

**A MARKET CONDITIONS AND
PROJECT EVALUATION SUMMARY
OF:
MCAULEY PARK
PHASE I**

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375 Gartrell Street SE
Atlanta, Fulton County, Georgia 30312

Effective Date: July 10, 2020
Report Date: December 20, 2020

Prepared for:
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December 20, 2020

Ms. Christina Dies
Pennrose, LLC
3800 St. Elmo Avenue, Suite 204
Chattanooga, TN 37409

Re: Application Market Study for McAuley Park Phase I (Subject), located in Atlanta, Fulton County, Georgia

Dear Ms. Dies:

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

The purpose of this market study is to assess the viability of the proposed 171-unit family LIHTC project. It will be a newly constructed affordable LIHTC project, with 171 revenue generating units, restricted to households earning 30, 60, and 80 percent of the Area Median Income (AMI) or less as well as market rate units. Of these, the 30, studio units at 30 percent AMI units will be permanent supportive housing (PSH) funded through Partners For Home and the vouchers will be provided by Atlanta Housing. Thus, tenants in these units will pay 30 percent of their income towards rent. 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 reduce the strain on health care systems. These efforts result in extensive impacts to economic activity. However, governments are also implementing significant economic stimulus packages to help with this economic disruption. At this point it is unclear how long it will be before the emergency restrictions are lifted or loosened or how effectively the stimulus packages will blunt the impact from the emergency measures. Further it is unclear as to how these measures will impact the specific housing market surrounding the Subject. However, some trends are clear:

- 1) Clients and market participants throughout the country report April, May, and June collections that were better than expected for all types of multifamily properties. Particularly for affordable and senior housing.*
- 2) Based upon various conversations with market participants and published articles and webinars many believe that multifamily real estate will be impacted but significantly less so than other sectors. Further, the impact is expected to be shorter lived. Many view multifamily as a safer haven during this period of uncertainty.*
- 3) 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. While this recession will undoubtedly be different than the last this performance supports the points made above and illustrates the resilience in the affordable housing sector.*
- 4) States are starting to plan the reopening over the next several weeks to a month. As of May 5, 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.*

All of the comparable properties were interviewed since July 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. Local employment and unemployment data reflects significant economic losses as a result of these orders. We expect significant employment losses will continue in the market, particularly in volatile industries including retail trade and accommodation/food services. Overall, we did not experience significant barriers to local data collection as a result of the pandemic and we believe the quality of data collected in this report supports the credibility of our conclusions.

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

MS. CHRISTINA DIES
PENNROSE, LLC
DECEMBER 20, 2020

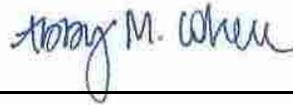
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B. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

McAuley Park Phase I (Subject) will be a newly constructed family property located at 375 Gartrell Street SE in Atlanta, Fulton County, Georgia, which will consist of one, four-story, elevator-serviced residential building.

The following table illustrates the proposed unit mix. It should be noted that 30 of the Subject’s studio units at 30 percent AMI rents will be permanent supportive housing (PSH) subsidized through Partners For Home and the vouchers will be provided by Atlanta Housing. Thus, tenants in these units will pay 30 percent of their income towards rent.

| PROPOSED RENTS | | | | | | | | |
|--------------------|----------------|-----------------|-------------|-----------------------|------------|---|----------------------------|--|
| Unit Type | Unit Size (SF) | Number of Units | Asking Rent | Utility Allowance (1) | Gross Rent | 2020 LIHTC Maximum Allowable Gross Rent | 2020 HUD Fair Market Rents | |
| <i>@30% (PSH)*</i> | | | | | | | | |
| OBR / 1BA | 500 | 30 | \$868 | \$86 | \$954 | \$434 | \$996 | |
| <i>@60%</i> | | | | | | | | |
| 1BR / 1BA | 650 | 65 | \$827 | \$103 | \$930 | \$930 | \$1,025 | |
| 2BR / 2BA | 965 | 21 | \$997 | \$120 | \$1,117 | \$1,117 | \$1,167 | |
| <i>@80%</i> | | | | | | | | |
| 1BR / 1BA | 650 | 8 | \$1,138 | \$103 | \$1,241 | \$1,241 | \$1,025 | |
| 2BR / 2BA | 965 | 37 | \$1,370 | \$120 | \$1,490 | \$1,490 | \$1,167 | |
| <i>Market</i> | | | | | | | | |
| OBR / 1BA | 500 | 10 | \$587 | N/A | N/A | N/A | \$996 | |
| | | 171 | | | | | | |

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

*Proposed contract rents where tenants will pay 30 percent of their income towards rent.

Thirty of the Subject’s proposed studio rents at 30 percent AMI are contract rents. Thus, were the Subject to lose its subsidies, rents for these units would need to be lowered to be in compliance with LIHTC program requirements. The remaining one and two-bedroom rents at 60 and 80 percent AMI are set at maximum allowable levels. The Subject will offer slightly inferior to superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and inferior to slightly superior property amenities. The Subject will offer in-unit washers and dryers and a business center, which many of the comparables will lack. However, the Subject will not offer exterior storage, walk-in closets, a playground, or swimming pool, which are offered at several of the comparable developments. 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 on the south side of Gartrell Street SE, the east side of William Holmes Borders Senior Drive SE, and the west side of Jackson Street SE. The Subject site is currently vacant land. North of the Subject site is a house of worship in average condition. Farther north are commercial uses in average condition. East of the Subject site is an owner-occupied townhome community in good condition and single-family homes in average condition. Farther east is Auburn Glenn, a LIHTC development in average condition. For the purpose of this report, Auburn Glenn is included as a comparable. South of the Subject site are commercial uses in average condition. Farther south is King Memorial MARTA Transit Station in average condition, and the Oakland Cemetery. West of the Subject site is the Martin Luther King Jr. Recreation Center and Aquatic Center in average condition and Butler Recreation Center in average condition. Farther west is Veranda at Auburn Pointe, a subsidized senior development in average condition. For the purpose of this report, Veranda at Auburn Pointe is excluded as a comparable. Based on our inspection of the neighborhood,

retail appeared to be 90 percent occupied. The Subject site is considered “Very Walkable” by Walkscore with a rating of 89 out of 100. The Subject site has close proximity to the King Memorial MARTA Transit Station, approximately 0.2 mile from the Subject site, and Interstate 85, approximately 0.2 mile from the Subject site. It should be noted the Subject’s proximity to the interstate and railway could be considered a detrimental influence. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes in the area and the convenience of increased accessibility. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a mixed-use neighborhood. The uses surrounding the Subject are in average to good condition and the site has good proximity to all locational amenities within 0.6 mile, most of which are within 0.4 mile of the Subject site.

3. Market Area Definition

The PMA consists of a portion of downtown Atlanta, with boundaries generally defined by Donald Lee Hollowell Parkway NW and North Avenue to the north, Moreland Avenue to the east, University Avenue to the south, and Langhorn Street SW and railroad tracks to the west. The PMA boundaries are supported by interviews with local property managers and the average drive time of individuals in the PMA. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 1.3 miles
East: 1.5 miles
South: 2.4 miles
West: 3.4 miles

The PMA is defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a significant portion of their tenants come from outside the county. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2020 market study guidelines, we do not account for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 3.4 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 8,726 square miles.

4. Community Demographic Data

Between 2010 and 2019, there was approximately 2.1 percent annual growth in population in the PMA, which was greater than that of the MSA and the national population over the same time period. Total population in the PMA is projected to increase at a rate of 1.9 percent annually from 2019 through projected market entry and 2024, which is a growth rate above that of the MSA and the nation as a whole during the same time period. The current population of the PMA is 89,842 and is expected to be 96,350 in 2023. The current number of households in the PMA is 39,144 and is expected to be 42,637 in 2023. Renter households are concentrated in the lowest income cohorts, with 76.3 percent of renters in the PMA earning between \$0 and \$59,999 annually. The Subject will target households earning between \$0 and \$59,600. Therefore, the Subject should be well-positioned to service this market. Overall, population growth in the PMA and the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

According to *RealtyTrac* statistics, one in every 15,443 housing units nationwide was in some stage of foreclosure as of May 2020. The City of Atlanta is experiencing a foreclosure rate of one in every 5,798 homes, while Fulton County is experiencing foreclosure rate of one in every 6,808 homes and Georgia experienced one foreclosure in every 12,473 housing units. Overall, Atlanta is experiencing a higher foreclosure rate than Fulton County the state of Georgia, and the overall nation. The Subject’s neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

5. Economic Data

Employment in the PMA is concentrated in the professional/scientific/technological services, educational services, and healthcare/social assistance industries, which collectively comprise 36.8 percent of local employment. The large share of PMA employment in the healthcare industry is notable as this industry is historically stable, and exhibits greater resilience during economic downturns. Relative to the overall nation, the PMA features comparatively greater employment in the professional/scientific/technological services, educational services, and information industries. Conversely, the PMA is underrepresented in the manufacturing, construction, and healthcare/social assistance industries.

It is important to note that the largest area employer, Delta Air Lines, has been significantly affected by the COVID-19 pandemic. According to a recent Forbes article published April 22, 2020, Delta Air Lines reported a significant loss in the first quarter of 2020, which was expected. The article cited that the company recently received \$3 billion in credit through private funding and \$5.4 billion under the CARES act, which combined will provide liquidity and payroll support through the coming year as travel is expected to remain well below historical levels for the foreseeable future. At the urging of management, approximately 41,000 of Delta's 90,000 employees have voluntarily taken unpaid leave as of June 2020. According to a CNBC article published June 9, 2020, the terms of a \$25 billion federal aid package prohibit airlines from laying off or cutting employee pay rates before October 2020. Delta has offered many of its employees voluntary separation or leave options in anticipation of layoffs after the October deadline. A Motley Fool article published July 2, 2020 reports that Delta plans to issue WARN notices for 2,558 pilots, notifying them of potential furloughs. This represents nearly 20% of Delta's pilots. Despite this, a financial analyst cited in the recent Forbes article states Delta is one of the airlines best positioned to withstand the travel downturn related to the COVID-19 pandemic.

Since 2012, job growth in the MSA generally exceeded the nation. As of April 2020, MSA employment is below its post-recessionary high and was decreasing at a rate of 13.5 percent, compared to a 14.9 percent decrease across the overall nation. Thus, it appears the area has been negatively impacted 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. Since 2012, the MSA generally experienced a higher unemployment rate compared to the overall nation. 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.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. However, governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area. We believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments).

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 |
|---------------------------------|----------------|----------------|----------------|--------------|--------|------------|--------------|----------------|
| Studio @30% (As Proposed) | \$0 | \$17,370 | 30 | 580 | 0 | 580 | 5.2% | \$868 |
| Studio @30% (Absent Subsidy) | \$14,880 | \$17,370 | 30 | 71 | 0 | 71 | 42.4% | \$348 |
| Studio Market | \$20,126 | \$57,900 | 10 | 573 | 0 | 573 | 1.7% | \$587 |
| Studio Overall (As Proposed) | \$0 | \$57,900 | 40 | 1,246 | 0 | 1,246 | 3.2% | - |
| Studio Overall (Absent Subsidy) | \$14,880 | \$57,900 | 40 | 737 | 0 | 737 | 5.4% | - |
| Studio Overall (LIHTC) | \$14,880 | \$17,370 | 30 | 409 | 0 | 409 | 7.3% | - |
| 1BR @60% | \$31,886 | \$39,720 | 65 | 647 | 148 | 499 | 13.0% | \$827 |
| 1BR @80% | \$42,549 | \$52,960 | 8 | 590 | 43 | 547 | 1.5% | \$1,138 |
| 1BR Overall | \$31,886 | \$52,960 | 73 | 4,246 | 191 | 4,055 | 1.8% | - |
| 1BR Overall (LIHTC) | \$31,886 | \$52,960 | 73 | 1,394 | 191 | 1,203 | 6.1% | - |
| 2BR @60% | \$38,297 | \$44,700 | 21 | 611 | 184 | 427 | 4.9% | \$997 |
| 2BR @80% | \$51,086 | \$59,600 | 37 | 558 | 25 | 533 | 6.9% | \$1,370 |
| 2BR Overall | \$38,297 | \$59,600 | 58 | 4,016 | 209 | 3,807 | 1.5% | - |
| 2BR Overall (LIHTC) | \$38,297 | \$59,600 | 58 | 1,318 | 209 | 1,109 | 5.2% | - |
| @30% Overall (As Proposed) | \$0 | \$17,370 | 30 | 580 | 0 | 580 | 5.2% | - |
| @30% Overall (Absent Subsidy) | \$14,880 | \$17,370 | 30 | 71 | 0 | 71 | 42.4% | - |
| @60% Overall | \$31,886 | \$44,700 | 86 | 1,258 | 332 | 926 | 9.3% | - |
| @80% Overall | \$42,549 | \$59,600 | 45 | 1,147 | 68 | 1,079 | 4.2% | - |
| Market Overall | \$20,126 | \$57,900 | 10 | 573 | 0 | 573 | 1.7% | - |
| Overall (As Proposed) | \$0 | \$59,600 | 171 | 9,508 | 400 | 9,108 | 1.9% | - |
| Overall (Absent Subsidy) | \$14,880 | \$59,600 | 171 | 5,621 | 400 | 5,221 | 3.3% | - |
| Overall (LIHTC) | \$14,880 | \$59,600 | 161 | 3,121 | 400 | 2,721 | 5.9% | - |

As the analysis illustrates, the Subject’s capture rate at the 30 percent AMI level, as proposed, will be 5.2 percent. The Subject’s capture rates at the 60 percent AMI level, as proposed, will range from 4.9 to 13.0 percent. The Subject’s capture rates at the 80 percent AMI level, as proposed, will range from 1.5 to 6.9 percent. The Subject’s capture rates for its market rate units, as proposed, will be 1.7 percent. The overall capture rate at the Subject, as proposed, is 1.9 percent. Absent subsidy, the Subject’s capture rates at the 30 percent AMI level will be 42.4 percent. The overall capture rate at the Subject, absent subsidy, is 3.3 percent. It should be noted that the Subject will operate with an additional subsidy for all studio units at 30 percent AMI. Therefore, the elevated capture rate in the absent subsidy scenario is purely hypothetical. All capture rates, as proposed, are within DCA thresholds. Therefore, we believe there is adequate demand for the Subject.

7. Competitive Rental Analysis

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes ten “true” comparable properties containing 2,062 units.

The availability of LIHTC data is considered good. We included six mixed-income comparables in our analysis, all of which are located within the PMA, between 0.2 and 1.8 miles of the Subject. The comparables were built between 2004 and 2013.

The availability of market rate data is considered good. The Subject is located just southeast of downtown Atlanta and there are several market rate properties in the area. We include four conventional properties in our analysis of the competitive market. All of the market rate properties are located in the PMA, between 0.2 and 1.0 miles from the Subject site. These comparables were built or renovated between 2005 and 2018. Other market rate properties are excluded based on proximity, unit types, or age and condition.

Of note, despite the challenges in interviewing property managers in-person due to the office restrictions related to COVID-19, we were able to personally interview all of the comparables utilized in this report over the phone. Five of the ten surveyed 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.

During the COVID-19 pandemic, Auburn Glenn has experienced a decrease in collections. The contact reported that management provided payment plans and waived late fees. Traffic and phone calls have decreased during the pandemic as well. Despite this, the contact maintained that there is still a strong demand for affordable housing in the area.

According to the property manager at Capitol Gateway I and Capitol Gateway II, there are fifteen tenants in total that were negatively impacted by COVID-19 pandemic and management is working on providing an individual approach and making special applicable payment schedules, based on the current financial situation of each of the tenants.

The contact at Pencil Factory Lofts reported an elevated vacancy rate due to COVID-19, and noted that the main reason for this elevated rate was the large number of students living at the property due to its proximity to Georgia State University (GSU); while leasing among the general population has not been affected by the pandemic, a large number of students moved out after GSU suspended classes. The contact reported that they expect the property to stabilize again during the summer or fall semester.

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

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

SUBJECT COMPARISON TO MARKET RENTS

| Unit Type | Subject Proposed Rent | Surveyed Min | Surveyed Max | Surveyed Average | Subject Rent Advantage |
|------------------|-----------------------|--------------|--------------|------------------|------------------------|
| OBR @30% (PSH)* | \$868 | \$1,045 | \$1,181 | \$1,129 | 30% |
| 1BR @60% | \$827 | \$800 | \$1,595 | \$1,121 | 36% |
| 2BR @60% | \$997 | \$923 | \$2,206 | \$1,416 | 42% |
| 1BR @80% | \$1,138 | \$1,000 | \$1,595 | \$1,216 | 7% |
| 2BR @80% | \$1,370 | \$1,225 | \$2,206 | \$1,581 | 15% |
| OBR Unrestricted | \$587 | \$1,045 | \$1,181 | \$1,129 | 92% |

*Proposed contract rents where tenants will pay 30 percent of their income towards rent.

As illustrated, the Subject’s proposed 30, 60, and 80 percent rents are below the surveyed average when compared to the comparables. The Subject’s proposed unrestricted rents are also below the surveyed average when compared to the comparables.

Platform Apartments is achieving the highest studio unrestricted rents in the market. The Subject will be inferior to Platform Apartments as a market rate property. Platform Apartments was built in 2018 and exhibits excellent condition, which is similar to the anticipated excellent condition of the Subject upon completion. Platform Apartments is located 0.3 miles from the Subject site and offers a similar location. Platform

Apartments offers similar in-unit amenities and slightly superior property amenities in comparison to the Subject as it offers a swimming pool, which the Subject will not offer, though it lacks a business center, which the Subject will offer. Platform Apartments offers slightly superior unit sizes to the Subject. The lowest studio rents at Platform Apartments are approximately 239 percent higher than the Subject's proposed rents at 30 percent of the AMI, absent rental subsidy.

Fulton Cotton Mill Lofts is achieving the highest one-bedroom unrestricted rents in the market. The Subject will be slightly superior to Fulton Cotton Mill Lofts as a market rate property. Fulton Cotton Mill Lofts was built in 2005 and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject upon completion. Fulton Cotton Mill Lofts is located 0.3 miles from the Subject site in a similar location. Fulton Cotton Mill Lofts offers inferior in-unit amenities compared to the Subject as it lacks in-unit washers and dryers, which the Subject will offer, though it offers exterior storage and walk-in closets, which the Subject will not offer. This property offers slightly superior property amenities in comparison to the Subject as it offers a swimming pool, which the Subject will not offer, though it lacks a business center, which the Subject will offer. Fulton Cotton Mill Lofts offers superior unit sizes to the Subject. The lowest one-bedroom rents at Fulton Cotton Mill Lofts are approximately 57 percent higher than the Subject's proposed rents at 60 percent of the AMI.

Pencil Factory Lofts is achieving the highest two-bedroom unrestricted rents in the market. The Subject will be slightly inferior to Pencil Factory Lofts as a market rate property. Pencil Factory Lofts was built in 2009 and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject upon completion. Pencil Factory Lofts is located 0.2 miles from the Subject site in a similar location. Pencil Factory Lofts offers similar in-unit amenities and slightly superior property amenities in comparison to the Subject as it offers a swimming pool, which the Subject will not offer, though it lacks a business center, which the Subject will offer. Pencil Factory Lofts offers superior unit sizes to the Subject. The lowest two-bedroom rents at Pencil Factory Lofts are approximately 87 percent higher than the Subject's proposed rents at 60 percent of the AMI. 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

Only one of the comparable properties was able to reported absorption information since 2010. Therefore, we supplemented our absorption discussed with additional properties within five miles of the Subject. Information regarding the absorption periods of these developments is illustrated in the following table.

ABSORPTION

| Property Name | Rent Structure | Tenancy | Year | Total Units | Absorption (units/month) |
|--------------------------------|----------------|---------|------|-------------|-----------------------------|
| Aspire Westside | LIHTC | Family | 2020 | 167 | 10 |
| Solstice Morningside | Market | Family | 2019 | 239 | 33 |
| Grove Gardens | LIHTC | Senior | 2019 | 70 | 70 |
| Entra West End | Market | Family | 2019 | 187 | 20 |
| Adair Court | LIHTC | Senior | 2019 | 91 | 91 |
| The Kirkwood | Market | Family | 2018 | 232 | 10 |
| Platform Apartments | Market | Family | 2018 | 324 | 17 |
| Reynoldstown Senior Apartments | LIHTC | Senior | 2016 | 70 | 70 |
| Glenwood At Grant Park | Market | Family | 2016 | 216 | 8 |
| 675 Highland | Market | Family | 2016 | 125 | 16 |
| University House | Market | Family | 2015 | 268 | 30 |
| The Haynes House | Market | Family | 2015 | 186 | 12 |
| Square On Fifth | Market | Family | 2015 | 270 | 45 |
| Steelworks | Market | Family | 2014 | 317 | 21 |
| Columbia Mill | LIHTC | Family | 2014 | 100 | 20 |
| Betmar Village Apartments | LIHTC | Senior | 2014 | 47 | 24 |
| Veranda At Scholars Landing | Market | Senior | 2013 | 100 | 66 |
| Retreat At Edgewood Phase II | LIHTC | Family | 2012 | 40 | 12 |
| Parkside At Mechanicsville | LIHTC | Family | 2012 | 156 | 60 |
| Retreat At Edgewood | LIHTC | Family | 2011 | 100 | 20 |

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The developments reported absorption paces between eight and 70 units per month. The LIHTC properties reported faster absorption paces on average than the market rate properties. Platform Apartments, a comparable property in the Subject’s immediate neighborhood, experienced an absorption rate of 17 units per month. As an affordable property, we expect the Subject would experience a more rapid absorption pace than this development. We believe the Subject would likely experience an absorption pace of 25 units per month for an absorption period of six to seven months. It should be noted that construction on the Subject is not anticipated to be completed until April 2023, 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. Total vacancy at the LIHTC and mixed-income comparables is moderate, at 4.0 percent. It should be noted that management at Ashley Auburn Pointe I and Ashley Auburn Pointe II reported that all of the vacant units are market rate. Our contact at Capitol Gateway I and Capitol Gateway II reported that the vacant units are being processed from the waiting lists. Additionally, the contact at Mechanicsville Family could not provide a breakdown of vacant units by unit type or AMI level but stated the majority of vacant units are market rate. The contact noted eight of the vacant units are pre-leased and the property is working to lease the remainder from the waiting list. Further, all of the affordable comparables maintain waiting lists. These factors indicate significant demand for affordable housing in the area. The Subject will offer slightly inferior to superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and inferior to slightly superior property amenities. The Subject will offer in-unit washers and dryers and a business center, which many of the comparables will lack. However, the Subject will not offer exterior storage, walk-in closets, a playground, or swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered superior in terms of condition to the majority of the comparable properties. The Subject’s proposed unit sizes will be competitive with the comparable properties. Additionally, the Subject’s

proposed rents are among the lowest in the market. 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 several LIHTC comparable properties, we believe that the Subject is reasonable as proposed. We believe that it will fill a void in the market and will perform well. Further, we believe that the Subject’s affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject’s construction will further insulate it from the current COVID-19 pandemic.

| Summary Table: (must be completed by the analyst and included in the executive summary) | | | | | | | | | | |
|--|------------------|---|--------------|----------------------|----------------------|--------|-------------|--|---------------|-----------|
| Development Name: | | McAuley Park Phase I | | | | | | Total # Units: | | 171 |
| Location: | | 375 Gartrell Street SE Atlanta, GA 30312 | | | | | | # LIHTC Units: | | 161 |
| PMA Boundary: | | Donald Hollowell Parkway and North Avenue to the north; MARTA rail tracks and the Atlanta Beltline trail to the west; White Street and University Avenue to the south; and Moreland Avenue and railroad tracks to the east. | | | | | | Farthest Boundary Distance to Subject: | | 3.4 miles |
| Rental Housing Stock (found on page 61) | | | | | | | | | | |
| Type | # Properties* | Total Units | Vacant Units | Average Occupancy | | | | | | |
| All Rental Housing | 109 | 17,904 | 592 | 96.7% | | | | | | |
| Market-Rate Housing | 48 | 9,090 | 298 | 96.7% | | | | | | |
| <i>Assisted/Subsidized Housing not to include LIHTC</i> | 30 | 3,227 | 124 | 96.2% | | | | | | |
| LIHTC | 31 | 5,587 | 170 | 97.0% | | | | | | |
| Stabilized Comps | 109 | 17,904 | 592 | 96.7% | | | | | | |
| Properties in Construction & Lease Up | 15 | 1,820 | N/Ap | N/Ap | | | | | | |
| *Only includes properties in PMA | | | | | | | | | | |
| Subject Development | | | | | Average Market Rent* | | | Highest Unadjusted Comp Rent | | |
| # Units | # Bedrooms | # Baths | Size (SF) | Proposed Tenant Rent | Per Unit | Per SF | Advantage | Per Unit | Per SF | |
| 30 | OBR at 30% AMI | 1 | 500 | \$868 | \$1,129 | \$2.26 | 30% | \$1,181 | \$2.06 | |
| 65 | 1BR at 60% AMI | 1 | 650 | \$827 | \$1,121 | \$1.72 | 36% | \$1,595 | \$1.16 | |
| 21 | 2BR at 60% AMI | 2 | 965 | \$997 | \$1,416 | \$1.47 | 42% | \$2,206 | \$1.28 | |
| 8 | 1BR at 80% AMI | 1 | 650 | \$1,138 | \$1,216 | \$1.87 | 7% | \$1,595 | \$1.16 | |
| 37 | 2BR at 80% AMI | 2 | 965 | \$1,370 | \$1,581 | \$1.64 | 15% | \$2,206 | \$1.28 | |
| 10 | OBR Unrestricted | 1 | 500 | \$587 | \$1,129 | \$2.26 | 92% | \$1,181 | \$2.06 | |
| Capture Rates (found on page 59) | | | | | | | | | | |
| Targeted Population | | | | @30% | @60% | @80% | Market-rate | Overall | Overall LIHTC | |
| Capture Rate: | | | | 5.2% | 9.3% | 4.2% | 1.7% | 1.9% | 5.9% | |

*Includes LIHTC and unrestricted (when applicable)

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

- 1. Project Address and Development Location:** The Subject site is located at 375 Gartrell Street SE in Atlanta, Fulton County, Georgia 30312. The Subject site is currently vacant.
- 2. Construction Type:** The Subject will consist of one, four-story, elevator-serviced residential building. The Subject will be new construction.
- 3. Occupancy Type:** Families.
- 4. Special Population Target:** None.
- 5. Number of Units by Bedroom Type and AMI Level:** See following property profile.
- 6. Unit Size, Number of Bedrooms and Structure Type:** See following property profile.
- 7. Rents and Utility Allowances:** See following property profile.
- 8. Existing or Proposed Project-Based Rental Assistance:** See following property profile.
- 9. Proposed Development Amenities:** See following property profile.

MCAULEY PARK PHASE I –ATLANTA, GEORGIA – MARKET STUDY

| Mcauley Park Phase I | | | | | | | | | | | |
|---|---|---------------------|-------|-----------|---------|----------------------|--|--------------|--------|--------------|-----------|
| Location | 375 Gartrell Street SE Atlanta, GA 30312 Fulton County | | | | | |  | | | | |
| Units Type | 171 Midrise (4 stories) | | | | | | | | | | |
| Year Built / Renovated | 2021 / n/a | | | | | | | | | | |
| Market | | | | | | | | | | | |
| Program | @30% (PSH), @60%, @80%, Market | | | | | | Leasing Pace | n/a | | | |
| Annual Turnover Rate | n/a | | | | | | Change in Rent (Past Year) | n/a | | | |
| Units/Month Absorbed | n/a | | | | | | Concession | n/a | | | |
| Section 8 Tenants | n/a | | | | | | | | | | |
| Utilities | | | | | | | | | | | |
| A/C | not included – central | | | | | | Other Electric | not included | | | |
| Cooking | not included – electric | | | | | | Water | 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? |
| 0 | 1 | Midrise (4 stories) | 30 | 500 | \$868 | \$0 | @30% (PSH) | n/a | n/a | n/a | n/a |
| 0 | 1 | Midrise (4 stories) | 10 | 500 | \$587 | \$0 | Market | n/a | n/a | n/a | n/a |
| 1 | 1 | Midrise (4 stories) | 65 | 650 | \$827 | \$0 | @60% | n/a | n/a | n/a | yes |
| 1 | 1 | Midrise (4 stories) | 8 | 650 | \$1,138 | \$0 | @80% | n/a | n/a | n/a | yes |
| 2 | 2 | Midrise (4 stories) | 21 | 965 | \$997 | \$0 | @60% | n/a | n/a | n/a | yes |
| 2 | 2 | Midrise (4 stories) | 37 | 965 | \$1,370 | \$0 | @80% | n/a | n/a | n/a | yes |
| Amenities | | | | | | | | | | | |
| In-Unit | Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Ceiling Fan Garbage Disposal Microwave Oven Refrigerator Washer/Dryer Washer/Dryer hookup | | | | | Security | Intercom (Buzzer) Limited Access Video Surveillance | | | | |
| Property | Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Elevators Exercise Facility Off-Street Parking On-Site Management Wi-Fi | | | | | Premium | none | | | | |
| Services | none | | | | | Other | none | | | | |
| Comments | | | | | | | | | | | |
| The property will consist of one, four-story residential building targeting families. Construction is proposed to begin in the third quarter of 2021 and completed in the second quarter of 2023. The utility allowances for the studio, one, and two-bedroom units are \$86, \$103, and \$120, respectively. | | | | | | | | | | | |

- 10. Scope of Renovations:** The Subject will be new construction.
- 11. Placed in Service Date:** Construction on the Subject is expected to begin in the third quarter of 2021 and be completed in the second quarter of 2023.
- Conclusion:** The Subject will be an excellent-quality four-story, elevator-serviced, midrise style apartment building, comparable or superior to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical deterioration.

D.SITE EVALUATION

1. **Date of Site Visit and Name of Inspector:** Brian Neukam visited the site on July 10, 2020.

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

Frontage:

The Subject site has frontage along the south side of Gartrell Street SE, the east side of William Holmes Borders Senior Drive SE, and the west side of Jackson Street SE

Visibility/Views:

The Subject will be located on the south side of Gartrell Street SE, the east side of William Holmes Borders Senior Drive SE, and the west side of Jackson Street SE. Visibility of the site will be good from Gartrell Street SE, William Holmes Borders Senior Drive SE, and Jackson Street SE. Views from the site will be good and will include a house of worship in average condition to the north, an owner-occupied townhome community in good condition and single-family homes in average condition to the east, commercial uses in average condition to the south, and the Martin Luther King Jr. Recreation Center and Aquatic Center in average condition and Butler Recreation Center in average condition to the west.

Surrounding Uses:

The following map illustrates the surrounding land uses.



Source: Google Earth, June 2020

The Subject site is located on the south side of Gartrell Street SE, the east side of William Holmes Borders Senior Drive SE, and the west side of Jackson Street SE. The Subject site is currently vacant land. North of the Subject site is a house of worship in average condition. East of the Subject site is an owner-occupied townhome community in good condition and single-family homes in average condition. South of the Subject site are commercial uses in average condition. West of the Subject site is the Martin Luther King Jr. Recreation Center and Aquatic Center in average condition and Butler Recreation Center in average condition. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Very Walkable” by Walkscore with a rating of 89 out of 100. The Subject site has close proximity to the King Memorial MARTA Transit Station, approximately 0.2 mile south of the Subject site, and Interstate 85, approximately 0.2 mile west of the Subject site. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a mixed-use

neighborhood. The uses surrounding the Subject are in average to good condition and the site has good proximity to all locational amenities within 0.6 mile 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 average to good condition, are considered positive attributes. The Subject site has close proximity to the King Memorial MARTA Transit Station, approximately 0.2 mile south of the Subject site, and Interstate 85, approximately 0.2 mile west of the Subject site. It should be noted the Subject's proximity to the interstate and railway could be considered a detrimental influence. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes in the area. Further, the Subject's proximity to the MARTA station is considered a positive attribute as it provides convenient transportation and access to commercial and employment centers throughout metropolitan Atlanta.

3. Physical Proximity to Locational Amenities:

The Subject site is located within 0.6 mile of all locational amenities, most of which are within 0.4 mile.

4. Pictures of Site and Adjacent Uses:

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



View east along Gartrell Street SE



View west along Gartrell Street SE



View north along Jackson Street SE



View south along Jackson Street SE



View north along William Holmes Borders Senior Drive SE



View south along William Holmes Borders Senior Drive SE



View of Subject site



View of Subject site



View of Subject site



View of Subject site



Owner-occupied townhomes east of the Subject site



House of worship north of the Subject site



King Memorial MARTA Station south of the Subject site



Martin Luther King Jr. Recreation Center west of the Subject site



Butler Recreation Center west of the Subject site



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Fire station in the Subject's neighborhood



Grady Health System in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood

5. Proximity to Locational Amenities:

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



Source: Google Earth, June 2020

LOCATIONAL AMENITIES

| Map # | Service or Amenity | Distance from Subject (Crow) |
|-------|---|------------------------------|
| 1 | Martin Luther King Jr Recreation Center | 0.1 mile |
| 2 | Butler Recreation Center | 0.1 mile |
| 3 | Susan K. May Park | 0.1 mile |
| 4 | King Memorial MARTA Transit Station | 0.2 mile |
| 5 | Intown Market & Deli | 0.2 mile |
| 6 | Gas Station | 0.2 mile |
| 7 | Grady Health System | 0.4 mile |
| 8 | CVS Pharmacy | 0.4 mile |
| 9 | Waffle House | 0.6 mile |
| 10 | David T. Howard High School | 0.6 mile |

6. Description of Land Uses

The Subject site is located on the south side of Gartrell Street SE, the east side of William Holmes Borders Senior Drive SE, and the west side of Jackson Street SE. The Subject site is currently vacant land. North of the Subject site is a house of worship in average condition. Farther north are commercial uses in average condition. East of the Subject site is an owner-occupied townhome community in good condition and single-family homes in average condition. Farther east is Auburn Glenn, a LIHTC development in average condition. For the purpose of this report, Auburn Glenn is included as a comparable. South of the Subject site are commercial uses in average condition. Farther south is King Memorial MARTA Transit Station in average condition, and the Oakland Cemetery. West of the Subject site is the Martin Luther King Jr. Recreation Center in average condition and Butler Recreation Center in average condition. Farther west is Veranda at Auburn Pointe, a subsidized senior development in average condition. For the purpose of this report, Veranda at Auburn Pointe is excluded as a comparable. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Very Walkable” by Walkscore with a rating of 89 out of 100. The Subject site has close proximity to the King Memorial MARTA Transit Station, approximately 0.2 mile south of the Subject site, and Interstate 85, approximately 0.2 mile west of the Subject site. It should be noted the Subject’s proximity to the interstate and railway could be considered a detrimental influence. However, this does not appear to be a detriment in the neighborhood given the high occupancy rates of single-family homes in the area. Further, the Subject's proximity to the MARTA station is considered a positive attribute as it provides convenient transportation and access to commercial and employment centers throughout metropolitan Atlanta. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a mixed-use neighborhood. The uses surrounding the Subject are in average to good condition and the site has good proximity to all locational amenities within 0.6 mile, most of which are within 0.4 mile of the Subject site.

7. Crime:

The following table illustrates crime statistics in the Subject’s PMA compared to the SMA.

2019 CRIME INDICES

| | PMA | Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area |
|------------------------|------------|--|
| Total Crime* | 350 | 139 |
| Personal Crime* | 494 | 130 |
| Murder | 612 | 155 |
| Rape | 186 | 88 |
| Robbery | 601 | 163 |
| Assault | 473 | 118 |
| Property Crime* | 331 | 140 |
| Burglary | 340 | 147 |
| Larceny | 306 | 134 |
| Motor Vehicle Theft | 512 | 178 |

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

*Unweighted aggregations

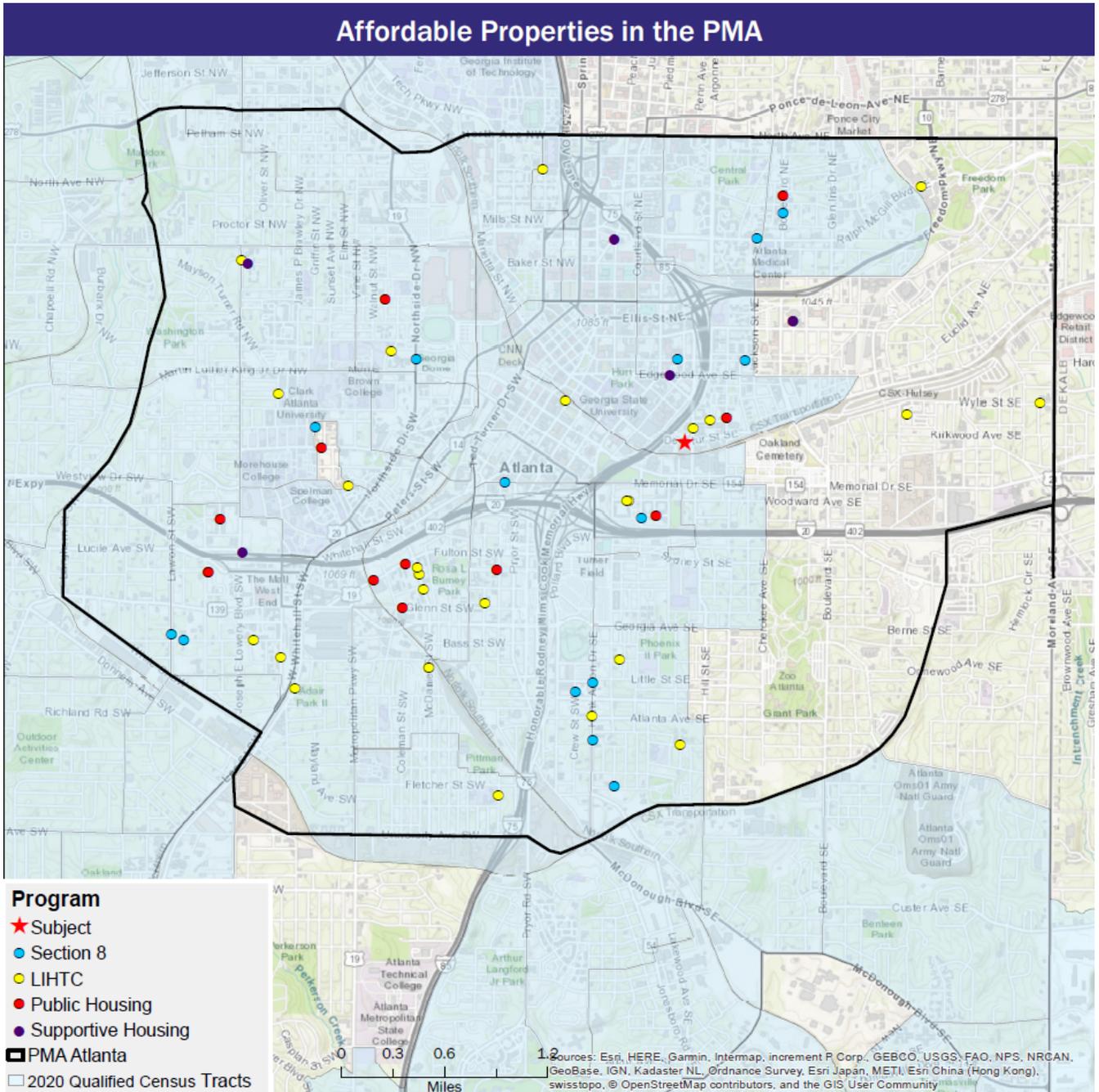
Total crime indices in the PMA are more than triple the national average, and above the surrounding MSA. Both geographic areas feature crime indices above the overall nation. The Subject will offer an intercom, limited access, and video surveillance in terms of security amenities. All of the comparables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

8. Existing Assisted Rental Housing Property Map:

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

AFFORDABLE PROPERTIES IN THE PMA

| Property Name | Program | Location | Tenancy | # of Units | Distance from Subject | Map Color | |
|------------------------------------|--------------------|----------|----------|------------|-----------------------|-----------|--------|
| McAuley Park Phase I | LIHTC | Atlanta | Family | 171 | - | Star | |
| Ashley Auburn Pointe I | LIHTC/ Market | Atlanta | Family | 154 | 0.1 miles | Yellow | |
| Ashley Auburn Pointe II | LIHTC/ Market | Atlanta | Family | 150 | 0.1 miles | | |
| Auburn Glenn | LIHTC/ Market | Atlanta | Family | 271 | 0.5 miles | | |
| Capitol Gateway I | LIHTC/ Market | Atlanta | Family | 275 | 0.4 miles | | |
| Capitol Gateway II | LIHTC/ Market | Atlanta | Family | 152 | 0.4 miles | | |
| Mechanicsville Family | LIHTC/ Market | Atlanta | Family | 174 | 1.4 miles | | |
| Adair Court | LIHTC/ Market | Atlanta | Senior | 91 | 2.2 miles | | |
| Ashley Collegetown Apartments | LIHTC/ Market | Atlanta | Family | 376 | 2.2 miles | | |
| Ashley West End | LIHTC/ Market | Atlanta | Family | 112 | 2.3 miles | | |
| Centennial Place Apartments | LIHTC/ Market | Atlanta | Family | 732 | 1.5 miles | | |
| Columbia Peoplestown | LIHTC/ Market | Atlanta | Family | 99 | 1.5 miles | | |
| Columbia Senior At Mechanicsville | LIHTC/ Market | Atlanta | Senior | 154 | 1.5 miles | | |
| Crogman School Lofts | LIHTC/ Market | Atlanta | Family | 105 | 2.0 miles | | |
| Henderson Place | LIHTC | Atlanta | Family | 58 | 0.8 miles | | |
| Heritage Station | LIHTC/ Market | Atlanta | Senior | 150 | 1.7 miles | | |
| Heritage Station Apartments | LIHTC/ Market | Atlanta | Family | 220 | 1.7 miles | | |
| Magnolia Park Apartments | LIHTC/ Market | Atlanta | Family | 400 | 2.0 miles | | |
| Oglethorpe Place | LIHTC/ Market | Atlanta | Family | 144 | 2.2 miles | | |
| Parkside At Mechanicsville | LIHTC/ Market | Atlanta | Family | 156 | 1.5 miles | | |
| Quest Commons West | LIHTC/ Market | Atlanta | Family | 53 | 2.3 miles | | |
| Reed Street Apartments | LIHTC | Atlanta | Family | 30 | 1.5 miles | | |
| Reynoldstown Commons | LIHTC | Atlanta | Family | 32 | 1.7 miles | | |
| Reynoldstown Senior Residences | LIHTC | Atlanta | Senior | 69 | 1.1 miles | | |
| Rosa Burney Manor | LIHTC | Atlanta | Family | 54 | 1.2 miles | | |
| Telephone Factory Lofts | LIHTC | Atlanta | Family | 65 | 1.7 miles | | |
| The Avery | LIHTC/ Market | Atlanta | Family | 129 | 0.6 miles | | |
| The Residences At Citycenter | LIHTC/ Market | Atlanta | Family | 182 | 1.5 miles | | |
| The Square At Peoplestown | LIHTC | Atlanta | Family | 94 | 1.4 miles | | |
| The Villages At Castleberry Hill | LIHTC/ Market | Atlanta | Family | 630 | 1.7 miles | | |
| 55 Milton | LIHTC/PSH | Atlanta | Family | 156 | 2.0 miles | | |
| Capitol View Apartments | LIHTC/Section 8 | Atlanta | Family | 120 | 2.7 miles | | |
| Abernathy Tower Apartments | Section 8 | Atlanta | Senior | 100 | 2.6 miles | | Blue |
| Big Bethel Tower Apartments | Section 8 | Atlanta | Family | 180 | 0.4 miles | | |
| Capitol Vanira Apartments | Section 8 | Atlanta | Senior | 60 | 1.5 miles | | |
| Maggie Russell Towers | Section 8 | Atlanta | Senior | 150 | 1.0 miles | | |
| Wheat Street Towers | Section 8 | Atlanta | Family | 210 | 0.5 miles | | |
| Boynton Village Apartments | Section 8 | Atlanta | Family | 43 | 1.7 miles | | |
| Capitol Avenue Apartments | Section 8 | Atlanta | Senior | 48 | 1.2 miles | | |
| Capitol Towers | Section 8 | Atlanta | Senior | 39 | 1.3 miles | | |
| City Lights | Section 8 | Atlanta | Senior | 80 | 1.2 miles | | |
| Columbia Tower At MLK Village | Section 8 | Atlanta | Family | 96 | 0.5 miles | | |
| Community Friendship Apartments | Section 8 | Atlanta | Family | 34 | 2.7 miles | | |
| Friendship Towers | Section 8 | Atlanta | Family | 102 | 1.4 miles | | |
| Veranda At Scholars Landing | Section 8 | Atlanta | Senior | 100 | 1.8 miles | | |
| Welcome House | Section 8 | Atlanta | Family | 209 | 0.9 miles | | |
| City Lights II | Public Housing | Atlanta | Family | 96 | 1.3 miles | | |
| Oasis Of Vine City | Public Housing | Atlanta | Senior | 105 | 1.6 miles | | |
| Atrium At Collegetown | Public Housing | Atlanta | Senior | 190 | 2.2 miles | | |
| City Views At Rosa Burney Park | Public Housing | Atlanta | Family | 180 | 1.1 miles | | |
| Columbia At Mechanicsville Station | Public Housing | Atlanta | Family | 164 | 1.5 miles | | |
| Columbia Senior Residences At MLK | Public Housing | Atlanta | Senior | 122 | 0.4 miles | | |
| Mechanicsville Crossing | Public Housing | Atlanta | Family | 164 | 1.7 miles | | |
| The Veranda At Collegetown | Public Housing | Atlanta | Senior | 100 | 2.3 miles | | |
| Veranda At Auburn Pointe | Public Housing | Atlanta | Senior | 124 | 0.2 miles | | |
| GE Tower Apartments | Public Housing | Atlanta | Family | 201 | 1.6 miles | | |
| Edgewood Center II | Supportive Housing | Atlanta | Homeless | 50 | 0.3 miles | Red | |
| Commons At Imperial Hotel | Supportive Housing | Atlanta | Family | 90 | 1.0 miles | | |
| O'hern House | Supportive Housing | Atlanta | Family | 76 | 0.4 miles | | |
| Quest Village III | Supportive Housing | Atlanta | Family | 28 | 2.2 miles | | |
| The Gardens At Collegetown | Supportive Housing | Atlanta | Family | 26 | 2.2 miles | | |
| Oasis At Scholars Landing | Assisted Living | Atlanta | Senior | 60 | 1.8 miles | | |
| | | | | | | | Purple |



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 from the east side of William Holmes Borders Senior Drive SE, which is a two-lane lightly-trafficked road that intersects with Edgewood Avenue SE approximately 0.1 mile north of the Subject site. Edgewood Avenue SE is a moderately-trafficked two lane road that provides access to Interstate 85

approximately 0.2 mile northwest of the Subject site. Interstate 85 is a major thoroughfare that traverses north/south and provides access to Greenville, South Carolina approximately 135 miles to the northeast and to Montgomery, Alabama approximately 147 miles to the southwest. Additionally, Interstate 85 provides access to Interstate 285 approximately 11.5 miles north of the Subject site. Interstate 285 traverses in a loop around the greater Atlanta area, and provides access to Interstate 755 approximately 8.4 miles to the south. Interstate 75 traverses northwest/southeast and provides access to Macon, Georgia approximately 76 miles to the southwest and to Chattanooga, Tennessee approximately 104 miles to the northwest. Overall, access and visibility are considered good.

