



**A MARKET CONDITIONS AND PROJECT
EVALUATION SUMMARY OF**

**MOUNTAIN VIEW SENIOR RESIDENCES
901 4th Street
Stone Mountain, Dekalb County, Georgia 30083**

Effective Date: May 16, 2013

Report Date: June 7, 2013

Prepared For

**Ms. Sharon Guest
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Housing Authority of DeKalb County
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Decatur, Georgia 30030**

Prepared By

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June 7, 2013

Ms. Sharon Guest
Director of Real Estate Development
Housing Authority of DeKalb County
750 Commerce Drive, Suite 201
Decatur, Georgia 30030

Re: Market Study for Mountain View Senior Residences to be located in Stone Mountain, Dekalb County, Georgia

Dear Ms. Guest:

At your request, Novogradac & Company LLP performed a market study of the rental market in the Stone Mountain, Dekalb County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project, Mountain View (the Subject). The purpose of this market study is to assess the viability of the construction of Mountain View, which will be an elderly LIHTC development in Stone Mountain, GA. The existing site is improved with vacant cottages that formerly served as a shelter for children. The Subject will offer 80 units to elderly households ages 62 and older. Of these, 75 will be restricted at 60 percent AMI and will operate with Rental Assistance Demonstration (RAD) subsidy and public housing project-based rental assistance (PHA PBRA). The remaining five units will be unrestricted. 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.

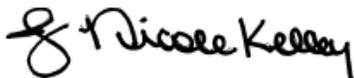
This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and 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.
9. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the author

or the firm with which he or she is connected. Neither all nor any part of the report, or copy thereof shall be disseminated to the general public by the use of advertising, public relations, news, sales, or other media for public communication without the prior written consent and approval of the appraiser. Nor shall the appraiser, firm, or professional organizations of which the appraiser is a member be identified without written consent of the appraiser.

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:

The Subject site is located at 901 4th Street in Stone Mountain, Dekalb County, Georgia. The Subject will offer new construction units in one three-story, elevator-serviced, low-rise building. The Subject’s units will target seniors ages 62 and older (elderly). 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>60% AMI (RAD and PHA)</i>							
1BR/1BA (Lowrise)	15	750	\$502	\$129	\$631	\$747	\$737
1BR/1BA (Lowrise)	48	750	\$608	\$129	\$737	\$747	\$737
2BR/1BA (Lowrise)	10	950	\$558	\$165	\$723	\$895	\$874
2BR/1BA (Lowrise)	2	950	\$709	\$165	\$874	\$895	\$874
<i>Market</i>							
1BR/1BA (Lowrise)	3	750	\$650	\$129	\$779	N/Ap	\$737
2BR/1BA (Lowrise)	2	950	\$715	\$165	\$880	N/Ap	\$874
Total	80						

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

All 75 units restricted at 60 percent of AMI will operate with project-based Rental Assistance Demonstration (RAD) subsidy and public housing subsidy (PHA PBRA). Tenants in these units will pay 30 percent of their income towards the monthly rent and therefore these rents are based on income (BOI). The five unrestricted units will not operate with any subsidy.

The Subject will offer the following amenities: balconies/patios, refrigerators, oven/stove, dishwashers, garbage disposals, walk-in closets, carpeting, washer/dryer connections, power-based stove-top fire suppression canisters, elevators, fitness center/exercise facility, business center, central laundry facility, wellness center, dining/dance hall, limited access security, theater, off-street parking, on-site management, gazebo, and community garden. The Subject’s common area amenity package will be competitive or superior to that of the comparable properties.

2. Site Description/Evaluation: The Subject is located on the eastern side of 4th Street and the northern side of Venable Street. The Subject has average visibility and views. Views consist primarily of single-family homes in fair to average condition and 4th Street is lightly trafficked as it is a two-lane residential street.

The Subject site is located on 4th Street, which is located 0.3 miles from Main Street. Main Street provides access to Memorial Drive, approximately one mile from the Subject site. The closest interstate to the Subject site is Interstate 285 and it is within five miles of the Subject site via Memorial Drive. Overall, access to the Subject site is considered average. Because the Subject is located on a lightly trafficked two-lane thoroughfare, the Subject's visibility is somewhat limited to local traffic. The Subject's visibility is projected to be average.

The Subject is located in a mixed-use neighborhood that includes Arabia Mountain High School, Stone Mountain Elementary School, small commercial uses, places of worship and older single-family homes in fair condition. The Oakhurst Medical Center is located 3.1 miles from the Subject, and the local police department and library are under one mile away. Additionally, The Subject is located adjacent to Stone Mountain State Park. All locational amenities are located within 3.1 miles of the Subject site, with the exception of the nearest Dekalb County Fire Station, which is 6.9 miles away.

Overall, the Subject site is an adequate site for a senior LIHTC property.

3. Market Area Definition: The PMA includes portions of Stone Mountain, Clarkston, Pine Lake, Redan, Tucker, and Lithonia. The boundaries of the PMA are as follows:

North – Highway 28/9

South – Interstate 20

East – Dekalb-Gwinnett county line and Rock Chapel Road/Highway 129

West – Interstate 285

The area was defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a significant portion of their tenants come from all over the

Atlanta area. Therefore, we believe that there is leakage from the PMA. However, per GA DCA guidelines, GA DCA does not take into consideration demand from outside of the PMA. The farthest border from the PMA is 8.4 miles from the Subject site.

4. Community Demographic Data:

The Subject is located in Stone Mountain, Dekalb County, Georgia. In 2012, the population in the PMA was 207,279 and is projected to increase to 212,993 in 2017, at an annual rate of 0.6 percent.

A minority of senior households in the PMA (25 percent) is renter-occupied, but this number has increased from 18.5 percent since 2000 and is expected to remain stable until at least 2017. As of 2012, approximately 55 percent of the elderly in the PMA are earning less than \$40,000 per year. The Subject will capture a wide range of income cohorts as the Subject will offer LIHTC units with subsidy and unrestricted units. Persons within these income cohorts are expected to create demand for the Subject.

Per RealtyTrac's March 2013 data, an estimated 5.3 percent of homes are vacant in Stone Mountain. The median list price is \$91,700 as of March 2013, which represents a 10 percent year over year increase. The median sales price in the city is \$65,000, which is a two percent year over year decrease since March 2012. The foreclosure rates in Stone Mountain as of March 2013 is one in every 306 housing units, which is slightly lower than that of the county (one in every 270 housing units) and slightly lower than that of the state (one in every 240 housing units). This rate is significantly higher than the national rate, however (one in every 418 housing units).

5. Economic Data:

Total employment in the MSA has been on a downward trend since 2008 and currently sits at 2,525,019 as of March 2013. Employment seems to currently be trending upward, but overall employment in the MSA is lower than it was even a decade ago. Similar to what occurred throughout the nation, the unemployment rate increased significantly in 2008 and 2009 and reached a peak rate of 10.1 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, and the low rate of growth in total employment during this time indicates possible employment stagnation

in the MSA. The largest employers in the PMA are the trade/transportation/utilities services, education/health services, professional/business services and leisure/hospitality. Lower skilled employees in these industries are likely to have incomes in line with the Subject’s income restrictions. The Subject will target seniors ages 62 and older; therefore, we anticipate that the majority of the Subject’s tenants will be retired and rely on fixed incomes.

6. Project-Specific Affordability And Demand Analysis:

Per GA DCA market study guidelines, we have not included the Subject’s PBRA units in the Demand Analysis as they are presumed leasable. The following table illustrates the capture rates for the Subject’s unrestricted units.

CAPTURE RATE ANALYSIS CHART

Unit Size	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
1BR Unrestricted	3	257	0	257	1.2%
2BR Unrestricted	2	210	0	210	1.0%
Overall	5	466	0	466	1.1%

As the previous table demonstrates, the Subject’s capture rates are very low at approximately one percent. These capture rates are within GA DCA’s threshold.

7. Competitive Rental Analysis:

The availability of LIHTC is considered adequate. We have included four senior LIHTC properties, of which three are in the PMA. We have excluded family LIHTC properties in the PMA as there is adequate senior LIHTC data in the PMA. We have included four market rate properties and all are included in the PMA with the exception of Clairmont Crest. Clairmont Crest is a senior market rate property located in Decatur, which is located east of Atlanta. Overall, the availability of senior LIHTC data is considered good.

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.

SUBJECT COMPARISON TO RENTS IN THE MARKET

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR at 60% AMI	BOI	\$445	\$896	\$660	N/Ap
2BR at 60% AMI	BOI	\$440	\$1,180	\$782	N/Ap
1BR Unrestricted	\$650	\$445	\$896	\$672	3%
2BR Unrestricted	\$715	\$440	\$1,230	\$836	14%

The Subject’s unrestricted rents are within the range of the rents at the comparables and they have a slight advantage over surveyed average rents.

8. Absorption/Stabilization Estimate:

Antioch Villas and Gardens is the newest comparable property. It offers 106 studio, one, and two-bedroom units restricted at 50 and 60 percent AMI as well as unrestricted and PBRA units. The property is achieving high rents and is currently 100 percent occupied with a waiting list. Management delivered the first units in April 2012 and the property stabilized by December 2012, which yields an absorption rate of approximately 11 units per month over a period of nine months in order to reach 93 percent occupancy. Antioch Villas and Gardens offers a one-story design, a variety of unit types (bedroom types and program types), and access to a Gracious Living Package for an additional fee as well as access to the waiting list of its sister phase, Antioch Estates. While the Subject will not be a phase of an existing property, 94 percent of the Subject’s units will operate with subsidy; therefore, we anticipate that the Subject will stabilize at a pace of at least 11 units per month for a period of seven months.

9. Overall Conclusion:

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property even if it was proposed new construction. Vacancy among the senior LIHTC comparable properties is low at approximately one percent and vacancy among all of the Subject’s comparable properties is low at two percent. Further, the senior LIHTC comparables are maintaining waiting lists and the Subject’s units will offer value in the market as the rents are lower than the surveyed average. The senior population in the PMA exhibits a high renter-household percentage and senior household growth in the

PMA is projected to be strong through 2017. Overall, we believe that the Subject is feasible as proposed.

Summary Table:

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

Development Name:	Mountain View Senior Residences	Total # Units:	80
Location:	901 4th Street	# LIHTC Units:	75
	Stone Mountain, GA		
PMA Boundary:	North: Highway 28/9; South: Interstate 20; East: Dekalb-Gwinnett county line and Rock Chapel Rd/Highway 129; West: Interstate 285		
	Farthest Boundary Distance to Subject:		8.4 miles

Rental Housing Stock (found on page 81)

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	6	930	22	97.6%
Market-Rate Housing	3	544	18	96.7%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	N/Ap	N/Ap	N/Ap	N/Ap
LIHTC	3	386	4	99.0%
Stabilized Comps	6	930	22	97.6%
Properties in Construction & Lease Up	N/Ap	N/Ap	N/Ap	N/Ap

*Only includes properties in PMA

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
63	1BR at 60% AMI	1	750	BOI	\$672	\$0.90	N/Ap	\$975	\$1.63
12	2BR at 60% AMI	1	950	BOI	\$836	\$0.88	N/Ap	\$1,395	\$1.64
3	1BR Unrestricted	1	750	\$650	\$672	\$0.90	3%	\$975	\$1.63
2	2BR Unrestricted	1	950	\$715	\$836	\$0.88	14%	\$1,395	\$1.64

Demographic Data (found on page 31)

	2000		2012		2015	
Renter Households	6,641	81.10%	10,635	74.20%	12,405	74.60%
Income-Qualified Renter HHs	2,225	33.50%	3,563	33.50%	4,156	33.50%

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	N/Ap	N/Ap	173	N/Ap	173
Existing Households (Overburdened + Substandard)	N/Ap	N/Ap	N/Ap	427	N/Ap	427
Homeowner conversion (Seniors)	N/Ap	N/Ap	N/Ap	12	N/Ap	12
Total Primary Market Demand	N/Ap	N/Ap	N/Ap	612	N/Ap	612
Less Comparable/Competitive Supply	N/Ap	N/Ap	N/Ap	0	N/Ap	0
Adjusted Income-qualified Renter HHs**	N/Ap	N/Ap	N/Ap	612	N/Ap	612

Capture Rates (found on page 60)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate:	N/Ap	N/Ap	N/Ap	1.10%	N/Ap	1.10%

*Includes LIHTC and unrestricted (when applicable)

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

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address and Development Location: The Subject site is located at 901 4th Street in Stone Mountain, Dekalb County, Georgia.

Construction Type: The Subject will consist of one new construction, three-story, elevator-serviced, lowrise, EarthCraft building.

Occupancy Type: Elderly (seniors ages 62 and older).

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: All 75 of the Subject’s units at 60 percent of AMI will operate with a project-based public housing rental assistance subsidy. Therefore, approximately 94 percent of the Subject’s tenants are projected to pay 30 percent of their income towards the monthly rent.

Proposed Development Amenities: See following property profile.

Mountain View (fka The Children's Shelter)	
Comp#	Subject
Effective Rent Date	5/17/2013
Location	901 4th St Stone Mountain, GA 30083 DeKalb County (verified)
Distance	n/a
Units	80
Vacant Units	N/A
Vacancy Rate	N/A
Type	Lowrise (age-restricted) (3 stories)
Year Built / Renovated	Proposed / n/a
Tenant Characteristics	Elderly (seniors ages 62 and older)



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

Unit Mix (face rent)											
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?
1	1	Lowrise (3 stories)	48	750	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	n/a	N/A	N/A	N/A
1	1	Lowrise (3 stories)	15	750	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	n/a	N/A	N/A	N/A
1	1	Lowrise (3 stories)	3	750	\$650	\$0	Market	n/a	N/A	N/A	N/A
2	1	Lowrise (3 stories)	2	950	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	n/a	N/A	N/A	N/A
2	1	Lowrise (3 stories)	10	950	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	n/a	N/A	N/A	N/A
2	1	Lowrise (3 stories)	2	950	\$715	\$0	Market	n/a	N/A	N/A	N/A

Amenities			
In-Unit	Balcony/patio Blinds Carpeting Central A/C Dishwasher Hand Rails Pull cords Oven/Stove Walk-in closets Refrigerator Garbage disposals Washer/dryer connections Fire suppression stove top canisters	Security	Limited Access
Property	Business Center/Computer Lab Community Room Elevators Exercise Facility Central Laundry Off-Street Parking On-Site Management Gazebo Community Garden Theatre Wellness Center	Premium	none
Services	none	Other	Dining/dance hall
Comments			
<p>Currently the site is an abandoned children's shelter that will demolished. The site is 10.183 acres. Located at the base of Stone Mountain Park, it is within two walking blocks from downtown Stone Mountain and one half mile from the entrance of Stone Mountain Park. The development will be built according to DCA construction standards and will be an earth craft building. Ninety four percent (94%) of the units at Mountain View Senior Residences will be affordable to residents. The project will consist of both Rental Assisted Demonstration (RAD) and Project Based units. In addition, six percent of the units will be set-aside for Market Rate tenants. The Subject's one and two-bedroom utility allowances are \$129 and \$165 and its gross rents range from \$631 to \$874.</p>			

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 will enter the market by second quarter 2015.

Conclusion: The Subject will be an excellent-quality three-story elevator-serviced building. 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 May 16, 2013.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

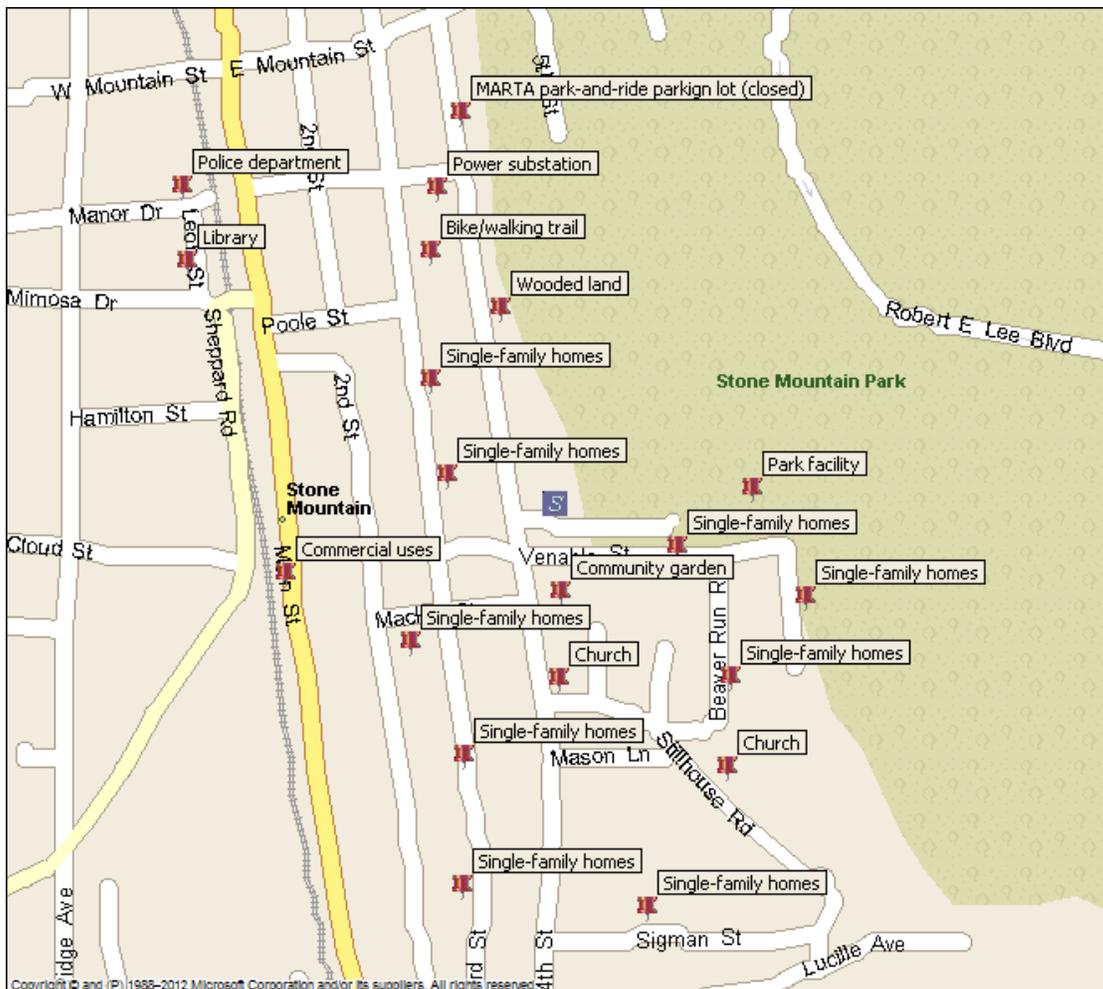
The Subject site has frontage along 4th Street and Venable Street.

Visibility/Views:

The Subject is located on the eastern side of 4th Street and the northern side of Venable Street. The Subject has average visibility and views. Views consist primarily of single-family homes in fair to average condition and 4th Street is lightly trafficked as it is a two-lane residential street.

Surrounding Uses:

The following map and pictures illustrate the surrounding land uses.



The Subject will be superior to its surrounding uses as it will offer new construction. The majority of the Subject's immediate surrounding uses are single-family homes in fair to average condition.

Positive/Negative Attributes of Site: The Subject site is currently well-landscaped and improved with one-story cottages that will be demolished to make way for the Subject. Negative attributes of the site include its lack of visibility in a primarily residential neighborhood. The Subject's immediate neighborhood consists of single-family homes, some of which require renovations. Positive attributes to the site include its proximity to commercial uses along Main Street as well as medical and dental offices located within walking distance. The Subject site is also located within two miles of Stone Mountain State Park.

3. Physical Proximity to Locational Amenities:

The Subject is located off 4th Street in a mixed-use neighborhood that includes Arabia Mountain High School, Stone Mountain Elementary School, small commercial uses, places of worship and older single-family homes in fair condition. The Oakhurst Medical Center is located 3.1 miles from the Subject, and the local police department and library are under one mile away. Additionally, the Subject is located adjacent to Stone Mountain State Park. All locational amenities are located within 3.1 miles of the Subject site, with the exception of the nearest Dekalb County Fire Station, which is 6.9 miles away.

Overall, the Subject will have good visibility on 4th Street 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.

4. Pictures of Site and Adjacent Uses:



Existing buildings on Subject site



View of road into Subject site



Entrance to Subject site with limited access gates



Outdoor video surveillance



View north on 4th Street



View south on 4th Street



View of single-family home and vending machine



View west on Veneble Street



View of community garden



View of single-family home



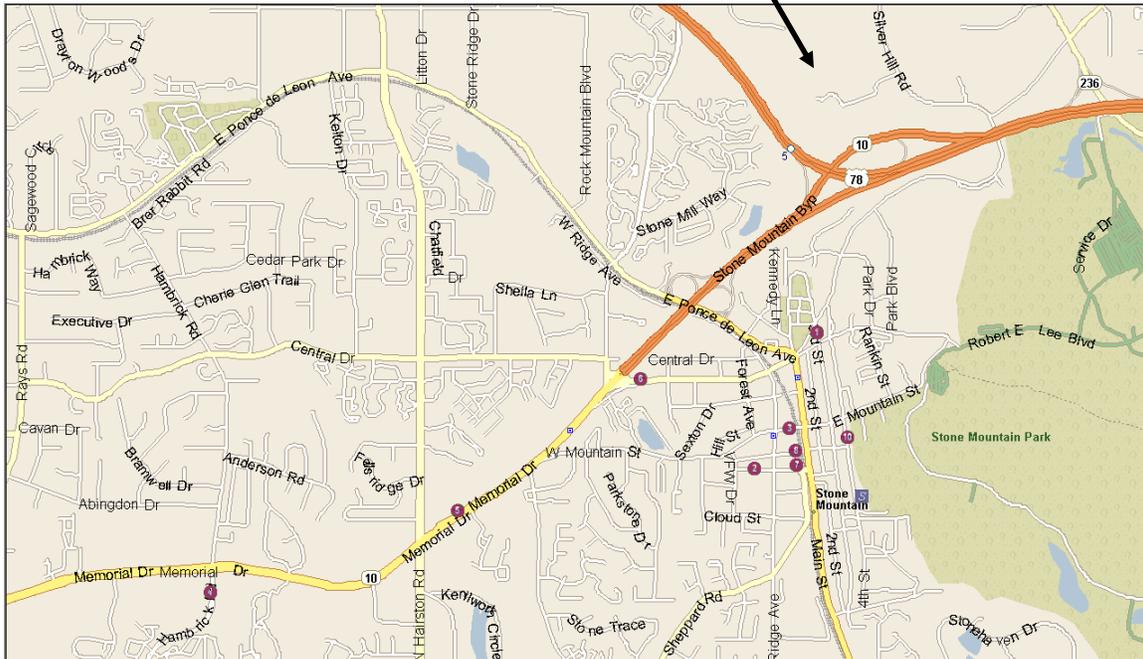
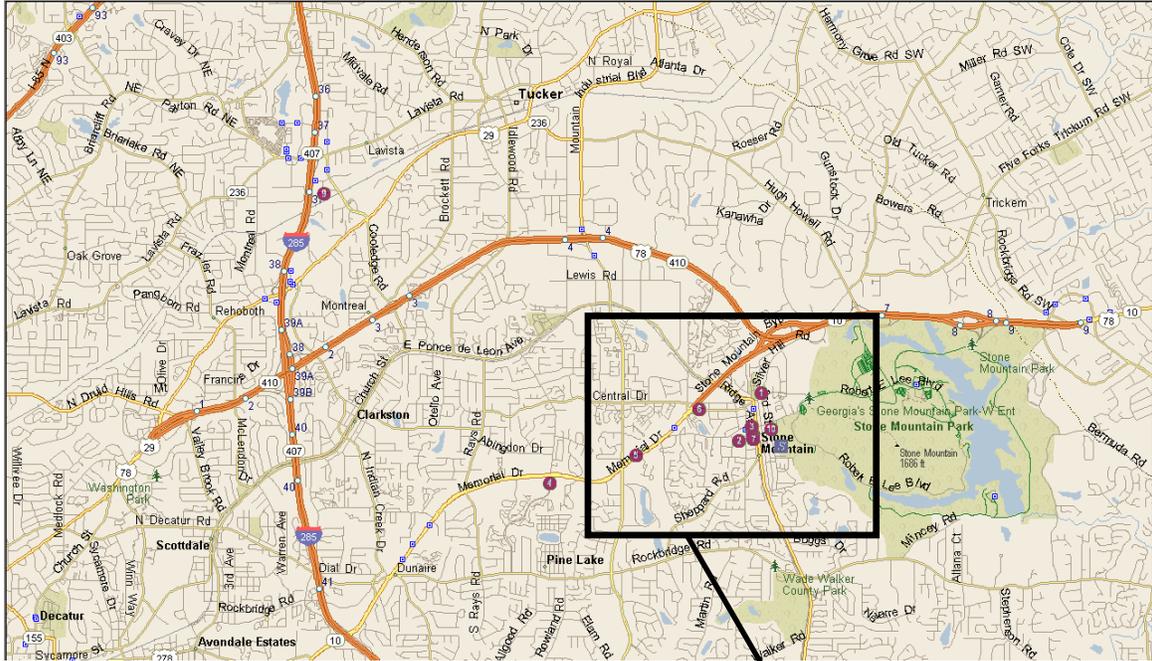
Typical church



Medical offices on Main Street

5. Proximity to Locational Amenities:

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



Local Distances from Services

Map #	Service/Amenity	Distance from Subject
1	Stone Mountain Elementary School	0.6 miles
2	Champion Middle School	0.6 miles
3	Arabia Mountain High School	0.4 miles
4	Oakhurst Medical Center	3.1 miles
5	Kroger Super Market	1.8 miles
6	Walgreen’s Pharmacy	1.3 miles
7	Sue Kellogg Public Library	0.4 miles
8	Stone Mountain Police Department	0.3 miles
9	Dekalb County Fire Department	6.9 miles
10	MARTA Public Transportation	0.2 miles

6. Description of Land Uses:

The Subject site’s immediate surrounding uses include wooded land to the north and east, single-family homes and a community garden to the south, and single-family homes to the west. The Subject site is located within 2.2 miles of Stone Mountain State Park and within blocks of the small commercial and office uses along Main Street. The Subject will be an improvement to the neighborhood.

