



REAL PROPERTY **RESEARCH** GROUP

WASHINGTON/BALTIMORE ■ ATLANTA

## Market Feasibility Analysis

# Hearthside Tucker Senior Apartments

Tucker, DeKalb County, Georgia

Prepared for:

**NorSouth Development**

Effective Date: March 26, 2013

Site Inspection: March 26, 2013





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## EXECUTIVE SUMMARY

NorSouth Development has retained Real Property Research Group, Inc. (RPRG) to conduct a comprehensive market feasibility analysis for Hearthside Tucker, a proposed senior-oriented rental community in Tucker, DeKalb County, Georgia. Hearthside Tucker will be financed in part by Low Income Housing Tax Credits (LIHTC), allocated by the Georgia Department of Community Affairs (DCA), and will be restricted to households with householders age 62 and older. The following report, including the executive summary, is based on DCA's 2013 market study requirements.

### 1. Project Description

- Hearthside Tucker will offer 111 newly constructed rental units and one non-rental unit. Sixty-seven of the 111 units will benefit from Low Income Housing Tax Credits and be restricted to households earning at or below 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size. The remaining 44 rental units will be offered at market rates, unencumbered by tenant rent and income restrictions.
- A detailed summary of the subject property, including the rent and unit configuration, is shown in the table below. The rents shown will include the cost of trash removal.

Hearthside Tucker Senior Apartments									
5181 Lavista Road									
Tucker, Georgia 30084									
Unit Mix/Rents									
Type	Bed	Bath	Subsidy	AMI	Units	Size (sqft)	Net Rent	Utility	Gross Rent
Elevator	1	1	LIHTC	50%	6	752	\$490	\$129	\$619
Elevator	1	1	LIHTC	60%	25	752	\$615	\$129	\$744
Elevator	1	1	Market	100%	15	752	\$850	\$129	\$979
Elevator	2	2	LIHTC	50%	11	1,014	\$580	\$165	\$745
Elevator	2	2	LIHTC	60%	25	1,014	\$730	\$165	\$895
Elevator	2	2	Market	100%	29	1,014	\$1,150	\$165	\$1,315
Elevator	2	2	Non-Rental	-	1	1,014	-	-	-
<b>Total</b>	<b>112</b>								

- In-unit features offered at the subject property will include a range, range hood, refrigerator, dishwasher, ceiling fans, walk-in closets, storage areas, washer/dryer connections, and patios/balconies. These unit features are comparable with surveyed senior and general occupancy rental communities in and around the Tucker Market Area, including those with LIHTC units, and are appropriate for a senior-oriented community.
- Hearthside Tucker's community amenity package will include a multi-purpose room, fitness center, indoor/outdoor sitting areas, covered patio with seating, and art studio. This amenity package will be competitive with senior and general occupancy rental communities in and around the Tucker Market Area and will appeal to senior renters more than those amenities offered at family oriented communities.

### 2. Site Description / Evaluation:

- The site for Hearthside Tucker is situated between Lavista Road to the north and Lynburn Drive to the south, in downtown Tucker, DeKalb County, Georgia. Bordering land uses include single-family detached homes, Tucker-Reid H. Cofer Public Library, local retailers,



U.S. Post Office, Happy Faces Staffing Services, DeKalb County Public Library Processing Center, First United Methodist Church of Tucker.

- Community services, neighborhood shopping centers, medical services, and recreational venues are all located in the subject site's immediate vicinity including both convenience and comparison shopping opportunities within one to two miles. A variety of shopping opportunities are also located within a short walking distance (one-half mile).
- Hearthside Tucker will have ample visibility and accessibility from entrances on Church Street and Lynburn Drive, two two-lane streets that connect to 4<sup>th</sup> Avenue and Lawrenceville Highway one-tenth of a mile west and east of the site, respectively. The subject property will also have significant frontage on Lavista Road, a major four-lane thoroughfare traveling northeast to southwest through DeKalb County and Metro Atlanta. From these roadways, residents of Hearthside Tucker will have convenient access to Interstate 285, Interstate 85, and Stone Mountain Highway within five miles.
- The subject site is suitable for the proposed development. No land uses were identified at the time of the site visit that would negatively affect the proposed development's viability in the marketplace.

### **3. Market Area Definition**

- The Tucker Market Area consists of twenty-seven 2010 Census tracts in northeast and central DeKalb County, including the suburban community of Tucker and portions of the City of Clarkston. The boundaries of the Tucker Market Area and their approximate distance from the subject site are Interstate 85 (3.8 miles to the north), Rockbridge Road / Indian Trail / Five Forks Trickum Road (3.9 miles to the east), Memorial Drive / Stone Mountain Bypass (3.7 miles to the south), and Interstate 285 (2.2 miles to the west).

### **4. Community Demographic Data**

The Tucker Market Area experienced modest population growth over the past decade with little to no change in the household base. Over the next three years, the Tucker Market Area is expected to add both population and households at a steady pace. Senior household growth is also expected to outpace total household growth on a percentage basis through 2015.

