

December 29, 2023

Mr. Edward A Blazel, Assembly Chief Clerk  
Wisconsin State Capitol  
PO Box 7882  
Madison, WI 53707

Dear Mr. Assembly Chief Clerk,

Section 234.45(6) of the Wisconsin Statutes, as created in Section 9 of 2017 Wisconsin Act 176, requires that WHEDA submit a report by December 31<sup>st</sup> of each to inform the Wisconsin Legislature on the status of the State of Wisconsin Housing Tax Credit activity during the calendar year.

In 2023, WHEDA issued 12 Allocation Certificates to completed projects to create or preserve 1,033 units of housing. These 12 projects leveraged a total of \$8.4 million of State Housing Tax Credit to generate a total investment of more than \$300 million in development activity.

Since its inception in 2018, this program has awarded 63 projects with credits, to create 5,300 units. The total of 31 completed developments since the program's inception have leveraged \$41 million in State Housing Tax Credits into a total investment of over \$650 million in the State of Wisconsin, adding or preserving 2,760 units to the state's housing stock. An additional 21 projects are currently under construction and 11 new projects awarded State Housing Tax Credits in 2023 are expected to break ground in 2024.

This 2023 Annual Report on the State HTC Program demonstrates the impact tax credits have on the development of rental stock in Wisconsin. None of the following projects would have received funding or been built without this financing tool. By leveraging other funds, including federal dollars, State HTCs help projects cross the financial finish line to get built.

Best,



Elmer Moore Jr.  
CEO and Executive Director



## State of Wisconsin Housing Tax Credit Program 2023 Annual Report

Wisconsin Housing and Economic Development Authority (WHEDA) was designated as the authority to administer the State of Wisconsin Low Income Housing Tax Credit in 2017 Wisconsin Act 176. Section 234.45(6) of the Wisconsin Statutes requires WHEDA to submit a report to the legislature containing specific information on the developments for which WHEDA issued allocation certificates that year. Projects are awarded reservations of housing tax credit allocations for the year in which they apply and are issued allocation certificates after the project has been placed in service and verified to meet all program requirements. The average timeline for this process to be completed is approximately two to three years.

### 2023 Wisconsin Housing Credit Allocation Certificates

In 2023, housing credit allocation certificates were issued to twelve (12) developments that created or preserved 1,033 units of affordable rental housing. A total of \$8,470,585 in annual credits issued to these 12 projects were leveraged to fund \$302,120,498 in total development costs. Each of the projects that received housing credit allocation certificates in 2023 are detailed in the enclosed project summaries. A full list of all awards and allocation certificates issued since the program's inception is included as Appendix 3.

### Allocation Certificates Issued in 2023

Award Year	Allocation Certificate Issued	Project Name	City	Total Units	Household Type	Annual Credit Allocation	Total Development Cost
2019	2023	Westlawn Renaissance VI	Milwaukee	138	Family	\$1,400,000	\$60,188,291
2020	2023	Union Court Sr Apts & Townhomes	Kenosha	111	Elderly	\$966,249	\$27,423,800
2020	2023	Historic Wausau Apartments	Wausau	94	Family	\$665,110	\$18,503,123
2020	2023	Sun Prairie Senior Apartments	Sun Prairie	100	Elderly	\$853,607	\$26,311,057
2020	2023	Chapel Garden Apartments	Milwaukee	63	Elderly	\$491,340	\$17,228,980
2020	2023	Ella Apartments	Madison	135	Family	\$1,203,927	\$36,430,299
2020	2023	The Limerick	Fitchburg	125	Elderly	\$722,161	\$32,771,787
2020	2023	McKinley School Apartments	Milwaukee	35	Family	\$320,510	\$19,351,802
2020	2023	Cabrini School Lofts	Oshkosh	33	Elderly	\$172,902	\$8,245,664
2021	2023	Oak Ridge at University Park	Madison	82	Elderly	\$693,808	\$21,055,688
2021	2023	The Waterford	McFarland	49	Elderly	\$374,223	\$14,901,282
2021	2023	University Park Commons	Madison	68	Family	\$606,748	\$19,708,725
			<b>TOTAL:</b>	<b>1,033</b>		<b>\$8,470,585</b>	<b>\$302,120,498</b>

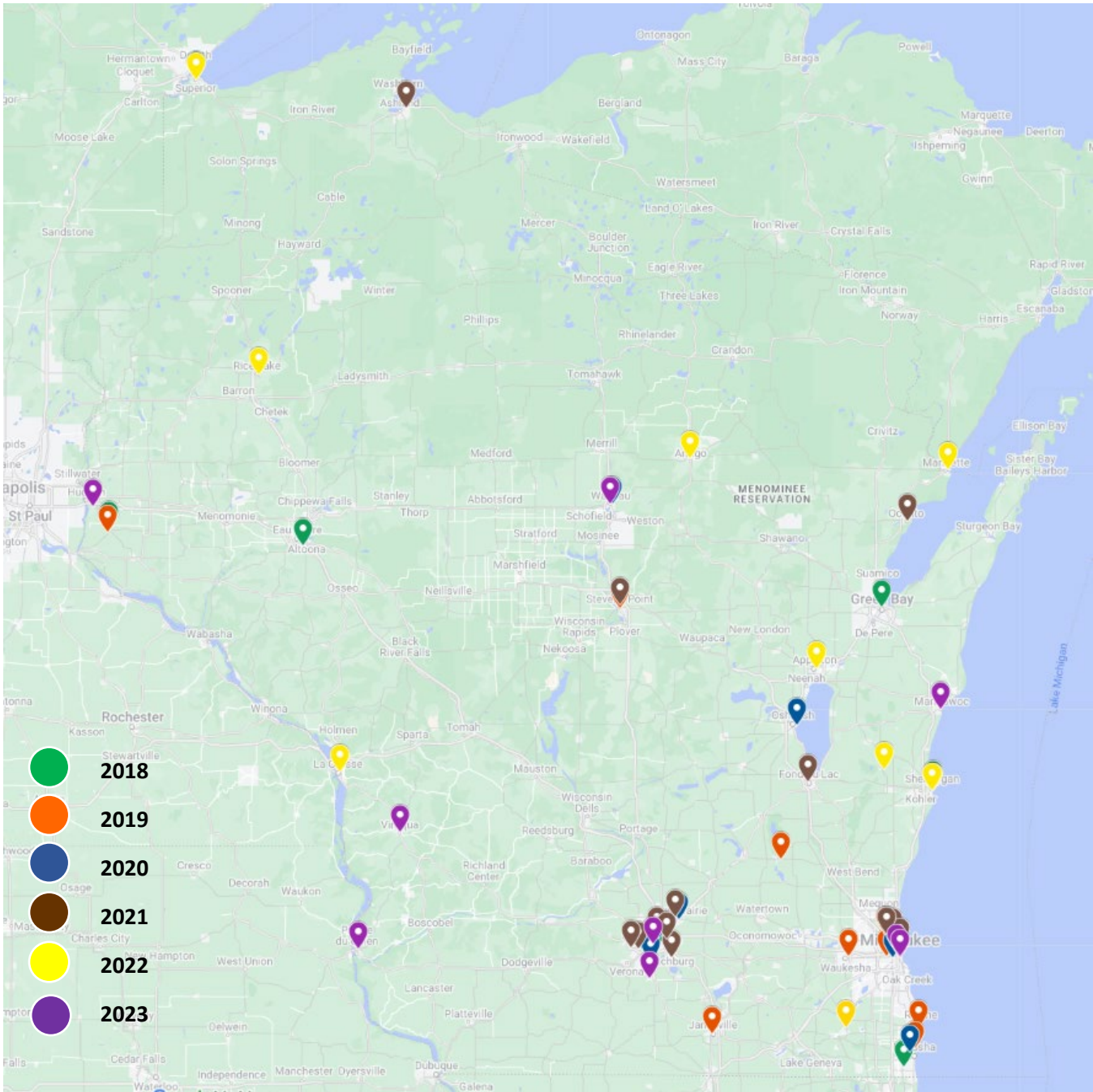
### Summary: 2018-2023 State HTC Awards and Credit Allocation Certificates Issued

	# Awards	# Allocation Certificates Issued	Units Created or Preserved	Annual State HTCs Allocated	Total Development Costs of Completed Projects
<b>2018</b>	9	---	---	---	---
<b>2019</b>	11	---	---	---	---
<b>2020</b>	11	2	218	\$735,715	\$24,293,009
<b>2021</b>	13	8	799	\$5,285,181	\$167,731,363
<b>2022</b>	8	9	710	\$5,441,181	\$164,517,741
<b>2023</b>	11	12	1,033	\$8,470,585	\$302,120,498
<b>TOTAL</b>	<b>63</b>	<b>31</b>	<b>2,760</b>	<b>\$19,932,881</b>	<b>\$658,665,611</b>

Source: Wisconsin Low-Income Housing Credit Allocation Certificates; Application 3 multi-family applications

## State HTC Awards and Allocation Certificates

Since the program's inception, 63 projects have received awards of State HTCs for a total of 5,303 units that have been completed or are under development. Of the 63 total awards, 31 developments have received housing credit allocation certificates, accounting for a total 2,760 units. A map of State HTC awards to date is below, and a list of all awards is included as Appendix 3.



## **Project Summaries**

To be eligible for the State of Wisconsin Housing Tax Credit Program, projects must submit a Market Study Analysis conforming to WHEDA standards. The following project summaries consist of highlights from the WHEDA compliant Market Studies for the proposed projects. Provided as appendices to the report are the Wisconsin Low-Income Housing Credit Allocation Certificates issued in 2023 as well as excerpts from each of the market studies that contain detailed analyses for each project. Full copies of the market studies are available upon request.

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### **2. Market Study Excerpts**

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### **3. State HTC Awards and Credit Allocation Certificates Issued – Full List**

**1.a. WHEDA Project #6475: Westlawn Renaissance**  
**Phase VI**



**Project Description**

Westlawn Renaissance Phase VI is a 138-unit newly constructed development located at south of Silver Spring Drive between 64th Street and 68th Street with Custer Avenue establishing the southern boundary in Milwaukee, Wisconsin. The project was awarded in the 2019 cycle of the State HTC program and serves families with incomes between 50%-80% of Milwaukee County Median Income.

**Market Area Analysis**

The Primary Market Area (PMA) from which the property is expected to draw the majority of its residents is defined by approximately 6 census tracts, generally located in the City of Milwaukee.

**Demographic Information of Residents Served**

Total households in the PMA is projected to decrease by 1,571 between 2018-2023. At the time of the market study, the percentage of renter occupied households within the PMA was 45%, projected to stay at 45% by 2023.

**Income Level of Residents and Rents of Set-Asides Authorized**

**WESTLAWN RENAISSANCE 6**  
**Unit Mix & Rent Structure**

Type/Model	Count	Unit Size	Proposed Rent	Utility Allowance	Net Affordable Rent	Estimated Market Rents
2BR/1 BA - 60% AMI Single	8	1,080	\$743	\$129	\$915	\$825
2BR/1 BA - 60% AMI Townhouse	2	1,000	\$749	\$123	\$921	\$800
2BR/1.5 BA - 60% AMI Duplex	23	1,026	\$746	\$126	\$918	\$825
2BR/1.5 BA - 60% AMI Single	1	1,026	\$743	\$129	\$915	\$825
2BR/1.5 BA - 60% AMI Townhouse	32	1,026	\$749	\$123	\$921	\$800
2BR/1.5 BA - 60% AMI Townhouse	4	1,120	\$749	\$123	\$921	\$800
3BR/1.5 BA - 60% AMI Duplex	5	1,413	\$959	\$144	\$1,062	\$1,150
3BR/1.5 BA - 60% AMI Duplex	5	1,432	\$963	\$144	\$1,062	\$1,050
3BR/1.5 BA - 60% AMI Duplex	1	1,432	\$1,050	\$144	\$1,062	\$1,150
3BR/1.5 BA - 60% AMI Duplex	4	1,432	\$959	\$144	\$1,062	\$1,150
3BR/1.5 BA - 60% AMI Townhouse	1	1,080	\$963	\$140	\$1,066	\$1,025
3BR/1.5 BA - 60% AMI Townhouse	1	1,413	\$1,050	\$140	\$1,066	\$1,025
3BR/1.5 BA - 60% AMI Townhouse	10	1,419	\$963	\$140	\$1,066	\$1,050
3BR/1.5 BA - 80% AMI Duplex	20	1,413	\$963	\$140	\$1,468	\$1,025
3BR/2 BA - 60% AMI Duplex	5	1,525	\$959	\$144	\$1,062	\$1,150
4BR/2 BA - 60% AMI Duplex	8	1,572	\$1,084	\$159	\$1,186	\$1,175
4BR/2 BA - 60% AMI Duplex	1	1,770	\$1,084	\$159	\$1,186	\$1,050
4BR/2.5 BA - 60% AMI Duplex	2	1,727	\$1,084	\$159	\$1,186	\$1,150
4BR/2.5 BA - 60% AMI Townhouse	5	1,727	\$1,088	\$155	\$1,190	\$1,175
<b>Total</b>	<b>138</b>					

Utility Charges:

Water/sewer charges will be owner-paid. Unit heat and electric are to be tenant-paid.

**Need for Affordable Housing and Remaining Disparities**

The market study estimates a total of 20,052 non-senior renter-only income qualified households as potential residents of the development by 2023. With 138 family units being added to the market, the project would need to capture 0.7% of income qualified households to fill the units.

**1.b. WHEDA Project #6584: Union Court Senior Apartments and Townhomes**



**Project Description**

Union Court Senior Apartments and Townhomes is a 111-unit newly constructed development located at 3400 40th Street in Kenosha, Wisconsin. The project was awarded in the 2021 cycle of the State HTC program and serves families and seniors with incomes between 30%-80% of Kenosha County Median Income.

**Market Area Analysis**

The Primary Market Area (PMA) from which the property is expected to draw the majority of its residents is defined by major thoroughfares, generally located in the City of Kenosha and other communities in Kenosha County.

**Demographic Information of Residents Served**

Overall population in the PMA is projected to increase by 2,385 between 2019-2024, and households are expected to increase by 890. At the time of the market study, the percentage of renter occupied households within the PMA was 38%, projected to decrease to 36% by 2024.

**Income Level of Residents and Rents of Set-Asides Authorized**

Union Court Apartments Proposed Unit Matrix							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2019 Kenosha County Maximum Rent	Size (SF)
<b>Senior</b>							
4	1 BR/1 BA	30%	\$407	\$52	\$459	\$459	700
32	1 BR/1 BA	50%	\$713	\$52	\$765	\$765	700
13	1 BR/1 BA	80%	\$965	\$52	\$1,027	\$1,225	700
2	2 BR/2 BA	30%	\$486	\$65	\$551	\$551	1,000
17	2 BR/2 BA	50%	\$853	\$65	\$918	\$918	1,000
12	2 BR/2 BA	80%	\$1,150	\$65	\$1,215	\$1,470	1,000
80	<b>Senior Total</b>						
20	3 BR/2 BA	50%	\$947	\$114	\$1,061	\$1,061	1,325
11	3 BR/2 BA	80%	\$1,325	\$114	\$1,439	\$1,698	1,325
31	<b>Total Family</b>						
111	<b>Grand Total</b>						

**Note:** Unit water, sewer, trash removal, hot water, and heat will be included in the rent for senior units. Unit water, sewer, hot water, and trash removal will be included in the rent for family units.

**Need for Affordable Housing and Remaining Disparities**

The market study estimates a total of 2,210 senior and 2,282 family renter-only income qualified households as potential residents of the development by 2024. With 80 senior units and 31 family units being added to the market, the project would need to capture 3.6% of senior and 1.4% of non-senior qualified households to fill the units.

**1.c. WHEDA Project #6582: Historic Wausau Apartments**



**Project Description**

Historic Wausau Apartments is a 94-unit adaptive reuse development located at 221 Scott Street in Wausau, Wisconsin. The project was awarded in the 2020 cycle of the State HTC program and serves families with incomes between 30%-80% of Marathon County Median Income.

**Market Area Analysis**

The Primary Market Area (PMA) from which the property is expected to draw the majority of its residents is defined by approximately 13 census tracts, generally located in the City of Wausau and other communities in Marathon county.

**Demographic Information of Residents Served**

Overall population in the PMA is projected to increase by 910 between 2019-2024, and households are expected to increase by 460. At the time of the market study, the percentage of renter occupied households within the PMA was 38%, projected to decrease to 37% by 2024.

**Income Level of Residents and Rents of Set-Asides Authorized**

Historic Wausau Apartments Proposed Unit Matrix							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2019 Marathon County Maximum Rent	Ratio of Proposed Gross Rents to Program Rents
15	1 BR/1 BA	30%	\$412	\$0	\$412	\$412	100.0%
33	1 BR/1 BA	50%	\$650	\$0	\$650	\$686	94.8%
5	1 BR/1 BA	60%	\$750	\$0	\$750	\$824	91.0%
20	1 BR/1 BA	80%	\$750	\$0	\$750	\$1,099	68.2%
4	2 BR/1 BA	30%	\$494	\$0	\$494	\$494	100.0%
5	2 BR/1 BA	50%	\$780	\$0	\$780	\$823	94.8%
3	2 BR/1 BA	60%	\$935	\$0	\$935	\$988	94.6%
9	2 BR/1 BA	80%	\$935	\$0	\$935	\$1,318	70.9%
94	Total						

Note: All utilities will continue to be included in the rent

**Need for Affordable Housing and Remaining Disparities**

The market study estimates a total of 2,866 renter-only income qualified households as potential residents of the development by 2024. With 94 family units being added to the market, the project would need to capture 3.3% of income qualified households to fill the units.

**1.d. WHEDA Project #6579: Sun Prairie Senior Apartments**



**Project Description**

Sun Prairie Senior Apartments is a 100-unit newly constructed development located at t 818 W. Main Street in Sun Prairie, Wisconsin. The project was awarded in the 2020 cycle of the State HTC program and serves seniors with incomes between 30%-80% of Dane County Median Income.

**Market Area Analysis**

The Primary Market Area (PMA) from which the property is expected to draw the majority of its residents is defined by major thoroughfares, generally located in the City of Sun Prairie.

**Demographic Information of Residents Served**

Overall population in the PMA is projected to increase by 4,920 between 2019-2024, and households are expected to increase by 2,045. At the time of the market study, the percentage of renter occupied households within the PMA was 38%, projected increase to 39% by 2024.

**Income Level of Residents and Rents of Set-Asides Authorized**

Sun Prairie Senior Apartments Proposed Unit Mix							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2019 Dane County Maximum Rent	Ratio of Proposed Gross Rents to Program Rents
18	1 BR/1 BA	30%	\$520	\$45	\$565	\$565	100.0%
32	1 BR/1 BA	50%	\$896	\$45	\$941	\$941	100.0%
10	1 BR/1 BA	80%	\$1,053	\$45	\$1,098	\$1,507	72.9%
2	2 BR/1 BA	30%	\$621	\$57	\$678	\$678	100.0%
38	2 BR/1 BA	70%	\$1,296	\$57	\$1,353	\$1,582	85.5%
<b>100</b>	<b>Total</b>						

**Note:** Unit water, sewer, trash removal, hot water, and heat will be included in the rent. Tenants will be responsible for unit electric for lighting and refrigeration.

**Need for Affordable Housing and Remaining Disparities**

The market study estimates a total of 984 senior renter-only income qualified households as potential residents of the development by 2024. With 100 senior units being added to the market, the project would need to capture 10.2% of income qualified households to fill the units.



## **1.e. WHEDA Project #6590: Chapel Garden**

### **Project Description**

Chapel Garden Apartments and Townhouses are a 63-unit adaptive reuse development located at 1501 S. Layton Boulevard in Milwaukee, Wisconsin. The project was awarded in the 2020 cycle of the State HTC program and serves seniors and families with incomes between 30%-80% of Milwaukee County Median Income.



### **Market Area Analysis**

The Primary Market Area (PMA) from which the property is expected to draw the majority of its residents is defined by approximately 2 zip codes, located in the City of Milwaukee.

### **Demographic Information of Residents Served**

Total households in the PMA are projected to decrease by 345 between 2020-2025, and elderly households are expected to increase by 652. At the time of the market study, the percentage of renter occupied elderly households within the PMA was 62% and is projected to stay at 62% by 2025. At the time of the market study, the percentage of renter occupied non-senior households was 58% and is expected to remain at 58% by 2025.

### **Income Level of Residents and Rents of Set-Asides Authorized**

#### **ESTIMATED MARKET & AFFORDABLE RENTS**

<u>Type/Model</u>	<u>Unit Size</u>	<u>Proposed Rent</u>	<u>Estimated Affordable Rent</u>	<u>Estimated Market Rent</u>
<b>Senior:</b>				
1 BR/1 BA - 30% AMI	605	\$406	\$406	\$925
1 BR/1 BA - 80% AMI	605	\$925	\$925	\$925
2 BR/1 BA - 50% AMI	940	\$858	\$858	\$1,130
<b>Family:</b>				
3 BR/2 BA TH - 50% AMI	1,560	\$997	\$997	\$1,350

### **Need for Affordable Housing and Remaining Disparities**

The market study estimates a total of 850 non-senior and 1,588 senior renter-only income qualified households as potential residents of the development by 2025. With 59 elderly units and 4 family units being added to the market, the project would need to capture 8.2% of non-senior and 38.5% of senior income qualified households to fill the units.

**1.f. WHEDA Project #6585: Ella Apartments**

**Project Description**

Ella Apartments is a 135-unit newly constructed development located at 319 North Lawn Avenue in Madison, Wisconsin. The project was awarded in the 2020 cycle of the State HTC program and serves families with incomes between 30%-80% of Dane County Median Income.



**Market Area Analysis**

The Primary Market Area (PMA) from which the property is expected to draw the majority of its residents is defined by approximately 25 census tracts, generally located in the City of Madison and other communities in Dane county.

**Demographic Information of Residents Served**

Overall population in the PMA is projected to increase by 7,790 between 2019-2024, and households are expected to increase by 3,795. At the time of the market study, the percentage of renter occupied households within the PMA was 48%, projected to stay at 48% by 2024.

**Income Level of Residents and Rents of Set-Asides Authorized**

Ella Apartments Proposed Unit Matrix							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2019 Dane County Maximum Rent	Ratio of Proposed Gross Rents to Maximum Rent
12	1 BR/1 BA	30%	\$485	\$80	\$565	\$565	100.0%
58	1 BR/1 BA	50%	\$861	\$80	\$941	\$941	100.0%
39	1 BR/1 BA	80%	\$1,301	\$80	\$1,381	\$1,507	91.6%
3	2 BR/1 BA	30%	\$583	\$95	\$678	\$678	100.0%
14	2 BR/1 BA	50%	\$1,035	\$95	\$1,130	\$1,130	100.0%
9	2 BR/1 BA	80%	\$1,601	\$95	\$1,696	\$1,808	93.8%
<b>135</b>	<b>Total</b>						

**Note:** Water, sewer, trash removal, and hot water will be included in the rent while residents will be responsible for unit electricity for lighting and cooking as well as gas for heat.

**Need for Affordable Housing and Remaining Disparities**

The market study estimates a total of 9,790 non-senior renter-only income qualified households as potential residents of the development by 2024. With 135 family units being added to the market, the project would need to capture 1.4% of income qualified households to fill the units.

## 1.g. WHEDA Project #6594: Limerick Apartments

### Project Description

Limerick Apartments is a 125-unit newly constructed development located at the northwest corner of the intersection of the Lacy Road roundabout in the City of Fitchburg, Wisconsin. The project was awarded in the 2020 cycle of the State HTC program and serves seniors and families with incomes between 40%-80% of Dane County Median Income.



### Market Area Analysis

The Primary Market Area (PMA) from which the property is expected to draw the majority of its residents is defined by major thoroughfares, generally located in the City of Fitchburg and other communities in Dane county.

### Demographic Information of Residents Served

Overall population in the PMA is projected to increase by 6,000 between 2019-2024, and households are expected to increase by 2,600. At the time of the market study, the percentage of renter occupied households within the PMA was 46%, projected to decrease to 45% by 2024.

### Income Level of Residents and Rents of Set-Asides Authorized

The Limerick Apartments Proposed Unit Mix							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2019 Dane County Maximum Rent	Ratio of Proposed Gross Rents to Program Rents
<b>Senior</b>							
10	1 BR/1 BA	40%	\$704	\$49	\$753	\$753	100.0%
20	1 BR/1 BA	50%	\$892	\$49	\$941	\$941	100.0%
20	1 BR/1 BA	80%	\$1,098	\$49	\$1,147	\$1,507	76.1%
10	2 BR/2 BA	40%	\$842	\$62	\$904	\$904	100.0%
20	2 BR/2 BA	50%	\$1,068	\$62	\$1,130	\$1,130	100.0%
20	2 BR/2 BA	80%	\$1,377	\$62	\$1,439	\$1,808	79.6%
<b>100</b>	<b>Senior Total</b>						
<b>Family</b>							
10	3 BR/2 BA	40%	\$908	\$136	\$1,044	\$1,044	100.0%
10	3 BR/2 BA	50%	\$1,169	\$136	\$1,305	\$1,305	100.0%
5	3 BR/2 BA	80%	\$1,728	\$136	\$1,864	\$2,089	89.2%
<b>25</b>	<b>Family Total</b>						
<b>125</b>	<b>Grand Total</b>						

**Note:** Unit water, sewer, trash removal, hot water, and heat will be included in the rent for senior units. Unit water, sewer, and trash removal will be included in the rent for family units.

