

**A MARKET CONDITIONS AND
PROJECT EVALUATION SUMMARY
OF:
1055 ARDEN**

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1055 Arden Avenue SW
Atlanta, Fulton County, Georgia 30310

Effective Date: March 31, 2020
Report Date: June 12, 2020

Prepared for:
Mr. Edrick Harris
Vice President-Development
Prestwick Companies
3715 Northside Parkway NW
Atlanta, GA 30327

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June 12, 2020

Mr. Edrick Harris
Vice President-Development
Prestwick Companies
3715 Northside Parkway NW
Atlanta, GA 30327

Re: Application Market Study for 1055 Arden, located in Atlanta, Fulton County, Georgia

Dear Mr. Harris:

At your request, Novogradac Consulting LLP performed a study of the multifamily rental market in the Atlanta, Fulton County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project.

The purpose of this market study is to assess the viability of the proposed 58-unit family LIHTC project. It will be a newly constructed affordable LIHTC project, with 58 revenue generating units, restricted to tenants earning 50 and 60 percent of the Area Median Income (AMI) or less, as well as ten market rate units. The proposed Subject will consist of 41 one-bedroom units and 17 two-bedroom units at the 50 and 60 percent AMI levels, as well as market rate units. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

The scope of this report meets the requirements of Georgia Department of Community Affairs (DCA), including the following:

- Inspecting the site of the proposed Subject and the general location.
- Analyzing appropriateness of the proposed unit mix, rent levels, available amenities and site.
- Estimating market rent, absorption and stabilized occupancy level for the market area.
- Investigating the health and conditions of the multifamily market.
- Calculating income bands, given the proposed Subject rents.
- Estimating the number of income eligible households.
- Reviewing relevant public records and contacting appropriate public agencies.
- Analyzing the economic and social conditions in the market area in relation to the proposed project.
- Establishing the Subject Primary and Secondary Market Area(s) if applicable.
- Surveying competing projects, Low-Income Housing Tax Credit (LIHTC) and market rate.

Novogradac Consulting LLP adheres to the market study guidelines promulgated by the National Council of Housing Market Analysts (NCHMA).

This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and market analyses including conclusions. The depth of discussion contained in the report is specific to the needs of the client. Information included in this report is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market. This report is completed in accordance with DCA market study

MR. EDRICK HARRIS
PRESTWICK COMPANIES
JUNE 12, 2020

guidelines. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

The Stated Purpose of this assignment is for tax credit application. You agree not to use the Report other than for the Stated Purpose, and you agree to indemnify us for any claims, damages or losses that we may incur as the result of your use of the Report for other than the Stated Purpose. Without limiting the general applicability of this paragraph, under no circumstances may the Report be used in advertisements, solicitations and/or any form of securities offering.

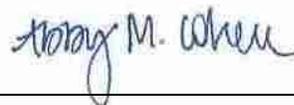
The Covid-19 corona virus has caused an international pandemic and we have seen governments across the globe take dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. We are already seeing these efforts result in extensive impacts to economic activity. However, governments are also implementing or discussing the implementation of significant economic stimulus packages to help with the economic impact. At this point it is unclear how long it will be before the emergency restrictions are lifted or loosened or how the stimulus packages will blunt the impact from the emergency measures. Further it is unclear as to how these measures will impact the housing market. As a result, it is an extraordinary assumption of this report that the duration of emergency measures will be relatively short term and that the stimulus packages will be sufficient to minimize the economic impacts on the broader economy and the housing market. Additionally, it is an extraordinary assumption of this report that the multifamily housing market will continue to perform in line with recent and historical performance and short-term impacts will be mitigated by the proposed economic measures.

The authors of this report certify that we are not part of the development team, owner of the Subject property, general contractor, nor are we affiliated with any member of the development team engaged in the development of the Subject property or the development's partners or intended partners. Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac Consulting LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,
Novogradac Consulting LLP



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B. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

1055 Arden will be a newly constructed family property located at 1055 Arden Avenue SW in Atlanta, Fulton County, Georgia, which will consist of one, four-story, elevator-serviced residential building.

The following table illustrates the proposed unit mix.

PROPOSED RENTS								
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2019 LIHTC Maximum Allowable Gross Rent	2020 HUD Fair Market Rents	
@50%								
1BR / 1BA	653	20	\$628	\$69	\$697	\$747	\$1,025	
2BR / 2BA	963	8	\$757	\$90	\$847	\$897	\$1,167	
@60%								
1BR / 1BA	653	14	\$753	\$69	\$822	\$897	\$1,025	
2BR / 2BA	963	6	\$912	\$90	\$1,002	\$1,077	\$1,167	
Market								
1BR / 1BA	653	7	\$900	N/A	N/A	N/A	\$1,025	
2BR / 2BA	963	3	\$1,050	N/A	N/A	N/A	\$1,167	
		58						

Notes (1) Source of Utility Allowance provided by the Developer.

The proposed rents for the Subject's one and two-bedroom units at 50 and 60 percent AMI are set below the maximum allowable rents. The Subject will offer inferior to similar in-unit amenities in comparison to the LIHTC comparables as it will offer microwaves, which many of the comparables lack, although it will not offer balconies/patios, exterior storage, walk-in closets, or in-unit washers and dryers, which some of the comparables offer. The Subject will offer inferior to slightly superior property amenities in comparison to the LIHTC comparables as it will not offer a playground or swimming pool, which many of the comparables offer. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

2. Site Description/Evaluation

The Subject site is located along the north side of Arden Avenue SW and west side of Division Place SW. Surrounding uses include single-family homes in average condition to the north. Farther north are commercial uses and single-family homes in average condition. To the east, land uses consist of single-family homes in average condition. Land uses farther east consist of single-family homes in average condition. To the south is an industrial use in average condition. Farther south are single-family homes in average condition. Gateway Capitol View, a multifamily development in good condition, is located to the west. It should be noted that Gateway Capitol View has been excluded as a comparable for this report as it targets a senior tenancy and offers subsidized rents. Farther west, across Murphy Avenue SW, are railroad tracks and the Oakland City MARTA station. The Subject site's close proximity to an industrial use and railroad tracks could potentially be considered detrimental uses. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes and multifamily developments in the area. Further, the Subject's proximity to the MARTA station is considered a positive attribute as it provides convenient transportation and access to commercial and employment centers throughout metropolitan Atlanta. The Subject site is considered "Car-Dependent" by Walkscore with a rating of 41 out of 100. However, there are some public transportation options available nearby. The closest bus stop is 0.1 mile west of the Subject site along Murphy Avenue SW. The Subject site is a desirable building site for rental housing. The total crime indices in the PMA are elevated and well above that of the MSA and the nation. The Subject will offer limited access as a security

feature. Comparable properties offer similar security features as well. The comparable properties with similar crime indices have not reported a problem with marketability. The Subject is located in a mixed-use neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, most of which are within 0.5 miles of the Subject site.

3. Market Area Definition

The PMA is defined by Ralph David Abernathy Boulevard SW to the north, Jonesboro Road SE, Boulevard SE, and Sawtell Avenue SE to the east, Cleveland Avenue SW to the south, and Delowe Drive, Centra Villa Drive SW, and Cascade Avenue SW to the west. The PMA boundaries are supported by interviews with local property managers and the average drive time of individuals in the PMA. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 1.4 miles
East: 3.9 miles
South: 2.7 miles
West: 2.2 miles

The PMA is defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a significant portion of their tenants come from out of state. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2020 market study guidelines, we do not account for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 3.9 miles. The MSA is defined as the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 8,726 square miles.

4. Community Demographic Data

Between 2010 and 2019, there was approximately 0.6 percent annual growth in population in the PMA, which was less than that of the MSA and the national population growth rate over the same time period. Total population in the PMA is projected to increase at a rate of 0.7 percent annually from 2019 through projected market entry and 2024, which is a growth rate below that of the MSA and the nation as a whole. The current population of the PMA is 58,435 and is expected to be 59,661 in 2022. The current number of households in the PMA is 23,667 and is expected to be 24,196 in 2022. Renter households in the PMA are concentrated in the lowest income cohorts, with 30.1 percent of renter households in the PMA earning incomes between \$20,000 and \$49,999 annually. The Subject's LIHTC units will target tenants earning between \$23,897 and \$43,080. The Subject should be well-positioned to service this market. Overall, population growth and the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

According to RealtyTrac statistics, one in every 2,820 housing units nationwide was in some stage of foreclosure as of February 2020. The city of Atlanta is experiencing a foreclosure rate of one in every 2,011 homes. This is higher than that of Fulton County which is 2,203, while Georgia experienced one foreclosure in every 2,728 housing units. Overall, Atlanta is experiencing a higher foreclosure rate than the county, state and the nation. The Subject's neighborhood does not have a significant amount of abandoned or vacancy structures that would impact the marketability of the Subject.

5. Economic Data

The largest industries in the PMA are accommodation/food services, healthcare/social assistance, and retail trade industries. These industries account for 34.1 percent of total employment within the PMA. There have been several WARN notices issued in the county since 2019, resulting in 2,740 job losses. However, these job losses have been offset by numerous business expansions and new additions. Overall, Fulton County has

experienced moderate employment growth since 2011. Total employment in Fulton County surpassed pre-recessionary levels in 2014. In the period between December 2018 and December 2019, total employment in Fulton County increased 1.9 percent. Overall, employment growth and the declining unemployment rate indicates that Fulton County has made a recovery from the most recent national recession and is in an expansionary phase. Recent business expansions in several industries suggest both the health of the county’s historically stable industries such as healthcare and the growth of other industries such as professional/scientific/technology services. The growing local economy is a positive indicator of demand for rental housing and the Subject’s proposed units.

6. Project-Specific Affordability and Demand Analysis

The following table illustrates the demand and capture rates for the Subject’s proposed units.

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @50%	\$23,897	\$31,900	20	576	28	548	3.6%	\$628
1BR @60%	\$28,183	\$38,280	14	535	66	469	3.0%	\$753
1BR Market	\$30,857	\$63,800	7	883	4	879	0.8%	\$900
1BR Overall	\$23,897	\$63,800	41	1,281	98	1,183	3.5%	-
2BR @50%	\$29,040	\$35,900	8	454	40	414	1.9%	\$757
2BR @60%	\$34,354	\$43,080	6	422	123	299	2.0%	\$912
2BR Market	\$36,000	\$71,800	3	696	7	689	0.4%	\$1,050
2BR Overall	\$29,040	\$71,800	17	1,010	170	840	2.0%	-
@50% Overall	\$23,897	\$35,900	28	1,031	68	963	2.9%	-
@60% Overall	\$28,183	\$43,080	20	958	189	769	2.6%	-
Market Overall	\$30,857	\$71,800	10	1,580	11	1,569	0.6%	-
Overall LIHTC	\$23,897	\$43,080	48	1,419	257	1,162	4.1%	-
Overall	\$23,897	\$71,800	58	2,292	268	2,024	2.9%	-

We believe these calculated capture rates are reasonable, particularly as these calculations do not consider demand from outside the PMA or standard rental household turnover.

7. Competitive Rental Analysis

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes eight “true” comparable properties containing 1,920 units.

The availability of LIHTC data is considered good. We included six LIHTC and mixed-income comparables in our analysis, five of which are located within the PMA, between 1.1 and 2.5 miles of the Subject. The Station At Richmond Hill is located outside the PMA, approximately 2.9 miles from the Subject site in a similar location with respect to median gross rents. This property is considered reasonable a proxy for the Subject as it is among the most proximate LIHTC properties offering non-subsidized units that agreed to participate in our survey. The comparables were built or renovated between 2001 and 2008.

The availability of market rate data is considered fair. The Subject is located in the southwestern portion of Atlanta and there are a limited number of market-rate properties in the immediate area. We include two conventional properties in our analysis of the competitive market, which are located inside the PMA. We exclude other market rate properties as they offer an inferior age and condition or we were unable to contact a representative with the property to participate in our survey. It should be noted that five of the six of the LIHTC comparables offer market rate rental units in addition to LIHTC units. Overall, we believe the market

rate and mixed-income properties used in our analysis are the most comparable. Other market rate properties are excluded based on proximity, unit types, or age and condition.

When comparing the Subject’s rents to the average comparable rent, we do not include surveyed rents at lower AMI levels given that this artificially lowers the average surveyed rent. Including rents at lower AMI levels does not reflect an accurate average rent for rents at higher income levels. For example, if the Subject offers rents at the 50 and 60 percent of AMI levels, and there is a distinct difference at comparable properties between rents at the two AMI levels, we do not include the 50 percent of AMI rents in the average comparable rent for the 60 percent of AMI comparison.

The overall average and the maximum and minimum adjusted rents for the comparable properties surveyed are illustrated in the table below in comparison with net rents for the Subject.

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Subject Proposed Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @ 50%	\$628	\$723	\$1,420	\$965	54%
2BR @ 50%	\$757	\$836	\$1,533	\$1,122	48%
1BR @ 60%	\$753	\$869	\$1,420	\$1,043	39%
2BR @ 60%	\$912	\$935	\$1,533	\$1,177	29%
1BR Unrestricted	\$900	\$990	\$1,420	\$1,172	30%
2BR Unrestricted	\$1,050	\$1,164	\$1,533	\$1,323	26%

As illustrated the Subject’s proposed 50 and 60 percent rents as well as the Subject’s unrestricted rents are well below the surveyed average when compared to the comparables, both LIHTC and market-rate. All of the Subject’s proposed LIHTC and market rate rents are set below the surveyed range of comparable LIHTC and market rents.

Brookside Park Apartments is achieving the highest one and two-bedroom unrestricted rents in the market. The Subject will be slightly inferior to Brookside Park Apartments. Brookside Park Apartments was built in 2004 and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject. Brookside Park Apartments is located 1.5 miles from the Subject and offers a similar location. Brookside Park Apartments offers superior property amenities when compared to the Subject as it offers a playground and swimming pool, which the Subject will not offer. Brookside Park Apartments offers similar in-unit amenities in comparison to the Subject. This property offers slightly superior unit sizes when compared to the proposed Subject. The lowest one and two-bedroom unrestricted rents at Brookside Park Apartments are approximately 89 and 68 percent higher than the Subject’s one and two-bedroom rents at 60 percent of AMI.

8. Absorption/Stabilization Estimate

We were unable to obtain absorption information from any of the comparables. As such, we expanded our search and included five recently constructed LIHTC and mixed-income properties and two market rate properties in the greater Atlanta area, which is illustrated following table.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
The Kirkwood	Market	Family	2018	232	21
Station R Apartments	Market	Family	2016	285	14
Mills Creek Crossing	LIHTC	Family	2015	200	17
Columbia Mill	LIHTC/Market	Family	2014	100	20
Parkside at Mechanicsville	LIHTC	Family	2012	196	60
Retreat At Edgewood Phase II	LIHTC/Market	Family	2012	40	12
Retreat At Edgewood	LIHTC	Family	2011	100	20
Average					23

Per DCA guidelines, we calculated the absorption to 93 percent occupancy. Overall, the comparables demonstrate absorption rates ranging from 12 to 60 units per month, with an average of 23 units per month. Mills Creek Crossing, the most recent family LIHTC property reporting absorption data, reported an absorption rate of 17 units per month. We have placed emphasis on this comparable and the average presented in the comparable set. Based on the information above, we believe the Subject would be able to absorb approximately 20 units per month, for an absorption period of approximately two to three months.

9. Overall Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Six properties have been allocated in the PMA since 2017. These properties will offer 268 units that will directly compete with the Subject. However, there is strong demand for the Subject's units, as demonstrated by the very low capture rates for all unit types and AMI levels, which take into account the competitive units at these newly allocated properties. Overall vacancy in the market is low at 3.0 percent. Total vacancy at the LIHTC and mixed-income comparables is slightly higher, at 3.2 percent. Village Highlands reports the highest vacancy rate among the comparables, at 12.8 percent. Our contact could not provide an explanation for the elevated vacancy rate, but stated 23 of the vacant units are pre-leased. Columbia Peoplestown also reported a slightly elevated vacancy rate, at 5.1 percent. Our contact at this development noted that all of the vacant units are market rate. Further, three of the affordable comparables maintain waiting lists for their LIHTC units, ranging from ten to over 100 households in length. These factors indicate significant demand for affordable housing in the area. The Subject will offer inferior to similar in-unit amenities in comparison to the LIHTC comparables as it will offer microwaves, which many of the comparables lack, although it will not offer balconies/patios, exterior storage, walk-in closets, or in-unit washers and dryers, which some of the comparables offer. The Subject will offer inferior to slightly superior property amenities in comparison to the LIHTC comparables as it will not offer a playground or swimming pool, which many of the comparables offer. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered superior in terms of condition to the comparable properties. There are a limited number of LIHTC properties in the Subject's immediate area. As such, the Subject will be filling a void in the market for affordable units. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at the LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

Summary Table: (must be completed by the analyst and included in the executive summary)										
Development Name:		1055 Arden						Total # Units:		58
Location:		1055 Arden Avenue SW Atlanta, GA 30310						# LIHTC Units:		48
PMA Boundary:		North: Ralph David Abernathy Boulevard SW; South: Cleveland Avenue SW; East: Jonesboro Road SE, Boulevard SE, and Sawtell Avenue SE; West: Cascade Avenue SW						Farthest Boundary Distance to Subject:		3.9 miles
Rental Housing Stock (found on page 61)										
Type	# Properties*	Total Units	Vacant Units	Average Occupancy						
All Rental Housing	44	6,167	147	97.6%						
Market-Rate Housing	9	962	28	97.1%						
Assisted/Subsidized Housing not to include LIHTC	16	1,942	24	98.8%						
LIHTC	19	3,674	95	97.4%						
Stabilized Comps	44	6,167	147	97.6%						
Properties in Construction & Lease Up	6	758	N/Ap	N/Ap						
*Only includes properties in PMA										
Subject Development					Average Market Rent*			Highest Unadjusted Comp Rent		
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF	
20	1BR at 50% AMI	1	653	\$628	\$965	\$1.48	54%	\$1,420	\$1.71	
8	2BR at 50% AMI	2	963	\$757	\$1,122	\$1.16	48%	\$1,533	\$1.37	
14	1BR at 60% AMI	1	653	\$753	\$1,043	\$1.60	39%	\$1,420	\$1.71	
6	2BR at 60% AMI	2	963	\$912	\$1,177	\$1.22	29%	\$1,533	\$1.37	
7	1BR Unrestricted	1	653	\$900	\$1,172	\$1.79	30%	\$1,420	\$1.71	
3	2BR Unrestricted	2	963	\$1,050	\$1,323	\$1.37	26%	\$1,533	\$1.37	
Capture Rates (found on page 59)										
Targeted Population				@50%	@60%	Market	-	Overall LIHTC	Overall	
Capture Rate:				2.9%	2.6%	0.6%	-	4.1%	2.9%	

*Includes LIHTC and unrestricted (when applicable)

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

- 1. Project Address and Development Location:** The Subject site will be located at 1055 Arden Avenue SW in Atlanta, Fulton County, Georgia 30310. The Subject site is currently improved with three light industrial buildings proposed for demolition.
- 2. Construction Type:** The Subject will consist of one, four-story, elevator-serviced residential building. The Subject will be new construction.
- 3. Occupancy Type:** Families.
- 4. Special Population Target:** None.
- 5. Number of Units by Bedroom Type and AMI Level:** See following property profile.
- 6. Unit Size, Number of Bedrooms and Structure Type:** See following property profile.
- 7. Rents and Utility Allowances:** See following property profile.
- 8. Existing or Proposed Project-Based Rental Assistance:** See following property profile.
- 9. Proposed Development Amenities:** See following property profile.

1055 Arden	
Location	1055 Arden Avenue SW Atlanta, GA 30342 Fulton County
Units	58
Type	Midrise (4 stories)
Year Built / Renovated	2022 / n/a



Market			
Program	@50%, @60%, Market	Leasing Pace	n/a
Annual Turnover Rate	n/a	Change in Rent (Past Year)	n/a
Units/Month Absorbed	n/a	Concession	n/a
Section 8 Tenants	n/a		

Utilities			
A/C	not included -- central	Other Electric	not included
Cooking	not included -- electric	Water	included
Water Heat	not included -- electric	Sewer	included
Heat	not included -- electric	Trash Collection	included

Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
1	1	Midrise (4 stories)	20	653	\$628	\$0	@50%	n/a	n/a	n/a	no	
1	1	Midrise (4 stories)	14	653	\$753	\$0	@60%	n/a	n/a	n/a	no	
1	1	Midrise (4 stories)	7	653	\$900	\$0	Market	n/a	n/a	n/a	n/a	
2	2	Midrise (4 stories)	8	963	\$757	\$0	@50%	n/a	n/a	n/a	no	
2	2	Midrise (4 stories)	6	963	\$912	\$0	@60%	n/a	n/a	n/a	no	
2	2	Midrise (4 stories)	3	963	\$1,050	\$0	Market	n/a	n/a	n/a	n/a	

Amenities			
In-Unit	Blinds Carpeting Central A/C Dishwasher Garbage Disposal Microwave Oven Pull Cords Refrigerator Washer/Dryer hookup	Security	Intercom (Buzzer) Limited Access
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Elevators Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area	Premium	none
Services	none	Other	Wellness center, community garden, arts and crafts

Comments
The proposed utility allowances are \$69 and \$90 for the one and two-bedroom units, respectively.

- 10. Scope of Renovations:** The Subject will be new construction.
- 11. Placed in Service Date:** Construction on the Subject is expected to begin in May 2021 and be completed in September 2022.
- Conclusion:** The Subject will be an excellent-quality four-story, elevator-serviced, midrise style apartment building, comparable or superior to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical deterioration.

D.SITE EVALUATION

- 1. Date of Site Visit and Name of Inspector:** Brian Neukam visited the site on March 31, 2020.
- 2. Physical Features of the Site:** The following illustrates the physical features of the site.

Frontage: The Subject site has frontage along the north side of Arden Avenue SW and west side of Division Place SW.

Visibility/Views: The Subject site is located on the north side of Arden Avenue SW and west side of Division Place SW. Visibility from Arden Avenue SW and Division Place SW will be good. Views from the site will be good and initially will include single-family homes in average condition to the north and east, an industrial use in average condition to the south, and a multifamily property, Gateway Capitol View, to the west. It should be noted that Gateway Capitol View has been excluded as a comparable for this report as it targets a senior tenancy and offers subsidized rents. It should also be noted that the Subject site's close proximity to an industrial use could potentially be considered a detrimental use. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes and multifamily developments in the area.

Surrounding Uses: The following map illustrates the surrounding land uses.



Source: Google Earth, March 2020.

The Subject site has frontage along the north side of Arden Avenue SW and west side of Division Place SW. Surrounding uses include single-family homes in average condition to the north and east, an industrial use in average condition to the south, and Gateway Capitol View to the west. It should be noted that Gateway Capitol View has been excluded as a comparable for this report as it targets a senior tenancy and offers subsidized rents. It should also be noted that the Subject site's close proximity to an industrial use could potentially be considered a detrimental use. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes and multifamily developments in the area. The Subject site is considered "Car-Dependent" by Walkscore with a rating of 41 out of 100. However, there are convenient public transportation options available nearby. The closest bus stop and rail station (Oakland City MARTA station) is 0.1 mile west of the Subject site along Murphy Avenue SW. The Subject site is a desirable building site for rental housing. The Subject is located in a mixed-use neighborhood. The uses surrounding the Subject are in average

condition and the site has good proximity to locational amenities, most of which are within 0.5 miles of the Subject site.

Positive/Negative Attributes of Site:

The Subject's proximity to public transportation, retail and other locational amenities are considered positive attributes. The Subject site's close proximity to an industrial use and railroad tracks could potentially be considered detrimental uses. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes and multifamily developments in the area. Further, the Subject's proximity to the MARTA station is considered a positive attribute as it provides convenient transportation and access to commercial and employment centers throughout metropolitan Atlanta. The total crime indices in the PMA are elevated and well above that of the MSA and the nation. The Subject will offer a buzzer intercom system and limited access as security features. Comparable properties offer similar security features as well. The comparable properties with similar crime indices have not reported a problem with marketability.

3. Physical Proximity to Locational Amenities:

The Subject is located within 2.0 miles of all locational amenities, most of which are within 0.5 miles.

4. Pictures of Site and Adjacent Uses:

The following are pictures of the Subject site and adjacent uses.



View west along Arden Avenue SW



View east along Arden Avenue SW



View south along Division Place SW



View north along Division Place SW



View of Subject site



View of Subject site



Gateway Capitol View



Commercial use in Subject's neighborhood



Religious use in Subject's neighborhood



Commercial use in Subject's neighborhood



School in Subject's neighborhood



Commercial use in Subject's neighborhood



Industrial use in Subject's neighborhood



Oakland City MARTA Station



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



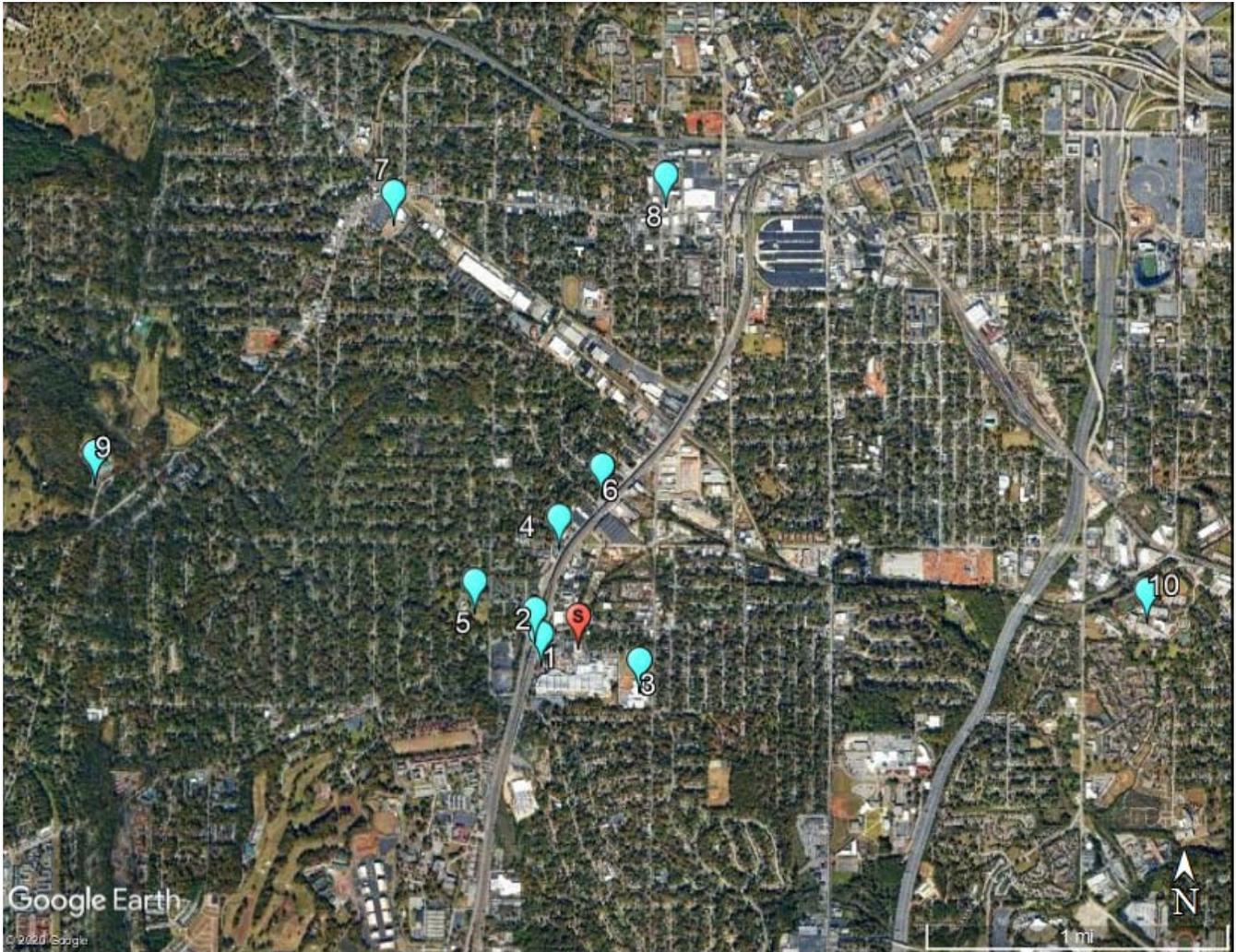
Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood

5. Proximity to Locational Amenities:

The following table details the Subject’s distance from key locational amenities.