- Between 2000 and 2010 Census counts, the population of the Tucker Market Area increased by 3.1 percent, growing from 141,572 to 145,993 people (0.3 percent annually). During the same period, the number of households in the Tucker Market Area remained nearly constant at 52,266, a gain of just 40 households. From 2013 to 2015, Esri further projects that the market area's population will increase at an annual rate of 0.9 percent or 1,354 persons per year while the household base grows by 473 new households per annum.
- Between 2013 and 2015, households with householders age 55+ are projected to increase at an annual rate of 2.4 percent or 378 households. This would bring the total number of households with householders age 55+ in the Tucker Market Area to 16,391. Households with a householder age 62+ will increase at an annual rate of 2.9 percent, or 288 households per year, reaching a total of 10,498 in 2015.
- Seniors (persons age 62 and older) constitute 11.3 percent of the population in the Tucker Market Area compared to 13.0 percent in DeKalb County. Adults age 35-61 comprise the largest percentage of the population in both regions at 33.6 percent in the Tucker Market Area and 36.0 percent in DeKalb County. Of the remaining age cohorts, the Tucker Market Area contains a higher percentage of both Children/Youth under the age of 20 (28.9 percent



- versus 26.0 percent) and Young Adults age 20-34 years (26.2 percent versus 25.0 percent) relative to DeKalb County.
- Children are present in 38.3 percent of households in the Tucker Market Area compared to 32.6 percent of households in DeKalb County. Thirty five percent of households in the Tucker Market Area and 36.0 percent of households in DeKalb County contain two adults but no children. Single persons account for 26.8 percent and 31.4 percent of households in the Tucker Market Area and DeKalb County, respectively.
  - As of the 2010 Census, 49.9 percent of all households in the Tucker Market Area were renters, compared to 43.1 percent in DeKalb County. Based on Esri estimates, the Tucker Market Area's renter percentage is projected to increase to 50.4 percent in 2013 and remain constant through 2015.
  - The 2013 renter percentages for households with householders 62+ as estimated by Esri are 18.5 percent in the Tucker Market Area and 25.1 percent in DeKalb County.
  - Young working age households form the core of the market area's renters, as nearly two-thirds (60.5 percent) of all renter householders are ages 25-44. The Tucker Market Area also has a notable proportion (24.0 percent) of older adult renters age 45-64 years. Just over four percent of market area renter householders are age 65 or older.
  - As of 2010, 50.4 percent of all renter households in the Tucker Market Area contained one or two persons compared to 61.9 percent in DeKalb County.
  - According to income distributions provided by Esri, the 2013 median income of households in the Tucker Market Area is \$49,229, 5.2 percent lower than the DeKalb County median household income of \$51,953.
  - RPRG estimates the 2013 median income for senior renter householders (age 62 and older) in the Tucker Market Area is \$34,478. Roughly 19 percent of all senior renter householders (62+) in the Tucker Market Area have an income less than \$15,000 per year. Nearly one-third (31.9 percent) of senior renter households (62+) earn from \$15,000 to \$34,999 annually.
  - The Tucker Market Area contains a limited number of abandoned or vacant homes and has encountered modest foreclosures over the past year. While the conversion of such properties can affect the demand for new multi-family rental housing in some markets, we do not believe foreclosures will impact demand for the subject property given its senior-oriented design and affordable nature.

## **5. Economic Data:**

Since 2000, DeKalb County has lost jobs and sustained unemployment rates above both State and national levels. These economic conditions worsened during the most recent national recession (2009), but have shown signs of stabilization over the past two years. Given senior oriented rental communities are generally less affected by downturns in the local economy and the majority of the subject property's units will be income restricted, we do not expect current economic conditions in DeKalb County to negatively impact the proposed development of Hearthside Tucker.

- As the full effects of the recent national recession began to impact the local economy, the DeKalb County unemployment rate surged to 10.6 percent in 2010. Over the past two years, economic conditions have slowly improved with the unemployment rate dropping to



10.1 percent in 2011 and 9.1 percent in 2012. The unemployment rate in DeKalb County has exceeded state and national levels in every year since 2005.

- From an annual total of 313,584 in 2000, DeKalb County lost 38,303 jobs or 12.2 percent of its 2000 employment base, reaching an eleven year employment low of 272,990 in 2010. Over the past two years, the DeKalb County economy has shown some signs of stabilization with a modest employment gain (2,291 jobs) in 2011 and a relatively stable at-place employment through the first half of 2012 (a loss of just 107 jobs).
- Trade-Transportation-Utilities, Education-Health, and Government are the three largest employment sectors in DeKalb County, each of which accounts for approximately 17 to 20 percent of total employment through the second quarter of 2012. Professional Business and Leisure-Hospitality also contain sizable employment shares at 14.7 percent and 8.9 percent, respectively.
- Between 2007 and the second quarter of 2012, the county experienced employment declines in eight of eleven industry sectors. Consistent with the trend for the decade as a whole, the Trade-Transportation-Utilities and Professional Business sectors accounted for a significant proportion of jobs lost during this period with annual declines of 13.2 percent and 15.1 percent. The only three sectors to experience annual growth during this period were Education-Health (8.0 percent), Government (1.2 percent), and Leisure Hospitality (5.3 percent).

