensure that no employees, directors, agents, or other representatives, including the Authorized Representative has access to or continues to access the Portal. Any rights or obligations that by their nature will survive any termination of this Portal User Agreement, will so survive. Termination of access to the Portal will not otherwise affect the Agreement.
- 8. Other Agreements.** The terms and conditions related to the Bank's products and services are governed by various agreements between the Bank and its members, as well as Bank policies and applicable laws and regulations ("Member Agreements"). In the event of express inconsistencies between this Agreement and the Member Agreements, the Member Agreements will be determinative.
- 9. No Third Party Beneficiaries.** Except as otherwise expressly provided in this Agreement, there will be no third party beneficiaries to this Agreement.
- 10. Subsidy Approvals.** By agreeing to this Agreement through submission of a Secure Portal Workspace Set-up Request or by entering into a Direct Subsidy Agreement in conjunction with an AHP application, as applicable, the applicable Member or Sponsor agrees that (i) the Bank has ultimate discretion and authority as to the approval and rejection of all AHP subsidies and (ii) the interpretation and implementation of scoring criteria and financial standards shall be subject to the Bank's sole discretion.

## Attachment 1

### Federal Home Loan Bank of San Francisco AHP Portal User Access Terms and Conditions

Welcome to the portal owned or controlled by the Federal Home Loan Bank of San Francisco (the "Bank") and its contents (collectively, the "Portal"), which is governed by these AHP User Access Terms ("Access Terms"), and provided in connection with a project ("Project") involving the Bank, a Bank member ("Member") and the Project sponsor ("Sponsor") to facilitate secure and confidential information sharing among authorized representatives of the Bank, Member, and Sponsor solely with regards to the Project.

You ("You" and "Your") understand and agree that your access to and use of the Portal is subject to the following conditions:

1. You are currently the authorized representative of the Member or Sponsor for the Project.
2. All of the information on and available through the Portal ("Information") is confidential, and is subject to the AHP Portal User Agreement entered into between the Bank and the Member or Sponsor that employs you. You will maintain the Information in strict confidence and will not disclose any of the Information to others. You will promptly report to your employer and Bank any disclosure of Information to others.
3. You will only place information on the Portal specific to the Project and that must be shared with the Bank, the relevant Sponsor, and the relevant Member.
4. You will never place or maintain any information on the Portal that is not required.
5. All information you place or maintain on the Portal will be accurate and complete.
6. You will never place or maintain any of the following types of information on the Portal:
  - Social security numbers
  - Any bank, credit card, debit card, or other financial account number of any individual
  - Credit reports or credit histories relating to any individual,
  - Medical information, and
  - Any other information specific to an individual that does not need to be shared among the Bank, Member, and Sponsor in connection with the Project.
7. You will not attempt to circumvent any of the security features of the Portal, and will not, knowingly or unknowingly, enable or allow others to access the Portal using Your authorization to the Portal. You will promptly report to your employer and the Bank any access to the Portal using Your authorization to the Portal by anyone other than You.
8. You will comply with all policies and information security requirements for the Portal communicated to You or Your employer by the Bank.
9. You will not attempt to download, scan, copy, print or otherwise capture any of the Information contained on the Portal, except that You may view or download Information solely as required by You on behalf of the Member or Sponsor in relation to the Project. In the event of any download of Information, You shall keep such downloaded Information in strict confidence and destroy all such Information and any items that include such Information as soon as possible.
10. Your access to the Portal is provided solely as a convenience. The Bank can terminate such access at any time in its sole and absolute discretion.
11. The Information on the Portal has been prepared solely to assist Member or Sponsor in undertaking their duties and obligations with regards to the Project.
12. By making the Information available through the Portal, the Bank does not represent that the Information is accurate or complete whether originated by the Bank, Member or Sponsor.

These Access Terms are governed by the laws of the State of California without regard to its conflicts of law provisions that would apply the substantive law of another jurisdiction. You agree to reimburse the Bank for all expenses incurred by the Bank to enforce these Access Terms with regard to You or to remedy Your violation of these Terms. You will promptly report to your employer and the Bank any violation of these Access Terms.

By entering the Portal, you agree you are 18 years of age or older, had an opportunity to review and print these Access Terms and agree to these Access Terms. If you do not agree to these Access Terms, do not enter or use the Portal.