

**A MARKET CONDITIONS AND
PROJECT EVALUATION SUMMARY
OF:
FOREST
STATION**

A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF: FOREST STATION

4775 College Street
Forest Park, Clayton County, Georgia 30297

Effective Date: June 6, 2020
Report Date: June 12, 2020

Prepared for:
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745 Ponce de Leon Terrace NE
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Prepared by:
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June 12, 2020

Phil Ellen
Paladin, Inc.
745 Ponce de Leon Terrace NE
Atlanta, GA 30306

Re: Application Market Study for Forest Station, located in Forest Park, Clayton County, Georgia

Dear Mr. Ellen:

At your request, Novogradac Consulting LLP performed a study of the multifamily rental market in the Forest Park, Clayton 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 60-unit senior LIHTC project. It will be a newly constructed affordable LIHTC project, with 60 revenue generating units, restricted to households ages 55 and older earning 30, 60 and 80 percent of the Area Median Income (AMI) or less. 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 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.

In the wake of the COVID-19 pandemic there has been significant turmoil and uncertainty. Governments across the globe are taking dramatic efforts to reduce the strain on health care systems. These efforts result in extensive impacts on economic activity. However, governments are also implementing 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. However, some trends are clear:

- Clients and market participants throughout the country report April and May collections that were better than expected for all types of multi-family properties. Particularly for affordable housing.
- Based upon various conversations with market participants and published articles and webinars many believe that multi-family real estate will be impacted but significantly less so than other sectors. Further, the impact is expected to be shorter lived. Many view multi-family as a safer haven during this period of uncertainty.
- Novogradac maintains a proprietary database of operating results from our surveys of affordable and market rate properties. The database was implemented in 2005 and contains over 100,000 individual properties. The national occupancy rate for two-bedroom, 60 percent LIHTC properties dipped slightly during the Great Recession, but began a rebound after 2009. In 2008, the occupancy rate was at 96.3 percent and it dropped less than one percentage point during the slowdown, dropping to 95.4 percent in 2009 before beginning a gradual increase that slowed between 2016 and 2018 but continued through 2019. We do not suggest this prior recession will be the same as the current economic situation but this data supports the point made above and illustrates the resilience in the affordable housing sector.
- States are starting to plan the reopening over the next several weeks to a month. As of May, Georgia has loosened stay at home restrictions with the exception of those 65 and older and other at-risk individuals and has allowed many non-essential businesses to re-open. That should open various job segments creating more stability and demand.
- The Subject will likely avoid impact as it is senior housing, which is somewhat insulated from economic drop. Additionally, construction on the Subject is not anticipated to be completed until July 2022, which is considered outside of the primary window from the pandemic.
- Finally, there have been transactions that were started prior to shutdown that have recently closed without adjustment.

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

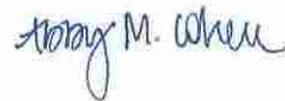
PHIL ELLEN
PALADIN, INC.
JUNE 12, 2020

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

Forest Station will be a newly constructed senior property located at 4775 College Street in Forest Park, Clayton County, Georgia, which will consist of one, three-story, elevator-serviced, lowrise 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	
@30%								
1BR / 1BA	680	3	\$303	\$145	\$448	\$448	\$1,025	
2BR / 1BA	850	5	\$358	\$180	\$538	\$538	\$1,167	
@60%								
1BR / 1BA	680	19	\$625	\$145	\$770	\$897	\$1,025	
2BR / 1BA	850	28	\$702	\$180	\$882	\$1,077	\$1,167	
@80%								
1BR / 1BA	680	2	\$799	\$145	\$944	\$1,196	\$1,025	
2BR / 1BA	850	3	\$890	\$180	\$1,070	\$1,436	\$1,167	
		60						

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

The proposed rents for the Subject’s units at the 30 percent of AMI levels are at the maximum allowable rents. However, the Subject’s proposed rents at 60 and 80 percent of the AMI are below the maximum allowable levels. The Subject will offer similar to slightly superior in-unit amenities compared to the comparable developments as it will include in-unit washers and dryers. The Subject’s community amenity package will be similar to the majority of the comparable developments as it will lack a swimming pool and other recreational amenities but offer a community room, business center, exercise facility, community garden and wellness center. 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 in a predominantly residential neighborhood. The majority of surrounding uses consist of single-family homes in average condition and smaller houses of worship. A number of small multifamily properties are located east and west of the Subject site; however, the majority of these properties were excluded from our report as they exhibit significantly inferior conditions to the proposed Subject and we were unable to contact management. Farther east of the Subject site on Jonesboro Road are a number of retail plazas that include grocery stores, retail stores and restaurants. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Somewhat Walkable” by Walkscore with a rating of 53 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a residential neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, which are within 4.5 miles of the Subject site.

3. Market Area Definition

The PMA is defined by Interstate 285 to the north, Fayetteville Road to the west, State Route 138 to the south and Interstate 675 to the east. This area includes the Cities of Forest Park, Morrow and Riverdale. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 3.8 miles
East: 7.1 miles
South: 7.1 miles
West: 5.1 miles

The PMA is defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager. Many property managers indicated that a significant portion of their tenants come from out of state, particularly senior tenants. However, the majority of tenants are reported to come from the southern Atlanta metropolitan area. 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 7.1 miles. The SMA is defined as the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 10,298 square miles.

4. Community Demographic Data

Senior population growth increased from 2010 through 2019 and exceeded national senior population growth. While senior population growth is expected to slow through market entry and 2024, senior household growth will increase. The current population of the PMA is 156,505 and is expected to be 161,149 in 2022. Renter households are concentrated in the lowest income cohorts, with 49.6 percent of senior renters in the PMA earning less than \$30,000 annually. The Subject will target households earning between \$13,440 and \$51,040 for its LIHTC units; therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been modest, 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 9,569 housing units nationwide was in some stage of foreclosure as of April 2020. The town of Forest Park is experiencing a foreclosure rate of one in every 607 homes, while Clayton County is experiencing foreclosure rate of one in every 2,189 homes and Georgia experienced one foreclosure in every 11,360 housing units. Overall, Forest Park is experiencing a higher foreclosure rate than the nation, and higher than Clayton County as a whole. The Subject's neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject. Due to the CARES Act passed in April 2020 in response to the COVID-19 pandemic, lenders are prohibited from foreclosing on homes with federally backed mortgages.

5. Economic Data

Employment in the PMA is concentrated in the transportation/warehousing, retail trade, and healthcare/social assistance industries, which collectively comprise 39.4 percent of local employment. The significant share of PMA employment in the public administration and healthcare industries, which are historically known to offer greater stability during recessionary periods although, the PMA has large employment in retail trade, which is notable as historically volatile industry, and prone to contraction during economic downturns. The effects of the recession were more pronounced in the MSA, which experienced a 6.8 percent employment contraction, compared to only 4.8 percent across the overall nation. Employment in the MSA recovered and surpassed pre-recessionary levels in 2015, a year after the overall nation. As of December 2019, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 3.1 percent, compared to 1.3 percent across the overall nation. However, this economic data is from December 2019 and we expect this trend will not continue given the effects of COVID-19. As a result of the COVID-19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020 and will likely continue in the near future. While unemployment data for 2020 is not yet available in the MSA, we anticipate a significant increase in unemployment figures.

It is important to note that the largest industry in the Clayton County is trade, transportation, and utilities sector, which is largely due to the presence of the Hartsfield-Jackson Atlanta International Airport (ATL). ATL is located in the northwestern corner of Clayton County and is immediately outside of the PMA’s northwestern border. This airport is considered the busiest airport in the nation. In 2019, the airport experienced a total of 25,323,100 total enplanements, according to the Federal Aviation Administration. Delta Tech Ops and FedEx are two of the major employers in Clayton County and are both located within ATL airport. This airport has significant impact on the Atlanta economy and Clayton County. Travel has declined as a result of the COVID-19 pandemic, which has impacted airlines and associated industries, resulting in the bankruptcy of Hertz car rentals. We believe this will have an impact on the local economy for the remainder of the pandemic, but that the economy will recover given the significance of the airport to passenger and freight travel. It is unclear how severely the regional economy has been affected and how temporary in nature any increase in unemployment will be for the MSA. We expect the local economy will suffer as a result of the pandemic given the outsized reliance on volatile industries.

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 @30%	\$13,440	\$19,140	3	159	0	159	1.9%	\$303
1BR @60%	\$23,100	\$33,480	19	379	113	266	7.1%	\$625
1BR @80%	\$28,320	\$44,640	2	392	0	392	0.5%	\$799
1BR Overall	\$13,440	\$44,640	24	708	113	595	4.0%	-
2BR @30%	\$16,140	\$19,140	5	129	0	129	3.9%	\$358
2BR @60%	\$26,460	\$38,280	28	307	87	220	12.7%	\$702
2BR @80%	\$32,100	\$51,040	3	318	0	318	0.9%	\$890
2BR Overall	\$16,140	\$51,040	36	574	87	487	7.4%	-
@30% Overall	\$13,440	\$19,140	8	288	0	288	2.8%	-
@60% Overall	\$23,100	\$38,280	47	686	200	486	9.7%	-
@80% Overall	\$28,320	\$51,040	5	711	0	711	0.7%	-
Overall	\$13,440	\$51,040	60	1,282	200	1,082	5.5%	-

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. All capture rates are within DCA thresholds.

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 structure. 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 10 “true” comparable properties containing 1,860 units.

The availability of LIHTC data is considered good. There are nine LIHTC properties in the PMA, of which seven target families and two target seniors. We included both age-restricted LIHTC properties and three additional family LIHTC properties. These LIHTC properties offer similar unit types in comparison to the proposed Subject. These properties are located within 0.9 to 4.6 miles of the Subject site.

The availability of market rate data is considered average. The Subject is located in Forest Park and there are several market rate properties in the area. However, there are very few properties in the Subject’s immediate neighborhood that exhibit good or excellent condition. Additionally, a number of these properties are not professionally managed and we were unable to contact management for these properties, including Fox Hall Apartments, Clayton Forest Apartments, Wingate Apartments and Pleasant Acres Apartments. As such, a number of these developments are excluded from our report. We do not believe the exclusion of these developments impacts our analysis as the included properties are considered the most comparable to the proposed Subject. We included six market rate properties located 0.4 to 4.0 miles from the Subject site. However, all of these developments target family households as there are no unrestricted senior properties in the market.

All of the comparable properties were interviewed since May 2020. Property managers reported that market demand has not softened as a result of the COVID-19 pandemic and state and local stay-at-home orders. However, some properties reported slightly slower leasing paces as a result of the pandemic and tenants being reluctant to relocate at this time.

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 COMPARABLE RENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR / 1BA	@30%	\$303	\$675	\$1,005	\$819	170%
1BR / 1BA	@60%	\$625	\$727	\$1,005	\$837	34%
1BR / 1BA	@80%	\$799	\$727	\$1,005	\$863	8%
2BR / 1BA	@30%	\$358	\$823	\$1,293	\$1,002	180%
2BR / 1BA	@60%	\$702	\$823	\$1,293	\$1,002	43%
2BR / 1BA	@80%	\$890	\$823	\$1,293	\$1,022	15%

As illustrated the Subject’s proposed 30, 60 and 80 percent rents are well below the surveyed average when compared to the comparables, both LIHTC and market rate. All of the Subject’s proposed rents at the 30 and 60 are below the surveyed range of comparable LIHTC and market rents. The Subject’s rents at the 80 percent of AMI level are below the surveyed average and within the surveyed range. Currently, households with incomes at this level are renting in the unrestricted market. Therefore, we compared the Subject’s proposed rents at the 80 percent of AMI level to the unrestricted rents in the market. We believe the discount offered by the Subject’s proposed 80 percent rents to comparable unrestricted rents in the market is reasonable based on the inferior offerings of the comparable developments.

The lowest rents of the comparable unrestricted properties were reported by Waldorf Creek, which is the closest development to the Subject. However, this property offers an inferior condition compared to the proposed Subject and remaining comparable properties. As such, we do not believe the lower rents at this development indicate that properties in the Subject’s neighborhood would not be capable of achieving higher rents. The Subject will be considered most similar to Brookstone Apartments upon completion. Brookstone Apartments is a 264-unit, garden-style development located 4.0 miles southwest of the Subject site, in a

neighborhood considered similar relative to the Subject's location. This property was constructed in 1988 and renovated in 2010. We consider the condition of this property inferior relative to the Subject, which will be built in 2022. The manager at Brookstone Apartments reported a low vacancy rate of 2.7 percent, indicating the current rents are well accepted in the market. Brookstone Apartments offers a playground and a swimming pool, both of which the proposed Subject will lack. However, the Subject will offer a community room and central air conditioning, which are not provided by Brookstone Apartments. On balance, we believe the in-unit and property amenity packages offered by Brookstone Apartments to be slightly inferior and similar relative to the Subject, respectively. The Subject's proposed rents are 22 to 228 percent below the rents at this development. Overall, we believe that the Subject's proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

8. Absorption/Stabilization Estimate

Information regarding the absorption periods of one of the surveyed comparable properties and five additional properties which are illustrated in the following table. All of these properties are located between 5.8 and 18.5 miles from the Subject site.

ABSORPTION						
Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)	
Madison Heights I	LIHTC	Family	2018	121	30	
Springs At McDonough	Market	Family	2017	268	17	
Red Oak Village	LIHTC	Senior	2017	60	30	
Manor At Indian Creek	LIHTC	Senior	2017	94	24	
Reynoldstown Senior Apartments	LIHTC	Senior	2016	70	70	
Glenwood At Grant Park	Market	Family	2016	216	8	

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The Subject is a proposed new construction, age-restricted, tax credit property. Madison Heights I, the newest LIHTC comparable in the market, opened in 2018 and experienced an absorption pace of 30 units per month for an absorption period of four months. The most recently opened senior LIHTC properties reported absorption paces between 24 and 70 units per month. Therefore, the Subject will likely experience a generally similar absorption pace of 30 units per month, indicating an absorption period of two months. It should be noted that construction on the Subject is not anticipated to be completed until December 2022, which is considered outside of the primary window from the COVID-19 pandemic.

9. Overall Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of 2.0 percent, which is considered low. Property managers reported strong demand for affordable housing in the market, although one property reported a decline in leasing given the COVID-19 pandemic. The newest and senior LIHTC properties reported strong demand or maintain waiting lists. Given the low vacancy rates, waiting lists, and capture rates, we believe these factors indicate demand for affordable housing. As new construction, the Subject will be in excellent condition upon completion and will be considered superior in terms of condition to the majority of the comparable properties. In general, the Subject will be similar to the comparable properties. 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. Further, the Subject's proposed rents are near the bottom of the surveyed range as comparable rents and below all of the surveyed LIHTC rents. We believe the Subject will perform well as proposed.

Summary Table:

(must be completed by the analyst and included in the executive summary)

Development Name:	Forest Station	Total # Units:	60
Location:	4775 College St, Forest Park, GA 30297	# LIHTC Units:	60
PMA Boundary:	Interstate 285 to the north, Fayetteville Road to the west, State Route 138 to the south and Interstate 675 to the east		
	Farthest Boundary Distance to Subject:	7.1 miles	

Rental Housing Stock (found on page 78)

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing**	84	16,809	1214	92.8%
Market-Rate Housing	68	14,165	683	95.2%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	4	927	43	95.4%
LIHTC	9	1,245	16	98.7%
Stabilized Comps	81	16,337	742	95.5%
Properties in Construction & Lease Up	3	472	472	0.0%

*Only includes properties in PMA

**Includes proposed and under construction developments.

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
3	1BR at 30% AMI	1	680	\$303	\$819	\$1.20	170%	\$1,005	\$1.44
5	2BR at 30% AMI	1	850	\$358	\$1,002	\$1.18	180%	\$1,293	\$1.23
19	1BR at 60% AMI	1	680	\$625	\$837	\$1.23	34%	\$1,005	\$1.44
28	2BR at 60% AMI	1	850	\$702	\$1,002	\$1.18	43%	\$1,293	\$1.23
2	1BR at 80% AMI	1	680	\$799	\$863	\$1.27	8%	\$1,005	\$1.44
3	2BR at 80% AMI	1	850	\$890	\$1,022	\$1.20	15%	\$1,293	\$1.23

Capture Rates (found on page 68)

Targeted Population	@30%	@60%	@80%	Market-rate	Other: __	Overall
Capture Rate:	2.8%	9.7%	0.7%	-	-	5.5%

*Includes LIHTC and unrestricted (when applicable)

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

- | | |
|---|--|
| 1. Project Address and Development Location: | The Subject site is located at 4775 College Street in Forest Park, Clayton County, Georgia 30297. The Subject site is currently improved with one single-family home that will be razed prior to construction. |
| 2. Construction Type: | The Subject will consist of consist of one, three-story, elevator-serviced, lowrise building. The Subject will be new construction. |
| 3. Occupancy Type: | Housing for Older Persons ages 55 and older. |
| 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. |

FOREST STATION – FOREST PARK, GEORGIA – MARKET STUDY

Forest Station												
Location	4775 College St Forest Park, GA 30297 Clayton County											
Units	60											
Type	Lowrise (age-restricted) (3 stories)											
Year Built / Renovated	2022 / n/a											
Market												
Program	@30%, @60%, @80%						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	not included				
Water Heat	not included – electric						Sewer	not 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	Lowrise (3 stories)	3	680	\$303	\$0	@30%	n/a	N/A	N/A	yes	
1	1	Lowrise (3 stories)	19	680	\$625	\$0	@60%	n/a	N/A	N/A	no	
1	1	Lowrise (3 stories)	2	680	\$799	\$0	@80%	n/a	N/A	N/A	no	
2	1	Lowrise (3 stories)	5	850	\$358	\$0	@30%	n/a	N/A	N/A	yes	
2	1	Lowrise (3 stories)	28	850	\$702	\$0	@60%	n/a	N/A	N/A	no	
2	1	Lowrise (3 stories)	3	850	\$890	\$0	@80%	n/a	N/A	N/A	no	
Amenities												
In-Unit	Balcony/Patio			Property	Business			Security	Intercom (Buzzer)			
	Blinds				Center/Computer Lab				Limited Access			
	Carpeting				Community			Premium	none			
	Central A/C				Room/Clubhouse			Other	Community garden			
	Coat Closet				Courtyard			Services	Wellness Center			
	Dishwasher				Elevators							
	Oven				Exercise Facility							
	Refrigerator				Off-Street Parking							
	Washer/Dryer				On-Site Management							
	Washer/Dryer hookup				Picnic Area							
Comments												
The utility allowances will be \$145 for one-bedroom units and \$180 for two-bedroom units.												

- 10. Scope of Renovations:** The Subject will be new construction.
- 11. Placed in Service Date:** Construction on the Subject is expected to begin in June 2021 and be completed in December 2022. We will utilize 2022 as the market entry year for demographic purposes according to the DCA Market Study Manual.
- Conclusion:** The Subject will be an excellent-quality, elevator-serviced, lowrise building, comparable 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

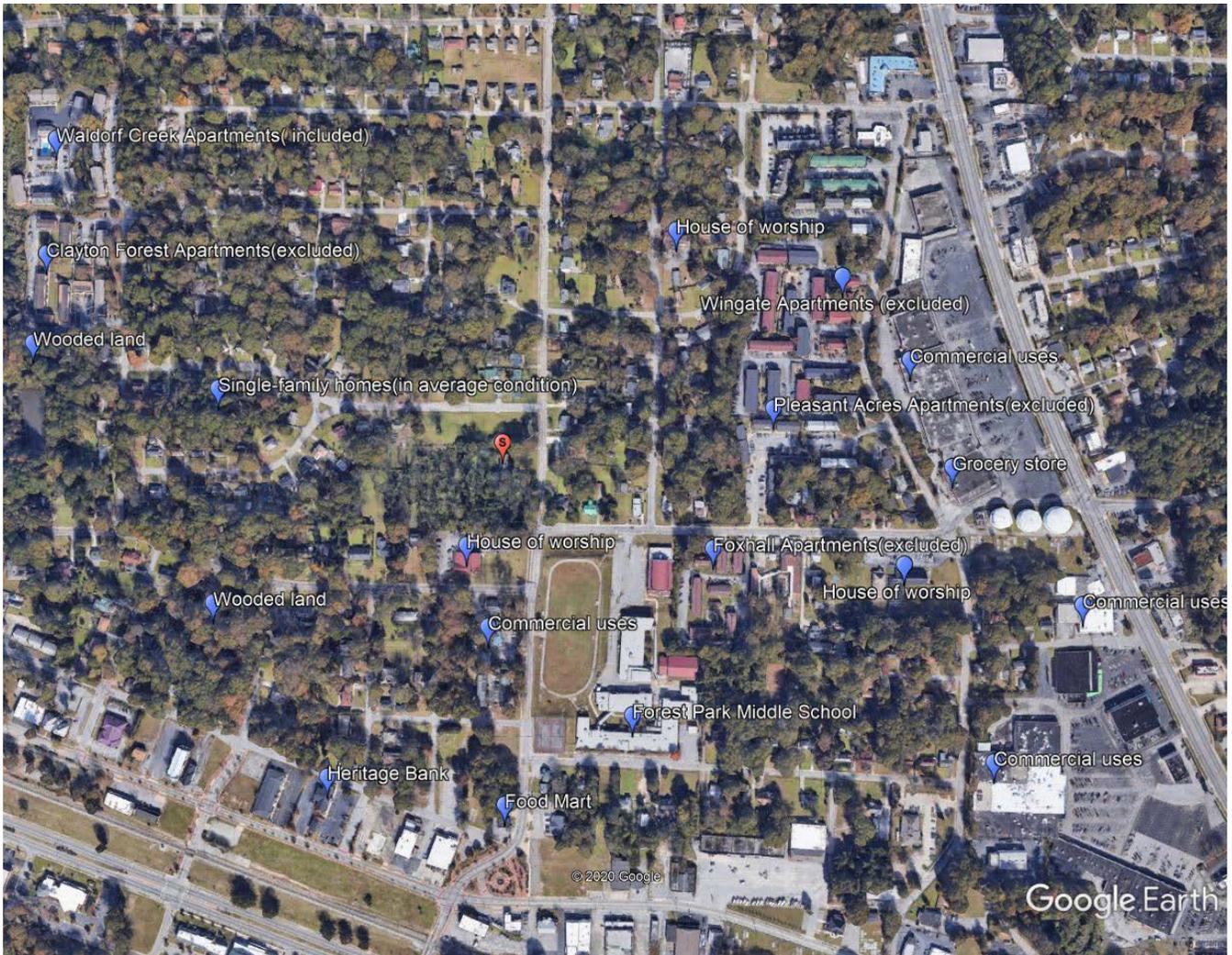
1. **Date of Site Visit and Name of Inspector:** Brian Neukam visited the site on June 6, 2020.

2. **Physical Features of the Site:** The following illustrates the physical features of the site.

Frontage: The Subject site has frontage along the west side of College Street and the south side of Warren Street.

Visibility/Views: The Subject will be located on south College Drive and has visibility from this thoroughfare as well as Warren Drive. Overall visibility is considered good. Views from the Subject site include single-family homes in average condition and a house of worship. Overall views are considered average.

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



Source: Google Earth, May 2020.

The Subject will be located on south of Warren Drive and western side of College Street. The Subject site is currently wooded land with one single-family home that will be razed prior to construction. North of the Subject site are single-family homes in average condition. Directly east of the Subject site is College Street. There are single-family homes and smaller multifamily properties in average condition across College Street from the Subject site. These include Fox Hall Apartments, Pleasant Acres Apartments and Wingate Apartments, which exhibit inferior conditions to the proposed Subject and we were unable to contact management for interviews. Immediately south of the Subject site is a house of worship in average condition followed by average condition single-family homes. West of the Subject site are additional single-family homes. Immediately south of the Subject site is a house of worship in average condition followed by average condition single-family homes. West of the Subject site are additional single-family homes. There are a single-family homes and wooded vacant land across the College Street. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Somewhat Walkable” by *Walkscore* with a rating of 53 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a residential neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, which are within 4.5 miles of the Subject site.

Positive/Negative Attributes of Site:

The Subject’s proximity to retail and other locational amenities as well as its surrounding uses, which are in good condition, are considered positive attributes. The Subject site is within close proximity to I-285, which provides convenient access to other employment centers.

3. Physical Proximity to Locational Amenities:

The Subject is located within 4.5 miles of all locational amenities. Additionally, it is within six miles of the Hartsfield-Jackson Atlanta International Airport, which is the area’s largest employer.

