

# LIHTC Investor Expectations

- Return on investment
  - Construction – on time / budget
  - Lease up – on schedule
  - Stay in compliance
  - Tax returns & audits on time
- Feel proud of investments
  - Quality design
  - Well maintained units

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# How to prepare

- Training
- Strong development team – surround yourself experts – buy experience
- Clean and current audit

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# Evaluating Potential Partners

- Is there potential investor interest
- Audit
  - Current
  - Clean
  - Numbers
- Existing units – a window into the future
- Development Plan
  - Who
  - What
  - Where
  - When
  - Why
- Buy in from all levels - knowledge and acceptance of obligations

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# Current Market Overview

- Macro economic issues
  - Recession
  - Less investors
    - Mergers & Acquisitions
    - Nationalization
  - Uncertainty about future tax liability
  - Capital
- Supply / Demand imbalance
  - Declining prices
  - Available capital is directed to best projects
    - Location
    - Development team
  - Some deals will not attract investor interest
- ARRA Legislation – More questions than answers
  - TCAP
  - Credit Exchange

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