#### **6. Project Specific Affordability and Demand Analysis:**

- Hearthside Tucker will contain 111 leasable units including those reserved for households earning up to 50 percent, 60 percent, and 100 percent (market rate units) of the Area Median Income (AMI), adjusted for household size.
- Hearthside Tucker's seventeen 50 percent units will target renter householders (62+) earning from \$18,570 to \$26,550 and would need to capture 6.7 percent of the 253 age and income qualified renter households (62+) in order to lease-up.
- Hearthside Tucker's fifty 60 percent units will target renter householders (62+) earning from \$22,320 to \$31,860 and would need to capture 19.7 percent of the 254 age and income qualified renter households (62+) in order to lease-up.
- The 44 market rate units (100 percent AMI) at Hearthside Tucker will target renter householders (62+) earning from \$29,370 to \$53,100 and would need to capture 8.5 percent of the 519 age and income qualified renter households (62+) in order to lease-up.
- All LIHTC units at Hearthside Tucker will target renter householders (62+) earning from \$18,570 to \$31,860. The 67 proposed LIHTC units would need to capture 17.6 percent of the 380 age and income qualified renter households (62+) in order to lease-up.
- Project-wide, Hearthside Tucker will target renter householders (62+) earning from \$18,570 to \$53,100. The 111 proposed units would need to capture 13.2 percent of the 840 age and income qualified renter households (62+) in order to lease-up.
- All affordability capture rates are within reasonable and achievable levels for a senior-oriented community.
- Based on DCA methodology, net demand of 275 and 608 exists for LIHTC units and total units resulting in capture rates of 24.4 percent and 18.3 percent, respectively.



- All of the demand capture rates for Hearthside Tucker are within DCA's threshold of 30 percent for rental communities located in urban/suburban counties. The overall capture rates and capture rates by floor plan indicate sufficient demand to support the proposed development.

## 7. Competitive Rental Analysis

No independent senior rental communities were identified in the Tucker Market Area. In the absence of true senior comparables, RPRG surveyed two senior rental communities just outside the Tucker Market Area and 17 general occupancy rental communities within the Tucker Market Area. Overall, the general occupancy rental market in the Tucker Market Area is stable and both senior-oriented rental communities just outside the market have limited vacancies.

- The two senior rental communities outside the market area combine to offer 145 units. Excluding the 70 PBRA units, 75 are income-restricted through the LIHTC program or are offered at market rates. Among these 75 units, three or 4.0 percent were available at the time of our survey. All three vacancies were market rate units at Spring Chase II, as Chamblee Senior Residences carries a waiting list of 18 applicants (among both PBRA and LIHTC units).
- The seventeen general occupancy communities surveyed combine to offer 5,434 units, of which 455 or 8.4 percent were reported vacant. Of the five rental communities reporting double digit vacancy rates, all were older market rate communities priced in the middle to bottom of the rental market. The four LIHTC communities had 78 of 1,499 units available at the time of our survey, a vacancy rate of 5.2 percent.
- Net rents, unit sizes, and rents per square foot for unsubsidized senior units are as follows:
  - **One bedroom units** had an average effective rent of \$435 in the Tucker Market Area. Based on an average unit size of 652 square feet, this equates to \$0.67 per square foot. LIHTC units reported an average effective rent of \$369 with an average unit size of 699 square feet and an average rent per square foot of \$0.53.
  - **Two bedroom units** had an effective rent of \$590 in the Tucker Market Area. Based on a unit size of 899 square feet, this equates to \$0.66 per square foot. Rents ranged from \$585 to \$600. LIHTC units reported an average effective rent of \$502 with an average unit size of 899 square feet and an average rent per square foot of \$0.56.
- While all of the units at Hearthside Tucker will be priced well above the LIHTC and market rate units at the two senior communities surveyed, Spring Chase II and Chamblee Senior Residences are both located in separate submarkets and do not necessarily reflect the extent of achievable rents in the Tucker Market Area. This is underscored by the fact that Spring Chase II's market rate two bedroom units are \$20 below two bedroom 60 percent LIHTC units at Chamblee Senior Residences. Hearthside Tucker's superior product also has significant bearing on its price position relative to these two communities.
- Among general occupancy LIHTC communities, Hearthside Tucker's 60 percent units will be priced \$18 higher than one bedroom 60 percent units at Clarkston Station and \$22 to \$60 lower than 60 percent two bedroom units at Clarkston Station and Gwinnett Station. The subject property's 50 percent units will also be priced \$14 higher than the 60 percent units at Woodside Village for one and two bedroom floor plans, which are the lowest priced rental units offered in the market area.



- Hearthside Tucker’s market rate units will be positioned near the top of the rental market, but comparable to or below the two highest priced market rate rental communities in the market area for one and two bedroom floor plans. Given proposed unit sizes comparable to or slightly below overall averages, Hearthside Tucker’s proposed rents will also be competitive on a price per square foot basis.
- The “average market rent” among comparable communities is \$831 for one bedroom units and \$958 for two bedroom units. Compared to average market rents, the proposed 50 and 60 percent rents at the subject property would have rent advantages of at least 23 percent for all unit types. As the proposed market rate rents at Hearthside Tucker are priced near the top of the rental market and the “average market rents” include 60 percent tax credit units, they are not expected to have a rent advantage. Based on the product to be constructed, the proposed market rate rents appear reasonable. The overall weighted average rent advantage for the subject property is 5.4 percent for all units and 28.7 percent for LIHTC units.
- No senior-oriented rental communities were identified in the planning or construction stages within the Tucker Market Area.

**8. Absorption/Stabilization Estimates**

- Based on the product to be constructed and the factors discussed above, we expect Hearthside Tucker to lease-up at a rate of 11 units per month. At this rate, the subject property would reach a stabilized occupancy rate of at least 93 percent within a nine to ten month time period.
- Given strong senior household growth, reasonable affordability and demand estimates, and a lack of senior-oriented rental housing in the market area, we do not believe the development of the subject property will have an adverse impact on existing rental communities in the Tucker Market Area including those with tax credits.

