

**CITY OF MADISON  
INTERDEPARTMENTAL CORRESPONDENCE**

**TO:** Community Development Authority  
**FROM:** Percy Brown, CDA Deputy Executive Director  
**DATE:** January 3, 2013  
**SUBJECT:** Economic Development Status Report for the month of  
December 2012

**WEST BROADWAY REDEVELOPMENT AREA**

Lake Point Condominium Project: Attached please find the real estate marketing and monthly project report.

**RESERVOIR AND DUPLEXES**

The Reservoir has one vacancy, and the Duplex is fully occupied.

**MONONA SHORES**

Please see the attached Monthly Owner's Report for more details.

**REVIVAL RIDGE APARTMENTS**

Revival Ridge remains 98% occupied (one vacant unit).

**LOAN STATUS REPORT**

**See attached.**

**LOAN AND GRANT LOSSES REPORT**

**See attached.**

Percy Brown, Manager  
Office of Economic Revitalization

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# PROJECT REPORT

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Prepared for: Community Development Authority of Madison, WI

Prepared by: SPL Beverly, LLC

Date: January 3, 2013

Report #:



# January 3, 2013-Lake Point Condominiums Monthly Report

## Inventory

4 Townhomes  
4 Conversion Unit Apartments

## Contracts

1 unit under contract pending mortgage approval

## PROJECT OVERVIEW

The Holiday Season and winter in full bloom have traditionally slowed buyer activity and this season is no different. Buyer traffic is minimal, as it is historically when winter blankets the state. The website has activity and we'll look to initiate some direct marketing campaigns to create buyer activity/interest.

The property line issue referenced in November is resolved. The HOA sought legal opinion and the matter has concluded without issue.



Lending is very strict at this time. Rates are low, but loans are challenging to close, certainly for first time buyers. Our most pressing concern is to achieve 90% sold status to meet the FHA criteria for loans. Completing the sale on our

current contract and two more sales will elevate us to that goal. The 90% sold level will allow buyers to procure permanent financing at the historically low rates available in today's marketplace.

#### Site Work

- 1) Epoxy injections for the Garden View basement cracks are being monitored during rains.
- 2) The stairway deck repair is complete.
- 3) The drainage issue on Garden View court was reviewed at the end of July. We have no plan to proceed on work in or around this situation at this juncture.
- 4) Per the electrician's review, the common electrical panel servicing the basement is overloaded with the 20+ washers and dryers. Several electricians are bidding expansion and upgrade of the basement service.
- 5.) The Garden View Building water softener is original (1960s) and not functioning. Two alternative options to remedy this issue are being reviewed.

Items 5, 4 & 3 will not proceed until such time as a definitive solution works within our overall budget for the project and the work is definitively deemed a systemic development issue.

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#### Conversion Units

The inventory is in sound shape. Three units remain unfinished.

#### Townhomes

The inventory is in sound shape. Two units remain unfinished.

#### Marketing

The Keller Williams report is attached.



# Lynn Holley Real Estate Marketing Report

## Lake Point Condos December 2012

**Closings in December:**

**5369 Garden View Court, closed 12/03**

**Showings in December 2012**

Conservation Townhomes

**12/08      1811 Conservation                      Chris Nash, Century 21**

Buyers rated showing "good" but not at top of buyer's list

**Garden View units**

**12/4              5335 Garden View                      Dasha Shy, Keller Williams**

Buyers decided to look for something larger with more parking.

**12/15   5335 Garden View                      Pete Macho, Keller Williams**

Location was not their favorite.

**12/22   5361 Garden View                      Lynn Holley, Keller Williams**

Buyer is interested in the townhomes, not the Garden View condos.

## **Hit Counts on the MLS**

Below are the number of hits, or clicks, on the Multiple Listing Service by agents or by prospective buyers for representative condos and townhomes. Numbers are for the listing period to date.