7. Multifamily Residential within Two Miles:

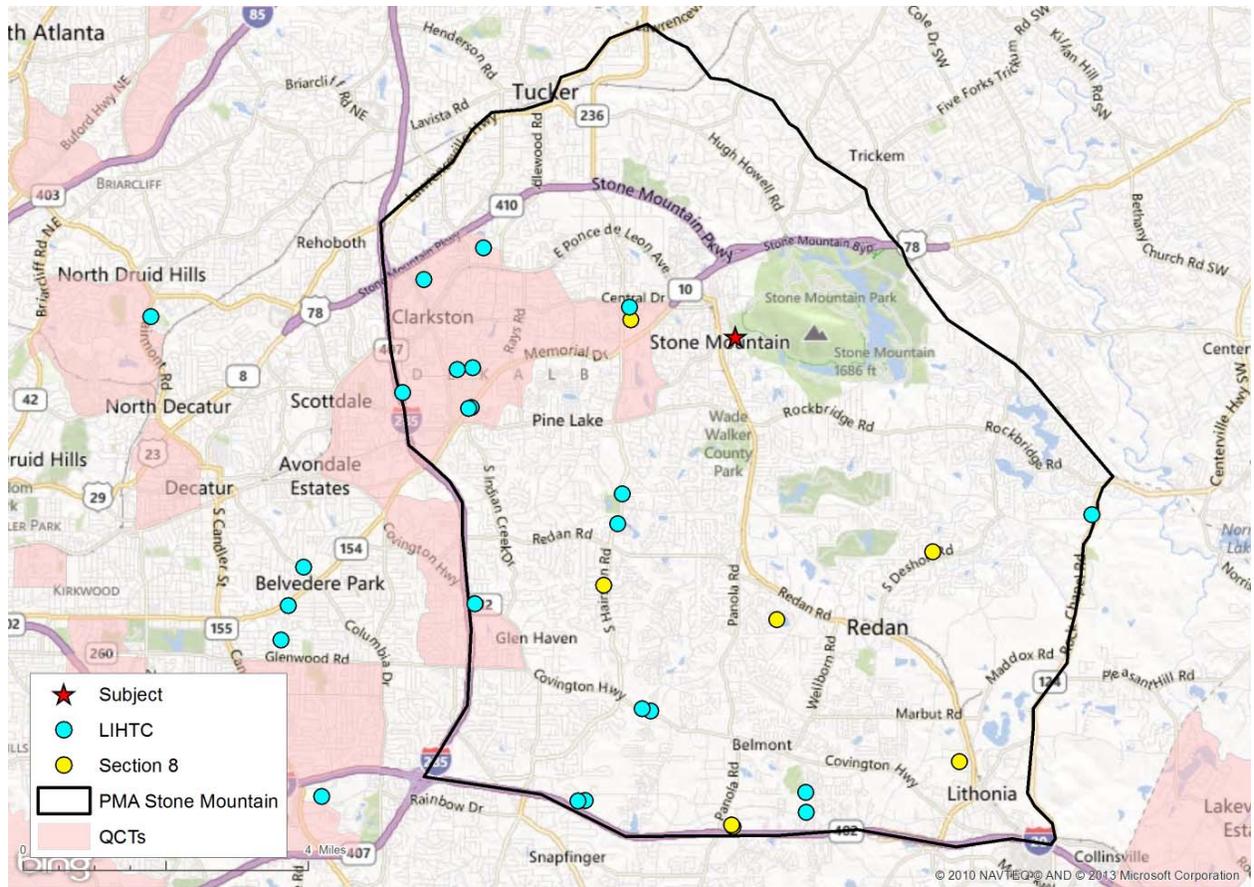
The majority of multifamily uses within a two-mile radius of the Subject site consists of older properties. The Subject will be superior to the majority of the multifamily rental housing stock within two miles as the Subject will offer new construction. We have included the most comparable properties to the Subject.

8. Existing Assisted Rental Housing Property Map:

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

Mountain View Senior Residences, Stone Mountain, GA – Market Study

Name	Address	City	State	Type	Tenancy	Map Color	Distance	Reason for Exclusion
Salem Baptist Church (aka Alice Williams Towers)	5480 Hillandale Rd	Lithonia	GA	Section 8	HFOP			Tenants pay 30% of income
Salem Baptist Church of Atlanta	5470 Hillandale Rd	Lithonia	GA	Section 8	HFOP			Tenants pay 30% of income
Dekalb MR Homes II	1116 Alford Rd	Lithonia	GA	Section 8	Disabled			Tenancy not comparable and pay 30% of income
Dekalb MR Homes	1536 St. Dunstons Rd	Lithonia	GA	Section 8	Disabled			Tenancy not comparable and pay 30% of income
Parc Chateau Sect I Assoc Ltd	2361 Parc Chateau Drive	Lithonia	GA	Section 8	Family			Tenancy not comparable and pay 30% of income
Parc Chateau Sect II Assoc Ltd	2361 Parc Chateau Drive	Lithonia	GA	Section 8	Family			Tenancy not comparable and pay 30% of income
North Hairston Apartments	1023 N Hairston Rd	Stone Mountain	GA	Section 8	Family			Tenancy not comparable and pay 30% of income
Travis House	1407 S Hairston Rd	Stone Mountain	GA	Section 8	Disabled			Tenancy not comparable and pay 30% of income
Hairston Lake	1023 N Hairston Rd	Stone Mountain	GA	Section 8	Family			Tenancy not comparable and pay 30% of income
Salem Baptist Church (Aka Alice Williams Towers)	5480 Hillandale Rd	Lithonia	GA	FHA	N/Av			Tenancy not comparable and pay 30% of income
Alice Williams Tower	5480 Hillandale Rd	Lithonia	GA	Section 8	Elderly			Tenancy not comparable and pay 30% of income
Alice Williams Towers II	5470 Hillandale Rd	Lithonia	GA	Section 8	Elderly			Tenancy not comparable and pay 30% of income
Dekalb Manor Homes II	1116 Alford Rd	Lithonia	GA	Section 8	Disabled			Tenancy not comparable and pay 30% of income
Dekalb Manor Homes Inc	1536 St. Dunstons Rd	Lithonia	GA	Section 8	Disabled			Tenancy not comparable and pay 30% of income
Hidden Pointe	1000 Hidden Chase	Stone Mountain	GA	LIHTC	Family			Tenancy not comparable
Lake Point Apartments	1038 S Hairston Road	Stone Mountain	GA	LIHTC	Family			Tenancy not comparable
Mountain Crest	1075 N Hairston Rd,	Stone Mountain	GA	LIHTC	Family			Tenancy not comparable
White Oak Crossing	2771 White Oak Dr	Decatur	GA	Bond	Family			Tenancy not comparable
Spring Chase	4949 Memorial Drive	Stone Mountain	GA	Bond	Family			Tenancy not comparable
Spring Terrace	1491 Rupert Rd	Decatur	GA	Bond	Family			Tenancy not comparable
Spring Chase II	4950 Memorial Drive	Stone Mountain	GA	Bond	Senior	Unable to contact		
Villas of Friendly Heights	1300 Friendly Heights Blvd.	Decatur	GA	LIHTC	Family	Tenancy not comparable		
Signature Station Apts DBA Alexander at								
Stoncrest	100 Leslie Oaks Drive	Lithonia	GA	LIHTC	Family			Tenancy not comparable
Mountain Crest	1075 North Hairston Road	Stone Mountain	GA	LIHTC	Family			Tenancy not comparable
Chapel Run Apartments	4522 Snappfinger Woods Drive	Atlanta	GA	LIHTC	Family			Tenancy not comparable
Mountain Grove Apartments	3954 Memorial College Avenue	Clarkston	GA	LIHTC	Family			Tenancy not comparable
Lakeshore Apartments	1281 Brockett Rd.	Clarkston	GA	LIHTC	Family			Tenancy not comparable
The Lakes at Indian Creek	751 North Indian Creek Drive	Clarkston	GA	LIHTC	Family			Tenancy not comparable
Wyncrest Apartments	3629 Montreal Creek Circle	Clarkston	GA	LIHTC	Family			Tenancy not comparable
Hidden Pointe	100 Hidden Chase	Stone Mountain	GA	LIHTC	Family			Tenancy not comparable
Forrest Heights	1048 Columbia Drive	Decatur	GA	LIHTC	Family			Proposed and tenancy not comparable
Antioch Manor Estates - Phase I	4711 S Hairston Rd	Stone Mountain	GA	LIHTC	HFOP			Included
Antioch Manor Estates - Phase II	4711 S. Hairston Rd.	Stone Mountain	GA	LIHTC	HFOP			Included
Antioch Manor Estates - Phase III	4711 S. Hairston Rd.	Stone Mountain	GA	LIHTC	HFOP			Included
Magnolia Circle	100 Dash Lewis Dr	Decatur	GA	LIHTC	Senior			Included
Retreat at Madison Place	3907 Redwing Circle	Decatur	GA	LIHTC	HFOP			Included
Clairmont Crest	1861 Clairmont Rd	Decatur	GA	LIHTC	HFOP			Included
Forrest Heights	1048 Columbia Drive	Decatur	GA	LIHTC	Family			Tenancy not comparable
Panola Gardens Sr	Snappfinger Woods Dr & Lou Walker	Lithonia	GA	LIHTC	Senior			Proposed (Allocated 2012)
The Terraces at Parkview	6800 Parkview Trail	Lithonia	GA	LIHTC	Family			Tenancy not comparable
Tuscany Village	600 Northern Ave	Clarkston	GA	LIHTC	Family			Tenancy not comparable
Mountain View	901 4th St	Stone Mountain	GA	LIHTC	Senior		SUBJECT	



Stone Mountain, GA



9. Road/Infrastructure

Proposed Improvements:

We witnessed no infrastructure improvements in the Subject’s immediate neighborhood.

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

The Subject site is located on 4th Street, which is located 0.3 miles from Main Street. Main Street provides access to Memorial Drive, approximately one mile from the Subject site. The closest interstate to the Subject site is Interstate 285 and it is within five miles of the Subject site via Memorial Drive. Overall, access to the Subject site is considered average. Because the Subject is located on a lightly trafficked two-lane thoroughfare, the Subject’s visibility is somewhat limited to local traffic. The Subject’s visibility is projected to be average.

11. Environmental Concerns:

None visible upon site inspection.

Detrimental Influences:

There are no significant detrimental influences. The Subject’s immediate neighborhood includes homes in fair condition that require renovations; however, we do not believe that the Subject’s performance will be significantly impacted by these homes.

12. Conclusion:

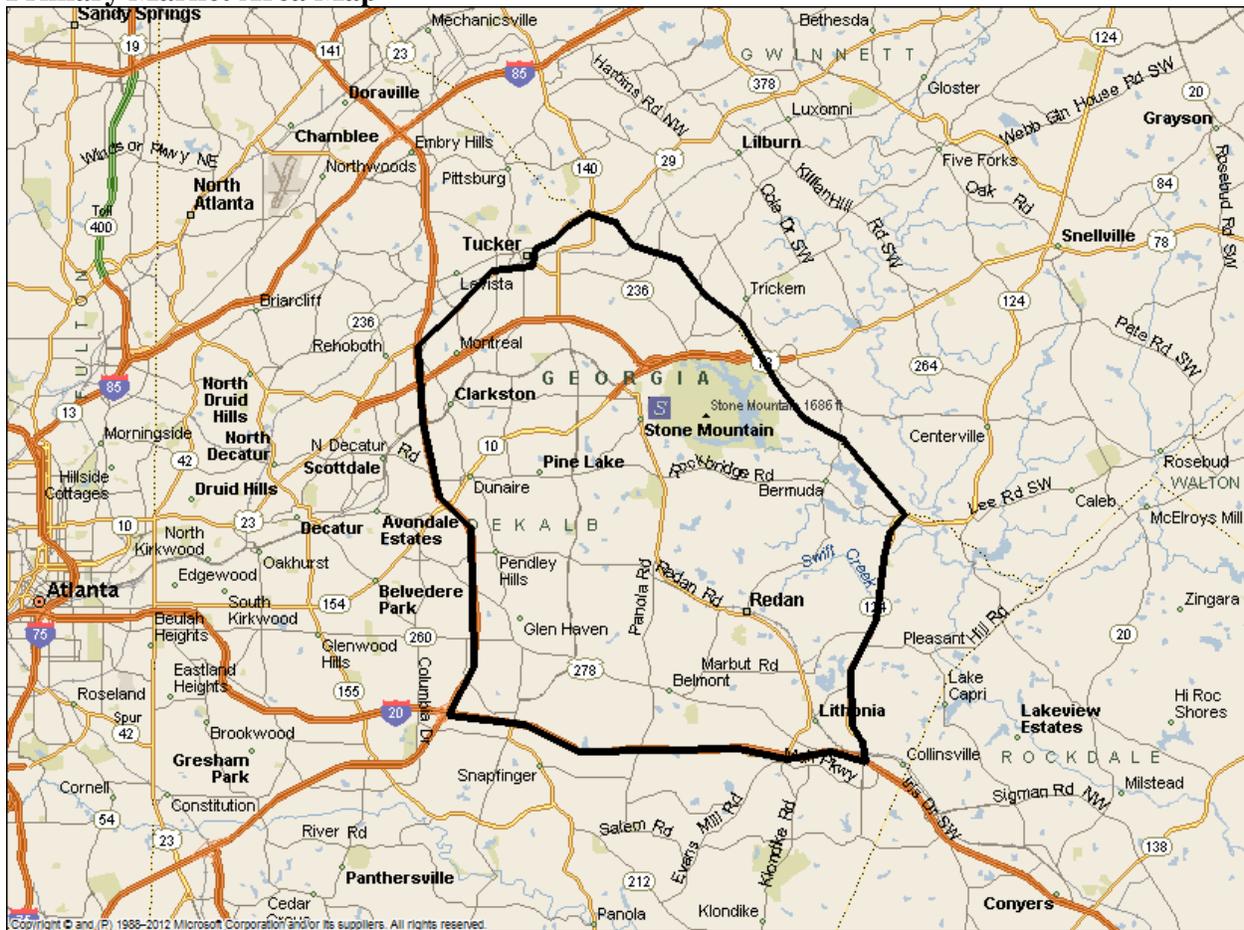
The Subject site’s immediate surrounding uses include wooded land to the north and east, single-family homes and a community garden to the south, and single-family homes to the west. The Subject site is located within 2.2 miles of Stone Mountain State Park and within blocks of the small commercial and office uses along Main Street. Overall, the Subject will be an improvement to the 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



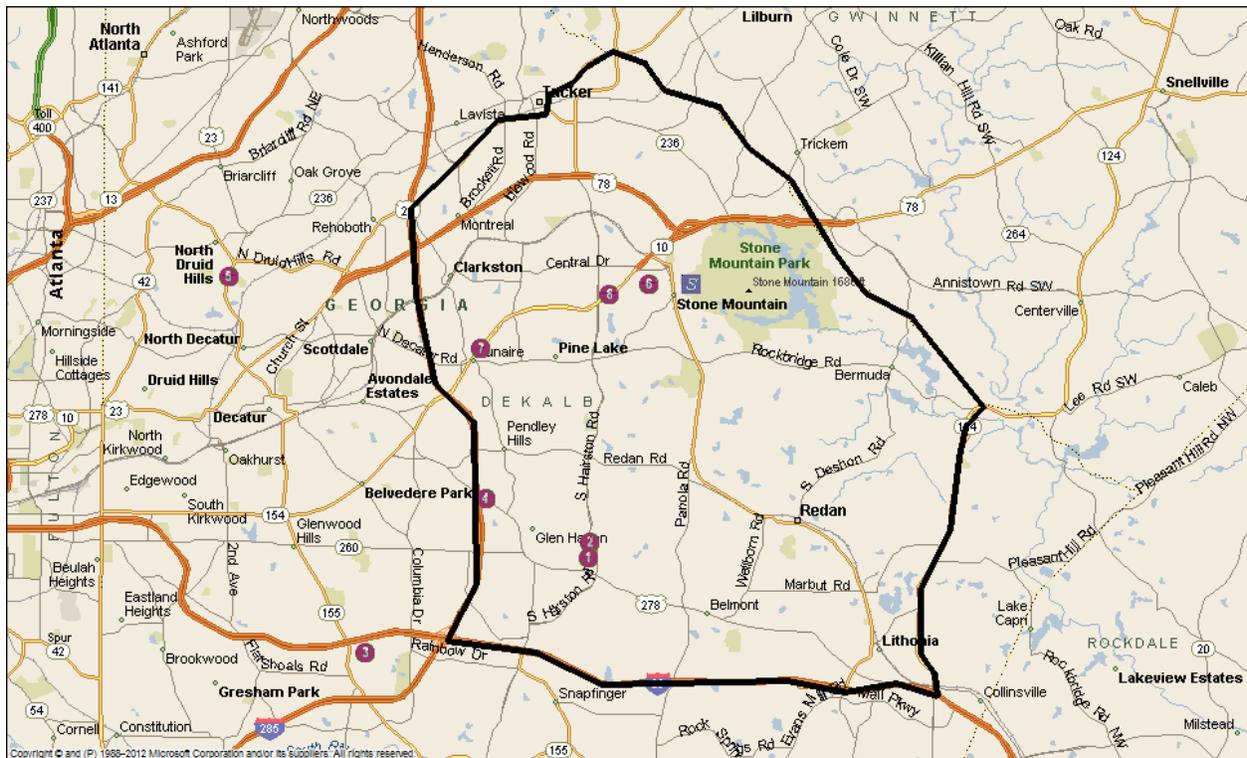
The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied, to determine if the Primary Market Area (PMA) and the Atlanta-Sandy Springs-Marietta, GA MSA are areas of growth or contraction.

The boundaries of the PMA are as follows:

- North – Highway 28/9
- South – Interstate 20
- East – DeKalb-Gwinnett county line and Rock Chapel Road/Highway 129
- West – Interstate 285

This area includes portions of Stone Mountain, Clarkston, Pine Lake, Redan, Tucker, and Lithonia. The area was defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a significant portion of their tenants come from all over the Atlanta area. Therefore, we believe that there is leakage from the PMA. However, per GA DCA guidelines, GA DCA does not take into consideration demand from outside of the PMA.

