



A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF

**SAVANNAH GARDENS V
202 Crescent Drive
Savannah, Chatham County, Georgia 31404**

Effective Date: April 15, 2013

Report Date: May 14, 2013

Prepared For

**Mr. Ben Phillips
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260 Peachtree Street
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Atlanta, GA 30303**

Prepared By

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May 14, 2013

Mr. Ben Phillips
Mercy Housing Southeast, Inc.
260 Peachtree Street
Suite 1800
Atlanta, GA 30303

Re: Market Study for Savannah Gardens V to be located in Savannah, Georgia

Dear Mr. Phillips:

At your request, Novogradac & Company LLP performed a market study of the rental market in the Savannah, Chatham County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project, the (Subject). The purpose of this market study is to assess the viability of the construction of Savannah Gardens V, a proposed family housing development that will consist of 76 units. Of the 76 units, 59 will be restricted to general households earning 50 and 60 percent of the AMI, or less. The remaining units will be unrestricted including one non-revenue manager unit. 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 the 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.

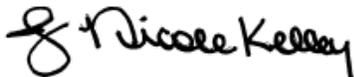
This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and 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 was 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.

Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company, LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,



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ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the consultant 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 consultant assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. 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.
4. The report was made assuming responsible ownership and capable management of the property. The analyses and projections are based on the basic assumption that the apartment complex will be managed and staffed by competent personnel and that the property will be professionally advertised and aggressively promoted
5. 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.
6. 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.
7. 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. 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 consultant 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.
8. A consulting analysis market study for a property is made as of a certain day. Due to the principles of change and anticipation the value estimate is only valid as of the date of valuation. The real estate market is non-static and change and market anticipation is analyzed as of a specific date in time and is only valid as of the specified date.
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10. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional appraisal organization with which the appraiser is affiliated: specifically, the Appraisal Institute.
11. 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.
12. 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.
13. 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 appraisal report.
14. 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 conclusions contained in this report is based.
15. On all proposed developments, Subject to satisfactory completion, repairs, or alterations, the consulting report is contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time with good quality materials.
16. 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 consultant and contained in this report.
17. The party for whom this report is prepared has reported to the consultant 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.
18. Unless stated otherwise, no percolation tests have been performed on this property. In making the appraisal, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use, as detailed in this report.
19. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The consultant does not warrant the condition or adequacy of such systems.

20. 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 appraised property. The appraiser reserves the right to review and/or modify this appraisal if said insulation exists on the Subject property.
21. Acceptance of and/or use of this report constitute acceptance of all assumptions and the above conditions. Estimates presented in this report are not valid for syndication purposes.

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Addendum

A. EXECUTIVE SUMMARY AND CONCLUSION

EXECUTIVE SUMMARY AND CONCLUSIONS

1. Project Description:

Savannah Gardens V (the Subject) will be located at 202 Crescent Drive (southwest corner of Crescent Drive and Edgelawn Circle) in Savannah, Chatham County, Georgia. The Subject is the fifth phase of the proposed multi-phase redevelopment of the existing Strathmore Estates, a market rate property. The complex was originally built in the 1950s with 374 units.

Phase I was allocated in 2009 and offers 115 one-, two-, three-, and four-bedroom units restricted at 30, 50, and 60 percent AMI. We have included this property as a comparable in this report. Phase II was allocated in 2010 and offers supportive housing for the elderly under the HUD Section 202 program. Phase II consists of 39 one-bedroom units that are restricted to households earning 50 percent AMI or less. Because Phase II targets seniors and operates with subsidy, we have not included it as a comparable in this report. Savannah Gardens III opened in November 2012 and offers one, two, and three-bedroom units at 50 and 60 percent AMI as well as unrestricted units. This property targets families and does not operate with subsidy; therefore, we have included it as a comparable in this report. Phase IV was allocated in 2012 and construction has yet to begin on this property. It will also target families and will enter the market prior to the Subject.

The remaining parcels in the overall redevelopment are proposed for additional multifamily housing as well as mixed-use commercial buildings.

The Subject will consist of newly constructed, low rise walk-up garden-style buildings with Hardi-Plank and brick siding. The following table illustrates the unit mix including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowance.

PROPOSED RENTS

Unit Type	Number of Units	Unit Size (SF)	Asking Rent	Utility Allowance (1)	Gross Rent	2013 LIHTC Maximum Allowable Gross Rent	2013 HUD Fair Market Rents
<i>50% AMI</i>							
1BR/1BA	3	860	\$444	\$113	\$557	\$562	\$734
2BR/2BA	14	1,031	\$537	\$133	\$670	\$675	\$870
3BR/2BA	6	1,225	\$605	\$167	\$772	\$780	\$1,161
<i>60% AMI</i>							
1BR/1BA	3	860	\$554	\$113	\$667	\$675	\$734
2BR/2BA	22	1,031	\$672	\$133	\$805	\$810	\$870
3BR/2BA	11	1,225	\$765	\$167	\$932	\$936	\$1,161
<i>Market/Unrestricted</i>							
1BR/1BA	2	860	\$675	\$113	\$788	N/Ap	\$734
2BR/2BA	9	1,031	\$775	\$133	\$908	N/Ap	\$870
3BR/2BA	5	1,225	\$930	\$167	\$1,097	N/Ap	\$1,161
<i>Manager's Unit</i>							
2BR/2BA	1	1,031	N/Ap	N/Ap	N/Ap	N/Ap	N/Ap
Total	76						

Notes (1) Source of Utility Allowance provided by the Developer (Housing Authority of Savannah Utility Allowance)

The Subject's rents are set slightly below the maximum allowable levels.

The Subject will offer the following amenities: refrigerator, dishwasher, stove, garbage disposal, ceiling fans, blinds, washer/dryer connections, walk-in closets, balconies or patios, handrails, community room, exterior gathering area, laundry facility, playground, exercise facility, computer lab/business center, picnic area, off-street parking, on-site management, security cameras, and resident services. The Subject's amenity package will be competitive with the comparables.

2. Site Description/Evaluation:

The Subject is located off Pennsylvania Avenue in a mixed-use neighborhood that includes the Savannah Gardens' development (parks, playgrounds, new single-family homes and Phases I, II, and III), Savannah High School, small commercial uses, places of worship, older single-family homes in fair condition, and small commercial uses (Family Dollar, neighborhood restaurants). Retail in the area ranges from poor to average condition and is estimated to be 75 percent occupied. All locational amenities are located within 3.1 miles of the Subject site.

Overall, the Subject will have excellent visibility on Pennsylvania Avenue and the community presents a good location for an affordable, multifamily development. The

Subject is projected to have a positive impact on the local neighborhood.

3. Market Area Definition:

The PMA is defined by Bay Street/East President Street to the north, Highway 516 to the south and west, and the border with Whitmarsh Island to the east. This area includes the majority of the City of Savannah. The area was defined based on interviews with local market participants as well as property managers at comparable properties. Based upon site inspection, the Subject site is located in the heart of the Savannah area that consists of predominantly older uses. This area differs in character to the southern Savannah area, which is more suburban in nature. Many property managers indicated that a significant portion of their tenants come from the immediate Savannah area. Due to access provided by thoroughfares such as Interstate 16, Highway 21, the Southwest Bypass, and Harry Truman Parkway, several property managers indicated that residents come from throughout Chatham County. However, per 2013 GA DCA guidelines, GA DCA does not take leakage into account. The farthest PMA boundary is 5.3 miles from the Subject.

4. Community Demographic Data:

The Subject is located in Savannah, Chatham County, GA. In 2012, the population in the PMA was 77,939 and is projected to increase to 81,695 in 2017, at an annual rate of 1.0 percent. Projected annual population growth is minimal in the PMA because the PMA encompasses well-established areas of Savannah. Urban areas, particularly those in transition like the PMA, typically experience population decline; therefore, any population growth in these areas is considered good.

The majority of households in the PMA (56 percent) are renter-occupied, which is a very strong indication of demand for the Subject. The Subject will target households earning between \$19,097 and \$64,800, which captures a wide range of income cohorts as the Subject will offer LIHTC and unrestricted units. Persons within these income cohorts are expected to create demand for the Subject.

Per RealtyTrac's March 2013 data, an estimated 18.6 percent of homes are vacant in Savannah. The median list price is \$147,400 as of March 2013, which represents a seven percent year over year decrease. The median sales price in the city is \$180,000, which is a two percent year

over year decrease since March 2013. The foreclosure rate in Savannah as of April 2013 is one in every 1,253 housing units, which is slightly higher than that of the county (one in every 1,410 housing units) but, it is significantly lower than that of the state (one in every 283 housing units) and nation (one in every 418 housing units). There are vacant retail uses in poor condition in the Subject's neighborhood; however, these uses do not appear to have affected leasing at the Subject's sister phases and Phase IV will offer new construction commercial space.

5. Economic Data:

Total employment in the MSA has been steadily increasing since 2011. As of December 2012, employment is at its highest level since 2008. Similar to what occurred throughout the nation, the unemployment rate increased significantly in 2008 and 2009 and reached a peak rate of 9.1 percent in 2010. The unemployment rate in the MSA and nation has been decreasing since 2011. As of December 2012, the unemployment rate was above the unemployment rate of the US; however, the high rate of growth in total employment during this time indicates a recovery in the MSA in line with the nation. The largest employers in the PMA are the accommodation/food services, health care/social assistance, retail trade, and educational services industries. Lower skilled employees in these industries are likely to have incomes in line with the Subject's income restrictions.

6. Project-Specific Affordability And Demand Analysis:

The following table illustrates the capture rates for the Subject.

CAPTURE RATE ANALYSIS CHART

Unit Size	Units Proposed	Total Demand	Additions to Supply	Net Demand	Capture Rate
1BR at 50%	3	611	6	605	0.5%
2BR at 50%	14	543	34	509	2.8%
3BR at 50%	6	332	16	316	1.9%
50% AMI Overall		1,564	56	1,430	1.6%
1BR at 60%	3	626	13	613	0.5%
2BR at 60%	22	556	556	473	4.6%
3BR at 60%	11	341	341	54	3.8%
60% AMI Overall		1,524	150	1,374	2.6%
1BR Market	2	861	8	846	0.2%
2BR Market	9	765	20	741	1.2%
3BR Market	5	469	11	461	0.8%
Market Overall	16	2,095	39	2,048	0.8%
Overall (All units)	75	3,066	245	2,821	2.5%

Overall, the capture rates for the Subject are low despite the addition of three properties to the market in 2011 and 2012 (properties that are proposed/allocated, placed in service, under construction, or stabilizing).

7. Competitive Rental Analysis:

Our competitive survey includes 15 comparable properties containing 2,224 units. The availability of LIHTC is considered excellent. There are several multi-family LIHTC properties located within the PMA including the Subject’s family sister phases: Savannah Gardens I and Savannah Gardens III. In addition to these, we have included one LIHTC comparable, Oaks at Brandlewood, which is located just outside the PMA, is in good condition, and will likely compete with the Subject. We have included three unrestricted properties located within the PMA; however, these properties are inferior to the Subject in age/condition; therefore, we have supplemented the unrestricted rent discussion with two newer unrestricted properties located just outside the PMA: Walden at Chatham Center and Springs at Chatham. Further, several of the LIHTC properties offer unrestricted units. Therefore, we consider the availability of market data to be good.

Overall vacancy among the stabilized comparable properties is low at 4.0 percent. Stabilized LIHTC vacancy is even lower at 2.9 percent, which indicates that the LIHTC market is stable despite recent additions to supply. The following table demonstrates the Subject’s market advantage.

SUBJECT COMPARISON TO AVERAGE RENTS IN THE MARKET

Unit Type	Subject Proposed Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR at 50% AMI	\$444	\$390	\$986	\$621	28%
2BR at 50% AMI	\$537	\$365	\$1,295	\$729	26%
3BR at 50% AMI	\$615	\$487	\$1,376	\$820	41%
1BR at 60% AMI	\$554	\$470	\$1,011	\$684	19%
2BR at 60% AMI	\$672	\$565	\$1,295	\$773	13%
3BR at 60% AMI	\$765	\$602	\$1,376	\$871	12%
1BR Market	\$675	\$600	\$1,011	\$763	12%
2BR Market	\$775	\$650	\$1,295	\$849	9%
3BR Market	\$930	\$810	\$1,376	\$983	5%

*Per GA DCA guidelines, we have included LIHTC and market rents in the surveyed average.

The Subject’s rents are well within the range of the comparables. The Subject will have a rent advantage for all

units and therefore appears to be well-positioned in the market.

8. Absorption/Stabilization

Estimate:

We were able to obtain absorption information from the following comparable properties.

ABSORPTION

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Savannah Gardens III	@50%, @60%, Market	Family	2012	95	13 (initial)
Sustainable Fellwood II	@60%, @60% (PBRA), Market, PHA	Family	2011	110	18
Savannah Gardens I	@30%, @50%, @60%	Family	2010	115	11
Sustainable Fellwood I	@60%, @60% (Public Housing), Market	Family	2009	110	18
Ashley Midtown Phase II	@30% (PHA), @60%	Family	2008	38	11-13
Springs At Chatham Parkway	Market	Family	2007-2008	352	29
AVERAGE					16

The Subject’s sister property, Savannah Gardens III, opened in 2012 and is currently stabilizing. The property is currently 82 percent occupied and 84 percent leased, which equates to an initial stabilization rate of 13 units per month. Savannah Gardens I is currently 97 percent occupied with a two-year waiting list for one-bedroom units and a one-year waiting list for the three and four-bedroom units. We anticipate that Savannah Gardens III and IV (allocated in 2012 and currently proposed) will absorb demand from the existing waiting list. Therefore, we anticipate that the Subject will stabilize at a slightly slower rate of 10 units per month, which equates to an absorption period of approximately seven months for the Subject to reach 93 percent occupancy.

9. Overall Conclusion:

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. Strengths of the Subject will include its location adjacent to the Savannah High School, its excellent visibility along Pennsylvania Avenue, its competitive amenity package, and that it is part of the redevelopment of an existing property. The newest LIHTC property to enter the market, Savannah Gardens III, is currently stabilizing at a rate of 13 units per month and is currently 82 percent occupied and 84 percent leased. Further, Phase I is currently maintaining a waiting list of one to two years and is 97 percent occupied. Stabilized LIHTC vacancy in the market is low at three percent despite additions to LIHTC supply and the percent renter population in the PMA is high and is projected to increase to 56 percent at the time of market entry in 2015. As the demand analysis found later in this report will indicate,

there is adequate demand for the Subject based on our calculations for the 50 and 60 percent AMI and unrestricted units.

Summary Table:

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

Development Name:	Savannah Gardens V	Total # Units: 76
Location:	202 Crescent Drive, Savannah, GA 31404	# LIHTC Units: 59
		# PBRA/PHA: 0
		# Market Units: 17
PMA Boundary:	North: Savannah River; South: Derenne Avenue/Highway 21; East: Wilmington River; West: I-516/Highway 17	
	Farthest Boundary Distance to Subject:	5.3 miles

Rental Housing Stock (found on pages 93-96)

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	15	2,224	103	95.4%
Market-Rate Housing	5	986	53	94.6%
Assisted/Subsidized Housing not to include LIHTC	N/Ap	N/Ap	N/Ap	N/Ap
LIHTC	10	1,238	50	96.0%
Stabilized Comps	14	2,129	86	96.0%
Properties in Construction & Lease Up	1	95	17	82.1%

# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Average Market Rent			Highest Unadjusted Comp Rent	
					Per Unit	Per SF	Advantage	Per Unit	Per SF
3	1BR at 50% AMI	1	860	\$444	\$621	\$0.72	27%	\$970	\$0.96
14	2BR at 50% AMI	2	1,031	\$537	\$729	\$0.71	25%	\$1,279	\$1.06
6	3BR at 50% AMI	2	1,225	\$605	\$820	\$0.67	41%	\$1,360	\$0.96
3	1BR at 60% AMI	1	860	\$554	\$684	\$0.80	18%	\$970	\$0.96
22	2BR at 60% AMI	2	1,031	\$672	\$773	\$0.75	12%	\$1,279	\$1.06
11	3BR at 60% AMI	2	1,225	\$765	\$871	\$0.71	11%	\$1,360	\$0.96
2	1BR Market	1	860	\$675	\$763	\$0.89	12%	\$970	\$0.96
9	2BR Market	2	1,031	\$775	\$849	\$0.82	9%	\$1,279	\$1.06
5	3BR Market	2	1,225	\$930	\$983	\$0.80	5%	\$1,360	\$0.96

Demographic Data (found on page 31)

	2000		2011		2015	
Renter Households	17,177	51.30%	17,472	55.10%	17,821	54.49%
Income-Qualified Renter HHs (LIHTC)	7,472	43.50%	7,600	43.50%	7,752	43.50%

Targeted Income-Qualified Renter Household Demand (found on pages 42-61)

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall*
Renter Household Growth	N/Ap	74	76	104	N/Ap	743
Existing Households (Overburdened + Substandard)	N/Ap	1,482	1,518	2,095	N/Ap	3,039
Homeowner conversion (Seniors)	N/Ap	N/Ap	N/Ap	N/Ap	N/Ap	N/Ap
Total Primary Market Demand	N/Ap	1,556	1,594	2,199	N/Ap	3,782
Less Comparable/Competitive Supply	N/Ap	56	150	39	N/Ap	245
Adjusted Income-qualified Renter HHs**	N/Ap	1,500	1,444	2,160	N/Ap	3,537

Capture Rates (found on page 60)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate:	N/Ap	1.60%	2.60%	0.80%	N/Ap	2.50%

*Includes LIHTC and unrestricted (when applicable)

**May differ slightly from Demand Analysis conclusion tables due to rounding.

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address and Development Location:	Savannah Gardens V (the Subject) will be located at 202 Crescent Drive (southwest corner of Crescent Drive and Edgelawn Circle) in Savannah, Chatham County, Georgia.
Construction Type:	The Subject will consist of newly constructed, low rise walk-up garden-style buildings with Hardi-Plank and brick siding.
Occupancy Type:	Family/general households.
Special Population Target:	None.
Number of Units by Bedroom Type and AMI Level:	See following property profile.
Unit Size:	See following property profile.
Structure Type:	See following property profile.
Rents and Utility Allowances:	See following property profile.
Existing or Proposed Project Based Rental Assistance:	None of the units will operate with Project-Based Rental Assistance.
Proposed Development Amenities:	See following property profile.

Savannah Gardens V												
Comp#	Subject											
Effective Rent Date	4/15/2013											
Location	202 Crescent Drive											
Distance	n/a											
Units	76											
Vacant Units	N/A											
Vacancy Rate	N/A											
Type	Various											
Year Built/ Renovated	2015 / n/a											
												
Utilities												
A/C	not included -- central					Other Electric			not included			
Cooking	not included -- electric					Water			not included			
Water Heat	not included -- electric					Sewer			not included			
Heat	not included -- electric					Trash Collection			included			
Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
1	1	Garden	3	860	\$444	\$0	@50%	n/a	N/A	N/A	no	
1	1	Garden	3	860	\$554	\$0	@60%	n/a	N/A	N/A	no	
1	1	Garden	2	860	\$675	\$0	Market	n/a	N/A	N/A	N/A	
2	2	Garden	14	1,031	\$537	\$0	@50%	n/a	N/A	N/A	no	
2	2	Garden	22	1,031	\$672	\$0	@60%	n/a	N/A	N/A	no	
2	2	Garden	9	1,031	\$775	\$0	Market	n/a	N/A	N/A	N/A	
2	2	Garden	1	1,031	N/A	\$0	Non-Rental	n/a	N/A	N/A	N/A	
3	2	Garden	6	1,225	\$605	\$0	@50%	n/a	N/A	N/A	no	
3	2	Garden	11	1,225	\$765	\$0	@60%	n/a	N/A	N/A	no	
3	2	Garden	5	1,225	\$930	\$0	Market	n/a	N/A	N/A	N/A	
Amenities												
In-Unit	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Ceiling Fan Garbage Disposal Oven Refrigerator Walk-In Closet Washer/Dryer hookup					Security			Perimeter Fencing Video Surveillance			
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area Playground					Premium			none			
Services	none					Other			none			
Comments												
This property will be the fifth phase in the redevelopment of a nonoperational market rate property, Strathmore Estates, which has been demolished to make way for the redevelopment known as Savannah Gardens. Phases I, II, and III are currently open and operational and Phase IV has been allocated tax credits but has yet to be built. Phases I, III, and IV target families and Phase II targets seniors and operates with subsidy under the HUD 202 program. The utility allowances for the one, two, and three-bedroom units are \$113, \$133, and \$167, respectively, and they are based upon the Savannah Housing Authority's utility allowance.												

Scope of Renovations:	The Subject will be new construction.
Current Rents:	The Subject will be new construction.
Current Occupancy:	The Subject will be new construction.
Current Tenant Income:	The Subject will be new construction.
Placed in Service Date:	The Subject is projected to enter the market by second quarter 2015.
Conclusion:	The Subject will be an excellent-quality low-rise, walk-up, garden style apartment complex, 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 obsolescence.

C. SITE EVALUATION

**1. Date of Site Visit and
Name of Site Inspector:**

Kristina Garcia visited the site on April 15, 2013.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

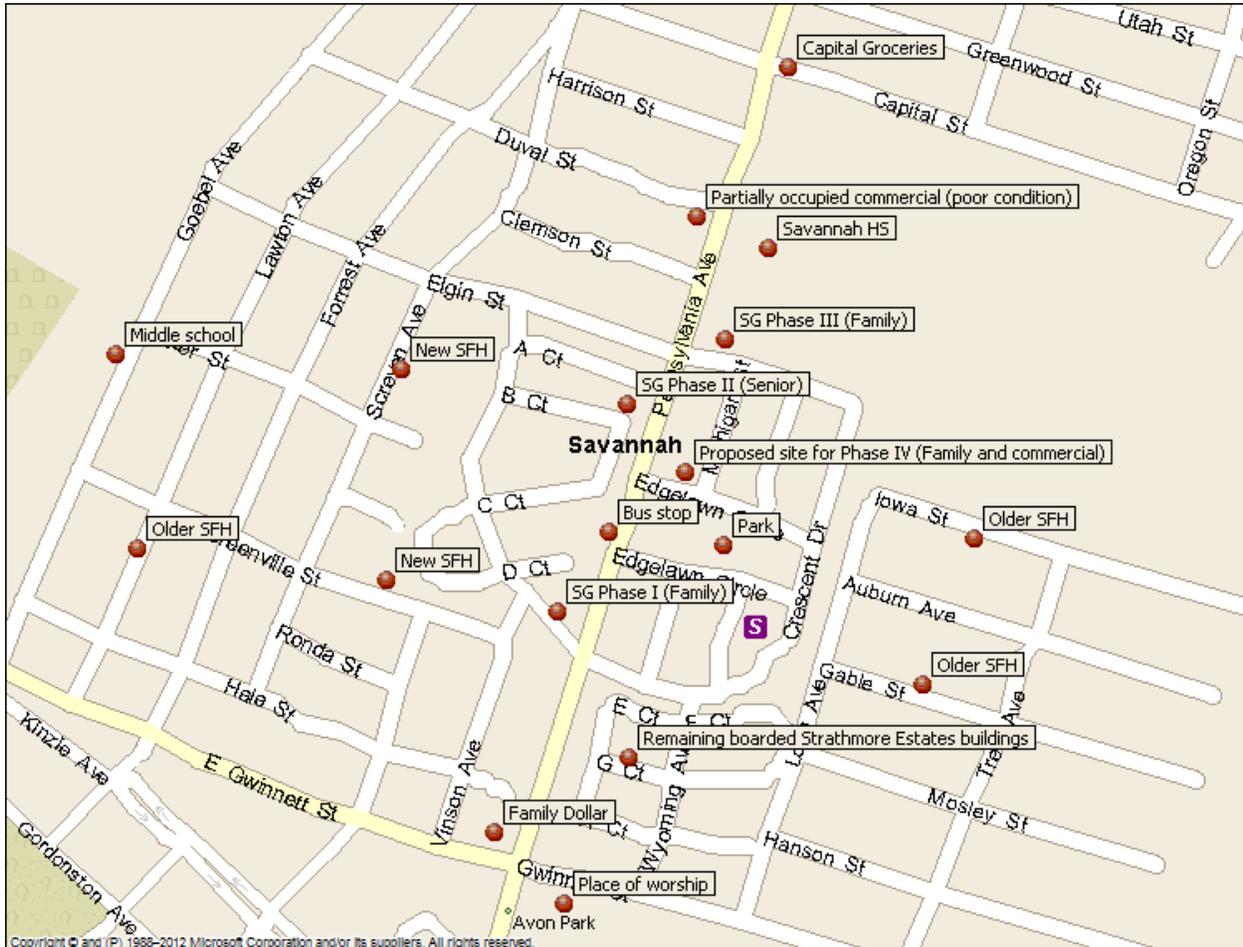
The Subject site has frontage along Edgelawn Circle and Crescent Drive.

Visibility/Views:

The Subject is located on the southwest corner of Crescent Drive and Edgelawn Circle, east of Pennsylvania Avenue. The Subject will be located immediately south of the site for Savannah Gardens IV (proposed family LIHTC), and Savannah Gardens III (existing family LIHTC), and Savannah High School, which is in good condition. The Subject will have views of the Savannah Gardens park, single-family homes in average to excellent condition, and of the remaining phases of the Savannah Gardens development. The Subject will have excellent visibility via Pennsylvania Avenue, which is a well-trafficked, two-lane neighborhood thoroughfare.

Surrounding Uses:

The following map and pictures illustrate the surrounding land uses.



The Subject is part of the Strathmore Estates redevelopment area that is now known as Savannah Gardens. There are remaining Strathmore Estates vacant units that await demolition and these are located south of the Subject site along Crescent Drive. Strathmore Estates encompassed 44 acres and was originally built in the 1950s with 374 units. The development is currently in poor overall condition. Currently, none of these units are in operation and the Subject will serve as partial replacement housing for these units.

Positive/Negative Attributes of Site: The Subject will be located adjacent to the Savannah High School, which is in good condition and will be conveniently located for families that will reside at the Subject. The site will also provide the Subject excellent visibility via Pennsylvania Avenue. Negative attributes of the site include the existing boarded up homes on the Strathmore Estates site and vacant retail. However, these units and at least a portion of the retail are scheduled to be demolished as part of the larger master plan and therefore are not projected to continue to be negative attributes of the site.

3. Physical Proximity to Locational Amenities:

The Subject is located on Pennsylvania Avenue, which is a two-lane neighborhood thoroughfare that provides the site with excellent access to amenities such as the Savannah High School, public transportation, Family Dollar, and grocery stores, all of which are located within 0.3 miles of the Subject site. The Subject will be 3.1 miles from other local services including employment districts.

4. Pictures of Site and Adjacent Uses:



View of Subject site from Crescent Drive



Site of Savannah Gardens IV (proposed) adjacent to Subject site



View of Edgelawn Circle (Subject site on left; Phase IV on right)



Savannah Gardens park and playground



View of Savannah Gardens I across Pennsylvania Avenue



Savannah Gardens Phase III



View of Crescent Drive towards Edgelawn Road



View of Savannah Gardens III (left) and Savannah High School campus (background)



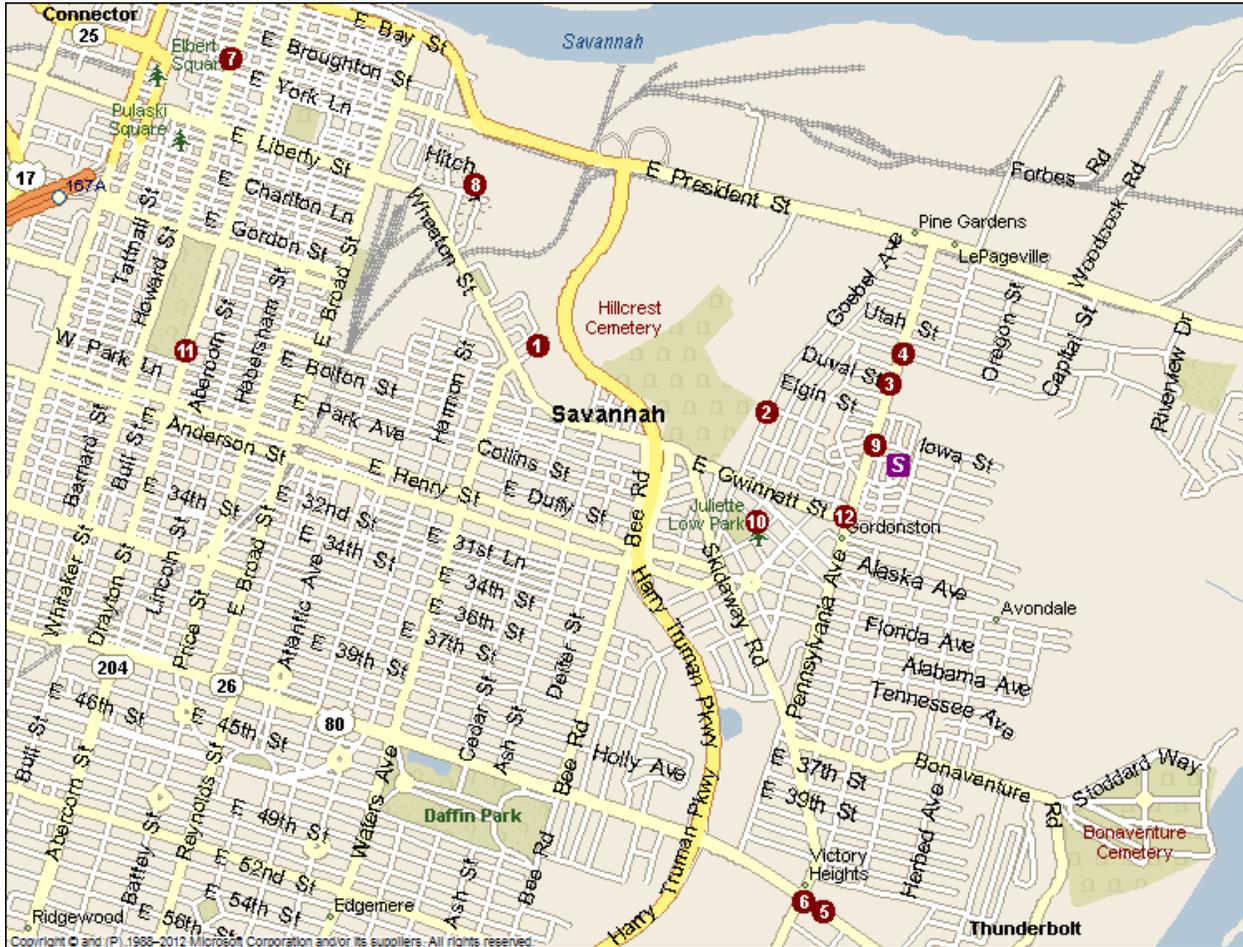
View of older single-family homes from Subject site



Vacant Strathmore Estates units to be demolished

5. Proximity to Locational Amenities:

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



Distances from Local Services

Number	Name	Service	Distance
1	Frank W Spencer Elementary	Elementary School	1.6 miles
2	Leiston T Shuman Middle School	Middle School	0.4 miles
3	Savannah High School	High School	0.1 miles
4	Capital Grocery	Local Market	0.2 miles
5	Piggly Wiggly	Grocery	2.1 miles
6	Eckerd	Pharmacy	1.6 miles
7	Downtown Savannah	Employment District	3.1 miles
8	Hitch Branch Library	Library	2.1 miles
9	CAT 10 East Savannah Route	Local Transportation-bus stops	Adjacent
10	Juliette Low Park	Local Parks and Recreation	0.9 miles
11	Candler Hospital	Hospital/Medical Facilities	2.9 miles
12	Family Dollar	Retail	0.3 miles

6. Description of Land Uses:

The Subject's immediate surrounding uses include vacant land, the Savannah Gardens park, Strathmore Estates vacant units (to be demolished), single-family homes, the site for Savannah Gardens IV, and Savannah Gardens I, II, and III. Uses range in condition from poor to excellent due to dilapidated vacant structures as well as new construction residential uses. The Subject will be consistent with existing surrounding land uses and will be an improvement to the neighborhood.

7. Multifamily Residential within Two Miles:

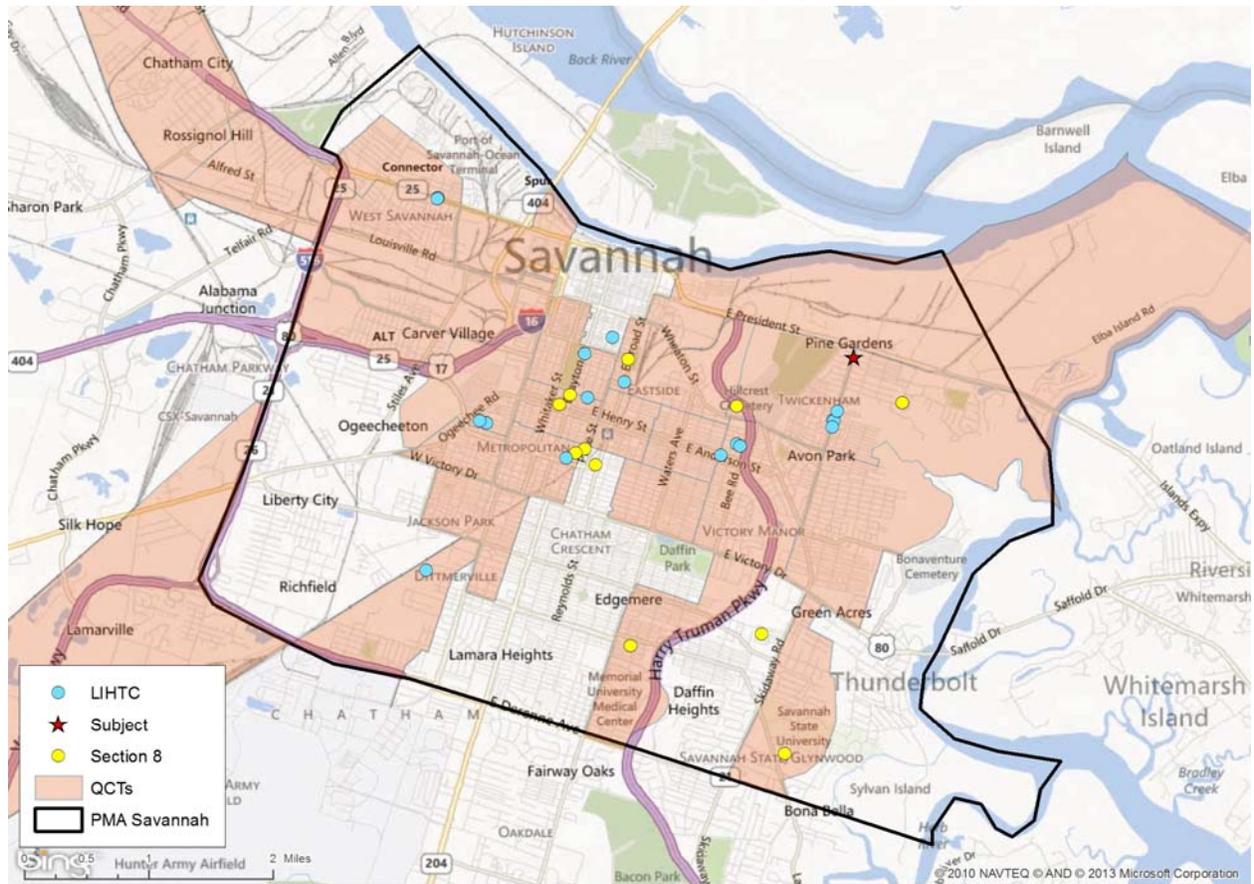
The Subject is part of a large redevelopment project that includes multiple phases of LIHTC housing. Savannah Gardens I (family), II (senior), and III (family) are all located within the same redevelopment area that is centered around the intersection of Pennsylvania Avenue and Edgelawn Circle. These properties are in excellent condition as they represent new construction and have been included as comparable properties in this report with the exception of the subsidized senior phase. Other multifamily properties within two miles include those with a range of age/conditions including private rentals in historic buildings as well as other new construction LIHTC properties such as Ashley Midtown I and II, which were built in 2004 and 2008, respectively. We have included the closest and most comparable properties to the Subject in this report.