### **Agent Hit Counts:**

Garden View: 184

Townhome: 184

### **Buyer Hit Counts:**

Garden View: 140

Townhome: 109



## MLS Condo Statistics for December 2012

### E15 condo MLS Sales (MLS geo code for Lake Point area)

- 9 active listings
- Average list price \$81,334
- One sale in December
- Sale price \$42,000 (Garden View unit)

#### Market Statistics All MLS

Statistics for: Class=CD AND Date Range=12/01/2012-12/31/2013 AND Area=E15; As Of: 1/2/2013

Class	Bedrooms	Current Active	Avg List Price	Avg DOM
All	All	9	\$81,344	353
CD	All	9	\$81,344	353
CD	0-1	0	\$0	0
CD	2	5	\$43,500	367
CD	3	4	\$128,650	336
CD	4+	0	\$0	0

Class	Bedrooms	Total Listed	Num Sold	Pct Sold	Avg List Price Sold	Avg Sale Price Sold	Sale Price/List Price Ratio	Avg DOM Sold	Avg List Price Unsold	Pct Expired
All	All	0	1	0.00%	\$43,500	\$42,000	96.55%	348	\$89,900	0.00%
CD	All	0	1	0.00%	\$43,500	\$42,000	96.55%	348	\$89,900	0.00%
CD	0-1	0	0	0.00%	\$0	\$0	0.00%	0	\$0	0.00%
CD	2	0	1	0.00%	\$43,500	\$42,000	96.55%	348	\$0	0.00%
CD	3	0	0	0.00%	\$0	\$0	0.00%	0	\$89,900	0.00%
CD	4+	0	0	0.00%	\$0	\$0	0.00%	0	\$0	0.00%

### East Madison Condo Sales – December 2012

- 13 sales
- Average sale price \$93,679
- 148 currently on the market (under 200K)
- Average list price \$121,263

#### Market Statistics All MLS

Statistics for: Class=CD AND Price=<200000 AND Date Range=12/01/2012-12/31/2013 AND Area=E01, E02, E03, E04, E05, E06, E07, E08, E09, E10, E11, E12, E13, E14, E15, E16; As Of: 1/2/2013

Class	Bedrooms	Current Active	Avg List Price	Avg DOM
All	All	148	\$121,263	251
CD	All	148	\$121,263	251
CD	0-1	26	\$114,726	341
CD	2	88	\$120,732	233
CD	3	34	\$127,638	229
CD	4+	0	\$0	0

Class	Bedrooms	Total Listed	Num Sold	Pct Sold	Avg List Price Sold	Avg Sale Price Sold	Sale Price/List Price Ratio	Avg DOM Sold	Avg List Price Unsold	Pct Expired
All	All	10	13	130.00%	\$99,492	\$93,679	94.16%	122	\$115,761	300.00%
CD	All	10	13	130.00%	\$99,492	\$93,679	94.16%	122	\$115,761	300.00%
CD	0-1	2	3	150.00%	\$106,933	\$101,500	94.92%	104	\$65,714	250.00%
CD	2	6	8	133.33%	\$100,200	\$95,062	94.87%	136	\$115,029	200.00%
CD	3	2	2	100.00%	\$85,500	\$76,415	89.37%	91	\$139,300	600.00%
CD	4+	0	0	0.00%	\$0	\$0	0.00%	0	\$149,000	0.00%

## East Madison Condo Sales 1400-1800 square feet, Under 200K

- Two sales
- Average sale price \$114,415
- 43 currently on the market
- Average list price \$141,360

### Market Statistics All MLS

Statistics for: Class=CD AND Price=-200000 AND Date Range=12/01/2012-12/31/2012 AND Area=E01, E02, E03, E04, E05, E06, E07, E08, E09, E10, E11, E12, E13, E14, E15, E16 AND FinSqFt=1400-1800; As Of: 1/2/2013

Class	Bedrooms	Current Active	Avg List Price	Avg DOM
All	All	43	\$141,360	206
CD	All	43	\$141,360	206
CD	0-1	0	\$0	0
CD	2	25	\$146,880	208
CD	3	18	\$133,694	204
CD	4+	0	\$0	0