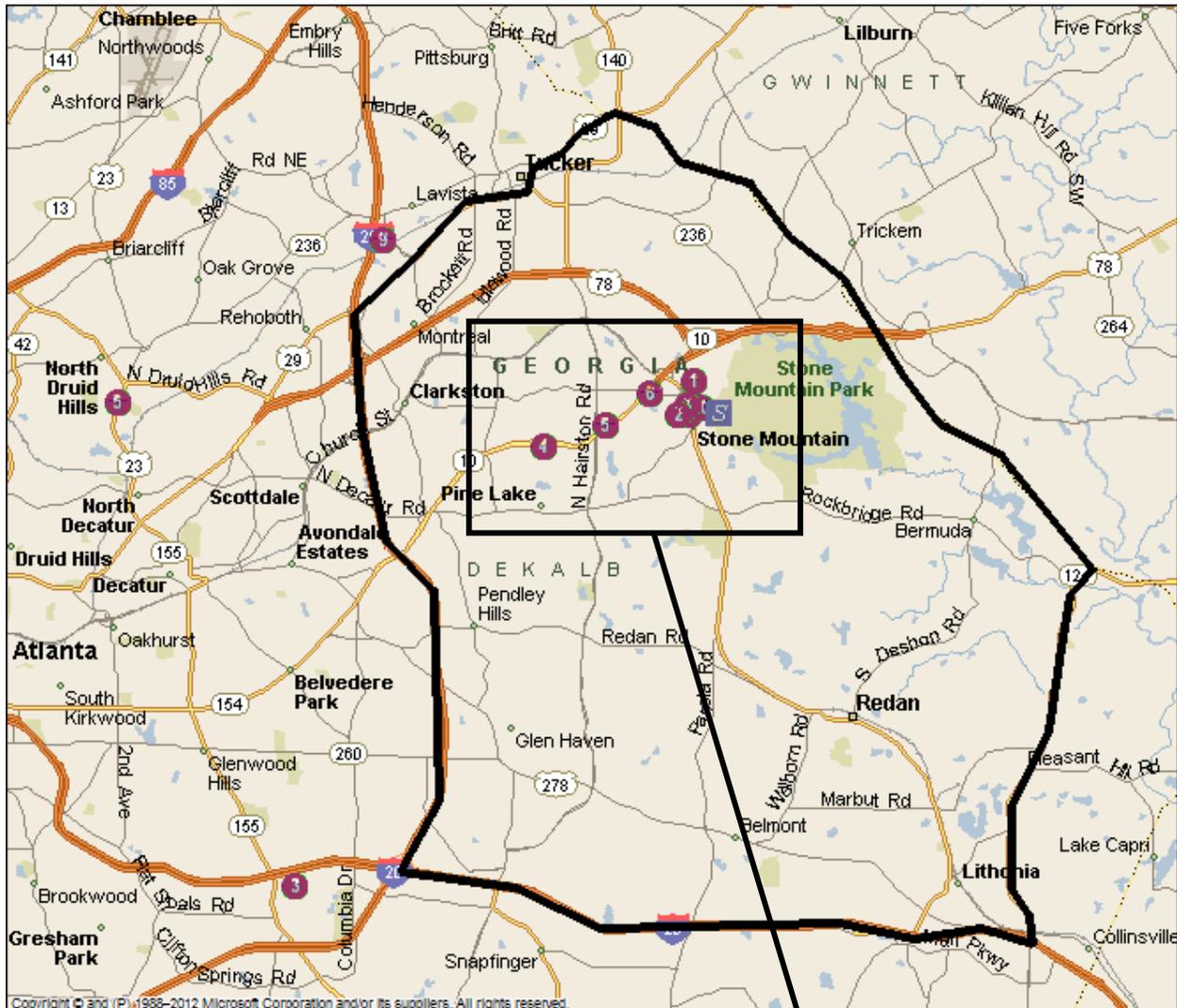
Primary Market Area Map – Comparable Properties

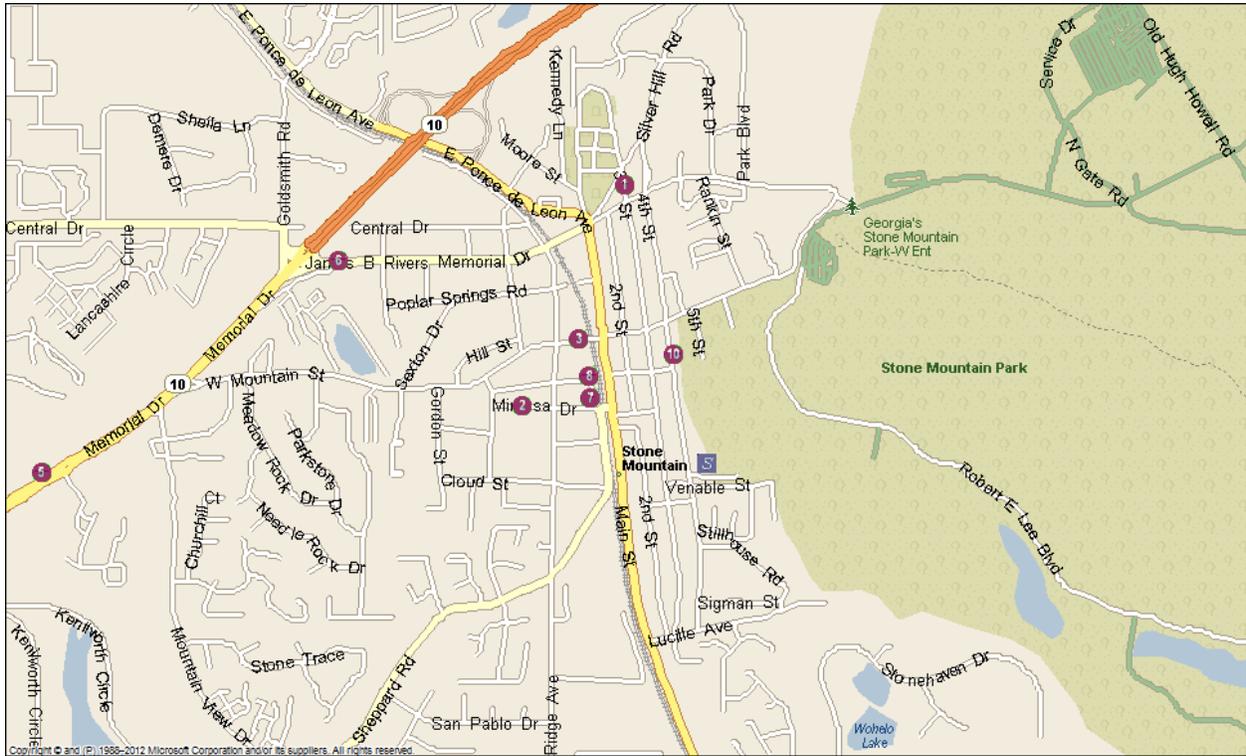


COMPARABLE PROPERTIES

#	Property Name	City	Type	Distance
1	Antioch Manor Estates	Stone Mountain	30%, 50%, 60%, Market	7.0 miles
2	Antioch Villas And Gardens	Stone Mountain	50%, 60%, Market, Section 8	7.0 miles
3	Magnolia Circle	Decatur	60%, Market	13.3 miles
4	Retreat At Madison Place	Decatur	60%	8.4 miles
5	Clairmont Crest	Decatur	Market	10.3 miles
6	Southern Oaks And Southern Oaks Too	Stone Mountain	Market (Phase I), Market (Phase II)	0.9 miles
7	Spring Chase II	Stone Mountain	Market, Section 8	5.2 miles
8	Wildwood At Stone Mountain	Stone Mountain	Market	2.9 miles

Primary Market Area Map – Locational Amenities





Local Distances from Services

Map #	Service/Amenity	Distance from Subject
1	Stone Mountain Elementary School	0.6 miles
2	Champion Middle School	0.6 miles
3	Arabia Mountain High School	0.4 miles
4	Oakhurst Medical Center	3.1 miles
5	Kroger Super Market	1.8 miles
6	Walgreen's Pharmacy	1.3 miles
7	Sue Kellogg Public Library	0.4 miles
8	Stone Mountain Police Department	0.3 miles
9	Dekalb County Fire Department	6.9 miles
10	MARTA Public Transportation	0.2 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 Atlanta-Marietta-Sandy Springs, 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, (b) Population by Age Group, and (c) Number of Elderly and Non-Elderly (only show this for HFOP/elderly) within population in MSA, the PMA and nationally from 2000 through 2017.

TOTAL POPULATION

Year	Atlanta-Sandy Springs-Marietta, GA					
	PMA	MSA		USA		
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	154,397	-	3,069,425	-	248,709,873	-
2000	202,976	3.1%	4,247,981	3.8%	281,421,906	1.3%
2012	207,281	0.2%	5,365,250	2.1%	313,129,017	0.9%
Projected Mkt Entry July 2015	210,708	0.6%	5,536,624	1.1%	319,643,343	0.7%
2017	212,993	0.6%	5,650,874	1.1%	323,986,227	0.7%

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

TOTAL SENIOR POPULATION (62+)

Year	Atlanta-Sandy Springs-Marietta, GA MSA					
	PMA	MSA		USA		
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	11,307	-	310,716	-	37,611,531	-
2000	13,522	2.0%	404,858	3.0%	41,475,021	1.0%
2012	21,942	5.1%	665,323	5.3%	53,191,094	2.3%
Projected Mkt Entry July 2015	24,037	3.2%	738,538	3.7%	57,844,177	2.9%
2017	25,434	3.2%	787,349	3.7%	60,946,232	2.9%

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

POPULATION BY AGE GROUP

Age Cohort	PMA				
	1990	2000	2012	Projected Mkt Entry	2017
0-4	12,650	16,931	15,527	15,844	16,055
5-9	11,384	17,754	15,060	15,338	15,524
10-14	10,530	16,942	15,986	16,422	16,712
15-19	10,782	14,783	15,753	15,658	15,594
20-24	13,175	14,257	14,936	14,491	14,195
25-29	17,388	18,187	14,945	15,305	15,545
30-34	17,455	19,538	15,153	15,495	15,723
35-39	14,959	20,157	14,854	15,621	16,132
40-44	12,395	17,204	15,573	14,990	14,602
45-49	8,975	14,141	15,567	15,185	14,931
50-54	6,565	10,856	15,030	14,605	14,321
55-59	5,156	6,807	12,988	13,514	13,864
60-64	4,191	4,747	9,912	10,508	10,906
65-69	3,465	3,499	6,146	7,044	7,642
70-74	2,186	2,744	3,804	4,357	4,725
75-79	1,495	2,123	2,530	2,734	2,870
80-84	949	1,252	1,855	1,862	1,867
85+	697	1,056	1,660	1,736	1,786
Total	154,397	202,978	207,279	210,708	212,994

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

NUMBER OF ELDERLY AND NON-ELDERLY

Year	PMA			Atlanta-Sandy Springs-Marietta, GA MSA		
	Total Population	Non-Elderly	Elderly (55+)	Total Population	Non-Elderly	Elderly (55+)
1990	154,397	136,258	18,139	3,069,425	2,604,219	465,206
2000	202,978	180,750	22,228	4,247,981	3,605,093	642,888
2012	207,279	168,384	38,895	5,365,250	4,274,860	1,090,390
Projected Mkt Entry July 2015	210,708	168,954	41,754	5,536,624	4,348,524	1,188,101
2017	212,994	169,334	43,660	5,650,874	4,397,633	1,253,241

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

As can be seen in the above charts, the population of elderly residents has experienced strong growth in the past decade and is expected to continue growing into 2017. Annual growth in senior populations in the MSA was 5.1 percent from 2000 to 2012, far exceeding the national average of 2.3 percent. Senior population growth is projected to slow through 2017 but will remain strong. Seniors 62 and older are expected to comprise 22.1 percent of the MSA population by the projected market entry date.

2. Household Trends

2a. Total Number of Households, Average Household Size

TOTAL NUMBER OF HOUSEHOLDS

Year	PMA		Atlanta-Sandy Springs-Marietta, GA MSA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	57,008	-	1,140,843	-
2000	71,050	2.5%	1,561,144	3.7%
2012	75,658	0.5%	1,970,820	2.1%
Projected Mkt Entry July 2015	77,465	0.8%	2,038,817	1.2%
2017	78,670	0.8%	2,084,149	1.2%

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

TOTAL NUMBER OF SENIOR HOUSEHOLDS (62+)

Year	PMA		Atlanta-Sandy Springs-Marietta, GA MSA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	8,184	-	258,961	-
2012	14,333	6.1%	422,691	5.2%
Projected Mkt Entry July 2015	16,620	5.3%	635,942	16.8%
2017	18,145	5.3%	778,108	16.8%

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

AVERAGE HOUSEHOLD SIZE

Year	PMA		Atlanta-Sandy Springs-Marietta, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	2.84	-	2.67	-	2.58	-
2012	2.73	-0.3%	2.68	0.0%	2.58	0.0%
Projected Mkt Entry July 2015	2.71	-0.2%	2.67	-0.1%	2.58	0.0%
2017	2.70	-0.2%	2.67	-0.1%	2.58	0.0%

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

Similar to population trends, total senior household growth in the PMA is projected to increase at a rate below that of the MSA. 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 is projected to decline slightly in the PMA with a nominal annual change of -0.2 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 table below depicts household growth by tenure 2012, 2015, and 2017.

PMA TENURE PATTERNS OF SENIORS 62+

Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	1,543	18.9%	6,641	81.1%
2012	3,698	25.8%	10,635	74.2%
Projected Mkt Entry				
July 2015	4,215	25.4%	12,405	74.6%
2017	4,560	25.1%	13,585	74.9%

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

A large portion of seniors in the PMA are renters at approximately 75 percent by July 2015. This is much larger than the national average at 13 percent and is a positive indicator of demand for the Subject.

2c. Households by Income

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

HOUSEHOLD INCOME DISTRIBUTION - PMA (AGE 62+)

Income Cohort	2012		Projected Mkt Entry July 2015		2017	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,850	12.9%	2,291	13.8%	2,584	14.2%
\$10,000-19,999	2,241	15.6%	2,689	16.2%	2,988	16.5%
\$20,000-29,999	1,975	13.8%	2,418	14.6%	2,713	15.0%
\$30,000-39,999	1,813	12.7%	2,233	13.4%	2,513	13.8%
\$40,000-49,999	1,467	10.2%	1,683	10.1%	1,827	10.1%
\$50,000-59,999	1,192	8.3%	1,309	7.9%	1,387	7.6%
\$60,000-74,999	1,299	9.1%	1,392	8.4%	1,454	8.0%
\$75,000-99,999	1,177	8.2%	1,276	7.7%	1,342	7.4%
\$100,000-124,999	555	3.9%	577	3.5%	592	3.3%
\$125,000-149,999	334	2.3%	342	2.1%	348	1.9%
\$150,000-199,999	338	2.4%	319	1.9%	306	1.7%
\$200,000+	92	0.6%	91	0.6%	91	0.5%
Total	14,333	100.0%	16,620	100.0%	18,145	100.0%

Source: Ribbon Demographics 2007, Novogradac & Company LLP, August 2010

The Subject will target a wide range of senior households as it will offer project-based subsidy as well as market rate units. As of 2012, approximately 55 percent of the elderly in the PMA are earning less than \$40,000 per year.

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

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

PMA HOUSEHOLD SIZE DISTRIBUTION OF SENIORS 62+

Household Size	2000		2012		2017	
	Total Households	Percent	Total Households	Percent	Total Households	Percent
1 person	2,612	31.9%	5,621	39.2%	7,099	39.1%
2 persons	3,829	46.8%	5,337	37.2%	6,684	36.8%
3 persons	928	11.3%	1,646	11.5%	2,172	12.0%
4 persons	334	4.1%	861	6.0%	1,103	6.1%
5+ persons	481	5.9%	868	6.1%	1,087	6.0%
Total	8,184	100.0%	14,333	100.0%	18,145	100.0%

Source: Ribbon Demographics 2013, Novogradac & Company LLP, May 2013

As of 2012, an estimated 76 percent of elderly households consist of one or two persons, which bodes well for the Subject’s one and two-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 the elderly ages 62 and older; therefore, we have analyzed this demographic.

CONCLUSION

The Subject is located in Stone Mountain, Dekalb County, GA. In 2012, the population in the PMA was 207,279 and is projected to increase to 212,993 in 2017, at an annual rate of 0.6 percent. A minority of senior households in the PMA (25 percent) are renter-occupied, but this number has increased from 18.5 percent since 2000 and is expected to remain stable until at least 2017. As of 2012, approximately 55 percent of the elderly in the PMA are earning less than \$40,000 per year. The Subject will target households earning between \$0 (subsidized units) and \$53,100 (market units), 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

Total employment in the MSA has been on a downward trend since 2008 and currently sits at 2,525,019 as of March 2013. Employment seems to currently be trending upward, but overall employment in the MSA is lower than it was even a decade ago. Similar to what occurred throughout the nation, the unemployment rate increased significantly in 2008 and 2009 and reached a peak rate of 10.1 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, and the low rate of growth in total employment during this time indicates possible employment stagnation in the MSA. The largest employers in the PMA are the trade/transportation/utilities services, education/health services, professional/business services and leisure/hospitality. Lower skilled employees in these industries are likely to have incomes in line with the Subject’s income restrictions. The Subject will target seniors ages 62 and older; therefore, we anticipate that the majority of the Subject’s tenants will be retired and rely on fixed incomes.

1. Total Jobs

The following table illustrates the total jobs (also known as “covered employment”) in Dekalb County.

COVERED EMPLOYMENT

DeKalb County		
Year	Total Employment	% Change
2002	297,974	
2003	293,576	-1.50%
2004	290,263	-1.14%
2005	291,014	0.26%
2006	280,917	-3.59%
2007	297,698	5.64%
2008	296,746	-0.32%
2009	280,087	-5.95%
2010	272,990	-2.60%
2011	275,281	0.83%
2012 YTD Average*	275,571	0.11%
Sep-11	275,587	-
Sep-12	275,176	-0.15%

Source: U.S. Bureau of Labor Statistics

*YTD as of Sept 12

Total employment in the MSA has been on a downward trend since 2008. As of December 2012, employment seems to once again be trending upward, but overall employment in the MSA is lower than it was even a decade ago. Similar to what occurred throughout the nation, the unemployment rate increased significantly in 2008 and 2009 and reached a peak rate of 10.1 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, and

the low rate of growth in total employment during this time indicates possible employment stagnation in the MSA. The largest employers in the PMA are the trade/transportation/utilities services, education/health services, professional/business services and leisure/hospitality. Lower skilled employees in these industries are likely to have incomes in line with the Subject’s income restrictions.

2. Total Jobs by Industry

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

SEPT 2012 EMPLOYMENT JOBS BY INDUSTRY

DeKalb County		
Industry	Number Employed	Percent Employed
Trade, Transportation, and Utilities	55,867	24.36%
Education and Health Services	52,942	23.08%
Professional and Business Services	42,331	18.46%
Leisure and Hospitality	24,525	10.69%
Financial Activities	13,517	5.89%
Manufacturing	12,666	5.52%
Information	10,019	-
Construction	8,830	3.85%
Other Services	7,388	3.22%
Unclassified	1,165	-
Natural Resources and Mining	112	0.05%
Public Administration*	-	-
Total Employment	229,362	100.00%

*Monthly data is not available

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

The largest sector in Dekalb County, according to the Bureau of Labor Statistics, is the Trade, Transportation and Utilities industry. 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
Agric/Forestry/Fishing/Hunting	148	0.15%	1,790,318	1.32%
Mining	23	0.02%	723,991	0.53%
Construction	4,031	4.01%	8,872,843	6.52%
Manufacturing	5,563	5.53%	13,047,475	9.59%
Wholesale Trade	2,918	2.90%	4,407,788	3.24%
Retail Trade	10,870	10.81%	15,464,986	11.37%
Transportation/Warehousing	6,330	6.30%	5,487,029	4.03%
Utilities	781	0.78%	1,115,793	0.82%
Information	4,885	4.86%	3,158,778	2.32%
Finance/Insurance	6,108	6.07%	6,883,526	5.06%
Real Estate/Rental/Leasing	2,667	2.65%	2,825,263	2.08%
Prof/Scientific/Tech Services	6,836	6.80%	8,520,310	6.26%
Mgmt of Companies/Enterprises	350	0.35%	202,384	0.15%
Admin/Support/Waste Mgmt Svcs	5,264	5.24%	5,114,479	3.76%
Educational Services	10,470	10.41%	14,168,096	10.42%
Health Care/Social Assistance	13,297	13.22%	18,891,157	13.89%
Arts/Entertainment/Recreation	1,328	1.32%	2,628,374	1.93%
Accommodation/Food Services	6,330	6.30%	9,114,767	6.70%
Other Services (excl Publ Adm)	5,361	5.33%	6,679,783	4.91%
Public Administration	6,989	6.95%	6,916,821	5.09%
Total Employment	100,549	100.0%	136,013,961	100.0%

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

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

The largest industries in the PMA are Health Care/Social Assistance, Retail Trade and Educational Services. Together these three industries comprise 34.4 percent of employment in the PMA. Transportation/Warehousing, Information Services and Public Administration are overrepresented in the PMA when compared to the nation, while Construction, Manufacturing and Agriculture/Forestry/Fishing/Hunting are underrepresented in the PMA when compared to the nation.

3. Major Employers

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

#	Firm/Institution	Industry	Number of Employees
1	Gwinnett County Public Schools	Education Services	27,197
2	Emory University	Education Services	21,797
3	Delta Air Lines Inc	Air Transportation	19,235
4	Publix Supermarkets	Retail Trade	16,855
5	Kroger Company	Retail Trade	15,500
6	BellSouth Corp.	Telecommunications	15,500
7	Wal-Mart Stores, Inc.	Retail Trade	14,700
8	DeKalb County Public Schools	Education Services	14,500
9	United States Postal Service	Government	14,000
10	The Home Depot	Retail Trade	13,184
TOTAL			

Source: Metro Atlanta Chamber of Commerce, 2/2008.

Gwinnett County Public Schools and Emory University are the only two employers in the MSA that employ over 20,000 people. Seven of the top 16 employers in the MSA are from the government and education sectors. Lower skilled employees in these industries are likely to have incomes inline with the Subject’s income restrictions. Other industries are also heavily represented in the major employers in the MSA including air transportation, retail trade, telecommunications, finance, and professional/scientific/technology services. The major employers account for approximately seven percent of the total employment within the county. The fact that the major employers account for such a low percentage of the total employment within the county as well as the major employers operating within a diverse mixture of industries is a good indicator of a strong economy.

Expansions/Contractions

Despite the current recession, the Metro Atlanta Chamber of Commerce (MAC) has reported several announcements for expansions in the past few years. The following table details these expansions.

METRO ATLANTA EXPANSIONS

COMPANY	FACILITY TYPE	BUSINESS TYPE	PROJECTED NUMBER OF JOBS (ESTIMATED)	YEAR ANNOUNCED
Baxter	Manufacturing & R&D	Global Healthcare	1,500	2012
Carter’s	Distribution Center	Children’s Apparel	600	2012
Dell SecureWorks	Software Development	Information Security	200	2012
CHEP USA	Division HQ	Pallet Services	170	2012
CBS	Center of Excellence	Television Broadcasting	101	2012
The Home Depot	Custom Care Center	Home Centers	700	2011
Mando	US HQ & Manufacturing	Automotive Parts	425	2011
Novelis	R&D Center	Rolled Aluminum	150	2011
Porsche	North Aamerican HQ	Automotive Manufacturer	100	2011
Reliance Worldwide	US HQ	Fluid Power Valves	150	2011
Sany America	R & D Center	Construction Machinery	300	2011
CCP Games	U.S. HQ	Video Game developer	150	2011

Source: Metro Atlanta Chamber of Commerce, May 2013

While this announced job growth is notable, it does not reflect actual jobs added to the market recently. Additionally, this figure does not take into consideration closures and redundancies at other companies in the greater Atlanta area. The following table illustrates closures and layoffs in the Atlanta Metro area from 2011-2012.

Metro Atlanta Business Closures/Layoffs

Company	City	County	Number Affected	Impact Date
ACUITY BRANDS LIGHTING, INC.	COCHRAN	BLECKLEY	450	5/1/2012
YP SOUTHEAST ADVERTISING & PUBLISHING INC.	TUCKER	DEKALB	405	3/27/2012
EXPERIAN	ATLANTA	FULTON	4	2/26/2012
LSI CORPORATION	NORCROSS	GWINNETT	1	2/14/2012
FPL FOOD LLC	AUGUSTA	RICHMOND	242	2/4/2012
SCHAWK INC.	ATLANTA	FULTON	13	1/30/2012
HOSTESS (IBC)	COLUMBUS	MUSCOGEE	581	11/19/2011
REMINGTON MEDICAL, INC.	ALPHARETTA	FULTON	116	11/15/2011
THERMO KING - INGERSOLL RAND	LOUISVILLE	JEFFERSON	271	11/1/2011
AT&T SERVICES, INC.	ALPHARETTA & ATLANTA	FULTON	18	9/13/2011
THE EVERCARE COMPANY, DBA ONECARE	WAYNESBORO	BURKE	349	8/23/2011
THE EVERCARE COMPANY, DBA ONECARE	ALPHARETTA	FULTON	1	8/23/2011
CRAWFORD & COMPANY	TUCKER	DEKALB	15	6/14/2011
CRAWFORD & COMPANY	ATLANTA	FULTON	16	6/14/2011
AT&T SERVICES, INC.	ALPHARETTA	FULTON	1	6/11/2011
CRAWFORD & COMPANY	ATLANTA	FULTON	4	6/4/2011
WELLPOINT, INC.	ATLANTA	FULTON	2	5/31/2011
WELLPOINT, INC.	ATLANTA	FULTON	6	5/14/2011
WELLPOINT, INC.	COLUMBUS	MUSCOGEE	1	5/14/2011
INTELLIVERSE	ALPHARETTA	FULTON	6	5/14/2011
PARKDALE MILLS-PLANT #42	LAVONIA	FRANKLIN	264	4/9/2011
SWIFT SPINNING, INC.	COLUMBUS	MUSCOGEE	110	4/6/2011
INTERNATIONAL BUSINESS MACHINES	SMYRNA	COBB	2	3/29/2011
CRAWFORD & COMPANY	ATLANTA	FULTON	85	3/23/2011
SONY ELECTRONICS, INC.	ALPHARETTA	FULTON	2	3/15/2011
ASTA INC.	WAYNESBORO	BURKE	23	1/27/2011

Source: Georgia Department of Labor 2013

As illustrated in the above table, The Metro Atlanta area lost 2,988 jobs between 2011 and 2012. However, the announced expansions total 4,546 jobs in the same time span, accounting for a net gain of 1,558 jobs.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA from 2002 to 2013 (through March).