8. Existing Assisted Rental Housing Property Map:

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

Savannah Gardens V, Savannah, GA; Market Study

Property	City	State	Type	Tenancy	Map Color	Included/Excluded	Reason for Exclusion	Distance from Subject
Cars V Inc	Savannah	GA	Section 8	Disabled		Excluded	Rent subsidized; tenancy not comparable	2.0 miles
Chatham Assoc For Res Sev Inc I	Savannah	GA	Section 8	Disabled		Excluded	Rent subsidized; tenancy not comparable	1.0 miles
Chatham Assoc For Res Sev Inc II	Savannah	GA	Section 8	Disabled		Excluded	Rent subsidized; tenancy not comparable	3.4 miles
Georgia Infirmary A/ Habersham Place	Savannah	GA	Section 8	Disabled		Excluded	Rent subsidized; tenancy not comparable	2.6 miles
Georgia Infirmary B/ Habersham Place	Savannah	GA	Section 8	Disabled		Excluded	Rent subsidized; tenancy not comparable	2.6 miles
Ponderosa Forest Apts	Savannah	GA	Section 8	Family		Excluded	Rent Subsidized	2.8 miles
Presidential Plaza I	Savannah	GA	Section 8	Family		Excluded	Rent Subsidized	1.0 miles
Presidential Plaza II	Savannah	GA	Section 8	Family		Excluded	Rent Subsidized	1.0 miles
SNAP I, II, III	Savannah	GA	LIHTC/Section 8	Family		Excluded	Rent Subsidized	2.5 miles
St. Johns Villa Apartments	Savannah	GA	Section 8	Elderly		Excluded	Rent subsidized; tenancy not comparable	2.1 miles
Thomas Francis Williams Court Apts	Savannah	GA	Section 8	Elderly		Excluded	Rent subsidized; tenancy not comparable	2.8 miles
Telfair Arms	Savannah	GA	LIHTC/Section 8	Elderly		Excluded	Rent subsidized; tenancy not comparable	2.7 miles
Savannah Summit	Savannah	GA	FHA	Family		Excluded	Rent subsidized	5.6 miles
Savannah Highlands Apts	Savannah	GA	FHA	Family		Excluded	Other comparables available	3.0 miles
Savannah Apartments II	Savannah	GA	FHA	Family		Excluded	Management unavailable	3.0 miles
Savannah Hope VI Apartments	Savannah	GA	FHA	Family		Excluded	Rent subsidized	1.3 miles
Victory Apts	Savannah	GA	FHA	Family		Excluded	Rent subsidized	2.1 miles
East Broad Apartments	Savannah	GA	FHA	Family		Excluded	Management unavailable	2.9 miles
Green Growth I	Savannah	GA	Market, HoDAG	Family		Excluded	More comparable properties available	2.1 miles
Courtney Station Apartments	Savannah	GA	Market, HoDAG	Family		Excluded	Management unavailable	3.1 miles
Sisters Court	Savannah	GA	LIHTC	Elderly		Excluded	Tenancy not comparable	2.9 miles
Veranda at Midtown	Savannah	GA	Market, PBRA	Elderly		Excluded	Tenancy not comparable	1.2 miles
Rose of Sharon	Savannah	GA	LIHTC	Elderly		Excluded	Tenancy not comparable	2.5 miles
East Huntingdon Street Housing	Savannah	GA	LIHTC	Family		Excluded	Only 14 units	2.0 miles
Savannah Gardens I	Savannah	GA	LIHTC	Family		Included	Included	0.0 miles
Savannah Gardens II	Savannah	GA	LIHTC, HUD 202	Senior		Excluded	Tenancy not comparable	0.0 miles
Savannah Gardens III	Savannah	GA	LIHTC	Family		Included	Included	0.0 miles
Savannah Gardens IV	Savannah	GA	LIHTC, Market	Family		Excluded	Proposed	Adjacent
Sustainable Fellwood I	Savannah	GA	LIHTC/PHA/Market	Family		Included	Included	4.4 miles
Sustainable Fellwood II	Savannah	GA	LIHTC/PHA/Market	Family		Included	Included	4.4 miles
Sustainable Fellwood III	Savannah	GA	LIHTC/PHA/Market	Senior		Excluded	Tenancy not comparable	4.4 miles
Heritage Place	Savannah	GA	LIHTC	Family		Included	Included	3.4 miles
Heritage Corner & Heritage Row	Savannah	GA	LIHTC	Family		Included	Included	4.2 miles
Montgomery Landing	Savannah	GA	LIHTC	Family		Included	Included	4.9 miles
Ashley Midtown I	Savannah	GA	LIHTC/PHA/Market	Family		Included	Included	1.3 miles
Ashley Midtown II	Savannah	GA	LIHTC/PHA/Market	Family		Included	Included	1.3 miles
Savannah Gardens V	Savannah	GA	LIHTC, Market	Family		SUBJECT	SUBJECT	SUBJECT



Savannah, GA



9. Road/Infrastructure**Proposed Improvements:**

Based upon site inspection, there have been some minor infrastructure improvements on Pennsylvania Avenue, which is the primary access point for the Subject.

10. Access, Ingress/Egress and Visibility of site:

The Subject site is located east of Pennsylvania Avenue, just south of its intersection with Edgelawn Circle, and west of Crescent Drive. While Pennsylvania Avenue is moderately trafficked, Crescent Avenue is a residential thoroughfare. Pennsylvania Avenue intersects with East President Street 0.5 miles north of the site and Gwinnett Street 0.3 miles south of the site. Both roads provide access to downtown Savannah, which is two to three miles from the Subject site. Gwinnett Street also provides access to the Harry Truman Parkway (one mile), a major north/south thoroughfare along the eastern boundary of Savannah. Overall, the Subject will have excellent visibility on Pennsylvania Avenue.

11. Environmental Concerns:

None visible upon site inspection.

Detrimental Influences:

There are no significant detrimental influences. There are old vacant commercial uses in the Subject's neighborhood that are in poor condition. However, these do not appear to affect the performance of the Subject's sister phases. Therefore, we do not consider these to be significant detrimental influences. Further, Phase IV of Savannah Gardens is projected to include new construction commercial uses.

12. Conclusion:

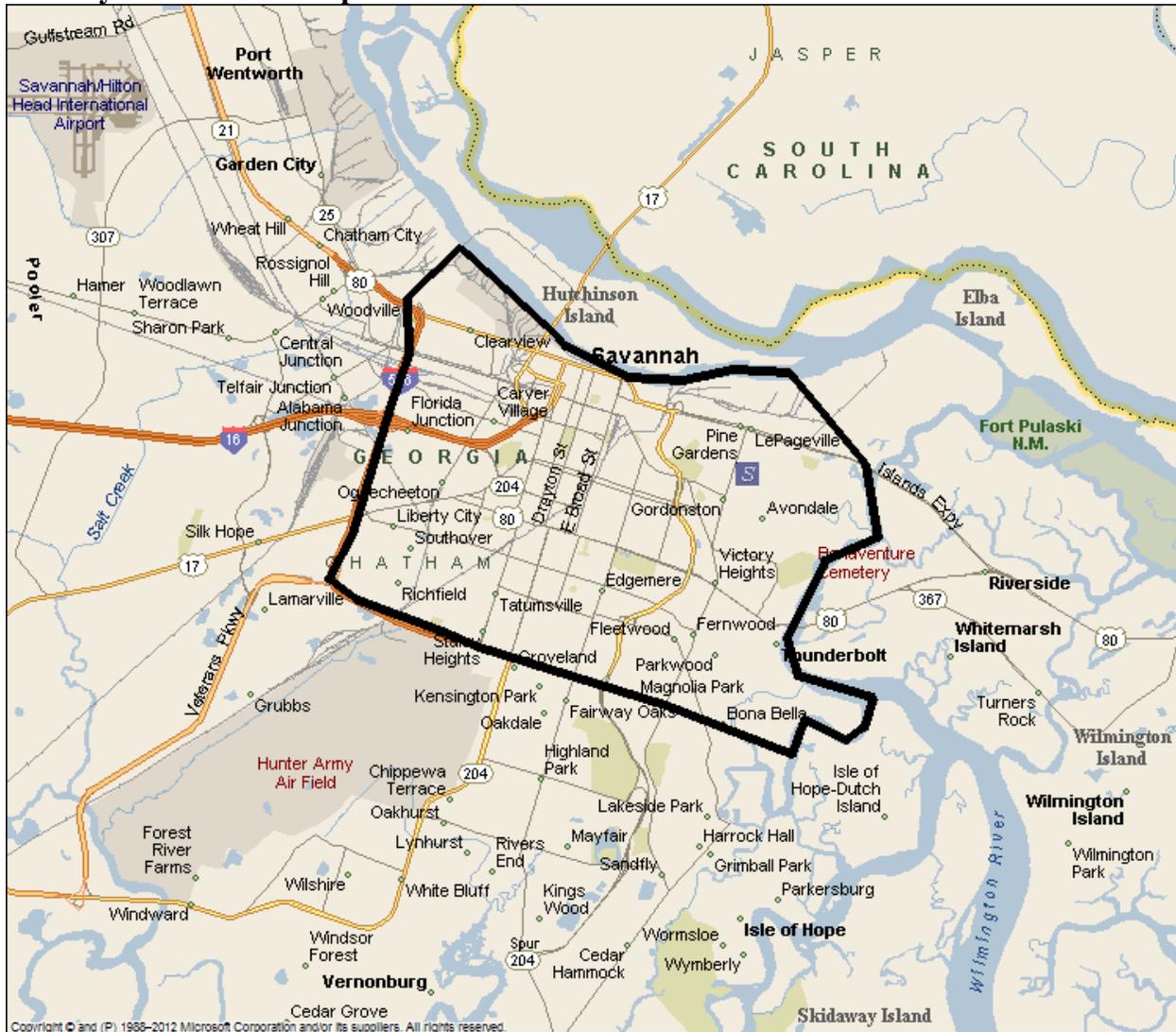
The Subject is located off Pennsylvania Avenue in a mixed-use neighborhood that includes the Savannah Gardens' development (parks, playgrounds, new single-family homes and Phases I, II, and III), Savannah High School, small commercial uses, places of worship, older single-family homes, and small commercial uses (Family Dollar, neighborhood restaurants). Retail in the area ranges from poor to average condition and is estimated to be 75 percent occupied. Overall, the community presents a good location for an affordable, multifamily development and the Subject has a positive impact on the local neighborhood.

D. 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



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 Savannah, GA MSA are areas of growth or contraction. The Savannah, GA MSA is comprised of Byran, Chatham, and Effingham counties.

The boundaries of the PMA are as follows:

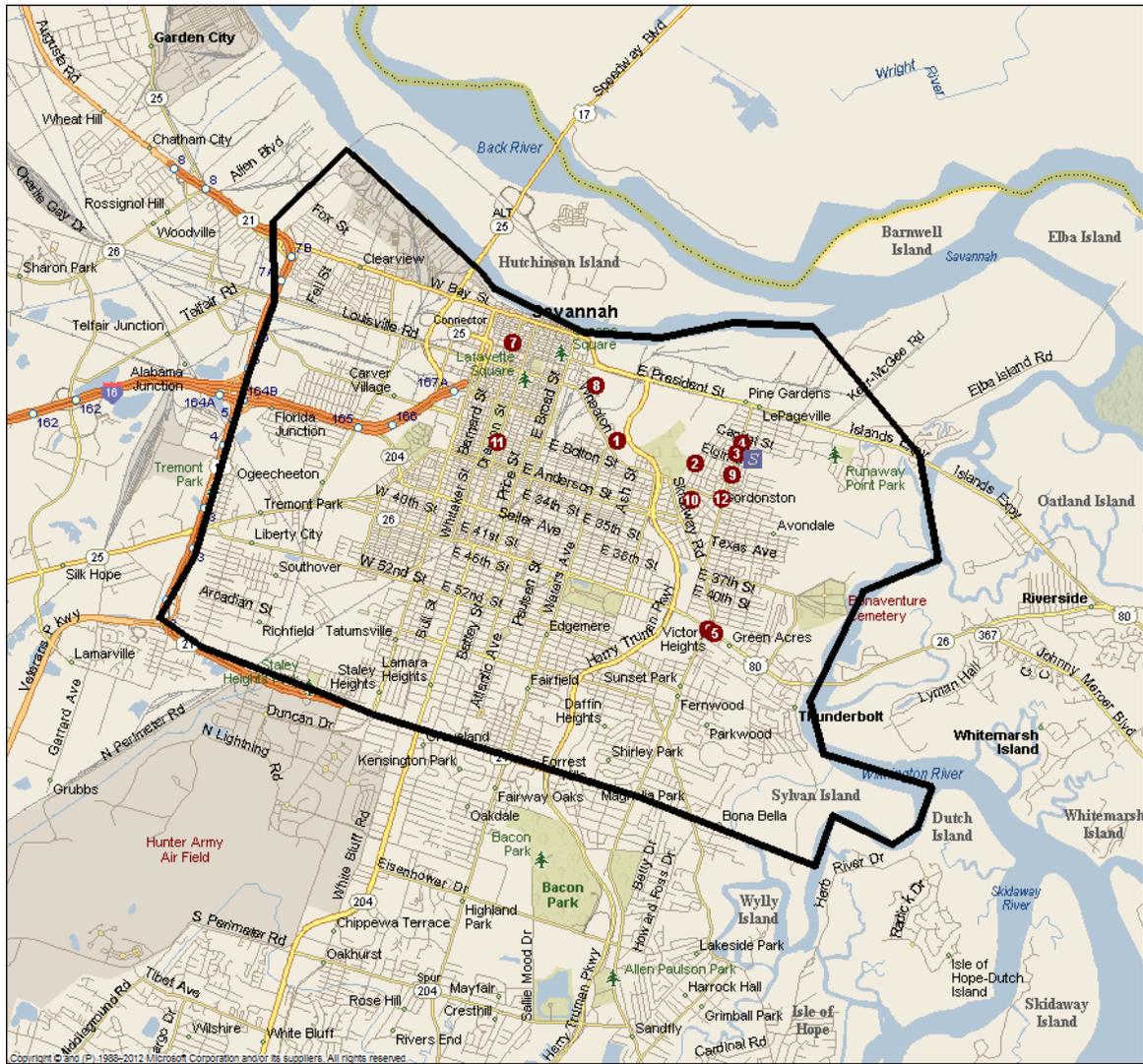
North – Savannah River
South- Derenne Avenue/Highway 21
East- Wilmington River
West- Interstate 516/Highway 17

The PMA includes the majority of the City of Savannah. The area was defined based on interviews with the local housing authority, property managers at comparable properties. The Subject's property manager reported that the majority of tenants come from Savannah; however, there is considerable leakage from outside the city given the area's general attraction. Many property managers indicated that a significant portion of their tenants come from out of state. However, per GA DCA's 2013 market study guidelines, GA DCA does not take leakage (demand from outside the PMA) into consideration.

COMPARABLE PROPERTIES

#	Property Name	City	Type	Distance
1	Ashley Midtown Apartments	Savannah	@ 30%, @ 50%, @ 60%, Market	1.3 miles
2	Ashley Midtown Phase II	Savannah	@ 30% (PHA), @ 60%	1.5 miles
3	Heritage Corner & Heritage Row	Savannah	@ 30%, @ 50%, @ 60%	4.4 miles
4	Heritage Place	Savannah	@ 50%, @ 60%	4.9 miles
5	Montgomery Landing	Savannah	@ 30%, @ 50%, @ 60%, Market	5.1 miles
6	Oaks At Brandlewood	Savannah	@ 60%, Market	8.9 miles
7	Savannah Gardens I	Savannah	@ 30%, @ 50%, @ 60%	0.0 miles
8	Savannah Gardens III	Savannah	@ 50%, @ 60%, Market	0.0 miles
9	Sustainable Fellwood I	Savannah	@ 60%, @ 60% (PHA), Market	4.4 miles
10	Sustainable Fellwood II	Savannah	@ 60%, @ 60% (PBRA), Market, PHA	4.4 miles
11	Alhambra Apartments	Savannah	Market	2.0 miles
12	Chelsea Apartments At Five Points	Savannah	Market	1.3 miles
13	Jasmine Place	Savannah	Market	2.2 miles
14	Springs At Chatham Parkway	Savannah	Market	9.2 miles
15	Walden At Chatham Center	Savannah	Market	8.6 miles

Primary Market Area Map – Locational Amenities



Distances from Local Services

Number	Name	Service	Distance
1	Frank W Spencer Elementary	Elementary School	1.6 miles
2	Leiston T Shuman Middle School	Middle School	0.4 miles
3	Savannah High School	High School	0.1 miles
4	Capital Grocery	Local Market	0.2 miles
5	Piggly Wiggly	Grocery	2.1 miles
6	Eckerd	Pharmacy	1.6 miles
7	Downtown Savannah	Employment District	3.1 miles
8	Hitch Branch Library	Library	2.1 miles
9	CAT 10 East Savannah Route	Local Transportation-bus stops	Adjacent
10	Juliette Low Park	Local Parks and Recreation	0.9 miles
11	Candler Hospital	Hospital/Medical Facilities	2.9 miles
12	Family Dollar	Retail	0.3 miles

E. 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 Savannah, GA MSA are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and MSA.

1. Population Trends

The following tables illustrate (a) Total Population and (b) Population by Age Group within population in MSA, the PMA and nationally from 1990 to 2017.

TOTAL POPULATION

Year	PMA		Savannah, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
1990	84,651	-	257,957	-	248,709,873	-
2000	79,641	-0.6%	292,995	1.4%	281,421,906	1.3%
2012	77,939	-0.2%	358,556	1.8%	313,129,017	0.9%
Projected Mkt Entry July 2015	80,193	1.0%	375,725	1.6%	319,643,343	0.7%
2017	81,695	1.0%	387,171	1.6%	323,986,227	0.7%

Source: ESRI Demographics 2012, Novogradac & Company LLP, May 2013

POPULATION BY AGE GROUP

Age Cohort	Savannah, GA MSA				
	1990	2000	2012	Projected Mkt Entry	2017
0-4	20,412	20,320	25,075	26,304	27,123
5-9	19,981	21,771	23,703	24,785	25,506
10-14	19,166	21,875	22,587	23,788	24,588
15-19	18,721	21,443	25,269	25,676	25,947
20-24	20,041	22,168	31,125	31,058	31,013
25-29	22,478	21,493	28,381	29,883	30,885
30-34	22,394	20,661	25,286	26,574	27,433
35-39	20,018	22,973	22,009	23,757	24,922
40-44	17,644	22,882	22,305	22,040	21,864
45-49	13,843	20,030	23,369	23,409	23,436
50-54	11,186	18,031	24,317	24,244	24,195
55-59	10,407	13,759	22,002	23,499	24,497
60-64	10,864	11,105	19,801	21,544	22,706
65-69	10,634	9,556	14,772	17,383	19,123
70-74	8,237	8,915	10,253	12,078	13,295
75-79	5,919	7,373	7,349	8,170	8,718
80-84	3,614	4,743	5,511	5,684	5,800
85+	2,402	3,902	5,442	5,849	6,120
Total	257,961	293,000	358,556	375,725	387,171

Source: ESRI Demographics 2012, Novogradac & Company LLP, May 2013

Total population in the PMA is projected to increase at a 1.0 percent annual rate over the next three years, below that of the Savannah, GA MSA and nation during the same period. The slow

projected growth in the general population, as well as the slight decline in total population over the past decade is typical of densely population urban areas, such as the PMA.

The age distribution is fairly even in both the PMA and MSA, but both skew towards younger cohorts. The PMA does demonstrate a slightly larger 15 to 24 age population when compared to other age cohorts. The presence of a younger population in the PMA is likely due to the draw of Savannah College of Art & Design (SCAD), Savannah Technical College and Savannah State University.

2. Household Trends

2a. Total Number of Households, Average Household Size

TOTAL NUMBER OF HOUSEHOLDS

Year	PMA		Savannah, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
1990	32,490	-	94,939	-	91,947,410	-
2000	32,031	-0.1%	111,910	1.8%	105,991,193	1.5%
2012	30,551	-0.4%	135,796	1.7%	118,208,713	0.9%
Projected Mkt Entry July 2015	31,671	1.2%	143,192	1.8%	120,882,784	0.8%
2017	32,417	1.2%	148,123	1.8%	122,665,498	0.8%

Source: ESRI Demographics 2012, Novogradac & Company LLP, May 2013

AVERAGE HOUSEHOLD SIZE

Year	PMA		Savannah, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.43	-	2.54	-	2.58	-
2012	2.41	0.0%	2.54	0.0%	2.58	0.0%
Projected Mkt Entry July 2015	2.40	-0.2%	2.53	-0.1%	2.58	0.0%
2017	2.39	-0.2%	2.52	-0.1%	2.58	0.0%

Source: ESRI Demographics 2012, Novogradac & Company LLP, May 2013

Similar to population trends, total household growth in the PMA is projected to increase at a rate below that of the MSA. However, projected PMA household growth of 0.8 percent annually is slightly higher than projected PMA population growth and slightly higher than the projected general household growth in the nation over this time. As seen in the population trends, senior household growth in the PMA and MSA will increase at a rate greater than the general population over the next three years. Average household size in the PMA is projected to decline slightly in the PMA with a nominal annual change of 0.1 percent annually. Average household size in the MSA is expected to decrease at a rate similar to the PMA, while the nation is projected to remain stable through 2016.

2b. Households by Tenure

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

TENURE PATTERNS PMA				
Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	15,615	48.7%	16,416	51.3%
2012	13,457	44.0%	17,094	56.0%
Projected Mkt Entry				
July 2015	14,065	44.40%	17,605	55.60%
2017	14,471	44.6%	17,946	55.4%

Source: ESRI Demographics 2012, Novogradac & Company LLP, May 2013

Renter-occupied housing units dominate the housing market in the PMA at a projected 56 percent as of market entry. Nationally, approximately two-thirds of households are homeowners and one-third are renters. The PMA has a higher percentage of renter households than the nation as a whole, which is largely due to the cost of living in Savannah as well as the student population.

2c. Households by Income

The following table depicts household income in 2012, 2015 and 2017 for the PMA.

Income Cohort	2012		Projected Mkt Entry July 2015		2017	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	6,071	19.9%	6,330	20.0%	6,503	20.1%
\$10,000-19,999	6,045	19.8%	6,319	20.0%	6,501	20.1%
\$20,000-29,999	4,973	16.3%	5,166	16.3%	5,295	16.3%
\$30,000-39,999	3,460	11.3%	3,576	11.3%	3,654	11.3%
\$40,000-49,999	2,443	8.0%	2,525	8.0%	2,579	8.0%
\$50,000-59,999	2,026	6.6%	2,085	6.6%	2,125	6.6%
\$60,000-74,999	1,805	5.9%	1,846	5.8%	1,874	5.8%
\$75,000-99,999	1,560	5.1%	1,600	5.1%	1,627	5.0%
\$100,000-124,999	920	3.0%	938	3.0%	949	2.9%
\$125,000-149,999	513	1.7%	527	1.7%	535	1.7%
\$150,000-199,999	349	1.1%	358	1.1%	365	1.1%
\$200,000+	387	1.3%	401	1.3%	410	1.3%
Total	30,551	100.0%	31,671	100.0%	32,417	100.0%

Source: ESRI Demographics 2012, Novogradac & Company LLP, May 2013

The Subject will target households earning \$19,097 to \$64,800, which is a wide range due to the Subject's combination of LIHTC units and unrestricted units. An estimated 42 percent of renter households in the PMA are earning between \$20,000 and \$59,999 as of 2015. As the Demand Analysis will later demonstrate, there is adequate income-qualified demand for the Subject in the PMA.

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

The following table illustrates the number of persons per household among renter households.

	2000		2012		Projected Mkt Entry July 2015		2017	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	5,945	36.2%	6,320	37.0%	6,592	37.4%	6,773	37.7%
With 2 Persons	4,334	26.4%	4,594	26.9%	4,710	26.8%	4,788	26.7%
With 3 Persons	2,460	15.0%	2,731	16.0%	2,800	15.9%	2,846	15.9%
With 4 Persons	1,688	10.3%	1,656	9.7%	1,690	9.6%	1,712	9.5%
With 5+ Persons	1,989	12.1%	1,793	10.5%	1,813	10.3%	1,827	10.2%
Total Renter Households	16,416	100.0%	17,094	100.0%	17,605	100.0%	17,946	100.0%

ics 2013, Novogradac & Company LLP, May 2013

The majority of renter households in the PMA consist of one, two, or three people, which bodes well for the Subject's one, two, and three-bedroom units.

2e and f. Elderly and HFOP

Per DCA's guidelines, elderly households populations will be based on households who are 62 years and older and HFOP populations will be based on households who are 55 years or older according to the census. The Subject will target general households; therefore, we have included demographic data for all households.

CONCLUSION

The Subject is located in Savannah, Chatham County, GA. In 2012, the population in the PMA was 77,939 and is projected to increase to 81,695 in 2017, at an annual rate of 1.0 percent. Projected annual population growth is minimal in the PMA because the PMA encompasses well-established areas of Savannah. Urban areas, particularly those in transition like the PMA, typically experience population decline; therefore, any population growth in these areas is considered good.

The majority of households in the PMA (56 percent) are renter-occupied, which is a very strong indication of demand for the Subject. The Subject will target households earning between \$19,097 and \$64,800, which captures a wide range of income cohorts as the Subject will offer LIHTC and unrestricted units. Persons within these income cohorts are expected to create demand for the Subject.

F. EMPLOYMENT TRENDS

Employment Trends

The Savannah MSA is comprised of Bryan, Chatham, and Effingham Counties, and is the third largest metropolitan area in the state of Georgia. Savannah is located approximately 20 miles inland from the Atlantic Ocean and immediately south of South Carolina in the southeastern part of the state. Savannah's economy is characterized as diverse, with manufacturing, health care and social assistance, education, government, and retail trade accounting for a large percentage of the employment base. As will be demonstrated, the Savannah MSA was significantly affected by the national recession, as several of its main industries, retail and tourism in particular, have been hit by a reduction in consumer spending.

Savannah's location on the coast also provides for both a thriving tourism industry as well the fourth largest port in the United States. According to the Savannah Area Chamber of Commerce, the Port of Savannah is the fastest growing port in the United States. The Savannah Harbor Expansion Project will further expand the port enabling the port to accommodate larger shipping vessels. Construction on the project is scheduled to be completed by 2013. In addition to the port, both the Norfolk Southern Railroad and CSK Transportation have terminals in Savannah. Savannah also has excellent access to major interstates, including Interstate 95, which runs south to Miami, Florida and north to the Maine-Canada border.

1. Total Jobs

The following table illustrates the total jobs (also known as "covered employment") in Chatham County through September 2012 (most recent data available).

COVERED EMPLOYMENT		
Chatham County		
Year	Total Employment	% Change
2002	122,630	
2003	124,415	1.43%
2004	127,641	2.53%
2005	131,315	2.80%
2006	135,028	2.75%
2007	137,617	1.88%
2008	135,882	-1.28%
2009	128,953	-5.37%
2010	127,689	-0.99%
2011	129,844	1.66%
2012 YTD Average*	132,323	1.87%
Sep-11	130,101	-
Sep-12	133,888	2.83%

Source: U.S. Bureau of Labor Statistics

*YTD as of Sept 12

As the table above illustrates, total employment in Chatham County declined precipitously between 2008 and 2010 as a result of the national recession. The following year saw an increase

of 1.66 percent, accounting for less than a quarter of the employment losses suffered between 2008 and 2010. From September 2011 to September 2012 total employment increased by 1.87 percent. The employment gains in 2011 and 2012 year to date signal that the county may be slowly recovering from the recession.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within the county as of September 2012.

SEPT 2012 EMPLOYMENT JOBS BY INDUSTRY

Chatham County		
Industry	Number Employed	Percent Employed
Trade,Transportation, and Utilities	30,189	26.03%
Education and Health Services	21,181	18.26%
Leisure and Hospitality	19,640	16.93%
Professional and Business Services	16,561	14.28%
Manufacturing	13,179	11.36%
Financial Activities	5,073	4.37%
Construction	4,720	4.07%
Other Services	3,693	3.18%
Information	1,303	1.12%
Unclassified	335	0.29%
Natural Resources and Mining	104	0.09%
Public Administration*	-	-
Total Employment	115,978	100.00%

*Monthly data is not available

Source: U.S. Bureau of Labor Statistics 2012. Covered Employment

The largest sector in Chatham County, according to the Bureau of Labor Statistics, is the Trade, Transportation, and Utilities industry, which is largely due to Savannah port-related jobs. Overall, the county's employment base seems to be fairly diversified. It should be noted that differences in the total jobs and total jobs by industry are due to rounding.

2010 EMPLOYMENT BY INDUSTRY				
Occupation	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Accommodation/Food Services	5,731	16.33%	9,114,767	6.70%
Health Care/Social Assistance	5,429	15.47%	18,891,157	13.89%
Retail Trade	4,102	11.69%	15,464,986	11.37%
Educational Services	4,010	11.42%	14,168,096	10.42%
Other Services (excl Publ Adm)	2,173	6.19%	6,679,783	4.91%
Construction	2,163	6.16%	8,872,843	6.52%
Manufacturing	1,635	4.66%	13,047,475	9.59%
Public Administration	1,606	4.58%	6,916,821	5.09%
Transportation/Warehousing	1,560	4.44%	5,487,029	4.03%
Admin/Support/Waste Mgmt Svcs	1,557	4.44%	5,114,479	3.76%
Prof/Scientific/Tech Services	1,364	3.89%	8,520,310	6.26%
Arts/Entertainment/Recreation	901	2.57%	2,628,374	1.93%
Wholesale Trade	770	2.19%	4,407,788	3.24%
Finance/Insurance	689	1.96%	6,883,526	5.06%
Information	605	1.72%	3,158,778	2.32%
Real Estate/Rental/Leasing	560	1.60%	2,825,263	2.08%
Utilities	190	0.54%	1,115,793	0.82%
Agric/Forestry/Fishing/Hunting	58	0.17%	1,790,318	1.32%
Mining	0	0.00%	723,991	0.53%
Mgmt of Companies/Enterprises	0	0.00%	202,384	0.15%
Total Employment	35,103	100.0%	136,013,961	100.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2013

*Industry data current as of 2010. Other projections current as of 2010.

The largest industries in the PMA are accommodation/food services, health care/social assistance, retail trade, and educational services. Together, these four industries comprise 54.9 percent of employment in the PMA. Accommodation/food services, health care/social assistance, educational services, other services, and admin/support/waste management services are overrepresented in the PMA when compared to the nation, while manufacturing, professional/scientific/tech services, wholesale trade, and finance/insurance are overrepresented in the nation when compared to the PMA. The concentration of accommodation/food services employment in the PMA is due to the prevalence of tourism in Savannah. Workers in this industry are projected to create demand for affordable housing in the PMA.

3. Major Employers

The diversification of the Savannah economic base is indicated by the following list of the Savannah metro area's ten largest employers.

#	Firm/Institution	Industry	Number of Employees
1	Memorial University Medical Center	Healthcare	5,000-9,999
2	Savannah-Chatham Board of Education	Education	5,000-9,999
3	Gulfstream Aerospace Corporation	Manufacturing	5,000-9,999
4	Wal-Mart	Retail	1,000-4,999
5	St. Joseph's/Candler	Healthcare	1,000-4,999
6	SSA Cooper	Transportation/Warehousing	1,000-4,999
7	Kroger	Retail	1,000-4,999
8	Marine Terminal Corporation	Transportation/Warehousing	1,000-4,999
9	Fort Stewart/Hunter Army Airfield	Government	1,000-4,999
10	City of Savannah	Government	1,000-4,999
TOTAL			22,000-64,990

Source: Georgia Department of Labor 4/2013

As illustrated, five of the top 10 major employers in the Savannah economy are in relatively stable industries: education, healthcare, and government. Also represented above are the manufacturing, retail, and transportation/warehousing industries. With Savannah being a port city, several companies involving cargo handling are also significant employers in the region.

Expansions/Contractions

The table below illustrates recent announcements regarding job creation over the next five years.

Expansions		
Company	Industry	Jobs Created
Firth Rixson	Manufacturing - Aerospace	120
Gulfstream	Manufacturing - Aerospace	800
Mistubishi Power Systems	Manufacturing - Turbines	500
EFACEC	Manufacturing - Power Plants	200
JCB	Manufacturing - Construction Equipment	90
Total		1,710

Source: Savannah Area Chamber of Commerce, April 2013

The Savannah region has seen a number of manufacturing businesses expanding their operations, which bodes well for recovery in the local economy, as manufacturing is typically one of the more volatile sectors.

SAVANNAH, GEORGIA LAYOFFS/CLOSURES 2010-2013

Effective Date	Company	City	Estimated Number Affected
3/8/2010	Decrane Aerospace Precision Patterns	Savannah	90
6/28/2010	Midcoast Aviation DBA Savannah Air Center	Savannah	359
7/22/2010	Cahaba Govt Benefit Administrators, LLC.	Savannah	155
6/3/2011	Citi Trends, Inc. (Savannah Distribution Center)	Savannah	107
7/6/2011	CSC Applied Technology Group	Savannah	444
7/15/2011	Memorial Health	Savannah	228
12/5/2011	Premier Warehousing Ventures, LLC.	Savannah	108
5/31/2012	Sodexo Inc.	Savannah	214
1/4/2013	Roadlink Workforce Solutions	Savannah	42
4/5/2013	Veolia Transportation	Savannah	205
Total 2010			604
Total 2011			887
Total 2012			214
Total 2013			247
Total			1,952

Source: Georgia Department of Labor, April 2013

As illustrated in the above table, Savannah lost 1,952 jobs between 2010 and 2013. In 2013 there have been two layoffs so far, accounting for a loss of 247 jobs.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the Savannah, GA MSA from 2001 through December 2012.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Savannah, GA MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2001	139,002	-	3.4%	-	136,933,000	-	4.7%	-
2002	143,053	2.9%	4.0%	0.6%	136,485,000	-0.3%	5.8%	1.1%
2003	144,751	1.2%	4.1%	0.1%	137,736,000	0.9%	6.0%	0.2%
2004	153,284	5.9%	4.1%	0.0%	139,252,000	1.1%	5.5%	-0.5%
2005	159,349	4.0%	4.3%	0.2%	141,730,000	1.8%	5.1%	-0.4%
2006	164,833	3.4%	3.9%	-0.4%	144,427,000	1.9%	4.6%	-0.5%
2007	171,639	4.1%	3.9%	0.0%	146,047,000	1.1%	4.6%	0.0%
2008	169,948	-1.0%	5.5%	1.6%	145,362,000	-0.5%	5.8%	1.2%
2009	160,475	-5.6%	8.4%	2.9%	139,877,000	-3.8%	9.3%	3.5%
2010	158,933	-1.0%	9.1%	0.7%	139,064,000	-0.6%	9.6%	0.3%
2011	159,790	0.5%	9.0%	-0.1%	139,869,000	0.6%	8.9%	-0.7%
2012 YTD Average*	162,670	1.8%	9.1%	0.1%	142,469,083	1.9%	8.1%	-0.8%
Dec-2011	159,879	-	8.7%	-	140,681,000	-	8.3%	-
Dec-2012	166,197	4.0%	8.2%	-0.5%	143,060,000	1.7%	7.6%	-0.7%

Source: U.S. Bureau of Labor Statistics December 2012

*2012 data is through Dec

The MSA posted employment growth from 2002 to 2007 but growth halted in 2008 due to the impact of the national recession. However, total employment growth increased by 0.5 percent in 2011, and has continued to increase through the past 12 months of statistical data. From December 2011 to December 2012, total employment in the MSA increased by 4.0 percent, a rate more than double that of the nation, which experienced an increase of 1.7 percent during the same period. The MSA experienced a decline in the unemployment rate from 2011 through the last 12 months of statistical data. The recent decline in the unemployment rate in the MSA is slightly less than the decrease in the unemployment rate experienced by the nation during the same period. As of December 2012, the MSA's unemployment rate of 8.2 percent remains 60 basis points higher than the national rate of 7.6 percent. The local economy appears to be recovering from the recent recession, as indicated by the recent trends of total employment growth and unemployment decline in the MSA from 2011 through December 2012. The following table illustrates how Savannah's tourism industry fared through the recession.

TOURISM COUNT

Year	# of Lodging Rooms	Person- Stays (Millions)	Room Tax Revenue (Millions)	Direct Spending (Billions)	% Change in Direct Spending
2007	13,110	6.6	\$14.3	\$1.9	-
2008	13,898	6.1	\$14.0	\$1.9	0%
2009	14,475	6.1	\$12.9	\$1.6	-16%
2010	14,893	6.3	\$14.4	\$1.7	6%
2011	15,026	6.8	\$15.5	\$1.9	14%

Source: Visit Savannah, Tourism Impact Study, 5/2013.