Source: Google Earth, March 2020.

LOCATIONAL AMENITIES

Map #	Service or Amenity	Distance from Subject (Crow)
1	Bus Stop	0.1 miles
2	Oakland City MARTA Station	0.1 miles
3	Sylvan Middle School	0.2 miles
4	Atlanta Fire-Rescue Fire Station 14	0.3 miles
5	The Rev. James Orange Park at Oakland City	0.4 miles
6	Texaco	0.5 miles
7	Kroger	1.5 miles
8	CVS Pharmacy	1.5 miles
9	Atlanta Police Department Zone 4	1.7 miles
10	Carver High School	2.0 miles

6. Description of Land Uses

The Subject site has frontage along the north side of Arden Avenue SW and west side of Division Place SW. Surrounding uses include single-family homes in average condition to the north. Farther north are commercial uses and single-family homes in average condition. To the east, land uses consist of single-family homes in average condition. Land uses farther east consist of single-family homes in average condition. To the south is an industrial use in average condition. Farther south are single-family homes in average condition. Gateway Capitol View, a multifamily development in good condition, is located to the west. It should be noted that Gateway Capitol View has been excluded as a comparable for this report as it targets a senior tenancy and offers subsidized rents. Farther west, across Murphy Avenue SW, are railroad tracks and the Oakland City MARTA station. The Subject site's close proximity to an industrial use and railroad tracks could potentially be considered detrimental uses. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes and multifamily developments in the area. Further, the Subject's proximity to the MARTA station is considered a positive attribute as it provides convenient transportation and access to commercial and employment centers throughout metropolitan Atlanta. The Subject site is considered "Car-Dependent" by *Walkscore* with a rating of 41 out of 100. However, there are some public transportation options available nearby. The closest bus stop is 0.1 mile west of the Subject site along Murphy Avenue SW. The Subject site is a desirable building site for rental housing. The total crime indices in the PMA are elevated and well above that of the MSA and the nation. The Subject will offer limited access as a security feature. Comparable properties offer similar security features as well. The comparable properties with similar crime indices have not reported a problem with marketability. The Subject is located in a mixed-use neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, most of which are within 0.5 miles of the Subject site.

7. Crime:

The following table illustrates crime statistics in the Subject's PMA compared to the MSA.

2019 CRIME INDICES

	PMA	Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area
Total Crime*	328	139
Personal Crime*	487	130
Murder	664	155
Rape	190	88
Robbery	651	163
Assault	436	118
Property Crime*	306	140
Burglary	346	147
Larceny	266	134
Motor Vehicle Theft	530	178

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

*Unweighted aggregations

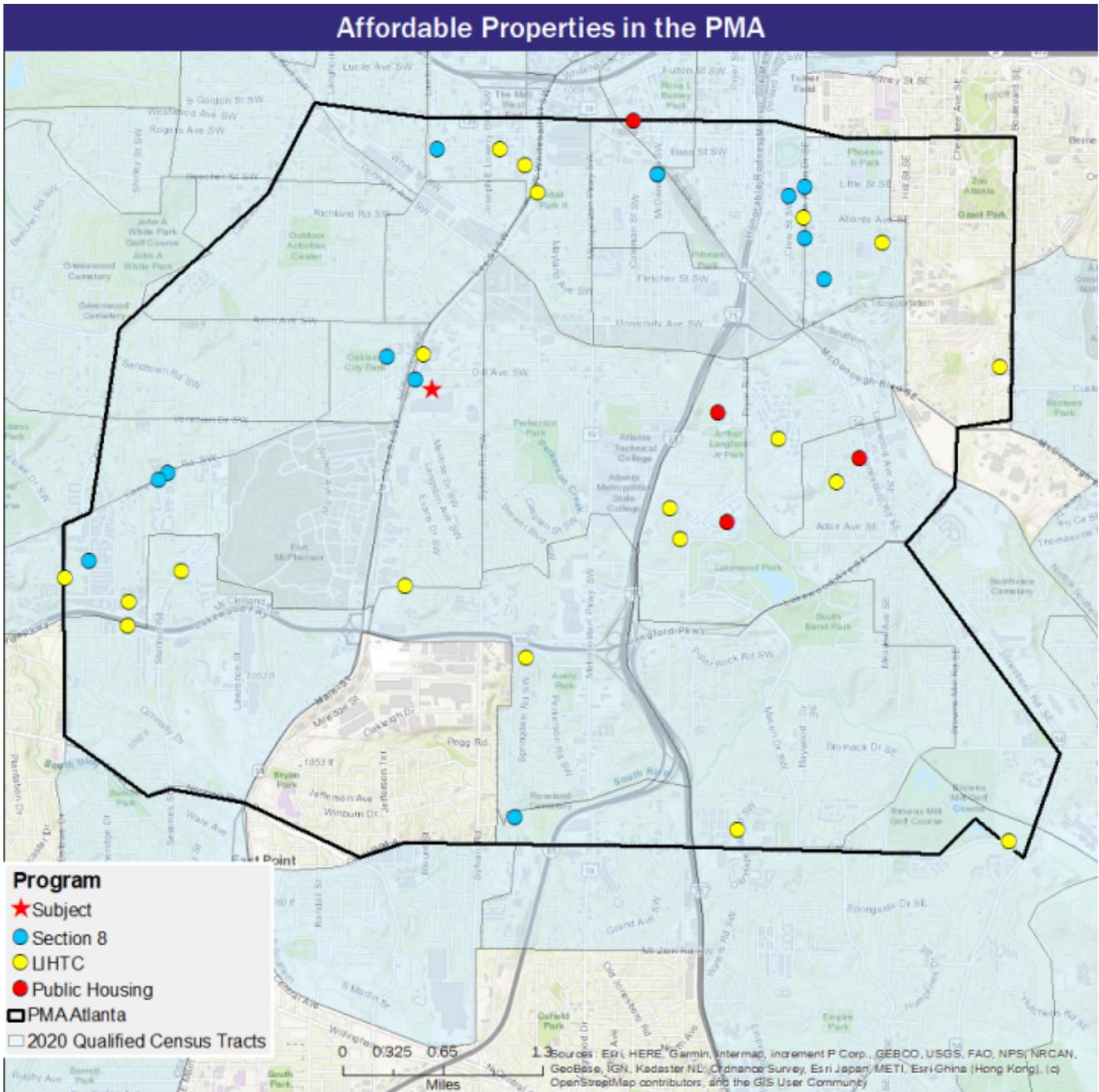
Total crime risk indices in the PMA are more than triple the national average, and above the surrounding MSA. Both geographic areas feature crime risk indices above the overall nation. The Subject will offer a buzzer intercom system and limited access in terms of security amenities. All of the comparables offer at least one security feature, similar to the Subject. Thus, we believe the Subject’s security features are market-oriented.

8. Existing Assisted Rental Housing Property Map:

The following map and list identifies all assisted rental housing properties in the PMA.

AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Location	Tenancy	# of Units	Distance from Subject	Map Color
Haven at South Atlanta	LIHTC/Market	Atlanta	Family	84	2.2 miles	Yellow
Baptist Gardens	LIHTC	Atlanta	Senior	100	2.2 miles	
Brentwood Village Apartments	LIHTC	Atlanta	Family	506	2.0 miles	
Gladstone Apartments	LIHTC	Atlanta	Family	302	3.0 miles	
Hidden Cove Apartments	LIHTC	East Point	Family	164	2.1 miles	
The Square At Peoplestown	LIHTC	Atlanta	Family	94	2.2 miles	
Village Highlands	LIHTC	East Point	Family	258	1.7 miles	
Columbia Peoplestown	LIHTC/HOME/Market	Atlanta	Family	99	2.5 miles	
Adair Court	LIHTC/Market	Atlanta	Senior	91	1.2 miles	
Colonial Square	LIHTC/Market	Atlanta	Family	192	2.8 miles	
Lakewood Christian Manor	LIHTC/Market	Atlanta	Senior	251	1.5 miles	
Oglethorpe Place	LIHTC/Market	Atlanta	Family	144	1.4 miles	
The Villages At Carver	LIHTC/Market	Atlanta	Family	667	1.9 miles	
The Villas At Lakewood	LIHTC/Market	Atlanta	Family	192	1.4 miles	
The Vineyards At Brown's Mill	LIHTC/Market	Atlanta	Family	210	3.9 miles	
Columbia At Sylvan Hills	LIHTC/Market/Section 8	Atlanta	Family	189	1.1 miles	
Ashley West End	LIHTC/Market/Section 8	Atlanta	Family	112	1.3 miles	
Heritage Station Apartment Homes	LIHTC/Market/Section 8	Atlanta	Family	220	1.6 miles	
Phoenix House	LIHTC/Section 8	Atlanta	Disabled	65	0.2 miles	
Betmar Village Apartments	LIHTC/Section 8	Atlanta	Senior	47	1.5 miles	
Columbia Blackshear Senior Residences	Public Housing	Atlanta	Senior	78	2.3 miles	
Columbia High Point Senior	Public Housing	Atlanta	Senior	94	1.5 miles	Blue
GE Tower Apartments	Public Housing	Atlanta	Family	201	1.5 miles	
Renaissance At Park Place South	Public Housing	Atlanta	Senior	100	1.7 miles	
Abernathy Tower Apartments	Section 8	Atlanta	Senior	100	1.3 miles	
Baptist Towers	Section 8	Atlanta	Senior	300	2.1 miles	
Capitol Avenue Apartments	Section 8	Atlanta	Senior	48	2.3 miles	
Capitol Towers	Section 8	Atlanta	Senior	39	2.2 miles	
Capitol Vanira Apartments	Section 8	Atlanta	Family	60	2.2 miles	
Gateway Capitol View	Section 8	Atlanta	Senior	162	0.1 miles	
Heritage Station Senior Village	Section 8	Atlanta	Senior	150	1.6 miles	
Oakland City I And II	Section 8	Atlanta	Family	111	1.0 miles	
Stanton Oaks (fka Boynton Village)	Section 8	Atlanta	Family	43	2.1 miles	
Trinity Towers	Section 8	Atlanta	Senior	240	2.4 miles	
Lillie R. Campbell House	Section 8	Atlanta	Senior	96	1.5 miles	
QLS Haven	Section 8	Atlanta	Senior	120	1.6 miles	



9. Road, Infrastructure or Proposed Improvements:

We did not witness any road, infrastructure or proposed improvements during our field work.

10. Access, Ingress-Egress and Visibility of Site:

The Subject site can be accessed from Arden Avenue SW, which is a lightly trafficked two-lane road. Arden Avenue SW connects to Murphy Avenue SW approximately 0.1 mile west of the Subject site. Murphy Avenue SW traverses north/south and provides access to Interstate 20 approximately 1.7 miles northeast of the Subject site. Interstate 20 is a heavily trafficked arterial route traversing east/west and provides access to downtown Atlanta approximately 2.5 miles to the

east and Birmingham, Alabama approximately 135 miles to the west. Interstate 20 is a major throughfare in the region and connects to centers of major employment and other interstates in the area, such as Interstate 75, 85, and 285. Overall, access and visibility are considered good.

11. Conclusion:

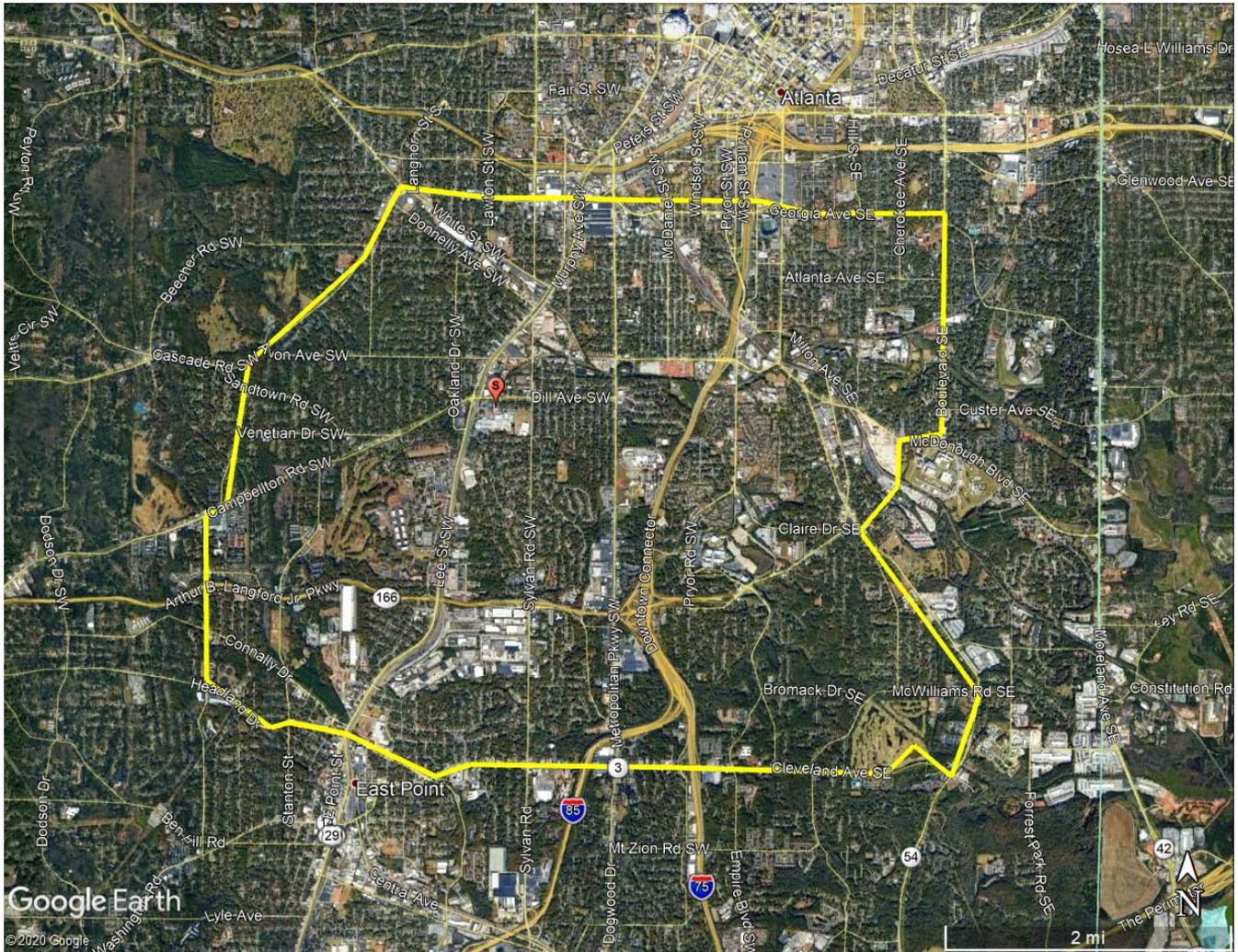
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E. MARKET AREA

PRIMARY MARKET AREA

For the purpose of this study, it is necessary to define the market area, or the area from which potential tenants for the project are likely to be drawn. In some areas, residents are very much “neighborhood oriented” and are generally very reluctant to move from the area where they have grown up. In other areas, residents are much more mobile and will relocate to a completely new area, especially if there is an attraction such as affordable housing at below market rents.

Primary Market Area Map



Source: Google Earth, March 2020.

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied, to determine if the Primary Market Area (PMA) and the Atlanta-Sandy Springs-Roswell MSA are areas of growth or contraction.

The PMA is defined by Ralph David Abernathy Boulevard SW to the north, Jonesboro Road SE, Boulevard SE, and Sawtell Avenue SE to the east, Cleveland Avenue SW to the south, and Delowe Drive, Centra Villa Drive SW, and Cascade Avenue SW to the west. The PMA boundaries are supported by interviews with local property managers and the average drive time of individuals in the PMA. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 1.4 miles
East: 3.9 miles
South: 2.7 miles
West: 2.2 miles

The PMA is defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a significant portion of their tenants come from out of state. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2020 market study guidelines, we do not account for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 3.9 miles. The MSA is defined as the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 8,726 square miles.

F. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and Fulton County are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and Fulton County.

1. Population Trends

The following tables illustrate (a) Total Population, and (b) Population by Age Group within the population in the MSA, the PMA and nationally from 2000 through 2024.

1a. Total Population

The following tables illustrates the total population within the PMA, MSA and nation from 2000 through 2024.

Year	POPULATION					
	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	63,828	-	4,240,804	-	281,250,431	-
2010	55,367	-1.3%	5,286,728	2.5%	308,745,538	1.0%
2019	58,435	0.6%	5,986,262	1.4%	332,417,793	0.8%
Projected Mkt Entry September 2022	59,661	0.7%	6,271,156	1.5%	340,695,339	0.8%
2024	60,370	0.7%	6,436,095	1.5%	345,487,602	0.8%

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

Between 2000 and 2010, there was approximately 1.3 percent annual decrease in population in the PMA. Recently, the population grew positively in the MSA at a rate higher than that of the nation. Between 2010 and 2019, there was approximately 0.6 percent annual growth in population in the PMA, which was less than that of the MSA and the national population growth rate over the same time period. Total population in the PMA is projected to increase at a rate of 0.7 percent annually from 2019 through projected market entry and 2024, which is a growth rate below that of the MSA and the nation as a whole. Overall, we believe that population growth in the PMA and MSA is a positive indication of demand for the Subject’s proposed units.

1b. Total Population by Age Group

The following table illustrates the total population within the PMA and MSA and nation from 2000 to 2024.

POPULATION BY AGE GROUP

Age Cohort	PMA				Projected Mkt Entry September 2022	2024
	2000	2010	2019			
0-4	4,974	4,355	4,166		4,244	4,289
5-9	5,522	3,906	4,139		4,082	4,049
10-14	5,162	3,715	3,983		3,995	4,002
15-19	5,590	3,901	3,510		3,706	3,820
20-24	5,259	4,168	3,832		3,833	3,834
25-29	5,094	4,271	4,289		4,090	3,974
30-34	4,796	4,259	4,265		4,208	4,175
35-39	5,033	3,775	4,059		4,041	4,030
40-44	4,875	3,396	3,730		3,925	4,038
45-49	4,265	3,775	3,577		3,675	3,732
50-54	3,457	3,826	3,385		3,541	3,632
55-59	2,504	3,496	3,745		3,584	3,490
60-64	1,980	2,782	3,607		3,643	3,664
65-69	1,601	2,021	2,976		3,203	3,335
70-74	1,347	1,478	2,220		2,481	2,632
75-79	1,005	1,030	1,422		1,691	1,847
80-84	752	663	828		962	1,039
85+	611	550	703		757	789
Total	63,827	55,367	58,436		59,662	60,371

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

POPULATION BY AGE GROUP

Age Cohort	Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area				Projected Mkt Entry September 2022	2024
	2000	2010	2019			
0-4	316,900	380,735	385,594		405,106	416,403
5-9	324,231	394,306	399,707		410,384	416,566
10-14	312,353	390,992	411,242		421,647	427,671
15-19	289,356	378,372	395,799		408,447	415,770
20-24	289,793	341,650	393,640		399,583	403,023
25-29	362,507	377,057	459,751		457,831	456,719
30-34	379,658	386,120	430,822		483,217	513,551
35-39	394,076	417,987	424,488		453,024	469,545
40-44	357,821	415,233	402,125		423,686	436,169
45-49	305,207	411,635	419,005		406,362	399,042
50-54	265,159	364,330	398,245		405,215	409,251
55-59	185,162	301,331	389,800		386,363	384,373
60-64	130,306	252,453	334,576		359,693	374,234
65-69	101,281	170,690	272,622		299,897	315,688
70-74	82,781	114,130	203,614		229,967	245,224
75-79	65,290	81,144	124,334		156,891	175,739
80-84	42,487	57,082	72,799		89,083	98,510
85+	36,415	51,481	68,099		74,760	78,617
Total	4,240,783	5,286,728	5,986,262		6,271,156	6,436,095

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

The largest age cohorts in the PMA are between 25 and 29 and 30 and 34, which indicates the presence of singles and families.

2. Household Trends

The following tables illustrate (a) Total Households and Average Household Size, (b) Household Tenure, (c) Households by Income, and (d) Renter Households by Size within the population in the MSA, the PMA and nationally from 2000 through 2024.

2a. Total Number of Households and Average Household Size

The following tables illustrate the total number of households and average household size within the PMA, MSA and nation from 2000 through 2024.

HOUSEHOLDS

Year	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	21,149	-	1,551,771	-	105,409,439	-
2010	22,321	0.6%	1,943,884	2.5%	116,716,296	1.1%
2019	23,677	0.7%	2,195,127	1.4%	125,168,557	0.8%
Projected Mkt Entry September 2022	24,196	0.7%	2,297,901	1.5%	127,968,527	0.7%
2024	24,497	0.7%	2,357,402	1.5%	129,589,563	0.7%

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

AVERAGE HOUSEHOLD SIZE

Year	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.80	-	2.68	-	2.59	-
2010	2.44	-1.3%	2.67	0.0%	2.58	-0.1%
2019	2.44	0.0%	2.69	0.1%	2.59	0.1%
Projected Mkt Entry September 2022	2.44	0.0%	2.69	0.0%	2.60	0.1%
2024	2.44	0.0%	2.69	0.0%	2.60	0.1%

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

Between 2000 and 2010, the total number of households in the PMA increased at a rate of 0.6 percent per annum, which lagged the MSA and nation as a whole over the same time period. Between 2010 and 2019, the PMA experienced household growth, though at a rate below the MSA and the nation. Over the next five years, household growth in the PMA is projected to increase at a rate below that of the MSA, and similar to the nation as a whole. The average household size in the PMA is smaller than the national average at 2.44 persons in 2019. Over the next five years, the average household size is projected to remain similar.

2b. Households by Tenure

The table below depicts household growth by tenure from 2000 through 2024.

TENURE PATTERNS PMA

Year	Owner-	Percentage	Renter-	Percentage
	Occupied Units	Owner-Occupied	Occupied Units	Renter-Occupied
2000	8,850	41.8%	12,299	58.2%
2019	8,539	36.1%	15,138	63.9%
Projected Mkt Entry September 2022	8,924	36.9%	15,272	63.1%
2024	9,147	37.3%	15,350	62.7%

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

As the table illustrates, roughly two-thirds of households in the PMA are renters. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a higher percentage of renters in in the PMA than the nation. The percentage of renter population is projected to decrease slightly over the next five years, although the number of renters in the PMA is projected to increase. This bodes well for the Subject’s proposed units.

2c. Household Income

The following table depicts renter household income in the PMA in 2019, market entry, and 2024.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2019		Projected Mkt Entry September 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	4,316	28.5%	4,208	27.6%	4,146	27.0%
\$10,000-19,999	3,757	24.8%	3,678	24.1%	3,632	23.7%
\$20,000-29,999	2,313	15.3%	2,336	15.3%	2,349	15.3%
\$30,000-39,999	1,400	9.2%	1,388	9.1%	1,381	9.0%
\$40,000-49,999	853	5.6%	890	5.8%	912	5.9%
\$50,000-59,999	635	4.2%	626	4.1%	621	4.0%
\$60,000-74,999	721	4.8%	783	5.1%	819	5.3%
\$75,000-99,999	527	3.5%	597	3.9%	637	4.1%
\$100,000-124,999	311	2.1%	354	2.3%	379	2.5%
\$125,000-149,999	156	1.0%	206	1.3%	235	1.5%
\$150,000-199,999	55	0.4%	76	0.5%	88	0.6%
\$200,000+	94	0.6%	130	0.9%	151	1.0%
Total	15,138	100.0%	15,272	100.0%	15,350	100.0%

Source: HISTA Data / Ribbon Demographics 2019, Novogradac Consulting LLP, March 2020

HOUSEHOLD INCOME DISTRIBUTION - Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area

Income Cohort	2019		Projected Mkt Entry September 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	143,924	6.6%	142,887	6.2%	142,286	6.0%
\$10,000-19,999	190,540	8.7%	187,194	8.1%	185,257	7.9%
\$20,000-29,999	202,915	9.2%	201,895	8.8%	201,304	8.5%
\$30,000-39,999	204,638	9.3%	204,494	8.9%	204,410	8.7%
\$40,000-49,999	197,919	9.0%	198,913	8.7%	199,488	8.5%
\$50,000-59,999	171,773	7.8%	177,323	7.7%	180,536	7.7%
\$60,000-74,999	221,123	10.1%	228,016	9.9%	232,006	9.8%
\$75,000-99,999	266,647	12.1%	281,091	12.2%	289,453	12.3%
\$100,000-124,999	188,672	8.6%	203,566	8.9%	212,189	9.0%
\$125,000-149,999	123,609	5.6%	138,933	6.0%	147,804	6.3%
\$150,000-199,999	130,626	6.0%	147,821	6.4%	157,776	6.7%
\$200,000+	152,741	7.0%	185,771	8.1%	204,893	8.7%
Total	2,195,127	100.0%	2,297,901	100.0%	2,357,402	100.0%

Source: HISTA Data / Ribbon Demographics 2019, Novogradac Consulting LLP, March 2020

The Subject’s LIHTC units will target tenants earning between \$23,897 and \$43,080. As the table above depicts, approximately 30.1 percent of renter households in the PMA are earning incomes between \$20,000 and \$49,999, which is greater than the 27.5 percent of renter households in the MSA in 2019. For the projected market entry date of September 2022, these percentages are projected to increase slightly to 30.2 percent in the PMA and decrease to 26.4 percent for the MSA.

2d. Renter Households by Number of Persons in the Household

The following table illustrates household size for all households in 2019, projected market entry, and 2024. To determine the number of renter households by number of persons per household, the total number of households is adjusted by the percentage of renter households.

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA

Household Size	2019		Projected Mkt Entry September 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	6,359	42.0%	6,490	42.5%	6,566	42.8%
2 Persons	3,508	23.2%	3,523	23.1%	3,531	23.0%
3 Persons	2,133	14.1%	2,139	14.0%	2,143	14.0%
4 Persons	1,362	9.0%	1,366	8.9%	1,369	8.9%
5+ Persons	1,776	11.7%	1,754	11.5%	1,741	11.3%
Total Households	15,138	100%	15,272	100%	15,350	100%

Source: HISTA Data / Ribbon Demographics 2019, Novogradac Consulting LLP, March 2020

The majority of renter households in the PMA are one to three-person households.