### Need for Affordable Housing and Remaining Disparities

The market study estimates a total of 1,307 senior and 2,180 non-senior renter-only income qualified households as potential residents of the development by 2024. With 100 senior and 25 family units being added to the market, the project would need to capture 7.7% of senior and 0.6% of non-senior income qualified households to fill the units.

## **1.h. WHEDA Project #6586: McKinley School**

### **Apartments**

#### **Project Description**

McKinley School Apartments is a 35-unit adaptive reuse development located at 2001 West Vliet Street in Milwaukee, Wisconsin. The project was awarded in the 2020 cycle of the State HTC program and serves families with incomes between 30%-80% of Milwaukee County Median Income.



#### **Market Area Analysis**

The Primary Market Area (PMA) from which the property is expected to draw the majority of its residents is defined by major thoroughfares, generally located in the City of Milwaukee.

#### **Demographic Information of Residents Served**

Overall population in the PMA is projected to increase by 35 between 2019-2024, and households are expected to increase by 15. At the time of the market study, the percentage of renter occupied households within the PMA was 81%, projected to remain at to 81% by 2024.

#### **Income Level of Residents and Rents of Set-Asides Authorized**

<b>McKinley School Apartments Proposed Unit Matrix</b>							
<b># of Units</b>	<b>Unit Type</b>	<b>% of AMI</b>	<b>Net Rent \$/Mo.</b>	<b>Utility Allowance</b>	<b>Gross Rents</b>	<b>2019 Milwaukee County Maximum Rent</b>	<b>Size (SF)</b>
7	2 BR/1 BA	30%	\$438	\$117	\$555	\$555	975
4	2 BR/1 BA	50%	\$750	\$117	\$867	\$926	975
7	2 BR/1 BA	80%	\$971	\$117	\$1,088	\$1,482	975
10	3 BR/2 BA	50%	\$875	\$130	\$1,005	\$1,070	1,100
7	3 BR/2 BA	80%	\$1,260	\$130	\$1,390	\$1,712	1,100
<b>35</b>	<b>Total</b>						

**Note:** Water, sewer, trash removal, and hot water will be included in the rent while residents will be responsible for their own unit electric for cooking, lighting, air conditioning as well as gas heat.

#### **Need for Affordable Housing and Remaining Disparities**

The market study estimates a total of 4,447 renter-only income qualified households as potential residents of the development by 2024. With 35 family units being added to the market, the project would need to capture 0.8% of income qualified households to fill the units.

## **1.i. WHEDA Project #6593: Cabrini School Lofts**

### **Project Description**

Cabrini School Lofts is a 33-unit adaptive reuse development located at 619 Merritt Ave in Oshkosh, Wisconsin. The project was awarded in the 2020 cycle of the State HTC program and serves seniors with incomes between 30%-60% of Winnebago County Median Income.



### **Market Area Analysis**

The Primary Market Area (PMA) from which the property is expected to draw the majority of its residents is defined by approximately 18 census tracts, generally located in the City of Oshkosh, other communities in Winnebago county.

### **Demographic Information of Residents Served**

Overall population in the PMA is projected to increase by 1,055 between 2019-2024, and households are expected to increase by 555. At the time of the market study, the percentage of renter occupied households within the PMA was nearly 41%, projected to decrease slightly to 40% by 2024.

### **Income Level of Residents and Rents of Set-Asides Authorized**

<b>Cabrini School Lofts Proposed Unit Matrix</b>							
<b># of Units</b>	<b>Unit Type</b>	<b>% of AMI</b>	<b>Net Rent \$/Mo.</b>	<b>Utility Allowance</b>	<b>Gross Rents</b>	<b>2019 Winnebago County Maximum Rent</b>	<b>Ratio of Proposed Gross Rents to Program Rents</b>
1	Studio	30%	\$368	\$43	\$411	\$411	100.0%
2	1 BR/1 BA	30%	\$385	\$55	\$440	\$440	100.0%
11	1 BR/1 BA	50%	\$678	\$55	\$733	\$733	100.0%
8	1 BR/1 BA	60%	\$781	\$55	\$836	\$880	95.0%
1	2 BR/1 BA	30%	\$461	\$67	\$528	\$528	100.0%
6	2 BR/1 BA	50%	\$813	\$67	\$880	\$880	100.0%
4	2 BR/1 BA	60%	\$908	\$67	\$975	\$1,056	92.3%
<b>33</b>	<b>Total</b>						

**Note:** Water, sewer, trash removal, hot water, and heat will be included in the rent while residents will be responsible for their own unit electric for cooking, lighting, and air conditioning.

### **Need for Affordable Housing and Remaining Disparities**

The market study estimates a total of 1,235 renter-only income qualified households as potential residents of the development by 2024. With 33 family units being added to the market, the project would need to capture 2.7% of income qualified households to fill the units.

## **1.j. WHEDA Project #2912: Oak Ridge at University Park**

### **Project Description**

Oak Ridge at University Park is a 82-unit newly constructed development located at 160 Westgate Mall in Madison, Wisconsin. The project was awarded in the 2021 cycle of the State HTC program and serves seniors with incomes between 30%-80% of Dane County Median Income.



### **Market Area Analysis**

The Primary Market Area (PMA) from which the property is expected to draw the majority of its residents is defined by major thoroughfares, generally located in the City of Madison and other communities in Dane county.

### **Demographic Information of Residents Served**

Overall population in the PMA is projected to increase by 3,755 between 2020-2025, and households are expected to increase by 1,910. At the time of the market study, the percentage of renter occupied households within the PMA was 47%, projected to remain at 46% by 2025.

### **Income Level of Residents and Rents of Set-Asides Authorized**

<b>Oak Ridge at University Park Proposed Unit Mix</b>							
<b># of Units</b>	<b>Unit Type</b>	<b>% of AMI</b>	<b>Net Rent \$/Mo.</b>	<b>Utility Allowance</b>	<b>Gross Rents</b>	<b>2020 Dane County Maximum Rent</b>	<b>Ratio of Proposed Gross Rents to Program Rents</b>
13	1 BR/1 BA	30%	\$512	\$51	\$563	\$563	100.0%
26	1 BR/1 BA	50%	\$887	\$51	\$938	\$938	100.0%
8	1 BR/1 BA	80%	\$1,189	\$51	\$1,240	\$1,502	82.6%
3	1 BR/1 BA	80%	\$1,209	\$51	\$1,260	\$1,502	83.9%
4	2 BR/2 BA	30%	\$612	\$63	\$675	\$675	100.0%
7	2 BR/2 BA	50%	\$1,062	\$63	\$1,125	\$1,126	99.9%
21	2 BR/2 BA	80%	\$1,647	\$63	\$1,710	\$1,822	93.9%
<b>82</b>							

**Note:** Unit water, sewer, trash removal, hot water, and heat will be included in the rent. Tenants will be responsible for unit electric for cooking, lighting and refrigeration charges.

### **Need for Affordable Housing and Remaining Disparities**

The market study estimates a total of 1,927 senior renter-only income qualified households as potential residents of the development by 2025. With 82 senior units being added to the market, the project would need to capture 4.3% of senior qualified households to fill the units.

## 1.k. WHEDA Project #2887: The Waterford Apartments

### Project Description

The Waterford Apartments is a 49-unit newly constructed development located at the northeast corner of the intersection of Holscher Road and Broadhead Street in the City of McFarland, Wisconsin. The project was awarded in the 2021 cycle of the State HTC program and 41 units serves seniors and families with incomes between 30%-60% of Dane County Median Income.



### Market Area Analysis

The Primary Market Area (PMA) from which the property is expected to draw the majority of its residents is defined by major thoroughfares, located in the City of McFarland and surrounding communities in Dane County.

### Demographic Information of Residents Served

Overall population in the PMA is projected to increase by 5,850 between 2019-2024, and households are expected to increase by 1,910. At the time of the market study, the percentage of renter occupied households within the PMA was 29%, projected to decrease to 28% by 2024.

### Income Level of Residents and Rents of Set-Asides Authorized

The Waterford Apartments Proposed Unit Mix							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2020 Dane County Maximum Rent	Size (SF)
<b>Senior</b>							
10	1 BR/1 BA	30%	\$513	\$50	\$563	\$563	720
3	1 BR/1 BA	50%	\$888	\$50	\$938	\$938	720
1	1 BR/1 BA	60%	\$1,019	\$50	\$1,069	\$1,126	720
9	2 BR/2 BA	50%	\$1,063	\$63	\$1,126	\$1,126	1,070
10	2 BR/2 BA	60%	\$1,220	\$63	\$1,283	\$1,351	1,070
4	2 BR/2 BA	MKT	\$1,485	\$63	\$1,548	N/A	1,070
<b>37</b>	<b>Senior Total</b>						
<b>Family</b>							
8	3 BR/2.5 BA	50%	\$1,165	\$133	\$1,298	\$1,301	1,520
4	3 BR/2.5 BA	MKT	\$1,750	\$133	\$1,883	N/A	1,520
<b>12</b>	<b>Family Total</b>						
<b>49</b>	<b>Grand Total</b>						

**Note:** Unit water, sewer, trash removal, hot water, and heat will be included in the rent for senior units. Unit water, sewer, and trash removal will be included in the rent for family units.

### Need for Affordable Housing and Remaining Disparities

The market study estimates a total of 828 low-income senior, 1,173 senior, 795 low-income family, and 1,762 family renter-only income qualified households as potential residents of the development by 2024. With 33 low-income senior and 4 market rate senior units being added to the market, the project would need to capture 4% and 0.3% of senior qualified households to fill the low-income and market rate units. With 8 low-income family and 4 market rate family units being added to the market, the project would need to capture 1% and 0.2% of qualified households to fill the low-income and market rate units.

## 1.I. WHEDA Project #2911: University Park Commons

### Project Description

University Park Commons is a 68-unit newly constructed development located at 160 Westgate Mall in Madison, Wisconsin. The project was awarded in the 2021 cycle of the State HTC program and serves families with incomes between 30%-80% of Dane County Median Income.



### Market Area Analysis

The Primary Market Area (PMA) from which the property is expected to draw the majority of its residents is defined by major thoroughfares, located in the City of Madison.

### Demographic Information of Residents Served

Overall population in the PMA is projected to increase by 3,775 between 2020-2025, and households are expected to increase by 1,910. At the time of the market study, the percentage of renter occupied households within the PMA was 47%, projected to remain at 47% by 2025.

### Income Level of Residents and Rents of Set-Asides Authorized

University Park Commons Proposed Unit Mix							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2020 Dane County Maximum Rent	Ratio of Proposed Gross Rents to Program Rents
9	1 BR/1 BA	30%	\$512	\$51	\$563	\$563	100.0%
19	1 BR/1 BA	50%	\$887	\$51	\$938	\$938	100.0%
6	1 BR/1 BA	80%	\$1,242	\$51	\$1,293	\$1,502	86.1%
4	1 BR/1 BA	80%	\$1,260	\$51	\$1,311	\$1,502	87.3%
2	2 BR/2 BA	30%	\$612	\$63	\$675	\$675	100.0%
14	2 BR/2 BA	80%	\$1,647	\$63	\$1,710	\$1,802	94.9%
3	3 BR/2 BA	30%	\$705	\$76	\$781	\$781	100.0%
8	3 BR/2 BA	50%	\$1,225	\$76	\$1,301	\$1,301	100.0%
3	3 BR/2 BA	80%	\$1,891	\$76	\$1,967	\$2,083	94.4%
<b>68</b>							

**Note:** Water, sewer, trash removal, hot water, and heat will be included in the rent while residents will be responsible for unit electricity for lighting and cooking.

### Need for Affordable Housing and Remaining Disparities

The market study estimates a total of 5,770 renter-only income qualified households as potential residents of the development by 2025. With 83 units being added to the market, the project would need to capture 1.2% of qualified households to fill the units.




**WHEDA**

 Wisconsin Housing and Economic  
Development Authority

## Wisconsin Low-Income Housing Credit Allocation Certificate

**\*Include with your Wisconsin income/franchise tax return\***

Claimant's Legal Business Name: WESTLAWN RENAISSANCE VI LLC	FEIN: 35-2633092
Street Address or PO Box Number: 809 N BROADWAY- 3RD FLOOR	Project Number: #6475
City: MILWAUKEE	Placed in Service Date: 06/30/2022
State: WISCONSIN	Certificate Issue Date: 12/20/2023
Zip: 53202	Taxable Year End:
Tax Year 1 Credit Amount: \$1,400,000	Tax Year 4 Credit Amount: \$1,400,00
Tax Year 2 Credit Amount: \$1,400,000	Tax Year 5 Credit Amount: \$1,400,000
Tax Year 3 Credit Amount: \$1,400,00	Tax Year 6 Credit Amount: \$1,400,000

- Include this certificate with your Wisconsin income/franchise tax return for each taxable year you claim the low-income housing credit.
- For additional information regarding low-income housing projects, contact WHEDA at 1-800-334-6873 or [info@wheda.com](mailto:info@wheda.com).
- For additional information regarding claiming the tax credit on your income/franchise tax return, contact the Wisconsin Department of Revenue at 608-266-2772 or [DORIncome@wisconsin.gov](mailto:DORIncome@wisconsin.gov).

*Special Instruction regarding the Taxable Year End field: It is the responsibility of the Claimant to update this field on an annual basis as part of the Wisconsin income/franchise tax return submission process.*

WHEDA Authorization:

 Emily Francis,  
Manager, Commercial Policy and Strategy

Date:

12/20/2023

direct rent subject subsidies via Project Based Voucher. Proposed Tax Credit Rents, Maximum Allowable Tax Credit Rents, Utility Allowances and estimated Market Rents are summarized below:

**WESTLAWN RENAISSANCE 6**  
**Unit Mix & Rent Structure**

<u>Type/Model</u>	<u>Count</u>	<u>Unit Size</u>	<u>Proposed Rent</u>	<u>Utility Allowance</u>	<u>Net Affordable Rent</u>	<u>Estimated Market Rents</u>
2BR/1 BA - 60% AMI Single	8	1,080	\$743	\$129	\$915	\$825
2BR/1 BA - 60% AMI Townhouse	2	1,000	\$749	\$123	\$921	\$800
2BR/1.5 BA - 60% AMI Duplex	23	1,026	\$746	\$126	\$918	\$825
2BR/1.5 BA - 60% AMI Single	1	1,026	\$743	\$129	\$915	\$825
2BR/1.5 BA - 60% AMI Townhouse	32	1,026	\$749	\$123	\$921	\$800
2BR/1.5 BA - 60% AMI Townhouse	4	1,120	\$749	\$123	\$921	\$800
3BR/1.5 BA - 60% AMI Duplex	5	1,413	\$959	\$144	\$1,062	\$1,150
3BR/1.5 BA - 60% AMI Duplex	5	1,432	\$963	\$144	\$1,062	\$1,050
3BR/1.5 BA - 60% AMI Duplex	1	1,432	\$1,050	\$144	\$1,062	\$1,150
3BR/1.5 BA - 60% AMI Duplex	4	1,432	\$959	\$144	\$1,062	\$1,150
3BR/1.5 BA - 60% AMI Townhouse	1	1,080	\$963	\$140	\$1,066	\$1,025
3BR/1.5 BA - 60% AMI Townhouse	1	1,413	\$1,050	\$140	\$1,066	\$1,025
3BR/1.5 BA - 60% AMI Townhouse	10	1,419	\$963	\$140	\$1,066	\$1,050
3BR/1.5 BA - 80% AMI Duplex	20	1,413	\$963	\$140	\$1,468	\$1,025
3BR/2 BA - 60% AMI Duplex	5	1,525	\$959	\$144	\$1,062	\$1,150
4BR/2 BA - 60% AMI Duplex	8	1,572	\$1,084	\$159	\$1,186	\$1,175
4BR/2 BA - 60% AMI Duplex	1	1,770	\$1,084	\$159	\$1,186	\$1,050
4BR/2.5 BA - 60% AMI Duplex	2	1,727	\$1,084	\$159	\$1,186	\$1,150
4BR/2.5 BA - 60% AMI Townhouse	5	1,727	\$1,088	\$155	\$1,190	\$1,175
Total	138					

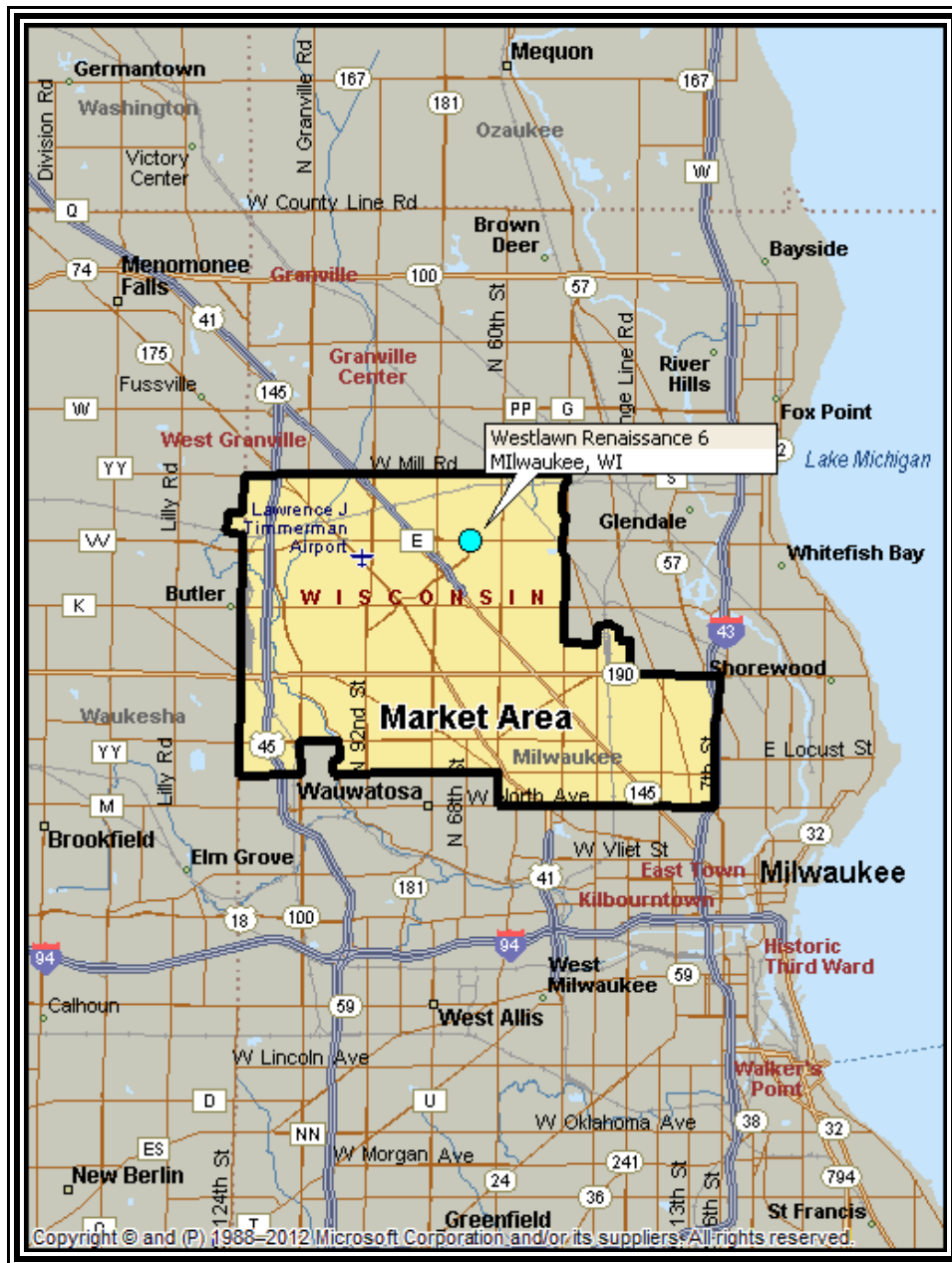
Utility Charges:

Water/sewer charges will be owner-paid. Unit heat and electric are to be tenant-paid.

## MARKET AREA DESCRIPTION

### MARKET AREA DEFINITION

The subject's market area is defined by the geographic boundaries from which the subject will attract most of its residents and in which the subject will compete with existing and proposed multi-family developments. For purposes of comparing demand and supply of similar housing, we have defined the subject's market area as Milwaukee County Zip Codes 53206, 53210, 53216, 53218, 53222 and 53225. This area includes much Milwaukee's northwest side. This market area is shown below.



## DEMAND ANALYSIS

The source of demand for the subject's units consists primarily of its target market. We first defined the subject's target market. Second, the target market was quantified in terms of households.

### TARGET MARKET DEFINITION

The subject's target market consists of age and income-qualified renter households. We have counted non-seniors under age 65 as the subject's primary source of demand. Therefore, non-senior households having appropriate income levels will be considered among the pool of potential tenants. A current upper income limit of \$66,800 has been set as the maximum for the subject's subsidized units at the 80% AMI level for five person households in Milwaukee County. No lower income limit was used since the subject's units will be subsidized according to tenant income levels.

In general, we note that the incidence of renter households has an inverse relationship to household income; lower income households tend to rent with greater frequency than higher income households. As of the 2000 Census, approximately 64.5% of market area one person households <65 with income below 80% of the area median income ("AMI") were renters.

### TARGET MARKET DEMOGRAPHIC TRENDS

Given the above target market definition, the universe of potential tenants for the subject's units has been estimated at 20,052 households and 18,481 households, respectively, as of 2018 and 2023.

Target market data is presented below.

### TARGET MARKET DATA 53206, 53210, 53216, 53218, 53222 & 53225

<u>Households - Per Nielson Claritas (1)</u>	<u>2000</u>	<u>2018</u>	<u>2023</u>
Under 65	56,248	52,606	50,194
65 and over	13,972	12,561	14,442
 Total Households	 70,220	 65,167	 64,636
Percentage Change Households <65		-6.5%	-4.6%
Percentage Change Households 65+		-10.1%	15.0%
 <u>Household Income (2)</u>		<u>&lt;65 Households</u>	
Under \$14,999		9,739	8,552
\$15,000-\$24,999		7,209	6,246
\$25,000-\$34,999		5,863	5,337
\$35,000-\$49,999		8,533	7,863
\$50,000-\$74,999		9,296	8,976
\$75,000-\$99,999		5,515	5,630
\$100,000-\$124,999		3,112	3,398
\$125,000-\$149,999		1,730	2,006
\$150,000-\$199,999		1,047	1,391
Over \$200,000		562	795
 Total		 52,606	 50,194

**Estimate of Target Market Households**

	<u>2018</u>	<u>2023</u>
2018 <65 Under \$66,800	31,088	
2023 <65 Under to \$71,660 (3)		28,653
Renter Percentage (4)	<u>64.5%</u>	<u>64.5%</u>
 Target Market Households	 20,052	 18,481

(1) Source: Nielson Claritas

(2) Source: Nielson Claritas

(3) 2023 Income Range calculated by increasing 2018 target market income range by 7.27%, the increase in median household income projected for the market area from 2018 to 2023.

(4) Source: 2010 Census; Ribbon Demographics/Claritas

**TARGET MARKET DEMOGRAPHIC TRENDS - Without Section 8 Subsidy**

Without Section 8 rent subsidy, demand for the subject would be based on a different income range with 80% AMI upper income limits and *affordable* lower income limits; lower limits are based on the lowest monthly achievable tax credit rent plus utility allowance divided by 35% for family units with the results being multiplied by 12 to annualized monthly incomes. Given these modifications and assuming no rent subsidy, the universe of potential tenants for the subject's family units has been estimated at 5,844 of 2018. Demand for subsidized units is significantly greater than for non-subsidized units. Target market data is presented below.

**TARGET MARKET DATA**  
**53206, 53210, 53216, 53218, 53222 & 53225**

<u>Housedholds - Per Nielson Claritas (1)</u>	<u>2000</u>	<u>2018</u>	<u>2023</u>
Under 65	56,248	52,606	50,194
65 and over	<u>13,972</u>	<u>12,561</u>	<u>14,442</u>
 Total Households	 70,220	 65,167	 64,636
Percentage Change Households <65		-6.5%	-4.6%
Percentage Change Households 65+		-10.1%	15.0%

<u>Household Income (2)</u>	<u>&lt;65 Households</u>	
Under \$14,999	9,739	8,552
\$15,000-\$24,999	7,209	6,246
\$25,000-\$34,999	5,863	5,337
\$35,000-\$49,999	8,533	7,863
\$50,000-\$74,999	9,296	8,976
\$75,000-\$99,999	5,515	5,630
\$100,000-\$124,999	3,112	3,398
\$125,000-\$149,999	1,730	2,006
\$150,000-\$199,999	1,047	1,391
Over \$200,000	<u>562</u>	<u>795</u>
 Total	 52,606	 50,194

## RECONCILIATION OF SUPPLY AND DEMAND

In reconciling supply and demand in the market area for the subject's units, we have examined several measures of market performance with respect to the subject proposal, as well as, vacancy rates.