11. Conclusion:

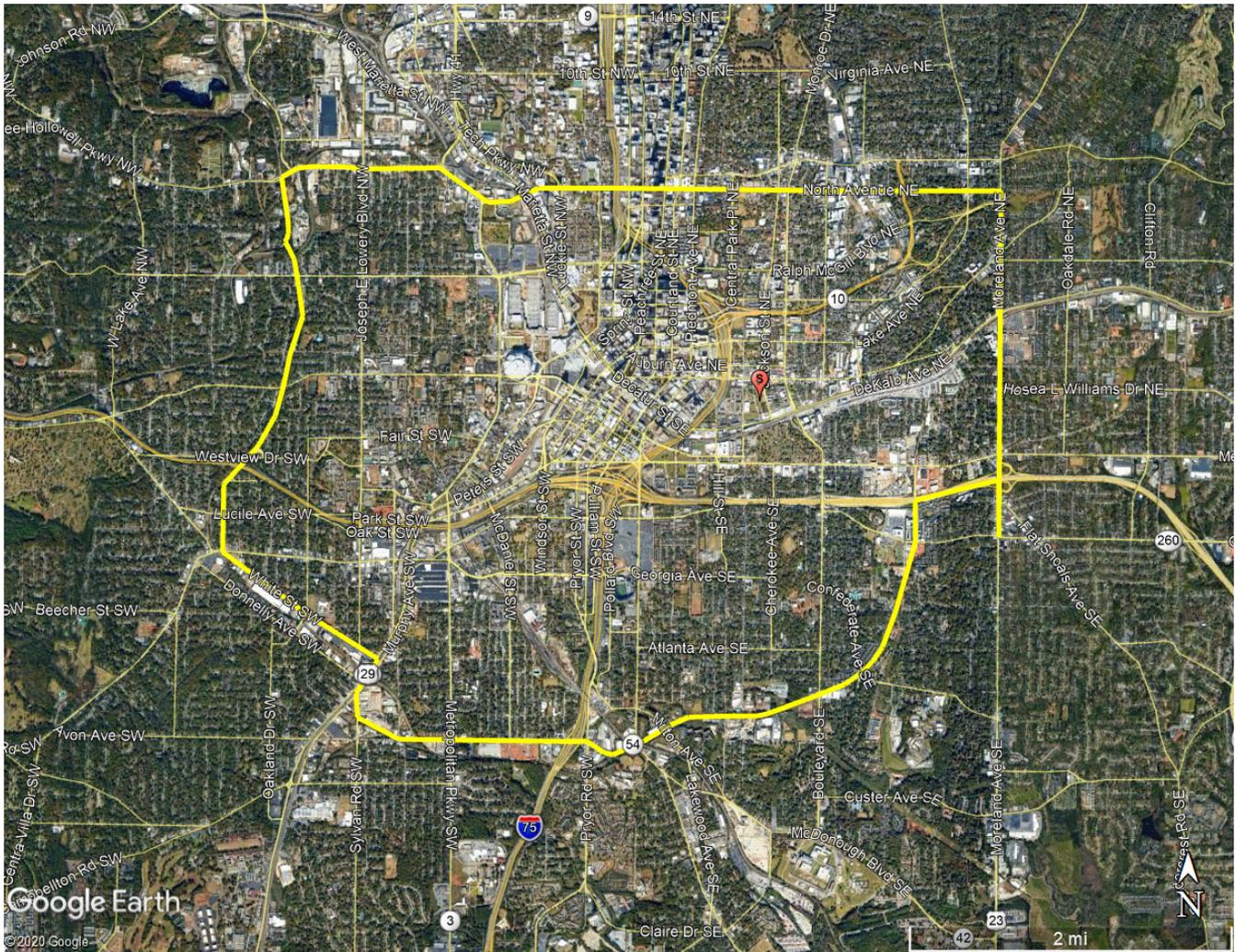
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E. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



Source: Google Earth, 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 MSA are areas of growth or contraction.

The PMA consists of a portion of downtown Atlanta, with boundaries generally defined by Donald Lee Hollowell Parkway NW and North Avenue to the north, Moreland Avenue to the east, University Avenue to the south, and Langhorn Street SW and railroad tracks to the west. The PMA boundaries are supported by interviews with local property managers and the average drive time of individuals in the PMA. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 1.3 miles
East: 1.5 miles
South: 2.4 miles
West: 3.4 miles

The PMA is defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a significant portion of their tenants come from outside the county. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2020 market study guidelines, we do not account for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 3.4 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 8,726 square miles.

F. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and 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 MSA. The Subject’s anticipated completion is in the second quarter of 2023. Thus, we have utilized April 2023 as the projected market entry date.

1. Population Trends

The following tables illustrate Total Population and Population by Age Group 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 | POPULATION | | | | | |
|-----------------------------------|---------------|----------------------|--|----------------------|---------------|----------------------|
| | PMA | | Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area | | USA | |
| | <i>Number</i> | <i>Annual Change</i> | <i>Number</i> | <i>Annual Change</i> | <i>Number</i> | <i>Annual Change</i> |
| 2000 | 78,677 | - | 4,240,804 | - | 281,250,431 | - |
| 2010 | 75,096 | -0.5% | 5,286,728 | 2.5% | 308,745,538 | 1.0% |
| 2019 | 89,852 | 2.1% | 5,986,262 | 1.4% | 332,417,793 | 0.8% |
| Projected Mkt Entry April 2023 | 96,350 | 1.9% | 6,323,637 | 1.5% | 342,220,150 | 0.8% |
| 2024 | 98,516 | 1.9% | 6,436,095 | 1.5% | 345,487,602 | 0.8% |

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

Between 2010 and 2019, there was approximately 2.1 percent annual growth in population in the PMA, which was greater than that of the MSA and the national population over the same time period. Total population in the PMA is projected to increase at a rate of 1.9 percent annually from 2019 through projected market entry and 2024, which is a growth rate above that of the MSA and the nation as a whole during the same time period. 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 SMA and nation from 2000 to 2024.

POPULATION BY AGE GROUP

| Age Cohort | PMA | | | | Projected Mkt Entry April 2023 | 2024 |
|--------------|---------------|---------------|---------------|--|-----------------------------------|---------------|
| | 2000 | 2010 | 2019 | | | |
| 0-4 | 5,305 | 4,031 | 4,370 | | 4,772 | 4,906 |
| 5-9 | 5,246 | 3,092 | 3,837 | | 3,962 | 4,003 |
| 10-14 | 4,669 | 2,679 | 3,371 | | 3,547 | 3,605 |
| 15-19 | 7,514 | 7,942 | 8,698 | | 8,974 | 9,066 |
| 20-24 | 8,218 | 11,632 | 12,249 | | 13,306 | 13,658 |
| 25-29 | 7,389 | 8,119 | 9,694 | | 10,206 | 10,377 |
| 30-34 | 6,759 | 7,092 | 8,736 | | 9,216 | 9,376 |
| 35-39 | 6,399 | 5,823 | 7,136 | | 7,501 | 7,623 |
| 40-44 | 5,720 | 4,880 | 5,768 | | 6,386 | 6,592 |
| 45-49 | 4,979 | 4,704 | 5,328 | | 5,594 | 5,683 |
| 50-54 | 4,010 | 4,121 | 4,686 | | 5,073 | 5,202 |
| 55-59 | 2,739 | 3,473 | 4,489 | | 4,613 | 4,654 |
| 60-64 | 2,297 | 2,705 | 3,860 | | 4,164 | 4,265 |
| 65-69 | 1,953 | 1,714 | 2,823 | | 3,326 | 3,494 |
| 70-74 | 1,761 | 1,121 | 1,974 | | 2,321 | 2,436 |
| 75-79 | 1,390 | 807 | 1,207 | | 1,537 | 1,647 |
| 80-84 | 1,150 | 587 | 785 | | 945 | 998 |
| 85+ | 1,180 | 574 | 843 | | 909 | 931 |
| Total | 78,678 | 75,096 | 89,854 | | 96,351 | 98,516 |

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

POPULATION BY AGE GROUP

| Age Cohort | Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area | | | | Projected Mkt Entry April 2023 | 2024 |
|--------------|---|------------------|------------------|--|-----------------------------------|------------------|
| | 2000 | 2010 | 2019 | | | |
| 0-4 | 316,900 | 380,735 | 385,594 | | 408,701 | 416,403 |
| 5-9 | 324,231 | 394,306 | 399,707 | | 412,351 | 416,566 |
| 10-14 | 312,353 | 390,992 | 411,242 | | 423,564 | 427,671 |
| 15-19 | 289,356 | 378,372 | 395,799 | | 410,777 | 415,770 |
| 20-24 | 289,793 | 341,650 | 393,640 | | 400,677 | 403,023 |
| 25-29 | 362,507 | 377,057 | 459,751 | | 457,477 | 456,719 |
| 30-34 | 379,658 | 386,120 | 430,822 | | 492,869 | 513,551 |
| 35-39 | 394,076 | 417,987 | 424,488 | | 458,281 | 469,545 |
| 40-44 | 357,821 | 415,233 | 402,125 | | 427,658 | 436,169 |
| 45-49 | 305,207 | 411,635 | 419,005 | | 404,033 | 399,042 |
| 50-54 | 265,159 | 364,330 | 398,245 | | 406,500 | 409,251 |
| 55-59 | 185,162 | 301,331 | 389,800 | | 385,730 | 384,373 |
| 60-64 | 130,306 | 252,453 | 334,576 | | 364,320 | 374,234 |
| 65-69 | 101,281 | 170,690 | 272,622 | | 304,922 | 315,688 |
| 70-74 | 82,781 | 114,130 | 203,614 | | 234,822 | 245,224 |
| 75-79 | 65,290 | 81,144 | 124,334 | | 162,888 | 175,739 |
| 80-84 | 42,487 | 57,082 | 72,799 | | 92,082 | 98,510 |
| 85+ | 36,415 | 51,481 | 68,099 | | 75,988 | 78,617 |
| Total | 4,240,783 | 5,286,728 | 5,986,262 | | 6,323,637 | 6,436,095 |

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

The largest age cohorts in the PMA are between 20 and 24 and 25 and 29, which indicates the presence of families.

2. Household Trends

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

Total Number of Households and Average Household Size

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

HOUSEHOLDS

| Year | PMA | | Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area | | USA | |
|-----------------------------------|--------|---------------|--|---------------|-------------|---------------|
| | Number | Annual Change | Number | Annual Change | Number | Annual Change |
| 2000 | 30,746 | - | 1,551,771 | - | 105,409,439 | - |
| 2010 | 31,765 | 0.3% | 1,943,884 | 2.5% | 116,716,296 | 1.1% |
| 2019 | 39,144 | 2.5% | 2,195,127 | 1.4% | 125,168,557 | 0.8% |
| Projected Mkt Entry April 2023 | 42,637 | 2.4% | 2,316,833 | 1.5% | 128,484,312 | 0.7% |
| 2024 | 43,801 | 2.4% | 2,357,402 | 1.5% | 129,589,563 | 0.7% |

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 | 2.26 | - | 2.68 | - | 2.59 | - |
| 2010 | 2.07 | -0.8% | 2.67 | 0.0% | 2.58 | -0.1% |
| 2019 | 1.91 | -0.8% | 2.69 | 0.1% | 2.59 | 0.1% |
| Projected Mkt Entry April 2023 | 1.91 | -0.1% | 2.69 | 0.0% | 2.60 | 0.1% |
| 2024 | 1.91 | -0.1% | 2.69 | 0.0% | 2.60 | 0.1% |

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

Between 2010 and 2019, the PMA experienced household growth, at a rate above that of the MSA and the nation. Over the next five years, households in the PMA are expected to grow at a rate of 2.4 percent, which is a growth rate above that of the MSA and above that of the nation as a whole during the same time period. The average household size in the PMA is smaller than the national average at 1.91 persons in 2019. Over the next five years, the average household size is projected to remain relatively similar.

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 | 8,078 | 26.3% | 22,668 | 73.7% |
| 2019 | 11,472 | 29.3% | 27,672 | 70.7% |
| Projected Mkt Entry April 2023 | 12,478 | 29.3% | 30,159 | 70.7% |
| 2024 | 12,813 | 29.3% | 30,988 | 70.7% |

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

As the table illustrates, households within the PMA reside in predominately renter-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a higher percentage of renters in the PMA compared to the nation. This percentage is projected to remain stable over the next five years. However, the number of renter-occupied units in the PMA is expected to increase. The large percentage of renter-occupied residences in the PMA bodes well for the Subject.

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 April 2023 | | 2024 | |
|-------------------|---------------|---------------|--------------------------------|---------------|---------------|---------------|
| | Number | Percentage | Number | Percentage | Number | Percentage |
| \$0-9,999 | 6,380 | 23.1% | 6,663 | 22.1% | 6,757 | 21.8% |
| \$10,000-19,999 | 4,766 | 17.2% | 5,040 | 16.7% | 5,131 | 16.6% |
| \$20,000-29,999 | 3,589 | 13.0% | 3,858 | 12.8% | 3,948 | 12.7% |
| \$30,000-39,999 | 2,790 | 10.1% | 2,962 | 9.8% | 3,019 | 9.7% |
| \$40,000-49,999 | 1,911 | 6.9% | 2,023 | 6.7% | 2,060 | 6.6% |
| \$50,000-59,999 | 1,650 | 6.0% | 1,687 | 5.6% | 1,699 | 5.5% |
| \$60,000-74,999 | 2,071 | 7.5% | 2,320 | 7.7% | 2,403 | 7.8% |
| \$75,000-99,999 | 2,022 | 7.3% | 2,390 | 7.9% | 2,512 | 8.1% |
| \$100,000-124,999 | 1,154 | 4.2% | 1,417 | 4.7% | 1,505 | 4.9% |
| \$125,000-149,999 | 419 | 1.5% | 568 | 1.9% | 618 | 2.0% |
| \$150,000-199,999 | 461 | 1.7% | 589 | 2.0% | 632 | 2.0% |
| \$200,000+ | 459 | 1.7% | 643 | 2.1% | 704 | 2.3% |
| Total | 27,672 | 100.0% | 30,159 | 100.0% | 30,988 | 100.0% |

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

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

| Income Cohort | 2019 | | Projected Mkt Entry April 2023 | | 2024 | |
|-------------------|----------------|---------------|--------------------------------|---------------|----------------|---------------|
| | Number | Percentage | Number | Percentage | Number | Percentage |
| \$0-9,999 | 94,956 | 12.1% | 93,580 | 11.5% | 93,121 | 11.4% |
| \$10,000-19,999 | 112,094 | 14.3% | 108,646 | 13.4% | 107,496 | 13.1% |
| \$20,000-29,999 | 109,706 | 14.0% | 107,987 | 13.3% | 107,414 | 13.1% |
| \$30,000-39,999 | 99,854 | 12.7% | 99,424 | 12.2% | 99,281 | 12.1% |
| \$40,000-49,999 | 82,057 | 10.4% | 83,096 | 10.2% | 83,442 | 10.2% |
| \$50,000-59,999 | 63,585 | 8.1% | 66,375 | 8.2% | 67,305 | 8.2% |
| \$60,000-74,999 | 70,002 | 8.9% | 74,267 | 9.1% | 75,689 | 9.2% |
| \$75,000-99,999 | 64,648 | 8.2% | 71,303 | 8.8% | 73,521 | 9.0% |
| \$100,000-124,999 | 35,249 | 4.5% | 40,405 | 5.0% | 42,124 | 5.1% |
| \$125,000-149,999 | 18,802 | 2.4% | 22,752 | 2.8% | 24,068 | 2.9% |
| \$150,000-199,999 | 17,905 | 2.3% | 21,801 | 2.7% | 23,099 | 2.8% |
| \$200,000+ | 16,753 | 2.1% | 22,100 | 2.7% | 23,882 | 2.9% |
| Total | 785,611 | 100.0% | 811,734 | 100.0% | 820,442 | 100.0% |

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

The Subject will target tenants earning between \$0 and \$59,600. As the table above depicts, approximately 76.3 percent of renter households in the PMA are earning incomes between \$0 and \$59,999, which is greater than the 71.6 percent of renter households in the MSA in 2019. For the projected market entry date of April 2023, these percentages are projected to slightly decrease to 73.7 and 68.8 percent in the PMA and MSA.

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

| Household Size | 2019 | | Projected Mkt Entry April 2023 | | 2024 | |
|-------------------------|---------------|-------------|--------------------------------|-------------|---------------|-------------|
| | Number | Percentage | Number | Percentage | Number | Percentage |
| 1 Person | 15,846 | 57.3% | 17,558 | 58.2% | 18,128 | 58.5% |
| 2 Persons | 6,665 | 24.1% | 7,162 | 23.7% | 7,327 | 23.6% |
| 3 Persons | 2,618 | 9.5% | 2,776 | 9.2% | 2,829 | 9.1% |
| 4 Persons | 1,291 | 4.7% | 1,371 | 4.5% | 1,398 | 4.5% |
| 5+ Persons | 1,252 | 4.5% | 1,293 | 4.3% | 1,306 | 4.2% |
| Total Households | 27,672 | 100% | 30,159 | 100% | 30,988 | 100% |

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

The majority of renter households in the PMA are one to three-person households, indicating the presence of families.

Conclusion

Between 2010 and 2019, there was approximately 2.1 percent annual growth in population in the PMA, which was greater than that of the MSA and the national population over the same time period. Total population in the PMA is projected to increase at a rate of 1.9 percent annually from 2019 through projected market entry and 2024, which is a growth rate above that of the MSA and the nation as a whole during the same time period. The current population of the PMA is 89,842 and is expected to be 96,350 in 2023. The current number of households in the PMA is 39,144 and is expected to be 42,637 in 2023. Renter households are concentrated in the lowest income cohorts, with 76.3 percent of renters in the PMA earning between \$0 and \$59,999 annually. The Subject will target households earning between \$0 and \$59,600. Therefore, the

Subject should be well-positioned to service this market. Overall, population growth in the PMA and the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

G. EMPLOYMENT TRENDS

Employment Trends

Fulton County encompasses the city of Atlanta, which is easily accessed via Interstate 75 and Interstate 85. The largest industries in the PMA are professional/scientific/technological services, educational services, and healthcare/social assistance industries, which collectively comprise 36.8 percent of local employment. Many of Fulton County’s major employers are within close proximity of the subject site. Delta Air Lines, Emory University, and The Home Depot are the three largest employers in the county, each with more than 16,000 employed at several locations throughout the county.

1. Covered Employment

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

COVERED EMPLOYMENT
Fulton County, Georgia

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

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

As illustrated in the table above, Fulton County experienced a weakening economy during the national recession. The county began feeling the effects of the downturn in 2008 with its first employment decrease of the decade. Employment growth quickly rebounded and Fulton County exhibited employment growth from 2011 through year to date 2019, surpassing pre-recessionary employment levels in 2013. Growing total employment through 2018 and early 2019 is a positive indicator of demand for rental housing and, therefore, the Subject’s proposed units. However, it is important to note that the above data is dated and does not reflect the impact from the COVID-19 pandemic, which is discussed and analyzed in further detail following in this section.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Fulton County as of the second quarter of 2018. Note that the data below is the most recent data available.

TOTAL JOBS BY INDUSTRY
Fulton County, Georgia - Q2 2018

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

Source: Bureau of Labor Statistics, 2019

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

2019 EMPLOYMENT BY INDUSTRY

| Industry | PMA | | USA | |
|--------------------------------|-----------------|------------------|--------------------|------------------|
| | Number Employed | Percent Employed | Number Employed | Percent Employed |
| Prof/Scientific/Tech Services | 6,442 | 13.8% | 11,744,228 | 7.3% |
| Educational Services | 6,049 | 13.0% | 14,565,802 | 9.1% |
| Healthcare/Social Assistance | 4,661 | 10.0% | 22,612,482 | 14.1% |
| Retail Trade | 4,457 | 9.6% | 17,127,172 | 10.7% |
| Accommodation/Food Services | 4,390 | 9.4% | 11,738,765 | 7.3% |
| Transportation/Warehousing | 3,080 | 6.6% | 7,876,848 | 4.9% |
| Admin/Support/Waste Mgmt Svcs | 2,639 | 5.7% | 6,106,184 | 3.8% |
| Other Services | 2,491 | 5.3% | 8,141,078 | 5.1% |
| Information | 2,283 | 4.9% | 3,157,650 | 2.0% |
| Public Administration | 1,995 | 4.3% | 7,828,907 | 4.9% |
| Manufacturing | 1,642 | 3.5% | 16,057,876 | 10.0% |
| Finance/Insurance | 1,548 | 3.3% | 7,377,311 | 4.6% |
| Arts/Entertainment/Recreation | 1,525 | 3.3% | 3,332,132 | 2.1% |
| Real Estate/Rental/Leasing | 1,462 | 3.1% | 3,204,043 | 2.0% |
| Construction | 835 | 1.8% | 11,245,975 | 7.0% |
| Wholesale Trade | 765 | 1.6% | 4,183,931 | 2.6% |
| Utilities | 252 | 0.5% | 1,276,400 | 0.8% |
| Mgmt of Companies/Enterprises | 110 | 0.2% | 237,307 | 0.1% |
| Agric/Forestry/Fishing/Hunting | 34 | 0.1% | 1,915,709 | 1.2% |
| Mining | 0 | 0.0% | 819,151 | 0.5% |
| Total Employment | 46,660 | 100.0% | 160,548,951 | 100.0% |

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

Employment in the PMA is concentrated in the professional/scientific/technological services, educational services, and healthcare/social assistance industries, which collectively comprise 36.8 percent of local employment. The large share of PMA employment in the healthcare industry is notable as this industry is historically stable, and exhibits greater resilience during economic downturns. Relative to the overall nation, the PMA features comparatively greater employment in the professional/scientific/technological services, educational services, and information industries. Conversely, the PMA is underrepresented in the manufacturing, construction, and healthcare/social assistance industries.

3. Major Employers

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

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

Source: Metro Atlanta Chamber 2019, retrieved April 2020

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

It is important to note that the largest area employer, Delta Air Lines, has been significantly affected by the COVID-19 pandemic. According to a recent Forbes article published April 22, 2020, Delta Air Lines reported a significant loss in the first quarter of 2020, which was expected. The article cited that the company recently received \$3 billion in credit through private funding and \$5.4 billion under the CARES act, which combined will provide liquidity and payroll support through the coming year as travel is expected to remain well below historical levels for the foreseeable future. At the urging of management, approximately 41,000 of Delta’s 90,000 employees have voluntarily taken unpaid leave as of June 2020. According to a CNBC article published June 9, 2020, the terms of a \$25 billion federal aid package prohibit airlines from laying off or cutting employee pay rates before October 2020. Delta has offered many of its employees voluntary separation or leave options in anticipation of layoffs after the October deadline. A Motley Fool article published July 2, 2020 reports that Delta plans to issue WARN notices for 2,558 pilots, notifying them of potential furloughs. This represents nearly 20% of Delta’s pilots. Despite this, a financial analyst cited in the recent Forbes article states Delta is one of the airlines best positioned to withstand the travel downturn related to the COVID-19 pandemic.

Expansions/Contractions

The following tables illustrate the layoffs and closures of significance that occurred or were announced since January 1, 2018 in Fulton County, Georgia according to the Georgia Department of Labor.

WARN LISTINGS - FULTON COUNTY, GA 2018-2020 YTD

| Company | Industry | Employees Affected | Layoff Date |
|---|-----------------------|--------------------|-------------|
| Exide Technologies | Manufacturing | 298 | 7/21/2020 |
| XPO Logistics | Transportation | 226 | 5/31/2020 |
| Merritt Hospitality, LLC | Hospitality | 435 | 5/21/2020 |
| Gate Gourmet, Inc. | Retail Trade | 2,001 | 5/7/2020 |
| Enterprise Holdings | Transportation | 110 | 4/30/2020 |
| ACTS-Aviation Security, Inc. | Security | 90 | 4/30/2020 |
| Integrity Transformations Community Development Corp. | Social Assistance | 3 | 4/20/2020 |
| Select Medical | Healthcare | 60 | 4/17/2020 |
| The Martin-Brower Company, LLC | Transportation | 84 | 4/7/2020 |
| Carestream Dental LLC | Hospitality | 196 | 4/6/2020 |
| Primrose School Franchising Company LLC | Education | 59 | 4/6/2020 |
| Beeline Canada Accessories | Staffing Services | 12 | 4/4/2020 |
| Asbury Automotive | Retail Trade | 41 | 4/3/2020 |
| Mindbody, Inc. | Technology | 89 | 4/3/2020 |
| RA Sushi Atlanta Midtown Corp. | Restaurants | 94 | 4/2/2020 |
| The Finish Line, Inc. | Retail Trade | 91 | 4/1/2020 |
| Cox Corporate Service | Telecommunications | 81 | 3/31/2020 |
| Paper Source | Retail Trade | 19 | 3/29/2020 |
| Suit Supply (USA), Inc. | Retail Trade | 28 | 3/29/2020 |
| Focus Brands, LLC | Restaurants | 136 | 3/27/2020 |
| G2 Secure Staff, LLC | Aviation | 122 | 3/27/2020 |
| Gate Gourmet, Inc. | Retail Trade | 500 | 3/25/2020 |
| AlSCO | Wholesale Trade | 117 | 3/25/2020 |
| PCAM LLC | Transportation | 100 | 3/25/2020 |
| Golden Gate America East, LLC | Professional Services | 378 | 3/22/2020 |
| Barteca | Restaurants | 228 | 3/21/2020 |
| Crestline Hotels & Resorts | Hospitality | 239 | 3/20/2020 |
| Quixote Studios, LLC | Equipment Rental | 13 | 3/20/2020 |
| Crowne Plaza Atlanta Airport | Hospitality | 57 | 3/20/2020 |
| BJS Roasters | Restaurants | 10 | 3/19/2020 |
| Cinuenta LLC | Restaurants | 38 | 3/19/2020 |
| Kale Me Crazy | Restaurants | 15 | 3/19/2020 |
| Uncle Julios | Restaurants | 73 | 3/19/2020 |
| Prospect International Airport Services Corp. | Aviation | 113 | 3/18/2020 |
| Miguel Wilson Collection | Retail Trade | 10 | 3/18/2020 |
| Renaissance Hotel Management Co, LLC | Hospitality | 86 | 3/17/2020 |
| Razor Sharp Records South Inc. | Media | 1 | 3/17/2020 |
| Master Creations, Inc. | Manufacturing | 4 | 3/17/2020 |
| Big Daddy's Southern Cuisine | Restaurants | 7 | 3/17/2020 |
| Global Concessions, Inc. | Retail Trade | 200 | 3/16/2020 |
| Pot Likker Creations, LLC | Restaurants | 100 | 3/16/2020 |
| Punch Bowl Social | Restaurants | 173 | 3/16/2020 |
| Kai Kare LLC | N/A | 34 | 3/16/2020 |
| Hooters of America, LLC | Restaurants | 414 | 3/16/2020 |
| Marriott Hotels & Resorts | Hospitality | 138 | 3/16/2020 |
| Inspire Restaurant Group LLC | Restaurants | 30 | 3/15/2020 |
| The Peachtree Club | Hospitality | 9 | 3/13/2020 |
| Airport Retail Management (ARM) | Retail Trade | 196 | 3/13/2020 |
| Austrian Motors, Ltd. | Retail Trade | 5 | 3/2/2020 |
| Mahogany Interiors, LLC | Construction | 2 | 2/1/2020 |
| Walmart | Retail Trade | 20 | 1/3/2020 |
| Total | | 7,585 | |

Source: Georgia Department of Labor, June 2020

WARN LISTINGS - FULTON COUNTY, GA 2018-2019

| Company | Industry | Employees Affected | Layoff Date |
|--------------------------------------|------------------------------|--------------------|-------------|
| Inpax | Transportation | 62 | 12/1/2019 |
| Cox Media Group | Media | 87 | 10/29/2019 |
| Kellogg Company | Food Processing | 108 | 10/10/2019 |
| CoStar Group | Real Estate | 54 | 9/27/2019 |
| ABM Aviation | Facility Management | 202 | 9/15/2019 |
| CoStar Group | Real Estate | 119 | 9/9/2019 |
| 255 Peter's Street Lounge | Food Services | 50 | 9/8/2019 |
| DHL Supply Chain | Transportation | 85 | 7/15/2019 |
| Aramark Educational Services, LLC | Facility Management | 416 | 6/30/2019 |
| Sodexo, Inc. | Facility Management | 278 | 6/30/2019 |
| Arcadia Group (USA) Limited | Retail Trade | 39 | 6/19/2019 |
| Kellogg Company | Food Processing | 20 | 4/26/2019 |
| Jacobson Warehouse Company, Inc. | Warehousing | 48 | 3/31/2019 |
| Worldplay, LLC | Financial Technology | 234 | 3/31/2019 |
| Facet Technologies | Healthcare | 119 | 3/1/2019 |
| ABM Aviation | Facility Management | 144 | 4/12/2019 |
| ABM Aviation | Facility Management | 32 | 1/1/2019 |
| Total | | 2,097 | |
| Conifer Revenue Cycle Solutions, LLC | Healthcare/Social Assistance | 83 | 12/31/2018 |
| Conifer Revenue Cycle Solutions, LLC | Healthcare/Social Assistance | 54 | 12/31/2018 |
| Legal Sea Foods, LLC | Food Processing | 78 | 12/18/2018 |
| Bank of America | Finance | 100 | 11/24/2018 |
| Sodexo - Atlanta Medical Center | Healthcare | 81 | 11/18/2018 |
| Morrison Healthcare | Healthcare | 162 | 7/31/2018 |
| Owens-Brockway Glass Container, Inc. | Manufacturing | 256 | 7/18/2018 |
| Parsec | Transportation | 206 | 7/2/2018 |
| US Healthworks | Healthcare/Social Assistance | 70 | 5/30/2018 |
| DHL | Transportation | 498 | 5/3/2018 |
| Coca-Cola | Food Processing | 231 | 4/30/2018 |
| Comcast | Communications | 290 | 2/26/2018 |
| Total | | 2,109 | |
| Overall Total | | 11,791 | |

Source: Georgia Department of Labor, June 2020

As illustrated in the above table, there was a steady but modest pace of layoffs through 2019, representing less than one percent of total MSA employment. However, beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response.

However, governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without repricing and rent

collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area.

It is important to note that the largest area employer, Delta Air Lines, has been significantly affected by the COVID-19 pandemic. According to a recent Forbes article published April 22, 2020, Delta Air Lines reported a significant loss in the first quarter of 2020, which was expected. The article cited that the company recently received \$3 billion in credit through private funding and \$5.4 billion under the CARES act, which combined will provide liquidity and payroll support through the coming year as travel is expected to remain well below historical levels for the foreseeable future. At the urging of management, approximately 41,000 of Delta's 90,000 employees have voluntarily taken unpaid leave as of June 2020. According to a CNBC article published June 9, 2020, the terms of a \$25 billion federal aid package prohibit airlines from laying off or cutting employee pay rates before October 2020. Delta has offered many of its employees voluntary separation or leave options in anticipation of layoffs after the October deadline. A Motley Fool article published July 2, 2020 reports that Delta plans to issue WARN notices for 2,558 pilots, notifying them of potential furloughs. This represents nearly 20% of Delta's pilots. Despite this, a financial analyst cited in the recent Forbes article states Delta is one of the airlines best positioned to withstand the travel downturn related to the COVID-19 pandemic.

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

2018-2019 BUSINESS OPENINGS & EXPANSIONS
FULTON COUNTY, GA

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

Source: The Metro Atlanta Chamber of Commerce, June 2020

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

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA from 2004 to April 2020.

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

| | <u>Atlanta-Sandy Springs-Roswell, GA</u> | | | <u>USA</u> | | |
|-------------------|--|----------|------------------------|------------------|----------|------------------------|
| | <u>Metropolitan Statistical Area</u> | | | | | |
| | Total Employment | % Change | Differential from peak | Total Employment | % Change | Differential from peak |
| 2004 | 2,382,163 | - | -20.3% | 139,252,000 | - | -11.6% |
| 2005 | 2,445,674 | 2.7% | -18.2% | 141,730,000 | 1.8% | -10.0% |
| 2006 | 2,538,141 | 3.8% | -15.1% | 144,427,000 | 1.9% | -8.3% |
| 2007 | 2,618,825 | 3.2% | -12.4% | 146,047,000 | 1.1% | -7.3% |
| 2008 | 2,606,822 | -0.5% | -12.8% | 145,363,000 | -0.5% | -7.7% |
| 2009 | 2,452,057 | -5.9% | -18.0% | 139,878,000 | -3.8% | -11.2% |
| 2010 | 2,440,037 | -0.5% | -18.4% | 139,064,000 | -0.6% | -11.7% |
| 2011 | 2,486,895 | 1.9% | -16.8% | 139,869,000 | 0.6% | -11.2% |
| 2012 | 2,545,474 | 2.4% | -14.9% | 142,469,000 | 1.9% | -9.6% |
| 2013 | 2,572,589 | 1.1% | -14.0% | 143,929,000 | 1.0% | -8.6% |
| 2014 | 2,611,988 | 1.5% | -12.6% | 146,305,000 | 1.7% | -7.1% |
| 2015 | 2,672,682 | 2.3% | -10.6% | 148,833,000 | 1.7% | -5.5% |
| 2016 | 2,786,479 | 4.3% | -6.8% | 151,436,000 | 1.7% | -3.9% |
| 2017 | 2,892,848 | 3.8% | -3.2% | 153,337,000 | 1.3% | -2.7% |
| 2018 | 2,941,061 | 1.7% | -1.6% | 155,761,000 | 1.6% | -1.1% |
| 2019 | 2,989,672 | 1.7% | 0.0% | 157,538,000 | 1.1% | 0.0% |
| 2020 YTD Average* | 2,900,973 | -3.0% | - | 148,193,000 | -5.9% | - |
| Apr-2019 | 2,960,264 | - | - | 156,710,000 | - | - |
| Apr-2020 | 2,559,638 | -13.5% | - | 133,326,000 | -14.9% | - |

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

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

| | <u>Atlanta-Sandy Springs-Roswell, GA</u> | | | <u>USA</u> | | |
|-------------------|--|--------|------------------------|-------------------|--------|------------------------|
| | <u>Metropolitan Statistical Area</u> | | | | | |
| | Unemployment Rate | Change | Differential from peak | Unemployment Rate | Change | Differential from peak |
| 2004 | 4.8% | - | 1.5% | 5.5% | - | 1.9% |
| 2005 | 5.4% | 0.6% | 2.1% | 5.1% | -0.5% | 1.4% |
| 2006 | 4.7% | -0.7% | 1.4% | 4.6% | -0.5% | 1.0% |
| 2007 | 4.4% | -0.2% | 1.2% | 4.6% | 0.0% | 1.0% |
| 2008 | 6.2% | 1.7% | 2.9% | 5.8% | 1.2% | 2.1% |
| 2009 | 9.9% | 3.8% | 6.7% | 9.3% | 3.5% | 5.6% |
| 2010 | 10.3% | 0.4% | 7.0% | 9.6% | 0.3% | 6.0% |
| 2011 | 9.9% | -0.4% | 6.6% | 9.0% | -0.7% | 5.3% |
| 2012 | 8.8% | -1.1% | 5.6% | 8.1% | -0.9% | 4.4% |
| 2013 | 7.8% | -1.0% | 4.5% | 7.4% | -0.7% | 3.7% |
| 2014 | 6.7% | -1.1% | 3.5% | 6.2% | -1.2% | 2.5% |
| 2015 | 5.7% | -1.0% | 2.5% | 5.3% | -0.9% | 1.6% |
| 2016 | 5.1% | -0.6% | 1.9% | 4.9% | -0.4% | 1.2% |
| 2017 | 4.5% | -0.6% | 1.3% | 4.4% | -0.5% | 0.7% |
| 2018 | 3.8% | -0.7% | 0.5% | 3.9% | -0.4% | 0.2% |
| 2019 | 3.3% | -0.5% | 0.0% | 3.7% | -0.2% | 0.0% |
| 2020 YTD Average* | 5.9% | 2.6% | - | 7.9% | 4.3% | - |
| Apr-2019 | 3.0% | - | - | 3.3% | - | - |
| Apr-2020 | 12.7% | 9.7% | - | 14.4% | 11.1% | - |

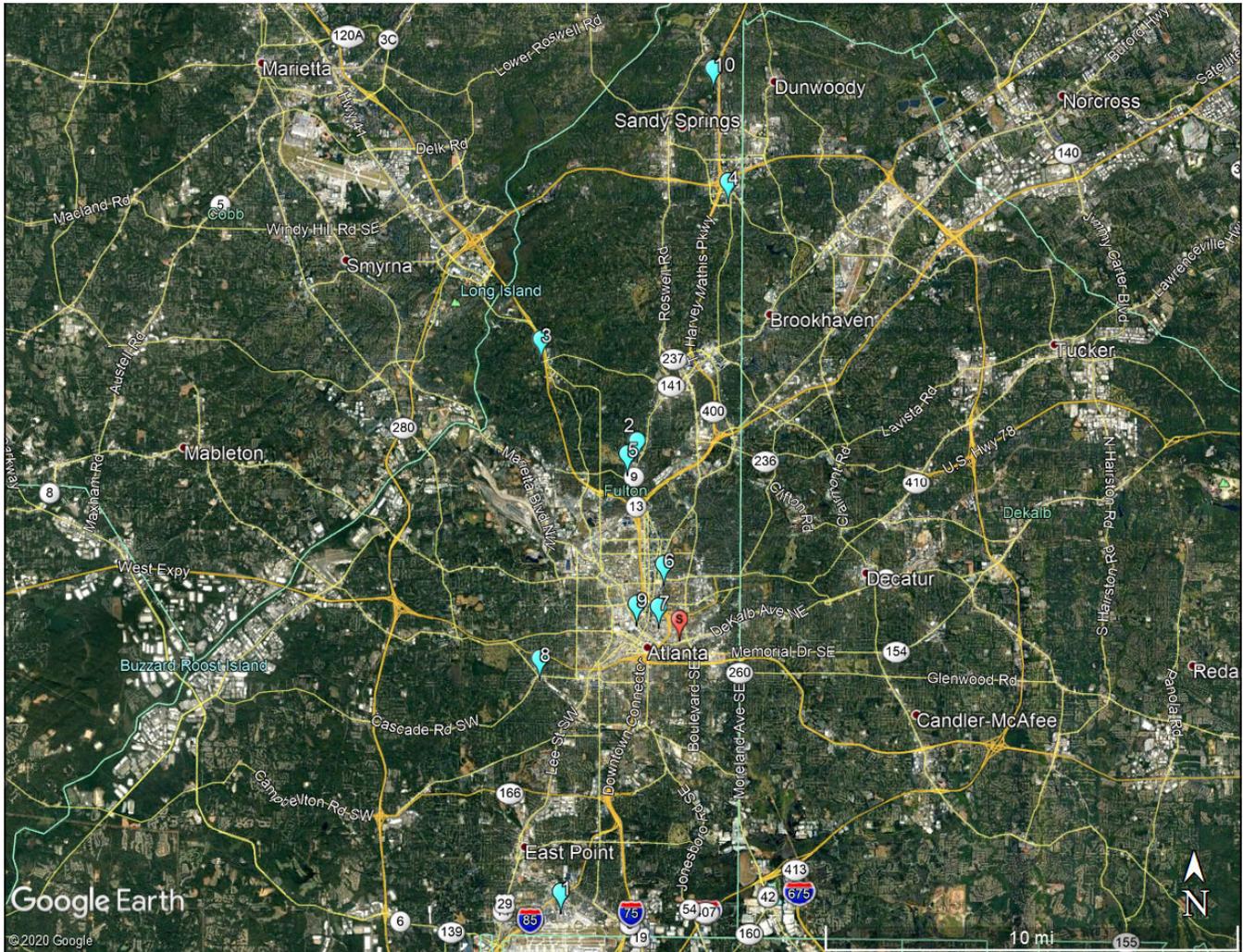
Source: U.S. Bureau of Labor Statistics, June 2020

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 2004 and 2007. The effects of the recession were particularly pronounced in the MSA, which suffered a 6.9 percent contraction in employment growth (2007-2010), well above the 4.9 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 April 2020, MSA employment is below its post-recessionary high and was decreasing at a rate of 13.5 percent, compared to a 14.9 percent decrease across the overall nation. Thus, it appears the area has been negatively impacted 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 5.9 percentage point increase in unemployment, compared to only a 5.0 percentage point increase across the overall nation. Since 2012, the MSA generally experienced a higher unemployment rate compared to the overall nation. 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.

