

## MFI Bin Values and Calculations

Gross Potential Income (GPI): Gross Potential Rent + Other Income – Income Loss

Income Loss: Vacancy Loss + Collection Loss + Loss to Lease

Collection Rate (CR): Amount Collected During 1 Month / Amount Billed During 1 Month  
Amount Billed: (GPR – Vacancy Loss – Loss to Lease) / # Months Reported  
Amount Collected: Amount Billed – Receivables less than 30 days

Net Operating Income (NOI): Gross Potential Rent – Income Loss + Other Income – Operating Expense

Debt Service Coverage Ratio (DSC or DSCR): Net Operating Income / Debt Service

Net Cash Flow (NCF): Net Operating Income – Debt Service – Non Operating Expense

Turnover, Annualized: (# Move Outs Per Month \* 12) / Total Units

Indicator	Calculation	Bin Values
Net Cash Flow % of GPI	Net Cash Flow / GPI	Bin 1 > 10% GPI Bin 2 5 - 10% GPI Bin 3 0 - 4.9% GPI Bin 4 < GPI
Debt Service Coverage	Debt Service Coverage	Bin 1 > 2.0 Bin 2 1.40 – 1.90 Bin 3 1.10 – 1.39 Bin 4 < 1.10
Operating Expenses % of GPR	Operating Expense / (GPR – Debt Service)	Bin 1 < 70% GPR Bin 2 70 - 85% GPR Bin 3 84 - 97% GPR Bin 4 > 97% GPR
Vacancy Loss	Vacancy Loss / GPR	Bin 1 < 1% Bin 2 1.0 – 2.5% Bin 3 2.6 – 5% Bin 4 > 5%
Collection Rate	Collection Rate	Bin 1 > 99.9% Bin 2 97 – 99.9% Bin 3 93 – 96.9% Bin 4 < 93%
Turnover	% Units Turned Annually	Bin 1 < 10% Bin 2 10 – 20% Bin 3 21 – 50% Bin 4 > 50%
Average Days Vacant	As provided*	Bin 1 < 10 Bin 2 10 – 20 Bin 3 21 – 30 Bin 4 > 30

\*Average Days Vacant calculator available for download on website



MULTIFAMILY INITIATIVE PORTFOLIO REPORTING

MFI Portfolio Report

October - December

1057 Properties ( 51391 Units) Actuals Sorted by Indicator and Performance Category

		Bin 1	Bin 2	Bin 3	Bin 4
<b>Net Cash Flow</b>		> 10% GPI	5-10% GPI	0-4.9% GPI	< GPI
	properties	297	144	196	420
	percent	28.1%	13.6%	18.5%	39.7%
	units	15,805	8,588	10,093	16,905
	percent	30.8%	16.7%	19.6%	32.9%
<b>Debt Service Coverage</b>		>2.0	1.4 - 1.9	1.1 - 1.39	< 1.1
	properties	235	233	175	211
	percent	27.5%	27.3%	20.5%	24.7%
	units	12,950	14,218	9,012	7,612
	percent	29.6%	32.5%	20.6%	17.4%
<b>Operating Expenses:</b>		< 70% GPR	70-85% GPR	84-97% GPR	> 97% GPR
	properties	255	354	241	207
	percent	24.1%	33.5%	22.8%	19.6%
	units	15,093	18,233	11,144	6,921
	percent	29.4%	35.5%	21.7%	13.5%
<b>Vacancy Loss</b>		< 1%	1.0-2.5%	2.6-5%	> 5%
	properties	263	223	180	391
	percent	24.9%	21.1%	17.0%	37.0%
	units	10,339	12,523	10,450	18,079
	percent	20.1%	24.4%	20.3%	35.2%
<b>Collection Rate</b>		> 99.9%	97-99.9%	93-96.9%	<93%
	properties	346	180	169	362
	percent	32.7%	17.0%	16.0%	34.2%
	units	14,105	10,892	10,114	16,280
	percent	27.4%	21.2%	19.7%	31.7%
<b>Turnover</b>		< 10%	10-20%	21-50%	>50%
	properties	329	217	397	114
	percent	31.1%	20.5%	37.6%	10.8%
	units	12,927	10,492	22,086	5,886
	percent	25.2%	20.4%	43.0%	11.5%
<b>Average Days Vacant</b>		< 10	10 - 20	21 - 30	> 30
	properties	253	135	154	515
	percent	23.9%	12.8%	14.6%	48.7%
	units	12,927	10,492	22,086	5,886
	percent	25.2%	20.4%	43.0%	11.5%