4. Pictures of Site and Adjacent Uses:

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



Subject site



Subject site



Subject site



Subject site



Single-family home on Subject site (to be razed)



Single-family home on Subject site (to be razed)



View east on Warren Drive



View west on Warren Drive



View north on College Street



View south on College Street



Single-family homes on College Street



Single-family homes on College Street



Single-family homes on College Street



Hosue of worship south of the Subject site



Single-family homes south of the Subject site



Single-family homes south of the Subject site



Single-family homes south of the Subject site



Single-family homes south of the Subject site



Single-family homes west of the Subject site



Single-family homes west of the Subject site



Single-family homes west of the Subject site



Single-family homes west of the Subject site



Middle school southeast of the Subject site



Commercial uses east of the Subject site



Commercial uses east of the Subject site



Commercial uses east of the Subject site



Commercial uses east of the Subject site



Commercial uses east of the Subject site



Commercial uses east of the Subject site



Commercial uses east of the Subject site



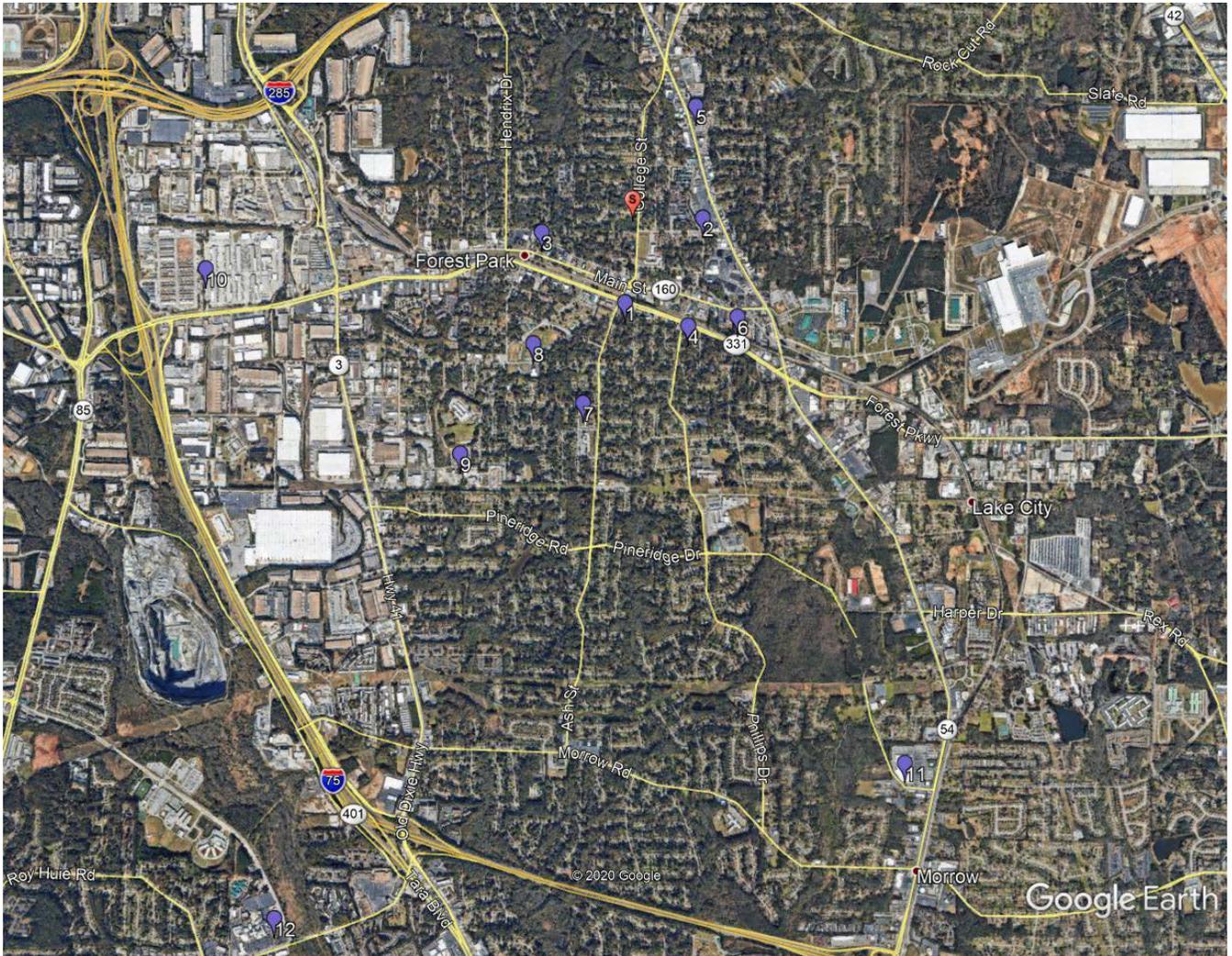
Commercial uses east of the Subject site



Commercial uses east of the Subject site

5. Proximity to Locational Amenities:

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



Source: Google Earth, May 2020.

LOCATIONAL AMENITIES

Map #	Service or Amenity	Distance from Subject (Driving)
1	Bus Stop	0.25 miles
2	Piggly Wiggly	0.4 miles
3	Forest Park Library	0.5 miles
4	CVS	0.7 miles
5	Wells Fargo Bank	0.8 miles
6	Unites States Postal Service	0.8 miles
7	City of Forest Park Fire station 2	0.9 miles
8	Forest Park Senior Center	1.0 miles
9	City of Forest Park Police Department	1.5 miles
10	Forest Recreation & Park	2.3 miles
11	Walmart Supercenter	3.2 miles
12	Southern Regional Medical Center	4.5 miles

6. Description of Land Uses

The Subject site is located in a predominantly residential neighborhood. The majority of surrounding uses consist of single-

family homes in average condition and smaller houses of worship. A number of small multifamily properties are located east and west of the Subject site; however, the majority of these properties were excluded from our report as they exhibit significantly inferior conditions to the proposed Subject and we were unable to contact management. Farther east of the Subject site on Jonesboro Road are a number of retail plazas that include grocery stores, retail stores and restaurants. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Somewhat Walkable” by Walkscore with a rating of 53 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a residential neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, which are within 4.5 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 MSA
Total Crime*	186	139
Personal Crime*	156	130
Murder	167	155
Rape	133	88
Robbery	196	163
Assault	139	118
Property Crime*	191	140
Burglary	208	147
Larceny	179	134
Motor Vehicle Theft	237	178

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

*Unweighted aggregations

Total crime risk indices in the PMA are modestly elevated relative to the national average and above the surrounding MSA. Both geographic areas feature crime risk indices above the overall nation. The Subject's security features include limited access and intercom systems. The upcoming Supply Section of this report provides a more detailed analysis of crime risk indices on a 0.5 mile basis.

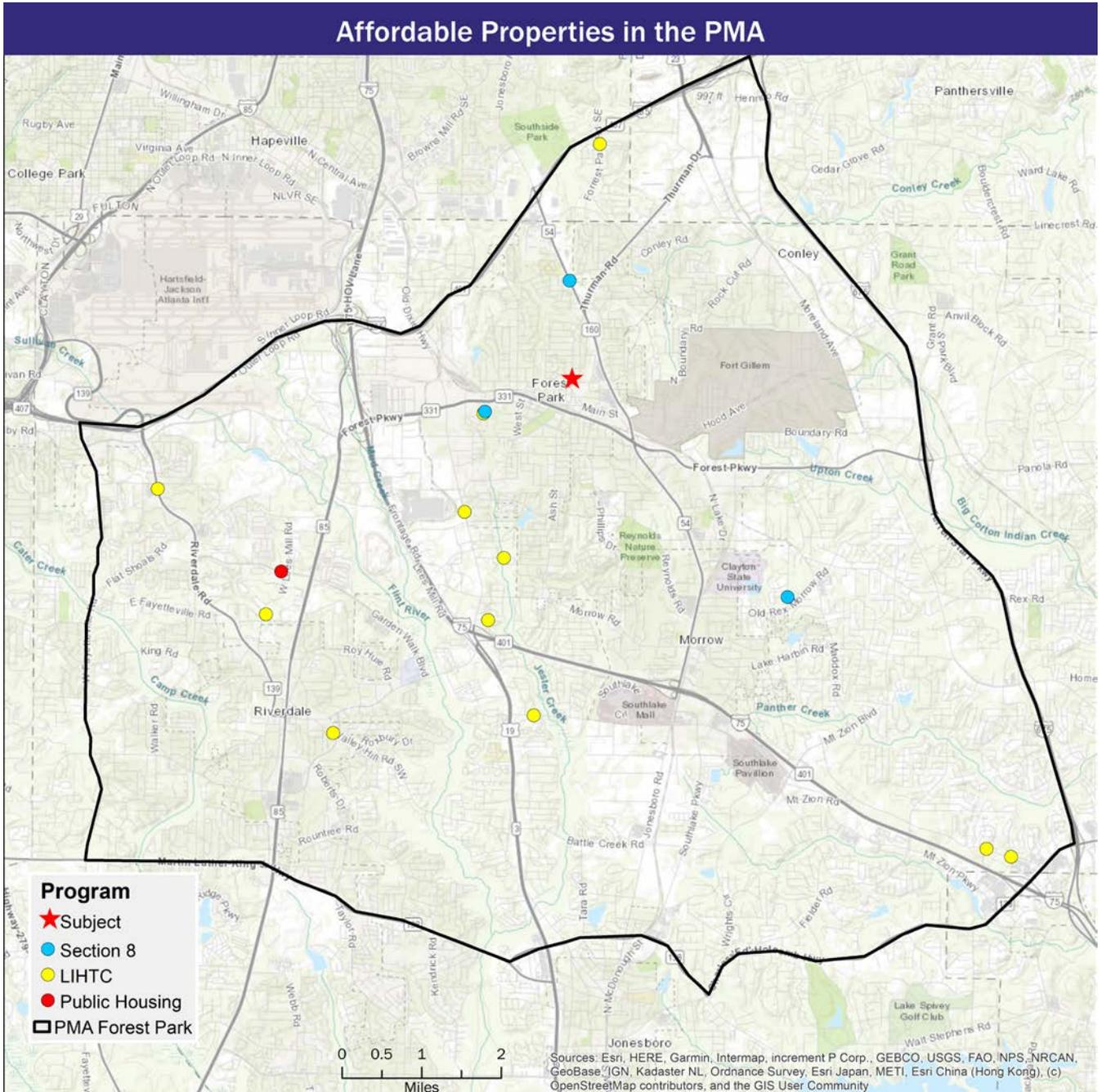
8. Existing Assisted Rental Housing Property Map:

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	
Forest Station	LIHTC	Forest Park	Senior	60	-	Star	
Ashton Walk Senior Apartments	LIHTC	Forest Park	Senior	150	0.9 miles	Yellow	
Park At Mount Zion Apartments	LIHTC	Jonesboro	Family	193	3.6 miles		
Regal Park	LIHTC	Forest Park	Family	168	2.8 miles		
The Park At Leeds	LIHTC	Atlanta	Family	210	4.5 miles		
Valley Hill Senior Apartments	LIHTC	Riverdale	Senior	72	4.6 miles		
Breckenridge Apartments	LIHTC	Forest Park	Family	208	1.8 miles		
Columbia Hill	LIHTC	Atlanta	Family	124	2.5 miles		
Overlook Townhouses	LIHTC	Atlanta	Family	35	4.0 miles		
Tracewood Apartments	LIHTC	Forest Park	Family	85	2.0 miles		
Flats At Mount Zion*	LIHTC	Stockbridge	Family	216	6.9 miles		
Renaissance At Garden Walk*	LIHTC	Atlanta	Senior	160	3.4 miles		
Villas At Mount Zion*	LIHTC	Stockbridge	Senior	96	6.9 miles		
Premier Garden Apartments	Public Housing	Atlanta	Family	432	3.4 miles		Red
Governor's Terrace	Section 8	Forest Park	Family	49	0.9 miles		Blue
Parkside Crossing	Section 8	Forest Park	Family	250	1.0 miles		
Southwood Apartments	Section 8	Morrow	Family	196	3.2 miles		

*Proposed or under construction



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 will be accessible via College Street, a two-lane, neighborhood street that provides access to Forest Parkway, a commercial thoroughfare to the south of the Subject site. Interstate 285 is located approximately 6.0 miles northwest of the Subject site and provides access throughout the greater Atlanta area. Overall,

access, ingress-egress, and visibility are considered good to excellent.

11. Conclusion:

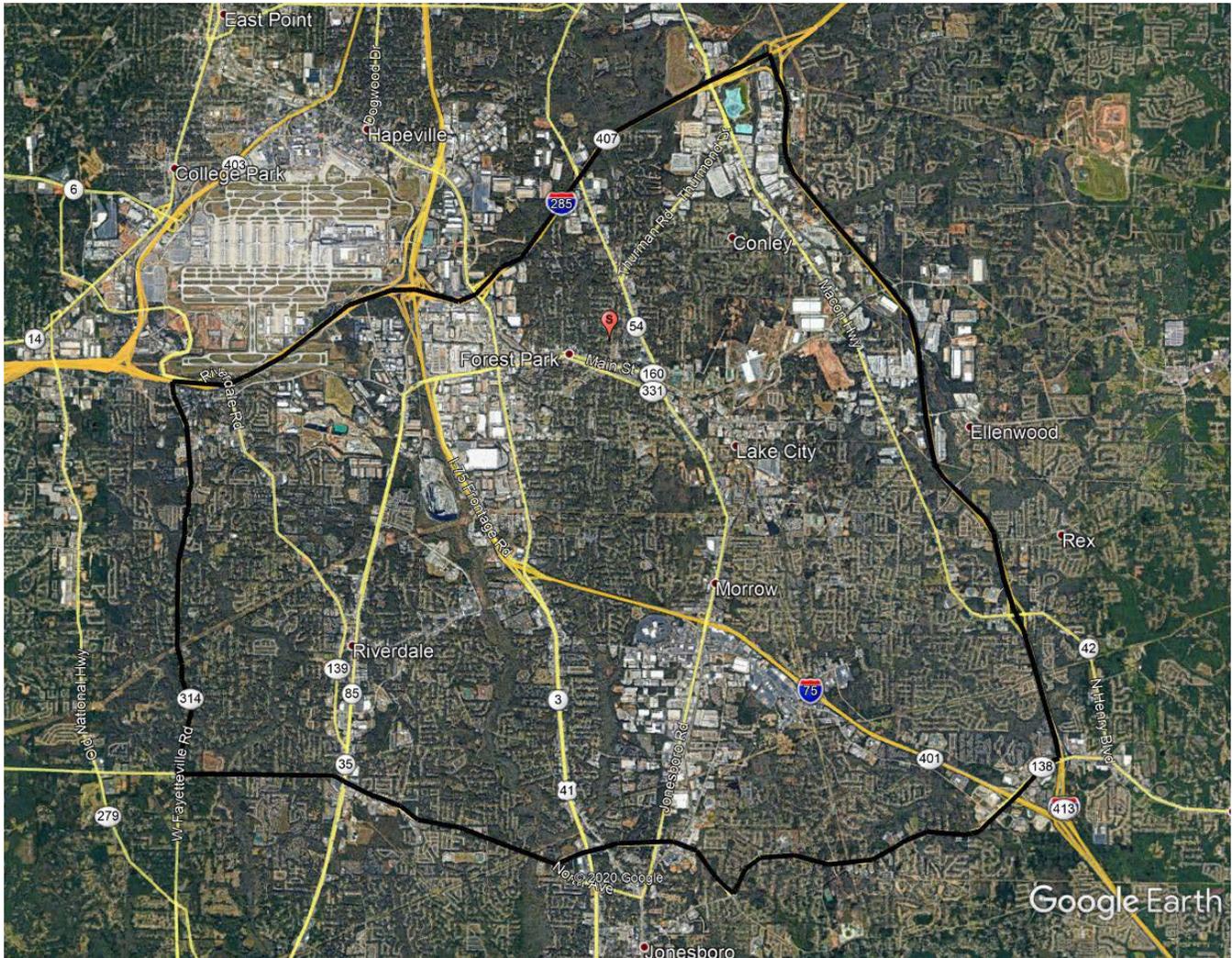
The Subject site is located in a predominantly residential neighborhood. The majority of surrounding uses consist of single-family homes in average condition and smaller houses of worship. A number of small multifamily properties are located east and west of the Subject site; however, the majority of these properties were excluded from our report as they exhibit significantly inferior conditions to the proposed Subject and we were unable to contact management. Farther east of the Subject site on Jonesboro Road are a number of retail plazas that include grocery stores, retail stores and restaurants. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Somewhat Walkable” by Walkscore with a rating of 53 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a residential neighborhood. The uses surrounding the Subject are in average condition and the site has good proximity to locational amenities, which are within 4.5 miles of the Subject site.

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, June 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, GA MSA are areas of growth or contraction.

The PMA is defined by Interstate 285 to the north, Fayetteville Road to the west, State Route 138 to the south and Interstate 675 to the east. This area includes the Cities of Forest Park, Morrow and Riverdale. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 3.8 miles

East: 7.1 miles
South: 7.1 miles
West: 5.1 miles

The PMA is defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager. Many property managers indicated that a significant portion of their tenants come from out of state, particularly senior tenants. However, the majority of tenants are reported to come from the southern Atlanta metropolitan area. 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 7.1 miles. The SMA is defined as the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 10,298 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 Forest Park, GA MSA 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 Atlanta–Sandy Springs–Roswell Metropolitan Statistical Area. The Subject’s anticipated completed is in December 2022, which we will utilize as the estimated market entry time in this section of the report according to DCA guidelines.

1. Population Trends

The following tables illustrate Total Population, Population by Age Group, and Number of Elderly and Non-Elderly within the population in the MSA, the PMA and nationally from 2000 through 2024.

Total Population

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

Year	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	148,049	-	4,240,804	-	281,250,431	-
2010	145,567	-0.2%	5,286,728	2.5%	308,745,538	1.0%
2019	156,505	0.8%	5,986,262	1.4%	332,417,793	0.8%
Projected Mkt Entry December 2022	161,149	0.9%	6,293,648	1.5%	341,348,829	0.8%
2024	163,301	0.9%	6,436,095	1.5%	345,487,602	0.8%

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

Year	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	18,827	-	643,722	-	59,213,944	-
2010	22,650	2.0%	1,028,311	6.0%	76,750,713	3.0%
2019	31,259	4.1%	1,465,844	4.6%	97,974,761	3.0%
Projected Mkt Entry December 2022	33,506	2.1%	1,606,980	2.8%	103,506,938	1.7%
2024	34,547	2.1%	1,672,385	2.8%	106,070,630	1.7%

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

Between 2010 and 2019, the PMA experienced modest annual population growth at rates below growth in the MSA but similar to national population growth over the same time period. However, senior population growth over this time period exceeded growth in the nation but still trailed the MSA. Through market entry and 2023, the population growth in the PMA, MSA and nation are expected to remain stable, although senior growth in all areas will slow. Overall, we believe that population growth in the PMA and MSA is a positive indication of demand for the Subject’s proposed units.

Total Population by Age Group

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

Age Cohort	PMA				
	2000	2010	2019	Projected Mkt Entry December 2022	2024
0-4	12,545	13,129	12,529	12,938	13,127
5-9	13,096	11,554	11,739	11,910	11,989
10-14	12,044	10,554	11,194	11,464	11,589
15-19	11,036	10,944	10,861	11,299	11,502
20-24	11,971	12,251	12,712	13,145	13,346
25-29	14,260	12,490	14,128	13,899	13,793
30-34	13,522	11,407	12,359	12,821	13,035
35-39	12,891	11,170	10,912	11,325	11,516
40-44	10,953	10,509	9,646	10,094	10,301
45-49	9,359	10,035	9,954	9,439	9,201
50-54	7,543	8,874	9,213	9,309	9,353
55-59	5,499	7,140	8,722	8,617	8,569
60-64	3,959	5,535	7,321	7,766	7,972
65-69	3,210	3,712	5,916	6,405	6,631
70-74	2,407	2,418	4,133	4,638	4,872
75-79	1,852	1,737	2,449	3,029	3,298
80-84	1,114	1,191	1,511	1,758	1,872
85+	786	917	1,207	1,293	1,333
Total	148,047	145,567	156,506	161,148	163,299

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

POPULATION BY AGE GROUP

Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area					
Age Cohort	2000	2010	2019	Projected Mkt Entry December 2022	2024
0-4	316,900	380,735	385,594	406,647	416,403
5-9	324,231	394,306	399,707	411,227	416,566
10-14	312,353	390,992	411,242	422,468	427,671
15-19	289,356	378,372	395,799	409,446	415,770
20-24	289,793	341,650	393,640	400,052	403,023
25-29	362,507	377,057	459,751	457,679	456,719
30-34	379,658	386,120	430,822	487,353	513,551
35-39	394,076	417,987	424,488	455,277	469,545
40-44	357,821	415,233	402,125	425,388	436,169
45-49	305,207	411,635	419,005	405,364	399,042
50-54	265,159	364,330	398,245	405,766	409,251
55-59	185,162	301,331	389,800	386,092	384,373
60-64	130,306	252,453	334,576	361,676	374,234
65-69	101,281	170,690	272,622	302,050	315,688
70-74	82,781	114,130	203,614	232,048	245,224
75-79	65,290	81,144	124,334	159,461	175,739
80-84	42,487	57,082	72,799	90,368	98,510
85+	36,415	51,481	68,099	75,286	78,617
Total	4,240,783	5,286,728	5,986,262	6,293,648	6,436,095

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

The largest age cohorts in the PMA are between 35 and 39 and 40 and 49, which indicates the presence of families. However, seniors over the age of 60 will grow through market entry and 2024.

Number of Elderly and Non-Elderly

The following table illustrates the elderly and non-elderly population within the PMA, MSA and nation from 2000 through 2024.

NUMBER OF ELDERLY AND NON-ELDERLY

Year	Total	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan		
		Non-Elderly	Elderly (55+)	Total	Non-Elderly	Elderly (55+)
2000	148,049	129,222	18,827	4,240,804	3,597,082	643,722
2010	145,567	122,917	22,650	5,286,728	4,258,417	1,028,311
2019	156,505	125,246	31,259	5,986,262	4,520,418	1,465,844
Projected Mkt Entry December 2022	161,149	127,643	33,506	6,293,648	4,686,668	1,606,980
2024	163,301	128,754	34,547	6,436,095	4,763,710	1,672,385

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

The elderly population in the PMA is expected to increase through market entry and 2024.

2. Household Trends

The following tables illustrate (a) Total Households and Average Household Size, (b) Household Tenure, (c) Households by Income, (d) Renter Households by Size, (e) Housing for Older Persons Households 55+ within the population in the MSA, the PMA and nationally from 2000 through 2024.

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 WITH SENIOR HOUSEHOLDER, 55+

Year	PMA		Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	10,755	-	387,517	-	36,436,106	-
2010	14,608	3.6%	611,990	5.8%	45,892,723	2.6%
2019	18,225	2.7%	825,299	3.8%	56,080,840	2.4%
Projected Mkt Entry December 2022	20,324	3.4%	935,871	3.9%	59,830,186	2.0%
2024	21,297	3.4%	987,112	3.9%	61,567,688	2.0%

Source: Esri Demographics 2019, Novogradac Consulting LLP, June 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	2.86	-	2.68	-	2.59	-
2010	2.77	-0.3%	2.67	0.0%	2.58	-0.1%
2019	2.78	0.1%	2.69	0.1%	2.59	0.1%
Projected Mkt Entry December 2022	2.78	0.0%	2.69	0.0%	2.60	0.1%
2024	2.78	0.0%	2.69	0.0%	2.60	0.1%

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

Between 2010 and 2018, annual senior household growth in the PMA was strong and increased at rates above national senior household growth but below growth in the MSA. Through the projected market entry date and 2024, senior household growth in the PMA is projected to increase and remain at rates above national growth and below growth in the MSA. The average household size in the PMA is slightly smaller than that of the MSA and the nation and has increased minimally since 2000.

Households by Tenure

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

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	25,519	49.9%	25,575	50.1%
2019	23,972	43.0%	31,753	57.0%
Projected Mkt Entry December 2022	25,104	43.8%	32,256	56.2%
2024	25,629	44.1%	32,489	55.9%

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

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	8,590	79.9%	2,165	20.1%
2019	11,741	64.4%	6,484	35.6%
Projected Mkt Entry December 2022	13,086	64.4%	7,238	35.6%
2024	13,709	64.4%	7,588	35.6%

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

As the table illustrates, senior households within the PMA reside in predominately owner-occupied residences. Nationally, approximately 85 percent of the seniors reside in owner-occupied housing units, and 15 percent reside in renter-occupied housing units. Therefore, there is a larger percentage of senior renters in the PMA than the nation. This percentage is projected to remain relatively stable over the next five years.

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 December 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	4,634	14.6%	4,557	14.1%	4,521	13.9%
\$10,000-19,999	5,880	18.5%	5,677	17.6%	5,583	17.2%
\$20,000-29,999	5,620	17.7%	5,521	17.1%	5,475	16.9%
\$30,000-39,999	4,208	13.3%	4,213	13.1%	4,215	13.0%
\$40,000-49,999	3,346	10.5%	3,363	10.4%	3,371	10.4%
\$50,000-59,999	2,746	8.6%	2,875	8.9%	2,935	9.0%
\$60,000-74,999	2,356	7.4%	2,568	8.0%	2,666	8.2%
\$75,000-99,999	1,463	4.6%	1,645	5.1%	1,730	5.3%
\$100,000-124,999	641	2.0%	749	2.3%	799	2.5%
\$125,000-149,999	345	1.1%	419	1.3%	453	1.4%
\$150,000-199,999	299	0.9%	373	1.2%	408	1.3%
\$200,000+	215	0.7%	296	0.9%	333	1.0%
Total	31,753	100.0%	32,256	100.0%	32,489	100.0%

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - Atlanta-Sandy Springs-Roswell, GA MSA

Income Cohort	2019		Projected Mkt Entry December 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	94,956	12.1%	93,702	11.6%	93,121	11.4%
\$10,000-19,999	112,094	14.3%	108,952	13.5%	107,496	13.1%
\$20,000-29,999	109,706	14.0%	108,140	13.4%	107,414	13.1%
\$30,000-39,999	99,854	12.7%	99,462	12.3%	99,281	12.1%
\$40,000-49,999	82,057	10.4%	83,003	10.3%	83,442	10.2%
\$50,000-59,999	63,585	8.1%	66,127	8.2%	67,305	8.2%
\$60,000-74,999	70,002	8.9%	73,888	9.1%	75,689	9.2%
\$75,000-99,999	64,648	8.2%	70,711	8.7%	73,521	9.0%
\$100,000-124,999	35,249	4.5%	39,947	4.9%	42,124	5.1%
\$125,000-149,999	18,802	2.4%	22,400	2.8%	24,068	2.9%
\$150,000-199,999	17,905	2.3%	21,454	2.7%	23,099	2.8%
\$200,000+	16,753	2.1%	21,624	2.7%	23,882	2.9%
Total	785,611	100.0%	809,412	100.0%	820,442	100.0%

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 55+

Income Cohort	2019		Projected Mkt Entry December 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	870	13.4%	949	13.1%	985	13.0%
\$10,000-19,999	1,184	18.3%	1,237	17.1%	1,261	16.6%
\$20,000-29,999	1,161	17.9%	1,273	17.6%	1,325	17.5%
\$30,000-39,999	814	12.6%	888	12.3%	922	12.2%
\$40,000-49,999	467	7.2%	511	7.1%	531	7.0%
\$50,000-59,999	510	7.9%	572	7.9%	601	7.9%
\$60,000-74,999	485	7.5%	574	7.9%	615	8.1%
\$75,000-99,999	479	7.4%	572	7.9%	615	8.1%
\$100,000-124,999	237	3.7%	290	4.0%	314	4.1%
\$125,000-149,999	120	1.9%	149	2.1%	163	2.1%
\$150,000-199,999	92	1.4%	125	1.7%	140	1.8%
\$200,000+	65	1.0%	100	1.4%	116	1.5%
Total	6,484	100.0%	7,238	100.0%	7,588	100.0%

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - Atlanta-Sandy Springs-Roswell, GA MSA, 55+

Income Cohort	2019		Projected Mkt Entry December 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	24,939	13.1%	26,780	12.5%	27,633	12.3%
\$10,000-19,999	35,375	18.6%	37,469	17.5%	38,439	17.0%
\$20,000-29,999	25,464	13.4%	27,815	13.0%	28,904	12.8%
\$30,000-39,999	20,824	11.0%	22,969	10.7%	23,963	10.6%
\$40,000-49,999	16,039	8.5%	18,047	8.4%	18,977	8.4%
\$50,000-59,999	12,890	6.8%	14,879	6.9%	15,801	7.0%
\$60,000-74,999	12,916	6.8%	14,974	7.0%	15,928	7.1%
\$75,000-99,999	13,124	6.9%	15,648	7.3%	16,818	7.5%
\$100,000-124,999	9,412	5.0%	11,359	5.3%	12,261	5.4%
\$125,000-149,999	6,422	3.4%	8,132	3.8%	8,924	4.0%
\$150,000-199,999	5,714	3.0%	7,242	3.4%	7,950	3.5%
\$200,000+	6,569	3.5%	8,836	4.1%	9,886	4.4%
Total	189,688	100.0%	214,149	100.0%	225,484	100.0%

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

The Subject will target tenants earning between \$13,440 and \$51,040. As the table above depicts, approximately 36.2 percent of senior renter households in the PMA are earning incomes between \$10,000 and \$29,999, which is comparable to the 32.1 percent of renter households in the MSA in 2019. For the projected market entry date of December 2022, these percentages are projected to slightly decrease to 34.7 percent and 30.5 percent for the PMA and MSA, respectively.

