

## EXHIBIT 1 MF H – VARIABLE RATE (LOW FLOATER) TAX-EXEMPT BOND LOAN

### MULTIFAMILY RENTAL HOUSING LOAN TERM SHEET

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| <b>Purpose</b>               | <p>Variable rate loans typically offer a lower interest rate than other permanent financing offered on a fixed rate basis. They are financed through the sale of federally tax-exempt mortgage revenue bonds. The loan interest rate will be adjusted monthly based on the monthly average of actual bond rate plus other costs of approximately 235 basis points. The loans are subject to corresponding federal requirements, including the State volume cap, development eligibility, and rent and occupancy restrictions.</p> <p>There is no other development or rent subsidy connected to these loans, although 4% Housing Tax Credits (HTC) may be used with them.</p> <p>Construction financing is also available for approved developments. Such financing is generally limited to 36 months. “Construction only” financing is not available with this product.</p>     |
| <b>Funding Source</b>        | Tax Exempt Bonds   |
| <b>Eligible Borrowers</b>    | <p>For-profit entities, qualified nonprofits and housing authorities. All three of the following criteria must be met by the Developer/Borrower in order to qualify for the Variable Rate program. They include:</p> <ol style="list-style-type: none"> <li>1. Must have an adjusted Net Worth of \$5 million minimum</li> <li>2. Must have Net Liquid Assets of \$150,000 minimum</li> <li>3. Must have a minimum of 6 years of developer real estate experience for similar types of multifamily developments</li> </ol>   |
| <b>Eligible Developments</b> | <p>Developments must be residential rental housing for families, elderly, or people with disabilities.</p> <p>Eligible developments include:</p> <ul style="list-style-type: none"> <li>• Apartments, including townhouses,</li> <li>• Residential care apartment complexes (RCACs),</li> <li>• Community-based residential facilities (CBRFs),</li> <li>• And other housing types permitted by the Internal Revenue Code.</li> </ul> <p>Developments may include:</p> <ul style="list-style-type: none"> <li>• New Construction with permanent financing;</li> <li>• Acquisition with rehabilitation of an existing building; (The value of rehabilitation and essential equipment must equal or exceed 15% of that portion of the cost of buildings and fixtures financed with bonds); or</li> <li>• Refinance of an existing development for 501(c)(3) nonprofits.</li> </ul> |
| <b>Set-Aside Units</b>       | <p>20% of all units set aside for households with incomes not exceeding 50% of County Median Income (CMI)</p> <p><b>OR</b></p> <p>40% of all units set aside for households with incomes not exceeding 60% of CMI.</p> <p>Total rent plus utilities cannot exceed 30% of the respective CMI levels.</p>  |
| <b>Loan Amount</b>           | \$1,000,000 minimum  |
| <b>Rate</b>                  | The loan interest rate will be adjusted monthly based on the actual bond rate plus other costs of approximately 235 basis points.  |
| <b>Term</b>                  | 30 years maximum   |
| <b>Amortization</b>          | 30 years maximum   |
| <b>Loan-to-Value Ratio</b>   | <p>90% LTV for nonprofit Borrowers;</p> <p>85% LTV for for-profit entities; market or investment value determined by an appraisal contracted by and acceptable to WHEDA</p>  |
| <b>Debt Coverage Ratio</b>   | 1.20 DCR minimum, with loans underwritten at the higher of 5.00% <b>OR</b> the current bond rate at time of approval plus 235 basis points.  |

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| <b>Interest Rate Risk</b>                       | Due to the variable rate nature of the loan, the borrower will need to provide one of the following options to mitigate the interest rate risk associated with the variable rate product. The options include: <ol style="list-style-type: none"> <li>1. Provide an Interest Rate Reserve Account equal to 5% of the outstanding loan balance. To be funded at time of permanent loan closing. If full amount of required reserve is not funded up front, a Letter of Credit equal to unfunded amount will be required.</li> <li>2. Provide an Interest Rate Cap for a minimum initial term of 3 years with renewals required during the term of the loan. The Rate Cap must be from a lender acceptable to WHEDA.</li> <li>3. Provide an Interest Rate Swap agreement for the term of the loan.</li> </ol> |
| <b>Loan Guarantee</b>                           | Typically nonrecourse   |
| <b>Prepayment Provision</b>                     | 1% premium for a minimum of 5 years.  |
| <b>Variable Rate Conversion to a Fixed Rate</b> | The variable interest rate can be converted to the then current tax-exempt bond fixed rate, anytime after 18 months from the date of the loan closing. Conversion to a fixed rate is subject to WHEDA's review and approval. The property must achieve a minimum DCR of 1.15 at the current fixed rate. A \$1,000 conversion fee will be assessed.  |
| <b>Escrows</b>                                  | Monthly deposits for real estate taxes, special assessments, replacement reserves, and Rate Cap premiums; insurance escrows may be required.<br><br>Minimum annual replacement reserve requirements are: <ul style="list-style-type: none"> <li>• \$250 per elderly unit</li> <li>• \$300 per RCAC/CBRF unit</li> <li>• \$300 per family unit</li> </ul>  |
| <b>Credit Enhancements</b>                      | WHEDA requires a 15% letter of credit (LOC) (calculated as a percentage of the construction contract, or rehab hard cost), <b>or</b> the posting of a 100% construction payment and performance bond and a 5% LOC. A personal or corporate guaranty may also be required.   |
| <b>Capital Needs Assessment</b>                 | Required at time of application for loans that include the purchase, renovation and conversion of existing multifamily developments.  |
| <b>Environmental Reviews</b>                    | WHEDA requires a Phase I Environmental study, performed and completed by an environmental engineer.   |
| <b>Origination Fee</b>                          | 1.0% of mortgage loan commitment amount.  |
| <b>Loan Structuring Fee (Nonrefundable)</b>     | One-half of the origination fee is payable upon acceptance of the Mortgage Loan Commitment Letter; this fee is credited toward the loan origination fee at closing.   |
| <b>Loan Documentation Fee</b>                   | \$20,000 one-time loan documentation fee for projects paired with Low Income Housing Tax Credits.   |
| <b>Application Fee</b>                          | \$250 Developments of 24 units or fewer<br>\$500 Developments of 25 units or more<br><br>Fees are subject to periodic review and change.  |