5. Map of Site and Major Employment Concentrations

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



Source: Google Earth, June 2020

MAJOR EMPLOYERS - FULTON COUNTY, GA

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

Source: Metro Atlanta Chamber 2019, retrieved April 2020

6. Conclusion

Employment in the PMA is concentrated in the professional/scientific/technological services, educational services, and healthcare/social assistance industries, which collectively comprise 36.8 percent of local employment. The large share of PMA employment in the healthcare industry is notable as this industry is historically stable, and exhibits greater resilience during economic downturns. Relative to the overall nation, the PMA features comparatively greater employment in the professional/scientific/technological services, educational services, and information industries. Conversely, the PMA is underrepresented in the manufacturing, construction, and healthcare/social assistance industries.

It is important to note that the largest area employer, Delta Air Lines, has been significantly affected by the COVID-19 pandemic. According to a recent Forbes article published April 22, 2020, Delta Air Lines reported a significant loss in the first quarter of 2020, which was expected. The article cited that the company recently received \$3 billion in credit through private funding and \$5.4 billion under the CARES act, which combined will provide liquidity and payroll support through the coming year as travel is expected to remain well below historical levels for the foreseeable future. At the urging of management, approximately 41,000 of Delta's 90,000 employees have voluntarily taken unpaid leave as of June 2020. According to a CNBC article published June 9, 2020, the terms of a \$25 billion federal aid package prohibit airlines from laying off or cutting employee pay rates before October 2020. Delta has offered many of its employees voluntary separation or leave options in anticipation of layoffs after the October deadline. A Motley Fool article published July 2, 2020 reports that Delta plans to issue WARN notices for 2,558 pilots, notifying them of potential furloughs. This represents nearly 20% of Delta's pilots. Despite this, a financial analyst cited in the recent Forbes article states Delta is one of the airlines best positioned to withstand the travel downturn related to the COVID-19 pandemic.

Since 2012, job growth in the MSA generally exceeded the nation. As of April 2020, MSA employment is below its post-recessionary high and was decreasing at a rate of 13.5 percent, compared to a 14.9 percent decrease across the overall nation. Thus, it appears the area has been negatively impacted 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. Since 2012, the MSA generally experienced a higher unemployment rate compared to the overall nation. 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.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency response. However, governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject's market area. We believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments).

H. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

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

1. Income Restrictions

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

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

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

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

2. Affordability

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

FAMILY INCOME LIMITS - AS PROPOSED

| Unit Type | Minimum Allowable Income | Maximum Allowable Income |
|-----------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| | @30% (PSH) | | @60% | | @80% | | Market | |
| OBR | \$0 | \$17,370 | - | - | - | - | \$11,931 | \$57,900 |
| 1BR | - | - | \$31,886 | \$39,720 | \$42,549 | \$52,960 | - | - |
| 2BR | - | - | \$38,297 | \$44,700 | \$51,086 | \$59,600 | - | - |

FAMILY INCOME LIMITS - ABSENT SUBSIDY

| Unit Type | Minimum Allowable Income | Maximum Allowable Income |
|-----------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| | @30% | | @60% | | @80% | | Market | |
| OBR | \$14,880 | \$17,370 | - | - | - | - | \$20,126 | \$57,900 |
| 1BR | - | - | \$31,886 | \$39,720 | \$42,549 | \$52,960 | - | - |
| 2BR | - | - | \$38,297 | \$44,700 | \$51,086 | \$59,600 | - | - |

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 2023, the anticipated date of market entry, as the base year for the analysis. Therefore, 2019 household population estimates are inflated to 2023 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 2023. This number takes the overall growth from 2019 to 2023 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 2020 GA DCA Qualified Allocation Plan (QAP) and Market Study Manual, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we do not account for leakage from outside the PMA boundaries in our demand analysis.

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

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

Net Demand

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

Additions to Supply

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

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

Per GA DCA guidelines, competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the Subject development. Fifteen properties were allocated since 2017. The following table illustrates these recently-allocated properties.

COMPETITIVE SUPPLY 2017 - PRESENT

| Property Name | Program | Tenancy | Status | # of Competitive Units |
|--------------------------------|-----------------|---------------|----------------------|------------------------|
| City Views at Rosa Burney Park | Section 8 | Mixed-tenancy | Proposed renovations | 0 |
| 55 Milton | LIHTC/PSH | Family | Proposed | 91 |
| Capitol View | LIHTC/Section 8 | Family | Under renovations | 66 |
| Thrive Sweet Auburn | LIHTC/PSH | Family | Proposed | 56 |
| Madison Reynoldstown | LIHTC/Section 8 | Family | Proposed | 65 |
| Herndon Homes Senior | Section 8 | Senior | Proposed | 0 |
| Big Bethel Tower Apartments | Section 8 | Family | Proposed renovations | 0 |
| Edgewood Center II | PSH | Homeless | Proposed | 0 |
| Oasis of Vine City | Public Housing | Senior | Under construction | 0 |
| The Avery | LIHTC/Market | Family | Proposed | 93 |
| Station 464 (City Lights II) | Public Housing | Family | Complete | 0 |
| Quest Commons West | LIHTC/Market | Family | Under construction | 29 |
| Capitol Vanira Apartments | Section 8 | Senior | Complete | 0 |
| Maggie Russell Towers | Section 8 | Senior | Complete | 0 |
| Wheat Street Towers | Section 8 | Family | Complete | 0 |

- City Views at Rosa Burney Park is an existing, mixed-tenancy, Section 8 property that was awarded tax credits in 2019 for renovations. Following renovations, all units at this property will continue to operate with a Section 8 subsidy. Therefore, none of these units will be considered competitive with the Subject.
- 55 Milton is a proposed development that was awarded tax credits in 2019 for the new construction of 156 one, two, and three-bedroom units restricted to the 50, 60, and 80 percent of AMI levels. Additionally, 18 units will operate with an additional subsidy and tenants will pay 30 percent of their income towards rent. The 91 one and two-bedroom units at the 60 and 80 percent of AMI levels are expected to be directly competitive with the Subject and will be deducted from our demand analysis.
- Capitol View is an existing market rate property that was awarded tax credits in 2019 for the renovation of 120 one and two-bedroom units restricted to the 40, 50, 60, and 70 percent of AMI levels. Additionally, 24 units will operate with an additional subsidy and tenants will pay 30 percent of their income towards rent. The 66 one and two-bedroom units at 60 percent of AMI are expected to be directly competitive with the Subject and will be deducted from our demand analysis.

- Thrive Sweet Auburn is a proposed development that was awarded tax credits in 2019 for the new construction of 117 one, two and three-bedroom units restricted to the 30, 60, and 80 percent of AMI levels. Additionally, 23 units will operate with an additional subsidy and tenants will pay 30 percent of their income towards rent. The 56 one and two-bedroom units at the 60 and 80 percent of AMI levels are expected to be directly competitive with the Subject and will be deducted from our demand analysis.
- Madison Reynoldstown is a proposed development that was awarded tax credits in 2018 for the new construction of 116 one, two and three-bedroom units restricted to the 30, 60, and 80 percent of AMI levels. Additionally, 46 units will operate with an additional subsidy and tenants will pay 30 percent of their income towards rent. The 65 one and two-bedroom units at the 60 and 80 percent of AMI levels are expected to be directly competitive with the Subject and will be deducted from our demand analysis.
- Herndon Homes Senior was allocated in 2018 for the new construction of 97 PBRA units targeting seniors in Atlanta. Given the subsidized rents, this property will not directly compete with the Subject and these units have not been deducted in our demand analysis.
- Big Bethel Tower Apartments is an existing, family, Section 8 property that was awarded tax credits in 2018 for renovations. Following renovations, all 180 units at this property will continue to operate with a Section 8 subsidy. Therefore, none of these units will be considered competitive with the Subject.
- Edgewood Center II is an existing development that was awarded tax credits in 2018 for renovations. The property will offer a total of 50 units upon completion, all of which will target formerly homeless households and operate with a project-based subsidy. Based on this project's subsidy, none of these units will be directly competitive with the Subject.
- Oasis of Vine City was awarded financing in 2018 for the new construction of 105 units for low income seniors. All units at this property will operate with project-based subsidies and tenants will pay 30 percent of their income towards rent. Based on this project's subsidy and age-restriction, none of these units will be directly competitive with the Subject.
- The Avery is a recently completed development that was awarded tax credits in 2018. This property offers a total of 129 units for family households including 103 LIHTC units restricted to the 60 percent of AMI level and 26 unrestricted market rate units. This property will offer one, two and three-bedroom units. The 93 one and two-bedroom units at 60 percent AMI are expected to be competitive with the Subject and will be deducted from our demand analysis.
- Station 464 (City Lights II) was awarded tax exempt bond financing in 2017 for the new construction of 96 units targeting family households. The property offers studio, one and two-bedroom units. However, all of these units operate with a project-based subsidy and tenants will pay 30 percent of their income towards rent. Therefore, none of these units will be considered competitive with the Subject.
- Quest Commons West is an under construction development that was awarded tax credits in 2017 for the new construction of 53 one, two and three-bedroom units restricted to the 50 and 60 percent of AMI level as well as market rate. The 29 LIHTC units at the 60 percent of AMI level are expected to be directly competitive with the Subject and will be deducted from our demand analysis.
- Capitol Vanira Apartments and Maggie Russell Towers are existing, 60-unit and 150-unit, age-restricted, Section 8 properties. These development was awarded tax exempt bond financing in 2017 under the name The Residences at Maggie Capitol for the renovation of all 210 units. As these properties target seniors and all units are expected to maintain their subsidy following renovations, we will not deduct any units at these developments from our demand analysis.
- Wheat Street Towers an existing, family, Section 8 property that was awarded tax credits in 2017 for renovations. Following renovations, all 210 units at this property will continue to operate with a Section 8 subsidy. Therefore, none of these units will be considered competitive with the Subject.

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 | 60% AMI | 80% AMI | Unrestricted | Overall |
|--------------|----------|------------|-----------|--------------|------------|
| 0BR | 0 | - | - | 0 | 0 |
| 1BR | - | 148 | 43 | - | 191 |
| 2BR | - | 184 | 25 | - | 209 |
| Total | 0 | 332 | 68 | 0 | 400 |

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 2023 are illustrated in the previous section of this report.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

| Income Cohort | 2019 | | Projected Mkt Entry April 2023 | | 2024 | |
|-------------------|---------------|---------------|--------------------------------|---------------|---------------|---------------|
| | Number | Percentage | Number | Percentage | Number | Percentage |
| \$0-9,999 | 6,380 | 23.1% | 6,663 | 22.1% | 6,757 | 21.8% |
| \$10,000-19,999 | 4,766 | 17.2% | 5,040 | 16.7% | 5,131 | 16.6% |
| \$20,000-29,999 | 3,589 | 13.0% | 3,858 | 12.8% | 3,948 | 12.7% |
| \$30,000-39,999 | 2,790 | 10.1% | 2,962 | 9.8% | 3,019 | 9.7% |
| \$40,000-49,999 | 1,911 | 6.9% | 2,023 | 6.7% | 2,060 | 6.6% |
| \$50,000-59,999 | 1,650 | 6.0% | 1,687 | 5.6% | 1,699 | 5.5% |
| \$60,000-74,999 | 2,071 | 7.5% | 2,320 | 7.7% | 2,403 | 7.8% |
| \$75,000-99,999 | 2,022 | 7.3% | 2,390 | 7.9% | 2,512 | 8.1% |
| \$100,000-124,999 | 1,154 | 4.2% | 1,417 | 4.7% | 1,505 | 4.9% |
| \$125,000-149,999 | 419 | 1.5% | 568 | 1.9% | 618 | 2.0% |
| \$150,000-199,999 | 461 | 1.7% | 589 | 2.0% | 632 | 2.0% |
| \$200,000+ | 459 | 1.7% | 643 | 2.1% | 704 | 2.3% |
| Total | 27,672 | 100.0% | 30,159 | 100.0% | 30,988 | 100.0% |

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

30% AMI (As Proposed)

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @30%

| Minimum Income Limit | | \$0 | | Maximum Income Limit | | \$17,370 | |
|--------------------------------------|------------------------------------|---------------|-----------------|-----------------------|----------------------------------|----------|--|
| New Renter Households - Total Change | | | | | | | |
| Income Category | in Households PMA 2019 to Prj Mrkt | | Income Brackets | Percent within Cohort | Renter Households within Bracket | | |
| Entry April 2023 | | | | | | | |
| \$0-9,999 | 283 | 11.4% | \$9,999 | 100.0% | 283 | | |
| \$10,000-19,999 | 274 | 11.0% | \$7,370 | 73.7% | 202 | | |
| \$20,000-29,999 | 269 | 10.8% | \$0 | 0.0% | 0 | | |
| \$30,000-39,999 | 172 | 6.9% | \$0 | 0.0% | 0 | | |
| \$40,000-49,999 | 112 | 4.5% | \$0 | 0.0% | 0 | | |
| \$50,000-59,999 | 37 | 1.5% | \$0 | 0.0% | 0 | | |
| \$60,000-74,999 | 249 | 10.0% | \$0 | 0.0% | 0 | | |
| \$75,000-99,999 | 368 | 14.8% | \$0 | 0.0% | 0 | | |
| \$100,000-124,999 | 263 | 10.6% | \$0 | 0.0% | 0 | | |
| \$125,000-149,999 | 149 | 6.0% | \$0 | 0.0% | 0 | | |
| \$150,000-199,999 | 128 | 5.2% | \$0 | 0.0% | 0 | | |
| \$200,000+ | 184 | 7.4% | \$0 | 0.0% | 0 | | |
| Total | 2,487 | 100.0% | | 19.5% | 485 | | |

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @30%

| Minimum Income Limit | | \$0 | | Maximum Income Limit | | \$17,370 | |
|----------------------|----------------------------------|---------------|-----------------|-----------------------|---------------------------|----------|--|
| Income Category | Total Renter Households PMA 2019 | | Income Brackets | Percent within Cohort | Households within Bracket | | |
| \$0-9,999 | 6,380 | 23.1% | \$9,999 | 100.0% | 6,380 | | |
| \$10,000-19,999 | 4,766 | 17.2% | \$7,370 | 73.7% | 3,513 | | |
| \$20,000-29,999 | 3,589 | 13.0% | \$0 | 0.0% | 0 | | |
| \$30,000-39,999 | 2,790 | 10.1% | \$0 | 0.0% | 0 | | |
| \$40,000-49,999 | 1,911 | 6.9% | \$0 | 0.0% | 0 | | |
| \$50,000-59,999 | 1,650 | 6.0% | \$0 | 0.0% | 0 | | |
| \$60,000-74,999 | 2,071 | 7.5% | \$0 | 0.0% | 0 | | |
| \$75,000-99,999 | 2,022 | 7.3% | \$0 | 0.0% | 0 | | |
| \$100,000-124,999 | 1,154 | 4.2% | \$0 | 0.0% | 0 | | |
| \$125,000-149,999 | 419 | 1.5% | \$0 | 0.0% | 0 | | |
| \$150,000-199,999 | 461 | 1.7% | \$0 | 0.0% | 0 | | |
| \$200,000+ | 459 | 1.7% | \$0 | 0.0% | 0 | | |
| Total | 27,672 | 100.0% | | 35.8% | 9,893 | | |

ASSUMPTIONS - @30%

| Persons in Household | OBR | 1BR | 2BR | 3BR | 4BR+ |
|----------------------|-----|-----|-----|-----|------|
| 1 | 20% | 60% | 20% | 0% | 0% |
| 2 | 0% | 20% | 80% | 0% | 0% |
| 3 | 0% | 0% | 60% | 40% | 0% |
| 4 | 0% | 0% | 30% | 40% | 30% |
| 5+ | 0% | 0% | 0% | 50% | 50% |

| | | | |
|-------------|--------|-----------------------------|-----|
| Tenancy | Family | % of Income towards Housing | 35% |
| Rural/Urban | Urban | Maximum # of Occupants | 3 |

Demand from New Renter Households 2019 to April 2023

| | |
|---|------------|
| Income Target Population | @30% |
| New Renter Households PMA | 2,487 |
| Percent Income Qualified | 19.5% |
| New Renter Income Qualified Households | 485 |

Demand from Existing Households 2019

Demand from Rent Overburdened Households

| | |
|---|--------------|
| Income Target Population | @30% |
| Total Existing Demand | 27,672 |
| Income Qualified | 35.8% |
| Income Qualified Renter Households | 9,893 |
| Percent Rent Overburdened Prj Mrkt Entry April 2023 | 44.3% |
| Rent Overburdened Households | 4,379 |

Demand from Living in Substandard Housing

| | |
|---|------------|
| Income Qualified Renter Households | 9,893 |
| Percent Living in Substandard Housing | 1.2% |
| Households Living in Substandard Housing | 119 |

Senior Households Converting from Homeownership

| | |
|--|----------|
| Income Target Population | @30% |
| Total Senior Homeowners | 0 |
| Rural Versus Urban | 2.0% |
| Senior Demand Converting from Homeownership | 0 |

Total Demand

| | |
|--|--------------|
| Total Demand from Existing Households | 4,498 |
| Total New Demand | 485 |
| Total Demand (New Plus Existing Households) | 4,982 |

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

By Bedroom Demand

| | | |
|---------------|---------------|--------------|
| One Person | 58.2% | 2,900 |
| Two Persons | 23.7% | 1,183 |
| Three Persons | 9.2% | 459 |
| Four Persons | 4.5% | 227 |
| Five Persons | 4.3% | 214 |
| Total | 100.0% | 4,982 |

To place Person Demand into Bedroom Type Units

| | | |
|--|-----|--------------|
| Of one-person households in studio units | 20% | 580 |
| 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 | 60% | 1740 |
| Of two-person households in 1BR units | 20% | 237 |
| 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 | 20% | 580 |
| Of two-person households in 2BR units | 80% | 946 |
| Of three-person households in 2BR units | 60% | 275 |
| Of four-person households in 2BR units | 30% | 68 |
| Of five-person households in 2BR units | 0% | 0 |
| Of one-person households in 3BR units | 0% | 0 |
| Of two-person households in 3BR units | 0% | 0 |
| Of three-person households in 3BR units | 40% | 183 |
| Of four-person households in 3BR units | 40% | 91 |
| Of five-person households in 3BR units | 50% | 107 |
| Of one-person households in 4BR units | 0% | 0 |
| Of two-person households in 4BR units | 0% | 0 |
| Of three-person households in 4BR units | 0% | 0 |
| Of four-person households in 4BR units | 30% | 68 |
| Of five-person households in 4BR units | 50% | 107 |
| 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 | | 4,982 |

| Total Demand (Subject Unit Types) | | | Additions to Supply | | Net Demand |
|-----------------------------------|------------|---|---------------------|---|------------|
| 0 BR | 580 | - | 0 | = | 580 |
| 1 BR | - | - | - | = | - |
| 2 BR | - | - | - | = | - |
| 3 BR | - | - | - | = | - |
| 4 BR | - | - | - | = | - |
| 5 BR | - | - | - | = | - |
| Total | 580 | | 0 | | 580 |

| Developer's Unit Mix | | | Net Demand | Capture Rate | |
|----------------------|-----------|---|------------|--------------|-------------|
| 0 BR | 30 | / | 580 | = | 5.2% |
| 1 BR | - | / | - | = | - |
| 2 BR | - | / | - | = | - |
| 3 BR | - | / | - | = | - |
| 4 BR | - | / | - | = | - |
| 5 BR | - | / | - | = | - |
| Total | 30 | | 580 | | 5.2% |

60% AMI (As Proposed)

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

| Minimum Income Limit | | \$31,886 | | Maximum Income Limit | | \$44,700 | |
|--------------------------------------|------------------------------------|---------------|-----------------|-----------------------|-------------------|----------|----------------|
| New Renter Households - Total Change | | | | | | | |
| Income Category | in Households PMA 2019 to Prj Mrkt | | Income Brackets | Percent within Cohort | Renter Households | | within Bracket |
| Entry April 2023 | | | | | | | |
| \$0-9,999 | 283 | 11.4% | \$0 | 0.0% | 0 | | |
| \$10,000-19,999 | 274 | 11.0% | \$0 | 0.0% | 0 | | |
| \$20,000-29,999 | 269 | 10.8% | \$0 | 0.0% | 0 | | |
| \$30,000-39,999 | 172 | 6.9% | \$8,113 | 81.1% | 139 | | |
| \$40,000-49,999 | 112 | 4.5% | \$4,700 | 47.0% | 53 | | |
| \$50,000-59,999 | 37 | 1.5% | \$0 | 0.0% | 0 | | |
| \$60,000-74,999 | 249 | 10.0% | \$0 | 0.0% | 0 | | |
| \$75,000-99,999 | 368 | 14.8% | \$0 | 0.0% | 0 | | |
| \$100,000-124,999 | 263 | 10.6% | \$0 | 0.0% | 0 | | |
| \$125,000-149,999 | 149 | 6.0% | \$0 | 0.0% | 0 | | |
| \$150,000-199,999 | 128 | 5.2% | \$0 | 0.0% | 0 | | |
| \$200,000+ | 184 | 7.4% | \$0 | 0.0% | 0 | | |
| Total | 2,487 | 100.0% | | 7.7% | 192 | | |

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

| Minimum Income Limit | | \$31,886 | | Maximum Income Limit | | \$44,700 | |
|----------------------|----------------------------------|---------------|-----------------|-----------------------|---------------------------|----------|--|
| Income Category | Total Renter Households PMA 2019 | | Income Brackets | Percent within Cohort | Households within Bracket | | |
| \$0-9,999 | 6,380 | 23.1% | \$0 | 0.0% | 0 | | |
| \$10,000-19,999 | 4,766 | 17.2% | \$0 | 0.0% | 0 | | |
| \$20,000-29,999 | 3,589 | 13.0% | \$0 | 0.0% | 0 | | |
| \$30,000-39,999 | 2,790 | 10.1% | \$8,113 | 81.1% | 2,264 | | |
| \$40,000-49,999 | 1,911 | 6.9% | \$4,700 | 47.0% | 898 | | |
| \$50,000-59,999 | 1,650 | 6.0% | \$0 | 0.0% | 0 | | |
| \$60,000-74,999 | 2,071 | 7.5% | \$0 | 0.0% | 0 | | |
| \$75,000-99,999 | 2,022 | 7.3% | \$0 | 0.0% | 0 | | |
| \$100,000-124,999 | 1,154 | 4.2% | \$0 | 0.0% | 0 | | |
| \$125,000-149,999 | 419 | 1.5% | \$0 | 0.0% | 0 | | |
| \$150,000-199,999 | 461 | 1.7% | \$0 | 0.0% | 0 | | |
| \$200,000+ | 459 | 1.7% | \$0 | 0.0% | 0 | | |
| Total | 27,672 | 100.0% | | 11.4% | 3,162 | | |

ASSUMPTIONS - @60%

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

Demand from New Renter Households 2019 to April 2023

| | |
|---|------------|
| Income Target Population | @60% |
| New Renter Households PMA | 2,487 |
| Percent Income Qualified | 7.7% |
| New Renter Income Qualified Households | 192 |

Demand from Existing Households 2019

Demand from Rent Overburdened Households

| | |
|---|--------------|
| Income Target Population | @60% |
| Total Existing Demand | 27,672 |
| Income Qualified | 11.4% |
| Income Qualified Renter Households | 3,162 |
| Percent Rent Overburdened Prj Mrkt Entry April 2023 | 44.3% |
| Rent Overburdened Households | 1,400 |

Demand from Living in Substandard Housing

| | |
|---|-----------|
| Income Qualified Renter Households | 3,162 |
| Percent Living in Substandard Housing | 1.2% |
| Households Living in Substandard Housing | 38 |

Senior Households Converting from Homeownership

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

Total Demand

| | |
|--|--------------|
| Total Demand from Existing Households | 1,438 |
| Total New Demand | 192 |
| Total Demand (New Plus Existing Households) | 1,629 |

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

By Bedroom Demand

| | | |
|---------------|---------------|--------------|
| One Person | 58.2% | 949 |
| Two Persons | 23.7% | 387 |
| Three Persons | 9.2% | 150 |
| Four Persons | 4.5% | 74 |
| Five Persons | 4.3% | 70 |
| Total | 100.0% | 1,629 |

To place Person Demand into Bedroom Type Units

| | | |
|--|-----|--------------|
| Of one-person households in studio units | 20% | 190 |
| 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 | 60% | 569 |
| Of two-person households in 1BR units | 20% | 77 |
| 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 | 20% | 190 |
| Of two-person households in 2BR units | 80% | 310 |
| Of three-person households in 2BR units | 60% | 90 |
| Of four-person households in 2BR units | 30% | 22 |
| Of five-person households in 2BR units | 0% | 0 |
| Of one-person households in 3BR units | 0% | 0 |
| Of two-person households in 3BR units | 0% | 0 |
| Of three-person households in 3BR units | 40% | 60 |
| Of four-person households in 3BR units | 40% | 30 |
| Of five-person households in 3BR units | 50% | 35 |
| Of one-person households in 4BR units | 0% | 0 |
| Of two-person households in 4BR units | 0% | 0 |
| Of three-person households in 4BR units | 0% | 0 |
| Of four-person households in 4BR units | 30% | 22 |
| Of five-person households in 4BR units | 50% | 35 |
| 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 | | 1,629 |

| | Total Demand (Subject Unit Types) | | Additions to Supply | | Net Demand |
|--------------|-----------------------------------|---|---------------------|---|------------|
| 0 BR | - | - | - | = | - |
| 1 BR | 647 | - | 148 | = | 499 |
| 2 BR | 611 | - | 184 | = | 427 |
| 3 BR | - | - | - | = | - |
| 4 BR | - | - | - | = | - |
| 5 BR | - | - | - | = | - |
| Total | 1,258 | | 332 | | 926 |

| | Developer's Unit Mix | | Net Demand | | Capture Rate |
|--------------|----------------------|---|------------|---|--------------|
| 0 BR | - | / | - | = | - |
| 1 BR | 65 | / | 499 | = | 13.0% |
| 2 BR | 21 | / | 427 | = | 4.9% |
| 3 BR | - | / | - | = | - |
| 4 BR | - | / | - | = | - |
| 5 BR | - | / | - | = | - |
| Total | 86 | | 926 | | 9.3% |

80% AMI (As Proposed)

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @80%

| Minimum Income Limit | | \$42,549 | | Maximum Income Limit | | \$59,600 | |
|--------------------------------------|------------------------------------|---------------|-----------------|-----------------------|----------------------------------|----------|--|
| New Renter Households - Total Change | | | | | | | |
| Income Category | in Households PMA 2019 to Prj Mrkt | | Income Brackets | Percent within Cohort | Renter Households within Bracket | | |
| Entry April 2023 | | | | | | | |
| \$0-9,999 | 283 | 11.4% | \$0 | 0.0% | 0 | | |
| \$10,000-19,999 | 274 | 11.0% | \$0 | 0.0% | 0 | | |
| \$20,000-29,999 | 269 | 10.8% | \$0 | 0.0% | 0 | | |
| \$30,000-39,999 | 172 | 6.9% | \$0 | 0.0% | 0 | | |
| \$40,000-49,999 | 112 | 4.5% | \$7,450 | 74.5% | 83 | | |
| \$50,000-59,999 | 37 | 1.5% | \$9,600 | 96.0% | 35 | | |
| \$60,000-74,999 | 249 | 10.0% | \$0 | 0.0% | 0 | | |
| \$75,000-99,999 | 368 | 14.8% | \$0 | 0.0% | 0 | | |
| \$100,000-124,999 | 263 | 10.6% | \$0 | 0.0% | 0 | | |
| \$125,000-149,999 | 149 | 6.0% | \$0 | 0.0% | 0 | | |
| \$150,000-199,999 | 128 | 5.2% | \$0 | 0.0% | 0 | | |
| \$200,000+ | 184 | 7.4% | \$0 | 0.0% | 0 | | |
| Total | 2,487 | 100.0% | | 4.8% | 119 | | |

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @80%

| Minimum Income Limit | | \$42,549 | | Maximum Income Limit | | \$59,600 | |
|----------------------|----------------------------------|---------------|-----------------|-----------------------|---------------------------|----------|--|
| Income Category | Total Renter Households PMA 2019 | | Income Brackets | Percent within Cohort | Households within Bracket | | |
| \$0-9,999 | 6,380 | 23.1% | \$0 | 0.0% | 0 | | |
| \$10,000-19,999 | 4,766 | 17.2% | \$0 | 0.0% | 0 | | |
| \$20,000-29,999 | 3,589 | 13.0% | \$0 | 0.0% | 0 | | |
| \$30,000-39,999 | 2,790 | 10.1% | \$0 | 0.0% | 0 | | |
| \$40,000-49,999 | 1,911 | 6.9% | \$7,450 | 74.5% | 1,424 | | |
| \$50,000-59,999 | 1,650 | 6.0% | \$9,600 | 96.0% | 1,584 | | |
| \$60,000-74,999 | 2,071 | 7.5% | \$0 | 0.0% | 0 | | |
| \$75,000-99,999 | 2,022 | 7.3% | \$0 | 0.0% | 0 | | |
| \$100,000-124,999 | 1,154 | 4.2% | \$0 | 0.0% | 0 | | |
| \$125,000-149,999 | 419 | 1.5% | \$0 | 0.0% | 0 | | |
| \$150,000-199,999 | 461 | 1.7% | \$0 | 0.0% | 0 | | |
| \$200,000+ | 459 | 1.7% | \$0 | 0.0% | 0 | | |
| Total | 27,672 | 100.0% | | 10.9% | 3,008 | | |

ASSUMPTIONS - @80%

| Persons in Household | OBR | 1BR | 2BR | 3BR | 4BR+ |
|----------------------|-----|-----|-----|-----|------|
| 1 | 20% | 60% | 20% | 0% | 0% |
| 2 | 0% | 20% | 80% | 0% | 0% |
| 3 | 0% | 0% | 60% | 40% | 0% |
| 4 | 0% | 0% | 30% | 40% | 30% |
| 5+ | 0% | 0% | 0% | 50% | 50% |

| | | | |
|-------------|--------|-----------------------------|-----|
| Tenancy | Family | % of Income towards Housing | 35% |
| Rural/Urban | Urban | Maximum # of Occupants | 3 |

Demand from New Renter Households 2019 to April 2023

| | |
|---|------------|
| Income Target Population | @80% |
| New Renter Households PMA | 2,487 |
| Percent Income Qualified | 4.8% |
| New Renter Income Qualified Households | 119 |

Demand from Existing Households 2019

Demand from Rent Overburdened Households

| | |
|---|--------------|
| Income Target Population | @80% |
| Total Existing Demand | 27,672 |
| Income Qualified | 10.9% |
| Income Qualified Renter Households | 3,008 |
| Percent Rent Overburdened Prj Mrkt Entry April 2023 | 44.3% |
| Rent Overburdened Households | 1,331 |

Demand from Living in Substandard Housing

| | |
|---|-----------|
| Income Qualified Renter Households | 3,008 |
| Percent Living in Substandard Housing | 1.2% |
| Households Living in Substandard Housing | 36 |

Senior Households Converting from Homeownership

| | |
|--|----------|
| Income Target Population | @80% |
| Total Senior Homeowners | 0 |
| Rural Versus Urban | 2.0% |
| Senior Demand Converting from Homeownership | 0 |

Total Demand

| | |
|--|--------------|
| Total Demand from Existing Households | 1,368 |
| Total New Demand | 119 |
| Total Demand (New Plus Existing Households) | 1,486 |

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

By Bedroom Demand

| | | |
|---------------|---------------|--------------|
| One Person | 58.2% | 865 |
| Two Persons | 23.7% | 353 |
| Three Persons | 9.2% | 137 |
| Four Persons | 4.5% | 68 |
| Five Persons | 4.3% | 64 |
| Total | 100.0% | 1,486 |

To place Person Demand into Bedroom Type Units

| | | |
|--|-----|--------------|
| Of one-person households in studio units | 20% | 173 |
| 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 | 60% | 519 |
| Of two-person households in 1BR units | 20% | 71 |
| 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 | 20% | 173 |
| Of two-person households in 2BR units | 80% | 282 |
| Of three-person households in 2BR units | 60% | 82 |
| Of four-person households in 2BR units | 30% | 20 |
| Of five-person households in 2BR units | 0% | 0 |
| Of one-person households in 3BR units | 0% | 0 |
| Of two-person households in 3BR units | 0% | 0 |
| Of three-person households in 3BR units | 40% | 55 |
| Of four-person households in 3BR units | 40% | 27 |
| Of five-person households in 3BR units | 50% | 32 |
| Of one-person households in 4BR units | 0% | 0 |
| Of two-person households in 4BR units | 0% | 0 |
| Of three-person households in 4BR units | 0% | 0 |
| Of four-person households in 4BR units | 30% | 20 |
| Of five-person households in 4BR units | 50% | 32 |
| 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 | | 1,486 |

| | Total Demand (Subject Unit Types) | | Additions to Supply | | Net Demand |
|--------------|-----------------------------------|---|---------------------|---|--------------|
| 0 BR | - | - | - | = | - |
| 1 BR | 590 | - | 43 | = | 547 |
| 2 BR | 558 | - | 25 | = | 533 |
| 3 BR | - | - | - | = | - |
| 4 BR | - | - | - | = | - |
| 5 BR | - | - | - | = | - |
| Total | 1,147 | | 68 | | 1,079 |

| | Developer's Unit Mix | | Net Demand | Capture Rate | |
|--------------|----------------------|---|--------------|--------------|-------------|
| 0 BR | - | / | - | = | - |
| 1 BR | 8 | / | 547 | = | 1.5% |
| 2 BR | 37 | / | 533 | = | 6.9% |
| 3 BR | - | / | - | = | - |
| 4 BR | - | / | - | = | - |
| 5 BR | - | / | - | = | - |
| Total | 45 | | 1,079 | | 4.2% |

Market Rate (As Proposed)

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Market

| Minimum Income Limit | | \$20,126 | | Maximum Income Limit | | \$57,900 | |
|----------------------|---|---------------|-----------------|-----------------------|----------------------------------|----------|--|
| Income Category | New Renter Households - Total Change | | Income Brackets | Percent within Cohort | Renter Households within Bracket | | |
| | in Households PMA 2019 to Prj Mrkt Entry April 2023 | | | | | | |
| \$0-9,999 | 283 | 11.4% | \$0 | 0.0% | 0 | | |
| \$10,000-19,999 | 274 | 11.0% | \$0 | 0.0% | 0 | | |
| \$20,000-29,999 | 269 | 10.8% | \$9,873 | 98.7% | 266 | | |
| \$30,000-39,999 | 172 | 6.9% | \$9,999 | 100.0% | 172 | | |
| \$40,000-49,999 | 112 | 4.5% | \$9,999 | 100.0% | 112 | | |
| \$50,000-59,999 | 37 | 1.5% | \$7,900 | 79.0% | 29 | | |
| \$60,000-74,999 | 249 | 10.0% | \$0 | 0.0% | 0 | | |
| \$75,000-99,999 | 368 | 14.8% | \$0 | 0.0% | 0 | | |
| \$100,000-124,999 | 263 | 10.6% | \$0 | 0.0% | 0 | | |
| \$125,000-149,999 | 149 | 6.0% | \$0 | 0.0% | 0 | | |
| \$150,000-199,999 | 128 | 5.2% | \$0 | 0.0% | 0 | | |
| \$200,000+ | 184 | 7.4% | \$0 | 0.0% | 0 | | |
| Total | 2,487 | 100.0% | | 23.3% | 578 | | |

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Market

| Minimum Income Limit | | \$20,126 | | Maximum Income Limit | | \$57,900 | |
|----------------------|----------------------------------|---------------|-----------------|-----------------------|---------------------------|----------|--|
| Income Category | Total Renter Households PMA 2019 | | Income Brackets | Percent within Cohort | Households within Bracket | | |
| | | | | | | | |
| \$0-9,999 | 6,380 | 23.1% | \$0 | 0.0% | 0 | | |
| \$10,000-19,999 | 4,766 | 17.2% | \$0 | 0.0% | 0 | | |
| \$20,000-29,999 | 3,589 | 13.0% | \$9,873 | 98.7% | 3,544 | | |
| \$30,000-39,999 | 2,790 | 10.1% | \$9,999 | 100.0% | 2,790 | | |
| \$40,000-49,999 | 1,911 | 6.9% | \$9,999 | 100.0% | 1,911 | | |
| \$50,000-59,999 | 1,650 | 6.0% | \$7,900 | 79.0% | 1,304 | | |
| \$60,000-74,999 | 2,071 | 7.5% | \$0 | 0.0% | 0 | | |
| \$75,000-99,999 | 2,022 | 7.3% | \$0 | 0.0% | 0 | | |
| \$100,000-124,999 | 1,154 | 4.2% | \$0 | 0.0% | 0 | | |
| \$125,000-149,999 | 419 | 1.5% | \$0 | 0.0% | 0 | | |
| \$150,000-199,999 | 461 | 1.7% | \$0 | 0.0% | 0 | | |
| \$200,000+ | 459 | 1.7% | \$0 | 0.0% | 0 | | |
| Total | 27,672 | 100.0% | | 34.5% | 9,549 | | |

ASSUMPTIONS - Market

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

Demand from New Renter Households 2019 to April 2023

| | | |
|---|--|------------|
| Income Target Population | | Market |
| New Renter Households PMA | | 2,487 |
| Percent Income Qualified | | 23.3% |
| New Renter Income Qualified Households | | 578 |

Demand from Existing Households 2019

Demand from Rent Overburdened Households

| | | |
|---|--|--------------|
| Income Target Population | | Market |
| Total Existing Demand | | 27,672 |
| Income Qualified | | 34.5% |
| Income Qualified Renter Households | | 9,549 |
| Percent Rent Overburdened Prj Mrkt Entry April 2023 | | 44.3% |
| Rent Overburdened Households | | 4,226 |

Demand from Living in Substandard Housing

| | | |
|---|--|------------|
| Income Qualified Renter Households | | 9,549 |
| Percent Living in Substandard Housing | | 1.2% |
| Households Living in Substandard Housing | | 115 |

Senior Households Converting from Homeownership

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

Total Demand

| | | |
|--|--|--------------|
| Total Demand from Existing Households | | 4,341 |
| Total New Demand | | 578 |
| Total Demand (New Plus Existing Households) | | 4,919 |

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

By Bedroom Demand

| | | |
|---------------|---------------|--------------|
| One Person | 58.2% | 2,864 |
| Two Persons | 23.7% | 1,168 |
| Three Persons | 9.2% | 453 |
| Four Persons | 4.5% | 224 |
| Five Persons | 4.3% | 211 |
| Total | 100.0% | 4,919 |