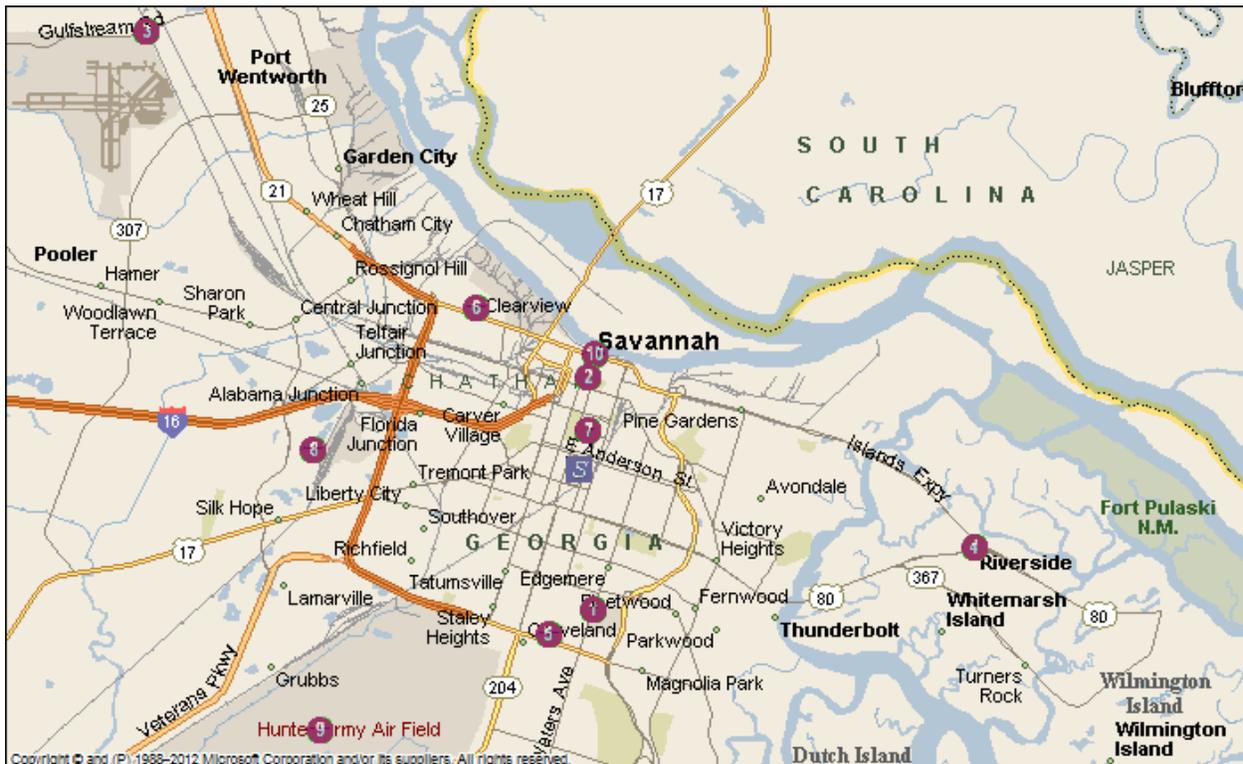
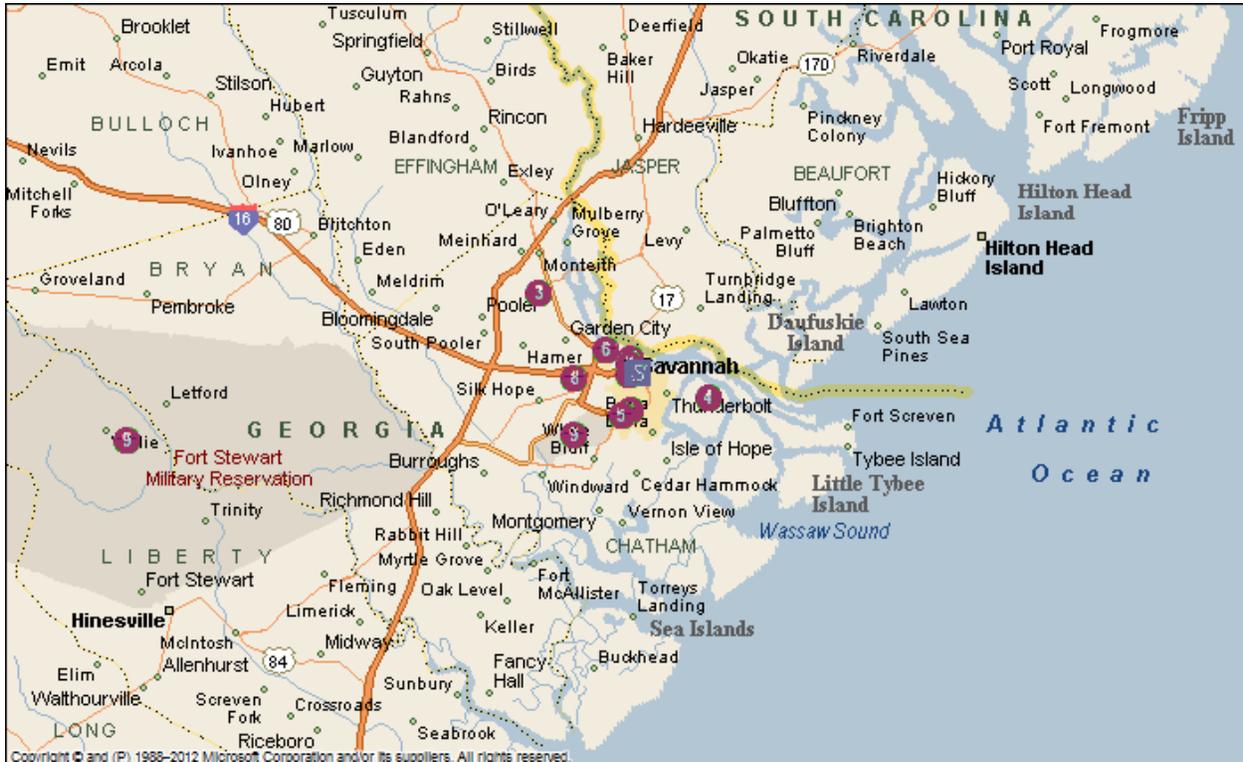
As the previous table demonstrates, Savannah's tourism industry reached a low point in 2009 and has since begun to recover.

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in the Savannah Metro area.

MAJOR EMPLOYERS Savannah Metropolitan Area

#	Firm/Institution	Industry	Number of Employees
1	Memorial University Medical Center	Healthcare	5,000-9,999
2	Savannah-Chatham Board of Education	Education	5,000-9,999
3	Gulfstream Aerospace Corporation	Manufacturing	5,000-9,999
4	Wal-Mart	Retail	1,000-4,999
5	St. Joseph's/Candler	Healthcare	1,000-4,999
6	SSA Cooper	Transportation/Warehousing	1,000-4,999
7	Kroger	Retail	1,000-4,999
8	Marine Terminal Corporation	Transportation/Warehousing	1,000-4,999
9	Fort Stewart/Hunter Army Airfield	Government	1,000-4,999
10	City of Savannah	Government	1,000-4,999
TOTAL			22,000-64,990



As illustrated above, the major employers are located throughout the Savannah region, with a heavy concentration in the downtown area.

Conclusion

Total employment in the MSA has been steadily increasing since 2011. As of December 2012, employment is at its highest level since 2008. Similar to what occurred throughout the nation, the unemployment rate increased significantly in 2008 and 2009 and reached a peak rate of 9.1 percent in 2010. The unemployment rate in the MSA and nation has been decreasing since 2011. As of December 2012, the unemployment rate was above the unemployment rate of the US; however, the high rate of growth in total employment during this time indicates a recovery in the MSA in line with the nation. The largest employers in the PMA are the accommodation/food services, health care/social assistance, retail trade, and educational services industries. Lower skilled employees in these industries are likely to have incomes in line with the Subject's income restrictions.

PROJECT-SPECIFIC 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 senior 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). However, very few senior households have more than two persons. Therefore, we have used 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. The Subject will offer unrestricted units; therefore, we have set the maximum income limits for these units at 100 percent of 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.

3. DEMAND

The demand for the Subject will be derived from two sources: existing households and new households. These calculations are illustrated in the following tables.

3A. DEMAND FROM NEW HOUSEHOLDS

The number of new households entering the market is the first level of demand calculated. We have utilized 2015, the anticipated date of market entry, as the base year for the analysis. Therefore, 2011 household population estimates are inflated to 2015 by interpolation of the difference between 2011 estimates and 2016 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. In the following tables this calculation is identified as Step 1. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2015. This number takes the overall growth from 2011 to 2016 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.

3B. DEMAND FROM EXISTING HOUSEHOLDS

Demand for existing households is estimated by summing three sources of potential tenants. The first source (**2a.**) 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 CHAS data based on appropriate income levels.

The second source (**2b.**) 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. The third source (**2c.**) is those 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.

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.

3C. SECONDARY MARKET AREA

Per the 2013 GA DCA Qualified Action Plan (QAP) and market study guidelines, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we have not accounted for leakage in our demand analysis.

3D. OTHER

DCA does not consider household turnover to be a source of market demand.

4. NET DEMAND, CAPTURE RATES AND STABILIZATION CALCULATIONS

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 from 2000 to the present.

ADDITIONS TO SUPPLY

Additions to supply will lower the number of potential qualified households. Pursuant to our understanding of the 2013 GA DCA guidelines, we have deducted the following units from the demand analysis:

- Comparable/competitive LIHTC and bond units (vacant or occupied) that have been funded, are under construction, or placed in service in 2011 and 2012.
- Vacancies in projects placed in service prior to 2011 that have not reached stabilized occupancy (i.e. at least 90 percent occupied).
- Comparable/competitive conventional or market rate units that are proposed, are under construction, or have entered the market in 2011 and 2012. 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.

COMPETITIVE SUPPLY 2011-2012

Property Name	Type	Year Built	Number of Competitive Units	Comments
Savannah Gardens III	LIHTC	2012	94	Currently stabilizing
Sustainable Fellwood II	LIHTC, PBRA	2011	38	PIS in 2011
Savannah Gardens IV	LIHTC, Market	Proposed	113	Allocated in 2012
TOTAL			245	

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, placed in service, or stabilizing in 2011 and 2012.

Additions To Supply	50%	60%	Market	Overall
One Bedroom	6	13	8	27
Two Bedroom	34	83	20	137
Three Bedroom	16	54	11	81
Total	56	150	39	245

PMA OCCUPANCY

Per DCA's guidelines, we have determined the average occupancy rate based on all available competitive conventional and LIHTC properties in the PMA. We have provided a combined average occupancy level for the PMA based on the total competitive units in the PMA.

OCCUPANCY OF COMPETITIVE PROJECTS IN PMA

Property Name	Rent Structure	Total Units	Occupied Units	Occupancy Rate
Ashley Midtown Apartments	@30%, @50%, @60%, Market	168	167	99%
Ashley Midtown Phase II	@30% (PHA), @60%	38	36	95%
Heritage Corner & Heritage Row	@30%, @50%, @60%	70	57	81%
Heritage Place	@50%, @60%	88	77	88%
Montgomery Landing	@30%, @50%, @60%, Market	144	141	98%
Savannah Gardens I	@30%, @50%, @60%	115	112	97%
Savannah Gardens III*	@50%, @60%, Market	95	77.9	82%
Sustainable Fellwood I	@60%, @60% (PHA), Market	110	108	98%
Sustainable Fellwood II	@60%, @60% (PBRA), Market, PHA	110	108	98%
Alhambra Apartments	Market	150	143	95%
Chelsea Apartments At Five Points	Market	136	131	96%
Jasmine Place	Market	112	102	91%
AVERAGE - ALL PROPERTIES		1,336	1,260	94%

*In lease up

As the previous table demonstrates, the average occupancy for stabilized competitive properties in the PMA (including a property undergoing absorption) is 94 percent, which indicates a stable market.

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.

The Subject will be new construction and will not operate with PBRA; therefore, we have calculated demand based upon the Subject needing to lease 100 percent of its units.

Capture Rates

The above calculations and derived capture rates are illustrated in the following tables.

Renter Household Income Distribution 2012 to Projected Market Entry July 2015					
Savannah Gardens V					
PMA					
	2012		Projected Mkt Entry July 2015		Percent Growth
	#	%	#	%	
\$0-9,999	4,572	26.7%	4,736	26.9%	3.5%
\$10,000-19,999	3,936	23.0%	4,069	23.1%	3.3%
\$20,000-29,999	2,775	16.2%	2,864	16.3%	3.1%
\$30,000-39,999	1,947	11.4%	1,978	11.2%	1.6%
\$40,000-49,999	1,152	6.7%	1,186	6.7%	2.9%
\$50,000-59,999	958	5.6%	973	5.5%	1.6%
\$60,000-74,999	710	4.2%	737	4.2%	3.6%
\$75,000-99,999	457	2.7%	467	2.7%	2.2%
\$100,000-124,999	247	1.4%	252	1.4%	2.0%
\$125,000-149,999	163	1.0%	163	0.9%	0.1%
\$150,000-199,999	85	0.5%	88	0.5%	3.4%
\$200,000+	91	0.5%	91	0.5%	-0.7%
Total	17,094	100.0%	17,605	100.0%	2.9%

Renter Household Income Distribution Projected Market Entry July 2015			
Savannah Gardens V			
	PMA		
	Projected Mkt Entry July 2015		Change 2012 to Prj Mrkt Entry July 2015
	#	%	#
\$0-9,999	4,736	26.9%	138
\$10,000-19,999	4,069	23.1%	118
\$20,000-29,999	2,864	16.3%	83
\$30,000-39,999	1,978	11.2%	57
\$40,000-49,999	1,186	6.7%	34
\$50,000-59,999	973	5.5%	28
\$60,000-74,999	737	4.2%	21
\$75,000-99,999	467	2.7%	14
\$100,000-124,999	252	1.4%	7
\$125,000-149,999	163	0.9%	5
\$150,000-199,999	88	0.5%	3
\$200,000+	91	0.5%	3
Total	17,605	100.0%	511

Tenure Prj Mrkt Entry July 2015	
Renter	55.6%
Owner	44.4%
Total	100.0%

Renter Household Size for Prj Mrkt Entry July 2015		
Size	Number	Percentage
1 Person	6,592	37.4%
2 Person	4,710	26.8%
3 Person	2,800	15.9%
4 Person	1,690	9.6%
5+ Person	1,813	10.3%
Total	17,605	100.0%

Renter Household Size for 2000		
Size	Number	Percentage
1 Person	5,945	36.2%
2 Person	4,334	26.4%
3 Person	2,460	15.0%
4 Person	1,688	10.3%
5+ Person	1,989	12.1%
Total	16,416	100.0%

50% AMI

Calculation of Potential Household Demand by Income Cohort by % of AMI

Percent of AMI Level			50%		
Minimum Income Limit			\$19,097		
Maximum Income Limit			\$32,400		
Income Category	New Renter Households - Total Change in Households PMA 2012 to Prj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	137.52			
\$10,000-19,999	118.16	23.1%	902	9.0%	11
\$20,000-29,999	83.16	16.3%	9,999	100.0%	83
\$30,000-39,999	57.44	11.2%	2,400	24.0%	14
\$40,000-49,999	34.44	6.7%		0.0%	0
\$50,000-59,999	28.26	5.5%		0.0%	0
\$60,000-74,999	21.40	4.2%		0.0%	0
\$75,000-99,999	13.56	2.7%		0.0%	0
\$100,000-124,999	7.32	1.4%		0.0%	0
\$125,000-149,999	4.73	0.9%		0.0%	0
\$150,000-199,999	2.57	0.5%		0.0%	0
\$200,000+	2.64	0.5%		0.0%	0
	511	100.0%			108
Percent of renter households within limits versus total number of renter households					21.05%

Calculation of New Renter Household Demand by Income Cohort by % of AMI

Percent of AMI Level			50%		
Minimum Income Limit			\$19,097		
Maximum Income Limit			\$32,400		
Income Category	Total Renter Households PMA Prj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	4,736			
\$10,000-19,999	4,069	23.1%	\$902	9%	367
\$20,000-29,999	2,864	16.3%	\$9,999	100%	2,864
\$30,000-39,999	1,978	11.2%	\$2,400	24%	475
\$40,000-49,999	1,186	6.7%	\$0	0%	0
\$50,000-59,999	973	5.5%	\$0	0%	0
\$60,000-74,999	737	4.2%	\$0	0%	0
\$75,000-99,999	467	2.7%	\$0	0%	0
\$100,000-124,999	252	1.4%	\$0	0%	0
\$125,000-149,999	163	0.9%	\$0	0%	0
\$150,000-199,999	88	0.5%	\$0	0%	0
\$200,000+	91	0.5%	\$0	0%	0
	17,605	100.0%			3,706
Percent of renter households within limits versus total number of renter households					21.05%

Does the Project Benefit from Rent Subsidy? (Y/N)	No
Type of Housing (Family vs Senior)	Family
Location of Subject (Rural versus Urban)	Urban
Percent of Income for Housing	35%
2000 Median Income	\$24,989
2012 Median Income	\$28,688
Change from 2012 to Prj Mrkt Entry July 2015	\$3,699
Total Percent Change	12.9%
Average Annual Change	1.0%
Inflation Rate	1.0%
Maximum Allowable Income	\$32,400
Maximum Allowable Income Inflation Adjusted	\$32,400
Maximum Number of Occupants	5
Rent Income Categories	50%
Initial Gross Rent for Smallest Unit	\$557
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$557.00

Persons in Household	OBR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	90%	10%	0%	0%	0%	100%
2	0%	20%	80%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	80%	20%	0%	100%
5+	0%	0%	0%	70%	30%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2012 to Prj Mrkt Entry July 2015

Income Target Population		50%
New Renter Households PMA		511
Percent Income Qualified		21.1%
New Renter Income Qualified Households		108

STEP 2a. Please refer to text for complete explanation.

Demand from Existing Households 2012

Demand from Rent Overburdened Households

Income Target Population		50%
Total Existing Demand		17,605
Income Qualified		21.1%
Income Qualified Renter Households		3,706
Percent Rent Overburdened Prj Mrkt Entry July 2015		38.1%
Rent Overburdened Households		1412

STEP 2b. Please refer to text for complete explanation.

Demand from Living in Substandard Housing

Income Qualified Renter Households		3,706
Percent Living in Substandard Housing		1.2%
Households Living in Substandard Housing		44

STEP 2c. Please refer to text for complete explanation.

Senior Households Converting from Homeownership

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

Total Demand

Total Demand from Existing Households		1,457
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		1457
Total New Demand		108
Total Demand (New Plus Existing Households)		1,564

By Bedroom Demand

One Person	37.4%	586
Two Persons	26.8%	418
Three Persons	15.9%	249
Four Persons	9.6%	150
Five Persons	10.3%	161
Total	100.0%	1,564

To place Person Demand into Bedroom Type Units		
Of one-person households in 1BR units	90%	527
Of two-person households in 1BR units	20%	84
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	59
Of two-person households in 2BR units	80%	335
Of three-person households in 2BR units	60%	149
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	99
Of four-person households in 3BR units	80%	120
Of five-person households in 3BR units	70%	113
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	20%	30
Of five-person households in 4BR units	30%	48
Total Demand		1,564
Total Demand by Bedroom		50%
1 BR		611
2 BR		543
3 BR		332
Total Demand		1,564
Additions To Supply 2012 to Prj Mrkt Entry July 2015		50%
1 BR		6
2 BR		34
3 BR		16
Total		56
Net Demand		50%
1 BR		605
2 BR		509
3 BR		316
Total		1,430
Developer's Unit Mix		50%
1 BR		3
2 BR		14
3 BR		6
Total		23
Capture Rate Analysis		50%
1 BR		0.5%
2 BR		2.8%
3 BR		1.9%
Total		1.6%

60%AMI

Calculation of Potential Household Demand by Income Cohort by % of AMI

Percent of AMI Level		60%			
Minimum Income Limit		\$22,869			
Maximum Income Limit		\$38,880			
Income Category	New Renter Households - Total Change in Households PMA 2012 to Prj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Renter Households within Bracket
	Households	Percent			
\$0-9,999	137.52	26.9%		0.0%	0
\$10,000-19,999	118.16	23.1%		0.0%	0
\$20,000-29,999	83.16	16.3%	7,130	71.3%	59
\$30,000-39,999	57.44	11.2%	8,880	88.8%	51
\$40,000-49,999	34.44	6.7%		0.0%	0
\$50,000-59,999	28.26	5.5%		0.0%	0
\$60,000-74,999	21.40	4.2%		0.0%	0
\$75,000-99,999	13.56	2.7%		0.0%	0
\$100,000-124,999	7.32	1.4%		0.0%	0
\$125,000-149,999	4.73	0.9%		0.0%	0
\$150,000-199,999	2.57	0.5%		0.0%	0
\$200,000+	2.64	0.5%		0.0%	0
	511	100.0%			110
Percent of renter households within limits versus total number of renter households					21.58%

Calculation of New Renter Household Demand by Income Cohort by % of AMI

Percent of AMI Level		60%			
Minimum Income Limit		\$22,869			
Maximum Income Limit		\$38,880			
Income Category	Total Renter Households PMA Prj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Households within Bracket
	Households	Percent			
\$0-9,999	4,736	26.9%	\$0	0%	0
\$10,000-19,999	4,069	23.1%	\$0	0%	0
\$20,000-29,999	2,864	16.3%	\$7,130	71%	2,042
\$30,000-39,999	1,978	11.2%	\$8,880	89%	1,757
\$40,000-49,999	1,186	6.7%	\$0	0%	0
\$50,000-59,999	973	5.5%	\$0	0%	0
\$60,000-74,999	737	4.2%	\$0	0%	0
\$75,000-99,999	467	2.7%	\$0	0%	0
\$100,000-124,999	252	1.4%	\$0	0%	0
\$125,000-149,999	163	0.9%	\$0	0%	0
\$150,000-199,999	88	0.5%	\$0	0%	0
\$200,000+	91	0.5%	\$0	0%	0
	17,605	100.0%			3,799
Percent of renter households within limits versus total number of renter households					21.58%

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2012 Median Income

Change from 2012 to Prj Mrkt Entry July 2015

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No		
Family		
Urban		
35%		
\$24,989		
\$28,688		
\$3,699		
12.9%		
1.0%		
1.0%	Two year adjustment	1.0000
\$38,880		
\$38,880		
\$5		
60%		
\$667		
\$667.00		

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	90%	10%	0%	0%	0%	100%
2	0%	20%	80%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	80%	20%	0%	100%
5+	0%	0%	0%	70%	30%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2012 to Prj Mrkt Entry July 2015

Income Target Population		60%
New Renter Households PMA		511
Percent Income Qualified		21.6%
New Renter Income Qualified Households		110

STEP 2a. Please refer to text for complete explanation.

Demand from Existing Households 2012

Demand from Rent Overburdened Households

Income Target Population		60%
Total Existing Demand		17,605
Income Qualified		21.6%
Income Qualified Renter Households		3,799
Percent Rent Overburdened Prj Mrkt Entry July 2015		38.1%
Rent Overburdened Households		1448

STEP 2b. Please refer to text for complete explanation.

Demand from Living in Substandard Housing

Income Qualified Renter Households		3,799
Percent Living in Substandard Housing		1.2%
Households Living in Substandard Housing		46

STEP 2c. Please refer to text for complete explanation.

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		1,493
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		1493
Total New Demand		110
Total Demand (New Plus Existing Households)		1,604

By Bedroom Demand

One Person	37.4%	601
Two Persons	26.8%	429
Three Persons	15.9%	255
Four Persons	9.6%	154
Five Persons	10.3%	165
Total	100.0%	1,604

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	90%	541
Of two-person households in 1BR units	20%	86
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	60
Of two-person households in 2BR units	80%	343
Of three-person households in 2BR units	60%	153
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	102
Of four-person households in 3BR units	80%	123
Of five-person households in 3BR units	70%	116
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	20%	31
Of five-person households in 4BR units	30%	50
Total Demand		1,604

Total Demand by Bedroom	60%
1 BR	626
2 BR	556
3 BR	341
Total Demand	1,524

Additions To Supply 2012 to Prj Mrkt Entry July 2015	60%
1 BR	13
2 BR	83
3 BR	54
Total	150

Net Demand	60%
1 BR	613
2 BR	473
3 BR	287
Total	1,374

Developer's Unit Mix	60%
1 BR	3
2 BR	22
3 BR	11
Total	36

Capture Rate Analysis	60%
1 BR	0.5%
2 BR	4.6%
3 BR	3.8%
Total	2.6%

Market (100% AMI)

Calculation of Potential Household Demand by Income Cohort by % of AMI

Percent of AMI Level		Market			
Minimum Income Limit		\$27,017			
Maximum Income Limit		\$64,800			
Income Category	New Renter Households - Total Change in Households PMA 2012 to Proj Mrkt Entry July 2015		Renter Households within Bracket		
	Households	Percent	Income Brackets	Percent within Cohort	within Bracket
\$0-9,999	137.52	26.9%		0.0%	0
\$10,000-19,999	118.16	23.1%		0.0%	0
\$20,000-29,999	83.16	16.3%	2,982	29.8%	25
\$30,000-39,999	57.44	11.2%	9,999	100.0%	57
\$40,000-49,999	34.44	6.7%	9,999	100.0%	34
\$50,000-59,999	28.26	5.5%	\$9,999	100.0%	28
\$60,000-74,999	21.40	4.2%	\$4,800	32.0%	7
\$75,000-99,999	13.56	2.7%		0.0%	0
\$100,000-124,999	7.32	1.4%		0.0%	0
\$125,000-149,999	4.73	0.9%		0.0%	0
\$150,000-199,999	2.57	0.5%		0.0%	0
\$200,000+	2.64	0.5%		0.0%	0
	511	100.0%			152
Percent of renter households within limits versus total number of renter households					29.69%

Calculation of New Renter Household Demand by Income Cohort by % of AMI

Percent of AMI Level		Market			
Minimum Income Limit		\$27,017			
Maximum Income Limit		\$64,800			
Income Category	Total Renter Households PMA Proj Mrkt Entry July 2015		Households within Bracket		
	Households	Percent	Income Brackets	Percent within Cohort	Bracket
\$0-9,999	4,736	26.9%	\$0	0%	0
\$10,000-19,999	4,069	23.1%	\$0	0%	0
\$20,000-29,999	2,864	16.3%	\$2,982	30%	854
\$30,000-39,999	1,978	11.2%	\$9,999	100%	1,978
\$40,000-49,999	1,186	6.7%	\$9,999	100%	1,186
\$50,000-59,999	973	5.5%	\$9,999	100%	973
\$60,000-74,999	737	4.2%	\$4,800	32%	236
\$75,000-99,999	467	2.7%	\$0	0%	0
\$100,000-124,999	252	1.4%	\$0	0%	0
\$125,000-149,999	163	0.9%	\$0	0%	0
\$150,000-199,999	88	0.5%	\$0	0%	0
\$200,000+	91	0.5%	\$0	0%	0
	17,605	100.0%			5,228
Percent of renter households within limits versus total number of renter households					29.69%

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2012 Median Income

Change from 2012 to Proj Mrkt Entry July 2015

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No		
Family		
Urban		
	35%	
	\$24,989	
	\$28,688	
	\$3,699	
	12.9%	
	1.0%	
	1.0%	Two year adjustment
	\$64,800	1,0000
	\$64,800	
	\$5	
	Market	
	\$788	
	\$788.00	

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	90%	10%	0%	0%	0%	100%
2	0%	20%	80%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	80%	20%	0%	100%
5+	0%	0%	0%	70%	30%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2012 to Prj Mrkt Entry July 2015

Income Target Population		Market
New Renter Households PMA		511
Percent Income Qualified		29.7%
New Renter Income Qualified Households		152

STEP 2a. Please refer to text for complete explanation.

Demand from Existing Households 2012

Demand from Rent Overburdened Households

Income Target Population		Market
Total Existing Demand		17,605
Income Qualified		29.7%
Income Qualified Renter Households		5,228
Percent Rent Overburdened Prj Mrkt Entry July 2015		38.1%
Rent Overburdened Households		1992

STEP 2b. Please refer to text for complete explanation.

Demand from Living in Substandard Housing

Income Qualified Renter Households		5,228
Percent Living in Substandard Housing		1.2%
Households Living in Substandard Housing		63

STEP 2c. Please refer to text for complete explanation.

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		2,055
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		2055
Total New Demand		152
Total Demand (New Plus Existing Households)		2,206

By Bedroom Demand

One Person	37.4%	826
Two Persons	26.8%	590
Three Persons	15.9%	351
Four Persons	9.6%	212
Five Persons	10.3%	227
Total	100.0%	2,206

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	90%	743
Of two-person households in 1BR units	20%	118
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	83
Of two-person households in 2BR units	80%	472
Of three-person households in 2BR units	60%	211
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	140
Of four-person households in 3BR units	80%	169
Of five-person households in 3BR units	70%	159
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	20%	42
Of five-person households in 4BR units	30%	68
Total Demand		2,206

Total Demand by Bedroom

	Market
1 BR	861
2 BR	765
3 BR	469
Total Demand	2,095

Additions To Supply 2012 to Prj Mrkt Entry July 2015

	Market
1 BR	8
2 BR	20
3 BR	11
Total	39

Net Demand

	Market
1 BR	853
2 BR	745
3 BR	458
Total	2,056

Developer's Unit Mix

	Market
1 BR	2
2 BR	9
3 BR	5
Total	16

Capture Rate Analysis

	Market
1 BR	0.2%
2 BR	1.2%
3 BR	1.1%
Total	0.8%

Overall

Calculation of Potential Household Demand by Income Cohort by % of AMI

Percent of AMI Level			Overall		
Minimum Income Limit			\$19,097		
Maximum Income Limit			\$64,800		
Income Category	New Renter Households - Total Change in Households PMA 2012 to Prj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	197.20			
\$10,000-19,999	173.13	23.3%	902	9.0%	16
\$20,000-29,999	121.72	16.4%	9,999	100.0%	122
\$30,000-39,999	83.26	11.2%	9,999	100.0%	83
\$40,000-49,999	50.33	6.8%	9,999	100.0%	50
\$50,000-59,999	40.95	5.5%	\$9,999	100.0%	41
\$60,000-74,999	31.43	4.2%	\$4,800	32.0%	10
\$75,000-99,999	19.73	2.7%		0.0%	0
\$100,000-124,999	10.63	1.4%		0.0%	0
\$125,000-149,999	6.78	0.9%		0.0%	0
\$150,000-199,999	3.76	0.5%		0.0%	0
\$200,000+	3.76	0.5%		0.0%	0
	743	100.0%			322
Percent of renter households within limits versus total number of renter households					43.35%

Calculation of New Renter Household Demand by Income Cohort by % of AMI

Percent of AMI Level			Overall		
Minimum Income Limit			\$19,097		
Maximum Income Limit			\$64,800		
Income Category	Total Renter Households PMA Prj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	4,736			
\$10,000-19,999	4,158	23.3%	\$902	9%	375
\$20,000-29,999	2,923	16.4%	\$9,999	100%	2,923
\$30,000-39,999	2,000	11.2%	\$9,999	100%	2,000
\$40,000-49,999	1,209	6.8%	\$9,999	100%	1,209
\$50,000-59,999	983	5.5%	\$9,999	100%	983
\$60,000-74,999	755	4.2%	\$4,800	32%	242
\$75,000-99,999	474	2.7%	\$0	0%	0
\$100,000-124,999	255	1.4%	\$0	0%	0
\$125,000-149,999	163	0.9%	\$0	0%	0
\$150,000-199,999	90	0.5%	\$0	0%	0
\$200,000+	90	0.5%	\$0	0%	0
	17,837	100.0%			7,732
Percent of renter households within limits versus total number of renter households					43.35%

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2012 Median Income

Change from 2012 to Prj Mrkt Entry July 2015

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No		
Family		
Urban		
	35%	
	\$24,989	
	\$28,688	
	\$3,699	
	12.9%	
	1.0%	
	1.0%	Two year adjustment 1.0000
	\$64,800	
	\$64,800	
	\$0	
	Overall	
	\$557	
	\$557.00	

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	90%	10%	0%	0%	0%	100%
2	0%	20%	80%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	80%	20%	0%	100%
5+	0%	0%	0%	70%	30%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2012 to Prj Mrkt Entry July 2015

	Overall
Income Target Population	
New Renter Households PMA	743
Percent Income Qualified	43.3%
New Renter Income Qualified Households	322

STEP 2a. Please refer to text for complete explanation.

Demand from Existing Households 2012

Demand from Rent Overburdened Households

	Overall
Income Target Population	
Total Existing Demand	17,837
Income Qualified	43.3%
Income Qualified Renter Households	7,732
Percent Rent Overburdened Prj Mrkt Entry July 2015	38.1%
Rent Overburdened Households	2946

STEP 2b. Please refer to text for complete explanation.

Demand from Living in Substandard Housing

Income Qualified Renter Households	7,732
Percent Living in Substandard Housing	1.2%
Households Living in Substandard Housing	93

STEP 2c. Please refer to text for complete explanation.

Senior Households Converting from Homeownership

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

Total Demand

Total Demand from Existing Households		3,039
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		3039
Total New Demand		322
Total Demand (New Plus Existing Households)		3,361

By Bedroom Demand

One Person	37.4%	1,258
Two Persons	26.8%	899
Three Persons	15.9%	535
Four Persons	9.6%	323
Five Persons	10.3%	346
Total	100.0%	3,361

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	90%	1,133
Of two-person households in 1BR units	20%	180
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	126
Of two-person households in 2BR units	80%	719
Of three-person households in 2BR units	60%	321
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	214
Of four-person households in 3BR units	80%	258
Of five-person households in 3BR units	70%	242
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	20%	65
Of five-person households in 4BR units	30%	104
Total Demand		3,361

Total Demand by Bedroom	Overall
1 BR	1,312
2 BR	1,166
3 BR	714
Total Demand	3,193

Additions To Supply 2012 to Prj Mrkt Entry July 2015	Overall
1 BR	27
2 BR	137
3 BR	81
Total	245

Net Demand	Overall
1 BR	1,285
2 BR	1,029
3 BR	633
Total	2,948

Developer's Unit Mix	Overall
1 BR	8
2 BR	45
3 BR	22
Total	75

Capture Rate Analysis	Overall
1 BR	0.6%
2 BR	4.4%
3 BR	3.5%
Total	2.5%

Conclusions

We have conducted such an analysis 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.

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.

CAPTURE RATE ANALYSIS CHART

Unit Size	Units Proposed	Total Demand	Additions to Supply	Net Demand	Capture Rate	Absorption	Average Market	Market Rents Band Min-Max	Proposed Rents
1BR at 50%	3	611	6	605	0.5%	7 months	\$621	\$390 - \$986	\$444
2BR at 50%	14	543	34	509	2.8%	7 months	\$729	\$365 - \$1,295	\$537
3BR at 50%	6	332	16	316	1.9%	7 months	\$820	\$487 - \$1,376	\$605
50% AMI Overall		1,564	56	1,430	1.6%	7 months	-	\$390 - \$1,376	\$444 - 605
1BR at 60%	3	626	13	613	0.5%	7 months	\$684	\$470 - \$1,011	\$554
2BR at 60%	22	556	556	473	4.6%	7 months	\$773	\$565 - \$1,295	\$672
3BR at 60%	11	341	341	54	3.8%	7 months	\$871	\$602 - \$1,376	\$765
60% AMI Overall		1,524	150	1,374	2.6%	7 months	-	\$470 - \$1,376	\$554 - \$765
1BR Market	2	861	8	846	0.2%	7 months	\$763	\$600 - \$1,011	\$675
2BR Market	9	765	20	741	1.2%	7 months	\$849	\$650 - \$1,295	\$775
3BR Market	5	469	11	461	0.8%	7 months	\$983	\$810 - \$1,376	\$930
Market Overall	16	2,095	39	2,048	0.8%	7 months	-	\$600 - \$1,376	\$675 - \$930
Overall (All units)	75	3,066	245	2,821	2.5%	7 months	-	-	-

Demand and Net Demand

	HH at 50% AMI (min to max income)	HH at 60% AMI (min to max income)	Unrestricted/ Market (min to max income)	Overall (All Units)
Demand from New Households (age and income appropriate)	74	76	104	743
PLUS	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	46	47	65	93
PLUS	+	+	+	
Demand from Existing Renter Households - Rent Overburdened Households	1,436	1,471	2,030	2,946
Equals Total Demand	1,555	1,594	2,199	3,781
Less	-	-	-	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market since 2011	56	150	39	245
Equals Net Demand	1,499	1,444	2,160	3,536

As the analysis illustrates, the Subject's capture rates at the 50 percent AMI level will range from 0.5 to 2.8 percent, with an overall capture rate of 1.6 percent. The Subject's 60 percent AMI capture rates range from 0.5 to 4.6 percent, with an overall capture rate of 2.6 percent. The overall capture rate for all units (LIHTC and market) is 2.5 percent. Therefore, we believe there is adequate demand for the Subject.