Conclusion

Between 2010 and 2019, there was approximately 0.6 percent annual growth in population in the PMA, which was less than that of the MSA and the national population growth rate over the same time period. Total population in the PMA is projected to increase at a rate of 0.7 percent annually from 2019 through projected market entry and 2024, which is a growth rate below that of the MSA and the nation as a whole. The current population of the PMA is 58,435 and is expected to be 59,661 in 2022. The current number of households in the PMA is 23,667 and is expected to be 24,196 in 2022. Renter households in the PMA are concentrated in the lowest income cohorts, with 30.1 percent of renter households in the PMA earning incomes between \$20,000 and \$49,999 annually. The Subject’s LIHTC units will target tenants earning between \$23,897 and \$43,080. The Subject should be well-positioned to service this market. Overall, population growth and the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

G. EMPLOYMENT TRENDS

Employment Trends

Fulton County encompasses the city of Atlanta, which is easily accessed via Interstate 75 and Interstate 85. The largest industries in the PMA are accommodation/food services, healthcare/social assistance, and retail trade industries. These industries account for 34.1 percent of total employment within the PMA. Many of Fulton County's major employers are within close proximity of the subject site. Delta Air Lines, Emory University, and Wal-Mart Stores, Inc. are the three largest employers in the county, each with more than 20,000 employed at several locations throughout the county.

1. Total Jobs

The following table illustrates the total jobs (also known as "covered employment") in Fulton County, Georgia. Note that the data below is the most recent data available.

COVERED EMPLOYMENT		
Fulton County, Georgia		
Year	Total Employment	% Change
2008	465,380	-
2009	437,746	-6.3%
2010	434,315	-0.8%
2011	448,034	3.1%
2012	464,673	3.6%
2013	467,197	0.5%
2014	472,230	1.1%
2015	482,603	2.1%
2016	502,625	4.0%
2017	522,599	3.8%
2018	532,817	1.9%
2019 YTD Average	536,583	2.6%
Feb-18	532,128	-
Feb-19	543,302	2.1%

Source: U.S. Bureau of Labor Statistics

YTD as of Mar 2019

As illustrated in the table above, Fulton County experienced a weakening economy during the national recession. The county began feeling the effects of the downturn in 2008 with its first employment decrease of the decade. Employment growth quickly rebounded and Fulton County exhibited employment growth from 2011 through year to date 2019, surpassing pre-recessionary employment levels in 2013. Growing total employment is a positive indicator of demand for rental housing and, therefore, the Subject's proposed units.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Fulton County as of the second quarter of 2018.

TOTAL JOBS BY INDUSTRY
Fulton County, Georgia - Q2 2018

	Number	Percent
Total, all industries	769,144	-
Goods-producing	50,897	-
Natural resources and mining	359	0.0%
Construction	19,360	2.5%
Manufacturing	31,178	4.1%
Service-providing	718,247	-
Trade, transportation, and utilities	146,103	19.0%
Information	55,570	7.2%
Financial activities	77,612	10.1%
Professional and business services	207,048	26.9%
Education and health services	107,949	14.0%
Leisure and hospitality	98,217	12.8%
Other services	23,921	3.1%
Unclassified	1,827	0.2%

Source: Bureau of Labor Statistics, 2020

Professional and business services is the largest industry in Fulton County, followed by trade, transportation, and utilities and education and health services. Trade and transportation and professional and business services are particularly vulnerable in economic downturns, while utilities, education, and health services are typically stable industries. The following table illustrates employment by industry for the PMA as of 2019 (most recent year available).

2019 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Accommodation/Food Services	2,791	11.6%	11,738,765	7.3%
Healthcare/Social Assistance	2,730	11.4%	22,612,482	14.1%
Retail Trade	2,659	11.1%	17,127,172	10.7%
Transportation/Warehousing	2,118	8.8%	7,876,848	4.9%
Admin/Support/Waste Mgmt Svcs	1,997	8.3%	6,106,184	3.8%
Educational Services	1,855	7.7%	14,565,802	9.1%
Other Services	1,523	6.3%	8,141,078	5.1%
Public Administration	1,325	5.5%	7,828,907	4.9%
Prof/Scientific/Tech Services	1,262	5.3%	11,744,228	7.3%
Manufacturing	1,244	5.2%	16,057,876	10.0%
Construction	1,079	4.5%	11,245,975	7.0%
Information	833	3.5%	3,157,650	2.0%
Finance/Insurance	700	2.9%	7,377,311	4.6%
Arts/Entertainment/Recreation	609	2.5%	3,332,132	2.1%
Real Estate/Rental/Leasing	598	2.5%	3,204,043	2.0%
Wholesale Trade	537	2.2%	4,183,931	2.6%
Utilities	109	0.5%	1,276,400	0.8%
Mgmt of Companies/Enterprises	48	0.2%	237,307	0.1%
Agric/Forestry/Fishing/Hunting	21	0.1%	1,915,709	1.2%
Mining	0	0.0%	819,151	0.5%
Total Employment	24,038	100.0%	160,548,951	100.0%

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

Employment in the PMA is concentrated in the accommodation/food services, healthcare/social assistance, and retail trade industries, which collectively comprise 34.1 percent of local employment. The large share of PMA employment in accommodation/food services and retail trade is notable as both industries are historically volatile, and prone to contraction during recessionary periods. However, the PMA also has a significant share of employment in the healthcare industry, which is historically known to exhibit greater stability during recessionary periods. Relative to the overall nation, the PMA features comparatively greater employment in the administration/support/waste management services, accommodation/food services, and transportation/warehousing industries. Conversely, the PMA is underrepresented in the manufacturing, healthcare/social assistance, and construction industries.

3. Major Employers

The following table details the major employers in Fulton County, Georgia.

MAJOR EMPLOYERS: FULTON COUNTY, GA

Rank	Employer Name	Industry	# Of Employees
1	Delta Air Lines	Transportation	34,500
2	Emory University & Emory Healthcare	Educational/Healthcare	32,091
3	The Home Depot	Retail Trade	16,510
4	Northside Hospital	Healthcare	16,000
5	Piedmont Healthcare	Healthcare	15,900
6	Publix Super Markets	Retail Trade	15,591
7	WellStar Health System	Healthcare	15,353
8	The Kroger Co.	Retail Trade	15,000
9	AT&T	Communications	15,000
10	UPS	Logistics	14,594
	Totals		190,539

Source: The Metro Atlanta Chamber of Commerce, January 2020

As the previous table illustrates, the major Fulton County employers are concentrated in the transportation, educational services, healthcare, and retail trade sectors. Historically, the educational service and healthcare industries have been stable during times of recession. This indicates that the local economy in Fulton County is relatively stable.

Expansions/Contractions

The following table illustrates the layoffs and closures of significance that occurred or were announced since January 1, 2019 in Fulton County, Georgia according to the Georgia Department of Labor.

WARN LISTINGS FULTON COUNTY, GA - 2019-2020 YTD

Company	Industry	Employees Affected	Layoff Date
Cox Corporate Service	Entertainment	81	3/31/2020
Golden Gate America East, LLC	Accommodation	378	3/22/2020
Crestline Hotels & Resorts	Accommodation	113	3/20/2020
Global Concessions, Inc.	Food Services	100	3/16/2020
Global Concessions, II	Food Services	100	3/16/2020
Pot Likker Creations, LLC	Food Services	100	3/16/2020
Punch Bowl Social	Entertainment	173	3/16/2020
Inpax	Transportation/Warehousing	62	12/1/2019
Cox Media Group	Entertainment	87	10/29/2019
Kellogg Company	Manufacturing	108	10/10/2019
ABM Aviation	Facility Services	202	9/15/2019
CoStar Group	Information	173	9/27/2019
255 Peter's Street Lounge	Food Services	50	9/8/2019
DHL Supply Chain	Transportation	85	7/15/2019
Aramark Educational Services, LLC	Educational Services	416	6/30/2019
Sodexo, Inc.	Food Services	278	6/30/2019
Worldpay, LLC	Technology	234	3/31/2019
Facet Technologies	Information	119	3/1/2019
Cabot Corporation	Manufacturing	67	1/17/2019
Total		2,740	

Source: Georgia Department of Labor, retrieved March 2020

As illustrated in the above table, there have been 2,740 employees in the area impacted by layoffs or closures since 2019. Despite these job losses, employment growth in the area has continued, as evidenced by the recent business expansions in the area. Additionally, the total job losses over the last two years represent less than one percent of total MSA employment.

The Atlanta Metro Chamber of Commerce posts yearly business openings and expansions. The following table details all expansions that total 50 or more jobs created since 2018.

**2018-2019 BUSINESS OPENINGS & EXPANSIONS
FULTON COUNTY, GA**

Company	Facility Type	Product or Service	Projected # of Jobs
2019			
PVH Corp.	Distribution Center	Apparel (Tommy Hilfiger, Calvin Klein, IZOD, others)	575
Samsara	East Coast Hub	IoT Platform for Logistics/Fleet Operations	500
Ameris Bancorp	Financial Center	Banking	300
Idom	IoT North American Headquarters	Consulting, Engineering & Architecture	300
PagerDuty	Branch Office	Digital Operations Management	300
POP Displays USA	Manufacturing & Distribution Facility	Merchandising Solutions	280
Dematic	Global Headquarters	Supply Chain Software & Services	230
Convoy	Branch Office	Tech-Enabled Freight Brokerage	200
Edifecs	Branch Office	Health IT	200
Expanse	Shared Services	Cybersecurity	200
Post Consumer Brands	Distribution Center	Breakfast Cereals	150
EarthFresh	Advanced Technology Packing Plant & Distribution Center	Organic Produce	100
Smarp	North American Headquarters	Employee Communications & Advocacy Platform	60
DS Smith	North American Headquarters	Packaging	58
Loeb Enterprises (Loeb.ATL)	Startup Lab & Venture Studio	Venture Collective of Early-Stage Companies	50
2018			
Inspire Brands	Corporate Headquarters & Global Support Center	Restaurant Group (Arby's, Buffalo Wild Wings, Sonic, Rusty Taco)	1,120
BlackRock	Innovation Hub	Asset Management & Technology Solutions	1,000
Norfolk Southern	North American Headquarters (Fortune 500)	Transportation	850
Salesforce	Regional Headquarters	Customer Relationship Management	600
Starbucks	East Coast Satellite Office	Coffeehouse Chain	500
InstaCart	Customer Experience Center/Call Center	Grocery Delivery	425
Juware	Corporate Headquarters	Emergency Preparedness & Response Software	300
Pandora	Branch Office	Music Streaming	250
Edible Arrangements	Second Corporate Headquarters	Fresh Fruit Bouquets	200
Instant Financial	Branch Office	FinTech Platform	100
Oncology Analytics	Corporate Headquarters	Healthcare Data Analytics	100
Vero Biotech	Corporate Headquarters	Cardiopulmonary Nitric Oxide Products	100
Wirex	U.S. Headquarters	FinTech (Cryptocurrency Wallets)	100
ClusterTruck	Branch Office	Food Preparation & Delivery	80
VanRiet Material Handling Systems	Manufacturing Facility	Intra-Logistic System Integration	75
RIB Software	U.S. Headquarters	Construction Project Software	65
CargoBarn	Corporate Headquarters	Third-Party Logistics	50
International Society of Arboriculture	U.S. Headquarters	Non-Profit Member Organization	50
Redtail Technology	East Coast Headquarters	Web-Based Client Relationship Management	50
Twilio	Branch Office	Cloud Communications	50
Project Verte	Corporate Headquarters	eCommerce	50
Total			9,618

Source: Metro Atlanta Chamber of Commerce, retrieved 12/2019

As illustrated in the above table, there have been 36 business expansions in the Fulton County area since 2018. Those expansions were projected to bring in an estimated 9,618 new jobs.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA from 2003 to December 2019.

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Atlanta-Sandy Springs-Roswell, GA Metropolitan			USA		
	Statistical Area			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2003	2,347,173	-	-20.6%	137,736,000	-	-11.6%
2004	2,382,163	1.5%	-19.4%	139,252,000	1.1%	-10.6%
2005	2,445,674	2.7%	-17.3%	141,730,000	1.8%	-9.0%
2006	2,538,141	3.8%	-14.1%	144,427,000	1.9%	-7.3%
2007	2,618,825	3.2%	-11.4%	146,047,000	1.1%	-6.2%
2008	2,606,822	-0.5%	-11.8%	145,363,000	-0.5%	-6.7%
2009	2,452,057	-5.9%	-17.0%	139,878,000	-3.8%	-10.2%
2010	2,440,037	-0.5%	-17.4%	139,064,000	-0.6%	-10.7%
2011	2,486,895	1.9%	-15.9%	139,869,000	0.6%	-10.2%
2012	2,545,474	2.4%	-13.9%	142,469,000	1.9%	-8.5%
2013	2,572,589	1.1%	-13.0%	143,929,000	1.0%	-7.6%
2014	2,611,988	1.5%	-11.6%	146,305,000	1.7%	-6.1%
2015	2,677,148	2.5%	-9.4%	148,833,000	1.7%	-4.4%
2016	2,791,452	4.3%	-5.6%	151,436,000	1.7%	-2.8%
2017	2,898,961	3.9%	-1.9%	153,337,000	1.3%	-1.6%
2018	2,955,581	2.0%	0.0%	155,761,000	1.6%	0.0%
2019 YTD Average*	2,981,425	0.9%	-	157,538,083	1.1%	-
Dec-2018	2,977,059	-	-	156,481,000	-	-
Dec-2019	3,033,436	1.9%	-	158,504,000	1.3%	-

Source: U.S. Bureau of Labor Statistics, March 2020

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Atlanta-Sandy Springs-Roswell, GA Metropolitan			USA		
	Statistical Area			USA		
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2003	4.9%	-	1.1%	6.0%	-	2.1%
2004	4.8%	-0.1%	1.0%	5.5%	-0.5%	1.6%
2005	5.4%	0.6%	1.6%	5.1%	-0.5%	1.2%
2006	4.7%	-0.7%	0.9%	4.6%	-0.5%	0.7%
2007	4.4%	-0.2%	0.7%	4.6%	0.0%	0.7%
2008	6.2%	1.7%	2.4%	5.8%	1.2%	1.9%
2009	9.9%	3.8%	6.2%	9.3%	3.5%	5.4%
2010	10.3%	0.4%	6.5%	9.6%	0.3%	5.7%
2011	9.9%	-0.4%	6.1%	9.0%	-0.7%	5.1%
2012	8.8%	-1.1%	5.0%	8.1%	-0.9%	4.2%
2013	7.8%	-1.0%	4.0%	7.4%	-0.7%	3.5%
2014	6.7%	-1.1%	3.0%	6.2%	-1.2%	2.3%
2015	5.7%	-1.0%	1.9%	5.3%	-0.9%	1.4%
2016	5.1%	-0.6%	1.4%	4.9%	-0.4%	1.0%
2017	4.5%	-0.6%	0.7%	4.4%	-0.5%	0.4%
2018	3.8%	-0.7%	0.0%	3.9%	-0.4%	0.0%
2019 YTD Average*	3.3%	-0.5%	-	3.7%	-0.2%	-
Dec-2018	3.5%	-	-	3.7%	-	-
Dec-2019	2.7%	-0.8%	-	3.4%	-0.3%	-

Source: U.S. Bureau of Labor Statistics, March 2020

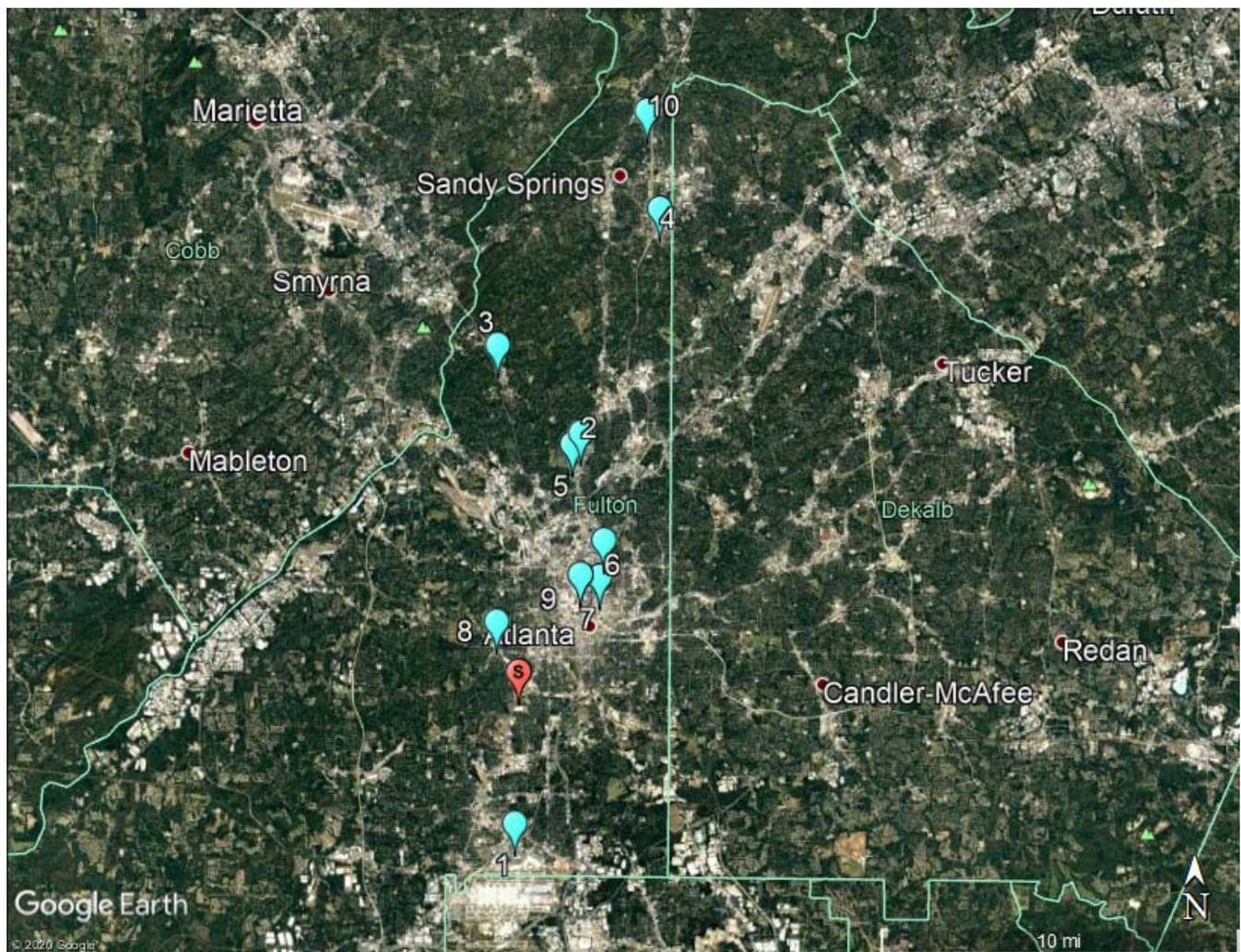
Between 2003 and 2007, total employment in the MSA exhibited positive growth, with a pre-recession peak occurring in 2007. The MSA and the nation experienced their most significant recession-related employment losses in 2009, at the height of the recession. Overall, the MSA experienced total employment losses of 6.9 percent compared to 4.9 percent nationally. However, as of 2014, the MSA has surpassed its pre-recession

employment highs. Furthermore, the total employment growth in the MSA during the 12-month period preceding the fourth quarter of 2019 outpaced the employment growth in the nation during the same time period.

Historically, the MSA has reported a slightly higher unemployment rate relative to the nation. Unemployment in the MSA began increasing during 2008, at the onset of the national recession. The MSA maintained a higher unemployment rate throughout the entire recession relative to the nation. However, unemployment in the MSA began decreasing in 2011 and has continued to decrease each year through year-to-date 2019. As of December 2019, the unemployment rate in the MSA was 2.7 percent, which is lower than that of the nation. Given that total employment in the MSA has surpassed its pre-recession levels and that total employment continues to increase while unemployment continues to decrease, it appears the MSA has fully-recovered from the most recent national recession and is currently in an expansionary phase, which should have a positive impact on local affordable rental housing demand.

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in Fulton County.



Source: Google Earth, March 2020.

MAJOR EMPLOYERS: FULTON COUNTY, GA

Rank	Employer Name	Industry	# Of Employees
1	Delta Air Lines	Transportation	34,500
2	Emory University & Emory Healthcare	Educational/Healthcare	32,091
3	The Home Depot	Retail Trade	16,510
4	Northside Hospital	Healthcare	16,000
5	Piedmont Healthcare	Healthcare	15,900
6	Publix Super Markets	Retail Trade	15,591
7	WellStar Health System	Healthcare	15,353
8	The Kroger Co.	Retail Trade	15,000
9	AT&T	Communications	15,000
10	UPS	Logistics	14,594
	Totals		190,539

Source: The Metro Atlanta Chamber of Commerce, January 2020

6. Conclusion

The largest industries in the PMA are accommodation/food services, healthcare/social assistance, and retail trade industries. These industries account for 34.1 percent of total employment within the PMA. There have been several WARN notices issued in the county since 2019, resulting in 2,740 job losses. However, these job losses have been offset by numerous business expansions and new additions. Overall, Fulton County has experienced moderate employment growth since 2011. Total employment in Fulton County surpassed pre-recessionary levels in 2014. In the period between December 2018 and December 2019, total employment in Fulton County increased 1.9 percent. Overall, employment growth and the declining unemployment rate indicates that Fulton County has made a recovery from the most recent national recession and is in an expansionary phase. Recent business expansions in several industries suggest both the health of the county's historically stable industries such as healthcare and the growth of other industries such as professional/scientific/technology services. The growing local economy is a positive indicator of demand for rental housing and the Subject's proposed units.

H. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

The following demand analysis evaluates the potential amount of qualified households, which the Subject would have a fair chance at capturing. The structure of the analysis is based on the guidelines provided by DCA.

1. Income Restrictions

LIHTC rents are based upon a percentage of the Area Median Gross Income (“AMI”), adjusted for household size and utilities. The Georgia Department of Community Affairs (“DCA”) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that the maximum net rent a household will pay is 35 percent of its household income at the appropriate AMI level.

According to DCA, household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. For example, the maximum rent for a four-person household in a two-bedroom unit is based on an assumed household size of three persons (1.5 per bedroom). For income determination purposes, the maximum income is assumed to be 1.5 persons per bedroom rounded up to the nearest whole number. For example, maximum income for a one-bedroom unit is based on an assumed household size of two persons (1.5 persons per bedroom, rounded up). However, very few senior households have more than two persons. Therefore, we assume a maximum household size of two persons in our analysis.

To assess the likely number of tenants in the market area eligible to live in the Subject, we use Census information as provided by ESRI Information Systems, to estimate the number of potential tenants who would qualify to occupy the Subject as a LIHTC project.

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from the DCA website. For the Subject’s market rate units, we have assumed a maximum allowable income of 100 percent of the AMI.

2. Affordability

As discussed above, the maximum income is set by DCA while the minimum is based upon the minimum income needed to support affordability. This is based upon a standard of 35 percent. Lower and moderate-income families typically spend greater than 30 percent of their income on housing. These expenditure amounts can range higher than 50 percent depending upon market area. However, the 30 to 40 percent range is generally considered a reasonable range of affordability. DCA guidelines utilize 35 percent for families and 40 percent for seniors. We will use these guidelines to set the minimum income levels for the demand analysis.

FAMILY INCOME LIMITS

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@50%		@60%		Market	
1BR	\$23,897	\$31,900	\$28,183	\$38,280	\$30,857	\$63,800
2BR	\$29,040	\$35,900	\$34,354	\$43,080	\$36,000	\$71,800

3. Demand

The demand for the Subject will be derived from three sources: new households, existing households and elderly homeowners likely to convert to rentership. These calculations are illustrated in the following tables.

Demand from New Households

The number of new households entering the market is the first level of demand calculated. We utilized 2022, the anticipated date of market entry, as the base year for the analysis. Therefore, 2019 household population estimates are inflated to 2022 by interpolation of the difference between 2019 estimates and 2024 projections. This change in households is considered the gross potential demand for the Subject property. This

number is adjusted for income eligibility and renter tenure. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2022. This number takes the overall growth from 2019 to 2024 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

Demand from Existing Households

Demand for existing households is estimated by summing two sources of potential tenants. The first source is tenants who are rent overburdened. These are households who are paying over 35 percent for family households and 40 percent for senior households of their income in housing costs. This data is interpolated using ACS data based on appropriate income levels.

The second source is households living in substandard housing. We will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject. In general, we will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject.

Demand from Elderly Homeowners likely to Convert to Rentership

An additional source of demand is also seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. It should be noted that per DCA guidelines, we lower demand from seniors who convert to homeownership to be at or below 2.0 percent of total demand.

Other

Per the 2020 GA DCA Qualified Allocation Plan (QAP) and Market Study Manual, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we do not account for leakage from outside the PMA boundaries in our demand analysis.

DCA does not consider household turnover to be a source of market demand. Therefore, we do not account for household turnover in our demand analysis.

We calculated all of our capture rates based on household size. DCA guidelines indicate that properties with over 20 percent of their proposed units in three and four-bedroom units need to be adjusted to considered larger household sizes. Our capture rates incorporate household size adjustments for all of the Subject's units.

Net Demand

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed or placed in service from 2017 to the present.

Additions to Supply

Additions to supply will lower the number of potential qualified households. Pursuant to our understanding of DCA guidelines, we deduct the following units from the demand analysis.

- Comparable/competitive LIHTC and bond units (vacant or occupied) that were funded, are under construction, or are in properties that have not yet reached stabilized occupancy
- Comparable/competitive conventional or market rate units that are proposed, are under construction, or are in properties that have not yet reached stabilized occupancy. As the following discussion will demonstrate, competitive market rate units are those with rent levels that are comparable to the proposed rents at the Subject.

Per GA DCA guidelines, competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the Subject development. Six properties have been allocated in the PMA since 2017.

- Hillcrest Senior was allocated in 2018 for the new construction of 180 units targeting seniors in Atlanta, approximately 2.0 miles southwest of the Subject. Upon completion, the property will offer 180 one and two-bedroom units restricted to 60 percent of the AMI. Of the 65 units will be subsidized with project-based rental assistance (PBRA). The remaining 94 one-bedroom and 21 two-bedroom units will not compete directly with the Subject given the dissimilar tenancy. Thus, these units have not been deducted in our demand analysis.
- Haven at South Atlanta was allocated in 2019 for the new construction of 84 units targeting families in Atlanta, approximately 2.2 miles from the Subject. Upon completion, the property will offer 71 one, two, and three-bedroom units restricted to 50 and 60 percent of the AMI, as well as 13 unrestricted market rate units. Upon completion, the 74 one and two-bedroom units at this property will directly compete with the Subject and these units have been deducted in our demand analysis.
- Symphony at Lakewood was allocated in 2019 for the new construction of 60 units targeting families in Atlanta, approximately 1.2 miles south of the Subject. Upon completion, the property will offer 60 one, two, and three-bedroom units restricted to 40, 50, 60 and 80 percent of the AMI. Upon completion, the 20 one and two-bedroom units restricted to 50 percent AMI and the 15 one and two bedroom units restricted to 60 percent AMI at this property will directly compete with the Subject and these units have been deducted in our demand analysis.
- Capitol View Apartments was allocated in 2019 for the acquisition/rehabilitation of 120 units targeting families in Atlanta, approximately 0.9 mile northeast of the Subject. Upon completion, the property will offer 120 one and two -bedroom units restricted to 40, 50, 60 and 70 percent of the AMI. The 24, 40 and 50 percent AMI units will be covered by a project based rental assistance (PBRA) contract and will not be competitive with the Subject. The remaining units will be restricted to 60 and 70 percent AMI. The renovations will occur with tenants in place. However, some of the tenants will not income qualify post renovation. Thus, we have conservatively deducted the 19 one-bedroom and 47 two-bedroom units restricted to 60 percent AMI from our demand analysis as competitive supply.
- Sylvan Hills Senior was allocated in 2019 for the new construction of 183 units targeting seniors in Atlanta, approximately 1.2 miles south of the Subject. Upon completion, the property will offer 183 one and two-bedroom units restricted to 50 and 60 percent of the AMI. These units will not compete directly with the Subject given the dissimilar tenancy. Thus, these units have not been deducted in our demand analysis.
- Hartland Station was allocated in 2019 for the new construction of 131 units targeting families in Atlanta, approximately 1.4 miles south of the Subject. Upon completion, the property will offer 131 one, two and three-bedroom units restricted to 50, 60, and 80 percent of the AMI. The 13 one-bedroom and 20 two-bedroom units at 50 percent AMI and the 20 one-bedroom and 40 two-bedroom units at 60 percent AMI will compete directly with the Subject and these units have been deducted in our demand analysis.