To place Person Demand into Bedroom Type Units

| | | |
|--|-----|--------------|
| Of one-person households in studio units | 20% | 573 |
| 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 | 60% | 1718 |
| Of two-person households in 1BR units | 20% | 234 |
| 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 | 20% | 573 |
| Of two-person households in 2BR units | 80% | 935 |
| Of three-person households in 2BR units | 60% | 272 |
| Of four-person households in 2BR units | 30% | 67 |
| Of five-person households in 2BR units | 0% | 0 |
| Of one-person households in 3BR units | 0% | 0 |
| Of two-person households in 3BR units | 0% | 0 |
| Of three-person households in 3BR units | 40% | 181 |
| Of four-person households in 3BR units | 40% | 89 |
| Of five-person households in 3BR units | 50% | 105 |
| Of one-person households in 4BR units | 0% | 0 |
| Of two-person households in 4BR units | 0% | 0 |
| Of three-person households in 4BR units | 0% | 0 |
| Of four-person households in 4BR units | 30% | 67 |
| Of five-person households in 4BR units | 50% | 105 |
| 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 | | 4,919 |

| Total Demand (Subject Unit Types) | | | Additions to Supply | | Net Demand |
|-----------------------------------|------------|---|---------------------|---|------------|
| 0 BR | 573 | - | 0 | = | 573 |
| 1 BR | - | - | - | = | - |
| 2 BR | - | - | - | = | - |
| 3 BR | - | - | - | = | - |
| 4 BR | - | - | - | = | - |
| 5 BR | - | - | - | = | - |
| Total | 573 | | 0 | | 573 |

| Developer's Unit Mix | | | Net Demand | Capture Rate | |
|----------------------|-----------|---|------------|--------------|-------------|
| 0 BR | 10 | / | 573 | = | 1.7% |
| 1 BR | - | / | - | = | - |
| 2 BR | - | / | - | = | - |
| 3 BR | - | / | - | = | - |
| 4 BR | - | / | - | = | - |
| 5 BR | - | / | - | = | - |
| Total | 10 | | 573 | | 1.7% |

Overall (As Proposed)

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

| Minimum Income Limit | | \$0 | | Maximum Income Limit | | \$59,600 | |
|--------------------------------------|------------------------------------|---------------|-----------------|-----------------------|-------------------|----------|----------------|
| New Renter Households - Total Change | | | | | | | |
| Income Category | in Households PMA 2019 to Prj Mrkt | | Income Brackets | Percent within Cohort | Renter Households | | within Bracket |
| Entry April 2023 | | | | | | | |
| \$0-9,999 | 283 | 11.4% | \$9,999 | 100.0% | 283 | | |
| \$10,000-19,999 | 274 | 11.0% | \$9,999 | 100.0% | 274 | | |
| \$20,000-29,999 | 269 | 10.8% | \$9,999 | 100.0% | 269 | | |
| \$30,000-39,999 | 172 | 6.9% | \$9,999 | 100.0% | 172 | | |
| \$40,000-49,999 | 112 | 4.5% | \$9,999 | 100.0% | 112 | | |
| \$50,000-59,999 | 37 | 1.5% | \$9,600 | 96.0% | 35 | | |
| \$60,000-74,999 | 249 | 10.0% | \$0 | 0.0% | 0 | | |
| \$75,000-99,999 | 368 | 14.8% | \$0 | 0.0% | 0 | | |
| \$100,000-124,999 | 263 | 10.6% | \$0 | 0.0% | 0 | | |
| \$125,000-149,999 | 149 | 6.0% | \$0 | 0.0% | 0 | | |
| \$150,000-199,999 | 128 | 5.2% | \$0 | 0.0% | 0 | | |
| \$200,000+ | 184 | 7.4% | \$0 | 0.0% | 0 | | |
| Total | 2,487 | 100.0% | | 46.0% | 1,145 | | |

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

| Minimum Income Limit | | \$0 | | Maximum Income Limit | | \$59,600 | |
|----------------------|----------------------------------|---------------|-----------------|-----------------------|---------------------------|----------|--|
| Income Category | Total Renter Households PMA 2019 | | Income Brackets | Percent within Cohort | Households within Bracket | | |
| \$0-9,999 | 6,380 | 23.1% | \$9,999 | 100.0% | 6,380 | | |
| \$10,000-19,999 | 4,766 | 17.2% | \$9,999 | 100.0% | 4,766 | | |
| \$20,000-29,999 | 3,589 | 13.0% | \$9,999 | 100.0% | 3,589 | | |
| \$30,000-39,999 | 2,790 | 10.1% | \$9,999 | 100.0% | 2,790 | | |
| \$40,000-49,999 | 1,911 | 6.9% | \$9,999 | 100.0% | 1,911 | | |
| \$50,000-59,999 | 1,650 | 6.0% | \$9,600 | 96.0% | 1,584 | | |
| \$60,000-74,999 | 2,071 | 7.5% | \$0 | 0.0% | 0 | | |
| \$75,000-99,999 | 2,022 | 7.3% | \$0 | 0.0% | 0 | | |
| \$100,000-124,999 | 1,154 | 4.2% | \$0 | 0.0% | 0 | | |
| \$125,000-149,999 | 419 | 1.5% | \$0 | 0.0% | 0 | | |
| \$150,000-199,999 | 461 | 1.7% | \$0 | 0.0% | 0 | | |
| \$200,000+ | 459 | 1.7% | \$0 | 0.0% | 0 | | |
| Total | 27,672 | 100.0% | | 76.0% | 21,020 | | |

ASSUMPTIONS - Overall

| Persons in Household | OBR | 1BR | 2BR | 3BR | 4BR+ |
|----------------------|-----|-----|-----|-----|------|
| 1 | 20% | 60% | 20% | 0% | 0% |
| 2 | 0% | 20% | 80% | 0% | 0% |
| 3 | 0% | 0% | 60% | 40% | 0% |
| 4 | 0% | 0% | 30% | 40% | 30% |
| 5+ | 0% | 0% | 0% | 50% | 50% |

| | | | |
|-------------|--------|-----------------------------|-----|
| Tenancy | Family | % of Income towards Housing | 35% |
| Rural/Urban | Urban | Maximum # of Occupants | 3 |

Demand from New Renter Households 2019 to April 2023

| | |
|---|--------------|
| Income Target Population | Overall |
| New Renter Households PMA | 2,487 |
| Percent Income Qualified | 46.0% |
| New Renter Income Qualified Households | 1,145 |

Demand from Existing Households 2019

Demand from Rent Overburdened Households

| | |
|---|--------------|
| Income Target Population | Overall |
| Total Existing Demand | 27,672 |
| Income Qualified | 76.0% |
| Income Qualified Renter Households | 21,020 |
| Percent Rent Overburdened Prj Mrkt Entry April 2023 | 44.3% |
| Rent Overburdened Households | 9,304 |

Demand from Living in Substandard Housing

| | |
|---|------------|
| Income Qualified Renter Households | 21,020 |
| Percent Living in Substandard Housing | 1.2% |
| Households Living in Substandard Housing | 252 |

Senior Households Converting from Homeownership

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

Total Demand

| | |
|--|---------------|
| Total Demand from Existing Households | 9,556 |
| Total New Demand | 1,145 |
| Total Demand (New Plus Existing Households) | 10,701 |

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

By Bedroom Demand

| | | |
|---------------|---------------|---------------|
| One Person | 58.2% | 6,230 |
| Two Persons | 23.7% | 2,541 |
| Three Persons | 9.2% | 985 |
| Four Persons | 4.5% | 487 |
| Five Persons | 4.3% | 459 |
| Total | 100.0% | 10,701 |

To place Person Demand into Bedroom Type Units

| | | |
|--|-----|---------------|
| Of one-person households in studio units | 20% | 1246 |
| 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 | 60% | 3738 |
| Of two-person households in 1BR units | 20% | 508 |
| 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 | 20% | 1246 |
| Of two-person households in 2BR units | 80% | 2033 |
| Of three-person households in 2BR units | 60% | 591 |
| Of four-person households in 2BR units | 30% | 146 |
| Of five-person households in 2BR units | 0% | 0 |
| Of one-person households in 3BR units | 0% | 0 |
| Of two-person households in 3BR units | 0% | 0 |
| Of three-person households in 3BR units | 40% | 394 |
| Of four-person households in 3BR units | 40% | 195 |
| Of five-person households in 3BR units | 50% | 229 |
| Of one-person households in 4BR units | 0% | 0 |
| Of two-person households in 4BR units | 0% | 0 |
| Of three-person households in 4BR units | 0% | 0 |
| Of four-person households in 4BR units | 30% | 146 |
| Of five-person households in 4BR units | 50% | 229 |
| 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 | | 10,701 |

| | Total Demand (Subject Unit Types) | | Additions to Supply | | Net Demand |
|--------------|-----------------------------------|---|---------------------|---|--------------|
| 0 BR | 1,246 | - | 0 | = | 1,246 |
| 1 BR | 4,246 | - | 191 | = | 4,055 |
| 2 BR | 4,016 | - | 209 | = | 3,807 |
| 3 BR | - | - | - | = | - |
| 4 BR | - | - | - | = | - |
| 5 BR | - | - | - | = | - |
| Total | 9,508 | | 400 | | 9,108 |

| | Developer's Unit Mix | | Net Demand | | Capture Rate |
|--------------|----------------------|---|--------------|---|--------------|
| 0 BR | 40 | / | 1,246 | = | 3.2% |
| 1 BR | 73 | / | 4,055 | = | 1.8% |
| 2 BR | 58 | / | 3,807 | = | 1.5% |
| 3 BR | - | / | - | = | - |
| 4 BR | - | / | - | = | - |
| 5 BR | - | / | - | = | - |
| Total | 171 | | 9,108 | | 1.9% |

30% AMI (Absent Subsidy)

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @30% Absent Subsidy

| Minimum Income Limit | | \$14,880 | | Maximum Income Limit | | \$17,370 | |
|--------------------------------------|------------------------------------|---------------|-----------------|-----------------------|----------------------------------|----------|--|
| New Renter Households - Total Change | | | | | | | |
| Income Category | in Households PMA 2019 to Prj Mrkt | | Income Brackets | Percent within Cohort | Renter Households within Bracket | | |
| Entry April 2023 | | | | | | | |
| \$0-9,999 | 283 | 11.4% | \$0 | 0.0% | 0 | | |
| \$10,000-19,999 | 274 | 11.0% | \$2,490 | 24.9% | 68 | | |
| \$20,000-29,999 | 269 | 10.8% | \$0 | 0.0% | 0 | | |
| \$30,000-39,999 | 172 | 6.9% | \$0 | 0.0% | 0 | | |
| \$40,000-49,999 | 112 | 4.5% | \$0 | 0.0% | 0 | | |
| \$50,000-59,999 | 37 | 1.5% | \$0 | 0.0% | 0 | | |
| \$60,000-74,999 | 249 | 10.0% | \$0 | 0.0% | 0 | | |
| \$75,000-99,999 | 368 | 14.8% | \$0 | 0.0% | 0 | | |
| \$100,000-124,999 | 263 | 10.6% | \$0 | 0.0% | 0 | | |
| \$125,000-149,999 | 149 | 6.0% | \$0 | 0.0% | 0 | | |
| \$150,000-199,999 | 128 | 5.2% | \$0 | 0.0% | 0 | | |
| \$200,000+ | 184 | 7.4% | \$0 | 0.0% | 0 | | |
| Total | 2,487 | 100.0% | | 2.7% | 68 | | |

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @30% Absent Subsidy

| Minimum Income Limit | | \$14,880 | | Maximum Income Limit | | \$17,370 | |
|----------------------|----------------------------------|---------------|-----------------|-----------------------|---------------------------|----------|--|
| Income Category | Total Renter Households PMA 2019 | | Income Brackets | Percent within Cohort | Households within Bracket | | |
| \$0-9,999 | 6,380 | 23.1% | \$0 | 0.0% | 0 | | |
| \$10,000-19,999 | 4,766 | 17.2% | \$2,490 | 24.9% | 1,187 | | |
| \$20,000-29,999 | 3,589 | 13.0% | \$0 | 0.0% | 0 | | |
| \$30,000-39,999 | 2,790 | 10.1% | \$0 | 0.0% | 0 | | |
| \$40,000-49,999 | 1,911 | 6.9% | \$0 | 0.0% | 0 | | |
| \$50,000-59,999 | 1,650 | 6.0% | \$0 | 0.0% | 0 | | |
| \$60,000-74,999 | 2,071 | 7.5% | \$0 | 0.0% | 0 | | |
| \$75,000-99,999 | 2,022 | 7.3% | \$0 | 0.0% | 0 | | |
| \$100,000-124,999 | 1,154 | 4.2% | \$0 | 0.0% | 0 | | |
| \$125,000-149,999 | 419 | 1.5% | \$0 | 0.0% | 0 | | |
| \$150,000-199,999 | 461 | 1.7% | \$0 | 0.0% | 0 | | |
| \$200,000+ | 459 | 1.7% | \$0 | 0.0% | 0 | | |
| Total | 27,672 | 100.0% | | 4.3% | 1,187 | | |

ASSUMPTIONS - @30% Absent Subsidy

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

Demand from New Renter Households 2019 to April 2023

| | |
|---|---------------------|
| Income Target Population | @30% Absent Subsidy |
| New Renter Households PMA | 2,487 |
| Percent Income Qualified | 2.7% |
| New Renter Income Qualified Households | 68 |

Demand from Existing Households 2019

Demand from Rent Overburdened Households

| | |
|---|---------------------|
| Income Target Population | @30% Absent Subsidy |
| Total Existing Demand | 27,672 |
| Income Qualified | 4.3% |
| Income Qualified Renter Households | 1,187 |
| Percent Rent Overburdened Prj Mrkt Entry April 2023 | 44.3% |
| Rent Overburdened Households | 525 |

Demand from Living in Substandard Housing

| | |
|---|-----------|
| Income Qualified Renter Households | 1,187 |
| Percent Living in Substandard Housing | 1.2% |
| Households Living in Substandard Housing | 14 |

Senior Households Converting from Homeownership

| | |
|--|---------------------|
| Income Target Population | @30% Absent Subsidy |
| Total Senior Homeowners | 0 |
| Rural Versus Urban | 2.0% |
| Senior Demand Converting from Homeownership | 0 |

Total Demand

| | |
|--|------------|
| Total Demand from Existing Households | 540 |
| Total New Demand | 68 |
| Total Demand (New Plus Existing Households) | 608 |

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

By Bedroom Demand

| | | |
|---------------|---------------|------------|
| One Person | 58.2% | 354 |
| Two Persons | 23.7% | 144 |
| Three Persons | 9.2% | 56 |
| Four Persons | 4.5% | 28 |
| Five Persons | 4.3% | 26 |
| Total | 100.0% | 608 |

To place Person Demand into Bedroom Type Units

| | | |
|--|-----|------------|
| Of one-person households in studio units | 20% | 71 |
| 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 | 60% | 212 |
| Of two-person households in 1BR units | 20% | 29 |
| 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 | 20% | 71 |
| Of two-person households in 2BR units | 80% | 115 |
| Of three-person households in 2BR units | 60% | 34 |
| Of four-person households in 2BR units | 30% | 8 |
| Of five-person households in 2BR units | 0% | 0 |
| Of one-person households in 3BR units | 0% | 0 |
| Of two-person households in 3BR units | 0% | 0 |
| Of three-person households in 3BR units | 40% | 22 |
| Of four-person households in 3BR units | 40% | 11 |
| Of five-person households in 3BR units | 50% | 13 |
| Of one-person households in 4BR units | 0% | 0 |
| Of two-person households in 4BR units | 0% | 0 |
| Of three-person households in 4BR units | 0% | 0 |
| Of four-person households in 4BR units | 30% | 8 |
| Of five-person households in 4BR units | 50% | 13 |
| 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 | | 608 |

| Total Demand (Subject Unit Types) | | | Additions to Supply | | Net Demand |
|-----------------------------------|-----------|---|---------------------|---|------------|
| 0 BR | 71 | - | 0 | = | 71 |
| 1 BR | - | - | - | = | - |
| 2 BR | - | - | - | = | - |
| 3 BR | - | - | - | = | - |
| 4 BR | - | - | - | = | - |
| 5 BR | - | - | - | = | - |
| Total | 71 | | 0 | | 71 |

| Developer's Unit Mix | | | Net Demand | Capture Rate | |
|----------------------|-----------|---|------------|--------------|--------------|
| 0 BR | 30 | / | 71 | = | 42.4% |
| 1 BR | - | / | - | = | - |
| 2 BR | - | / | - | = | - |
| 3 BR | - | / | - | = | - |
| 4 BR | - | / | - | = | - |
| 5 BR | - | / | - | = | - |
| Total | 30 | | 71 | | 42.4% |

Overall (Absent Subsidy)

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall Absent Subsidy

| Minimum Income Limit | | \$14,880 | | Maximum Income Limit | | \$59,600 | |
|--------------------------------------|------------------------------------|---------------|-----------------|-----------------------|----------------------------------|----------|--|
| New Renter Households - Total Change | | | | | | | |
| Income Category | in Households PMA 2019 to Prj Mrkt | | Income Brackets | Percent within Cohort | Renter Households within Bracket | | |
| Entry April 2023 | | | | | | | |
| \$0-9,999 | 283 | 11.4% | \$0 | 0.0% | 0 | | |
| \$10,000-19,999 | 274 | 11.0% | \$5,119 | 51.2% | 140 | | |
| \$20,000-29,999 | 269 | 10.8% | \$9,999 | 100.0% | 269 | | |
| \$30,000-39,999 | 172 | 6.9% | \$9,999 | 100.0% | 172 | | |
| \$40,000-49,999 | 112 | 4.5% | \$9,999 | 100.0% | 112 | | |
| \$50,000-59,999 | 37 | 1.5% | \$9,600 | 96.0% | 35 | | |
| \$60,000-74,999 | 249 | 10.0% | \$0 | 0.0% | 0 | | |
| \$75,000-99,999 | 368 | 14.8% | \$0 | 0.0% | 0 | | |
| \$100,000-124,999 | 263 | 10.6% | \$0 | 0.0% | 0 | | |
| \$125,000-149,999 | 149 | 6.0% | \$0 | 0.0% | 0 | | |
| \$150,000-199,999 | 128 | 5.2% | \$0 | 0.0% | 0 | | |
| \$200,000+ | 184 | 7.4% | \$0 | 0.0% | 0 | | |
| Total | 2,487 | 100.0% | | 29.3% | 728 | | |

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall Absent Subsidy

| Minimum Income Limit | | \$14,880 | | Maximum Income Limit | | \$59,600 | |
|----------------------|----------------------------------|---------------|-----------------|-----------------------|---------------------------|----------|--|
| Income Category | Total Renter Households PMA 2019 | | Income Brackets | Percent within Cohort | Households within Bracket | | |
| \$0-9,999 | 6,380 | 23.1% | \$0 | 0.0% | 0 | | |
| \$10,000-19,999 | 4,766 | 17.2% | \$5,119 | 51.2% | 2,440 | | |
| \$20,000-29,999 | 3,589 | 13.0% | \$9,999 | 100.0% | 3,589 | | |
| \$30,000-39,999 | 2,790 | 10.1% | \$9,999 | 100.0% | 2,790 | | |
| \$40,000-49,999 | 1,911 | 6.9% | \$9,999 | 100.0% | 1,911 | | |
| \$50,000-59,999 | 1,650 | 6.0% | \$9,600 | 96.0% | 1,584 | | |
| \$60,000-74,999 | 2,071 | 7.5% | \$0 | 0.0% | 0 | | |
| \$75,000-99,999 | 2,022 | 7.3% | \$0 | 0.0% | 0 | | |
| \$100,000-124,999 | 1,154 | 4.2% | \$0 | 0.0% | 0 | | |
| \$125,000-149,999 | 419 | 1.5% | \$0 | 0.0% | 0 | | |
| \$150,000-199,999 | 461 | 1.7% | \$0 | 0.0% | 0 | | |
| \$200,000+ | 459 | 1.7% | \$0 | 0.0% | 0 | | |
| Total | 27,672 | 100.0% | | 44.5% | 12,314 | | |

ASSUMPTIONS - Overall Absent Subsidy

| Persons in Household | OBR | 1BR | 2BR | 3BR | 4BR+ |
|----------------------|-----|-----|-----|-----|------|
| 1 | 20% | 60% | 20% | 0% | 0% |
| 2 | 0% | 20% | 80% | 0% | 0% |
| 3 | 0% | 0% | 60% | 40% | 0% |
| 4 | 0% | 0% | 30% | 40% | 30% |
| 5+ | 0% | 0% | 0% | 50% | 50% |

| | | | |
|-------------|--------|-----------------------------|-----|
| Tenancy | Family | % of Income towards Housing | 35% |
| Rural/Urban | Urban | Maximum # of Occupants | 3 |

Demand from New Renter Households 2019 to April 2023

| | |
|---|------------------------|
| Income Target Population | Overall Absent Subsidy |
| New Renter Households PMA | 2,487 |
| Percent Income Qualified | 29.3% |
| New Renter Income Qualified Households | 728 |

Demand from Existing Households 2019

Demand from Rent Overburdened Households

| | |
|---|------------------------|
| Income Target Population | Overall Absent Subsidy |
| Total Existing Demand | 27,672 |
| Income Qualified | 44.5% |
| Income Qualified Renter Households | 12,314 |
| Percent Rent Overburdened Prj Mrkt Entry April 2023 | 44.3% |
| Rent Overburdened Households | 5,451 |

Demand from Living in Substandard Housing

| | |
|---|------------|
| Income Qualified Renter Households | 12,314 |
| Percent Living in Substandard Housing | 1.2% |
| Households Living in Substandard Housing | 148 |

Senior Households Converting from Homeownership

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

Total Demand

| | |
|--|--------------|
| Total Demand from Existing Households | 5,598 |
| Total New Demand | 728 |
| Total Demand (New Plus Existing Households) | 6,326 |

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

By Bedroom Demand

| | | |
|---------------|---------------|--------------|
| One Person | 58.2% | 3,683 |
| Two Persons | 23.7% | 1,502 |
| Three Persons | 9.2% | 582 |
| Four Persons | 4.5% | 288 |
| Five Persons | 4.3% | 271 |
| Total | 100.0% | 6,326 |

To place Person Demand into Bedroom Type Units

| | | |
|--|-----|--------------|
| Of one-person households in studio units | 20% | 737 |
| 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 | 60% | 2210 |
| Of two-person households in 1BR units | 20% | 300 |
| 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 | 20% | 737 |
| Of two-person households in 2BR units | 80% | 1202 |
| Of three-person households in 2BR units | 60% | 349 |
| Of four-person households in 2BR units | 30% | 86 |
| Of five-person households in 2BR units | 0% | 0 |
| Of one-person households in 3BR units | 0% | 0 |
| Of two-person households in 3BR units | 0% | 0 |
| Of three-person households in 3BR units | 40% | 233 |
| Of four-person households in 3BR units | 40% | 115 |
| Of five-person households in 3BR units | 50% | 136 |
| Of one-person households in 4BR units | 0% | 0 |
| Of two-person households in 4BR units | 0% | 0 |
| Of three-person households in 4BR units | 0% | 0 |
| Of four-person households in 4BR units | 30% | 86 |
| Of five-person households in 4BR units | 50% | 136 |
| 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 | | 6,326 |

| | Total Demand (Subject Unit Types) | | Additions to Supply | | Net Demand |
|--------------|-----------------------------------|---|---------------------|---|--------------|
| 0 BR | 737 | - | 0 | = | 737 |
| 1 BR | 2,510 | - | 191 | = | 2,319 |
| 2 BR | 2,374 | - | 209 | = | 2,165 |
| 3 BR | - | - | - | = | - |
| 4 BR | - | - | - | = | - |
| 5 BR | - | - | - | = | - |
| Total | 5,621 | | 400 | | 5,221 |

| | Developer's Unit Mix | | Net Demand | | Capture Rate |
|--------------|----------------------|---|--------------|---|--------------|
| 0 BR | 10 | / | 737 | = | 1.4% |
| 1 BR | 73 | / | 2,319 | = | 3.1% |
| 2 BR | 58 | / | 2,165 | = | 2.7% |
| 3 BR | - | / | - | = | - |
| 4 BR | - | / | - | = | - |
| 5 BR | - | / | - | = | - |
| Total | 141 | | 5,221 | | 2.7% |

Overall (LIHTC)

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC

| Minimum Income Limit | | \$14,880 | | Maximum Income Limit | | \$59,600 | |
|----------------------|--|---------------|-----------------|--------------------------|-------------------------------------|----------|------|
| Income Category | New Renter Households - Total Change in Households PMA 2019 to Prj Mrkt Entry April 2023 | | Income Brackets | Percent within Cohort | Renter Households within Bracket | | |
| | \$0-9,999 | 283 | | | 11.4% | \$0 | 0.0% |
| \$10,000-19,999 | 274 | 11.0% | \$2,490 | 24.9% | 68 | | |
| \$20,000-29,999 | 269 | 10.8% | \$0 | 0.0% | 0 | | |
| \$30,000-39,999 | 172 | 6.9% | \$8,113 | 81.1% | 139 | | |
| \$40,000-49,999 | 112 | 4.5% | \$9,999 | 100.0% | 112 | | |
| \$50,000-59,999 | 37 | 1.5% | \$9,600 | 96.0% | 35 | | |
| \$60,000-74,999 | 249 | 10.0% | \$0 | 0.0% | 0 | | |
| \$75,000-99,999 | 368 | 14.8% | \$0 | 0.0% | 0 | | |
| \$100,000-124,999 | 263 | 10.6% | \$0 | 0.0% | 0 | | |
| \$125,000-149,999 | 149 | 6.0% | \$0 | 0.0% | 0 | | |
| \$150,000-199,999 | 128 | 5.2% | \$0 | 0.0% | 0 | | |
| \$200,000+ | 184 | 7.4% | \$0 | 0.0% | 0 | | |
| Total | 2,487 | 100.0% | | 14.3% | 355 | | |

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC

| Minimum Income Limit | | \$14,880 | | Maximum Income Limit | | \$59,600 | |
|----------------------|----------------------------------|---------------|-----------------|--------------------------|------------------------------|----------|------|
| Income Category | Total Renter Households PMA 2019 | | Income Brackets | Percent within Cohort | Households within Bracket | | |
| | \$0-9,999 | 6,380 | | | 23.1% | \$0 | 0.0% |
| \$10,000-19,999 | 4,766 | 17.2% | \$2,490 | 24.9% | 1,187 | | |
| \$20,000-29,999 | 3,589 | 13.0% | \$0 | 0.0% | 0 | | |
| \$30,000-39,999 | 2,790 | 10.1% | \$8,113 | 81.1% | 2,264 | | |
| \$40,000-49,999 | 1,911 | 6.9% | \$9,999 | 100.0% | 1,911 | | |
| \$50,000-59,999 | 1,650 | 6.0% | \$9,600 | 96.0% | 1,584 | | |
| \$60,000-74,999 | 2,071 | 7.5% | \$0 | 0.0% | 0 | | |
| \$75,000-99,999 | 2,022 | 7.3% | \$0 | 0.0% | 0 | | |
| \$100,000-124,999 | 1,154 | 4.2% | \$0 | 0.0% | 0 | | |
| \$125,000-149,999 | 419 | 1.5% | \$0 | 0.0% | 0 | | |
| \$150,000-199,999 | 461 | 1.7% | \$0 | 0.0% | 0 | | |
| \$200,000+ | 459 | 1.7% | \$0 | 0.0% | 0 | | |
| Total | 27,672 | 100.0% | | 25.1% | 6,946 | | |

ASSUMPTIONS - Overall LIHTC

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

Demand from New Renter Households 2019 to April 2023

| | | |
|---|--|---------------|
| Income Target Population | | Overall LIHTC |
| New Renter Households PMA | | 2,487 |
| Percent Income Qualified | | 14.3% |
| New Renter Income Qualified Households | | 355 |

Demand from Existing Households 2019

Demand from Rent Overburdened Households

| | | |
|---|--|---------------|
| Income Target Population | | Overall LIHTC |
| Total Existing Demand | | 27,672 |
| Income Qualified | | 25.1% |
| Income Qualified Renter Households | | 6,946 |
| Percent Rent Overburdened Prj Mrkt Entry April 2023 | | 44.3% |
| Rent Overburdened Households | | 3,074 |

Demand from Living in Substandard Housing

| | | |
|---|--|-----------|
| Income Qualified Renter Households | | 6,946 |
| Percent Living in Substandard Housing | | 1.2% |
| Households Living in Substandard Housing | | 83 |

Senior Households Converting from Homeownership

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

Total Demand

| | | |
|--|--|--------------|
| Total Demand from Existing Households | | 3,158 |
| Total New Demand | | 355 |
| Total Demand (New Plus Existing Households) | | 3,512 |

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

By Bedroom Demand

| | | |
|---------------|---------------|--------------|
| One Person | 58.2% | 2,045 |
| Two Persons | 23.7% | 834 |
| Three Persons | 9.2% | 323 |
| Four Persons | 4.5% | 160 |
| Five Persons | 4.3% | 151 |
| Total | 100.0% | 3,512 |

To place Person Demand into Bedroom Type Units

| | | |
|--|-----|--------------|
| Of one-person households in studio units | 20% | 409 |
| 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 | 60% | 1227 |
| Of two-person households in 1BR units | 20% | 167 |
| 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 | 20% | 409 |
| Of two-person households in 2BR units | 80% | 667 |
| Of three-person households in 2BR units | 60% | 194 |
| Of four-person households in 2BR units | 30% | 48 |
| Of five-person households in 2BR units | 0% | 0 |
| Of one-person households in 3BR units | 0% | 0 |
| Of two-person households in 3BR units | 0% | 0 |
| Of three-person households in 3BR units | 40% | 129 |
| Of four-person households in 3BR units | 40% | 64 |
| Of five-person households in 3BR units | 50% | 75 |
| Of one-person households in 4BR units | 0% | 0 |
| Of two-person households in 4BR units | 0% | 0 |
| Of three-person households in 4BR units | 0% | 0 |
| Of four-person households in 4BR units | 30% | 48 |
| Of five-person households in 4BR units | 50% | 75 |
| 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 | | 3,512 |

| Total Demand (Subject Unit Types) | | | Additions to Supply | | Net Demand |
|-----------------------------------|--------------|---|---------------------|---|--------------|
| 0 BR | 409 | - | 0 | = | 409 |
| 1 BR | 1,394 | - | 191 | = | 1,203 |
| 2 BR | 1,318 | - | 209 | = | 1,109 |
| 3 BR | - | - | - | = | - |
| 4 BR | - | - | - | = | - |
| 5 BR | - | - | - | = | - |
| Total | 3,121 | | 400 | | 2,721 |

| Developer's Unit Mix | | | Net Demand | | Capture Rate |
|----------------------|------------|---|--------------|---|--------------|
| 0 BR | 30 | / | 409 | = | 7.3% |
| 1 BR | 73 | / | 1,203 | = | 6.1% |
| 2 BR | 58 | / | 1,109 | = | 5.2% |
| 3 BR | - | / | - | = | - |
| 4 BR | - | / | - | = | - |
| 5 BR | - | / | - | = | - |
| Total | 161 | | 2,721 | | 5.9% |

CAPTURE RATE ANALYSIS CHART

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

- The number of households in the PMA is expected to increase by 2.4 percent annually between 2019 and 2023.
- 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 (\$00 to \$17,370) | HH at @30% AMI (Absent Subsidy) | HH at @60% AMI (\$31,886 to \$44,700) | HH at @80% AMI (\$42,549 to \$59,600) | HH at Market AMI (\$20,126 to \$57,900) | Overall (As Proposed) | Overall (Absent Subsidy) | All Tax Credit Households |
|---|-----------------------------------|---------------------------------|---------------------------------------|---------------------------------------|---|-----------------------|--------------------------|---------------------------|
| Demand from New Households (age and income appropriate) | 485 | 68 | 192 | 119 | 578 | 1,145 | 728 | 355 |
| PLUS | + | | + | + | + | + | | + |
| Demand from Existing Renter Households - Substandard Housing | 119 | 14 | 38 | 36 | 115 | 252 | 148 | 83 |
| PLUS | + | + | + | + | + | + | + | + |
| Demand from Existing Renter Housholds - Rent Overburdened Households | 4,379 | 525 | 1,400 | 1,331 | 4,226 | 9,304 | 5,451 | 3,074 |
| Sub Total | 4,982 | 608 | 1,629 | 1,486 | 4,919 | 10,701 | 6,326 | 3,512 |
| Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Equals Total Demand | 4,982 | 608 | 1,629 | 1,486 | 4,919 | 10,701 | 6,326 | 3,512 |
| Less | - | - | - | - | - | - | - | - |
| Competitive New Supply | 0 | 0 | 332 | 68 | 0 | 400 | 400 | 400 |
| Equals Net Demand | 4,982 | 608 | 1,297 | 1,418 | 4,919 | 10,301 | 5,926 | 3,112 |

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 |
|---------------------------------|----------------|----------------|----------------|--------------|--------|------------|--------------|----------------------|---------------------|---------------------|----------------|
| Studio @30% (As Proposed) | \$0 | \$17,370 | 30 | 580 | 0 | 580 | 5.2% | \$1,129 | \$1,045 | \$1,181 | \$868 |
| Studio @30% (Absent Subsidy) | \$14,880 | \$17,370 | 30 | 71 | 0 | 71 | 42.4% | \$1,129 | \$1,045 | \$1,181 | \$348 |
| Studio Market | \$20,126 | \$57,900 | 10 | 573 | 0 | 573 | 1.7% | \$1,129 | \$1,045 | \$1,181 | \$587 |
| Studio Overall (As Proposed) | \$0 | \$57,900 | 40 | 1,246 | 0 | 1,246 | 3.2% | - | - | - | - |
| Studio Overall (Absent Subsidy) | \$14,880 | \$57,900 | 40 | 737 | 0 | 737 | 5.4% | - | - | - | - |
| Studio Overall (LIHTC) | \$14,880 | \$17,370 | 30 | 409 | 0 | 409 | 7.3% | - | - | - | - |
| 1BR @60% | \$31,886 | \$39,720 | 65 | 647 | 148 | 499 | 13.0% | \$1,121 | \$800 | \$1,595 | \$827 |
| 1BR @80% | \$42,549 | \$52,960 | 8 | 590 | 43 | 547 | 1.5% | \$1,216 | \$1,000 | \$1,595 | \$1,138 |
| 1BR Overall | \$31,886 | \$52,960 | 73 | 4,246 | 191 | 4,055 | 1.8% | - | - | - | - |
| 1BR Overall (LIHTC) | \$31,886 | \$52,960 | 73 | 1,394 | 191 | 1,203 | 6.1% | - | - | - | - |
| 2BR @60% | \$38,297 | \$44,700 | 21 | 611 | 184 | 427 | 4.9% | \$1,416 | \$923 | \$2,206 | \$997 |
| 2BR @80% | \$51,086 | \$59,600 | 37 | 558 | 25 | 533 | 6.9% | \$1,581 | \$1,225 | \$2,206 | \$1,370 |
| 2BR Overall | \$38,297 | \$59,600 | 58 | 4,016 | 209 | 3,807 | 1.5% | - | - | - | - |
| 2BR Overall (LIHTC) | \$38,297 | \$59,600 | 58 | 1,318 | 209 | 1,109 | 5.2% | - | - | - | - |
| @30% Overall (As Proposed) | \$0 | \$17,370 | 30 | 580 | 0 | 580 | 5.2% | - | - | - | - |
| @30% Overall (Absent Subsidy) | \$14,880 | \$17,370 | 30 | 71 | 0 | 71 | 42.4% | - | - | - | - |
| @60% Overall | \$31,886 | \$44,700 | 86 | 1,258 | 332 | 926 | 9.3% | - | - | - | - |
| @80% Overall | \$42,549 | \$59,600 | 45 | 1,147 | 68 | 1,079 | 4.2% | - | - | - | - |
| Market Overall | \$20,126 | \$57,900 | 10 | 573 | 0 | 573 | 1.7% | - | - | - | - |
| Overall (As Proposed) | \$0 | \$59,600 | 171 | 9,508 | 400 | 9,108 | 1.9% | - | - | - | - |
| Overall (Absent Subsidy) | \$14,880 | \$59,600 | 171 | 5,621 | 400 | 5,221 | 3.3% | - | - | - | - |
| Overall (LIHTC) | \$14,880 | \$59,600 | 161 | 3,121 | 400 | 2,721 | 5.9% | - | - | - | - |

As the analysis illustrates, the Subject’s capture rate at the 30 percent AMI level, as proposed, will be 5.2 percent. The Subject’s capture rates at the 60 percent AMI level, as proposed, will range from 4.9 to 13.0 percent. The Subject’s capture rates at the 80 percent AMI level, as proposed, will range from 1.5 to 6.9 percent. The Subject’s capture rates for its market rate units, as proposed, will be 1.7 percent. The overall capture rate at the Subject, as proposed, is 1.9 percent. Absent subsidy, the Subject’s capture rates at the 30 percent AMI level will be 42.4 percent. The overall capture rate at the Subject, absent subsidy, is 3.3 percent. It should be noted that the Subject will operate with an additional subsidy for all studio units at 30 percent AMI. Therefore, the elevated capture rate in the absent subsidy scenario is purely hypothetical. All capture rates, as proposed, are within DCA thresholds. Therefore, we believe there is adequate demand for the Subject.

I. EXISTING COMPETITIVE RENTAL ENVIRONMENT

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes ten “true” comparable properties containing 2,062 units.

The availability of LIHTC data is considered good. We included six mixed-income comparables in our analysis, all of which are located within the PMA, between 0.2 and 1.8 miles of the Subject. The comparables were built between 2004 and 2013.

The availability of market rate data is considered good. The Subject is located just southeast of downtown Atlanta and there are several market rate properties in the area. We include four conventional properties in our analysis of the competitive market. All of the market rate properties are located in the PMA, between 0.2 and 1.0 miles from the Subject site. These comparables were built or renovated between 2005 and 2018. Other market rate properties are excluded based on proximity, unit types, or age and condition.

Of note, despite the challenges in interviewing property managers in-person due to the office restrictions related to COVID-19, we were able to personally interview all of the comparables utilized in this report over the phone. Five of the ten surveyed 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.

During the COVID-19 pandemic, Auburn Glenn has experienced a decrease in collections. The contact reported that management provided payment plans and waived late fees. Traffic and phone calls have decreased during the pandemic as well. Despite this, the contact maintained that there is still a strong demand for affordable housing in the area.

According to the property manager at Capitol Gateway I and Capitol Gateway II, there are fifteen tenants in total that were negatively impacted by COVID-19 pandemic and management is working on providing an individual approach and making special applicable payment schedules, based on the current financial situation of each of the tenants.

The contact at Pencil Factory Lofts reported an elevated vacancy rate due to COVID-19, and noted that the main reason for this elevated rate was the large number of students living at the property due to its proximity to Georgia State University (GSU); while leasing among the general population has not been affected by the pandemic, a large number of students moved out after GSU suspended classes. The contact reported that they expect the property to stabilize again during the summer or fall semester.

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.