H. COMPETITIVE RENTAL ANALYSIS

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 15 “true” comparable properties containing 2,224 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided in the addenda. A map illustrating the location of the Subject in relation to comparable properties is also provided in the addenda. 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.

The availability of LIHTC is considered excellent. There are several multi-family LIHTC properties located within the PMA including the Subject’s family sister phases: Savannah Gardens I and Savannah Gardens III. In addition to these, we have included one LIHTC comparable, Oaks at Brandlewood, which is located just outside the PMA, is in good condition, and will likely compete with the Subject. We have included three unrestricted properties located within the PMA; however, these properties are inferior to the Subject in age/condition; therefore, we have supplemented the unrestricted rent discussion with two newer unrestricted properties located just outside the PMA: Walden at Chatham Center and Springs at Chatham. Further, several of the LIHTC properties offer unrestricted units. Therefore, we consider the availability of market data to be good.

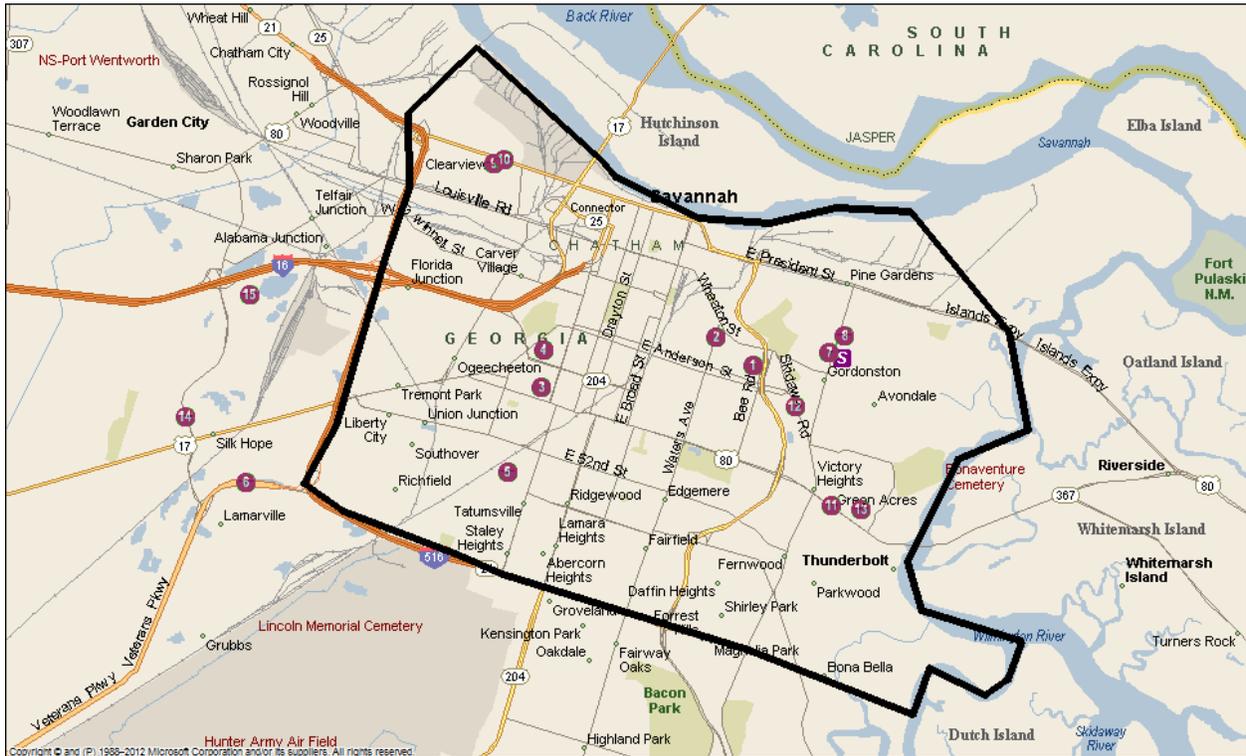
General Market Overview/Included/Excluded Properties

The following table illustrates properties that are within the PMA or a similar market areas. Some of these properties have been included as “true comparables.”

GENERAL MARKET OVERVIEW

Property	City	State	Type	Tenancy	Included/Excluded	Reason for Exclusion	Distance from Subject
Cars V Inc	Savannah	GA	Section 8	Disabled	Excluded	Rent subsidized; tenancy not comparable	2.0 miles
Chatham Assoc For Res Sev Inc I	Savannah	GA	Section 8	Disabled	Excluded	Rent subsidized; tenancy not comparable	1.0 miles
Chatham Assoc For Res Sev Inc II	Savannah	GA	Section 8	Disabled	Excluded	Rent subsidized; tenancy not comparable	3.4 miles
Georgia Infirmary A/ Habersham Place	Savannah	GA	Section 8	Disabled	Excluded	Rent subsidized; tenancy not comparable	2.6 miles
Georgia Infirmary B/ Habersham Place	Savannah	GA	Section 8	Disabled	Excluded	Rent subsidized; tenancy not comparable	2.6 miles
Ponderosa Forest Apts	Savannah	GA	Section 8	Family	Excluded	Rent Subsidized	2.8 miles
Presidential Plaza I	Savannah	GA	Section 8	Family	Excluded	Rent Subsidized	1.0 miles
Presidential Plaza II	Savannah	GA	Section 8	Family	Excluded	Rent Subsidized	1.0 miles
SNAPI, II, III	Savannah	GA	LIHTC/Section 8	Family	Excluded	Rent Subsidized	2.5 miles
St. Johns Villa Apartments	Savannah	GA	Section 8	Elderly	Excluded	Rent subsidized; tenancy not comparable	2.1 miles
Thomas Francis Williams Court Apts	Savannah	GA	Section 8	Elderly	Excluded	Rent subsidized; tenancy not comparable	2.8 miles
Telfair Arms	Savannah	GA	LIHTC/Section 8	Elderly	Excluded	Rent subsidized; tenancy not comparable	2.7 miles
Savannah Summit	Savannah	GA	FHA	Family	Excluded	Rent subsidized	5.6 miles
Savannah Highlands Apts	Savannah	GA	FHA	Family	Excluded	Other comparables available	3.0 miles
Savannah Apartments II	Savannah	GA	FHA	Family	Excluded	Management unavailable	3.0 miles
Savannah Hope VI Apartments	Savannah	GA	FHA	Family	Excluded	Rent subsidized	1.3 miles
Victory Apts	Savannah	GA	FHA	Family	Excluded	Rent subsidized	2.1 miles
East Broad Apartments	Savannah	GA	FHA	Family	Excluded	Management unavailable	2.9 miles
Green Growth I	Savannah	GA	Market, HoDAG	Family	Excluded	More comparable properties available	2.1 miles
Courtney Station Apartments	Savannah	GA	Market, HoDAG	Family	Excluded	Management unavailable	3.1 miles
Sisters Court	Savannah	GA	LIHTC	Elderly	Excluded	Tenancy not comparable	2.9 miles
Veranda at Midtown	Savannah	GA	Market, PBRA	Elderly	Excluded	Tenancy not comparable	1.2 miles
Rose of Sharon	Savannah	GA	LIHTC	Elderly	Excluded	Tenancy not comparable	2.5 miles
East Huntingdon Street Housing	Savannah	GA	LIHTC	Family	Excluded	Only 14 units	2.0 miles
Savannah Gardens I	Savannah	GA	LIHTC	Family	Included	Included	0.0 miles
Savannah Gardens II	Savannah	GA	LIHTC, HUD 202	Senior	Excluded	Tenancy not comparable	0.0 miles
Savannah Gardens III	Savannah	GA	LIHTC	Family	Included	Included	0.0 miles
Savannah Gardens IV	Savannah	GA	LIHTC, Market	Family	Excluded	Proposed	Adjacent
Sustainable Fellwood I	Savannah	GA	LIHTC/PHA/Market	Family	Included	Included	4.4 miles
Sustainable Fellwood II	Savannah	GA	LIHTC/PHA/Market	Family	Included	Included	4.4 miles
Sustainable Fellwood III	Savannah	GA	LIHTC/PHA/Market	Senior	Excluded	Tenancy not comparable	4.4 miles
Heritage Place	Savannah	GA	LIHTC	Family	Included	Included	3.4 miles
Heritage Corner & Heritage Row	Savannah	GA	LIHTC	Family	Included	Included	4.2 miles
Montgomery Landing	Savannah	GA	LIHTC	Family	Included	Included	4.9 miles
Ashley Midtown I	Savannah	GA	LIHTC/PHA/Market	Family	Included	Included	1.3 miles
Ashley Midtown II	Savannah	GA	LIHTC/PHA/Market	Family	Included	Included	1.3 miles

Comparable Rental Property Map



COMPARABLE PROPERTIES

#	Property Name	City	Type	Distance
1	Ashley Midtown Apartments	Savannah	@ 30%, @ 50%, @ 60%, Market	1.3 miles
2	Ashley Midtown Phase II	Savannah	@ 30% (PHA), @ 60%	1.5 miles
3	Heritage Comer & Heritage Row	Savannah	@ 30%, @ 50%, @ 60%	4.4 miles
4	Heritage Place	Savannah	@ 50%, @ 60%	4.9 miles
5	Montgomery Landing	Savannah	@ 30%, @ 50%, @ 60%, Market	5.1 miles
6	Oaks At Brandlewood	Savannah	@ 60%, Market	8.9 miles
7	Savannah Gardens I	Savannah	@ 30%, @ 50%, @ 60%	0.0 miles
8	Savannah Gardens III	Savannah	@ 50%, @ 60%, Market	0.0 miles
9	Sustainable Fellwood I	Savannah	@ 60%, @ 60% (PHA), Market	4.4 miles
10	Sustainable Fellwood II	Savannah	@ 60%, @ 60% (PBRA), Market, PHA	4.4 miles
11	Alhambra Apartments	Savannah	Market	2.0 miles
12	Chelsea Apartments At Five Points	Savannah	Market	1.3 miles
13	Jasmine Place	Savannah	Market	2.2 miles
14	Springs At Chatham Parkway	Savannah	Market	9.2 miles
15	Walden At Chatham Center	Savannah	Market	8.6 miles

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

SUMMARY MATRIX

Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
Subject	Savannah Gardens V 202 Crescent Drive Savannah, GA 31404 Chatham County	n/a	Various 2015 / n/a	@50%, @60%, Market	1BR / 1BA (Garden)	3	3.90%	@50%	\$444	860	no		N/A	N/A
					1BR / 1BA (Garden)	3	3.90%	@60%	\$554	860	no	N/A	N/A	
					1BR / 1BA (Garden)	2	2.60%	Market	\$675	860	n/a	N/A	N/A	
					2BR / 2BA (Garden)	14	18.40%	@50%	\$537	1,031	no	N/A	N/A	
					2BR / 2BA (Garden)	22	28.90%	@60%	\$672	1,031	no	N/A	N/A	
					2BR / 2BA (Garden)	9	11.84%	Market	\$775	1,031	n/a	N/A	N/A	
					2BR / 2BA (Garden)	1	1.32%	Non-Rental	N/A	1,031	n/a	N/A	N/A	
					3BR / 2BA (Garden)	6	7.90%	@50%	\$605	1,225	no	N/A	N/A	
					3BR / 2BA (Garden)	11	14.50%	@60%	\$765	1,225	no	N/A	N/A	
					3BR / 2BA (Garden)	5	6.60%	Market	\$930	1,225	n/a	N/A	N/A	
					76	100%						N/A	N/A	
1	Ashley Midtown Apartments 1518 E Park Avenue Savannah, GA 31404 Chatham County	1.3 miles	Various (2 stories) 2004 / n/a	@30%, @50%, @60%, Market	2BR / 1BA (Garden)	7	4.20%	@30%	N/A	1,269	n/a	Yes	0	0.00%
					2BR / 1BA (Garden)	6	3.60%	@50%	N/A	1,276	n/a	Yes	0	0.00%
					2BR / 1BA (Garden)	13	7.70%	@60%	\$645	1,269	yes	Yes	0	0.00%
					2BR / 1BA (Garden)	6	3.60%	Market	\$827	1,411	n/a	Yes	0	0.00%
					2BR / 1.5BA (Townhouse)	17	10.10%	@30%	N/A	1,276	n/a	Yes	0	0.00%
					2BR / 1.5BA (Townhouse)	13	7.70%	@50%	N/A	1,254	n/a	Yes	0	0.00%
					2BR / 1.5BA (Townhouse)	33	19.60%	@60%	\$645	1,276	yes	Yes	1	3.00%
					2BR / 1.5BA (Townhouse)	17	10.10%	Market	\$827	1,146	n/a	Yes	0	0.00%
					3BR / 2BA (Garden)	2	1.20%	@30%	N/A	1,377	n/a	Yes	0	0.00%
					3BR / 2BA (Garden)	7	4.20%	@50%	N/A	1,377	n/a	Yes	0	0.00%
					3BR / 2BA (Garden)	4	2.40%	@60%	\$731	1,377	yes	Yes	0	0.00%
					3BR / 2BA (Garden)	3	1.80%	Market	\$917	1,200	n/a	Yes	0	0.00%
					3BR / 2.5BA (Townhouse)	6	3.60%	@30%	N/A	1,467	n/a	Yes	0	0.00%
					3BR / 2.5BA (Townhouse)	10	6.00%	@50%	N/A	1,467	n/a	Yes	0	0.00%
					3BR / 2.5BA (Townhouse)	15	8.90%	@60%	\$731	1,467	yes	Yes	0	0.00%
					3BR / 2.5BA (Townhouse)	9	5.40%	Market	\$917	1,300	n/a	Yes	0	0.00%
					168	100%						1	0.60%	
2	Ashley Midtown Phase II 1110 Graydon Avenue Savannah, GA 31404 Chatham County	1.5 miles	Townhouse 2008 / n/a	@30% (Public Housing), @60%	2BR / 1BA	2	5.30%	@60%	\$643	1,214	no	Yes	1	50.00%
					2BR / 1.5BA	10	26.30%	@30%	N/A	1,226	n/a	Yes	0	0.00%
					2BR / 1.5BA	6	15.80%	@60%	\$643	1,238	no	Yes	0	0.00%
					3BR / 2BA	10	26.30%	@30%	N/A	1,407	n/a	Yes	0	0.00%
					3BR / 2BA	1	2.60%	@60%	\$718	1,340	no	Yes	0	0.00%
					3BR / 2BA	8	21.10%	@60%	\$718	1,400	no	Yes	1	12.50%
					3BR / 2BA	1	2.60%	@60%	\$718	1,482	no	Yes	0	0.00%
										38	100%			
3	Heritage Corner & Heritage Row 642 W 41st Street & 824 West 35th Street Savannah, GA 31415 Chatham County	4.4 miles	Garden (2 stories) 2005/2006 / n/a	@30%, @50%, @60%	1BR / 1BA	4	5.70%	@30%	\$174	750	no	None	0	0.00%
					2BR / 2BA	1	1.40%	@30%	\$214	900	no	None	0	0.00%
					2BR / 2BA	31	44.30%	@50%	\$492	900	no	None	5	16.10%
					2BR / 2BA	17	24.30%	@60%	\$629	900	no	None	4	23.50%
					3BR / 2BA	1	1.40%	@30%	\$244	1,050	no	None	0	0.00%
					3BR / 2BA	12	17.10%	@50%	\$561	1,050	no	None	3	25.00%
					3BR / 2BA	4	5.70%	@60%	\$674	1,050	no	None	1	25.00%
										70	100%			
4	Heritage Place 700 W 35th Street Savannah, GA 31415 Chatham County	4.9 miles	Conversion 2002 / n/a	@50%, @60%, Non-Rental	1BR / 1BA	16	18.20%	@50%	\$390	750	no	None	2	12.50%
					1BR / 1BA	11	12.50%	@60%	\$470	750	no	None	2	18.20%
					2BR / 2BA	26	29.50%	@50%	\$365	900	no	None	2	7.70%
					2BR / 2BA	15	17.00%	@60%	\$565	900	no	None	3	20.00%
					2BR / 2BA	2	2.30%	Non-Rental	N/A	900	n/a		0	0.00%
					3BR / 2BA	12	13.60%	@50%	\$487	1,050	no	None	2	16.70%
					3BR / 2BA	6	6.80%	@60%	\$602	1,050	no	None	0	0.00%
										88	100%			
5	Montgomery Landing 714 W 57th St Savannah, GA 31405 Chatham County	5.1 miles	Garden (2 stories) 2005 / n/a	@30%, @50%, @60%, Market	1BR / 1BA	1	0.70%	@30%	\$253	792	yes	No	0	0.00%
					1BR / 1BA	4	2.80%	@50%	\$493	792	yes	No	0	0.00%
					1BR / 1BA	7	4.90%	@60%	\$579	792	yes	No	0	0.00%
					1BR / 1BA	4	2.80%	Market	\$625	792	n/a	No	0	0.00%
					2BR / 2BA	9	6.20%	@30%	\$307	1,062	yes	No	0	0.00%
					2BR / 2BA	16	11.10%	@50%	\$595	1,062	no	No	0	0.00%
					2BR / 2BA	12	8.30%	@60%	\$679	1,062	no	No	1	8.30%
					2BR / 2BA	11	7.60%	Market	\$735	1,062	n/a	No	1	9.10%
					3BR / 2BA	4	2.80%	@30%	\$341	1,267	yes	No	0	0.00%
					3BR / 2BA	21	14.60%	@50%	\$674	1,267	no	No	0	0.00%
					3BR / 2BA	29	20.10%	@60%	\$775	1,267	no	No	0	0.00%
					3BR / 2BA	10	6.90%	Market	\$810	1,267	no	No	1	10.00%
					4BR / 2BA	1	0.70%	@30%	\$283	1,428	yes	No	0	0.00%
					4BR / 2BA	2	1.40%	@50%	\$654	1,428	no	No	0	0.00%
4BR / 2BA	9	6.20%	@60%	\$835	1,428	no	No	0	0.00%					
4BR / 2BA	4	2.80%	Market	\$910	1,428	n/a	No	0	0.00%					
					144	100%					3	2.10%		
6	Oaks At Brandlewood 5110 Garrard Avenue Savannah, GA 31405 Chatham County	8.9 miles	Garden (3 stories) 2003 / n/a	@60%, Market	1BR / 1BA	N/A	N/A	@60%	\$562	773	no	No	0	N/A
					1BR / 1BA	N/A	N/A	Market	\$677	773	n/a	No	0	N/A
					2BR / 2BA	N/A	N/A	@60%	\$677	1,043	no	No	0	N/A
					2BR / 2BA	N/A	N/A	Market	\$812	1,043	n/a	No	0	N/A
					3BR / 2BA	N/A	N/A	@60%	\$769	1,217	no	No	0	N/A
					3BR / 2BA	N/A	N/A	Market	\$932	1,217	n/a	No	2	N/A
					300	100%					2	0.70%		

SUMMARY MATRIX

Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max	Wait	Units Vacant	Vacancy Rate					
7	Savannah Gardens I Pennsylvania Ave & West Crescent Ave Savannah, GA 31404 Chatham County	0 miles	Garden 2010 / n/a	@30%, @50%, @60%, Non- Rental	1BR / 1BA	1	0.90%	@30%	\$235	750	yes	Yes	0	0.00%					
					1BR / 1BA	4	3.50%	@50%	\$463	750	yes	Yes	0	0.00%					
					1BR / 1BA	5	4.30%	@60%	\$577	750	yes	Yes	0	0.00%					
					2BR / 2BA	3	2.60%	@30%	\$286	950	yes	No	0	0.00%					
					2BR / 2BA	27	23.50%	@50%	\$560	950	yes	No	0	0.00%					
					2BR / 2BA	33	28.70%	@60%	\$697	950	yes	No	2	6.10%					
					2BR / 2BA	1	0.90%	Non-Rental	N/A	950	n/a	N/A	N/A	N/A					
					3BR / 2BA	4	3.50%	@30%	\$317	1,150	yes	Yes	0	0.00%					
					3BR / 2BA	14	12.20%	@50%	\$633	1,150	yes	Yes	1	7.10%					
					3BR / 2BA	18	15.70%	@60%	\$791	1,150	yes	Yes	0	0.00%					
					4BR / 2BA	1	0.90%	@30%	\$334	1,350	yes	Yes	0	0.00%					
					4BR / 2BA	2	1.70%	@50%	\$687	1,350	yes	Yes	0	0.00%					
					4BR / 2BA	2	1.70%	@60%	\$864	1,350	yes	Yes	0	0.00%					
										115	100%						3	2.60%	
					8	Savannah Gardens III 500 Pennsylvania Ave Savannah, GA 31404 Chatham County	0 miles	Garden (3 stories) 2012 / n/a	@50%, @60%, Market, Non- Rental	1BR / 1BA	3	3.20%	@50%	\$450	871	yes	Yes	0	0.00%
1BR / 1BA	5	5.30%	@60%	\$565						871	yes	Yes	0	0.00%					
1BR / 1BA	1	1.10%	Market	\$675						871	n/a	Yes	0	0.00%					
2BR / 2BA	21	22.10%	@50%	\$545						1,051	yes	No	0	0.00%					
2BR / 2BA	34	35.80%	@60%	\$680						1,051	yes	No	2	5.90%					
2BR / 2BA	3	3.20%	Market	\$775						1,051	n/a	No	0	0.00%					
2BR / 2BA	1	1.10%	Non-Rental	N/A						1,051	n/a	N/A	N/A						
3BR / 2BA	9	9.50%	@50%	\$621						1,232	yes	No	0	0.00%					
3BR / 2BA	17	17.90%	@60%	\$776						1,232	yes	No	0	0.00%					
3BR / 2BA	1	1.10%	Market	\$900						1,232	n/a	No	0	0.00%					
										95	100%						2	2.10%	
9	Sustainable Fellwood I 1401 Fellwood Dr Savannah, GA 31415 Chatham County	4.4 miles	Various 2009 / n/a	@60%, @60% (Public Housing), Market						1BR / 1BA (Garden)	15	13.60%	@60%	\$545	832	no	Yes	N/A	N/A
										1BR / 1BA (Garden)	9	8.20%	@60%	N/A	832	n/a	Yes	N/A	N/A
										1BR / 1BA (Garden)	6	5.50%	Market	\$637	832	n/a	None	N/A	N/A
										2BR / 1BA (Garden)	17	15.50%	@60%	\$654	1,060	no	Yes	N/A	N/A
					2BR / 1BA (Garden)	19	17.30%	@60%	N/A	1,060	n/a	Yes	N/A	N/A					
					2BR / 1BA (Garden)	5	4.50%	Market	\$727	1,060	n/a	None	N/A	N/A					
					2BR / 1.5BA (Townhouse)	5	4.50%	Market	\$727	1,060	n/a	None	N/A	N/A					
					3BR / 2BA (Garden)	13	11.80%	@60%	\$750	1,327	no	Yes	N/A	N/A					
					3BR / 2BA (Garden)	10	9.10%	@60%	N/A	1,327	n/a	Yes	N/A	N/A					
					3BR / 2BA (Garden)	2	1.80%	Market	\$817	1,327	n/a	None	N/A	N/A					
					3BR / 2.5BA (Townhouse)	3	2.70%	Market	\$817	1,327	n/a	None	N/A	N/A					
					4BR / 2BA (Garden)	3	2.70%	@60%	\$743	1,522	no	Yes	N/A	N/A					
					4BR / 2BA (Garden)	2	1.80%	@60%	N/A	1,522	n/a	Yes	N/A	N/A					
					4BR / 2BA (Garden)	1	0.90%	Market	\$904	1,522	n/a	None	N/A	N/A					
										110	100%						2	1.80%	
10	Sustainable Fellwood II 1300 W Bay St Savannah, GA 31415 Chatham County	4.4 miles	Garden (2 stories) 2011 / n/a	@60%, @60% (Project Based Rental Assistance - PBRA), Market, PHA (Public Housing)	1BR / 1BA	2	1.80%	@60%	\$545	838	no	Yes	N/A	N/A					
					1BR / 1BA	2	1.80%	@60%	N/A	838	n/a	Yes	N/A	N/A					
					1BR / 1BA	4	3.60%	Market	\$657	838	n/a	Yes	N/A	N/A					
					1BR / 1BA	4	3.60%	PHA	N/A	838	n/a	Yes	N/A	N/A					
					2BR / 2BA	10	9.10%	@60%	\$654	1,072	no	Yes	N/A	N/A					
					2BR / 2BA	15	13.60%	@60%	N/A	1,072	n/a	Yes	N/A	N/A					
					2BR / 2BA	4	3.60%	Market	\$747	1,072	n/a	Yes	N/A	N/A					
					2BR / 2BA	15	13.60%	PHA	N/A	1,072	n/a	Yes	N/A	N/A					
					3BR / 2BA	15	13.60%	@60%	\$750	1,343	no	Yes	N/A	N/A					
					3BR / 2BA	3	2.70%	Market	\$837	1,343	n/a	Yes	N/A	N/A					
					3BR / 3BA	15	13.60%	@60%	N/A	1,343	n/a	Yes	N/A	N/A					
					3BR / 3BA	21	19.10%	PHA	N/A	1,343	n/a	Yes	N/A	N/A					
										110	100%						2	1.80%	
					11	Alhambra Apartments 2200 East Victory Drive Savannah, GA 31404 Chatham County	2 miles	Various (2 stories) 1968 / n/a	Market	1BR / 1BA (Garden)	44	29.30%	Market	\$630	790	n/a	No	N/A	N/A
										2BR / 1.5BA (Townhouse)	35	23.30%	Market	\$765	820	n/a	No	N/A	N/A
2BR / 2BA (Garden)	35	23.30%	Market	\$765						975	n/a	No	N/A	N/A					
3BR / 2BA (Townhouse)	36	24.00%	Market	\$845						1,072	n/a	No	N/A	N/A					
	150	100%														7	4.70%		
12	Chelsea Apartments At Five Points 1910 Skidaway Rd Savannah, GA 31404 Chatham County	1.3 miles	Garden (2 stories) 1947 / 1983	Market	1BR / 1BA	24	17.60%	Market	\$600	700	n/a	No	0	0.00%					
					2BR / 1BA	112	82.40%	Market	\$650	850	n/a	No	5	4.50%					
						136	100%								5	3.70%			
13	Jasmine Place 2323 Downing Ave Savannah, GA 31404 Chatham County	2.2 miles	Garden (2 stories) 1979 / 2005	Market	2BR / 1.5BA	80	71.40%	Market	\$733	844	n/a	No	9	11.20%					
					3BR / 2BA	32	28.60%	Market	\$811	1,144	n/a	No	1	3.10%					
						112	100%								10	8.90%			
14	Springs At Chatham Parkway 1699 Chatham Parkway Savannah, GA 31405 Chatham County	9.2 miles	Garden (2 stories) 2007-2008 / n/a	Market	Studio / 1BA	44	12.50%	Market	\$776	575	n/a	No	4	9.10%					
					1BR / 1BA	44	12.50%	Market	\$821	741	n/a	No	1	2.30%					
					1BR / 1BA	44	12.50%	Market	\$887	801	n/a	No	1	2.30%					
					1BR / 1BA	22	6.20%	Market	\$947	830	n/a	No	5	22.70%					
					1BR / 1BA	22	6.20%	Market	\$1,011	888	n/a	No	0	0.00%					
					2BR / 2BA	44	12.50%	Market	\$866	957	n/a	No	6	13.60%					
					2BR / 2BA	22	6.20%	Market	\$991	1,055	n/a	No	1	4.50%					
					2BR / 2BA	44	12.50%	Market	\$1,081	1,090	n/a	No	1	2.30%					
					3BR / 2BA	33	9.40%	Market	\$1,096	1,291	n/a	No	3	9.10%					
					3BR / 2BA	33	9.40%	Market	\$1,376	1,371	n/a	No	2	6.10%					
						352	100%									24	6.80%		
15	Walden At Chatham Center 100 Walden Lane Savannah, GA 31406 Bryan County	8.6 miles	Garden (3 stories) 2003 / n/a	Market, Non- Rental	1BR / 1BA	16	6.80%	Market	\$986	1,013	n/a	No	1	6.20%					
					2BR / 2BA	80	33.90%	Market	\$1,110	1,131	n/a	No	2	2.50%					
					2BR / 2BA	38	16.10%	Market	\$1,295	1,211	n/a	No	1	2.60%					
					2BR / 2BA	2	0.80%	Non-Rental	N/A	1,131	n/a	No	0	0.00%					
					3BR / 2BA	16	6.80%	Market	\$1,310	1,358	n/a	No	1	6.20%					
					3BR / 2BA	8	3.40%	Market	\$1,376	1,418	n/a	No	1	12.50%					
	236	100%									7	3.00%							

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

Effective Rent Date:	Apr-13	Units Surveyed:	2224	Weighted Occupancy:	95.40%
		Market Rate	986	Market Rate	94.60%
		Tax Credit	1238	Tax Credit	96.00%

One Bedroom One Bath

Two Bedrooms Two Bath

Three Bedrooms Two Bath

RENT	Property	Average	Property	Average	Property	Average
	Springs At Chatham Parkway	\$1,011	Walden At Chatham Center	\$1,295	Springs At Chatham Parkway	\$1,376
	Walden At Chatham Center	\$986	Walden At Chatham Center	\$1,110	Walden At Chatham Center	\$1,376
	Springs At Chatham Parkway	\$947	Springs At Chatham Parkway	\$1,081	Walden At Chatham Center	\$1,310
	Springs At Chatham Parkway	\$887	Springs At Chatham Parkway	\$991	Springs At Chatham Parkway	\$1,096
	Springs At Chatham Parkway	\$821	Springs At Chatham Parkway	\$866	Oaks At Brandlewood * (M)	\$932
	Oaks At Brandlewood * (M)	\$677	Ashley Midtown Apartments * (1.5BA M)	\$827	Savannah Gardens V * (M)	\$930
	Savannah Gardens III * (M)	\$675	Oaks At Brandlewood * (M)	\$812	Ashley Midtown Apartments * (M)	\$917
	Savannah Gardens V * (M)	\$675	Savannah Gardens III * (M)	\$775	Savannah Gardens III * (M)	\$900
	Sustainable Fellwood II * (M)	\$657	Savannah Gardens V * (M)	\$775	Alhambra Apartments	\$845
	Sustainable Fellwood I * (M)	\$637	Alhambra Apartments	\$765	Sustainable Fellwood II * (M)	\$837
	Alhambra Apartments	\$630	Sustainable Fellwood II * (M)	\$747	Sustainable Fellwood I * (M)	\$817
	Montgomery Landing * (M)	\$625	Montgomery Landing * (M)	\$735	Jasmine Place	\$811
	Chelsea Apartments At Five Points	\$600	Jasmine Place (1.5BA)	\$733	Montgomery Landing * (M)	\$810
	Montgomery Landing * (60%)	\$579	Sustainable Fellwood I * (1.5BA M)	\$727	Savannah Gardens I * (60%)	\$791
	Savannah Gardens I * (60%)	\$577	Savannah Gardens I * (60%)	\$697	Savannah Gardens III * (60%)	\$776
	Savannah Gardens III * (60%)	\$565	Savannah Gardens III * (60%)	\$680	Montgomery Landing * (60%)	\$775
	Oaks At Brandlewood * (60%)	\$562	Montgomery Landing * (60%)	\$679	Oaks At Brandlewood * (60%)	\$769
	Savannah Gardens V * (60%)	\$554	Oaks At Brandlewood * (60%)	\$677	Savannah Gardens V * (60%)	\$765
	Sustainable Fellwood I * (60%)	\$545	Savannah Gardens V * (60%)	\$672	Sustainable Fellwood I * (60%)	\$750
	Sustainable Fellwood II * (60%)	\$545	Sustainable Fellwood II * (60%)	\$654	Sustainable Fellwood II * (60%)	\$750
	Montgomery Landing * (50%)	\$493	Chelsea Apartments At Five Points (1BA)	\$650	Ashley Midtown Apartments * (60%)	\$731
	Heritage Place * (60%)	\$470	Ashley Midtown Apartments * (1.5BA 60%)	\$645	Ashley Midtown Phase II * (60%)	\$718
	Savannah Gardens I * (50%)	\$463	Ashley Midtown Phase II * (1.5BA 60%)	\$643	Ashley Midtown Phase II * (60%)	\$718
	Savannah Gardens III * (50%)	\$450	Heritage Corner & Heritage Row * (60%)	\$629	Ashley Midtown Phase II * (60%)	\$718
	Savannah Gardens V * (50%)	\$444	Montgomery Landing * (50%)	\$595	Heritage Corner & Heritage Row * (60%)	\$674
	Heritage Place * (50%)	\$390	Heritage Place * (60%)	\$565	Montgomery Landing * (50%)	\$674
	Montgomery Landing * (30%)	\$253	Savannah Gardens I * (50%)	\$560	Savannah Gardens I * (50%)	\$633
	Savannah Gardens I * (30%)	\$235	Savannah Gardens III * (50%)	\$545	Savannah Gardens III * (50%)	\$621
	Heritage Corner & Heritage Row * (30%)	\$174	Savannah Gardens V * (50%)	\$537	Savannah Gardens V * (50%)	\$605
			Heritage Corner & Heritage Row * (50%)	\$492	Heritage Place * (60%)	\$602
			Heritage Place * (50%)	\$365	Heritage Corner & Heritage Row * (50%)	\$561
			Montgomery Landing * (30%)	\$307	Heritage Place * (50%)	\$487
			Savannah Gardens I * (30%)	\$286	Montgomery Landing * (30%)	\$341
			Heritage Corner & Heritage Row * (30%)	\$214	Savannah Gardens I * (30%)	\$317
					Heritage Corner & Heritage Row * (30%)	\$244

SQUARE FOOTAGE

Walden At Chatham Center	1,013	Ashley Midtown Apartments * (1.5BA 60%)	1,276	Ashley Midtown Phase II * (60%)	1,482
Springs At Chatham Parkway	888	Ashley Midtown Phase II * (1.5BA 60%)	1,238	Walden At Chatham Center	1,418
Savannah Gardens III * (50%)	871	Walden At Chatham Center	1,211	Ashley Midtown Phase II * (60%)	1,400
Savannah Gardens III * (60%)	871	Ashley Midtown Apartments * (1.5BA M)	1,146	Ashley Midtown Apartments * (60%)	1,377
Savannah Gardens III * (M)	871	Walden At Chatham Center	1,131	Springs At Chatham Parkway	1,371
Savannah Gardens V * (50%)	860	Springs At Chatham Parkway	1,090	Walden At Chatham Center	1,358
Savannah Gardens V * (60%)	860	Sustainable Fellwood II * (60%)	1,072	Sustainable Fellwood II * (60%)	1,343
Savannah Gardens V * (M)	860	Sustainable Fellwood II * (M)	1,072	Sustainable Fellwood II * (M)	1,343
Sustainable Fellwood II * (60%)	838	Montgomery Landing * (30%)	1,062	Ashley Midtown Phase II * (60%)	1,340
Sustainable Fellwood II * (M)	838	Montgomery Landing * (50%)	1,062	Sustainable Fellwood I * (60%)	1,327
Sustainable Fellwood I * (60%)	832	Montgomery Landing * (60%)	1,062	Sustainable Fellwood I * (M)	1,327
Sustainable Fellwood I * (M)	832	Montgomery Landing * (M)	1,062	Springs At Chatham Parkway	1,291
Springs At Chatham Parkway	830	Sustainable Fellwood I * (1.5BA M)	1,060	Montgomery Landing * (30%)	1,267
Springs At Chatham Parkway	801	Springs At Chatham Parkway	1,055	Montgomery Landing * (50%)	1,267
Montgomery Landing * (30%)	792	Savannah Gardens III * (50%)	1,051	Montgomery Landing * (60%)	1,267
Montgomery Landing * (50%)	792	Savannah Gardens III * (60%)	1,051	Montgomery Landing * (M)	1,267
Montgomery Landing * (60%)	792	Savannah Gardens III * (M)	1,051	Savannah Gardens III * (50%)	1,232
Montgomery Landing * (M)	792	Oaks At Brandlewood * (60%)	1,043	Savannah Gardens III * (60%)	1,232
Alhambra Apartments	790	Oaks At Brandlewood * (M)	1,043	Savannah Gardens III * (M)	1,232
Oaks At Brandlewood * (60%)	773	Savannah Gardens V * (50%)	1,031	Savannah Gardens V * (50%)	1,225
Oaks At Brandlewood * (M)	773	Savannah Gardens V * (60%)	1,031	Savannah Gardens V * (60%)	1,225
Heritage Corner & Heritage Row * (30%)	750	Savannah Gardens V * (M)	1,031	Savannah Gardens V * (M)	1,225
Heritage Place * (50%)	750	Alhambra Apartments	975	Oaks At Brandlewood * (60%)	1,217
Heritage Place * (60%)	750	Springs At Chatham Parkway	957	Oaks At Brandlewood * (M)	1,217
Savannah Gardens I * (30%)	750	Savannah Gardens I * (30%)	950	Ashley Midtown Apartments * (M)	1,200
Savannah Gardens I * (50%)	750	Savannah Gardens I * (50%)	950	Savannah Gardens I * (30%)	1,150
Savannah Gardens I * (60%)	750	Savannah Gardens I * (60%)	950	Savannah Gardens I * (50%)	1,150
Springs At Chatham Parkway	741	Heritage Corner & Heritage Row * (30%)	900	Savannah Gardens I * (60%)	1,150
Chelsea Apartments At Five Points	700	Heritage Corner & Heritage Row * (50%)	900	Jasmine Place	1,144
		Heritage Corner & Heritage Row * (60%)	900	Alhambra Apartments	1,072
		Heritage Place * (50%)	900	Heritage Corner & Heritage Row * (30%)	1,050
		Heritage Place * (60%)	900	Heritage Corner & Heritage Row * (50%)	1,050
		Chelsea Apartments At Five Points (1BA)	850	Heritage Corner & Heritage Row * (60%)	1,050
		Jasmine Place (1.5BA)	844	Heritage Place * (50%)	1,050
				Heritage Place * (60%)	1,050