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	<u>Atlanta-Sandy Springs-Marietta, GA MSA</u>				<u>USA</u>			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2002	2,330,487	-	4.9%	-	136,485,000	-	5.8%	-
2003	2,334,092	0.2%	4.8%	-0.1%	137,736,000	0.9%	6.0%	0.2%
2004	2,379,513	1.9%	4.7%	-0.1%	139,252,000	1.1%	5.5%	-0.5%
2005	2,456,221	3.2%	5.3%	0.6%	141,730,000	1.8%	5.1%	-0.4%
2006	2,535,341	3.2%	4.7%	-0.6%	144,427,000	1.9%	4.6%	-0.5%
2007	2,604,115	2.7%	4.6%	-0.1%	146,047,000	1.1%	4.6%	0.0%
2008	2,578,276	-1.0%	6.2%	1.6%	145,362,000	-0.5%	5.8%	1.2%
2009	2,431,178	-5.7%	9.8%	3.6%	139,877,000	-3.8%	9.3%	3.5%
2010	2,403,960	-1.1%	10.1%	0.3%	139,064,000	-0.6%	9.6%	0.3%
2011	2,439,327	1.5%	9.8%	-0.3%	139,869,000	0.6%	8.9%	-0.7%
2012	2,495,153	2.3%	8.8%	-1.0%	142,469,000	1.9%	8.1%	-0.8%
2013 YTD Average*	2,523,716	1.1%	10.1%	1.3%	142,180,000	-0.2%	8.1%	0.0%
Mar-2012	2,477,563	-	8.9%	-	141,412,000	-	8.4%	-
Mar-2013	2,525,019	1.9%	7.9%	-1.0%	142,698,000	0.9%	7.6%	-0.8%

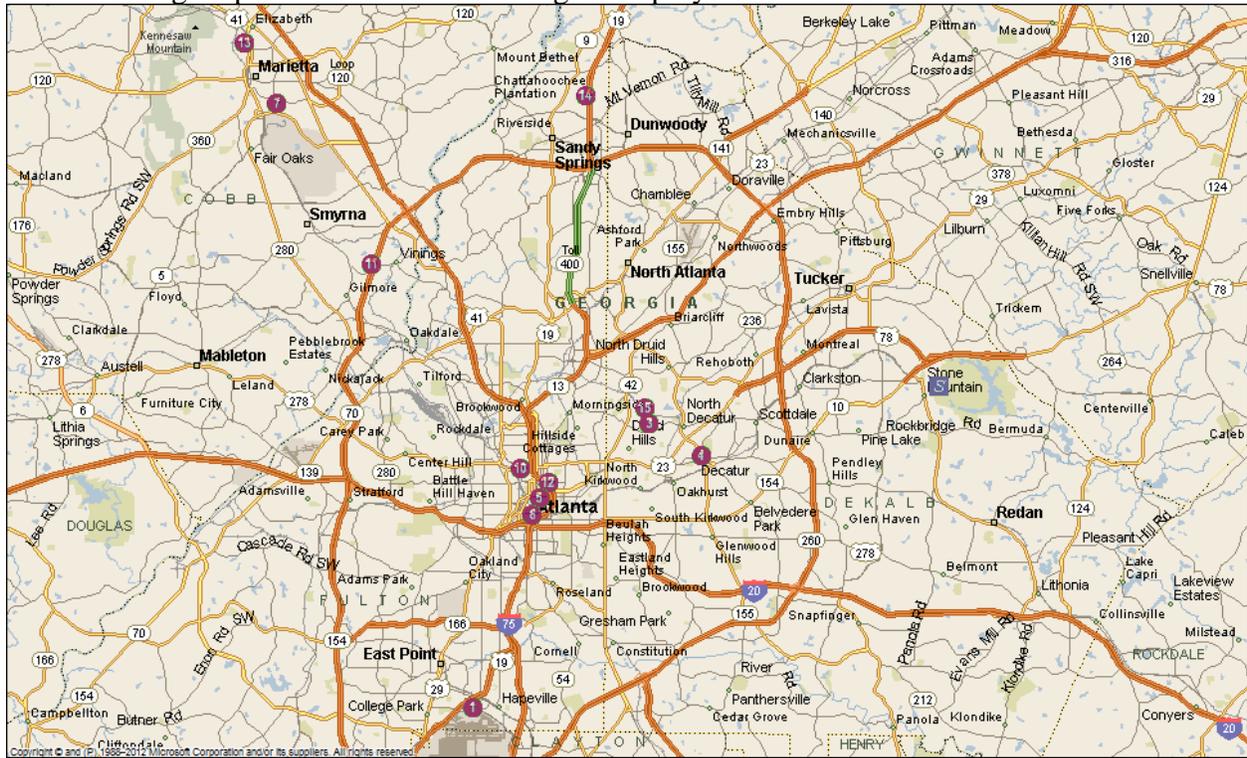
Source: U.S. Bureau of Labor Statistics December 2012

*2013 data is through March

The Atlanta-Sandy Springs-Marietta, GA MSA experienced fairly strong employment growth prior to the advent of the recession in 2008. From 2008 through 2010 the MSA experienced total employment declines, which negated the growth experienced in the previous three years. Since 2011 the MSA has begun to once again add to its total employment numbers however, and total employment in the MSA is slightly below the 2006 level. Additionally, although unemployment has historically been equivalent to or below national levels, the 2008 figures indicate a sizeable increase in the local unemployment rate. While this trend was seen throughout the country, the unemployment rate for the MSA outpaced the national average. The MSA continues to feel the effects of the recession, having continually averaged higher rates than the national average since it began. While there has been some degree of recovery in the past few years, as of March 2013 the MSA unemployment rate is still 0.3 percent higher than the national average.

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in the MSA.



ATLANTA-SANDY SPRINGS-MARIETTA, GA MSA MAJOR EMPLOYERS

Map #	Employer	Industry	Number Employed
1	Delta Airlines	Transportation	27,000
2	Wal-Mart Stores Inc.	Retail	26,000
3	Emory University / Emory Healthcare	Education/Healthcare	23,872
4	DeKalb Count Government and Schools	Public Administration/Education	20,405
5	AT&T	Telecommunications	18,000
6	Publix Supermarkets	Grocery	17,765
7	Cobb County School District	Education	14,027
8	City of Atlanta Government and Schools	Public Administration/Education	13,628
9	United States Postal Service	Parcels/Shipping	10,324
10	The Coca-Cola Co.	Food and Drink	9,000
11	The Home Depot	Retail	9,000
12	Southern Company	Utilities	8,777
13	WellStar Health System	Healthcare	8,583
14	United Parcel Service	Parcels/Shipping	8,369
15	Centers for Disease Control and Prevention	Healthcare Research	8,300
16	Clayton County Public Schools	Education	7,500

Source: Metro Atlanta Chamber of Commerce, 2013

Conclusion

Total employment in the MSA has been on a downward trend since 2008 and currently sits at 2,525,019 as of March 2013. Employment seems to currently be trending upward, but overall employment in the MSA is lower than it was even a decade ago. Similar to what occurred throughout the nation, the unemployment rate increased significantly in 2008 and 2009 and reached a peak rate of 10.1 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, and the low rate of growth in total employment during this time indicates possible employment stagnation in the MSA. The largest employers in the PMA are the trade/transportation/utilities services, education/health services, professional/business services and leisure/hospitality. Lower skilled employees in these industries are likely to have incomes in line with the Subject's income restrictions. Because the Subject's tenants will target seniors ages 62 and older, we anticipate that the majority of the Subject's tenants will be retired and will not be part of the workforce.

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 Novoco.com. The Subject will offer unrestricted units for which we have used the maximum income at 100 percent of the AMI.

2. AFFORDABILITY

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

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, 2012 household population estimates are inflated to 2015 by interpolation of the difference between 2012 estimates and 2017 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 2012 to 2017 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. It should be noted that per DCA guidelines, we have lowered demand from seniors who convert to homeownership to be at or below 2.0 percent of total demand.

The Subject will target low-income households as well as those who would qualify for unrestricted, market rate units. Therefore, we have accounted for 2.0 percent senior homeownership conversion to rental units.

3C. SECONDARY MARKET AREA

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

3D. OTHER

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

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 2011 to the present.

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.

Of the Subject's 80 units, 75 will operate with project-based rental assistance. Therefore, we have not included these units the Demand Analysis per GA DCA guidelines. We have analyzed demand for the Subject's five unrestricted units.

ADDITIONS TO SUPPLY

Additions to supply will lower the number of potential qualified households. Pursuant to our understanding of 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 or 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.

Because the Subject's 60 percent AMI units will operate with subsidy, we assume these units are leasable per GA DCA guidelines and therefore have not conducted a Demand Analysis of these units. There are no new market rate properties that have been built or proposed in 2011 and 2012 in the Subject's immediate neighborhood; therefore, we have not deducted any market rate units in the Demand Analysis.

Panola Gardens is a proposed senior property in Lithonia, approximately 7.1 miles from the Subject site. The property will be located on Snapfinger Woods Drive near Dekalb Medical Center at Hillandale. The developer is National Church Residences. The property was allocated tax credits in 2012 and will offer 85 units. Because the property is proposed, we have not included it as a comparable in this report. Further, because all of the Subject's LIHTC units will operate with subsidy, we have not deducted these units from the Demand Analysis.

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.

PMA OCCUPANCY

Property	Location	Rent Structure	Tenancy	Total Units	Vacant Units	Occupancy Rate
Antioch Manor Estates	Stone Mountain	@30%, @50%, @60%, Market	Senior	120	0	100.00%
Antioch Villas And Gardens	Stone Mountain	@50%, @60%, Market, Section 8	Senior	106	0	100.00%
Retreat At Madison Place	Decatur	@60%	Senior	160	4	97.50%
Southern Oaks And Southern Oaks Too	Stone Mountain	Market	Family	165	12	92.73%
Spring Chase II	Stone Mountain	Market, Section 8	Senior	81	3	96.30%
Wildwood At Stone Mountain	Stone Mountain	Market	Family	<u>298</u>	<u>3</u>	<u>98.99%</u>
Total				930	22	97.63%

The overall occupancy rate of the competitive properties in the PMA is high at 98 percent, which indicates that there is demand for additional affordable housing in the market.

Capture Rates

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

Mountain View Senior Residences, Stone Mountain, GA – Market Study

Renter Household Income Distribution 2012 to Projected Market Entry July 2015						
Mountain View						
PMA						
	2012		Projected Mkt Entry July 2015		Percent Growth	
	#	%	#	%		
\$0-9,999	725	19.6%	856	20.3%	15.3%	
\$10,000-19,999	690	18.7%	824	19.5%	16.2%	
\$20,000-29,999	576	15.6%	677	16.1%	14.8%	
\$30,000-39,999	390	10.5%	467	11.1%	16.5%	
\$40,000-49,999	371	10.0%	408	9.7%	9.3%	
\$50,000-59,999	261	7.1%	279	6.6%	6.5%	
\$60,000-74,999	230	6.2%	236	5.6%	2.5%	
\$75,000-99,999	188	5.1%	203	4.8%	7.3%	
\$100,000-124,999	97	2.6%	99	2.4%	1.8%	
\$125,000-149,999	83	2.3%	84	2.0%	0.3%	
\$150,000-199,999	67	1.8%	63	1.5%	-6.5%	
\$200,000+	19	0.5%	20	0.5%	4.2%	
Total	3,698	100.0%	4,215	100.0%	12.3%	

Renter Household Income Distribution Projected Market Entry July 2015			
Mountain View			
	PMA		
	Projected Mkt Entry July 2015		Change 2012 to Prj Mrkt Entry July 2015
	#	%	#
\$0-9,999	856	20.3%	105
\$10,000-19,999	824	19.5%	101
\$20,000-29,999	677	16.1%	83
\$30,000-39,999	467	11.1%	57
\$40,000-49,999	408	9.7%	50
\$50,000-59,999	279	6.6%	34
\$60,000-74,999	236	5.6%	29
\$75,000-99,999	203	4.8%	25
\$100,000-124,999	99	2.4%	12
\$125,000-149,999	84	2.0%	10
\$150,000-199,999	63	1.5%	8
\$200,000+	20	0.5%	2
Total	4,215	100.0%	518

Tenure Prj Mrkt Entry July 2015	
Renter	74.6%
Owner	25.4%
Total	100.0%

Renter Household Size for Prj Mrkt Entry July 2015		
Size	Number	Percentage
1 Person	2,246	53.3%
2 Person	961	22.8%
3 Person	370	8.8%
4 Person	250	5.9%
5+ Person	389	9.2%
Total	4,215	100.0%

Renter Household Size for 2000		
Size	Number	Percentage
1 Person	6,741	25.1%
2 Person	7,482	27.8%
3 Person	4,858	18.1%
4 Person	3,982	14.8%
5+ Person	3,827	14.2%
Total	26,891	100.0%

Market Units

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

Percent of AMI Level			Unrestricted			
Minimum Income Limit			\$23,370			
Maximum Income Limit			\$53,100			
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	%				
\$0-9,999	105.16	20.3%		0.0%	0	
\$10,000-19,999	101.14	19.5%		0.0%	0	
\$20,000-29,999	83.08	16.1%	6,629	66.3%	55	
\$30,000-39,999	57.32	11.1%	9,999	100.0%	57	
\$40,000-49,999	50.14	9.7%	9,999	100.0%	50	
\$50,000-59,999	34.29	6.6%	\$3,100	31.0%	11	
\$60,000-74,999	28.95	5.6%		0.0%	0	
\$75,000-99,999	24.87	4.8%		0.0%	0	
\$100,000-124,999	12.18	2.4%		0.0%	0	
\$125,000-149,999	10.27	2.0%		0.0%	0	
\$150,000-199,999	7.75	1.5%		0.0%	0	
\$200,000+	2.44	0.5%		0.0%	0	
	518	100.0%			173	
Percent of renter households within limits versus total number of renter households					33.46%	

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

Percent of AMI Level			Unrestricted			
Minimum Income Limit			\$23,370			
Maximum Income Limit			\$53,100			
Income Category	Total Renter Households PMA Prj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Households within Bracket	
	Households	%				
\$0-9,999	856	20.3%	\$0	0%	0	
\$10,000-19,999	824	19.5%	\$0	0%	0	
\$20,000-29,999	677	16.1%	\$6,629	66%	449	
\$30,000-39,999	467	11.1%	\$9,999	100%	467	
\$40,000-49,999	408	9.7%	\$9,999	100%	408	
\$50,000-59,999	279	6.6%	\$3,100	31%	87	
\$60,000-74,999	236	5.6%	\$0	0%	0	
\$75,000-99,999	203	4.8%	\$0	0%	0	
\$100,000-124,999	99	2.4%	\$0	0%	0	
\$125,000-149,999	84	2.0%	\$0	0%	0	
\$150,000-199,999	63	1.5%	\$0	0%	0	
\$200,000+	20	0.5%	\$0	0%	0	
	4,215	100.0%			1,410	
Percent of renter households within limits versus total number of renter households					33.46%	

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		
Senior		
Urban		
40%		
\$48,081		
\$51,693		
\$3,612		
7.5%		
1.3%		
1.3%	Two year adjustment	1.0000
\$53,100		
\$53,100		
2		
Unrestricted		
\$779		
\$779.00		

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	70%	30%	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		Unrestricted
New Renter Households PMA		518
Percent Income Qualified		33.5%
New Renter Income Qualified Households		173

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

Demand from Existing Households 2012

Demand from Rent Overburdened Households

Income Target Population		Unrestricted
Total Existing Demand		4,215
Income Qualified		33.5%
Income Qualified Renter Households		1,410
Percent Rent Overburdened Prj Mrkt Entry July 2015		29.7%
Rent Overburdened Households		419

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		1,410
Percent Living in Substandard Housing		0.6%
Households Living in Substandard Housing		8

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

Senior Households Converting from Homeownership

Income Target Population		Unrestricted
Total Senior Homeowners		4215
Rural Versus Urban	0.3%	
Senior Demand Converting from Homeownership		12

Total Demand

Total Demand from Existing Households		440
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		440
Total New Demand		173
Total Demand (New Plus Existing Households)		613

Demand from Seniors Who Convert from Homeownership		12
Percent of Total Demand From Homeownership Conversion		2.0%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	53.3%	327
Two Persons	22.8%	140
Three Persons	8.8%	54
Four Persons	5.9%	36
Five Persons	9.2%	57
Total	100.0%	613

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	70%	229
Of two-person households in 1BR units	20%	28
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	30%	98
Of two-person households in 2BR units	80%	112
Of three-person households in 2BR units	60%	32
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%	22
Of four-person households in 3BR units	80%	29
Of five-person households in 3BR units	70%	40
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%	7
Of five-person households in 4BR units	30%	17
Total Demand		613

Total Demand by Bedroom	Unrestricted
1 BR	257
2 BR	210
Total Demand	466

Additions To Supply 2012 to Prj Mrkt Entry July 2015	Unrestricted
1 BR	0
2 BR	0
Total	0

Net Demand	Unrestricted
1 BR	257
2 BR	210
Total	466

Developer's Unit Mix	Unrestricted
1 BR	3
2 BR	2
Total	5

Capture Rate Analysis	Unrestricted
1 BR	1.2%
2 BR	1.0%
Total	1.1%

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 including demand from outside of the PMA, which has not been accounted for in the demand analysis per GA DCA 2013 market study guidelines.

CAPTURE RATE ANALYSIS CHART

Unit Size	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
1BR Unrestricted	3	257	0	257	1.2%	7 months	\$672	\$445 - \$896	\$650
2BR Unrestricted	2	210	0	210	1.0%	7 months	\$836	\$440 - \$1,230	\$715
Overall	5	466	0	466	1.1%	7 months	-	-	-

Demand and Net Demand

	Unrestricted Units (min to max income)
Demand from New Households (age and income appropriate)	173
PLUS	+
Demand from Existing Renter Households - Substandard Housing	8
PLUS	+
Demand from Existing Renter Households - Rent Overburdened Households	419
Sub Total	601
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	12
Equals Total Demand	613
Less	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market	0
Equals Net Demand	613

As the analysis illustrates, the Subject’s capture rates for its unrestricted units range from 1.0 to 1.2 percent with an overall capture rate of 1.1 percent.

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 eight comparable properties containing 1,214 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 adequate. We have included four senior LIHTC properties, of which three are in the PMA. We have excluded family LIHTC properties in the PMA as there is adequate senior LIHTC data in the PMA. We have included four market rate properties and all are included in the PMA with the exception of Clairmont Crest. Clairmont Crest is a senior market rate property located in Decatur, which is located east of Atlanta. Overall, the availability of senior LIHTC data is considered good.

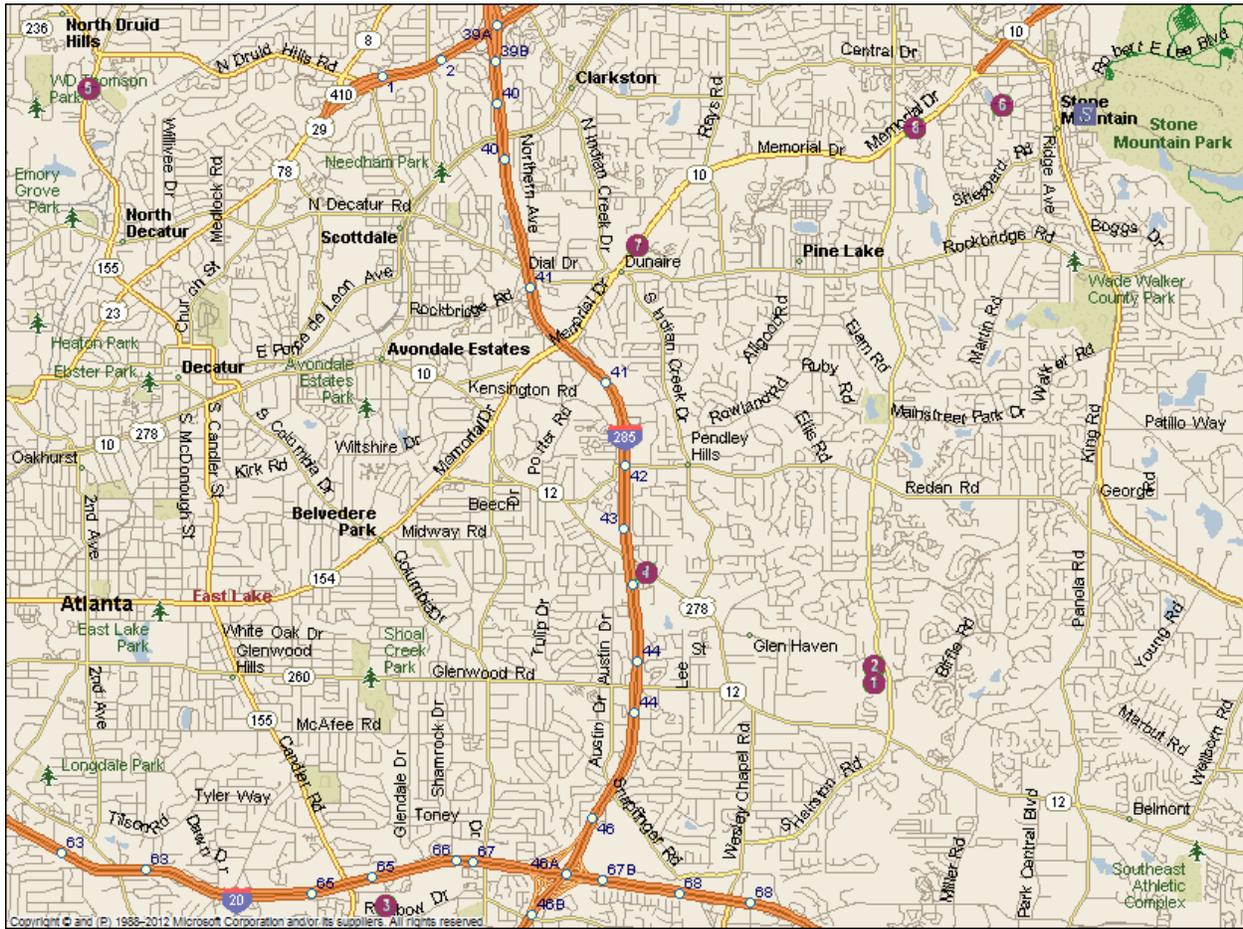
General Market Overview/Included/Excluded Properties