MULTIFAMILY INITIATIVE PORTFOLIO REPORTING

MFI Portfolio Report

October - December

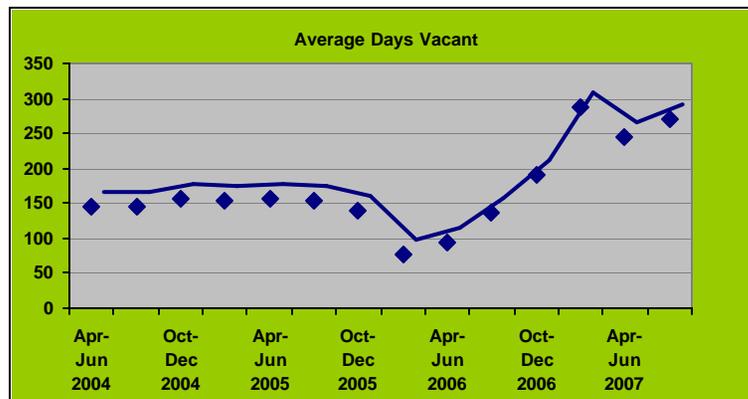
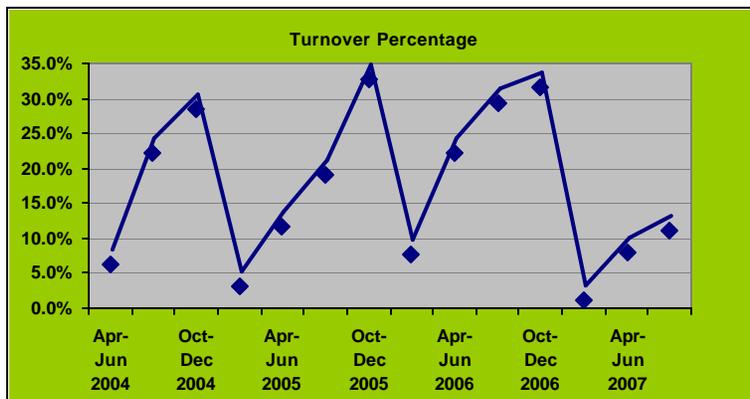
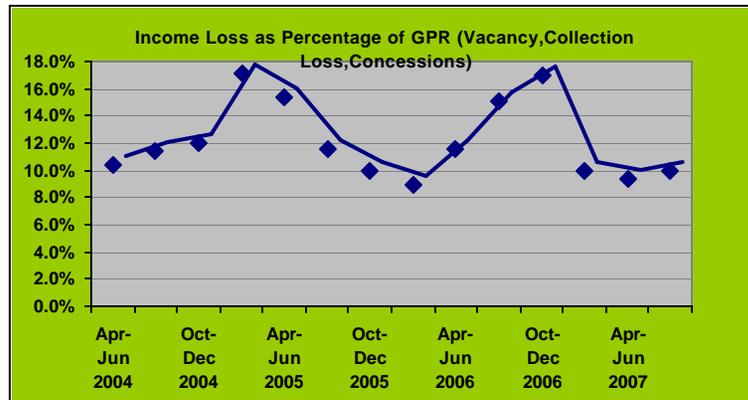
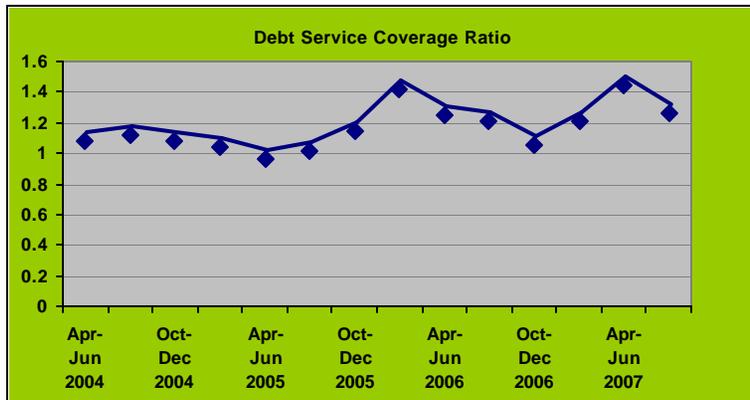
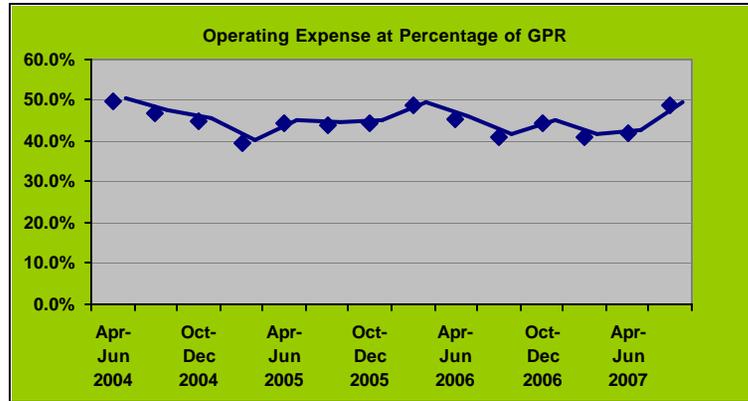
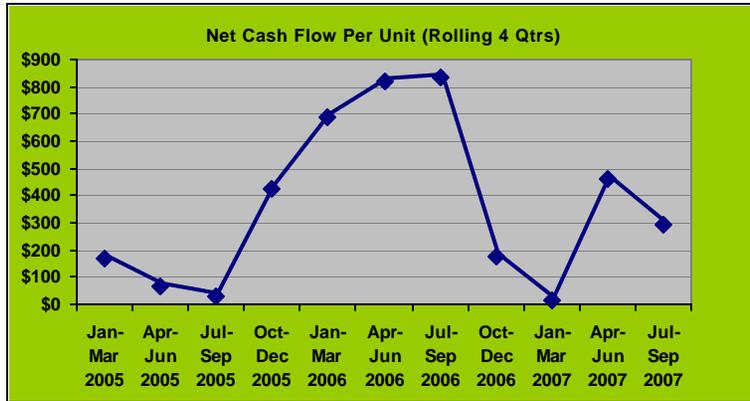
99 NWO Portfolios (51391 Units) - Averages Sorted by Indicator and Performance Category