**RENT PER
SQUARE FOOT**

Springs At Chatham Parkway	\$1.14	Walden At Chatham Center	\$1.07	Springs At Chatham Parkway	\$1.00
Springs At Chatham Parkway	\$1.14	Springs At Chatham Parkway	\$0.99	Walden At Chatham Center	\$0.97
Springs At Chatham Parkway	\$1.11	Walden At Chatham Center	\$0.98	Walden At Chatham Center	\$0.96
Springs At Chatham Parkway	\$1.11	Springs At Chatham Parkway	\$0.94	Springs At Chatham Parkway	\$0.85
Walden At Chatham Center	\$0.97	Springs At Chatham Parkway	\$0.90	Alhambra Apartments	\$0.79
Oaks At Brandlewood * (M)	\$0.88	Jasmine Place (1.5BA)	\$0.87	Oaks At Brandlewood * (M)	\$0.77
Chelsea Apartments At Five Points	\$0.86	Alhambra Apartments	\$0.78	Ashley Midtown Apartments * (M)	\$0.76
Alhambra Apartments	\$0.80	Oaks At Brandlewood * (M)	\$0.78	Savannah Gardens V * (M)	\$0.76
Montgomery Landing * (M)	\$0.79	Chelsea Apartments At Five Points (1BA)	\$0.76	Savannah Gardens III * (M)	\$0.73
Savannah Gardens V * (M)	\$0.78	Savannah Gardens V * (M)	\$0.75	Jasmine Place	\$0.71
Sustainable Fellwood II * (M)	\$0.78	Savannah Gardens III * (M)	\$0.74	Savannah Gardens I * (60%)	\$0.69
Savannah Gardens III * (M)	\$0.77	Savannah Gardens I * (60%)	\$0.73	Heritage Corner & Heritage Row * (60%)	\$0.64
Savannah Gardens I * (60%)	\$0.77	Ashley Midtown Apartments * (1.5BA M)	\$0.72	Montgomery Landing * (M)	\$0.64
Sustainable Fellwood I * (M)	\$0.77	Heritage Corner & Heritage Row * (60%)	\$0.70	Oaks At Brandlewood * (60%)	\$0.63
Montgomery Landing * (60%)	\$0.73	Sustainable Fellwood II * (M)	\$0.70	Savannah Gardens III * (60%)	\$0.63
Oaks At Brandlewood * (60%)	\$0.73	Montgomery Landing * (M)	\$0.69	Savannah Gardens V * (60%)	\$0.62
Sustainable Fellwood I * (60%)	\$0.66	Sustainable Fellwood I * (1.5BA M)	\$0.69	Sustainable Fellwood II * (M)	\$0.62
Sustainable Fellwood II * (60%)	\$0.65	Savannah Gardens V * (60%)	\$0.65	Sustainable Fellwood I * (M)	\$0.62
Savannah Gardens III * (60%)	\$0.65	Oaks At Brandlewood * (60%)	\$0.65	Montgomery Landing * (60%)	\$0.61
Savannah Gardens V * (60%)	\$0.64	Savannah Gardens III * (60%)	\$0.65	Heritage Place * (60%)	\$0.57
Heritage Place * (60%)	\$0.63	Montgomery Landing * (60%)	\$0.64	Sustainable Fellwood I * (60%)	\$0.57
Montgomery Landing * (50%)	\$0.62	Heritage Place * (60%)	\$0.63	Sustainable Fellwood II * (60%)	\$0.56
Savannah Gardens I * (50%)	\$0.62	Sustainable Fellwood II * (60%)	\$0.61	Savannah Gardens I * (50%)	\$0.55
Heritage Place * (50%)	\$0.52	Savannah Gardens I * (50%)	\$0.59	Ashley Midtown Phase II * (60%)	\$0.54
Savannah Gardens III * (50%)	\$0.52	Montgomery Landing * (50%)	\$0.56	Heritage Corner & Heritage Row * (50%)	\$0.53
Savannah Gardens V * (50%)	\$0.52	Heritage Corner & Heritage Row * (50%)	\$0.55	Montgomery Landing * (50%)	\$0.53
Montgomery Landing * (30%)	\$0.32	Savannah Gardens V * (50%)	\$0.52	Ashley Midtown Apartments * (60%)	\$0.53
Savannah Gardens I * (30%)	\$0.31	Ashley Midtown Phase II * (1.5BA 60%)	\$0.52	Ashley Midtown Phase II * (60%)	\$0.51
Heritage Corner & Heritage Row * (30%)	\$0.23	Savannah Gardens III * (50%)	\$0.52	Savannah Gardens III * (50%)	\$0.50
		Ashley Midtown Apartments * (1.5BA 60%)	\$0.51	Savannah Gardens V * (50%)	\$0.49
		Heritage Place * (50%)	\$0.41	Ashley Midtown Phase II * (60%)	\$0.48
		Savannah Gardens I * (30%)	\$0.30	Heritage Place * (50%)	\$0.46
		Montgomery Landing * (30%)	\$0.29	Savannah Gardens I * (30%)	\$0.28
		Heritage Corner & Heritage Row * (30%)	\$0.24	Montgomery Landing * (30%)	\$0.27
				Heritage Corner & Heritage Row * (30%)	\$0.23

PROPERTY PROFILE REPORT

Ashley Midtown Apartments

Effective Rent Date 4/12/2013

Location 1518 E Park Avenue
Savannah, GA 31404
Chatham County

Distance 1.3 miles

Units 168

Vacant Units 1

Vacancy Rate 0.6%

Type Various (2 stories)

Year Built/Renovated 2004 / N/A

Marketing Began N/A

Leasing Began N/A

Last Unit Leased N/A

Major Competitors Alhambra Apartments, Chelsea, Bradley Pointe

Tenant Characteristics Mostly families; not many seniors

Contact Name Somy

Phone (912) 233-3075



Market Information

Program @30%, @50%, @60%, Market

Annual Turnover Rate 21%

Units/Month Absorbed 56

HCV Tenants 0%

Leasing Pace Varies; see notes

Annual Chg. in Rent LIHTC dec. 3%; MKT inc. 2-3%

Concession None

Utilities

A/C not included -- central

Cooking not included -- electric

Water Heat not included -- electric

Heat not included -- electric

Other Electric not included

Water included

Sewer included

Trash Collection included

Ashley Midtown Apartments, continued

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	1	Garden	7	1,269	N/A	\$0	@30% (Public Housing)	Yes	0	0.0%	N/A	None
2	1	Garden	6	1,276	N/A	\$0	@50% (Public Housing)	Yes	0	0.0%	N/A	None
2	1	Garden	13	1,269	\$693	\$0	@60%	Yes	0	0.0%	yes	None
2	1	Garden	6	1,411	\$875	\$0	Market	Yes	0	0.0%	N/A	None
2	1.5	Townhouse (2 stories)	17	1,276	N/A	\$0	@30% (Public Housing)	Yes	0	0.0%	N/A	None
2	1.5	Townhouse (2 stories)	13	1,254	N/A	\$0	@50% (Public Housing)	Yes	0	0.0%	N/A	None
2	1.5	Townhouse (2 stories)	33	1,276	\$693	\$0	@60%	Yes	1	3.0%	yes	None
2	1.5	Townhouse (2 stories)	17	1,146	\$875	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden	2	1,377	N/A	\$0	@30% (Public Housing)	Yes	0	0.0%	N/A	None
3	2	Garden	7	1,377	N/A	\$0	@50% (Public Housing)	Yes	0	0.0%	N/A	None
3	2	Garden	4	1,377	\$789	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden	3	1,200	\$975	\$0	Market	Yes	0	0.0%	N/A	None
3	2.5	Townhouse (2 stories)	6	1,467	N/A	\$0	@30% (Public Housing)	Yes	0	0.0%	N/A	None
3	2.5	Townhouse (2 stories)	10	1,467	N/A	\$0	@50% (Public Housing)	Yes	0	0.0%	N/A	None
3	2.5	Townhouse (2 stories)	15	1,467	\$789	\$0	@60%	Yes	0	0.0%	yes	None
3	2.5	Townhouse (2 stories)	9	1,300	\$975	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 1BA	N/A	\$0	N/A	-\$48	N/A	2BR / 1BA	N/A	\$0	N/A	-\$48	N/A
2BR / 1.5BA	N/A	\$0	N/A	-\$48	N/A	2BR / 1.5BA	N/A	\$0	N/A	-\$48	N/A
3BR / 2BA	N/A	\$0	N/A	-\$58	N/A	3BR / 2BA	N/A	\$0	N/A	-\$58	N/A
3BR / 2.5BA	N/A	\$0	N/A	-\$58	N/A	3BR / 2.5BA	N/A	\$0	N/A	-\$58	N/A
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 1BA	\$693	\$0	\$693	-\$48	\$645	2BR / 1BA	\$875	\$0	\$875	-\$48	\$827
2BR / 1.5BA	\$693	\$0	\$693	-\$48	\$645	2BR / 1.5BA	\$875	\$0	\$875	-\$48	\$827
3BR / 2BA	\$789	\$0	\$789	-\$58	\$731	3BR / 2BA	\$975	\$0	\$975	-\$58	\$917
3BR / 2.5BA	\$789	\$0	\$789	-\$58	\$731	3BR / 2.5BA	\$975	\$0	\$975	-\$58	\$917

Ashley Midtown Apartments, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Oven
Walk-In Closet

Blinds
Central A/C
Garbage Disposal
Refrigerator
Washer/Dryer

Security

In-Unit Alarm
Video Surveillance

Services

None

Property

Clubhouse/Meeting
Exercise Facility
On-Site Management
Swimming Pool

Courtyard
Off-Street Parking
Playground

Premium

None

Other

None

Comments

The two and three-bedroom rents by AMI level do not vary by floor plan; namely, the 2BR/1BA garden units and the 2BR/1.5BA townhouse units have the same rents as do the 3BR/2BA garden units and the 3BR/2.5BA townhouse units. Management reported that they are upgrading the market rate units and are charging \$999 per month for the upgraded three-bedroom units. These units are being remodeled as tenants move out of the units. The rents for the market rate units increased over the past year while those of the LIHTC units decreased because rents are set at the maximum allowable levels and AMGI decreased over the past year.

Ashley Midtown Apartments, continued

Trend Report

Vacancy Rates

1Q10	2Q10	2Q12	2Q13
5.4%	5.4%	0.0%	0.6%

Trend: @30%

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	N/A	\$0	N/A	N/A
2010	2	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	N/A	\$0	N/A	N/A
2013	2	0.0%	N/A	\$0	N/A	N/A

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	N/A	\$0	N/A	N/A
2010	2	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	N/A	\$0	N/A	N/A
2013	2	0.0%	N/A	\$0	N/A	N/A

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	N/A	\$0	N/A	N/A
2010	2	16.7%	N/A	\$0	N/A	N/A
2012	2	0.0%	N/A	\$0	N/A	N/A
2013	2	0.0%	N/A	\$0	N/A	N/A

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	N/A	\$0	N/A	N/A
2010	2	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	N/A	\$0	N/A	N/A
2013	2	0.0%	N/A	\$0	N/A	N/A

Trend: @50%

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	\$593	\$0	\$593	\$545
2010	2	0.0%	\$593	\$0	\$593	\$545
2012	2	0.0%	N/A	\$0	N/A	N/A
2013	2	0.0%	N/A	\$0	N/A	N/A

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	\$593	\$0	\$593	\$545
2010	2	0.0%	\$593	\$0	\$593	\$545
2012	2	0.0%	N/A	\$0	N/A	N/A
2013	2	0.0%	N/A	\$0	N/A	N/A

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	\$618	\$0	\$618	\$560
2010	2	10.0%	\$618	\$0	\$618	\$560
2012	2	0.0%	N/A	\$0	N/A	N/A
2013	2	0.0%	N/A	\$0	N/A	N/A

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	\$618	\$0	\$618	\$560
2010	2	0.0%	\$615	\$0	\$615	\$557
2012	2	0.0%	N/A	\$0	N/A	N/A
2013	2	0.0%	N/A	\$0	N/A	N/A

Ashley Midtown Apartments, continued

Trend: @60%

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$738	\$0	\$738	\$690
2010	2	9.1%	\$738	\$0	\$738	\$690
2012	2	0.0%	\$716	\$0	\$716	\$668
2013	2	3.0%	\$693	\$0	\$693	\$645

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	46.2%	\$738	\$0	\$738	\$690
2010	2	0.0%	\$738	\$0	\$738	\$690
2012	2	0.0%	\$716	\$0	\$716	\$668
2013	2	0.0%	\$693	\$0	\$693	\$645

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	\$850	\$0	\$850	\$792
2010	2	6.7%	\$850	\$0	\$850	\$792
2012	2	0.0%	\$817	\$0	\$817	\$759
2013	2	0.0%	\$789	\$0	\$789	\$731

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	\$850	\$0	\$850	\$792
2010	2	0.0%	\$850	\$0	\$850	\$792
2012	2	0.0%	\$817	\$0	\$817	\$759
2013	2	0.0%	\$789	\$0	\$789	\$731

Trend: Market

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$775	\$0	\$775	\$727
2010	2	5.9%	\$775	\$0	\$775	\$727
2012	2	0.0%	\$850	\$0	\$850	\$802
2013	2	0.0%	\$875	\$0	\$875	\$827

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	33.3%	\$775	\$0	\$775	\$727
2010	2	33.3%	\$775	\$0	\$775	\$727
2012	2	0.0%	\$850	\$0	\$850	\$802
2013	2	0.0%	\$875	\$0	\$875	\$827

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$875	\$0	\$875	\$817
2010	2	0.0%	\$875	\$0	\$875	\$817
2012	2	0.0%	\$950	\$0	\$950	\$892
2013	2	0.0%	\$975	\$0	\$975	\$917

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	33.3%	\$875	\$0	\$875	\$817
2010	2	0.0%	\$875	\$0	\$875	\$817
2012	2	0.0%	\$950	\$0	\$950	\$892
2013	2	0.0%	\$975	\$0	\$975	\$917

Trend: Comments

- 1Q10** The contact reported that there are nine vacant units: six two-bedroom units at 60 percent AMI, two two-bedroom units at market, and one three bedroom unit at market. There is a long waiting list started in 2007 that is in the process of being updated.
- 2Q10** The contact reported that tenants in public housing units pay between \$98 and \$200 per month. The contact stressed the need for more affordable housing in the lower AMI rent levels. The contact does not accept housing choice vouchers.
- 2Q12** Management is the same at phases I and II. The property does not accept housing choice vouchers. The contact stated that there is currently a waiting list being generated by their attorney; the waiting list is only for the public housing units. The contact also noted that sometimes they can fill units immediately, while other times it may take several months to fill a unit at the 60 percent restriction. The contact also stated that the rents typically increase every July, however they could not comment on how much they went up last year or how much they plan to increase this year.
- 2Q13** The two and three-bedroom rents by AMI level do not vary by floor plan; namely, the 2BR/1BA garden units and the 2BR/1.5BA townhouse units have the same rents as do the 3BR/2BA garden units and the 3BR/2.5BA townhouse units. Management reported that they are upgrading the market rate units and are charging \$999 per month for the upgraded three-bedroom units. These units are being remodeled as tenants move out of the units. The rents for the market rate units increased over the past year while those of the LIHTC units decreased because rents are set at the maximum allowable levels and AMGI decreased over the past year.

PROPERTY PROFILE REPORT

Ashley Midtown Phase II

Effective Rent Date 4/12/2013
Location 1110 Graydon Avenue
 Savannah, GA 31404
 Chatham County
Distance 1.5 miles
Units 38
Vacant Units 2
Vacancy Rate 5.3%
Type Townhouse
Year Built/Renovated 2008 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Sister property: Ashley Midtown I
Tenant Characteristics N/A
Contact Name Somy
Phone 912-236-4628



Market Information

Program @30% (Public Housing), @60%
Annual Turnover Rate 21%
Units/Month Absorbed 11-13
HCV Tenants 0%
Leasing Pace Varies; see notes
Annual Chg. in Rent Dec. 1-4% Jan 2013
Concession None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	1	Townhouse	2	1,214	\$691	\$0	@60%	Yes	1	50.0%	no	None
2	1.5	Townhouse	10	1,226	N/A	\$0	@30% (Public Housing)	Yes	0	0.0%	N/A	None
2	1.5	Townhouse	6	1,238	\$691	\$0	@60%	Yes	0	0.0%	no	None
3	2	Townhouse	10	1,407	N/A	\$0	@30% (Public Housing)	Yes	0	0.0%	N/A	None
3	2	Townhouse	1	1,340	\$776	\$0	@60%	Yes	0	0.0%	no	None
3	2	Townhouse	8	1,400	\$776	\$0	@60%	Yes	1	12.5%	no	None
3	2	Townhouse	1	1,482	\$776	\$0	@60%	Yes	0	0.0%	no	None

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 1.5BA	N/A	\$0	N/A	-\$48	N/A	2BR / 1BA	\$691	\$0	\$691	-\$48	\$643
3BR / 2BA	N/A	\$0	N/A	-\$58	N/A	2BR / 1.5BA	\$691	\$0	\$691	-\$48	\$643
						3BR / 2BA	\$776	\$0	\$776	-\$58	\$718

Ashley Midtown Phase II, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Garbage Disposal
Oven
Washer/Dryer

Blinds
Central A/C
Ceiling Fan
Microwave
Refrigerator

Security

None

Services

None

Property

Business Center/Computer Lab
Off-Street Parking
Picnic Area
Service Coordination

Clubhouse/Meeting
On-Site Management
Playground

Premium

None

Other

None

Comments

The property is 100 percent leased. Management reported that rents decreased in January 2013 because AMGI decreased over the past year.

Ashley Midtown Phase II, continued

Trend Report

Vacancy Rates

1Q10	2Q10	2Q12	2Q13
7.9%	5.3%	5.3%	5.3%

Trend: @30%

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	\$319	\$0	\$319	\$271
2010	2	0.0%	\$319	\$0	\$319	\$271
2012	2	0.0%	N/A	\$0	N/A	N/A
2013	2	0.0%	N/A	\$0	N/A	N/A

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	\$366	\$0	\$366	\$308
2010	2	0.0%	\$366	\$0	\$366	\$308
2012	2	0.0%	N/A	\$0	N/A	N/A
2013	2	0.0%	N/A	\$0	N/A	N/A

Trend: @60%

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	\$680	\$0	\$680	\$632
2010	2	0.0%	\$680	\$0	\$680	\$632
2012	2	0.0%	\$702	\$0	\$702	\$654
2013	2	0.0%	\$691	\$0	\$691	\$643

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	50.0%	\$680	\$0	\$680	\$632
2010	2	0.0%	\$680	\$0	\$680	\$632
2012	2	50.0%	\$702	\$0	\$702	\$654
2013	2	50.0%	\$691	\$0	\$691	\$643

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	20.0%	\$780	\$0	\$780	\$722
2010	2	20.0%	\$780	\$0	\$780	\$722
2012	2	10.0%	\$807	\$0	\$807	\$749
2013	2	10.0%	\$776	\$0	\$776	\$718

Trend: Comments

- 1Q10** Management is the same at phases I and II. The contact indicated there were 50 percent AMI rents for two- and three-bedroom units, but did not indicate how many units were at this level.
- 2Q10** Management is the same at phases I and II. The property does not accept housing choice vouchers.
- 2Q12** Management is the same at phases I and II. The property does not accept housing choice vouchers. The contact stated that there is currently a waiting list being generated by their attorney; the waiting list is only for the public housing units. The contact also noted that sometimes they can fill units immediately, while other times it may take several months to fill a unit at the 60 percent restriction. The contact also stated that the rents typically increase every July, however they could not comment on how much they went up last year or how much they plan to increase this year.
- 2Q13** The property is 100 percent leased. Management reported that rents decreased in January 2013 because AMGI decreased over the past year.

PROPERTY PROFILE REPORT

Heritage Corner & Heritage Row

Effective Rent Date	5/17/2013
Location	642 W 41st Street & 824 West 35th Street Savannah, GA 31415 Chatham County
Distance	4.4 miles
Units	70
Vacant Units	7
Vacancy Rate	10.0%
Type	Garden (2 stories)
Year Built/Renovated	2005/2006 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	5/02/2006
Major Competitors	The Oaks at Brandlewood
Tenant Characteristics	Most tenants are from Chatham County. Tenants consist primarily of single mothers and families.
Contact Name	Alexis Gilliard
Phone	(912) 234-8420



Market Information

Program	@30%, @50%, @60%
Annual Turnover Rate	14%
Units/Month Absorbed	N/A
HCV Tenants	30%
Leasing Pace	2-4 weeks
Annual Chg. in Rent	None
Concession	\$200 off first month

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	4	750	\$175	\$17	@30%	None	0	0.0%	no	None
2	2	Garden (2 stories)	1	900	\$215	\$17	@30%	None	0	0.0%	no	None
2	2	Garden (2 stories)	31	900	\$493	\$17	@50%	None	3	9.7%	no	None
2	2	Garden (2 stories)	17	900	\$630	\$17	@60%	None	2	11.8%	no	None
3	2	Garden (2 stories)	1	1,050	\$245	\$17	@30%	None	0	0.0%	no	None
3	2	Garden (2 stories)	12	1,050	\$562	\$17	@50%	None	1	8.3%	no	None
3	2	Garden (2 stories)	4	1,050	\$675	\$17	@60%	None	1	25.0%	no	None

Heritage Corner & Heritage Row, continued

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$175	\$17	\$158	\$16	\$174	2BR / 2BA	\$493	\$17	\$476	\$16	\$492
2BR / 2BA	\$215	\$17	\$198	\$16	\$214	3BR / 2BA	\$562	\$17	\$545	\$16	\$561
3BR / 2BA	\$245	\$17	\$228	\$16	\$244						
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
2BR / 2BA	\$630	\$17	\$613	\$16	\$629						
3BR / 2BA	\$675	\$17	\$658	\$16	\$674						

Amenities

In-Unit

Balcony/Patio
 Carpeting
 Coat Closet
 Ceiling Fan
 Hand Rails
 Oven
 Vaulted Ceilings
 Washer/Dryer

Blinds
 Central A/C
 Dishwasher
 Garbage Disposal
 Microwave
 Refrigerator
 Walk-In Closet
 Washer/Dryer hookup

Security

Patrol

Services

Adult Education
 Afterschool Program

Property

Clubhouse/Meeting
 Central Laundry
 Picnic Area
 Recreation Areas

Courtyard
 Off-Street Parking
 Playground
 Service Coordination

Premium

None

Other

None

Comments

Management reported that the concession has been offered for eight months. The property has historically experienced vacancy issues and management attributes the current vacancy to the property's location and issues with crime.

Heritage Corner & Heritage Row, continued

Trend Report

Vacancy Rates

2Q10	3Q10	2Q12	2Q13
18.6%	8.6%	8.6%	10.0%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$175	\$15	\$160	\$176
2010	3	N/A	\$175	\$15	\$160	\$176
2012	2	N/A	\$175	\$15	\$160	\$176
2013	2	0.0%	\$175	\$17	\$158	\$174

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$215	\$18	\$197	\$213
2010	3	N/A	\$215	\$18	\$197	\$213
2012	2	N/A	\$215	\$18	\$197	\$213
2013	2	0.0%	\$215	\$17	\$198	\$214

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$245	\$20	\$225	\$241
2010	3	N/A	\$245	\$20	\$225	\$241
2012	2	N/A	\$245	\$20	\$225	\$241
2013	2	0.0%	\$245	\$17	\$228	\$244

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$603	\$50	\$553	\$569
2010	3	N/A	\$603	\$50	\$553	\$569
2012	2	N/A	\$603	\$50	\$553	\$569
2013	2	11.8%	\$630	\$17	\$613	\$629

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$675	\$56	\$619	\$635
2010	3	N/A	\$675	\$56	\$619	\$635
2012	2	N/A	\$675	\$56	\$619	\$635
2013	2	25.0%	\$675	\$17	\$658	\$674

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$474	\$40	\$434	\$450
2010	3	N/A	\$474	\$40	\$434	\$450
2012	2	N/A	\$474	\$40	\$434	\$450
2013	2	9.7%	\$493	\$17	\$476	\$492

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$547	\$46	\$501	\$517
2010	3	N/A	\$547	\$46	\$501	\$517
2012	2	N/A	\$547	\$46	\$501	\$517
2013	2	8.3%	\$562	\$17	\$545	\$561

Heritage Corner & Heritage Row, continued

Trend: Comments

- 2Q10** The contact did not know the unit mix of the vacant units. The contact did not know the annual turnover rate or the number of tenants using housing choice vouchers, but previous interviews estimated 10 percent of tenants used housing choice vouchers, and estimated a 25 percent annual turnover rate. The contact reported that some tenants moved to buy homes and other moved for financial reasons. The contact considered the current occupancy rate decent.
- 3Q10** Heritage Corner & Heritage Row and Heritage Place share the same management. Management attributed the increase in vacancy to a change in management in December 2009, at which time existing tenants were evaluated and several were evicted due to prolonged nonpayment. Management estimated that approximately six households total from both comparables moved to Sustainable Fellwood Phase I. However, management indicated that there is demand for additional LIHTC housing in the area and that tenant re-evaluations was the primary cause for the increase in vacancy. Both properties are currently 94 percent leased and management projects physical occupancy will increase to 94 percent by the close of July 2010.
- 2Q12** Heritage Corner & Heritage Place and Heritage Row share the same management. The contact indicated that demand has been mixed, as they have only two vacancies becoming available at Heritage Place, while Heritage Corner & Row have six vacancies. The contact stated that the six vacancies were in the two-bedroom units, but could not verify for exactly which units. The contact noted that they have not changed rents in approximately two years.
- 2Q13** Management reported that the concession has been offered for eight months. The property has historically experienced vacancy issues and management attributes the current vacancy to the property's location and issues with crime.

PROPERTY PROFILE REPORT

Heritage Place

Effective Rent Date	4/12/2013
Location	700 W 35th Street Savannah, GA 31415 Chatham County
Distance	4.9 miles
Units	88
Vacant Units	11
Vacancy Rate	12.5%
Type	Conversion
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	The Oaks at Brandlewood
Tenant Characteristics	Immediate neighborhood mostly, otherwise from Savannah
Contact Name	Alexis
Phone	(912) 234-8420



Market Information

Program	@50%, @60%, Non-Rental
Annual Turnover Rate	14%
Units/Month Absorbed	N/A
HCV Tenants	30%
Leasing Pace	2-4 weeks
Annual Chg. in Rent	Inc. 0-3%; Dec. 0-9%
Concession	\$200 off first month

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Conversion	16	750	\$445	\$17	@50%	None	2	12.5%	no	None
1	1	Conversion	11	750	\$525	\$17	@60%	None	2	18.2%	no	None
2	2	Conversion	26	900	\$430	\$17	@50%	None	2	7.7%	no	None
2	2	Conversion	15	900	\$630	\$17	@60%	None	3	20.0%	no	None
2	2	Conversion	2	900	N/A	\$0	Non-Rental	N/A	0	0.0%	N/A	None
3	2	Conversion	12	1,050	\$562	\$17	@50%	None	2	16.7%	no	None
3	2	Conversion	6	1,050	\$675	\$15	@60%	None	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$445	\$17	\$428	-\$38	\$390	1BR / 1BA	\$525	\$17	\$508	-\$38	\$470
2BR / 2BA	\$430	\$17	\$413	-\$48	\$365	2BR / 2BA	\$630	\$17	\$613	-\$48	\$565
3BR / 2BA	\$562	\$17	\$545	-\$58	\$487	3BR / 2BA	\$675	\$15	\$660	-\$58	\$602

Non-Rental	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2BA	N/A	\$0	N/A	-\$48	N/A

Heritage Place, continued

Amenities

In-Unit

Blinds	Carpeting
Central A/C	Coat Closet
Dishwasher	Ceiling Fan
Garbage Disposal	Hand Rails
Oven	Refrigerator
Walk-In Closet	Washer/Dryer hookup

Security

- Intercom (Buzzer)
- Limited Access
- Patrol
- Perimeter Fencing
- Video Surveillance

Services

- Adult Education
- Afterschool Program

Property

Business Center/Computer Lab	Clubhouse/Meeting
Courtyard	Exercise Facility
Central Laundry	Off-Street Parking
On-Site Management	Picnic Area
Playground	Service Coordination

Premium

None

Other

None

Comments

Management reported that the majority of rents increased with the exception of the three-bedroom units at 50 percent AMI whose rents decreased, and the three-bedroom units at 60 percent AMI whose rents remained stable. The property has historically experienced vacancy issues and management attributes the current vacancy to the property's location and issues with crime.

Heritage Place, continued

Trend Report

Vacancy Rates

2Q10	3Q10	2Q12	2Q13
25.0%	9.1%	2.3%	12.5%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$430	\$36	\$394	\$356
2010	3	N/A	\$430	\$36	\$394	\$356
2012	2	0.0%	\$430	\$36	\$394	\$356
2013	2	12.5%	\$445	\$17	\$428	\$390

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$527	\$44	\$483	\$435
2010	3	N/A	\$527	\$44	\$483	\$435
2012	2	0.0%	\$527	\$44	\$483	\$435
2013	2	7.7%	\$430	\$17	\$413	\$365

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$617	\$51	\$566	\$508
2010	3	N/A	\$617	\$51	\$566	\$508
2012	2	8.3%	\$617	\$51	\$566	\$508
2013	2	16.7%	\$562	\$17	\$545	\$487

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$510	\$43	\$467	\$429
2010	3	N/A	\$510	\$43	\$467	\$429
2012	2	9.1%	\$510	\$43	\$467	\$429
2013	2	18.2%	\$525	\$17	\$508	\$470

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$615	\$51	\$564	\$516
2010	3	N/A	\$615	\$51	\$564	\$516
2012	2	0.0%	\$615	\$51	\$564	\$516
2013	2	20.0%	\$630	\$17	\$613	\$565

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$675	\$56	\$619	\$561
2010	3	N/A	\$675	\$56	\$619	\$561
2012	2	0.0%	\$675	\$56	\$619	\$561
2013	2	0.0%	\$675	\$15	\$660	\$602

Trend: Non-Rental

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	N/A	\$0	N/A	N/A
2010	3	N/A	N/A	\$0	N/A	N/A
2012	2	N/A	N/A	\$0	N/A	N/A
2013	2	0.0%	N/A	\$0	N/A	N/A

Trend: Comments

- 2Q10** The contact indicated that the low occupancy is due to many tenants moving out to become homeowners. The contact did not know the number of housing choice voucher tenants, but our last interview reported 10 percent.
- 3Q10** Heritage Corner & Heritage Row and Heritage Place share the same management. Management attributed the increase in vacancy to a change in management in December 2009, at which time existing tenants were evaluated and several were evicted due to prolonged nonpayment. Management estimated that approximately six households total from both comparables moved to Sustainable Fellwood Phase I. However, management indicated that there is demand for additional LIHTC housing in the area and that tenant re-evaluations was the primary cause for the increase in vacancy. Both properties are currently 94 percent leased and management projects physical occupancy will increase to 94 percent by the close of July 2010.
- 2Q12** Heritage Place and Heritage Corner & Heritage Place share the same management. The contact indicated that demand has been mixed, as they have only two vacancies becoming available at Heritage Place, while Heritage Corner & Row have six vacancies. The contact noted that they have not changed rents in approximately two years.
- 2Q13** Management reported that the majority of rents increased with the exception of the three-bedroom units at 50 percent AMI whose rents decreased, and the three-bedroom units at 60 percent AMI whose rents remained stable. The property has historically experienced vacancy issues and management attributes the current vacancy to the property's location and issues with crime.

PROPERTY PROFILE REPORT

Montgomery Landing

Effective Rent Date 4/12/2013
Location 714 W 57th St
Savannah, GA 31405
Chatham County
Distance 5.1 miles
Units 144
Vacant Units 3
Vacancy Rate 2.1%
Type Garden (2 stories)
Year Built/Renovated 2005 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Ashley Midtown, Oaks at Brandlewood, Live Oaks
Tenant Characteristics Mixed tenancy; 2% seniors
Contact Name Danielle
Phone (912) 495-0655



Market Information

Program @30%, @50%, @60%, Market
Annual Turnover Rate 10%
Units/Month Absorbed 20
HCV Tenants N/A
Leasing Pace Within one week
Annual Chg. in Rent Inc. 0-2% Jan 2013
Concession 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

Montgomery Landing, 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 (2 stories)	1	792	\$253	\$0	@30%	No	0	0.0%	yes	None
1	1	Garden (2 stories)	4	792	\$493	\$0	@50%	No	0	0.0%	yes	None
1	1	Garden (2 stories)	7	792	\$579	\$0	@60%	No	0	0.0%	yes	None
1	1	Garden (2 stories)	4	792	\$625	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	9	1,062	\$307	\$0	@30%	No	0	0.0%	yes	None
2	2	Garden (2 stories)	16	1,062	\$595	\$0	@50%	No	0	0.0%	no	None
2	2	Garden (2 stories)	12	1,062	\$679	\$0	@60%	No	1	8.3%	no	None
2	2	Garden (2 stories)	11	1,062	\$735	\$0	Market	No	1	9.1%	N/A	None
3	2	Garden (2 stories)	4	1,267	\$341	\$0	@30%	No	0	0.0%	yes	None
3	2	Garden (2 stories)	21	1,267	\$674	\$0	@50%	No	0	0.0%	no	None
3	2	Garden (2 stories)	29	1,267	\$775	\$0	@60%	No	0	0.0%	no	None
3	2	Garden (2 stories)	10	1,267	\$810	\$0	Market	No	1	10.0%	no	None
4	2	Garden (2 stories)	1	1,428	\$283	\$0	@30%	No	0	0.0%	yes	None
4	2	Garden (2 stories)	2	1,428	\$654	\$0	@50%	No	0	0.0%	no	None
4	2	Garden (2 stories)	9	1,428	\$835	\$0	@60%	No	0	0.0%	no	None
4	2	Garden (2 stories)	4	1,428	\$910	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$253	\$0	\$253	\$0	\$253	1BR / 1BA	\$493	\$0	\$493	\$0	\$493
2BR / 2BA	\$307	\$0	\$307	\$0	\$307	2BR / 2BA	\$595	\$0	\$595	\$0	\$595
3BR / 2BA	\$341	\$0	\$341	\$0	\$341	3BR / 2BA	\$674	\$0	\$674	\$0	\$674
4BR / 2BA	\$283	\$0	\$283	\$0	\$283	4BR / 2BA	\$654	\$0	\$654	\$0	\$654
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$579	\$0	\$579	\$0	\$579	1BR / 1BA	\$625	\$0	\$625	\$0	\$625
2BR / 2BA	\$679	\$0	\$679	\$0	\$679	2BR / 2BA	\$735	\$0	\$735	\$0	\$735
3BR / 2BA	\$775	\$0	\$775	\$0	\$775	3BR / 2BA	\$810	\$0	\$810	\$0	\$810
4BR / 2BA	\$835	\$0	\$835	\$0	\$835	4BR / 2BA	\$910	\$0	\$910	\$0	\$910

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Oven
Washer/Dryer hookup

Blinds
Central A/C
Garbage Disposal
Refrigerator

Security

Limited Access
Patrol

Services

None

Property

Clubhouse/Meeting
Elevators
Central Laundry
On-Site Management
Swimming Pool

Courtyard
Exercise Facility
Off-Street Parking
Playground

Premium

None

Other

None

Montgomery Landing, continued

Comments

The contact indicated that due to high demand in the area, management leases on a first come, first serve basis and therefore does not maintain a waiting list.