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	Type	Tenancy	Included/Excluded	Reason for Exclusion
Cambridge Heights Apartments	Lithonia	FHA	N/Av	Excluded	More comparable properties available
Rosemont Health Care Center	Stone Mountain	FHA	N/Av	Excluded	More comparable properties available
Wildwood At Stone Mountain	Stone Mountain	FHA/Market	Family	Included	N/Av
Ashley Vista Apartments	Lithonia	FHA	N/Av	Excluded	More comparable properties available
Parc Chateau Sec 1	Lithonia	FHA/Section 8	Family	Excluded	Rent subsidized
Parc Chateau Sec 11	Lithonia	FHA/Section 8	Family	Excluded	Rent subsidized
Hairston Lake	Stone Mountain	HUD	N/Av	Excluded	Rent subsidized
Travis House	Stone Mountain	HUD	Disabled	Excluded	Rent subsidized
Alice Williams Tower	Lithonia	Section 8	Elderly	Excluded	Rent subsidized
Alice Williams Towers II	Lithonia	Section 8	Elderly	Excluded	Rent subsidized
Dekalb Manor Homes II	Lithonia	Section 8	Disabled	Excluded	Rent subsidized
Dekalb Manor Homes Inc	Lithonia	Section 8	Disabled	Excluded	Rent subsidized
Allen Wilson Phase 2 (aka Oliver House)	Decatur	LIHTC	Elderly	Excluded	Out of PMA
Brittany Place Apartments	Decatur	LIHTC	Family	Excluded	Tenancy not comparable
Candler Crossing	Decatur	LIHTC	Family	Excluded	Tenancy not comparable
Candler Forrest Apartments	Decatur	LIHTC	Family	Excluded	Tenancy not comparable
Chapel Run	Decatur	LIHTC	Family	Excluded	Tenancy not comparable
Columbia Heights	Decatur	LIHTC	Family	Excluded	Tenancy not comparable
Columbia Village	Decatur	LIHTC	Family	Excluded	Tenancy not comparable
Forest At Columbia	Decatur	LIHTC	Family	Excluded	Tenancy not comparable
Forest Heights Apartments	Decatur	LIHTC	Elderly	Excluded	More comparable properties available
Gresham House	Decatur	LIHTC	Family	Excluded	Tenancy not comparable
Retreat At Madison Place	Decatur	LIHTC	Elderly	Included	N/Av
Robins Landing Apartments	Decatur	LIHTC	Family	Excluded	Tenancy not comparable
Sycamore Chase	Decatur	LIHTC	Family	Excluded	Tenancy not comparable
The Villas Of Friendly Heights	Decatur	LIHTC	Family	Excluded	Tenancy not comparable
Thornberry Apartments	Decatur	LIHTC	Family	Excluded	Tenancy not comparable
Wesley Club	Decatur	LIHTC	Family	Excluded	Tenancy not comparable
Whispering Pines	Decatur	LIHTC	Family	Excluded	Tenancy not comparable
Antioch Manor Estates	Stone Mountain	LIHTC	Elderly	Included	N/Av
Antioch Villas And Gardens	Stone Mountain	LIHTC	Elderly	Included	N/Av
Hidden Pointe	Stone Mountain	LIHTC	Family	Excluded	Tenancy not comparable
Lake Point Apartments	Stone Mountain	LIHTC	Family	Excluded	Tenancy not comparable
Mountain Crest	Stone Mountain	LIHTC	Family	Excluded	Tenancy not comparable

Comparable Rental Property Map



COMPARABLE PROPERTIES

#	Property Name	City	Type	Tenancy	Distance
1	Antioch Manor Estates	Stone Mountain	30%, 50%, 60%, Market	Senior	7.0 miles
2	Antioch Villas And Gardens	Stone Mountain	50%, 60%, Market, Section 8	Senior	7.0 miles
3	Magnolia Circle	Decatur	60%, Market	Senior	13.3 miles
4	Retreat At Madison Place	Decatur	60%	Senior	8.4 miles
5	Clairmont Crest	Decatur	Market	Senior	10.3 miles
6	Southern Oaks And Southern Oaks Too	Stone Mountain	Market	Family	0.9 miles
7	Spring Chase II	Stone Mountain	Market, Section 8	Senior	5.2 miles
8	Wildwood At Stone Mountain	Stone Mountain	Market	Family	2.9 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	Mountain View (Ika The Children's Shelter) 901 4th St Stone Mountain, GA 30083 Dekalb County	n/a	Lowrise (age-restricted) (3 stories) Proposed / n/a	@60% (Project Based Rental Assistance - PBRA), Market	1BR / 1BA	48	60.00%	@60% (PBRA)	BOI	750	n/a		N/A	N/A
					1BR / 1BA	15	18.80%	@60% (PBRA)	BOI	750	n/a	N/A	N/A	
					1BR / 1BA	3	3.80%	Market	\$650	750	n/a	N/A	N/A	
					2BR / 1BA	2	2.50%	@60% (PBRA)	BOI	950	n/a	N/A	N/A	
					2BR / 1BA	10	12.50%	@60% (PBRA)	BOI	950	n/a	N/A	N/A	
					2BR / 1BA	2	2.50%	Market	\$715	950	n/a	N/A	N/A	
					80	100%						N/A	N/A	
1	Antioch Manor Estates 4711 Bishop Ming Blvd. Stone Mountain, GA 30088 Dekalb County	7 miles	Midrise (age-restricted) (3 stories) 2005 / n/a	@30%, @50%, @60%, Market	Studio / 1BA	2	1.70%	@30%	\$289	450	yes	Yes	0	0.00%
					Studio / 1BA	2	1.70%	@60%	\$617	450	no	Yes	0	0.00%
					Studio / 1BA	2	1.70%	Market	\$677	450	n/a	Yes	0	0.00%
					1BR / 1BA	5	4.20%	@30%	\$286	600	yes	Yes	0	0.00%
					1BR / 1BA	20	16.70%	@50%	\$562	600	yes	Yes	0	0.00%
					1BR / 1BA	15	12.50%	@60%	\$636	600	no	Yes	0	0.00%
					1BR / 1BA	8	6.70%	Market	\$846	600	n/a	Yes	0	0.00%
					2BR / 1BA	6	5.00%	@30%	\$333	800	yes	Yes	0	0.00%
					2BR / 1BA	26	21.70%	@50%	\$665	800	yes	Yes	0	0.00%
					2BR / 1BA	13	10.80%	@60%	\$740	800	no	Yes	0	0.00%
					2BR / 1BA	3	2.50%	Market	\$1,180	800	n/a	Yes	0	0.00%
					2BR / 2BA	1	0.80%	@30%	\$333	850	yes	Yes	0	0.00%
					2BR / 2BA	3	2.50%	@50%	\$665	850	yes	Yes	0	0.00%
					2BR / 2BA	3	2.50%	@60%	\$750	850	no	Yes	0	0.00%
2BR / 2BA	11	9.20%	Market	\$1,230	850	n/a	Yes	0	0.00%					
					120	100%						0	0.00%	
2	Antioch Villas And Gardens 4711 Bishop Ming Boulevard Stone Mountain, GA 30088 Dekalb County	7 miles	Midrise (age-restricted) (3 stories) 2012 / n/a	@50%, @60%, Market, Section 8 (Project Based Rental Assistance - PBRA)	Studio / 1BA	N/A	N/A	@50%	\$529	482	yes	Yes	0	N/A
					Studio / 1BA	1	0.90%	@60%	\$655	482	yes	Yes	0	0.00%
					Studio / 1BA	1	0.90%	Market	\$697	524	n/a	Yes	0	0.00%
					1BR / 1BA	N/A	N/A	@50%	\$543	690	yes	Yes	0	N/A
					1BR / 1BA	N/A	N/A	@60%	\$678	626	yes	Yes	0	N/A
					1BR / 1BA	N/A	N/A	Market	\$896	690	n/a	Yes	0	N/A
					1BR / 1BA	4	3.80%	Section 8	\$669	626	n/a	Yes	0	0.00%
					2BR / 1BA	N/A	N/A	@50%	\$641	831	yes	Yes	0	N/A
					2BR / 1BA	N/A	N/A	@60%	\$802	908	yes	Yes	0	N/A
					2BR / 1BA	N/A	N/A	Market	\$1,085	908	n/a	Yes	0	N/A
					2BR / 1BA	4	3.80%	Section 8	\$741	831	n/a	Yes	0	0.00%
					106	100%						0	0.00%	
3	Magnolia Circle 100 Dash Lewis Dr Decatur, GA 30034 Dekalb County	13.3 miles	Garden (age-restricted) (2 stories) 2003 / n/a	60%, Market	1BR / 1BA	14	16.70%	@50%	\$530	690	no	150 HH total	0	0.00%
					1BR / 1BA	12	14.30%	@60%	\$550	760	no	150 HH Total	0	0.00%
					1BR / 1BA	6	7.10%	Market	\$685	690	n/a	20 HH Total	0	0.00%
					2BR / 2BA	21	25.00%	@50%	\$630	1,000	no	150 HH Total	0	0.00%
					2BR / 2BA	20	23.80%	@60%	\$650	1,030	no	150 HH Total	0	0.00%
					2BR / 2BA	11	13.10%	Market	\$765	1,000	n/a	20 HH Total	0	0.00%
										84	100%			
4	Retreat At Madison Place 3907 Redwing Circle Decatur, GA 30032 Dekalb County	8.4 miles	Midrise (age-restricted) (4 stories) 2007 / n/a	60%	1BR / 1BA	40	25.00%	@60%	\$664	697	yes	None	0	0.00%
					2BR / 2BA	120	75.00%	@60%	\$739	987	yes	None	4	3.30%
										160	100%			
5	Clairmont Crest 1861 Clairmont Road Decatur, GA 30033 Dekalb County	10.3 miles	Midrise (age-restricted) (5 stories) 1985 / n/a	Market, Non-Rental	Studio / 1BA	11	5.50%	Market	\$699	500	n/a	No	0	0.00%
					Studio / 1BA	2	1.00%	Non-Rental	N/A	N/A	n/a		0	0.00%
					1BR / 1BA	131	65.50%	Market	\$765	700	n/a	No	6	4.60%
					1BR / 1BA	10	5.00%	Market	\$785	800	n/a	No	0	0.00%
					1BR / 1BA	1	0.50%	Non-Rental	N/A	N/A	n/a		0	0.00%
					2BR / 2BA	30	15.00%	Market	\$885	1,100	n/a	Yes	0	0.00%
					2BR / 2BA	6	3.00%	Market	\$940	1,300	n/a	Yes	0	0.00%
					2BR / 2BA	9	4.50%	Market	\$1,045	1,400	n/a	Yes	0	0.00%
										200	100%			
6	Southern Oaks And Southern Oaks Too 5159 West Mountain St Stone Mountain, GA 30083 Dekalb County	0.9 miles	Garden (2 stories) 1970 and 1973 / n/a	Market (Phase I), Market (Phase II)	1BR / 1BA	N/A	N/A	Market	\$500	800	n/a	No	4	N/A
					1BR / 1BA	N/A	N/A	Market	\$445	850	n/a	No	2	N/A
					2BR / 1BA	N/A	N/A	Market	\$560	950	n/a	No	0	N/A
					2BR / 1BA	N/A	N/A	Market	\$440	950	n/a	No	6	N/A
					165	100%						12	7.30%	
7	Spring Chase II 4947 Memorial Drive Stone Mountain, GA 30083 Dekalb County	5.2 miles	Midrise (age-restricted) (3 stories) 2002 / n/a	Market, Section 8	1BR / 1BA	N/A	N/A	Market	\$465	602	n/a	None	N/A	N/A
					1BR / 1BA	N/A	N/A	Section 8	N/A	602	n/a	Yes	N/A	N/A
					2BR / 2BA	N/A	N/A	Market	\$550	907	n/a	None	N/A	N/A
					2BR / 2BA	N/A	N/A	Section 8	N/A	907	n/a	Yes	N/A	N/A
					81	100%						3	3.70%	
8	Wildwood At Stone Mountain 6097 Memorial Drive Stone Mountain, GA 30083 Dekalb County	2.9 miles	Garden (3 stories) 2001 / n/a	Market	1BR / 1BA	83	27.90%	Market	\$660	816	n/a	None	0	0.00%
					2BR / 1BA	83	27.90%	Market	\$630	972	n/a	None	0	0.00%
					2BR / 2BA	99	33.20%	Market	\$720	1,060	n/a	None	3	3.00%
					3BR / 2BA	33	11.10%	Market	\$816	1,274	n/a	None	0	0.00%
					298	100%						3	1.00%	

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

Effective Rent Date:	May-13	Units Surveyed:	1214	Weighted Occupancy:	97.70%
		Market Rate	744	Market Rate	96.80%
		Tax Credit	470	Tax Credit	99.10%

One Bedroom One Bath

Two Bedrooms One Bath

	Property	Average	Property	Average
RENT	Antioch Villas And Gardens * (M)	\$896	Antioch Manor Estates * (M)	\$1,230
	Antioch Manor Estates * (M)	\$846	Antioch Villas And Gardens * (1BA M)	\$1,085
	Clairmont Crest	\$785	Clairmont Crest	\$1,045
	Clairmont Crest	\$765	Clairmont Crest	\$940
	Magnolia Circle * (M)	\$685	Clairmont Crest	\$885
	Antioch Villas And Gardens * (60%)	\$678	Antioch Villas And Gardens * (1BA 60%)	\$802
	Antioch Villas And Gardens * (Section 8)	\$669	Magnolia Circle * (M)	\$765
	Retreat At Madison Place * (60%)	\$664	Antioch Manor Estates * (60%)	\$750
	Wildwood At Stone Mountain	\$660	Antioch Villas And Gardens * (1BA Section 8)	\$741
	Mountain View (Ika The Children's Shelter) * (M)	\$650	Retreat At Madison Place * (60%)	\$739
	Antioch Manor Estates * (60%)	\$636	Wildwood At Stone Mountain	\$720
	Antioch Manor Estates * (50%)	\$562	Mountain View (Ika The Children's Shelter) * (M)	\$715
	Magnolia Circle * (60%)	\$550	Antioch Manor Estates * (50%)	\$665
	Antioch Villas And Gardens * (50%)	\$543	Magnolia Circle * (60%)	\$650
	Magnolia Circle * (50%)	\$530	Antioch Villas And Gardens * (1BA 50%)	\$641
	Southern Oaks And Southern Oaks Too	\$500	Magnolia Circle * (50%)	\$630
	Spring Chase II	\$465	Southern Oaks And Southern Oaks Too (1BA)	\$560
	Southern Oaks And Southern Oaks Too	\$445	Spring Chase II	\$550
	Antioch Manor Estates * (30%)	\$286	Southern Oaks And Southern Oaks Too (1BA)	\$440
			Antioch Manor Estates * (30%)	\$333
SQUARE FOOTAGE	Southern Oaks And Southern Oaks Too	850	Clairmont Crest	1,400
	Wildwood At Stone Mountain	816	Clairmont Crest	1,300
	Clairmont Crest	800	Clairmont Crest	1,100
	Southern Oaks And Southern Oaks Too	800	Wildwood At Stone Mountain	1,060
	Magnolia Circle * (60%)	760	Magnolia Circle * (60%)	1,030
	Mountain View (Ika The Children's Shelter) * (M)	750	Magnolia Circle * (50%)	1,000
	Clairmont Crest	700	Magnolia Circle * (M)	1,000
	Retreat At Madison Place * (60%)	697	Retreat At Madison Place * (60%)	987
	Antioch Villas And Gardens * (50%)	690	Mountain View (Ika The Children's Shelter) * (M)	950
	Antioch Villas And Gardens * (M)	690	Southern Oaks And Southern Oaks Too (1BA)	950
	Magnolia Circle * (50%)	690	Southern Oaks And Southern Oaks Too (1BA)	950
	Magnolia Circle * (M)	690	Antioch Villas And Gardens * (1BA 60%)	908
	Antioch Villas And Gardens * (60%)	626	Antioch Villas And Gardens * (1BA M)	908
	Antioch Villas And Gardens * (Section 8)	626	Spring Chase II	907
	Spring Chase II	602	Antioch Manor Estates * (30%)	850
	Antioch Manor Estates * (30%)	600	Antioch Manor Estates * (50%)	850
	Antioch Manor Estates * (50%)	600	Antioch Manor Estates * (60%)	850
	Antioch Manor Estates * (60%)	600	Antioch Manor Estates * (M)	850
	Antioch Manor Estates * (M)	600	Antioch Villas And Gardens * (1BA 50%)	831
			Antioch Villas And Gardens * (1BA Section 8)	831
RENT PER SQUARE FOOT	Antioch Manor Estates * (M)	\$1.41	Antioch Manor Estates * (M)	\$1.45
	Antioch Villas And Gardens * (M)	\$1.30	Antioch Villas And Gardens * (1BA M)	\$1.19
	Clairmont Crest	\$1.09	Antioch Villas And Gardens * (1BA Section 8)	\$0.89
	Antioch Villas And Gardens * (60%)	\$1.08	Antioch Villas And Gardens * (1BA 60%)	\$0.88
	Antioch Villas And Gardens * (Section 8)	\$1.07	Antioch Manor Estates * (60%)	\$0.88
	Antioch Manor Estates * (60%)	\$1.06	Clairmont Crest	\$0.80
	Magnolia Circle * (M)	\$0.99	Antioch Manor Estates * (50%)	\$0.78
	Clairmont Crest	\$0.98	Antioch Villas And Gardens * (1BA 50%)	\$0.77
	Retreat At Madison Place * (60%)	\$0.95	Magnolia Circle * (M)	\$0.76
	Antioch Manor Estates * (50%)	\$0.94	Retreat At Madison Place * (60%)	\$0.75
	Mountain View (Ika The Children's Shelter) * (M)	\$0.87	Clairmont Crest	\$0.75
	Wildwood At Stone Mountain	\$0.81	Mountain View (Ika The Children's Shelter) * (M)	\$0.75
	Antioch Villas And Gardens * (50%)	\$0.79	Clairmont Crest	\$0.72
	Spring Chase II	\$0.77	Wildwood At Stone Mountain	\$0.68
	Magnolia Circle * (50%)	\$0.77	Magnolia Circle * (60%)	\$0.63
	Magnolia Circle * (60%)	\$0.72	Magnolia Circle * (50%)	\$0.63
	Southern Oaks And Southern Oaks Too	\$0.62	Spring Chase II	\$0.61
	Southern Oaks And Southern Oaks Too	\$0.52	Southern Oaks And Southern Oaks Too (1BA)	\$0.59
	Antioch Manor Estates * (30%)	\$0.48	Southern Oaks And Southern Oaks Too (1BA)	\$0.46
			Antioch Manor Estates * (30%)	\$0.39

PROPERTY PROFILE REPORT

Antioch Manor Estates

Effective Rent Date 1/30/2013

Location 4711 Bishop Ming Blvd.
Stone Mountain, GA 30088
DeKalb County

Distance 7 miles

Units 120

Vacant Units 0

Vacancy Rate 0.0%

Type Midrise (age-restricted) (3 stories)

Year Built/Renovated 2005 / N/A

Marketing Began 10/01/2004

Leasing Began 8/01/2005

Last Unit Leased 1/01/2006

Major Competitors Retreat at Madison, Spring Chase II

Tenant Characteristics Dekalb Cty residents 55 and older, average age is 70, 50% previous homeowners or moved from living with children

Contact Name Pauline

Phone 770-322-8839



Market Information

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

Annual Turnover Rate 10%

Units/Month Absorbed 24

HCV Tenants 8%

Leasing Pace Prelease

Annual Chg. in Rent None

Concession None

Utilities

A/C included -- central

Cooking included -- electric

Water Heat included -- gas

Heat included -- electric

Other Electric included

Water included

Sewer included

Trash Collection included

Antioch Manor Estates, continued

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (3 stories)	2	450	\$387	\$0	@30%	Yes	0	0.0%	yes	None
0	1	Midrise (3 stories)	2	450	\$715	\$0	@60%	Yes	0	0.0%	no	None
0	1	Midrise (3 stories)	2	450	\$775	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Midrise (3 stories)	5	600	\$415	\$0	@30%	Yes	0	0.0%	yes	None
1	1	Midrise (3 stories)	20	600	\$691	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Midrise (3 stories)	15	600	\$765	\$0	@60%	Yes	0	0.0%	no	None
1	1	Midrise (3 stories)	8	600	\$975	\$0	Market	Yes	0	0.0%	N/A	None
2	1	Midrise (3 stories)	6	800	\$498	\$0	@30%	Yes	0	0.0%	yes	None
2	1	Midrise (3 stories)	26	800	\$830	\$0	@50%	Yes	0	0.0%	yes	None
2	1	Midrise (3 stories)	13	800	\$905	\$0	@60%	Yes	0	0.0%	no	None
2	1	Midrise (3 stories)	3	800	\$1,345	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Midrise (3 stories)	1	850	\$498	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Midrise (3 stories)	3	850	\$830	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Midrise (3 stories)	3	850	\$915	\$0	@60%	Yes	0	0.0%	no	None
2	2	Midrise (3 stories)	11	850	\$1,395	\$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
Studio / 1BA	\$387	\$0	\$387	-\$98	\$289	1BR / 1BA	\$691	\$0	\$691	-\$129	\$562
1BR / 1BA	\$415	\$0	\$415	-\$129	\$286	2BR / 1BA	\$830	\$0	\$830	-\$165	\$665
2BR / 1BA	\$498	\$0	\$498	-\$165	\$333	2BR / 2BA	\$830	\$0	\$830	-\$165	\$665
2BR / 2BA	\$498	\$0	\$498	-\$165	\$333						
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$715	\$0	\$715	-\$98	\$617	Studio / 1BA	\$775	\$0	\$775	-\$98	\$677
1BR / 1BA	\$765	\$0	\$765	-\$129	\$636	1BR / 1BA	\$975	\$0	\$975	-\$129	\$846
2BR / 1BA	\$905	\$0	\$905	-\$165	\$740	2BR / 1BA	\$1,345	\$0	\$1,345	-\$165	\$1,180
2BR / 2BA	\$915	\$0	\$915	-\$165	\$750	2BR / 2BA	\$1,395	\$0	\$1,395	-\$165	\$1,230

Antioch Manor Estates, continued

Amenities

In-Unit

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

Blinds
Central A/C
Dishwasher
Garbage Disposal
Microwave
Pull Cords
Walk-In Closet

Security

In-Unit Alarm
Limited Access
Video Surveillance

Services

Computer Tutoring
Shuttle Service

Property

Business Center/Computer Lab
Concierge
Elevators
Central Laundry
Off-Street Parking
Picnic Area

Clubhouse/Meeting
Courtyard
Exercise Facility
Non-shelter Services
On-Site Management
Service Coordination

Premium

Hairdresser / Barber
Housekeeping
Medical Professional

Other

Gazebo, library, dining

Comments

The contact estimated that the waiting list currently has 1,000 households combined for all units. According to management, there is significant demand for additional senior housing in the area. There are two additional phases to this property which consist of two types of senior housing -- Antioch Gardens and Villas as well as Antioch Summit. The Gardens and the Summit East and West are three-story elevator serviced structures that were completed in 2012 and 2006 respectively. The Villas feature clusters of four to five one-story town homes and this phase was completed in 2012. The Gardens and Villas are operated as a single 106-unit property. The rents for the first phase of Antioch Manor Estates have not changed since mid-2012.