Class	Bedrooms	Total Listed	Num Sold	Pct Sold	Avg List Price Sold	Avg Sale Price Sold	Sale Price/List Price Ratio	Avg DOM Sold	Avg List Price Unsold	Pct Expired
All	All	1	2	200.00%	\$117,500	\$114,415	97.37%	39	\$149,300	200.00%
CD	All	1	2	200.00%	\$117,500	\$114,415	97.37%	39	\$149,300	200.00%
CD	0-1	0	0	0.00%	\$0	\$0	0.00%	0	\$0	0.00%
CD	2	0	1	0.00%	\$135,000	\$131,000	97.04%	67	\$194,900	0.00%
CD	3	1	1	100.00%	\$100,000	\$97,831	97.83%	11	\$134,100	200.00%
CD	4+	0	0	0.00%	\$0	\$0	0.00%	0	\$0	0.00%

## East Madison Condo Sales up to 700 square feet

- Two sales in December
- Average sale price \$46,000
- 9 current active listings
- Average list price \$67,811

### Market Statistics All MLS

Statistics for: Class=CD AND Price=-200000 AND Date Range=12/01/2012-12/31/2012 AND Area=E01, E02, E03, E04, E05, E06, E07, E08, E09, E10, E11, E12, E13, E14, E15, E16 AND FinSqFt<700; As Of: 1/2/2013

Class	Bedrooms	Current Active	Avg List Price	Avg DOM
All	All	9	\$67,811	306
CD	All	9	\$67,811	306
CD	0-1	4	\$98,200	229
CD	2	5	\$43,500	367
CD	3	0	\$0	0
CD	4+	0	\$0	0

Class	Bedrooms	Total Listed	Num Sold	Pct Sold	Avg List Price Sold	Avg Sale Price Sold	Sale Price/List Price Ratio	Avg DOM Sold	Avg List Price Unsold	Pct Expired
All	All	0	2	0.00%	\$50,200	\$46,000	91.63%	241	\$50,000	0.00%
CD	All	0	2	0.00%	\$50,200	\$46,000	91.63%	241	\$50,000	0.00%
CD	0-1	0	1	0.00%	\$56,900	\$50,000	87.87%	134	\$50,000	0.00%
CD	2	0	1	0.00%	\$43,500	\$42,000	96.55%	348	\$0	0.00%
CD	3	0	0	0.00%	\$0	\$0	0.00%	0	\$0	0.00%



## Reporting Details [« back](#)

5361 Garden View Court, Madison WI

**Summary** Week of Dec 30, 2012 - Jan 2, 2013 %change week-over-week

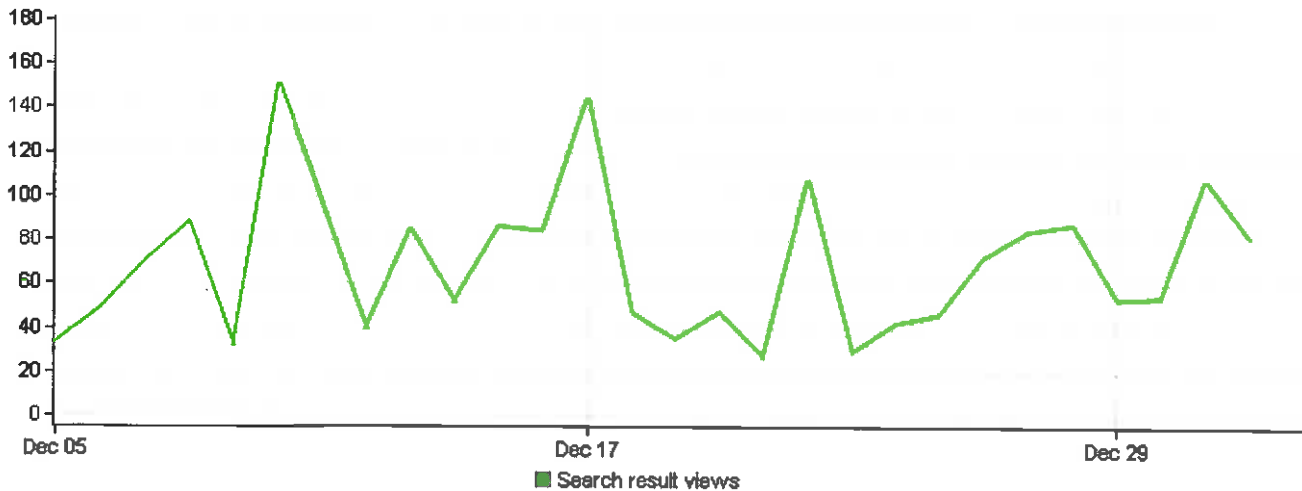
<b>Leads</b>	<b>Search Results Views</b>	<b>Property Detail Views</b>
0 0%	244 +109%	1 +100%