Renter Households by Number of Persons in the Household

The following table illustrates household size for all households in 2019, 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, 55+

Household Size	2019		Projected Mkt Entry December 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	3,199	49.3%	3,598	49.7%	3,783	49.9%
2 Persons	1,824	28.1%	2,022	27.9%	2,114	27.9%
3 Persons	562	8.7%	619	8.5%	645	8.5%
4 Persons	580	8.9%	635	8.8%	660	8.7%
5+ Persons	319	4.9%	365	5.0%	386	5.1%
Total Households	6,484	100%	7,238	100%	7,588	100%

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

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

Conclusion

Senior population growth increased from 2010 through 2019 and exceeded national senior population growth. While senior population growth is expected to slow through market entry and 2024, senior household growth will increase. The current population of the PMA is 156,505 and is expected to be 161,149 in 2022. Renter households are concentrated in the lowest income cohorts, with 49.6 percent of senior renters in the

PMA earning less than \$30,000 annually. The Subject will target households earning between \$13,440 and \$51,040 for its LIHTC units; therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been modest, 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

The PMA and Clayton County are located approximately 16 miles south of Atlanta, which contains a number of major employers. Atlanta has a strong and diverse economy, with no single sector that completely dominates the city’s economy and has experienced strong economic growth and is projected to continue increasing growth in the upcoming years. It is important to note that the largest industry in the Clayton County is trade, transportation, and utilities sector, which is largely due to the presence of the Hartsfield-Jackson Atlanta International Airport (ATL). ATL is located in the northwestern corner of Clayton County and is immediately outside of the PMA’s northwestern border. This airport is considered the busiest airport in the nation. In 2019, the airport experienced a total of 25,323,100 total enplanements, according to the Federal Aviation Administration. Delta Tech Ops and FedEx are two of the major employers in Clayton County and are both located within ATL airport. This airport has significant impact on the Atlanta economy and Clayton County. Travel has declined as a result of the COVID-19 pandemic, which has impacted airlines and associated industries, resulting in the bankruptcy of Hertz car rentals. We believe this will have an impact on the local economy for the remainder of the pandemic, but that the economy will recover given the significance of the airport to passenger and freight travel.

1. Covered Employment

The following table illustrates the total jobs (also known as “covered employment”) in Clayton County. Note that the data below is the most recent data available.

COVERED EMPLOYMENT Clayton County, Georgia		
Year	Total Employment	% Change
2008	126,243	-
2009	117,459	-7.5%
2010	108,243	-8.5%
2011	109,948	1.6%
2012	112,298	2.1%
2013	111,547	-0.7%
2014	112,797	1.1%
2015	116,435	3.1%
2016	122,159	4.7%
2017	127,316	4.1%
2018	129,814	1.9%
2019 YTD Average	131,003	2.8%
Dec-18	129,638	-
Dec-19	133,451	2.9%

Source: U.S. Bureau of Labor Statistics
YTD as of Mar 2019

As illustrated in the table above, Clayton 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 Clayton County exhibited employment growth from 2010 through 2019. Total employment in Clayton County increased 2.9 percent from December 2018 to December 2019. However, employment growth is expected to be limited in the coming months as a result of the COVID-19 pandemic. Georgia has begun to reopen several businesses in the state as of April 2020, but a return to full economic potential is unlikely while the global health crisis continues.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Clayton County as of February 2018.

TOTAL JOBS BY INDUSTRY		
Clayton County, Georgia - Q2 2018		
	Number	Percent
Total, all industries	106,123	-
Goods-producing	8,250	-
Natural resources and mining	330	0.3%
Construction	3,500	3.3%
Manufacturing	4,420	4.2%
Service-providing	97,873	-
Trade, transportation, and utilities	59,063	55.7%
Information	693	0.7%
Financial activities	3,115	2.9%
Professional and business services	12,443	11.7%
Education and health services	8,948	8.4%
Leisure and hospitality	11,948	11.3%
Other services	1,543	1.5%
Unclassified	120	0.1%

Source: Bureau of Labor Statistics, 2019

Trade, transportation, and utilities is the largest industry in Clayton County, followed by professional and business services, and leisure and hospitality. These industries are particularly vulnerable in economic downturns and are historically volatile industries, with the exception of utilities. 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
Transportation/Warehousing	11,717	15.6%	7,876,848	4.9%
Retail Trade	8,964	11.9%	17,127,172	10.7%
Healthcare/Social Assistance	8,945	11.9%	22,612,482	14.1%
Accommodation/Food Services	7,313	9.7%	11,738,765	7.3%
Construction	5,513	7.3%	11,245,975	7.0%
Manufacturing	5,449	7.2%	16,057,876	10.0%
Other Services	5,285	7.0%	8,141,078	5.1%
Admin/Support/Waste Mgmt Svcs	4,922	6.5%	6,106,184	3.8%
Educational Services	3,932	5.2%	14,565,802	9.1%
Public Administration	3,275	4.4%	7,828,907	4.9%
Wholesale Trade	2,522	3.4%	4,183,931	2.6%
Finance/Insurance	2,072	2.8%	7,377,311	4.6%
Prof/Scientific/Tech Services	1,798	2.4%	11,744,228	7.3%
Real Estate/Rental/Leasing	1,300	1.7%	3,204,043	2.0%
Information	868	1.2%	3,157,650	2.0%
Arts/Entertainment/Recreation	636	0.8%	3,332,132	2.1%
Utilities	361	0.5%	1,276,400	0.8%
Agric/Forestry/Fishing/Hunting	191	0.3%	1,915,709	1.2%
Mgmt of Companies/Enterprises	141	0.2%	237,307	0.1%
Mining	38	0.1%	819,151	0.5%
Total Employment	75,242	100.0%	160,548,951	100.0%

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

Employment in the PMA is concentrated in the public administration, healthcare/social assistance, and retail trade industries, which collectively comprise 42.4 percent of local employment. The large share of PMA employment in retail trade is notable as this industry is historically volatile, and prone to contraction during economic downturns. 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. As the country enters a recession as a result of the COVID-19 pandemic, volatile industries including retail trade pose an outsized risk to the local economy. Relative to the overall nation, the PMA features comparatively greater employment in the public administration, healthcare/social assistance, and transportation/warehousing industries. Conversely, the PMA is underrepresented in the construction, prof/scientific/tech services, and arts/entertainment/ recreation industries.

3. Major Employers

The table below shows the largest employers in Clayton County, Georgia.

**MAJOR EMPLOYERS
CLAYTON COUNTY, GEORGIA**

#	Employer Name	Industry	# Of Employees
1	Clayton County Public Schools	Education	6,775
2	Clayton County Board of Commissioners	Government	2,604
3	Gate Gourmet	Food Services	1,200
4	Southern Regional Medical Center	Healthcare	1,200
5	Chime Solution	Customer Services	950
6	Fresh Express, Inc.	Production &	900
7	FedEx Ground	Logistics	800
8	Clayton State University	Education	710
9	Atlas Logistics	Logistics	700
10	R & L Carriers	Freight Shipping	635

Source: Clayton County Economic Development, May 2020

The major employers in Clayton County are concentrated within the education, government, and aviation, and healthcare, sectors. The largest employer in Clayton County is the Clayton County Public School District, which employs over 6,000 individuals. Overall, Clayton County’s major employers are concentrated in diverse industries.

Expansions/Contractions

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

**WARN LISTINGS
Clayton County, Georgia - 2019-YTD 2020**

Company	Industry	Employees Affected	Layoff Date
ACTS-Aviation Security, Inc.	Aviation security	90	4/30/2020
Enterprise Holdings	Car rental industry	73	4/30/2020
The Hertz Corporation	Car rental industry	162	4/14/2020
The Finish Line, Inc.	Retail chain	31	4/1/2020
G2 Secure Staff, LLC	Aviation services	122	3/27/2020
Gate Gourmet, Inc.	Catering	500	3/25/2020
Prospect International Airport Services Corp.	Airport Services	113	3/18/2020
Airport Retail Management (ARM)	Retail	196	3/13/2020
Kabobs Acquisition LLC	Food products	175	3/13/2020
That's Tasty	Food Services	87	5/26/2019
ABM Aviation	Aviation	1,121	4/12/2019
Eclipse Advantage LLC	Logistics	97	3/29/2019
Total		2,767	

Source: Georgia Department of Labor, May 2020

As illustrated in the above table, there have been 2,767 employees in the area impacted by layoffs or closures since 2019. Despite these job losses, employment growth in the area has continued.

We contacted William Kier, Deputy Director with the Clayton County Office of Economic Development. Mr. Kier stated there were no new business expansions or relocations planned for the Subject’s market area. We also

contacted the Henry County Development Authority regarding business expansions and relocations. However, we were unable to reach anyone for an interview. Based on our internet research, we are aware of three developments proposed for the area and located within Clayton County and the PMA.

- Kroger announced in July 2019 it will open a distribution center in Forest Park, which will bring a total of 410 new jobs to the area
- A Korean brake friction materials and replacements parts manufacturer, Sangsin, will create 200 jobs and invest \$20 million in its first North American manufacturing facility in McDonough.
- Encompass Health announced in August 2019 that a 50-bed inpatient physical rehabilitation hospital would be built in Henry County. The hospital is expected to start providing services in the third quarter of 2021 and will feature a large therapy gym, advanced rehabilitation technologies, pharmacy and courtyard.
- HEGLA Corporation announced the construction of a manufacturing plant in Stockbridge. HEGLA focuses on the cutting and processing of flat, automotive and functional glass. The new facility will generate 21 new jobs and will increase employment to 50 positions within two years.
- Stockbridge International Business Center is a proposed mixed-use project that will be situated on 310 acres. The development will consist of 2.4 million-square-feet of warehouse/industrial space, 783,000-square-feet of multifamily housing comprising 600 apartments and 130 townhomes, 100,000-square-feet of office space, and 75,000-square-feet of retail space.
- Fairview Corners, which will be located in Ellenwood, is a proposed mixed-use development that will be situated on 30-acres. The development will consist of 84,000-square-feet of medical and surgical space and 100,000-square-feet of hotel and retail space.
- Fairview City Center, which will also be located in Ellenwood, is a proposed mixed-use development that will be situated on 200-acres. The development will consist of over 200,000-square-feet of office and commercial space, as well as over 500 townhomes, lofts and single-family homes.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the Atlanta-Sandy Springs-Roswell, GA MSA from 2003 to December 2019.

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Atlanta-Sandy Springs-Roswell, GA MSA			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2003	2,347,173	-	-20.2%	137,736,000	-	-11.6%
2004	2,382,163	1.5%	-19.0%	139,252,000	1.1%	-10.6%
2005	2,445,674	2.7%	-16.8%	141,730,000	1.8%	-9.0%
2006	2,538,141	3.8%	-13.7%	144,427,000	1.9%	-7.3%
2007	2,618,825	3.2%	-11.0%	146,047,000	1.1%	-6.2%
2008	2,606,822	-0.5%	-11.4%	145,363,000	-0.5%	-6.7%
2009	2,452,057	-5.9%	-16.6%	139,878,000	-3.8%	-10.2%
2010	2,440,037	-0.5%	-17.0%	139,064,000	-0.6%	-10.7%
2011	2,486,895	1.9%	-15.4%	139,869,000	0.6%	-10.2%
2012	2,545,474	2.4%	-13.5%	142,469,000	1.9%	-8.5%
2013	2,572,589	1.1%	-12.5%	143,929,000	1.0%	-7.6%
2014	2,611,988	1.5%	-11.2%	146,305,000	1.7%	-6.1%
2015	2,672,682	2.3%	-9.1%	148,833,000	1.7%	-4.4%
2016	2,786,479	4.3%	-5.3%	151,436,000	1.7%	-2.8%
2017	2,892,848	3.8%	-1.6%	153,337,000	1.3%	-1.6%
2018	2,941,061	1.7%	0.0%	155,761,000	1.6%	0.0%
2019 YTD Average*	2,989,672	1.7%	-	157,538,083	1.1%	-
Dec-2018	2,954,188	-	-	156,481,000	-	-
Dec-2019	3,045,413	3.1%	-	158,504,000	1.3%	-

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

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Atlanta-Sandy Springs-Roswell, GA MSA			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%	0.6%	4.6%	0.0%	0.7%
2008	6.2%	1.7%	2.4%	5.8%	1.2%	1.9%
2009	9.9%	3.8%	6.1%	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%	2.9%	6.2%	-1.2%	2.3%
2015	5.7%	-1.0%	1.9%	5.3%	-0.9%	1.4%
2016	5.1%	-0.6%	1.3%	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	3.6%	-	-	3.7%	-	-
Dec-2019	2.7%	-0.9%	-	3.4%	-0.3%	-

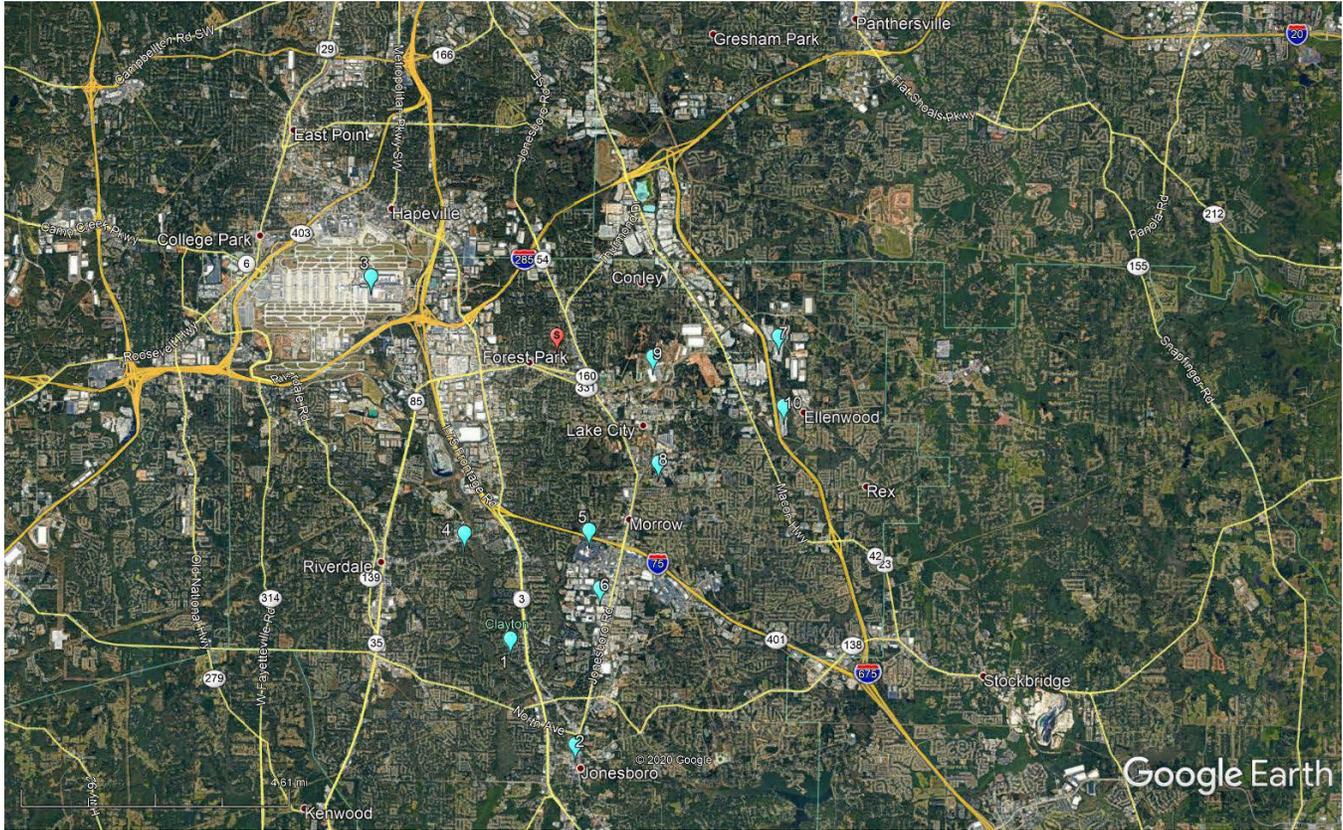
Source: U.S. Bureau of Labor Statistics, June 2020

Prior to the national recession, average employment growth in the MSA generally exceeded the nation. Annual job growth in the MSA outpaced the nation in every year between 2003 and 2007. The effects of the recession were particularly pronounced in the MSA, which experienced a 6.8 percent contraction in employment growth (2007-2010), well above the 4.8 percent contraction reported by the nation as a whole (2007-2010). Employment in the MSA recovered and surpassed pre-recessionary levels in 2015, a year after the overall nation. Since 2012, job growth in the MSA generally exceeded the nation. As of December 2019, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 3.1 percent, compared to 1.3 percent across the overall nation. However, employment growth is expected to be limited in the coming months as a result of the COVID-19 pandemic. Georgia has begun to reopen several businesses in the state as of April 2020, but a return to full economic potential is unlikely while the global health crisis continues.

The MSA experienced a lower average unemployment rate relative to the overall nation during the years preceding the recession. The effects of the recession were more pronounced in the MSA, which experienced a 4.1 percentage point increase in unemployment, compared to only a 3.8 percentage point increase across the overall nation. Since 2012, the MSA generally experienced a higher unemployment rate compared to the overall nation. According to the most recent labor statistics, the unemployment rate in the MSA is 2.7 percent, lower than the current national unemployment rate of 3.4 percent. As a result of the COVID-19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020 and will likely continue in the near future. While unemployment data for 2020 is not yet available in the MSA, we anticipate a significant increase in unemployment figures. It is unclear how severely the regional economy has been affected and how temporary in nature any increase in unemployment will be for the MSA.

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in Camden County, Georgia.



Source: Google Earth, May 2020.

MAJOR EMPLOYERS CLAYTON COUNTY, GEORGIA

#	Employer Name	Industry	# Of Employees
1	Clayton County Public Schools	Education	6,775
2	Clayton County Board of Commissioners	Government	2,604
3	Gate Gourmet	Food Services	1,200
4	Southern Regional Medical Center	Healthcare	1,200
5	Chime Solution	Customer Services	950
6	Fresh Express, Inc.	Production &	900
7	FedEx Ground	Logistics	800
8	Clayton State University	Education	710
9	Atlas Logistics	Logistics	700
10	R & L Carriers	Freight Shipping	635

Source: Clayton County Economic Development, May 2020

6. Conclusion

Employment in the PMA is concentrated in the transportation/warehousing, retail trade, and healthcare/social assistance industries, which collectively comprise 39.4 percent of local employment. The significant share of PMA employment in the public administration and healthcare industries, which are historically known to offer

greater stability during recessionary periods although, the PMA has large employment in retail trade, which is notable as historically volatile industry, and prone to contraction during economic downturns. The effects of the recession were more pronounced in the MSA, which experienced a 6.8 percent employment contraction, compared to only 4.8 percent across the overall nation. Employment in the MSA recovered and surpassed pre-recessionary levels in 2015, a year after the overall nation. As of December 2019, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 3.1 percent, compared to 1.3 percent across the overall nation. However, this economic data is from December 2019 and we expect this trend will not continue given the effects of COVID-19. As a result of the COVID-19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020 and will likely continue in the near future. While unemployment data for 2020 is not yet available in the MSA, we anticipate a significant increase in unemployment figures.

It is important to note that the largest industry in the Clayton County is trade, transportation, and utilities sector, which is largely due to the presence of the Hartsfield-Jackson Atlanta International Airport (ATL). ATL is located in the northwestern corner of Clayton County and is immediately outside of the PMA's northwestern border. This airport is considered the busiest airport in the nation. In 2019, the airport experienced a total of 25,323,100 total enplanements, according to the Federal Aviation Administration. Delta Tech Ops and FedEx are two of the major employers in Clayton County and are both located within ATL airport. This airport has significant impact on the Atlanta economy and Clayton County. Travel has declined as a result of the COVID-19 pandemic, which has impacted airlines and associated industries, resulting in the bankruptcy of Hertz car rentals. We believe this will have an impact on the local economy for the remainder of the pandemic, but that the economy will recover given the significance of the airport to passenger and freight travel. It is unclear how severely the regional economy has been affected and how temporary in nature any increase in unemployment will be for the MSA. We expect the local economy will suffer as a result of the pandemic given the outsized reliance on volatile industries.

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.

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.

55+ INCOME LIMITS

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@30%		@60%		@80%	
1BR	\$13,440	\$19,140	\$23,100	\$38,280	\$28,320	\$51,040
2BR	\$16,140	\$19,140	\$26,460	\$38,280	\$32,100	\$51,040

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 2022 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.

3d. Other

Per the 2019 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 2016 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.

PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	LIHTC Allocation Year	Construction Status
Flats At Mount Zion	LIHTC	Family	216	0	2019	Proposed
Villas At Mount Zion	LIHTC	Senior	96	50	2019	Proposed
Renaissance At Garden Walk	LIHTC	Senior	160	150	2018	Under construction
Southwood Apartments	LIHTC/ Section 8	Family	196	0	2017	Existing
Valley Hill Senior Apartments	LIHTC	Senior	72	0	2017	Existing
Totals			740	200		

Source: CoStar, Georgia Department of Community Affairs, June 2020

- Flats at Mount Zion and Villas at Mount Zion applied for tax exempt bond financing in 2019. These properties will be developed as sister properties with Flats at Mount Zion offering 216 units for family households and Villas at Mount Zion offered 96 units for senior households. Both properties will offer units restricted to the 50, 60 and 70 percent of AMI levels. Only the 50 one and two-bedroom units restricted to the 60 percent of AMI levels at Villas at Mount Zion will be directly competitive with the Subject. Therefore, these 50 units are deducted from our demand analysis.
- Renaissance at Garden Walk is an under construction development that was allocated tax credits in 2018 and will offer 160 one and two-bedroom LIHTC units at 50 and 60 percent of the AMI for individuals ages 62 and older. Only the 150 units restricted to the 60 percent of AMI level will be directly competitive with the Subject and are deducted from our demand analysis.
- Southwood Apartments was allocated tax credits in 2017 for the rehabilitation of 196 family, affordable units utilizing tax exempt bonds. This property offers 163 subsidized units and 33 unsubsidized LIHTC units. As this development is existing and stabilized, we will not deduct any units from our demand analysis.
- Valley Hill Senior was allocated tax credits in 2017 for the rehabilitation of 72, age-restricted, affordable units utilizing tax exempt bonds. As this development is existing and stabilized, it will not add any units to the market and we will not deduct any units from our demand analysis. This property is included as a comparable in this report.