Montgomery Landing, continued

Trend Report

Vacancy Rates

2Q10	4Q11	2Q12	2Q13
0.7%	1.4%	1.4%	2.1%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$205	\$0	\$205	\$205
2011	4	0.0%	\$213	\$0	\$213	\$213
2012	2	0.0%	\$248	\$0	\$248	\$248
2013	2	0.0%	\$253	\$0	\$253	\$253

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$240	\$0	\$240	\$240
2011	4	0.0%	\$246	\$0	\$246	\$246
2012	2	0.0%	\$302	\$0	\$302	\$302
2013	2	0.0%	\$307	\$0	\$307	\$307

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$265	\$0	\$265	\$265
2011	4	0.0%	\$273	\$0	\$273	\$273
2012	2	0.0%	\$335	\$0	\$335	\$335
2013	2	0.0%	\$341	\$0	\$341	\$341

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$275	\$0	\$275	\$275
2011	4	0.0%	\$276	\$0	\$276	\$276
2012	2	0.0%	\$283	\$0	\$283	\$283
2013	2	0.0%	\$283	\$0	\$283	\$283

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$425	\$0	\$425	\$425
2011	4	0.0%	\$450	\$0	\$450	\$450
2012	2	0.0%	\$488	\$0	\$488	\$488
2013	2	0.0%	\$493	\$0	\$493	\$493

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$500	\$0	\$500	\$500
2011	4	0.0%	\$530	\$0	\$530	\$530
2012	2	0.0%	\$590	\$0	\$590	\$590
2013	2	0.0%	\$595	\$0	\$595	\$595

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$575	\$0	\$575	\$575
2011	4	0.0%	\$601	\$0	\$601	\$601
2012	2	4.8%	\$668	\$0	\$668	\$668
2013	2	0.0%	\$674	\$0	\$674	\$674

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$615	\$0	\$615	\$615
2011	4	0.0%	\$642	\$0	\$642	\$642
2012	2	0.0%	\$654	\$0	\$654	\$654
2013	2	0.0%	\$654	\$0	\$654	\$654

Montgomery Landing, continued

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$530	\$0	\$530	\$530
2011	4	0.0%	\$568	\$0	\$568	\$568
2012	2	0.0%	\$568	\$0	\$568	\$568
2013	2	0.0%	\$579	\$0	\$579	\$579

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$635	\$0	\$635	\$635
2011	4	8.3%	\$672	\$0	\$672	\$672
2012	2	0.0%	\$672	\$0	\$672	\$672
2013	2	8.3%	\$679	\$0	\$679	\$679

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$715	\$0	\$715	\$715
2011	4	3.4%	\$765	\$0	\$765	\$765
2012	2	3.4%	\$765	\$0	\$765	\$765
2013	2	0.0%	\$775	\$0	\$775	\$775

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$775	\$0	\$775	\$775
2011	4	0.0%	\$825	\$0	\$825	\$825
2012	2	0.0%	\$825	\$0	\$825	\$825
2013	2	0.0%	\$835	\$0	\$835	\$835

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$590	\$0	\$590	\$590
2011	4	0.0%	\$515	\$0	\$515	\$515
2012	2	0.0%	\$615	\$0	\$615	\$615
2013	2	0.0%	\$625	\$0	\$625	\$625

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$700	\$0	\$700	\$700
2011	4	0.0%	\$725	\$0	\$725	\$725
2012	2	0.0%	\$725	\$0	\$725	\$725
2013	2	9.1%	\$735	\$0	\$735	\$735

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$745	\$0	\$745	\$745
2011	4	0.0%	\$745	\$0	\$745	\$745
2012	2	0.0%	\$800	\$0	\$800	\$800
2013	2	10.0%	\$810	\$0	\$810	\$810

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$815	\$0	\$815	\$815
2011	4	0.0%	\$900	\$0	\$900	\$900
2012	2	0.0%	\$900	\$0	\$900	\$900
2013	2	0.0%	\$910	\$0	\$910	\$910

Trend: Comments

- 2Q10** The contact reported there are approximately 50 households on the waiting list for 30 and 50 percent AMI units in each bedroom type.
- 4Q11** Management stated that there is a wait list for LIHTC units; however, they were not able to provide the number of households.
- 2Q12** Contact stated that there is a strong demand in the area, and the area could probably use more rental units, LIHTC and market, as they have a low turnover rate, but typically lots of traffic.
- 2Q13** The contact indicated that due to high demand in the area, management leases on a first come, first serve basis and therefore does not maintain a waiting list.

PROPERTY PROFILE REPORT

Oaks At Brandlewood

Effective Rent Date	5/01/2013
Location	5110 Garrard Avenue Savannah, GA 31405 Chatham County
Distance	8.9 miles
Units	300
Vacant Units	2
Vacancy Rate	0.7%
Type	Garden (3 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Bradley Pointe, Montgomery Landing, Heritage Place
Tenant Characteristics	Families, 10% seniors, students, wide mix from all over
Contact Name	Beverly
Phone	912.232.9400



Market Information

Program	@60%, Market
Annual Turnover Rate	20%
Units/Month Absorbed	Could not report
HCV Tenants	35%
Leasing Pace	Two-three weeks
Annual Chg. in Rent	See Comments
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	773	\$600	\$0	@60%	No	0	N/A	no	None
1	1	Garden (3 stories)	N/A	773	\$715	\$0	Market	No	0	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,043	\$725	\$0	@60%	No	0	N/A	no	None
2	2	Garden (3 stories)	N/A	1,043	\$860	\$0	Market	No	0	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,217	\$827	\$0	@60%	No	0	N/A	no	None
3	2	Garden (3 stories)	N/A	1,217	\$990	\$0	Market	No	2	N/A	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$600	\$0	\$600	-\$38	\$562	1BR / 1BA	\$715	\$0	\$715	-\$38	\$677
2BR / 2BA	\$725	\$0	\$725	-\$48	\$677	2BR / 2BA	\$860	\$0	\$860	-\$48	\$812
3BR / 2BA	\$827	\$0	\$827	-\$58	\$769	3BR / 2BA	\$990	\$0	\$990	-\$58	\$932

Oaks At Brandlewood, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Exterior Storage
Garbage Disposal
Oven
Walk-In Closet

Blinds
Central A/C
Dishwasher
Ceiling Fan
Microwave
Refrigerator
Washer/Dryer hookup

Security

In-Unit Alarm
Patrol

Services

None

Property

Clubhouse/Meeting
Central Laundry
On-Site Management
Playground

Exercise Facility
Off-Street Parking
Picnic Area
Swimming Pool

Premium

None

Other

None

Comments

According to the contact, since the last time this property was surveyed in 2012, LIHTC rents have decreased slightly by 0.8 to 1.5 percent because AMGI decreased over the past year. Additionally, rents on market rate units have increased slightly by 0.6 to 0.9 percent.

Oaks At Brandlewood, continued

Trend Report

Vacancy Rates

2Q10	1Q11	2Q12	2Q13
10.0%	4.0%	1.3%	0.7%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$592	\$0	\$592	\$554
2011	1	N/A	\$615	\$0	\$615	\$577
2012	2	N/A	\$606	\$0	\$606	\$568
2013	2	N/A	\$600	\$0	\$600	\$562

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$692	\$0	\$692	\$644
2011	1	N/A	\$741	\$0	\$741	\$693
2012	2	N/A	\$731	\$0	\$731	\$683
2013	2	N/A	\$725	\$0	\$725	\$677

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$797	\$0	\$797	\$739
2011	1	N/A	\$852	\$0	\$852	\$794
2012	2	N/A	\$840	\$0	\$840	\$782
2013	2	N/A	\$827	\$0	\$827	\$769

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$710	\$0	\$710	\$672
2011	1	N/A	\$710	\$0	\$710	\$672
2012	2	N/A	\$710	\$0	\$710	\$672
2013	2	N/A	\$715	\$0	\$715	\$677

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$800	\$0	\$800	\$752
2011	1	N/A	\$775	\$0	\$775	\$727
2012	2	N/A	\$852	\$0	\$852	\$804
2013	2	N/A	\$860	\$0	\$860	\$812

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$925	\$0	\$925	\$867
2011	1	N/A	\$885	\$0	\$885	\$827
2012	2	N/A	\$984	\$0	\$984	\$926
2013	2	N/A	\$990	\$0	\$990	\$932

Trend: Comments

- 2Q10** The contact reported that some tenants come from Garden City, Richmond Hill, and Hardeeville, but that the people who come from Garden City and Hardeeville want to move closer to Savannah. Management indicated that tenants would not move from Garden City or Hardeeville to Richmond Hill. There are two people on the waiting list. The property is currently building a computer/business center, which should be completed in the next two weeks.
- 1Q11** The occupancy is a result of a few evictions. The property manager at Oaks at Brandlewood indicated there was demand for two and three bedroom units in the market, and that up to 100 units would absorb within one year. The property manager could not indicate the property's unit mix or vacancy by unit mix. The waiting list would be longer for the two bedroom units, but most tenants are looking for immediate availability.
- 2Q12** Property Manager stated that rents have remained the same over the past year. Management indicated that a vacancy rate of three percent or less is typical for the property. Beverley stated that the rents were currently not at the maximum allowable, and that once they get their new utility allowances for the following month, then they will most likely be at max in June.
- 2Q13** According to the contact, since the last time this property was surveyed in 2012, LIHTC rents have decreased slightly by 0.8 to 1.5 percent because AMGI decreased over the past year. Additionally, rents on market rate units have increased slightly by 0.6 to 0.9 percent.

PROPERTY PROFILE REPORT

Savannah Gardens I

Effective Rent Date	4/26/2013
Location	Pennsylvania Ave & West Crescent Ave Savannah, GA 31404 Chatham County
Distance	N/A
Units	115
Vacant Units	3
Vacancy Rate	2.6%
Type	Garden
Year Built/Renovated	2010 / N/A
Marketing Began	8/01/2011
Leasing Began	10/01/2011
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	Mostly family tenancy; 3-5% seniors
Contact Name	Pam
Phone	912-335-4835



Market Information

Program	@30%, @50%, @60%, Non-Rental
Annual Turnover Rate	21%
Units/Month Absorbed	11
HCV Tenants	10%
Leasing Pace	N/A
Annual Chg. in Rent	Increased 1-3%
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	1	750	\$235	\$0	@30%	Yes	0	0.0%	yes	None
1	1	Garden	4	750	\$463	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden	5	750	\$577	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden	3	950	\$286	\$0	@30%	No	0	0.0%	yes	None
2	2	Garden	27	950	\$560	\$0	@50%	No	0	0.0%	yes	None
2	2	Garden	33	950	\$697	\$0	@60%	No	2	6.1%	yes	None
2	2	Garden	1	950	N/A	\$0	Non-Rental	N/A	N/A	N/A	N/A	None
3	2	Garden	4	1,150	\$317	\$0	@30%	Yes	0	0.0%	yes	None
3	2	Garden	14	1,150	\$633	\$0	@50%	Yes	1	7.1%	yes	None
3	2	Garden	18	1,150	\$791	\$0	@60%	Yes	0	0.0%	yes	None
4	2	Garden	1	1,350	\$334	\$0	@30%	Yes	0	0.0%	yes	None
4	2	Garden	2	1,350	\$687	\$0	@50%	Yes	0	0.0%	yes	None
4	2	Garden	2	1,350	\$864	\$0	@60%	Yes	0	0.0%	yes	None

Savannah Gardens I, continued

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$235	\$0	\$235	\$0	\$235	1BR / 1BA	\$463	\$0	\$463	\$0	\$463
2BR / 2BA	\$286	\$0	\$286	\$0	\$286	2BR / 2BA	\$560	\$0	\$560	\$0	\$560
3BR / 2BA	\$317	\$0	\$317	\$0	\$317	3BR / 2BA	\$633	\$0	\$633	\$0	\$633
4BR / 2BA	\$334	\$0	\$334	\$0	\$334	4BR / 2BA	\$687	\$0	\$687	\$0	\$687
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Non-Rental	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$577	\$0	\$577	\$0	\$577	2BR / 2BA	N/A	\$0	N/A	\$0	N/A
2BR / 2BA	\$697	\$0	\$697	\$0	\$697						
3BR / 2BA	\$791	\$0	\$791	\$0	\$791						
4BR / 2BA	\$864	\$0	\$864	\$0	\$864						

Amenities

In-Unit

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

Carpeting
Coat Closet
Ceiling Fan
Hand Rails
Oven
Walk-In Closet

Security

None

Services

None

Property

Business Center/Computer Lab
Exercise Facility
Off-Street Parking
Picnic Area
Service Coordination

Clubhouse/Meeting
Central Laundry
On-Site Management
Playground

Premium

None

Other

Arts & Crafts/Activity Center

Comments

The property is maintaining a waiting list two years in length for one-bedrooms, and one year in length for three and four-bedrooms. The property's two-bedroom units have currently exhausted their waiting list. According to management, all of the property's vacant units are pre-leased, and there is strong demand in the area for affordable housing.

Savannah Gardens I, continued

Trend Report

Vacancy Rates

2Q09	4Q09	2Q12	2Q13
N/A	N/A	29.6%	2.6%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$234	\$0	\$234	\$234
2009	4	N/A	\$234	\$0	\$234	\$234
2012	2	N/A	\$230	\$0	\$230	\$230
2013	2	0.0%	\$235	\$0	\$235	\$235

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$286	\$0	\$286	\$286
2009	4	N/A	\$286	\$0	\$286	\$286
2012	2	N/A	\$281	\$0	\$281	\$281
2013	2	0.0%	\$286	\$0	\$286	\$286

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$321	\$0	\$321	\$321
2009	4	N/A	\$321	\$0	\$321	\$321
2012	2	N/A	\$311	\$0	\$311	\$311
2013	2	0.0%	\$317	\$0	\$317	\$317

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$341	\$0	\$341	\$341
2009	4	N/A	\$341	\$0	\$341	\$341
2012	2	N/A	\$327	\$0	\$327	\$327
2013	2	0.0%	\$334	\$0	\$334	\$334

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$456	\$0	\$456	\$456
2009	4	N/A	\$456	\$0	\$456	\$456
2012	2	N/A	\$450	\$0	\$450	\$450
2013	2	0.0%	\$463	\$0	\$463	\$463

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$551	\$0	\$551	\$551
2009	4	N/A	\$551	\$0	\$551	\$551
2012	2	N/A	\$555	\$0	\$555	\$555
2013	2	0.0%	\$560	\$0	\$560	\$560

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$627	\$0	\$627	\$627
2009	4	N/A	\$627	\$0	\$627	\$627
2012	2	N/A	\$627	\$0	\$627	\$627
2013	2	7.1%	\$633	\$0	\$633	\$633

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$683	\$0	\$683	\$683
2009	4	N/A	\$683	\$0	\$683	\$683
2012	2	N/A	\$680	\$0	\$680	\$680
2013	2	0.0%	\$687	\$0	\$687	\$687

Savannah Gardens I, continued

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$566	\$0	\$566	\$566
2009	4	N/A	\$566	\$0	\$566	\$566
2012	2	N/A	\$572	\$0	\$572	\$572
2013	2	0.0%	\$577	\$0	\$577	\$577

Trend: Non-Rental

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	N/A	\$0	N/A	N/A
2009	4	N/A	N/A	\$0	N/A	N/A
2012	2	N/A	N/A	\$0	N/A	N/A
2013	2	N/A	N/A	\$0	N/A	N/A

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$684	\$0	\$684	\$684
2009	4	N/A	\$684	\$0	\$684	\$684
2012	2	N/A	\$685	\$0	\$685	\$685
2013	2	6.1%	\$697	\$0	\$697	\$697

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$781	\$0	\$781	\$781
2009	4	N/A	\$781	\$0	\$781	\$781
2012	2	N/A	\$785	\$0	\$785	\$785
2013	2	0.0%	\$791	\$0	\$791	\$791

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$854	\$0	\$854	\$854
2009	4	N/A	\$854	\$0	\$854	\$854
2012	2	N/A	\$857	\$0	\$857	\$857
2013	2	0.0%	\$864	\$0	\$864	\$864

Trend: Comments

- 2Q09** The Subject is the first phase of the proposed redevelopment of the existing Strathmore Estates, a 374 unit market rate development. Portions of Strathmore Estates (west of Pennsylvania Avenue, north of West Crescent Avenue) will be demolished and the Subject will be newly constructed in its place as replacement housing. Units slated for demolition are currently vacant and boarded in anticipation of the Subject's development. The Subject will consist of 13 two- and three-story walk-up garden-style buildings and will include 2,800 square feet of office and community space. The Subject will be a Certified EarthCraft Multifamily project as well as part of an EarthCraft Community. The overall site plan for the redevelopment includes a public park.
- 4Q09** The property is the first phase of the proposed redevelopment of the existing Strathmore Estates, a 374-unit market rate development. Portions of Strathmore Estates (west of Pennsylvania Avenue, north of West Crescent Avenue) will be demolished and the property will be newly constructed in its place as replacement housing. Units slated for demolition are currently vacant and boarded in anticipation of the Subject development. The Subject will consist of 13 two- and three-story walk-up garden-style buildings and will include 2,800 square feet of office and community space. The Subject will be a Certified EarthCraft Multifamily project as well as part of an EarthCraft Community. The overall site plan for the redevelopment includes a public park.
- 2Q12** The property manager stated that there has been a strong demand for their units. The property began marketing in August 2011. Former tenants of Strathmore Estates who were eligible for relocation moved in in October; however, leasing to the general public did not begin until November 2011. To date, the property is 70 percent occupied and 27 of the 34 vacancies have applications pending. Management anticipates that the property will be fully leased by the end of May 2012.
- 2Q13** The property is maintaining a waiting list two years in length for one-bedrooms, and one year in length for three and four-bedrooms. The property's two-bedroom units have currently exhausted their waiting list. According to management, all of the property's vacant units are pre-leased, and there is strong demand in the area for affordable housing.

PROPERTY PROFILE REPORT

Savannah Gardens III

Effective Rent Date	5/07/2013
Location	500 Pennsylvania Ave Savannah, GA 31404 Chatham County
Distance	N/A
Units	95
Vacant Units	17
Vacancy Rate	17.9%
Type	Garden (3 stories)
Year Built/Renovated	2012 / N/A
Marketing Began	8/01/2012
Leasing Began	11/01/2012
Last Unit Leased	3/01/2012
Major Competitors	N/A
Tenant Characteristics	Mostly families; 3-5% senior
Contact Name	Pam
Phone	912-335-4835



Market Information

Program	@50%, @60%, Market, Non-Rental
Annual Turnover Rate	N/A
Units/Month Absorbed	13 (initial)
HCV Tenants	10%
Leasing Pace	N/A
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	3	871	\$450	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	5	871	\$565	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	1	871	\$675	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	21	1,051	\$545	\$0	@50%	No	N/A	N/A	yes	None
2	2	Garden (3 stories)	34	1,051	\$680	\$0	@60%	No	N/A	N/A	yes	None
2	2	Garden (3 stories)	3	1,051	\$775	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	1	1,051	N/A	\$0	Non-Rental	N/A	N/A	N/A	N/A	None
3	2	Garden (3 stories)	9	1,232	\$621	\$0	@50%	No	0	0.0%	yes	None
3	2	Garden (3 stories)	17	1,232	\$776	\$0	@60%	No	N/A	N/A	yes	None
3	2	Garden (3 stories)	1	1,232	\$900	\$0	Market	No	0	0.0%	N/A	None

Savannah Gardens III, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$450	\$0	\$450	\$0	\$450	1BR / 1BA	\$565	\$0	\$565	\$0	\$565
2BR / 2BA	\$545	\$0	\$545	\$0	\$545	2BR / 2BA	\$680	\$0	\$680	\$0	\$680
3BR / 2BA	\$621	\$0	\$621	\$0	\$621	3BR / 2BA	\$776	\$0	\$776	\$0	\$776
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Non-Rental	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$675	\$0	\$675	\$0	\$675	2BR / 2BA	N/A	\$0	N/A	\$0	N/A
2BR / 2BA	\$775	\$0	\$775	\$0	\$775						
3BR / 2BA	\$900	\$0	\$900	\$0	\$900						

Amenities

In-Unit

Balcony/Patio
 Carpeting
 Coat Closet
 Ceiling Fan
 Hand Rails
 Refrigerator
 Washer/Dryer hookup

Blinds
 Central A/C
 Dishwasher
 Garbage Disposal
 Oven
 Walk-In Closet

Security

Perimeter Fencing
 Video Surveillance

Services

None

Property

Business Center/Computer Lab
 Exercise Facility
 Off-Street Parking
 Picnic Area

Clubhouse/Meeting
 Central Laundry
 On-Site Management
 Playground

Premium

None

Other

None

Comments

The property opened in November 2012 and is currently 82 percent occupied and 84 percent leased. Therefore, the initial stabilization rate is 13 units per month. According to management, the property is maintaining a waiting list approaching two years in length for one-bedroom units. The contact reported that demand in the area is strong.

Savannah Gardens III, continued

Trend Report

Vacancy Rates

2Q10	2Q13
N/A	17.9%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$455	\$0	\$455	\$455
2013	2	0.0%	\$450	\$0	\$450	\$450

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$548	\$0	\$548	\$548
2013	2	N/A	\$545	\$0	\$545	\$545

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$623	\$0	\$623	\$623
2013	2	0.0%	\$621	\$0	\$621	\$621

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$565	\$0	\$565	\$565
2013	2	0.0%	\$565	\$0	\$565	\$565

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$680	\$0	\$680	\$680
2013	2	N/A	\$680	\$0	\$680	\$680

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$777	\$0	\$777	\$777
2013	2	N/A	\$776	\$0	\$776	\$776

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$640	\$0	\$640	\$640
2013	2	0.0%	\$675	\$0	\$675	\$675

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$775	\$0	\$775	\$775
2013	2	0.0%	\$775	\$0	\$775	\$775

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$850	\$0	\$850	\$850
2013	2	0.0%	\$900	\$0	\$900	\$900

Trend: Non-Rental

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	N/A	\$0	N/A	N/A
2013	2	N/A	N/A	\$0	N/A	N/A

Trend: Comments

2Q10 The Subject is the proposed third phase of the redevelopment of Strathmore Estates, an existing market rate property. The Subject will offer one-, two-, and three-bedroom units with gross rents ranging from \$549 to \$850 for the restricted and unrestricted units. Utility allowance estimates are \$94, \$111, and \$140 for the one-, two-, and three-bedroom units, respectively.

2Q13 The property opened in November 2012 and is currently 82 percent occupied and 84 percent leased. Therefore, the initial stabilization rate is 13 units per month. According to management, the property is maintaining a waiting list approaching two years in length for one-bedroom units. The contact reported that demand in the area is strong.

PROPERTY PROFILE REPORT

Sustainable Fellwood I

Effective Rent Date	4/25/2013
Location	1401 Fellwood Dr Savannah, GA 31415 Chatham County
Distance	4.4 miles
Units	110
Vacant Units	2
Vacancy Rate	1.8%
Type	Various
Year Built/Renovated	2009 / N/A
Marketing Began	2/01/2009
Leasing Began	5/31/2009
Last Unit Leased	11/25/2009
Major Competitors	Ashley Midtown, Montgomery Lndg, Live Oak, Bradley
Tenant Characteristics	Tenants employed in schools, hotels, restaurants
Contact Name	Renee
Phone	(912) 544-0190



Market Information

Program	@60%, @60% (Public Housing), Market
Annual Turnover Rate	20%
Units/Month Absorbed	18
HCV Tenants	10%
Leasing Pace	2 weeks
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	15	832	\$583	\$0	@60%	Yes	N/A	N/A	no	None
1	1	Garden	9	832	N/A	\$0	@60% (Public Housing)	Yes	N/A	N/A	N/A	None
1	1	Garden	6	832	\$675	\$0	Market	None	N/A	N/A	N/A	None
2	1	Garden	17	1,060	\$702	\$0	@60%	Yes	N/A	N/A	no	None
2	1	Garden	19	1,060	N/A	\$0	@60% (Public Housing)	Yes	N/A	N/A	N/A	None
2	1	Garden	5	1,060	\$775	\$0	Market	None	N/A	N/A	N/A	None
2	1.5	Townhouse	5	1,060	\$775	\$0	Market	None	N/A	N/A	N/A	None
3	2	Garden	13	1,327	\$808	\$0	@60%	Yes	N/A	N/A	no	None
3	2	Garden	10	1,327	N/A	\$0	@60% (Public Housing)	Yes	N/A	N/A	N/A	None
3	2	Garden	2	1,327	\$875	\$0	Market	None	N/A	N/A	N/A	None
3	2.5	Townhouse	3	1,327	\$875	\$0	Market	None	N/A	N/A	N/A	None
4	2	Garden	3	1,522	\$814	\$0	@60%	Yes	N/A	N/A	no	None
4	2	Garden	2	1,522	N/A	\$0	@60% (Public Housing)	Yes	N/A	N/A	N/A	None
4	2	Garden	1	1,522	\$975	\$0	Market	None	N/A	N/A	N/A	None

Sustainable Fellwood I, continued

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$583	\$0	\$583	-\$38	\$545	1BR / 1BA	\$675	\$0	\$675	-\$38	\$637
2BR / 1BA	\$702	\$0	\$702	-\$48	\$654	2BR / 1BA	\$775	\$0	\$775	-\$48	\$727
3BR / 2BA	\$808	\$0	\$808	-\$58	\$750	2BR / 1.5BA	\$775	\$0	\$775	-\$48	\$727
4BR / 2BA	\$814	\$0	\$814	-\$71	\$743	3BR / 2BA	\$875	\$0	\$875	-\$58	\$817
						3BR / 2.5BA	\$875	\$0	\$875	-\$58	\$817
						4BR / 2BA	\$975	\$0	\$975	-\$71	\$904

Amenities

In-Unit

Balcony/Patio
Cable/Satellite/Internet
Central A/C
Dishwasher
Garbage Disposal
Refrigerator
Washer/Dryer hookup

Blinds
Carpeting
Coat Closet
Ceiling Fan
Oven
Walk-In Closet

Security

Patrol

Services

Afterschool Program
Computer Tutoring

Property

Business Center/Computer Lab
Courtyard
Neighborhood Network
On-Site Management
Playground
Volleyball Court

Clubhouse/Meeting
Central Laundry
Off-Street Parking
Picnic Area
Recreation Areas
Wi-Fi

Premium

None

Other

Planned activities, game

Comments

Rents did not change over the past year. Management could not provide a breakdown of vacancies by unit type or the current waiting list, although in our last interview, in April 2012, there were over 100 households on the waiting list for the PBRA units. Phases I and II share a waiting list for LIHTC units. As of our last interview there were 12 households waiting for a one-bedroom unit, eight households waiting for a two-bedroom unit, and two households waiting for a three-bedroom unit.

Sustainable Fellwood I, continued

Trend Report

Vacancy Rates

2Q10	4Q11	2Q12	2Q13
1.8%	0.0%	2.7%	1.8%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$583	\$0	\$583	\$545
2011	4	0.0%	\$583	\$0	\$583	\$545
2012	2	4.2%	\$583	\$0	\$583	\$545
2013	2	N/A	\$583	\$0	\$583	\$545

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	2.8%	\$707	\$0	\$707	\$659
2011	4	0.0%	\$707	\$0	\$707	\$659
2012	2	0.0%	\$702	\$0	\$702	\$654
2013	2	N/A	\$702	\$0	\$702	\$654

3BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	4.3%	\$808	\$0	\$808	\$750
2011	4	0.0%	\$808	\$0	\$808	\$750
2012	2	4.3%	\$808	\$0	\$808	\$750
2013	2	N/A	\$808	\$0	\$808	\$750

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$814	\$0	\$814	\$743
2011	4	0.0%	\$814	\$0	\$814	\$743
2012	2	0.0%	\$814	\$0	\$814	\$743
2013	2	N/A	\$814	\$0	\$814	\$743

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$675	\$0	\$675	\$637
2011	4	0.0%	\$695	\$0	\$695	\$657
2012	2	0.0%	\$675	\$0	\$675	\$637
2013	2	N/A	\$675	\$0	\$675	\$637

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$775	\$0	\$775	\$727
2011	4	0.0%	\$795	\$0	\$795	\$747
2012	2	0.0%	\$775	\$0	\$775	\$727
2013	2	N/A	\$775	\$0	\$775	\$727

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$775	\$0	\$775	\$727
2011	4	0.0%	\$795	\$0	\$795	\$747
2012	2	20.0%	\$775	\$0	\$775	\$727
2013	2	N/A	\$775	\$0	\$775	\$727

3BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$875	\$0	\$875	\$817
2011	4	0.0%	\$895	\$0	\$895	\$837
2012	2	0.0%	\$875	\$0	\$875	\$817
2013	2	N/A	\$875	\$0	\$875	\$817

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$875	\$0	\$875	\$817
2011	4	0.0%	\$895	\$0	\$895	\$837
2012	2	0.0%	\$875	\$0	\$875	\$817
2013	2	N/A	\$875	\$0	\$875	\$817

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$925	\$0	\$925	\$854
2011	4	0.0%	\$925	\$0	\$925	\$854
2012	2	0.0%	\$975	\$0	\$975	\$904
2013	2	N/A	\$975	\$0	\$975	\$904

Trend: Comments

- 2Q10** There are six floating PBRA units: two one bedroom units, two two-bedroom units, and two three-bedroom units; the rents for these units are \$720, \$797, \$1073, respectively. The contact indicated that tenants are paying between \$0 and 155 per month for these PBRA units. There are 115 people on the waiting list for public housing, but the waiting list has been closed since May 2009. There is also a waiting list for tax credit units, but the contact could not report how many are on this list. Taking out public housing, section 8 vouchers, and PBRA units, there are 49 households paying the full LIHTC or market rents.
- 4Q11** There are six floating PBRA units: two one bedroom units, two two-bedroom units, and two three-bedroom units. There is a 20 household wait list for LIHTC units and over 100 people on the waiting list for public housing. Taking out public housing and section 8 vouchers, there are 94 households paying the full LIHTC or market rents.
- 2Q12** There are six floating PBRA units: two one bedroom units, two two-bedroom units, and two three-bedroom units. There are over 100 households on the waiting list for the PBRA units. Phases I and II share a waiting list for LIHTC units. Currently, there are 12 households waiting for a one-bedroom unit, eight households waiting for a two-bedroom unit, and two households waiting for a three-bedroom unit. Taking out public housing and section 8 vouchers, there are 94 households paying the full LIHTC or market rents.
- 2Q13** Rents did not change over the past year. Management could not provide a breakdown of vacancies by unit type or the current waiting list, although in our last interview, in April 2012, there were over 100 households on the waiting list for the PBRA units. Phases I and II share a waiting list for LIHTC units. As of our last interview there were 12 households waiting for a one-bedroom unit, eight households waiting for a two-bedroom unit, and two households waiting for a three-bedroom unit.

PROPERTY PROFILE REPORT

Sustainable Fellwood II

Effective Rent Date 4/25/2013

Location 1300 W Bay St
Savannah, GA 31415
Chatham County

Distance 4.4 miles

Units 110

Vacant Units 2

Vacancy Rate 1.8%

Type Garden (2 stories)

Year Built/Renovated 2011 / N/A

Marketing Began 7/01/2011

Leasing Began 7/01/2011

Last Unit Leased 12/31/2011

Major Competitors Ashley Midtown I, II, Montgomery Landing

Tenant Characteristics Tenants employed in schools, hotels, restaurants

Contact Name Charlotte

Phone 912-544-0190



Market Information

Program @60%, @60% (Project Based Rental)

Annual Turnover Rate N/A

Units/Month Absorbed 18

HCV Tenants 10%

Leasing Pace N/A

Annual Chg. in Rent None

Concession none

Utilities

A/C not included -- central

Cooking not included -- electric

Water Heat not included -- electric

Heat not included -- electric

Other Electric not included

Water included

Sewer included

Trash Collection included

Sustainable Fellwood II, 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 (2 stories)	2	838	\$583	\$0	@60%	Yes	N/A	N/A	no	None
1	1	Garden (2 stories)	2	838	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	Yes	N/A	N/A	N/A	None
1	1	Garden (2 stories)	4	838	\$695	\$0	Market	Yes	N/A	N/A	N/A	None
1	1	Garden (2 stories)	4	838	N/A	\$0	PHA (Public Housing)	Yes	N/A	N/A	N/A	None
2	2	Garden (2 stories)	10	1,072	\$702	\$0	@60%	Yes	N/A	N/A	no	None
2	2	Garden (2 stories)	15	1,072	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	Yes	N/A	N/A	N/A	None
2	2	Garden (2 stories)	4	1,072	\$795	\$0	Market	Yes	N/A	N/A	N/A	None
2	2	Garden (2 stories)	15	1,072	N/A	\$0	PHA (Public Housing)	Yes	N/A	N/A	N/A	None
3	2	Garden (2 stories)	15	1,343	\$808	\$0	@60%	Yes	N/A	N/A	no	None
3	2	Garden (2 stories)	3	1,343	\$895	\$0	Market	Yes	N/A	N/A	N/A	None
3	3	Garden (2 stories)	15	1,343	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	Yes	N/A	N/A	N/A	None
3	3	Garden (2 stories)	21	1,343	N/A	\$0	PHA (Public Housing)	Yes	N/A	N/A	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$583	\$0	\$583	-\$38	\$545	1BR / 1BA	\$695	\$0	\$695	-\$38	\$657
2BR / 2BA	\$702	\$0	\$702	-\$48	\$654	2BR / 2BA	\$795	\$0	\$795	-\$48	\$747
3BR / 2BA	\$808	\$0	\$808	-\$58	\$750	3BR / 2BA	\$895	\$0	\$895	-\$58	\$837
3BR / 3BA	N/A	\$0	N/A	-\$58	N/A						

PHA	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	N/A	\$0	N/A	-\$38	N/A
2BR / 2BA	N/A	\$0	N/A	-\$48	N/A
3BR / 3BA	N/A	\$0	N/A	-\$58	N/A

Sustainable Fellwood II, continued

Amenities

In-Unit

Balcony/Patio
Cable/Satellite/Internet
Central A/C
Dishwasher
Garbage Disposal
Refrigerator
Washer/Dryer hookup

Blinds
Carpeting
Coat Closet
Ceiling Fan
Oven
Walk-In Closet

Security

Patrol

Services

None

Property

Business Center/Computer Lab
Courtyard
Neighborhood Network
On-Site Management
Volleyball Court

Clubhouse/Meeting
Central Laundry
Off-Street Parking
Playground
Wi-Fi

Premium

None

Other

Community garden, gazebo

Comments

The contact reported that rents have not changed in the past year. The contact could not provide a specific breakdown of vacancies by unit type, or the current waiting list. At the time of our last interview, in April 2012, there were 12 households waiting for a one-bedroom LIHTC unit, eight households waiting for a two-bedroom LIHTC unit, and two households waiting for a three-bedroom LIHTC unit. There were over 100 households waiting for the PBRA units.