### Comparable Listings

Address	Featured	Weekly Views	Viewer Interest
1004 N Sunnyvale Ln Madison, WI	Featured	1,647	Medium
5327 Garden View Ct Madison, WI	Not Featured	531	Medium
5351 Garden View Ct Madison, WI	Not Featured	447	Medium
<span style="color: red;">YOUR LISTING</span> 5361 Garden View Ct Madison, WI	Not Featured	415	Medium
5335 Garden View Ct Madison, WI	Not Featured	394	Medium
5353 Garden View Ct Madison, WI	Not Featured	386	Low

### Page Views

Search results | [Property detail](#)



### Weekly Stats Comparison

Report Week	Leads	Search Results Views	Property Detail Views
<span style="color: red;">THIS WEEK</span> DEC 30, 2012 - JAN 02, 2013	0	244	1
DEC 23, 2012 - DEC 29, 2012	0	413	2
DEC 16, 2012 - DEC 22, 2012	0	493	5

Report Week	Leads	Search Results Views	Property Detail Views
DEC 09, 2012 - DEC 15, 2012	0	543	3
TOTAL LIFETIME	2	15,587	130

### Client Listing Reports

Sent To	Sent on	Frequency
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No client listing reports have been scheduled for your listings.  
Impress sellers with detailed reports, [schedule reports now](#).

{TRULIA\_PRO\_UPSELL}



## Reporting Details [« back](#)

1805 Conservation Place, Madison WI

**Summary** Week of Dec 30, 2012 - Jan 2, 2013 %change week-over-week

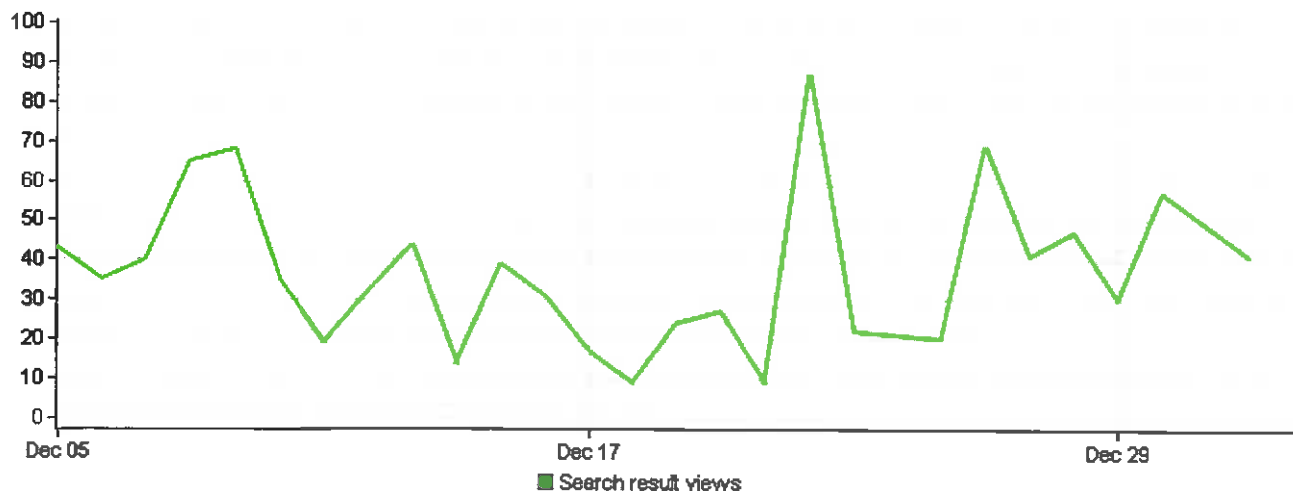
Leads	Search Results Views	Property Detail Views
1 +100%	147 +133%	5 +150%