### MARKET PERFORMANCE MEASURES

Several measures of the market area's ability to support the subject's development are discussed below.

#### Market Capture

Market capture is a measure of the proportion of the target market required for full occupancy. A capture rate was calculated by dividing the number of subject units by the estimated number of age-income-qualified renter households as of 2018. A rate of 0.7% was calculated for the subject's units. The market area appears to include a very large base of target market households.

#### Market Penetration

Market penetration considers the subject's units along with existing and proposed similar comparable properties in relation to market demand. The sum of the subject's units plus existing and proposed comparable subsidized units were divided by estimated target market households as of 2018. As a result, a penetration rate of 5.8% was calculated for the subject's income-restricted units. We consider this penetration rate as an indication that the subject is capable of achieving reasonably high occupancy rates into the future.

### MARKET PERFORMANCE STATISTICS 53206, 53210, 53216, 53218, 53222 & 53225

Subject Units	138
Lower Income Limit	\$0
Upper Income Limit	\$66,800
Target Market Households	20,052
Comparable Units - Subsidized Existing or Construction (1)	716
Comparable Units - Subsidized Westlawn Proposed (1)	319
Comparable Units - Market Rate	0
Total Comparable Units	1,035

#### Demand and Supply Ratios

Capture Rate - (2)	0.7%
Penetration Rate (3)	5.8%

(1) Includes 7 competing non-senior subsidized properties in the market area.; future Westlawn phases are expected.

(2) The percentage of target market required for subject full occupancy - Subject units divided by Target Market.

(3) The percentage of target market that the subject and its existing and future competition must share - Subject units plus Existing Competitive Units plus Proposed Competitive Units divided by Target Market households.



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## Market Area Definition

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### Primary Market Area ("PMA")

The PMA is defined as a geographic area from which a property is expected to draw the majority of its residents. Additionally, the PMA is the area in which similar properties compete with the subject property for tenants. The PMA for the proposed development must first be established before the influences of supply and demand can be assessed.

The subject development site is located on the northwest side of the City of Kenosha, Wisconsin. Kenosha, Wisconsin is located in the far southeast corner of the State of Wisconsin, approximately thirty-one miles south of downtown Milwaukee, WI and forty-eight miles northeast of Chicago, IL. More specifically, the subject site is made up of two parcels of land, both located just east of the intersection of 39<sup>th</sup> Avenue and 40<sup>th</sup> Street, approximately 1.9 miles northwest of downtown Kenosha. Parcel 1 is located on the south side of 40<sup>th</sup> Street and is located directly east of the Maple Wood Apartments. Parcel 2 is located on the north side of 40<sup>th</sup> Street, directly across 40<sup>th</sup> Street from Parcel 1.

Interviews were conducted with property managers or potentially competing developments, the Kenosha planning department and other city and county officials. A consensus among those interviewed indicated that a predominant primary market for the development exists.

The strongest potential demand for housing associated with the development is anticipated to originate from within the PMA. A consensus among those persons interviewed, a review of the retail shopping patterns, a review of the commuting and transportation linkages for the surrounding area, a review of the employment base within the community, and a driving tour of the surrounding area indicate that the predominant PMA for the housing proposed for the subject property is the Kenosha/Racine county line to the north, Interstate 43/94 to the west, the Wisconsin/Illinois state line to the south, and Lake Michigan to the east.

Based on the site's pedestrian linkages, convenient access to major thoroughfares, proximity to numerous major employers, and discussions with property managers of potentially competing developments, it is likely that 20 to 25 percent of the residents that ultimately rent from the proposed development will originate from outside the PMA (most likely from other areas of Kenosha County). However, as a conservative approach, only the population from within the PMA will be analyzed in this study.

A map of the PMA is included on the following page.





PMA Map



## Population and Households

### Overall Demographic Analysis Summary

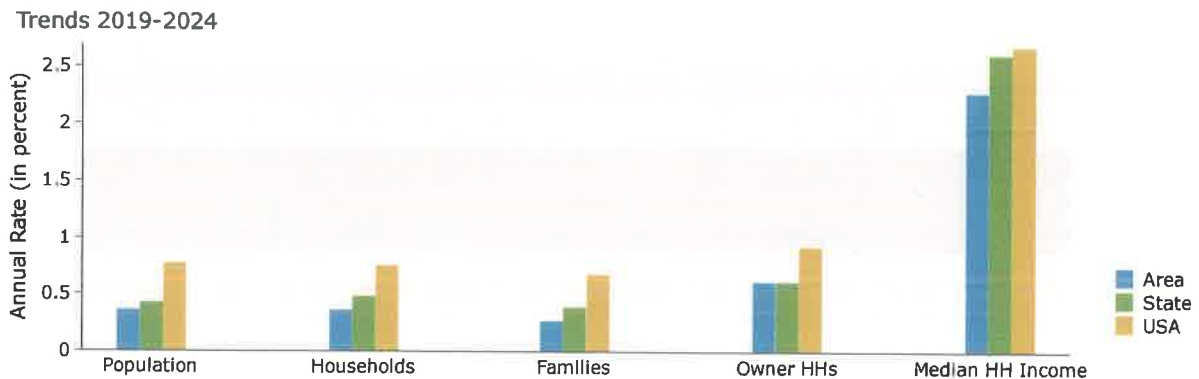
The following table provides a summary of the demographic makeup of the people residing within the PMA. According to the US Census Bureau and the ESRI BIS actual 2010 and forecasted 2019 and 2024 demographic data sets, the overall population is projected to increase by approximately 477 people per year for the five years ending in 2024, resulting in an overall gain of 1.8 percent. The number of households is projected to increase at a rate of about 178 per year for a gain of 1.8 percent. Owner occupied households are projected to increase while renter occupied households are projected to decrease.

Demographic Summary					
Description	2010 US Census	2019 ESRI Forecasts	2024 ESRI Forecasts	% Change 2019-2024	Annual Change 2019-2024
Population	127,931	131,206	133,590	1.8%	476.8
Households	48,128	49,344	50,235	1.8%	178.2
Families	31,626	31,999	32,430	1.3%	86.2
Average Household Size	2.56	2.57	2.57	-	-
Owner Occupied Housing Units	30,694	30,969	31,920	3.1%	190.2
Renter Occupied Housing Units	17,434	18,375	18,315	-0.3%	-12
Median Age	35	37	37	-	-

Source: U.S. Census Bureau, Census 2010 Summary File 1. ESRI Forecasts for 2019 and 2024.

Trends: 2019-2024 Annual Rate			
Description	Area	State	National
Population	0.36%	0.43%	0.77%
Households	0.36%	0.48%	0.75%
Families	0.27%	0.39%	0.68%
Owner Occupied HHs	0.61%	0.61%	0.92%
Median Household Income	2.28%	2.62%	2.70%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.



Given the strengths and weaknesses of all the comparable developments, we have used an average of all the comparables as the primary indicators of value. Market rate calculations were based on the proposed development's most prevalent unit type for the one and two bedroom apartment units.

<b>Summary of Estimated Achievable Market Rents</b>		
<b>Development</b>	<b>1 BR</b>	<b>2 BR</b>
Estimated Achievable Market Rents Minimum	\$918	\$1,114
Estimated Achievable Market Rents Maximum	\$1,292	\$1,462
Estimated Achievable Market Rents Average	\$1,113	\$1,280

<b>Average Estimated Achievable Market Rents</b>			
<b>Unit Type</b>	<b>Base Market Rent per Month</b>	<b>Average Unit Size (SF)</b>	<b>Rent per SF</b>
1 BR/1 BA	\$1,115	700	\$1.59
2 BR/1 BA	\$1,280	1,000	\$1.28

**Senior Capture Rate by Set-Aside**

Tax Credit Capture Rate Chart				
Min Income*	\$13,770			
Max Income	\$52,240			
Households Assumed	Over the Age of 65			
Number of Households		Income Qualified Households	Renter Percentage	Renter Qualified for Project
Less Than \$15,000	1,106	91	36.7%	52
\$15,000 to \$24,999	1,998	1,998	36.7%	733
\$25,000 to \$34,999	1,635	1,635	36.7%	600
\$35,000 to \$49,999	2,081	2,081	36.7%	764
\$50,000 to \$74,999	2,421	217	36.7%	80
\$75,000 to \$99,999	1,108	-	-	-
\$100,000 to \$149,999	1,032	-	-	-
\$150,000 to \$199,999	446	-	-	-
Over \$200,000	443	-	-	-
<b>Total Households</b>	<b>12,270</b>	<b>6,022</b>	<b>36.7%</b>	<b>2,210</b>
<b>Income Qualified Renter HHs</b>				<b>2,210</b>
<b>Rental Units in Project</b>				<b>80</b>
<b>Capture Rate**</b>				<b>3.6%</b>

\*Based on rents proposed by project Developer (utilities included), represents 40 percent of gross household income

\*\*Number of proposed units divided by number of income eligible households

**Multifamily Capture Rate by Set-Aside**

Tax Credit Capture Rate Chart				
Min Income*	\$36,377			
Max Income	\$70,560			
Households Assumed	Households Under the Age of 65			
Number of Households		Income Qualified Households	Renter Percentage	Renters Qualified for Project
Less Than \$15,000	2,331	-	-	-
\$15,000 to \$24,999	2,527	-	-	-
\$25,000 to \$34,999	3,142	-	-	-
\$35,000 to \$49,999	4,137	3,757	22.6%	935
\$50,000 to \$74,999	7,710	6,341	22.6%	1,433
\$75,000 to \$99,999	4,945	-	-	-
\$100,000 to \$149,999	7,388	-	-	-
\$150,000 to \$199,999	2,804	-	-	-
Over \$200,000	2,447	-	-	-
<b>Total Households</b>	<b>37,431</b>	<b>10,098</b>	<b>22.6%</b>	<b>2,282</b>
<b>Income Qualified Renter HHs</b>				<b>2,282</b>
<b>Rental Units in Project</b>				<b>31</b>
<b>Capture Rate**</b>				<b>1.4%</b>

\*Based on rents proposed by project Developer (utilities included), represents 35 percent of gross household income

\*\*Number of proposed units divided by number of income eligible households



## Location and Market Area Definition

---

### Primary Market Area ("PMA")

The PMA is defined as a geographic area from which a property is expected to draw the majority of its residents. Additionally, the PMA is the area in which similar properties compete with the subject property for tenants. The PMA for the proposed development must first be established before the influences of supply and demand can be assessed.

The proposed subject redevelopment site, Historic Wausau Apartments, is located in the heart of what is considered downtown Wausau, Wisconsin. More specifically, the site is located at 221 Scott Street, Wausau, WI, within the existing Landmark Building. Wausau, Wisconsin is approximately thirty miles north of Stevens Point, Wisconsin, eighty-four miles northwest of Green Bay, Wisconsin, and 168 miles east of Minneapolis/St. Paul Minnesota.

Interviews were conducted with property managers or potentially competing developments, the Wausau planning department and other city and county officials. A consensus among those interviewed indicated that a predominant primary market for the development exists.

The strongest potential demand for housing associated with the development is anticipated to originate from within the PMA. A consensus among those persons interviewed, a review of the retail shopping patterns, a review of the commuting and transportation linkages for the surrounding area, a review of the employment base within the community, and a driving tour of the surrounding area indicate that the predominant PMA for the housing proposed for the Subject Property is bounded by the following 2010 US Census Tracts: 1, 2, 3, 4, 5, 6.01, 6.02, 7 to 10, 11.03, 11.04 and 13.0.

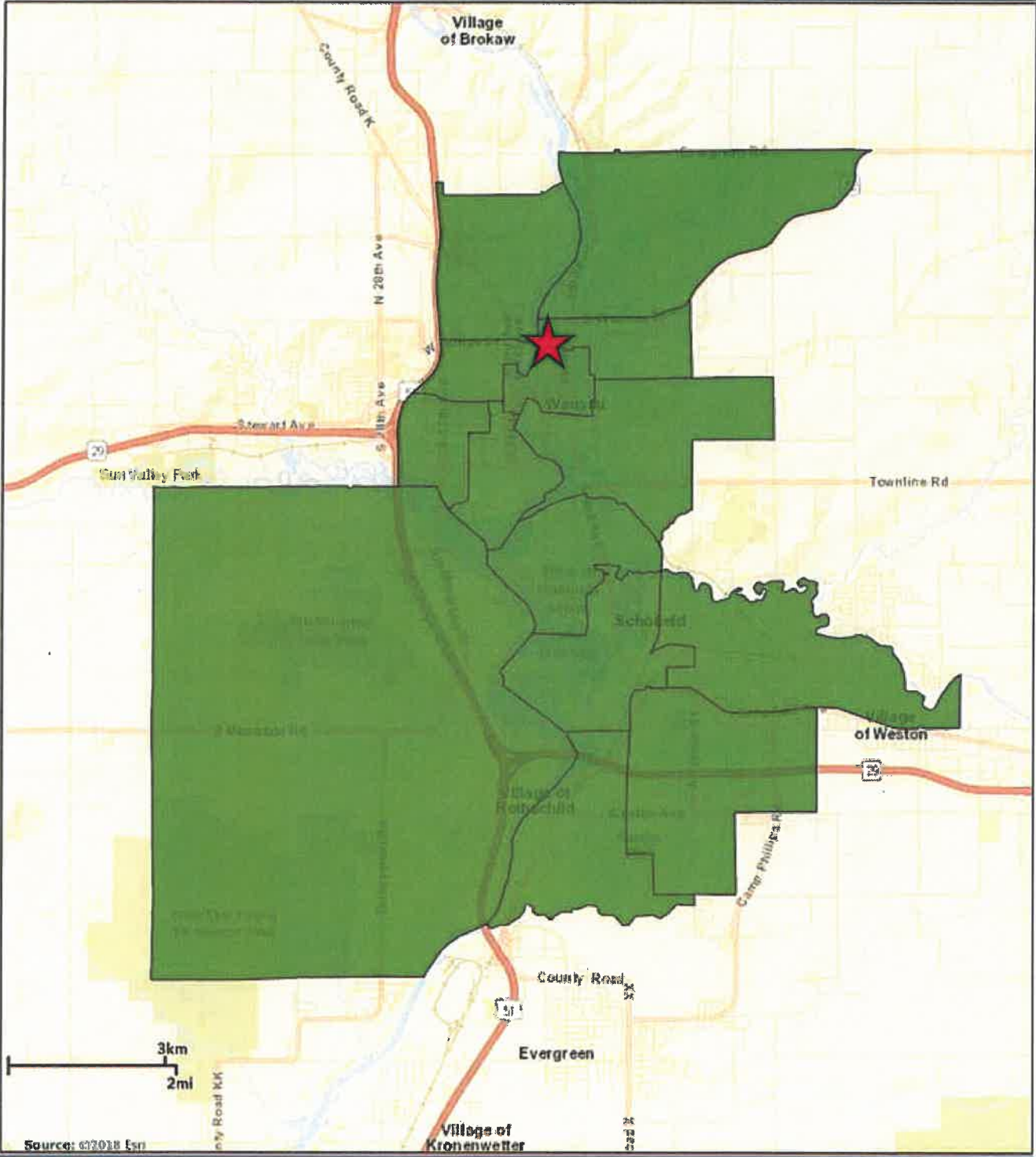
Based on the site's pedestrian linkages, convenient access to major thoroughfares, proximity to numerous major employers, and discussions with property managers of potentially competing developments, it is likely that 20 to 25 percent of the residents that ultimately rent from the proposed development will originate from outside the PMA (most likely from other areas of Marathon County). However, as a conservative approach, only the population from within the PMA will be analyzed in this study.

A map of the PMA is included on the following page.



esri

PMA Map





## Population and Households

### Overall Demographic Analysis Summary

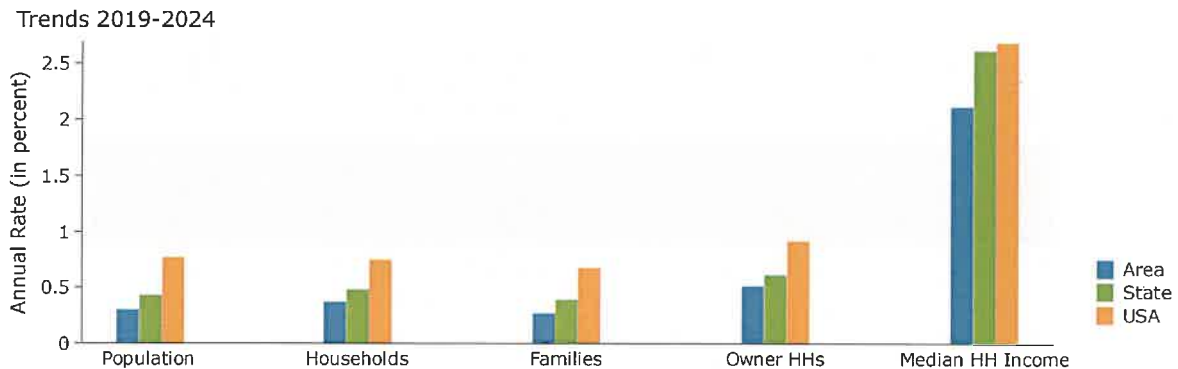
The following table provides a summary of the demographic makeup of the people residing within the PMA. According to the US Census Bureau and the ESRI BIS actual 2010 and forecasted 2019 and 2024 demographic data sets, the overall population is projected to increase by approximately 182 people per year for the five years ending in 2024, resulting in an overall gain of 1.5 percent. The number of households is projected to increase at a rate of about 92 per year for a gain of 1.9 percent. A greater increase is projected in owner occupied units than in renter occupied units.

Demographic Summary					
Description	2010 US Census	2019 ESRI Forecasts	2024 ESRI Forecasts	% Change 2019-2024	Annual Change 2019-2024
Population	59,058	60,017	60,928	1.5%	182.2
Households	24,239	24,846	25,308	1.9%	92.4
Families	15,007	15,152	15,354	1.3%	40.4
Average Household Size	2.38	2.37	2.36	-	-
Owner Occupied Housing Units	15,482	15,428	15,826	2.6%	79.6
Renter Occupied Housing Units	8,757	9,418	9,482	0.7%	12.8
Median Age	38	39	40	-	-

Source: U.S. Census Bureau, Census 2010 Summary File 1. ESRI Forecasts for 2019 and 2024.

Trends: 2019-2024 Annual Rate				
Description	Area	State	National	
Population	0.30%	0.43%	0.77%	
Households	0.37%	0.48%	0.75%	
Families	0.27%	0.39%	0.68%	
Owner Occupied HHs	0.51%	0.61%	0.92%	
Median Household Income	2.11%	2.62%	2.70%	

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.



**Proposed Rental Rate Comparisons**

For additional support relating to the proposed 30, 50, 60, and 80 percent unit rents, we have also compared proposed rents to program and market rents to determine whether the proposed rents are reasonable and at a level that is at or below the prevailing income restricted comparable properties.

<b>Historic Wausau Apartments Proposed Unit Matrix</b>							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2019 Marathon County Maximum Rent	Ratio of Proposed Gross Rents to Program Rents
15	1 BR/1 BA	30%	\$412	\$0	\$412	\$412	100.0%
33	1 BR/1 BA	50%	\$650	\$0	\$650	\$686	94.8%
5	1 BR/1 BA	60%	\$750	\$0	\$750	\$824	91.0%
20	1 BR/1 BA	80%	\$750	\$0	\$750	\$1,099	68.2%
4	2 BR/1 BA	30%	\$494	\$0	\$494	\$494	100.0%
5	2 BR/1 BA	50%	\$780	\$0	\$780	\$823	94.8%
3	2 BR/1 BA	60%	\$935	\$0	\$935	\$988	94.6%
9	2 BR/1 BA	80%	\$935	\$0	\$935	\$1,318	70.9%
<b>94</b>	<b>Total</b>						

Note: All utilities will continue to be included in the rent

Our analysis suggests that all units are priced at or below allowable tax credit rent limits. The proposed rents are 68.2 to 100 percent of the Marathon County Maximum Rent (program rents) and are therefore compliant with Marathon County maximum rent levels.

<b>Proposed Historic Wausau Apartments Rents versus Estimated Achievable Market Rents</b>					
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Estimated Achievable Market Rents	Ratio of Proposed Net Rents to Estimated Achievable Market Rents
15	1 BR/1 BA	30%	\$412	\$840	49.0%
33	1 BR/1 BA	50%	\$650	\$840	77.4%
5	1 BR/1 BA	60%	\$750	\$840	89.3%
20	1 BR/1 BA	80%	\$750	\$840	89.3%
4	2 BR/1 BA	30%	\$494	\$1,045	47.3%
5	2 BR/1 BA	50%	\$780	\$1,045	74.6%
3	2 BR/1 BA	60%	\$935	\$1,045	89.5%
9	2 BR/1 BA	80%	\$935	\$1,045	89.5%
<b>94</b>	<b>Total</b>				

Note: All utilities will continue to be included in the rent

The proposed LIHTC rental rates are priced 49.9 to 89.5 percent of the estimated achievable market rents indicating a rental rate advantage to market of at least the industry standard 10 percent.

## Demand Analysis

The Demand Analysis provides a measurement of the current housing demand and absorption in the PMA based upon a mixture of demographic data, demographic projections, and historic trends. The Demand Analysis also estimates the potential pool of households within the PMA and the number of income-qualified households necessary to create an effective demand.

The analysis includes calculations to address the following:

- **Capture rate.** Defined as the percentage of age, size, and income qualified renter households in the PMA that the property must capture to achieve the stabilized level of occupancy. The capture rate is calculated by dividing the total number of units at the property by the total number of age, size, and income qualified renter households in the PMA.
- **Penetration rate.** Defined as the percentage of age and income qualified renter households in the PMA that all existing and proposed properties, to be completed within six months of the subject, and which are competitively priced to the subject, must be captured to achieve the stabilized level of occupancy.
- **Absorption period.** The period of time necessary for a newly constructed or renovated property to achieve the Stabilized Level of Occupancy. The Absorption Period begins when the first certificate of occupancy is issued and ends when the last unit to reach the Stabilized Level of Occupancy has a signed lease. Assumes a typical pre-marketing period, prior to the issuance of the certificate of occupancy, of about three to six months. The month that leasing is assumed to begin should accompany all absorption estimates.
- **Absorption rate.** The average number of units rented each month during the Absorption Period.

### Capture Rate

The proposed development will include ninety-four units ranging in adjusted rent from \$412 for a one bedroom 30 percent AMI unit to \$935 for a two bedroom 80 percent AMI unit. All rents are adjusted for utilities. Using the maximum household income under the Section 42 Tax Credit Program (assuming a maximum of three persons per unit), the income cap for each of the proposed rents can be determined. In addition, the estimated maximum percent of gross household income can be used to determine the income base for a prospective tenant. In most cases, 35 percent of gross household income is the most a low or medium income household can afford to pay for rent, thereby providing an income base. The difference between the income base and the income cap defines the income eligible cohort for the rents proposed. The minimum and maximum qualifying incomes for each unit type are included in the following chart.

Historic Wausau Apartments Minimum and Maximum Qualifying Incomes Chart							
# of Units	Unit Type	% of AMI	Gross Rent	Minimum Income	Maximum Income by Household Size		
					1	2	3
15	1 BR/1 BA	30%	\$412	\$14,126	\$15,390	\$17,580	-
33	1 BR/1 BA	50%	\$650	\$22,286	\$25,650	\$29,300	-
5	1 BR/1 BA	60%	\$750	\$25,714	\$30,780	\$35,160	-
20	1 BR/1 BA	80%	\$750	\$25,714	\$41,040	\$46,880	-
4	2 BR/1 BA	30%	\$494	\$16,937	-	\$17,580	\$19,770
5	2 BR/1 BA	50%	\$780	\$26,743	-	\$29,300	\$32,950
3	2 BR/1 BA	60%	\$935	\$32,057	-	\$35,160	\$39,540
9	2 BR/1 BA	80%	\$935	\$32,057	-	\$46,880	\$52,720
94	Total						


**WHEDA**

 Wisconsin Housing and Economic  
Development Authority

## Wisconsin Low-Income Housing Credit Allocation Certificate

**\*Include with your Wisconsin income/franchise tax return\***

Claimant's Legal Business Name: SUN PRAIRIE SENIOR APARTMENTS, LLC	FEIN: 86-1861865
Street Address or PO Box Number: 8500 SHAWNEE MISSION PKWY STE 150	Project Number: #6579
City: MERRIAM	Placed in Service Date: 12/08/2022
State: KANSAS	Certificate Issue Date:
Zip: 66202	Taxable Year End:
Tax Year 1 Credit Amount: \$853,152	Tax Year 4 Credit Amount: \$853,152
Tax Year 2 Credit Amount: \$853,152	Tax Year 5 Credit Amount: \$853,152
Tax Year 3 Credit Amount: \$853,152	Tax Year 6 Credit Amount: \$853,152

- Include this certificate with your Wisconsin income/franchise tax return for each taxable year you claim the low-income housing credit.
- For additional information regarding low-income housing projects, contact WHEDA at 1-800-334-6873 or [info@wheda.com](mailto:info@wheda.com).
- For additional information regarding claiming the tax credit on your income/franchise tax return, contact the Wisconsin Department of Revenue at 608-266-2772 or [DORIncome@wisconsin.gov](mailto:DORIncome@wisconsin.gov).