**9. Overall Conclusion / Recommendation**

Overall, sufficient demand exists in the Tucker Market Area to support the 111 proposed units at Hearthside Tucker. RPRG believes that Hearthside Tucker will be able to successfully reach and maintain a stabilized occupancy of at least 93 percent following its entrance into the rental market. The subject property will be competitively positioned with existing market rate and LIHTC communities in the Tucker Market Area and the units will be well received by the target market. We recommend proceeding with the project as planned.

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band	Proposed Rents
<b>50% Units</b>	<b>\$18,570 - \$26,550</b>										
One Bedroom Units	\$18,570 - \$22,349	6	6.5%	92	0	92	6.5%		\$831	\$597 - \$971	\$490
Two Bedroom Units	\$22,350 - \$26,550	11	6.5%	91	0	91	12.1%		\$958	\$712 - \$1,155	\$580
<b>60% Units</b>	<b>\$22,320 - \$31,860</b>										
One Bedroom Units	\$22,320 - \$26,849	25	6.9%	97	0	97	25.7%		\$831	\$597 - \$971	\$615
Two Bedroom Units	\$26,850 - \$31,860	25	6.1%	87	0	87	28.9%		\$958	\$712 - \$1,155	\$730
<b>Market Rate Units</b>	<b>\$27,570 - \$53,100</b>										
One Bedroom Units	\$29,370 - \$37,949	15	10.3%	146	0	146	10.3%		\$831	\$597 - \$971	\$850
Two Bedroom Units	\$37,950 - \$53,100	29	16.3%	230	0	230	12.6%		\$958	\$712 - \$1,155	\$1,150
<b>Project Total</b>											
50% Units	\$18,570 - \$26,550	17	13.0%	183	0	183	9.3%				
60% Units	\$22,320 - \$31,860	50	13.0%	184	0	184	27.2%				
LIHTC Units	\$18,570 - \$31,860	67	19.5%	275	0	275	24.4%				
Market Units	\$27,570 - \$53,100	44	26.6%	376	0	376	11.7%				
<b>Total Units</b>	<b>\$18,570 - \$53,100</b>	<b>111</b>	<b>43.0%</b>	<b>608</b>	<b>0</b>	<b>608</b>	<b>18.3%</b>	<b>9-10 Months</b>			



**10. DCA Summary Table:**

SUMMARY TABLE:		
Development Name:	Hearthside Tucker Senior Apartments	Total # Units: 111
Location:	5181 Lavista Road, Tucker, GA 30084	# LIHTC Units: 67
PMA Boundary:	North: Interstate 85, East: Rockbridge Road / Indian Creek Trail / Five Forks Trickum Road, South: Memorial Drive / Stone Mountain Bypass, West: Interstate 285	
	Farthest Boundary Distance to Subject:	3.9 miles

RENTAL HOUSING STOCK – (found on pages 5, 44, 47)				
Type	# Properties	Total Units	Vacant Units	Average Occupancy*
All Rental Housing	17	5,434	455	91.6%
Market-Rate Housing	13	3,935	377	90.4%
Assisted/Subsidized Housing not to include LIHTC	0	0	0	
<b>LIHTC</b>	<b>4</b>	<b>1,499</b>	<b>78</b>	<b>94.8%</b>
Stabilized Comps	6	1,760	79	95.5%
Properties in construction & lease up				

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
6	1	1	752	\$490	\$831	\$1.04	41.0%	\$976	\$1.16
25	1	1	752	\$615	\$831	\$1.04	26.0%	\$976	\$1.16
15	1	1	752	\$850	\$831	\$1.04	-2.3%	\$976	\$1.16
11	2	1	1,014	\$580	\$958	\$0.81	39.5%	\$1,155	\$0.99
25	2	1	1,014	\$730	\$958	\$0.81	23.8%	\$1,155	\$0.99
29	2	1	1,014	\$1,150	\$958	\$0.81	-20.0%	\$1,155	\$0.99
1	2	2	1,014	Non-rental	N/A	N/A	N/A	N/A	N/A

DEMOGRAPHIC DATA (found on pages 33, 58 )						
	2010		2013		2015	
Renter Households	1,680	18.4%	1,837	18.5%	1,951	18.5%
Income-Qualified Renter HHs (LIHTC)	434	25.8%	387	21.1%	380	19.5%
Income-Qualified Renter HHs (MR)	516	30.7%	512	27.9%	519	26.6%

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 61)					
Type of Demand	50%	60%	LIHTC	Market	Total
Renter Household Growth	30	30	45	62	100
Existing Households (Overburd + Substand)	125	125	187	256	413
Homeowner Conversion (Seniors)	4	4	5	7	12
Secondary Market Demand (15%)	25	25	38	51	83
<b>Total Primary Market Demand</b>	<b>183</b>	<b>184</b>	<b>275</b>	<b>376</b>	<b>608</b>
Less Comparable/Competitive Supply	0	0	0	0	0
<b>Adjusted Income-qualified Renter HHs</b>	<b>183</b>	<b>184</b>	<b>275</b>	<b>376</b>	<b>608</b>

CAPTURE RATES (found on page 61)					
Targeted Population	50%	60%	LIHTC	Market	Total
Capture Rate	9.3%	27.2%	24.4%	11.7%	18.3%



## 1. INTRODUCTION

### A. Overview of Subject

The subject of this report is Hearthside Tucker, a proposed senior-oriented rental community in Tucker, DeKalb County, Georgia. Hearthside Tucker will be financed in part by Low Income Housing Tax Credits (LIHTC), allocated by the Georgia Department of Community Affairs (DCA), and will be restricted to households with householders age 62 and older. As proposed, Hearthside Tucker will offer 111 newly constructed rental units and one non-rental unit. Sixty-seven of the 111 units will benefit from Low Income Housing Tax Credits and be restricted to households earning at or below 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size. The remaining 44 rental units will be offered at market rates, unencumbered by tenant rent and income restrictions.