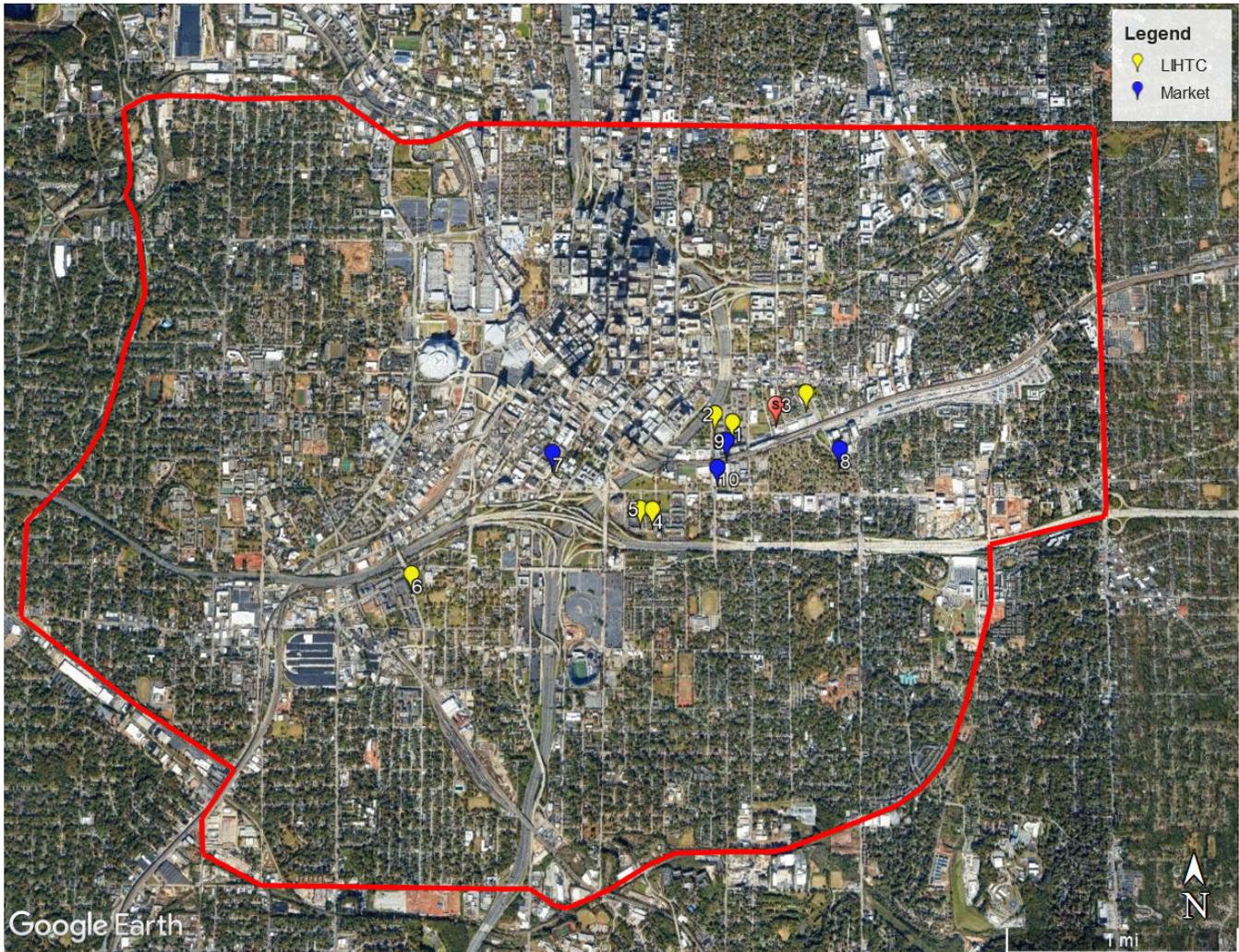
EXCLUDED PROPERTIES

| Property Name | Program | Location | Tenancy | # of Units | Reason for Exclusion |
|------------------------------------|--------------------|----------|----------|------------|--------------------------------------|
| Adair Court | LIHTC/ Market | Atlanta | Senior | 91 | Dissimilar tenancy |
| Ashley Collegetown Apartments | LIHTC/ Market | Atlanta | Family | 376 | Dissimilar location |
| Ashley West End | LIHTC/ Market | Atlanta | Family | 112 | Dissimilar location |
| Centennial Place Apartments | LIHTC/ Market | Atlanta | Family | 732 | Dissimilar location |
| Columbia Peoplestown | LIHTC/ Market | Atlanta | Family | 99 | Dissimilar location |
| Columbia Senior At Mechanicsville | LIHTC/ Market | Atlanta | Senior | 154 | Dissimilar tenancy |
| Crogman School Lofts | LIHTC/ Market | Atlanta | Family | 105 | Dissimilar location |
| Henderson Place | LIHTC | Atlanta | Family | 58 | Inferior condition |
| Heritage Station | LIHTC/ Market | Atlanta | Senior | 150 | Dissimilar tenancy |
| Heritage Station Apartments | LIHTC/ Market | Atlanta | Family | 220 | Dissimilar AMI levels |
| Magnolia Park Apartments | LIHTC/ Market | Atlanta | Family | 400 | Dissimilar location |
| Oglethorpe Place | LIHTC/ Market | Atlanta | Family | 144 | Dissimilar location |
| Parkside At Mechanicsville | LIHTC/ Market | Atlanta | Family | 156 | More comparable properties available |
| Quest Commons West | LIHTC/ Market | Atlanta | Family | 53 | Under construction |
| Reed Street Apartments | LIHTC | Atlanta | Family | 30 | Inferior condition |
| Reynoldstown Commons | LIHTC | Atlanta | Family | 32 | Dissimilar AMI levels |
| Reynoldstown Senior Residences | LIHTC | Atlanta | Senior | 69 | Dissimilar tenancy |
| Rosa Burney Manor | LIHTC | Atlanta | Family | 54 | Dissimilar AMI levels |
| Telephone Factory Lofts | LIHTC | Atlanta | Family | 65 | Dissimilar location |
| The Avery | LIHTC/ Market | Atlanta | Family | 129 | Under construction |
| The Residences At Citycenter | LIHTC/ Market | Atlanta | Family | 182 | Dissimilar location |
| The Square At Peoplestown | LIHTC | Atlanta | Family | 94 | Dissimilar location |
| The Villages At Castleberry Hill | LIHTC/ Market | Atlanta | Family | 630 | Dissimilar location |
| 55 Milton | LIHTC/PSH | Atlanta | Family | 156 | Proposed |
| Capitol View Apartments | LIHTC/Section 8 | Atlanta | Family | 120 | Under construction |
| Abernathy Tower Apartments | Section 8 | Atlanta | Senior | 100 | Subsidized |
| Big Bethel Tower Apartments | Section 8 | Atlanta | Family | 180 | Subsidized |
| Capitol Vanira Apartments | Section 8 | Atlanta | Senior | 60 | Subsidized |
| Maggie Russell Towers | Section 8 | Atlanta | Senior | 150 | Subsidized |
| Wheat Street Towers | Section 8 | Atlanta | Family | 210 | Subsidized |
| Boynton Village Apartments | Section 8 | Atlanta | Family | 43 | Subsidized |
| Capitol Avenue Apartments | Section 8 | Atlanta | Senior | 48 | Subsidized |
| Capitol Towers | Section 8 | Atlanta | Senior | 39 | Subsidized |
| City Lights | Section 8 | Atlanta | Senior | 80 | Subsidized |
| Columbia Tower At MLK Village | Section 8 | Atlanta | Family | 96 | Subsidized |
| Community Friendship Apartments | Section 8 | Atlanta | Family | 34 | Subsidized |
| Friendship Towers | Section 8 | Atlanta | Family | 102 | Subsidized |
| Veranda At Scholars Landing | Section 8 | Atlanta | Senior | 100 | Subsidized |
| Welcome House | Section 8 | Atlanta | Family | 209 | Subsidized |
| City Lights II | Public Housing | Atlanta | Family | 96 | Subsidized |
| Oasis Of Vine City | Public Housing | Atlanta | Senior | 105 | Subsidized |
| Atrium At Collegetown | Public Housing | Atlanta | Senior | 190 | Subsidized |
| City Views At Rosa Burney Park | Public Housing | Atlanta | Family | 180 | Subsidized |
| Columbia At Mechanicsville Station | Public Housing | Atlanta | Family | 164 | Subsidized |
| Columbia Senior Residences At MLK | Public Housing | Atlanta | Senior | 122 | Subsidized |
| Mechanicsville Crossing | Public Housing | Atlanta | Family | 164 | Subsidized |
| The Veranda At Collegetown | Public Housing | Atlanta | Senior | 100 | Subsidized |
| Veranda At Auburn Pointe | Public Housing | Atlanta | Senior | 124 | Subsidized |
| GE Tower Apartments | Public Housing | Atlanta | Family | 201 | Subsidized |
| Edgewood Center II | Supportive Housing | Atlanta | Homeless | 50 | Dissimilar tenancy |
| Commons At Imperial Hotel | Supportive Housing | Atlanta | Family | 90 | Supportive housing |
| O'hern House | Supportive Housing | Atlanta | Family | 76 | Supportive housing |
| Quest Village III | Supportive Housing | Atlanta | Family | 28 | Supportive housing |
| The Gardens At Collegetown | Supportive Housing | Atlanta | Family | 26 | Supportive housing |
| Oasis At Scholars Landing | Assisted Living | Atlanta | Senior | 60 | Assisted living |

EXCLUDED PROPERTIES

| Property Name | Program | Location | Tenancy | # of Units | Reason for Exclusion |
|-------------------------------|---------|----------|---------|------------|--------------------------------------|
| Ashley Scholars Landing I | Market | Atlanta | Family | 135 | More comparable properties available |
| 125 Spring St SW | Market | Atlanta | Family | 246 | More comparable properties available |
| 143 Alabama St SW | Market | Atlanta | Family | 112 | More comparable properties available |
| Castleberry Park | Market | Atlanta | Family | 130 | More comparable properties available |
| Generation Atlanta | Market | Atlanta | Family | 331 | More comparable properties available |
| King Memorial Station TOD | Market | Atlanta | Family | 297 | More comparable properties available |
| Link Apartments Grant Park | Market | Atlanta | Family | 240 | More comparable properties available |
| Madison Yards | Market | Atlanta | Family | 550 | More comparable properties available |
| Modera Reynoldstown | Market | Atlanta | Family | 320 | More comparable properties available |
| Novel O4W | Market | Atlanta | Family | 235 | More comparable properties available |
| Peachtree Center | Market | Atlanta | Family | 345 | More comparable properties available |
| Smith & Porter | Market | Atlanta | Family | 115 | More comparable properties available |
| Summerhill | Market | Atlanta | Family | 310 | More comparable properties available |
| Capitol View Apartments | Market | Atlanta | Family | 120 | Inferior condition |
| 251 North | Market | Atlanta | Family | 192 | Dissimilar location |
| 450 Piedmont | Market | Atlanta | Family | 254 | Dissimilar location |
| 70 Spruce Street | Market | Atlanta | Family | 28 | Dissimilar unit types |
| Amberwood Village | Market | Atlanta | Family | 31 | Lacks studio units |
| Artist Square Apartments | Market | Atlanta | Family | 76 | Dissimilar location |
| Baltimore Row | Market | Atlanta | Family | 15 | Dissimilar location |
| Chateau Chennault | Market | Atlanta | Family | 71 | Dissimilar location |
| Cityview At Freedom Parkway | Market | Atlanta | Family | 202 | Dissimilar location |
| Enso Apartments | Market | Atlanta | Family | 325 | Lacks studio units |
| Fairlie Poplar Lofts | Market | Atlanta | Family | 15 | Unable to contact |
| Freeman Ford | Market | Atlanta | Family | 42 | Unable to contact |
| Glenwood At Grant Park | Market | Atlanta | Family | 216 | Dissimilar location |
| Highland Walk | Market | Atlanta | Family | 350 | More comparable properties available |
| Intown Lofts | Market | Atlanta | Family | 87 | Dissimilar location |
| Mariposa Loft Apartments | Market | Atlanta | Family | 253 | More comparable properties available |
| Mattress Factory Lofts | Market | Atlanta | Family | 218 | More comparable properties available |
| Muse Lofts | Market | Atlanta | Family | 65 | Inferior condition |
| North Highland Steel | Market | Atlanta | Family | 238 | Unable to contact |
| Northside Plaza Apartments | Market | Atlanta | Family | 127 | Dissimilar location |
| Overlook Atlanta Gardens | Market | Atlanta | Family | 192 | Inferior condition |
| Point At Westside | Market | Atlanta | Family | 267 | Dissimilar location |
| Roosevelt Historic Apartments | Market | Atlanta | Family | 120 | Lacks studio units |
| Savannah Midtown | Market | Atlanta | Family | 322 | Dissimilar location |
| Stonewall Lofts | Market | Atlanta | Family | 38 | Dissimilar location |
| The Bellamy at Atlanta | Market | Atlanta | Family | 168 | Dissimilar location |
| The Burnett At Grant Park | Market | Atlanta | Family | 54 | Dissimilar location |
| The George | Market | Atlanta | Family | 136 | More comparable properties available |
| The Leonard | Market | Atlanta | Family | 85 | More comparable properties available |
| The Prato At Midtown | Market | Atlanta | Family | 342 | Dissimilar location |
| The Waterford On Piedmont | Market | Atlanta | Family | 189 | Dissimilar location |

1. Comparable Rental Property Map



Source: Google Earth, July 2020.

COMPARABLE PROPERTIES

| # | Comparable Property | City | Rent Structure | Distance to Subject |
|----------|-----------------------------|----------------|---------------------|---------------------|
| S | McAuley Park Phase I | Atlanta | LIHTC/Market | - |
| 1 | Ashley Auburn Pointe I | Atlanta | LIHTC/Market | 0.2 miles |
| 2 | Ashley Auburn Pointe II | Atlanta | LIHTC/Market | 0.3 miles |
| 3 | Auburn Glenn | Atlanta | LIHTC/Market | 0.2 miles |
| 4 | Capitol Gateway I | Atlanta | LIHTC/Market | 0.7 miles |
| 5 | Capitol Gateway II | Atlanta | LIHTC/Market | 0.7 miles |
| 6 | Mechanicsville Family | Atlanta | LIHTC/Market | 1.8 miles |
| 7 | City Plaza | Atlanta | Market | 1.0 miles |
| 8 | Fulton Cotton Mill Lofts | Atlanta | Market | 0.3 miles |
| 9 | Pencil Factory Lofts | Atlanta | Market | 0.2 miles |
| 10 | Platform Apartments | Atlanta | Market | 0.3 miles |

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

MCAULEY PARK PHASE I - ATLANTA, GEORGIA - MARKET STUDY

| 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 | McAuley Park Phase I 375 Gartrell Street SE Atlanta, GA 30312 Fulton County | | Midrise 4-stories 2023 / n/a Family | @30%, @60%, @80%, Market | OBR / 1BA | 30 | 17.5% | 1,001 | @30% | \$368 | N/A | N/A | N/A | N/A | N/A | | | | |
| | | | | | 1BR / 1BA | 65 | 38.0% | 650 | @60% | \$827 | Yes | N/A | N/A | N/A | N/A | | | | |
| | | | | | 1BR / 1BA | 8 | 4.7% | 650 | @80% | \$1,138 | Yes | N/A | N/A | N/A | N/A | | | | |
| | | | | | 2BR / 2BA | 21 | 12.3% | 965 | @60% | \$997 | Yes | N/A | N/A | N/A | N/A | | | | |
| | | | | | 2BR / 2BA | 37 | 21.6% | 965 | @80% | \$1,370 | Yes | N/A | N/A | N/A | N/A | | | | |
| | | | | | | 174 | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | |
| 1 | Ashley Auburn Pointe I 357 Auburn Pointe Dr SE Atlanta, GA 30312 Fulton County | 0.2 miles | Garden 4-stories 2010 / n/a Family | @60%, @60% (Project Based Rental Assistance - PBRA), @60% (Public Housing) | 1BR / 1BA | 8 | 5.2% | 756 | @60% | \$817 | Yes | Yes | 0 | 0.0% | | | | | |
| | | | | | 1BR / 1BA | 4 | 2.6% | 756 | @60% (PBRA) | - | N/A | Yes | 0 | 0.0% | | | | | |
| | | | | | 1BR / 1BA | 11 | 7.1% | 756 | @60% (Public Housing) | - | N/A | Yes | 0 | 0.0% | | | | | |
| | | | | | 1BR / 1BA | 33 | 21.4% | 756 | Market | \$1,190 | N/A | No | N/A | N/A | | | | | |
| | | | | | 2BR / 2BA | 35 | 22.7% | 1,079 | @60% | \$1,049 | Yes | Yes | 0 | 0.0% | | | | | |
| | | | | | 2BR / 2BA | 3 | 2.0% | 1,079 | @60% (PBRA) | - | N/A | Yes | 0 | 0.0% | | | | | |
| | | | | | 2BR / 2BA | 18 | 11.7% | 1,079 | @60% (Public Housing) | - | N/A | Yes | 0 | 0.0% | | | | | |
| | | | | | 2BR / 2BA | 28 | 18.2% | 1,079 | Market | \$1,502 | N/A | No | N/A | N/A | | | | | |
| | | | | | 3BR / 2BA | 11 | 7.1% | 1,264 | @60% | \$932 | Yes | Yes | 0 | 0.0% | | | | | |
| | | | | | 3BR / 2BA | 1 | 0.7% | 1,264 | @60% (PBRA) | - | N/A | Yes | 0 | 0.0% | | | | | |
| | | | | | 3BR / 2BA | 2 | 1.3% | 1,264 | Market | \$1,935 | N/A | No | N/A | N/A | | | | | |
| | | | | | | 154 | | | | | | | | | | | | | |
| | | | | | 2 | Ashley Auburn Pointe II 100 Bell St SE Atlanta, GA 30312 Fulton County | 0.3 miles | Garden 3-stories 2013 / n/a Family | @50% (ACC), @60%, @60% (ACC), Market | 1BR / 1BA | 11 | 7.3% | 765 | @50% (ACC) | - | N/A | Yes | 0 | 0.0% |
| 1BR / 1BA | 10 | 6.7% | 766 | @60% | | | | | | \$817 | Yes | Yes | 0 | 0.0% | | | | | |
| 1BR / 1BA | 13 | 8.7% | 765 | @60% (ACC) | | | | | | - | N/A | Yes | 0 | 0.0% | | | | | |
| 1BR / 1BA | 20 | 13.3% | 766 | Market | | | | | | \$1,190 | N/A | No | N/A | N/A | | | | | |
| 2BR / 2BA | 11 | 7.3% | 1,091 | @60% (ACC) | | | | | | - | N/A | Yes | 0 | 0.0% | | | | | |
| 2BR / 2BA | 26 | 17.3% | 1,108 | @60% | | | | | | \$1,049 | Yes | Yes | 0 | 0.0% | | | | | |
| 2BR / 2BA | 13 | 8.7% | 1,099 | @60% (ACC) | | | | | | - | N/A | Yes | 0 | 0.0% | | | | | |
| 2BR / 2BA | 32 | 21.3% | 1,120 | Market | | | | | | \$1,502 | N/A | No | N/A | N/A | | | | | |
| 3BR / 2BA | 1 | 0.7% | 1,283 | @50% (ACC) | | | | | | - | N/A | Yes | 0 | 0.0% | | | | | |
| 3BR / 2BA | 3 | 2.0% | 1,283 | @60% | | | | | | \$932 | Yes | Yes | 0 | 0.0% | | | | | |
| 3BR / 2BA | 2 | 1.3% | 1,283 | @60% (ACC) | | | | | | - | N/A | Yes | 0 | 0.0% | | | | | |
| | 150 | | | | | | | | | | | | | | | | | | |
| 3 | Auburn Glenn 49 Boulevard SE Atlanta, GA 30312 Fulton County | 0.2 miles | Midrise 4-stories 2004 / n/a Family | @60%, @60% (Project Based Rental Assistance - PBRA), Market | | | | | | 1BR / 1BA | 42 | 15.5% | 696 | @60% | \$800 | Yes | No | 0 | 0.0% |
| | | | | | 1BR / 1BA | 56 | 20.7% | 696 | @60% (PBRA) | - | N/A | No | 0 | 0.0% | | | | | |
| | | | | | 1BR / 1BA | 25 | 9.2% | 696 | Market | \$1,220 | N/A | No | 0 | 0.0% | | | | | |
| | | | | | 2BR / 2BA | 58 | 21.4% | 1,044 | @60% | \$923 | Yes | No | 0 | 0.0% | | | | | |
| | | | | | 2BR / 2BA | 48 | 17.7% | 1,044 | @60% (PBRA) | - | N/A | No | 0 | 0.0% | | | | | |
| | | | | | 2BR / 2BA | 27 | 10.0% | 1,044 | Market | \$1,575 | N/A | No | 4 | 14.8% | | | | | |
| | | | | | 2BR / 2BA | 1 | 0.4% | 1,044 | Non-Rental | - | N/A | N/A | 0 | 0.0% | | | | | |
| | | | | | 3BR / 2BA | 2 | 0.7% | 1,218 | @60% | \$979 | Yes | No | 0 | 0.0% | | | | | |
| | | | | | 3BR / 2BA | 4 | 1.5% | 1,218 | @60% (PBRA) | - | N/A | No | 0 | 0.0% | | | | | |
| | | | | | 3BR / 2BA | 8 | 3.0% | 1,218 | Market | - | N/A | No | 2 | 25.0% | | | | | |
| | | | | | | 271 | | | | | | | | | | | | | |
| | | | | | 4 | Capitol Gateway I 89 Woodward Ave SE Atlanta, GA 30312 Fulton County | 0.7 miles | Garden 3-stories 2006 / n/a Family | @60%, @60% (Project Based Rental Assistance - PBRA), Market | 1BR / 1BA | 12 | 4.4% | 742 | @60% | \$839 | Yes | Yes | 0 | 0.0% |
| | | | | | | | | | | 1BR / 1BA | 30 | 10.9% | 772 | @60% | \$839 | Yes | Yes | 0 | 0.0% |
| 1BR / 1BA | 12 | 4.4% | 742 | @60% (PBRA) | | | | | | - | N/A | Yes | 0 | 0.0% | | | | | |
| 1BR / 1BA | 2 | 0.7% | 772 | @60% (PBRA) | | | | | | - | N/A | Yes | 0 | 0.0% | | | | | |
| 1BR / 1BA | 22 | 8.0% | 772 | Market | | | | | | \$1,040 | N/A | No | 0 | 0.0% | | | | | |
| 1BR / 1BA | 15 | 5.5% | 742 | Market | | | | | | \$1,000 | N/A | No | 1 | 6.7% | | | | | |
| 2BR / 1BA | 8 | 2.9% | 910 | @60% | | | | | | \$967 | Yes | Yes | 0 | 0.0% | | | | | |
| 2BR / 1BA | 27 | 9.8% | 910 | @60% (PBRA) | | | | | | - | N/A | Yes | 0 | 0.0% | | | | | |
| 2BR / 1BA | 24 | 8.7% | 910 | Market | | | | | | \$1,248 | N/A | No | 0 | 0.0% | | | | | |
| 2BR / 2BA | 4 | 1.5% | 1,031 | @60% | | | | | | \$967 | Yes | Yes | 0 | 0.0% | | | | | |
| 2BR / 2BA | 18 | 6.6% | 1,047 | @60% | | | | | | \$967 | Yes | No | 0 | 0.0% | | | | | |
| 2BR / 2BA | 7 | 2.6% | 1,031 | @60% (PBRA) | | | | | | - | N/A | Yes | 0 | 0.0% | | | | | |
| 2BR / 2BA | 23 | 8.4% | 1,047 | @60% (PBRA) | | | | | | - | N/A | Yes | 0 | 0.0% | | | | | |
| 2BR / 2BA | 30 | 10.9% | 1,047 | Market | | | | | | \$1,410 | N/A | No | 0 | 0.0% | | | | | |
| 2BR / 2BA | 6 | 2.2% | 1,031 | Market | | | | | | \$1,349 | N/A | No | 0 | 0.0% | | | | | |
| 2BR / 2BA | 3 | 1.1% | 1,178 | @60% | | | | | | \$967 | Yes | Yes | 0 | 0.0% | | | | | |
| 2BR / 2BA | 5 | 1.8% | 824 | @60% (PBRA) | | | | | | - | N/A | No | 0 | 0.0% | | | | | |
| 2BR / 2BA | 6 | 2.2% | 1,178 | Market | | | | | | \$1,682 | N/A | No | 0 | 0.0% | | | | | |
| 2BR / 2BA | 6 | 2.2% | 1,178 | Market | | | | | | \$1,444 | N/A | No | 0 | 0.0% | | | | | |
| 3BR / 2BA | 3 | 1.1% | 1,258 | @60% | | | | | | \$1,069 | Yes | Yes | 0 | 0.0% | | | | | |
| 3BR / 2BA | 1 | 0.4% | 1,248 | @60% (PBRA) | | | | | | - | N/A | Yes | 0 | 0.0% | | | | | |
| 3BR / 2BA | 5 | 1.8% | 1,258 | @60% (PBRA) | - | N/A | Yes | 0 | 0.0% | | | | | | | | | | |
| 3BR / 2BA | 3 | 1.1% | 1,314 | Market | \$2,409 | N/A | No | 1 | 33.3% | | | | | | | | | | |
| 4BR / 2BA | 1 | 0.4% | 1,447 | @60% | \$1,149 | Yes | No | 1 | 100.0% | | | | | | | | | | |
| 4BR / 2BA | 2 | 0.7% | 1,447 | @60% (PBRA) | - | N/A | Yes | 0 | 0.0% | | | | | | | | | | |
| | 275 | | | | | | | | | | | | | | | | | | |
| 5 | Capitol Gateway II 79 Woodward Ave SE Atlanta, GA 30312 Fulton County | 0.7 miles | Garden 3-stories 2007 / n/a Family | @54%, @54% (Public Housing), Market | 1BR / 1BA | 25 | 16.5% | 708 | @54% | \$806 | Yes | Yes | 0 | 0.0% | | | | | |
| | | | | | 1BR / 1BA | N/A | N/A | 757 | @54% (Public Housing) | - | N/A | Yes | 0 | 0.0% | | | | | |
| | | | | | 1BR / 1BA | 17 | 11.2% | 708 | Market | \$1,116 | N/A | Yes | 0 | 0.0% | | | | | |
| | | | | | 1BR / 1BA | 17 | 11.2% | 708 | Market | \$1,070 | N/A | Yes | 4 | 23.5% | | | | | |
| | | | | | 2BR / 2BA | 21 | 13.8% | 1,168 | @54% | \$927 | Yes | Yes | 0 | 0.0% | | | | | |
| | | | | | 2BR / 2BA | N/A | N/A | 1,168 | @54% (Public Housing) | - | N/A | Yes | 0 | N/A | | | | | |
| | | | | | 2BR / 2BA | N/A | N/A | 1,168 | Market | \$1,682 | N/A | Yes | 0 | 0.0% | | | | | |
| | | | | | 2BR / 2BA | N/A | N/A | 1,168 | Market | \$1,430 | N/A | No | 8 | N/A | | | | | |
| | | | | | 2BR / 2BA | 3 | 2.0% | 1,319 | @54% | \$927 | Yes | Yes | 0 | 0.0% | | | | | |
| | | | | | 3BR / 2BA | N/A | N/A | 1,248 | @54% | \$1,022 | Yes | Yes | 0 | N/A | | | | | |
| | | | | | 3BR / 2BA | N/A | N/A | 1,248 | @54% (Public Housing) | - | N/A | Yes | 0 | N/A | | | | | |
| | | | | | 3BR / 2BA | N/A | N/A | 1,248 | Market | \$2,410 | N/A | Yes | 0 | N/A | | | | | |
| | | | | | | 152 | | | | | | | | | | | | | |
| 6 | Mechanicsville Family 500 McDaniel St SW Atlanta, GA 30312 Fulton County | 1.8 miles | Lowrise 3-stories 2007 / n/a Family | @50%, @60%, Market, Public Housing | 1BR / 1BA | 20 | 11.5% | 750 | @50% | \$695 | Yes | Yes | N/A | N/A | | | | | |
| | | | | | 1BR / 1BA | 15 | 8.6% | 750 | @60% | \$893 | Yes | Yes | N/A | N/A | | | | | |
| | | | | | 1BR / 1BA | 5 | 2.9% | 750 | Market | \$1,075 | N/A | No | N/A | N/A | | | | | |
| | | | | | 1BR / 1BA | N/A | N/A | 750 | Public Housing | - | N/A | Yes | N/A | N/A | | | | | |
| | | | | | 2BR / 2BA | 25 | 14.4% | 1,005 | @50% | \$803 | Yes | Yes | N/A | N/A | | | | | |
| | | | | | 2BR / 2BA | 54 | 31.0% | 1,045 | @60% | \$954 | Yes | Yes | N/A | N/A | | | | | |
| | | | | | 2BR / 2BA | N/A | N/A | 1,045 | Market | \$1,225 | N/A | No | N/A | N/A | | | | | |
| | | | | | 2BR / 2BA | N/A | N/A | 1,005 | Public Housing | - | N/A | Yes | N/A | N/A | | | | | |
| | | | | | 3BR / 2BA | 3 | 1.7% | 1,200 | @50% | \$892 | Yes | Yes | N/A | N/A | | | | | |
| | | | | | 3BR / 2BA | 5 | 2.9% | 1,200 | @60% | \$1,059 | Yes | Yes | N/A | N/A | | | | | |
| | | | | | 3BR / 2BA | 11 | 6.3% | 1,200 | Market | \$1,450 | N/A | No | N/A | N/A | | | | | |
| | | | | | 3BR / 2BA | 1 | 0.6% | 1,200 | Non-Rental | - | N/A | N/A | N/A | N/A | | | | | |
| | | | | | | 174 | | | | | | | | | | | | | |
| 7 | City Plaza 133 Trinity Ave SW Atlanta, GA 30303 Fulton County | 1.0 miles | Midrise 5-stories 1996 / 2017 Family | Market | 1BR / 1BA | N/A | N/A | 698 | Market | \$1,095 | N/A | No | 0 | N/A | | | | | |
| | | | | | 1BR / 1BA | N/A | N/A | 707 | Market | \$1,095 | N/A | No | 0 | N/A | | | | | |
| | | | | | 1BR / 1BA | N/A | N/A | 715 | Market | \$1,095 | N/A | No | 0 | N/A | | | | | |
| | | | | | 1BR / 1BA | N/A | N/A | 777 | Market | \$1,145 | N/A | No | 0 | N/A | | | | | |
| | | | | | 2BR / 2BA | N/A | N/A | 967 | Market | \$1,365 | N/A | No | 0 | N/A | | | | | |
| | | | | | 2BR / 2BA | N/A | N/A | 1,107 | Market | \$1,395 | N/A | No | 0 | N/A | | | | | |
| | | | | | 2BR / 2BA | N/A | N/A | 1,167 | Market | \$1,445 | N/A | No | 0 | N/A | | | | | |
| | 2 | 1.2% | 1,200 | Market | \$1,730 | N/A | No | 0 | 0.0% | | | | | | | | | | |
| | 157 | | | | | | | | | | | | | | | | | | |
| 8 | Fulton Cotton Mill Lofts 170 Boulevard SE Atlanta, GA 30312 Fulton County | 0.3 miles | Midrise 5-stories 1881 / 2005 Family | Market | OBR / 1BA | N/A | N/A | 747 | Market | \$1,095 | N/A | No | 0 | N/A | | | | | |
| | | | | | OBR / 1BA | N/A | N/A | 747 | Market | \$1,145 | N/A | No | 0 | N/A | | | | | |
| | | | | | OBR / 1BA | N/A | N/A | 707 | Market | \$1,045 | N/A | No | 0 | N/A | | | | | |
| | | | | | 1BR / 1BA | N/A | N/A | 1,119 | Market | \$1,450 | N/A | No | 0 | N/A | | | | | |
| | | | | | 1BR / 1BA | N/A | N/A | 1,375 | Market | \$1,595 | N/A | No | 0 | N/A | | | | | |
| | | | | | 1BR / 1BA | N/A | N/A | 1,119 | Market | \$1,300 | N/A | No | 0 | N/A | | | | | |
| | | | | | 2BR / 2BA | N/A | N/A | 1,361 | Market | \$1,800 | N/A | No | 0 | N/A | | | | | |
| | | | | | 2BR / 2BA | N/A | N/A | 1,361 | Market | \$2,050 | N/A | No | 0 | N/A | | | | | |
| | | | | | 2BR / 2BA | N/A | N/A | 1,018 | Market | \$1,550 | N/A | No | 0 | N/A | | | | | |
| | | | | | | 207 | | | | | | | | | | | | | |
| 9 | Pencil Factory Lofts 349 Decatur St SE Atlanta, GA 30312 Fulton County | 0.2 miles | Midrise 5-stories 2009 / n/a Family | Market | OBR / 1BA | 4 | 2.1% | 694 | Market | \$1,177 | N/A | No | N/A | N/A | | | | | |
| | | | | | 1BR / 1BA | 46 | 24.5% | 911 | Market | \$1,265 | N/A | No | N/A | N/A | | | | | |
| | | | | | 1BR / 1BA | 16 | 8.5% | 1,243 | Market | \$1,559 | N/A | No | N/A | N/A | | | | | |
| | | | | | 2BR / 2BA | 94 | 50.0% | 1,337 | Market | \$1,866 | N/A | No | N/A | N/A | | | | | |
| | | | | | 2BR / 2BA | 8 | 4.3% | 1,720 | Market | \$2,206 | N/A | N/A | 0 | 0.0% | | | | | |
| | | | | | 3BR / 2BA | 4 | 2.1% | 1,922 | Market | \$2,366 | N/A | No | 0 | 0.0% | | | | | |
| | 16 | 8.5% | 1,622 | Market | \$2,298 | N/A | No | N/A | N/A | | | | | | | | | | |
| | 188 | | | | | | | | | | | | | | | | | | |
| 10 | Platform Apartments 290 Martin Luther King Jr Dr SE Atlanta, GA 30312 Fulton County | | | | | | | | | | | | | | | | | | |

MCAULEY PARK PHASE I – ATLANTA, GEORGIA – MARKET STUDY

| RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market. | | | | | | |
|---|--------------------------------------|------------------------------------|--|--|--------------------------------------|----------------|
| | Units Surveyed: | 2,062 | Weighted Occupancy: | 95.7% | | |
| | Market Rate | 886 | Market Rate | 95.3% | | |
| | Tax Credit | 1.176 | Tax Credit | 96.0% | | |
| | Studio One Bath | | One Bedroom One Bath | | Two Bedroom Two Bath | |
| | Property | Average | Property | Average | Property | Average |
| RENT | Platform Apartments (Market) | \$1,181 | Fulton Cotton Mill Lofts (Market) | \$1,595 | Pencil Factory Lofts (Market)(2.5BA) | \$2,206 |
| | Pencil Factory Lofts (Market) | \$1,177 | Pencil Factory Lofts (Market)(1.5BA) | \$1,559 | Fulton Cotton Mill Lofts (Market) | \$2,050 |
| | Fulton Cotton Mill Lofts (Market) | \$1,145 | Fulton Cotton Mill Lofts (Market) | \$1,450 | Pencil Factory Lofts (Market) | \$1,866 |
| | Fulton Cotton Mill Lofts (Market) | \$1,095 | Platform Apartments (Market) | \$1,396 | Fulton Cotton Mill Lofts (Market) | \$1,800 |
| | Fulton Cotton Mill Lofts (Market) | \$1,045 | Fulton Cotton Mill Lofts (Market) | \$1,300 | Platform Apartments (Market) | \$1,741 |
| | Mcauley Park Phase I (@30%) | \$868 | Pencil Factory Lofts (Market) | \$1,265 | City Plaza (Market) | \$1,730 |
| | Mcauley Park Phase I (Market) | \$587 | Auburn Glenn (Market) | \$1,220 | Capitol Gateway II (Market) | \$1,682 |
| | | | Ashley Auburn Pointe II (Market) | \$1,190 | Capitol Gateway I (Market)(2.5BA) | \$1,682 |
| | | | Ashley Auburn Pointe II (Market) | \$1,190 | Auburn Glenn (Market) | \$1,575 |
| | | | City Plaza (Market) | \$1,145 | Fulton Cotton Mill Lofts (Market) | \$1,550 |
| | | | Mcauley Park Phase I (@80%) | \$1,138 | Ashley Auburn Pointe I (Market) | \$1,502 |
| | | | Capitol Gateway II (Market) | \$1,116 | Ashley Auburn Pointe II (Market) | \$1,502 |
| | | | City Plaza (Market) | \$1,095 | City Plaza (Market) | \$1,445 |
| | | | City Plaza (Market) | \$1,095 | Capitol Gateway I (Market)(2.5BA) | \$1,444 |
| | | | City Plaza (Market) | \$1,095 | Capitol Gateway I (Market) | \$1,430 |
| | | | Mechanicsville Family (Market) | \$1,075 | Capitol Gateway I (Market) | \$1,410 |
| | | | Capitol Gateway II (Market) | \$1,070 | City Plaza (Market) | \$1,395 |
| | | | Capitol Gateway I (Market) | \$1,040 | Mcauley Park Phase I (@80%) | \$1,370 |
| | | | Capitol Gateway I (Market) | \$1,000 | City Plaza (Market) | \$1,365 |
| | | | Mechanicsville Family (@60%) | \$893 | Capitol Gateway I (Market) | \$1,349 |
| | | | Capitol Gateway I (@60%) | \$839 | Capitol Gateway I (Market)(1BA) | \$1,248 |
| | | | Capitol Gateway I (@60%) | \$839 | Mechanicsville Family (Market) | \$1,225 |
| | | | Mcauley Park Phase I (@60%) | \$827 | Ashley Auburn Pointe I (@60%) | \$1,049 |
| | | | Ashley Auburn Pointe II (@60%) | \$817 | Ashley Auburn Pointe II (@60%) | \$1,049 |
| | | | Ashley Auburn Pointe I (@60%) | \$817 | Mcauley Park Phase I (@60%) | \$997 |
| | | | Capitol Gateway II (@54%) | \$806 | Capitol Gateway I (@60%) | \$967 |
| | | | Auburn Glenn (@60%) | \$800 | Capitol Gateway I (@60%)(1BA) | \$967 |
| | | | Mechanicsville Family (@50%) | \$695 | Capitol Gateway I (@60%)(2.5BA) | \$967 |
| | | | | | Capitol Gateway I (@60%) | \$967 |
| | | | | | Mechanicsville Family (@60%) | \$927 |
| | | | | | Capitol Gateway II (@54%)(2.5BA) | \$927 |
| | | | | | Capitol Gateway II (@54%) | \$927 |
| | | | | Auburn Glenn (@60%) | \$923 | |
| | | | | Mechanicsville Family (@50%) | \$803 | |
| SQUARE FOOTAGE | Fulton Cotton Mill Lofts (Market) | 747 | Fulton Cotton Mill Lofts (Market) | 1,375 | Pencil Factory Lofts (Market)(2.5BA) | 1,720 |
| | Fulton Cotton Mill Lofts (Market) | 747 | Pencil Factory Lofts (Market)(1.5BA) | 1,243 | Fulton Cotton Mill Lofts (Market) | 1,361 |
| | Fulton Cotton Mill Lofts (Market) | 707 | Fulton Cotton Mill Lofts (Market) | 1,119 | Fulton Cotton Mill Lofts (Market) | 1,361 |
| | Pencil Factory Lofts (Market) | 694 | Fulton Cotton Mill Lofts (Market) | 1,119 | Pencil Factory Lofts (Market) | 1,337 |
| | Platform Apartments (Market) | 572 | Pencil Factory Lofts (Market) | 911 | Capitol Gateway II (@54%)(2.5BA) | 1,319 |
| | Mcauley Park Phase I (Market) | 500 | Platform Apartments (Market) | 791 | City Plaza (Market) | 1,200 |
| | Mcauley Park Phase I (@30%) | 500 | City Plaza (Market) | 777 | Platform Apartments (Market) | 1,192 |
| | | | Capitol Gateway I (@60%) | 772 | Capitol Gateway I (Market)(2.5BA) | 1,178 |
| | | | Capitol Gateway I (Market) | 772 | Capitol Gateway I (Market)(2.5BA) | 1,178 |
| | | | Capitol Gateway I (@60%) | 772 | Capitol Gateway I (@60%)(2.5BA) | 1,178 |
| | | | Ashley Auburn Pointe II (@60%) | 766 | Capitol Gateway II (@60%) | 1,168 |
| | | | Ashley Auburn Pointe II (@60%) | 766 | Capitol Gateway II (Market) | 1,168 |
| | | | Ashley Auburn Pointe II (@50%) | 765 | Capitol Gateway II (@54%) | 1,168 |
| | | | Ashley Auburn Pointe II (@60%) | 765 | Capitol Gateway II (Market) | 1,168 |
| | | | Capitol Gateway II (@54%) | 757 | City Plaza (Market) | 1,167 |
| | | | Ashley Auburn Pointe I (@60%) | 756 | Ashley Auburn Pointe II (Market) | 1,120 |
| | | | Ashley Auburn Pointe I (@60%) | 756 | Ashley Auburn Pointe II (@60%) | 1,108 |
| | | | Ashley Auburn Pointe I (@60%) | 756 | City Plaza (Market) | 1,107 |
| | | | Ashley Auburn Pointe I (Market) | 756 | Ashley Auburn Pointe II (@60%) | 1,099 |
| | | | Mechanicsville Family (Public Housing) | 750 | Ashley Auburn Pointe II (@50%) | 1,091 |
| | | | Mechanicsville Family (@50%) | 750 | Ashley Auburn Pointe I (@60%) | 1,079 |
| | | | Mechanicsville Family (Market) | 750 | Ashley Auburn Pointe I (@60%) | 1,079 |
| | | | Mechanicsville Family (@60%) | 750 | Ashley Auburn Pointe I (Market) | 1,079 |
| | | | Capitol Gateway I (@60%) | 742 | Ashley Auburn Pointe I (@60%) | 1,079 |
| | | | Capitol Gateway I (@60%) | 742 | Capitol Gateway I (@60%) | 1,047 |
| | | | Capitol Gateway I (Market) | 742 | Capitol Gateway I (Market) | 1,047 |
| | | | City Plaza (Market) | 715 | Capitol Gateway I (@60%) | 1,047 |
| | | | Capitol Gateway II (@54%) | 708 | Mechanicsville Family (@60%) | 1,045 |
| | | | Capitol Gateway II (Market) | 708 | Mechanicsville Family (Market) | 1,045 |
| | | | Capitol Gateway II (Market) | 708 | Auburn Glenn (Non-Rental) | 1,044 |
| | | | City Plaza (Market) | 707 | Auburn Glenn (Market) | 1,044 |
| | | | City Plaza (Market) | 698 | Auburn Glenn (@60%) | 1,044 |
| | | Auburn Glenn (@60%) | 696 | Auburn Glenn (@60%) | 1,044 | |
| | | Auburn Glenn (@60%) | 696 | Capitol Gateway I (@60%) | 1,031 | |
| | | Auburn Glenn (Market) | 696 | Capitol Gateway I (Market) | 1,031 | |
| | | Mcauley Park Phase I (@80%) | 650 | Capitol Gateway I (@60%) | 1,031 | |
| | | Mcauley Park Phase I (@60%) | 650 | Fulton Cotton Mill Lofts (Market) | 1,018 | |
| | | | | Mechanicsville Family (Public Housing) | 1,005 | |
| | | | | Mechanicsville Family (@50%) | 1,005 | |
| | | | | City Plaza (Market) | 967 | |
| | | | | Mcauley Park Phase I (@80%) | 965 | |
| | | | | Mcauley Park Phase I (@60%) | 965 | |
| | | | | Capitol Gateway I (@60%)(1BA) | 910 | |
| | | | | Capitol Gateway I (@60%)(1BA) | 910 | |
| | | | | Capitol Gateway I (Market)(1BA) | 910 | |
| | | | | Capitol Gateway I (@60%)(2.5BA) | 824 | |
| RENT PER SQUARE FOOT | Platform Apartments (Market) | \$2.06 | Platform Apartments (Market) | \$1.76 | Fulton Cotton Mill Lofts (Market) | \$1.52 |
| | Mcauley Park Phase I (@30%) | \$1.74 | Auburn Glenn (Market) | \$1.75 | Auburn Glenn (Market) | \$1.51 |
| | Pencil Factory Lofts (Market) | \$1.70 | Mcauley Park Phase I (@80%) | \$1.75 | Fulton Cotton Mill Lofts (Market) | \$1.51 |
| | Fulton Cotton Mill Lofts (Market) | \$1.53 | Capitol Gateway II (Market) | \$1.58 | Platform Apartments (Market) | \$1.46 |
| | Fulton Cotton Mill Lofts (Market) | \$1.48 | Ashley Auburn Pointe I (Market) | \$1.57 | City Plaza (Market) | \$1.44 |
| | Fulton Cotton Mill Lofts (Market) | \$1.47 | City Plaza (Market) | \$1.57 | Capitol Gateway I (Market) | \$1.44 |
| | Mcauley Park Phase I (Market) | \$1.17 | Ashley Auburn Pointe II (Market) | \$1.55 | Capitol Gateway I (Market)(2.5BA) | \$1.43 |
| | | | City Plaza (Market) | \$1.55 | Mcauley Park Phase I (@80%) | \$1.42 |
| | | | City Plaza (Market) | \$1.53 | City Plaza (Market) | \$1.41 |
| | | | Capitol Gateway II (Market) | \$1.51 | Pencil Factory Lofts (Market) | \$1.40 |
| | | | City Plaza (Market) | \$1.47 | Ashley Auburn Pointe I (Market) | \$1.39 |
| | | | Mechanicsville Family (Market) | \$1.43 | Capitol Gateway I (Market)(1BA) | \$1.37 |
| | | | Pencil Factory Lofts (Market) | \$1.39 | Capitol Gateway I (Market) | \$1.35 |
| | | | Capitol Gateway I (Market) | \$1.35 | Ashley Auburn Pointe II (Market) | \$1.34 |
| | | | Capitol Gateway I (Market) | \$1.35 | Fulton Cotton Mill Lofts (Market) | \$1.32 |
| | | | Fulton Cotton Mill Lofts (Market) | \$1.30 | Capitol Gateway I (Market) | \$1.31 |
| | | | Mcauley Park Phase I (@60%) | \$1.27 | Capitol Gateway I (Market) | \$1.28 |
| | | | Pencil Factory Lofts (Market)(1.5BA) | \$1.25 | Pencil Factory Lofts (Market)(2.5BA) | \$1.28 |
| | | | Mechanicsville Family (@60%) | \$1.19 | City Plaza (Market) | \$1.26 |
| | | | Fulton Cotton Mill Lofts (Market) | \$1.16 | City Plaza (Market) | \$1.25 |
| | | | Fulton Cotton Mill Lofts (Market) | \$1.16 | Capitol Gateway I (Market)(2.5BA) | \$1.23 |
| | | | Auburn Glenn (@60%) | \$1.15 | Capitol Gateway II (Market) | \$1.22 |
| | | | Capitol Gateway II (@54%) | \$1.14 | Mechanicsville Family (Market) | \$1.17 |
| | | | Capitol Gateway I (@60%) | \$1.13 | Capitol Gateway I (@60%)(1BA) | \$1.06 |
| | | | Capitol Gateway I (@60%) | \$1.09 | Mcauley Park Phase I (@60%) | \$1.03 |
| | | | Ashley Auburn Pointe I (@60%) | \$1.08 | Ashley Auburn Pointe I (@60%) | \$0.97 |
| | | | Ashley Auburn Pointe II (@60%) | \$1.07 | Ashley Auburn Pointe II (@60%) | \$0.95 |
| | | | Mechanicsville Family (@50%) | \$0.93 | Capitol Gateway I (@60%) | \$0.94 |
| | | | | | Capitol Gateway I (@60%) | \$0.92 |
| | | | | | Mechanicsville Family (@60%) | \$0.92 |
| | | | | | Auburn Glenn (@60%) | \$0.88 |
| | | | | | Capitol Gateway I (@60%)(2.5BA) | \$0.82 |
| | | | | Mechanicsville Family (@50%) | \$0.80 | |
| | | | | Capitol Gateway II (@54%) | \$0.79 | |
| | | | | Capitol Gateway II (@54%)(2.5BA) | \$0.70 | |