*Special Instruction regarding the Taxable Year End field: It is the responsibility of the Claimant to update this field on an annual basis as part of the Wisconsin income/franchise tax return submission process.*

WHEDA Authorization: Emily Francis Date: 12/28/2023  
 Emily Francis,  
 Manager, Commercial Policy and Strategy

## Location and Market Area Definition

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### Primary Market Area (“PMA”)

The PMA is defined as a geographic area from which a property is expected to draw the majority of its residents. Additionally, the PMA is the area in which similar properties compete with the subject property for tenants. The PMA for the proposed development must first be established before the influences of supply and demand can be assessed.

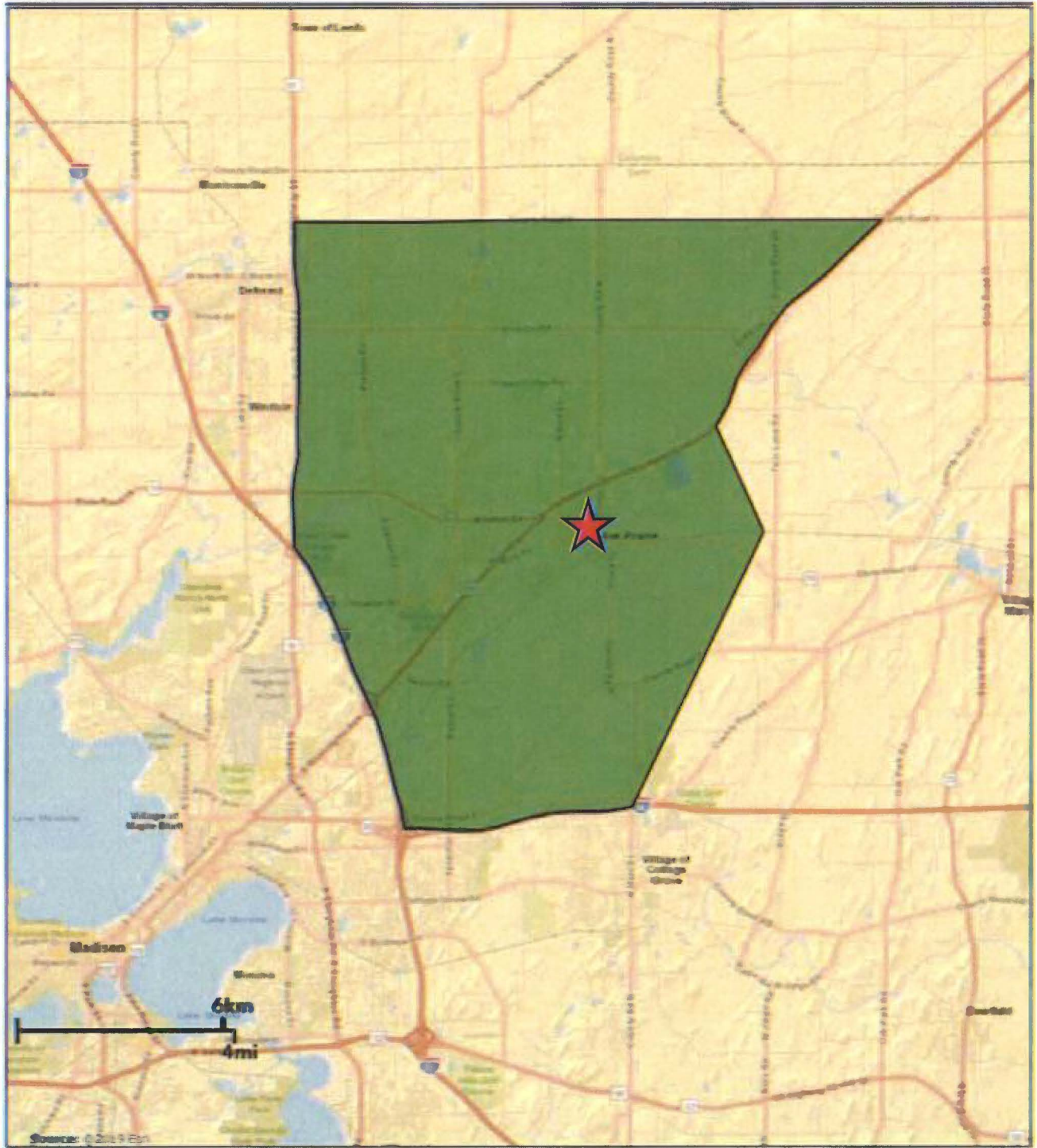
The proposed subject site is located centrally within the City of Sun Prairie, Wisconsin, at the northwest corner of the intersection of West Main Street and North Bird Street. More specifically, the site is located at 818 W. Main Street, Sun Prairie, WI. The subject site is approximately one mile west of the main downtown area of Sun Prairie, WI which offers the amenities of a larger city. Additionally, the site is located 1.8 miles east of a major shopping and retail district.

Interviews were conducted with property managers or potentially competing developments, the Sun Prairie planning department and other city and county officials. A consensus among those interviewed indicated that a predominant primary market for the development exists.

The strongest potential demand for housing associated with the development is anticipated to originate from within the PMA. A consensus among those persons interviewed, a review of the retail shopping patterns, a review of the commuting and transportation linkages for the surrounding area, a review of the employment base within the community, and a driving tour of the surrounding area indicate that the predominant PMA for the housing proposed for the Subject Property is generally bounded by: Interstate 39/90 and Highway 51 to the west, County Road V to the north, Highway 151 to the east and Interstate 94 to the south.

Based on the site's pedestrian linkages, convenient access to major thoroughfares, proximity to numerous major employers, and discussions with property managers of potentially competing developments, it is likely that 20 to 25 percent of the residents that ultimately rent from the proposed development will originate from outside the PMA (most likely from other areas of Dane County). However, as a conservative approach, only the population from within the PMA will be analyzed in this study.

A map of the PMA is included on the following page.



## Population and Households

### Overall Demographic Analysis Summary

The following table provides a summary of the demographic makeup of the people residing within the PMA. According to the US Census Bureau and the ESRI BIS actual 2010 and forecasted 2019 and 2024 demographic data sets, the overall population is projected to increase by approximately 948 people per year for the five years ending in 2024, resulting in an overall gain of 9.6 percent. The number of households is projected to increase at a rate of about 409 per year for a gain of 10.4 percent. A greater increase is projected in renter occupied units than in owner occupied units.

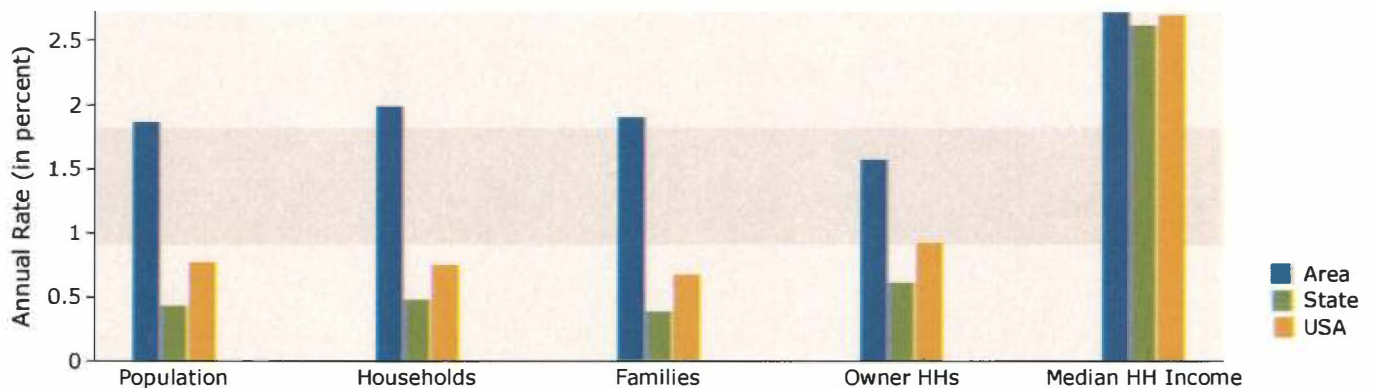
Demographic Summary					
Description	2010 US Census	2019 ESRI Forecasts	2024 ESRI Forecasts	% Change 2019-2024	Annual Change 2019-2024
Population	41,468	49,179	53,920	9.6%	948.2
Households	16,309	19,765	21,811	10.4%	409.2
Families	10,899	13,038	14,324	9.9%	257.2
Average Household Size	2.53	2.48	2.46	-	-
Owner Occupied Housing Units	10,799	12,248	13,243	8.1%	199
Renter Occupied Housing Units	5,509	7,518	8,568	14.0%	210
Median Age	35	37	37	-	-

Source: U.S. Census Bureau, Census 2010 Summary File 1. ESRI Forecasts for 2019 and 2024.

Trends: 2019-2024 Annual Rate				
Description	Area	State	National	
Population	1.86%	0.43%	0.77%	
Households	1.99%	0.48%	0.75%	
Families	1.90%	0.39%	0.68%	
Owner Occupied HHs	1.57%	0.61%	0.92%	
Median Household Income	2.73%	2.62%	2.70%	

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

Trends 2019-2024



**Proposed Rental Rate Comparisons**

For additional support relating to the proposed 30, 50, 70, and 80 percent unit rents, we have also compared proposed rents to program and market rents to determine whether the proposed rents are reasonable and at a level that is at or below the prevailing income restricted comparable properties.

<b>Sun Prairie Senior Apartments Proposed Unit Mix</b>							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2019 Dane County Maximum Rent	Ratio of Proposed Gross Rents to Program Rents
18	1 BR/1 BA	30%	\$520	\$45	\$565	\$565	100.0%
32	1 BR/1 BA	50%	\$896	\$45	\$941	\$941	100.0%
10	1 BR/1 BA	80%	\$1,053	\$45	\$1,098	\$1,507	72.9%
2	2 BR/1 BA	30%	\$621	\$57	\$678	\$678	100.0%
38	2 BR/1 BA	70%	\$1,296	\$57	\$1,353	\$1,582	85.5%
<b>100</b>	<b>Total</b>						

**Note:** Unit water, sewer, trash removal, hot water, and heat will be included in the rent. Tenants will be responsible for unit electric for lighting and refrigeration.

Our analysis suggests that all LIHTC units are priced below allowable tax credit rent limits. The proposed conventional LIHTC rents are 72.9 to 100.0 percent of the Dane County Maximum Rent (program rents) and are, therefore, compliant with Dane County maximum rent levels.

<b>Proposed Sun Prairie Senior Apartments Rents versus Estimated Achievable Market Rents</b>					
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Estimated Achievable Market Rents	Ratio of Proposed Net Rents to Estimated Achievable Market Rents
18	1 BR/1 BA	30%	\$520	\$1,170	44.4%
32	1 BR/1 BA	50%	\$896	\$1,170	76.6%
10	1 BR/1 BA	80%	\$1,053	\$1,170	90.0%
2	2 BR/1 BA	30%	\$621	\$1,440	43.1%
38	2 BR/1 BA	70%	\$1,296	\$1,440	90.0%
<b>100</b>	<b>Total</b>				

**Note:** Unit water, sewer, trash removal, hot water, and heat will be included in the rent. Tenants will be responsible for unit electric for lighting and refrigeration.

In addition, the proposed LIHTC rental rates are priced 43.1 to 90.0 percent of the estimated achievable market rents indicating a rental rate advantage to market greater than the industry standard 10 percent.



**Captures Rates**

**Capture Rate by Set-Aside**

incomes for each unit type are included in the following chart.

<b>Tax Credit Capture Rate Chart</b>				
<b>Min Income*</b>	\$16,950			
<b>Max Income</b>	\$64,320			
<b>Households Assumed</b>	Over the Age of 65			
<b>Number of Households</b>		<b>Income Qualified Households</b>	<b>Renter Percentage</b>	<b>Renter Qualified for Project</b>
Less Than \$15,000	264	-	-	-
\$15,000 to \$24,999	371	299	70.6%	211
\$25,000 to \$34,999	341	341	70.6%	241
\$35,000 to \$49,999	541	541	70.6%	382
\$50,000 to \$74,999	1,050	601	25.0%	150
\$75,000 to \$99,999	692	-	-	-
\$100,000 to \$149,999	621	-	-	-
\$150,000 to \$199,999	321	-	-	-
Over \$200,000	214	-	-	-
<b>Total Households</b>	<b>4,415</b>	<b>1,782</b>	<b>55.2%</b>	<b>984</b>
<b>Income Qualified Renter HHs</b>				<b>984</b>
<b>Rental Units in Project**</b>				<b>100</b>
<b>Capture Rate***</b>				<b>10.2%</b>

\*Based on rents proposed by project Developer (utilities included), represents 40 percent of gross household income

\*\*\*Number of proposed units divided by number of income eligible households


**WHEDA**

 Wisconsin Housing and Economic  
Development Authority

## Wisconsin Low-Income Housing Credit Allocation Certificate

**\*Include with your Wisconsin income/franchise tax return\***

Claimant's Legal Business Name: CHAPEL GARDEN APARTMENTS, LLC	FEIN: 85-4281942
Street Address or PO Box Number: 6939 N SANTA MONICA BLVD	Project Number: 6590
City: FOX POINT	Placed in Service Date: 09/30/2022
State: WISCONSIN	Certificate Issue Date: 11/03/2023
Zip: 53215	Taxable Year End:
Tax Year 1 Credit Amount: \$491,340	Tax Year 4 Credit Amount: \$491,340
Tax Year 2 Credit Amount: \$491,340	Tax Year 5 Credit Amount: \$491,340
Tax Year 3 Credit Amount: \$491,340	Tax Year 6 Credit Amount: \$491,340

- Include this certificate with your Wisconsin income/franchise tax return for each taxable year you claim the low-income housing credit.
- For additional information regarding low-income housing projects, contact WHEDA at 1-800-334-6873 or [info@wheda.com](mailto:info@wheda.com).
- For additional information regarding claiming the tax credit on your income/franchise tax return, contact the Wisconsin Department of Revenue at 608-266-2772 or [DORIncome@wisconsin.gov](mailto:DORIncome@wisconsin.gov).

*Special Instruction regarding the Taxable Year End field: It is the responsibility of the Claimant to update this field on an annual basis as part of the Wisconsin income/franchise tax return submission process.*

WHEDA Authorization:

Date:

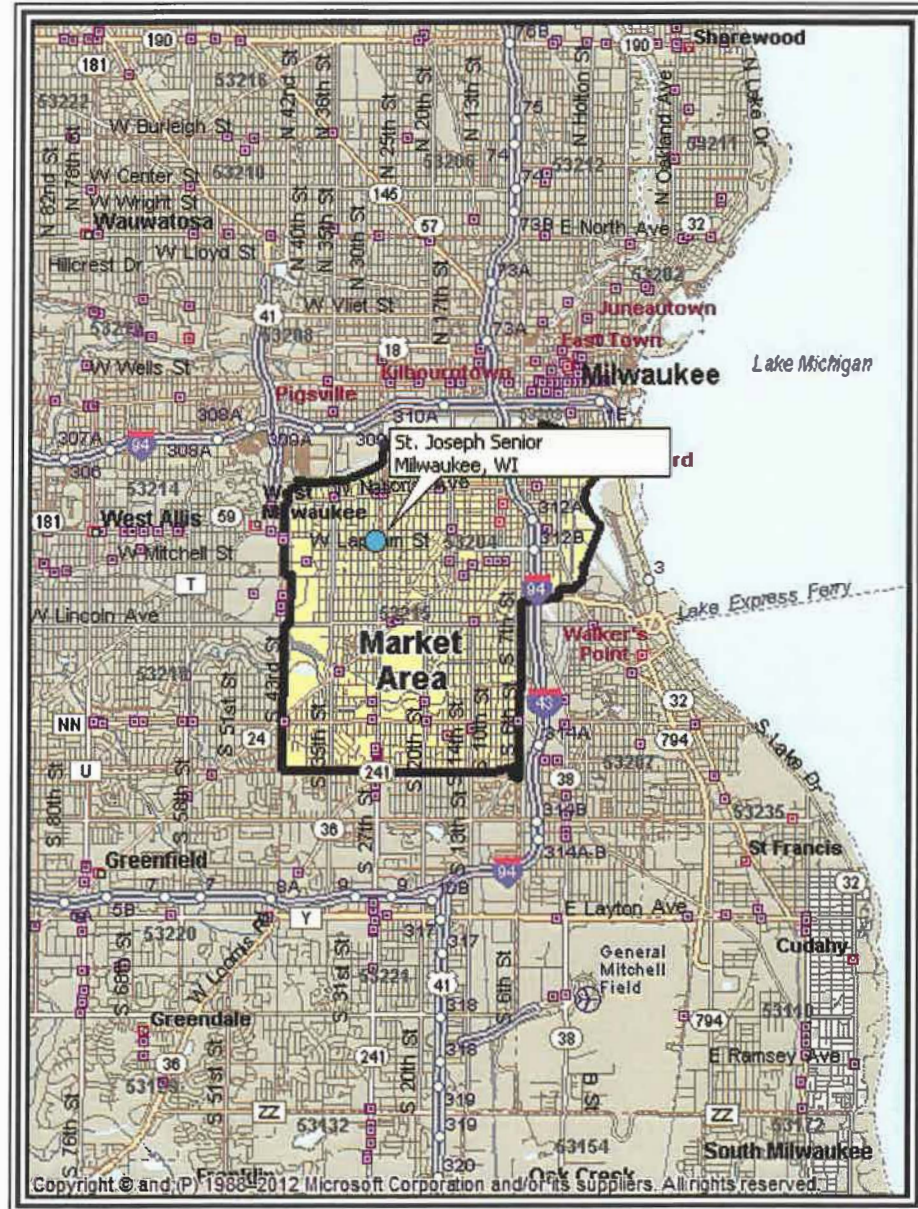
11/3/2023

 Shreedhar Ranabhat  
Director, Commercial Lending

## MARKET AREA DESCRIPTION

### MARKET AREA DEFINITION

The subject's market area is defined by the geographic boundaries from which the subject will attract most of its residents and in which the subject will compete with existing and proposed multi-family developments. For purposes of comparing demand and supply of similar housing, we have defined the subject's market area as Milwaukee County Zip Codes 53204 and 53215. This area includes portions of the near south side of Milwaukee. This market area as is shown below.



### MARKET AREA OVERVIEW

Following is a brief review of the social and economic forces that influence the area.

**Conclusion To Affordable & Market Rents**

We consider Maria Linden Apartments to be most similar to the subject's senior units; it is a relatively recent development, shares a portion of the subject's building (it is physically connected to the subject and has an array of common amenities. It differs from the subject in that it provides personal care services. We note that such services require separate payment beyond unit rent and services are elective to the tenant (the tenant has a choice as to the service and extent of care is desired). Relying on Maria Linden's rents we conclude that the subject's one bedroom and two bedroom units have market rents of \$925 and \$1,130 respectively.

Although the subject does not propose to offer three bedroom market rate rents, we conclude that the subject's three bedroom/two bath units have a market rent of \$1,350 based on the reported rents of Comparables #7, #8 and #9 which average more than \$1,600 in rent but generally have superior locations.

With general reference being made to Affordable Rents of the tax credit comparables, the subject's proposed tax credits appear to be reasonably stated.

The subject's estimated affordable and market rents are summarized below.

**ESTIMATED MARKET & AFFORDABLE RENTS**

<u>Type/Model</u>	<u>Unit Size</u>	<u>Proposed Rent</u>	<u>Estimated Affordable Rent</u>	<u>Estimated Market Rent</u>
Senior:				
1 BR/1 BA - 30% AMI	605	\$406	\$406	\$925
1 BR/1 BA - 80% AMI	605	\$925	\$925	\$925
2 BR/1 BA - 50% AMI	940	\$858	\$858	\$1,130
Family:				
3 BR/2 BA TH - 50% AMI	1,560	\$997	\$997	\$1,350

**COMPETITIVE RENTAL HOUSING SUPPLY**

The subject will primarily compete with newer senior tax credit rental housing. A review of WHEDA's *Active Monitored Tax Credit Properties* and HUD's *Multifamily Properties with Assistance and Section 8 Contracts* indicates that several competing income-restricted family occupancy rental properties are located in the market area. Nine general occupancy tax credit properties containing 609 units are present in the market area. In addition, the market area includes 292 family subsidized (Section 8 and LIPH) units. The market area also includes 164 senior tax credit units in three properties and another 707 of subsidized senior units. Given the significant proportion of units to be limited at the 80% AMI level, we have included 240 senior units housed in three market rate properties as competitive properties.

We consider no more than 10% of the family tax credit units to be directly competitive with the subject which only offers 50% AMI three bedroom units. We do not consider subsidized units to be competitive since the subject's proposed rents above \$1,000 per month would prove prohibitive for the vast majority of family tenants who qualify for Section 8 rent subsidies.

We consider all the area's senior tax credit units competitive with the subject's senior units. In addition, subsidized would compete with the subject, but, are older and, in general, serve tenants with incomes lower than would most of the subject's units. Therefore, will only marginally compete with the subject; we consider approximately 25% of these units to be competitive with the subject's units.

## **DEMAND ANALYSIS**

The source of demand for the subject's units consists primarily of its target market. We first defined the subject's target market. Second, the target market was quantified in terms of households.

### **TARGET MARKET DEFINITION**

The subject's target market consists of age and income-qualified households. Therefore, we have focused our estimate of demand on households with senior households 65 years of age or older and family households under age 65. Only those households having appropriate income levels will be considered among the pool of potential tenants. A current upper income limit of \$41,150 has been set as the maximum for the subject's 50% AMI family units based on limits imposed by the tax credit program for four person households in Milwaukee County during 2020. The low end of the relevant income range was determined by calculating the income required for payment of the subject's 50% AMI three bedroom rent plus utility allowances while not exceeding 35% of the household's income. Similarly, for senior households we calculated an upper range of \$52,700 based on the 80% AMI income level for a two person household and a lower limit based the subject's 30% AMI one bedroom with a rent burden of 40%.

This analysis further restricted the target market to include renter households. Census data indicated that 58.2% of <65 households with relevant annual incomes rented rather than owned their housing units. A renter percentage of 57.8% was estimated for non-senior households; see HISTA Data by Ribbon Demographics/Claritas in Appendix. For senior households having appropriate income levels 41.7% rented rather than owned. By including 35% of owner households (senior household are much more apt to move from owned housing to rental housing), a modified senior renter percentage of 62.1% was calculated.

### **TARGET MARKET DEMOGRAPHIC TRENDS**

Given the above target market definition, the universe of potential tenants for the subject's family units has been estimated at 792 households and 830 households, respectively, as of 2020 and 2025. A target market for the subject's senior units was estimated at 1,384 and 1,588 as of 2020 and 2025. These estimates are shown below.

**TARGET MARKET DATA**  
**Zip Codes 53204 & 53215**

<u>Housedholds - Per Nielson Claritas (1)</u>	<u>2000</u>	<u>2020</u>	<u>2025</u>
Under 65	26,039	25,808	24,811
65 and over	5,644	4,585	5,237
Total Households	31,683	30,393	30,048
Percentage Change Households <65		-0.9%	-3.9%
Percentage Change Households 65+		-18.8%	14.2%

	<u>65+ Households</u>		<u>&lt;65 Households</u>	
Under \$14,999	1,197	1,219	4,651	3,898
\$15,000-\$24,999	676	787	3,615	3,188
\$25,000-\$34,999	726	792	3,493	3,041
\$35,000-\$49,999	672	761	4,568	4,353
\$50,000-\$74,999	608	726	4,431	4,348
\$75,000-\$99,999	316	381	2,294	2,467
\$100,000-\$124,999	193	262	1,183	1,419
\$125,000-\$149,999	37	64	642	862
\$150,000-\$199,999	80	104	528	655
Over \$200,000	80	141	403	580
Total	4,585	5,237	25,808	24,811

**Estimate of Target Market Households**

	<u>2020</u>	<u>2025</u>	<u>2020</u>	<u>2025</u>
2020 65+ \$13,890 to \$52,700	2,229			
2025 65+ \$15,250 to \$57,840 (3)		2,557		
2020 <65 \$36,690 to \$41,150			1,370	
2025 <65 \$40,270 to \$45,160 (3)				1,436
Renter Percentage (4)	62.1%	62.1%	57.8%	57.8%
Target Market Households	1,384	1,588	792	830

(1) Source: Nielson Claritas

(2) Source: Nielson Claritas

(3) 2025 Income Range calculated by increasing 2020 target market income range by 9.75%, the increase in median household income projected for the market area from 2020 to 2025.

(4) Source: 2010 Census; Ribbon Demographics/Claritas

**RECONCILIATION OF SUPPLY AND DEMAND**

In reconciling supply and demand in the market area for the subject's units, we have examined several measures of market performance with respect to the subject proposal, as well as, vacancy rates.

**MARKET PERFORMANCE MEASURES**

Several measures of the market area's ability to support the subject's development are discussed below.

**Market Capture**

Market capture is a measure of the proportion of the target market required for full occupancy. A capture rate was calculated by dividing the number of subject units by the estimated number of age-income-qualified renter households as of 2020. A rate of 0.5% was calculated for the subject's family units. A capture rate of 4.3% was similarly estimated for the subject's senior units. The market area appears to include very a large base of target market households.