Aggregate Portfolio Performance		Portfolio Performance by Property			
		Bin 1	Bin 2	Bin 3	Bin 4
		> 10% GPI	5-10% GPI	0-4.9% GPI	< GPI
<b>Net Cash Flow</b>	NWOs	18	21	24	36
	percent	18.2%	21.2%	24.2%	36.4%
	units	10,946	14,989	15,615	9,841
	percent	21.3%	29.2%	30.4%	19.1%
<b>Debt Service Coverage</b>		>2.0	1.4 - 1.9	1.1 - 1.39	< 1.1
	NWOs	23	36	15	21
	percent	24.2%	37.9%	15.8%	22.1%
	units	12,850	25,475	7,748	4,918
	percent	25.2%	50.0%	15.2%	9.6%
<b>Operating Expenses:</b>		< 70% GPR	70-85% GPR	84-97% GPR	> 97% GPR
	NWOs	62	25	5	7
	percent	62.6%	25.3%	5.1%	7.1%
	units	40,014	8,840	1,318	1,219
	percent	77.9%	17.2%	2.6%	2.4%
<b>Vacancy Loss</b>		< 1%	1.0-2.5%	2.6-5%	> 5%
	NWOs	7	19	25	48
	percent	7.1%	19.2%	25.3%	48.5%
	units	2,218	8,594	18,729	21,850
	percent	4.3%	16.7%	36.4%	42.5%
<b>Collection Rate</b>		> 99.9%	97-99.9%	93-96.9%	<93%
	NWOs	20	72	3	4
	percent	20.2%	72.7%	3.0%	4.0%
	units	9,785	39,828	1,219	559
	percent	19.0%	77.5%	2.4%	1.1%
<b>Turnover</b>		< 10%	10-20%	21-50%	>50%
	NWOs	50	28	19	2
	percent	50.5%	28.3%	19.2%	2.0%
	units	25,677	9,730	15,675	309
	percent	50.0%	18.9%	30.5%	0.6%
<b>Average Days Vacant</b>		< 10	10 - 20	21 - 30	> 30
	NWOs	10	12	21	56
	percent	10.1%	12.1%	21.2%	56.6%
	units	2,915	7,978	13,676	26,822
	percent	5.7%	15.5%	26.6%	52.2%