Therefore, a total of 200 LIHTC units are deducted from 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	30% AMI	40% AMI	50% AMI	60% AMI	80% AMI	Overall
0BR						0
1BR				113		113
2BR				87		87
3BR						0
4BR						0
5BR						0
Total	0	0	0	200	0	200

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, 55+

Income Cohort	2019		Projected Mkt Entry December 2022		2024	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	870	13.4%	949	13.1%	985	13.0%
\$10,000-19,999	1,184	18.3%	1,237	17.1%	1,261	16.6%
\$20,000-29,999	1,161	17.9%	1,273	17.6%	1,325	17.5%
\$30,000-39,999	814	12.6%	888	12.3%	922	12.2%
\$40,000-49,999	467	7.2%	511	7.1%	531	7.0%
\$50,000-59,999	510	7.9%	572	7.9%	601	7.9%
\$60,000-74,999	485	7.5%	574	7.9%	615	8.1%
\$75,000-99,999	479	7.4%	572	7.9%	615	8.1%
\$100,000-124,999	237	3.7%	290	4.0%	314	4.1%
\$125,000-149,999	120	1.9%	149	2.1%	163	2.1%
\$150,000-199,999	92	1.4%	125	1.7%	140	1.8%
\$200,000+	65	1.0%	100	1.4%	116	1.5%
Total	6,484	100.0%	7,238	100.0%	7,588	100.0%

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

30% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @30%

Minimum Income Limit		\$13,440		Maximum Income Limit		\$19,140	
Income Category	New Renter Households - Total Change in Households PMA 2019 to Prj Mrkt Entry December 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	79	10.4%	\$0	0.0%	0		
\$10,000-19,999	53	7.0%	\$5,699	57.0%	30		
\$20,000-29,999	112	14.9%	\$0	0.0%	0		
\$30,000-39,999	74	9.8%	\$0	0.0%	0		
\$40,000-49,999	44	5.8%	\$0	0.0%	0		
\$50,000-59,999	62	8.2%	\$0	0.0%	0		
\$60,000-74,999	89	11.8%	\$0	0.0%	0		
\$75,000-99,999	93	12.3%	\$0	0.0%	0		
\$100,000-124,999	53	7.0%	\$0	0.0%	0		
\$125,000-149,999	29	3.9%	\$0	0.0%	0		
\$150,000-199,999	33	4.3%	\$0	0.0%	0		
\$200,000+	35	4.6%	\$0	0.0%	0		
Total	754	100.0%		4.0%	30		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @30%

Minimum Income Limit		\$13,440		Maximum Income Limit		\$19,140	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	870	13.4%	\$0	0.0%	0		
\$10,000-19,999	1,184	18.3%	\$5,699	57.0%	675		
\$20,000-29,999	1,161	17.9%	\$0	0.0%	0		
\$30,000-39,999	814	12.6%	\$0	0.0%	0		
\$40,000-49,999	467	7.2%	\$0	0.0%	0		
\$50,000-59,999	510	7.9%	\$0	0.0%	0		
\$60,000-74,999	485	7.5%	\$0	0.0%	0		
\$75,000-99,999	479	7.4%	\$0	0.0%	0		
\$100,000-124,999	237	3.7%	\$0	0.0%	0		
\$125,000-149,999	120	1.9%	\$0	0.0%	0		
\$150,000-199,999	92	1.4%	\$0	0.0%	0		
\$200,000+	65	1.0%	\$0	0.0%	0		
Total	6,484	100.0%		10.4%	675		

ASSUMPTIONS - @30%

Tenancy	55+	% of Income towards Housing				40%
Rural/Urban	Urban	Maximum # of Occupants				2
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	75%	25%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	0%	100%	0%	
4	0%	0%	0%	50%	50%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2019 to December 2022

Income Target Population	@30%
New Renter Households PMA	754
Percent Income Qualified	4.0%
New Renter Income Qualified Households	30

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@30%
Total Existing Demand	6,484
Income Qualified	10.4%
Income Qualified Renter Households	675
Percent Rent Overburdened Prj Mrkt Entry December 2022	48.4%
Rent Overburdened Households	327

Demand from Living in Substandard Housing

Income Qualified Renter Households	675
Percent Living in Substandard Housing	1.0%
Households Living in Substandard Housing	7

Senior Households Converting from Homeownership

Income Target Population	@30%
Total Senior Homeowners	13,086
Rural Versus Urban	0.06%
Senior Demand Converting from Homeownership	7

Total Demand

Total Demand from Existing Households	340
Total New Demand	30
Total Demand (New Plus Existing Households)	370

Demand from Seniors Who Convert from Homeownership	7
Percent of Total Demand From Homeownership Conversion	1.9%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	49.7%	184
Two Persons	27.9%	103
Three Persons	8.5%	32
Four Persons	8.8%	32
Five Persons	5.0%	19
Total	100.0%	370

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	75%	138
Of two-person households in 1BR units	20%	21
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	25%	46
Of two-person households in 2BR units	80%	83
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
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	100%	32
Of four-person households in 3BR units	50%	16
Of five-person households in 3BR units	50%	9
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	50%	16
Of five-person households in 4BR units	50%	9
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 **370**

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	159	-	0	=	159
2 BR	129	-	0	=	129
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	288		0		288

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	3	/	159	=	1.9%
2 BR	5	/	129	=	3.9%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	8		288		2.8%

60% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$23,100		Maximum Income Limit		\$38,280	
Income Category	New Renter Households - Total Change in Households PMA 2019 to Prj Mrkt Entry December 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	79	10.4%	\$0	0.0%	0		
\$10,000-19,999	53	7.0%	\$0	0.0%	0		
\$20,000-29,999	112	14.9%	\$6,898	69.0%	77		
\$30,000-39,999	74	9.8%	\$8,281	82.8%	61		
\$40,000-49,999	44	5.8%	\$0	0.0%	0		
\$50,000-59,999	62	8.2%	\$0	0.0%	0		
\$60,000-74,999	89	11.8%	\$0	0.0%	0		
\$75,000-99,999	93	12.3%	\$0	0.0%	0		
\$100,000-124,999	53	7.0%	\$0	0.0%	0		
\$125,000-149,999	29	3.9%	\$0	0.0%	0		
\$150,000-199,999	33	4.3%	\$0	0.0%	0		
\$200,000+	35	4.6%	\$0	0.0%	0		
Total	754	100.0%		18.3%	138		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$23,100		Maximum Income Limit		\$38,280	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	870	13.4%	\$0	0.0%	0		
\$10,000-19,999	1,184	18.3%	\$0	0.0%	0		
\$20,000-29,999	1,161	17.9%	\$6,898	69.0%	801		
\$30,000-39,999	814	12.6%	\$8,281	82.8%	674		
\$40,000-49,999	467	7.2%	\$0	0.0%	0		
\$50,000-59,999	510	7.9%	\$0	0.0%	0		
\$60,000-74,999	485	7.5%	\$0	0.0%	0		
\$75,000-99,999	479	7.4%	\$0	0.0%	0		
\$100,000-124,999	237	3.7%	\$0	0.0%	0		
\$125,000-149,999	120	1.9%	\$0	0.0%	0		
\$150,000-199,999	92	1.4%	\$0	0.0%	0		
\$200,000+	65	1.0%	\$0	0.0%	0		
Total	6,484	100.0%		22.7%	1,475		

ASSUMPTIONS - @60%

Tenancy	55+	% of Income towards Housing				40%
Rural/Urban	Urban	Maximum # of Occupants				2
Persons in Household	0BR	1BR	2BR	3BR	4BR+	
1	0%	75%	25%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	0%	100%	0%	
4	0%	0%	0%	50%	50%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2019 to December 2022

Income Target Population	@60%
New Renter Households PMA	754
Percent Income Qualified	18.3%
New Renter Income Qualified Households	138

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	6,484
Income Qualified	22.7%
Income Qualified Renter Households	1,475
Percent Rent Overburdened Prj Mrkt Entry December 2022	48.4%
Rent Overburdened Households	714

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,475
Percent Living in Substandard Housing	1.0%
Households Living in Substandard Housing	14

Senior Households Converting from Homeownership

Income Target Population	@60%
Total Senior Homeowners	13,086
Rural Versus Urban	0.13%
Senior Demand Converting from Homeownership	17

Total Demand

Total Demand from Existing Households	745
Total New Demand	138
Total Demand (New Plus Existing Households)	884

Demand from Seniors Who Convert from Homeownership	17
Percent of Total Demand From Homeownership Conversion	1.9%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	49.7%	439
Two Persons	27.9%	247
Three Persons	8.5%	76
Four Persons	8.8%	77
Five Persons	5.0%	45
Total	100.0%	884

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
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Of one-person households in 1BR units	75%	329
Of two-person households in 1BR units	20%	49
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
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Of one-person households in 2BR units	25%	110
Of two-person households in 2BR units	80%	198
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
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	100%	76
Of four-person households in 3BR units	50%	39
Of five-person households in 3BR units	50%	22
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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	50%	39
Of five-person households in 4BR units	50%	22
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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		884

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	379	-	113	=	266
2 BR	307	-	87	=	220
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	686		200		486

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	19	/	266	=	7.1%
2 BR	28	/	220	=	12.7%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	47		486		9.7%

80% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @80%

Minimum Income Limit		\$28,320		Maximum Income Limit		\$51,040	
Income Category	New Renter Households - Total Change in Households PMA 2019 to Prj Mrkt Entry December 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	79	10.4%	\$0	0.0%	0		
\$10,000-19,999	53	7.0%	\$0	0.0%	0		
\$20,000-29,999	112	14.9%	\$1,678	16.8%	19		
\$30,000-39,999	74	9.8%	\$9,999	100.0%	74		
\$40,000-49,999	44	5.8%	\$9,999	100.0%	44		
\$50,000-59,999	62	8.2%	\$1,041	10.4%	6		
\$60,000-74,999	89	11.8%	\$0	0.0%	0		
\$75,000-99,999	93	12.3%	\$0	0.0%	0		
\$100,000-124,999	53	7.0%	\$0	0.0%	0		
\$125,000-149,999	29	3.9%	\$0	0.0%	0		
\$150,000-199,999	33	4.3%	\$0	0.0%	0		
\$200,000+	35	4.6%	\$0	0.0%	0		
Total	754	100.0%		18.9%	143		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @80%

Minimum Income Limit		\$28,320		Maximum Income Limit		\$51,040	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	870	13.4%	\$0	0.0%	0		
\$10,000-19,999	1,184	18.3%	\$0	0.0%	0		
\$20,000-29,999	1,161	17.9%	\$1,678	16.8%	195		
\$30,000-39,999	814	12.6%	\$9,999	100.0%	814		
\$40,000-49,999	467	7.2%	\$9,999	100.0%	467		
\$50,000-59,999	510	7.9%	\$1,041	10.4%	53		
\$60,000-74,999	485	7.5%	\$0	0.0%	0		
\$75,000-99,999	479	7.4%	\$0	0.0%	0		
\$100,000-124,999	237	3.7%	\$0	0.0%	0		
\$125,000-149,999	120	1.9%	\$0	0.0%	0		
\$150,000-199,999	92	1.4%	\$0	0.0%	0		
\$200,000+	65	1.0%	\$0	0.0%	0		
Total	6,484	100.0%		23.6%	1,529		

ASSUMPTIONS - @80%

Tenancy	55+	% of Income towards Housing		40%	
Rural/Urban	Urban	Maximum # of Occupants		2	
Persons in Household	0BR	1BR	2BR	3BR	4BR+
1	0%	75%	25%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	100%	0%
4	0%	0%	0%	50%	50%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2019 to December 2022

Income Target Population	@80%
New Renter Households PMA	754
Percent Income Qualified	18.9%
New Renter Income Qualified Households	143

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	@80%
Total Existing Demand	6,484
Income Qualified	23.6%
Income Qualified Renter Households	1,529
Percent Rent Overburdened Prj Mrkt Entry December 2022	48.4%
Rent Overburdened Households	740

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,529
Percent Living in Substandard Housing	1.0%
Households Living in Substandard Housing	15

Senior Households Converting from Homeownership

Income Target Population	@80%
Total Senior Homeowners	13,086
Rural Versus Urban	0.14%
Senior Demand Converting from Homeownership	18

Total Demand

Total Demand from Existing Households	773
Total New Demand	143
Total Demand (New Plus Existing Households)	915

Demand from Seniors Who Convert from Homeownership	18
Percent of Total Demand From Homeownership Conversion	1.9%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	49.7%	455
Two Persons	27.9%	256
Three Persons	8.5%	78
Four Persons	8.8%	80
Five Persons	5.0%	46
Total	100.0%	915

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
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Of one-person households in 1BR units	75%	341
Of two-person households in 1BR units	20%	51
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
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Of one-person households in 2BR units	25%	114
Of two-person households in 2BR units	80%	205
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
<hr/>		
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	100%	78
Of four-person households in 3BR units	50%	40
Of five-person households in 3BR units	50%	23
<hr/>		
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	50%	40
Of five-person households in 4BR units	50%	23
<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		915

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	392	-	0	=	392
2 BR	318	-	0	=	318
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	711		0		711

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	2	/	392	=	0.5%
2 BR	3	/	318	=	0.9%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	5		711		0.7%

Overall

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$13,440		Maximum Income Limit		\$51,040	
Income Category	New Renter Households - Total Change in Households PMA 2019 to Prj Mrkt Entry December 2022		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	79	10.4%	\$0	0.0%	0		
\$10,000-19,999	53	7.0%	\$5,699	57.0%	30		
\$20,000-29,999	112	14.9%	\$6,898	69.0%	77		
\$30,000-39,999	74	9.8%	\$9,999	100.0%	74		
\$40,000-49,999	44	5.8%	\$9,999	100.0%	44		
\$50,000-59,999	62	8.2%	\$1,041	10.4%	6		
\$60,000-74,999	89	11.8%	\$0	0.0%	0		
\$75,000-99,999	93	12.3%	\$0	0.0%	0		
\$100,000-124,999	53	7.0%	\$0	0.0%	0		
\$125,000-149,999	29	3.9%	\$0	0.0%	0		
\$150,000-199,999	33	4.3%	\$0	0.0%	0		
\$200,000+	35	4.6%	\$0	0.0%	0		
Total	754	100.0%		30.7%	231		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$13,440		Maximum Income Limit		\$51,040	
Income Category	Total Renter Households PMA 2019		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	870	13.4%	\$0	0.0%	0		
\$10,000-19,999	1,184	18.3%	\$5,699	57.0%	675		
\$20,000-29,999	1,161	17.9%	\$6,898	69.0%	801		
\$30,000-39,999	814	12.6%	\$9,999	100.0%	814		
\$40,000-49,999	467	7.2%	\$9,999	100.0%	467		
\$50,000-59,999	510	7.9%	\$1,041	10.4%	53		
\$60,000-74,999	485	7.5%	\$0	0.0%	0		
\$75,000-99,999	479	7.4%	\$0	0.0%	0		
\$100,000-124,999	237	3.7%	\$0	0.0%	0		
\$125,000-149,999	120	1.9%	\$0	0.0%	0		
\$150,000-199,999	92	1.4%	\$0	0.0%	0		
\$200,000+	65	1.0%	\$0	0.0%	0		
Total	6,484	100.0%		43.3%	2,810		

ASSUMPTIONS - Overall

Tenancy	55+	% of Income towards Housing		40%	
Rural/Urban	Urban	Maximum # of Occupants		2	
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	75%	25%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	100%	0%
4	0%	0%	0%	50%	50%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2019 to December 2022

Income Target Population	Overall
New Renter Households PMA	754
Percent Income Qualified	30.7%
New Renter Income Qualified Households	231

Demand from Existing Households 2019

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	6,484
Income Qualified	43.3%
Income Qualified Renter Households	2,810
Percent Rent Overburdened Prj Mrkt Entry December 2022	48.4%
Rent Overburdened Households	1,360

Demand from Living in Substandard Housing

Income Qualified Renter Households	2,810
Percent Living in Substandard Housing	1.0%
Households Living in Substandard Housing	27

Senior Households Converting from Homeownership

Income Target Population	Overall
Total Senior Homeowners	13,086
Rural Versus Urban	0.25%
Senior Demand Converting from Homeownership	33

Total Demand

Total Demand from Existing Households	1,420
Total New Demand	231
Total Demand (New Plus Existing Households)	1,651

Demand from Seniors Who Convert from Homeownership	33
Percent of Total Demand From Homeownership Conversion	1.98%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	49.7%	821
Two Persons	27.9%	461
Three Persons	8.5%	141
Four Persons	8.8%	145
Five Persons	5.0%	83
Total	100.0%	1,651

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	75%	616
Of two-person households in 1BR units	20%	92
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	25%	205
Of two-person households in 2BR units	80%	369
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
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	100%	141
Of four-person households in 3BR units	50%	72
Of five-person households in 3BR units	50%	42
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	50%	72
Of five-person households in 4BR units	50%	42
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		1,651

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand	
0 BR	-	-	-	=	-	-
1 BR	708	-	113	=	595	595
2 BR	574	-	87	=	487	487
3 BR	-	-	-	=	-	-
4 BR	-	-	-	=	-	-
5 BR	-	-	-	=	-	-
Total	1,282		200		1,082	

	Developer's Unit Mix		Net Demand		Capture Rate	
0 BR	-	/	-	=	-	-
1 BR	24	/	595	=	4.0%	4.0%
2 BR	36	/	487	=	7.4%	7.4%
3 BR	-	/	-	=	-	-
4 BR	-	/	-	=	-	-
5 BR	-	/	-	=	-	-
Total	60		1,082		5.5%	

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 senior households in the PMA is expected to increase 11.5 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 @30% AMI (\$13,440 to \$19,140)	HH at @60% AMI (\$23,100 to \$38,280)	HH at @80% AMI (\$28,320 to \$51,040)	All Tax Credit Households
Demand from New Households (age and income appropriate)	30	138	143	231
PLUS	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	7	14	15	27
PLUS	+	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	327	714	740	1,360
Sub Total	363	867	898	1,619
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	7	17	18	33
Equals Total Demand	370	884	915	1,651
Less	-	-	-	-
Competitive New Supply	0	0	0	200
Equals Net Demand	370	884	915	1,451

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 @30%	\$13,440	\$19,140	3	159	0	159	1.9%	\$819	\$675	\$1,005	\$303
1BR @60%	\$23,100	\$33,480	19	379	113	266	7.1%	\$837	\$727	\$1,005	\$625
1BR @80%	\$28,320	\$44,640	2	392	0	392	0.5%	\$863	\$727	\$1,005	\$799
1BR Overall	\$13,440	\$44,640	24	708	113	595	4.0%	-	-	-	-
2BR @30%	\$16,140	\$19,140	5	129	0	129	3.9%	\$1,002	\$823	\$1,293	\$358
2BR @60%	\$26,460	\$38,280	28	307	87	220	12.7%	\$1,002	\$823	\$1,293	\$702
2BR @80%	\$32,100	\$51,040	3	318	0	318	0.9%	\$1,022	\$823	\$1,293	\$890
2BR Overall	\$16,140	\$51,040	36	574	87	487	7.4%	-	-	-	-
@30% Overall	\$13,440	\$19,140	8	288	0	288	2.8%	-	-	-	-
@60% Overall	\$23,100	\$38,280	47	686	200	486	9.7%	-	-	-	-
@80% Overall	\$28,320	\$51,040	5	711	0	711	0.7%	-	-	-	-
Overall	\$13,440	\$51,040	60	1,282	200	1,082	5.5%	-	-	-	-

As the analysis illustrates, the Subject’s capture rates at the 30 percent AMI level will range from 1.9 to 3.9 percent, with an overall capture rate of 2.8 percent. The Subject’s 60 percent AMI capture rates range from 7.1 to 12.7 percent, with an overall capture rate of 9.7 percent. The Subject’s 80 percent AMI capture rates range from 0.5 to 0.9 percent, with an overall capture rate of 0.7 percent. The overall capture rate for the project’s LIHTC units is 5.5 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 structure. 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 10 “true” comparable properties containing 1,860 units.

The availability of LIHTC data is considered good. There are nine LIHTC properties in the PMA, of which seven target families and two target seniors. We included both age-restricted LIHTC properties and three additional family LIHTC properties. These LIHTC properties offer similar unit types in comparison to the proposed Subject. These properties are located within 0.9 to 4.6 miles of the Subject site.

The availability of market rate data is considered average. The Subject is located in Forest Park and there are several market rate properties in the area. However, there are very few properties in the Subject’s immediate neighborhood that exhibit good or excellent condition. Additionally, a number of these properties are not professionally managed and we were unable to contact management for these properties, including Fox Hall Apartments, Clayton Forest Apartments, Wingate Apartments and Pleasant Acres Apartments. As such, a number of these developments are excluded from our report. We do not believe the exclusion of these developments impacts our analysis as the included properties are considered the most comparable to the proposed Subject. We included six market rate properties located 0.4 to 4.0 miles from the Subject site. However, all of these developments target family households as there are no unrestricted senior properties in the market.

All of the comparable properties were interviewed since May 2020. Property managers reported that market demand has not softened as a result of the COVID-19 pandemic and state and local stay-at-home orders. However, some properties reported slightly slower leasing paces as a result of the pandemic and tenants being reluctant to relocate at this time.

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

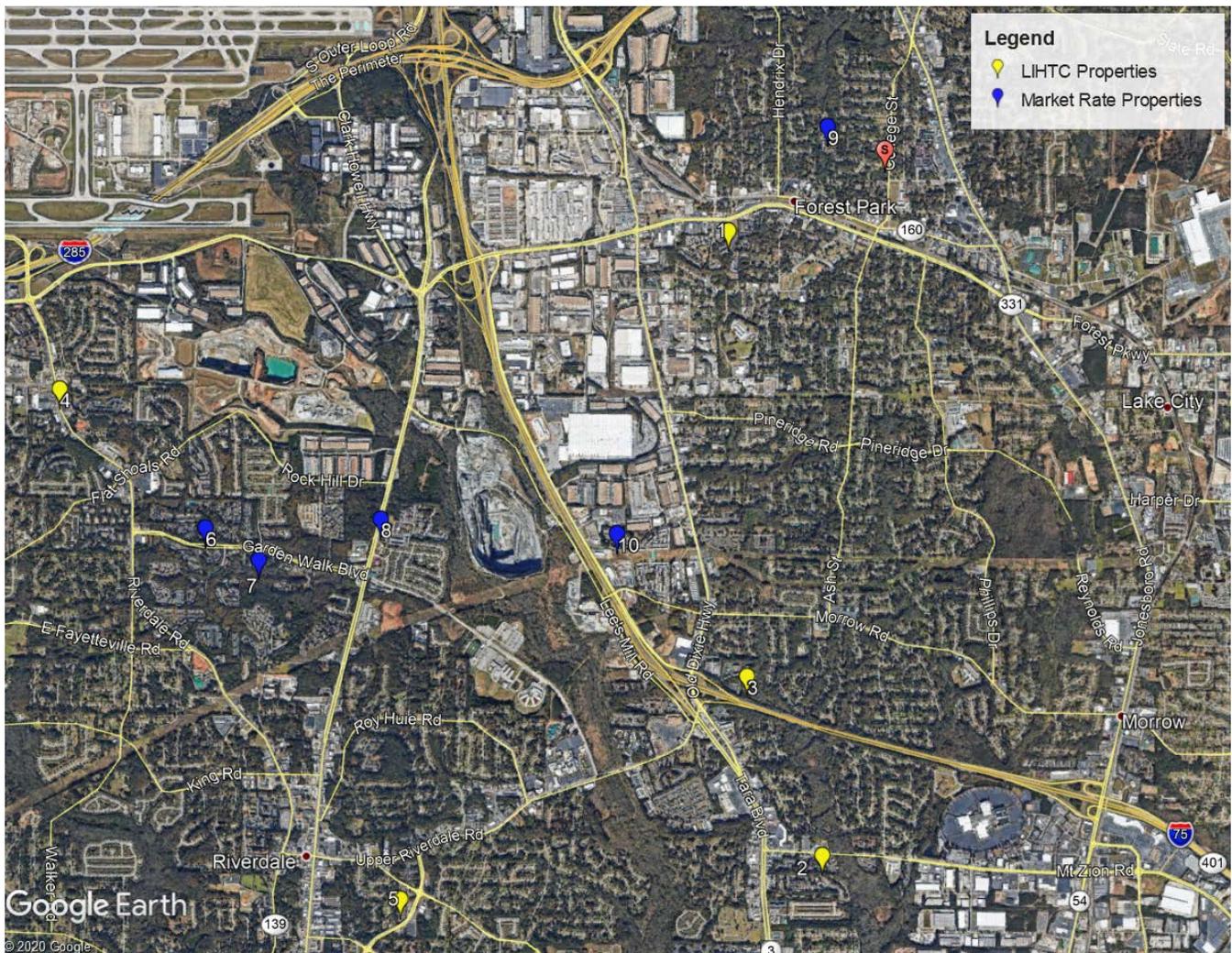
The following table illustrates properties within the PMA that are excluded from our analysis along with their reason for exclusion.