**Market Penetration**

Market penetration considers the subject's units along with existing and proposed similar comparable properties in relation to market demand. The sum of the subject's units plus existing comparable subsidized one bedroom units and proposed comparable units were divided by estimated target market households as of 2020. As a result, penetration rates of 38.5% and 8.2% were calculated for the subject's senior and family income-restricted units respectively. We consider these penetration rates as indications that the subject is capable of achieving reasonably high occupancy rates into the future but that large increases of income restricted senior housing is probably not warranted.

**MARKET PERFORMANCE STATISTICS**

**Zip Codes 53204 & 53215**

	<u>Senior</u>	<u>Family</u>	<u>Total</u>
Subject Units	59	4	63
Lower Income Limit	\$13,890	\$36,690	\$13,890
Upper Income Limit	\$52,700	\$41,150	\$52,700
Target Market Households	1,384	792	2,177
Comparable Units - Subsidized (1)	71	0	71
Comparable Units - Tax Credit (1)	164	61	225
Comparable Units - Market Rate (1)	<u>240</u>	<u>0</u>	<u>240</u>
Total Comparable Units	475	61	536

**Demand and Supply Ratios**

Capture Rate - (2)	4.3%	0.5%	2.9%
Penetration Rate (3)	38.5%	8.2%	27.5%

(1) Includes 15 competing senior and family properties in the market area.

(2) The percentage of target market required for subject full occupancy - Subject units divided by Target Market.

(3) The percentage of the target market required for the subject and its competition to maintain full occupancy - Subject units plus competitive units divided by Target Market.



## Wisconsin Low-Income Housing Credit Allocation Certificate

**\*Include with your Wisconsin income/franchise tax return\***

Claimant's Legal Business Name: 2902 EAST WASHINGTON AVENUE LLC	FEIN: 83-2380972
Street Address or PO Box Number: 10 E DOTY ST STE 300	Project Number: 6585
City: MADISON	Placed in Service Date: 8/30/2022
State: WISCONSIN	Certificate Issue Date: 3/24/2023
Zip: 53703	Taxable Year End:
Tax Year 1 Credit Amount: \$1,203,927	Tax Year 2 Credit Amount: \$1,203,927
Tax Year 2 Credit Amount: \$1,203,927	Tax Year 5 Credit Amount: \$1,203,927
Tax Year 3 Credit Amount: \$1,203,927	Tax Year 6 Credit Amount: \$1,203,927

- Include this certificate with your Wisconsin income/franchise tax return for each taxable year you claim the low-income housing credit.
- For additional information regarding low-income housing projects, contact WHEDA at 1-800-334-6873 or [info@wheda.com](mailto:info@wheda.com).
- For additional information regarding claiming the tax credit on your income/franchise tax return, contact the Wisconsin Department of Revenue at 608-266-2772 or [DORIncome@wisconsin.gov](mailto:DORIncome@wisconsin.gov).

*Special Instruction regarding the Taxable Year End field: It is the responsibility of the Claimant to update this field on an annual basis as part of the Wisconsin income/franchise tax return submission process.*

WHEDA Authorization:

Date: 3/24/2023

Shreedhar Ranabhat  
Director, Commercial Lending



## Location and Market Area Definition

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### Primary Market Area (“PMA”)

The PMA is defined as a geographic area from which a property is expected to draw the majority of its residents. Additionally, the PMA is the area in which similar properties compete with the subject property for tenants. The PMA for the proposed development must first be established before the influences of supply and demand can be assessed.

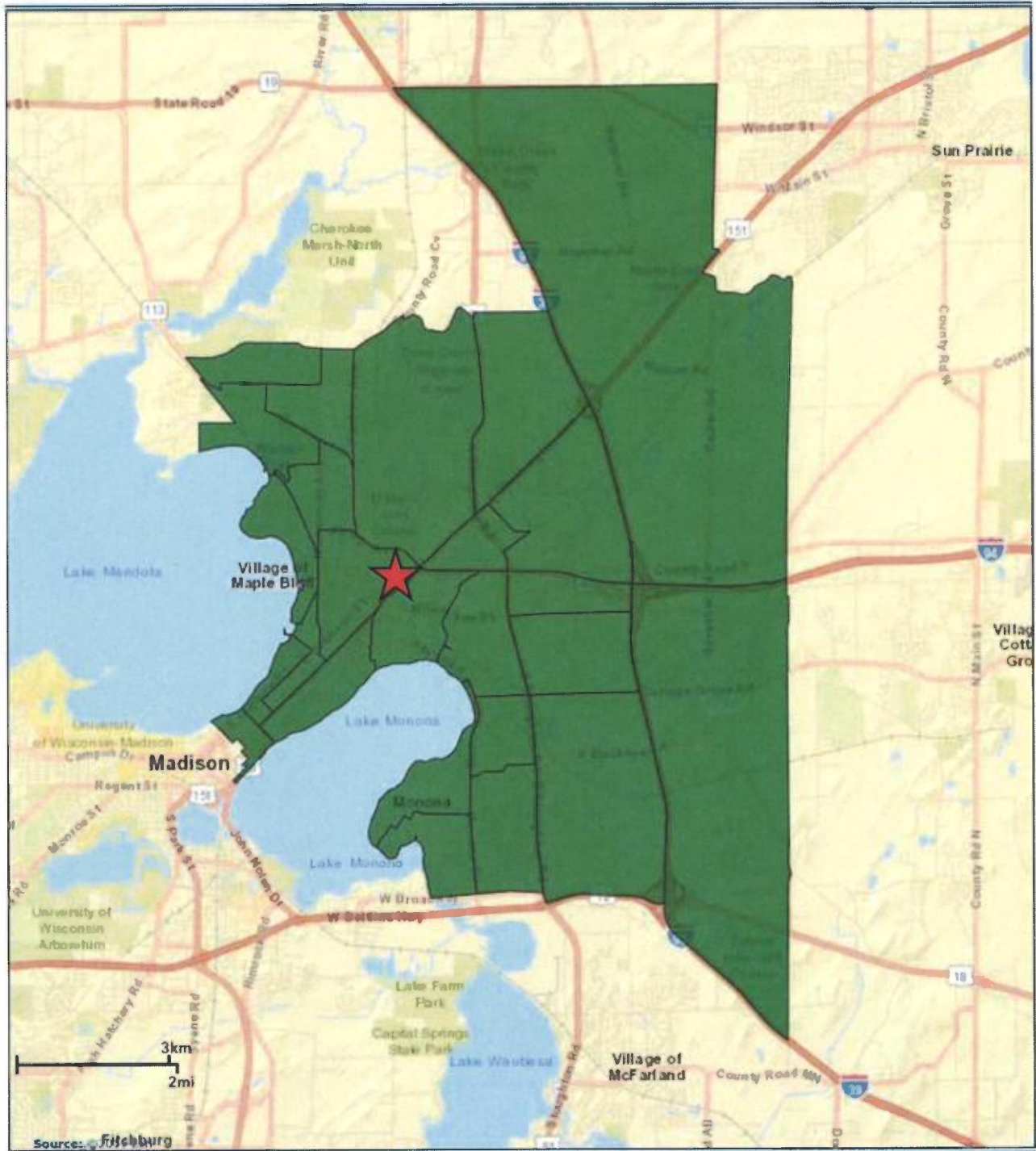
The proposed subject site is located on the near northeast side of the City of Madison, Wisconsin, just northeast of the intersection of East Washington Avenue and East Johnson Street. More specifically, the site is located at 319 North Lawn Avenue approximately 2.8 miles northeast of the Wisconsin State Capitol building.

Interviews were conducted with property managers or potentially competing developments, the Madison planning department and other city and county officials. A consensus among those interviewed indicated that a predominant primary market for the development exists.

The strongest potential demand for housing associated with the development is anticipated to originate from within the PMA. A consensus among those persons interviewed, a review of the retail shopping patterns, a review of the commuting and transportation linkages for the surrounding area, a review of the employment base within the community, and a driving tour of the surrounding area indicate that the predominant PMA for the housing proposed for the Subject Property is bounded by the following 2010 census tracts: 17.05, 18.02, 18.04, 19-22, 23.01, 24.01, 24.02, 25, 26.01, 26.02, 26.03, 27-29, 30.01, 30.02, 31, 102-104, 114.01, and 104.02.

Based on the site’s pedestrian linkages, convenient access to major thoroughfares, proximity to numerous major employers, and discussions with property managers of potentially competing developments, it is likely that 20 to 25 percent of the residents that ultimately rent from the proposed development will originate from outside the PMA (most likely from other areas of the City of Madison and Dane County). However, as a conservative approach, only the population from within the PMA will be analyzed in this study.

A map of the PMA is included on the following page



## Population and Households

### Overall Demographic Analysis Summary

The following table provides a summary of the demographic makeup of the people residing within the PMA. According to the US Census Bureau and the ESRI BIS actual 2010 and forecasted 2019 and 2024 demographic data sets, the overall population is projected to increase by approximately 1,558 people per year for the five years ending in 2024, resulting in an overall gain of 7.0 percent. The number of households is projected to increase at a rate of about 759 per year for a gain of 7.3 percent. A greater increase is projected in owner occupied units than in renter occupied units.

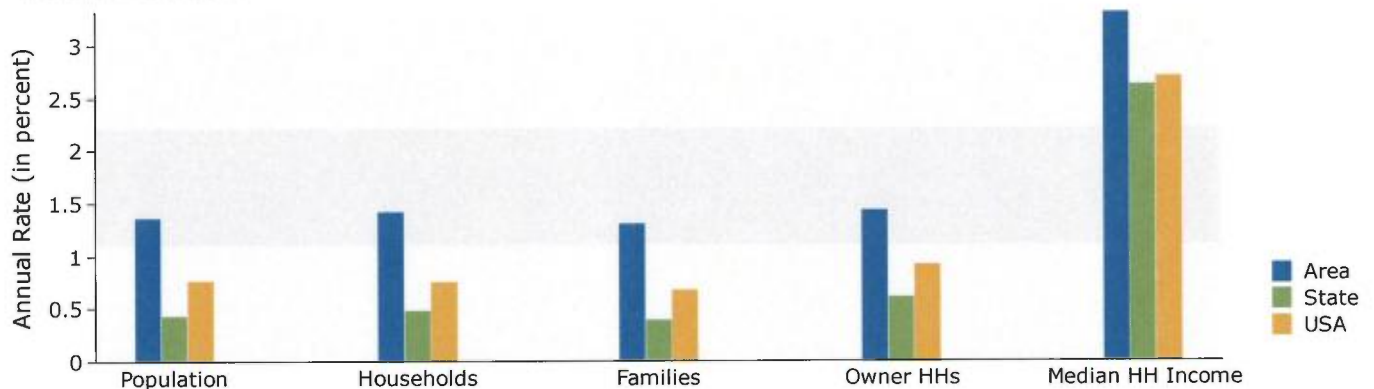
Demographic Summary					
Description	2010 US Census	2019 ESRI Forecasts	2024 ESRI Forecasts	% Change 2019-2024	Annual Change 2019-2024
Population	99,574	111,832	119,621	7.0%	1,557.8
Households	45,755	51,889	55,684	7.3%	759.0
Families	22,709	25,291	26,976	6.7%	337.0
Average Household Size	2.16	2.14	2.13	-	-
Owner Occupied Housing Units	24,857	26,902	28,875	7.3%	394.6
Renter Occupied Housing Units	20,898	24,987	26,809	7.3%	364.4
Median Age	35	37	37	-	-

Source: U.S. Census Bureau, Census 2010 Summary File 1. ESRI Forecasts for 2019 and 2024.

Trends: 2019-2024 Annual Rate				
Description	Area	State	National	
Population	1.36%	0.43%	0.77%	
Households	1.42%	0.48%	0.75%	
Families	1.30%	0.39%	0.68%	
Owner Occupied HHs	1.43%	0.61%	0.92%	
Median Household Income	3.32%	2.62%	2.70%	

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

Trends 2019-2024



**Proposed Rental Rate Comparisons**

For additional support relating to the proposed 30, 50, and 80 percent unit rents, we have also compared proposed rents to program and market rents to determine whether the proposed rents are reasonable and at a level that is at or below the prevailing income restricted comparable properties.

Ella Apartments Proposed Unit Matrix							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2019 Dane County Maximum Rent	Ratio of Proposed Gross Rents to Maximum Rent
12	1 BR/1 BA	30%	\$485	\$80	\$565	\$565	100.0%
58	1 BR/1 BA	50%	\$861	\$80	\$941	\$941	100.0%
39	1 BR/1 BA	80%	\$1,301	\$80	\$1,381	\$1,507	91.6%
3	2 BR/1 BA	30%	\$583	\$95	\$678	\$678	100.0%
14	2 BR/1 BA	50%	\$1,035	\$95	\$1,130	\$1,130	100.0%
9	2 BR/1 BA	80%	\$1,601	\$95	\$1,696	\$1,808	93.8%
<b>135</b>	<b>Total</b>						

**Note:** Water, sewer, trash removal, and hot water will be included in the rent while residents will be responsible for unit electricity for lighting and cooking as well as gas for heat.

Our analysis suggests that all conventional LIHTC units are priced at or below allowable tax credit rent limits. The proposed conventional LIHTC rents are 91.6 to 100.0 percent of the Dane County Maximum Rent (program rents) and are, therefore, compliant with Dane County maximum rent levels.

Ella Apartments Proposed Unit Matrix					
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Estimated Achievable Market Rents	Ratio of Proposed Net Rents to Estimated Achievable Market Rents
12	1 BR/1 BA	30%	\$485	\$1,445	33.6%
58	1 BR/1 BA	50%	\$861	\$1,445	59.6%
39	1 BR/1 BA	80%	\$1,301	\$1,445	90.0%
3	2 BR/1 BA	30%	\$583	\$1,845	31.6%
14	2 BR/1 BA	50%	\$1,035	\$1,845	56.1%
9	2 BR/1 BA	80%	\$1,601	\$1,845	86.8%
<b>135</b>	<b>Total</b>				

In addition, our analysis suggests that the proposed LIHTC rents range from 31.6 to 89.9 percent of estimated achievable market rents, indicating at least a 10 percent discount to market.

Capture Rate by Set-Aside

<b>LIHTC Capture Rate Chart</b>				
<b>Min Income</b>	\$19,371			
<b>Max Income</b>	\$72,320			
<b>Households Assumed</b>	Renter Households Under the Age of 65			
	<b>Number of Households</b>	<b>Income Qualified Households</b>	<b>Renter Percentage</b>	<b>Renters Qualified for Project</b>
Less Than \$15,000	3,241	-	-	-
\$15,000 to \$24,999	2,425	1,365	77.5%	1,058
\$25,000 to \$34,999	3,003	3,003	77.5%	2,327
\$35,000 to \$49,999	5,098	5,098	77.5%	3,951
\$50,000 to \$74,999	8,156	7,282	33.7%	2,454
\$75,000 to \$99,999	6,832	-	-	-
\$100,000 to \$149,999	8,255	-	-	-
\$150,000 to \$199,999	3,463	-	-	-
Over \$200,000	1,937	-	-	-
<b>Total Households</b>	<b>42,412</b>	<b>16,748</b>	<b>58.5%</b>	<b>9,790</b>
<b>Income Qualified Renter HHs</b>				<b>9,790</b>
<b>Rental Units in Project</b>				135
<b>Capture Rate *</b>				<b>1.4%</b>

\*Number of proposed units divided by number of income eligible households


**WHEDA**

 Wisconsin Housing and Economic  
Development Authority

## Wisconsin Low-Income Housing Credit Allocation Certificate

**\*Include with your Wisconsin income/franchise tax return\***

Claimant's Legal Business Name: The Limerick-Fitchburg, LLC	FEIN: 86-2522449
Street Address or PO Box Number: 5128, 5130, 5132 Lacy Road	Project Number: 6594
City: Fitchburg	Placed in Service Date: 9/14/2022
State: WISCONSIN	Certificate Issue Date: 9/22/2023
Zip: 53711	Taxable Year End:
Tax Year 1 Credit Amount: \$722,161	Tax Year 4 Credit Amount: \$722,161
Tax Year 2 Credit Amount: \$722,161	Tax Year 5 Credit Amount: \$722,161
Tax Year 3 Credit Amount: \$722,161	Tax Year 6 Credit Amount: \$722,161

- Include this certificate with your Wisconsin income/franchise tax return for each taxable year you claim the low-income housing credit.
- For additional information regarding low-income housing projects, contact WHEDA at 1-800-334-6873 or [info@wheda.com](mailto:info@wheda.com).
- For additional information regarding claiming the tax credit on your income/franchise tax return, contact the Wisconsin Department of Revenue at 608-266-2772 or [DORIncome@wisconsin.gov](mailto:DORIncome@wisconsin.gov).

*Special Instruction regarding the Taxable Year End field: It is the responsibility of the Claimant to update this field on an annual basis as part of the Wisconsin income/franchise tax return submission process.*

WHEDA Authorization:

 Shreedhar Ranabhat  
Director, Commercial Lending

Date:

09/22/2023

## Location and Market Area Definition

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### Primary Market Area (“PMA”)

The PMA is defined as a geographic area from which a property is expected to draw the majority of its residents. Additionally, the PMA is the area in which similar properties compete with the subject property for tenants. The PMA for the proposed development must first be established before the influences of supply and demand can be assessed.

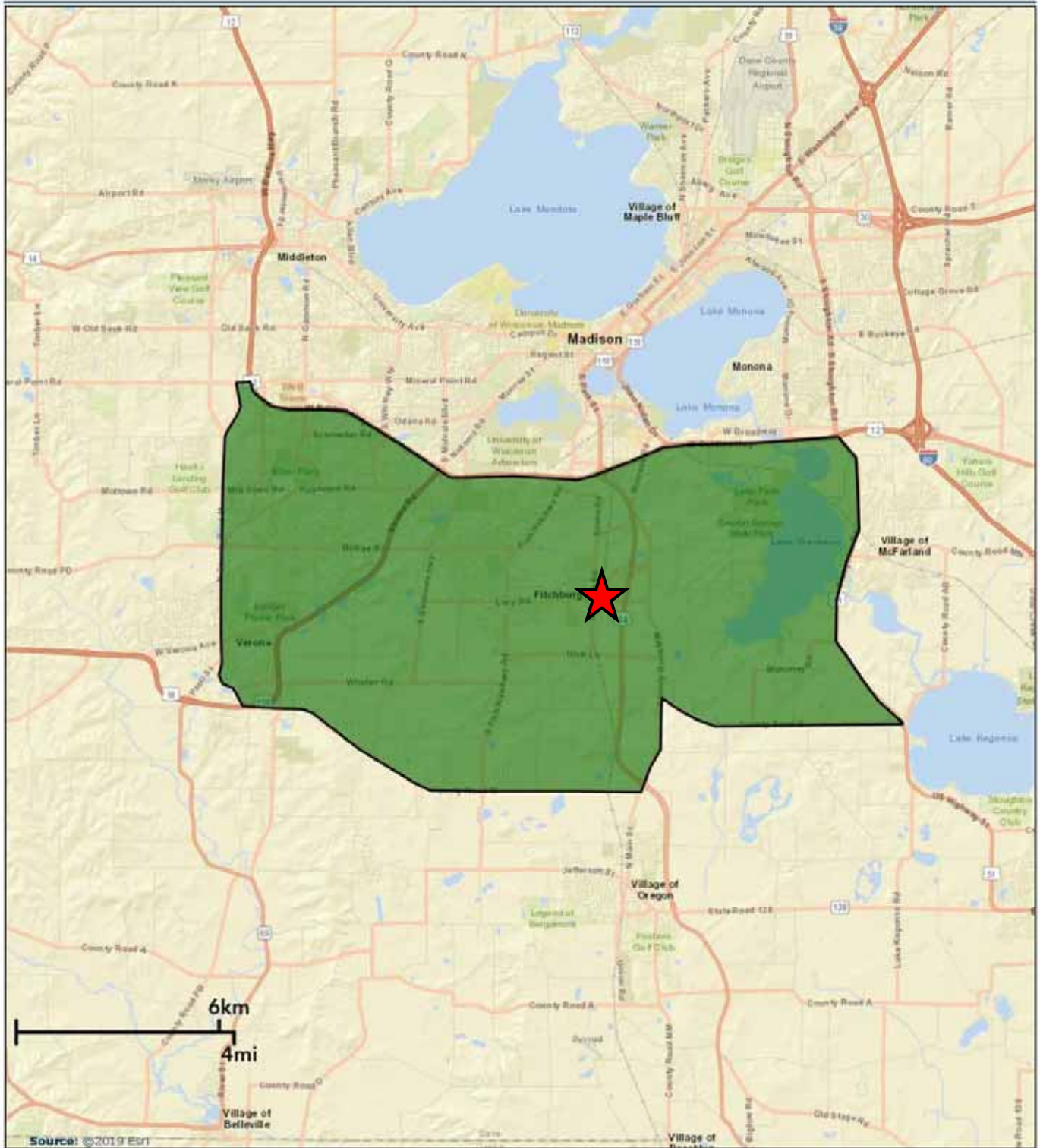
The subject development site is located on the east side of the City of Fitchburg, Wisconsin. More specifically, the site is located at the northwest corner of the intersection of the Lacy Road roundabout. Lacy Road is a moderately traveled thoroughfare within the City of Fitchburg. The site is situated close to an existing multifamily area and is within close proximity to major shopping centers within Fitchburg and Madison, WI. The site is located 5.1 miles south of the main downtown area of Madison, Wisconsin, offering the amenities of a larger city.

Interviews were conducted with property managers or potentially competing developments, the Fitchburg and Madison planning departments and other city and county officials. A consensus among those interviewed indicated that a predominant primary market for the development exists.

The strongest potential demand for housing associated with the development is anticipated to originate from within the PMA. A consensus among those persons interviewed, a review of the retail shopping patterns, a review of the commuting and transportation linkages for the surrounding area, a review of the employment base within the community, and a driving tour of the surrounding area indicate that the predominant PMA for the housing proposed for the Subject Property is bounded by Highway 12/West Beltline Highway to the north, County roads M and B to the south, South Stoughton Road to the east, and County road M to the west.

Based on the site’s pedestrian linkages, convenient access to major thoroughfares, proximity to numerous major employers, and discussions with property managers of potentially competing developments, it is likely that 20 to 25 percent of the residents that ultimately rent from the proposed development will originate from outside the PMA (most likely from other areas of Dane County). However, as a conservative approach, only the population from within the PMA will be analyzed in this study.

A map of the PMA is included on the following page.





## Population and Households

### Overall Demographic Analysis Summary

The following table provides a summary of the demographic makeup of the people residing within the PMA. According to the US Census Bureau and the ESRI BIS actual 2010 and forecasted 2019 and 2024 demographic data sets, the overall population is projected to increase by approximately 1,200 people per year for the five years ending in 2024, resulting in an overall gain of 6.6 percent. The number of households is projected to increase at a rate of about 520 per year for a gain of 6.8 percent. A greater increase is projected in owner occupied units than in renter occupied units.

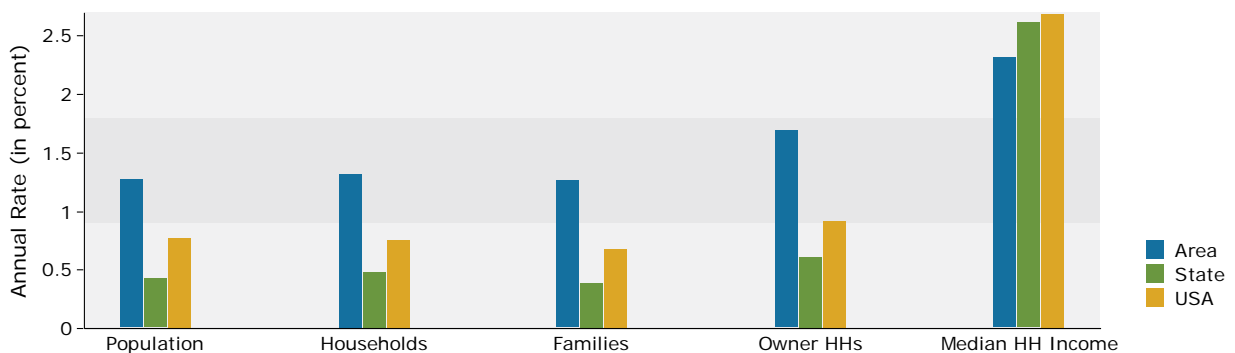
Demographic Summary					
Description	2010 US Census	2019 ESRI Forecasts	2024 ESRI Forecasts	% Change 2019-2024	Annual Change 2019-2024
Population	81,751	91,524	97,525	6.6%	1,200.2
Households	34,085	38,284	40,883	6.8%	519.8
Families	19,944	22,208	23,653	6.5%	289
Average Household Size	2.37	2.36	2.36	-	-
Owner Occupied Housing Units	19,002	20,615	22,421	8.8%	361.2
Renter Occupied Housing Units	15,083	17,668	18,462	4.5%	158.8
Median Age	33	36	35	-	-

Source: U.S. Census Bureau, Census 2010 Summary File 1. ESRI Forecasts for 2019 and 2024.