NWO Quarterly Report - Sample NWO						
NWO Portfolio Report						
<b>Number of Properties:</b>		<b>4</b>				
<b>Units in Portfolio:</b>		<b>89</b>				
Aggregate Portfolio Performance			Portfolio Performance by Property			
			Bin 1	Bin 2	Bin 3	Bin 4
			> 10% GPI	5-10% GPI	0-4.9% GPI	< GPI
<b>Net Cash Flow</b>		NWOs	3	0	0	1
Total Aggregate Net Cash Flow:	\$50,324	percent	75.0%			25.0%
		units	67	0	0	22
		percent	75.3%			24.7%
			>2.0	1.4 - 1.9	1.1 - 1.39	< 1.1
<b>Debt Service Coverage</b>		NWOs	0	3	0	1
Portfolio DSC:	1.26	percent		75.0%		25.0%
(4 Properties with Debt)		units	0	67	0	22
		percent		75.3%		24.7%
			< 70% GPR	70-85% GPR	84-97% GPR	> 97% GPR
<b>Operating Expenses:</b>		NWOs	3	0	0	1
Annualized Expense Per Unit Per Annum:	\$3,450	percent	75.0%			25.0%
		units	67	0	0	22
		percent	75.3%			24.7%
			< 1%	1.0-2.5%	2.6-5%	> 5%
<b>Vacancy Loss</b>		NWOs	0	0	0	4
Portfolio Vacancy Loss:	10.0%	percent				100.0%
		units	0	0	0	89
		percent				100.0%
			> 99.9%	97-99.9%	93-96.9%	<93%
<b>Collection Rate</b>		NWOs	0	1	1	2
Portfolio Collection Rate:	94.0%	percent		25.0%	25.0%	50.0%
		units	0	21	20	48
		percent		23.6%	22.5%	53.9%
			< 10%	10-20%	21-50%	>50%
<b>Turnover</b>		NWOs	1	2	1	0
% Units Turned During Quarter:	3.7%	percent	25.0%	50.0%	25.0%	0
		units	20	47	22	0
		percent	22.5%	52.8%	24.7%	0
			< 10	10 - 20	21 - 30	> 30
<b>Average Days Vacant</b>		NWOs	0	0	0	4
Average Days Vacant for Portfolio:	270	percent				100.0%
		units	0	0	0	89
		percent				100.0%