Antioch Manor Estates, continued

Trend Report

Vacancy Rates

3Q10	4Q10	1Q11	2Q12
1.7%	0.0%	0.0%	0.0%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$415	\$0	\$415	\$286
2010	4	0.0%	\$415	\$0	\$415	\$286
2011	1	0.0%	\$415	\$0	\$415	\$286
2012	2	0.0%	\$415	\$0	\$415	\$286

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$498	\$0	\$498	\$333
2010	4	0.0%	\$498	\$0	\$498	\$333
2011	1	0.0%	\$498	\$0	\$498	\$333
2012	2	0.0%	\$498	\$0	\$498	\$333

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$498	\$0	\$498	\$333
2010	4	0.0%	\$498	\$0	\$498	\$333
2011	1	0.0%	\$498	\$0	\$498	\$333
2012	2	0.0%	\$498	\$0	\$498	\$333

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$373	\$0	\$373	\$275
2010	4	0.0%	\$373	\$0	\$373	\$275
2011	1	0.0%	\$387	\$0	\$387	\$289
2012	2	0.0%	\$387	\$0	\$387	\$289

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	5.0%	\$691	\$0	\$691	\$562
2010	4	0.0%	\$691	\$0	\$691	\$562
2011	1	0.0%	\$691	\$0	\$691	\$562
2012	2	0.0%	\$691	\$0	\$691	\$562

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	3.8%	\$830	\$0	\$830	\$665
2010	4	0.0%	\$830	\$0	\$830	\$665
2011	1	0.0%	\$830	\$0	\$830	\$665
2012	2	0.0%	\$830	\$0	\$830	\$665

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$830	\$0	\$830	\$665
2010	4	0.0%	\$830	\$0	\$830	\$665
2011	1	0.0%	\$830	\$0	\$830	\$665
2012	2	0.0%	\$830	\$0	\$830	\$665

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$646	\$0	\$646	\$548
2010	4	0.0%	\$646	\$0	\$646	\$548
2011	1	0.0%	\$646	\$0	\$646	\$548

Antioch Manor Estates, continued

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$765	\$0	\$765	\$636
2010	4	0.0%	\$765	\$0	\$765	\$636
2011	1	0.0%	\$765	\$0	\$765	\$636
2012	2	0.0%	\$765	\$0	\$765	\$636

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$905	\$0	\$905	\$740
2010	4	0.0%	\$905	\$0	\$905	\$740
2011	1	0.0%	\$905	\$0	\$905	\$740
2012	2	0.0%	\$905	\$0	\$905	\$740

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$915	\$0	\$915	\$750
2010	4	0.0%	\$915	\$0	\$915	\$750
2011	1	0.0%	\$915	\$0	\$915	\$750
2012	2	0.0%	\$915	\$0	\$915	\$750

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$715	\$0	\$715	\$617
2010	4	0.0%	\$715	\$0	\$715	\$617
2011	1	0.0%	\$715	\$0	\$715	\$617
2012	2	0.0%	\$715	\$0	\$715	\$617

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$975	\$0	\$975	\$846
2010	4	0.0%	\$975	\$0	\$975	\$846
2011	1	0.0%	\$975	\$0	\$975	\$846
2012	2	0.0%	\$975	\$0	\$975	\$846

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$1,345	\$0	\$1,345	\$1,180
2010	4	0.0%	\$1,345	\$0	\$1,345	\$1,180
2011	1	0.0%	\$1,345	\$0	\$1,345	\$1,180
2012	2	0.0%	\$1,345	\$0	\$1,345	\$1,180

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$1,395	\$0	\$1,395	\$1,230
2010	4	0.0%	\$1,395	\$0	\$1,395	\$1,230
2011	1	0.0%	\$1,395	\$0	\$1,395	\$1,230
2012	2	0.0%	\$1,395	\$0	\$1,395	\$1,230

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$775	\$0	\$775	\$677
2010	4	0.0%	\$775	\$0	\$775	\$677
2011	1	0.0%	\$775	\$0	\$775	\$677
2012	2	0.0%	\$775	\$0	\$775	\$677

Trend: Comments

- 3Q10** The contact estimated that the waiting list currently has 1,000 names for all units. The property currently has 12 LIHTC/PBRA units, according to the property manager. Construction on Antioch Manor Phase II and III has not begun because funding is unavailable. According to management, there is significant demand for additional senior housing in the area.
- 4Q10** The contact estimated that the waiting list currently has 1,000 households combined for all units. Construction on Antioch Manor Phase II and III has not begun because funding is unavailable. According to management, there is significant demand for additional senior housing in the area.
- 1Q11** The contact estimated that the waiting list currently has 1,000 households combined for all units. Construction on Antioch Manor Phase II and III has begun, and is estimated to be completed by January 2012. According to management, there is significant demand for additional senior housing in the area.
- 2Q12** The contact estimated that the waiting list currently has 1,000 households combined for all units. According to management, there is significant demand for additional senior housing in the area. There are two additional phases to this property which consist of two types of senior housing -- Antioch Gardens and Villas as well as Antioch Summit. The Gardens and the Summit East and West are three-story elevator serviced structures that were completed in 2012 and 2006 respectively. The Villas feature clusters of four to five one-story town homes and this phase was completed in 2012. The Gardens and Villas are operated as a single 106-unit property. The rents for the first phase of Antioch Manor Estates have not changed since mid-2012.

PROPERTY PROFILE REPORT

Antioch Villas And Gardens

Effective Rent Date 1/30/2013
Location 4711 Bishop Ming Boulevard
Stone Mountain, GA 30088
DeKalb County
Distance 7 miles
Units 106
Vacant Units 0
Vacancy Rate 0.0%
Type Midrise (age-restricted) (3 stories)
Year Built/Renovated 2012 / N/A
Marketing Began N/A
Leasing Began 4/03/2012
Last Unit Leased N/A
Major Competitors N/A
Tenant Characteristics N/A
Contact Name Pauline
Phone 770-322-8839



Market Information

Program @50%, @60%, Market, Section 8 (Project)
Annual Turnover Rate N/A
Units/Month Absorbed 13
HCV Tenants N/A
Leasing Pace immediate
Annual Chg. in Rent N/A
Concession None

Utilities

A/C included -- central
Cooking included -- electric
Water Heat included -- gas
Heat included -- electric
Other Electric included
Water included
Sewer included
Trash Collection included

Antioch Villas And Gardens, continued

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (3 stories)	N/A	482	\$627	\$0	@50%	Yes	0	N/A	yes	None
0	1	Midrise (3 stories)	1	482	\$753	\$0	@60%	Yes	0	0.0%	yes	None
0	1	Midrise (3 stories)	1	524	\$795	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Midrise (3 stories)	N/A	690	\$672	\$0	@50%	Yes	0	N/A	yes	None
1	1	Midrise (3 stories)	N/A	626	\$807	\$0	@60%	Yes	0	N/A	yes	None
1	1	Midrise (3 stories)	N/A	690	\$1,025	\$0	Market	Yes	0	N/A	N/A	None
1	1	Midrise (3 stories)	4	626	\$798	\$0	Section 8 (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None
2	1	Midrise (3 stories)	N/A	831	\$806	\$0	@50%	Yes	0	N/A	yes	None
2	1	Midrise (3 stories)	N/A	908	\$967	\$0	@60%	Yes	0	N/A	yes	None
2	1	Midrise (3 stories)	N/A	908	\$1,250	\$0	Market	Yes	0	N/A	N/A	None
2	1	Midrise (3 stories)	4	831	\$906	\$0	Section 8 (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$627	\$0	\$627	-\$98	\$529	Studio / 1BA	\$753	\$0	\$753	-\$98	\$655
1BR / 1BA	\$672	\$0	\$672	-\$129	\$543	1BR / 1BA	\$807	\$0	\$807	-\$129	\$678
2BR / 1BA	\$806	\$0	\$806	-\$165	\$641	2BR / 1BA	\$967	\$0	\$967	-\$165	\$802
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Section 8	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$795	\$0	\$795	-\$98	\$697	1BR / 1BA	\$798	\$0	\$798	-\$129	\$669
1BR / 1BA	\$1,025	\$0	\$1,025	-\$129	\$896	2BR / 1BA	\$906	\$0	\$906	-\$165	\$741
2BR / 1BA	\$1,250	\$0	\$1,250	-\$165	\$1,085						

Amenities

In-Unit

Balcony/Patio
Carpet/Hardwood
Central A/C
Dishwasher
Ceiling Fan
Hand Rails
Oven
Refrigerator
Walk-In Closet

Blinds
Carpeting
Coat Closet
Exterior Storage
Garbage Disposal
Microwave
Pull Cords
Vaulted Ceilings
Washer/Dryer hookup

Security

Limited Access
Perimeter Fencing
Video Surveillance

Services

Shuttle Service

Property

Business Center/Computer Lab
Concierge
Elevators
Central Laundry
Off-Street Parking
Picnic Area
Service Coordination

Clubhouse/Meeting
Courtyard
Exercise Facility
Neighborhood Network
On-Site Management
Recreation Areas
Theatre

Premium

Delivered Hot Lunches
Housekeeping

Other

Library, offices for home

Antioch Villas And Gardens, continued

Comments

The property consists of two types of senior housing: Antioch Villas and Antioch Gardens. The Gardens are three-story elevator serviced structures. The Villas feature clusters of four to five one-story town homes. While the Gardens includes all utilities in the rental rates, only water, sewer, and trash are included in the rental rates for the one-story townhomes at the Villas. We have added the utility allowance estimate provided by the developer of \$98 and \$120 for the one- and two-bedroom units, respectively, to the net rents for the purposes of this study and reflected that all utilities are included at all portions of the property to ensure that utility adjustments are accurate. The newly completed Antioch Gardens and Villas operates as a single property. The first units were completed in April 2012 and fully leased in December 2012, representing an absorption rate of approximately 15 units per month. No concessions were offered during lease-up. A detailed unit mix was not available for this 106-unit property. It is known that 90 units are income restricted and eight units have project-based subsidy where tenants pay 30 percent of their income as rent.

The property will also has a full time activities director and the option to partake in the Gracious Living Package. For a fee, residents can benefit from services including housekeeping, laundry and hot-meal delivery.

There are approximately 150 households on the waiting list solely for the LIHTC units. Management reported that there is demand for additional senior LIHTC housing in the market. There are plans for another phase to be built.

Antioch Villas And Gardens, continued

Trend Report

Vacancy Rates

4Q07	1Q08	2Q12
N/A	N/A	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$672	\$0	\$672	\$543

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$806	\$0	\$806	\$641

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$627	\$0	\$627	\$529

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$605 - \$798	\$0	\$605 - \$798	\$476 - \$669
2008	1	N/A	\$780 - \$801	\$0	\$780 - \$801	\$651 - \$672
2012	2	N/A	\$807	\$0	\$807	\$678

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$925 - \$958	\$0	\$925 - \$958	\$760 - \$793
2008	1	N/A	\$925 - \$958	\$0	\$925 - \$958	\$760 - \$793
2012	2	N/A	\$967	\$0	\$967	\$802

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$721 - \$950	\$0	\$721 - \$950	\$556 - \$785
2008	1	N/A	\$950 - \$961	\$0	\$950 - \$961	\$785 - \$796

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$725	\$0	\$725	\$627
2008	1	N/A	\$725 - \$735	\$0	\$725 - \$735	\$627 - \$637
2012	2	0.0%	\$753	\$0	\$753	\$655

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$950 - \$1,150	\$0	\$950 - \$1,150	\$821 - \$1,021
2008	1	N/A	\$1,248	\$0	\$1,248	\$1,119
2012	2	N/A	\$1,025	\$0	\$1,025	\$896

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$1,175 - \$1,250	\$0	\$1,175 - \$1,250	\$1,010 - \$1,085
2012	2	N/A	\$1,250	\$0	\$1,250	\$1,085

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$1,225 - \$1,300	\$0	\$1,225 - \$1,300	\$1,060 - \$1,135
2008	1	N/A	\$1,420 - \$1,670	\$0	\$1,420 - \$1,670	\$1,255 - \$1,505

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$825	\$0	\$825	\$727
2012	2	0.0%	\$795	\$0	\$795	\$697

Trend: Section 8

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$614 - \$810	\$0	\$614 - \$810	\$485 - \$681
2008	1	N/A	\$780 - \$801	\$0	\$780 - \$801	\$651 - \$672
2012	2	0.0%	\$798	\$0	\$798	\$669

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$917	\$0	\$917	\$752
2008	1	N/A	\$906	\$0	\$906	\$741
2012	2	0.0%	\$906	\$0	\$906	\$741

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$677 - \$917	\$0	\$677 - \$917	\$512 - \$752
2008	1	N/A	\$906	\$0	\$906	\$741

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$695	\$0	\$695	\$597
2008	1	N/A	\$725 - \$735	\$0	\$725 - \$735	\$627 - \$637

Trend: Comments

- 4Q07** The proposed property has both tax credit and PBRA units. If approved, it will open in August 2009. All utilities are included for most of the units, however they are not for the "Villas" section of the property. We could not enter this into the table separately, so all NET rents were entered. For the 1 BR/1 BA with 754 sqft PBRA and LIHTC units (17 total), the utility allowance is \$98. The resulting gross rent for the PBRA units is \$712 and for the LIHTC units is \$703. For the 2 BR/2 BA with 994 sqft PBRA and LIHTC units (23 total), the utility allowance is \$120. The resulting gross rent for the PBRA units is \$797 and for the LIHTC units is \$841. These gross rents are still below the maximum allowable. The property will also have a full time activities director and the option to partake in the Gracious Living Package. For a fee, residents can benefit from services including housekeeping, laundry and hot-meal delivery.
- 1Q08** The Subject will consist of three types of senior housing in Phase II: Antioch Villas, Antioch Summit, and Antioch Gardens. The Gardens and the Summit East and West will be three-story elevator serviced structures. The Villas will feature clusters of four to five one-story town homes. While the Gardens and Summit will include all utilities in the rental rates, only water, sewer, and trash are included in the rental rates for the one-story townhomes at the Villas. We have added the utility allowance estimate provided by the developer of \$98 and \$120 for the one- and two-bedroom units, respectively, to the net rents for the purposes of this study and reflected that all utilities are included at all portions of the property to ensure that utility adjustments are accurate.
- The property will also have a full time activities director and the option to partake in the Gracious Living Package. For a fee, residents can benefit from services including housekeeping, laundry and hot-meal delivery.
- 2Q12** The property consists of two types of senior housing: Antioch Villas and Antioch Gardens. The Gardens are three-story elevator serviced structures. The Villas feature clusters of four to five one-story town homes. While the Gardens includes all utilities in the rental rates, only water, sewer, and trash are included in the rental rates for the one-story townhomes at the Villas. We have added the utility allowance estimate provided by the developer of \$98 and \$120 for the one- and two-bedroom units, respectively, to the net rents for the purposes of this study and reflected that all utilities are included at all portions of the property to ensure that utility adjustments are accurate. The newly completed Antioch Gardens and Villas operates as a single property. The first units were completed in April 2012 and fully leased in December 2012, representing an absorption rate of approximately 15 units per month. No concessions were offered during lease-up. A detailed unit mix was not available for this 106-unit property. It is known that 90 units are income restricted and eight units have project-based subsidy where tenants pay 30 percent of their income as rent.
- The property will also has a full time activities director and the option to partake in the Gracious Living Package. For a fee, residents can benefit from services including housekeeping, laundry and hot-meal delivery.
- There are approximately 150 households on the waiting list solely for the LIHTC units. Management reported that there is demand for additional senior LIHTC housing in the market. There are plans for another phase to be built.

PROPERTY PROFILE REPORT

Magnolia Circle

Effective Rent Date 1/30/2013

Location 100 Dash Lewis Dr
Decatur, GA 30034
DeKalb County

Distance 13.3 miles

Units 84

Vacant Units 0

Vacancy Rate 0.0%

Type Garden (age-restricted) (2 stories)

Year Built/Renovated 2003 / N/A

Marketing Began N/A

Leasing Began 7/01/2003

Last Unit Leased N/A

Major Competitors None

Tenant Characteristics 62+; 25% out of state; 25% prev. homeowners;
Many from Panola Rd (Decatur) and Evans Mill Rd (Lithonia) area

Contact Name Candi

Phone 404-243-1553



Market Information

Program 60%, Market

Annual Turnover Rate 3%

Units/Month Absorbed 14

HCV Tenants 20%

Leasing Pace less than one week to fill

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 (2 stories)	14	690	\$565	\$0	@50%	150 HH	0	0.0%	no	None
1	1	Garden (2 stories)	12	760	\$585	\$0	@60%	150 HH	0	0.0%	no	None
1	1	Garden (2 stories)	6	690	\$720	\$0	Market	20 HH	0	0.0%	N/A	None
2	2	Garden (2 stories)	21	1,000	\$680	\$0	@50%	150 HH	0	0.0%	no	None
2	2	Garden (2 stories)	20	1,030	\$700	\$0	@60%	150 HH	0	0.0%	no	None
2	2	Garden (2 stories)	11	1,000	\$815	\$0	Market	20 HH	0	0.0%	N/A	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$565	\$0	\$565	-\$35	\$530	1BR / 1BA	\$585	\$0	\$585	-\$35	\$550
2BR / 2BA	\$680	\$0	\$680	-\$50	\$630	2BR / 2BA	\$700	\$0	\$700	-\$50	\$650
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
1BR / 1BA	\$720	\$0	\$720	-\$35	\$685						
2BR / 2BA	\$815	\$0	\$815	-\$50	\$765						

Magnolia Circle, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Garbage Disposal
Oven
Refrigerator

Blinds
Central A/C
Dishwasher
Hand Rails
Pull Cords
Washer/Dryer hookup

Security

Patrol
Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Central Laundry
On-Site Management

Clubhouse/Meeting
Off-Street Parking

Premium

None

Other

Social Director, Arts & Crafts

Comments

Magnolia Circle is a mixed income senior property located in Decatur. Units are set-aside at 50 and 60 percent of AMI and there are market rate units as well. The restricted rents are below the maximum allowable and are priced to what the market can bear according to the manager. The property is fully leased; there is one vacant unit but it is preleased. The property has a long waiting list of 150 households for the income restricted units and 20 households for the market rate units. Rents have not changed in over two years. Judging from the long waiting list at this property, it is probable that rents could be increased slightly without adversely affecting occupancy. About 25 percent of tenants owned a home before moving here. A majority of tenants rely on Social Security as their only source of income.

Magnolia Circle, continued

Trend Report

Vacancy Rates

1Q10	2Q10	3Q10	2Q12
0.0%	0.0%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	\$565	\$0	\$565	\$530
2010	2	0.0%	\$565	\$0	\$565	\$530
2010	3	0.0%	\$565	\$0	\$565	\$530
2012	2	0.0%	\$565	\$0	\$565	\$530

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	\$680	\$0	\$680	\$630
2010	2	0.0%	\$680	\$0	\$680	\$630
2010	3	0.0%	\$680	\$0	\$680	\$630
2012	2	0.0%	\$680	\$0	\$680	\$630

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	\$585	\$0	\$585	\$550
2010	2	0.0%	\$585	\$0	\$585	\$550
2010	3	0.0%	\$585	\$0	\$585	\$550
2012	2	0.0%	\$585	\$0	\$585	\$550

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	\$700	\$0	\$700	\$650
2010	2	0.0%	\$700	\$0	\$700	\$650
2010	3	0.0%	\$700	\$0	\$700	\$650
2012	2	0.0%	\$700	\$0	\$700	\$650

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	\$720	\$0	\$720	\$685
2010	2	0.0%	\$720	\$0	\$720	\$685
2010	3	0.0%	\$720	\$0	\$720	\$685
2012	2	0.0%	\$720	\$0	\$720	\$685

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	0.0%	\$815	\$0	\$815	\$765
2010	2	0.0%	\$815	\$0	\$815	\$765
2010	3	0.0%	\$815	\$0	\$815	\$765
2012	2	0.0%	\$815	\$0	\$815	\$765

Trend: Comments

- 1Q10** Rents and occupancy have not changed since the last interview in May 2009. The property manager reported that there is a great demand for an additional senior community in the area. The property manager also indicated that lower AMI levels have the greatest demand. This property regularly turns people away who can not afford the rents at 50 percent AMI.
- 2Q10** The property manager reported that rents have not changed since at least 2006 and that tenants cannot afford higher rents. Management indicated that there is high demand for additional senior units in the area (estimated at 500) at the 50 percent AMI level. The majority of tenants rely on SSI and an estimated 25 percent previously owned homes.
- 3Q10** N/A
- 2Q12** Magnolia Circle is a mixed income senior property located in Decatur. Units are set-aside at 50 and 60 percent of AMI and there are market rate units as well. The restricted rents are below the maximum allowable and are priced to what the market can bear according to the manager. The property is fully leased; there is one vacant unit but it is released. The property has a long waiting list of 150 households for the income restricted units and 20 households for the market rate units. Rents have not changed in over two years. Judging from the long waiting list at this property, it is probable that rents could be increased slightly without adversely affecting occupancy. About 25 percent of tenants owned a home before moving here. A majority of tenants rely on Social Security as their only source of income.

PROPERTY PROFILE REPORT

Retreat At Madison Place

Effective Rent Date	1/30/2013
Location	3907 Redwing Circle Decatur, GA 30032 DeKalb County
Distance	8.4 miles
Units	160
Vacant Units	4
Vacancy Rate	2.5%
Type	Midrise (age-restricted) (4 stories)
Year Built/Renovated	2007 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	The contact could not report the major competitors
Tenant Characteristics	Most btwn 55-62; 60%+ previous homeowners; tenants from downtown ATL, Decatur, Stn Mtn, Lithonia; 10% out of state (AL, NY, CA), 5% employed
Contact Name	Ashley
Phone	(404) 289-8393



Market Information

Program	60%
Annual Turnover Rate	38%
Units/Month Absorbed	14.4
HCV Tenants	11%
Leasing Pace	2BR's take much longer
Annual Chg. in Rent	little change over past year
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	Midrise (4 stories)	40	697	\$699	\$0	@60%	None	0	0.0%	yes	None
2	2	Midrise (4 stories)	120	987	\$789	\$0	@60%	None	4	3.3%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$699	\$0	\$699	-\$35	\$664
2BR / 2BA	\$789	\$0	\$789	-\$50	\$739

Retreat At Madison Place, continued

Amenities

In-Unit

Blinds
Central A/C
Dishwasher
Garbage Disposal
Oven
Refrigerator

Carpeting
Coat Closet
Ceiling Fan
Hand Rails
Pull Cords
Washer/Dryer hookup

Security

Limited Access

Services

Adult Education
Shuttle Service

Property

Business Center/Computer Lab
Elevators
Central Laundry
On-Site Management
Theatre

Clubhouse/Meeting
Exercise Facility
Off-Street Parking
Picnic Area

Premium

None

Other

Walking trails, game room,

Comments

Management estimated five move-outs each month. Of these five, an estimated three each month are due to financial reasons; mainly that the supporting family/family member can no longer support the senior's rent. Therefore, several seniors have moved out to live with family members. The manager states that one-bedroom units are more in demand with tenants mostly because of their lower rent. Furthermore, many seniors are one person households who have little need for additional space. About half of the tenants at this property own a car. All units are set-aside at 60 percent of AMI and rents are at the maximum allowable.

Retreat At Madison Place, continued

Trend Report

Vacancy Rates

2Q10	4Q10	1Q11	2Q12
7.5%	7.5%	8.7%	2.5%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	0.0%	\$670	\$0	\$670	\$635
2010	4	0.0%	\$685	\$0	\$685	\$650
2011	1	0.0%	\$699	\$0	\$699	\$664
2012	2	0.0%	\$699	\$0	\$699	\$664

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	10.0%	\$779	\$32	\$747	\$697
2010	4	10.0%	\$789	\$33	\$756	\$706
2011	1	11.7%	\$789	\$60	\$729	\$679
2012	2	3.3%	\$789	\$0	\$789	\$739

Trend: Comments

- 2Q10** The contact reported that there has been strong steady demand, but a lot of unqualified traffic. The higher vacancy is a result of the seniors depending on supplemental income from family members who have lost jobs or income. There is a demand in the area for additional affordable housing, especially with one bedroom units and at lower AMI levels.
- 4Q10** The contact reported that there has been strong steady demand, but a lot of unqualified traffic for the two-bedroom units. The higher vacancy is a result of the seniors depending on supplemental income from family members who have lost jobs or income. There is a demand in the area for additional affordable housing, especially in regard to one-bedroom units and lower AMI levels. Rents at this property have increased between 1.0 and 2.0 percent since 2009.
- 1Q11** The one bedroom units typically lease within one week from the waiting list. The two bedrooms take between 30 and 60 days to lease. Three of the vacant two bedrooms are leased. Management estimated five moveouts each month. Of these five, an estimated three each month are due to financial reasons; mainly that the supporting family/family member can no longer support the senior's rent. Therefore, several seniors have moved out to live with family members.
- 2Q12** Management estimated five move-outs each month. Of these five, an estimated three each month are due to financial reasons; mainly that the supporting family/family member can no longer support the senior's rent. Therefore, several seniors have moved out to live with family members. The manager states that one-bedroom units are more in demand with tenants mostly because of their lower rent. Furthermore, many seniors are one person households who have little need for additional space. About half of the tenants at this property own a car. All units are set-aside at 60 percent of AMI and rents are at the maximum allowable.