Trends: 2019-2024 Annual Rate			
Description	Area	State	National
Population	1.28%	0.43%	0.77%
Households	1.32%	0.48%	0.75%
Families	1.27%	0.39%	0.68%
Owner Occupied HHs	1.69%	0.61%	0.92%
Median Household Income	2.32%	2.62%	2.70%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

Trends 2019-2024



**Proposed Rental Rate Comparisons**

For additional support relating to the proposed 40, 50, and 80 percent unit rents, we have also compared proposed rents to program and market rents to determine whether the proposed rents are reasonable and at a level that is at or below the prevailing income restricted comparable properties.

<b>The Limerick Apartments Proposed Unit Mix</b>							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2019 Dane County Maximum Rent	Ratio of Proposed Gross Rents to Program Rents
<b>Senior</b>							
10	1 BR/1 BA	40%	\$704	\$49	\$753	\$753	100.0%
20	1 BR/1 BA	50%	\$892	\$49	\$941	\$941	100.0%
20	1 BR/1 BA	80%	\$1,098	\$49	\$1,147	\$1,507	76.1%
10	2 BR/2 BA	40%	\$842	\$62	\$904	\$904	100.0%
20	2 BR/2 BA	50%	\$1,068	\$62	\$1,130	\$1,130	100.0%
20	2 BR/2 BA	80%	\$1,377	\$62	\$1,439	\$1,808	79.6%
<b>100</b>	<b>Senior Total</b>						
<b>Family</b>							
10	3 BR/2 BA	40%	\$908	\$136	\$1,044	\$1,044	100.0%
10	3 BR/2 BA	50%	\$1,169	\$136	\$1,305	\$1,305	100.0%
5	3 BR/2 BA	80%	\$1,728	\$136	\$1,864	\$2,089	89.2%
<b>25</b>	<b>Family Total</b>						
<b>125</b>	<b>Grand Total</b>						

**Note:** Unit water, sewer, trash removal, hot water, and heat will be included in the rent for senior units. Unit water, sewer, and trash removal will be included in the rent for family units.

<b>Proposed The Limerick Apartments Rents versus Estimated Achievable Market Rents</b>					
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Estimated Achievable Market Rents	Ratio of Proposed Net Rents to Estimated Achievable Market Rents
10	1 BR/1 BA	40%	\$704	\$1,220	57.7%
20	1 BR/1 BA	50%	\$892	\$1,220	73.1%
20	1 BR/1 BA	80%	\$1,098	\$1,220	90.0%
10	2 BR/2 BA	40%	\$842	\$1,530	55.0%
20	2 BR/2 BA	50%	\$1,068	\$1,530	69.8%
20	2 BR/2 BA	80%	\$1,377	\$1,530	90.0%
<b>100</b>	<b>Senior Total</b>				
<b>Family</b>					
10	3 BR/2 BA	40%	\$908	\$1,920	47.3%
10	3 BR/2 BA	50%	\$1,169	\$1,920	60.9%
5	3 BR/2 BA	80%	\$1,728	\$1,920	90.0%
<b>25</b>	<b>Family Total</b>				
<b>125</b>	<b>Grand Total</b>				

Senior Capture Rate by Set-Aside

<b>Tax Credit Capture Rate Chart</b>				
<b>Min Income*</b>	\$22,590			
<b>Max Income</b>	\$64,320			
<b>Households Assumed</b>	Over the Age of 65			
<b>Number of Households</b>		<b>Income Qualified Households</b>	<b>Renter Percentage</b>	<b>Renter Qualified for Project</b>
Less Than \$15,000	513	-	-	-
\$15,000 to \$24,999	654	158	46.2%	73
\$25,000 to \$34,999	650	650	46.2%	300
\$35,000 to \$49,999	951	951	46.2%	439
\$50,000 to \$74,999	1,869	1,071	46.2%	495
\$75,000 to \$99,999	1,163	-	-	-
\$100,000 to \$149,999	1,161	-	-	-
\$150,000 to \$199,999	523	-	-	-
Over \$200,000	462	-	-	-
<b>Total Households</b>	<b>7,945</b>	<b>2,830</b>	<b>46.2%</b>	<b>1,307</b>
<b>Income Qualified Renter HHs</b>				<b>1,307</b>
<b>Rental Units in Project</b>				100
<b>Capture Rate**</b>				<b>7.7%</b>

\*Based on rents proposed by project Developer (utilities included), represents 40 percent of gross household income

\*\*Number of proposed units divided by number of income eligible households

**Multifamily Capture Rate by Set-Aside**

<b>Tax Credit Capture Rate Chart</b>				
<b>Min Income*</b>	\$35,794			
<b>Max Income</b>	\$86,800			
<b>Households Assumed</b>	Under the Age of 65			
<b>Number of Households</b>		<b>Income Qualified Households</b>	<b>Renter Percentage</b>	<b>Renter Qualified for Project</b>
Less Than \$15,000	1,676	-	-	-
\$15,000 to \$24,999	1,377	-	-	-
\$25,000 to \$34,999	1,946	-	-	-
\$35,000 to \$49,999	3,261	3,088	70.6%	2,180
\$50,000 to \$74,999	5,184	5,184	25.0%	1,296
\$75,000 to \$99,999	4,938	2,331	25.0%	583
\$100,000 to \$149,999	6,884	-	-	-
\$150,000 to \$199,999	3,534	-	-	-
Over \$200,000	2,579	-	-	-
<b>Total Households</b>	<b>31,380</b>	<b>10,603</b>	<b>38.3%</b>	<b>4,059</b>
<b>Income Qualified Renter HHs</b>				<b>4,059</b>
<b>Rental Units in Project**</b>				25
<b>Capture Rate***</b>				<b>0.6%</b>


**WHEDA**

 Wisconsin Housing and Economic  
Development Authority

## Wisconsin Low-Income Housing Credit Allocation Certificate

**\*Include with your Wisconsin income/franchise tax return\***

Claimant's Legal Business Name: MCKINLRY SCHOOL APARTMENTS, LLC	FEIN: 82-4529243
Street Address or PO Box Number: 200 N MAIN ST	Project Number: 2817
City: OREGON	Placed in Service Date: 3/24/2023
State: WISCONSIN	Certificate Issue Date: 12/6/2023
Zip: 53575	Taxable Year End:
Tax Year 1 Credit Amount: \$320,510	Tax Year 4 Credit Amount: \$320,510
Tax Year 2 Credit Amount: \$320,510	Tax Year 5 Credit Amount: \$320,510
Tax Year 3 Credit Amount: \$320,510	Tax Year 6 Credit Amount: \$320,510

- Include this certificate with your Wisconsin income/franchise tax return for each taxable year you claim the low-income housing credit.
- For additional information regarding low-income housing projects, contact WHEDA at 1-800-334-6873 or [info@wheda.com](mailto:info@wheda.com).
- For additional information regarding claiming the tax credit on your income/franchise tax return, contact the Wisconsin Department of Revenue at 608-266-2772 or [DORIncome@wisconsin.gov](mailto:DORIncome@wisconsin.gov).

*Special Instruction regarding the Taxable Year End field: It is the responsibility of the Claimant to update this field on an annual basis as part of the Wisconsin income/franchise tax return submission process.*

WHEDA Authorization:

Date: 12/6/2023

 Shreedhar Ranabhat  
Director, Commercial Lending

## Location and Market Area Definition

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### Primary Market Area (“PMA”)

The PMA is defined as a geographic area from which a property is expected to draw the majority of its residents. Additionally, the PMA is the area in which similar properties compete with the subject property for tenants. The PMA for the proposed development must first be established before the influences of supply and demand can be assessed.

The subject development site is centrally located within the City of Milwaukee, Wisconsin. More specifically, the site is located on the southwestern side of the intersection of West Vliet Street and North 20<sup>th</sup> Street at 2001 West Vliet Street. Interviews were conducted with property managers or potentially competing developments, the planning department and other city and county officials. A consensus among those interviewed indicated that a predominant primary market for the development exists.

The strongest potential demand for housing associated with the development is anticipated to originate from within the PMA. A consensus among those persons interviewed, a review of the retail shopping patterns, a review of the commuting and transportation linkages for the surrounding area, a review of the employment base within the community, and a driving tour of the surrounding area indicate that the predominant PMA for the housing proposed for the Subject Property is generally bounded by the following: West Center Street to the north, I-43 to the east, I-94 to the south and Highway 175 and North Sherman Boulevard to the west.

Based on the site's pedestrian linkages, convenient access to major thoroughfares, proximity to numerous major employers, and discussions with property managers of potentially competing developments, it is likely that 20 to 25 percent of the residents that ultimately rent from the proposed development will originate from outside the PMA (most likely from other areas of the City of Milwaukee). However, as a conservative approach, only the population from within the PMA will be analyzed in this study.

A map of the PMA is included on the following page.



## Population and Households

### Overall Demographic Analysis Summary

The following table provides a summary of the demographic makeup of the people residing within the PMA. According to the US Census Bureau and the ESRI BIS actual 2010 and forecasted 2019 and 2024 demographic data sets, the overall population is projected to increase by approximately 7 people per year for the five years ending in 2024, resulting in an overall gain of 0.1 percent. The number of households is projected to increase at a rate of about 3 per year for a gain of 0.1 percent. Owner occupied units are projected to increase while renter occupied units are projected to decrease.

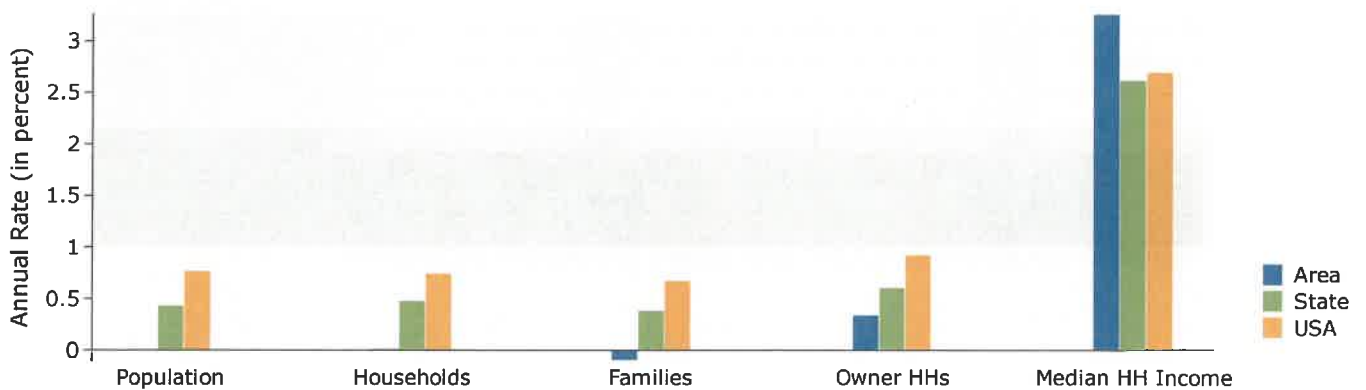
Demographic Summary					
Description	2010 US Census	2019 ESRI Forecasts	2024 ESRI Forecasts	% Change 2019-2024	Annual Change 2019-2024
Population	54,428	53,927	53,962	0.1%	7.0
Households	19,384	19,328	19,345	0.1%	3.4
Families	9,609	9,399	9,351	-0.5%	-9.6
Average Household Size	2.56	2.55	2.55	-	-
Owner Occupied Housing Units	4,094	3,606	3,667	1.7%	12.2
Renter Occupied Housing Units	15,290	15,723	15,679	-0.3%	-8.8
Median Age	24	25	26	-	-

Source: U.S. Census Bureau, Census 2010 Summary File 1. ESRI Forecasts for 2019 and 2024.

Trends: 2019-2024 Annual Rate			
Description	Area	State	National
Population	0.01%	0.43%	0.77%
Households	0.02%	0.48%	0.75%
Families	-0.10%	0.39%	0.68%
Owner Occupied HHs	0.34%	0.61%	0.92%
Median Household Income	3.27%	2.62%	2.70%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

Trends 2019-2024





**Proposed Rental Rate Comparisons**

For additional support relating to the proposed 30, 50, and 60 percent unit rents, we have also compared proposed rents to program and market rents to determine whether the proposed rents are reasonable and at a level that is at or below the prevailing income restricted comparable properties.

<b>McKinley School Apartments Proposed Unit Matrix</b>							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2019 Milwaukee County Maximum Rent	Ratio of Proposed Gross Rents to Program Rents
7	2 BR/1 BA	30%	\$438	\$117	\$555	\$555	100.0%
4	2 BR/1 BA	50%	\$750	\$117	\$867	\$926	93.6%
7	2 BR/1 BA	80%	\$971	\$117	\$1,088	\$1,482	73.4%
10	3 BR/2 BA	50%	\$875	\$130	\$1,005	\$1,070	93.9%
7	3 BR/2 BA	80%	\$1,260	\$130	\$1,390	\$1,712	81.2%
<b>35</b>	<b>Total</b>						

**Note:** Water, sewer, trash removal, and hot water will be included in the rent while residents will be responsible for their own unit electric for cooking, lighting, air conditioning as well as gas heat.

Our analysis suggests that all units are priced below allowable tax credit rent limits. The proposed rents are 73.4 to 100.0 percent of the Milwaukee County Maximum Rent (program rents) and are therefore compliant with Milwaukee County maximum rent levels.

<b>Proposed McKinley School Apartments Rents versus Estimated Achievable Market Rents</b>					
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Estimated Achievable Market Rents	Ratio of Proposed Net Rents to Estimated Achievable Market Rents
7	2 BR/1 BA	30%	\$438	\$1,080	40.6%
4	2 BR/1 BA	50%	\$750	\$1,080	69.4%
7	2 BR/1 BA	80%	\$971	\$1,080	89.9%
10	3 BR/2 BA	50%	\$875	\$1,455	60.1%
7	3 BR/2 BA	80%	\$1,260	\$1,455	86.6%
<b>35</b>	<b>Total</b>				

**Note:** Water, sewer, trash removal, and hot water will be included in the rent while residents will be responsible for their own unit electric for cooking, lighting, air conditioning as well as gas heat.

The proposed conventional LIHTC rental rates are priced 40.6 to 89.9 percent of the estimated achievable market rents indicating a rental rate advantage to market greater than the industry standard 10 percent.

**Captures Rates**

**Capture Rate by Set-Aside**

<b>Tax Credit Capture Rate Chart</b>				
<b>Min Income*</b>	\$19,029			
<b>Max Income</b>	\$71,120			
<b>Households Assumed</b>	Under the Age of 65			
<b>Number of Households</b>		<b>Income Qualified Households</b>	<b>Renter Percentage</b>	<b>Renter Qualified for Project</b>
Less Than \$15,000	5,981	-	-	-
\$15,000 to \$24,999	2,499	1,492	75.6%	1,128
\$25,000 to \$34,999	2,384	2,384	75.6%	1,802
\$35,000 to \$49,999	2,085	2,085	42.3%	882
\$50,000 to \$74,999	1,777	1,501	42.3%	635
\$75,000 to \$99,999	707	-	-	-
\$100,000 to \$149,999	628	-	-	-
\$150,000 to \$199,999	158	-	-	-
Over \$200,000	145	-	-	-
<b>Total Households</b>	<b>16,364</b>	<b>7,462</b>	<b>59.6%</b>	<b>4,447</b>
<b>Income Qualified Renter HHs</b>				<b>4,447</b>
<b>Rental Units in Project**</b>				<b>35</b>
<b>Capture Rate***</b>				<b>0.8%</b>


**WHEDA**

 Wisconsin Housing and Economic  
Development Authority

## Wisconsin Low-Income Housing Credit Allocation Certificate

**\*Include with your Wisconsin income/franchise tax return\***

Claimant's Legal Business Name: CABRINI SCHOOL LOFTS, LLC	FEIN: 84-3551263
Street Address or PO Box Number: 230 OHIO ST STE 200	Project Number: 6593
City: OSHKOSH	Placed in Service Date: 5/24/2022
State: WISCONSIN	Certificate Issue Date: 6/16/2023
Zip: 54902	Taxable Year End:
Tax Year 1 Credit Amount: \$161,503	Tax Year 4 Credit Amount: \$161,503
Tax Year 2 Credit Amount: \$161,503	Tax Year 5 Credit Amount: \$161,503
Tax Year 3 Credit Amount: \$161,503	Tax Year 6 Credit Amount: \$161,503

- Include this certificate with your Wisconsin income/franchise tax return for each taxable year you claim the low-income housing credit.
- For additional information regarding low-income housing projects, contact WHEDA at 1-800-334-6873 or [info@wheda.com](mailto:info@wheda.com).
- For additional information regarding claiming the tax credit on your income/franchise tax return, contact the Wisconsin Department of Revenue at 608-266-2772 or [DORIncome@wisconsin.gov](mailto:DORIncome@wisconsin.gov).

*Special Instruction regarding the Taxable Year End field: It is the responsibility of the Claimant to update this field on an annual basis as part of the Wisconsin income/franchise tax return submission process.*

WHEDA Authorization:

 Shreedhar Ranabhat  
Director, Commercial Lending

Date:

06/16/2023

## Location and Market Area Definition

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### Primary Market Area (“PMA”)

The PMA is defined as a geographic area from which a property is expected to draw the majority of its residents. Additionally, the PMA is the area in which similar properties compete with the subject property for tenants. The PMA for the proposed development must first be established before the influences of supply and demand can be assessed.

The subject development site is located on the near eastern side of the City of Oshkosh, Wisconsin, approximately 0.4 miles east of the downtown area of Oshkosh. The subject site is located on the southwest corner of the intersection of Merritt Avenue and Boyd Street. More specifically, the subject site is located at 619 Merritt Avenue. Oshkosh, Wisconsin is located approximately forty-three miles southwest of downtown Green Bay, WI, eighteen miles southwest of downtown Appleton, and seventy-three miles northwest of downtown Milwaukee.

Interviews were conducted with property managers or potentially competing developments, the Oshkosh planning department and other city and county officials. A consensus among those interviewed indicated that a predominant primary market for the development exists.

The strongest potential demand for housing associated with the development is anticipated to originate from within the PMA. A consensus among those persons interviewed, a review of the retail shopping patterns, a review of the commuting and transportation linkages for the surrounding area, a review of the employment base within the community, and a driving tour of the surrounding area indicate that the predominant PMA for the housing proposed for the Subject Property is bounded by the Following 2010 US Census Tracts: 01, 02, 03, 04, 05, 07 to 17, 18.01, 18.03 and 18.04.

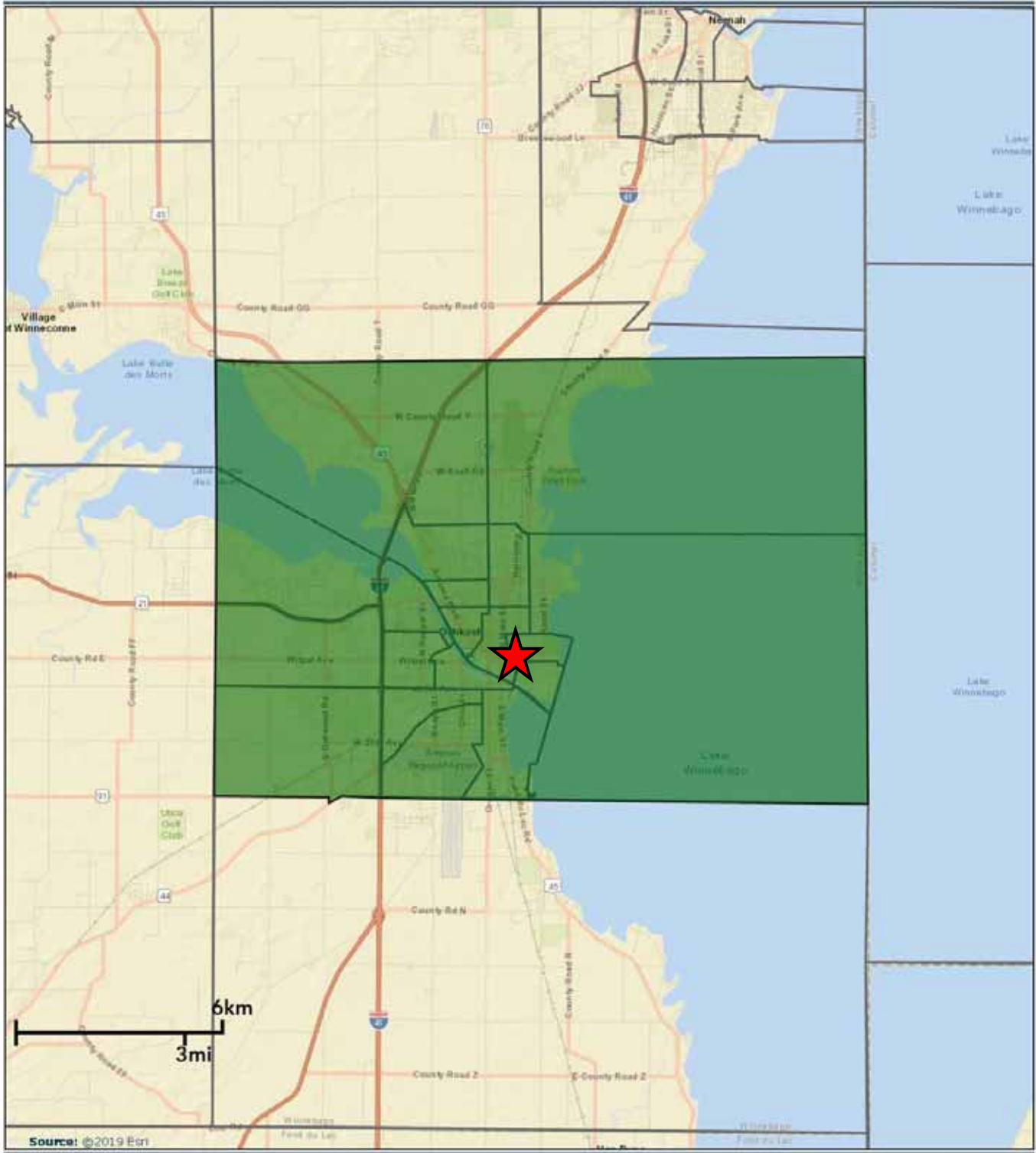
Based on the site’s pedestrian linkages, convenient access to major thoroughfares, proximity to numerous major employers, and discussions with property managers of potentially competing developments, it is likely that 20 to 25 percent of the residents that ultimately rent from the proposed development will originate from outside the PMA (most likely from other areas of Winnebago County). However, as a conservative approach, only the population from within the PMA will be analyzed in this study.

A map of the PMA is included on the following page.



esri

PMA Map



## Population and Households

### Overall Demographic Analysis Summary

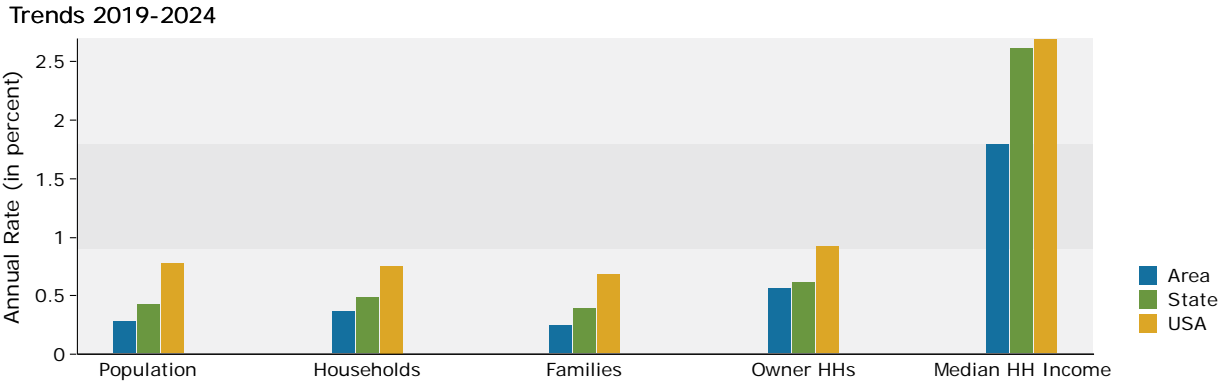
The following table provides a summary of the demographic makeup of the people residing within the PMA. According to the US Census Bureau and the ESRI BIS actual 2010 and forecasted 2019 and 2024 demographic data sets, the overall population is projected to increase by approximately 211 people per year for the five years ending in 2024, resulting in an overall gain of 1.4 percent. The number of households is projected to increase at a rate of about 111 per year for a gain of 1.8 percent. Owner occupied households are projected to increase at a greater rate than renter occupied households.

Demographic Summary					
Description	2010 US Census	2019 ESRI Forecasts	2024 ESRI Forecasts	% Change 2019-2024	Annual Change 2019-2024
Population	74,203	75,539	76,594	1.4%	211.0
Households	29,053	30,096	30,649	1.8%	110.6
Families	16,337	16,622	16,820	1.2%	39.6
Average Household Size	2.29	2.28	2.27	-	-
Owner Occupied Housing Units	17,633	17,742	18,247	2.8%	101.0
Renter Occupied Housing Units	11,420	12,354	12,402	0.4%	9.6
Median Age	35	37	38	-	-

Source: U.S. Census Bureau, Census 2010 Summary File 1. ESRI Forecasts for 2019 and 2024.

