

A man in a dark suit, white shirt, and red striped tie is shown from the chest up. He is holding a small, flat, green island with a cityscape of various skyscrapers and buildings on it. The background is a clear blue sky.

Real Estate Developers
Our Roles & Responsibilities



Real Estate Developers – We Drink and We Build Things

Real Estate Developers - Key Roles & Responsibilities



- 1) Real Estate Knowledge and Insight
- 2) Team Building
- 3) Project Management
- 4) Financial Knowledge
- 5) Access to Capital
- 6) Local Connections

Real Estate Developers - Real Estate Knowledge



- Locating Site or Project
- Understanding Demand
- Understanding Supply
- Research Local Ordinances

Real Estate Developers - Team Building



Real Estate Developers - Team Building



Architects & Engineers



Real Estate Developers - Team Building



General Contractor



Real Estate Developers - Team Building



Legal Team

Real Estate Developers - Team Building



Local Officials



Real Estate Developers - Team Building



Bankers

Real Estate Developers - Team Building



Investors

Real Estate Developers - Team Building



Property Manager

Real Estate Developers - Team Building



Real Estate Professionals

Real Estate Developers - Project Management



Real Estate Developers - Project Management



Project Development



Real Estate Developers - Project Management



Entitlements



Real Estate Developers - Project Management



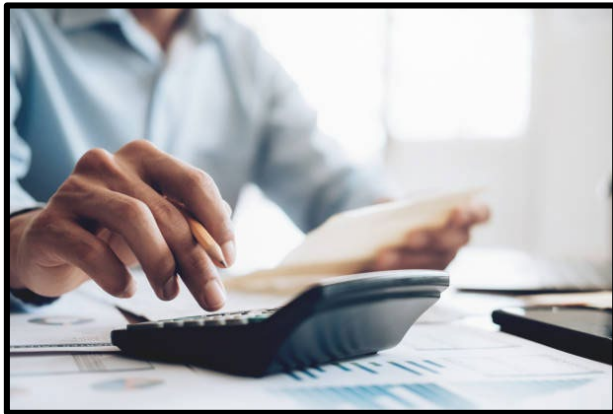
Underwriting



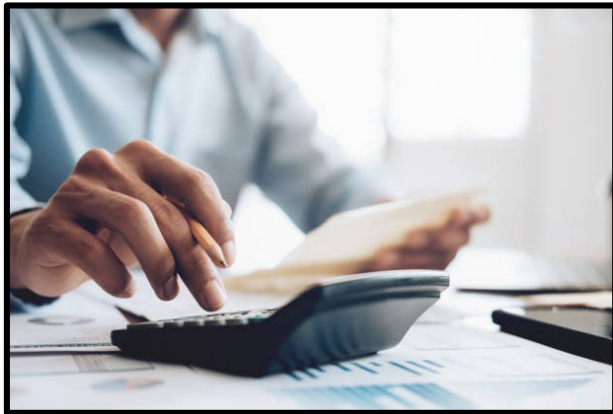
Real Estate Developers - Project Management



Construction



Real Estate Developers - Project Management



Leasing & Stabilization

Real Estate Developers - Financial Knowledge



Real Estate Developers - Financial Knowledge



Real Estate Developers - Financial Knowledge



Real Estate Developers - Financial Knowledge

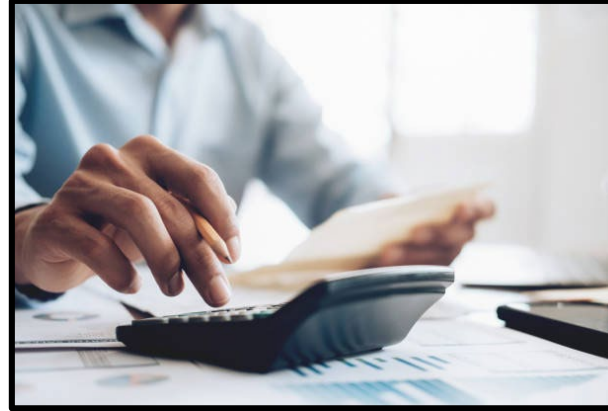


Real Estate Developers - Financial Knowledge



- Land Value
- Construction Costs
- Soft Costs
- Sources of Capital
- Operating Budget

Real Estate Developers - Financial Knowledge



- Land Value
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- Soft Costs
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Real Estate Developers - Access to Capital



Real Estate Developers - Access to Capital



Real Estate Developers - Access to Capital



Real Estate Developers - Access to Capital



Real Estate Developers - Local Connections



Real Estate Developers - Local Connections



Local Officials



Real Estate Developers - Local Connections



Elected Officials



Real Estate Developers - Local Connections



Local Professionals



Team Building for PSH Projects



Team Building for PSH Projects



Service Providers

Access to Capital for PSH Projects



**Idaho Housing
and Finance**
Association

www.idahohousing.com



Access to Capital for PSH Projects



Access to Capital for PSH Projects



PSH Project Case Study - Valor Pointe

Valor Pointe,
Boise, Idaho



PSH Project Case Study - Valor Pointe

Valor Pointe,
Boise, Idaho



Brought to you by Idaho Housing and Finance Association



PSH Project Case Study – Valor Pointe

Valor Pointe,
Boise, Idaho



Project Timeline

- City of Boise RFP:
- IHFA LIHTC Application:
- Partnership Closing:
- Construction Commencement: July 17, 2019
- Construction Completion: July 31, 2020

Total Project Costs: \$6,336,500

- US Bank – Tax Credit Equity (IHFA): \$4,426,937
- City of Boise – HOME Loan: \$1,000,000
- City of Boise – CDBG Grant: \$ 213,666
- City of Boise – General Funds: \$ 250,000
- City of Boise – Fee Waivers: \$ 17,289
- Home Partnership Foundation: \$ 236,334
- Tealey’s Land Surveying: \$ 10,000
- Wells Fargo Bank – Grants: \$ 115,000
- NWRECC – Deferred Fees: \$ 67,174