EXCLUDED PROPERTIES

Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion
Breckenridge Apartments	LIHTC	Forest Park	Family	208	Lacks one-bedroom units
Columbia Hill	LIHTC	Atlanta	Family	124	Inferior condition
Overlook Townhouses	LIHTC	Atlanta	Family	35	Dissimilar AMI levels
Tracewood Apartments	LIHTC	Forest Park	Family	85	Dissimilar AMI levels
Premier Garden Apartments	Public Housing	Atlanta	Family	432	Subsidized
Governor's Terrace	Section 8	Forest Park	Family	49	Subsidized
Parkside Crossing	Section 8	Forest Park	Family	250	Subsidized
Southwood Apartments	Section 8	Morrow	Family	196	Subsidized
Amberwood Apartments	Market	Riverdale	Family	53	Dissimilar location
Anthos At Pinewood Manor	Market	Jonesboro	Family	460	Dissimilar location
Arbor Estates	Market	Forest Park	Family	20	Inferior condition
Ascent At Riverdale	Market	Riverdale	Family	72	Dissimilar location
Ashford At Stoneridge	Market	Atlanta	Family	240	Unable to contact
Ashlar Townhomes	Market	Jonesboro	Family	416	Inferior condition
Ashwood Ridge Apartments	Market	Jonesboro	Family	212	Inferior condition
Avenue 33 Apartments	Market	Stockbridge	Family	284	Dissimilar location
Averly Apartments	Market	Jonesboro	Family	262	Dissimilar location
Battle Creek Village	Market	Jonesboro	Family	250	Dissimilar location
Brentwood Manor	Market	Forest Park	Family	157	Inferior condition
Briarhills Apartments	Market	Riverdale	Family	88	Inferior condition
Briarwood Forest	Market	Forest Park	Family	56	Dissimilar design
Carrington Park	Market	Jonesboro	Family	330	Dissimilar location
Chateau Forest I	Market	Riverdale	Family	230	Dissimilar location
Chateau Forest II	Market	Riverdale	Family	200	Dissimilar location
Chateau Forest III	Market	Riverdale	Family	230	Dissimilar location
Clayton Forest Apartments	Market	Forest Park	Family	51	Unable to contact
Colony Square Apartments	Market	Forest Park	Family	160	Inferior condition
Delta Victory Lake	Market	Forest Park	Family	218	Dissimilar design
Elite At 285	Market	Atlanta	Family	296	Unable to contact
Emerald Pointe Apartments	Market	Riverdale	Family	196	Dissimilar location
Fieldstone Glen	Market	Jonesboro	Family	216	Dissimilar location
Forest Park Manor	Market	Forest Park	Family	112	Unable to contact
Foxhall Apartments	Market	Forest Park	Family	44	Unable to contact
Garden Walk Apartments	Market	Atlanta	Family	240	Unable to contact
Gardenwood Apartments	Market	College Park	Family	370	Unable to contact
Hampton Downs Apartments	Market	Morrow	Family	201	Dissimilar location
Hidden Creek	Market	Morrow	Family	116	Dissimilar location
Highland Willows	Market	Riverdale	Family	220	Inferior condition
Indian Lake Apartments	Market	Morrow	Family	243	Dissimilar location
Lakeside Apartment Townhomes	Market	College Park	Family	177	Dissimilar design
Legacy Apartment Homes	Market	Atlanta	Family	699	Inferior condition
Level At Mt. Zion	Market	Morrow	Family	121	Dissimilar location
Marbella Place Apartments	Market	Stockbridge	Family	368	Dissimilar location

Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion
Meadow Springs Apartments	Market	Atlanta	Family	216	Unable to contact
Meadow View	Market	College Park	Family	240	Unable to contact
Monterey Village	Market	Jonesboro	Family	198	Unable to contact
Overlook	Market	Jonesboro	Family	328	Dissimilar location
Park At Tara Lake	Market	Jonesboro	Family	230	Dissimilar location
Park Manor Apartments	Market	Forest Park	Family	52	Unable to contact
Park Walk Apartments	Market	Atlanta	Family	124	Inferior condition
Pleasant Acres Apartments	Market	Forest Park	Family	48	Unable to contact
Poplar Springs Apartments	Market	Atlanta	Family	321	Inferior condition
Retreat 138	Market	Stockbridge	Family	180	Dissimilar location
Riverdale Clayton Apartments	Market	Riverdale	Family	148	Dissimilar location
River's Edge	Market	Jonesboro	Family	228	Dissimilar location
Sheraton House	Market	Forest Park	Family	80	Inferior condition
Southern Trace	Market	Atlanta	Family	225	Inferior condition
Southlake Cove	Market	Jonesboro	Family	346	Dissimilar location
Sterling Cove Apartments	Market	College Park	Family	193	Unable to contact
Stratford Arms Apartments	Market	Riverdale	Family	100	Dissimilar location
Tara Bridge	Market	Jonesboro	Family	220	Dissimilar location
The Evergreen	Market	Riverdale	Family	114	Dissimilar location
The Grove On Southlake	Market	Morrow	Family	260	Dissimilar location
The Park At Palantine	Market	College Park	Family	384	Unable to contact
The Reserve At 2070	Market	Morrow	Family	240	Dissimilar location
The Retreat At Baywood	Market	Morrow	Family	120	Dissimilar location
Tzadik At Lake Of The Woods	Market	Atlanta	Family	196	Unable to contact
Willow Park	Market	Forest Park	Family	108	Inferior condition
Willowick Apartments	Market	Riverdale	Family	220	Inferior condition
Wingate Apartments	Market	Forest Park	Family	211	Unable to contact
Winnstead Apartments	Market	Stockbridge	Family	160	Unable to contact

1. Comparable Rental Property Map



Source: Google Earth, June 2020.

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Tenancy	Distance to Subject
S	Forest Station	Forest Park	@30%, @60%, @80%	Senior	-
1	Ashton Walk Senior Apartments	Forest Park	@60%	Senior	0.9 miles
2	Park At Mount Zion Apartments	Jonesboro	@60%	Family	3.6 miles
3	Regal Park	Forest Park	@60%	Family	2.8 miles
4	The Park At Leeds	Atlanta	@60%	Family	4.5 miles
5	Valley Hill Senior Apartments	Riverdale	@50%, @60%	Senior	4.6 miles
6	Brookstone Apartments	Atlanta	Market	Family	4.0 miles
7	Gateway At Hartsfield	Atlanta	Market	Family	3.9 miles
8	The Life At Pine Grove	Riverdale	Market	Family	3.2 miles
9	Waldorf Creek Apartments	Forest Park	Market	Family	0.4 miles
10	Wyndham Hill Apartments	Forest Park	Market	Family	2.4 miles

FOREST STATION – FOREST PARK, GEORGIA – MARKET STUDY

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	Forest Station 4775 College St Forest Park, GA 30297 Clayton County	-	Lowrise 3-stories 2022 / n/a Senior	@30% @60% @80%	1BR / 1BA	3	5.0%	680	@30%	\$303	Yes	N/A	N/A	N/A
					1BR / 1BA	19	31.7%	680	@60%	\$625	No	N/A	N/A	N/A
					1BR / 1BA	2	3.3%	680	@80%	\$799	No	N/A	N/A	N/A
					2BR / 1BA	5	8.3%	850	@30%	\$358	Yes	N/A	N/A	N/A
					2BR / 1BA	28	46.7%	850	@60%	\$702	No	N/A	N/A	N/A
					2BR / 1BA	3	5.0%	850	@80%	\$890	No	N/A	N/A	N/A
					<u>60</u>							N/A	N/A	
1	Ashton Walk Senior Apartments 4950 Governors Dr Forest Park, GA 30297 Clayton County	0.9 miles	Lowrise 3-stories 2006 / n/a Senior	@60%	1BR / 1BA	66	44.0%	702	@60%	\$730	No	No	0	0.0%
					2BR / 2BA	84	56.0%	985	@60%	\$838	No	No	2	2.4%
					<u>150</u>							2	1.3%	
2	Park At Mount Zion Apartments 701 Mount Zion Rd Jonesboro, GA 30236 Clayton County	3.6 miles	Various 2-stories 1973 / 2003 Family	@60%	2BR / 1.5BA	48	24.9%	1,114	@60%	\$1,065	Yes	No	1	2.1%
					2BR / 2BA	72	37.3%	1,056	@60%	\$1,067	Yes	No	0	0.0%
					3BR / 2BA	64	33.2%	1,216	@60%	\$1,124	Yes	No	3	4.7%
					3BR / 2.5BA	9	4.7%	1,404	@60%	\$1,127	Yes	No	0	0.0%
					<u>193</u>							4	2.1%	
3	Regal Park 461 Old Dixie Wy Forest Park, GA 30297 Clayton County	2.8 miles	Garden 3-stories 2005 / n/a Family	@60%	1BR / 1BA	28	16.7%	874	@60%	\$812	Yes	Yes	0	0.0%
					2BR / 2BA	84	50.0%	1,114	@60%	\$969	Yes	Yes	0	0.0%
					3BR / 2BA	56	33.3%	1,388	@60%	\$1,103	Yes	Yes	0	0.0%
					<u>168</u>							0	0.0%	
4	The Park At Leeds 5420 Riverdale Rd Atlanta, GA 30349 Clayton County	4.5 miles	Garden 2-stories 1987 / 2005 Family	@60%	1BR / 1BA	16	7.6%	750	@60%	\$856	Yes	Yes	0	0.0%
					2BR / 1.5BA	102	48.6%	1,050	@60%	\$955	Yes	Yes	6	5.9%
					2BR / 2BA	92	43.8%	1,100	@60%	\$1,011	Yes	Yes	4	4.4%
					<u>210</u>							10	4.8%	
5	Valley Hill Senior Apartments 430 Valley Hill Rd Riverdale, GA 30274 Clayton County	4.6 miles	Duplex 1-stories 2000 / n/a Senior	@50% @60%	1BR / 1BA	4	5.6%	672	@50%	\$675	Yes	Yes	0	0.0%
					1BR / 1BA	60	83.3%	672	@60%	\$850	Yes	Yes	0	0.0%
					2BR / 1BA	8	11.1%	860	@60%	\$1,026	Yes	Yes	0	0.0%
					<u>72</u>							0	0.0%	
6	Brookstone Apartments 1081 Garden Walk Blvd Atlanta, GA 30349 Clayton County	4.0 miles	Garden 3-stories 1988 / 2010 Family	Market	1BR / 1BA	52	19.7%	666	Market	\$893	N/A	No	0	0.0%
					1BR / 1BA	52	19.7%	751	Market	\$908	N/A	No	5	9.6%
					1BR / 1BA	4	1.5%	767	Market	\$973	N/A	No	0	0.0%
					2BR / 2BA	75	28.4%	1,028	Market	\$1,139	N/A	No	2	2.7%
					2BR / 2BA	77	29.2%	1,121	Market	\$1,174	N/A	No	0	0.0%
					2BR / 2BA	4	1.5%	1,124	Market	\$1,174	N/A	No	0	0.0%
					<u>264</u>							7	2.7%	
7	Gateway At Hartsfield 852 Garden Walk Blvd Atlanta, GA 30349 Clayton County	3.9 miles	Garden 2-stories 1986 / 2013 Family	Market	1BR / 1BA	1	0.6%	620	Market	\$992	N/A	No	2	200.0%
					1BR / 1BA	29	17.3%	700	Market	\$1,005	N/A	No	1	3.5%
					2BR / 2BA	1	0.6%	1,000	Market	\$1,165	N/A	No	0	0.0%
					2BR / 2BA	74	44.1%	1,050	Market	\$1,293	N/A	No	0	0.0%
					3BR / 2BA	5	3.0%	1,225	Market	\$1,340	N/A	No	0	0.0%
					3BR / 2BA	58	34.5%	1,300	Market	\$1,415	N/A	No	0	0.0%
					<u>168</u>							3	1.8%	
8	The Life At Pine Grove 5758 GA Highway 85 Riverdale, GA 30274 Clayton County	3.2 miles	Various 2-stories 1964 / 2000 Family	Market	OBR / 1BA	16	4.1%	520	Market	\$770	N/A	No	0	0.0%
					1BR / 1BA	144	37.2%	840	Market	\$745	N/A	No	15	10.4%
					2BR / 1.5BA	144	37.2%	980	Market	\$850	N/A	No	10	6.9%
					2BR / 1.5BA	78	20.2%	1,100	Market	\$903	N/A	No	4	5.1%
					2BR / 1.5BA	5	1.3%	1,100	Market	\$960	N/A	No	1	20.0%
					<u>387</u>							30	7.8%	
9	Waldorf Creek Apartments 4663 Waldrop Dr Forest Park, GA 30297 Clayton County	0.4 miles	Garden 2-stories 1964 / 1993 Family	Market	1BR / 1BA	28	20.6%	750	Market	\$727	N/A	No	0	0.0%
					2BR / 1BA	N/A	N/A	925	Market	\$823	N/A	No	8	N/A
					<u>136</u>								8	5.9%
10	Wyndham Hill Apartments 100 Morrow Rd Forest Park, GA 30297 Clayton County	2.4 miles	Lowrise 2-stories 1969 / 2020 Family	Market	2BR / 1BA	112	100.0%	865	Market	\$862	N/A	No	7	6.3%
					<u>112</u>								7	6.3%

FOREST STATION – FOREST PARK, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.				
	Units Surveyed:	1,860	Weighted Occupancy:	96.2%
	Market Rate	1,067	Market Rate	94.8%
	Tax Credit	793	Tax Credit	98.0%
One Bedroom One Bath		Two Bedroom One Bath		
RENT	Property	Average	Property	Average
	Gateway At Hartsfield (Market)	\$1,005	Gateway At Hartsfield (Market)(2BA)	\$1,293
	Gateway At Hartsfield (Market)	\$992	Brookstone Apartments (Market)(2BA)	\$1,174
	Brookstone Apartments (Market)	\$973	Brookstone Apartments (Market)(2BA)	\$1,174
	Brookstone Apartments (Market)	\$908	Gateway At Hartsfield (Market)(2BA)	\$1,165
	Brookstone Apartments (Market)	\$893	Brookstone Apartments (Market)(2BA)	\$1,139
	The Park At Leeds (@60%)	\$856	Park At Mount Zion Apartments (@60%)(2BA)	\$1,067
	Valley Hill Senior Apartments (@60%)	\$850	Park At Mount Zion Apartments (@60%)(1.5BA)	\$1,065
	Regal Park (@60%)	\$812	Valley Hill Senior Apartments (@60%)	\$1,026
	Forest Station (@80%)	\$799	The Park At Leeds (@60%)(2BA)	\$1,011
	The Life At Pine Grove (Market)	\$745	Regal Park (@60%)(2BA)	\$969
	Ashton Walk Senior Apartments (@60%)	\$730	The Life At Pine Grove (Market)(1.5BA)	\$960
	Waldorf Creek Apartments (Market)	\$727	The Park At Leeds (@60%)(1.5BA)	\$955
	Valley Hill Senior Apartments (@50%)	\$675	The Life At Pine Grove (Market)(1.5BA)	\$903
	Forest Station (@60%)	\$625	Forest Station (@80%)	\$890
	Forest Station (@30%)	\$303	Wyndham Hill Apartments (Market)	\$862
			The Life At Pine Grove (Market)(1.5BA)	\$850
			Ashton Walk Senior Apartments (@60%)(2BA)	\$838
			Waldorf Creek Apartments (Market)	\$823
			Forest Station (@60%)	\$702
			Forest Station (@30%)	\$358
SQUARE FOOTAGE				
	Regal Park (@60%)	874	Brookstone Apartments (Market)(2BA)	1,124
	The Life At Pine Grove (Market)	840	Brookstone Apartments (Market)(2BA)	1,121
	Brookstone Apartments (Market)	767	Regal Park (@60%)(2BA)	1,114
	Brookstone Apartments (Market)	751	Park At Mount Zion Apartments (@60%)(1.5BA)	1,114
	The Park At Leeds (@60%)	750	The Park At Leeds (@60%)(2BA)	1,100
	Waldorf Creek Apartments (Market)	750	The Life At Pine Grove (Market)(1.5BA)	1,100
	Ashton Walk Senior Apartments (@60%)	702	The Life At Pine Grove (Market)(1.5BA)	1,100
	Gateway At Hartsfield (Market)	700	Park At Mount Zion Apartments (@60%)(2BA)	1,056
	Forest Station (@80%)	680	The Park At Leeds (@60%)(1.5BA)	1,050
	Forest Station (@30%)	680	Gateway At Hartsfield (Market)(2BA)	1,050
	Forest Station (@60%)	680	Brookstone Apartments (Market)(2BA)	1,028
	Valley Hill Senior Apartments (@50%)	672	Gateway At Hartsfield (Market)(2BA)	1,000
	Valley Hill Senior Apartments (@60%)	672	Ashton Walk Senior Apartments (@60%)(2BA)	985
	Brookstone Apartments (Market)	666	The Life At Pine Grove (Market)(1.5BA)	980
	Gateway At Hartsfield (Market)	620	Waldorf Creek Apartments (Market)	925
			Wyndham Hill Apartments (Market)	865
			Valley Hill Senior Apartments (@60%)	860
			Forest Station (@80%)	850
			Forest Station (@30%)	850
			Forest Station (@60%)	850
RENT PER SQUARE FOOT				
	Gateway At Hartsfield (Market)	\$1.60	Gateway At Hartsfield (Market)(2BA)	\$1.23
	Gateway At Hartsfield (Market)	\$1.44	Valley Hill Senior Apartments (@60%)	\$1.19
	Brookstone Apartments (Market)	\$1.34	Gateway At Hartsfield (Market)(2BA)	\$1.17
	Brookstone Apartments (Market)	\$1.27	Brookstone Apartments (Market)(2BA)	\$1.11
	Valley Hill Senior Apartments (@60%)	\$1.26	Brookstone Apartments (Market)(2BA)	\$1.05
	Brookstone Apartments (Market)	\$1.21	Forest Station (@80%)	\$1.05
	Forest Station (@80%)	\$1.18	Brookstone Apartments (Market)(2BA)	\$1.04
	The Park At Leeds (@60%)	\$1.14	Park At Mount Zion Apartments (@60%)(2BA)	\$1.01
	Ashton Walk Senior Apartments (@60%)	\$1.04	Wyndham Hill Apartments (Market)	\$1.00
	Valley Hill Senior Apartments (@50%)	\$1.00	Park At Mount Zion Apartments (@60%)(1.5BA)	\$0.96
	Waldorf Creek Apartments (Market)	\$0.97	The Park At Leeds (@60%)(2BA)	\$0.92
	Regal Park (@60%)	\$0.93	The Park At Leeds (@60%)(1.5BA)	\$0.91
	Forest Station (@60%)	\$0.92	Waldorf Creek Apartments (Market)	\$0.89
	The Life At Pine Grove (Market)	\$0.89	The Life At Pine Grove (Market)(1.5BA)	\$0.87
	Forest Station (@30%)	\$0.45	Regal Park (@60%)(2BA)	\$0.87
			The Life At Pine Grove (Market)(1.5BA)	\$0.87
			Ashton Walk Senior Apartments (@60%)(2BA)	\$0.85
			Forest Station (@60%)	\$0.83
			The Life At Pine Grove (Market)(1.5BA)	\$0.82
			Forest Station (@30%)	\$0.42

PROPERTY PROFILE REPORT

Ashton Walk Senior Apartments

Effective Rent Date	5/05/2020
Location	4950 Governors Dr Forest Park, GA 30297 Clayton County
Distance	0.9 miles
Units	150
Vacant Units	2
Vacancy Rate	1.3%
Type	Lowrise (age-restricted) (3 stories)
Year Built/Renovated	2006 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Governor's Terrace Apartments
Tenant Characteristics	Seniors 55+; 75 percent local, 25 percent out of state.
Contact Name	Courtney
Phone	(404) 363-4595



Market Information

Program	@60%
Annual Turnover Rate	16%
Units/Month Absorbed	N/A
HCV Tenants	20%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased three 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	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)	66	702	\$775	\$0	@60%	No	0	0.0%	no	None
2	2	Lowrise (3 stories)	84	985	\$890	\$0	@60%	No	2	2.4%	no	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$775	\$0	\$775	-\$45	\$730
2BR / 2BA	\$890	\$0	\$890	-\$52	\$838

Ashton Walk Senior Apartments, continued

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Buzzer)	Adult Education
Central A/C	Coat Closet	Limited Access	Shuttle Service
Dishwasher	Garbage Disposal		
Oven	Refrigerator		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	Medical Professional	Walking Trails
Elevators	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		

Comments

The contact stated that there is strong demand for affordable senior housing in the area. All of the vacant units are pre-leased. The contact indicated that there is limited competition in the area for seniors and residents originate from throughout Clayton County. The contact reported that vacancies and rent collections have not changed due to the COVID-19 pandemic. The property does not maintain a waiting or call back list.

Ashton Walk Senior Apartments, continued

Trend Report

Vacancy Rates

1Q19	2Q19	1Q20	2Q20
1.3%	1.3%	2.0%	1.3%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	0.0%	\$755	\$0	\$755	\$710
2019	2	0.0%	\$755	\$0	\$755	\$710
2020	1	1.5%	\$775	\$0	\$775	\$730
2020	2	0.0%	\$775	\$0	\$775	\$730

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2019	1	2.4%	\$890	\$0	\$890	\$838
2019	2	2.4%	\$890	\$0	\$890	\$838
2020	1	2.4%	\$890	\$0	\$890	\$838
2020	2	2.4%	\$890	\$0	\$890	\$838

Trend: Comments

1Q19	The contact indicated that rents are at maximum allowable levels. The contact stated that there is strong demand for affordable senior housing in the area. Both of the vacant units are pre-leased.
2Q19	The contact indicated that rents are at the maximum allowable levels. The contact stated that there is strong demand for affordable senior housing in the area. Both of the vacant units are pre-leased.
1Q20	The contact stated that there is strong demand for affordable senior housing in the area. All of the vacant units are pre-leased. The contact indicated that there is limited competition in the area for seniors and residents originate from throughout Clayton County.
2Q20	The contact stated that there is strong demand for affordable senior housing in the area. All of the vacant units are pre-leased. The contact indicated that there is limited competition in the area for seniors and residents originate from throughout Clayton County. The contact reported that vacancies and rent collections have not changed due to the COVID-19 pandemic. The property does not maintain a waiting or call back list.

Photos



PROPERTY PROFILE REPORT

Park At Mount Zion Apartments

Effective Rent Date	5/05/2020
Location	701 Mount Zion Rd Jonesboro, GA 30236 Clayton County
Distance	3.6 miles
Units	193
Vacant Units	4
Vacancy Rate	2.1%
Type	Various (2 stories)
Year Built/Renovated	1973 / 2003
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Regal Park, Flint River Crossing, Windsor
Tenant Characteristics	Majority of tenants are families from Jonesboro, LoveJoy, Morrow and Stockbridge
Contact Name	Glynis
Phone	(770) 968-0311



Market Information

Program	@60%
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	21%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased three to four 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	1.5	Townhouse (2 stories)	48	1,114	\$1,065	\$0	@60%	No	1	2.1%	yes	None
2	2	Garden (2 stories)	72	1,056	\$1,067	\$0	@60%	No	0	0.0%	yes	None
3	2	Garden (2 stories)	64	1,216	\$1,124	\$0	@60%	No	3	4.7%	yes	None
3	2.5	Townhouse (2 stories)	9	1,404	\$1,127	\$0	@60%	No	0	0.0%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 1.5BA	\$1,065	\$0	\$1,065	\$0	\$1,065
2BR / 2BA	\$1,067	\$0	\$1,067	\$0	\$1,067
3BR / 2BA	\$1,124	\$0	\$1,124	\$0	\$1,124
3BR / 2.5BA	\$1,127	\$0	\$1,127	\$0	\$1,127

Park At Mount Zion Apartments, continued

Amenities

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

Comments

According to the contact, there is strong demand for affordable housing in the area. The property does not keep a waiting list. Vacancies are leased on a first-come, first-served basis.

Park At Mount Zion Apartments, continued

Trend Report

Vacancy Rates

3Q18	1Q19	1Q20	2Q20
2.1%	0.0%	2.6%	2.1%

Trend: @60%

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	2.1%	\$868	\$0	\$868	\$868
2019	1	0.0%	\$868	\$0	\$868	\$868
2020	1	2.1%	\$987	\$0	\$987	\$987
2020	2	2.1%	\$1,065	\$0	\$1,065	\$1,065

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	2.8%	\$868	\$0	\$868	\$868
2019	1	0.0%	\$868	\$0	\$868	\$868
2020	1	1.4%	\$987	\$0	\$987	\$987
2020	2	0.0%	\$1,067	\$0	\$1,067	\$1,067

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$953	\$0	\$953	\$953
2019	1	0.0%	\$987	\$0	\$987	\$987
2020	1	11.1%	\$1,127	\$0	\$1,127	\$1,127
2020	2	0.0%	\$1,127	\$0	\$1,127	\$1,127

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	1.6%	\$987	\$0	\$987	\$987
2019	1	0.0%	\$987	\$0	\$987	\$987
2020	1	3.1%	\$1,127	\$0	\$1,127	\$1,127
2020	2	4.7%	\$1,124	\$0	\$1,124	\$1,124

Trend: Comments

3Q18	According to the contact, there is strong demand for affordable housing in the area. Three of the four vacant units are pre-leased. This property offers 200 off-street parking spaces for no additional charge.
1Q19	N/A
1Q20	According to the contact, there is strong demand for affordable housing in the area. The property does not keep a waiting list. Vacancies are leased on a first-come, first-served basis.
2Q20	According to the contact, there is strong demand for affordable housing in the area. The property does not keep a waiting list. Vacancies are leased on a first-come, first-served basis.

Photos



PROPERTY PROFILE REPORT

Regal Park

Effective Rent Date	5/05/2020
Location	461 Old Dixie Wy Forest Park, GA 30297 Clayton County
Distance	2.8 miles
Units	168
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2005 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Breckenridge
Tenant Characteristics	Tenants come from Clayton County, including Stockbridge. Approx. 5% to 10% senior
Contact Name	Joy
Phone	404-362-5224



Market Information

Program	@60%
Annual Turnover Rate	18%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased four percent
Concession	None
Waiting List	Yes, 12 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

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)	28	874	\$812	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	84	1,114	\$969	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	56	1,388	\$1,103	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$812	\$0	\$812	\$0	\$812
2BR / 2BA	\$969	\$0	\$969	\$0	\$969
3BR / 2BA	\$1,103	\$0	\$1,103	\$0	\$1,103

Regal Park, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Exterior Storage(\$55.00)	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Car Wash	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage(\$85.00)	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Swimming Pool	Tennis Court		

Comments

According to the contact, there is a strong demand for affordable housing in the area. The property maintains a waiting list that consists of seven households for one-bedroom units, three households for two-bedroom units, and two households for three-bedroom units. Garage parking is available for an additional fee of \$85 per month. Exterior storage units are available for an additional fee of \$55 per month.

Regal Park, continued

Trend Report

Vacancy Rates

3Q17	3Q18	1Q20	2Q20
0.0%	4.2%	0.0%	0.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	3	0.0%	\$700	\$0	\$700	\$700
2018	3	0.0%	\$727	\$0	\$727	\$727
2020	1	0.0%	\$777	\$0	\$777	\$777
2020	2	0.0%	\$812	\$0	\$812	\$812

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	3	0.0%	\$775	\$0	\$775	\$775
2018	3	4.8%	\$868	\$0	\$868	\$868
2020	1	0.0%	\$927	\$0	\$927	\$927
2020	2	0.0%	\$969	\$0	\$969	\$969

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	3	0.0%	\$895	\$0	\$895	\$895
2018	3	5.4%	\$987	\$0	\$987	\$987
2020	1	0.0%	\$1,054	\$0	\$1,054	\$1,054
2020	2	0.0%	\$1,103	\$0	\$1,103	\$1,103

Trend: Comments

3Q17	The property maintains a waiting list for the one-bedroom units consisting of two households and a waiting list consisting of four households for two-bedroom units.
3Q18	According to the contact, there is strong demand for affordable housing in the area. The contact stated there has been a series of evictions resulting in an unusually high seven vacant units. All seven vacant units are pre-leased. This property offers 200 off-street parking spaces for no additional charge.
1Q20	According to the contact, there is strong demand for affordable housing in the area. Garage parking is available for an additional fee of \$85 per month. Exterior storage units are available for an additional fee of \$55 per month.
2Q20	According to the contact, there is a strong demand for affordable housing in the area. The property maintains a waiting list that consists of seven households for one-bedroom units, three households for two-bedroom units, and two households for three-bedroom units. Garage parking is available for an additional fee of \$85 per month. Exterior storage units are available for an additional fee of \$55 per month.