NWO Quarterly Report - Sample NWO

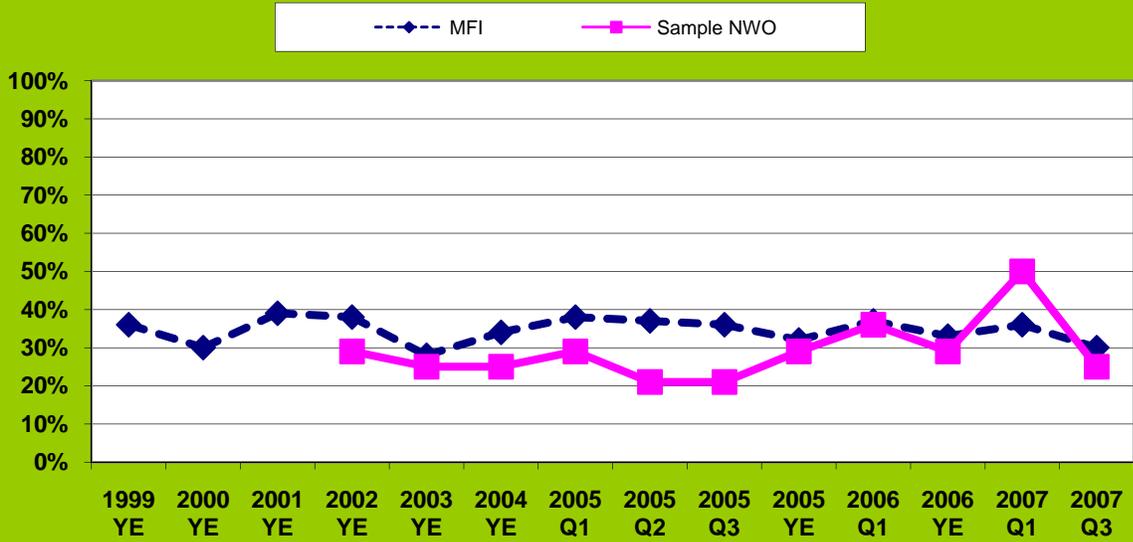
Dashboard Trend Report



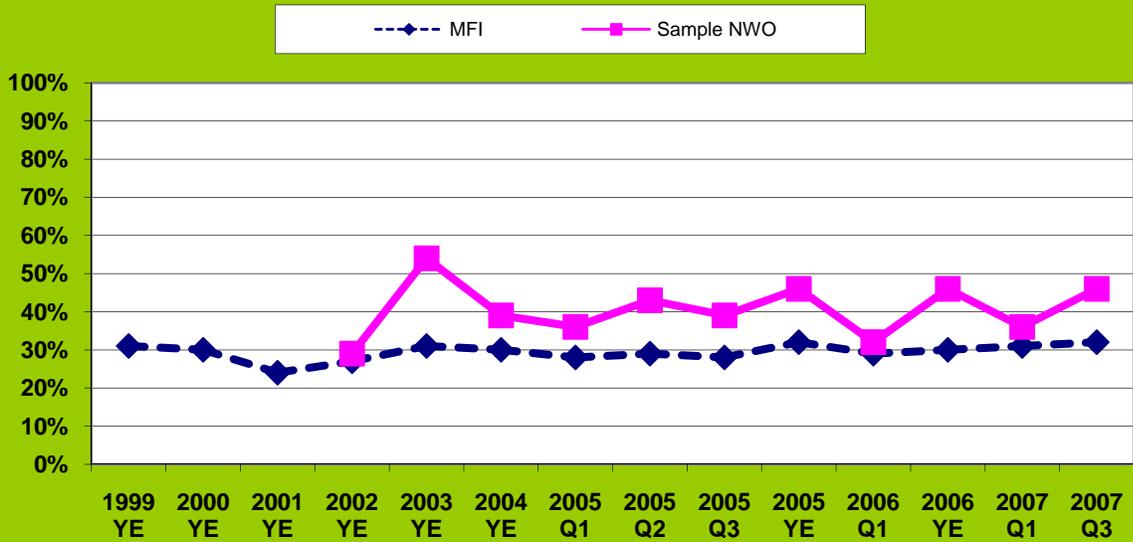
NWO Quarterly Report - Sample NWO

Bin Performance - All Indicators

Percentage Occurrences in Bin 1



Percentage Occurrences in Bin 4



**NWO Quarterly Report - Sample NWO**  
**Property Performance Within the Portfolio**

**Net Cash Flow**

<u>Property</u>	<u>Num. Units</u>	<u>Per Unit</u>	<u>% of GPI</u>	<u>Bin</u>
Property 4	22	(\$96)	-16.3%	4
Property 3	20	\$103	18.3%	1
Property 1	26	\$111	18.9%	1
Property 2	21	\$130	20.9%	1

**Debt Service Coverage**

<u>Property</u>	<u>Num. Units</u>	<u>Per Unit</u>	<u>DSC</u>	<u>Bin</u>
Property 4	22	\$2,925	0.71	4
Property 1	26	\$2,181	1.46	2
Property 3	20	\$1,820	1.51	2
Property 2	21	\$1,691	1.69	2