PROPERTY PROFILE REPORT

Ashley Auburn Pointe I

Effective Rent Date 7/06/2020
Location 357 Auburn Pointe Dr SE
Atlanta, GA 30312
Fulton County
Distance 0.2 miles
Units 154
Vacant Units 4
Vacancy Rate 2.6%
Type Garden (4 stories)
Year Built/Renovated 2010 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Pencil Factory Lofts
Tenant Characteristics None identified
Contact Name Jenna Bailey
Phone 404-523-1012



Market Information

Program @60%, @60% (Project Based Rental)
Annual Turnover Rate 20%
Units/Month Absorbed 26
HCV Tenants 0%
Leasing Pace Pre-leased
Annual Chg. in Rent LIHTC increased to max; mkt changes
Concession None
Waiting List Yes, 300+ households Phase 1 and 2

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

Photos



PROPERTY PROFILE REPORT

Ashley Auburn Pointe II

| | |
|------------------------|--|
| Effective Rent Date | 7/06/2020 |
| Location | 100 Bell St SE Atlanta, GA 30312 Fulton County |
| Distance | 0.3 miles |
| Units | 150 |
| Vacant Units | 3 |
| Vacancy Rate | 2.0% |
| Type | Garden (3 stories) |
| Year Built/Renovated | 2013 / N/A |
| Marketing Began | N/A |
| Leasing Began | N/A |
| Last Unit Leased | N/A |
| Major Competitors | Pencil Factory Lofts |
| Tenant Characteristics | None identified |
| Contact Name | Jenna Bailey |
| Phone | 404-523-1012 |



Market Information

| | |
|----------------------|--------------------------------------|
| Program | @50% (ACC), @60%, @60% (ACC), Market |
| Annual Turnover Rate | 20% |
| Units/Month Absorbed | N/A |
| HCV Tenants | 0% |
| Leasing Pace | Pre-leased |
| Annual Chg. in Rent | LIHTC increased to max; mkt changes |
| Concession | None |
| Waiting List | Yes, 300+ households Phase 1 and 2 |

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) | 11 | 765 | N/A | \$0 | @50% (ACC) | Yes | 0 | 0.0% | N/A | None |
| 1 | 1 | Garden (3 stories) | 10 | 766 | \$817 | \$0 | @60% | Yes | 0 | 0.0% | yes | None |
| 1 | 1 | Garden (3 stories) | 13 | 765 | N/A | \$0 | @60% (ACC) | Yes | 0 | 0.0% | N/A | None |
| 1 | 1 | Garden (3 stories) | 20 | 766 | \$1,190 | \$0 | Market | No | N/A | N/A | N/A | None |
| 2 | 2 | Garden (3 stories) | 11 | 1,091 | N/A | \$0 | @50% (ACC) | Yes | 0 | 0.0% | N/A | None |
| 2 | 2 | Garden (3 stories) | 26 | 1,108 | \$1,049 | \$0 | @60% | Yes | 0 | 0.0% | yes | None |
| 2 | 2 | Garden (3 stories) | 13 | 1,099 | N/A | \$0 | @60% (ACC) | Yes | 0 | 0.0% | N/A | None |
| 2 | 2 | Garden (3 stories) | 32 | 1,120 | \$1,502 | \$0 | Market | No | N/A | N/A | N/A | None |
| 3 | 2 | Garden (3 stories) | 1 | 1,283 | N/A | \$0 | @50% (ACC) | Yes | 0 | 0.0% | N/A | None |
| 3 | 2 | Garden (3 stories) | 3 | 1,283 | \$932 | \$0 | @60% | Yes | 0 | 0.0% | yes | None |
| 3 | 2 | Garden (3 stories) | 2 | 1,283 | N/A | \$0 | @60% (ACC) | Yes | 0 | 0.0% | N/A | None |
| 3 | 2 | Garden (3 stories) | 8 | 1,283 | \$1,782 | \$0 | Market | No | N/A | N/A | N/A | None |

Ashley Auburn Pointe II, continued

Unit Mix

| @50% | Face Rent | Conc. | Concd. Rent | Util. Adj. | Adj. Rent | @60% | Face Rent | Conc. | Concd. Rent | Util. Adj. | Adj. Rent |
|-----------|-----------|-------|-------------|------------|-----------|-----------|-----------|-------|-------------|------------|-----------|
| 1BR / 1BA | N/A | \$0 | N/A | \$0 | N/A | 1BR / 1BA | \$817 | \$0 | \$817 | \$0 | \$817 |
| 2BR / 2BA | N/A | \$0 | N/A | \$0 | N/A | 2BR / 2BA | \$1,049 | \$0 | \$1,049 | \$0 | \$1,049 |
| 3BR / 2BA | N/A | \$0 | N/A | \$0 | N/A | 3BR / 2BA | \$932 | \$0 | \$932 | \$0 | \$932 |
| Market | Face Rent | Conc. | Concd. Rent | Util. Adj. | Adj. Rent | | | | | | |
| 1BR / 1BA | \$1,190 | \$0 | \$1,190 | \$0 | \$1,190 | | | | | | |
| 2BR / 2BA | \$1,502 | \$0 | \$1,502 | \$0 | \$1,502 | | | | | | |
| 3BR / 2BA | \$1,782 | \$0 | \$1,782 | \$0 | \$1,782 | | | | | | |

Amenities

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

Comments

The contact was unable to disclose the contract rents for the subsidized units. All of the vacant units are market rate. The contact reported no decrease in collections as a result of COVID-19.

Photos



PROPERTY PROFILE REPORT

Auburn Glenn

| | |
|------------------------|---|
| Effective Rent Date | 7/02/2020 |
| Location | 49 Boulevard SE Atlanta, GA 30312 Fulton County |
| Distance | 0.2 miles |
| Units | 271 |
| Vacant Units | 6 |
| Vacancy Rate | 2.2% |
| Type | Midrise (4 stories) |
| Year Built/Renovated | 2004 / N/A |
| Marketing Began | 3/01/2004 |
| Leasing Began | 7/01/2004 |
| Last Unit Leased | 3/09/2005 |
| Major Competitors | Cityview, Cotton Mill Lofts, Capitol Gateway |
| Tenant Characteristics | Family composition is mixed, average household size is two people, the average age is 31, and average income is \$28k |
| Contact Name | Tamara |
| Phone | 404-584-1300 |



Market Information

| | |
|----------------------|---|
| Program | @60%, @60% (Project Based Rental) |
| Annual Turnover Rate | 14% |
| Units/Month Absorbed | 23 |
| HCV Tenants | 0% |
| Leasing Pace | Within two weeks |
| Annual Chg. in Rent | LIHTC kept at max; None for market rate units |
| Concession | N/A |
| Waiting List | Yes, one household |

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 |

Photos



PROPERTY PROFILE REPORT

Capitol Gateway I

| | |
|------------------------|--|
| Effective Rent Date | 7/06/2020 |
| Location | 89 Woodward Ave SE Atlanta, GA 30312 Fulton County |
| Distance | 0.7 miles |
| Units | 275 |
| Vacant Units | 3 |
| Vacancy Rate | 1.1% |
| Type | Garden (3 stories) |
| Year Built/Renovated | 2006 / N/A |
| Marketing Began | N/A |
| Leasing Began | 11/01/2006 |
| Last Unit Leased | N/A |
| Major Competitors | Auburn Glenn |
| Tenant Characteristics | Many are former residents of Capital Homes (a former public housing development) |
| Contact Name | Erica |
| Phone | 404-586-0411 |



Market Information

| | |
|----------------------|-----------------------------------|
| Program | @60%, @60% (Project Based Rental) |
| Annual Turnover Rate | 28% |
| Units/Month Absorbed | 33 |
| HCV Tenants | 0% |
| Leasing Pace | Pre-leased |
| Annual Chg. in Rent | LIHTC increased to max |
| Concession | None |
| Waiting List | Yes, 50 households Phase 1 and 2 |

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 |

Capitol Gateway I, continued

Unit Mix (face rent)

| Beds | Baths | Type | Units | Size (SF) | Rent | Concession (monthly) | Restriction | Waiting List | Vacant | Vacancy Rate | Max Rent? | Range |
|------|-------|--------------------|-------|-----------|---------|----------------------|---|--------------|--------|--------------|-----------|-------|
| 1 | 1 | Garden (3 stories) | 12 | 742 | \$839 | \$0 | @60% | Yes | 0 | 0.0% | yes | None |
| 1 | 1 | Garden (3 stories) | 30 | 772 | \$839 | \$0 | @60% | Yes | 0 | 0.0% | yes | None |
| 1 | 1 | Garden (3 stories) | 12 | 742 | N/A | \$0 | @60% (Project Based Rental Assistance - PBRA) | Yes | 0 | 0.0% | N/A | None |
| 1 | 1 | Garden (3 stories) | 2 | 772 | N/A | \$0 | @60% (Project Based Rental Assistance - PBRA) | Yes | 0 | 0.0% | N/A | None |
| 1 | 1 | Garden (3 stories) | 22 | 772 | \$1,040 | \$0 | Market | No | 0 | 0.0% | N/A | HIGH* |
| 1 | 1 | Garden (3 stories) | 15 | 742 | \$1,000 | \$0 | Market | No | 1 | 6.7% | N/A | LOW* |
| 2 | 1 | Garden (3 stories) | 8 | 910 | \$967 | \$0 | @60% | Yes | 0 | 0.0% | yes | None |
| 2 | 1 | Garden (3 stories) | 27 | 910 | N/A | \$0 | @60% (Project Based Rental Assistance - PBRA) | Yes | 0 | 0.0% | N/A | None |
| 2 | 1 | Garden (3 stories) | 24 | 910 | \$1,248 | \$0 | Market | No | 0 | 0.0% | N/A | AVG* |
| 2 | 2 | Garden (3 stories) | 4 | 1,031 | \$967 | \$0 | @60% | Yes | 0 | 0.0% | yes | None |
| 2 | 2 | Garden (3 stories) | 18 | 1,047 | \$967 | \$0 | @60% | No | 0 | 0.0% | yes | None |
| 2 | 2 | Garden (3 stories) | 7 | 1,031 | N/A | \$0 | @60% (Project Based Rental Assistance - PBRA) | Yes | 0 | 0.0% | N/A | None |
| 2 | 2 | Garden (3 stories) | 23 | 1,047 | N/A | \$0 | @60% (Project Based Rental Assistance - PBRA) | Yes | 0 | 0.0% | N/A | None |
| 2 | 2 | Garden (3 stories) | 30 | 1,047 | \$1,410 | \$0 | Market | No | 0 | 0.0% | N/A | HIGH* |
| 2 | 2 | Garden (3 stories) | 6 | 1,031 | \$1,349 | \$0 | Market | No | 0 | 0.0% | N/A | LOW* |
| 2 | 2.5 | Garden (3 stories) | 3 | 1,178 | \$967 | \$0 | @60% | Yes | 0 | 0.0% | yes | None |
| 2 | 2.5 | Garden (3 stories) | 5 | 824 | N/A | \$0 | @60% (Project Based Rental Assistance - PBRA) | No | 0 | 0.0% | N/A | None |
| 2 | 2.5 | Garden (3 stories) | 6 | 1,178 | \$1,682 | \$0 | Market | No | 0 | 0.0% | N/A | HIGH* |
| 2 | 2.5 | Garden (3 stories) | 6 | 1,178 | \$1,444 | \$0 | Market | No | 0 | 0.0% | N/A | LOW* |
| 3 | 2 | Garden (3 stories) | 3 | 1,258 | \$1,069 | \$0 | @60% | Yes | 0 | 0.0% | yes | None |
| 3 | 2 | Garden (3 stories) | 1 | 1,248 | N/A | \$0 | @60% (Project Based Rental Assistance - PBRA) | Yes | 0 | 0.0% | N/A | None |
| 3 | 2 | Garden (3 stories) | 5 | 1,258 | N/A | \$0 | @60% (Project Based Rental Assistance - PBRA) | Yes | 0 | 0.0% | N/A | None |

Capitol Gateway I, continued

| Beds | Baths | Type | Units | Size (SF) | Rent | Concession (monthly) | Restriction | Waiting List | Vacant | Vacancy Rate | Max Rent? | Range |
|------|-------|--------------------|-------|-----------|---------|----------------------|---|--------------|--------|--------------|-----------|-------|
| 3 | 2 | Garden (3 stories) | 3 | 1,314 | \$2,409 | \$0 | Market | No | 1 | 33.3% | N/A | AVG* |
| 4 | 2 | Garden (3 stories) | 1 | 1,447 | \$1,149 | \$0 | @60% | No | 1 | 100.0% | yes | None |
| 4 | 2 | Garden (3 stories) | 2 | 1,447 | N/A | \$0 | @60% (Project Based Rental Assistance - PBRA) | Yes | 0 | 0.0% | N/A | None |

Unit Mix

| @60% | Face Rent | Conc. | Concd. Rent | Util. Adj. | Adj. Rent | Market | Face Rent | Conc. | Concd. Rent | Util. Adj. | Adj. Rent |
|-------------|-----------|-------|-------------|------------|-----------|-------------|-------------------|-------|-------------------|------------|-------------------|
| 1BR / 1BA | \$839 | \$0 | \$839 | \$0 | \$839 | 1BR / 1BA | \$1,000 - \$1,040 | \$0 | \$1,000 - \$1,040 | \$0 | \$1,000 - \$1,040 |
| 2BR / 1BA | \$967 | \$0 | \$967 | \$0 | \$967 | 2BR / 1BA | \$1,248 | \$0 | \$1,248 | \$0 | \$1,248 |
| 2BR / 2BA | \$967 | \$0 | \$967 | \$0 | \$967 | 2BR / 2BA | \$1,349 - \$1,410 | \$0 | \$1,349 - \$1,410 | \$0 | \$1,349 - \$1,410 |
| 2BR / 2.5BA | \$967 | \$0 | \$967 | \$0 | \$967 | 2BR / 2.5BA | \$1,444 - \$1,682 | \$0 | \$1,444 - \$1,682 | \$0 | \$1,444 - \$1,682 |
| 3BR / 2BA | \$1,069 | \$0 | \$1,069 | \$0 | \$1,069 | 3BR / 2BA | \$2,409 | \$0 | \$2,409 | \$0 | \$2,409 |
| 4BR / 2BA | \$1,149 | \$0 | \$1,149 | \$0 | \$1,149 | | | | | | |

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Ceiling Fan
Oven
Washer/Dryer

Blinds
Central A/C
Dishwasher
Garbage Disposal
Refrigerator
Washer/Dryer hookup

Security

Intercom (Buzzer)
Limited Access
Perimeter Fencing
Video Surveillance

Services

None

Property

Business Center/Computer Lab
Courtyard
Central Laundry
On-Site Management
Playground

Clubhouse/Meeting Room/Community
Exercise Facility
Off-Street Parking
Picnic Area
Swimming Pool

Premium

None

Other

None

Comments

The property does not accept Housing Choice Vouchers. The contact reported strong demand for affordable housing. The two-bedroom, two and a half bath units are townhouses. The vacant units are being processed from the waiting list. According to the property manager, there are fifteen tenants in total that were negatively impacted by the COVID-19 pandemic and management is working on providing an individual approach and making special applicable payment schedules, based on the current financial situation of each of the tenants.

Photos



PROPERTY PROFILE REPORT

Capitol Gateway II

| | |
|------------------------|---|
| Effective Rent Date | 7/06/2020 |
| Location | 79 Woodward Ave SE Atlanta, GA 30312 Fulton County |
| Distance | 0.7 miles |
| Units | 152 |
| Vacant Units | 12 |
| Vacancy Rate | 7.9% |
| Type | Garden (3 stories) |
| Year Built/Renovated | 2007 / N/A |
| Marketing Began | N/A |
| Leasing Began | N/A |
| Last Unit Leased | N/A |
| Major Competitors | Auburn Glenn |
| Tenant Characteristics | Mixed tenancy from the immediate area including, families, seniors and students |
| Contact Name | Chinna |
| Phone | (404) 586-0411 |



Market Information

| | |
|----------------------|-------------------------------------|
| Program | @54%, @54% (Public Housing), Market |
| Annual Turnover Rate | 24% |
| Units/Month Absorbed | 14 |
| HCV Tenants | 0% |
| Leasing Pace | Within two weeks |
| Annual Chg. in Rent | LIHTC increased to max |
| Concession | None |
| Waiting List | Yes, 50 households Phase 1 and 2 |

Utilities

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

Unit Mix (face rent)

| Beds | Baths | Type | Units | Size (SF) | Rent | Concession (monthly) | Restriction | Waiting List | Vacant | Vacancy Rate | Max Rent? | Range |
|------|-------|--------------------|-------|-----------|---------|----------------------|-----------------------|--------------|--------|--------------|-----------|-------|
| 1 | 1 | Garden (3 stories) | 25 | 708 | \$806 | \$0 | @54% | Yes | 0 | 0.0% | yes | None |
| 1 | 1 | Garden (3 stories) | N/A | 757 | N/A | \$0 | @54% (Public Housing) | Yes | 0 | N/A | N/A | None |
| 1 | 1 | Garden (3 stories) | 17 | 708 | \$1,116 | \$0 | Market | Yes | 0 | 0.0% | N/A | HIGH* |
| 1 | 1 | Garden (3 stories) | 17 | 708 | \$1,070 | \$0 | Market | Yes | 4 | 23.5% | N/A | LOW* |
| 2 | 2 | Garden (3 stories) | 21 | 1,168 | \$927 | \$0 | @54% | Yes | 0 | 0.0% | yes | None |
| 2 | 2 | Garden (3 stories) | N/A | 1,168 | N/A | \$0 | @54% (Public Housing) | Yes | 0 | N/A | N/A | None |
| 2 | 2 | Garden (3 stories) | N/A | 1,168 | \$1,682 | \$0 | Market | No | 0 | N/A | N/A | HIGH* |
| 2 | 2 | Garden (3 stories) | N/A | 1,168 | \$1,430 | \$0 | Market | No | 8 | N/A | N/A | LOW* |
| 2 | 2.5 | Garden (3 stories) | 3 | 1,319 | \$927 | \$0 | @54% | Yes | 0 | 0.0% | yes | None |
| 3 | 2 | Garden (3 stories) | N/A | 1,248 | \$1,022 | \$0 | @54% | Yes | 0 | N/A | yes | None |
| 3 | 2 | Garden (3 stories) | N/A | 1,248 | N/A | \$0 | @54% (Public Housing) | Yes | 0 | N/A | N/A | None |
| 3 | 2 | Garden (3 stories) | N/A | 1,248 | \$2,410 | \$0 | Market | Yes | 0 | N/A | N/A | AVG* |

Photos



PROPERTY PROFILE REPORT

Mechanicsville Family

| | |
|------------------------|--|
| Effective Rent Date | 7/06/2020 |
| Location | 500 Mcdaniel St SW Atlanta, GA 30312 Fulton County |
| Distance | 1.8 miles |
| Units | 174 |
| Vacant Units | 19 |
| Vacancy Rate | 10.9% |
| Type | Lowrise (3 stories) |
| Year Built/Renovated | 2007 / N/A |
| Marketing Began | N/A |
| Leasing Began | N/A |
| Last Unit Leased | N/A |
| Major Competitors | Parkside at Mechanicsville |
| Tenant Characteristics | Mostly from Atlanta metro area |
| Contact Name | Derek |
| Phone | 404-577-2833 |



Market Information

| | |
|----------------------|--|
| Program | @50%, @60%, Market, Public Housing, Non- |
| Annual Turnover Rate | 14% |
| Units/Month Absorbed | N/A |
| HCV Tenants | N/A |
| Leasing Pace | Within one month |
| Annual Chg. in Rent | Kept at max |
| 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 | 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 | Lowrise (3 stories) | 20 | 750 | \$695 | \$0 | @50% | Yes | N/A | N/A | yes | None |
| 1 | 1 | Lowrise (3 stories) | 15 | 750 | \$893 | \$0 | @60% | Yes | N/A | N/A | yes | None |
| 1 | 1 | Lowrise (3 stories) | 5 | 750 | \$1,075 | \$0 | Market | No | N/A | N/A | N/A | None |
| 1 | 1 | Lowrise (3 stories) | N/A | 750 | N/A | \$0 | Public Housing | Yes | N/A | N/A | N/A | None |
| 2 | 2 | Lowrise (3 stories) | 25 | 1,005 | \$803 | \$0 | @50% | Yes | N/A | N/A | yes | None |
| 2 | 2 | Lowrise (3 stories) | 54 | 1,045 | \$964 | \$0 | @60% | Yes | N/A | N/A | yes | None |
| 2 | 2 | Lowrise (3 stories) | N/A | 1,045 | \$1,225 | \$0 | Market | No | N/A | N/A | N/A | None |
| 2 | 2 | Lowrise (3 stories) | N/A | 1,005 | N/A | \$0 | Public Housing | Yes | N/A | N/A | N/A | None |
| 3 | 2 | Lowrise (3 stories) | 3 | 1,200 | \$892 | \$0 | @50% | Yes | N/A | N/A | yes | None |
| 3 | 2 | Lowrise (3 stories) | 5 | 1,200 | \$1,059 | \$0 | @60% | Yes | N/A | N/A | yes | None |
| 3 | 2 | Lowrise (3 stories) | 11 | 1,200 | \$1,450 | \$0 | Market | No | N/A | N/A | N/A | None |
| 3 | 2 | Lowrise (3 stories) | 1 | 1,200 | N/A | \$0 | Non-Rental | N/A | N/A | N/A | N/A | None |
| 3 | 2 | Lowrise (3 stories) | N/A | 1,200 | N/A | \$0 | Public Housing | Yes | N/A | N/A | N/A | None |

Photos



PROPERTY PROFILE REPORT

City Plaza

| | |
|------------------------|--|
| Effective Rent Date | 7/01/2020 |
| Location | 133 Trinity Ave SW Atlanta, GA 30303 Fulton County |
| Distance | 1 mile |
| Units | 167 |
| Vacant Units | 0 |
| Vacancy Rate | 0.0% |
| Type | Midrise (6 stories) |
| Year Built/Renovated | 1996 / 2017 |
| Marketing Began | N/A |
| Leasing Began | N/A |
| Last Unit Leased | N/A |
| Major Competitors | Gateway, Renaissance |
| Tenant Characteristics | Mixed tenancy; 40 percent Georgia State students |
| Contact Name | Sandra |
| Phone | 678-608-4352 |



Market Information

| | |
|----------------------|--------------------------------|
| Program | Market |
| Annual Turnover Rate | 36% |
| Units/Month Absorbed | N/A |
| HCV Tenants | 0% |
| Leasing Pace | Within one week |
| Annual Chg. in Rent | Increased two to 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 | not included |
| Sewer | not included |
| Trash Collection | included |

Unit Mix (face rent)

| Beds | Baths | Type | Units | Size (SF) | Rent | Concession (monthly) | Restriction | Waiting List | Vacant | Vacancy Rate | Max Rent? | Range |
|------|-------|---------------------|-------|-----------|---------|----------------------|-------------|--------------|--------|--------------|-----------|-------|
| 1 | 1 | Midrise (6 stories) | N/A | 698 | \$1,095 | \$0 | Market | No | 0 | N/A | N/A | None |
| 1 | 1 | Midrise (6 stories) | N/A | 707 | \$1,095 | \$0 | Market | No | 0 | N/A | N/A | None |
| 1 | 1 | Midrise (6 stories) | N/A | 715 | \$1,095 | \$0 | Market | No | 0 | N/A | N/A | None |
| 1 | 1 | Midrise (6 stories) | N/A | 777 | \$1,145 | \$0 | Market | No | 0 | N/A | N/A | None |
| 2 | 2 | Midrise (6 stories) | N/A | 967 | \$1,365 | \$0 | Market | No | 0 | N/A | N/A | None |
| 2 | 2 | Midrise (6 stories) | N/A | 1,107 | \$1,395 | \$0 | Market | No | 0 | N/A | N/A | None |
| 2 | 2 | Midrise (6 stories) | N/A | 1,167 | \$1,445 | \$0 | Market | No | 0 | N/A | N/A | None |
| 2 | 2 | Midrise (6 stories) | 2 | 1,200 | \$1,730 | \$0 | Market | No | 0 | 0.0% | N/A | None |

Unit Mix

| Market | Face Rent | Conc. | Concd. Rent | Util. Adj. | Adj. Rent |
|-----------|-------------------|-------|-------------------|------------|-------------------|
| 1BR / 1BA | \$1,095 - \$1,145 | \$0 | \$1,095 - \$1,145 | \$0 | \$1,095 - \$1,145 |
| 2BR / 2BA | \$1,365 - \$1,730 | \$0 | \$1,365 - \$1,730 | \$0 | \$1,365 - \$1,730 |

Amenities

| | | | |
|--------------------|----------------------------------|--------------------|----------------------------|
| In-Unit | | Security | Services |
| Balcony/Patio | Blinds | Intercom (Buzzer) | None |
| Carpeting | Central A/C | Limited Access | |
| Coat Closet | Dishwasher | Patrol | |
| Ceiling Fan | Garbage Disposal | Video Surveillance | |
| Microwave | Oven | | |
| Refrigerator | Walk-In Closet | | |
| Washer/Dryer | Washer/Dryer hookup | | |
| | | | |
| Property | | Premium | Other |
| Carport(\$35.00) | Clubhouse/Meeting Room/Community | None | Stainless steel appliances |
| Courtyard | Elevators | | |
| Exercise Facility | Garage(\$60.00) | | |
| On-Site Management | Picnic Area | | |

Comments

The contact reported the property's units underwent a full cosmetic renovation approximately three years ago. During the COVID-19 pandemic, the property has experienced a decrease in collections and traffic.

Photos



PROPERTY PROFILE REPORT

Fulton Cotton Mill Lofts

| | |
|------------------------|--|
| Effective Rent Date | 7/06/2020 |
| Location | 170 Boulevard SE Atlanta, GA 30312 Fulton County |
| Distance | 0.3 miles |
| Units | 207 |
| Vacant Units | 0 |
| Vacancy Rate | 0.0% |
| Type | Midrise (5 stories) |
| Year Built/Renovated | 1881 / 2005 |
| Marketing Began | N/A |
| Leasing Began | N/A |
| Last Unit Leased | N/A |
| Major Competitors | Auburn Glenn, Cityview Apartments |
| Tenant Characteristics | Mostly families; few seniors |
| Contact Name | Wayne |
| Phone | 404-522-5638 |



Market Information

| | |
|----------------------|---|
| Program | Market |
| Annual Turnover Rate | 20% |
| Units/Month Absorbed | N/A |
| HCV Tenants | 0% |
| Leasing Pace | Pre-leased to within two weeks |
| Annual Chg. in Rent | Decreased four to increased three percent |
| Concession | None |
| Waiting List | None |

Utilities

| | |
|------------------|-------------------------|
| A/C | not included -- central |
| Cooking | not included -- gas |
| Water Heat | not included -- gas |
| Heat | not included -- gas |
| 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 | Midrise (5 stories) | N/A | 747 | \$1,095 | \$0 | Market | No | 0 | N/A | N/A | AVG* |
| 0 | 1 | Midrise (5 stories) | N/A | 747 | \$1,145 | \$0 | Market | No | 0 | N/A | N/A | HIGH* |
| 0 | 1 | Midrise (5 stories) | N/A | 707 | \$1,045 | \$0 | Market | No | 0 | N/A | N/A | LOW* |
| 1 | 1 | Midrise (5 stories) | N/A | 1,119 | \$1,450 | \$0 | Market | No | 0 | N/A | N/A | AVG* |
| 1 | 1 | Midrise (5 stories) | N/A | 1,375 | \$1,595 | \$0 | Market | No | 0 | N/A | N/A | HIGH* |
| 1 | 1 | Midrise (5 stories) | N/A | 1,119 | \$1,300 | \$0 | Market | No | 0 | N/A | N/A | LOW* |
| 2 | 2 | Midrise (5 stories) | N/A | 1,361 | \$1,800 | \$0 | Market | No | 0 | N/A | N/A | AVG* |
| 2 | 2 | Midrise (5 stories) | N/A | 1,361 | \$2,050 | \$0 | Market | No | 0 | N/A | N/A | HIGH* |
| 2 | 2 | Midrise (5 stories) | N/A | 1,018 | \$1,550 | \$0 | Market | No | 0 | N/A | N/A | LOW* |

Unit Mix

| Market | Face Rent | Conc. | Concd. Rent | Util. Adj. | Adj. Rent |
|--------------|-------------------|-------|-------------------|------------|-------------------|
| Studio / 1BA | \$1,045 - \$1,145 | \$0 | \$1,045 - \$1,145 | \$0 | \$1,045 - \$1,145 |
| 1BR / 1BA | \$1,300 - \$1,595 | \$0 | \$1,300 - \$1,595 | \$0 | \$1,300 - \$1,595 |
| 2BR / 2BA | \$1,550 - \$2,050 | \$0 | \$1,550 - \$2,050 | \$0 | \$1,550 - \$2,050 |

Fulton Cotton Mill Lofts, continued

Amenities

| In-Unit | | Security | Services |
|----------------------------------|---------------------------|-------------------|---------------------|
| Balcony/Patio | Blinds | Intercom (Buzzer) | None |
| Central A/C | Coat Closet | Limited Access | |
| Dishwasher | Exterior Storage(\$25.00) | Perimeter Fencing | |
| Ceiling Fan | Garbage Disposal | | |
| Oven | Refrigerator | | |
| Skylights | Vaulted Ceilings | | |
| Walk-In Closet | Washer/Dryer hookup | | |
| Property | | Premium | Other |
| Clubhouse/Meeting Room/Community | Courtyard | None | Three rooftop decks |
| Elevators | Exercise Facility | | |
| Garage(\$30.00) | Central Laundry | | |
| Off-Street Parking | On-Site Management | | |
| Picnic Area | Swimming Pool | | |

Comments

The contact reported no decrease in collections as a result of COVID-19. The contact did state there was an increase in tenants moving out at the onset of the pandemic but the property had no issue leasing these units and there are currently no vacant units.

Photos



PROPERTY PROFILE REPORT

Pencil Factory Lofts

| | |
|------------------------|---|
| Effective Rent Date | 7/06/2020 |
| Location | 349 Decatur St SE Atlanta, GA 30312 Fulton County |
| Distance | 0.2 miles |
| Units | 188 |
| Vacant Units | 29 |
| Vacancy Rate | 15.4% |
| Type | Midrise (5 stories) |
| Year Built/Renovated | 2009 / N/A |
| Marketing Began | N/A |
| Leasing Began | N/A |
| Last Unit Leased | N/A |
| Major Competitors | Vantage, Skyline, AMLI properties |
| Tenant Characteristics | None identified |
| Contact Name | Bobby |
| Phone | 678-268-6999 |



Market Information

| | |
|----------------------|----------------------------------|
| Program | Market |
| Annual Turnover Rate | 30% |
| Units/Month Absorbed | N/A |
| HCV Tenants | 0% |
| Leasing Pace | Within two weeks |
| Annual Chg. in Rent | 9% decrease since 3Q2019 |
| Concession | One month free for 2BR/2BA units |
| 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 |

Comments

The contact could not provide a breakdown of the vacancy rate by unit type, but reported that three vacant units are pre-leased. The property does not accept Housing Choice Vouchers. The property uses an LRO pricing system and could only report prices for available units; as such, the two-bedroom two-and-a-half bathroom and the three-bedroom two-bathroom units reflect pricing from the previous update. The contact reported an elevated vacancy rate due to COVID-19, and noted that the main reason for this elevated rate was the large number of students living at the property due to its proximity to Georgia State University (GSU); while leasing among the general population has not been affected by the pandemic, a large number of students moved out after GSU suspended classes. The contact reported that they expect the property to stabilize again during the summer or fall semester.

Photos



PROPERTY PROFILE REPORT

Platform Apartments

| | |
|------------------------|---|
| Effective Rent Date | 7/06/2020 |
| Location | 290 Martin Luther King Jr Dr SE Atlanta, GA 30312 Fulton County |
| Distance | 0.3 miles |
| Units | 324 |
| Vacant Units | 13 |
| Vacancy Rate | 4.0% |
| Type | Midrise (4 stories) |
| Year Built/Renovated | 2018 / N/A |
| Marketing Began | N/A |
| Leasing Began | 8/01/2018 |
| Last Unit Leased | 2/25/2020 |
| Major Competitors | None identified |
| Tenant Characteristics | Young professionals |
| Contact Name | Napoleon |
| Phone | 833-317-1150 |



Market Information

| | |
|----------------------|--|
| Program | Market |
| Annual Turnover Rate | 14% |
| Units/Month Absorbed | 17 |
| HCV Tenants | 0% |
| Leasing Pace | Within one week |
| Annual Chg. in Rent | Decreased seven to increased two percent |
| Concession | Six weeks free |
| 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 |
|------|-------|---------------------|-------|-----------|---------|----------------------|-------------|--------------|--------|--------------|-----------|-------|
| 0 | 1 | Midrise (4 stories) | 9 | 572 | \$1,335 | \$154 | Market | No | N/A | N/A | N/A | AVG* |
| 0 | 1 | Midrise (4 stories) | N/A | 624 | \$1,420 | \$164 | Market | No | N/A | N/A | N/A | HIGH |
| 0 | 1 | Midrise (4 stories) | N/A | 555 | \$1,249 | \$144 | Market | No | N/A | N/A | N/A | LOW |
| 1 | 1 | Midrise (4 stories) | 145 | 791 | \$1,578 | \$182 | Market | No | N/A | N/A | N/A | AVG* |
| 1 | 1 | Midrise (4 stories) | N/A | 1,084 | \$1,795 | \$207 | Market | No | N/A | N/A | N/A | HIGH |
| 1 | 1 | Midrise (4 stories) | N/A | 691 | \$1,360 | \$157 | Market | No | N/A | N/A | N/A | LOW |
| 2 | 2 | Midrise (4 stories) | 171 | 1,192 | \$1,968 | \$227 | Market | No | N/A | N/A | N/A | AVG* |
| 2 | 2 | Midrise (4 stories) | N/A | 1,220 | \$2,100 | \$242 | Market | No | N/A | N/A | N/A | HIGH |
| 2 | 2 | Midrise (4 stories) | N/A | 1,052 | \$1,835 | \$212 | Market | No | N/A | N/A | N/A | LOW |

Unit Mix

| Market | Face Rent | Conc. | Concd. Rent | Util. Adj. | Adj. Rent |
|--------------|-------------------|---------------|-------------------|------------|-------------------|
| Studio / 1BA | \$1,249 - \$1,420 | \$144 - \$164 | \$1,105 - \$1,256 | \$0 | \$1,105 - \$1,256 |
| 1BR / 1BA | \$1,360 - \$1,795 | \$157 - \$207 | \$1,203 - \$1,588 | \$0 | \$1,203 - \$1,588 |
| 2BR / 2BA | \$1,835 - \$2,100 | \$212 - \$242 | \$1,623 - \$1,858 | \$0 | \$1,623 - \$1,858 |

Platform Apartments, continued

Amenities

| In-Unit | | Security | Services |
|----------------------------------|--------------------|-------------------|----------|
| Balcony/Patio | Blinds | Intercom (Buzzer) | None |
| Carpet/Hardwood | Central A/C | Limited Access | |
| Coat Closet | Dishwasher | | |
| Garbage Disposal | Microwave | | |
| Oven | Refrigerator | | |
| Walk-In Closet | Washer/Dryer | | |
| Property | | Premium | Other |
| Clubhouse/Meeting Room/Community | Courtyard | None | None |
| Elevators | Exercise Facility | | |
| Garage(\$25.00) | On-Site Management | | |
| Picnic Area | Recreation Areas | | |
| Swimming Pool | Wi-Fi | | |

Comments

The contact was unable to provide a breakdown of the vacancy by unit type. The contact noted that the property has generally performed well during the COVID-19 pandemic.

Photos



2. Housing Choice Vouchers

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

| TENANTS WITH VOUCHERS | | |
|--------------------------|----------------|--------------------------------|
| Property Name | Rent Structure | Housing Choice Voucher Tenants |
| Ashley Auburn Pointe I | LIHTC/ Market | 0% |
| Ashley Auburn Pointe II | LIHTC/ Market | 0% |
| Auburn Glenn | LIHTC/ Market | 20% |
| Capitol Gateway I | LIHTC/ Market | 0% |
| Capitol Gateway II | LIHTC/ Market | 0% |
| Mechanicsville Family | LIHTC/ Market | 25% |
| City Plaza | Market | 0% |
| Fulton Cotton Mill Lofts | Market | 0% |
| Pencil Factory Lofts | Market | 0% |
| Platform Apartments | Market | 0% |

The comparable properties reported voucher usage ranging from zero to 25 percent. None of the market rate properties reported voucher usage. Six of the LIHTC properties reported voucher usage, with an average utilization of 7.5 percent. Based on the performance of the LIHTC comparables, we expect the Subject will operate with voucher usage of approximately 10 percent.

3. Phased Developments

The Subject is the first of a proposed multi-phase development. Phase 2 will be located adjacent to the Subject and will offer 100 units targeting seniors.

Lease Up History

Only one of the comparable properties was able to reported absorption information since 2010. Therefore, we supplemented our absorption discussed with additional properties within five miles of the Subject. Information regarding the absorption periods of these developments is illustrated in the following table.