Photos



PROPERTY PROFILE REPORT

The Park At Leeds

Effective Rent Date	5/15/2020
Location	5420 Riverdale Rd Atlanta, GA 30349 Clayton County
Distance	4.5 miles
Units	210
Vacant Units	10
Vacancy Rate	4.8%
Type	Garden (2 stories)
Year Built/Renovated	1987 / 2005
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	n/a
Tenant Characteristics	Mostly families from surrounding counties
Contact Name	Brittany
Phone	770-996-1377



Market Information

Program	@60%
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	One to two weeks
Annual Chg. in Rent	Increased five to 10 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
1	1	Garden (2 stories)	16	750	\$856	\$0	@60%	Yes	0	0.0%	yes	None
2	1.5	Garden (2 stories)	102	1,050	\$955	\$0	@60%	Yes	6	5.9%	yes	None
2	2	Garden (2 stories)	92	1,100	\$1,011	\$0	@60%	Yes	4	4.3%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$856	\$0	\$856	\$0	\$856
2BR / 1.5BA	\$955	\$0	\$955	\$0	\$955
2BR / 2BA	\$1,011	\$0	\$1,011	\$0	\$1,011

The Park At Leeds, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpet/Hardwood	Carpeting		
Central A/C	Dishwasher		
Ceiling Fan	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		
Playground	Swimming Pool		

Comments

The contact stated that more than fifty tenants were negatively affected by the pandemic and property management has a special COVID-19 plan to support affected tenants. In addition, management does not charge the late fees. The rents were increased to the maximum allowable levels in April 2020.

The Park At Leeds, continued

Trend Report

Vacancy Rates

3Q18	2Q20
7.1%	4.8%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	18.8%	\$689	\$0	\$689	\$689
2020	2	0.0%	\$856	\$0	\$856	\$856

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	7.8%	\$800	\$0	\$800	\$800
2020	2	5.9%	\$955	\$0	\$955	\$955

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	4.3%	\$815	\$0	\$815	\$815
2020	2	4.3%	\$1,011	\$0	\$1,011	\$1,011

Trend: Comments

3Q18	This property was formerly known as Brookside Apartments. The property changed management in March 2018. The contact stated the vacancy is atypically high due to a series of evictions after new management took over. Six of the 15 vacant units are pre-leased. The property does accept Housing Choice Vouchers, however the contact could not provide how many tenants are currently utilizing them. This property offers 300 off-street parking spaces for no additional charge.
2Q20	The contact stated that more than fifty tenants were negatively affected by the pandemic and property management has a special COVID-19 plan to support affected tenants. In addition, management does not charge the late fees. The rents were increased to the maximum allowable levels in April 2020.

Photos



PROPERTY PROFILE REPORT

Valley Hill Senior Apartments

Effective Rent Date	5/13/2020
Location	430 Valley Hill Rd Riverdale, GA 30274 Clayton County
Distance	4.6 miles
Units	72
Vacant Units	0
Vacancy Rate	0.0%
Type	Duplex (age-restricted)
Year Built/Renovated	2000 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Ashton Walk
Tenant Characteristics	Seniors 55+; tenants primarily come from within Clayton County
Contact Name	Dorothy
Phone	(770) 210-0912



Market Information

Program	@50%, @60%
Annual Turnover Rate	4%
Units/Month Absorbed	N/A
HCV Tenants	16%
Leasing Pace	Pre-leased to one week
Annual Chg. in Rent	Increased three to four percent
Concession	None
Waiting List	Yes, unknown length

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	Duplex	4	672	\$720	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Duplex	60	672	\$895	\$0	@60%	Yes	0	0.0%	yes	None
2	1	Duplex	8	860	\$1,078	\$0	@60%	Yes	0	0.0%	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	\$720	\$0	\$720	-\$45	\$675	1BR / 1BA	\$895	\$0	\$895	-\$45	\$850
						2BR / 1BA	\$1,078	\$0	\$1,078	-\$52	\$1,026

Valley Hill Senior Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Perimeter Fencing	Adult Education
Carpeting	Central A/C		
Dishwasher	Exterior Storage		
Ceiling Fan	Garbage Disposal		
Grab Bars	Hand Rails		
Oven	Pull Cords		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Health & Wellness program,
Courtyard	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Recreation Areas	Service Coordination		
Wi-Fi			

Comments

The contact reported that there is strong demand for affordable senior housing in the area. The contact stated that the current rents are at the maximum allowable levels. The property maintains a formal waiting list but the contact could not report the length of the waiting list. This property offers 120 off-street parking spaces for no additional charge. Utilization of off-street parking at this property is 33 percent.

Valley Hill Senior Apartments, continued

Trend Report

Vacancy Rates

3Q18	1Q19	2Q19	2Q20
0.0%	0.0%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$664	\$0	\$664	\$619
2019	1	0.0%	\$664	\$0	\$664	\$619
2019	2	0.0%	\$664	\$0	\$664	\$619
2020	2	0.0%	\$720	\$0	\$720	\$675

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$805	\$0	\$805	\$760
2019	1	0.0%	\$805	\$0	\$805	\$760
2019	2	0.0%	\$805	\$0	\$805	\$760
2020	2	0.0%	\$895	\$0	\$895	\$850

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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2018	3	0.0%	\$962	\$0	\$962	\$910
2019	1	0.0%	\$962	\$0	\$962	\$910
2019	2	0.0%	\$962	\$0	\$962	\$910
2020	2	0.0%	\$1,078	\$0	\$1,078	\$1,026

Trend: Comments

3Q18	The contact reported that there is strong demand for affordable senior housing in the area. The contact stated that the property maintains rents at maximum allowable levels. This property offers 120 off-street parking spaces for no additional charge. Utilization of off-street parking at this property is 33 percent.
1Q19	N/A
2Q19	N/A
2Q20	The contact reported that there is strong demand for affordable senior housing in the area. The contact stated that the current rents are at the maximum allowable levels. The property maintains a formal waiting list but the contact could not report the length of the waiting list. This property offers 120 off-street parking spaces for no additional charge. Utilization of off-street parking at this property is 33 percent.

Photos



PROPERTY PROFILE REPORT

Brookstone Apartments

Effective Rent Date	5/15/2020
Location	1081 Garden Walk Blvd Atlanta, GA 30349 Clayton County
Distance	4 miles
Units	264
Vacant Units	7
Vacancy Rate	2.7%
Type	Garden (3 stories)
Year Built/Renovated	1988 / 2010
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Gateway at Hartsfield
Tenant Characteristics	Mostly families from surrounding counties
Contact Name	Kawanus
Phone	770-991-3400



Market Information

Program	Market
Annual Turnover Rate	10%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	N/A
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- gas
Heat	not included -- gas
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)	52	666	\$878	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (3 stories)	52	751	\$893	\$0	Market	No	5	9.6%	N/A	None
1	1	Garden (3 stories)	4	767	\$958	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	75	1,028	\$1,124	\$0	Market	No	2	2.7%	N/A	None
2	2	Garden (3 stories)	77	1,121	\$1,159	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	4	1,124	\$1,159	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$878 - \$958	\$0	\$878 - \$958	\$15	\$893 - \$973
2BR / 2BA	\$1,124 - \$1,159	\$0	\$1,124 - \$1,159	\$15	\$1,139 - \$1,174

Brookstone Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Perimeter Fencing	None
Carpeting	Dishwasher		
Fireplace	Oven		
Refrigerator	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Exercise Facility	None	None
Central Laundry	Off-Street Parking		
On-Site Management	Playground		
Swimming Pool			

Comments

This property does not accept Housing Choice Vouchers. The property manager stated that there are some tenants who lost their jobs due to the current COVID-19 pandemic but she couldn't provide an exact number of affected people.

Brookstone Apartments, continued

Trend Report

Vacancy Rates

3Q18	2Q20
1.5%	2.7%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	1.9%	\$799 - \$829	\$0	\$799 - \$829	\$814 - \$844
2020	2	4.6%	\$878 - \$958	\$0	\$878 - \$958	\$893 - \$973

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	1.3%	\$969 - \$999	\$0	\$969 - \$999	\$984 - \$1,014
2020	2	1.3%	\$1,124 - \$1,159	\$0	\$1,124 - \$1,159	\$1,139 - \$1,174

Trend: Comments

3Q18	This property does not accept Housing Choice Vouchers. One of the four vacant units is pre-leased.
2Q20	This property does not accept Housing Choice Vouchers. The property manager stated that there are some tenants who lost their jobs due to the current COVID-19 pandemic but she couldn't provide an exact number of affected people.

Photos



PROPERTY PROFILE REPORT

Gateway At Hartsfield

Effective Rent Date	6/02/2020
Location	852 Garden Walk Blvd Atlanta, GA 30349 Clayton County
Distance	3.9 miles
Units	168
Vacant Units	3
Vacancy Rate	1.8%
Type	Garden (2 stories)
Year Built/Renovated	1986 / 2013
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mostly families from surrounding area
Contact Name	Ryan
Phone	770-996-5252



Market Information

Program	Market
Annual Turnover Rate	14%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	N/A
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 (2 stories)	1	620	\$977	\$0	Market	No	2	200.0%	N/A	None
1	1	Garden (2 stories)	29	700	\$990	\$0	Market	No	1	3.4%	N/A	None
2	2	Garden (2 stories)	1	1,000	\$1,150	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	74	1,050	\$1,278	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (2 stories)	5	1,225	\$1,325	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (2 stories)	58	1,300	\$1,400	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$977 - \$990	\$0	\$977 - \$990	\$15	\$992 - \$1,005
2BR / 2BA	\$1,150 - \$1,278	\$0	\$1,150 - \$1,278	\$15	\$1,165 - \$1,293
3BR / 2BA	\$1,325 - \$1,400	\$0	\$1,325 - \$1,400	\$15	\$1,340 - \$1,415

Gateway At Hartsfield, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Dishwasher	Exterior Storage		
Ceiling Fan	Fireplace		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Basketball Court	Business Center/Computer Lab	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage(\$100.00)	Off-Street Parking		
On-Site Management	Playground		
Swimming Pool	Tennis Court		

Comments

The property manager is new to the position and couldn't provide information on the COVID-19 pandemic. According to the contact the prices increased on May 15th, 2020.

Trend Report

Vacancy Rates

3Q18	2Q20
1.2%	1.8%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$740 - \$760	\$0	\$740 - \$760	\$755 - \$775
2020	2	10.0%	\$977 - \$990	\$0	\$977 - \$990	\$992 - \$1,005

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	2.7%	\$885 - \$903	\$0	\$885 - \$903	\$900 - \$918
2020	2	0.0%	\$1,150 - \$1,278	\$0	\$1,150 - \$1,278	\$1,165 - \$1,293

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2018	3	0.0%	\$1,080 - \$1,150	\$0	\$1,080 - \$1,150	\$1,095 - \$1,165
2020	2	0.0%	\$1,325 - \$1,400	\$0	\$1,325 - \$1,400	\$1,340 - \$1,415

Trend: Comments

3Q18	This property does not accept Housing Choice Vouchers. There are 160 off-street parking spaces for no additional charge. Additionally, the contact stated garage parking spaces are available for a monthly fee of \$100. The contact did not know the number of garages the property offers but reported a utilization rate of 100 percent.
2Q20	The property manager is new to the position and couldn't provide information on the COVID-19 pandemic. According to the contact the prices increased on May 15th, 2020.

Photos



PROPERTY PROFILE REPORT

The Life At Pine Grove

Effective Rent Date	6/02/2020
Location	5758 GA Highway 85 Riverdale, GA 30274 Clayton County
Distance	3.2 miles
Units	387
Vacant Units	30
Vacancy Rate	7.8%
Type	Various (2 stories)
Year Built/Renovated	1964 / 2000
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Jackson Landing, Willow Way
Tenant Characteristics	Predominantly singles and couples
Contact Name	Lavina
Phone	(404) 999-4184



Market Information

Program	Market
Annual Turnover Rate	66%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	N/A
Annual Chg. in Rent	N/A
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
0	1	Garden (2 stories)	16	520	\$770	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (2 stories)	144	840	\$745	\$0	Market	No	15	10.4%	N/A	None
2	1.5	Garden (2 stories)	144	980	\$850	\$0	Market	No	10	6.9%	N/A	None
2	1.5	Townhouse (2 stories)	78	1,100	\$903	\$0	Market	No	4	5.1%	N/A	None
2	1.5	Townhouse (2 stories)	5	1,100	\$960	\$0	Market	No	1	20.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$770	\$0	\$770	\$0	\$770
1BR / 1BA	\$745	\$0	\$745	\$0	\$745
2BR / 1.5BA	\$850 - \$960	\$0	\$850 - \$960	\$0	\$850 - \$960

The Life At Pine Grove, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	None	None
Carpeting	Central A/C		
Dishwasher	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Property		Premium	Other
Clubhouse/Meeting Room/Community	Exercise Facility	None	None
Central Laundry	Off-Street Parking		
On-Site Management	Playground		
Swimming Pool	Tennis Court		
Volleyball Court			

Comments

According to the contact, some tenants were negatively impacted by the COVID-19 pandemic. Property management waived all late fees. The contact noted that the rent price change on a daily bases. The contact would not disclose information on the reason for the high vacancy as well as the leasing pace and annual turnover.

Trend Report

Vacancy Rates

4Q04	2Q05	1Q11	2Q20
2.0%	2.0%	22.2%	7.8%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	4	0.8%	\$580	\$130	\$450	\$450
2005	2	N/A	\$580	\$160	\$420	\$420
2011	1	12.5%	\$500	\$0	\$500	\$500
2020	2	10.4%	\$745	\$0	\$745	\$745

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	4	0.0%	\$635 - \$650	\$125 - \$140	\$495 - \$525	\$495 - \$525
2005	2	N/A	\$635 - \$700	\$0 - \$175	\$460 - \$700	\$460 - \$700
2011	1	29.1%	\$450 - \$575	\$0	\$450 - \$575	\$450 - \$575
2020	2	6.6%	\$850 - \$960	\$0	\$850 - \$960	\$850 - \$960

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	4	25.0%	\$500	\$71	\$429	\$429
2005	2	N/A	\$575	\$0	\$575	\$575
2011	1	12.5%	\$399	\$0	\$399	\$399
2020	2	0.0%	\$770	\$0	\$770	\$770

Trend: Comments

- 4Q04 This property is a market-rate property that is currently 90 percent. The property is located in the Clayton County submarket. The property is currently offering reduced rental rates in the form of concessions. All utilities are electric and are paid for by the resident excluding trash removal.
- 2Q05 This property is a market-rate property that is currently 92 percent occupied (and 98 percent leased). The property is currently offering reduced rental rates in the form of concessions. Utilities are a mixture of electric and gas and can be included in the rent for a slightly higher monthly rent payment. Trash removal is paid by the property. No concessions are being offered on the efficiency units, and rent includes utilities. The one-bedroom apartments also rent for \$560 with no utilities paid for (this is the market rent - the concession reduces this amount to \$399, no utilities paid for). Two-bedroom flats also rent for \$610 (market) without utilities paid for (this amount is reduced to \$440 after the reduced-rent concession is calculated - utilities are still not included in this figure). Two-bedroom townhouses (1,150 sq/ft) include washer/dryer connections with rent of \$500 and \$479 without. There is no concession being offered on the larger two-bedroom townhome units.
- The property does not accept Section 8 vouchers. Approximately 70-80 percent of tenants are from Clayton County, 5-10 percent of tenants are from out of state, and the rest are from other parts of Georgia.
- 1Q11 The Subject consists of more than one phase and therefore units vary in both amenities and utility structure. All of the units with the exception of the studios offer central heat and air. The studio units offer wall air conditioning units. In addition, all utilities are included in the studio rent. Of the remaining units, approximately half operate with gas heat and hot water and half operate with total electric utilities. These utilities are not included in the rent; however, there is a flat fee of \$35, \$45, and \$55 for the one-, two-bedroom garden-style, and two-bedroom townhome units, respectively.
- 2Q20 According to the contact, some tenants were negatively impacted by the COVID-19 pandemic. Property management waived all late fees. The contact noted that the rent price change on a daily bases. The contact would not disclose information on the reason for the high vacancy as well as the leasing pace and annual turnover.

Photos



PROPERTY PROFILE REPORT

Waldorf Creek Apartments

Effective Rent Date	5/15/2020
Location	4663 Waldrop Dr Forest Park, GA 30297 Clayton County
Distance	0.4 miles
Units	136
Vacant Units	8
Vacancy Rate	5.9%
Type	Garden (2 stories)
Year Built/Renovated	1964 / 1993
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Highland Brook
Tenant Characteristics	Most from Forest Park area, many work at nearby factories
Contact Name	Ambra
Phone	404.366.8171



Market Information

Program	Market
Annual Turnover Rate	26%
Units/Month Absorbed	N/A
HCV Tenants	5%
Leasing Pace	Within one week
Annual Chg. in Rent	None
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- gas
Heat	not included -- gas
Other Electric	not included
Water	not 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	Garden (2 stories)	28	750	\$750	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (2 stories)	N/A	925	\$850	\$0	Market	No	8	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$750	\$0	\$750	-\$23	\$727
2BR / 1BA	\$850	\$0	\$850	-\$27	\$823

Waldorf Creek Apartments, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Patrol	None
Cable/Satellite/Internet	Carpeting		
Central A/C	Coat Closet		
Dishwasher	Garbage Disposal		
Oven	Refrigerator		
Washer/Dryer hookup			
Property		Premium	Other
Central Laundry	Off-Street Parking	None	None
On-Site Management	Picnic Area		
Swimming Pool			

Comments

The property manager is new to the position and started only a week ago. The property manager stated that there are some tenants who lost their jobs due to the COVID-19 pandemic but she couldn't provide an exact number. According to the contact, the affected tenants have special contracts with management. Based on that contract, tenants promise to pay back the rent with extended time without an extra late fees. In addition, management working in collaboration with different financial aid programs. There is an additional charge for water which is \$42 per month.

Waldorf Creek Apartments, continued

Trend Report

Vacancy Rates

1Q05	4Q05	4Q07	2Q20
6.5%	10.9%	6.5%	5.9%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	3.6%	\$530	\$36	\$494	\$471
2020	2	0.0%	\$750	\$0	\$750	\$727

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$590 - \$610	\$41 - \$43	\$549 - \$567	\$522 - \$540
2020	2	N/A	\$850	\$0	\$850	\$823

Trend: Comments

1Q05	Waldorf Creek Apartments is a garden style tax credit property with 92 total units. The occupancy rate is currently 92 percent. Concessions currently include a \$99 move-in special. The low range of rent (\$590 for the two-bedroom) is for units without washer/dryer connections. The property manager estimated that 20 percent of tenants are from Clayton County and 80 percent are from outside Clayton County.
4Q05	(6/21/05) Waldorf Creek Apartments is a garden-style acquisition/rehab tax credit property with 92 total units. It was renovated in 1993. The occupancy rate is currently 92 percent. Concessions include a \$99 move-in special. The low range of rent (\$590 for the two-bedroom) is for units without washer/dryer connections. The property manager estimated that 20 percent of tenants are from Clayton County and 80 percent are from outside Clayton County. (10/10/05) Rents have not changed since our last interview of the property, but concessions have. Current concession is: on a 13-month least, first month is one dollar, and thereafter rents are \$495 for a one-bedroom, \$550 for a two-bedroom without washer/dryer connections, and \$560 for a two-bedroom with washer/dryer connections. The last time rent was increased was over a year ago, and then only rent for the two-bedroom units (without washer/dryer connections) changed from \$585 to \$590.
4Q07	The 1BR units and the less expensive 2BR units do not have washer dryer connections, the more expensive 2BR units do. The contact stated that the need for affordable housing is not being adequately met in this area.
2Q20	The property manager is new to the position and started only a week ago. The property manager stated that there are some tenants who lost their jobs due to the COVID-19 pandemic but she couldn't provide an exact number. According to the contact, the affected tenants have special contracts with management. Based on that contract, tenants promise to pay back the rent with extended time without an extra late fees. In addition, management working in collaboration with different financial aid programs. There is an additional charge for water which is \$42 per month.

Photos



PROPERTY PROFILE REPORT

Wyndham Hill Apartments

Effective Rent Date	5/15/2020
Location	100 Morrow Rd Forest Park, GA 30297 Clayton County
Distance	2.4 miles
Units	112
Vacant Units	7
Vacancy Rate	6.2%
Type	Lowrise (2 stories)
Year Built/Renovated	1969 / 2020
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Joana
Phone	678-705-9092



Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Within one week
Annual Chg. in Rent	N/A
Concession	None
Waiting List	None

Utilities

A/C	not included -- central
Cooking	not included -- electric
Water Heat	not included -- gas
Heat	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
2	1	Lowrise (2 stories)	112	865	\$925	\$0	Market	No	7	6.2%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 1BA	\$925	\$0	\$925	-\$63	\$862

Amenities

In-Unit	Security	Services
Blinds	Intercom (Buzzer)	None
Central A/C	Limited Access	
Dishwasher	Video Surveillance	
Microwave		
Refrigerator		
Washer/Dryer hookup		
Property	Premium	Other
Off-Street Parking	None	None
Playground		

Comments

Out of the seven vacant units, two are pre-leased. According to the contact, several tenants were effected by the COVID-19 pandemic. The property management is not charging them late fees as well as working with each effected tenant on the individual bases.

Photos



2. Housing Choice Vouchers

We tried to contact the Housing Authority of Clayton County but due to the COVID-19 pandemic, we were unable to reach a representative of the authority. In April 2019, we were able to interview Janet Wiggins, Housing Choice Voucher Manager for the authority. Ms. Wiggins stated that they issued 1,722 Housing Choice Vouchers, all of which are tenant-based vouchers. According to Ms. Wiggins, the waiting list for vouchers was closed and was last opened in October 2016. Finally, Ms. Wiggins said she believed there was a significant demand for affordable housing in the area. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS			
Property Name	Rent Structure	Tenancy	Housing Choice Voucher Tenants
Ashton Walk Senior Apartments	LIHTC	Senior	20%
Park At Mount Zion Apartments	LIHTC	Family	21%
Regal Park	LIHTC	Family	10%
The Park At Leeds	LIHTC	Family	N/A
Valley Hill Senior Apartments	LIHTC	Senior	16%
Brookstone Apartments	Market	Family	0%
Gateway At Hartsfield	Market	Family	0%
The Life At Pine Grove	Market	Family	0%
Waldorf Creek Apartments	Market	Family	5%
Wyndham Hill Apartments	Market	Family	N/A

The comparable properties reported voucher usage ranging from zero to 21 percent. Four of the LIHTC properties reported voucher usage, with an average utilization of 17 percent. Based on the performance of the LIHTC comparables, we expect the Subject will operate with voucher usage of approximately 15 percent.

3. Phased Developments

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

Lease Up History

Information regarding the absorption periods of one of the surveyed comparable properties and five additional properties which are illustrated in the following table. All of these properties are located between 5.8 and 18.5 miles from the Subject site.

ABSORPTION					
Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Madison Heights I	LIHTC	Family	2018	121	30
Springs At McDonough	Market	Family	2017	268	17
Red Oak Village	LIHTC	Senior	2017	60	30
Manor At Indian Creek	LIHTC	Senior	2017	94	24
Reynoldstown Senior Apartments	LIHTC	Senior	2016	70	70
Glenwood At Grant Park	Market	Family	2016	216	8

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The Subject is a proposed new construction, age-restricted, tax credit property. Madison Heights I, the newest LIHTC comparable in the market, opened in 2018 and experienced an absorption pace of 30 units per month for an absorption period of four months. The most recently opened senior LIHTC properties reported absorption paces between 24 and 70 units per month. Therefore, the Subject will likely experience a generally similar absorption pace of 30 units per month, indicating an absorption period of two months. It should be noted that construction on the Subject

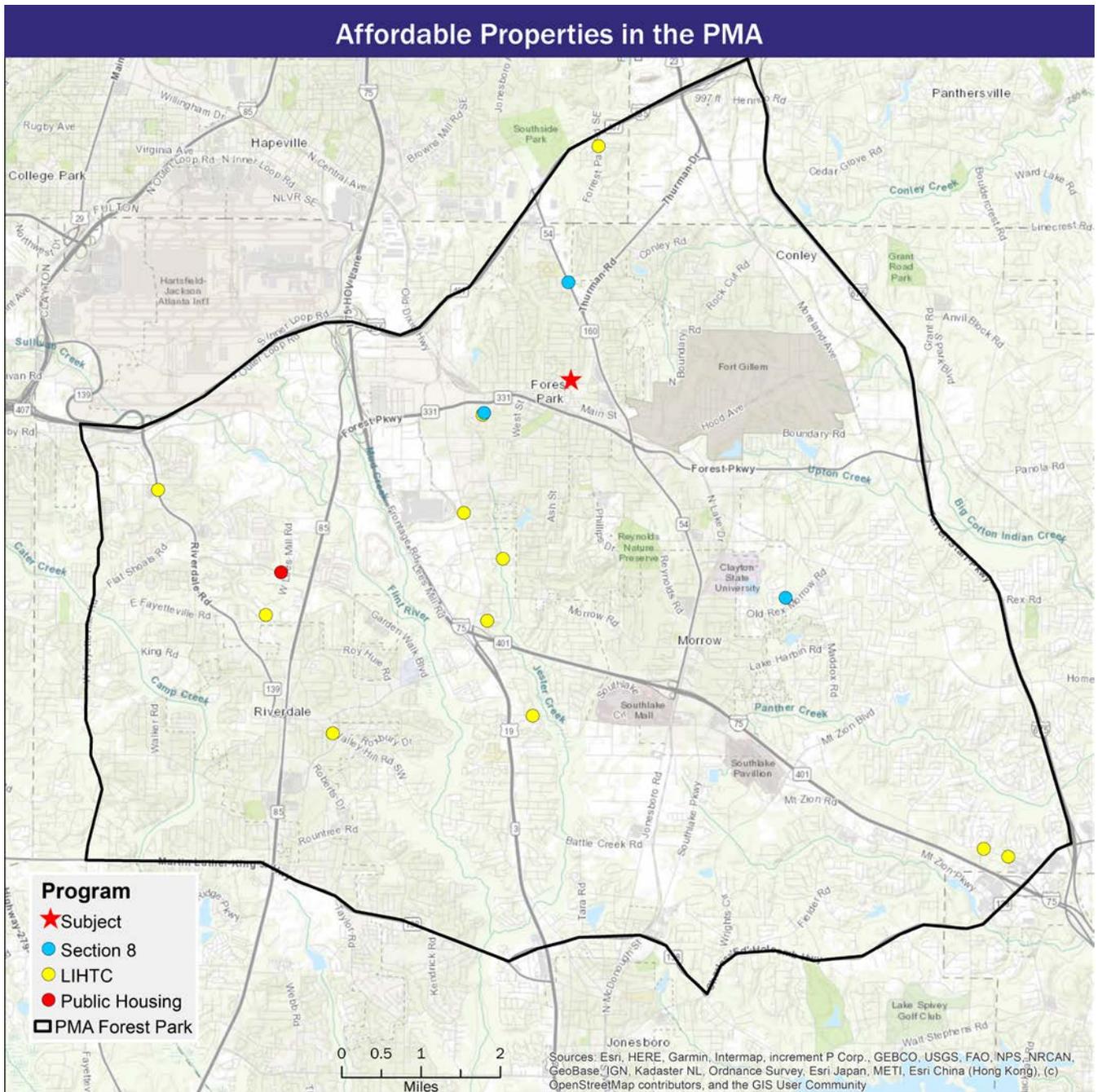
is not anticipated to be completed until December 2022, which is considered outside of the primary window from the COVID-19 pandemic.