The following table illustrates the total number of units removed based on existing properties as well as new properties to the market area that have been allocated or are not yet stabilized. Note that this table may illustrate non-competitive units and competitive properties that are not deducted from our demand analysis.

ADDITIONS TO SUPPLY

Unit Type	50% AMI	60% AMI	Market	Overall
1BR	28	66	4	98
2BR	40	123	7	170
Total	68	189	11	268

Rehab Developments and PBRA

For any properties that are rehab developments, the capture rates will be based on those units that are vacant, or whose tenants will be rent burdened or over income as listed on the Tenant Relocation Spreadsheet.

Units that are subsidized with PBRA or whose rents are more than 20 percent lower than the rent for other units of the same bedroom size in the same AMI band and comprise less than 10 percent of total units in the same AMI band will not be used in determining project demand. In addition, any units, if priced 30 percent lower than the average market rent for the bedroom type in any income segment, will be assumed to be leasable in the market and deducted from the total number of units in the project for determining capture rates.

Capture Rates

The above calculations and derived capture rates are illustrated in the following tables. Note that the demographic data used in the following tables, including tenure patterns, household size and income distribution through the projected market entry date of 2022 are illustrated in the previous section of this report.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2019		Projected Mkt Entry September 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	4,316	28.5%	4,208	27.6%	4,146	27.0%
\$10,000-19,999	3,757	24.8%	3,678	24.1%	3,632	23.7%
\$20,000-29,999	2,313	15.3%	2,336	15.3%	2,349	15.3%
\$30,000-39,999	1,400	9.2%	1,388	9.1%	1,381	9.0%
\$40,000-49,999	853	5.6%	890	5.8%	912	5.9%
\$50,000-59,999	635	4.2%	626	4.1%	621	4.0%
\$60,000-74,999	721	4.8%	783	5.1%	819	5.3%
\$75,000-99,999	527	3.5%	597	3.9%	637	4.1%
\$100,000-124,999	311	2.1%	354	2.3%	379	2.5%
\$125,000-149,999	156	1.0%	206	1.3%	235	1.5%
\$150,000-199,999	55	0.4%	76	0.5%	88	0.6%
\$200,000+	94	0.6%	130	0.9%	151	1.0%
Total	15,138	100.0%	15,272	100.0%	15,350	100.0%

Source: HISTA Data / Ribbon Demographics 2019, Novogradac Consulting LLP, March 2020

50% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @50%

Minimum Income Limit		\$23,897		Maximum Income Limit		\$35,900	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2019 to Prj Mrkt	Entry September 2022			Households	within Bracket	
\$0-9,999	-108	-80.2%	\$0	0.0%	0		
\$10,000-19,999	-79	-59.0%	\$0	0.0%	0		
\$20,000-29,999	23	17.0%	\$6,102	61.0%	14		
\$30,000-39,999	-12	-9.0%	\$5,900	59.0%	-7		
\$40,000-49,999	37	27.8%	\$0	0.0%	0		
\$50,000-59,999	-9	-6.6%	\$0	0.0%	0		
\$60,000-74,999	62	46.2%	\$0	0.0%	0		
\$75,000-99,999	70	51.9%	\$0	0.0%	0		
\$100,000-124,999	43	32.1%	\$0	0.0%	0		
\$125,000-149,999	50	37.3%	\$0	0.0%	0		
\$150,000-199,999	21	15.6%	\$0	0.0%	0		
\$200,000+	36	26.9%	\$0	0.0%	0		
Total	134	100.0%		5.1%	7		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @50%

Minimum Income Limit		\$23,897		Maximum Income Limit		\$35,900	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households		
					within Bracket		
\$0-9,999	4,316	28.5%	\$0	0.0%	0		
\$10,000-19,999	3,757	24.8%	\$0	0.0%	0		
\$20,000-29,999	2,313	15.3%	\$6,102	61.0%	1,412		
\$30,000-39,999	1,400	9.2%	\$5,900	59.0%	826		
\$40,000-49,999	853	5.6%	\$0	0.0%	0		
\$50,000-59,999	635	4.2%	\$0	0.0%	0		
\$60,000-74,999	721	4.8%	\$0	0.0%	0		
\$75,000-99,999	527	3.5%	\$0	0.0%	0		
\$100,000-124,999	311	2.1%	\$0	0.0%	0		
\$125,000-149,999	156	1.0%	\$0	0.0%	0		
\$150,000-199,999	55	0.4%	\$0	0.0%	0		
\$200,000+	94	0.6%	\$0	0.0%	0		
Total	15,138	100.0%		14.8%	2,238		

ASSUMPTIONS - @50%

Tenancy		Family		% of Income towards Housing		35%	
Rural/Urban		Urban		Maximum # of Occupants		3	
Persons in Household	0BR	1BR	2BR	3BR	4BR+		
1	0%	90%	10%	0%	0%		
2	0%	20%	80%	0%	0%		
3	0%	0%	60%	40%	0%		
4	0%	0%	30%	40%	30%		
5+	0%	0%	0%	50%	50%		

Demand from New Renter Households 2019 to September 2022

Income Target Population	@50%
New Renter Households PMA	134
Percent Income Qualified	5.1%
New Renter Income Qualified Households	7

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@50%
Total Existing Demand	15,138
Income Qualified	14.8%
Income Qualified Renter Households	2,238
Percent Rent Overburdened Prj Mrkt Entry September 2022	58.1%
Rent Overburdened Households	1,299

Demand from Living in Substandard Housing

Income Qualified Renter Households	2,238
Percent Living in Substandard Housing	1.7%
Households Living in Substandard Housing	39

Senior Households Converting from Homeownership

Income Target Population	@50%
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	1,338
Total New Demand	7
Total Demand (New Plus Existing Households)	1,345

Demand from Seniors Who Convert from Homeownership	0
Percent of Total Demand From Homeownership Conversion	0.0%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	42.5%	572
Two Persons	23.1%	310
Three Persons	14.0%	188
Four Persons	8.9%	120
Five Persons	11.5%	154
Total	100.0%	1,345

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	514
Of two-person households in 1BR units	20%	62
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	57
Of two-person households in 2BR units	80%	248
Of three-person households in 2BR units	60%	113
Of four-person households in 2BR units	30%	36
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	75
Of four-person households in 3BR units	40%	48
Of five-person households in 3BR units	50%	77
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	36
Of five-person households in 4BR units	50%	77
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		1,345

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	576	-	28	=	548
2 BR	454	-	40	=	414
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	1,031		68		963

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	20	/	548	=	3.6%
2 BR	8	/	414	=	1.9%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	28		963		2.9%

60% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$28,183		Maximum Income Limit		\$43,080	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2019 to Prj Mrkt Entry September 2022				Households within Bracket		
\$0-9,999	-108	-80.2%	\$0	0.0%	0		
\$10,000-19,999	-79	-59.0%	\$0	0.0%	0		
\$20,000-29,999	23	17.0%	\$1,816	18.2%	4		
\$30,000-39,999	-12	-9.0%	\$9,999	100.0%	-12		
\$40,000-49,999	37	27.8%	\$3,080	30.8%	12		
\$50,000-59,999	-9	-6.6%	\$0	0.0%	0		
\$60,000-74,999	62	46.2%	\$0	0.0%	0		
\$75,000-99,999	70	51.9%	\$0	0.0%	0		
\$100,000-124,999	43	32.1%	\$0	0.0%	0		
\$125,000-149,999	50	37.3%	\$0	0.0%	0		
\$150,000-199,999	21	15.6%	\$0	0.0%	0		
\$200,000+	36	26.9%	\$0	0.0%	0		
Total	134	100.0%		2.7%	4		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$28,183		Maximum Income Limit		\$43,080	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
	\$0-9,999	4,316			28.5%	\$0	0.0%
\$10,000-19,999	3,757	24.8%	\$0	0.0%	0		
\$20,000-29,999	2,313	15.3%	\$1,816	18.2%	420		
\$30,000-39,999	1,400	9.2%	\$9,999	100.0%	1,400		
\$40,000-49,999	853	5.6%	\$3,080	30.8%	263		
\$50,000-59,999	635	4.2%	\$0	0.0%	0		
\$60,000-74,999	721	4.8%	\$0	0.0%	0		
\$75,000-99,999	527	3.5%	\$0	0.0%	0		
\$100,000-124,999	311	2.1%	\$0	0.0%	0		
\$125,000-149,999	156	1.0%	\$0	0.0%	0		
\$150,000-199,999	55	0.4%	\$0	0.0%	0		
\$200,000+	94	0.6%	\$0	0.0%	0		
Total	15,138	100.0%		13.8%	2,083		

ASSUMPTIONS - @60%

Tenancy		Family		% of Income towards Housing		35%
Rural/Urban		Urban		Maximum # of Occupants		3
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	90%	10%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	60%	40%	0%	
4	0%	0%	30%	40%	30%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2019 to September 2022

Income Target Population	@60%
New Renter Households PMA	134
Percent Income Qualified	2.7%
New Renter Income Qualified Households	4

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	15,138
Income Qualified	13.8%
Income Qualified Renter Households	2,083
Percent Rent Overburdened Prj Mrkt Entry September 2022	58.1%
Rent Overburdened Households	1,209

Demand from Living in Substandard Housing

Income Qualified Renter Households	2,083
Percent Living in Substandard Housing	1.7%
Households Living in Substandard Housing	36

Senior Households Converting from Homeownership

Income Target Population	@60%
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	1,246
Total New Demand	4
Total Demand (New Plus Existing Households)	1,249

Demand from Seniors Who Convert from Homeownership	0
Percent of Total Demand From Homeownership Conversion	0.0%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	42.5%	531
Two Persons	23.1%	288
Three Persons	14.0%	175
Four Persons	8.9%	112
Five Persons	11.5%	143
Total	100.0%	1,249

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	478
Of two-person households in 1BR units	20%	58
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	53
Of two-person households in 2BR units	80%	231
Of three-person households in 2BR units	60%	105
Of four-person households in 2BR units	30%	34
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	70
Of four-person households in 3BR units	40%	45
Of five-person households in 3BR units	50%	72
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	34
Of five-person households in 4BR units	50%	72
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		1,249

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	535	-	66	=	469
2 BR	422	-	123	=	299
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	958		189		769

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	14	/	469	=	3.0%
2 BR	6	/	299	=	2.0%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	20		769		2.6%

Market Rate**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Market**

Minimum Income Limit		\$30,857		Maximum Income Limit		\$71,800	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2019 to Prj Mrkt	Entry September 2022			Households	within Bracket	
\$0-9,999	-108	-80.2%	\$0	0.0%	0		
\$10,000-19,999	-79	-59.0%	\$0	0.0%	0		
\$20,000-29,999	23	17.0%	\$0	0.0%	0		
\$30,000-39,999	-12	-9.0%	\$9,142	91.4%	-11		
\$40,000-49,999	37	27.8%	\$9,999	100.0%	37		
\$50,000-59,999	-9	-6.6%	\$9,999	100.0%	-9		
\$60,000-74,999	62	46.2%	\$11,800	78.7%	49		
\$75,000-99,999	70	51.9%	\$0	0.0%	0		
\$100,000-124,999	43	32.1%	\$0	0.0%	0		
\$125,000-149,999	50	37.3%	\$0	0.0%	0		
\$150,000-199,999	21	15.6%	\$0	0.0%	0		
\$200,000+	36	26.9%	\$0	0.0%	0		
Total	134	100.0%		49.4%	66		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Market

Minimum Income Limit		\$30,857		Maximum Income Limit		\$71,800	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households		
					within Bracket		
\$0-9,999	4,316	28.5%	\$0	0.0%	0		
\$10,000-19,999	3,757	24.8%	\$0	0.0%	0		
\$20,000-29,999	2,313	15.3%	\$0	0.0%	0		
\$30,000-39,999	1,400	9.2%	\$9,142	91.4%	1,280		
\$40,000-49,999	853	5.6%	\$9,999	100.0%	853		
\$50,000-59,999	635	4.2%	\$9,999	100.0%	635		
\$60,000-74,999	721	4.8%	\$11,800	78.7%	567		
\$75,000-99,999	527	3.5%	\$0	0.0%	0		
\$100,000-124,999	311	2.1%	\$0	0.0%	0		
\$125,000-149,999	156	1.0%	\$0	0.0%	0		
\$150,000-199,999	55	0.4%	\$0	0.0%	0		
\$200,000+	94	0.6%	\$0	0.0%	0		
Total	15,138	100.0%		22.0%	3,335		

ASSUMPTIONS - Market

Tenancy		Family		% of Income towards Housing		35%
Rural/Urban		Urban		Maximum # of Occupants		3
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	90%	10%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	60%	40%	0%	
4	0%	0%	30%	40%	30%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2019 to September 2022

Income Target Population	Market
New Renter Households PMA	134
Percent Income Qualified	49.4%
New Renter Income Qualified Households	66

Demand from Existing Households 2019**Demand from Rent Overburdened Households**

Income Target Population	Market
Total Existing Demand	15,138
Income Qualified	22.0%
Income Qualified Renter Households	3,335
Percent Rent Overburdened Prj Mrkt Entry September 2022	58.1%
Rent Overburdened Households	1,936

Demand from Living in Substandard Housing

Income Qualified Renter Households	3,335
Percent Living in Substandard Housing	1.7%
Households Living in Substandard Housing	58

Senior Households Converting from Homeownership

Income Target Population	Market
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	1,995
Total New Demand	66
Total Demand (New Plus Existing Households)	2,061

Demand from Seniors Who Convert from Homeownership	0
Percent of Total Demand From Homeownership Conversion	0.0%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	42.5%	876
Two Persons	23.1%	475
Three Persons	14.0%	289
Four Persons	8.9%	184
Five Persons	11.5%	237
Total	100.0%	2,061

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	788
Of two-person households in 1BR units	20%	95
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	88
Of two-person households in 2BR units	80%	380
Of three-person households in 2BR units	60%	173
Of four-person households in 2BR units	30%	55
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	115
Of four-person households in 3BR units	40%	74
Of five-person households in 3BR units	50%	118
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	55
Of five-person households in 4BR units	50%	118
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		2,061

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	883	-	4	=	879
2 BR	696	-	7	=	689
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	1,580		11		1,569

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	7	/	879	=	0.8%
2 BR	3	/	689	=	0.4%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	10		1,569		0.6%

Overall LIHTC

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC

Minimum Income Limit		\$23,897		Maximum Income Limit		\$43,080	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2019 to Prj Mrkt Entry September 2022				Households within Bracket		
\$0-9,999	-108	-80.2%	\$0	0.0%	0		
\$10,000-19,999	-79	-59.0%	\$0	0.0%	0		
\$20,000-29,999	23	17.0%	\$6,102	61.0%	14		
\$30,000-39,999	-12	-9.0%	\$9,999	100.0%	-12		
\$40,000-49,999	37	27.8%	\$3,080	30.8%	12		
\$50,000-59,999	-9	-6.6%	\$0	0.0%	0		
\$60,000-74,999	62	46.2%	\$0	0.0%	0		
\$75,000-99,999	70	51.9%	\$0	0.0%	0		
\$100,000-124,999	43	32.1%	\$0	0.0%	0		
\$125,000-149,999	50	37.3%	\$0	0.0%	0		
\$150,000-199,999	21	15.6%	\$0	0.0%	0		
\$200,000+	36	26.9%	\$0	0.0%	0		
Total	134	100.0%		10.0%	13		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC

Minimum Income Limit		\$23,897		Maximum Income Limit		\$43,080	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households		
					within Bracket		
\$0-9,999	4,316	28.5%	\$0	0.0%	0		
\$10,000-19,999	3,757	24.8%	\$0	0.0%	0		
\$20,000-29,999	2,313	15.3%	\$6,102	61.0%	1,412		
\$30,000-39,999	1,400	9.2%	\$9,999	100.0%	1,400		
\$40,000-49,999	853	5.6%	\$3,080	30.8%	263		
\$50,000-59,999	635	4.2%	\$0	0.0%	0		
\$60,000-74,999	721	4.8%	\$0	0.0%	0		
\$75,000-99,999	527	3.5%	\$0	0.0%	0		
\$100,000-124,999	311	2.1%	\$0	0.0%	0		
\$125,000-149,999	156	1.0%	\$0	0.0%	0		
\$150,000-199,999	55	0.4%	\$0	0.0%	0		
\$200,000+	94	0.6%	\$0	0.0%	0		
Total	15,138	100.0%		20.3%	3,074		

ASSUMPTIONS - Overall LIHTC

Tenancy		Family		% of Income towards Housing		35%
Rural/Urban		Urban		Maximum # of Occupants		3
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	90%	10%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	60%	40%	0%	
4	0%	0%	30%	40%	30%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2019 to September 2022

Income Target Population	Overall LIHTC
New Renter Households PMA	134
Percent Income Qualified	10.0%
New Renter Income Qualified Households	13

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	Overall LIHTC
Total Existing Demand	15,138
Income Qualified	20.3%
Income Qualified Renter Households	3,074
Percent Rent Overburdened Prj Mrkt Entry September 2022	58.1%
Rent Overburdened Households	1,785

Demand from Living in Substandard Housing

Income Qualified Renter Households	3,074
Percent Living in Substandard Housing	1.7%
Households Living in Substandard Housing	54

Senior Households Converting from Homeownership

Income Target Population	Overall LIHTC
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	1,838
Total New Demand	13
Total Demand (New Plus Existing Households)	1,852

Demand from Seniors Who Convert from Homeownership	0
Percent of Total Demand From Homeownership Conversion	0.0%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	42.5%	787
Two Persons	23.1%	427
Three Persons	14.0%	259
Four Persons	8.9%	166
Five Persons	11.5%	213
Total	100.0%	1,852

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	90%	708
Of two-person households in 1BR units	20%	85
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	79
Of two-person households in 2BR units	80%	342
Of three-person households in 2BR units	60%	156
Of four-person households in 2BR units	30%	50
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	104
Of four-person households in 3BR units	40%	66
Of five-person households in 3BR units	50%	106
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	50
Of five-person households in 4BR units	50%	106
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		1,852

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	794	-	94	=	700
2 BR	626	-	163	=	463
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	1,419		257		1,162

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	34	/	700	=	4.9%
2 BR	14	/	463	=	3.0%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	48		1,162		4.1%

Overall

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$23,897		Maximum Income Limit		\$71,800	
Income Category	New Renter Households - Total Change		Income Brackets	Percent within Cohort	Renter		
	in Households PMA 2019 to Prj Mrkt	Entry September 2022			Households	within Bracket	
\$0-9,999	-108	-80.2%	\$0	0.0%	0		
\$10,000-19,999	-79	-59.0%	\$0	0.0%	0		
\$20,000-29,999	23	17.0%	\$6,102	61.0%	14		
\$30,000-39,999	-12	-9.0%	\$9,999	100.0%	-12		
\$40,000-49,999	37	27.8%	\$9,999	100.0%	37		
\$50,000-59,999	-9	-6.6%	\$9,999	100.0%	-9		
\$60,000-74,999	62	46.2%	\$11,800	78.7%	49		
\$75,000-99,999	70	51.9%	\$0	0.0%	0		
\$100,000-124,999	43	32.1%	\$0	0.0%	0		
\$125,000-149,999	50	37.3%	\$0	0.0%	0		
\$150,000-199,999	21	15.6%	\$0	0.0%	0		
\$200,000+	36	26.9%	\$0	0.0%	0		
Total	134	100.0%		59.0%	79		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$23,897		Maximum Income Limit		\$71,800	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households		
					within Bracket		
\$0-9,999	4,316	28.5%	\$0	0.0%	0		
\$10,000-19,999	3,757	24.8%	\$0	0.0%	0		
\$20,000-29,999	2,313	15.3%	\$6,102	61.0%	1,412		
\$30,000-39,999	1,400	9.2%	\$9,999	100.0%	1,400		
\$40,000-49,999	853	5.6%	\$9,999	100.0%	853		
\$50,000-59,999	635	4.2%	\$9,999	100.0%	635		
\$60,000-74,999	721	4.8%	\$11,800	78.7%	567		
\$75,000-99,999	527	3.5%	\$0	0.0%	0		
\$100,000-124,999	311	2.1%	\$0	0.0%	0		
\$125,000-149,999	156	1.0%	\$0	0.0%	0		
\$150,000-199,999	55	0.4%	\$0	0.0%	0		
\$200,000+	94	0.6%	\$0	0.0%	0		
Total	15,138	100.0%		32.1%	4,867		

ASSUMPTIONS - Overall

ASSUMPTIONS - Overall						
Tenancy	Family		% of Income towards Housing			35%
Rural/Urban	Urban		Maximum # of Occupants			3
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	90%	10%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	60%	40%	0%	
4	0%	0%	30%	40%	30%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2019 to September 2022

Income Target Population	Overall
New Renter Households PMA	134
Percent Income Qualified	59.0%
New Renter Income Qualified Households	79

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	15,138
Income Qualified	32.1%
Income Qualified Renter Households	4,867
Percent Rent Overburdened Prj Mrkt Entry September 2022	58.1%
Rent Overburdened Households	2,825

Demand from Living in Substandard Housing

Income Qualified Renter Households	4,867
Percent Living in Substandard Housing	1.7%
Households Living in Substandard Housing	85

Senior Households Converting from Homeownership

Income Target Population	Overall
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	2,910
Total New Demand	79
Total Demand (New Plus Existing Households)	2,990

Demand from Seniors Who Convert from Homeownership	0
Percent of Total Demand From Homeownership Conversion	0.0%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	42.5%	1,270
Two Persons	23.1%	690
Three Persons	14.0%	419
Four Persons	8.9%	267
Five Persons	11.5%	343
Total	100.0%	2,990

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
<hr/>		
Of one-person households in 1BR units	90%	1143
Of two-person households in 1BR units	20%	138
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
<hr/>		
Of one-person households in 2BR units	10%	127
Of two-person households in 2BR units	80%	552
Of three-person households in 2BR units	60%	251
Of four-person households in 2BR units	30%	80
Of five-person households in 2BR units	0%	0
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Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	168
Of four-person households in 3BR units	40%	107
Of five-person households in 3BR units	50%	172
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Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	80
Of five-person households in 4BR units	50%	172
<hr/>		
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
Total Demand		2,990

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,281	-	98	=	1,183
2 BR	1,010	-	170	=	840
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	2,292		268		2,024

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	41	/	1,183	=	3.5%
2 BR	17	/	840	=	2.0%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	58		2,024		2.9%

Capture Rate Analysis Chart

Our demand analysis is used to determine a base of demand for the Subject as a tax credit property. Several factors affect the indicated capture rates and are discussed following.

- The number of households in the PMA is expected to increase 0.7 percent between 2019 and 2022.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

The following table illustrates demand and net demand for the Subject's units. Note that these capture rates are not based on appropriate bedroom types, as calculated previously.

DEMAND AND NET DEMAND

DCA Conclusion Tables (Family)	HH at @50% AMI (\$23,897 to \$35,900)	HH at @60% AMI (\$28,183 to \$43,080)	HH at Market AMI (\$30,857 to \$71,800)	Overall LIHTC	Overall Demand
Demand from New Households (age and income appropriate)	7	4	66	13	79
PLUS	+	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	39	36	58	54	85
PLUS	+	+	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	1,299	1,209	1,936	1,785	2,825
Sub Total	1,345	1,249	2,061	1,852	2,990
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	0	0	0	0	0
Equals Total Demand	1,345	1,249	2,061	1,852	2,990
Less	-	-	-	-	-
Competitive New Supply	68	189	11	257	268
Equals Net Demand	1,277	1,060	2,050	1,595	2,722

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Average Market Rents	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR @50%	\$23,897	\$31,900	20	576	28	548	3.6%	\$965	\$723	\$1,420	\$628
1BR @60%	\$28,183	\$38,280	14	535	66	469	3.0%	\$1,043	\$869	\$1,420	\$753
1BR Market	\$30,857	\$63,800	7	883	4	879	0.8%	\$1,172	\$990	\$1,420	\$900
1BR Overall	\$23,897	\$63,800	41	1,281	98	1,183	3.5%	-	-	-	-
2BR @50%	\$29,040	\$35,900	8	454	40	414	1.9%	\$1,122	\$836	\$1,533	\$757
2BR @60%	\$34,354	\$43,080	6	422	123	299	2.0%	\$1,177	\$935	\$1,533	\$912
2BR Market	\$36,000	\$71,800	3	696	7	689	0.4%	\$1,323	\$1,164	\$1,533	\$1,050
2BR Overall	\$29,040	\$71,800	17	1,010	170	840	2.0%	-	-	-	-
@50% Overall	\$23,897	\$35,900	28	1,031	68	963	2.9%	-	-	-	-
@60% Overall	\$28,183	\$43,080	20	958	189	769	2.6%	-	-	-	-
Market Overall	\$30,857	\$71,800	10	1,580	11	1,569	0.6%	-	-	-	-
Overall LIHTC	\$23,897	\$43,080	48	1,419	257	1,162	4.1%	-	-	-	-
Overall	\$23,897	\$71,800	58	2,292	268	2,024	2.9%	-	-	-	-

As the analysis illustrates, the Subject's capture rates at the 50 percent AMI capture rates range from 1.9 to 3.6 percent, with an overall capture rate of 2.9 percent. The Subject's capture rates at the 60 percent AMI capture rates range from 2.0 to 3.0 percent, with an overall capture rate of 2.6 percent. The Subject's capture rates at the market rate range from 0.4 to 0.8 percent, with an overall capture rate of 0.6 percent. The overall capture rate for the 50 and 60 percent units is 4.1 percent. The overall capture rate for the project is 2.9 percent. Therefore, we believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

I. EXISTING COMPETITIVE RENTAL ENVIRONMENT

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes eight “true” comparable properties containing 1,920 units.

The availability of LIHTC data is considered good. We included six LIHTC and mixed-income comparables in our analysis, five of which are located within the PMA, between 1.1 and 2.5 miles of the Subject. The Station At Richmond Hill is located outside the PMA, approximately 2.9 miles from the Subject site in a similar location with respect to median gross rents. This property is considered reasonable a proxy for the Subject as it is among the most proximate LIHTC properties offering non-subsidized units that agreed to participate in our survey. The comparables were built or renovated between 2001 and 2008.