PROPERTY PROFILE REPORT

Clairmont Crest

Effective Rent Date	1/30/2013
Location	1861 Clairmont Road Decatur, GA 30033 DeKalb County
Distance	10.3 miles
Units	200
Vacant Units	6
Vacancy Rate	3.0%
Type	Midrise (age-restricted) (5 stories)
Year Built/Renovated	1985 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Clairmont Place, Williamsburg
Tenant Characteristics	Seniors 50+, average age is 72; 50% previous homeowners
Contact Name	Shannon
Phone	404-325-9077



Market Information

Program	Market, Non-Rental
Annual Turnover Rate	18%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	30-60 Days
Annual Chg. in Rent	1% annual increase
Concession	None

Utilities

A/C	not included -- wall
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
0	1	Midrise (5 stories)	11	500	\$720	\$0	Market	No	0	0.0%	N/A	None
0	1	Midrise (5 stories)	2	N/A	N/A	\$0	Non-Rental	N/A	0	0.0%	N/A	None
1	1	Midrise (5 stories)	131	700	\$800	\$0	Market	No	6	4.6%	N/A	None
1	1	Midrise (5 stories)	10	800	\$820	\$0	Market	No	0	0.0%	N/A	None
1	1	Midrise (5 stories)	1	N/A	N/A	\$0	Non-Rental	N/A	0	0.0%	N/A	None
2	2	Midrise (5 stories)	30	1,100	\$935	\$0	Market	yes	0	0.0%	N/A	None
2	2	Midrise (5 stories)	6	1,300	\$990	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Midrise (5 stories)	9	1,400	\$1,095	\$0	Market	yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Non-Rental	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$720	\$0	\$720	-\$21	\$699	Studio / 1BA	N/A	\$0	N/A	-\$21	N/A
1BR / 1BA	\$800 - \$820	\$0	\$800 - \$820	-\$35	\$765 - \$785	1BR / 1BA	N/A	\$0	N/A	-\$35	N/A
2BR / 2BA	\$935 - \$1,095	\$0	\$935 - \$1,095	-\$50	\$885 - \$1,045						

Clairmont Crest, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Garbage Disposal
Oven
Walk-In Closet
Washer/Dryer hookup

Blinds
Coat Closet
Exterior Storage
Hand Rails
Refrigerator
Wall A/C

Security

Limited Access
Patrol

Services

Shuttle Service

Property

Clubhouse/Meeting
Exercise Facility
Central Laundry
On-Site Management
Swimming Pool

Elevators
Garage
Off-Street Parking
Picnic Area

Premium

Hairdresser / Barber
Medical Professional

Other

None

Comments

Management confirmed high demand for senior housing in the area and believes there is a need for additional senior housing. There is a waiting list of 18 households for the two-bedroom units.

All units have washer dryer hook ups with the exception of the studios.

Management confirmed there are 56 covered parking spaces for \$25 per month and all of which are leased. About 40 percent of tenants own a car.

The property offers premiums like a hairdresser/barber who comes five days a week and charges her own rates. However, free of charge, they offer a medical professional who comes once a month to give the tenants check ups. Professionals range from a number of categories from a podiatrist to a nurse. The property also offers activity programs and shuttle services free of charge. There is also a chapel on site.

Clairmont Crest, continued

Trend Report

Vacancy Rates

4Q11	2Q12	3Q12	1Q13
5.0%	5.0%	3.0%	3.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	4	N/A	\$790	\$0	\$790	\$755
2012	2	7.1%	\$790 - \$810	\$0	\$790 - \$810	\$755 - \$775
2012	3	4.3%	\$800 - \$820	\$0	\$800 - \$820	\$765 - \$785
2013	1	4.3%	\$800 - \$820	\$0	\$800 - \$820	\$765 - \$785

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	4	N/A	\$925	\$0	\$925	\$875
2012	2	0.0%	\$925 - \$1,085	\$0	\$925 - \$1,085	\$875 - \$1,035
2012	3	0.0%	\$935 - \$1,095	\$0	\$935 - \$1,095	\$885 - \$1,045
2013	1	0.0%	\$935 - \$1,095	\$0	\$935 - \$1,095	\$885 - \$1,045

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	4	N/A	\$710	\$0	\$710	\$689
2012	2	0.0%	\$710	\$0	\$710	\$689
2012	3	0.0%	\$720	\$0	\$720	\$699
2013	1	0.0%	\$720	\$0	\$720	\$699

Trend: Non-Rental

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	4	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	N/A	\$0	N/A	N/A
2012	3	0.0%	N/A	\$0	N/A	N/A
2013	1	0.0%	N/A	\$0	N/A	N/A

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	4	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	N/A	\$0	N/A	N/A
2012	3	0.0%	N/A	\$0	N/A	N/A
2013	1	0.0%	N/A	\$0	N/A	N/A

Trend: Comments

- 4Q11** Management reported high demand for senior housing in the area and believes there is a need for additional senior housing. The current occupancy rate for Clairmont Crest is 95 percent and 10 vacancies. Rents have increased by \$20 a unit type within the past year. Management estimates the annual turnover rate at two percent. There is a six month waiting list for two-bedroom units, the number of households on the list was unavailable. There are no concession being offered. Management was unable to comment on any further questions concerning demand.
- 2Q12** Management reported high demand for senior housing in the area and believes there is a need for additional senior housing. The current occupancy rate for Clairmont Crest is 95 percent and 10 vacancies. There are 26 households on a waiting list for the two bedroom units. There are no concession being offered. There are 56 covered parking spaces for \$25 per month all of which are leased.
- 3Q12** Management confirmed high demand for senior housing in the area and believes there is a need for additional senior housing. There is a waiting list of 18 households for the two-bedroom units.
- All units have washer dryer hook ups with the exception of the studios.
- Management confirmed there are are 56 covered parking spaces for \$25 per month and all of which are still leased. About 40 percent of tenants own a car.
- The property offers premiums like a hairdresser/barber who comes five days a week and and charges her own rates. However, free of charge, they offer a medical professional who comes once a month to give the tenants check ups. Professionals range from a number of categories from a podiatrist to a nurse. The property also offers activity programs and shuttle services free of charge. There is also a chapel on site.
- 1Q13** Management confirmed high demand for senior housing in the area and believes there is a need for additional senior housing. There is a waiting list of 18 households for the two-bedroom units.
- All units have washer dryer hook ups with the exception of the studios.
- Management confirmed there are are 56 covered parking spaces for \$25 per month and all of which are leased. About 40 percent of tenants own a car.
- The property offers premiums like a hairdresser/barber who comes five days a week and and charges her own rates. However, free of charge, they offer a medical professional who comes once a month to give the tenants check ups. Professionals range from a number of categories from a podiatrist to a nurse. The property also offers activity programs and shuttle services free of charge. There is also a chapel on site.

PROPERTY PROFILE REPORT

Southern Oaks And Southern Oaks Too

Effective Rent Date	2/14/2013
Location	5159 West Mountain St Stone Mountain, GA 30083 DeKalb County
Distance	0.9 miles
Units	165
Vacant Units	12
Vacancy Rate	7.3%
Type	Garden (2 stories)
Year Built/Renovated	1970 and 1973 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	N/A
Contact Name	Property Manager
Phone	(888) 471-5343



Market Information

Program	Market (Phase I), Market (Phase II)
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	2-4 weeks
Annual Chg. in Rent	None
Concession	Reduced rent on 2BR/1BA

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 (2 stories)	N/A	800	\$535	\$0	Market (Phase I)	No	4	N/A	N/A	None
1	1	Garden (2 stories)	N/A	850	\$480	\$0	Market (Phase II)	No	2	N/A	N/A	None
2	1	Garden (2 stories)	N/A	950	\$610	\$0	Market (Phase I)	No	0	N/A	N/A	None
2	1	Garden (2 stories)	N/A	950	\$490	\$0	Market (Phase II)	No	6	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$480 - \$535	\$0	\$480 - \$535	-\$35	\$445 - \$500
2BR / 1BA	\$490 - \$610	\$0	\$490 - \$610	-\$50	\$440 - \$560

Southern Oaks And Southern Oaks Too, continued

Amenities

In-Unit

Blinds
Central A/C
Ceiling Fan
Refrigerator

Carpeting
Exterior Storage
Oven

Security

Patrol

Services

None

Property

Clubhouse/Meeting
Off-Street Parking
Picnic Area
Swimming Pool

Central Laundry
On-Site Management
Playground

Premium

None

Other

None

Comments

The property consists of two phases. The first phase offers 100 units, was built in 1970, and its utilities are total electric. Phase II offers 65 units, was built in 1973, and it offers gas and electric utilities. Phase I is outperforming Phase II in terms of occupancy rates due to the high cost of gas utilities. Phase I offers the Magnolia (1BR) and the Oak (2BR) floor plans while Phase II offers the Azalea (1BR) and the Sycamore (2BR) floor plans. The Sycamore floor plan at Phase II has the most number of vacancies; therefore, management is currently offering reduced rents for these units.

PROPERTY PROFILE REPORT

Spring Chase II

Effective Rent Date	1/30/2013
Location	4947 Memorial Drive Stone Mountain, GA 30083 DeKalb County
Distance	5.2 miles
Units	81
Vacant Units	3
Vacancy Rate	3.7%
Type	Midrise (age-restricted) (3 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	Seniors 55+
Contact Name	Kendra
Phone	404-299-0532



Market Information

Program	Market, Section 8
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	1 week
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	Midrise (3 stories)	N/A	602	\$500	\$0	Market	None	N/A	N/A	N/A	None
1	1	Midrise (3 stories)	N/A	602	N/A	\$0	Section 8	Yes	N/A	N/A	N/A	None
2	2	Midrise (3 stories)	N/A	907	\$600	\$0	Market	None	N/A	N/A	N/A	None
2	2	Midrise (3 stories)	N/A	907	N/A	\$0	Section 8	Yes	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Section 8	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$500	\$0	\$500	-\$35	\$465	1BR / 1BA	N/A	\$0	N/A	-\$35	N/A
2BR / 2BA	\$600	\$0	\$600	-\$50	\$550	2BR / 2BA	N/A	\$0	N/A	-\$50	N/A

Spring Chase II, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Hand Rails
Pull Cords
Walk-In Closet
Washer/Dryer hookup

Blinds
Central A/C
Garbage Disposal
Oven
Refrigerator
Washer/Dryer

Security

Limited Access

Services

None

Property

Clubhouse/Meeting
Exercise Facility
Off-Street Parking
Recreation Areas

Elevators
Central Laundry
On-Site Management

Premium

None

Other

Flower bed, gazebo

Comments

This is a mixed income senior property consisting of subsidized and market rate units. It is the sister property of Spring Chase I, an adjacent property with no age restrictions. Residents are permitted to use the common area amenities at Spring Chase I, which include a swimming pool and picnic area among others. There are 44 subsidized units at Spring Chase II, but the manager could not reveal if there are any tenants with vouchers in the market rate units. The property is performing well with a 96 percent occupancy rate, which has been typical of late according to the manager. Rents have not changed over the past year. Additional information on tenant profile was not revealed.

Spring Chase II, continued

Trend Report

Vacancy Rates

2Q10	3Q10	2Q11	2Q12
8.6%	2.5%	7.4%	3.7%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$500 - \$550	\$0	\$500 - \$550	\$465 - \$515
2010	3	N/A	\$500 - \$550	\$0	\$500 - \$550	\$465 - \$515
2011	2	N/A	\$530 - \$555	\$0	\$530 - \$555	\$495 - \$520
2012	2	N/A	\$500	\$0	\$500	\$465

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	2	N/A	\$600 - \$650	\$0	\$600 - \$650	\$550 - \$600
2010	3	N/A	\$600 - \$650	\$0	\$600 - \$650	\$550 - \$600
2011	2	N/A	\$630 - \$700	\$0	\$630 - \$700	\$580 - \$650
2012	2	N/A	\$600	\$0	\$600	\$550

Trend: Section 8

1BR / 1BA

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
2011	2	N/A	N/A	\$0	N/A	N/A
2012	2	N/A	N/A	\$0	N/A	N/A

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
2011	2	N/A	N/A	\$0	N/A	N/A
2012	2	N/A	N/A	\$0	N/A	N/A

Trend: Comments

- 2Q10** The contact indicated there are 44 section 8/HAP payment units, but could not provide the unit mix. Senior tenants are permitted to use the swimming pool, picnic areas, playgrounds and other amenities offered at Spring Chase I. The contact could not indicate how many tenants were previous homeowners, or information on turnover, leasing pace, number of housing choice vouchers, or absorption.
- 3Q10** Management indicated there are 44 section 8/HAP payment units, but could not provide the unit mix. Senior tenants are permitted to use the swimming pool, picnic areas, playgrounds and other amenities offered at Spring Chase I. The contact could not indicate how many tenants were previous homeowners, or information on turnover, leasing pace, number of housing choice vouchers, or absorption.
- 2Q11** The contact could not comment on the number of Housing Choice Voucher tenants residing at the property, vacancy by unit type, or why vacancy has increased since the last interview in August 2010. The largest rent increases occurred among the two-bedroom units.
- 2Q12** This is a mixed income senior property consisting of subsidized and market rate units. It is the sister property of Spring Chase I, an adjacent property with no age restrictions. Residents are permitted to use the common area amenities at Spring Chase I, which include a swimming pool and picnic area among others. There are 44 subsidized units at Spring Chase II, but the manager could not reveal if there are any tenants with vouchers in the market rate units. The property is performing well with a 96 percent occupancy rate, which has been typical of late according to the manager. Rents have not changed over the past year. Additional information on tenant profile was not revealed.

PROPERTY PROFILE REPORT

Wildwood At Stone Mountain

Effective Rent Date	2/14/2013
Location	6097 Memorial Drive Stone Mountain, GA 30083 DeKalb County
Distance	2.9 miles
Units	298
Vacant Units	3
Vacancy Rate	1.0%
Type	Garden (3 stories)
Year Built/Renovated	2001 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	The Point, The Weatherly
Tenant Characteristics	Majority are local; Many between the ages of 26-38; 20% seniors
Contact Name	Dee
Phone	770-465-0462



Market Information

Program	Market
Annual Turnover Rate	28%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	5-9 days
Annual Chg. in Rent	Increased in 2012
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)	83	816	\$695	\$0	Market	None	0	0.0%	N/A	None
2	1	Garden (3 stories)	83	972	\$680	\$0	Market	None	0	0.0%	N/A	None
2	2	Garden (3 stories)	99	1,060	\$770	\$0	Market	None	3	3.0%	N/A	None
3	2	Garden (3 stories)	33	1,274	\$895	\$0	Market	None	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$695	\$0	\$695	-\$35	\$660
2BR / 1BA	\$680	\$0	\$680	-\$50	\$630
2BR / 2BA	\$770	\$0	\$770	-\$50	\$720
3BR / 2BA	\$895	\$0	\$895	-\$79	\$816

Wildwood At Stone Mountain, continued

Amenities

In-Unit

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

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

Security

In-Unit Alarm
Intercom (Buzzer)
Intercom (Phone)
Intercom (Video)
Limited Access

Services

None

Property

Clubhouse/Meeting
Central Laundry
On-Site Management
Swimming Pool

Exercise Facility
Off-Street Parking
Playground

Premium

None

Other

None

Comments

Two-bedroom two-bathroom units have become less popular and therefore experienced a decrease in rent of 0.6 percent.

Wildwood At Stone Mountain, continued

Trend Report

Vacancy Rates

4Q07	1Q08	1Q10	1Q13
4.0%	0.3%	3.0%	1.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	9.6%	\$780	\$120	\$660	\$625
2008	1	0.0%	\$695	\$0	\$695	\$660
2010	1	0.0%	\$695	\$0	\$695	\$660
2013	1	0.0%	\$695	\$0	\$695	\$660

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	3.6%	\$820	\$120	\$700	\$650
2008	1	1.2%	\$730	\$0	\$730	\$680
2010	1	2.4%	\$730	\$0	\$730	\$680
2013	1	0.0%	\$680	\$0	\$680	\$630

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	0.0%	\$890	\$120	\$770	\$720
2008	1	0.0%	\$800	\$0	\$800	\$750
2010	1	7.1%	\$795	\$0	\$795	\$745
2013	1	3.0%	\$770	\$0	\$770	\$720

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	3.0%	\$1,010	\$150	\$860	\$781
2008	1	0.0%	\$895	\$0	\$895	\$816
2010	1	0.0%	\$895	\$0	\$895	\$816
2013	1	0.0%	\$895	\$0	\$895	\$816

Trend: Comments

4Q07 Management is currently offering concessions on all units. Rents have remained the same for well over one year; each month the concessions change (by unit type).

1Q08 The contact reported that rents changed in mid-March 2008. In December 2007, the face rents ranged from \$780 to \$1,010 while the current face rents range from \$695 to \$895. While the face rents in December 2007 were higher, a concession was also offered in December that resulted in a conceded rent range from \$660 to \$860. Currently, no concessions are offered. Therefore, the current rental rates that tenants actually pay are \$30 to \$35 above the those in December 2007, when the property was last interviewed. The property's occupancy rate increased from 96 percent to nearly 100 percent as a result.

1Q10 Two-bedroom two-bathroom units have become less popular and therefore experienced a decrease in rent of 0.6 percent.

1Q13 N/A

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

Housing Choice Vouchers

The following table illustrates the percent voucher tenancy at the comparable properties.

TENANTS WITH VOUCHERS

Comparable Property	Location	Rent Structure	Tenancy	Housing Choice Voucher Tenants
Antioch Manor Estates	Stone Mountain	@30%, @50%, @60%, Market	Senior	8%
Antioch Villas And Gardens	Stone Mountain	@50%, @60%, Market, Section 8	Senior	N/A
Magnolia Circle	Decatur	@60%, Market	Senior	20%
Retreat At Madison Place	Decatur	@60%	Senior	11%
Clairmont Crest	Decatur	Market	Senior	0%
Southern Oaks And Southern Oaks Too	Stone Mountain	Market	Family	0%
Spring Chase II	Stone Mountain	Market, Section 8	Senior	N/A
Wildwood At Stone Mountain	Stone Mountain	Market	Family	0%

As illustrated in the table, Housing Choice Voucher (HCV) tenancy is fairly low at 20 percent or less. The majority of the Subject’s units will operate with a project-based subsidy; therefore, we do not believe that the Subject will rely on HCVs in order to maintain a high occupancy rate.

Waiting Lists

The following table illustrates the presence of waiting lists at the comparable properties, where applicable.

WAITING LISTS

Comparable Property	Location	Rent Structure	Tenancy	Waiting Lists
Antioch Manor Estates	Stone Mountain	@30%, @50%, @60%, Market	Senior	General waiting list of over 1,000 HHs for all units (LIHTC and PBRA)
Antioch Villas And Gardens	Stone Mountain	@50%, @60%, Market, Section 8	Senior	Waiting list of 150 HHs for LIHTC units
Magnolia Circle	Decatur	@60%, Market	Senior	General waiting list of 150 HHs total
Retreat At Madison Place	Decatur	@60%	Senior	None
Clairmont Crest	Decatur	Market	Senior	Waiting list for 2BR units
Southern Oaks And Southern Oaks Too	Stone Mountain	Market	Family	None
Spring Chase II	Stone Mountain	Market, Section 8	Senior	Waiting list for PBRA units
Wildwood At Stone Mountain	Stone Mountain	Market	Family	None

Five of the comparable properties are maintaining waiting lists, some of which are lengthy with 150 or more households. Therefore, there appears to be demand for additional senior LIHTC units in the market.

Lease Up History

Antioch Villas and Gardens is the newest comparable property. It offers 106 studio, one, and two-bedroom units restricted at 50 and 60 percent AMI as well as unrestricted and PBRA units. The property is achieving high rents and is currently 100 percent occupied with a waiting list. Management delivered the first units in April 2012 and the property stabilized by December 2012, which yields an absorption rate of approximately 11 units per month over a period of nine months in order to reach 93 percent occupancy. Antioch Villas and Gardens offers a one-story design, a variety of unit types (bedroom types and program types), and access to a Gracious Living Package for an additional fee as well as access to the waiting list of its sister phase, Antioch Estates. While the Subject will not be a phase of an existing property, 94 percent of the Subject’s units will operate with subsidy; therefore, we anticipate that the Subject will stabilize at a pace of at least 11 units per month for a period of seven months.

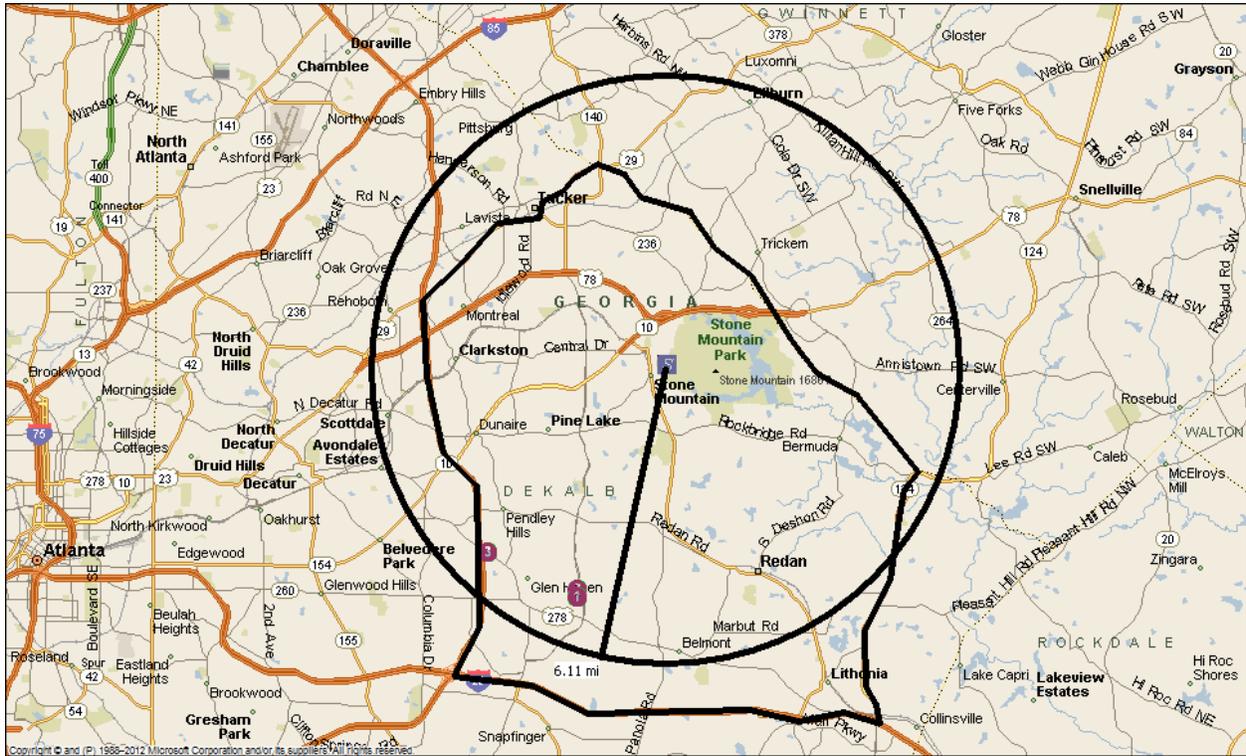
Phased Developments

The Subject is not a phase of an existing development.

Rural Areas

The Subject is located in an urban market. There is adequate LIHTC and conventional multifamily data in the market.