Sustainable Fellwood II, continued

Trend Report

Vacancy Rates

3Q09	1Q10	2Q12	2Q13
N/A	N/A	0.0%	1.8%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	N/A	\$546 - \$638	\$0	\$546 - \$638	\$508 - \$600
2010	1	N/A	\$546 - \$638	\$0	\$546 - \$638	\$508 - \$600
2012	2	0.0%	\$583	\$0	\$583	\$545
2013	2	N/A	\$583	\$0	\$583	\$545

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	N/A	\$658 - \$710	\$0	\$658 - \$710	\$610 - \$662
2010	1	N/A	\$658 - \$710	\$0	\$658 - \$710	\$610 - \$662
2012	2	0.0%	\$702	\$0	\$702	\$654
2013	2	N/A	\$702	\$0	\$702	\$654

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	N/A	\$753	\$0	\$753	\$695
2010	1	N/A	\$753	\$0	\$753	\$695
2012	2	0.0%	\$808	\$0	\$808	\$750
2013	2	N/A	\$808	\$0	\$808	\$750

3BR / 3BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	N/A	\$942	\$0	\$942	\$884
2010	1	N/A	\$942	\$0	\$942	\$884
2012	2	0.0%	N/A	\$0	N/A	N/A
2013	2	N/A	N/A	\$0	N/A	N/A

Trend: PHA

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	N/A	\$303	\$0	\$303	\$265
2010	1	N/A	\$303	\$0	\$303	\$265
2012	2	0.0%	N/A	\$0	N/A	N/A
2013	2	N/A	N/A	\$0	N/A	N/A

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	N/A	\$303	\$0	\$303	\$255
2010	1	N/A	\$303	\$0	\$303	\$255
2012	2	0.0%	N/A	\$0	N/A	N/A
2013	2	N/A	N/A	\$0	N/A	N/A

3BR / 3BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	N/A	\$303	\$0	\$303	\$245
2010	1	N/A	\$303	\$0	\$303	\$245
2012	2	0.0%	N/A	\$0	N/A	N/A
2013	2	N/A	N/A	\$0	N/A	N/A

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	N/A	\$650	\$0	\$650	\$612
2010	1	N/A	\$650	\$0	\$650	\$612
2012	2	0.0%	\$695	\$0	\$695	\$657
2013	2	N/A	\$695	\$0	\$695	\$657

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	N/A	\$750	\$0	\$750	\$702
2010	1	N/A	\$750	\$0	\$750	\$702
2012	2	0.0%	\$795	\$0	\$795	\$747
2013	2	N/A	\$795	\$0	\$795	\$747

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	N/A	\$850	\$0	\$850	\$792
2010	1	N/A	\$850	\$0	\$850	\$792
2012	2	0.0%	\$895	\$0	\$895	\$837
2013	2	N/A	\$895	\$0	\$895	\$837

Trend: Comments

- 3Q09** The Subject is part of larger redevelopment project located in western Savannah. This is the former site of Savannah's first public housing project ? Fellwood Homes. The entire redevelopment area consists of a 27-acre site. The overall redevelopment plan includes 220 mixed-use/mixed-income housing units (Phase I and Phase II), 100 senior housing units (Phase III), 13 single family homeowner units, and potential commercial space. Phase I of the Subject recently completed construction in May 2009 and is in the lease-up process.
- 1Q10** Construction has not begun yet.
- 2Q12** Management reported that the property opened in July 2011 and was fully leased by December 2011. Management indicated that the local market is strong and that there is demand for additional LIHTC and PBRA units in the local market. Phase II shares a waiting list with phase I. Currently, there are 12 households waiting for a one-bedroom LIHTC unit, eight households waiting for a two-bedroom LIHTC unit, and two households waiting for a three-bedroom LIHTC unit. There are over 100 households waiting for the PBRA units.
- 2Q13** The contact reported that rents have not changed in the past year. The contact could not provide a specific breakdown of vacancies by unit type, or the current waiting list. At the time of our last interview, in April 2012, there were 12 households waiting for a one-bedroom LIHTC unit, eight households waiting for a two-bedroom LIHTC unit, and two households waiting for a three-bedroom LIHTC unit. There were over 100 households waiting for the PBRA units.

PROPERTY PROFILE REPORT

Alhambra Apartments

Effective Rent Date	5/07/2013
Location	2200 East Victory Drive Savannah, GA 31404 Chatham County
Distance	2 miles
Units	150
Vacant Units	7
Vacancy Rate	4.7%
Type	Various (2 stories)
Year Built/Renovated	1968 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Jasmine Place
Tenant Characteristics	Mixed tenancy primarily from the greater Savannah area
Contact Name	Daniela, Kathy
Phone	912-354-1968



Market Information

Program	Market
Annual Turnover Rate	24%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Prelease
Annual Chg. in Rent	6%
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	44	790	\$630	\$0	Market	No	N/A	N/A	N/A	None
2	1.5	Townhouse	35	820	\$765	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden	35	975	\$765	\$0	Market	No	N/A	N/A	N/A	None
3	2	Townhouse	36	1,072	\$845	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$630	\$0	\$630	\$0	\$630
2BR / 1.5BA	\$765	\$0	\$765	\$0	\$765
2BR / 2BA	\$765	\$0	\$765	\$0	\$765
3BR / 2BA	\$845	\$0	\$845	\$0	\$845

Alhambra Apartments, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Oven
Walk-In Closet

Blinds
Central A/C
Garbage Disposal
Refrigerator

Security

Patrol
Perimeter Fencing

Services

None

Property

Car Wash
Central Laundry
On-Site Management
Playground

Clubhouse/Meeting
Off-Street Parking
Picnic Area
Swimming Pool

Premium

None

Other

None

Comments

The contact reported that four people move out each month. The property does not accept housing choice vouchers. The contact reported that the property has had good traffic recently, and there has been some demand from local students. There is currently no waiting list.

Alhambra Apartments, continued

Trend Report

Vacancy Rates

1Q09	4Q09	2Q10	2Q13
4.0%	16.0%	2.0%	4.7%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	2.3%	\$620	\$15	\$605	\$605
2009	4	N/A	\$620	\$48	\$572	\$572
2010	2	0.0%	\$620	\$0	\$620	\$620
2013	2	N/A	\$630	\$0	\$630	\$630

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	2.9%	\$685	\$15	\$670	\$670
2009	4	N/A	\$685	\$53	\$632	\$632
2010	2	0.0%	\$685	\$0	\$685	\$685
2013	2	N/A	\$765	\$0	\$765	\$765

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	2.9%	\$685	\$15	\$670	\$670
2009	4	N/A	\$685	\$53	\$632	\$632
2010	2	0.0%	\$685	\$0	\$685	\$685
2013	2	N/A	\$765	\$0	\$765	\$765

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	8.3%	\$775	\$15	\$760	\$760
2009	4	N/A	\$775	\$60	\$715	\$715
2010	2	8.3%	\$775	\$0	\$775	\$775
2013	2	N/A	\$845	\$0	\$845	\$845

Trend: Comments

1Q09 N/A

4Q09 The property's vacancy rate has increased significantly since its last interview in March 2009 at which time the property was maintaining a four percent vacancy rate. The contact confirmed that the property has not maintained its typical occupancy rate of 90 percent or more since Spring 2009. The contact attributed the increase in vacancy to the economy in general, which has caused some tenants to move in with family. The concession has been offered since May or June 2009.

2Q10 The contact reported that between one and two people move out each month on average; we used two per month to conservatively estimate turnover. The property does not accept housing choice vouchers. The contact reported that the property has had good traffic recently, and there has been some demand from local students. There are 11 people on the waiting list.

2Q13 The contact reported that four people move out each month. The property does not accept housing choice vouchers. The contact reported that the property has had good traffic recently, and there has been some demand from local students. There is currently no waiting list.

PROPERTY PROFILE REPORT

Chelsea Apartments At Five Points

Effective Rent Date	4/30/2013
Location	1910 Skidaway Rd Savannah, GA 31404 Chatham County
Distance	1.3 miles
Units	136
Vacant Units	5
Vacancy Rate	3.7%
Type	Garden (2 stories)
Year Built/Renovated	1947 / 1983
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Kingstown, Alhambra
Tenant Characteristics	20% seniors, families from the Savannah area
Contact Name	Dawson
Phone	(912) 232-6640



Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	18%
Leasing Pace	1 week to 1 month
Annual Chg. in Rent	Increased 2-4%
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	24	700	\$600	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (2 stories)	112	850	\$650	\$0	Market	No	5	4.5%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$600	\$0	\$600	\$0	\$600
2BR / 1BA	\$650	\$0	\$650	\$0	\$650

Amenities

In-Unit	Security	Services
Blinds Central A/C Oven Carpet/Hardwood Dishwasher Refrigerator	Video Surveillance	None
Property	Premium	Other
Central Laundry On-Site Management Swimming Pool Off-Street Parking Picnic Area	None	None

Chelsea Apartments At Five Points, continued

Comments

Contact stated that the property offers standard and upgraded two-bedroom units. Rents shown are for standard units, which represent the majority of units, but upgraded units rent for \$700 and include new carpet, paint and updated kitchens. Contact further stated that the property accepts Housing Choice vouchers and there are currently 25 tenants utilizing vouchers.

Chelsea Apartments At Five Points, continued

Trend Report

Vacancy Rates

4Q09	2Q10	2Q12	2Q13
11.0%	9.6%	4.4%	3.7%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	4	4.2%	\$579	\$0	\$579	\$579
2010	2	0.0%	\$589	\$0	\$589	\$589
2012	2	N/A	\$590	\$0	\$590	\$590
2013	2	0.0%	\$600	\$0	\$600	\$600

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	4	12.5%	\$619	\$0	\$619	\$619
2010	2	11.6%	\$649	\$30	\$619	\$619
2012	2	N/A	\$625	\$0	\$625	\$625
2013	2	4.5%	\$650	\$0	\$650	\$650

Trend: Comments

- 4Q09** The contact refused to comment on market characteristics. Despite the high two-bedroom vacancy rate, management is not offering a concession but two-bedroom rents have decreased by seven percent since March 2009. The property has historically maintained a high two-bedroom vacancy rate as the two-bedroom units comprise the majority of the property. Occupancy increased from 84 percent to 89 percent from March 2009 to November 2009.
- 2Q10** The contact could not report annual turnover or number of tenants with housing choice vouchers. The last interview reported that 45 percent of the tenant used housing choice vouchers.
- 2Q12** The contact could not verify which unit types were vacant, but said that they were between 95 and 96 percent occupied. The contact also noted that these new levels of high occupancy have become the new normal for them.
- 2Q13** Contact stated that the property offers standard and upgraded two-bedroom units. Rents shown are for standard units, which represent the majority of units, but upgraded units rent for \$700 and include new carpet, paint and updated kitchens. Contact further stated that the property accepts Housing Choice vouchers and there are currently 25 tenants utilizing vouchers.

PROPERTY PROFILE REPORT

Jasmine Place

Effective Rent Date	4/30/2013
Location	2323 Downing Ave Savannah, GA 31404 Chatham County
Distance	2.2 miles
Units	112
Vacant Units	10
Vacancy Rate	8.9%
Type	Garden (2 stories)
Year Built/Renovated	1979 / 2005
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Island Tree, River Crossing
Tenant Characteristics	None disclosed
Contact Name	Valerie
Phone	(912) 352-7152



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	5%
Leasing Pace	1 week to 1 month
Annual Chg. in Rent	N/A
Concession	See notes

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
2	1.5	Garden (2 stories)	80	844	\$800	\$67	Market	No	9	11.2%	N/A	None
3	2	Garden (2 stories)	32	1,144	\$885	\$74	Market	No	1	3.1%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 1.5BA	\$800	\$67	\$733	\$0	\$733
3BR / 2BA	\$885	\$74	\$811	\$0	\$811

Amenities

In-Unit

Blinds
Central A/C
Ceiling Fan
Oven
Walk-In Closet

Carpeting
Dishwasher
Garbage Disposal
Refrigerator
Washer/Dryer hookup

Security

Limited Access
Perimeter Fencing

Services

None

Property

Clubhouse/Meeting
Central Laundry
On-Site Management
Swimming Pool

Exercise Facility
Off-Street Parking
Picnic Area

Premium

None

Other

None

Jasmine Place, continued

Comments

Contact stated that the property is currently offering one month free rent with a 12-month lease and move-in prior to May 31st. Further, contact stated that the property accepts Housing Choice vouchers and currently has 5 tenants utilizing vouchers. Contact noted that demand has slowly been increasing in the area as the economy continues to improve.

Trend Report

Vacancy Rates

4Q09	2Q10	2Q12	2Q13
23.2%	17.0%	11.6%	8.9%

Trend: Market

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	4	N/A	\$710	\$0	\$710	\$710
2010	2	23.7%	\$780	\$105	\$675	\$675
2012	2	16.2%	\$790	\$91	\$699	\$699
2013	2	11.2%	\$800	\$67	\$733	\$733

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	4	N/A	\$855	\$0	\$855	\$855
2010	2	0.0%	\$855	\$0	\$855	\$855
2012	2	0.0%	\$875	\$98	\$777	\$777
2013	2	3.1%	\$885	\$74	\$811	\$811

Trend: Comments

4Q09 The contact reported that there are no concessions but the units now offer washer/dryers included in the rent. The property's occupancy rate decreased from 88 percent in April 2009 to 77 percent currently. The contact attributed the increase in vacancy to layoffs and some military transfers. The property has historically maintained a high vacancy rate, which has likely been exacerbated by the state of the economy.

2Q10 The contact reported that management has been offering a concession on the two-bedroom units since mid-June and will likely continue the concession through the first week in July. Demand appears to be higher for the three-bedroom units as none of these are vacant. The contact could not comment on typical occupancy rates for the property or on turnover but according to previous interviews, occupancy has improved since December 2009 at which point the property was 77 percent occupied. Management does not accept Housing Choice Vouchers.

2Q12 The contact indicated that the 13th month is free when signing a 12-month lease. In addition, through the month of the April, they are offering \$300 off the first months rent. Both concessions are shown in the rent grid. The contact stated that 13 vacancies is good for them, as the economy drastically slowed demand in their area the past few years, noting that demand was beginning to increase again with the improvement of the economy and the spring/summer season approaching.

2Q13 Contact stated that the property is currently offering one month free rent with a 12-month lease and move-in prior to May 31st. Further, contact stated that the property accepts Housing Choice vouchers and currently has 5 tenants utilizing vouchers. Contact noted that demand has slowly been increasing in the area as the economy continues to improve.

PROPERTY PROFILE REPORT

Springs At Chatham Parkway

Effective Rent Date	4/30/2013
Location	1699 Chatham Parkway Savannah, GA 31405 Chatham County
Distance	9.2 miles
Units	352
Vacant Units	24
Vacancy Rate	6.8%
Type	Garden (2 stories)
Year Built/Renovated	2007-2008 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None disclosed
Tenant Characteristics	Tenants from Savannah and Chatham Co.; Residents range from students to retired
Contact Name	Jen
Phone	912-236-3771



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	29
HCV Tenants	0%
Leasing Pace	1-3 weeks
Annual Chg. in Rent	Varies (Yieldstar)
Concession	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	Garden (2 stories)	44	575	\$760	\$0	Market	No	4	9.1%	N/A	None
1	1	Garden (2 stories)	44	741	\$805	\$0	Market	No	1	2.3%	N/A	None
1	1	Garden (2 stories)	44	801	\$871	\$0	Market	No	1	2.3%	N/A	None
1	1	Garden (2 stories)	22	830	\$931	\$0	Market	No	5	22.7%	N/A	None
1	1	Garden (2 stories)	22	888	\$995	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (2 stories)	44	957	\$850	\$0	Market	No	6	13.6%	N/A	None
2	2	Garden (2 stories)	22	1,055	\$975	\$0	Market	No	1	4.5%	N/A	None
2	2	Garden (2 stories)	44	1,090	\$1,065	\$0	Market	No	1	2.3%	N/A	None
3	2	Garden (2 stories)	33	1,291	\$1,080	\$0	Market	No	3	9.1%	N/A	None
3	2	Garden (2 stories)	33	1,371	\$1,360	\$0	Market	No	2	6.1%	N/A	None

Springs At Chatham Parkway, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$760	\$0	\$760	\$0	\$760
1BR / 1BA	\$805 - \$995	\$0	\$805 - \$995	\$16	\$821 - \$1,011
2BR / 2BA	\$850 - \$1,065	\$0	\$850 - \$1,065	\$16	\$866 - \$1,081
3BR / 2BA	\$1,080 - \$1,360	\$0	\$1,080 - \$1,360	\$16	\$1,096 - \$1,376

Amenities

In-Unit

Balcony/Patio
 Carpeting
 Dishwasher
 Garbage Disposal
 Oven
 Washer/Dryer hookup

Blinds
 Central A/C
 Exterior Storage
 Microwave
 Refrigerator

Security

Limited Access
 Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
 Clubhouse/Meeting
 Garage
 Off-Street Parking
 Picnic Area
 Wi-Fi

Car Wash
 Exercise Facility
 Central Laundry
 On-Site Management
 Swimming Pool

Premium

None

Other

Outdoor auditorium

Comments

Contact stated that the property uses Yieldstar Price Optimizer; rents change daily according to lease terms and availability. Contact further stated that the property does not accept Housing Choice vouchers. No utilities are included; residents pay a \$9 per month trash fee in addition to their utility bills.

Springs At Chatham Parkway, continued

Trend Report

Vacancy Rates

1Q10	2Q10	2Q12	2Q13
23.0%	15.2%	5.4%	6.8%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$795 - \$825	\$133 - \$138	\$662 - \$687	\$678 - \$703
2010	2	N/A	\$831 - \$864	\$139 - \$144	\$692 - \$720	\$708 - \$736
2012	2	N/A	\$840 - \$957	\$0	\$840 - \$957	\$856 - \$973
2013	2	5.3%	\$805 - \$995	\$0	\$805 - \$995	\$821 - \$1,011

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$890 - \$925	\$148 - \$154	\$742 - \$771	\$758 - \$787
2010	2	N/A	\$1,005 - \$1,055	\$168 - \$176	\$837 - \$879	\$853 - \$895
2012	2	N/A	\$991 - \$1,012	\$0	\$991 - \$1,012	\$1,007 - \$1,028
2013	2	7.3%	\$850 - \$1,065	\$0	\$850 - \$1,065	\$866 - \$1,081

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$1,155 - \$1,300	\$193 - \$217	\$962 - \$1,083	\$978 - \$1,099
2010	2	N/A	\$1,267 - \$1,400	\$211 - \$233	\$1,056 - \$1,167	\$1,072 - \$1,183
2012	2	N/A	\$1,091 - \$1,192	\$0	\$1,091 - \$1,192	\$1,107 - \$1,208
2013	2	7.6%	\$1,080 - \$1,360	\$0	\$1,080 - \$1,360	\$1,096 - \$1,376

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	11.4%	\$670	\$112	\$558	\$558
2010	2	N/A	\$671	\$112	\$559	\$559
2012	2	N/A	\$743	\$0	\$743	\$743
2013	2	9.1%	\$760	\$0	\$760	\$760

Trend: Comments

- 1Q10** The contact could not give a unit breakdown for all the vacant units, but did indicate the property was 77 percent occupied. The contact reported that the vacancy increased significantly in November 2009 when there was a large military deployment. The property is 25 percent occupied by the military. The contact reported that the larger one bedroom (830 square feet) does not have a dining area. There are six people on the waiting list for the summer months.
- 2Q10** Management could not give a unit breakdown for all the vacant units, but did indicate the property was 84.94 percent occupied and 89.77 percent leased. The contact reported that the market was improving, and that the recent concession had really helped the property's traffic. Management had been reluctant to lower prices, and offer more flexible leasing terms like its competitors as many tenants had recently transferred. There are seven households on the waiting list. The property had several garages, but could not indicate how many garages, and that these garages were approximately 75 percent leased. Prices for the garages range from \$75 for one-car garages, to \$100 for two-car garages. The property does not accept housing choice vouchers.
- 2Q12** Contact did not know the vacancies per unit type, but stated that they are 94.6 percent occupied, which is normal for them. They recently decreased the rents for the garages, which are now \$50 for the one-car garage and \$85 for the two-car garage.
- 2Q13** Contact stated that the property uses Yieldstar Price Optimizer; rents change daily according to lease terms and availability. Contact further stated that the property does not accept Housing Choice vouchers. No utilities are included; residents pay a \$9 per month trash fee in addition to their utility bills.

PROPERTY PROFILE REPORT

Walden At Chatham Center

Effective Rent Date	4/24/2013
Location	100 Walden Lane Savannah, GA 31406 Bryan County
Distance	8.6 miles
Units	236
Vacant Units	7
Vacancy Rate	3.0%
Type	Garden (3 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Springs at Chatham, Fenwick, Avala, Savannah Qtrs
Tenant Characteristics	Mixed tenancy from GA and N. Carolina. 12% are military families, also some students from SCAD
Contact Name	Cathy, Susan
Phone	912-238-8596



Market Information

Program	Market, Non-Rental
Annual Turnover Rate	35%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	With seven days, sometimes up to 10
Annual Chg. in Rent	Varies (Yieldstar)
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	23	642	\$822	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (3 stories)	43	797	\$908	\$0	Market	No	1	2.3%	N/A	None
1	1	Garden (3 stories)	8	883	\$950	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (3 stories)	16	1,013	\$970	\$0	Market	No	1	6.2%	N/A	AVG*
1	1	Garden (3 stories)	1	642	N/A	\$0	Non-Rental	No	0	0.0%	N/A	None
1	1	Garden (3 stories)	1	797	N/A	\$0	Non-Rental	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	80	1,131	\$1,094	\$0	Market	No	2	2.5%	N/A	None
2	2	Garden (3 stories)	38	1,211	\$1,279	\$0	Market	No	1	2.6%	N/A	None
2	2	Garden (3 stories)	2	1,131	N/A	\$0	Non-Rental	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	16	1,358	\$1,294	\$0	Market	No	1	6.2%	N/A	None
3	2	Garden (3 stories)	8	1,418	\$1,360	\$0	Market	No	1	12.5%	N/A	None

Walden At Chatham Center, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Non-Rental	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$822 - \$970	\$0	\$822 - \$970	\$16	\$838 - \$986	1BR / 1BA	N/A	\$0	N/A	\$16	N/A
2BR / 2BA	\$1,094 - \$1,279	\$0	\$1,094 - \$1,279	\$16	\$1,110 - \$1,295	2BR / 2BA	N/A	\$0	N/A	\$16	N/A
3BR / 2BA	\$1,294 - \$1,360	\$0	\$1,294 - \$1,360	\$16	\$1,310 - \$1,376						

Amenities

In-Unit

Balcony/Patio
 Carpeting
 Dishwasher
 Garbage Disposal
 Refrigerator
 Washer/Dryer hookup

Blinds
 Central A/C
 Ceiling Fan
 Oven
 Walk-In Closet

Security

Patrol

Services

None

Property

Business Center/Computer Lab
 Clubhouse/Meeting
 Garage
 Off-Street Parking
 Picnic Area
 Swimming Pool

Car Wash
 Exercise Facility
 Central Laundry
 On-Site Management
 Playground

Premium

None

Other

Dog park, putting green

Comments

The property is 97 percent occupied and 100 percent leased. Rents vary based upon availability as management uses the Yieldstar program. Based upon our interview in second quarter 2012, rents have remained relatively stable or increased. The one-bedroom units with 1,013 square feet range in rents from \$944 to \$995 based upon availability. The rent listed is an average. The contact reported that the property leases two sizes of garages for \$75 per month and \$125 per month. The exterior storage units rent for \$60 per month.

Walden At Chatham Center, continued

Trend Report

Vacancy Rates

1Q10	2Q10	2Q12	2Q13
1.7%	3.8%	2.5%	3.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	2.2%	\$725 - \$925	\$0	\$725 - \$925	\$741 - \$941
2010	2	N/A	\$735 - \$925	\$0	\$735 - \$925	\$751 - \$941
2012	2	5.6%	\$825 - \$940	\$0	\$825 - \$940	\$841 - \$956
2013	2	2.2%	\$822 - \$970	\$0	\$822 - \$970	\$838 - \$986

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	\$895 - \$925	\$0	\$895 - \$925	\$911 - \$941
2010	2	N/A	\$925 - \$955	\$0	\$925 - \$955	\$941 - \$971
2012	2	0.8%	\$1,068 - \$1,075	\$0	\$1,068 - \$1,075	\$1,084 - \$1,091
2013	2	2.5%	\$1,094 - \$1,279	\$0	\$1,094 - \$1,279	\$1,110 - \$1,295

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	8.3%	\$1,095 - \$1,150	\$0	\$1,095 - \$1,150	\$1,111 - \$1,166
2010	2	N/A	\$1,170 - \$1,185	\$0	\$1,170 - \$1,185	\$1,186 - \$1,201
2012	2	0.0%	\$1,273 - \$1,278	\$0	\$1,273 - \$1,278	\$1,289 - \$1,294
2013	2	8.3%	\$1,294 - \$1,360	\$0	\$1,294 - \$1,360	\$1,310 - \$1,376

Trend: Non-Rental

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	N/A	\$0	N/A	N/A
2013	2	0.0%	N/A	\$0	N/A	N/A

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	N/A	\$0	N/A	N/A
2013	2	0.0%	N/A	\$0	N/A	N/A

Trend: Comments

1Q10 There are six people on the waiting list.

2Q10 There are six people on the waiting list. The contact could not report turnover or leasing pace, but our previous interview indicated an annual turnover rate of 51 percent, and a 1-3 week leasing pace. The property does not accept housing choice vouchers. The contact reported that the property leases two sizes of garages for \$75 per month and \$125 per month; all are currently 100 percent leased. The exterior storage units rent for \$60 per month, and are 100 percent leased. One of the two bedroom non-rental units is a hospitality suite that the property rents out for \$90 per night. The other non-rental units are model units.

2Q12 The contact reported that the property leases two sizes of garages for \$75 per month and \$125 per month. The exterior storage units rent for \$60 per month. Contact stated that they do not currently have a waiting list, but will start one in August/September since they have quite a few tenants who are students at SCAD. The special for students is \$100 (or half) off of the move-in fee. The contact also stated that there are no official concessions at the moment, but there are a variety of discounts on specific vacant units. The contact also noted that having only six vacancies is normal for them.

2Q13 The property is 97 percent occupied and 100 percent leased. Rents vary based upon availability as management uses the Yieldstar program. Based upon our interview in second quarter 2012, rents have remained relatively stable or increased. The one-bedroom units with 1,013 square feet range in rents from \$944 to \$995 based upon availability. The rent listed is an average. The contact reported that the property leases two sizes of garages for \$75 per month and \$125 per month. The exterior storage units rent for \$60 per month.

2. The following information is provided as required by DCA:

Housing Choice Vouchers

TENANTS WITH VOUCHERS

Comparable Property	Type	Housing Choice Voucher Tenants
Ashley Midtown Apartments	@ 30%, @ 50%, @ 60%, Market	0%
Ashley Midtown Phase II	@ 30% (PHA), @ 60%	0%
Heritage Corner & Heritage Row	@ 30%, @ 50%, @ 60%	30%
Heritage Place	@ 50%, @ 60%	30%
Montgomery Landing	@ 30%, @ 50%, @ 60%, Market	N/A
Oaks At Brandlewood	@ 60%, Market	35%
Savannah Gardens I	@ 30%, @ 50%, @ 60%	10%
Savannah Gardens III	@ 50%, @ 60%, Market	10%
Sustainable Fellwood I	@ 60%, @ 60% (Public Housing), Market	10%
Sustainable Fellwood II	@ 60%, @ 60% (PBRA), Market, PHA	10%
Alhambra Apartments	Market	0%
Chelsea Apartments At Five Points	Market	18%
Jasmine Place	Market	5%
Springs At Chatham Parkway	Market	0%
Walden At Chatham Center	Market	0%

As illustrated in the table, Housing Choice Voucher (HCV) reliance ranges from zero to 30 percent with Heritage Corner, Heritage Row, and Heritage Place maintaining the highest HCV rates. Because the majority of comparable properties are maintaining HCV rates ranging from zero to 10 percent—including the Subject's sister properties—we do not believe that the Subject will rely on voucher tenants.

Lease Up History

We were able to obtain absorption information from the following comparable properties.

ABSORPTION

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Savannah Gardens III	@ 50%, @ 60%, Market	Family	2012	95	13 (initial)
Sustainable Fellwood II	@ 60%, @ 60% (PBRA), Market, PHA	Family	2011	110	18
Savannah Gardens I	@ 30%, @ 50%, @ 60%	Family	2010	115	11
Sustainable Fellwood I	@ 60%, @ 60% (Public Housing), Market	Family	2009	110	18
Ashley Midtown Phase II	@ 30% (PHA), @ 60%	Family	2008	38	11-13
Springs At Chatham Parkway	Market	Family	2007-2008	352	29
AVERAGE					16

The Subject's sister property, Savannah Gardens III, opened in 2012 and is currently stabilizing. The property is currently 82 percent occupied and 84 percent leased, which equates to an initial stabilization rate of 13 units per month. Savannah Gardens I is currently 97 percent occupied with a two-year waiting list for one-bedroom units and a one-year waiting list for the three and four-bedroom units. We anticipate that Savannah Gardens III and IV (allocated in 2012 and currently proposed) will absorb demand from the existing waiting list. Therefore, we anticipate that the Subject will stabilize at a slightly slower rate of 10 units per month, which equates to an absorption period of approximately seven months for the Subject to reach 93 percent occupancy.

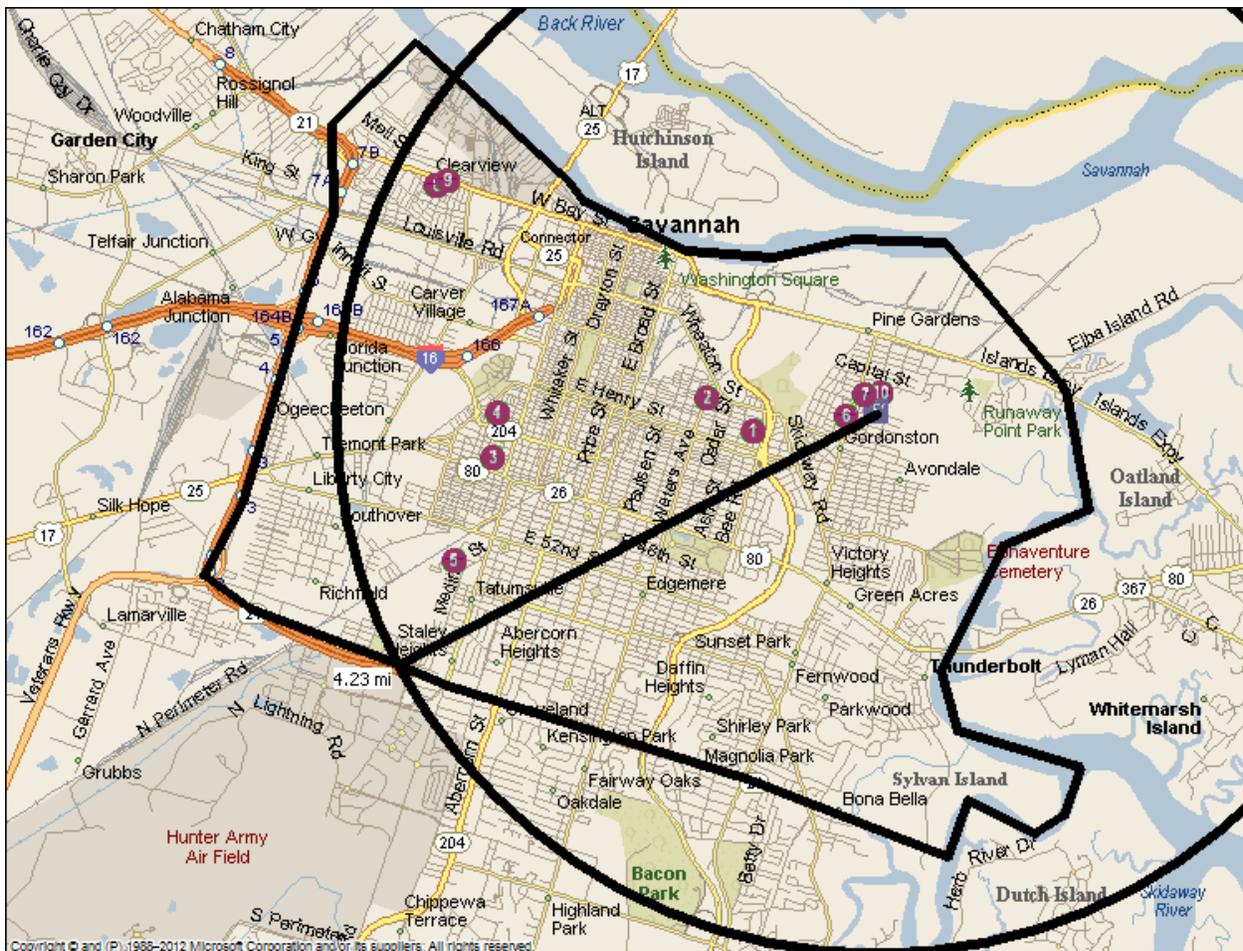
Phased Developments

The Subject will be the fifth phase of a redevelopment project that currently consists of Phase I (family LIHTC), Phase II (senior LIHTC and HUD 202), and Phase III (family LIHTC). Phase IV was allocated in 2012 and construction has yet to begin on this project, which will offer family LIHTC units. Phase I is currently maintaining a two-year waiting list for one-bedroom units and a one-year waiting list for its three and four-bedroom units. Phase III opened in November 2012 and is currently stabilizing. We anticipate that it will stabilize within the next month given its current absorption rate.

Rural Areas

The Subject site is not located in a rural market. There is adequate LIHTC and market rate multifamily data in the PMA.

3. COMPETITIVE PROJECT MAP



COMPETITIVE LIHTC PROPERTIES IN PMA

#	Property Name	City	Type	Distance
1	Ashley Midtown Apartments	Savannah	@ 30%, @ 50%, @ 60%, Market	1.3 miles
2	Ashley Midtown Phase II	Savannah	@ 30% (PHA), @ 60%	1.5 miles
3	Heritage Corner & Heritage Row	Savannah	@ 30%, @ 50%, @ 60%	4.4 miles
4	Heritage Place	Savannah	@ 50%, @ 60%	4.9 miles
5	Montgomery Landing	Savannah	@ 30%, @ 50%, @ 60%, Market	5.1 miles
6	Savannah Gardens I	Savannah	@ 30%, @ 50%, @ 60%	0.0 miles
7	Savannah Gardens III	Savannah	@ 50%, @ 60%, Market	0.0 miles
8	Sustainable Fellwood I	Savannah	@ 60%, @ 60% (PHA), Market	4.4 miles
9	Sustainable Fellwood II	Savannah	@ 60%, @ 60% (PBRA), Market, PHA	4.4 miles
10	Savannah Gardens III	Savannah	@ 50%, @ 60%, Market	0.0 miles

4. Amenities

A detailed description of amenities included in both the Subject and the comparable properties can be found in the amenity matrix below. The matrix has been color coded. Those properties that offer an amenity that the Subject does not offer are shaded in red, while those properties that do not offer an amenity that the Subject does offer are shaded in blue. Thus, the inferior properties can be identified by the blue and the superior properties can be identified by the red.