Trends: 2019-2024 Annual Rate			
Description	Area	State	National
Population	0.28%	0.43%	0.77%
Households	0.36%	0.48%	0.75%
Families	0.24%	0.39%	0.68%
Owner Occupied HHs	0.56%	0.61%	0.92%
Median Household Income	1.80%	2.62%	2.70%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.



### Proposed Rental Rate Comparisons

For additional support relating to the proposed 30, 50, or 60 percent unit rents, we have also compared proposed rents to program and market rents to determine whether the proposed rents are reasonable and at a level that is at or below the prevailing income restricted comparable properties.

<b>Cabrini School Lofts Proposed Unit Matrix</b>							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2019 Winnebago County Maximum Rent	Ratio of Proposed Gross Rents to Program Rents
1	Studio	30%	\$368	\$43	\$411	\$411	100.0%
2	1 BR/1 BA	30%	\$385	\$55	\$440	\$440	100.0%
11	1 BR/1 BA	50%	\$678	\$55	\$733	\$733	100.0%
8	1 BR/1 BA	60%	\$781	\$55	\$836	\$880	95.0%
1	2 BR/1 BA	30%	\$461	\$67	\$528	\$528	100.0%
6	2 BR/1 BA	50%	\$813	\$67	\$880	\$880	100.0%
4	2 BR/1 BA	60%	\$908	\$67	\$975	\$1,056	92.3%
<b>33</b>	<b>Total</b>						

**Note:** Water, sewer, trash removal, hot water, and heat will be included in the rent while residents will be responsible for their own unit electric for cooking, lighting, and air conditioning.

Our analysis suggests that all units are priced at or below allowable tax credit rent limits. The proposed rents are 91.6 to 100 percent of the Winnebago County Maximum Rent (program rents) and are therefore compliant with Winnebago County maximum rent levels. In addition, the proposed LIHTC rental rates are priced 43.8 to 89.1 percent of the estimated achievable market rents indicating a rental rate advantage to market greater than the industry standard 10 percent.

<b>Proposed Cabrini School Lofts Rents versus Estimated Achievable Market Rents</b>					
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Estimated Achievable Market Rents	Ratio of Proposed Net Rents to Estimated Achievable Market Rents
1	Studio	30%	\$368	\$780	47.2%
2	1 BR/1 BA	30%	\$385	\$880	43.8%
11	1 BR/1 BA	50%	\$678	\$880	77.0%
8	1 BR/1 BA	60%	\$781	\$880	88.8%
1	2 BR/1 BA	30%	\$461	\$1,010	45.6%
6	2 BR/1 BA	50%	\$813	\$1,010	80.5%
4	2 BR/1 BA	60%	\$908	\$1,010	89.9%
<b>33</b>	<b>Total</b>				

**Capture Rates**

**Capture Rate by Set-Aside**

Tax Credit Capture Rate Chart				
<b>Min Income*</b>	\$12,330			
<b>Max Income</b>	\$37,560			
<b>Households Assumed</b>	Over the Age of 65			
Number of Households	Income Qualified Households	Renter Percentage	Renter Qualified for Project	
Less Than \$15,000	923	164	41.0%	67
\$15,000 to \$24,999	1,474	1,474	41.0%	604
\$25,000 to \$34,999	1,170	1,170	41.0%	480
\$35,000 to \$49,999	1,197	205	41.0%	84
\$50,000 to \$74,999	1,343	-	-	-
\$75,000 to \$99,999	783	-	-	-
\$100,000 to \$149,999	733	-	-	-
\$150,000 to \$199,999	204	-	-	-
Over \$200,000	190	-	-	-
<b>Total Households</b>	<b>8,016</b>	<b>3,013</b>	<b>41.0%</b>	<b>1,235</b>
<b>Income Qualified Renter HHs</b>				<b>1,235</b>
<b>Rental Units in Project**</b>				<b>33</b>
<b>Capture Rate***</b>				<b>2.7%</b>

\*Based on rents proposed by project Developer (utilities included), represents 35 percent of gross household income

\*\*Number of proposed units divided by number of income eligible households




**WHEDA**

 Wisconsin Housing and Economic  
Development Authority

## Wisconsin Low-Income Housing Credit Allocation Certificate

**\*Include with your Wisconsin income/franchise tax return\***

Claimant's Legal Business Name: OAK RIDGE AT UNIVERSITY PARK I LLC	FEIN: 87-1335720
Street Address or PO Box Number: 818 S PARK ST	Project Number: 2912
City: MADISON	Placed in Service Date: 02/28/2023
State: WISCONSIN	Certificate Issue Date: 11/13/2023
Zip: 53715	Taxable Year End:
Tax Year 1 Credit Amount: \$238,778	Tax Year 4 Credit Amount: \$238,778
Tax Year 2 Credit Amount: \$238,778	Tax Year 5 Credit Amount: \$238,778
Tax Year 3 Credit Amount: \$238,778	Tax Year 6 Credit Amount: \$238,778

- Include this certificate with your Wisconsin income/franchise tax return for each taxable year you claim the low-income housing credit.
- For additional information regarding low-income housing projects, contact WHEDA at 1-800-334-6873 or [info@wheda.com](mailto:info@wheda.com).
- For additional information regarding claiming the tax credit on your income/franchise tax return, contact the Wisconsin Department of Revenue at 608-266-2772 or [DORIncome@wisconsin.gov](mailto:DORIncome@wisconsin.gov).

*Special Instruction regarding the Taxable Year End field: It is the responsibility of the Claimant to update this field on an annual basis as part of the Wisconsin income/franchise tax return submission process.*

WHEDA Authorization:

Date: 11/13/2023

 Shreedhar Ranabhat  
Director, Commercial Lending

## Market Area Definition

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### Primary Market Area (“PMA”)

The PMA is defined as a geographic area from which a property is expected to draw the majority of its residents. Additionally, the PMA is the area in which similar properties compete with the subject property for tenants. The PMA for the proposed development must first be established before the influences of supply and demand can be assessed.

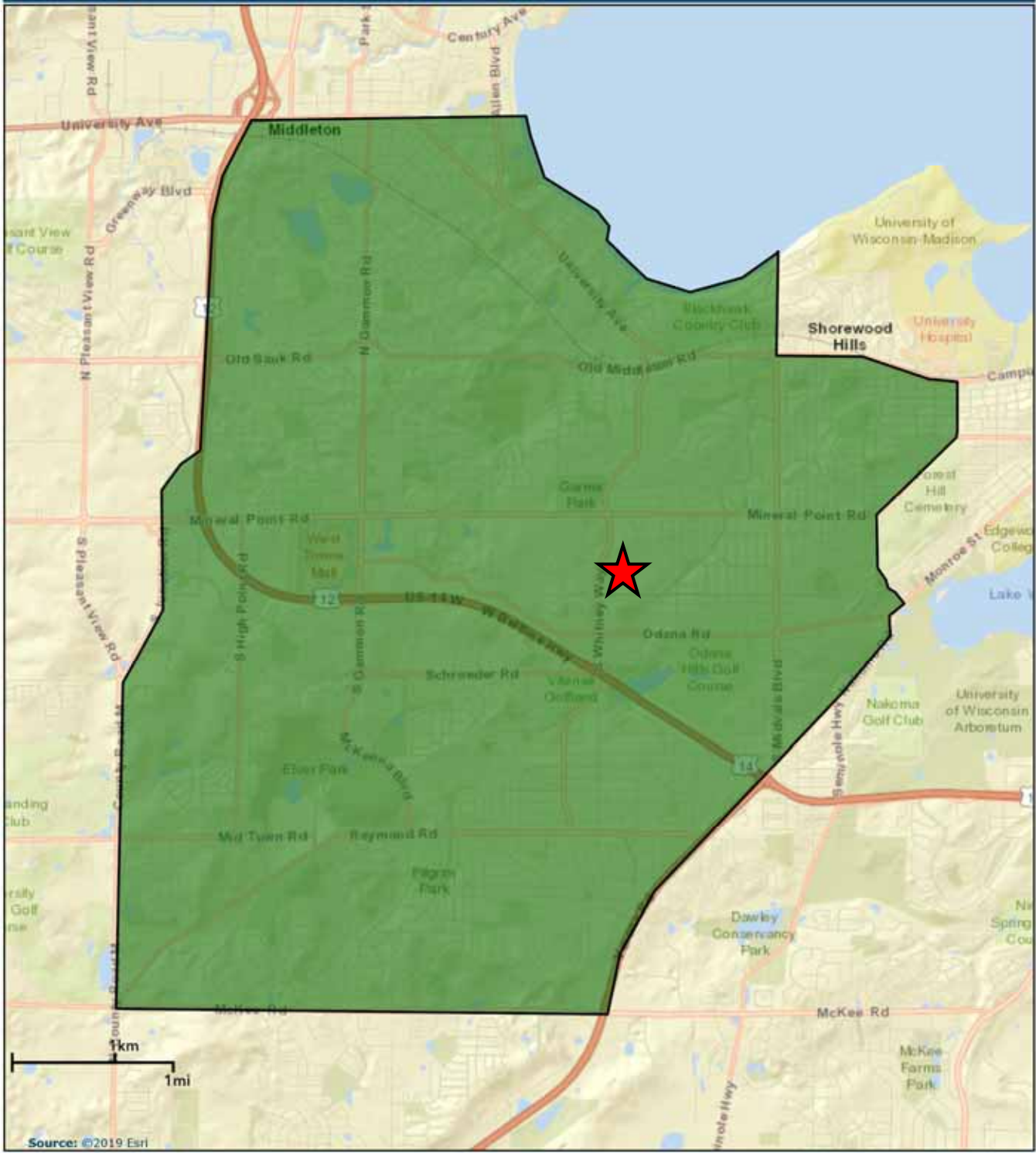
The proposed subject site is located on the near west side of the City of Madison, Wisconsin, just north of the intersection of Odana Road and South Whitney Way. More specifically, the site is located at 160 Westgate Mall approximately 5.5 miles southwest of the Wisconsin State Capitol building.

Interviews were conducted with property managers or potentially competing developments, the Madison planning department and other city and county officials. A consensus among those interviewed indicated that a predominant primary market for the development exists.

The strongest potential demand for housing associated with the development is anticipated to originate from within the PMA. A consensus among those persons interviewed, a review of the retail shopping patterns, a review of the commuting and transportation linkages for the surrounding area, a review of the employment base within the community, and a driving tour of the surrounding area indicate that the predominant PMA for the housing proposed for the Subject Property is bounded by McKee Road to the south, Highway 18/151, Nakoma Road, Speedway Road and Highland Avenue to the east, University Avenue and Lake Mendota to the north and Highway 12 and North County Road M to the west.

Based on the site’s pedestrian linkages, convenient access to major thoroughfares, proximity to numerous major employers, and discussions with property managers of potentially competing developments, it is likely that 20 to 25 percent of the residents that ultimately rent from the proposed development will originate from outside the PMA (most likely from other areas of Dane County). However, as a conservative approach, only the population from within the PMA will be analyzed in this study.

A map of the PMA is included on the following page.



## Population and Households

### Overall Demographic Analysis Summary

The following table provides a summary of the demographic makeup of the people residing within the PMA. According to the US Census Bureau and the ESRI BIS actual 2010 and forecasted 2020 and 2025 demographic data sets, the overall population is projected to increase by approximately 755 people per year for the five years ending in 2025, resulting in an overall gain of 4.6 percent. The number of households is projected to increase at a rate of about 382 per year for a gain of 4.9 percent. A greater increase is projected in owner occupied units than in renter occupied units.

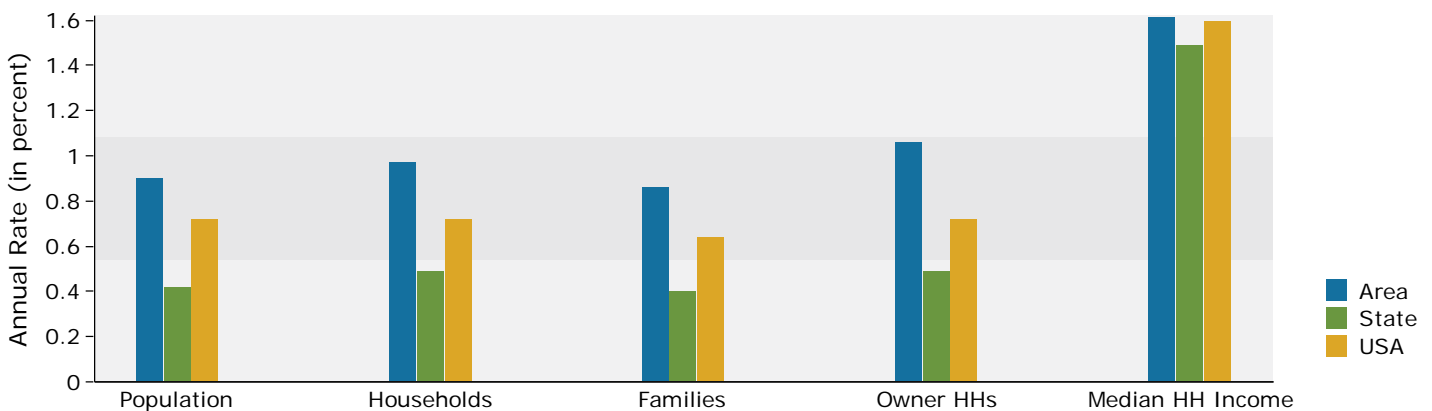
Demographic Summary					
Description	2010 US Census	2020 ESRI Forecasts	2025 ESRI Forecasts	% Change 2020-2025	Annual Change 2020-2025
Population	75,909	82,146	85,919	4.6%	754.6
Households	35,331	38,646	40,555	4.9%	381.8
Families	18,874	20,266	21,153	4.4%	177.4
Average Household Size	2.14	2.12	2.11	-	-
Owner Occupied Housing Units	19,926	20,484	21,597	5.4%	222.6
Renter Occupied Housing Units	15,405	18,163	18,958	4.4%	159
Median Age	37	39	40	-	-

Source: U.S. Census Bureau, Census 2010 Summary File 1. ESRI Forecasts for 2020 and 2025.

Trends: 2020-2025 Annual Rate			
Description	Area	State	National
Population	0.90%	0.42%	0.72%
Households	0.97%	0.49%	0.72%
Families	0.86%	0.40%	0.64%
Owner Occupied HHs	1.06%	0.49%	0.72%
Median Household Income	1.62%	1.49%	1.60%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025.

Trends 2020-2025



### Proposed Rental Rate Comparisons

For additional support relating to the proposed 30, 50, and 80 percent unit rents, we have also compared proposed rents to program and market rents to determine whether the proposed rents are reasonable and at a level that is at or below the prevailing income restricted comparable properties.

Oak Ridge at University Park Proposed Unit Mix							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2020 Dane County Maximum Rent	Ratio of Proposed Gross Rents to Program Rents
13	1 BR/1 BA	30%	\$512	\$51	\$563	\$563	100.0%
26	1 BR/1 BA	50%	\$887	\$51	\$938	\$938	100.0%
8	1 BR/1 BA	80%	\$1,189	\$51	\$1,240	\$1,502	82.6%
3	1 BR/1 BA	80%	\$1,209	\$51	\$1,260	\$1,502	83.9%
4	2 BR/2 BA	30%	\$612	\$63	\$675	\$675	100.0%
7	2 BR/2 BA	50%	\$1,062	\$63	\$1,125	\$1,126	99.9%
21	2 BR/2 BA	80%	\$1,647	\$63	\$1,710	\$1,822	93.9%
<b>82</b>							

**Note:** Unit water, sewer, trash removal, hot water, and heat will be included in the rent. Tenants will be responsible for unit electric for cooking, lighting and refrigeration charges.

Our analysis suggests that all conventional LIHTC units are priced at or below allowable tax credit rent limits. The proposed conventional LIHTC rents are 82.6 to 100.0 percent of the Dane County Maximum Rent (program rents) and are, therefore, compliant with Dane County maximum rent levels.

<ul style="list-style-type: none"> <li>Proposed Oak Ridge at University Park Rents</li> <li>versus Estimated Achievable Net Market Rents</li> </ul>					
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Estimated Achievable Net Market Rents	Ratio of Proposed Net Rents to Estimated Achievable Net Market Rents
13	1 BR/1 BA	30%	\$512	\$1,405	36.4%
26	1 BR/1 BA	50%	\$887	\$1,405	63.1%
8	1 BR/1 BA	80%	\$1,189	\$1,405	84.6%
3	1 BR/1 BA	80%	\$1,209	\$1,410	85.7%
2	2 BR/2 BA	30%	\$612	\$1,890	32.4%
2	2 BR/2 BA	30%	\$612	\$1,905	32.1%
7	2 BR/2 BA	50%	\$1,063	\$1,905	55.7%
21	2 BR/2 BA	80%	\$1,647	\$1,905	86.5%
<b>82</b>					

**Note:** Unit water, sewer, trash removal, hot water, and heat will be included in the rent. Tenants will be responsible for unit electric for cooking, lighting and refrigeration charges.

In addition, the proposed LIHTC rental rates are priced 32.1 to 86.5 percent of the estimated achievable market rents indicating a LIHTC rental rate advantage to market greater than the industry standard 10 percent.

Capture Rates

Capture Rate by Set-Aside

Tax Credit Capture Rate Chart				
Min Income*	\$16,890			
Max Income	\$64,080			
Households Assumed	Over the Age of 65			
Number of Households		Income Qualified Households	Renter Percentage	Renter Qualified for Project
Less Than \$15,000	534	-	-	-
\$15,000 to \$24,999	786	637	47.0%	300
\$25,000 to \$34,999	691	691	47.0%	325
\$35,000 to \$49,999	1,526	1,526	47.0%	717
\$50,000 to \$74,999	2,438	1,246	47.0%	586
\$75,000 to \$99,999	1,337	-	-	-
\$100,000 to \$149,999	1,553	-	-	-
\$150,000 to \$199,999	463	-	-	-
Over \$200,000	925	-	-	-
<b>Total Households</b>	<b>10,254</b>	<b>2,438</b>	<b>47.0%</b>	<b>1,927</b>
<b>Income Qualified Renter HHs</b>				<b>1,927</b>
<b>Rental Units in Project**</b>				82
<b>Capture Rate***</b>				<b>4.3%</b>


**WHEDA**

 Wisconsin Housing and Economic  
Development Authority

## Wisconsin Low-Income Housing Credit Allocation Certificate

**\*Include with your Wisconsin income/franchise tax return\***

Claimant's Legal Business Name: THE WATERFORD APARTMENTS, LLC	FEIN: 86-3888437
Street Address or PO Box Number: 230 OHIO STREET, SUITE 200	Project Number: 2887
City: OSHKOSH	Placed in Service Date: 11/11/2022
State: WISCONSIN	Certificate Issue Date: 9/28/2023
Zip: 54902-5894	Taxable Year End:
Tax Year 1 Credit Amount: \$490,149	Tax Year 4 Credit Amount: \$490,149
Tax Year 2 Credit Amount: \$490,149	Tax Year 5 Credit Amount: \$490,149
Tax Year 3 Credit Amount: \$490,149	Tax Year 6 Credit Amount: \$490,149

- Include this certificate with your Wisconsin income/franchise tax return for each taxable year you claim the low-income housing credit.
- For additional information regarding low-income housing projects, contact WHEDA at 1-800-334-6873 or [info@wheda.com](mailto:info@wheda.com).
- For additional information regarding claiming the tax credit on your income/franchise tax return, contact the Wisconsin Department of Revenue at 608-266-2772 or [DORIncome@wisconsin.gov](mailto:DORIncome@wisconsin.gov).

*Special Instruction regarding the Taxable Year End field: It is the responsibility of the Claimant to update this field on an annual basis as part of the Wisconsin income/franchise tax return submission process.*

WHEDA Authorization:

 Shreedhar Ranabhat  
Director, Commercial Lending

09/28/2023

Date:

## Location and Market Area Definition

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### Primary Market Area (“PMA”)

The PMA is defined as a geographic area from which a property is expected to draw the majority of its residents. Additionally, the PMA is the area in which similar properties compete with the subject property for tenants. The PMA for the proposed development must first be established before the influences of supply and demand can be assessed.

The subject development site is located on the far east side of the City of McFarland, Wisconsin. More specifically, the site is located at the northeast corner of the intersection of Holscher Road and Broadhead Street, a moderately traveled east/west thoroughfare within the City of McFarland. The site is situated close to newly constructed single-family areas known as Prairie Place and Juniper Ridge. The site is located approximately 8.5 miles southeast of the main downtown area of Madison, Wisconsin, offering the amenities of a larger city.

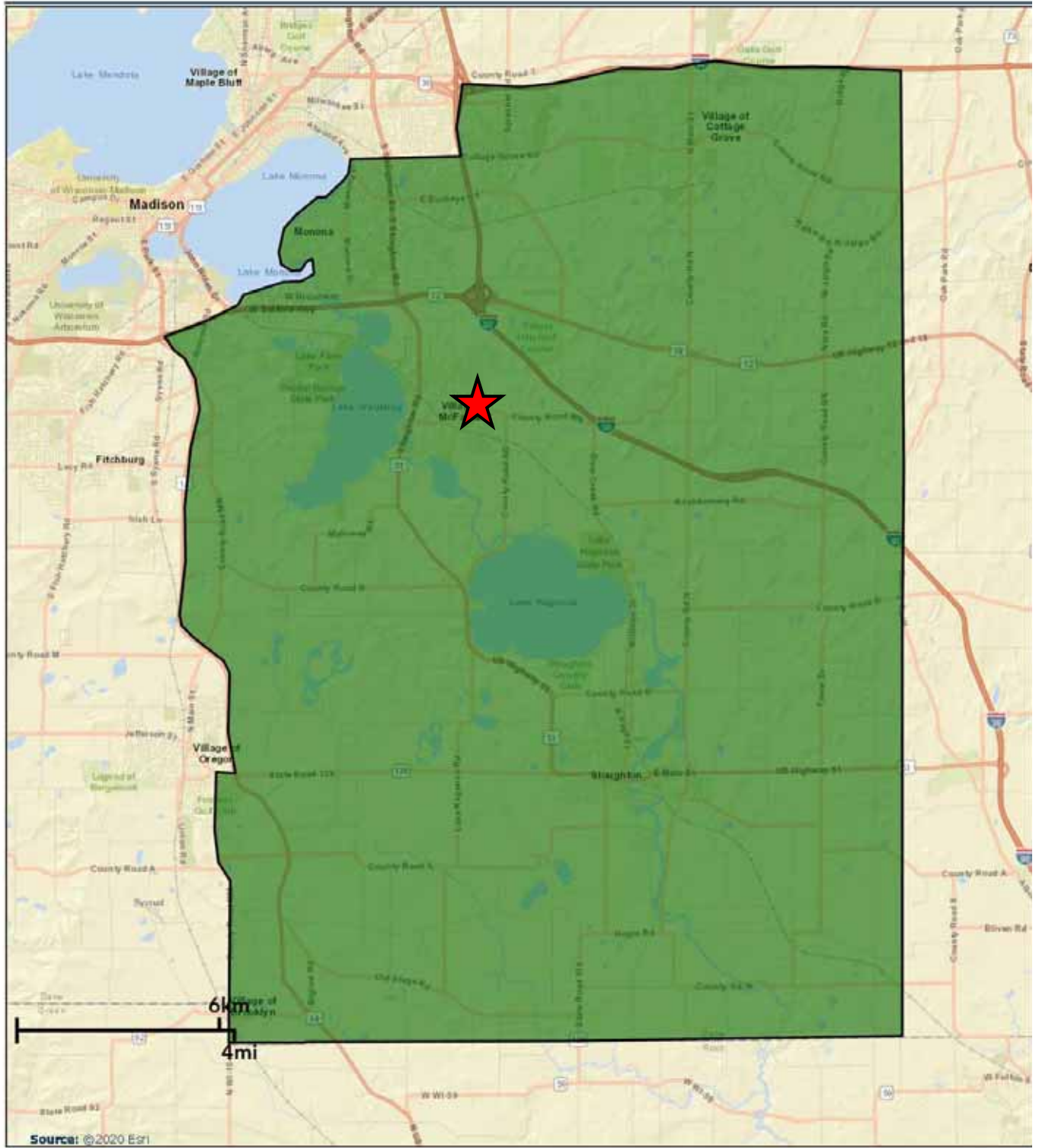
Interviews were conducted with property managers or potentially competing developments, the McFarland and Madison planning departments and other city and county officials. A consensus among those interviewed indicated that a predominant primary market for the development exists.

The strongest potential demand for housing associated with the development is anticipated to originate from within the PMA. A consensus among those persons interviewed, a review of the retail shopping patterns, a review of the commuting and transportation linkages for the surrounding area, a review of the employment base within the community, and a driving tour of the surrounding area indicate that the predominant PMA for the housing proposed for the Subject Property is generally bounded by Interstate 94 to the north, US Highway to the west, Highway W to the east, and the Dane County/Rock County border to the south.