The availability of market rate data is considered fair. The Subject is located in the southwestern portion of Atlanta and there are a limited number of market-rate properties in the immediate area. We include two conventional properties in our analysis of the competitive market, which are located inside the PMA. We exclude other market rate properties as they offer an inferior age and condition or we were unable to contact a representative with the property to participate in our survey. It should be noted that five of the six of the LIHTC comparables offer market rate rental units in addition to LIHTC units. Overall, we believe the market rate and mixed-income properties used in our analysis are the most comparable. Other market rate properties are excluded based on proximity, unit types, or age and condition.

A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided on the following pages. A map illustrating the location of the Subject in relation to comparable properties is also provided on the following pages. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

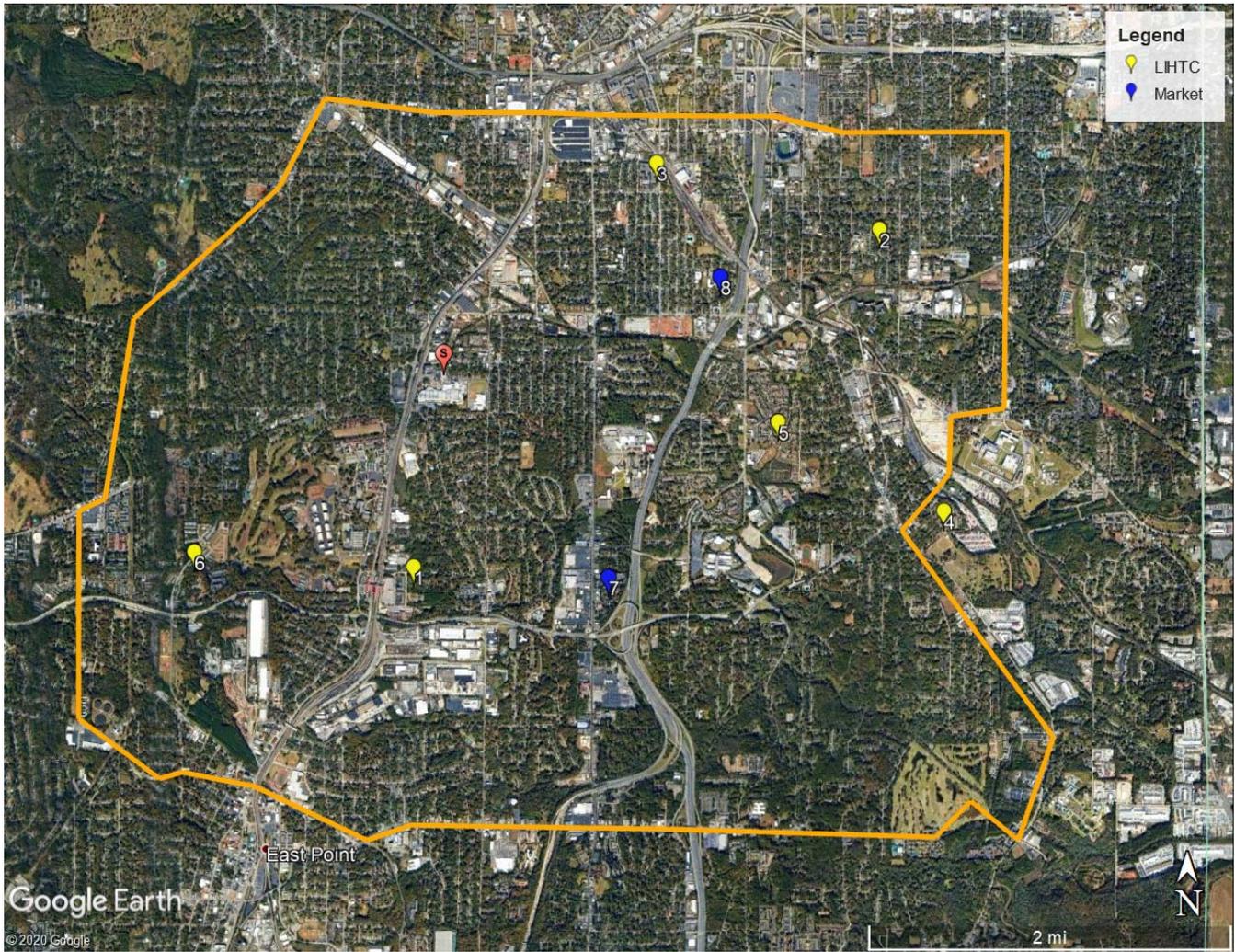
Excluded Properties

The following table illustrates properties within the PMA that are excluded from our analysis along with their reason for exclusion.

EXCLUDED PROPERTIES

Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion
Haven at South Atlanta	LIHTC/Market	Atlanta	Family	84	Proposed
Baptist Gardens	LIHTC	Atlanta	Senior	100	Dissimilar tenancy
Brentwood Village Apartments	LIHTC	Atlanta	Family	506	More comparable properties
Gladstone Apartments	LIHTC	Atlanta	Family	302	More comparable properties
Hidden Cove Apartments	LIHTC	East Point	Family	164	More comparable properties
The Square At Peopletown	LIHTC	Atlanta	Family	94	More comparable properties
Adair Court	LIHTC/Market	Atlanta	Senior	91	Dissimilar tenancy
Colonial Square	LIHTC/Market	Atlanta	Family	192	Inferior condition
Lakewood Christian Manor	LIHTC/Market	Atlanta	Senior	251	Dissimilar tenancy
Oglethorpe Place	LIHTC/Market	Atlanta	Family	144	More comparable properties
The Villas At Lakewood	LIHTC/Market	Atlanta	Family	192	Only three-bedroom units
The Vineyards At Brown's Mill	LIHTC/Market	Atlanta	Family	210	More comparable properties
Ashley West End	LIHTC/Market/Section 8	Atlanta	Family	112	More comparable properties
Phoenix House	LIHTC/Section 8	Atlanta	Disabled	65	Dissimilar tenancy
Betmar Village Apartments	LIHTC/Section 8	Atlanta	Senior	47	Dissimilar tenancy
Columbia Blackshear Senior Residences	Public Housing	Atlanta	Senior	78	Subsidized rents
Columbia High Point Senior	Public Housing	Atlanta	Senior	94	Subsidized rents
GE Tower Apartments	Public Housing	Atlanta	Family	201	Subsidized rents
Renaissance At Park Place South	Public Housing	Atlanta	Senior	100	Subsidized rents
Abernathy Tower Apartments	Section 8	Atlanta	Senior	100	Subsidized rents
Baptist Towers	Section 8	Atlanta	Senior	300	Subsidized rents
Capitol Avenue Apartments	Section 8	Atlanta	Senior	48	Subsidized rents
Capitol Towers	Section 8	Atlanta	Senior	39	Subsidized rents
Capitol Vanira Apartments	Section 8	Atlanta	Family	60	Subsidized rents
Gateway Capitol View	Section 8	Atlanta	Senior	162	Subsidized rents
Heritage Station Senior Village	Section 8	Atlanta	Senior	150	Subsidized rents
Oakland City I And II	Section 8	Atlanta	Family	111	Subsidized rents
Stanton Oaks (fka Boynton Village)	Section 8	Atlanta	Family	43	Subsidized rents
Trinity Towers	Section 8	Atlanta	Senior	240	Subsidized rents
Lillie R. Campbell House	Section 8	Atlanta	Senior	96	Subsidized rents
QLS Haven	Section 8	Atlanta	Senior	120	Subsidized rents
Manor III	Market	Atlanta	Family	126	Inferior condition
Venetian Hills Apartments	Market	Atlanta	Family	120	Inferior condition
1295 West Apartments	Market	Atlanta	Family	251	More comparable properties
Oakland Park Townhomes	Market	Atlanta	Family	60	Inferior condition
New West End Apartments	Market	Atlanta	Family	34	More comparable properties
Aspen Courts	Market	Atlanta	Family	157	More comparable properties
East Point Commons	Market	Atlanta	Family	34	More comparable properties

1. Comparable Rental Property Map



Source: Google Earth, March 2020

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Distance to Subject
S	1055 Arden	Atlanta	LIHTC/Market	-
1	Columbia At Sylvan Hills	Atlanta	LIHTC/ Market	1.1 miles
2	Columbia Peoplestown	Atlanta	LIHTC/ Market	2.5 miles
3	Heritage Station Apartment Homes	Atlanta	LIHTC/Section 8/ Market	1.6 miles
4	The Station At Richmond Hill*	Atlanta	LIHTC/ Market	2.9 miles
5	The Villages At Carver	Atlanta	LIHTC/ Market	1.9 miles
6	Village Highlands	East Point	LIHTC	1.7 miles
7	Brookside Park Apartments	Atlanta	Market	1.5 miles
8	Crogman School Lofts	Atlanta	Market	1.6 miles

*Located outside PMA

The following tables illustrate detailed information in a comparable framework for the Subject and the comparable properties.

SUMMARY MATRIX														
Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	1055 Arden 1055 Arden Avenue SW Atlanta, GA 30310 Fulton County	-	Midrise 4-stories 2022 / n/a Family	@50%, @60%, Market	1BR / 1BA	20	34.5%	653	@50%	\$628	No	N/A	N/A	N/A
					1BR / 1BA	14	24.1%	653	@60%	\$753	No	N/A	N/A	N/A
					1BR / 1BA	7	12.1%	653	Market	\$900	N/A	N/A	N/A	N/A
					2BR / 2BA	8	13.8%	963	@50%	\$757	No	N/A	N/A	N/A
					2BR / 2BA	6	10.3%	963	@60%	\$912	No	N/A	N/A	N/A
					2BR / 2BA	3	5.2%	963	Market	\$1,050	N/A	N/A	N/A	N/A
					58							N/A	N/A	
1	Columbia At Sylvan Hills 1150 Astor Ave SW Atlanta, GA 30310 Fulton County	1.1 miles	Midrise 4-stories 2008 / n/a Family	@60%, Market, PHA (Project Based Rental Assistance - PBRA)	1BR / 1BA	44	23.3%	768	@60%	\$882	Yes	Yes	0	0.0%
					1BR / 1BA	3	1.6%	768	Market	\$990	N/A	No	0	0.0%
					1BR / 1BA	11	5.8%	768	PHA (PBRA)	-	N/A	Yes	0	0.0%
					2BR / 2BA	72	38.1%	1,067	@60%	\$1,052	Yes	Yes	0	0.0%
					2BR / 2BA	31	16.4%	1,067	Market	\$1,182	N/A	No	0	0.0%
					2BR / 2BA	21	11.1%	1,067	PHA (PBRA)	-	N/A	Yes	0	0.0%
					3BR / 2BA	6	3.2%	1,356	@60%	\$1,218	Yes	Yes	0	0.0%
					3BR / 2BA	1	0.5%	1,356	Market	\$1,417	N/A	No	0	0.0%
										189				
2	Columbia Peopletown 222 Tuskegee St Atlanta, GA 30315 Fulton County	2.5 miles	Garden 3-stories 2003 / n/a Family	@50% (HOME), @60%, @60% (HOME), Market	2BR / 2BA	2	2.0%	1,103	@50% (HOME)	\$836	Yes	Yes	0	0.0%
					2BR / 2BA	38	38.4%	1,103	@60%	\$935	Yes	Yes	0	0.0%
					2BR / 2BA	4	4.0%	1,103	@60% (HOME)	\$935	Yes	Yes	0	0.0%
					2BR / 2BA	29	29.3%	1,103	Market	\$1,502	N/A	No	N/A	N/A
					3BR / 2BA	25	25.3%	1,302	@60%	\$1,085	Yes	Yes	0	0.0%
					3BR / 2BA	1	1.0%	1,302	Market	\$1,764	N/A	No	N/A	N/A
					99							5	5.1%	
3	Heritage Station Apartment Homes 765 McDaniel St SW Atlanta, GA 30310 Fulton County	1.6 miles	Midrise 4-stories 2006 / n/a Family	@50%, @54%, Market, Section 8	1BR / 1BA	N/A	N/A	710	@50%	\$748	Yes	No	0	N/A
					1BR / 1BA	10	4.6%	710	@54%	\$840	Yes	No	0	0.0%
					1BR / 1BA	17	7.7%	710	Market	\$1,025	N/A	No	N/A	N/A
					1BR / 1BA	18	8.2%	710	Section 8	\$852	N/A	Yes	0	0.0%
					2BR / 2BA	24	10.9%	1,058	@54%	\$930	Yes	No	0	0.0%
					2BR / 2BA	59	26.8%	1,058	Market	\$1,217	N/A	No	N/A	N/A
					2BR / 2BA	55	25.0%	1,058	Section 8	\$1,068	N/A	Yes	0	0.0%
					3BR / 2BA	7	3.2%	1,232	@54%	\$1,065	Yes	No	0	0.0%
					3BR / 2BA	15	6.8%	1,232	Market	\$1,414	N/A	No	N/A	N/A
					3BR / 2BA	15	6.8%	1,232	Section 8	\$1,254	N/A	Yes	0	0.0%
										220				
4	The Station At Richmond Hill 1770 Richmond Cir SE Atlanta, GA 30315 Fulton County	2.9 miles	Townhouse 2-stories 1960 / 2004 Family	@60%, Market	1BR / 1BA	N/A	N/A	900	@60%	\$900	Yes	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,200	@60%	\$942	Yes	No	N/A	N/A
					2BR / 1BA	N/A	N/A	1,200	Market	\$1,164	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,200	@60%	\$942	Yes	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,200	Market	\$1,164	N/A	No	N/A	N/A
					181							2	1.1%	
5	The Villages At Carver 174 Moury Ave Atlanta, GA 30315 Fulton County	1.9 miles	Garden 3-stories 2001 / n/a Family	@50%, @60%, Market	1BR / 1BA	N/A	N/A	698	@50%	\$723	Yes	Yes	N/A	N/A
					1BR / 1BA	N/A	N/A	698	@60%	\$877	Yes	Yes	N/A	N/A
					1BR / 1BA	N/A	N/A	698	Market	\$1,174	N/A	No	N/A	N/A
					2BR / 1BA	N/A	N/A	906	@50%	\$853	Yes	Yes	N/A	N/A
					2BR / 1BA	N/A	N/A	906	@60%	\$1,051	Yes	Yes	N/A	N/A
					2BR / 1BA	N/A	N/A	906	Market	\$1,277	N/A	No	N/A	N/A
					2BR / 1.5BA	N/A	N/A	1,303	@50%	\$887	Yes	Yes	N/A	N/A
					2BR / 1.5BA	N/A	N/A	1,303	@60%	\$1,022	Yes	Yes	N/A	N/A
					2BR / 1.5BA	N/A	N/A	1,303	Market	\$1,392	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,150	@50%	\$930	Yes	Yes	N/A	N/A
					2BR / 2BA	N/A	N/A	1,150	@60%	\$1,143	Yes	Yes	N/A	N/A
					2BR / 2BA	N/A	N/A	1,150	Market	\$1,367	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,378	@50%	\$988	N/A	Yes	N/A	N/A
					3BR / 2BA	N/A	N/A	1,378	@60%	\$1,207	N/A	Yes	N/A	N/A
3BR / 2BA	N/A	N/A	1,378	Market	\$1,504	N/A	No	N/A	N/A					
4BR / 2BA	N/A	N/A	1,438	@50%	\$1,074	Yes	Yes	N/A	N/A					
4BR / 2BA	N/A	N/A	1,438	@60%	\$1,312	Yes	Yes	N/A	N/A					
					667							8	1.2%	
6	Village Highlands 1932 Stanton Road East Point, GA 30344 Fulton County	1.7 miles	Garden 4-stories 2005 / n/a Family	@60%	1BR / 1BA	49	19.0%	789	@60%	\$869	Yes	Yes	N/A	N/A
					2BR / 2BA	148	57.4%	1,146	@60%	\$1,089	Yes	None	N/A	N/A
					3BR / 2BA	61	23.6%	1,302	@60%	\$1,287	Yes	None	N/A	N/A
					258							33	12.8%	
7	Brookside Park Apartments 565 St Johns Ave SW Atlanta, GA 30315 Fulton County	1.5 miles	Garden 3-stories 2004 / n/a Family	Market	1BR / 1BA	56	27.9%	830	Market	\$1,420	N/A	No	2	3.6%
					2BR / 2BA	102	50.8%	1,119	Market	\$1,533	N/A	No	3	2.9%
					3BR / 2BA	43	21.4%	1,335	Market	\$1,718	N/A	No	1	2.3%
					201							6	3.0%	
8	Crogman School Lofts 1093 West Ave SW Atlanta, GA 30315 Fulton County	1.6 miles	Lowrise 3-stories 1923 / 2003 Family	Market	1BR / 1BA	63	60.0%	729	Market	\$1,250	N/A	No	N/A	N/A
					2BR / 1BA	13	12.4%	916	Market	\$1,350	N/A	No	N/A	N/A
					2BR / 2BA	20	19.1%	991	Market	\$1,400	N/A	No	N/A	N/A
					3BR / 2BA	9	8.6%	1,048	Market	\$1,700	N/A	No	N/A	N/A
					105							0	0.0%	

1055 ARDEN – ATLANTA, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.				
	Units Surveyed:	1,920	Weighted Occupancy:	97.0%
	Market Rate	306	Market Rate	98.0%
	Tax Credit	1,614	Tax Credit	96.8%
	One Bedroom One Bath		Two Bedroom Two Bath	
	Property	Average	Property	Average
RENT	Brookside Park Apartments (Market)	\$1,420	Brookside Park Apartments (Market)	\$1,533
	Crogman School Lofts (Market)	\$1,250	Columbia Peoplestown (Market)	\$1,502
	The Villages At Carver (Market)	\$1,174	Crogman School Lofts (Market)	\$1,400
	Heritage Station Apartment Homes (Market)	\$1,025	The Villages At Carver (Market)(1.5BA)	\$1,392
	Columbia At Sylvan Hills (Market)	\$990	The Villages At Carver (Market)	\$1,367
	1055 Arden (Market)	\$900	Crogman School Lofts (Market)(1BA)	\$1,350
	The Station At Richmond Hill (@60%)	\$900	The Villages At Carver (Market)(1BA)	\$1,277
	Columbia At Sylvan Hills (@60%)	\$882	Heritage Station Apartment Homes (Market)	\$1,217
	The Villages At Carver (@60%)	\$877	Columbia At Sylvan Hills (Market)	\$1,182
	Village Highlands (@60%)	\$869	The Station At Richmond Hill (Market)	\$1,164
	Heritage Station Apartment Homes (Section 8)	\$852	The Station At Richmond Hill (Market)(1BA)	\$1,164
	Heritage Station Apartment Homes (@54%)	\$840	The Villages At Carver (@60%)	\$1,143
	1055 Arden (@60%)	\$753	Village Highlands (@60%)	\$1,089
	Heritage Station Apartment Homes (@50%)	\$748	Heritage Station Apartment Homes (Section 8)	\$1,068
	The Villages At Carver (@50%)	\$723	Columbia At Sylvan Hills (@60%)	\$1,052
	1055 Arden (@50%)	\$628	The Villages At Carver (@60%)(1BA)	\$1,051
			1055 Arden (Market)	\$1,050
			The Villages At Carver (@60%)(1.5BA)	\$1,022
			The Station At Richmond Hill (@60%)(1BA)	\$942
			The Station At Richmond Hill (@60%)	\$942
			Columbia Peoplestown (@60%)	\$935
			Columbia Peoplestown (@60%)	\$935
			The Villages At Carver (@50%)	\$930
			Heritage Station Apartment Homes (@54%)	\$930
			1055 Arden (@60%)	\$912
			The Villages At Carver (@50%)(1.5BA)	\$887
			The Villages At Carver (@50%)(1BA)	\$853
			Columbia Peoplestown (@50%)	\$836
			1055 Arden (@50%)	\$757
	SQUARE FOOTAGE	The Station At Richmond Hill (@60%)	900	The Villages At Carver (Market)(1.5BA)
Brookside Park Apartments (Market)		830	The Villages At Carver (@60%)(1.5BA)	1,303
Village Highlands (@60%)		789	The Villages At Carver (@50%)(1.5BA)	1,303
Columbia At Sylvan Hills (PHA)		768	The Station At Richmond Hill (Market)	1,200
Columbia At Sylvan Hills (Market)		768	The Station At Richmond Hill (@60%)(1BA)	1,200
Columbia At Sylvan Hills (@60%)		768	The Station At Richmond Hill (@60%)	1,200
Crogman School Lofts (Market)		729	The Station At Richmond Hill (Market)(1BA)	1,200
Heritage Station Apartment Homes (Section 8)		710	The Villages At Carver (Market)	1,150
Heritage Station Apartment Homes (@54%)		710	The Villages At Carver (@60%)	1,150
Heritage Station Apartment Homes (Market)		710	The Villages At Carver (@50%)	1,150
Heritage Station Apartment Homes (@50%)		710	Village Highlands (@60%)	1,146
The Villages At Carver (@60%)		698	Brookside Park Apartments (Market)	1,119
The Villages At Carver (@50%)		698	Columbia Peoplestown (@60%)	1,103
The Villages At Carver (Market)		698	Columbia Peoplestown (@60%)	1,103
1055 Arden (@60%)		653	Columbia Peoplestown (Market)	1,103
1055 Arden (Market)		653	Columbia Peoplestown (@50%)	1,103
1055 Arden (@50%)		653	Columbia At Sylvan Hills (@60%)	1,067
			Columbia At Sylvan Hills (Market)	1,067
			Columbia At Sylvan Hills (PHA)	1,067
			Heritage Station Apartment Homes (@54%)	1,058
			Heritage Station Apartment Homes (Section 8)	1,058
			Heritage Station Apartment Homes (Market)	1,058
			Crogman School Lofts (Market)	991
			1055 Arden (@50%)	963
			1055 Arden (Market)	963
			1055 Arden (@60%)	963
			Crogman School Lofts (Market)(1BA)	916
			The Villages At Carver (@50%)(1BA)	906
			The Villages At Carver (@60%)(1BA)	906
			The Villages At Carver (Market)(1BA)	906
RENT PER SQUARE FOOT	Crogman School Lofts (Market)	\$1.71	Crogman School Lofts (Market)(1BA)	\$1.47
	Brookside Park Apartments (Market)	\$1.71	Crogman School Lofts (Market)	\$1.41
	The Villages At Carver (Market)	\$1.68	The Villages At Carver (Market)(1BA)	\$1.41
	Heritage Station Apartment Homes (Market)	\$1.44	Brookside Park Apartments (Market)	\$1.37
	1055 Arden (Market)	\$1.38	Columbia Peoplestown (Market)	\$1.36
	Columbia At Sylvan Hills (Market)	\$1.29	The Villages At Carver (Market)	\$1.19
	The Villages At Carver (@60%)	\$1.26	The Villages At Carver (@60%)(1BA)	\$1.16
	Heritage Station Apartment Homes (Section 8)	\$1.20	Heritage Station Apartment Homes (Market)	\$1.15
	Heritage Station Apartment Homes (@54%)	\$1.18	Columbia At Sylvan Hills (Market)	\$1.11
	1055 Arden (@60%)	\$1.15	1055 Arden (Market)	\$1.09
	Columbia At Sylvan Hills (@60%)	\$1.15	The Villages At Carver (Market)(1.5BA)	\$1.07
	Village Highlands (@60%)	\$1.10	Heritage Station Apartment Homes (Section 8)	\$1.01
	Heritage Station Apartment Homes (@50%)	\$1.05	The Villages At Carver (@60%)	\$0.99
	The Villages At Carver (@50%)	\$1.04	Columbia At Sylvan Hills (@60%)	\$0.99
	The Station At Richmond Hill (@60%)	\$1.00	The Station At Richmond Hill (Market)	\$0.97
	1055 Arden (@50%)	\$0.96	The Station At Richmond Hill (Market)(1BA)	\$0.97
			Village Highlands (@60%)	\$0.95
			1055 Arden (@60%)	\$0.95
			The Villages At Carver (@50%)(1BA)	\$0.94
			Heritage Station Apartment Homes (@54%)	\$0.88
			Columbia Peoplestown (@60%)	\$0.85
			Columbia Peoplestown (@60%)	\$0.85
			The Villages At Carver (@50%)	\$0.81
			1055 Arden (@50%)	\$0.79
			The Station At Richmond Hill (@60%)	\$0.79
			The Station At Richmond Hill (@60%)(1BA)	\$0.79
			The Villages At Carver (@60%)(1.5BA)	\$0.78
			Columbia Peoplestown (@50%)	\$0.76
			The Villages At Carver (@50%)(1.5BA)	\$0.68

PROPERTY PROFILE REPORT

Columbia At Sylvan Hills

Effective Rent Date	3/23/2020
Location	1150 Astor Ave SW Atlanta, GA 30310 Fulton County
Distance	1.1 miles
Units	189
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (4 stories)
Year Built/Renovated	2008 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Brookside Park, Highlands Apartments
Tenant Characteristics	Mostly families from Atlanta metro
Contact Name	Marin
Phone	404-756-6788



Market Information

Program	@60%, Market, PHA (Project Based Rental)
Annual Turnover Rate	19%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-lease; within two weeks
Annual Chg. in Rent	Increased 2-4%
Concession	None
Waiting List	Yes; for Subsidized and low income units, unknown amount

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	44	768	\$807	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Midrise (4 stories)	3	768	\$915	\$0	Market	No	0	0.0%	N/A	None
1	1	Midrise (4 stories)	11	768	N/A	\$0	PHA (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None
2	2	Midrise (4 stories)	72	1,067	\$935	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Midrise (4 stories)	31	1,067	\$1,065	\$0	Market	No	0	0.0%	N/A	None
2	2	Midrise (4 stories)	21	1,067	N/A	\$0	PHA (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None
3	2	Midrise (4 stories)	6	1,356	\$1,054	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Midrise (4 stories)	1	1,356	\$1,253	\$0	Market	No	0	0.0%	N/A	None

Columbia At Sylvan Hills, continued

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$807	\$0	\$807	\$75	\$882	1BR / 1BA	\$915	\$0	\$915	\$75	\$990
2BR / 2BA	\$935	\$0	\$935	\$117	\$1,052	2BR / 2BA	\$1,065	\$0	\$1,065	\$117	\$1,182
3BR / 2BA	\$1,054	\$0	\$1,054	\$164	\$1,218	3BR / 2BA	\$1,253	\$0	\$1,253	\$164	\$1,417
PHA	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
1BR / 1BA	N/A	\$0	N/A	\$75	N/A						
2BR / 2BA	N/A	\$0	N/A	\$117	N/A						

Amenities

In-Unit	Security	Services
Balcony/Patio	Intercom (Buzzer)	Adult Education
Carpeting	Limited Access	
Coat Closet	Patrol	
Garbage Disposal	Perimeter Fencing	
Refrigerator	Video Surveillance	
Washer/Dryer hookup		
Property	Premium	Other
Business Center/Computer Lab	None	None
Elevators		
Central Laundry		
On-Site Management		
Playground		
Swimming Pool		
	Clubhouse/Meeting Room/Community	
	Exercise Facility	
	Off-Street Parking	
	Picnic Area	
	Service Coordination	

Comments

The contact stated that the property maintains a waiting list for its subsidized and low income units. However, he was unable to specify the number of households on the list. Management reported a strong demand for affordable housing in the area.