3. COMPETITIVE PROJECT MAP



COMPETITIVE PROJECT MAP

#	Property Name	City	Type	Distance
1	Antioch Manor Estates	Stone Mountain	30%, 50%, 60%, Market	7.0 miles
2	Antioch Villas And Gardens	Stone Mountain	50%, 60%, Market, Section 8	7.0 miles
3	Retreat At Madison Place	Decatur	60%	8.4 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.

IN-UNIT AMENITIES

	Mountain View	Antioch Manor Estates	Antioch Villas And Gardens	Magnolia Circle	Retreat At Madison Place	Clairmont Crest	Southern Oaks And Southern Oaks Too	Spring Chase II	Wildwood At Stone Mountain
Comp #	Subject	1	2	3	4	5	6	7	8
Property Information									
Property Type	Lowrise (age-restricted) (3 stories)	Midrise (age-restricted) (3 stories)	Midrise (age-restricted) (3 stories)	Garden (age-restricted) (2 stories)	Midrise (age-restricted) (4 stories)	Midrise (age-restricted) (5 stories)	Garden (2 stories)	Midrise (age-restricted) (3 stories)	Garden (3 stories)
Year Built / Renovated	Proposed / n/a	2005 / n/a	2012 / n/a	2003 / n/a	2007 / n/a	1985 / n/a	1970 and 1973 / n/a	2002 / n/a	2001 / n/a
Market (Conv./Subsidy Type)	LIHTC (PBRA), Market	LIHTC, Market	LIHTC, PBRA	LIHTC, Market	LIHTC	Market	Market	Market, Section 8	Market
Utility Adjustments									
Cooking	no	yes	yes	no	no	no	no	no	no
Water Heat	no	yes	yes	no	no	no	no	no	no
Heat	no	yes	yes	no	no	no	no	no	no
Other Electric	no	yes	yes	no	no	no	no	no	no
Water	no	yes	yes	yes	yes	yes	yes	yes	yes
Sewer	no	yes	yes	yes	yes	yes	yes	yes	yes
Trash Collection	yes	yes	yes	yes	yes	yes	yes	yes	yes
In-Unit Amenities									
Balcony/Patio	yes	yes	yes	yes	no	yes	no	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	no	yes	yes	yes
Dishwasher	yes	yes	yes	yes	yes	yes	no	yes	yes
Exterior Storage	no	no	yes	no	no	yes	yes	no	no
Garbage Disposal	yes	yes	yes	yes	yes	yes	no	yes	yes
Hand Rails	yes	yes	yes	yes	yes	yes	no	yes	no
Microwave	no	yes	yes	no	no	no	no	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	yes	yes	yes	yes	yes	no	no	yes	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes
Walk-In Closet	yes	yes	yes	no	no	yes	no	yes	yes
Wall A/C	no	no	no	no	no	yes	no	no	no
Washer/Dryer	no	no	no	no	no	no	no	yes	no
Washer/Dryer hookup	yes	yes	yes	yes	yes	yes	no	yes	yes

Mountain View Senior Residences, Stone Mountain, GA – Market Study

COMMON AREA AMENITIES

	Mountain View	Antioch Manor Estates	Antioch Villas And Gardens	Magnolia Circle	Retreat At Madison Place	Clairmont Crest	Southern Oaks And Southern Oaks Too	Spring Chase II	Wildwood At Stone Mountain
Comp #	Subject	1	2	3	4	5	6	7	8
Property Amenities									
Business Center/Computer Lab	yes	yes	yes	yes	yes	no	no	no	no
Clubhouse/Meeting Room/Community Room	yes	yes	yes	yes	yes	yes	yes	yes	yes
Concierge	no	yes	yes	no	no	no	no	no	no
Courtyard	no	yes	yes	no	no	no	no	no	no
Elevators	yes	yes	yes	no	yes	yes	no	yes	no
Exercise Facility	yes	yes	yes	no	yes	yes	no	yes	yes
Garage	no	no	no	no	no	yes	no	no	no
Central Laundry	yes	yes	yes	yes	yes	yes	yes	yes	yes
Neighborhood Network	no	no	yes	no	no	no	no	no	no
Non-shelter Services	no	yes	no	no	no	no	no	no	no
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	yes	yes	yes
Picnic Area	no	yes	yes	no	yes	yes	yes	no	no
Playground	no	no	no	no	no	no	yes	no	yes
Recreation Areas	yes	no	yes	no	no	no	no	yes	no
Service Coordination	no	yes	yes	no	no	no	no	no	no
Swimming Pool	no	no	no	no	no	yes	yes	no	yes
Theatre	yes	no	yes	no	yes	no	no	no	no
Garage Fee	N/A	N/A	N/A	N/A	N/A	\$25.00	N/A	N/A	N/A
Services									
Adult Education	no	no	no	no	yes	no	no	no	no
Computer Tutoring	no	yes	no	no	no	no	no	no	no
Shuttle Service	no	yes	yes	no	yes	yes	no	no	no
Security									
In-Unit Alarm	no	yes	no	no	no	no	no	no	yes
Intercom (Buzzer)	no	no	no	no	no	no	no	no	yes
Intercom (Phone)	no	no	no	no	no	no	no	no	yes
Intercom (Video)	no	no	no	no	no	no	no	no	yes
Limited Access	yes	yes	yes	no	yes	yes	no	yes	yes
Patrol	no	no	no	yes	no	yes	yes	no	no
Perimeter Fencing	no	no	yes	yes	no	no	no	no	no
Video Surveillance	no	yes	yes	no	no	no	no	no	no
Premium Amenities									
Delivered Hot Lunches	no	no	yes	no	no	no	no	no	no
Hairdresser / Barber	no	yes	no	no	no	yes	no	no	no
Housekeeping	no	yes	yes	no	no	no	no	no	no
Medical Professional	no	yes	no	no	no	yes	no	no	no
Other Amenities									
Other	Dining/dance hall, community garden, gazebo, wellness center, stove top fire suppression canisters	Gazebo, library, dining room, TV and game room	Library, offices for home health agencies	Social Director, Arts & Crafts Room	Walking trails, game room, health seminars	n/a	n/a	Flower bed, gazebo	n/a

The Subject’s in-unit amenity package will be similar or slightly superior to the comparables. The Subject’s common area amenity package will be competitive with the comparables.

5. The Subject will target senior households ages 62 and older. We have included the most comparable senior properties to the Subject. We have also included two family market rate properties near the Subject site in order to demonstrate achievable unrestricted rents in the Subject’s immediate area.

6. Vacancy

The following table summarizes overall weighted vacancy levels at the surveyed properties.

OVERALL VACANCY

Property	Location	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Antioch Manor Estates	Stone Mountain	@ 30%, @ 50%, @ 60%, Market	Senior	120	0	0.00%
Antioch Villas And Gardens	Stone Mountain	@ 50%, @ 60%, Market, Section 8	Senior	106	0	0.00%
Magnolia Circle*	Decatur	@ 60%, Market	Senior	84	0	0.00%
Retreat At Madison Place	Decatur	@ 60%	Senior	160	4	2.50%
Clairmont Crest*	Decatur	Market	Senior	200	6	3.00%
Southern Oaks And Southern Oaks Too	Stone Mountain	Market	Family	165	12	7.30%
Spring Chase II	Stone Mountain	Market, Section 8	Senior	81	3	3.70%
Wildwood At Stone Mountain	Stone Mountain	Market	Family	298	3	1.00%
OVERALL				1,214	28	2.31%
OVERALL IN PMA				930	22	2.37%
OVERALL MARKET IN PMA				544	18	3.31%
OVERALL LIHTC IN PMA				386	4	1.04%

*Not in PMA

The senior LIHTC comparable properties are outperforming the market with a 0.9 percent vacancy rate versus 2.3 percent among all of the comparable properties. The market appears to be healthy given the low vacancy rates at the properties. Southern Oaks and Southern Oaks Too is achieving the highest vacancy rate at seven percent. We have included this property as it represents market rate supply in the Subject’s neighborhood; however, it will be significantly inferior to the Subject in terms of age/condition and it targets families. We do not believe that this property is achieving a lower than average vacancy rate due to its location because its first phase is performing well while its second phase is underperforming. Management attributed the difference in vacancy rate due to the utility structure as the second phase includes gas utilities, which are more expensive to tenants.

We believe that the senior LIHTC and market rate properties are better indicators of the Subject’s projected performance. The Subject will be the smallest in terms of number of units when compared to the comparable properties and the overall senior vacancy rate (LIHTC and market rate) is low at 1.7 percent. Therefore, we believe that the Subject will maintain a vacancy rate of five percent or less, once stabilized.

7. Properties Under Construction and Proposed

There are no new LIHTC or market rate properties that have been proposed or under construction in the PMA.

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	Age / Condition	Unit Size	Overall Comparison
1	Antioch Manor Estates	30%, 50%, 60%, Market	Slightly Superior	Similar	Slightly inferior	Inferior	-15
2	Antioch Villas And Gardens	50%, 60%, Market, Section 8 (PBRA)	Slightly Superior	Similar	Similar	Inferior	-5
3	Magnolia Circle	60%, Market	Inferior	Similar	Slightly inferior	Similar	-15
4	Retreat At Madison Place	60%	Slightly Inferior	Similar	Similar	Slightly Inferior	-10
5	Clairmont Crest	Market	Slightly Inferior	Similar	Inferior	Superior	5
6	Southern Oaks And Southern Oaks Too	Market	Inferior	Slightly inferior	Inferior	Slightly Superior	-20
7	Spring Chase II	Market, Section 8	Inferior	Slightly inferior	Slightly inferior	Inferior	-30
8	Wildwood At Stone Mountain	Market	Slightly Inferior	Similar	Slightly inferior	Superior	0

*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 - @60%

Property Name	Location	1BR	2BR
Mountain View (Subject)	Stone Mountain	BOI	BOI
LIHTC Maximum (Net)	-	\$618	\$730
Antioch Villas And Gardens	Stone Mountain	\$678	\$802
Antioch Manor Estates	Stone Mountain	\$636	\$740 - \$750
Retreat At Madison Place	Decatur	\$664	\$739
Magnolia Circle	Decatur	\$550	\$650
Average (excluding Subject)		\$632	\$736

The comparable properties appear to be achieving rents above the maximum allowable levels, which we attribute to differing utility allowances. The Subject’s units at 60 percent AMI will operate with a project-based subsidy and therefore tenants in these units will pay 30 percent of their income towards the monthly rent. The Subject will offer new construction and therefore will be similar to the Antioch properties in age/condition. The Subject will be slightly inferior to these properties in terms of amenities so we estimate that if the Subject operates without subsidy, it would achieve rents at or below the Antioch properties. Overall, given the low vacancy rates at the senior LIHTC properties, we believe that the Subject is feasible as proposed.

Analysis of “Market Rents”

Per DCA’s market study guidelines, “average market rent is to be a reflection of rents that are achieved in the market. In other words, the rents the competitive properties are currently receiving. Average market rent is not “Achievable unrestricted market rent.” In an urban market with many tax credit 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 RENTS IN THE MARKET

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR at 60% AMI	BOI	\$445	\$896	\$660	N/Ap
2BR at 60% AMI	BOI	\$440	\$1,180	\$782	N/Ap
1BR Unrestricted	\$650	\$445	\$896	\$672	3%
2BR Unrestricted	\$715	\$440	\$1,230	\$836	14%

The Subject’s units at 60 percent AMI will operate with a project-based subsidy and therefore the Subject’s units will have a significant rent advantage over the surveyed average as tenants will pay 30 percent of their income towards the monthly rent in these units. The Subject’s unrestricted units will also have a rent advantage over the surveyed average. Therefore, the Subject will offer a positive price-value relationship given its new condition and common area amenity package.

9. LIHTC Competition – Recent Allocations within Two Miles

According to information on Georgia Department of Community Affairs LIHTC allocation lists, there have been no senior LIHTC properties allocated within two miles of the Subject site in the past two years. Antioch Villas and Gardens is located in the PMA and was allocated in 2010 with a market entry date in April 2012. The property is located approximately 7.0 miles from the Subject site and is currently 100 percent occupied with a waiting list. We have included Antioch Villas and Gardens as a comparable property in this report.

Panola Gardens is a proposed senior property in Lithonia, approximately 7.1 miles from the Subject site. The property will be located on Snapfinger Woods Drive near Dekalb Medical Center at Hillandale. The developer is National Church Residences. The property was allocated tax credits in 2012 and will offer 85 units. Because the property is proposed, we have not included it as a comparable in this report. Further, because all of the Subject’s LIHTC units will operate with subsidy, we have not deducted these units from the Demand Analysis.

10. Rental Trends in the PMA

The table below depicts household growth by tenure 2012, 2015, and 2017.

PMA TENURE PATTERNS OF SENIORS 62+

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	1,543	18.9%	6,641	81.1%
2012	3,698	25.8%	10,635	74.2%
Projected Mkt Entry				
July 2015	4,215	25.4%	12,405	74.6%
2017	4,560	25.1%	13,585	74.9%

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

A large portion of seniors in the PMA are renters at approximately 75 percent by July 2015. This is much larger than the national average at 13 percent.

Historical Vacancy

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

CHANGE IN VACANCY RATES

Comparable Property	Type	Total Units	2QTR 2009	4QTR 2010	1QTR 2011	2QTR 2012
Antioch Manor Estates	Midrise	120	0.00%	0.00%	0.00%	0.00%
Antioch Villas And Gardens	Midrise	106	N/A	N/A	N/A	0.00%
Magnolia Circle	Garden	84	0.00%	0.00%	N/A	0.00%
Retreat At Madison Place	Midrise	160	10.00%	7.50%	8.70%	2.50%
Clairmont Crest	Midrise	200	0.90%	3.50%	3.50%	5.00%
Southern Oaks And Southern Oaks Too	Garden	165	N/A	N/A	N/A	N/A
Spring Chase II	Midrise	81	N/A	2.50%	7.40%	3.70%
Wildwood At Stone Mountain	Garden	298	0.30%	3.00%	N/A	N/A

As illustrated in the table, vacancy among the comparable properties has improved or remained at a stable rate over the past year. Overall, the Subject’s senior LIHTC and market rate competitors are maintaining stable occupancy rates.

Change in Rental Rates

The following table illustrates changes in rents over the past year.

RENT GROWTH

Comparable Property	Location	Rent Structure	Tenancy	Rent Growth
Antioch Manor Estates	Stone Mountain	@30%, @50%, @60%, Market	Senior	None
Antioch Villas And Gardens	Stone Mountain	@50%, @60%, Market, Section 8	Senior	None
Magnolia Circle	Decatur	@60%, Market	Senior	None
Retreat At Madison Place	Decatur	@60%	Senior	None
Clairmont Crest	Decatur	Market	Senior	Increased 1%
Southern Oaks And Southern Oaks Too	Stone Mountain	Market	Family	None
Spring Chase II	Stone Mountain	Market, Section 8	Senior	None
Wildwood At Stone Mountain	Stone Mountain	Market	Family	Increased in 2012

Only two comparable properties experienced rent growth in the past year; therefore, we do not believe that the Subject will experience rent growth in the near term.

11. Impact of Foreclosed, Abandoned and Vacant Structures

Per RealtyTrac’s March 2013 data, an estimated 5.3 percent of homes are vacant in Stone Mountain. The median list price is \$91,700 as of March 2013, which represents a 10 percent year over year increase. The median sales price in the city is \$65,000, which is a two percent year over year decrease since March 2012. The foreclosure rates in Stone Mountain as of March 2013 is one in every 306 housing units, which is slightly lower than that of the county (one in every 270 housing units) and slightly lower than that of the state (one in every 240 housing units). This rate is significantly higher than the national rate, however (one in every 418 housing units).

12. Primary Housing Void

Overall vacancy in the market is low at two percent and 94 percent of the Subject’s units will operate with a project-based subsidy. Further, the Subject would be the first LIHTC property to be awarded within Stone Mountain’s city limits.

13. Effect of Subject on Other Affordable Units in Market

Because vacancy in the market is low at two percent among the comparable properties, we do not believe that the Subject will have a significant long-term impact on other affordable units in the market. Further, the Subject will consist primarily of subsidized units for which the housing authority is maintaining a lengthy waiting list.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property even if it was proposed new construction. Vacancy among the senior LIHTC comparable properties is low at approximately one percent and vacancy among all of the Subject’s comparable properties is low at two percent. Further, the senior LIHTC comparables are maintaining waiting lists and the Subject’s units will offer value in the market as the rents are lower than the surveyed average. The senior population in the PMA exhibits a high renter-household percentage and senior household growth in the PMA is projected to be strong through 2017. Overall, we believe that the Subject is feasible as proposed.

I. ABSORPTION & STABILIZATION RATES

Stabilization/Absorption Rate

Antioch Villas and Gardens is the newest comparable property. It offers 106 studio, one, and two-bedroom units restricted at 50 and 60 percent AMI as well as unrestricted and PBRA units. The property is achieving high rents and is currently 100 percent occupied with a waiting list. Management delivered the first units in April 2012 and the property stabilized by December 2012, which yields an absorption rate of approximately 11 units per month over a period of nine months in order to reach 93 percent occupancy. Antioch Villas and Gardens offers a one-story design, a variety of unit types (bedroom types and program types), and access to a Gracious Living Package for an additional fee as well as access to the waiting list of its sister phase, Antioch Estates. While the Subject will not be a phase of an existing property, 94 percent of the Subject's units will operate with subsidy; therefore, we anticipate that the Subject will stabilize at a pace of at least 11 units per month for a period of seven months.

J. INTERVIEWS

Housing Authority of Dekalb County

The Housing Authority of Dekalb County (HADC) has 4,333 Housing Choice Vouchers under contract. Of these vouchers, 565 are VASH vouchers. HADC also owns and manages 957 units throughout the county at 6 different developments.

The 2013 payment standards for south Dekalb County are 100 percent of the payment standards and are \$737 and \$874 for the one and two-bedroom units respectively. The Subject's LIHTC units will operate with a project-based subsidy and therefore tenants in these units will not be using Housing Choice Vouchers (HCVs). The Subject's unrestricted rents are above the payment standards.

Planning

We attempted to contact the City of Stone Mountain Planning & Zoning Department and the Building Department. However, as of the date of this report, our calls have not been returned.

Panola Gardens is a proposed senior property in Lithonia to be developed by National Church Residences. The property will be located on Snapfinger Woods Drive near Dekalb Medical Center at Hillandale. The property was allocated tax credits in 2012 and will offer 85 units. Because the property is proposed, we have not included it as a comparable in this report. Further, because all of the Subject's LIHTC units will operate with subsidy, we have not deducted these units from the Demand Analysis.

Lane Manor is a senior HUD 202 community that is currently under construction near the intersection of Redan Road and South Hairston Road. The property will offer 54 units that are targeted towards seniors ages 62 and older. The developer is RHF Housing, Inc. and the property opened as of first quarter 2013. Because the property is a HUD 202 property, we have not included this property as a comparable in the report.

Other senior properties in the area include Park Springs, a continuing care retirement community (CCRC) located at 500 Springhouse Circle in Stone Mountain. This property has not been included as a comparable as it offers independent and assisted living with extensive on-site services.

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

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

- The Subject is located in Stone Mountain, Dekalb County, Georgia. In 2012, the population in the PMA was 207,279 and is projected to increase to 212,993 in 2017, at an annual rate of 0.6 percent.

A minority of senior households in the PMA (25 percent) is renter-occupied, but this number has increased from 18.5 percent since 2000 and is expected to remain stable until at least 2017. As of 2012, approximately 55 percent of the elderly in the PMA are earning less than \$40,000 per year. The Subject will capture a wide range of income cohorts as the Subject will offer LIHTC units with subsidy and unrestricted units. Persons within these income cohorts are expected to create demand for the Subject.

- Total employment in the MSA has been on a downward trend since 2008 and currently sits at 2,525,019 as of March 2013. Employment seems to currently be trending upward, but overall employment in the MSA is lower than it was even a decade ago. Similar to what occurred throughout the nation, the unemployment rate increased significantly in 2008 and 2009 and reached a peak rate of 10.1 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, and the low rate of growth in total employment during this time indicates possible employment stagnation in the MSA. The largest employers in the PMA are the trade/transportation/utilities services, education/health services, professional/business services and leisure/hospitality. Lower skilled employees in these industries are likely to have incomes in line with the Subject's income restrictions. The Subject will target seniors ages 62 and older; therefore, we anticipate that the majority of the Subject's tenants will be retired and rely on fixed incomes.
- The Subject's capture rates for its unrestricted units range from 1.0 to 1.2 percent with an overall capture rate of 1.1 percent.
- Antioch Villas and Gardens is the newest comparable property. It offers 106 studio, one, and two-bedroom units restricted at 50 and 60 percent AMI as well as unrestricted and PBRA units. The property is achieving high rents and is currently 100 percent occupied with a waiting list. Management delivered the first units in April 2012 and the property stabilized by December 2012, which yields an absorption rate of approximately 11 units per month over a period of nine months in order to reach 93 percent occupancy. Antioch Villas and Gardens offers a one-story design, a variety of unit types (bedroom types and program types), and access to a Gracious Living Package for an additional fee as well as access to the waiting list of its sister phase, Antioch Estates. While the Subject will not be a phase of an existing property, 94 percent of the Subject's units will operate with subsidy; therefore, we anticipate that the Subject will stabilize at a pace of at least 11 units per month for a period of seven months.
- The senior LIHTC comparable properties are outperforming the market with a 0.9 percent vacancy rate versus 2.3 percent among all of the comparable properties. The market appears to be healthy given the low vacancy rates at the properties. Southern Oaks

and Southern Oaks Too is achieving the highest vacancy rate at seven percent. We have included this property as it represents market rate supply in the Subject's neighborhood; however, it will be significantly inferior to the Subject in terms of age/condition and it targets families. We do not believe that this property is achieving a lower than average vacancy rate due to its location because its first phase is performing well while its second phase is underperforming. Management attributed the difference in vacancy rate due to the utility structure as the second phase includes gas utilities, which are more expensive to tenants.

We believe that the senior LIHTC and market rate properties are better indicators of the Subject's projected performance. The Subject will be the smallest in terms of number of units when compared to the comparable properties and the overall senior vacancy rate (LIHTC and market rate) is low at 1.7 percent. 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 even if it was proposed new construction. Vacancy among the senior LIHTC comparable properties is low at approximately one percent and vacancy among all of the Subject's comparable properties is low at two percent. Further, the senior LIHTC comparables are maintaining waiting lists and the Subject's units will offer value in the market as the rents are lower than the surveyed average. The senior population in the PMA exhibits a high renter-household percentage and senior household growth in the PMA is projected to be strong through 2017. Overall, we believe that the Subject is feasible as proposed.

Recommendations

- We recommend the Subject as proposed.

L. SIGNED STATEMENT REQUIREMENTS

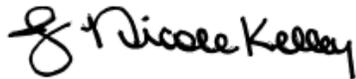
I affirm that I (or one of the persons signing below) have made a physical inspection of the market area and the subject property and that information has been used in the full study of the need and demand for the proposed units. To the best of my knowledge, the market can support the project as shown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

6-7-2013

Date



J. Nicole Kelley
Manager
Novogradac & Company LLP

6-7-2013

Date



Kristina V. Garcia
Real Estate Analyst
Novogradac & Company LLP

6-7-2013

Date

M. MARKET STUDY REPRESENTATION

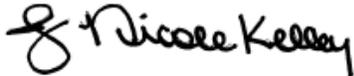
Novogradac & Company LLP states that DCA may rely on the representation made in the market study provided and this document is assignable to other lenders that are parties to the DCA loan transaction.



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

6-7-2013

Date



J. Nicole Kelley
Manager
Novogradac & Company LLP

6-7-2013

Date



Kristina V. Garcia
Real Estate Analyst
Novogradac & Company LLP

6-7-2013

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 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 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 rent comparability studies within the following states:

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

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