## Comparable Listings

Address	Featured	Weekly Views	Viewer Interest
<a href="#">716 Orion Trl Madison,WI</a>	Not Featured	478	High
<a href="#">2051 McKenna Blvd Madison,WI</a>	Not Featured	311	Low
<b>YOUR LISTING</b> <a href="#">1805 Conservation Pl Madison,WI</a>	Not Featured	267	Medium
<a href="#">1811 Conservation Pl Madison,WI</a>	Not Featured	212	Medium
<a href="#">743 North Star Dr Madison,WI</a>	Not Featured	130	Medium
<a href="#">5320 Congress Ave Madison,WI</a>	Not Featured	81	Medium

## Page Views

Search results | [Property detail](#)



## Weekly Stats Comparison

Report Week	Leads	Search Results Views	Property Detail Views
<b>THIS WEEK</b> DEC 30, 2012 - JAN 02, 2013	1	147	5
DEC 23, 2012 - DEC 29, 2012	0	250	17
DEC 16, 2012 - DEC 22, 2012	0	204	4

Report Week	Leads	Search Results Views	Property Detail Views
DEC 09, 2012 - DEC 15, 2012	0	251	17
TOTAL LIFETIME	1	11,293	467

### Client Listing Reports

Sent To	Sent on	Frequency
---------	---------	-----------

No client listing reports have been scheduled for your listings.

Impress sellers with detailed reports, [schedule reports now](#).

{TRULIA\_PRO\_UPSELL}



Lynn Holley  
 3 Point Place  
 Madison, WI 53719, US  
 (608) 219-8955  
 lynn@holleydevelopment.co



## ONLINE MARKETING SUMMARY

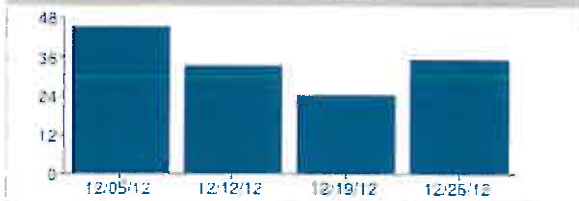
November 16, 2011 - January 02, 2013

1805 Conservation Pl  
 Madison, WI 53713, US

MLS # 1640833 | \$129,900



### Number of Views - Last 4 Weeks



### Inquiries

Your property has received 2 inquiries.

### Top Cities

City	Click-Throughs (Visits)
Madison, WI	9
Potomac, MD	2
Arlington, TX	1

### Terms Used

**Property Views** - occurs when a consumer views the full property detail page on the website for the specific listing.

**Click-Throughs (Visits)** - occurs when a consumer is redirected to the property page for that listing.

**Inquiry** - a consumer starts an email interaction with the broker or agent about the property.

**Top Cities** - displays where the consumers live who are looking at your listing based on click-throughs.

### Websites That Provide "Views" and "Visits" Data

Websites	Property Views	Click-Throughs (Visits)
Zillow Network	350	12
REALTOR.com	330	Not Applicable
Trulia	288	4
wisconsinhomes.com	118	Not Applicable
Homes.com	106	2
Keller Williams	61	0
HotPads	57	2
New Home Source	15	0
HomeFinder.com	9	1
AOL Real Estate	2	Not Applicable
USHUD.com	2	1
<b>TOTAL</b>	<b>1,338</b>	<b>22</b>