**Controllable Operating Expenses, Annualized**

<u>Property</u>	<u>Num. Units</u>	<u>Per Unit</u>	<u>% of GPR</u>	<u>Bin</u>
Property 4	22	\$357	200.8%	4
Property 2	21	\$306	67.4%	1
Property 3	20	\$258	64.7%	1
Property 1	26	\$236	62.5%	1

**Vacancy Loss, Annualized**

<u>Property</u>	<u>Num. Units</u>	<u>Per Unit</u>	<u>% of GPR</u>	<u>Bin</u>
Property 4	22	\$59	11.8%	4
Property 2	21	\$69	10.7%	4
Property 3	20	\$63	10.4%	4
Property 1	26	\$49	8.0%	4

**Collections Rate**

<u>Property</u>	<u>Num. Units</u>	<u>Collection Rate</u>	<u>Bin</u>
Property 1	26	90.8%	4
Property 4	22	91.4%	4
Property 3	20	94.4%	3
Property 2	21	99.8%	2

**Turnover, Annualized**

<u>Property</u>	<u>Num. Units</u>	<u>Move-Outs</u>	<u>% Turnov</u>	<u>Bin</u>
Property 4	22	5	24.2%	3
Property 2	21	4	19.0%	2
Property 1	26	4	15.4%	2
Property 3	20	0	0.0%	1

**Average Days Vacant**

<u>Property</u>	<u>Num. Units</u>	<u>Days Vacant</u>	<u>Bin</u>
Property 3	20	382	4
Property 2	21	280	4
Property 1	26	250	4
Property 4	22	168	4

NWO Quarterly Report - Sample NWO

Portfolio Summary

Number of Properties: 4  
Units in Portfolio: 89

**Aggregate Current Net Cash Flow: \$50,324**

Property	MFI Ranking							BINS							Num Months Reported	Current Net Cash Flow	Change in Indicator	
	NCF	DSC	OpEx	Vac Loss	Coll Rate	Turn over	ADV	NCF	DSC	OpEx	Vac Loss	Coll Rate	Turn over	ADV			NCF Rolling 4 Quarters	OpEx Rolling 4 Quarters
Property 1	82%	57%	84%	22%	29%	62%	1%	1	2	1	4	4	2	4	9	\$26,059	Better	Better
Property 2	85%	65%	77%	15%	69%	55%	1%	1	2	1	4	2	2	4	9	\$24,630	Better	Better
Property 3	81%	59%	81%	15%	42%	100%	1%	1	2	1	4	3	1	4	9	\$18,559	Better	Better
Property 4	14%	29%	1%	13%	31%	46%	4%	4	4	4	4	4	3	4	9	(\$18,924)	Worse	Better

NWO Quarterly Report - Sample NWO								
NWO Property Detail								
<b>Property 1</b>						<b>Months Reported: 9</b>		
						<b>Total Units: 26</b>		
Financial Indicator	Ranking		Bin	Values		Trending		
	NWO	MFI		Actual	Measure	Curr Period Annualized	Rolling 4 Quarters	Prior Rolling 4 Quarters
Net Cash Flow	2	82%	1	\$26,059	18.9% of Property GPI	\$34,745	\$33,389	\$52,758
Debt Service	3	57%	2	\$56,718	1.46 Debt Service Coverage	\$75,624	\$79,627	\$90,048
Operating Expenses	1	84%	1	\$55,304	62.5% of Property GPR	\$73,739	\$64,250	\$52,719
Vacancy Loss	1	22%	4	\$11,550	8.0% of Property GPI	\$15,400	\$20,397	\$11,292

Operational Indicator	Ranking		Bin	Values		Trending		
	NWO	MFI		Actual	Measure	Last Quarter	Same Qtr Last Year	Same Qtr 2 Years Ago
Collection Rate	4	29%	4	90.8%	Current Quarter	100.0%	94.1%	1
Number of Move Outs	2	62%	2	3	15% Annualized TO Rate	3	6	5
Average Days Vacant	2	1%	4	250	Current Quarter	165	103	40