### B. Purpose of Report

The purpose of this market study is to perform a market feasibility analysis through an examination of the economic context, a demographic analysis of the defined market area, a competitive housing analysis, a derivation of demand, and an affordability/penetration analysis.

### C. Format of Report

The report format is comprehensive and conforms to DCA's 2013 Market Study Manual. The market study also considered the National Council of Housing Market Analysts' (NCHMA) recommended Model Content Standards and Market Study Index.

### D. Client, Intended User, and Intended Use

The Client is NorSouth Development. Along with the Client, the Intended Users are DCA, potential lenders, and investors.

### E. Applicable Requirements

This market study is intended to conform to the requirements of the following:

- DCA's 2013 Market Study Manual and Qualified Allocation Plan (QAP).
- The National Council of Housing Market Analysts' (NCHMA) Model Content Standards and Market Study Index.

### F. Scope of Work

To determine the appropriate scope of work for the assignment, we considered the intended use of the market study, the needs of the user, the complexity of the property, and other pertinent factors. Our concluded scope of work is described below:

- Please refer to Appendix 5 and 6 for a detailed list of DCA and NCHMA requirements as well as the corresponding pages of requirements within the report.
- Michael Riley (Analyst) conducted a site visit on March 26, 2013.
- Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property



managers, Jeff Gaines – Planner with the City of Clarkston, and Rodney Reese with the DeKalb County Development Authority.

- All pertinent information obtained was incorporated in the appropriate section(s) of this report.

### **G. Report Limitations**

The conclusions reached in a market assessment are inherently subjective and should not be relied upon as a determinative predictor of results that will actually occur in the marketplace. There can be no assurance that the estimates made or assumptions employed in preparing this report will in fact be realized or that other methods or assumptions might not be appropriate. The conclusions expressed in this report are as of the date of this report, and an analysis conducted as of another date may require different conclusions. The actual results achieved will depend on a variety of factors, including the performance of management, the impact of changes in general and local economic conditions, and the absence of material changes in the regulatory or competitive environment. Reference is made to the statement of Underlying Assumptions and Limiting Conditions contained in Appendix I of this report.



## 2. PROJECT DESCRIPTION

### A. Project Overview

Hearthside Tucker will contain 111 newly constructed rental units, sixty-seven of which will benefit from Low Income Housing Tax Credits. The remaining 44 rental units will be offered at market rates, unencumbered by tenant rent and income restrictions. The subject property will also include one non-rental unit, which is excluded from this analysis. All units will be restricted to households with householders age 62 and older.

### B. Project Type and Target Market

The 67 LIHTC units at Hearthside Tucker will be reserved for households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size. While not technically restricted by maximum income limits, the subject property's market rate units will primarily target households earning up to 100 percent of the AMI. The subject property will offer both one and two bedroom floor plans, which will appeal to a variety of senior household types. Potential renter households (62+) include single-persons, couples, and roommates.

### C. Building Types and Placement

Hearthside Tucker will consist of two four-story mid-rise buildings, with elevator service and interior access hallways, and one renovated single-family home (3,200 square feet). Construction characteristics of the mid-rise buildings will include wood frames with a brick and HardiPlank siding exteriors. The building will also feature front gables or dormers and a covered and secured entrance. Surface parking will be available in an adjacent lot and free for all residents.

Hearthside Tucker will be positioned on the west side of the subject site, facing east toward an adjacent parking lot that connects to Lavista Road and Lynburn Drive to the north and south, respectively.

### D. Detailed Project Description

#### 1. Project Description

- Hearthside Tucker will offer 46 one bedroom units and 65 two bedroom units with unit sizes of 752 square feet and 1,014 square feet, respectively (Table 1).
- One bedroom units will contain one bathroom and two bedroom units will contain two bathrooms.
- All rents will include the cost of trash removal. Tenants will bear the cost of all other utilities.

The following **unit features** are planned:

- Kitchens with a refrigerator (including an icemaker), range/oven, range hood, and dishwasher.
- Central heat and air-conditioning
- Walk-in closets
- Ceiling fans
- In-unit storage areas



- Mini-blinds
- High speed internet connections
- Washer/dryer connections
- Patios/Balconies

The following **community amenities** are planned:

- Fitness center
- Multi-purpose room
- Indoor/outdoor seating areas
- Art studio
- Covered patio with seating
- Covered entranceway
- Central laundry area
- On-site management office

## **2. Other Proposed Uses**

None.

## **3. Pertinent Information on Zoning and Government Review**

The subject site is zoned RM-HD, which allows for multi-family residential use up to 30 units per acre. We are not aware of any other land use regulations that would impact the proposed development.

## **4. Proposed Timing of Development**

RPRG estimates Hearthside Tucker will begin construction in July 2014 with a date of completion/first move-in of August 2015. Based on this timeline, the subject property's anticipated placed-in-service year is 2015.