### Your Listing Is Also Displayed On

BuyerHomeSite.com	Chase	CondoCompare.com
Diggey	Dream-Home-Listings	eLookyLoo
appraisal	FindAPlace4Me by VisualTour	Foreclosure.com
FreedomSoft	FrontDoor	GovListed.com
GuldanceRealty	Harmon Homes	Home2.me
Homes&Land	Homes By Lender	HomesInYourTown
HomeTourConnect	HomeWinks	HouseHunt.com
HUD Seeker	ImagesWork by CirclePix	Juwal
LakeHomesUSA	LandandFarm	LandWatch
LearnMoreNow.com	LiquidusMedia	LoiNetwork
MobileRealEstateListings by Dee Sign	OfferRunway	Property Pursuit
Property Shark	RealEstateCentral	RealQuest Express
RealtyStore	RealtyTrac	RentRange
Revestor	Romlo	The Real Estate Book
USALifestyleRealEstate	Vast	Vertical Brands

POWERED BY **ListHub**







Lynn Holley  
 3 Point Place  
 Madison, WI 53719, US  
 (608) 219-8955  
 lynn@holleydevelopment.co



## ONLINE MARKETING SUMMARY

November 17, 2011 - January 02, 2013

5361 Garden View Ct  
 Madison, WI 53713, US

MLS # 1640902 | \$43,500



### Number of Views - Last 4 Weeks



### Inquiries

Your property has received 4 inquiries.

### Top Cities

City	Click-Throughs (Visits)
Madison, WI	3
Alhambra, CA	1
Appleton, WI	1

### Terms Used

**Property Views** - occurs when a consumer views the full property detail page on the website for the specific listing.

**Click-Throughs (Visits)** - occurs when a consumer is redirected to the property page for that listing.

**Inquiry** - a consumer starts an email interaction with the broker or agent about the property.

**Top Cities** - displays where the consumers live who are looking at your listing based on click-throughs.

### Websites That Provide "Views" and "Visits" Data

Websites	Property Views	Click-Throughs (Visits)
REALTOR.com	216	Not Applicable
Zillow Network	156	3
Trulia	116	4
wisconsinhomes.com	73	Not Applicable
Keller Williams	29	0
HotPads	27	1
Homes.com	24	2
HomeFinder.com	11	0
USHUD.com	2	0
AOL Real Estate	1	Not Applicable
<b>TOTAL</b>	<b>655</b>	<b>10</b>

### Your Listing is Also Displayed On

BuyerHomeSite.com	Chase	CondoCompare.com
Diggy	Dream-Home-Listings	eLookyLoo
eppraisal	FindAPlace4Me by VisualTour	Foreclosure.com
FreedomSoft	FrontDoor	GovListed.com
GuidanceRealty	Harmon Homes	Home2.me
Homes&Land	Homes By Lender	HomesInYourTown
HomeTourConnect	HomeWinks	HouseHunt.com
HUD Seeker	ImagesWork by CirclePix	Juwal
LakeHomesUSA	LandandFarm	LandWatch
LearnMoreNow.com	LiquidusMedia	LotNetwork
MobileRealEstateListings by Dee Sign	New Home Sourca	OfferRunway
Property Pursuit	Property Shark	RealEstateCentral
RealQuest Express	RealtyStore	RealtyTrac
RentRange	Revestor	Romlo
The Real Estate Book	USALifestyleRealEstate	Vast
Vertical Brands		





**Monthly Owner's Report for the Month of December, 2012**  
*The New Monona Shores Apartment Homes*

*Operations and Marketing:*

**Occupancy:**

The property closed out at 94% occupancy. There were 98 occupied and 6 vacant units, all of affordable status. There are also 2 other pending applications, both for March move-ins.

During the month of December, 3 households were denied housing, bringing the year to date total to 39. They were all denied based on credit and poor housing history.

**Resident Functions:**

The Community Center continues to offer great programs for all ages. A monthly calendar of events is posted at the property each month.

The Fresh Mobile is now making 2 stops per week at the Center and many residents take advantage of the service.

**New Resident Services:**

The Referral Reward Program continues to work well as a lead source. The month of December was overall very slow for traffic and there weren't any referrals.

**Cost/Time Savings Ideas:**

The maintenance staff has been handling the snow removal for the sidewalks and entries. They had their hands full with the large storm with 19" of snow in December.