PROPERTY PROFILE REPORT

Columbia Peopletown

Effective Rent Date	3/25/2020
Location	222 Tuskegee St Atlanta, GA 30315 Fulton County
Distance	2.5 miles
Units	99
Vacant Units	4
Vacancy Rate	4.0%
Type	Garden (3 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Families and some students
Contact Name	Sean
Phone	(404) 223-5520



Market Information

Program	@50% (HOME), @60%, @60% (HOME), Market
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	40%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased up to eight percent
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (3 stories)	2	1,103	\$719	\$0	@50% (HOME)	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	38	1,103	\$818	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	4	1,103	\$818	\$0	@60% (HOME)	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	29	1,103	\$1,385	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	25	1,302	\$921	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	1	1,302	\$1,600	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$719	\$0	\$719	\$117	\$836	2BR / 2BA	\$818	\$0	\$818	\$117	\$935
						3BR / 2BA	\$921	\$0	\$921	\$164	\$1,085
Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
2BR / 2BA	\$1,385	\$0	\$1,385	\$117	\$1,502						
3BR / 2BA	\$1,600	\$0	\$1,600	\$164	\$1,764						

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Limited Access	None
Central A/C	Coat Closet	Patrol	
Dishwasher	Ceiling Fan	Perimeter Fencing	
Garbage Disposal	Oven	Video Surveillance	
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		

Comments

Two of the vacant units are pre-leased. The contact reported a strong demand for affordable housing in the area.

Photos



PROPERTY PROFILE REPORT

Heritage Station Apartment Homes

Effective Rent Date	3/18/2020
Location	765 Mcdaniel St SW Atlanta, GA 30310 Fulton County
Distance	1.6 miles
Units	220
Vacant Units	3
Vacancy Rate	1.4%
Type	Midrise (4 stories)
Year Built/Renovated	2006 / N/A
Marketing Began	1/01/2007
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Mechanicsville, Ashley Collegetown, Castleberry
Tenant Characteristics	Tenants are mostly from Atlanta metro area
Contact Name	Melissa
Phone	404-588-5522



Market Information

Program	@50%, @54%, Market, Section 8
Annual Turnover Rate	19%
Units/Month Absorbed	18
HCV Tenants	0%
Leasing Pace	One week
Annual Chg. in Rent	LIHTC increased to max; mkt unknown
Concession	None
Waiting List	Yes; 250-300 households PBRA units

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	N/A	710	\$673	\$0	@50%	No	0	N/A	yes	None
1	1	Midrise (4 stories)	10	710	\$765	\$0	@54%	No	0	0.0%	yes	None
1	1	Midrise (4 stories)	17	710	\$950	\$0	Market	No	N/A	N/A	N/A	None
1	1	Midrise (4 stories)	18	710	\$777	\$0	Section 8	Yes	0	0.0%	N/A	None
2	2	Midrise (4 stories)	24	1,058	\$813	\$0	@54%	No	0	0.0%	yes	None
2	2	Midrise (4 stories)	59	1,058	\$1,100	\$0	Market	No	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	55	1,058	\$951	\$0	Section 8	Yes	0	0.0%	N/A	None
3	2	Midrise (4 stories)	7	1,232	\$901	\$0	@54%	No	0	0.0%	yes	None
3	2	Midrise (4 stories)	15	1,232	\$1,250	\$0	Market	No	N/A	N/A	N/A	None
3	2	Midrise (4 stories)	15	1,232	\$1,090	\$0	Section 8	Yes	0	0.0%	N/A	None

Photos



PROPERTY PROFILE REPORT

The Station At Richmond Hill

Effective Rent Date	3/26/2020
Location	1770 Richmond Cir SE Atlanta, GA 30315 Fulton County
Distance	2.9 miles
Units	181
Vacant Units	11
Vacancy Rate	6.1%
Type	Townhouse (2 stories)
Year Built/Renovated	1960 / 2004
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Darlene
Phone	404-627-6302



Market Information

Program	@60%, Market
Annual Turnover Rate	19%
Units/Month Absorbed	N/A
HCV Tenants	40%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Townhouse (2 stories)	N/A	900	\$825	\$0	@60%	No	N/A	N/A	yes	None
2	1	Townhouse (2 stories)	N/A	1,200	\$825	\$0	@60%	No	N/A	N/A	yes	None
2	1	Townhouse (2 stories)	N/A	1,200	\$1,047	\$0	Market	No	N/A	N/A	N/A	None
2	2	Townhouse (2 stories)	N/A	1,200	\$825	\$0	@60%	No	N/A	N/A	yes	None
2	2	Townhouse (2 stories)	N/A	1,200	\$1,047	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$825	\$0	\$825	\$75	\$900	2BR / 1BA	\$1,047	\$0	\$1,047	\$117	\$1,164
2BR / 1BA	\$825	\$0	\$825	\$117	\$942	2BR / 2BA	\$1,047	\$0	\$1,047	\$117	\$1,164
2BR / 2BA	\$825	\$0	\$825	\$117	\$942						

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Patrol	
Coat Closet	Dishwasher	Perimeter Fencing	
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool			

Comments

All of the vacant units are pre-leased. The contact could not report by how much the rent has increased. The contact reported a strong demand for affordable rental housing in the area.

Photos



PROPERTY PROFILE REPORT

The Villages At Carver

Effective Rent Date 3/13/2020
Location 174 Moury Ave
 Atlanta, GA 30315
 Fulton County
Distance 1.9 miles
Units 667
Vacant Units 8
Vacancy Rate 1.2%
Type Garden (3 stories)
Year Built/Renovated 2001 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased 12/28/2004
Major Competitors Brookstone
Tenant Characteristics None identified
Contact Name Yolanda
Phone 404-341-6540



Market Information

Program @50%, @60%, Market
Annual Turnover Rate 15%
Units/Month Absorbed 20
HCV Tenants 0%
Leasing Pace Pre-leased to within two weeks
Annual Chg. in Rent Increased up to eight percent
Concession None
Waiting List Yes, at least 100 households

Utilities

A/C not included -- central
Cooking not included -- electric
Water Heat not included -- electric
Heat not included -- electric
Other Electric not included
Water not included
Sewer not included
Trash Collection included

The Villages At Carver, continued

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	698	\$648	\$0	@50%	Yes	N/A	N/A	yes	None
1	1	Garden (3 stories)	N/A	698	\$802	\$0	@60%	Yes	N/A	N/A	yes	None
1	1	Garden (3 stories)	N/A	698	\$1,099	\$0	Market	No	N/A	N/A	N/A	None
2	1	Garden (3 stories)	N/A	906	\$736	\$0	@50%	Yes	N/A	N/A	yes	None
2	1	Garden (3 stories)	N/A	906	\$934	\$0	@60%	Yes	N/A	N/A	yes	None
2	1	Garden (3 stories)	N/A	906	\$1,160	\$0	Market	No	N/A	N/A	N/A	None
2	1.5	Garden (3 stories)	N/A	1,303	\$770	\$0	@50%	Yes	N/A	N/A	yes	None
2	1.5	Garden (3 stories)	N/A	1,303	\$905	\$0	@60%	Yes	N/A	N/A	yes	None
2	1.5	Garden (3 stories)	N/A	1,303	\$1,275	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,150	\$813	\$0	@50%	Yes	N/A	N/A	yes	None
2	2	Garden (3 stories)	N/A	1,150	\$1,026	\$0	@60%	Yes	N/A	N/A	yes	None
2	2	Garden (3 stories)	N/A	1,150	\$1,250	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,378	\$824	\$0	@50%	Yes	N/A	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,378	\$1,043	\$0	@60%	Yes	N/A	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,378	\$1,340	\$0	Market	No	N/A	N/A	N/A	None
4	2	Garden (3 stories)	N/A	1,438	\$863	\$0	@50%	Yes	N/A	N/A	yes	None
4	2	Garden (3 stories)	N/A	1,438	\$1,101	\$0	@60%	Yes	N/A	N/A	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$648	\$0	\$648	\$75	\$723	1BR / 1BA	\$802	\$0	\$802	\$75	\$877
2BR / 1BA	\$736	\$0	\$736	\$117	\$853	2BR / 1BA	\$934	\$0	\$934	\$117	\$1,051
2BR / 1.5BA	\$770	\$0	\$770	\$117	\$887	2BR / 1.5BA	\$905	\$0	\$905	\$117	\$1,022
2BR / 2BA	\$813	\$0	\$813	\$117	\$930	2BR / 2BA	\$1,026	\$0	\$1,026	\$117	\$1,143
3BR / 2BA	\$824	\$0	\$824	\$164	\$988	3BR / 2BA	\$1,043	\$0	\$1,043	\$164	\$1,207
4BR / 2BA	\$863	\$0	\$863	\$211	\$1,074	4BR / 2BA	\$1,101	\$0	\$1,101	\$211	\$1,312
Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
1BR / 1BA	\$1,099	\$0	\$1,099	\$75	\$1,174						
2BR / 1BA	\$1,160	\$0	\$1,160	\$117	\$1,277						
2BR / 1.5BA	\$1,275	\$0	\$1,275	\$117	\$1,392						
2BR / 2BA	\$1,250	\$0	\$1,250	\$117	\$1,367						
3BR / 2BA	\$1,340	\$0	\$1,340	\$164	\$1,504						

The Villages At Carver, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	Afterschool Program
Carpeting	Central A/C	Intercom (Buzzer)	Shuttle Service
Coat Closet	Dishwasher	Limited Access	
Exterior Storage	Ceiling Fan	Patrol	
Garbage Disposal	Oven	Perimeter Fencing	
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Courtyard	Exercise Facility		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool			

Comments

The waiting list is closed due to extensive length. The contact reported strong demand for affordable housing. All of the vacant units are for the property's market rate units, although a specific breakdown was unavailable.

Photos



PROPERTY PROFILE REPORT

Village Highlands

Effective Rent Date	3/18/2020
Location	1932 Stanton Road East Point, GA 30344 Fulton County
Distance	1.7 miles
Units	258
Vacant Units	33
Vacancy Rate	12.8%
Type	Garden (4 stories)
Year Built/Renovated	2005 / N/A
Marketing Began	8/01/2005
Leasing Began	8/01/2005
Last Unit Leased	N/A
Major Competitors	Hidden Cove, Preserve at Cascade, Preserve at Bent
Tenant Characteristics	Mostly from local area, East Point, College Park, West Atlanta.
Contact Name	Nevia
Phone	404-209-9008



Market Information

Program	@60%
Annual Turnover Rate	18%
Units/Month Absorbed	N/A
HCV Tenants	40%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased two percent
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (4 stories)	49	789	\$794	\$0	@60%	Yes	N/A	N/A	yes	None
2	2	Garden (4 stories)	148	1,146	\$972	\$0	@60%	None	N/A	N/A	yes	None
3	2	Garden (4 stories)	61	1,302	\$1,123	\$0	@60%	None	N/A	N/A	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$794	\$0	\$794	\$75	\$869
2BR / 2BA	\$972	\$0	\$972	\$117	\$1,089
3BR / 2BA	\$1,123	\$0	\$1,123	\$164	\$1,287

Village Highlands, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		

Comments

The contact reported a strong demand for affordable rental housing in the area. Twenty-three of the vacant units are pre-leased. The contact could not explain why vacancy was at this level.

PROPERTY PROFILE REPORT

Brookside Park Apartments

Effective Rent Date	3/18/2020
Location	565 St Johns Ave SW Atlanta, GA 30315 Fulton County
Distance	1.5 miles
Units	201
Vacant Units	6
Vacancy Rate	3.0%
Type	Garden (3 stories)
Year Built/Renovated	2004 / N/A
Marketing Began	12/01/2003
Leasing Began	1/01/2005
Last Unit Leased	12/01/2005
Major Competitors	Manor Apartments III
Tenant Characteristics	Mix of families, couples, and 20% seniors.
Contact Name	Dillon
Phone	404-767-0555



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Fluctuate daily-LRO pricing
Concession	None
Waiting List	5 households

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	56	830	\$1,345	\$0	Market	No	2	3.6%	N/A	None
2	2	Garden (3 stories)	102	1,119	\$1,416	\$0	Market	No	3	2.9%	N/A	None
3	2	Garden (3 stories)	43	1,335	\$1,554	\$0	Market	No	1	2.3%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,345	\$0	\$1,345	\$75	\$1,420
2BR / 2BA	\$1,416	\$0	\$1,416	\$117	\$1,533
3BR / 2BA	\$1,554	\$0	\$1,554	\$164	\$1,718

Brookside Park Apartments, continued

Amenities

In-Unit		Security	Services
Blinds	Carpeting	In-Unit Alarm	None
Central A/C	Coat Closet	Limited Access	
Dishwasher	Ceiling Fan	Patrol	
Garbage Disposal	Oven	Perimeter Fencing	
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		
Wi-Fi			

Comments

The property utilizes an LRO, therefore rents change daily.

Photos



PROPERTY PROFILE REPORT

Crogman School Lofts

Effective Rent Date	3/23/2020
Location	1093 West Ave SW Atlanta, GA 30315 Fulton County
Distance	1.6 miles
Units	105
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (3 stories)
Year Built/Renovated	1923 / 2003
Marketing Began	6/01/2003
Leasing Began	7/01/2003
Last Unit Leased	2/01/2005
Major Competitors	Villages at Carver, Heritage Station
Tenant Characteristics	Mixed tenancy from the area, few seniors
Contact Name	Angela
Phone	404-614-0808



Market Information

Program	Market
Annual Turnover Rate	68%
Units/Month Absorbed	5
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	N/A
Concession	None
Waiting List	40 households

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- electric
Heat	not included -- electric
Other Electric	not included
Water	included
Sewer	included
Trash Collection	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (3 stories)	63	729	\$1,250	\$0	Market	No	N/A	N/A	N/A	None
2	1	Lowrise (3 stories)	13	916	\$1,350	\$0	Market	No	N/A	N/A	N/A	None
2	2	Lowrise (3 stories)	20	991	\$1,400	\$0	Market	No	N/A	N/A	N/A	None
3	2	Lowrise (3 stories)	9	1,048	\$1,700	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,250	\$0	\$1,250	\$0	\$1,250
2BR / 1BA	\$1,350	\$0	\$1,350	\$0	\$1,350
2BR / 2BA	\$1,400	\$0	\$1,400	\$0	\$1,400
3BR / 2BA	\$1,700	\$0	\$1,700	\$0	\$1,700

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher	Patrol	
Garbage Disposal	Oven	Perimeter Fencing	
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Clubhouse/Meeting Room/Community	Central Laundry	None	None
Off-Street Parking	On-Site Management		
Playground			

Comments

The property manager stated at the beginning of 2020 the property stopped offering affordable housing on the property and now operates as strictly market rate. The contact reported a strong demand for rental housing in the area.

Photos



2. Housing Choice Vouchers

We made multiple attempts to contact the Atlanta Housing Authority in order to determine the number Housing Choice Vouchers currently in use; however, as of the date of this report our calls have not been returned. According to the Atlanta Housing Authority website, the Housing Choice Voucher waiting list is closed (last opened in March 2017) and consists of approximately 30,000 households. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS

Property Name	Rent Structure	Housing Choice Voucher Tenants
Columbia At Sylvan Hills	LIHTC/ Market	0%
Columbia Peoplestown	LIHTC/ Market	47%
Heritage Station Apartment Homes	LIHTC/Section 8/ Market	0%
The Station At Richmond Hill*	LIHTC/ Market	N/A
The Villages At Carver	LIHTC/ Market	0%
Village Highlands	LIHTC	40%
Brookside Park Apartments	Market	10%
Crogman School Lofts	Market	0%

*Located outside of the PMA

Housing Choice Voucher usage in this market ranges from zero to 47 percent. The LIHTC properties report a low to moderate reliance on tenants with vouchers. It should be noted that The Station At Richmond Hill stated that the property does accept Housing Choice Vouchers but was unable to report the amount currently in use. We believe the Subject would maintain a voucher usage of approximately ten percent upon completion.

3. Phased Developments

The Subject is not part of a multi-phase development.

Lease Up History

We were unable to obtain absorption information from any of the comparables. As such, we expanded our search and included five recently constructed LIHTC and mixed-income properties and two market rate properties in the greater Atlanta area, which is illustrated following table.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
The Kirkwood	Market	Family	2018	232	21
Station R Apartments	Market	Family	2016	285	14
Mills Creek Crossing	LIHTC	Family	2015	200	17
Columbia Mill	LIHTC/Market	Family	2014	100	20
Parkside at Mechanicsville	LIHTC	Family	2012	196	60
Retreat At Edgewood Phase II	LIHTC/Market	Family	2012	40	12
Retreat At Edgewood	LIHTC	Family	2011	100	20
Average					23

Per DCA guidelines, we calculated the absorption to 93 percent occupancy. Overall, the comparables demonstrate absorption rates ranging from 12 to 60 units per month, with an average of 23 units per month. Mills Creek Crossing, the most recent family LIHTC property reporting absorption data, reported an absorption rate of 17 units per month. We have placed emphasis on this comparable and the average presented in the comparable set. Based on the information above, we believe the Subject would be able to absorb approximately 20 units per month, for an absorption period of approximately two to three months.

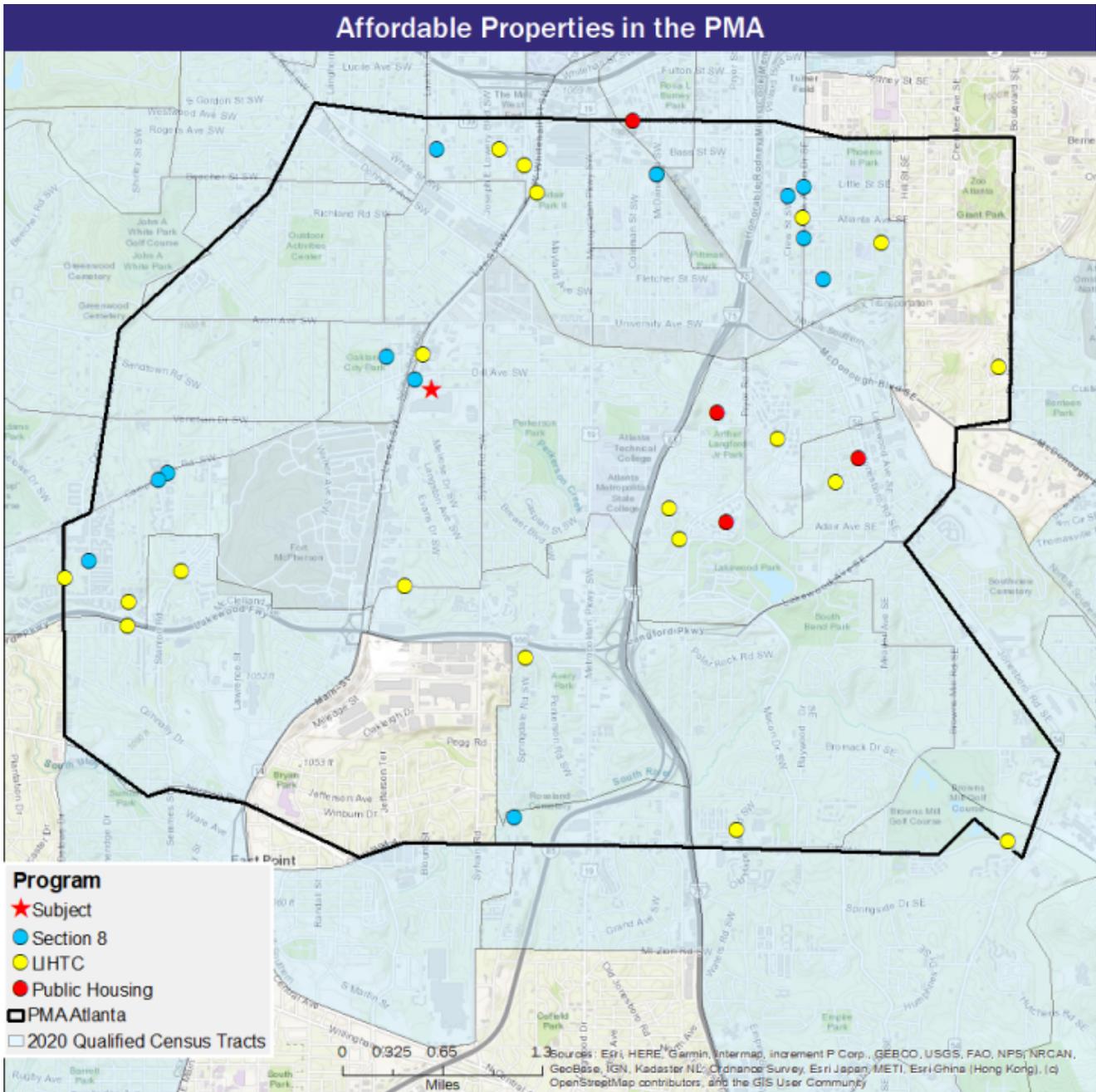
Rural Areas

The Subject is not located in a rural area.

4. Competitive Project Map

COMPETITIVE PROJECTS

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color
Haven at South Atlanta	LIHTC/Market	Atlanta	Family	84	-	Yellow
Baptist Gardens	LIHTC	Atlanta	Senior	100	100.0%	
Brentwood Village Apartments	LIHTC	Atlanta	Family	506	99.2%	
Gladstone Apartments	LIHTC	Atlanta	Family	302	90.1%	
Hidden Cove Apartments	LIHTC	East Point	Family	164	N/A	
The Square At Peoplestown	LIHTC	Atlanta	Family	94	97.9%	
Village Highlands	LIHTC	East Point	Family	258	93.4%	
Columbia Peoplestown	LIHTC/HOME/Market	Atlanta	Family	99	96.0%	
Adair Court	LIHTC/Market	Atlanta	Senior	91	100.0%	
Colonial Square	LIHTC/Market	Atlanta	Family	192	99.2%	
Lakewood Christian Manor	LIHTC/Market	Atlanta	Senior	251	97.6%	
Oglethorpe Place	LIHTC/Market	Atlanta	Family	144	97.9%	
The Villages At Carver	LIHTC/Market	Atlanta	Family	667	98.8%	
The Villas At Lakewood	LIHTC/Market	Atlanta	Family	192	99.5%	
The Vineyards At Brown's Mill	LIHTC/Market	Atlanta	Family	210	99.5%	
Columbia At Sylvan Hills	LIHTC/Market/Section 8	Atlanta	Family	189	100.0%	
Ashley West End	LIHTC/Market/Section 8	Atlanta	Family	112	99.1%	
Heritage Station Apartment Homes	LIHTC/Market/Section 8	Atlanta	Family	220	98.6%	
Phoenix House	LIHTC/Section 8	Atlanta	Disabled	65	N/A	
Betmar Village Apartments	LIHTC/Section 8	Atlanta	Senior	47	100.0%	
Columbia Blackshear Senior Residences	Public Housing	Atlanta	Senior	78	96.2%	
Columbia High Point Senior	Public Housing	Atlanta	Senior	94	100.0%	
GE Tower Apartments	Public Housing	Atlanta	Family	201	100.0%	Blue
Renaissance At Park Place South	Public Housing	Atlanta	Senior	100	98.0%	
Abernathy Tower Apartments	Section 8	Atlanta	Senior	100	94.0%	
Baptist Towers	Section 8	Atlanta	Senior	300	N/A	
Capitol Avenue Apartments	Section 8	Atlanta	Senior	48	91.7%	
Capitol Towers	Section 8	Atlanta	Senior	39	100.0%	
Capitol Vanira Apartments	Section 8	Atlanta	Family	60	100.0%	
Gateway Capitol View	Section 8	Atlanta	Senior	162	100.0%	
Heritage Station Senior Village	Section 8	Atlanta	Senior	150	100.0%	
Oakland City I And II	Section 8	Atlanta	Family	111	N/A	
Stanton Oaks (fka Boynton Village)	Section 8	Atlanta	Family	43	95.3%	
Trinity Towers	Section 8	Atlanta	Senior	240	98.8%	
Lillie R. Campbell House	Section 8	Atlanta	Senior	96	97.9%	
QLS Haven	Section 8	Atlanta	Senior	120	98.3%	



5. Amenities

A detailed description of amenities included in both the Subject and the comparable properties can be found in the amenity matrix below.

AMENITY MATRIX									
	Subject	Columbia At Sylvan Hills	Columbia Peoplestown	Heritage Station Apartment Homes	The Station At Richmond Hill	The Villages At Carver	Village Highlands	Brookside Park Apartments	Crogman School Lofts
Rent Structure	LIHTC/Market	LIHTC/Market	LIHTC/Market	LIHTC/Section 8/Market	LIHTC/Market	LIHTC/Market	LIHTC	Market	Market
Building									
Property Type	Midrise	Midrise	Garden	Midrise	Townhouse	Garden	Garden	Garden	Lowrise
# of Stories	4-stories	4-stories	3-stories	4-stories	2-stories	3-stories	4-stories	3-stories	3-stories
Year Built	2022	2008	2003	2006	1960	2001	2005	2004	1923
Year Renovated	n/a	n/a	n/a	n/a	2004	n/a	n/a	n/a	2003
Elevators	yes	yes	no	yes	no	no	no	no	no
Courtyard	no	no	no	yes	no	yes	no	no	no
Utility Structure									
Cooking	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no
Water	yes	no	no	no	no	no	no	no	yes
Sewer	yes	no	no	no	no	no	no	no	yes
Trash	yes	yes	yes	yes	yes	yes	no	no	yes
Unit Amenities									
Balcony/Patio	no	yes	no	yes	yes	yes	yes	no	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	no	no	yes	yes	no	yes	no	yes	no
Coat Closet	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	no	yes	no	yes	no	no	no
Walk-In Closet	no	yes	yes	yes	yes	yes	yes	yes	yes
Washer/Dryer	no	no	no	no	no	yes	no	no	no
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes
Kitchen									
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes
Microwave	yes	no	no	yes	no	no	no	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community									
Business Center	yes	yes	yes	yes	yes	yes	yes	yes	no
Community Room	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central Laundry	yes	yes	yes	yes	yes	no	yes	yes	yes
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes
Recreation									
Exercise Facility	yes	yes	yes	yes	yes	yes	yes	yes	no
Playground	no	yes	yes	yes	yes	yes	yes	yes	yes
Swimming Pool	no	yes	no	yes	yes	yes	yes	yes	no
Picnic Area	yes	yes	yes	yes	yes	yes	yes	yes	no
Recreational Area	no	no	no	no	no	no	yes	yes	no
WiFi	no	no	no	no	no	no	no	yes	no
Adult Education	no	yes	no	no	no	no	no	no	no
Service	no	yes	no	no	no	no	no	no	no
Shuttle Service	no	no	no	no	no	yes	no	no	no
Security									
In-Unit Alarm	no	no	no	no	no	yes	yes	yes	no
Intercom (Buzzer)	yes	yes	no	yes	no	yes	no	no	yes
Limited Access	yes	yes	yes	yes	yes	yes	no	yes	yes
Patrol	no	yes	yes	yes	yes	yes	no	yes	yes
Perimeter Fencing	no	yes	yes	yes	yes	yes	no	yes	yes
Video Surveillance	no	yes	yes	no	no	no	no	no	no
Parking									
Garage	no	no	no	yes	no	no	no	no	no
Garage Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes

The Subject will offer inferior to similar in-unit amenities in comparison to the LIHTC comparables as it will offer microwaves, which many of the comparables lack, although it will not offer balconies/patios, exterior storage, walk-in closets, or in-unit washers and dryers, which some of the comparables offer. The Subject will offer inferior to slightly superior property amenities in comparison to the LIHTC comparables as it will not offer

a playground or swimming pool, which many of the comparables offer. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

6. Comparable Tenancy

The Subject will target families. All of the comparable LIHTC and market rate properties also target families.

Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY					
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Columbia At Sylvan Hills	LIHTC/ Market	Family	189	0	0.0%
Columbia Peoplestown	LIHTC/ Market	Family	99	5	5.1%
Heritage Station Apartment Homes	LIHTC/Section 8/ Market	Family	220	3	1.4%
The Station At Richmond Hill*	LIHTC/ Market	Family	181	2	1.1%
The Villages At Carver	LIHTC/ Market	Family	667	8	1.2%
Village Highlands	LIHTC	Family	258	33	12.8%
Brookside Park Apartments	Market	Family	201	6	3.0%
Crogman School Lofts	Market	Family	105	0	0.0%
Total LIHTC			1,614	51	3.2%
Total Market Rate			306	6	2.0%
Overall Total			1,920	57	3.0%

*Located outside of the PMA

Overall vacancy in the market is low at 3.0 percent. Total vacancy at the LIHTC and mixed-income comparables is slightly higher, at 3.2 percent. Village Highlands reports the highest vacancy rate among the comparables, at 12.8 percent. Our contact could not provide an explanation for the elevated vacancy rate, but stated 23 of the vacant units are pre-leased. Columbia Peoplestown also reported a slightly elevated vacancy rate, at 5.1 percent. Our contact at this development noted that all of the vacant units are market rate. Further, three of the affordable comparables maintain waiting lists for their LIHTC units, ranging from ten to over 100 households in length. These factors indicate significant demand for affordable housing in the area.

Total vacancy at the market rate comparables is low, at 2.0 percent. Further, the market rate comparables maintain waiting lists, ranging from five to 40 households in length. The strong performance of these comparables indicate that there is demand for rental housing in the area. As a newly constructed property with a competitive amenity package and a lack of non-subsidized properties in the immediate area, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

7. Properties Under Construction and Proposed

The following section details properties currently planned, proposed or under construction.

Hillcrest Senior

- West side of Stanton Road, East Point, GA
- Owner: The Benoit Group
- Total number of units: 180 units
- Unit configuration: One and two-bedroom units
- Rent structure: 60 percent AMI
- Estimated market entry: 2020
- Relevant information: Will not compete with Subject due to senior tenancy

Haven at South Atlanta

- h. 57 Hardwick Street SE, Atlanta, GA
- i. Owner: Pennrose, LLC (developer)
- j. Total number of units: 84 units
- k. Unit configuration: One, two and three bedroom units
- l. Rent structure: 50 and 60 percent AMI, market
- m. Estimated market entry: 2021
- n. Relevant information: 74 units will directly compete with the Subject

Symphony at Lakewood

- a. 1080 Estes Drive SW, Atlanta, GA
- b. Owner: Prestwick Development (developer)
- c. Total number of units: 60 units
- d. Unit configuration: One, two and three bedroom units
- e. Rent structure: 40, 50, 60, and 80 percent AMI
- f. Estimated market entry: 2021
- g. Relevant information: 35 units will directly compete with the Subject

Capitol View Apartments

- a. 1191 Metropolitan Parkway, Atlanta, GA
- b. Owner: Columbia Residential (developer)
- c. Total number of units: 120 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: 40, 50, 60, and 70 percent AMI, market
- f. Estimated market entry: Late 2020
- g. Relevant information: 66 units will directly compete with the Subject

Sylvan Hills Senior

- a. 1950 Sylvan Road SW, Atlanta, GA
- b. Owner: The Benoit Group
- c. Total number of units: 183 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: 50 and 60 percent AMI
- f. Estimated market entry: 2021
- g. Relevant information: Will not compete with Subject due to senior tenancy

Hartland Station

- a. Metropolitan Parkway, Atlanta, GA
- b. Owner: Invest Atlanta
- c. Total number of units: 131 units
- d. Unit configuration: One, two and three bedroom units
- e. Rent structure: 50, 60, and 80 percent AMI
- f. Estimated market entry: Unknown
- g. Relevant information: 93 units will directly compete with the Subject

8. Rental Advantage

The following table illustrates the Subject's similarity to the comparable properties. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

SIMILARITY MATRIX

#	Property Name	Program	Tenancy	Property Amenities	Unit Features	Location	Age / Condition	Unit Sizes	Overall Comparison
1	Columbia At Sylvan Hills	LIHTC/ Market	Family	Superior	Slightly Superior	Similar	Inferior	Similar	5
2	Columbia Peoplestown	LIHTC/ Market	Family	Slightly Superior	Similar	Similar	Inferior	Similar	-5
3	Heritage Station Apartment Homes	LIHTC/Section 8/ Market	Family	Superior	Slightly Superior	Similar	Inferior	Similar	5
4	The Station At Richmond Hill	LIHTC/ Market	Family	Superior	Slightly Superior	Similar	Inferior	Slightly Superior	10
5	The Villages At Carver	LIHTC/ Market	Family	Superior	Superior	Similar	Inferior	Slightly Superior	15
6	Village Highlands	LIHTC	Family	Superior	Slightly Superior	Similar	Inferior	Slightly Superior	10
7	Brookside Park Apartments	Market	Family	Superior	Similar	Similar	Inferior	Slightly Superior	5
8	Crogman School Lofts	Market	Family	Slightly Inferior	Slightly Superior	Similar	Inferior	Similar	-10

*Inferior=-10, slightly inferior=-5, similar=0, slightly superior=5, superior=10.

The rental rates at the LIHTC properties are compared to the Subject’s proposed 50 and 60 percent AMI rents in the following tables.

LIHTC RENT COMPARISON @50%

Property Name	1BR	2BR	Rents at Max?
1055 Arden	\$628	\$757	No
2019 LIHTC Maximum Rent (Net) (Fulton County)	\$678	\$807	
Columbia Peoplestown	-	\$836	Yes
Heritage Station Apartment Homes	\$748	-	Yes
The Villages At Carver	\$723	\$930	Yes
Average	\$736	\$883	

LIHTC RENT COMPARISON @60%

Property Name	1BR	2BR	Rents at Max?
1055 Arden	\$753	\$912	No
2019 LIHTC Maximum Rent (Net) (Fulton County)	\$828	\$987	
Columbia At Sylvan Hills	\$882	\$1,052	Yes
Columbia Peoplestown	-	\$935	Yes
The Station At Richmond Hill	\$900	\$942	Yes
The Villages At Carver	\$877	\$1,143	Yes
Village Highlands	\$869	\$1,089	Yes
Average	\$882	\$1,032	

All of the LIHTC comparables are located in Fulton County. The AMI in Fulton County reached its peak in 2019; thus, all of the comparables are held to the 2019 LIHTC maximum allowable rents, similar to the Subject.

The Subject’s one and two-bedroom rents at 50 and 60 percent AMI are set below maximum allowable levels. All of the comparables offering units at 50 and 60 percent AMI report achieving maximum allowable levels for their one and two-bedroom units. However, the rents at these properties appear to be slightly above or below the maximum allowable levels. This is likely due to differing utility allowances.

Columbia At Sylvan Hills is located 1.1 miles from the Subject in Atlanta and offers a similar location to the Subject. This property was constructed in 2008 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject. Columbia At Sylvan Hills offers superior property amenities compared to the Subject as it offers a playground and swimming pool, which the Subject will not offer. This property offers slightly superior in-unit amenities as it offers balconies/patios and walk-in closets, which the Subject will not offer. Columbia At Sylvan Hills offers similar unit sizes compared to the Subject. The property is achieving maximum allowable levels for its one and two-bedroom units at 60 percent AMI.

This property is fully-occupied and maintains a waiting list, indicating maximum allowable levels are achievable in the market. Overall, Columbia At Sylvan Hills is considered slightly superior to the proposed Subject.

Columbia Peoplestown is located 2.5 miles from the Subject in Atlanta and offers a similar location to the Subject. This property was constructed in 2003 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject. Columbia Peoplestown offers slightly superior property amenities compared to the Subject as it offers a playground, which the Subject will not offer. This property offers similar in-unit amenities and unit sizes compared to the Subject. Columbia Peoplestown is achieving maximum allowable levels for its two-bedroom units at 50 and 60 percent AMI. This property is 94.9 percent occupied and our contact at the development stated all of the vacant units are market rate. Further, this property maintains a waiting list that consists of ten households. The strong performance at Columbia Peoplestown indicates maximum allowable levels are achievable in the market. Overall, Columbia Peoplestown is considered slightly inferior to the proposed Subject.

All of the remaining comparables also report achieving maximum allowable rents at 50 and 60 percent AMI. Further, three of the affordable comparables maintain waiting lists for their LIHTC units, ranging from ten to over 100 households in length. Therefore, we believe that the Subject’s proposed rents are reasonable based on the anticipated excellent condition and competitive amenities that the Subject will offer.

Analysis of “Market Rents”

Per DCA’s market study guidelines, “average market rent is to be a reflection of rents that are achieved in the market. In other words, the rents the competitive properties are currently receiving. Average market rent is not ‘Achievable unrestricted market rent.’” In an urban market with many tax credit comps, the average market rent might be the weighted average of those tax credit comps. In cases where there are few tax credit comps, but many market-rate comps with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market-rate comps. In a small rural market there may be neither tax credit comps nor market-rate comps with similar positioning as the subject. In a case like that the average market rent would be a weighted average of whatever rents were present in the market.

When comparing the Subject’s rents to the average comparable rent, we do not include surveyed rents at lower AMI levels given that this artificially lowers the average surveyed rent. Including rents at lower AMI levels does not reflect an accurate average rent for rents at higher income levels. For example, if the Subject offers rents at the 50 and 60 percent of AMI levels, and there is a distinct difference at comparable properties between rents at the two AMI levels, we do not include the 50 percent of AMI rents in the average comparable rent for the 60 percent of AMI comparison.

The overall average and the maximum and minimum adjusted rents for the comparable properties surveyed are illustrated in the table below in comparison with net rents for the Subject.

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Subject Proposed Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR @ 50%	\$628	\$723	\$1,420	\$965	54%
2BR @ 50%	\$757	\$836	\$1,533	\$1,122	48%
1BR @ 60%	\$753	\$869	\$1,420	\$1,043	39%
2BR @ 60%	\$912	\$935	\$1,533	\$1,177	29%
1BR Unrestricted	\$900	\$990	\$1,420	\$1,172	30%
2BR Unrestricted	\$1,050	\$1,164	\$1,533	\$1,323	26%

As illustrated the Subject's proposed 50 and 60 percent rents as well as the Subject's unrestricted rents are well below the surveyed average when compared to the comparables, both LIHTC and market-rate. All of the Subject's proposed LIHTC and market rate rents are set below the surveyed range of comparable LIHTC and market rents.

Brookside Park Apartments is achieving the highest one and two-bedroom unrestricted rents in the market. The Subject will be slightly inferior to Brookside Park Apartments. Brookside Park Apartments was built in 2004 and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject. Brookside Park Apartments is located 1.5 miles from the Subject and offers a similar location. Brookside Park Apartments offers superior property amenities when compared to the Subject as it offers a playground and swimming pool, which the Subject will not offer. Brookside Park Apartments offers similar in-unit amenities in comparison to the Subject. This property offers slightly superior unit sizes when compared to the proposed Subject. The lowest one and two-bedroom unrestricted rents at Brookside Park Apartments are approximately 89 and 68 percent higher than the Subject's one and two-bedroom rents at 60 percent of AMI.

9. LIHTC Competition – DCA Funded Properties within the PMA

Capture rates for the Subject are considered low for all bedroom types and AMI levels. Total vacancy at the LIHTC and mixed-income comparables is slightly higher, at 3.2 percent. Village Highlands reports the highest vacancy rate among the comparables, at 12.8 percent. Our contact could not provide an explanation for the elevated vacancy rate, but stated 23 of the vacant units are pre-leased. Columbia Peoplestown also reported a slightly elevated vacancy rate, at 5.1 percent. Our contact at this development noted that all of the vacant units are market rate. Further, three of the affordable comparables maintain waiting lists for their LIHTC units, ranging from ten to over 100 households in length. These factors indicate significant demand for affordable housing in the area.

According to LIHTC allocation lists provided by the Georgia Department of Community Affairs, Six properties have been allocated in the PMA since 2017.

- Hillcrest Senior was allocated in 2018 for the new construction of 180 units targeting seniors in Atlanta, approximately 2.0 miles southwest of the Subject. Upon completion, the property will offer 180 one and two-bedroom units restricted to 60 percent of the AMI. Of the 65 units will be subsidized with project-based rental assistance (PBRA). The remaining 94 one-bedroom and 21 two-bedroom units will not compete directly with the Subject given the dissimilar tenancy. Thus, these units have not been deducted in our demand analysis.
- Haven at South Atlanta was allocated in 2019 for the new construction of 84 units targeting families in Atlanta, approximately 2.2 miles from the Subject. Upon completion, the property will offer 71 one, two, and three-bedroom units restricted to 50 and 60 percent of the AMI, as well as 13 unrestricted market rate units. Upon completion, the 74 one and two-bedroom units at this property will directly compete with the Subject and these units have been deducted in our demand analysis.
- Symphony at Lakewood was allocated in 2019 for the new construction of 60 units targeting families in Atlanta, approximately 1.2 miles south of the Subject. Upon completion, the property will offer 60 one, two, and three-bedroom units restricted to 40, 50, 60 and 80 percent of the AMI. Upon completion, the 20 one and two-bedroom units restricted to 50 percent AMI and the 15 one and two bedroom units restricted to 60 percent AMI at this property will directly compete with the Subject and these units have been deducted in our demand analysis.
- Capitol View Apartments was allocated in 2019 for the acquisition/rehabilitation of 120 units targeting families in Atlanta, approximately 0.9 mile northeast of the Subject. Upon completion, the property will offer 120 one and two -bedroom units restricted to 40, 50, 60 and 70 percent of the AMI. The 24, 40 and 50 percent AMI units will be covered by a project based rental assistance (PBRA) contract and will not be competitive with the Subject. The remaining units will be restricted to 60 and 70 percent AMI.

The renovations will occur with tenants in place. However, some of the tenants will not income qualify post renovation. Thus, we have conservatively deducted the 19 one-bedroom and 47 two-bedroom units restricted to 60 percent AMI from our demand analysis as competitive supply.

- Sylvan Hills Senior was allocated in 2019 for the new construction of 183 units targeting seniors in Atlanta, approximately 1.2 miles south of the Subject. Upon completion, the property will offer 183 one and two-bedroom units restricted to 50 and 60 percent of the AMI. These units will not compete directly with the Subject given the dissimilar tenancy. Thus, these units have not been deducted in our demand analysis.
- Hartland Station was allocated in 2019 for the new construction of 131 units targeting families in Atlanta, approximately 1.4 miles south of the Subject. Upon completion, the property will offer 131 one, two and three-bedroom units restricted to 50, 60, and 80 percent of the AMI. The 13 one-bedroom and 20 two-bedroom units at 50 percent AMI and the 20 one-bedroom and 40 two-bedroom units at 60 percent AMI will compete directly with the Subject and these units have been deducted in our demand analysis.

As illustrated above, there have been six properties allocated in the Subject’s PMA since 2017. The low capture rates demonstrated in the demand analysis earlier in this report, as well as the low vacancy rates and waiting lists among the surveyed LIHTC comparables, indicates significant demand for additional affordable housing in the area. As such, we do not believe the addition of the Subject will impact any additional LIHTC properties in the area.

10. Rental Trends in the PMA

The following table is a summary of the tenure patterns of the housing stock in the PMA.

TENURE PATTERNS PMA				
Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	8,850	41.8%	12,299	58.2%
2019	8,539	36.1%	15,138	63.9%
Projected Mkt Entry September 2022	8,924	36.9%	15,272	63.1%
2024	9,147	37.3%	15,350	62.7%

Source: Esri Demographics 2019, Novogradac Consulting LLP, March 2020

As the table illustrates, roughly two-thirds of households in the PMA are renters. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a higher percentage of renters in in the PMA than the nation. The percentage of renter population is projected to decrease slightly over the next five years, although the number of renters in the PMA is projected to increase. This bodes well for the Subject’s proposed units.

Historical Vacancy

The following table details historical vacancy levels for the properties included as comparables.

Comparable Property	Type	Total Units	2016 Q3	2017 Q1	2017 Q4	2018 Q4	2019 Q1	2019 Q2	2019 Q3	2019 Q4	2020 Q1
1055 Arden	LIHTC/ Market	82	N/A								
Columbia At Sylvan Hills	LIHTC/ Market	189	0.0%	4.8%	N/A	N/A	0.0%	0.0%	N/A	N/A	0.0%
Columbia Peoplestown	LIHTC/ Market	99	N/A	N/A	N/A	7.6%	2.0%	4.0%	2.0%	2.0%	4.0%
Heritage Station Apartment Homes	LIHTC/Section 8/ Market	220	6.4%	3.2%	N/A	N/A	N/A	3.2%	N/A	N/A	1.4%
The Station At Richmond Hill	LIHTC/ Market	181	1.7%	N/A	N/A	1.1%	3.3%	0.0%	N/A	0.0%	6.1%
The Villages At Carver	LIHTC/ Market	667	N/A	1.8%	N/A	1.7%	1.7%	2.0%	2.0%	3.6%	1.2%
Village Highlands	LIHTC	258	N/A	N/A	8.9%	5.0%	N/A	N/A	N/A	2.7%	12.8%
Brookside Park Apartments	Market	201	1.5%	N/A	N/A	0.0%	1.0%	3.0%	N/A	4.0%	3.0%
Crogman School Lofts	Market	105	0.0%	1.9%	3.8%	N/A	1.9%	1.0%	2.9%	8.6%	0.0%

The historical vacancy rates at all of the comparable properties for several quarters in the past four years are illustrated in the previous table. In general, the comparable properties experienced very low vacancy from 2016 through 2020. Village Highlands reports the highest vacancy rate among the comparables, at 12.8 percent. Our contact could not provide an explanation for the elevated vacancy rate, but stated 23 of the vacant units are pre-leased. Columbia Peoplestown also reported a slightly elevated vacancy rate, at 5.1 percent. Our contact at this development noted that all of the vacant units are market rate. Further, three of the affordable comparables maintain waiting lists for their LIHTC units, ranging from ten to over 100 households in length. We believe that the current performance of the LIHTC comparable properties, as well as their historically low vacancy rates, indicate demand for affordable rental housing in the Subject's market.

Change in Rental Rates

The following table illustrates rental rate increases as reported by the comparable properties.

RENT GROWTH		
Property Name	Rent Structure	Rent Growth
Columbia At Sylvan Hills	LIHTC/ Market	LIHTC increased to max
Columbia Peoplestown	LIHTC/ Market	LIHTC increased to max
Heritage Station Apartment Homes	LIHTC/Section 8/ Market	LIHTC increased to max
The Station At Richmond Hill*	LIHTC/ Market	LIHTC increased to max
The Villages At Carver	LIHTC/ Market	LIHTC increased to max
Village Highlands	LIHTC	LIHTC increased to max
Brookside Park Apartments	Market	Fluctuate daily-LRO pricing
Crogman School Lofts	Market	Unknown

*Located outside of the PMA

All seven surveyed LIHTC properties report increasing LIHTC rents to maximum allowable levels in the past year. We anticipate that the Subject will be able to achieve moderate rent growth in the future as a LIHTC property.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to RealtyTrac statistics, one in every 2,820 housing units nationwide was in some stage of foreclosure as of February 2020. The city of Atlanta is experiencing a foreclosure rate of one in every 2,011 homes. This is higher than that of Fulton County which is 2,203, while Georgia experienced one foreclosure in every 2,728 housing units. Overall, Atlanta is experiencing a higher foreclosure rate than the county, state and the nation. The Subject's neighborhood does not have a significant amount of abandoned or vacancy structures that would impact the marketability of the Subject.

12. Effect of Subject on Other Affordable Units in Market

Six properties have been allocated in the PMA since 2017.

- Hillcrest Senior was allocated in 2018 for the new construction of 180 units targeting seniors in Atlanta, approximately 2.0 miles southwest of the Subject. Upon completion, the property will offer 180 one and two-bedroom units restricted to 60 percent of the AMI. Of the 65 units will be subsidized with project-based rental assistance (PBRA). The remaining 94 one-bedroom and 21 two-bedroom units will not compete directly with the Subject given the dissimilar tenancy. Thus, these units have not been deducted in our demand analysis.
- Haven at South Atlanta was allocated in 2019 for the new construction of 84 units targeting families in Atlanta, approximately 2.2 miles from the Subject. Upon completion, the property will offer 71 one, two, and three-bedroom units restricted to 50 and 60 percent of the AMI, as well as 13 unrestricted market rate units. Upon completion, the 74 one and two-bedroom units at this property will directly compete with the Subject and these units have been deducted in our demand analysis.

- Symphony at Lakewood was allocated in 2019 for the new construction of 60 units targeting families in Atlanta, approximately 1.2 miles south of the Subject. Upon completion, the property will offer 60 one, two, and three-bedroom units restricted to 40, 50, 60 and 80 percent of the AMI. Upon completion, the 20 one and two-bedroom units restricted to 50 percent AMI and the 15 one and two bedroom units restricted to 60 percent AMI at this property will directly compete with the Subject and these units have been deducted in our demand analysis.
- Capitol View Apartments was allocated in 2019 for the acquisition/rehabilitation of 120 units targeting families in Atlanta, approximately 0.9 mile northeast of the Subject. Upon completion, the property will offer 120 one and two -bedroom units restricted to 40, 50, 60 and 70 percent of the AMI. The 24, 40 and 50 percent AMI units will be covered by a project based rental assistance (PBRA) contract and will not be competitive with the Subject. The remaining units will be restricted to 60 and 70 percent AMI. The renovations will occur with tenants in place. However, some of the tenants will not income qualify post renovation. Thus, we have conservatively deducted the 19 one-bedroom and 47 two-bedroom units restricted to 60 percent AMI from our demand analysis as competitive supply.
- Sylvan Hills Senior was allocated in 2019 for the new construction of 183 units targeting seniors in Atlanta, approximately 1.2 miles south of the Subject. Upon completion, the property will offer 183 one and two-bedroom units restricted to 50 and 60 percent of the AMI. These units will not compete directly with the Subject given the dissimilar tenancy. Thus, these units have not been deducted in our demand analysis.
- Hartland Station was allocated in 2019 for the new construction of 131 units targeting families in Atlanta, approximately 1.4 miles south of the Subject. Upon completion, the property will offer 131 one, two and three-bedroom units restricted to 50, 60, and 80 percent of the AMI. The 13 one-bedroom and 20 two-bedroom units at 50 percent AMI and the 20 one-bedroom and 40 two-bedroom units at 60 percent AMI will compete directly with the Subject and these units have been deducted in our demand analysis.

Total vacancy at the LIHTC and mixed-income comparables is slightly higher, at 3.2 percent. Village Highlands reports the highest vacancy rate among the comparables, at 12.8 percent. Our contact could not provide an explanation for the elevated vacancy rate, but stated 23 of the vacant units are pre-leased. Columbia Peoplestown also reported a slightly elevated vacancy rate, at 5.1 percent. Our contact at this development noted that all of the vacant units are market rate. Further, three of the affordable comparables maintain waiting lists for their LIHTC units, ranging from ten to over 100 households in length. These factors indicate significant demand for affordable housing in the area. In summary, the performance of the comparable LIHTC properties and the existence of waiting lists for affordable units indicates that the Subject will not negatively impact the existing affordable rental units in the market.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Six properties have been allocated in the PMA since 2017. These properties will offer 268 units that will directly compete with the Subject. However, there is strong demand for the Subject's units, as demonstrated by the very low capture rates for all unit types and AMI levels, which take into account the competitive units at these newly allocated properties. Overall vacancy in the market is low at 3.0 percent. Total vacancy at the LIHTC and mixed-income comparables is slightly higher, at 3.2 percent. Village Highlands reports the highest vacancy rate among the comparables, at 12.8 percent. Our contact could not provide an explanation for the elevated vacancy rate, but stated 23 of the vacant units are pre-leased. Columbia Peoplestown also reported a slightly elevated vacancy rate, at 5.1 percent. Our contact at this development noted that all of the vacant units are market rate. Further, three of the affordable comparables maintain waiting lists for their LIHTC units, ranging from ten to over 100 households in length. These factors indicate significant demand for affordable housing in the area. The Subject will offer inferior to similar in-unit amenities in comparison to the LIHTC comparables as it will offer microwaves, which many of the comparables lack, although it will not offer balconies/patios, exterior storage, walk-in closets, or in-unit

washers and dryers, which some of the comparables offer. The Subject will offer inferior to slightly superior property amenities in comparison to the LIHTC comparables as it will not offer a playground or swimming pool, which many of the comparables offer. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered superior in terms of condition to the comparable properties. There are a limited number of LIHTC properties in the Subject's immediate area. As such, the Subject will be filling a void in the market for affordable units. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at the LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

J. ABSORPTION AND STABILIZATION RATES

ABSORPTION AND STABILIZATION RATES

We were unable to obtain absorption information from any of the comparables. As such, we expanded our search and included five recently constructed LIHTC and mixed-income properties and two market rate properties in the greater Atlanta area, which is illustrated following table.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
The Kirkwood	Market	Family	2018	232	21
Station R Apartments	Market	Family	2016	285	14
Mills Creek Crossing	LIHTC	Family	2015	200	17
Columbia Mill	LIHTC/Market	Family	2014	100	20
Parkside at Mechanicsville	LIHTC	Family	2012	196	60
Retreat At Edgewood Phase II	LIHTC/Market	Family	2012	40	12
Retreat At Edgewood	LIHTC	Family	2011	100	20
Average					23

Per DCA guidelines, we calculated the absorption to 93 percent occupancy. Overall, the comparables demonstrate absorption rates ranging from 12 to 60 units per month, with an average of 23 units per month. Mills Creek Crossing, the most recent family LIHTC property reporting absorption data, reported an absorption rate of 17 units per month. We have placed emphasis on this comparable and the average presented in the comparable set. Based on the information above, we believe the Subject would be able to absorb approximately 20 units per month, for an absorption period of approximately two to three months.

K. INTERVIEWS

Atlanta Housing Authority

We made multiple attempts to contact the Atlanta Housing Authority in order to determine the number Housing Choice Vouchers currently in use; however, as of the date of this report our calls have not been returned. According to the Atlanta Housing Authority website, the Housing Choice Voucher waiting list is closed (last opened in March 2017) and consists of approximately 30,000 households. The following table illustrates voucher usage at the comparables. The payment standards for Fulton County are listed below.

PAYMENT STANDARDS	
Unit Type	Standard
One-Bedroom	\$1,127
Two-Bedroom	\$1,283

Source: Georgia Department of Community Affairs, effective 1/1/2020

The Subject’s proposed LIHTC and market rate rents are set below the current payment standards. Therefore, tenants with Housing Choice Vouchers will not pay out of pocket for rent.

Planning

We made several attempts to contact the City of Atlanta’s Planning Departments for information regarding proposed or planned multifamily developments in the Subject’s PMA. However, as of the date of this report our calls have not been returned. Therefore, we utilized LIHTC allocation lists published by Georgia Department of Community Affairs and found the following properties proposed for construction or renovation in the Subject’s PMA.