Based on the site’s pedestrian linkages, convenient access to major thoroughfares, proximity to numerous major employers, and discussions with property managers of potentially competing developments, it is likely that 20 to 25 percent of the residents that ultimately rent from the proposed development will originate from outside the PMA (most likely from other areas of Dane County). However, as a conservative approach, only the population from within the PMA will be analyzed in this study.

A map of the PMA is included on the following page.





## Population and Households

### Overall Demographic Analysis Summary

The following table provides a summary of the demographic makeup of the people residing within the PMA. According to the US Census Bureau and the ESRI BIS actual 2010 and forecasted 2019 and 2024 demographic data sets, the overall population is projected to increase by approximately 1,170 people per year for the five years ending in 2024, resulting in an overall gain of 6.6 percent. The number of households is projected to increase at a rate of about 491 per year for a gain of 6.7 percent. A greater increase is projected in owner occupied units than in renter occupied units.

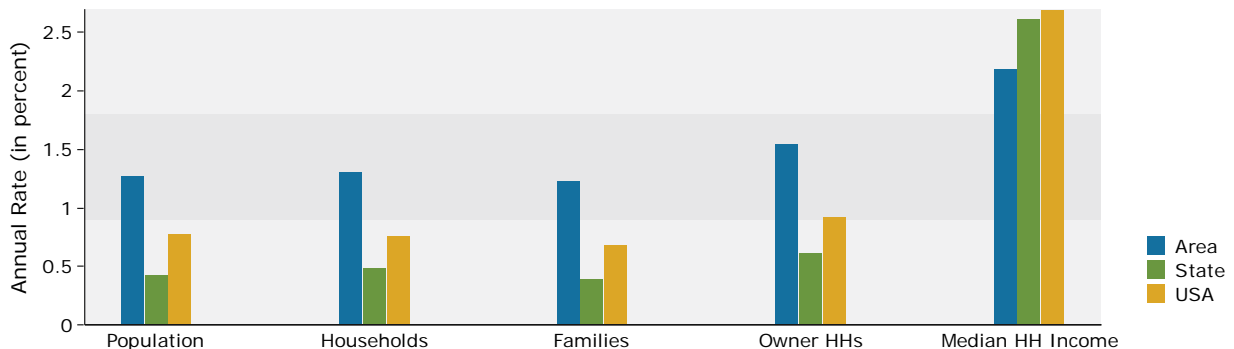
Demographic Summary					
Description	2010 US Census	2019 ESRI Forecasts	2024 ESRI Forecasts	% Change 2019-2024	Annual Change 2019-2024
Population	79,688	89,196	95,048	6.6%	1,170.4
Households	32,676	36,687	39,143	6.7%	491.2
Families	21,343	23,694	25,186	6.3%	298.4
Average Household Size	2.42	2.41	2.41	-	-
Owner Occupied Housing Units	23,590	25,952	28,022	8.0%	414
Renter Occupied Housing Units	9,086	10,735	11,121	3.6%	77.2
Median Age	40	41	42	-	-

Source: U.S. Census Bureau, Census 2010 Summary File 1. ESRI Forecasts for 2019 and 2024.

Trends: 2019-2024 Annual Rate			
Description	Area	State	National
Population	1.28%	0.43%	0.77%
Households	1.30%	0.48%	0.75%
Families	1.23%	0.39%	0.68%
Owner Occupied HHs	1.55%	0.61%	0.92%
Median Household Income	2.19%	2.62%	2.70%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024.

Trends 2019-2024



### Proposed Rental Rate Comparisons

For additional support relating to the proposed 30, 50, and 60 percent unit rents, we have also compared proposed rents to program and market rents to determine whether the proposed rents are reasonable and at a level that is at or below the prevailing income restricted comparable properties.

The Waterford Apartments Proposed Unit Mix							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2020 Dane County Maximum Rent	Ratio of Proposed Gross Rents to Program Rents
<b>Senior</b>							
10	1 BR/1 BA	30%	\$513	\$50	\$563	\$563	100.0%
3	1 BR/1 BA	50%	\$888	\$50	\$938	\$938	100.0%
1	1 BR/1 BA	60%	\$1,019	\$50	\$1,069	\$1,126	94.9%
9	2 BR/2 BA	50%	\$1,063	\$63	\$1,126	\$1,126	100.0%
10	2 BR/2 BA	60%	\$1,220	\$63	\$1,283	\$1,351	95.0%
4	2 BR/2 BA	MKT	\$1,485	\$63	\$1,548	N/A	N/A
<b>37</b>	<b>Senior Total</b>						
<b>Family</b>							
8	3 BR/2.5 BA	50%	\$1,165	\$133	\$1,298	\$1,301	99.8%
4	3 BR/2.5 BA	MKT	\$1,750	\$133	\$1,883	N/A	N/A
<b>12</b>	<b>Family Total</b>						
<b>49</b>	<b>Grand Total</b>						

**Note:** Unit water, sewer, trash removal, hot water, and heat will be included in the rent for senior units. Unit water, sewer, and trash removal will be included in the rent for family units.

Proposed The Waterford Apartments Rents versus Estimated Achievable Net Market Rents					
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Estimated Achievable Net Market Rents	Ratio of Proposed Net Rents to Estimated Achievable Net Market Rents
10	1 BR/1 BA	30%	\$513	\$1,160	44.2%
3	1 BR/1 BA	50%	\$888	\$1,160	76.6%
1	1 BR/1 BA	60%	\$1,019	\$1,160	87.8%
9	2 BR/2 BA	50%	\$1,063	\$1,485	71.6%
10	2 BR/2 BA	60%	\$1,220	\$1,485	82.2%
4	2 BR/2 BA	MKT	\$1,485	\$1,485	100.0%
<b>37</b>	<b>Senior Total</b>				
<b>Family</b>					
8	3 BR/2.5 BA	50%	\$1,165	\$1,750	66.6%
4	3 BR/2.5 BA	MKT	\$1,750	\$1,750	100.0%
<b>12</b>	<b>Family Total</b>				
<b>49</b>	<b>Grand Total</b>				

Senior Capture Rate by Set-Aside

<b>Tax Credit Capture Rate Chart</b>				
<b>Min Income*</b>	\$16,890			
<b>Max Income</b>	\$48,060			
<b>Households Assumed</b>	Over the Age of 65			
<b>Number of Households</b>		<b>Income Qualified Households</b>	<b>Renter Percentage</b>	<b>Renter Qualified for Project</b>
Less Than \$15,000	646	-	-	-
\$15,000 to \$24,999	1,002	807	29.3%	236
\$25,000 to \$34,999	848	848	29.3%	248
\$35,000 to \$49,999	1,347	1,173	29.3%	344
\$50,000 to \$74,999	2,073	-	-	-
\$75,000 to \$99,999	1,607	-	-	-
\$100,000 to \$149,999	1,345	-	-	-
\$150,000 to \$199,999	725	-	-	-
Over \$200,000	488	-	-	-
<b>Total Households</b>	<b>10,080</b>	<b>2,828</b>	<b>29.3</b>	<b>828</b>
<b>Income Qualified Renter HHs</b>				<b>828</b>
<b>Rental Units in Project</b>				<b>33</b>
<b>Capture Rate**</b>				<b>4.0%</b>

<b>Market Rate Capture Rate Chart</b>				
<b>Min Income*</b>	\$46,440			
<b>Max Income</b>	\$99,999			
<b>Households Assumed</b>	Over the Age of 65			
<b>Number of Households</b>		<b>Income Qualified Households</b>	<b>Renter Percentage</b>	<b>Renter Qualified for Project</b>
Less Than \$15,000	646	-	-	-
\$15,000 to \$24,999	1,002	-	-	-
\$25,000 to \$34,999	848	-	-	-
\$35,000 to \$49,999	1,347	322	29.3%	94
\$50,000 to \$74,999	2,073	2,073	29.3%	607
\$75,000 to \$99,999	1,607	1,607	29.3%	471
\$100,000 to \$149,999	1,345	-	-	-
\$150,000 to \$199,999	725	-	-	-
Over \$200,000	488	-	-	-
<b>Total Households</b>	<b>10,080</b>	<b>4,002</b>	<b>29.3</b>	<b>1,173</b>
<b>Income Qualified Renter HHs</b>				<b>1,173</b>
<b>Rental Units in Project</b>				<b>4</b>
<b>Capture Rate**</b>				<b>0.3%</b>

\*Based on rents proposed by project Developer (utilities included), represents 40 percent of gross household income

\*\*Number of proposed units divided by number of income eligible households

**Multifamily Capture Rate by Set-Aside**

<b>Tax Credit Capture Rate Chart</b>				
<b>Min Income*</b>	\$44,503			
<b>Max Income</b>	\$54,100			
<b>Households Assumed</b>	Under the Age of 65			
<b>Number of Households</b>		<b>Income Qualified Households</b>	<b>Renter Percentage</b>	<b>Renter Qualified for Project</b>
Less Than \$15,000	1,029	-	-	-
\$15,000 to \$24,999	1,012	-	-	-
\$25,000 to \$34,999	1,348	-	-	-
\$35,000 to \$49,999	2,406	865	70.6%	611
\$50,000 to \$74,999	4,485	736	25.0%	184
\$75,000 to \$99,999	5,193	-	-	-
\$100,000 to \$149,999	7,139	-	-	-
\$150,000 to \$199,999	3,112	-	-	-
Over \$200,000	1,865	-	-	-
<b>Total Households</b>	<b>27,588</b>	<b>1,601</b>	<b>49.6%</b>	<b>795</b>
<b>Income Qualified Renter HHs</b>				<b>795</b>
<b>Rental Units in Project**</b>				<b>8</b>
<b>Capture Rate***</b>				<b>1.0%</b>

<b>Market Rate Capture Rate Chart</b>				
<b>Min Income*</b>	\$64,560			
<b>Max Income</b>	\$99,999			
<b>Households Assumed</b>	Under the Age of 65			
<b>Number of Households</b>		<b>Income Qualified Households</b>	<b>Renter Percentage</b>	<b>Renter Qualified for Project</b>
Less Than \$15,000	1,029	-	-	-
\$15,000 to \$24,999	1,012	-	-	-
\$25,000 to \$34,999	1,348	-	-	-
\$35,000 to \$49,999	2,406	-	-	-
\$50,000 to \$74,999	4,485	4,485	25.0%	464
\$75,000 to \$99,999	5,193	5,193	25.0%	1,298
\$100,000 to \$149,999	7,139	-	-	-
\$150,000 to \$199,999	3,112	-	-	-
Over \$200,000	1,865	-	-	-
<b>Total Households</b>	<b>27,588</b>	<b>7,047</b>	<b>25.0%</b>	<b>1,762</b>
<b>Income Qualified Renter HHs</b>				<b>1,762</b>
<b>Rental Units in Project**</b>				<b>4</b>
<b>Capture Rate***</b>				<b>0.2%</b>


**WHEDA**

 Wisconsin Housing and Economic  
Development Authority

## Wisconsin Low-Income Housing Credit Allocation Certificate

**\*Include with your Wisconsin income/franchise tax return\***

Claimant's Legal Business Name: UNIVERSITY PARK COMMONS LLC	FEIN: 87-2877617
Street Address or PO Box Number: 818 S PARK ST	Project Number: 2911
City: MADISON	Placed in Service Date: 12/30/2022
State: WISCONSIN	Certificate Issue Date: 11/13/2023
Zip: 53715	Taxable Year End:
Tax Year 1 Credit Amount: \$208,815	Tax Year 4 Credit Amount: \$208,815
Tax Year 2 Credit Amount: \$208,815	Tax Year 5 Credit Amount: \$208,815
Tax Year 3 Credit Amount: \$208,815	Tax Year 6 Credit Amount: \$208,815

- Include this certificate with your Wisconsin income/franchise tax return for each taxable year you claim the low-income housing credit.
- For additional information regarding low-income housing projects, contact WHEDA at 1-800-334-6873 or [info@wheda.com](mailto:info@wheda.com).
- For additional information regarding claiming the tax credit on your income/franchise tax return, contact the Wisconsin Department of Revenue at 608-266-2772 or [DORIncome@wisconsin.gov](mailto:DORIncome@wisconsin.gov).

*Special Instruction regarding the Taxable Year End field: It is the responsibility of the Claimant to update this field on an annual basis as part of the Wisconsin income/franchise tax return submission process.*

WHEDA Authorization:

Date: 11/13/2023

 Shreedhar Ranabhat  
Director, Commercial Lending

## Market Area Definition

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### Primary Market Area (“PMA”)

The PMA is defined as a geographic area from which a property is expected to draw the majority of its residents. Additionally, the PMA is the area in which similar properties compete with the subject property for tenants. The PMA for the proposed development must first be established before the influences of supply and demand can be assessed.

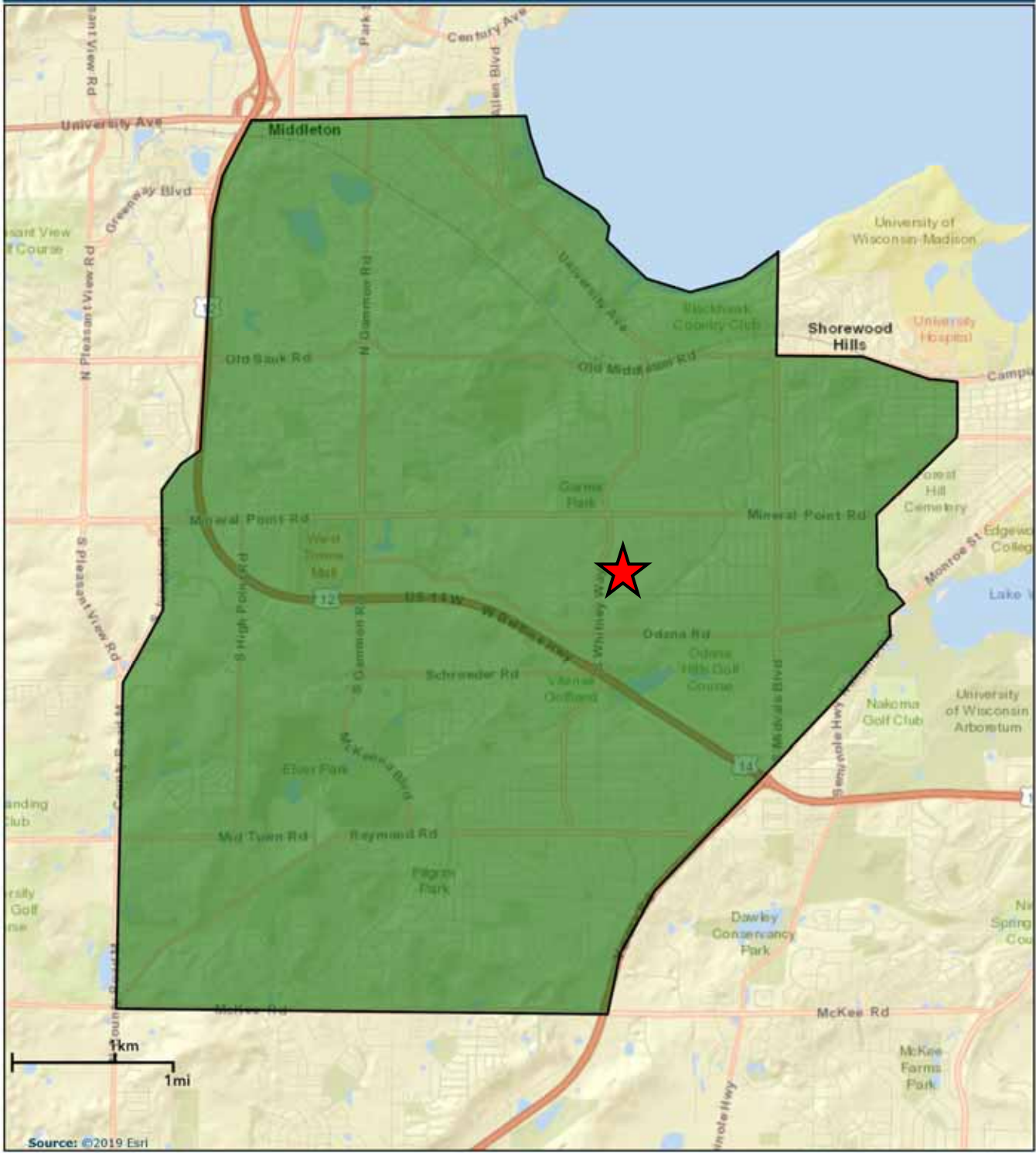
The proposed subject site is located on the near west side of the City of Madison, Wisconsin, just north of the intersection of Odana Road and South Whitney Way. More specifically, the site is located at 160 Westgate Mall approximately 5.5 miles southwest of the Wisconsin State Capitol building.

Interviews were conducted with property managers or potentially competing developments, the Madison planning department and other city and county officials. A consensus among those interviewed indicated that a predominant primary market for the development exists.

The strongest potential demand for housing associated with the development is anticipated to originate from within the PMA. A consensus among those persons interviewed, a review of the retail shopping patterns, a review of the commuting and transportation linkages for the surrounding area, a review of the employment base within the community, and a driving tour of the surrounding area indicate that the predominant PMA for the housing proposed for the Subject Property is bounded by McKee Road to the south, Highway 18/151, Nakoma Road, Speedway Road and Highland Avenue to the east, University Avenue and Lake Mendota to the north and Highway 12 and North County Road M to the west.

Based on the site’s pedestrian linkages, convenient access to major thoroughfares, proximity to numerous major employers, and discussions with property managers of potentially competing developments, it is likely that 20 to 25 percent of the residents that ultimately rent from the proposed development will originate from outside the PMA (most likely from other areas of Dane County). However, as a conservative approach, only the population from within the PMA will be analyzed in this study.

A map of the PMA is included on the following page.





## Population and Households

### Overall Demographic Analysis Summary

The following table provides a summary of the demographic makeup of the people residing within the PMA. According to the US Census Bureau and the ESRI BIS actual 2010 and forecasted 2020 and 2025 demographic data sets, the overall population is projected to increase by approximately 755 people per year for the five years ending in 2025, resulting in an overall gain of 4.6 percent. The number of households is projected to increase at a rate of about 382 per year for a gain of 4.9 percent. A greater increase is projected in owner occupied units than in renter occupied units.

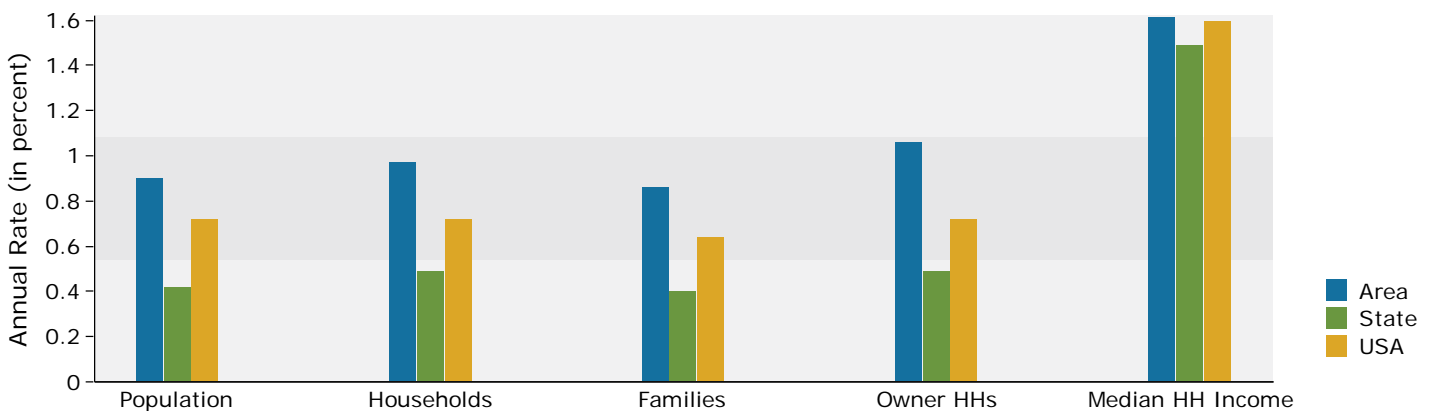
Demographic Summary					
Description	2010 US Census	2020 ESRI Forecasts	2025 ESRI Forecasts	% Change 2020-2025	Annual Change 2020-2025
Population	75,909	82,146	85,919	4.6%	754.6
Households	35,331	38,646	40,555	4.9%	381.8
Families	18,874	20,266	21,153	4.4%	177.4
Average Household Size	2.14	2.12	2.11	-	-
Owner Occupied Housing Units	19,926	20,484	21,597	5.4%	222.6
Renter Occupied Housing Units	15,405	18,163	18,958	4.4%	159
Median Age	37	39	40	-	-

Source: U.S. Census Bureau, Census 2010 Summary File 1. ESRI Forecasts for 2020 and 2025.

Trends: 2020-2025 Annual Rate			
Description	Area	State	National
Population	0.90%	0.42%	0.72%
Households	0.97%	0.49%	0.72%
Families	0.86%	0.40%	0.64%
Owner Occupied HHs	1.06%	0.49%	0.72%
Median Household Income	1.62%	1.49%	1.60%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025.

Trends 2020-2025



### Proposed Rental Rate Comparisons

For additional support relating to the proposed 30, 50, and 80 percent unit rents, we have also compared proposed rents to program and market rents to determine whether the proposed rents are reasonable and at a level that is at or below the prevailing income restricted comparable properties.

<b>University Park Commons Proposed Unit Mix</b>							
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Utility Allowance	Gross Rents	2020 Dane County Maximum Rent	Ratio of Proposed Gross Rents to Program Rents
9	1 BR/1 BA	30%	\$512	\$51	\$563	\$563	100.0%
19	1 BR/1 BA	50%	\$887	\$51	\$938	\$938	100.0%
6	1 BR/1 BA	80%	\$1,242	\$51	\$1,293	\$1,502	86.1%
4	1 BR/1 BA	80%	\$1,260	\$51	\$1,311	\$1,502	87.3%
2	2 BR/2 BA	30%	\$612	\$63	\$675	\$675	100.0%
14	2 BR/2 BA	80%	\$1,647	\$63	\$1,710	\$1,802	94.9%
3	3 BR/2 BA	30%	\$705	\$76	\$781	\$781	100.0%
8	3 BR/2 BA	50%	\$1,225	\$76	\$1,301	\$1,301	100.0%
3	3 BR/2 BA	80%	\$1,891	\$76	\$1,967	\$2,083	94.4%
<b>68</b>							

**Note:** Water, sewer, trash removal, hot water, and heat will be included in the rent while residents will be responsible for unit electricity for lighting and cooking.

Our analysis suggests that all conventional LIHTC units are priced at or below allowable tax credit rent limits. The proposed conventional LIHTC rents are 86.1 to 100.0 percent of the Dane County Maximum Rent (program rents) and are, therefore, compliant with Dane County maximum rent levels.

<b>Proposed University Park Commons Rents versus Estimated Achievable Net Market Rents</b>					
# of Units	Unit Type	% of AMI	Net Rent \$/Mo.	Estimated Achievable Net Market Rents	Ratio of Proposed Net Rents to Estimated Achievable Net Market Rents
9	1 BR/1 BA	30%	\$512	\$1,395	36.7%
19	1 BR/1 BA	50%	\$887	\$1,395	63.6%
6	1 BR/1 BA	80%	\$1,242	\$1,395	89.0%
4	1 BR/1 BA	80%	\$1,260	\$1,415	89.0%
2	2 BR/2 BA	30%	\$612	\$1,895	32.3%
14	2 BR/2 BA	80%	\$1,647	\$1,895	86.9%
3	3 BR/2 BA	30%	\$705	\$2,130	33.1%
8	3 BR/2 BA	50%	\$1,225	\$2,130	57.5%
3	3 BR/2 BA	80%	\$1,891	\$2,130	88.8%
<b>68</b>					

**Note:** Unit water, sewer, trash removal, hot water, and heat will be included in the rent. Tenants will be responsible for unit electric for cooking, lighting and refrigeration charges.

In addition, the proposed LIHTC rental rates are priced 32.3 to 89.0 percent of the estimated achievable market rents indicating a LIHTC rental rate advantage to market greater than the industry standard 10 percent.

**Capture Rates**

**Capture Rate by Set-Aside**

<b>Tax Credit Capture Rate Chart</b>				
<b>Min Income*</b>	\$19,303			
<b>Max Income</b>	\$86,560			
<b>Households Assumed</b>	Under the Age of 65			
Number of Households	Income Qualified Households	Renter Percentage	Renter Qualified for Project	
Less Than \$15,000	1,301	-	-	-
\$15,000 to \$24,999	1,174	669	70.8%	474
\$25,000 to \$34,999	1,604	1,604	70.8%	1,136
\$35,000 to \$49,999	3,297	3,297	70.8%	2,334
\$50,000 to \$74,999	5,162	5,162	26.3%	1,358
\$75,000 to \$99,999	3,855	1,783	26.3%	469
\$100,000 to \$149,999	6,924	-	-	-
\$150,000 to \$199,999	2,910	-	-	-
Over \$200,000	2,929	-	-	-
<b>Total Households</b>	<b>29,157</b>	<b>12,515</b>	<b>46.1%</b>	<b>5,770</b>
<b>Income Qualified Renter HHs</b>				<b>5,770</b>
<b>Rental Units in Project**</b>				83
<b>Capture Rate***</b>				<b>1.2%</b>