**Street Rent Changes:**

Staff is currently reviewing and considering changes to go into effect sometime during the first quarter. New rent and income restrictions were released, then revised and released again during the month of December. Thankfully, the second release was a bit higher than the first one.

**Capital Improvements:**

During the month of December, we replaced 2 dishwashers, 1 washer & dryer and 1 carpet.

**Security/Crime Incidents:**

Our local contact at the MPD continues to work on our written reports. None provided thus far. Staff has been in contact and they're still working on it.

## **Marketing:**

We are focusing our efforts in leasing the few remaining vacant and on-notice units with primarily web based advertising because it's very effective. We are concentrating on leasing four 3-bedroom units. There is also one 2-bedroom and one 1-bedroom available.

Staff continues to regularly check Craig's List and follow up on people who list their needs when searching for housing. This generates some traffic for the site. Despite the junk mail, it's worth the time and effort.

The office continues to be open with regular office hours Mon. through Fri. and staff is also available during weekend hours by appointment.

Both the administrative and maintenance staff completes marketing and outreach calls to businesses and agencies in the areas.

We continue to make contact with past "model" residents, who might consider moving back.

Flexible leases are still being offered with new move-ins and renewals, as long as they expire during the rental season, primarily, April through August.

## **Local Market Conditions:**

Overall occupancy in the area has decreased, however, the two large neighboring properties are reporting more vacancies than in past months. The 4th Quarter MG&E Vacancy Survey is not out yet, but the 3rd quarter reflected vacancy rates of 3.94 for our zip code area.

## **Local Development:**

A neighboring site (approximately 1.5 miles from the property) that is currently in foreclosure will be redeveloped. This could present a problem if their rents are near or at the rates we charge.

## **60 day Objectives**

- The main focus for the staff remains obtaining qualified rentals and maintaining occupancy 95% or higher. Including notices to vacate, and providing pending applications work out, we currently have 9 units to lease.
- Staff will be concentrating their efforts in finishing the majority of recertifications and/or renewals in the coming months. They will also spend a lot of energy working on accounts receivable.

- We continue to stay up-to-date with HUD changes that are applicable to the AHTC program and comply with any necessary form revisions and compliance procedures. At the same time, the same is true for any landlord tenant laws that may change from time to time.

**Maintenance:**

- Resident work orders continue to be completed within 24 hours, unless of course there is an emergency situation or a part that needs to be ordered.
- Winter preventive maintenance has been completed.
- Staff will begin bidding out several capital projects in the coming months.
- Our snow removal contractor is working out very well again this year.
- We will be getting bids to complete a long term capital improvement plan.
- Staff will begin the bidding process for annual lawn maintenance.
- We'll be adding some overhead lighting in one of the basements that has new storage units.
- Focus on Energy finished their projects in late November.

**Personnel:**

The office staff attended the annual WHEDA conference in December and found the break-out sessions to be very beneficial. It also provided a great networking opportunity with others in the management field and vendors as well.

**Other Misc. Administration:** The 2013 budget was approved.

**HOUSING REHABILITATION LOAN  
STATUS FOR THE MONTH OF  
DECEMBER, 2012**

<u>Program:</u>	<u>No:</u>	<u>Unit:</u>
<b>Applications in Initial Processing</b>		
Deferred Payment/HOME	7	7
Installment Loan (City)	2	3
<b>TOTALS:</b>	9	10
<b>Applications in Bidding Stage</b>		
Deferred Payment/HOME	1	1
Installment Loan (City)	2	2
<b>TOTALS:</b>	3	3
<b>Projects Approved But Not Closed</b>		
Installment Loan (City)	1	1
<b>TOTALS:</b>	1	1
<b>Projects Under Construction</b>		
Deferred Payment/HOME	6	5
Homebuyers Assistance Loan	6	6
Installment Loan (City)	5	5
<b>TOTALS:</b>	17	16
<b>Projects Completed this Year</b>		
Deferred Payment/HOME	11	11
Homebuyers Assistance Loan	3	3
Installment Loan (City)	10	10
<b>TOTALS:</b>	24	24