ABSORPTION

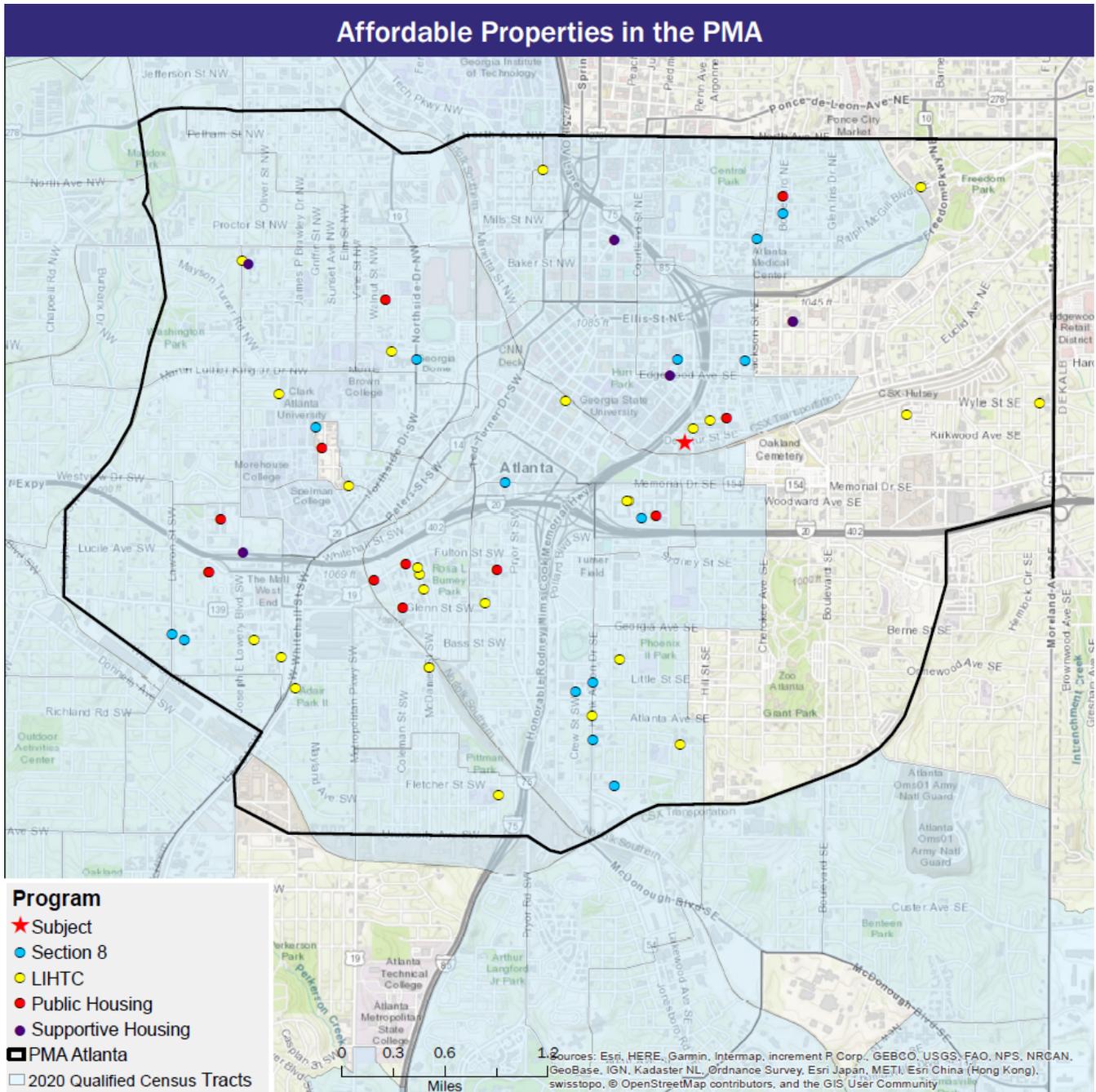
| Property Name | Rent Structure | Tenancy | Year | Total Units | Absorption (units/month) |
|--------------------------------|----------------|---------|------|-------------|-----------------------------|
| Aspire Westside | LIHTC | Family | 2020 | 167 | 10 |
| Solstice Morningside | Market | Family | 2019 | 239 | 33 |
| Grove Gardens | LIHTC | Senior | 2019 | 70 | 70 |
| Entra West End | Market | Family | 2019 | 187 | 20 |
| Adair Court | LIHTC | Senior | 2019 | 91 | 91 |
| The Kirkwood | Market | Family | 2018 | 232 | 10 |
| Platform Apartments | Market | Family | 2018 | 324 | 17 |
| Reynoldstown Senior Apartments | LIHTC | Senior | 2016 | 70 | 70 |
| Glenwood At Grant Park | Market | Family | 2016 | 216 | 8 |
| 675 Highland | Market | Family | 2016 | 125 | 16 |
| University House | Market | Family | 2015 | 268 | 30 |
| The Haynes House | Market | Family | 2015 | 186 | 12 |
| Square On Fifth | Market | Family | 2015 | 270 | 45 |
| Steelworks | Market | Family | 2014 | 317 | 21 |
| Columbia Mill | LIHTC | Family | 2014 | 100 | 20 |
| Betmar Village Apartments | LIHTC | Senior | 2014 | 47 | 24 |
| Veranda At Scholars Landing | Market | Senior | 2013 | 100 | 66 |
| Retreat At Edgewood Phase II | LIHTC | Family | 2012 | 40 | 12 |
| Parkside At Mechanicsville | LIHTC | Family | 2012 | 156 | 60 |
| Retreat At Edgewood | LIHTC | Family | 2011 | 100 | 20 |

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The developments reported absorption paces between eight and 70 units per month. The LIHTC properties reported faster absorption paces on average than the market rate properties. Platform Apartments, a comparable property in the Subject’s immediate neighborhood, experienced an absorption rate of 17 units per month. As an affordable property, we expect the Subject would experience a more rapid absorption pace than this development. We believe the Subject would likely experience an absorption pace of 25 units per month for an absorption period of six to seven months. It should be noted that construction on the Subject is not anticipated to be completed until April 2023, 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 | |
|------------------------------------|--------------------|----------|----------|------------|-----------|-----------|--------|
| McAuley Park Phase I | LIHTC | Atlanta | Family | 171 | - | Star | |
| Ashley Auburn Pointe I | LIHTC/ Market | Atlanta | Family | 154 | 97.4% | Yellow | |
| Ashley Auburn Pointe II | LIHTC/ Market | Atlanta | Family | 150 | 98.0% | | |
| Auburn Glenn | LIHTC/ Market | Atlanta | Family | 271 | 97.8% | | |
| Capitol Gateway I | LIHTC/ Market | Atlanta | Family | 275 | 98.9% | | |
| Capitol Gateway II | LIHTC/ Market | Atlanta | Family | 152 | 92.1% | | |
| Mechanicsville Family | LIHTC/ Market | Atlanta | Family | 174 | 89.1% | | |
| Adair Court | LIHTC/ Market | Atlanta | Senior | 91 | N/A | | |
| Ashley Collegetown Apartments | LIHTC/ Market | Atlanta | Family | 376 | 97.1% | | |
| Ashley West End | LIHTC/ Market | Atlanta | Family | 112 | 93.8% | | |
| Centennial Place Apartments | LIHTC/ Market | Atlanta | Family | 732 | N/A | | |
| Columbia Peopletown | LIHTC/ Market | Atlanta | Family | 99 | 98.0% | | |
| Columbia Senior At Mechanicsville | LIHTC/ Market | Atlanta | Senior | 154 | N/A | | |
| Crogman School Lofts | LIHTC/ Market | Atlanta | Family | 105 | 100.0% | | |
| Henderson Place | LIHTC | Atlanta | Family | 58 | 100.0% | | |
| Heritage Station | LIHTC/ Market | Atlanta | Senior | 150 | 99.3% | | |
| Heritage Station Apartments | LIHTC/ Market | Atlanta | Family | 220 | 97.3% | | |
| Magnolia Park Apartments | LIHTC/ Market | Atlanta | Family | 400 | 97.0% | | |
| Oglethorpe Place | LIHTC/ Market | Atlanta | Family | 144 | 100.0% | | |
| Parkside At Mechanicsville | LIHTC/ Market | Atlanta | Family | 156 | 98.7% | | |
| Quest Commons West | LIHTC/ Market | Atlanta | Family | 53 | N/A | | |
| Reed Street Apartments | LIHTC | Atlanta | Family | 30 | N/A | | |
| Reynoldstown Commons | LIHTC | Atlanta | Family | 32 | 93.8% | | |
| Reynoldstown Senior Residences | LIHTC | Atlanta | Senior | 69 | 94.2% | | |
| Rosa Burney Manor | LIHTC | Atlanta | Family | 54 | 96.3% | | |
| Telephone Factory Lofts | LIHTC | Atlanta | Family | 65 | 95.4% | | |
| The Avery | LIHTC/ Market | Atlanta | Family | 129 | N/A | | |
| The Residences At Citycenter | LIHTC/ Market | Atlanta | Family | 182 | 95.1% | | |
| The Square At Peopletown | LIHTC | Atlanta | Family | 94 | 95.7% | | |
| The Villages At Castleberry Hill | LIHTC/ Market | Atlanta | Family | 630 | 90.8% | | |
| 55 Milton | LIHTC/PSH | Atlanta | Family | 156 | N/A | | |
| Capitol View Apartments | LIHTC/Section 8 | Atlanta | Family | 120 | | | Blue |
| Abernathy Tower Apartments | Section 8 | Atlanta | Senior | 100 | 98.0% | | |
| Big Bethel Tower Apartments | Section 8 | Atlanta | Family | 180 | 94.4% | | |
| Capitol Vanira Apartments | Section 8 | Atlanta | Senior | 60 | 93.3% | | |
| Maggie Russell Towers | Section 8 | Atlanta | Senior | 150 | 92.7% | | |
| Wheat Street Towers | Section 8 | Atlanta | Family | 210 | N/A | | |
| Boynton Village Apartments | Section 8 | Atlanta | Family | 43 | N/A | | |
| Capitol Avenue Apartments | Section 8 | Atlanta | Senior | 48 | 95.8% | | |
| Capitol Towers | Section 8 | Atlanta | Senior | 39 | 97.4% | | |
| City Lights | Section 8 | Atlanta | Senior | 80 | 100.0% | | |
| Columbia Tower At MLK Village | Section 8 | Atlanta | Family | 96 | 99.0% | | |
| Community Friendship Apartments | Section 8 | Atlanta | Family | 34 | N/A | | |
| Friendship Towers | Section 8 | Atlanta | Family | 102 | 92.2% | | |
| Veranda At Scholars Landing | Section 8 | Atlanta | Senior | 100 | 91.0% | | |
| Welcome House | Section 8 | Atlanta | Family | 209 | N/A | | |
| City Lights II | Public Housing | Atlanta | Family | 96 | N/A | Red | |
| Oasis Of Vine City | Public Housing | Atlanta | Senior | 105 | N/A | | |
| Atrium At Collegetown | Public Housing | Atlanta | Senior | 190 | 95.8% | | |
| City Views At Rosa Burney Park | Public Housing | Atlanta | Family | 180 | 100.0% | | |
| Columbia At Mechanicsville Station | Public Housing | Atlanta | Family | 164 | 97.0% | | |
| Columbia Senior Residences At MLK | Public Housing | Atlanta | Senior | 122 | 98.4% | | |
| Mechanicsville Crossing | Public Housing | Atlanta | Family | 164 | 90.9% | | |
| The Veranda At Collegetown | Public Housing | Atlanta | Senior | 100 | 100.0% | | |
| Veranda At Auburn Pointe | Public Housing | Atlanta | Senior | 124 | 76.6% | | |
| GE Tower Apartments | Public Housing | Atlanta | Family | 201 | 95.5% | | |
| Edgewood Center II | Supportive Housing | Atlanta | Homeless | 50 | N/A | | Purple |
| Commons At Imperial Hotel | Supportive Housing | Atlanta | Family | 90 | N/A | | |
| O'hern House | Supportive Housing | Atlanta | Family | 76 | N/A | | |
| Quest Village III | Supportive Housing | Atlanta | Family | 28 | 96.4% | | |
| The Gardens At Collegetown | Supportive Housing | Atlanta | Family | 26 | 92.3% | | |
| Oasis At Scholars Landing | Assisted Living | Atlanta | Senior | 60 | 91.7% | | |



5. Amenities

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

| AMENITY MATRIX | | | | | | | | | | | |
|--------------------------|------------------|------------------------------|-------------------------------|------------------|----------------------|-----------------------|---------------------------|------------|--------------------------------|-------------------------|------------------------|
| | Subject | Ashley Auburn Pointe I | Ashley Auburn Pointe II | Auburn Glenn | Capitol Gateway I | Capitol Gateway II | Mechanicsvill e Family | City Plaza | Fulton Cotton Mill Lofts | Pencil Factory Lofts | Platform Apartments |
| Rent Structure | LIHTC/ Market | LIHTC/ Market | LIHTC/ Market | LIHTC/ Market | LIHTC/ Market | LIHTC/ Market | LIHTC/ Market | Market | Market | Market | Market |
| Building | | | | | | | | | | | |
| Property Type | Midrise | Garden | Garden | Midrise | Garden | Garden | Lowrise | Midrise | Midrise | Midrise | Midrise |
| # of Stories | 4–stories | 4–stories | 3–stories | 4–stories | 3–stories | 3–stories | 3–stories | 6–stories | 5–stories | 5–stories | 4–stories |
| Year Built | 2021 | 2010 | 2013 | 2004 | 2006 | 2007 | 2007 | 1996 | 1881 | 2009 | 2018 |
| Year Renovated | n/a | n/a | n/a | n/a | n/a | n/a | n/a | 2017 | 2005 | n/a | n/a |
| Elevators | yes | no | no | yes | no | no | yes | yes | yes | yes | yes |
| Courtyard | no | yes | yes | yes | yes | yes | no | yes | yes | yes | yes |
| 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 | no |
| Other Electric | no | no | no | no | no | no | no | no | no | no | no |
| Water | no | no | no | no | no | no | no | no | no | no | no |
| Sewer | no | no | no | no | no | no | no | no | no | no | no |
| Trash | yes | yes | yes | yes | no | no | yes | yes | yes | no | no |
| Unit Amenities | | | | | | | | | | | |
| Balcony/Patio | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Blinds | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Carpeting | yes | yes | yes | yes | yes | yes | yes | yes | no | no | no |
| Hardwood | no | no | no | no | no | no | no | no | yes | yes | yes |
| Central A/C | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Ceiling Fan | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes | no |
| Coat Closet | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Exterior Storage | no | yes | yes | no | no | no | no | no | yes | no | no |
| Skylights | no | no | no | no | no | no | no | no | yes | no | no |
| Vaulted Ceilings | no | no | no | no | no | no | no | no | yes | yes | no |
| Walk-In Closet | no | yes | yes | yes | no | no | yes | yes | yes | yes | yes |
| Washer/Dryer | yes | yes | yes | no | yes | yes | no | yes | no | yes | yes |
| W/D Hookup | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Kitchen | | | | | | | | | | | |
| Dishwasher | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Disposal | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Microwave | yes | no | no | no | no | no | no | yes | no | yes | 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 | yes | yes | yes | yes | yes | no | no | no | no |
| Community Room | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Central Laundry | no | no | no | yes | yes | yes | yes | no | yes | yes | no |
| On-Site Mgmt | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Recreation | | | | | | | | | | | |
| Exercise Facility | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Playground | no | yes | yes | yes | yes | yes | yes | no | no | no | no |
| Swimming Pool | no | yes | yes | yes | yes | yes | no | no | yes | yes | yes |
| Picnic Area | no | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Recreational Area | no | no | no | no | no | no | no | no | no | no | yes |
| WiFi | yes | no | no | no | no | no | no | no | no | no | yes |
| Service | no | no | no | no | no | no | yes | no | no | no | no |
| Security | | | | | | | | | | | |
| In-Unit Alarm | no | yes | yes | yes | no | no | no | no | no | no | no |
| Intercom (Buzzer) | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Limited Access | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Patrol | no | yes | yes | no | no | no | yes | yes | no | yes | no |
| Perimeter Fencing | no | yes | yes | yes | yes | yes | no | no | yes | no | no |
| Video Surveillance | yes | no | no | yes | yes | yes | no | yes | no | yes | no |
| Parking | | | | | | | | | | | |
| Carport | no | no | no | no | no | no | no | yes | no | no | no |
| Carport Fee | n/a | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$35 | \$0 | \$0 | \$0 |
| Garage | no | no | no | yes | no | no | no | yes | yes | yes | yes |
| Garage Fee | n/a | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$60 | \$30 | \$0 | \$25 |
| Off-Street Parking | yes | yes | yes | no | yes | yes | yes | no | yes | no | no |

The Subject will offer slightly inferior to superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and inferior to slightly superior property amenities. The Subject will offer in-unit washers and dryers and a business center, which many of the comparables will lack. However, the Subject will

not offer exterior storage, walk-in closets, a playground, or swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

6. Comparable Tenancy

The Subject will target families. All of the comparable properties also target families.

Vacancy

The following table illustrates the vacancy rates in the market.

| OVERALL VACANCY | | | | | |
|--------------------------|-----------------------|----------------|--------------------|---------------------|---------------------|
| Property Name | Rent Structure | Tenancy | Total Units | Vacant Units | Vacancy Rate |
| Ashley Auburn Pointe I | LIHTC/ Market | Family | 154 | 4 | 2.6% |
| Ashley Auburn Pointe II | LIHTC/ Market | Family | 150 | 3 | 2.0% |
| Auburn Glenn | LIHTC/ Market | Family | 271 | 6 | 2.2% |
| Capitol Gateway I | LIHTC/ Market | Family | 275 | 3 | 1.1% |
| Capitol Gateway II | LIHTC/ Market | Family | 152 | 12 | 7.9% |
| Mechanicsville Family | LIHTC/ Market | Family | 174 | 19 | 10.9% |
| City Plaza | Market | Family | 167 | 0 | 0.0% |
| Fulton Cotton Mill Lofts | Market | Family | 207 | 0 | 0.0% |
| Pencil Factory Lofts | Market | Family | 188 | 29 | 15.4% |
| Platform Apartments | Market | Family | 324 | 13 | 4.0% |
| Total LIHTC | | | 1,176 | 47 | 4.0% |
| Total Market Rate | | | 886 | 42 | 4.7% |
| Overall Total | | | 2,062 | 89 | 4.3% |

Overall vacancy in the market is moderate at 4.3 percent. Total vacancy at the LIHTC and mixed-income comparables is also moderate, at 4.0 percent. It should be noted that management at Ashley Auburn Pointe I and Ashley Auburn Pointe II reported that all of the vacant units are market rate. Our contact at Capitol Gateway I and Capitol Gateway II reported that the vacant units are being processed from the waiting lists. Additionally, the contact at Mechanicsville Family could not provide a breakdown of vacant units by unit type or AMI level but stated the majority of vacant units are market rate. The contact noted eight of the vacant units are pre-leased and the property is working to lease the remainder from the waiting list. Further, all of the affordable comparables maintain waiting lists. These factors indicate significant demand for affordable housing in the area.

Our contact at Pencil Factory Lofts, the only market rate development reporting an elevated vacancy rate, reported that three vacant units are pre-leased. The contact reported an elevated vacancy rate due to COVID-19, and noted that the main reason for this elevated rate was the large number of students living at the property due to its proximity to Georgia State University (GSU); while leasing among the general population has not been affected by the pandemic, a large number of students moved out after GSU suspended classes. The contact reported that they expect the property to stabilize again during the summer or fall semester. The strong performance at the remaining market rate comparables indicates that there is demand for rental housing in the area. As a newly constructed property with a competitive amenity package, 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.

City Views at Rosa Burney Park

- a. Location: 259 Richardson Street, Atlanta, GA
- b. Owner: Columbia Residential
- c. Total number of units: 181 units
- d. Unit configuration: One, two, three, four, and five-bedroom units
- e. Rent structure: Section 8
- f. Estimated market entry: 2021
- g. Relevant information: Mixed-tenancy

55 Milton

- h. Location: 55 Milton Avenue, Atlanta, GA
- i. Owner: Prestwick Land Holdings, LLC
- j. Total number of units: 156 units
- k. Unit configuration: One, two, and three-bedroom units
- l. Rent structure: 30, 50, 60, and 80 percent AMI
- m. Estimated market entry: 2021
- n. Relevant information: Family tenancy

Capitol View

- a. Location: 1191 Metropolitan Parkway, Atlanta, GA
- b. Owner: Columbia Residential
- c. Total number of units: 120 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: 70, 50, 60, and 70 percent AMI
- f. Estimated market entry: Unknown
- g. Relevant information: Family tenancy

Thrive Sweet Auburn

- h. Location: 302 Decatur Street SE, Atlanta, GA
- i. Owner: Project Community Connections, Inc.
- j. Total number of units: 117 units
- k. Unit configuration: Studio, one, two, and three-bedroom units
- l. Rent structure: 30, 60, and 80 percent AMI
- m. Estimated market entry: 2021
- n. Relevant information: Family tenancy

Madison Reynoldstown

- a. Location: 890 Memorial Drive, Atlanta, GA
- b. Owner: RVG Reynoldstown II, LP
- c. Total number of units: 116 units
- d. Unit configuration: One, two, and three-bedroom units
- e. Rent structure: 30, 60, and 80 percent AMI
- f. Estimated market entry: 2022
- g. Relevant information: Family tenancy

Herndon Homes Senior

- a. Location: Southwest of the intersection of Cameron Madison Alexander Boulevard NW and Gray Street NW
- b. Owner: Hunt Capital Partners LLC (Developer)
- c. Total number of units: 97 units
- d. Unit configuration: One and two bedroom units

- e. Rent structure: Section 8
- f. Estimated market entry: December 2020
- g. Relevant information: All units will be subsidized

Big Bethel Tower Apartments

- a. Location: Jesse Hill Jr Drive NE, Atlanta, GA
- b. Owner: The Benoit Group, LLC (developer)
- c. Total number of units: 180 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: Section 8
- f. Estimated market entry: Unknown
- g. Relevant information: Family tenancy

Edgewood Center II

- h. Location: Edgewood Avenue SE, Atlanta, GA
- i. Owner: Edgewood Center II LP
- j. Total number of units: 50 units
- k. Unit configuration: Studio units
- l. Rent structure: Permanent Supportive housing
- m. Estimated market entry: 2021
- n. Relevant information: Homeless tenancy

Oasis of Vine City

- a. Location: Maple St NW, Atlanta, GA
- b. Owner: Higher Ground Empowerment Center Church (developer)
- c. Total number of units: 105 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: PBRA
- f. Estimated market entry: 2021
- g. Relevant information: Senior tenancy

The Avery

- a. Location: Alabama St, Atlanta, GA
- b. Owner: Prestwick Companies (Developer)
- c. Total number of units: 129 units
- d. Unit configuration: One, two, and three-bedroom units
- e. Rent structure: 60 percent AMI and market
- f. Estimated market entry: 2021
- g. Relevant information: Family tenancy

Station 464 (City Lights II)

- a. Location: Boulevard NE, Atlanta, GA
- b. Owner: Wingate and Tapestry (developer)
- c. Total number of units: 96 units
- d. Unit configuration: Studio, one, two, and three-bedroom units
- e. Rent structure: PBRA
- f. Estimated market entry: 2020
- g. Relevant information: Family tenancy

Quest Commons West

- a. Location: Joseph E Lowery Boulevard, Atlanta, GA

- b. Owner: Columbia Residential (developer)
- c. Total number of units: 53 units
- d. Unit configuration: One, two and three- bedroom units
- e. Rent structure: 50, 60 percent AMI, market rate
- f. Estimated market entry: 2020
- g. Relevant information: Family tenancy

Capitol Varina Apartments

- a. Location: 942 Hank Aaron Dr SE, Atlanta, GA
- b. Owner: Unknown
- c. Total number of units: 60 units
- d. Unit configuration: One, two three, and four-bedroom units
- e. Rent structure: Section 8
- f. Estimated market entry: Complete
- g. Relevant information: Senior tenancy

Maggie Russell Towers

- a. Location: 400 Ralph McGill Blvd NE, Atlanta, GA
- b. Owner: Unknown
- c. Total number of units: 150 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: Section 8
- f. Estimated market entry: Complete
- g. Relevant information: Senior tenancy

Wheat Street Towers

- a. Location: 375 Auburn Ave NE, Atlanta, GA
- b. Owner: Unknown
- c. Total number of units: 210 units
- d. Unit configuration: Studio and one-bedroom units
- e. Rent structure: Section 8
- f. Estimated market entry: Complete
- g. Relevant information: Family 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 | Ashley Auburn Pointe I | LIHTC/ Market | Family | Superior | Slightly Superior | Similar | Inferior | Similar | 5 |
| 2 | Ashley Auburn Pointe II | LIHTC/ Market | Family | Superior | Slightly Superior | Similar | Inferior | Similar | 5 |
| 3 | Auburn Glenn | LIHTC/ Market | Family | Superior | Inferior | Similar | Inferior | Similar | -10 |
| 4 | Capitol Gateway I | LIHTC/ Market | Family | Superior | Similar | Similar | Inferior | Similar | 0 |
| 5 | Capitol Gateway II | LIHTC/ Market | Family | Superior | Similar | Similar | Inferior | Similar | 0 |
| 6 | Mechanicsville Family | LIHTC/ Market | Family | Superior | Inferior | Similar | Inferior | Similar | -10 |
| 7 | City Plaza | Market | Family | Slightly Inferior | Similar | Similar | Slightly Inferior | Similar | -10 |
| 8 | Fulton Cotton Mill Lofts | Market | Family | Slightly Superior | Inferior | Similar | Inferior | Superior | -5 |
| 9 | Pencil Factory Lofts | Market | Family | Slightly Superior | Similar | Similar | Inferior | Superior | 5 |
| 10 | Platform Apartments | Market | Family | Slightly Superior | Similar | Similar | Similar | Slightly Superior | 10 |

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

The rental rates at the LIHTC properties are compared to the Subject’s proposed 30 percent AMI rents in the following table.

LIHTC RENT COMPARISON @30%

| Property Name | County | Tenancy | OBR | Rents at Max? |
|--------------------------------------|---------------|---------|--------------|---------------|
| McAuley Park Phase I | Fulton | Family | \$868* | N/A |
| 2020 LIHTC Maximum Rent (Net) | Fulton | | \$348 | |

*Proposed contract rents where tenants pay 30 percent of their income towards rent

The Subject’s proposed studio rents at 30 percent AMI are contract rents. Thus, were the Subject to lose its subsidies, rents for these units would need to be lowered to be in compliance with LIHTC program requirements. None of the comparable properties offer rents at the 30 percent of AMI level. However, all of the comparables reported rents at the maximum allowable levels at 60 percent of the AMI. Thus, we believe the Subject could achieve rents at 30 percent AMI maximum allowable level of **\$348** for the studio units. The Subject’s proposed 30 percent AMI rents will be the lowest in the market.

LIHTC RENT COMPARISON @60%

| | County | Tenancy | 1BR | 2BR | Rents at Max? |
|--------------------------------------|---------------|---------|--------------|--------------|---------------|
| McAuley Park Phase I | Fulton | Family | \$827 | \$997 | Yes |
| 2020 LIHTC Maximum Rent (Net) | Fulton | | \$827 | \$997 | |
| Ashley Auburn Pointe I | Fulton | Family | \$817 | \$1,049 | Yes |
| Ashley Auburn Pointe II | Fulton | Family | \$817 | \$1,049 | Yes |
| Auburn Glenn | Fulton | Family | \$800 | \$923 | Yes |
| Capitol Gateway I | Fulton | Family | \$839 | \$967 | Yes |
| Mechanicsville Family | Fulton | Family | \$893 | \$964 | Yes |
| Average | | | \$833 | \$990 | |

All of the LIHTC comparables are located in Fulton County. The AMI in Fulton County reached its peak in 2020; thus, all of the comparables are held to the 2020 LIHTC maximum allowable rents, similar to the Subject.

The Subject’s proposed one and two-bedroom rents at 60 percent AMI are set at maximum allowable levels. All of the comparables report achieving maximum allowable levels for their one and two-bedroom units.

However, the rents at these properties appear to be slightly above or below the maximum allowable levels. This is likely due to differing utility allowances.

Auburn Glenn is located 0.2 miles from the Subject in Atlanta and offers a similar location. This property was constructed in 2004 and exhibits average condition, which is considered inferior to the anticipated excellent condition of the Subject. Auburn Glenn offers slightly superior property amenities compared to the Subject as it offers a playground and swimming pool, which the proposed Subject will not offer. In terms of in-unit amenities, Auburn Glenn is inferior to the Subject as it lacks in-unit washers and dryers, which the proposed Subject will offer, though it offers walk-in closets, which the proposed Subject will not offer. Auburn Glenn offers similar unit sizes compared to the Subject. The property is achieving maximum allowable levels for its one and two-bedroom units at 60 percent AMI. Auburn Glenn is 97.8 percent occupied, indicating maximum allowable levels are achievable in the market. Overall, Auburn Glenn is considered inferior to the proposed Subject. Therefore, we believe that the Subject’s proposed rents are reasonable based on the anticipated excellent condition and competitive amenities that the Subject will offer.

LIHTC RENT COMPARISON @80%

| Property Name | County | Tenancy | 1BR | 2BR | Rents at Max? |
|--------------------------------------|---------------|---------|----------------|----------------|---------------|
| McAuley Park Phase I | Fulton | Family | \$1,138 | \$1,370 | Yes |
| 2020 LIHTC Maximum Rent (Net) | Fulton | | \$1,138 | \$1,370 | |
| City Plaza (Market) | Fulton | Family | \$1,145 | \$1,730 | - |
| Fulton Cotton Mill Lofts (Market) | Fulton | Family | \$1,300 | \$1,550 | - |
| Pencil Factory Lofts (Market) | Fulton | Family | \$1,559 | \$2,206 | - |
| Platform Apartments (Market) | Fulton | Family | \$1,396 | \$1,741 | - |
| Average | | | \$1,350 | \$1,807 | |

The Subject will offer one and two-bedroom units at 80 percent AMI. None of the comparable properties offer rents at this moderate income level. Therefore, we believe the most comparable rents for the Subject’s 80 percent AMI units are market rate rents. The Subject’s proposed rents at the 80 percent AMI level are below the range of the unrestricted rents in the market. The qualifying incomes for this unit type, as illustrated in our demand analysis, are above 60 percent of the median household income within a half-mile radius of the Subject site. This indicates that the majority of tenants who would qualify for the Subject’s unit types are likely living in market rate housing and the Subject’s units at the 80 percent of the AMI level would be in direct competition with these units.

Fulton Cotton Mill Lofts is achieving the highest one-bedroom unrestricted rents in the market. The Subject will be slightly superior to Fulton Cotton Mill Lofts as a market rate property. Fulton Cotton Mill Lofts was built in 2005 and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject upon completion. Fulton Cotton Mill Lofts is located 0.3 miles from the Subject site in a similar location. Fulton Cotton Mill Lofts offers inferior in-unit amenities compared to the Subject as it lacks in-unit washers and dryers, which the Subject will offer, though it offers exterior storage and walk-in closets, which the Subject will not offer. This property offers slightly superior property amenities in comparison to the Subject as it offers a swimming pool, which the Subject will not offer, though it lacks a business center, which the Subject will offer. Fulton Cotton Mill Lofts offers superior unit sizes to the Subject. Overall, Fulton Cotton Mill Lofts is slightly inferior to the proposed Subject. The one and two-bedroom unrestricted rents at Fulton Cotton Mill Lofts are approximately 14 and 13 percent higher than the Subject’s one and two-bedroom rents at 80 percent AMI, respectively. Thus, we believe the Subject’s 80 percent AMI rents for the one and two-bedroom units are achievable as proposed.

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 MARKET RENTS

| Unit Type | Subject Proposed Rent | Surveyed Min | Surveyed Max | Surveyed Average | Subject Rent Advantage |
|------------------|-----------------------|--------------|--------------|------------------|------------------------|
| OBR @30% (PSH)* | \$868 | \$1,045 | \$1,181 | \$1,129 | 30% |
| 1BR @60% | \$827 | \$800 | \$1,595 | \$1,121 | 36% |
| 2BR @60% | \$997 | \$923 | \$2,206 | \$1,416 | 42% |
| 1BR @80% | \$1,138 | \$1,000 | \$1,595 | \$1,216 | 7% |
| 2BR @80% | \$1,370 | \$1,225 | \$2,206 | \$1,581 | 15% |
| OBR Unrestricted | \$587 | \$1,045 | \$1,181 | \$1,129 | 92% |

*Proposed contract rents where tenants will pay 30 percent of their income towards rent.

As illustrated, the Subject’s proposed 30, 60, and 80 percent rents are below the surveyed average when compared to the comparables. The Subject’s proposed unrestricted rents are also below the surveyed average when compared to the comparables.

Platform Apartments is achieving the highest studio unrestricted rents in the market. The Subject will be inferior to Platform Apartments as a market rate property. Platform Apartments was built in 2018 and exhibits excellent condition, which is similar to the anticipated excellent condition of the Subject upon completion. Platform Apartments is located 0.3 miles from the Subject site and offers a similar location. Platform Apartments offers similar in-unit amenities and slightly superior property amenities in comparison to the Subject as it offers a swimming pool, which the Subject will not offer, though it lacks a business center, which the Subject will offer. Platform Apartments offers slightly superior unit sizes to the Subject. The lowest studio rents at Platform Apartments are approximately 239 percent higher than the Subject’s proposed rents at 30 percent of the AMI, absent rental subsidy.

Fulton Cotton Mill Lofts is achieving the highest one-bedroom unrestricted rents in the market. The Subject will be slightly superior to Fulton Cotton Mill Lofts as a market rate property. Fulton Cotton Mill Lofts was built in 2005 and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject upon completion. Fulton Cotton Mill Lofts is located 0.3 miles from the Subject site in a similar location. Fulton Cotton Mill Lofts offers inferior in-unit amenities compared to the Subject as it lacks in-unit washers and dryers, which the Subject will offer, though it offers exterior storage and walk-in closets, which the Subject will not offer. This property offers slightly superior property amenities in comparison to the Subject as it offers a

swimming pool, which the Subject will not offer, though it lacks a business center, which the Subject will offer. Fulton Cotton Mill Lofts offers superior unit sizes to the Subject. The lowest one-bedroom rents at Fulton Cotton Mill Lofts are approximately 57 percent higher than the Subject’s proposed rents at 60 percent of the AMI.

Pencil Factory Lofts is achieving the highest two-bedroom unrestricted rents in the market. The Subject will be slightly inferior to Pencil Factory Lofts as a market rate property. Pencil Factory Lofts was built in 2009 and exhibits average condition, which is inferior to the anticipated excellent condition of the Subject upon completion. Pencil Factory Lofts is located 0.2 miles from the Subject site in a similar location. Pencil Factory Lofts offers similar in-unit amenities and slightly superior property amenities in comparison to the Subject as it offers a swimming pool, which the Subject will not offer, though it lacks a business center, which the Subject will offer. Pencil Factory Lofts offers superior unit sizes to the Subject. The lowest two-bedroom rents at Pencil Factory Lofts are approximately 87 percent higher than the Subject’s proposed rents at 60 percent of the AMI. 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 all bedroom types and AMI levels. All of the Subject’s capture rates, as proposed, are within Georgia DCA thresholds. Total vacancy at the LIHTC and mixed-income comparables is moderate, at 4.0 percent. It should be noted that management at Ashley Auburn Pointe I and Ashley Auburn Pointe II reported that all of the vacant units are market rate. Our contact at Capitol Gateway I and Capitol Gateway II reported that the vacant units are being processed from the waiting lists. Additionally, the contact at Mechanicsville Family could not provide a breakdown of vacant units by unit type or AMI level but stated the majority of vacant units are market rate. The contact noted eight of the vacant units are pre-leased and the property is working to lease the remainder from the waiting list. Further, all of the affordable comparables maintain waiting lists. These factors indicate significant demand for affordable housing in the area.

According to Georgia Department of Community Affairs LIHTC allocation lists, there have been 15 developments allocated within the Subject’s PMA since 2017.

- City Views at Rosa Burney Park is an existing, mixed-tenancy, Section 8 property that was awarded tax credits in 2019 for renovations. Following renovations, all units at this property will continue to operate with a Section 8 subsidy. Therefore, none of these units will be considered competitive with the Subject.
- 55 Milton is a proposed development that was awarded tax credits in 2019 for the new construction of 156 one, two, and three-bedroom units restricted to the 50, 60, and 80 percent of AMI levels. Additionally, 18 units will operate with an additional subsidy and tenants will pay 30 percent of their income towards rent. The 91 one and two-bedroom units at the 60 and 80 percent of AMI levels are expected to be directly competitive with the Subject and will be deducted from our demand analysis.
- Capitol View is an existing market rate property that was awarded tax credits in 2019 for the renovation of 120 one and two-bedroom units restricted to the 40, 50, 60, and 70 percent of AMI levels. Additionally, 24 units will operate with an additional subsidy and tenants will pay 30 percent of their income towards rent. The 66 one and two-bedroom units at 60 percent of AMI are expected to be directly competitive with the Subject and will be deducted from our demand analysis.
- Thrive Sweet Auburn is a proposed development that was awarded tax credits in 2019 for the new construction of 117 one, two and three-bedroom units restricted to the 30, 60, and 80 percent of AMI levels. Additionally, 23 units will operate with an additional subsidy and tenants will pay 30 percent of their income towards rent. The 56 one and two-bedroom units at the 60 and 80 percent of AMI levels are expected to be directly competitive with the Subject and will be deducted from our demand analysis.

- Madison Reynoldstown is a proposed development that was awarded tax credits in 2018 for the new construction of 116 one, two and three-bedroom units restricted to the 30, 60, and 80 percent of AMI levels. Additionally, 46 units will operate with an additional subsidy and tenants will pay 30 percent of their income towards rent. The 65 one and two-bedroom units at the 60 and 80 percent of AMI levels are expected to be directly competitive with the Subject and will be deducted from our demand analysis.
- Herndon Homes Senior was allocated in 2018 for the new construction of 97 PBRA units targeting seniors in Atlanta. Given the subsidized rents, this property will not directly compete with the Subject and these units have not been deducted in our demand analysis.
- Big Bethel Tower Apartments is an existing, family, Section 8 property that was awarded tax credits in 2018 for renovations. Following renovations, all 180 units at this property will continue to operate with a Section 8 subsidy. Therefore, none of these units will be considered competitive with the Subject.
- Edgewood Center II is an existing development that was awarded tax credits in 2018 for renovations. The property will offer a total of 50 units upon completion, all of which will target formerly homeless households and operate with a project-based subsidy. Based on this project's subsidy, none of these units will be directly competitive with the Subject.
- Oasis of Vine City is a recently completed development that was awarded financing in 2018 for the new construction of 105 units for low income seniors. All units at this property will operate with project-based subsidies and tenants will pay 30 percent of their income towards rent. Based on this project's subsidy and age-restriction, none of these units will be directly competitive with the Subject.
- The Avery is a recently completed development that was awarded tax credits in 2018. This property offers a total of 129 units for family households including 103 LIHTC units restricted to the 60 percent of AMI level and 26 unrestricted market rate units. This property will offer one, two and three-bedroom units. The 93 one and two-bedroom units at 60 percent AMI are expected to be competitive with the Subject and will be deducted from our demand analysis.
- Station 464 (City Lights II) was awarded tax exempt bond financing in 2017 for the new construction of 96 units targeting family households. The property offers studio, one and two-bedroom units. However, all of these units operate with a project-based subsidy and tenants will pay 30 percent of their income towards rent. Therefore, none of these units will be considered competitive with the Subject.
- Quest Commons West is an under construction development that was awarded tax credits in 2017 for the new construction of 53 one, two and three-bedroom units restricted to the 50 and 60 percent of AMI level as well as market rate. The 29 LIHTC units at the 60 percent of AMI level are expected to be directly competitive with the Subject and will be deducted from our demand analysis.
- Capitol Vanira Apartments and Maggie Russell Towers are existing, 60-unit and 150-unit, age-restricted, Section 8 properties. These development was awarded tax exempt bond financing in 2017 under the name The Residences at Maggie Capitol for the renovation of all 210 units. As these properties target seniors and all units are expected to maintain their subsidy following renovations, we will not deduct any units at these developments from our demand analysis.
- Wheat Street Towers an existing, family, Section 8 property that was awarded tax credits in 2017 for renovations. Following renovations, all 210 units at this property will continue to operate with a Section 8 subsidy. Therefore, none of these units will be considered competitive with the Subject.

Given the low vacancy rates and presence of waiting lists at the comparable properties, we do not believe that the addition of the Subject to the market will impact the newly allocated or existing LIHTC properties that are in overall average condition and currently performing well.

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 | 8,078 | 26.3% | 22,668 | 73.7% |
| 2019 | 11,472 | 29.3% | 27,672 | 70.7% |
| Projected Mkt Entry April 2023 | 12,478 | 29.3% | 30,159 | 70.7% |
| 2024 | 12,813 | 29.3% | 30,988 | 70.7% |

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

As the table illustrates, households within the PMA reside in predominately renter-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a higher percentage of renters in the PMA compared to the nation. This percentage is projected to remain stable over the next five years. However, the number of renter-occupied units in the PMA is expected to increase. The large percentage of renter-occupied residences in the PMA bodes well for the Subject.

Historical Vacancy

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

| HISTORICAL VACANCY | | | | | | | | | | | | |
|--------------------------|---------------|-------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Property Name | Program | Total Units | 2012 Q2 | 2012 Q3 | 2012 Q4 | 2013 Q3 | 2014 Q1 | 2015 Q2 | 2017 Q3 | 2017 Q4 | 2019 Q2 | 2020 Q3 |
| Ashley Auburn Pointe I | LIHTC/ Market | 154 | 0.0% | N/A | 1.3% | N/A | 3.2% | 4.5% | N/A | 0.0% | 0.6% | 2.6% |
| Ashley Auburn Pointe II | LIHTC/ Market | 150 | N/A | 0.0% | 0.0% | 2.0% |
| Auburn Glenn | LIHTC/ Market | 271 | 3.7% | 5.9% | 5.2% | 1.8% | N/A | 5.9% | N/A | 3.0% | 1.5% | 2.2% |
| Capitol Gateway I | LIHTC/ Market | 275 | 7.8% | N/A | 6.3% | 7.1% | N/A | N/A | N/A | 5.2% | 2.5% | 1.1% |
| Capitol Gateway II | LIHTC/ Market | 152 | 5.3% | N/A | 7.9% | 5.9% | N/A | N/A | N/A | 2.6% | 4.6% | 7.9% |
| Mechanicsville Family | LIHTC/ Market | 174 | 9.0% | 5.2% | N/A | 5.2% | 0.0% | N/A | 1.7% | N/A | 0.0% | 10.9% |
| City Plaza | Market | 167 | 2.4% | 0.6% | N/A | N/A | 1.2% | N/A | 0.0% | 0.0% | 0.0% | 0.0% |
| Fulton Cotton Mill Lofts | Market | 207 | N/A | 1.4% | N/A | 0.5% | 0.5% | 0.5% | N/A | 3.9% | 1.0% | 0.0% |
| Pencil Factory Lofts | Market | 188 | N/A | N/A | N/A | N/A | 0.0% | N/A | 0.0% | 6.4% | 3.7% | 15.4% |
| Platform Apartments | Market | 324 | N/A | 32.4% | 4.0% |

The historical vacancy rates at all of the comparable properties for several quarters in the past eight years are illustrated in the previous table. In general, the comparable properties experienced very low vacancy from 2012 through 2020. Our contact at Capitol Gateway I and Capitol Gateway II reported that the vacant units are being processed from the waiting lists. Additionally, the contact at Mechanicsville Family could not provide a breakdown of vacant units by unit type or AMI level but stated the majority of vacant units are market rate. The contact noted eight of the vacant units are pre-leased and the property is working to lease the remainder from the waiting list. Our contact at Pencil Factory Lofts, the only market rate development reporting an elevated vacancy rate, reported that three vacant units are pre-leased. The contact reported an elevated vacancy rate due to COVID-19, and noted that the main reason for this elevated rate was the large number of students living at the property due to its proximity to Georgia State University (GSU); while leasing among the general population has not been affected by the pandemic, a large number of students moved out after GSU suspended classes. The contact reported that they expect the property to stabilize again during the summer or fall semester. We believe that the current performance of the LIHTC comparable properties, as well as their historically low vacancy rates, indicate demand for affordable rental housing in the Subject’s market.

Change in Rental Rates

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

RENT GROWTH

| Property Name | Rent Structure | Tenancy | Rent Growth |
|--------------------------|----------------|---------|--|
| Ashley Auburn Pointe I | LIHTC/ Market | Family | LIHTC increased to max; mkt changes frequently |
| Ashley Auburn Pointe II | LIHTC/ Market | Family | LIHTC increased to max; mkt changes frequently |
| Auburn Glenn | LIHTC/ Market | Family | LIHTC kept at max; None for market rate units |
| Capitol Gateway I | LIHTC/ Market | Family | LIHTC increased to max; mkt changes frequently |
| Capitol Gateway II | LIHTC/ Market | Family | LIHTC increased to max; mkt changes frequently |
| Mechanicsville Family | LIHTC/ Market | Family | LIHTC increased to max; mkt changes frequently |
| City Plaza | Market | Family | Increased two to three percent |
| Fulton Cotton Mill Lofts | Market | Family | Decreased four to increased three percent |
| Pencil Factory Lofts | Market | Family | 9% decrease since 3Q2019 |
| Platform Apartments | Market | Family | Decreased seven to increased two percent |

All of the surveyed LIHTC properties report increasing LIHTC rents to maximum allowable levels in the past year. The market rate comparables report rent growth in some instances. 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 15,443 housing units nationwide was in some stage of foreclosure as of May 2020. The City of Atlanta is experiencing a foreclosure rate of one in every 5,798 homes, while Fulton County is experiencing foreclosure rate of one in every 6,808 homes and Georgia experienced one foreclosure in every 12,473 housing units. Overall, Atlanta is experiencing a higher foreclosure rate than Fulton County the state of Georgia, and the overall nation. The Subject’s neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

12. Effect of Subject on Other Affordable Units in Market

According to Georgia Department of Community Affairs LIHTC allocation lists, there have been 15 developments allocated within the Subject’s PMA since 2017.