**Table 1 Hearthside Tucker Detailed Project Summary**

<b>Hearthside Tucker Senior Apartments</b> 5181 Lavista Road Tucker, Georgia 30084									
Unit Mix/Rents									
Type	Bed	Bath	Subsidy	AMI	Units	Size (sqft)	Net Rent	Utility	Gross Rent
Elevator	1	1	LIHTC	50%	6	752	\$490	\$129	\$619
Elevator	1	1	LIHTC	60%	25	752	\$615	\$129	\$744
Elevator	1	1	Market	100%	15	752	\$850	\$129	\$979
Elevator	2	2	LIHTC	50%	11	1,014	\$580	\$165	\$745
Elevator	2	2	LIHTC	60%	25	1,014	\$730	\$165	\$895
Elevator	2	2	Market	100%	29	1,014	\$1,150	\$165	\$1,315
Elevator	2	2	Non-Rental	-	1	1,014	-	-	-
<b>Total</b>					<b>112</b>				
Project Information					Additional Information				
<b>Number of Residential Buildings</b>		Two			<b>Construction Start Date</b>		July 2014		
<b>Building Type</b>		Elevator / Mid-Rise			<b>Date of First Move-In</b>		Aug. 2015		
<b>Number of Stories</b>		Four			<b>Construction Finish Date</b>		Aug. 2015		
<b>Construction Type</b>		New Const.			<b>Parking Type</b>		Surface		
<b>Design Characteristics (exterior)</b>		Brick, HardiPlank			<b>Parking Cost</b>		None		
<b>Target Market</b>		Senior 62+			<b>Site Acreage</b>		4.9		
Community Amenities		Arts Studio, Fitness Center, Central Laundry Area, On-site Management Office, Indoor/Outdoor Sitting Areas, Multi-Purpose Room, Covered Patio with Seating, Covered Drop-off			Kitchen Amenities				
					<b>Dishwasher</b>		Yes		
					<b>Disposal</b>		No		
					<b>Microwave</b>		No		
					<b>Range</b>		Yes		
		<b>Refrigerator</b>		Yes					
Unit Features		Range/Oven, Refrigerator, Dishwasher, Patios/Balconies, Carpet, Central A/C, Internet and TV Connections, Window Blinds, Ceiling Fans, Storage Areas, Walk-in Closets, Washer/Dryer Connections			Utilities Included				
					<b>Water/Sewer</b>		Tenant		
					<b>Trash</b>		Owner		
					<b>Heat</b>		Tenant		
					<b>Heat Source</b>		Elec		
					<b>Hot/Water</b>		Tenant		
					<b>Electricity</b>		Tenant		
		<b>Other:</b>							



### 3. SITE AND NEIGHBORHOOD ANALYSIS

#### A. Site Analysis

##### 1. Site Location

The site for Hearthside Tucker is situated between Lavista Road to the north and Lynburn Drive to the south, in downtown Tucker, DeKalb County, Georgia (Map 1, Figure 1). Relative to the surrounding area, the subject site is located approximately ten miles northeast of the City of Atlanta and two miles outside (east) the Metro Atlanta perimeter (Interstate 285).

##### 2. Existing Uses

The subject site is comprised of four parcels, two of which contain single-family detached homes. The remainder of the site consists of vacant grassy land with mature trees scattered throughout (Figure 2). One single-family home on the site will be renovated and used as community space. All other existing buildings and infrastructure will be razed prior to the construction of the subject property.

##### 3. Size, Shape, and Topography

Based on field observations and information provided by the developer, the subject site encompasses 4.9 acres in an irregular shape and maintains a generally flat topography.

##### 4. General Description of Land Uses Surrounding the Subject Site

The site for Hearthside Tucker is located in downtown Tucker, an established suburban community in northeast DeKalb County. Development in the immediate area includes a mixture of residential, institutional, and commercial land uses including single-family detached homes, local retailers, churches, municipal buildings, and multi-family rental communities. While older, most development in and around downtown Tucker is relatively well maintained. Moving outward from the site, a corridor of light industrial facilities exists along Tucker Industrial Boulevard and Mountain Industrial Boulevard, approximately one mile to the southeast. Other notable land uses within two miles of the subject site include public schools, parks, and two country clubs (Heritage and Smokey Rise).

##### 5. Specific Identification of Land Uses Surrounding the Subject Site

The land uses directly bordering the subject site are as follows (Figure 3):

- **North:** Single-family detached homes / Tucker-Reid H. Cofer Public Library
- **East:** Various commercial uses
- **South:** U.S. Post Office / Happy Faces Staffing Services
- **West:** Single-family detached homes / DeKalb County Public Library Processing Center / First United Methodist Church of Tucker