**STATUS REPORT FOR THE MONTH OF DECEMBER 2012  
HOUSING REHABILITATION LOANS**

PROGRAM	FUNDS AVAILABLE BEGINNING IN 2012	SOURCE OF REMAINING FUNDS AVAILABLE		ADJUSTED TOTAL FUNDS FOR 2012	LOANS CLOSED THIS MONTH		LOANS CLOSED YEAR TO DATE		REMAINING 2012 FUNDS AVAILABLE	LOANS APPROVED BUT NOT CLOSED		ADJUSTED TOTAL AVAILABLE	ADDITIONAL LOANS COMMITTED BUT NOT CLOSED		UNCOMMITTED LOAN FUNDS AVAILABLE		
		TRANSFERRED YEAR TO DATE	LOAN FUNDS TRANSFERRED THIS MONTH		NO. UNITS	DOLLAR AMOUNT	NO. UNITS	DOLLAR AMOUNT		NO. UNITS	DOLLAR AMOUNT		NO. UNITS	DOLLAR AMOUNT		NO. UNITS	DOLLAR AMOUNT
Installment (City)sr-56	\$711,289		-\$238,000	\$473,289	2/2	\$35,200	12/12	\$197,000	\$276,289			\$276,289	2/2	\$38,000	\$238,289		
Deferred (City)																	
Deferred (CDBG)	\$55,000			\$55,000					\$55,000			\$55,000	1/1	\$19,000	\$36,000		
Deferred (HOME)	\$411,750			\$411,750	1/1	\$19,000	12/12	\$203,300	\$208,450			\$208,450	1/1	\$19,000	\$189,450		
Homebuyer (HBA)sr-61	\$174,944			\$174,944	2/2	\$80,000	8/8	\$290,000	\$-115,056			\$-115,056			\$-115,056		
<b>TOTAL</b>	<b>\$1,352,983</b>			<b>\$1,114,983</b>	<b>5/5</b>	<b>\$134,200</b>	<b>32/32</b>	<b>\$690,300</b>	<b>\$424,683</b>			<b>\$424,683</b>	<b>4/4</b>	<b>\$76,000</b>	<b>\$348,683</b>		

**DOWN PAYMENT ASSISTANCE LOANS**

PROGRAM	BEGINNING FUNDS AVAILABLE IN 2012	SOURCE OF REMAINING FUNDS AVAILABLE		ADJUSTED FUNDS AVAILABLE	LOANS CLOSED THIS MONTH		LOANS CLOSED YTD		REMAINING FUNDS AVAILABLE	LOANS COMMITTED BUT NOT CLOSED		UNCOMMITTED LOAN FUNDS AVAILABLE		
		TRANSFERRED YEAR TO DATE	LOAN FUNDS TRANSFERRED THIS MONTH		Home-Buy		Home-Buy			Home-Buy			Home-Buy	
					Number	\$ Amount	Number	\$ Amount		Number	\$ Amount		Number	\$ Amount
Home-Buy	Home-Buy													
	\$60,647	\$241,100	+\$10,000	\$311,747	2	\$10,000	48	\$297,000	\$14,747	1	\$5,000	\$9,747		
				\$311,747	2	\$10,000	48	\$297,000	\$14,747	1	\$5,000	\$9,747		

### CDA Loan and Grant Losses Report for the Month of December 2012

Loan & Grant Programs	In Default			Delinquent			Judgement			In Negotiation			In Bankruptcy			In Foreclosure			Written Off			Comment	
	No.	% of Total	Dollar Amount	No.	% of Total	Dollar Amount	No.	% of Total	Dollar Amount	No.	% of Total	Dollar Amount	No.	% of Total	Dollar Amount	No.	% of Total	Dollar Amount	No.	% of Total	Dollar Amount		
Rehabilitation												1		\$18,000	3	0.01	\$65,300	1			\$5,000		
Down Payment Assistance												1		\$5,000	2	0.01	\$8,100						
Capital Revolving Fund																							
Façade Improvement																							
<b>TOTAL</b>							0		\$0	0		\$0	2		\$23,000	5	0.01	\$73,400	1			\$5,000	