AMENITY MATRIX

Comp #	Savannah Gardens V Subject	Ashley Midtown Apartments 1	Ashley Midtown Phase II 2	Heritage Corner & Heritage Row 3	Heritage Place 4	Montgomery Landing 5	Oaks At Brandeewood 6	Savannah Gardens I 7	Savannah Gardens III 8	Sustainable Fellwood I 9	Sustainable Fellwood II 10	Alhambra Apartments 11	Chelsea Apartments At Five Points 12	Jasmine Place 13	Springs At Chatham Parkway 14	Walden At Chatham Center 15	
Property Information																	
Property Type	Various	Various (2 stories)	Townhouse	Garden (2 stories)	Conversion	Garden (2 stories)	Garden (3 stories)	Garden	Garden (3 stories)	Various	Garden (2 stories)	Various (2 stories)	Garden (2 stories)	Garden (2 stories)	Garden (2 stories)	Garden (3 stories)	
Year Built / Renovated	2015 / n/a	2004 / n/a	2008 / n/a	2005/2006 / n/a	2002 / n/a	2005 / n/a	2003 / n/a	2010 / n/a	2012 / n/a	2009 / n/a	2011 / n/a	1968 / n/a	1947 / 1983	1979 / 2005	2007/2008 / n/a	2003 / n/a	
Market (Conv./Subsidy Type)	LIHTC, Market	LIHTC, Market	LIHTC, PHA	LIHTC	LIHTC	LIHTC, Market	LIHTC, Market	LIHTC	LIHTC	LIHTC, PHA, Market	LIHTC, PBRA, PHA, Market	Market	Market	Market	Market	Market, Non-Rental	
Utility Adjustments																	
Cooking	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	
Water Heat	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	
Heat	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	
Other Electric	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	
Water	no	yes	yes	no	yes	no	yes	no	no	yes	yes	no	no	no	no	no	
Sewer	no	yes	yes	no	yes	no	yes	no	no	yes	yes	no	no	no	no	no	
Trash Collection	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	no	
In-Unit Amenities																	
Balcony/Patio	yes	yes	yes	yes	no	yes	yes	no	yes	yes	yes	yes	no	no	yes	yes	
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Exterior Storage	no	no	no	no	no	no	yes	no	no	no	no	no	no	no	yes	no	
Garbage Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	
Hand Rails	no	no	no	yes	yes	no	no	yes	yes	no	no	no	no	no	no	no	
Microwave	no	no	yes	yes	no	no	yes	yes	no	no	no	no	no	no	yes	no	
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Walk-In Closet	yes	yes	no	yes	yes	no	yes	yes	yes	yes	yes	yes	no	yes	no	yes	
Washer/Dryer	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	no	
Washer/Dryer hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	no	yes	yes	yes	
Property Amenities																	
Business Center/Computer Lab	yes	no	yes	no	yes	no	no	yes	yes	yes	yes	no	no	no	yes	yes	
Car Wash	no	no	no	no	no	no	no	no	no	no	no	yes	no	no	yes	yes	
Clubhouse/Meeting Room/Community Room	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	
Courtyard	no	yes	no	yes	yes	yes	no	no	no	yes	yes	no	no	no	no	no	
Elevators	no	no	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	
Exercise Facility	yes	yes	no	no	yes	yes	yes	yes	yes	no	no	no	no	yes	yes	yes	
Garage	no	no	no	no	no	no	no	no	no	no	no	no	no	no	yes	yes	
Central Laundry	yes	no	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Neighborhood Network	no	no	no	no	no	no	no	no	no	yes	yes	no	no	no	no	no	
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
On-Site Management	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Picnic Area	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	
Playground	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	no	no	yes	
Recreation Areas	no	no	no	yes	no	no	no	no	no	yes	no	no	no	no	no	no	
Service Coordination	no	no	yes	yes	yes	no	no	yes	no	no	no	no	no	no	no	no	
Swimming Pool	no	yes	no	no	no	yes	yes	no	no	no	no	yes	yes	yes	yes	yes	
Volleyball Court	no	no	no	no	no	no	no	no	no	yes	yes	no	no	no	no	no	
Wi-Fi	no	no	no	no	no	no	no	no	no	yes	yes	no	no	no	yes	no	
Garage Fee	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$50.00	\$125.00	
Services																	
Adult Education	no	no	no	yes	yes	no	no	no	no	no	no	no	no	no	no	no	
Afterschool Program	no	no	no	yes	yes	no	no	no	no	yes	no	no	no	no	no	no	
Computer Tutoring	no	no	yes	no	no	no	no	no	no	yes	no	no	no	no	no	no	
Security																	
In-Unit Alarm	no	yes	no	no	no	no	yes	no	no	no	no	no	no	no	no	no	
Intercom (Buzzer)	no	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	
Limited Access	no	no	no	no	yes	yes	no	no	no	no	no	no	no	yes	yes	no	
Patrol	no	no	no	yes	yes	yes	yes	no	no	yes	yes	yes	no	no	no	yes	
Perimeter Fencing	yes	no	no	yes	yes	no	no	no	yes	no	no	yes	no	yes	yes	no	
Video Surveillance	yes	yes	no	no	yes	no	no	no	yes	no	no	no	yes	no	no	no	
Premium Amenities																	
Other Amenities																	
Other	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Arts & Crafts/Activity Center	n/a	Planned activities, game room, walking trail	Community garden, gazebo	n/a	n/a	n/a	Outdoor auditorium	Dog park, putting green

The Subject will be similar or superior to the comparable properties in terms of amenities with the exception of those properties that offer in-unit washer/dryers.

5. The Subject will target family households. Therefore, per DCA's guidelines, senior properties were not included.

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Ashley Midtown Apartments	@30%, @50%, @60%, Market	168	1	0.6%
Ashley Midtown Phase II	@30% (PHA), @60%	38	2	5.3%
Heritage Corner & Heritage Row	@30%, @50%, @60%	70	7	10.0%
Heritage Place	@50%, @60%	88	11	12.5%
Montgomery Landing	@30%, @50%, @60%, Market	144	3	2.1%
Oaks At Brandlewood*	@60%, Market	300	2	0.7%
Savannah Gardens I	@30%, @50%, @60%	115	3	2.6%
Savannah Gardens III**	@50%, @60%, Market	95	17	18.0%
Sustainable Fellwood I	@60%, @60% (PHA), Market	110	2	1.8%
Sustainable Fellwood II	@60%, @60% (PBRA), Market, PHA	110	2	1.8%
Alhambra Apartments	Market	150	7	4.7%
Chelsea Apartments At Five Points	Market	136	5	3.7%
Jasmine Place	Market	112	10	8.9%
Springs At Chatham Parkway*	Market	352	24	6.8%
Walden At Chatham Center*	Market	236	7	3.0%
AVERAGE - ALL PROPERTIES		2,224	103	4.6%
AVERAGE - ALL PROPERTIES IN PMA		1,241	53	4.3%
AVERAGE - STABILIZED PROPERTIES		2,129	86	4.0%
AVERAGE - STABILIZED LIHTC		1,143	33	2.9%
AVERAGE - MARKET RATE PROPERTIES		986	53	5.4%

*Properties outside PMA

**In lease up

All of the comparables have stabilized with the exception of Savannah Gardens III, the Subject's sister property that is currently 82 percent occupied and 84 percent leased. Vacancy rates among the stabilized properties are low to moderate with the exception of Heritage Corner & Heritage Row and Heritage Place. These properties have historically maintained higher than average vacancy rates, which is primarily due to crime issues in the neighborhood according to management. These properties share the same sponsor as the Subject (Mercy Housing) and management has indicated that Heritage Place and Heritage Corner & Row have difficulty leasing due to the properties' locations. The Subject's sister properties in the Savannah Gardens development are maintaining high occupancy rates and the Subject will offer a superior age/condition when compared to Heritage Place and Heritage Corner & Row. Therefore, we believe that these properties are outliers in the market given that the remaining LIHTC comparable properties are maintaining low vacancy rates despite additions to supply in the market. Further, even when accounting for the vacancy issues between these two properties, overall LIHTC vacancy in the market remains low at approximately three percent among the stabilized LIHTC properties. Overall vacancy among the stabilized comparable properties is low

at 4.0 percent. Stabilized LIHTC vacancy is even lower at 2.9 percent, which indicates that the LIHTC market is stable despite recent additions to supply. Therefore, we believe that the Subject will maintain a vacancy rate of five percent, or less, once stabilized.

7. Properties Under Construction and Proposed

Savannah Gardens IV was allocated tax credits in 2012 and will target families/general households.

1. Savannah Gardens IV will be located adjacent to the Subject site at 514 Pennsylvania Avenue in Savannah.
2. Mercy Housing is the sponsor for Savannah Gardens IV.
3. The property will offer 114 units.
4. The 114 units will consist of one, two, and three-bedrooms.
5. Phase IV will offer units that are restricted at 50 and 60 percent AMI as well as unrestricted units.
6. The property is projected to enter the market by 2014.
7. Rents at the property will be set below the maximum allowable levels.

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	Type	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Ashley Midtown Apartments	@30%, @50%, @60%, Market	Similar	Slightly Superior	Similar	Slightly Inferior	Similar	0
2	Ashley Midtown Phase II	@30% (PHA), @60%	Slightly Superior	Similar	Similar	Similar	Superior	15
3	Heritage Corner & Heritage Row	@30%, @50%, @60%	Similar	Slightly Superior	Inferior	Inferior	Inferior	-25
4	Heritage Place	@50%, @60%	Similar	Similar	Inferior	Inferior	Inferior	-30
5	Montgomery Landing	@30%, @50%, @60%, Market	Similar	Similar	Slightly Superior	Slightly Inferior	Similar	0
6	Oaks At Brandlewood	@60%, Market	Similar	Similar	Slightly Superior	Slightly Inferior	Slightly Inferior	-5
7	Savannah Gardens I	@30%, @50%, @60%	Similar	Similar	Similar	Similar	Similar	0
8	Savannah Gardens III	@50%, @60%, Market	Similar	Similar	Similar	Similar	Similar	0
9	Sustainable Fellwood I	@60%, @60% (PHA), Market	Similar	Similar	Similar	Similar	Similar	0
10	Sustainable Fellwood II	@60%, @60% (PBRA), Market, PHA	Similar	Similar	Similar	Similar	Similar	0
11	Alhambra Apartments	Market	Similar	Slightly Inferior	Similar	Inferior	Similar	-15
12	Chelsea Apartments At Five Points	Market	Inferior	Inferior	Similar	Inferior	Inferior	-40
13	Jasmine Place	Market	Inferior	Similar	Similar	Inferior	Inferior	-30
14	Springs At Chatham Parkway	Market	Superior	Similar	Slightly Superior	Similar	Similar	15
15	Walden At Chatham Center	Market	Superior	Similar	Slightly Superior	Slightly Inferior	Similar	10

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

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

LIHTC Rent Comparison - @50%

Property Name	1BR	2BR	3BR
Savannah Gardens V (Subject)	\$444	\$537	\$605
LIHTC Maximum (Net)	\$458	\$551	\$623
Savannah Gardens I	\$463	\$560	\$633
Montgomery Landing	\$493	\$595	\$674
Savannah Gardens III	\$450	\$545	\$621
Heritage Corner & Heritage Row	-	\$492	\$561
Heritage Place	\$390	\$365	\$487
Average (excluding Subject)	\$449	\$511	\$595

LIHTC Rent Comparison - @60%

Property Name	1BR	2BR	3BR
Savannah Gardens V (Subject)	\$554	\$672	\$765
LIHTC Maximum (Net)	\$571	\$686	\$779
Savannah Gardens I	\$577	\$697	\$791
Montgomery Landing	\$579	\$679	\$775
Savannah Gardens III	\$565	\$680	\$776
Oaks At Brandlewood	\$562	\$677	\$769
Sustainable Fellwood I	\$545	\$654	\$750
Sustainable Fellwood II	\$545	\$654	\$750
Ashley Midtown Apartments	-	\$645	\$731
Ashley Midtown Phase II	-	\$643	\$718
Heritage Corner & Heritage Row	-	\$629	\$674
Heritage Place	\$470	\$565	\$602
Average (excluding Subject)	\$549	\$652	\$734

The Subject's rents will be marginally below the maximum allowable levels. As the previous table demonstrates, several properties appear to be achieving rents that are above the maximum allowable levels. We attribute this to differences in utility allowances. The Subject's proposed rents are slightly below those of Savannah Gardens I and comparable to those at Savannah Gardens III. The Subject will be the most similar to these properties in terms of age/condition, amenities, unit sizes, and location. Savannah Gardens I is currently 97 percent occupied with a lengthy waiting list and Savannah Gardens III is currently 82 percent occupied and 84 percent leased as it is undergoing stabilization. The Subject's rents will be on the higher end of the range and therefore we do not anticipate that the Subject will pull tenants from existing LIHTC properties due to price competitiveness. Overall, we believe that the Subject is feasible as proposed. It should be noted that Savannah Gardens IV has yet to enter the market; however, these units are projected to serve as partial replacement for the units that were removed from the housing stock at Strathmore Estates.

Analysis of "Market Rents"

Per DCA's market study guidelines, "average market rent is to be a reflection of rents that are achieved in the market. In other words, the rents the competitive properties are currently receiving. Average market rent is not "Achievable unrestricted market rent." In an urban market with many tax credit comps, the average market rent might be the weighted average of those tax credit comps. In cases where there are few tax credit comps, but many market rate comps with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market rate comps. In a small rural market there may be neither tax credit comps nor market rate comps with

similar positioning as the subject. In a case like that the average market rent would be a weighted average of whatever rents were present in the market.”

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

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

SUBJECT COMPARISON TO AVERAGE RENTS IN THE MARKET

Unit Type	Subject Proposed Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR at 50% AMI	\$444	\$390	\$986	\$621	28%
2BR at 50% AMI	\$537	\$365	\$1,295	\$729	26%
3BR at 50% AMI	\$615	\$487	\$1,376	\$820	41%
1BR at 60% AMI	\$554	\$470	\$1,011	\$684	19%
2BR at 60% AMI	\$672	\$565	\$1,295	\$773	13%
3BR at 60% AMI	\$765	\$602	\$1,376	\$871	12%
1BR Market	\$675	\$600	\$1,011	\$763	12%
2BR Market	\$775	\$650	\$1,295	\$849	9%
3BR Market	\$930	\$810	\$1,376	\$983	5%

*Per GA DCA guidelines, we have included LIHTC and market rents in the surveyed average.

As illustrated the Subject’s proposed 50 and 60 percent rents are well below the surveyed average when compared to the comparables, both LIHTC and market rate. The Subject’s proposed market rents were compared only with unrestricted rents among the comparable properties and the Subject’s rents will have an advantage over the surveyed average. The Subject will be most similar to Savannah Gardens I and III. Savannah Gardens I is currently 97 percent occupied with a one to two-year waiting list and Savannah Gardens III is currently stabilizing at a steady rate of 13 units per month. Although Savannah Gardens IV has yet to enter the market, we believe that there is demand for the Subject as proposed due to low overall LIHTC vacancy in the market, the Subject’s excellent age/condition, the Subject’s competitive amenity package, and the Subject’s low capture rates.

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 – Recent Allocations within Two Miles

According to information on Georgia Department of Community Affairs’ 2011 and 2012 LIHTC allocation lists, there has been one family LIHTC allocation in the PMA: Savannah Gardens IV. Savannah Gardens IV will offer 114 one, two, and three-bedroom units that will be restricted at 50 and 60 percent AMI as well as unrestricted units. The property will also include a commercial component. As of the date of this report, construction has yet to begin on Phase IV. Savannah

Gardens III was allocated in 2010 and is currently stabilizing (82 percent occupied and 84 percent leased).

10. Rental Trends in the PMA

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

TENURE PATTERNS PMA

Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	15,615	48.7%	16,416	51.3%
2012	13,457	44.0%	17,094	56.0%
Projected Mkt Entry				
July 2015	14,065	44.40%	17,605	55.60%
2017	14,471	44.6%	17,946	55.4%

Source: ESRI Demographics 2012, Novogradac & Company LLP, May 2013

Renter-occupied housing units dominate the housing market in the PMA at a projected 56 percent as of market entry. Nationally, approximately two-thirds of households are homeowners and one-third are renters. The PMA has a higher percentage of renter households than the nation as a whole, which is largely due to the cost of living in Savannah as well as the student population.

Historical Vacancy

The following table illustrates the historical vacancy at the comparable properties when available.

HISTORICAL VACANCY RATES

Comparable Property	Type	Total Units	3QTR 2009	2QTR 2010	2QTR 2012	2QTR 2013
Ashley Midtown Apartments	@30%, @50%, @60%, Market	168	4.8%	5.4%	0.0%	0.6%
Ashley Midtown Phase II	@30% (PHA), @60%	38	0.0%	5.3%	5.3%	5.3%
Heritage Corner & Heritage Row	@30%, @50%, @60%	70	5.7%	18.6%	8.6%	10.0%
Heritage Place	@50%, @60%	88	6.8%	25.0%	2.3%	12.5%
Montgomery Landing	@30%, @50%, @60%, Market	144	0.0%	0.7%	1.4%	2.1%
Oaks At Brandlewood	@60%, Market	300	4.6%	10.0%	1.3%	0.7%
Savannah Gardens I	@30%, @50%, @60%	115	N/A	N/A	29.6%*	2.6%
Savannah Gardens III	@50%, @60%, Market	95	N/A	N/A	N/A	17.9%*
Sustainable Fellwood I	@60%, @60% (PHA), Market	110	47.3%*	1.8%	2.7%	1.8%
Sustainable Fellwood II	@60%, @60% (PBRA), Market, PHA	110	N/A	N/A	0.0%	1.8%
Alhambra Apartments	Market	150	4.0%	2.0%	N/A	4.7%
Chelsea Apartments At Five Points	Market	136	16.2%	9.6%	4.4%	3.7%
Jasmine Place	Market	112	11.6%	17.0%	11.6%	8.9%
Springs At Chatham Parkway	Market	352	5.1%	15.2%	5.4%	6.8%
Walden At Chatham Center	Market	236	7.2%	3.8%	2.5%	3.0%

*Stabilizing property

As illustrated in the previous table, Heritage Corner & Row and Heritage Place have fluctuated in vacancy with vacancy rates as high as 25 percent according to prior surveys. With the exception of these properties, stabilized properties have maintained stable vacancy rates.

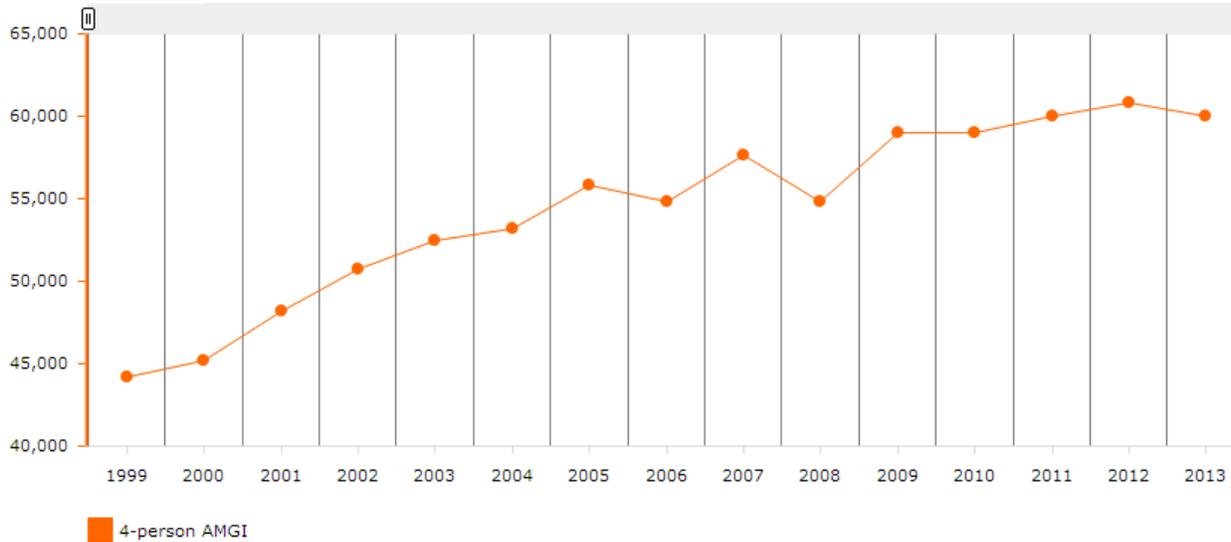
Change in Rental Rates

The following table illustrates changes in rental rates at the comparable properties over the last year.

RENT GROWTH

Comparable Property	Rent Structure	Rent Growth
Ashley Midtown Apartments	@30%, @50%, @60%, Market	LIHTC dec. 3%; MKT inc. 2-3%
Ashley Midtown Phase II	@30% (PHA), @60%	Dec. 1-4% Jan 2013
Heritage Corner & Heritage Row	@30%, @50%, @60%	None
Heritage Place	@50%, @60%	Inc. 0-3%; Dec. 0-9%
Montgomery Landing	@30%, @50%, @60%, Market	Inc. 0-2% Jan 2013
Oaks At Brandlewood	@60%, Market	LIHTC dec. 1-2%; MKT inc. 1%
Savannah Gardens I	@30%, @50%, @60%	Inc. 1-3%
Savannah Gardens III	@50%, @60%, Market	None
Sustainable Fellwood I	@60%, @60% (PHA), Market	None
Sustainable Fellwood II	@60%, @60% (PBRA), Market, PHA	None
Alhambra Apartments	Market	Inc. 6%
Chelsea Apartments At Five Points	Market	Increased 2-4%
Jasmine Place	Market	None
Springs At Chatham Parkway	Market	Varies (Yieldstar)
Walden At Chatham Center	Market	Varies (Yieldstar)

The comparable properties reported varied trends regarding rent growth or decline over the past year. The Subject’s rents will be set slightly below the maximum allowable levels and therefore rent growth at the Subject will likely depend on AMGI growth in the MSA. Given the addition of new supply in the market and rent decreases at some of the comparable properties, we do not anticipate that the Subject will experience rent growth in the immediate future. Several of the LIHTC properties reported having rent decreases of up to four percent. The Savannah MSA experienced a decline in AMGI from 2012 to 2013, which has affected rents in the market.



As the previous graph demonstrates, the AMGI in the MSA decreased by 1.3 percent from \$60,800 to \$60,000. This accounts for the decline in rents despite the strong rents and occupancy rates at the majority of the LIHTC comparable properties.

11. Impact of Foreclosed, Abandoned and Vacant Structures

Per RealtyTrac's March 2013 data, an estimated 18.6 percent of homes are vacant in Savannah. The median list price is \$147,400 as of March 2013, which represents a seven percent year over year decrease. The median sales price in the city is \$180,000, which is a two percent year over year decrease since March 2013. The foreclosure rate in Savannah as of April 2013 is one in every 1,253 housing units, which is slightly higher than that of the county (one in every 1,410 housing units) but, it is significantly lower than that of the state (one in every 283 housing units) and nation (one in every 418 housing units). There are vacant retail uses in poor condition in the Subject's neighborhood; however, these uses do not appear to have affected leasing at the Subject's sister phases and Phase IV will offer new construction commercial space.

12. Primary Housing Void

Overall vacancy among the stabilized LIHTC properties is low at approximately three percent. While Savannah Gardens IV has yet to enter the market, Phase I is currently maintaining a waiting list of two years for one-bedroom units and one year for three and four-bedroom units. Further, after Phase IV enters the market, 50 units of the now-closed Strathmore Estates property remain unreplaced. Therefore, we believe that there is demand for the Subject as proposed given the performance of its existing phases.

13. Effect of Subject on Other Affordable Units in Market

The Subject will be the fifth phase in the redevelopment of a market rate property, Strathmore Estates, that offered 374 units prior to 2009. As of 2009, the number of units in operation was reduced to 300 and then to 103 units in operation in 2011. Currently, none of the units at Strathmore Estates are in operation. Savannah Gardens I and III offer a total of 210 units, which provide only a portion of replacement housing for those tenants who resided at Strathmore Estates. Savannah Gardens IV was allocated in 2012 and is projected to absorb another 114 units of the demand created by the removal of Strathmore Estates from the housing stock, leaving 50 units from Strathmore Estates that have not been replaced. Savannah Gardens II is a senior HUD 202 and LIHTC property and therefore will not compete with the Subject. Given the low capture rates for the Subject and the performance of the LIHTC properties, we believe that the Subject will have a limited long term impact on other affordable units in the market.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. Strengths of the Subject will include its location adjacent to the Savannah High School, its excellent visibility along Pennsylvania Avenue, its competitive amenity package, and that it is part of the redevelopment of an existing property. The newest LIHTC property to enter the market, Savannah Gardens III, is currently stabilizing at a rate of 13 units per month and is currently 82 percent occupied and 84 percent leased. Further, Phase I is currently maintaining a waiting list of one to two years and is 97 percent occupied. Stabilized LIHTC vacancy in the market is low at three percent despite additions to LIHTC supply and the percent renter population in the PMA is high and is projected to increase to 56 percent at the time of market entry in 2015. As the demand analysis found later in this report will indicate, there is adequate demand for the Subject based on our calculations for the 50 and 60 percent AMI and unrestricted units.

I. ABSORPTION & STABILIZATION RATES

Stabilization/Absorption Rate

We were able to obtain absorption information from the following comparable properties.

ABSORPTION

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Savannah Gardens III	@50%, @60%, Market	Family	2012	95	13 (initial)
Sustainable Fellwood II	@60%, @60% (PBRA), Market, PHA	Family	2011	110	18
Savannah Gardens I	@30%, @50%, @60%	Family	2010	115	11
Sustainable Fellwood I	@60%, @60% (Public Housing), Market	Family	2009	110	18
Ashley Midtown Phase II	@30% (PHA), @60%	Family	2008	38	11-13
Springs At Chatham Parkway	Market	Family	2007-2008	352	29
AVERAGE					16

The Subject's sister property, Savannah Gardens III, opened in 2012 and is currently stabilizing. The property is currently 82 percent occupied and 84 percent leased, which equates to an initial stabilization rate of 13 units per month. Savannah Gardens I is currently 97 percent occupied with a two-year waiting list for one-bedroom units and a one-year waiting list for the three and four-bedroom units. We anticipate that Savannah Gardens III and IV (allocated in 2012 and currently proposed) will absorb demand from the existing waiting list. Therefore, we anticipate that the Subject will stabilize at a slightly slower rate of 10 units per month, which equates to an absorption period of approximately seven months for the Subject to reach 93 percent occupancy.

J. INTERVIEWS

Savannah's Assisted Housing Programs Department

According to Lynn Coleman, Director of the Housing Authority of Savannah's Assisted Housing Programs Department, the Housing Authority is currently authorized to issue 2,770 vouchers. There are currently 2,641 vouchers in circulation at this time. The Housing Authority's waiting list was briefly opened between March 1st and March 15th. The waiting list is now closed again. The contact reported that there are currently over 11,000 households on the waiting list. The current payment standards for the Housing Authority of Savannah's Housing Choice Vouchers can be found in the following table.

Payment Standards	
1BR	\$795
2BR	\$886
3BR	\$1,175
4BR	\$1,238

The Subject's gross rents at 50 and 60 percent AMI are well below the payment standard.

Planning

We interviewed Gary Plumbley, Development Services Planner with the Savannah Metropolitan Planning Commission, in order to find out the status of any planned, proposed, or recently completed residential development in the Subject's neighborhood. Other than the Subject's sister phases, Mr. Plumbley was unaware of any proposed or recently completed multifamily or single-family development in the Subject's neighborhood.

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

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

- The Subject is located in Savannah, Chatham County, GA. In 2012, the population in the PMA was 77,939 and is projected to increase to 81,695 in 2017, at an annual rate of 1.0 percent. Projected annual population growth is minimal in the PMA because the PMA encompasses well-established areas of Savannah. Urban areas, particularly those in transition like the PMA, typically experience population decline; therefore, any population growth in these areas is considered good.

The majority of households in the PMA (56 percent) are renter-occupied, which is a very strong indication of demand for the Subject. The Subject will target households earning between \$19,097 and \$64,800, which captures a wide range of income cohorts as the Subject will offer LIHTC and unrestricted units. Persons within these income cohorts are expected to create demand for the Subject.

Per RealtyTrac's March 2013 data, an estimated 18.6 percent of homes are vacant in Savannah. The median list price is \$147,400 as of March 2013, which represents a seven percent year over year decrease. The median sales price in the city is \$180,000, which is a two percent year over year decrease since March 2013. The foreclosure rate in Savannah as of April 2013 is one in every 1,253 housing units, which is slightly higher than that of the county (one in every 1,410 housing units) but, it is significantly lower than that of the state (one in every 283 housing units) and nation (one in every 418 housing units). There are vacant retail uses in poor condition in the Subject's neighborhood; however, these uses do not appear to have affected leasing at the Subject's sister phases and Phase IV will offer new construction commercial space.

- Total employment in the MSA has been steadily increasing since 2011. As of December 2012, employment is at its highest level since 2008. Similar to what occurred throughout the nation, the unemployment rate increased significantly in 2008 and 2009 and reached a peak rate of 9.1 percent in 2010. The unemployment rate in the MSA and nation has been decreasing since 2011. As of December 2012, the unemployment rate was above the unemployment rate of the US; however, the high rate of growth in total employment during this time indicates a recovery in the MSA in line with the nation. The largest employers in the PMA are the accommodation/food services, health care/social assistance, retail trade, and educational services industries. Lower skilled employees in these industries are likely to have incomes in line with the Subject's income restrictions.
- The Subject's capture rates at the 50 percent AMI level will range from 0.5 to 2.8 percent, with an overall capture rate of 1.6 percent. The Subject's 60 percent AMI capture rates range from 0.5 to 4.6 percent, with an overall capture rate of 2.6 percent. The overall capture rate for all units (LIHTC and market) is 2.5 percent. Therefore, we believe there is adequate demand for the Subject.

- We were able to obtain absorption information from the following comparable properties.

ABSORPTION

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed/ Month
Savannah Gardens III	@50%, @60%, Market	Family	2012	95	13 (initial)
Sustainable Fellwood II	@60%, @60% (PBRA), Market, PHA	Family	2011	110	18
Savannah Gardens I	@30%, @50%, @60%	Family	2010	115	11
Sustainable Fellwood I	@60%, @60% (Public Housing), Market	Family	2009	110	18
Ashley Midtown Phase II	@30% (PHA), @60%	Family	2008	38	11-13
Springs At Chatham Parkway	Market	Family	2007-2008	352	29
AVERAGE					16

The Subject's sister property, Savannah Gardens III, opened in 2012 and is currently stabilizing. The property is currently 82 percent occupied and 84 percent leased, which equates to an initial stabilization rate of 13 units per month. Savannah Gardens I is currently 97 percent occupied with a two-year waiting list for one-bedroom units and a one-year waiting list for the three and four-bedroom units. We anticipate that Savannah Gardens III and IV (allocated in 2012 and currently proposed) will absorb demand from the existing waiting list. Therefore, we anticipate that the Subject will stabilize at a slightly slower rate of 10 units per month, which equates to an absorption period of approximately seven months for the Subject to reach 93 percent occupancy.

- All of the comparables have stabilized with the exception of Savannah Gardens III, the Subject's sister property that is currently 82 percent occupied and 84 percent leased. Vacancy rates among the stabilized properties are low to moderate with the exception of Heritage Corner & Heritage Row and Heritage Place. These properties have historically maintained higher than average vacancy rates, which is primarily due to crime issues in the neighborhood according to management. These properties share the same sponsor as the Subject (Mercy Housing) and management has indicated that Heritage Place and Heritage Corner & Row have difficulty leasing due to the properties' locations. The Subject's sister properties in Savannah Gardens are maintaining high occupancy rates and the Subject will offer a superior age/condition when compared to Heritage Place and Heritage Corner & Row. Therefore, we believe that these properties are outliers in the market given that the remaining LIHTC comparable properties are maintaining low vacancy rates despite additions to supply in the market. Further, even when accounting for the vacancy issues between these two properties, overall LIHTC vacancy in the market remains low at approximately three percent among the stabilized properties. Therefore, we believe that the Subject will maintain a vacancy rate of five percent, or less, once stabilized.
- Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. Strengths of the Subject will include its location adjacent to the Savannah High School, its excellent visibility along Pennsylvania Avenue, its competitive amenity package, and that it is part of the redevelopment of an existing property. The newest LIHTC property to enter the market, Savannah Gardens III, is currently stabilizing at a rate of 13 units per month and is currently 82 percent occupied and 84 percent leased. Further, Phase I is currently maintaining a waiting list of one to two years and is 97 percent occupied. Stabilized LIHTC vacancy in the market is low at

three percent despite additions to LIHTC supply and the percent renter population in the PMA is high and is projected to increase to 56 percent at the time of market entry in 2015. As the demand analysis found later in this report will indicate, there is adequate demand for the Subject based on our calculations for the 50 and 60 percent AMI and unrestricted units.

Recommendations

- We believe that the Subject is feasible as proposed.

L. SIGNED STATEMENT REQUIREMENTS

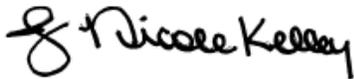
I affirm that I (or one of the persons signing below) have made a physical inspection of the market area and the subject property and that information has been used in the full study of the need and demand for the proposed units. To the best of my knowledge, the market can support the project as shown 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.



H. Blair Kincer, MAI, CRE
LEED Certified Associate
Partner
Novogradac & Company LLP

5-14-2013

Date



J. Nicole Kelley
Manager
Novogradac & Company LLP

5-14-2013

Date



Kristina V. Garcia
Real Estate Analyst
Novogradac & Company LLP

5-14-2013

Date

M. MARKET STUDY REPRESENTATION

Novogradac & Company LLP states that DCA may rely on the representation made in the market study provided and this document is assignable to other lenders that are parties to the DCA loan transaction.

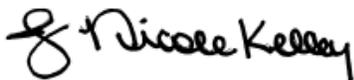
Respectfully,



H. Blair Kincer, MAI, CRE
LEED Certified Associate
Partner
Novogradac & Company LLP

5-14-2013

Date



J. Nicole Kelley
Manager
Novogradac & Company LLP

5-14-2013

Date



Kristina V. Garcia
Real Estate Analyst
Novogradac & Company LLP

5-14-2013

Date

N. 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)
Member, National Council of Affordable Housing Market Analysts (NCAHMA)
Past Member Frostburg Housing Authority

Certified General Real Estate Appraiser, No. 31534 – State of Arizona
Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut
Certified General Real Estate Appraiser, No. CG100026242 – State of Colorado
Certified General Real Estate Appraiser, No. 4206 – State of Kentucky
Certified General Real Estate Appraiser, No. 1326 – State of Maryland
Certified General Real Estate Appraiser, No. GA-805 – State of Mississippi
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. 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. 1101008 – State of Washington
Certified General Real Estate Appraiser, No. CG360 – State of West Virginia

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.

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.

H. Blair Kincer

Qualifications

Page 3

- 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.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

J. Nicole Kelley

I. Education

Auburn University, Auburn, Alabama
Bachelor of Science in Business Administration: International Business
Auburn University, Auburn, Alabama
Master of Business Administration (MBA)

II. Professional Experience

Manager, Novogradac & Company LLP (July 2012-Present)
Real Estate Analyst, Novogradac & Company LLP (October 2009-June 2012)
Real Estate Researcher, Novogradac & Company LLP (May 2006-September 2009)

III. Professional Training and Continuing Education

Member, National Council of Affordable Housing Market Analysts (NCAHMA)
Member, Women in Affordable Housing Network (WAHN)
Successfully completed "Introduction to Commercial Real Estate Analysis" and
"Financial Analysis for Commercial Real Estate Investment"

IV. Real Estate Assignments

A representative sample of Due Diligence, Consulting, or Valuation Engagements includes:

- 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.
- Prepared a comprehensive city wide housing market analysis for the City of Biloxi, MS which included a housing needs assessment.
- Prepared a comprehensive neighborhood housing market analysis for the New Orleans East neighborhood in New Orleans, LA for the Louisiana Housing and Finance Agency. The study focused on the housing and economic trends Pre- and Post- Hurricane Katrina and overall housing needs in that neighborhood.
- Conducted market studies for senior and family projects in Alabama, Arizona, California, Florida, Georgia, Guam, Illinois, Indiana, Iowa, Kentucky, Louisiana, Maine, Massachusetts, Michigan, Mississippi, Missouri, Nevada, New Jersey, New York, North Carolina, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Tennessee, Texas, Virginia, West Virginia, Washington, Wisconsin, and Wyoming.
- Assisted in appraisals of proposed new construction and existing Low-Income Housing Tax Credit and Special Needs properties in various states.
- Assisted in the preparation of Rent Comparability Studies and HUD MAP Market Studies according to HUD guidelines.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

KRISTINA V. GARCIA

I. Education

Emory University, Atlanta, Georgia
Bachelor of Arts

II. Professional Experience

Real Estate Analyst, Novogradac & Company LLP (April 2007 – Present)

III. Assignments

- Conducts and assists with market feasibility studies of proposed new construction and existing Low-Income Housing Tax Credit (LIHTC) properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Market analysis typically includes: physical inspection of site and market, demand projections, rental rate analysis, competitive property surveying and overall market analysis.
- Assists with appraisals of existing and proposed Low-Income Housing Tax Credit properties, Rural Development properties, and Section 8 properties.
- Conducts and assists with the preparation of Rent Comparability Studies according to HUD guidelines.

REPRESENTATIVE SAMPLE OF ENGAGEMENTS

Market Study Experience—Proposed LIHTC New Construction and Rehabilitation Developments:

Analyst has conducted research for market studies within the following states and U.S. territories:

- Alabama
- Arizona
- Arkansas
- California
- Florida
- Georgia
- Guam
- Illinois
- Indiana
- Kentucky
- Louisiana
- Massachusetts
- Michigan
- Mississippi
- New York
- New Jersey
- North Carolina
- North Dakota
- Oklahoma
- Pennsylvania
- Puerto Rico
- Rhode Island
- South Carolina
- Tennessee
- Texas
- Utah
- Virginia
- Washington
- West Virginia

HUD Rent Comparability Study Experience:

Analyst has conducted research for rent comparability studies within the following states:

- Alabama
- Florida
- Georgia
- New York
- South Carolina
- Texas

Appraisal Research Experience:

Analyst has conducted research for appraisals within the following states:

- Alabama
- Florida
- Georgia
- Louisiana
- New York
- South Carolina
- Virginia

Miscellaneous Housing Studies:

- Conducted research for a comprehensive citywide housing market analysis for the City of Biloxi, MS which included a housing needs assessment.
- Conducted research for comprehensive neighborhood housing market analysis for the New Orleans East neighborhood in New Orleans, LA for the Louisiana Housing and Finance Agency. regarding housing needs and economic trends Pre- and Post- Hurricane Katrina
- Conducted research for mixed-use HOPE VI redevelopment plan for Tindall Heights Macon Housing Authority's Tindall Heights Public Housing