4. Competitive Project Map

COMPETITIVE PROJECTS

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color	
Forest Station	LIHTC	Forest Park	Senior	60	-	Star	
Ashton Walk Senior Apartments	LIHTC	Forest Park	Senior	150	98.7%	Yellow	
Park At Mount Zion Apartments	LIHTC	Jonesboro	Family	193	97.9%		
Regal Park	LIHTC	Forest Park	Family	168	100.0%		
The Park At Leeds	LIHTC	Atlanta	Family	210	95.2%		
Valley Hill Senior Apartments	LIHTC	Riverdale	Senior	72	100.0%		
Breckenridge Apartments	LIHTC	Forest Park	Family	208	100.0%		
Columbia Hill	LIHTC	Atlanta	Family	124	N/A		
Overlook Townhouses	LIHTC	Atlanta	Family	35	N/A		
Tracewood Apartments	LIHTC	Forest Park	Family	85	N/A		
Flats At Mount Zion*	LIHTC	Stockbridge	Family	216	N/A		
Renaissance At Garden Walk*	LIHTC	Atlanta	Senior	160	N/A		
Villas At Mount Zion*	LIHTC	Stockbridge	Senior	96	N/A		
Premier Garden Apartments	Public Housing	Atlanta	Family	432	92.8%		Red
Governor's Terrace	Section 8	Forest Park	Family	49	93.9%		Blue
Parkside Crossing	Section 8	Forest Park	Family	250	96.4%		
Southwood Apartments	Section 8	Morrow	Family	196	N/A		

*Proposed or under construction



5. Amenities

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

FOREST STATION – FOREST PARK, GEORGIA – MARKET STUDY

AMENITY MATRIX

	Subject	Ashton Walk	Park At Mount Zion	Regal Park	The Park At Leeds	Valley Hill Senior	Brookstone Apartment	Gateway At Hartsfield	The Life At Pine Grove	Waldorf Creek	Wyndham Hill
Rent Structure	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Tenancy	Senior	Senior	Family	Family	Family	Senior	Family	Family	Family	Family	Family
Building											
Property Type	Lowrise	Lowrise	Various	Garden	Garden	Duplex	Garden	Garden	Various	Garden	Lowrise
# of Stories	3–stories	3–stories	2–stories	3–stories	2–stories	1–stories	3–stories	2–stories	2–stories	2–stories	2–stories
Year Built	2022	2006	1973	2005	1987	2000	1988	1986	1964	1964	1969
Year Renovated	n/a	n/a	2003	n/a	2005	n/a	2010	2013	2000	1993	2020
Elevators	yes	yes	no	no	no	no	no	no	no	no	no
Utility Structure											
Cooking	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no	yes
Other Electric	no	no	no	no	no	no	no	no	no	no	no
Water	no	yes	no	no	no	yes	no	no	no	no	yes
Sewer	no	yes	no	no	no	yes	no	no	no	yes	yes
Trash	yes	yes	yes	yes	yes	yes	no	no	yes	yes	yes
Accessibility											
Unit Amenities											
Balcony/Patio	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	no
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Hardwood	no	no	no	no	yes	no	no	no	no	no	yes
Central A/C	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Ceiling Fan	no	no	no	yes	yes	yes	no	yes	yes	no	yes
Coat Closet	yes	yes	yes	yes	no	no	no	no	no	yes	yes
Exterior Storage	no	no	no	yes	no	yes	no	yes	no	no	no
Walk-In Closet	no	no	yes	yes	yes	yes	no	yes	yes	no	no
Washer/Dryer	yes	yes	yes	no	no	yes	yes	yes	no	no	yes
W/D Hookup	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
Kitchen											
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	no	yes	yes	yes	yes	yes	no	yes	yes	yes	no
Microwave	no	no	no	no	no	no	no	no	no	no	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community											
Business Center	yes	yes	no	yes	yes	yes	yes	yes	no	no	no
Community Room	yes	yes	yes	yes	yes	yes	no	yes	yes	no	no
Central Laundry	no	yes	yes	yes	yes	yes	yes	no	yes	yes	no
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Recreation											
Basketball Court	no	no	no	no	no	no	no	yes	no	no	no
Exercise Facility	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	no
Playground	no	no	yes	yes	yes	no	yes	yes	yes	no	yes
Swimming Pool	no	no	yes	yes	yes	no	yes	yes	yes	yes	yes
Picnic Area	yes	yes	yes	yes	no	yes	no	no	no	yes	no
Tennis Court	no	no	no	yes	no	no	no	yes	yes	no	no
Volleyball Court	no	no	no	no	no	no	no	no	yes	no	no
Security											
Intercom (Buzzer)	yes	yes	no	no	no	no	no	no	no	no	yes
Limited Access	yes	yes	yes	no	no	no	no	no	no	no	yes
Patrol	no	no	no	no	no	no	no	no	no	yes	no
Perimeter	no	no	yes	no	no	yes	yes	no	no	no	no
Video	no	no	no	no	no	no	no	no	no	no	yes
Parking											
Garage	no	no	no	yes	no	no	no	yes	no	no	no
Garage Fee	n/a	\$0	\$0	\$85	\$0	\$0	\$0	\$100	\$0	\$0	\$0
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Off-Street Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

The Subject will offer similar to slightly superior in-unit amenities compared to the comparable developments as it will include in-unit washers and dryers. The Subject’s community amenity package will be similar to the majority of the comparable developments as it will lack a swimming pool and other recreational amenities but offer a community room, business center, exercise facility, community garden and wellness center. 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 seniors aged 55 and over. Two of the comparable properties also target seniors. Additionally, several of the properties that target families reported some of their tenants are seniors.

Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY						
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate	
Ashton Walk Senior Apartments	LIHTC	Senior	150	2	1.3%	
Park At Mount Zion Apartments	LIHTC	Family	193	4	2.1%	
Regal Park	LIHTC	Family	168	0	0.0%	
The Park At Leeds	LIHTC	Family	210	10	4.8%	
Valley Hill Senior Apartments	LIHTC	Senior	72	0	0.0%	
Brookstone Apartments	Market	Family	264	7	2.7%	
Gateway At Hartsfield	Market	Family	168	3	1.8%	
The Life At Pine Grove	Market	Family	387	30	7.8%	
Waldorf Creek Apartments	Market	Family	136	8	5.9%	
Wyndham Hill Apartments	Market	Family	112	7	6.2%	
Total LIHTC			793	16	2.0%	
Total Market Rate			1,067	55	5.2%	
Overall Total			1,860	71	3.8%	

Overall vacancy in the market is moderate at 3.8 percent. Total LIHTC vacancy is lower at 2.0 percent. Two of the LIHTC properties are fully occupied at this time. All of the vacancies at Ashton Walk Senior Apartments are pre-leased at this time. The contacts at Ashton Walk Senior Apartments, Valley Hill Senior Apartments, Park at Mount Zion Apartments and Regal Park reported strong demand for additional affordable housing in the market at this time. Valley Hill Senior Apartments and Regal Park also both maintain waiting lists. The newest LIHTC developments and the senior properties reported strong demand for additional housing, indicating there is a need for additional, new construction, senior affordable housing. The Park at Leeds reported a modest vacancy rate of 4.8 percent and attributed it to the COVID-19 pandemic as leasing has slowed and many tenants have lost employment. However, the remaining comparable properties reported that the COVID-19 pandemic has not significantly impacted their operations or collections.

The vacancy rates among the market rate comparable properties range from 1.8 to 7.8 percent, averaging 5.2 percent, which is moderate low. The contacts at The Life at Pine Grove, Waldorf Creek and Wyndham Hill were unable to report the reason for their elevated vacancy rates at this time. However, two of the seven vacancies at Wyndham Hill Apartments are pre-leased at this time. Waldorf Creek Apartments is the closest comparable property to the Subject; however, we do not believe the elevated vacancy rate indicates the Subject’s location is detrimental as Ashton Walk Senior Apartments, which is located less than a mile from the Subject, is performing well. A number of the comparable market rate properties reported several of their tenants were impacted by COVID-19 pandemic and leasing at the properties has slowed. As the Subject will target seniors, employment status and economic factors are less likely to impact demand for the Subject and its ability to maintain a stabilized occupancy rate. As a newly constructed property with a competitive in-unit amenity

package, we anticipate that the Subject would perform with a vacancy rate of five percent or less. Based on these factors, 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.

Flats at Mount Zion

- a. Location: Mount Zion Road, Stockbridge, Clayton County, Georgia
- b. Owner: Wilhoit Properties
- c. Total number of units: 216 units
- d. Unit configuration: One, two and three-bedroom units
- e. Rent structure: 50, 60, 70 percent AMI
- f. Estimated market entry: 2022
- g. Relevant information: Family tenancy

Villas at Mount Zion

- a. Location: Mount Zion Road, Stockbridge, Clayton County, Georgia
- b. Owner: Wilhoit Properties
- c. Total number of units: 96 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: 50, 60, 70 percent AMI
- f. Estimated market entry: 2022
- g. Relevant information: Senior tenancy

Renaissance at Garden Walk

- a. Location: Garden Walk Boulevard, Riverdale, Clayton County, GA
- b. Owner: Walker and Dunlop
- c. Total number of units: 160 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: 50 and 60 percent AMI
- f. Estimated market entry: September 2020
- g. Relevant information: Senior tenancy

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	Ashton Walk Senior Apartments	LIHTC	Senior	Similar	Slightly Inferior	Similar	Slightly Inferior	Similar	-10
2	Park At Mount Zion Apartments	LIHTC	Family	Similar	Slightly Superior	Similar	Inferior	Superior	5
3	Regal Park	LIHTC	Family	Superior	Slightly Inferior	Similar	Slightly Inferior	Superior	10
4	The Park At Leeds	LIHTC	Family	Slightly Superior	Slightly Inferior	Similar	Inferior	Superior	0
5	Valley Hill Senior Apartments	LIHTC	Senior	Similar	Slightly Superior	Similar	Inferior	Slightly Inferior	-10
6	Brookstone Apartments	Market	Family	Similar	Slightly Inferior	Similar	Inferior	Superior	-5
7	Gateway At Hartsfield	Market	Family	Slightly Superior	Slightly Superior	Similar	Slightly Inferior	Slightly Superior	10
8	The Life At Pine Grove	Market	Family	Slightly Superior	Inferior	Similar	Inferior	Slightly Superior	-10
9	Waldorf Creek Apartments	Market	Family	Inferior	Inferior	Similar	Inferior	Similar	-30
10	Wyndham Hill Apartments	Market	Family	Slightly Inferior	Similar	Similar	Slightly Inferior	Slightly Inferior	-15

*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 30, 60 and 80 percent AMI rents in the following tables.

LIHTC RENT COMPARISON @30%

Property Name	Tenancy	1BR	2BR	Rents at Max?
Forest Station	Senior	\$303	\$358	Yes
LIHTC Maximum Rent (Net) - @30%		\$303	\$358	
LIHTC Maximum Rent (Net) - @50%		\$602	\$717	
Valley Hill Senior Apartments (@50%)	Senior	\$675	-	Yes
Average	-	\$675	-	

The Subject’s proposed rents at the 30 percent of AMI level are set at the maximum allowable levels. None of the comparable properties offer rents at the 30 percent of AMI level for comparison with the Subject. Therefore, we compared the Subject’s 30 percent of AMI rents to the 50 percent of AMI rents offered by Valley Hill Senior Apartments. This development reported achieving the maximum allowable rents and has no vacancies at this time. The Subject will be considered similar to this property. As such, we believe the Subject would be capable of achieving the proposed rents at the maximum allowable levels at 30 percent of the AMI. These rents will additionally be among the lowest in the market.

LIHTC RENT COMPARISON @60%

	Tenancy	1BR	2BR	Rents at Max?
Forest Station	Senior	\$625	\$702	No
LIHTC Maximum Rent (Net)		\$752	\$897	
Ashton Walk Senior Apartments	Senior	\$730	\$838	No
Park At Mount Zion Apartments	Family	-	\$1,067	Yes
Regal Park	Family	\$812	\$969	Yes
The Park At Leeds	Family	\$856	\$1,011	Yes
Valley Hill Senior Apartments	Senior	\$850	\$1,026	Yes
Average		\$812	\$982	

The Subject’s proposed rents at the 60 percent of AMI level are significantly below the maximum allowable levels. The Subject’s proposed rents are also below the surveyed range of LIHTC rents. The comparable properties were built or renovated between 2005 and 2018. All of the comparable properties, except for Ashton Walk Senior Apartments, reported achieving rents at the 2019 maximum allowable rents at the 60 percent of AMI level. Ashton Walk Senior Apartments is located 0.9 miles from the Subject site and is considered similar to the proposed Subject. This property offers similar unit sizes and community amenities compared to the proposed Subject. However, Ashton Walk Senior Apartments offers a slightly inferior in-unit amenity package as it lacks balconies/patios, which the Subject will offer. This comparable property was built in 2006 and exhibits good condition, which will be considered slightly inferior to the proposed Subject. Ashton Walk Senior Apartments reported two vacant units pre-leased while achieving the maximum allowable LIHTC rents. As the Subject will be newly constructed and offer a competitive amenity package, we believe that the Subject should be able to achieve similar LIHTC rents to Ashton Walk Senior Apartments.

Valley Hill Senior Apartments is located 4.6 miles from the Subject site and is considered similar to the proposed Subject. This property offers slightly inferior unit sizes compared to the proposed Subject, supporting the competitiveness of the Subject’s unit sizes in the senior market. This property offers slightly superior in-unit amenities compared to the proposed Subject as it includes exterior storage and walk-in closets but similar community amenities. This comparable property was built in 2000 and exhibits average condition, which will be inferior to the proposed Subject’s anticipated condition upon completion. Valley Hill Senior Apartments reported no vacant units and maintains a waiting list while achieving the maximum allowable LIHTC rents. As the Subject will be newly constructed and offer a competitive amenity package, we believe that the Subject should be able to achieve similar LIHTC rents to Valley Hill Senior Apartments, which are at the maximum allowable levels.

Park at Mount Zion Apartments, Regal Park and The Park at Leeds are all achieving the maximum allowable rents at the 60 percent of AMI levels. The Subject will be similar to slightly inferior to all of these developments as it will offer a superior condition but smaller unit sizes and slightly inferior inferior community amenities. As such, the Subject’s proposed rents, which are below the rents at these developments, appear reasonable. The LIHTC comparable properties currently exhibit a low average weighted vacancy rate; we believe that the presence of waiting lists and rent growth at several comparable properties are indicative of demand for affordable housing in the marketplace. As such, we believe the Subject’s proposed rents are feasible. The proposed rents are below the maximum allowable rents. However, nearly all of the comparable LITHC developments are achieving the maximum allowable rents. Given the Subject’s rents will be among the lowest of the comparable properties, the Subject will have a market advantage.

LIHTC RENT COMPARISON @80%

Property Name	Tenancy	1BR	2BR	Rents at Max?
Forest Station	Senior	\$799	\$890	No
LIHTC Maximum Rent (Net)		\$1,051	\$1,256	
Brookstone Apartments (Market)	Family	\$973	\$1,174	N/A
Gateway At Hartsfield (Market)	Family	\$1,005	\$1,293	N/A
The Life At Pine Grove (Market)	Family	\$745	\$960	N/A
Waldorf Creek Apartments (Market)	Family	\$727	\$823	N/A
Wyndham Hill Apartments (Market)	Family	-	\$862	N/A
Average	Family	\$863	\$1,022	

Currently, households with incomes at this level are renting in the unrestricted market. Therefore, we compared the Subject’s proposed rents at the 80 percent of AMI level to the unrestricted rents in the market. The Subject’s proposed rents are within the range of unrestricted rents reported by the comparable properties. The Subject will be most similar to Brookstone Apartments and Gateway at Hartsfield upon completion, which reported unrestricted rents well above the Subject’s proposed rents at the 80 percent of AMI level. Therefore, we believe these rents are achievable.

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 comparables, the average market rent might be the weighted average of those tax credit comparables. In cases where there are few tax credit comparables, but many market rate comparables with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market rate comparables. In a small rural market there may be neither tax credit comparables nor market rate comparables 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 COMPARABLE RENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR / 1BA	@30%	\$303	\$675	\$1,005	\$819	170%
1BR / 1BA	@60%	\$625	\$727	\$1,005	\$837	34%
1BR / 1BA	@80%	\$799	\$727	\$1,005	\$863	8%
2BR / 1BA	@30%	\$358	\$823	\$1,293	\$1,002	180%
2BR / 1BA	@60%	\$702	\$823	\$1,293	\$1,002	43%
2BR / 1BA	@80%	\$890	\$823	\$1,293	\$1,022	15%

As illustrated the Subject's proposed 30, 60 and 80 percent rents are well below the surveyed average when compared to the comparables, both LIHTC and market rate. All of the Subject's proposed rents at the 30 and 60 are below the surveyed range of comparable LIHTC and market rents. The Subject's rents at the 80 percent of AMI level are below the surveyed average and within the surveyed range. Currently, households with incomes at this level are renting in the unrestricted market. Therefore, we compared the Subject's proposed rents at the 80 percent of AMI level to the unrestricted rents in the market. We believe the discount offered by the Subject's proposed 80 percent rents to comparable unrestricted rents in the market is reasonable based on the inferior offerings of the comparable developments.

The lowest rents of the comparable unrestricted properties were reported by Waldorf Creek, which is the closest development to the Subject. However, this property offers an inferior condition compared to the proposed Subject and remaining comparable properties. As such, we do not believe the lower rents at this development indicate that properties in the Subject's neighborhood would not be capable of achieving higher rents. The Subject will be considered most similar to Brookstone Apartments upon completion. Brookstone Apartments is a 264-unit, garden-style development located 4.0 miles southwest of the Subject site, in a neighborhood considered similar relative to the Subject's location. This property was constructed in 1988 and renovated in 2010. We consider the condition of this property inferior relative to the Subject, which will be built in 2022. The manager at Brookstone Apartments reported a low vacancy rate of 2.7 percent, indicating the current rents are well accepted in the market. Brookstone Apartments offers a playground and a swimming pool, both of which the proposed Subject will lack. However, the Subject will offer a community room and central air conditioning, which are not provided by Brookstone Apartments. On balance, we believe the in-unit and property amenity packages offered by Brookstone Apartments to be slightly inferior and similar relative to the Subject, respectively. The Subject's proposed rents are 22 to 228 percent below the rents at this development. Overall, we believe that the Subject's proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

9. LIHTC Competition – DCA Funded Properties within the PMA

Capture rates for the Subject are considered low for both bedroom types and AMI levels, including the Subject's units restricted to the 80 percent of AMI level. If allocated, the Subject will be similar to the existing LIHTC housing stock and have a slight advantage over the existing senior housing stock. The average LIHTC vacancy rate is low at 2.0 percent. The contacts at four of the comparable LIHTC properties reported strong demand for additional affordable housing in the market at this time, including both age-restricted LIHTC properties. The Park at Leeds reported a modest vacancy rate of 4.8 percent and attributed it to the COVID-19 pandemic as leasing has slowed and many tenants have lost employment. However, the remaining comparable properties reported that the COVID-19 pandemic has not significantly impacted their operations or collections. As the Subject will target seniors, employment status and economic factors are less likely to impact demand for the Subject and its ability to maintain a stabilized occupancy rate.

There are only two existing senior LIHTC properties in the PMA, both of which we have included as comparable properties in this report. Additionally, there are two proposed age-restricted properties in the PMA. Villas at Mount Zion is a proposed LIHTC development that was awarded financing in 2019. The property will offer 96 affordable units for senior; however, only 50 of these units will be directly competitive with the Subject. This development is expected to be completed approximately one year prior to the Subject's completion and will likely reach a stabilized occupancy before the Subject begins leasing. Renaissance at Garden Walk will offer 160 one and two-bedroom units at 50 and 60 percent of the AMI and will compete with the Subject. However, this development will open in 2020, before the Subject begins construction. Given the low capture rates, low vacancy rates, and waiting lists found in the market, we do not believe the Subject will negatively impact this development. These properties will enter the market before the proposed Subject and based on the strong demand for affordable senior housing in the market, we believe they will not create an oversupply of affordable housing in the market. Given the low capture rates, low vacancy rates, and waiting lists found in the market, we do not believe the Subject will negatively impact these developments. All of the LIHTC properties in the

PMA have reported strong occupancy rates; therefore, we do not expect the Subject’s development to negatively impact existing or proposed affordable housing in the PMA.

10. Rental Trends in the PMA

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

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	25,519	49.9%	25,575	50.1%
2019	23,972	43.0%	31,753	57.0%
Projected Mkt Entry December 2022	25,104	43.8%	32,256	56.2%
2024	25,629	44.1%	32,489	55.9%

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

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	8,590	79.9%	2,165	20.1%
2019	11,741	64.4%	6,484	35.6%
Projected Mkt Entry December 2022	13,086	64.4%	7,238	35.6%
2024	13,709	64.4%	7,588	35.6%

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

As the table illustrates, senior households within the PMA reside in predominately owner-occupied residences. Nationally, approximately 85 percent of the seniors reside in owner-occupied housing units, and 15 percent reside in renter-occupied housing units. Therefore, there is a larger percentage of senior renters in the PMA than the nation. This percentage is projected to remain relatively stable over the next five years.

Historical Vacancy

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

HISTORICAL VACANCY

Property Name	Program	Total Units	2015 Q1	2016 Q4	2017 Q2	2017 Q3	2018 Q3	2019 Q1	2019 Q2	2020 Q1	2020 Q2
Ashton Walk Senior Apartments	LIHTC	150	4.7%	0.0%	0.7%	0.0%	4.0%	1.3%	1.3%	2.0%	1.3%
Park At Mount Zion Apartments	LIHTC	193	0.0%	N/A	1.6%	5.2%	2.1%	0.0%	N/A	2.6%	2.1%
Regal Park	LIHTC	168	N/A	2.4%	N/A	0.0%	4.2%	N/A	N/A	0.0%	0.0%
The Park At Leeds	LIHTC	210	N/A	N/A	N/A	N/A	7.1%	N/A	N/A	N/A	4.8%
Valley Hill Senior Apartments	LIHTC	72	1.4%	N/A	0.0%	0.0%	0.0%	0.0%	0.0%	N/A	0.0%
Brookstone Apartments	Market	264	N/A	N/A	N/A	N/A	1.5%	N/A	N/A	N/A	2.7%
Gateway At Hartsfield	Market	168	N/A	N/A	N/A	N/A	1.2%	N/A	N/A	N/A	1.8%
The Life At Pine Grove	Market	387	N/A	7.8%							
Waldorf Creek Apartments	Market	136	N/A	5.9%							
Wyndham Hill Apartments	Market	112	N/A	6.2%							

The historical vacancy rates at all of the comparable properties for several quarters in the past six years are illustrated in the previous table. In general, the comparable properties experienced decreasing or stable vacancy from 2018 through the second quarter of 2020 and vacancy rates at all of the LIHTC comparable properties remained low since the previous interviews. Overall, we believe that the current performance of the LIHTC comparable properties, as well as their historically low to moderate 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	Tenancy	Rent Growth
Ashton Walk Senior Apartments	LIHTC	Senior	Increased three percent
Park At Mount Zion Apartments	LIHTC	Family	Increased three to four percent
Regal Park	LIHTC	Family	Increased four percent
The Park At Leeds	LIHTC	Family	Increased five to 10 percent
Valley Hill Senior Apartments	LIHTC	Senior	Increased three to four percent
Brookstone Apartments	Market	Family	N/A
Gateway At Hartsfield	Market	Family	N/A
The Life At Pine Grove	Market	Family	N/A
Waldorf Creek Apartments	Market	Family	None
Wyndham Hill Apartments	Market	Family	N/A

The LIHTC properties report growth of up to 10 percent in the past year. The market rate properties reported no rent growth. 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 9,569 housing units nationwide was in some stage of foreclosure as of April 2020. The town of Forest Park is experiencing a foreclosure rate of one in every 607 homes, while Clayton County is experiencing foreclosure rate of one in every 2,189 homes and Georgia experienced one foreclosure in every 11,360 housing units. Overall, Forest Park is experiencing a higher foreclosure rate than the nation, and higher than Clayton County as a whole. The Subject’s neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject. Due to the CARES Act passed in April 2020 in response to the COVID-19 pandemic, lenders are prohibited from foreclosing on homes with federally backed mortgages.