- Hillcrest Senior was allocated in 2018 for the new construction of 180 units targeting seniors in Atlanta, approximately 2.0 miles southwest of the Subject. Upon completion, the property will offer 180 one and two-bedroom units restricted to 60 percent of the AMI. Of the 65 units will be subsidized with project-based rental assistance (PBRA). The remaining 94 one-bedroom and 21 two-bedroom units will not compete directly with the Subject given the dissimilar tenancy. Thus, these units have not been deducted in our demand analysis.
- Haven at South Atlanta was allocated in 2019 for the new construction of 84 units targeting families in Atlanta, approximately 2.2 miles from the Subject. Upon completion, the property will offer 71 one, two, and three-bedroom units restricted to 50 and 60 percent of the AMI, as well as 13 unrestricted market rate units. Upon completion, the 74 one and two-bedroom units at this property will directly compete with the Subject and these units have been deducted in our demand analysis.
- Symphony at Lakewood was allocated in 2019 for the new construction of 60 units targeting families in Atlanta, approximately 1.2 miles south of the Subject. Upon completion, the property will offer 60 one, two, and three-bedroom units restricted to 40, 50, 60 and 80 percent of the AMI. Upon completion, the 20 one and two-bedroom units restricted to 50 percent AMI and the 15 one and two bedroom units restricted to 60 percent AMI at this property will directly compete with the Subject and these units have been deducted in our demand analysis.
- Capitol View Apartments was allocated in 2019 for the acquisition/rehabilitation of 120 units targeting families in Atlanta, approximately 0.9 mile northeast of the Subject. Upon completion, the property will offer 120 one and two -bedroom units restricted to 40, 50, 60 and 70 percent of the AMI. The 24, 40 and 50 percent AMI units will be covered by a project based rental assistance (PBRA) contract and will not be competitive with the Subject. The remaining units will be restricted to 60 and 70 percent AMI. The renovations will occur with tenants in place. However, some of the tenants will not income qualify post renovation. Thus, we have conservatively deducted the 19 one-bedroom and 47 two-bedroom units restricted to 60 percent AMI from our demand analysis as competitive supply.
- Sylvan Hills Senior was allocated in 2019 for the new construction of 183 units targeting seniors in Atlanta, approximately 1.2 miles south of the Subject. Upon completion, the property will offer 183 one and two-bedroom units restricted to 50 and 60 percent of the AMI. These units will not compete

directly with the Subject given the dissimilar tenancy. Thus, these units have not been deducted in our demand analysis.

- Hartland Station was allocated in 2019 for the new construction of 131 units targeting families in Atlanta, approximately 1.4 miles south of the Subject. Upon completion, the property will offer 131 one, two and three-bedroom units restricted to 50, 60, and 80 percent of the AMI. The 13 one-bedroom and 20 two-bedroom units at 50 percent AMI and the 20 one-bedroom and 40 two-bedroom units at 60 percent AMI will compete directly with the Subject and these units have been deducted in our demand analysis.

Atlanta Metro Chamber of Commerce

The Atlanta Metro Chamber of Commerce posts yearly business openings and expansions. The following table details all expansions that total 50 or more jobs created since 2018.

2018-2019 BUSINESS OPENINGS & EXPANSIONS FULTON COUNTY, GA

Company	Facility Type	Product or Service	Projected # of Jobs
2019			
PVH Corp.	Distribution Center	Apparel (Tommy Hilfiger, Calvin Klein, IZOD, others)	575
Samsara	East Coast Hub	IoT Platform for Logistics/Fleet Operations	500
Ameris Bancorp	Financial Center	Banking	300
Idom	IoT North American Headquarters	Consulting, Engineering & Architecture	300
PagerDuty	Branch Office	Digital Operations Management	300
POP Displays USA	Manufacturing & Distribution Facility	Merchandising Solutions	280
Dematic	Global Headquarters	Supply Chain Software & Services	230
Convoy	Branch Office	Tech-Enabled Freight Brokerage	200
Edifecs	Branch Office	Health IT	200
Expense	Shared Services	Cybersecurity	200
Post Consumer Brands	Distribution Center	Breakfast Cereals	150
EarthFresh	Advanced Technology Packing Plant & Distribution Center	Organic Produce	100
Smarp	North American Headquarters	Employee Communications & Advocacy Platform	60
DS Smith	North American Headquarters	Packaging	58
Loeb Enterprises (Loeb.ATL)	Startup Lab & Venture Studio	Venture Collective of Early-Stage Companies	50
2018			
Inspire Brands	Corporate Headquarters & Global Support Center	Restaurant Group (Arby's, Buffalo Wild Wings, Sonic, Rusty Taco)	1,120
BlackRock	Innovation Hub	Asset Management & Technology Solutions	1,000
Norfolk Southern	North American Headquarters (Fortune 500)	Transportation	850
Salesforce	Regional Headquarters	Customer Relationship Management	600
Starbucks	East Coast Satellite Office	Coffeehouse Chain	500
InstaCart	Customer Experience Center/Call Center	Grocery Delivery	425
Juware	Corporate Headquarters	Emergency Preparedness & Response Software	300
Pandora	Branch Office	Music Streaming	250
Edible Arrangements	Second Corporate Headquarters	Fresh Fruit Bouquets	200
Instant Financial	Branch Office	FinTech Platform	100
Oncology Analytics	Corporate Headquarters	Healthcare Data Analytics	100
Vero Biotech	Corporate Headquarters	Cardiopulmonary Nitric Oxide Products	100
Wirex	U.S. Headquarters	FinTech (Cryptocurrency Wallets)	100
ClusterTruck	Branch Office	Food Preparation & Delivery	80
VanRiet Material Handling Systems	Manufacturing Facility	Intra-Logistic System Integration	75
RIB Software	U.S. Headquarters	Construction Project Software	65
CargoBarn	Corporate Headquarters	Third-Party Logistics	50
International Society of Arboriculture	U.S. Headquarters	Non-Profit Member Organization	50
Redtail Technology	East Coast Headquarters	Web-Based Client Relationship Management	50
Twilio	Branch Office	Cloud Communications	50
Project Verte	Corporate Headquarters	eCommerce	50
Total			9,618

Source: Metro Atlanta Chamber of Commerce, retrieved 12/2019

As illustrated in the above table, there have been 36 business expansions in the Fulton County area since 2018. Those expansions were projected to bring in an estimated 9,618 new jobs.

Additional interviews can be found in the comments section of the property profiles.

L. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

Between 2010 and 2019, there was approximately 0.6 percent annual growth in population in the PMA, which was less than that of the MSA and the national population growth rate over the same time period. Total population in the PMA is projected to increase at a rate of 0.7 percent annually from 2019 through projected market entry and 2024, which is a growth rate below that of the MSA and the nation as a whole. The current population of the PMA is 58,435 and is expected to be 59,661 in 2022. The current number of households in the PMA is 23,667 and is expected to be 24,196 in 2022. Renter households in the PMA are concentrated in the lowest income cohorts, with 30.1 percent of renter households in the PMA earning incomes between \$20,000 and \$49,999 annually. The Subject's LIHTC units will target tenants earning between \$23,897 and \$43,080. The Subject should be well-positioned to service this market. Overall, population growth and the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

Employment Trends

The largest industries in the PMA are accommodation/food services, healthcare/social assistance, and retail trade industries. These industries account for 34.1 percent of total employment within the PMA. There have been several WARN notices issued in the county since 2019, resulting in 2,740 job losses. However, these job losses have been offset by numerous business expansions and new additions. Overall, Fulton County has experienced moderate employment growth since 2011. Total employment in Fulton County surpassed pre-recessionary levels in 2014. In the period between December 2018 and December 2019, total employment in Fulton County increased 1.9 percent. Overall, employment growth and the declining unemployment rate indicates that Fulton County has made a recovery from the most recent national recession and is in an expansionary phase. Recent business expansions in several industries suggest both the health of the county's historically stable industries such as healthcare and the growth of other industries such as professional/scientific/technology services. The growing local economy is a positive indicator of demand for rental housing and the Subject's proposed units.

Capture Rates

The following table illustrates the demand and capture rates for the Subject's proposed units.

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @50%	\$23,897	\$31,900	20	576	28	548	3.6%	\$628
1BR @60%	\$28,183	\$38,280	14	535	66	469	3.0%	\$753
1BR Market	\$30,857	\$63,800	7	883	4	879	0.8%	\$900
1BR Overall	\$23,897	\$63,800	41	1,281	98	1,183	3.5%	-
2BR @50%	\$29,040	\$35,900	8	454	40	414	1.9%	\$757
2BR @60%	\$34,354	\$43,080	6	422	123	299	2.0%	\$912
2BR Market	\$36,000	\$71,800	3	696	7	689	0.4%	\$1,050
2BR Overall	\$29,040	\$71,800	17	1,010	170	840	2.0%	-
@50% Overall	\$23,897	\$35,900	28	1,031	68	963	2.9%	-
@60% Overall	\$28,183	\$43,080	20	958	189	769	2.6%	-
Market Overall	\$30,857	\$71,800	10	1,580	11	1,569	0.6%	-
Overall LIHTC	\$23,897	\$43,080	48	1,419	257	1,162	4.1%	-
Overall	\$23,897	\$71,800	58	2,292	268	2,024	2.9%	-

We believe these calculated capture rates are reasonable, particularly as these calculations do not consider demand from outside the PMA or standard rental household turnover.

Absorption

We were unable to obtain absorption information from any of the comparables. As such, we expanded our search and included five recently constructed LIHTC and mixed-income properties and two market rate properties in the greater Atlanta area, which is illustrated following table.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
The Kirkwood	Market	Family	2018	232	21
Station R Apartments	Market	Family	2016	285	14
Mills Creek Crossing	LIHTC	Family	2015	200	17
Columbia Mill	LIHTC/Market	Family	2014	100	20
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Retreat At Edgewood Phase II	LIHTC/Market	Family	2012	40	12
Retreat At Edgewood	LIHTC	Family	2011	100	20
Average					23

Per DCA guidelines, we calculated the absorption to 93 percent occupancy. Overall, the comparables demonstrate absorption rates ranging from 12 to 60 units per month, with an average of 23 units per month. Mills Creek Crossing, the most recent family LIHTC property reporting absorption data, reported an absorption rate of 17 units per month. We have placed emphasis on this comparable and the average presented in the comparable set. Based on the information above, we believe the Subject would be able to absorb approximately 20 units per month, for an absorption period of approximately two to three months.

Vacancy Trends

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Columbia At Sylvan Hills	LIHTC/ Market	Family	189	0	0.0%
Columbia Peoplestown	LIHTC/ Market	Family	99	5	5.1%
Heritage Station Apartment Homes	LIHTC/Section 8/ Market	Family	220	3	1.4%
The Station At Richmond Hill*	LIHTC/ Market	Family	181	2	1.1%
The Villages At Carver	LIHTC/ Market	Family	667	8	1.2%
Village Highlands	LIHTC	Family	258	33	12.8%
Brookside Park Apartments	Market	Family	201	6	3.0%
Crogman School Lofts	Market	Family	105	0	0.0%
Total LIHTC			1,614	51	3.2%
Total Market Rate			306	6	2.0%
Overall Total			1,920	57	3.0%

*Located outside of the PMA

Overall vacancy in the market is low at 3.0 percent. Total vacancy at the LIHTC and mixed-income comparables is slightly higher, at 3.2 percent. Village Highlands reports the highest vacancy rate among the comparables, at 12.8 percent. Our contact could not provide an explanation for the elevated vacancy rate, but stated 23 of the vacant units are pre-leased. Columbia Peoplestown also reported a slightly elevated vacancy rate, at 5.1 percent. Our contact at this development noted that all of the vacant units are market rate. Further, three of the affordable comparables maintain waiting lists for their LIHTC units, ranging from ten to over 100 households in length. These factors indicate significant demand for affordable housing in the area.

Total vacancy at the market rate comparables is low, at 2.0 percent. Further, the market rate comparables maintain waiting lists, ranging from five to 40 households in length. The strong performance of these

comparables indicate that there is demand for rental housing in the area. As a newly constructed property with a competitive amenity package and a lack of non-subsidized properties in the immediate area, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

Strengths of the Subject

The Subject will be the newest LIHTC developments in the PMA and exhibit excellent condition upon completion. The Subject's proximity to locational amenities, especially public transportation, is a strength. As the demand analysis in this report indicates, there is ample demand for the Subject based on our calculations for the 50 and 60 percent AMI as well as its market rate units. Therefore, we believe the Subject will be well received in the market given its competitive advantage over the existing housing stock and reported strong demand at the comparable properties.

Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Six properties have been allocated in the PMA since 2017. These properties will offer 268 units that will directly compete with the Subject. However, there is strong demand for the Subject's units, as demonstrated by the very low capture rates for all unit types and AMI levels, which take into account the competitive units at these newly allocated properties. Overall vacancy in the market is low at 3.0 percent. Total vacancy at the LIHTC and mixed-income comparables is slightly higher, at 3.2 percent. Village Highlands reports the highest vacancy rate among the comparables, at 12.8 percent. Our contact could not provide an explanation for the elevated vacancy rate, but stated 23 of the vacant units are pre-leased. Columbia Peoplestown also reported a slightly elevated vacancy rate, at 5.1 percent. Our contact at this development noted that all of the vacant units are market rate. Further, three of the affordable comparables maintain waiting lists for their LIHTC units, ranging from ten to over 100 households in length. These factors indicate significant demand for affordable housing in the area. The Subject will offer inferior to similar in-unit amenities in comparison to the LIHTC comparables as it will offer microwaves, which many of the comparables lack, although it will not offer balconies/patios, exterior storage, walk-in closets, or in-unit washers and dryers, which some of the comparables offer. The Subject will offer inferior to slightly superior property amenities in comparison to the LIHTC comparables as it will not offer a playground or swimming pool, which many of the comparables offer. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered superior in terms of condition to the comparable properties. There are a limited number of LIHTC properties in the Subject's immediate area. As such, the Subject will be filling a void in the market for affordable units. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at the LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

Recommendations

We recommend the Subject as proposed.

M. SIGNED STATEMENT REQUIREMENTS

I affirm that I (or one of the persons signing below) made a physical inspection of the market area and the Subject property and that information has been used in the full study of the need and demand for the proposed units. The report is written according to DCA's market study requirements, the information included is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market.

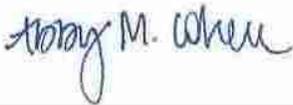
To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.

DCA may rely on the representation made in the market study. The document is assignable to other lenders.



H. Blair Kincer, MAI
Partner
Novogradac Consulting LLP

June 12, 2020



Abby M. Cohen
Partner
Novogradac Consulting LLP

June 12, 2020



Brian Neukam
Manager
Novogradac Consulting LLP

June 12, 2020



Travis Jorgenson
Analyst
Novogradac Consulting LLP

June 12, 2020

ADDENDUM A
Assumptions and Limiting Conditions

ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the market analyst has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the author assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All encumbrances, including mortgages, liens, leases, and servitudes, were disregarded in this valuation unless specified in the report. It was recognized, however, that the typical purchaser would likely take advantage of the best available financing, and the effects of such financing on property value were considered.
4. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
5. The report was made assuming responsible ownership and capable management of the property.
6. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
7. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
8. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors.
9. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the market analyst did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
10. Any distribution of total property value between land and improvements applies only under the existing or specified program of property utilization. Separate valuations for land and buildings must not be used in conjunction with any other study or market study and are invalid if so used.
11. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the author or the firm with which he or she is connected. Neither all nor any part of the report, or copy thereof shall be disseminated to the general public by the use of advertising, public relations, news, sales, or other media for public communication without the prior written consent and approval of the market analyst. Nor shall the market analyst, firm, or professional organizations of which the market analyst is a member be identified without written consent of the market analyst.

12. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional organization with which the market analyst is affiliated.
13. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
14. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
15. Opinions of value contained herein are estimates. There is no guarantee, written or implied, that the Subject property will sell or lease for the indicated amounts.
16. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the market study report.
17. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
18. On all studies, Subject to satisfactory completion, repairs, or alterations, the report and conclusions are contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time.
19. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums, except as reported to the market analyst and contained in this report.
20. The party for whom this report is prepared has reported to the market analyst there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
21. Unless stated otherwise, no percolation tests have been performed on this property. In making the market study, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use.
22. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The market analyst does not warrant the condition or adequacy of such systems.
23. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the property. The market analyst reserves the right to review and/or modify this market study if said insulation exists on the Subject property.
24. Estimates presented in this report are assignable to parties to the development's financial structure.

ADDENDUM B
Subject and Neighborhood Photographs

Photographs of Subject and Neighborhood



View west along Arden Avenue SW



View east along Arden Avenue SW



View south along Division Place SW



View north along Division Place SW



View of Subject site



View of Subject site



Gateway Capitol View



Commercial use in Subject's neighborhood



Religious use in Subject's neighborhood



Commercial use in Subject's neighborhood



School in Subject's neighborhood



Commercial use in Subject's neighborhood



Industrial use in Subject's neighborhood



Oakland City MARTA Station



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood



Single-family home in Subject's neighborhood

ADDENDUM C

Qualifications

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI, CRE

I. Education

Duquesne University, Pittsburgh, Pennsylvania
Masters in Business Administration
Graduated Summa Cum Laude

West Virginia University, Morgantown, West Virginia
Bachelor of Science in Business Administration
Graduated Magna Cum Laude

II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)
Member, The Counselors of Real Estate (CRE)
LEED Green Associate
Member, National Council of Housing Market Analysts (NCHMA)
Past Member Frostburg Housing Authority

Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut
Certified General Real Estate Appraiser, No. GA12288 – District of Columbia
Certified General Real Estate Appraiser, No. CG1694 – State of Maine
Certified General Real Estate Appraiser, No. 1326 – State of Maryland
Certified General Real Estate Appraiser, No. 103789 – State of Massachusetts
Certified General Real Estate Appraiser, No. 46000039124 – State of New York
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania
Certified General Real Estate Appraiser, No. CGA.0020047 – State of Rhode Island
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia
Certified General Real Estate Appraiser, No. 1081 – State of Wyoming

III. Professional Experience

Partner, Novogradac & Company LLP
Vice President, Capital Realty Advisors, Inc.
Vice President - Acquisitions, The Community Partners Development Group, LLC
Commercial Loan Officer/Work-Out Specialist, First Federal Savings Bank of Western MD
Manager - Real Estate Valuation Services, Ernst & Young LLP
Senior Associate, Joseph J. Blake and Associates, Inc.
Senior Appraiser, Chevy Chase, F.S.B.
Senior Consultant, Pannell Kerr Forster

IV. Professional Training

Have presented at and attended various IPED and Novogradac conferences regarding the affordable housing industry. Have done presentations on the appraisal and market analysis of Section 8 and 42 properties. Have spoken regarding general market analysis topics.

Obtained the MAI designation in 1998 and maintained continuing education requirements since. Completed additional professional development programs administered by the Appraisal Institute in the following topic areas:

- 1) Valuation of the Components of a Business Enterprise
- 2) Valuation of Sustainable Buildings

V. Real Estate Assignments – Examples

In general, have managed and conducted numerous market analyses and appraisals for all types of commercial real estate since 1988.

- Performed numerous appraisals for the US Army Corps of Engineers US Geological Survey and the GSA. Property types included Office, Hotel, Residential, Land, Gymnasium, warehouse space, border patrol office. Properties located in varied locations such as the Washington, DC area, Yuma, AZ, Moscow, ID, Blaine, WA, Lakewood, CO, Seattle, WA
- Performed appraisals of commercial properties such as hotels, retail strip centers, grocery stores, shopping centers etc for properties in various locations throughout Pennsylvania, New Jersey, Maryland, New York for Holiday, Fenoglio, Fowler, LP and Three Rivers Bank.
- Have managed and conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis. An area of special concentration has been the category of Senior Independent living properties. Work has been national in scope.
- Provided appraisal and market studies for a large portfolio of properties located throughout the United States. The reports provided included a variety of property types including vacant land, office buildings, multifamily rental properties, gas stations, hotels, retail buildings, industrial and warehouse space, country clubs and golf courses, etc. The portfolio included more than 150 assets and the work was performed for the SBA through Metec Asset Management LLP.
- Have managed and conducted numerous appraisals of affordable housing (primarily LIHTC developments). Appraisal assignments typically involved determining the as is, as

if complete and the as if complete and stabilized values. Additionally, encumbered (LIHTC) and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and Pilot agreements.

- Performed numerous appraisals in 17 states of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. These appraisals meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide.
- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA and the developer in the underwriting process. Market studies are compliant to State, FannieMae and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae appraisals of affordable and market rate multi-family properties for Fannie DUS Lenders. Currently have ongoing assignment relationships with several DUS Lenders.
- In accordance with HUD's Section 8 Renewal Policy and Chapter 9, Mr. Kincer has completed numerous Rent Comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.
- Completed Fair Market Value analyses for solar panel installations, wind turbine installations, and other renewable energy assets in connection with financing and structuring analyses performed by various clients. The clients include lenders, investors, and developers. The reports are used by clients and their advisors to evaluate certain tax consequences applicable to ownership. Additionally, the reports have been used in the ITC funding process and in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

ABBY M. COHEN

I. Education

The Pennsylvania State University, University Park, PA
Bachelor of Arts

II. Licensing and Professional Affiliation

Certified General Appraiser, FL License #RZ4143
Certified General Appraiser, MD License #40032823
Certified General Appraiser, NC License #A8127
Certified General Appraiser, NJ License #42RG00255000
Certified General Appraiser, SC License #7487

Designated Member of the National Council of Housing Market Analysts (NCHMA)
Member of Commercial Real Estate Women (CREW) Network

III. Professional Experience

Novogradac & Company LLP, Partner
Novogradac & Company LLP, Principal
Novogradac & Company LLP, Manager
Novogradac & Company LLP, Senior Real Estate Analyst

IV. Professional Training

7-Hour National USPAP Update for 2020-2021, February 2020
Appraisal of Fast Food Facilities, February 2020
Appraisal of Self-Storage Facilities, February 2020
The Odd Side of Appraisal, February 2020
Basic Hotel Appraising – Limited Service Hotels, October 2019
Advanced Hotel Appraising – Full Service Hotels, October 2019
Appraisal of REO and Foreclosure Properties, October 2019
Appraisal of Land Subject to Ground Leases, December 2017
Business Practices and Ethics, January 2017
General Appraiser Report Writing and Case Studies, February 2015
General Appraiser Sales Comparison Approach, February 2015
General Appraiser Site Valuation and Cost Approach, February 2015
Expert Witness for Commercial Appraisers, January 2015
Commercial Appraisal Review, January 2015
Real Estate Finance Statistics and Valuation Modeling, December 2014
General Appraiser Income Approach Part II, December 2014
General Appraiser Income Approach Part I, November 2014
General Appraiser Market Analysis and Highest & Best Use, November 2014
IRS Valuation Summit, October 2014
15-Hour National USPAP Equivalent, April 2013
Basic Appraisal Procedures, March 2013
Basic Appraisal Principles, January 2013

V. Publications

Co-authored “Post Rev. Proc. 2014-12 Trend Emerges: Developer Fee Reasonableness Opinions,” Novogradac Journal of Tax Credits, March 2016

VI. Real Estate Assignments

A representative sample of Asset Management, Due Diligence, and Valuation Engagements includes:

- Performed a variety of asset management services for a lender including monitoring and reporting property performance on a monthly basis. Data points monitored include economic vacancy, levels of concessions, income and expense levels, NOI and status of capital projects. Data used to determine these effects on the project's ability to meet its income-dependent obligations.
- Performed asset management services for lenders and syndicators on underperforming assets to identify significant issues facing the property and recommend solutions. Scope of work included analysis of deferred maintenance and property condition, security issues, signage, marketing strategy, condition of units upon turnover and staffing plan. Performed a physical inspection of the assets, to include interior and exterior of property and assessed how the property compares to competition. Analyzed operating expense results.
- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation. Completed market studies in all states.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Assisted in appraisal work for retail and commercial properties in various parts of the country for various lenders. The client utilized the study for underwriting purposes.
- Conducted market studies and appraisals for projects under the HUD Multifamily Accelerated Processing program.
- Prepared Rent Comparability Studies for expiring Section 8 contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.
- Completed numerous reasonableness opinions related to Revenue Procedure 2014-12. Transactions analyzed include projects involving the use of Historic Tax Credits, New Markets Tax Credits and Investment Tax Credits. Fees and arrangements tested for reasonableness include developer fees, construction management fees, property management fees, asset management fees, various leasing-related payments and overall master lease terms.

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
BRIAN NEUKAM**

EDUCATION

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

State of Georgia Certified General Real Property Appraiser No.329471

State of North Carolina Certified General Appraiser No. 8284

State of South Carolina Certified General Appraiser No. 7493

PROFESSIONAL TRAINING

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

EXPERIENCE

Novogradac & Company LLP, Manager, December 2016-present

Novogradac & Company LLP, Senior Real Estate Analyst, September 2015- December 2016

J Lawson & Associates, Associate Appraiser, October 2013- September 2015

Carr, Lawson, Cantrell, & Associates, Associate Appraiser, July 2007-October 2013

REAL ESTATE ASSIGNMENTS

A representative sample of due diligence, consulting or valuation assignments includes:

- Prepare market studies and appraisals throughout the U.S. for proposed and existing family and senior Low-Income Housing Tax Credit (LIHTC), market rate, HOME financed, USDA Rural Development, and HUD subsidized properties. Appraisal assignments involve determining the as is, as if complete, and as if complete and stabilized values.
- Conduct physical inspections of subject properties and comparables to determine condition and evaluate independent physical condition assessments.
- Performed valuations of a variety of commercial properties throughout the Southeast which included hotels, gas stations and convenience stores, churches, funeral homes, full service and fast-food restaurants, stand-alone retail, strip shopping centers, distribution warehouse and manufacturing facilities, cold storage facilities, residential and commercial zoned land, and residential subdivision lots. Intended uses included first mortgage, refinance, foreclosure/repossession (REO), and divorce.
- Employed discounted cash flow analysis (utilizing Argus or Excel) to value income-producing properties and prepare or analyze cash flow forecasts.
- Reviewed and analyzed real estate leases, including identifying critical lease data such as commencement/expiration dates, various lease option types, rent and other income, repair and maintenance obligations, Common Area Maintenance (CAM), taxes, insurance, and other important lease clauses.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Travis Jorgenson

I. Education

Georgia Institute of Technology- Atlanta, GA
Bachelors of Business Administration and Management, General Management

II. Professional Experience

Analyst, Novogradac & Company LLP, December 2018 – Present
Junior Analyst, Novogradac & Company LLP, July 2017 – December 2018
Claims Analyst, Zelis Healthcare, May 2017 - July 2017
Automotive Research Intern, Hearst Autos, October 2016-May 2017

III. Research Assignments

A representative sample of work on various types of projects:

- Assist in performing and writing market studies and appraisals of proposed and existing Low-Income Housing Tax credit (LIHTC) properties
- Research web-based rent reasonableness systems and contact local housing authorities for utility allowance schedules, payment standards, and housing choice voucher information
- Assisted numerous market and feasibility studies for family and senior affordable housing. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of market-rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes: unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.

ADDENDUM D
Summary Matrix

ADDENDUM E
Subject Floor Plans