Map 1 Site Location

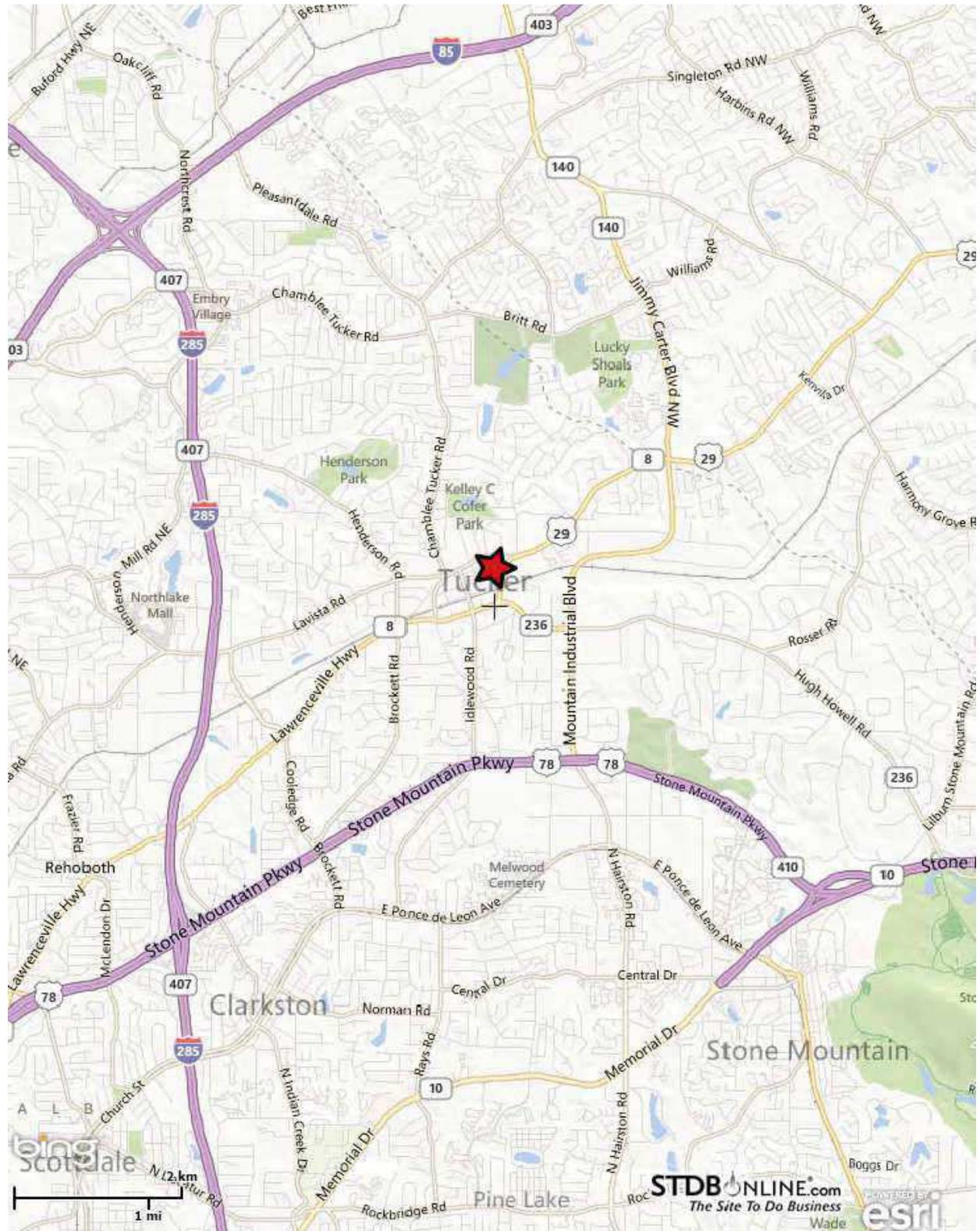


Figure 1 Satellite Image of Subject Site



**Figure 2 Views of Subject Site**



Site facing southeast from western edge



Site facing northeast from western edge



Site facing north from western edge



Site facing south from western edge



Site facing northwest from Lynburn Drive



Site facing southwest from eastern edge

**Figure 3 Views of Surrounding Land Uses**



Starbucks bordering the site to the southeast



Single-family detached home just north of the site



Retail development bordering the site to the east



First United Methodist Church of Tucker bordering the site to the west



DeKalb County public library bordering the site to the west



Single-family detached homes bordering the site to the southwest



## **B. Neighborhood Analysis**

### **1. General Description of Neighborhood**

Tucker is a moderate sized suburb of Atlanta, situated along the Interstate 285 corridor in northeast DeKalb County. Residential land uses typically consist of older single-family detached homes, ranging from good to poor condition, and smaller multi-family structures including townhomes and garden apartments. Outside of residential development, Tucker also contains a variety of commercial and light industrial uses concentrated along Lawrenceville Highway, Tucker Industrial Boulevard, and Mountain Industrial Boulevard. These roadways also provide convenient connections to the surrounding suburban communities of Stone Mountain, Lilburn, Clarkston, and Decatur, as well as the City of Atlanta within ten miles.

### **2. Neighborhood Planning Activities**

Over the past ten years, Tucker experienced modest investment/growth as developers focused on the rapidly growing and affluent suburbs of west/central Gwinnett County to the northeast. The most recent development activity in the subject site's immediate vicinity includes a handful of newer retail strip centers constructed on Lawrenceville Highway and infill single-family detached home and townhome communities in the surrounding neighborhoods. According to our research, including field observations at the time of the site visit, no major neighborhood planning activities were identified.