- City Views at Rosa Burney Park is an existing, mixed-tenancy, Section 8 property that was awarded tax credits in 2019 for renovations. Following renovations, all units at this property will continue to operate with a Section 8 subsidy. Therefore, none of these units will be considered competitive with the Subject.
- 55 Milton is a proposed development that was awarded tax credits in 2019 for the new construction of 156 one, two, and three-bedroom units restricted to the 50, 60, and 80 percent of AMI levels. Additionally, 18 units will operate with an additional subsidy and tenants will pay 30 percent of their income towards rent. The 91 one and two-bedroom units at the 60 and 80 percent of AMI levels are expected to be directly competitive with the Subject and will be deducted from our demand analysis.
- Capitol View is an existing market rate property that was awarded tax credits in 2019 for the renovation of 120 one and two-bedroom units restricted to the 40, 50, 60, and 70 percent of AMI levels. Additionally, 24 units will operate with an additional subsidy and tenants will pay 30 percent of their income towards rent. The 66 one and two-bedroom units at 60 percent of AMI are expected to be directly competitive with the Subject and will be deducted from our demand analysis.
- Thrive Sweet Auburn is a proposed development that was awarded tax credits in 2019 for the new construction of 117 one, two and three-bedroom units restricted to the 30, 60, and 80 percent of AMI levels. Additionally, 23 units will operate with an additional subsidy and tenants will pay 30 percent of their income towards rent. The 56 one and two-bedroom units at the 60 and 80 percent of AMI levels are expected to be directly competitive with the Subject and will be deducted from our demand analysis.
- Madison Reynoldstown is a proposed development that was awarded tax credits in 2018 for the new construction of 116 one, two and three-bedroom units restricted to the 30, 60, and 80 percent of AMI levels. Additionally, 46 units will operate with an additional subsidy and tenants will pay 30 percent of

their income towards rent. The 65 one and two-bedroom units at the 60 and 80 percent of AMI levels are expected to be directly competitive with the Subject and will be deducted from our demand analysis.

- Herndon Homes Senior was allocated in 2018 for the new construction of 97 PBRA units targeting seniors in Atlanta. Given the subsidized rents, this property will not directly compete with the Subject and these units have not been deducted in our demand analysis.
- Big Bethel Tower Apartments is an existing, family, Section 8 property that was awarded tax credits in 2018 for renovations. Following renovations, all 180 units at this property will continue to operate with a Section 8 subsidy. Therefore, none of these units will be considered competitive with the Subject.
- Edgewood Center II is an existing development that was awarded tax credits in 2018 for renovations. The property will offer a total of 50 units upon completion, all of which will target formerly homeless households and operate with a project-based subsidy. Based on this project's subsidy, none of these units will be directly competitive with the Subject.
- Oasis of Vine City is a recently completed development that was awarded financing in 2018 for the new construction of 105 units for low income seniors. All units at this property will operate with project-based subsidies and tenants will pay 30 percent of their income towards rent. Based on this project's subsidy and age-restriction, none of these units will be directly competitive with the Subject.
- The Avery is a recently completed development that was awarded tax credits in 2018. This property offers a total of 129 units for family households including 103 LIHTC units restricted to the 60 percent of AMI level and 26 unrestricted market rate units. This property will offer one, two and three-bedroom units. The 93 one and two-bedroom units at 60 percent AMI are expected to be competitive with the Subject and will be deducted from our demand analysis.
- Station 464 (City Lights II) was awarded tax exempt bond financing in 2017 for the new construction of 96 units targeting family households. The property offers studio, one and two-bedroom units. However, all of these units operate with a project-based subsidy and tenants will pay 30 percent of their income towards rent. Therefore, none of these units will be considered competitive with the Subject.
- Quest Commons West is an under construction development that was awarded tax credits in 2017 for the new construction of 53 one, two and three-bedroom units restricted to the 50 and 60 percent of AMI level as well as market rate. The 29 LIHTC units at the 60 percent of AMI level are expected to be directly competitive with the Subject and will be deducted from our demand analysis.
- Capitol Vanira Apartments and Maggie Russell Towers are existing, 60-unit and 150-unit, age-restricted, Section 8 properties. These development was awarded tax exempt bond financing in 2017 under the name The Residences at Maggie Capitol for the renovation of all 210 units. As these properties target seniors and all units are expected to maintain their subsidy following renovations, we will not deduct any units at these developments from our demand analysis.
- Wheat Street Towers an existing, family, Section 8 property that was awarded tax credits in 2017 for renovations. Following renovations, all 210 units at this property will continue to operate with a Section 8 subsidy. Therefore, none of these units will be considered competitive with the Subject.

Total vacancy at the LIHTC and mixed-income comparables is moderate, at 4.0 percent. It should be noted that management at Ashley Auburn Pointe I and Ashley Auburn Pointe II reported that all of the vacant units are market rate. Our contact at Capitol Gateway I and Capitol Gateway II reported that the vacant units are being processed from the waiting lists. Additionally, the contact at Mechanicsville Family could not provide a breakdown of vacant units by unit type or AMI level but stated the majority of vacant units are market rate. The contact noted eight of the vacant units are pre-leased and the property is working to lease the remainder from the waiting list. Further, all of the affordable comparables maintain waiting lists. These factors indicate significant demand for affordable housing in the area. In summary, the performance of the comparable LIHTC properties and the existence of waiting lists for affordable units indicates that the Subject will not negatively impact the existing 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. Total vacancy at the LIHTC and mixed-income comparables is moderate, at 4.0 percent. It should be noted that management at Ashley Auburn Pointe I and Ashley Auburn Pointe II reported that all of the vacant units are market rate. Our contact at Capitol Gateway I and Capitol Gateway II reported that the vacant units are being processed from the waiting lists. Additionally, the contact at Mechanicsville Family could not provide a breakdown of vacant units by unit type or AMI level but stated the majority of vacant units are market rate. The contact noted eight of the vacant units are pre-leased and the property is working to lease the remainder from the waiting list. Further, all of the affordable comparables maintain waiting lists. These factors indicate significant demand for affordable housing in the area. The Subject will offer slightly inferior to superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and inferior to slightly superior property amenities. The Subject will offer in-unit washers and dryers and a business center, which many of the comparables will lack. However, the Subject will not offer exterior storage, walk-in closets, a playground, or swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. Additionally, the Subject's proposed rents are among the lowest in the market. 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 several LIHTC comparable properties, we believe that the Subject is reasonable as proposed. We believe that it will fill a void in the market and will perform well. Further, we believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic.

J. ABSORPTION AND STABILIZATION RATES

ABSORPTION AND STABILIZATION RATES

Only one of the comparable properties was able to reported absorption information since 2010. Therefore, we supplemented our absorption discussed with additional properties within five miles of the Subject. Information regarding the absorption periods of these developments is illustrated in the following table.

ABSORPTION

| Property Name | Rent Structure | Tenancy | Year | Total Units | Absorption (units/month) |
|--------------------------------|----------------|---------|------|-------------|--------------------------|
| Aspire Westside | LIHTC | Family | 2020 | 167 | 10 |
| Solstice Morningside | Market | Family | 2019 | 239 | 33 |
| Grove Gardens | LIHTC | Senior | 2019 | 70 | 70 |
| Entra West End | Market | Family | 2019 | 187 | 20 |
| Adair Court | LIHTC | Senior | 2019 | 91 | 91 |
| The Kirkwood | Market | Family | 2018 | 232 | 10 |
| Platform Apartments | Market | Family | 2018 | 324 | 17 |
| Reynoldstown Senior Apartments | LIHTC | Senior | 2016 | 70 | 70 |
| Glenwood At Grant Park | Market | Family | 2016 | 216 | 8 |
| 675 Highland | Market | Family | 2016 | 125 | 16 |
| University House | Market | Family | 2015 | 268 | 30 |
| The Haynes House | Market | Family | 2015 | 186 | 12 |
| Square On Fifth | Market | Family | 2015 | 270 | 45 |
| Steelworks | Market | Family | 2014 | 317 | 21 |
| Columbia Mill | LIHTC | Family | 2014 | 100 | 20 |
| Betmar Village Apartments | LIHTC | Senior | 2014 | 47 | 24 |
| Veranda At Scholars Landing | Market | Senior | 2013 | 100 | 66 |
| Retreat At Edgewood Phase II | LIHTC | Family | 2012 | 40 | 12 |
| Parkside At Mechanicsville | LIHTC | Family | 2012 | 156 | 60 |
| Retreat At Edgewood | LIHTC | Family | 2011 | 100 | 20 |

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The developments reported absorption paces between eight and 70 units per month. The LIHTC properties reported faster absorption paces on average than the market rate properties. Platform Apartments, a comparable property in the Subject’s immediate neighborhood, experienced an absorption rate of 17 units per month. As an affordable property, we expect the Subject would experience a more rapid absorption pace than this development. We believe the Subject would likely experience an absorption pace of 25 units per month for an absorption period of six to seven months. It should be noted that construction on the Subject is not anticipated to be completed until April 2023, which is considered outside of the primary window from the COVID-19 pandemic.

K. INTERVIEWS

Atlanta Housing Authority

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

| PAYMENT STANDARDS | |
|-------------------|----------|
| Unit Type | Standard |
| Studio | \$1,095 |
| One-Bedroom | \$1,127 |
| Two-Bedroom | \$1,283 |

Source: Georgia Department of Community Affairs, effective January 2020

The Subject’s proposed 30 and 60 percent rents as well as its market rate rents are set below the current payment standards. Therefore, tenants in these units with Housing Choice Vouchers would not pay out of pocket for rent. The Subject’s proposed 80 percent rents are set above the current payment standards. Therefore, tenants in these units with Housing Choice Vouchers would pay out of pocket for rent.

Planning

We were unable to contact a representative with the Fulton County Planning Department. Thus, we consulted a CoStar new construction report and researched Georgia DCA’s LIHTC allocation lists and found the following multifamily developments planned, proposed, or under construction in the Subject’s PMA.

- City Views at Rosa Burney Park is an existing, mixed-tenancy, Section 8 property that was awarded tax credits in 2019 for renovations. Following renovations, all units at this property will continue to operate with a Section 8 subsidy. Therefore, none of these units will be considered competitive with the Subject.
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- Herndon Homes Senior is an existing, senior, Section 8 property that was awarded tax credits in 2018 for renovations. Following renovations, all units at this property will continue to target seniors

and operate with a Section 8 subsidy. Therefore, none of these units will be considered competitive with the Subject.

- Big Bethel Tower Apartments is an existing, family, Section 8 property that was awarded tax credits in 2018 for renovations. Following renovations, all 180 units at this property will continue to operate with a Section 8 subsidy. Therefore, none of these units will be considered competitive with the Subject.
- Edgewood Center II is a proposed, new construction development that was awarded tax credits in 2018. The property will offer a total of 50 units upon completion, all of which will target formerly homeless households and operate with a project-based subsidy. Based on this project's subsidy, none of these units will be directly competitive with the Subject.
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- Wheat Street Towers an existing, family, Section 8 property that was awarded tax credits in 2017 for renovations. Following renovations, all 210 units at this property will continue to operate with a Section 8 subsidy. Therefore, none of these units will be considered competitive with the Subject.

Georgia Department of Economic Development

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

MCAULEY PARK PHASE I –ATLANTA, GEORGIA – MARKET STUDY

2018-2019 BUSINESS OPENINGS & EXPANSIONS
FULTON COUNTY, GA

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

Source: The Metro Atlanta Chamber of Commerce, June 2020

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

L. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

Between 2010 and 2019, there was approximately 2.1 percent annual growth in population in the PMA, which was greater than that of the MSA and the national population over the same time period. Total population in the PMA is projected to increase at a rate of 1.9 percent annually from 2019 through projected market entry and 2024, which is a growth rate above that of the MSA and the nation as a whole during the same time period. The current population of the PMA is 89,842 and is expected to be 96,350 in 2023. The current number of households in the PMA is 39,144 and is expected to be 42,637 in 2023. Renter households are concentrated in the lowest income cohorts, with 76.3 percent of renters in the PMA earning between \$0 and \$59,999 annually. The Subject will target households earning between \$0 and \$59,600. Therefore, the Subject should be well-positioned to service this market. Overall, population growth in the PMA and 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 professional/scientific/technological services, educational services, and healthcare/social assistance industries, which collectively comprise 36.8 percent of local employment. The large share of PMA employment in the healthcare industry is notable as this industry is historically stable, and exhibits greater resilience during economic downturns. Relative to the overall nation, the PMA features comparatively greater employment in the professional/scientific/technological services, educational services, and information industries. Conversely, the PMA is underrepresented in the manufacturing, construction, and healthcare/social assistance industries.

It is important to note that the largest area employer, Delta Air Lines, has been significantly affected by the COVID-19 pandemic. According to a recent Forbes article published April 22, 2020, Delta Air Lines reported a significant loss in the first quarter of 2020, which was expected. The article cited that the company recently received \$3 billion in credit through private funding and \$5.4 billion under the CARES act, which combined will provide liquidity and payroll support through the coming year as travel is expected to remain well below historical levels for the foreseeable future. At the urging of management, approximately 41,000 of Delta's 90,000 employees have voluntarily taken unpaid leave as of June 2020. According to a CNBC article published June 9, 2020, the terms of a \$25 billion federal aid package prohibit airlines from laying off or cutting employee pay rates before October 2020. Delta has offered many of its employees voluntary separation or leave options in anticipation of layoffs after the October deadline. A Motley Fool article published July 2, 2020 reports that Delta plans to issue WARN notices for 2,558 pilots, notifying them of potential furloughs. This represents nearly 20% of Delta's pilots. Despite this, a financial analyst cited in the recent Forbes article states Delta is one of the airlines best positioned to withstand the travel downturn related to the COVID-19 pandemic.

Since 2012, job growth in the MSA generally exceeded the nation. As of April 2020, MSA employment is below its post-recessionary high and was decreasing at a rate of 13.5 percent, compared to a 14.9 percent decrease across the overall nation. Thus, it appears the area has been negatively impacted 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. Since 2012, the MSA generally experienced a higher unemployment rate compared to the overall nation. 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.

Beginning in March 2020, the international pandemic caused by the COVID-19 coronavirus resulted in governments across the globe taking dramatic efforts to slow the spread and flatten the infection curve in order to reduce the strain on our health care system. Consequently, over the past two months there has been a sharp and dramatic increase in layoffs due to the economic restrictions related to the emergency

response. However, governments have passed significant economic stimulus packages to help in offsetting the economic impact. Local governments have begun to lift or loosen restrictions and the stimulus passed thus far has blunted some of the impact from the emergency measures. It remains unclear as to how these measures will impact the housing market long term. However, based on the data available through two months, which indicates some multifamily real estate transactions have continued to close without repricing and rent collection losses during this period have declined less than projected, the governmental response has offset a significant portion of the economic losses presented by the emergency. There is evidence that, despite the significant level of recent layoffs, many other area employers are hiring. Overall, we anticipate that the elevated layoff pace will subside now that economic restrictions have been loosened in the Subject’s market area. We believe that the Subject’s affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments).

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 |
|---------------------------------|----------------|----------------|----------------|--------------|--------|------------|--------------|----------------|
| Studio @30% (As Proposed) | \$0 | \$17,370 | 30 | 580 | 0 | 580 | 5.2% | \$868 |
| Studio @30% (Absent Subsidy) | \$14,880 | \$17,370 | 30 | 71 | 0 | 71 | 42.4% | \$348 |
| Studio Market | \$20,126 | \$57,900 | 10 | 573 | 0 | 573 | 1.7% | \$587 |
| Studio Overall (As Proposed) | \$0 | \$57,900 | 40 | 1,246 | 0 | 1,246 | 3.2% | - |
| Studio Overall (Absent Subsidy) | \$14,880 | \$57,900 | 40 | 737 | 0 | 737 | 5.4% | - |
| Studio Overall (LIHTC) | \$14,880 | \$17,370 | 30 | 409 | 0 | 409 | 7.3% | - |
| 1BR @60% | \$31,886 | \$39,720 | 65 | 647 | 148 | 499 | 13.0% | \$827 |
| 1BR @80% | \$42,549 | \$52,960 | 8 | 590 | 43 | 547 | 1.5% | \$1,138 |
| 1BR Overall | \$31,886 | \$52,960 | 73 | 4,246 | 191 | 4,055 | 1.8% | - |
| 1BR Overall (LIHTC) | \$31,886 | \$52,960 | 73 | 1,394 | 191 | 1,203 | 6.1% | - |
| 2BR @60% | \$38,297 | \$44,700 | 21 | 611 | 184 | 427 | 4.9% | \$997 |
| 2BR @80% | \$51,086 | \$59,600 | 37 | 558 | 25 | 533 | 6.9% | \$1,370 |
| 2BR Overall | \$38,297 | \$59,600 | 58 | 4,016 | 209 | 3,807 | 1.5% | - |
| 2BR Overall (LIHTC) | \$38,297 | \$59,600 | 58 | 1,318 | 209 | 1,109 | 5.2% | - |
| @30% Overall (As Proposed) | \$0 | \$17,370 | 30 | 580 | 0 | 580 | 5.2% | - |
| @30% Overall (Absent Subsidy) | \$14,880 | \$17,370 | 30 | 71 | 0 | 71 | 42.4% | - |
| @60% Overall | \$31,886 | \$44,700 | 86 | 1,258 | 332 | 926 | 9.3% | - |
| @80% Overall | \$42,549 | \$59,600 | 45 | 1,147 | 68 | 1,079 | 4.2% | - |
| Market Overall | \$20,126 | \$57,900 | 10 | 573 | 0 | 573 | 1.7% | - |
| Overall (As Proposed) | \$0 | \$59,600 | 171 | 9,508 | 400 | 9,108 | 1.9% | - |
| Overall (Absent Subsidy) | \$14,880 | \$59,600 | 171 | 5,621 | 400 | 5,221 | 3.3% | - |
| Overall (LIHTC) | \$14,880 | \$59,600 | 161 | 3,121 | 400 | 2,721 | 5.9% | - |

As the analysis illustrates, the Subject’s capture rate at the 30 percent AMI level, as proposed, will be 5.2 percent. The Subject’s capture rates at the 60 percent AMI level, as proposed, will range from 4.9 to 13.0 percent. The Subject’s capture rates at the 80 percent AMI level, as proposed, will range from 1.5 to 6.9 percent. The Subject’s capture rates for its market rate units, as proposed, will be 1.7 percent. The overall capture rate at the Subject, as proposed, is 1.9 percent. Absent subsidy, the Subject’s capture rates at the 30 percent AMI level will be 42.4 percent. The overall capture rate at the Subject, absent subsidy, is 3.3 percent. It should be noted that the Subject will operate with an additional subsidy for all studio units at 30 percent AMI. Therefore, the elevated capture rate in the absent subsidy scenario is purely hypothetical. All capture rates, as proposed, are within DCA thresholds. Therefore, we believe there is adequate demand for the Subject.

Absorption

Only one of the comparable properties was able to reported absorption information since 2010. Therefore, we supplemented our absorption discussed with additional properties within five miles of the Subject. Information regarding the absorption periods of these developments is illustrated in the following table.

ABSORPTION

| Property Name | Rent Structure | Tenancy | Year | Total Units | Absorption (units/month) |
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| Parkside At Mechanicsville | LIHTC | Family | 2012 | 156 | 60 |
| Retreat At Edgewood | LIHTC | Family | 2011 | 100 | 20 |

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The developments reported absorption paces between eight and 70 units per month. The LIHTC properties reported faster absorption paces on average than the market rate properties. Platform Apartments, a comparable property in the Subject's immediate neighborhood, experienced an absorption rate of 17 units per month. As an affordable property, we expect the Subject would experience a more rapid absorption pace than this development. We believe the Subject would likely experience an absorption pace of 25 units per month for an absorption period of six to seven months. It should be noted that construction on the Subject is not anticipated to be completed until April 2023, 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 |
|--------------------------|----------------|---------|--------------|--------------|--------------|
| Ashley Auburn Pointe I | LIHTC/ Market | Family | 154 | 4 | 2.6% |
| Ashley Auburn Pointe II | LIHTC/ Market | Family | 150 | 3 | 2.0% |
| Auburn Glenn | LIHTC/ Market | Family | 271 | 6 | 2.2% |
| Capitol Gateway I | LIHTC/ Market | Family | 275 | 3 | 1.1% |
| Capitol Gateway II | LIHTC/ Market | Family | 152 | 12 | 7.9% |
| Mechanicsville Family | LIHTC/ Market | Family | 174 | 19 | 10.9% |
| City Plaza | Market | Family | 167 | 0 | 0.0% |
| Fulton Cotton Mill Lofts | Market | Family | 207 | 0 | 0.0% |
| Pencil Factory Lofts | Market | Family | 188 | 29 | 15.4% |
| Platform Apartments | Market | Family | 324 | 13 | 4.0% |
| Total LIHTC | | | 1,176 | 47 | 4.0% |
| Total Market Rate | | | 886 | 42 | 4.7% |
| Overall Total | | | 2,062 | 89 | 4.3% |

Overall vacancy in the market is moderate at 4.3 percent. Total vacancy at the LIHTC and mixed-income comparables is also moderate, at 4.0 percent. It should be noted that management at Ashley Auburn Pointe I and Ashley Auburn Pointe II reported that all of the vacant units are market rate. Our contact at Capitol Gateway I and Capitol Gateway II reported that the vacant units are being processed from the waiting lists. Additionally, the contact at Mechanicsville Family could not provide a breakdown of vacant units by unit type or AMI level but stated the majority of vacant units are market rate. The contact noted eight of the vacant units are pre-leased and the property is working to lease the remainder from the waiting list. Further, all of the affordable comparables maintain waiting lists. These factors indicate significant demand for affordable housing in the area.

Our contact at Pencil Factory Lofts, the only market rate development reporting an elevated vacancy rate, reported that three vacant units are pre-leased. The contact reported an elevated vacancy rate due to COVID-19, and noted that the main reason for this elevated rate was the large number of students living at the property due to its proximity to Georgia State University (GSU); while leasing among the general population has not been affected by the pandemic, a large number of students moved out after GSU suspended classes. The contact reported that they expect the property to stabilize again during the summer or fall semester. The strong performance at the remaining market rate comparables indicates that there is demand for rental housing in the area. As a newly constructed property with a competitive amenity package, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

Strengths of the Subject

The Subject will be the newest LIHTC development in the PMA upon completion and will exhibit excellent condition, which is superior to the majority of the existing LIHTC housing stock in the PMA. The Subject will offer a considerable rent advantage over the comparables; the Subject’s proposed rents will be among the lowest in the market. Additionally, the Subject site is within close proximity to Interstate 85 and the King Memorial MARTA Transit Station, which provide convenient access to employment centers in the area. Therefore, we believe the Subject will be well received in the market given its competitive advantage over the existing housing stock, competitive amenity packages, and rent advantage over the LIHTC and market-rate comparables.

Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Total vacancy at the LIHTC and mixed-income comparables is moderate, at 4.0 percent. It should be noted that management at Ashley Auburn Pointe I and Ashley Auburn

Pointe II reported that all of the vacant units are market rate. Our contact at Capitol Gateway I and Capitol Gateway II reported that the vacant units are being processed from the waiting lists. Additionally, the contact at Mechanicsville Family could not provide a breakdown of vacant units by unit type or AMI level but stated the majority of vacant units are market rate. The contact noted eight of the vacant units are pre-leased and the property is working to lease the remainder from the waiting list. Further, all of the affordable comparables maintain waiting lists. These factors indicate significant demand for affordable housing in the area. The Subject will offer slightly inferior to superior in-unit amenities in comparison to the LIHTC and market rate comparable properties and inferior to slightly superior property amenities. The Subject will offer in-unit washers and dryers and a business center, which many of the comparables will lack. However, the Subject will not offer exterior storage, walk-in closets, a playground, or swimming pool, which are offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. Additionally, the Subject's proposed rents are among the lowest in the market. 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 several LIHTC comparable properties, we believe that the Subject is reasonable as proposed. We believe that it will fill a void in the market and will perform well. Further, we believe that the Subject's affordable operation will make it more likely to weather the current economic challenges due to COVID-19 better than average (as compared with other multifamily developments). The timing of the Subject's construction will further insulate it from the current COVID-19 pandemic.

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.

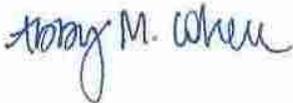
To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA’s rental housing programs. I also affirm that I have no interest in the project or relationship with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

December 20, 2020



Abby M. Cohen
Partner
Novogradac Consulting LLP

December 20, 2020



Brian Neukam
Manager
Novogradac Consulting LLP

December 20, 2020



Travis Jorgenson
Analyst
Novogradac Consulting LLP

December 20, 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



View east along Gartrell Street SE



View west along Gartrell Street SE



View north along Jackson Street SE



View south along Jackson Street SE



View north along William Holmes Borders Senior Drive
SE



View south along William Holmes Borders Senior Drive
SE



View of Subject site



View of Subject site



View of Subject site



View of Subject site



Owner-occupied townhomes east of the Subject site



House of worship north of the Subject site



King Memorial MARTA Station south of the Subject site



Martin Luther King Jr. Recreation Center and Aquatic Center west of the Subject site



Butler Recreation Center west of the Subject site



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Commercial use in the Subject's neighborhood



Fire station in the Subject's neighborhood



Grady Health System in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood



Single-family home in the Subject's neighborhood

ADDENDUM C
Qualifications

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI, CRE

I. Education

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

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

II. Licensing and Professional Affiliation

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

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

III. Professional Experience

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

IV. Professional Training

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

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

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

V. Real Estate Assignments – Examples

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

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

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

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

ABBY M. COHEN

I. Education

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

II. Licensing and Professional Affiliation

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

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

III. Professional Experience

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

IV. Professional Training

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

V. Publications

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

VI. Real Estate Assignments

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

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

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
BRIAN NEUKAM**

EDUCATION

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

State of Georgia Certified General Real Property Appraiser No.329471

State of North Carolina Certified General Appraiser No. 8284

State of South Carolina Certified General Appraiser No. 7493

PROFESSIONAL TRAINING

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

EXPERIENCE

Novogradac & Company LLP, Manager, December 2016-present

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

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

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

REAL ESTATE ASSIGNMENTS

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

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Travis Jorgenson

I. Education

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

II. Professional Experience

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

III. Research Assignments

A representative sample of work on various types of projects:

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

ADDENDUM D

Summary Matrix

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.

| | | | |
|-----------------|-------|---------------------|-------|
| Units Surveyed: | 2,062 | Weighted Occupancy: | 95.7% |
| Market Rate | 886 | Market Rate | 95.3% |
| Tax Credit | 1,176 | Tax Credit | 96.0% |

| RENT | Studio One Bath | | One Bedroom One Bath | | Two Bedroom Two Bath | |
|------|--------------------------------------|--------------|--------------------------------------|----------------|--------------------------------------|----------------|
| | Property | Average | Property | Average | Property | Average |
| | Platform Apartments (Market) | \$1,181 | Fulton Cotton Mill Lofts (Market) | \$1,595 | Pencil Factory Lofts (Market)(2.5BA) | \$2,206 |
| | Pencil Factory Lofts (Market) | \$1,177 | Pencil Factory Lofts (Market)(1.5BA) | \$1,559 | Fulton Cotton Mill Lofts (Market) | \$2,050 |
| | Fulton Cotton Mill Lofts (Market) | \$1,145 | Fulton Cotton Mill Lofts (Market) | \$1,450 | Pencil Factory Lofts (Market) | \$1,866 |
| | Fulton Cotton Mill Lofts (Market) | \$1,095 | Platform Apartments (Market) | \$1,396 | Fulton Cotton Mill Lofts (Market) | \$1,800 |
| | Fulton Cotton Mill Lofts (Market) | \$1,045 | Fulton Cotton Mill Lofts (Market) | \$1,300 | Platform Apartments (Market) | \$1,741 |
| | Mcauley Park Phase I (@30%) | \$868 | Pencil Factory Lofts (Market) | \$1,265 | City Plaza (Market) | \$1,730 |
| | Mcauley Park Phase I (Market) | \$587 | Auburn Glenn (Market) | \$1,220 | Capitol Gateway II (Market) | \$1,682 |
| | | | Ashley Auburn Pointe I (Market) | \$1,190 | Capitol Gateway I (Market)(2.5BA) | \$1,662 |
| | | | Ashley Auburn Pointe II (Market) | \$1,190 | Auburn Glenn (Market) | \$1,575 |
| | | | City Plaza (Market) | \$1,145 | Fulton Cotton Mill Lofts (Market) | \$1,550 |
| | | | Mcauley Park Phase I (@80%) | \$1,138 | Ashley Auburn Pointe I (Market) | \$1,502 |
| | | | Capitol Gateway II (Market) | \$1,116 | Ashley Auburn Pointe II (Market) | \$1,502 |
| | | | City Plaza (Market) | \$1,095 | City Plaza (Market) | \$1,445 |
| | | | City Plaza (Market) | \$1,095 | Capitol Gateway I (Market)(2.5BA) | \$1,444 |
| | | | Mechanicsville Family (Market) | \$1,075 | Capitol Gateway I (Market) | \$1,410 |
| | | | Capitol Gateway II (Market) | \$1,070 | City Plaza (Market) | \$1,395 |
| | | | Capitol Gateway I (Market) | \$1,040 | Mcauley Park Phase I (@80%) | \$1,370 |
| | | | Capitol Gateway I (Market) | \$1,000 | City Plaza (Market) | \$1,365 |
| | | | Mechanicsville Family (@60%) | \$893 | Capitol Gateway I (Market) | \$1,349 |
| | | | Capitol Gateway I (@60%) | \$839 | Capitol Gateway I (Market)(1BA) | \$1,248 |
| | | | Capitol Gateway I (@60%) | \$827 | Mechanicsville Family (Market) | \$1,225 |
| | | | Mcauley Park Phase I (@60%) | \$827 | Ashley Auburn Pointe I (@60%) | \$1,049 |
| | | | Ashley Auburn Pointe II (@60%) | \$817 | Ashley Auburn Pointe II (@60%) | \$1,049 |
| | | | Ashley Auburn Pointe I (@60%) | \$817 | Mcauley Park Phase I (@60%) | \$997 |
| | | | Capitol Gateway II (@54%) | \$806 | Capitol Gateway I (@60%) | \$967 |
| | | | Auburn Glenn (@60%) | \$800 | Capitol Gateway I (@60%)(1BA) | \$967 |
| | | | Mechanicsville Family (@50%) | \$695 | Capitol Gateway I (@60%)(2.5BA) | \$967 |
| | | | | | Capitol Gateway I (@60%) | \$964 |
| | | | | | Mechanicsville Family (@60%) | \$964 |
| | | | | | Capitol Gateway II (@54%)(2.5BA) | \$927 |
| | | | | | Capitol Gateway II (@54%) | \$927 |
| | | | | | Auburn Glenn (@60%) | \$923 |
| | | | | | Mechanicsville Family (@50%) | \$803 |

| SQUARE FOOTAGE | Studio One Bath | | One Bedroom One Bath | | Two Bedroom Two Bath | |
|----------------|--------------------------------------|------------|--|------------|--|------------|
| | Property | Average | Property | Average | Property | Average |
| | Fulton Cotton Mill Lofts (Market) | 747 | Fulton Cotton Mill Lofts (Market) | 1,375 | Pencil Factory Lofts (Market)(2.5BA) | 1,720 |
| | Fulton Cotton Mill Lofts (Market) | 747 | Pencil Factory Lofts (Market)(1.5BA) | 1,243 | Fulton Cotton Mill Lofts (Market) | 1,361 |
| | Fulton Cotton Mill Lofts (Market) | 707 | Fulton Cotton Mill Lofts (Market) | 1,119 | Fulton Cotton Mill Lofts (Market) | 1,311 |
| | Pencil Factory Lofts (Market) | 694 | Fulton Cotton Mill Lofts (Market) | 1,119 | Pencil Factory Lofts (Market) | 1,337 |
| | Platform Apartments (Market) | 572 | Pencil Factory Lofts (Market) | 911 | Capitol Gateway II (@54%)(2.5BA) | 1,319 |
| | Mcauley Park Phase I (Market) | 500 | Platform Apartments (Market) | 791 | City Plaza (Market) | 1,200 |
| | Mcauley Park Phase I (@30%) | 500 | City Plaza (Market) | 777 | Platform Apartments (Market) | 1,192 |
| | | | Capitol Gateway I (@60%) | 772 | Capitol Gateway I (Market)(2.5BA) | 1,178 |
| | | | Capitol Gateway I (Market) | 772 | Capitol Gateway I (Market)(2.5BA) | 1,178 |
| | | | Capitol Gateway I (@60%) | 772 | Capitol Gateway I (@60%)(2.5BA) | 1,178 |
| | | | Ashley Auburn Pointe II (Market) | 766 | Capitol Gateway II (@54%) | 1,168 |
| | | | Ashley Auburn Pointe II (@60%) | 766 | Capitol Gateway II (Market) | 1,168 |
| | | | Ashley Auburn Pointe II (@50%) | 765 | Capitol Gateway II (@54%) | 1,168 |
| | | | Ashley Auburn Pointe II (@60%) | 765 | Capitol Gateway II (Market) | 1,168 |
| | | | Capitol Gateway II (@54%) | 757 | City Plaza (Market) | 1,167 |
| | | | Ashley Auburn Pointe I (@60%) | 756 | Ashley Auburn Pointe II (Market) | 1,038 |
| | | | Ashley Auburn Pointe I (@60%) | 756 | Ashley Auburn Pointe II (@60%) | 1,108 |
| | | | Ashley Auburn Pointe I (@60%) | 756 | City Plaza (Market) | 1,107 |
| | | | Ashley Auburn Pointe I (Market) | 756 | Ashley Auburn Pointe II (@60%) | 1,099 |
| | | | Mechanicsville Family (Public Housing) | 750 | Ashley Auburn Pointe II (@50%) | 1,091 |
| | | | Mechanicsville Family (@50%) | 750 | Ashley Auburn Pointe I (@60%) | 1,079 |
| | | | Mechanicsville Family (Market) | 750 | Ashley Auburn Pointe I (@60%) | 1,079 |
| | | | Mechanicsville Family (@60%) | 750 | Ashley Auburn Pointe I (Market) | 1,079 |
| | | | Capitol Gateway I (@60%) | 742 | Ashley Auburn Pointe I (@60%) | 1,079 |
| | | | Capitol Gateway I (@60%) | 742 | Capitol Gateway I (@60%) | 1,047 |
| | | | Capitol Gateway I (Market) | 742 | Capitol Gateway I (Market) | 1,047 |
| | | | City Plaza (Market) | 715 | Capitol Gateway I (@60%) | 1,047 |
| | | | Capitol Gateway II (@54%) | 708 | Mechanicsville Family (@60%) | 1,045 |
| | | | Capitol Gateway II (Market) | 708 | Mechanicsville Family (Market) | 1,045 |
| | | | Capitol Gateway II (Market) | 708 | Auburn Glenn (Non-Rental) | 1,044 |
| | | | City Plaza (Market) | 707 | Auburn Glenn (Market) | 1,044 |
| | | | City Plaza (Market) | 698 | Auburn Glenn (@60%) | 1,044 |
| | | | Auburn Glenn (@60%) | 696 | Auburn Glenn (@60%) | 1,044 |
| | | | Auburn Glenn (@60%) | 696 | Capitol Gateway I (@60%) | 1,031 |
| | | | Auburn Glenn (Market) | 696 | Capitol Gateway I (Market) | 1,031 |
| | | | Mcauley Park Phase I (@80%) | 650 | Capitol Gateway I (@60%) | 1,031 |
| | | | Mcauley Park Phase I (@60%) | 650 | Fulton Cotton Mill Lofts (Market) | 1,031 |
| | | | | | Mechanicsville Family (Public Housing) | 1,005 |
| | | | | | Mechanicsville Family (@50%) | 1,005 |
| | | | | | City Plaza (Market) | 967 |
| | | | | | Mcauley Park Phase I (@80%) | 965 |
| | | | | | Mcauley Park Phase I (@60%) | 965 |
| | | | | | Capitol Gateway I (@60%)(1BA) | 910 |
| | | | | | Capitol Gateway I (@60%)(1BA) | 910 |
| | | | | | Capitol Gateway I (Market)(1BA) | 910 |
| | | | | | Capitol Gateway I (@60%)(2.5BA) | 824 |

| RENT PER SQUARE FOOT | Studio One Bath | | One Bedroom One Bath | | Two Bedroom Two Bath | |
|----------------------|--------------------------------------|---------------|--------------------------------------|---------------|--------------------------------------|---------------|
| | Property | Average | Property | Average | Property | Average |
| | Platform Apartments (Market) | \$2.06 | Platform Apartments (Market) | \$1.76 | Fulton Cotton Mill Lofts (Market) | \$1.52 |
| | Mcauley Park Phase I (@30%) | \$1.74 | Auburn Glenn (Market) | \$1.75 | Auburn Glenn (Market) | \$1.51 |
| | Pencil Factory Lofts (Market) | \$1.70 | Mcauley Park Phase I (@80%) | \$1.75 | Fulton Cotton Mill Lofts (Market) | \$1.51 |
| | Fulton Cotton Mill Lofts (Market) | \$1.53 | Capitol Gateway II (Market) | \$1.58 | Platform Apartments (Market) | \$1.46 |
| | Fulton Cotton Mill Lofts (Market) | \$1.48 | Ashley Auburn Pointe I (Market) | \$1.57 | City Plaza (Market) | \$1.44 |
| | Fulton Cotton Mill Lofts (Market) | \$1.47 | City Plaza (Market) | \$1.57 | Capitol Gateway II (Market) | \$1.44 |
| | Mcauley Park Phase I (Market) | \$1.17 | Ashley Auburn Pointe II (Market) | \$1.55 | Capitol Gateway I (Market)(2.5BA) | \$1.43 |
| | | | City Plaza (Market) | \$1.55 | Mcauley Park Phase I (@80%) | \$1.42 |
| | | | City Plaza (Market) | \$1.53 | City Plaza (Market) | \$1.41 |
| | | | Capitol Gateway II (Market) | \$1.51 | Pencil Factory Lofts (Market) | \$1.40 |
| | | | City Plaza (Market) | \$1.47 | Ashley Auburn Pointe I (Market) | \$1.39 |
| | | | Mechanicsville Family (Market) | \$1.43 | Capitol Gateway I (Market)(1BA) | \$1.37 |
| | | | Pencil Factory Lofts (Market) | \$1.39 | Capitol Gateway I (Market) | \$1.35 |
| | | | Capitol Gateway I (Market) | \$1.35 | Ashley Auburn Pointe II (Market) | \$1.34 |
| | | | Capitol Gateway I (Market) | \$1.35 | Fulton Cotton Mill Lofts (Market) | \$1.32 |
| | | | Fulton Cotton Mill Lofts (Market) | \$1.30 | Capitol Gateway I (Market) | \$1.31 |
| | | | Mcauley Park Phase I (@60%) | \$1.27 | Pencil Factory Lofts (Market)(2.5BA) | \$1.28 |
| | | | Pencil Factory Lofts (Market)(1.5BA) | \$1.25 | City Plaza (Market) | \$1.26 |
| | | | Mechanicsville Family (@60%) | \$1.19 | City Plaza (Market) | \$1.24 |
| | | | Fulton Cotton Mill Lofts (Market) | \$1.16 | Capitol Gateway I (Market)(2.5BA) | \$1.23 |
| | | | Fulton Cotton Mill Lofts (Market) | \$1.16 | Capitol Gateway II (Market) | \$1.22 |
| | | | Auburn Glenn (@60%) | \$1.15 | Mechanicsville Family (Market) | \$1.17 |
| | | | Capitol Gateway II (@54%) | \$1.14 | Capitol Gateway I (@60%)(1BA) | \$1.06 |
| | | | Capitol Gateway I (@60%) | \$1.13 | Mcauley Park Phase I (@60%) | \$1.03 |
| | | | Capitol Gateway I (@60%) | \$1.09 | Ashley Auburn Pointe I (@60%) | \$0.97 |
| | | | Ashley Auburn Pointe I (@60%) | \$1.08 | Ashley Auburn Pointe II (@60%) | \$0.95 |
| | | | Ashley Auburn Pointe II (@60%) | \$1.07 | Capitol Gateway I (@60%) | \$0.94 |
| | | | Mechanicsville Family (@50%) | \$0.93 | Capitol Gateway I (@60%) | \$0.92 |
| | | | | | Mechanicsville Family (@60%) | \$0.92 |
| | | | | | Auburn Glenn (@60%) | \$0.88 |
| | | | | | Capitol Gateway I (@60%)(2.5BA) | \$0.82 |
| | | | | | Mechanicsville Family (@50%) | \$0.80 |
| | | | | | Capitol Gateway II (@54%) | \$0.79 |
| | | | | | Capitol Gateway II (@54%)(2.5BA) | \$0.70 |

ADDENDUM E
Subject Site Plans

SENIOR HOUSING

5 LEVELS
UNITS - 105,100 sf
AMENITY - 4,900 sf
TOTAL SF - 110,000 sf

100 UNITS
1BR - 81 (81%)
2BR - 19 (19%)

50 PARKING SPACES (.5 / UNIT)

FAMILY HOUSING

5 LEVELS OVER PODIUM
UNITS - 223,550 sf
AMENITY - 3,000 sf
PARKING - 116,000 sf
TOTAL - 342,550 sf

154 UNITS
1BR - 67 (42%)
2BR - 75 (48%)
3BR - 15 (10%)

154 PARKING SPACES (1 / UNIT)

OFFICE PARKING

142 SHARED STRUCTURED PARKING SPACES
20 SURFACE PARKING SPACES
162 TOTAL

OFFICE

4 LEVELS
41,000 sf

WITHIN MULTIFAMILY BUILDING
3,700 SF