12. Effect of Subject on Other Affordable Units in Market

The Subject’s units will be age-restricted to households age 55 and older. We are aware of two senior LIHTC properties in the PMA and according to the Georgia Department of Community Affairs. There are two under construction senior LIHTC properties in the PMA at this time. Given the low vacancy rates at the LIHTC properties coupled with the limited amount of senior supply in the market, we do not believe that it will negatively impact the existing or proposed 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. The LIHTC comparables are experiencing a weighted average vacancy rate of 2.0 percent, which is considered low. Property managers reported strong demand for affordable housing in the market, although one property reported a decline in leasing given the COVID-19

pandemic. The newest and senior LIHTC properties reported strong demand or maintain waiting lists. Given the low vacancy rates, waiting lists, and capture rates, we believe these factors indicate demand for affordable housing. As new construction, the Subject will be in excellent condition upon completion and will be considered superior in terms of condition to the majority of the comparable properties. In general, the Subject will be similar to the comparable properties. 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. Further, the Subject's proposed rents are near the bottom of the surveyed range as comparable rents and below all of the surveyed LIHTC rents. We believe the Subject will perform well as proposed.

J. ABSORPTION AND STABILIZATION RATES

ABSORPTION AND STABILIZATION RATES

Information regarding the absorption periods of one of the surveyed comparable properties and five additional properties which are illustrated in the following table. All of these properties are located between 5.8 and 18.5 miles from the Subject site.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Madison Heights I	LIHTC	Family	2018	121	30
Springs At McDonough	Market	Family	2017	268	17
Red Oak Village	LIHTC	Senior	2017	60	30
Manor At Indian Creek	LIHTC	Senior	2017	94	24
Reynoldstown Senior Apartments	LIHTC	Senior	2016	70	70
Glenwood At Grant Park	Market	Family	2016	216	8

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The Subject is a proposed new construction, age-restricted, tax credit property. Madison Heights I, the newest LIHTC comparable in the market, opened in 2018 and experienced an absorption pace of 30 units per month for an absorption period of four months. The most recently opened senior LIHTC properties reported absorption paces between 24 and 70 units per month. Therefore, the Subject will likely experience a generally similar absorption pace of 30 units per month, indicating an absorption period of two months. It should be noted that construction on the Subject is not anticipated to be completed until December 2022, which is considered outside of the primary window from the COVID-19 pandemic.

K. INTERVIEWS

Georgia Department of Community Affairs

We tried to contact the Housing Authority of Clayton County but due to the COVID-19 pandemic, we were unable to reach a representative of the authority. In April 2019, we were able to interview Janet Wiggins, Housing Choice Voucher Manager for the authority. Ms. Wiggins stated that they issued 1,722 Housing Choice Vouchers, all of which are tenant-based vouchers. According to Ms. Wiggins, the waiting list for vouchers was closed and was last opened in October 2016. Finally, Ms. Wiggins said she believed there was a significant demand for affordable housing in the area. The payment standards for Clayton County are listed below

PAYMENT STANDARDS

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

Source: Clayton County Housing Authority, effective January 2020.

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

Planning

We consulted several resources in order to identify proposed and under construction new development in the Subject’s market. We unable to reach the representative of Forest Park Community Development Department and consulted a May 2020 CoStar report of under construction properties in the PMA as well as the Georgia Department of Community Affairs lists of awards since 2017. The following table illustrates the properties we identified that are under construction or proposed in the PMA.

PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	LIHTC Allocation Year	Construction Status
Flats At Mount Zion	LIHTC	Family	216	0	2019	Proposed
Villas At Mount Zion	LIHTC	Senior	96	50	2019	Proposed
Renaissance At Garden Walk	LIHTC	Senior	160	150	2018	Under construction
Southwood Apartments	LIHTC/ Section 8	Family	196	0	2017	Existing
Valley Hill Senior Apartments	LIHTC	Senior	72	0	2017	Existing
Totals			740	200		

Source: CoStar, Georgia Department of Community Affairs, June 2020

- Flats at Mount Zion and Villas at Mount Zion applied for tax exempt bond financing in 2019. These properties will be developed as sister properties with Flats at Mount Zion offering 216 units for family households and Villas at Mount Zion offered 96 units for senior households. Both properties will offer units restricted to the 50, 60 and 70 percent of AMI levels. Only the 50 one and two-bedroom units restricted to the 60 percent of AMI levels at Villas at Mount Zion will be directly competitive with the Subject. Therefore, these 50 units are deducted from our demand analysis.
- Renaissance at Garden Walk is an under construction development that was allocated tax credits in 2018 and will offer 160 one and two-bedroom LIHTC units at 50 and 60 percent of the AMI for individuals ages 62 and older. Only the 150 units restricted to the 60 percent of AMI level will be directly competitive with the Subject and are deducted from our demand analysis.
- Southwood Apartments was allocated tax credits in 2017 for the rehabilitation of 196 family, affordable units utilizing tax exempt bonds. This property offers 163 subsidized units and 33 unsubsidized LIHTC units. As this development is existing and stabilized, we will not deduct any units from our demand analysis.

- Valley Hill Senior was allocated tax credits in 2017 for the rehabilitation of 72, age-restricted, affordable units utilizing tax exempt bonds. As this development is existing and stabilized, it will not add any units to the market and we will not deduct any units from our demand analysis. This property is included as a comparable in this report.

Therefore, a total of 200 LIHTC units are deducted from our demand analysis.

Clayton County Office of Economic Development

We contacted William Kier, Deputy Director with the Clayton County Office of Economic Development. Mr. Kier stated there were no new business expansions or relocations planned for the Subject's market area. We also contacted the Henry County Development Authority regarding business expansions and relocations. However, we were unable to reach anyone for an interview. Based on our internet research, we are aware of three developments proposed for the area and located within Clayton County and the PMA.

- Kroger announced in July 2019 it will open a distribution center in Forest Park, which will bring a total of 410 new jobs to the area
- A Korean brake friction materials and replacements parts manufacturer, Sangsin, will create 200 jobs and invest \$20 million in its first North American manufacturing facility in McDonough.
- Encompass Health announced in August 2019 that a 50-bed inpatient physical rehabilitation hospital would be built in Henry County. The hospital is expected to start providing services in the third quarter of 2021 and will feature a large therapy gym, advanced rehabilitation technologies, pharmacy and courtyard.
- HEGLA Corporation announced the construction of a manufacturing plant in Stockbridge. HEGLA focuses on the cutting and processing of flat, automotive and functional glass. The new facility will generate 21 new jobs and will increase employment to 50 positions within two years.
- Stockbridge International Business Center is a proposed mixed-use project that will be situated on 310 acres. The development will consist of 2.4 million-square-feet of warehouse/industrial space, 783,000-square-feet of multifamily housing comprising 600 apartments and 130 townhomes, 100,000-square-feet of office space, and 75,000-square-feet of retail space.
- Fairview Corners, which will be located in Ellenwood, is a proposed mixed-use development that will be situated on 30-acres. The development will consist of 84,000-square-feet of medical and surgical space and 100,000-square-feet of hotel and retail space.
- Fairview City Center, which will also be located in Ellenwood, is a proposed mixed-use development that will be situated on 200-acres. The development will consist of over 200,000-square-feet of office and commercial space, as well as over 500 townhomes, lofts and single-family homes.

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

L. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

Senior population growth increased from 2010 through 2019 and exceeded national senior population growth. While senior population growth is expected to slow through market entry and 2024, senior household growth will increase. The current population of the PMA is 156,505 and is expected to be 161,149 in 2022. Renter households are concentrated in the lowest income cohorts, with 49.6 percent of senior renters in the PMA earning less than \$30,000 annually. The Subject will target households earning between \$13,440 and \$51,040 for its LIHTC units; therefore, the Subject should be well-positioned to service this market. Overall, while population growth has been modest, the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

Employment Trends

Employment in the PMA is concentrated in the transportation/warehousing, retail trade, and healthcare/social assistance industries, which collectively comprise 39.4 percent of local employment. The significant share of PMA employment in the public administration and healthcare industries, which are historically known to offer greater stability during recessionary periods although, the PMA has large employment in retail trade, which is notable as historically volatile industry, and prone to contraction during economic downturns. The effects of the recession were more pronounced in the MSA, which experienced a 6.8 percent employment contraction, compared to only 4.8 percent across the overall nation. Employment in the MSA recovered and surpassed pre-recessionary levels in 2015, a year after the overall nation. As of December 2019, total employment in the MSA is at a post-recessionary record and increasing at an annualized rate of 3.1 percent, compared to 1.3 percent across the overall nation. However, this economic data is from December 2019 and we expect this trend will not continue given the effects of COVID-19. As a result of the COVID-19 pandemic and stay-at-home orders, record national unemployment claims began in March 2020 and will likely continue in the near future. While unemployment data for 2020 is not yet available in the MSA, we anticipate a significant increase in unemployment figures.

It is important to note that the largest industry in the Clayton County is trade, transportation, and utilities sector, which is largely due to the presence of the Hartsfield-Jackson Atlanta International Airport (ATL). ATL is located in the northwestern corner of Clayton County and is immediately outside of the PMA's northwestern border. This airport is considered the busiest airport in the nation. In 2019, the airport experienced a total of 25,323,100 total enplanements, according to the Federal Aviation Administration. Delta Tech Ops and FedEx are two of the major employers in Clayton County and are both located within ATL airport. This airport has significant impact on the Atlanta economy and Clayton County. Travel has declined as a result of the COVID-19 pandemic, which has impacted airlines and associated industries, resulting in the bankruptcy of Hertz car rentals. We believe this will have an impact on the local economy for the remainder of the pandemic, but that the economy will recover given the significance of the airport to passenger and freight travel. It is unclear how severely the regional economy has been affected and how temporary in nature any increase in unemployment will be for the MSA. We expect the local economy will suffer as a result of the pandemic given the outsized reliance on volatile industries.

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 @30%	\$13,440	\$19,140	3	159	0	159	1.9%	\$303
1BR @60%	\$23,100	\$33,480	19	379	113	266	7.1%	\$625
1BR @80%	\$28,320	\$44,640	2	392	0	392	0.5%	\$799
1BR Overall	\$13,440	\$44,640	24	708	113	595	4.0%	-
2BR @30%	\$16,140	\$19,140	5	129	0	129	3.9%	\$358
2BR @60%	\$26,460	\$38,280	28	307	87	220	12.7%	\$702
2BR @80%	\$32,100	\$51,040	3	318	0	318	0.9%	\$890
2BR Overall	\$16,140	\$51,040	36	574	87	487	7.4%	-
@30% Overall	\$13,440	\$19,140	8	288	0	288	2.8%	-
@60% Overall	\$23,100	\$38,280	47	686	200	486	9.7%	-
@80% Overall	\$28,320	\$51,040	5	711	0	711	0.7%	-
Overall	\$13,440	\$51,040	60	1,282	200	1,082	5.5%	-

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. All capture rates are within DCA thresholds.

Absorption

Information regarding the absorption periods of one of the surveyed comparable properties and five additional properties which are illustrated in the following table. All of these properties are located between 5.8 and 18.5 miles from the Subject site.

ABSORPTION

Property Name	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Madison Heights I	LIHTC	Family	2018	121	30
Springs At McDonough	Market	Family	2017	268	17
Red Oak Village	LIHTC	Senior	2017	60	30
Manor At Indian Creek	LIHTC	Senior	2017	94	24
Reynoldstown Senior Apartments	LIHTC	Senior	2016	70	70
Glenwood At Grant Park	Market	Family	2016	216	8

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The Subject is a proposed new construction, age-restricted, tax credit property. Madison Heights I, the newest LIHTC comparable in the market, opened in 2018 and experienced an absorption pace of 30 units per month for an absorption period of four months. The most recently opened senior LIHTC properties reported absorption paces between 24 and 70 units per month. Therefore, the Subject will likely experience a generally similar absorption pace of 30 units per month, indicating an absorption period of two months. It should be noted that construction on the Subject is not anticipated to be completed until December 2022, which is considered outside of the primary window from the COVID-19 pandemic.

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
Ashton Walk Senior Apartments	LIHTC	Senior	150	2	1.3%
Park At Mount Zion Apartments	LIHTC	Family	193	4	2.1%
Regal Park	LIHTC	Family	168	0	0.0%
The Park At Leeds	LIHTC	Family	210	10	4.8%
Valley Hill Senior Apartments	LIHTC	Senior	72	0	0.0%
Brookstone Apartments	Market	Family	264	7	2.7%
Gateway At Hartsfield	Market	Family	168	3	1.8%
The Life At Pine Grove	Market	Family	387	30	7.8%
Waldorf Creek Apartments	Market	Family	136	8	5.9%
Wyndham Hill Apartments	Market	Family	112	7	6.2%
Total LIHTC			793	16	2.0%
Total Market Rate			1,067	55	5.2%
Overall Total			1,860	71	3.8%

Overall vacancy in the market is moderate at 3.8 percent. Total LIHTC vacancy is lower at 2.0 percent. Two of the LIHTC properties are fully occupied at this time. All of the vacancies at Ashton Walk Senior Apartments are pre-leased at this time. The contacts at Ashton Walk Senior Apartments, Valley Hill Senior Apartments, Park at Mount Zion Apartments and Regal Park reported strong demand for additional affordable housing in the market at this time. Valley Hill Senior Apartments and Regal Park also both maintain waiting lists. The newest LIHTC developments and the senior properties reported strong demand for additional housing, indicating there is a need for additional, new construction, senior affordable housing. The Park at Leeds reported a modest vacancy rate of 4.8 percent and attributed it to the COVID-19 pandemic as leasing has slowed and many tenants have lost employment. However, the remaining comparable properties reported that the COVID-19 pandemic has not significantly impacted their operations or collections.

The vacancy rates among the market rate comparable properties range from 1.8 to 7.8 percent, averaging 5.2 percent, which is moderate low. The contacts at The Life at Pine Grove, Waldorf Creek and Wyndham Hill were unable to report the reason for their elevated vacancy rates at this time. However, two of the seven vacancies at Wyndham Hill Apartments are pre-leased at this time. Waldorf Creek Apartments is the closest comparable property to the Subject; however, we do not believe the elevated vacancy rate indicates the Subject's location is detrimental as Ashton Walk Senior Apartments, which is located less than a mile from the Subject, is performing well. A number of the comparable market rate properties reported several of their tenants were impacted by COVID-19 pandemic and leasing at the properties has slowed. As the Subject will target seniors, employment status and economic factors are less likely to impact demand for the Subject and its ability to maintain a stabilized occupancy rate. As a newly constructed property with a competitive in-unit amenity package, we anticipate that the Subject would perform with a vacancy rate of five percent or less. Based on these factors, 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

Strengths of the Subject will include its new condition and competitive unit sizes in comparison to the existing senior housing market. The two newest LIHTC properties surveyed were built in 2005 and 2006. The Subject, as a new construction, will offer a superior condition to most of the existing LIHTC competition. Additionally, the majority of the housing stock in the Subject's neighborhood is older and the Subject will offer a significantly superior condition. The Subject will also offer units restricted to the 30 and 80 percent of AMI levels, which are not currently offered in the market and will target an underserved tenant population. Overall LIHTC vacancy in the market is extremely low at 2.0 percent. Both of the senior LIHTC properties reported strong demand for

more affordable housing in the market. As the demand analysis in this report indicates, there is adequate demand for the Subject based on our calculations for the 30, 60 and 80 percent AMI units.

Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of 2.0 percent, which is considered low. Property managers reported strong demand for affordable housing in the market, although one property reported a decline in leasing given the COVID-19 pandemic. The newest and senior LIHTC properties reported strong demand or maintain waiting lists. Given the low vacancy rates, waiting lists, and capture rates, we believe these factors indicate demand for affordable housing. As new construction, the Subject will be in excellent condition upon completion and will be considered superior in terms of condition to the majority of the comparable properties. In general, the Subject will be similar to the comparable properties. 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. Further, the Subject's proposed rents are near the bottom of the surveyed range as comparable rents and below all of the surveyed LIHTC rents. We believe the Subject will perform well as proposed.

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.

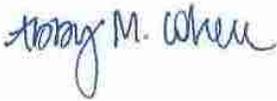
To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with 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 Cohen
Partner
Novogradac Consulting LLP

June 12, 2020



Brian Neukam
Manager
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Lauren Smith
Manager
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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 Site and Surrounding Uses



Subject site



Subject site



Subject site



Subject site



Single-family home on Subject site (to be razed)



Single-family home on Subject site (to be razed)



View east on Warren Drive



View west on Warren Drive



View north on College Street



View south on College Street



Single-family homes on College Street



Single-family homes on College Street



Single-family homes on College Street



Hosue of worship south of the Subject site



Single-family homes south of the Subject site



Single-family homes south of the Subject site



Single-family homes south of the Subject site



Single-family homes south of the Subject site



Single-family homes west of the Subject site



Single-family homes west of the Subject site



Single-family homes west of the Subject site



Single-family homes west of the Subject site



Middle school southeast of the Subject site



Commercial uses east of the Subject site



Commercial uses east of the Subject site



Commercial uses east of the Subject site



Commercial uses east of the Subject site



Commercial uses east of the Subject site



Commercial uses east of the Subject site



Commercial uses east of the Subject site



Commercial uses east of the Subject site



Commercial uses east of the Subject site

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. NHCG-939 – State of New Hampshire
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. CG360 – State of West Virginia

III. Professional Experience

Partner, Novogradac & Company LLP
Vice President/Owner, 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 industry conferences regarding the HTC, RETC, NMTC and LIHTC and various market analysis and valuation issues.

Obtained the MAI designation in 1998, maintaining continuing education requirements since. Registered as completing 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: Commercial
- 3) Valuation of Sustainable Buildings: Residential

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

LAUREN E. SMITH

I. Education

Trinity College, Hartford, CT
Bachelor of Arts in American Studies and Art History, *cum laude*

II. Professional Experience

Manager, *Novogradac & Company LLP*, December 2019 – Present
Senior Analyst, *Novogradac & Company LLP*, December 2017 – December 2019
Analyst, *Novogradac & Company LLP*, December 2015 – December 2017
Junior Analyst, *Novogradac & Company LLP*, August 2013 – December 2015
Communications Directorate Intern, *U.S. Census Bureau*, June 2011 – August 2011

III. Real Estate Assignments

A representative sample of work on various types of projects:

- 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.
- Reviewed appraisals and market studies for various state agencies for LIHTC application. Market studies were reviewed for adherence to NCHMA, state guidelines and overall reasonableness. Appraisals reviewed for adherence to USPAP, state guidelines, reasonableness.
- 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 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 analyses of overall reasonableness with regard 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.

ADDENDUM D

Summary Matrix

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	Forest Station 4775 College St Forest Park, GA 30297 Clayton County	-	Lowrise 3-stories 2022 / n/a Senior	@30%, @60%, @80%	1BR / 1BA	3	5.0%	680	@30%	\$303	Yes	N/A	N/A	N/A
					1BR / 1BA	19	31.7%	680	@60%	\$625	No	N/A	N/A	N/A
					1BR / 1BA	2	3.3%	680	@80%	\$799	No	N/A	N/A	N/A
					2BR / 1BA	5	8.3%	850	@30%	\$358	Yes	N/A	N/A	N/A
					2BR / 1BA	28	46.7%	850	@60%	\$702	No	N/A	N/A	N/A
					2BR / 1BA	3	5.0%	850	@80%	\$890	No	N/A	N/A	N/A
					<u>60</u>							N/A	N/A	
1	Ashton Walk Senior Apartments 4950 Governors Dr Forest Park, GA 30297 Clayton County	0.9 miles	Lowrise 3-stories 2006 / n/a Senior	@60%	1BR / 1BA 2BR / 2BA	66 84	44.0% 56.0%	702 985	@60% @60%	\$730 \$838	No No	No No	0 2	0.0% 2.4%
						<u>150</u>							2	1.3%
2	Park At Mount Zion Apartments 701 Mount Zion Rd Jonesboro, GA 30236 Clayton County	3.6 miles	Various 2-stories 1973 / 2003 Family	@60%	2BR / 1.5BA 2BR / 2BA 3BR / 2BA 3BR / 2.5BA	48 72 64 9	24.9% 37.3% 33.2% 4.7%	1,114 1,056 1,216 1,404	@60% @60% @60% @60%	\$1,065 \$1,067 \$1,124 \$1,127	Yes Yes Yes Yes	No No No No	1 0 3 0	2.1% 0.0% 4.7% 0.0%
						<u>193</u>							4	2.1%
3	Regal Park 461 Old Dixie Wy Forest Park, GA 30297 Clayton County	2.8 miles	Garden 3-stories 2005 / n/a Family	@60%	1BR / 1BA 2BR / 2BA 3BR / 2BA	28 84 56	16.7% 50.0% 33.3%	874 1,114 1,388	@60% @60% @60%	\$812 \$969 \$1,103	Yes Yes Yes	Yes Yes Yes	0 0 0	0.0% 0.0% 0.0%
						<u>168</u>							0	0.0%
4	The Park At Leeds 5420 Riverdale Rd Atlanta, GA 30349 Clayton County	4.5 miles	Garden 2-stories 1987 / 2005 Family	@60%	1BR / 1BA 2BR / 1.5BA 2BR / 2BA	16 102 92	7.6% 48.6% 43.8%	750 1,050 1,100	@60% @60% @60%	\$856 \$955 \$1,011	Yes Yes Yes	Yes Yes Yes	0 6 4	0.0% 5.9% 4.4%
						<u>210</u>							10	4.8%
5	Valley Hill Senior Apartments 430 Valley Hill Rd Riverdale, GA 30274 Clayton County	4.6 miles	Duplex 1-stories 2000 / n/a Senior	@50%, @60%	1BR / 1BA 1BR / 1BA 2BR / 1BA	4 60 8	5.6% 83.3% 11.1%	672 672 860	@50% @60% @60%	\$675 \$850 \$1,026	Yes Yes Yes	Yes Yes Yes	0 0 0	0.0% 0.0% 0.0%
						<u>72</u>							0	0.0%
6	Brookstone Apartments 1081 Garden Walk Blvd Atlanta, GA 30349 Clayton County	4.0 miles	Garden 3-stories 1988 / 2010 Family	Market	1BR / 1BA 1BR / 1BA 1BR / 1BA 2BR / 2BA 2BR / 2BA 2BR / 2BA	52 52 4 75 77 4	19.7% 19.7% 1.5% 28.4% 29.2% 1.5%	666 751 767 1,028 1,121 1,124	Market Market Market Market Market Market	\$893 \$908 \$973 \$1,139 \$1,174 \$1,174	N/A N/A N/A N/A N/A N/A	No No No No No No	0 5 0 2 0 0	0.0% 9.6% 0.0% 2.7% 0.0% 0.0%
						<u>264</u>							7	2.7%
7	Gateway At Hartsfield 852 Garden Walk Blvd Atlanta, GA 30349 Clayton County	3.9 miles	Garden 2-stories 1986 / 2013 Family	Market	1BR / 1BA 1BR / 1BA 2BR / 2BA 2BR / 2BA 3BR / 2BA 3BR / 2BA	1 29 1 74 5 58	0.6% 17.3% 0.6% 44.1% 3.0% 34.5%	620 700 1,000 1,050 1,225 1,300	Market Market Market Market Market Market	\$992 \$1,005 \$1,165 \$1,293 \$1,340 \$1,415	N/A N/A N/A N/A N/A N/A	No No No No No No	2 1 0 0 0 0	200.0% 3.5% 0.0% 0.0% 0.0% 0.0%
						<u>168</u>							3	1.8%
8	The Life At Pine Grove 5758 GA Highway 85 Riverdale, GA 30274 Clayton County	3.2 miles	Various 2-stories 1964 / 2000 Family	Market	OBR / 1BA 1BR / 1BA 2BR / 1.5BA 2BR / 1.5BA 2BR / 1.5BA	16 144 144 78 5	4.1% 37.2% 37.2% 20.2% 1.3%	520 840 980 1,100 1,100	Market Market Market Market Market	\$770 \$745 \$850 \$903 \$960	N/A N/A N/A N/A N/A	No No No No No	0 15 10 4 1	0.0% 10.4% 6.9% 5.1% 20.0%
						<u>387</u>							30	7.8%
9	Waldorf Creek Apartments 4663 Waldrop Dr Forest Park, GA 30297 Clayton County	0.4 miles	Garden 2-stories 1964 / 1993 Family	Market	1BR / 1BA 2BR / 1BA	28 N/A	20.6% N/A	750 925	Market Market	\$727 \$823	N/A N/A	No No	0 8	0.0% N/A
						<u>136</u>							8	5.9%
10	Wyndham Hill Apartments 100 Morrow Rd Forest Park, GA 30297 Clayton County	2.4 miles	Lowrise 2-stories 1969 / 2020 Family	Market	2BR / 1BA	112	100.0%	865	Market	\$862	N/A	No	7	6.3%
						<u>112</u>							7	6.3%

ADDENDUM E

Subject Site

PROJECT DATA

SITE SIZE:	4.2 Acres +/-			
BUILDING SF:	LEVEL 1 = 23,279 SF LEVEL 2 = 23,279 SF LEVEL 3 = 23,279 SF TOTAL = 69,837 SF			
UNIT COUNT:	A1	B1	B2	TOTAL
LEVEL 1 =	8 UNITS	6 UNITS	4 UNITS	18 UNITS
LEVEL 2 =	8 UNITS	8 UNITS	8 UNITS	24 UNITS
LEVEL 3 =	8 UNITS	5 UNITS	5 UNITS	18 UNITS
TOTAL =	24 UNITS	19 UNITS	17 UNITS	60 UNITS
UNIT A1 =	683 SF			
UNIT B1 =	935 SF			
UNIT B2 =	945 SF			

ZONING DATA

CURRENT ZONING:	R-80 RESIDENTIAL DISTRICT
PROPOSED ZONING:	RM-100 APARTMENT DWELLING DISTRICT
PARKING REQUIRED:	90 SPACES (1.5 SPACES PER UNIT)
PARKING PROVIDED:	93 SPACES
FRONT YARD SETBACK:	100' REQUIRED (VARIANCE FOR 50' SHOWN)
SIDE YARD SETBACK:	REQUIRED/PROVIDED
REAR YARD SETBACK:	40' REQUIRED/PROVIDED
MAX. HEIGHT:	35'
HEIGHT PROPOSED:	35'