Comments

GPI: Gross Potential Income (Gross Potential Rent - Vacancy loss - Collection Loss - Concessions/Bad Debt)  
GPR: Gross Potential Rent  
TO: Turnover



### Edit Property Data

*(mandatory fields are indicated in maroon)*

Data Submission
NWO/Property Information
User Administration
Reports
Training & Users Guide
Home
Logout

Property Name:

Property Address 1:

Property Address 2:

City:

State:

Zip:

Identifier:

Number of Units:

Type of Acquisition:

Target Population:

Active Property?:  Yes  No

Building Type:

Approximate Year Original Construction:

Approximate Year Substantial Renovation, if Any:

- Building Characteristics  Scattered Site
- Select ALL that apply:  Elevator or Security Gate
- Security Staff or Patrol
- Property Pays Real Estate Taxes
- Owner Paid Gas and Electric
- Owner Paid Water and Sewer
- Single Room Occupancy
- Third-Party Managed
- Rural
- Mobile Home Lots

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Data Submission
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### Annual Financial Data

*(mandatory fields are indicated in maroon)*

#### Property 1

**Date of Annual Data Provided:** \_\_\_\_\_

**Replacement Reserve Balance:** \$0.00

**First Mortgage Balance:** \$0.00

**Property Insurance Paid Annually:** \$0.00

**Has the NWO loaned money to the property during the year?:** Yes

If so, how much?: \$0.00

**Was there a distribution from the property to the parent organization?:** Yes

If so, how much?: \$0.00

#### Financing Types at Property (select ALL that apply)

- |                                                                          |                                    |
|--------------------------------------------------------------------------|------------------------------------|
| <input type="checkbox"/> 501(c)(3) Bonds                                 | <input type="checkbox"/> 202       |
| <input type="checkbox"/> AHP of FHLB                                     | <input type="checkbox"/> 221(d)(3) |
| <input type="checkbox"/> Bonds (tax exempt)                              | <input type="checkbox"/> 221(d)(4) |
| <input type="checkbox"/> Bonds (taxable)                                 | <input type="checkbox"/> 223(f)    |
| <input type="checkbox"/> CDBG                                            | <input type="checkbox"/> 236       |
| <input type="checkbox"/> HOME                                            | <input type="checkbox"/> 223(a)(7) |
| <input type="checkbox"/> HOPE 6                                          | <input type="checkbox"/> 514/516   |
| <input type="checkbox"/> LIHTC                                           | <input type="checkbox"/> 515       |
| <input type="checkbox"/> Conventional                                    | <input type="checkbox"/> 811       |
| <input type="checkbox"/> Other Local/State                               | <input type="checkbox"/> HAC       |
| <input type="checkbox"/> NWO/Related Entity/Straight Equity from Partner |                                    |

Save Changes

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# NeighborWorks® Multifamily Initiative Portfolio Reporting

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- User Administration
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- Training & Users Guide
- Home
- Logout

## Unit Mix

*(mandatory fields are indicated in maroon)*

**Property 1**  
Total Units: 100

### Unit Mix

Type	Number
<b>0 BR:</b>	<input type="text"/>
<b>1 BR:</b>	<input type="text"/>
<b>2 BR:</b>	<input type="text"/>
<b>3 BR:</b>	<input type="text"/>
<b>4 BR:</b>	<input type="text"/>
<b>&gt; 4 BR:</b>	<input type="text"/>
<b>Total:</b>	0

*This number should be equal to: 100*

### Incomes Targeted and Incomes Served

Enter # of Units Targeted	Enter # of Units Served	
<input type="text"/>	<input type="text"/>	< 30% of AMGI
<input type="text"/>	<input type="text"/>	< 50% of AMGI
<input type="text"/>	<input type="text"/>	< 60% of AMGI
<input type="text"/>	<input type="text"/>	< 80% of AMGI
<input type="text"/>	<input type="text"/>	< 100% of AMGI
<input type="text"/>	<input type="text"/>	Unreserved/Market/Over 100%
<input type="text"/>	<input type="text"/>	Unknown
0	0	<b>Total</b>

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