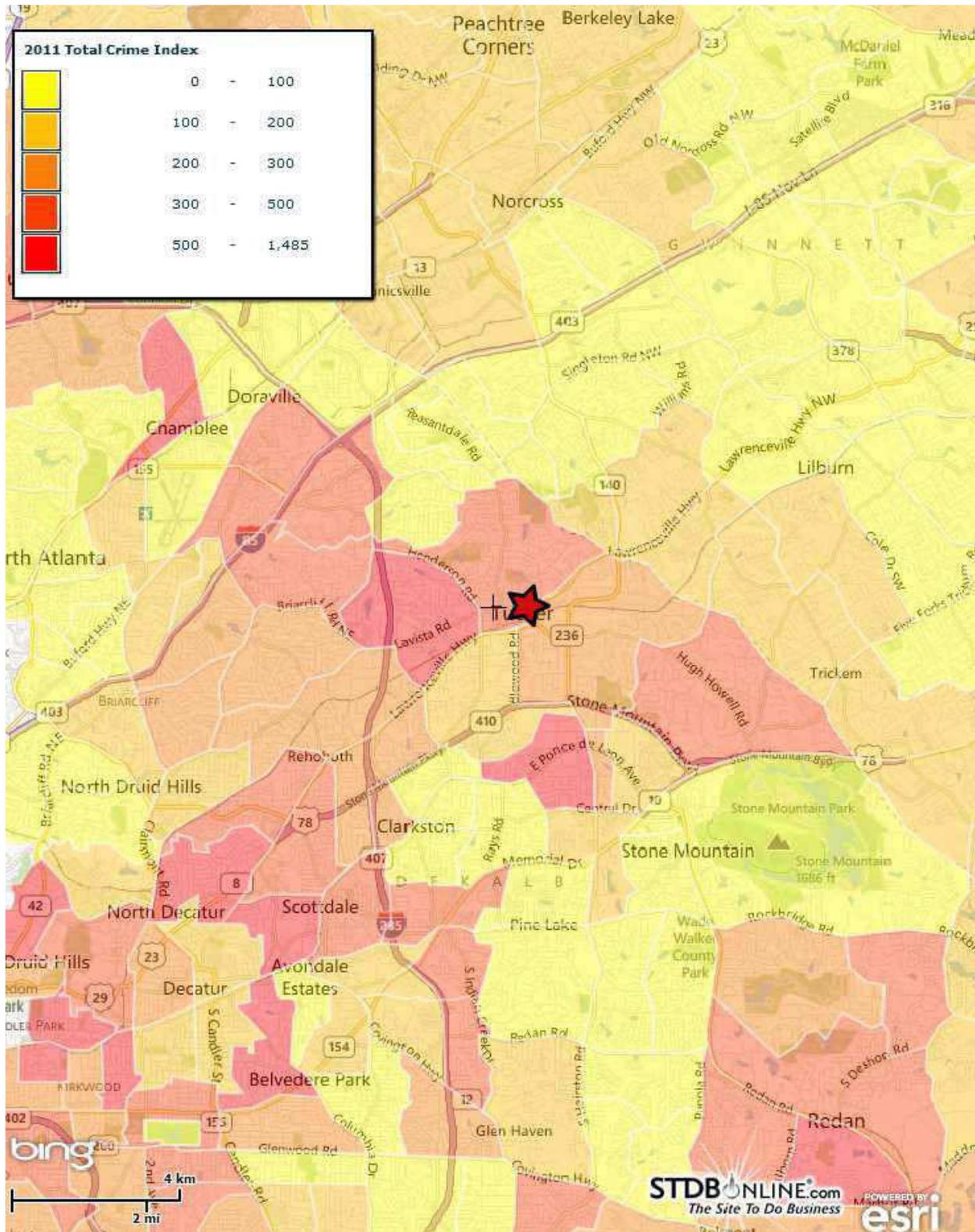
### **3. Public Safety**

CrimeRisk data is an analysis tool for crime provided by Applied Geographic Solutions (AGS). CrimeRisk is a block-group level index that measures the relative risk of crime compared to a national average. AGS analyzes known socio-economic indicators for local jurisdictions that report crime statistics to the FBI under the Uniform Crime Reports (UCR) program. Based on detailed modeling of these relationships, CrimeRisk provides a detailed view of the risk of total crime as well as specific crime types at the block group level. In accordance with the reporting procedures used in the UCR reports, aggregate indexes have been prepared for personal and property crimes separately as well as a total index. However it must be recognized that these are un-weighted indexes, in that a murder is weighted no more heavily than purse snatching in this computation. The analysis provides a useful measure of the relative overall crime risk in an area but should be used in conjunction with other measures.

Map 2 displays the 2011 CrimeRisk Index for the census tracts in the general vicinity of the subject site. The relative risk of crime is displayed in gradations from yellow (least risk) to red (most risk). The subject site's census tract and those in the immediately surrounding area to the west, east, and south, are orange or light red, indicating they have a moderate to high crime risk (150-499) above the national average (100). This crime risk is comparable to areas throughout northeast and central DeKalb County and lower than some areas immediately west and south of the subject site including the Scottdale area and the City of Decatur. Based on this data, field observations, and the mixed-income nature of the subject property, we do not expect crime or the perception of crime to negatively impact the subject property's marketability. The subject property will contain secured building entranceways, which will enhance security at the community.



Map 2 2011 CrimeRisk, Subject Site and Surrounding Areas



## **C. Site Visibility and Accessibility**

### **1. Visibility**

Hearthside Tucker will have ample visibility from frontage along Church Street, Lynburn Drive, and Lavista Road, the last of which is a major four-lane thoroughfare traveling northeast to southwest through DeKalb County. The subject property will also benefit from traffic generated by bordering land uses including local retailers and multiple churches.

### **2. Vehicular Access**

Hearthside Tucker will contain vehicular entrances on Church Street and Lynburn Drive, two two-lane streets that connect to 4<sup>th</sup> Street and Lawrenceville Highway one-tenth of a mile to the west and east of the subject site, respectively. From Lawrenceville Highway, Interstate 285, Stone Mountain Highway, and Interstate 85 (via Jimmy Carter Boulevard) can all be reached within five miles. Problems with ingress or egress are not anticipated.

### **3. Availability of Public Transit**

The Metropolitan Atlanta Rapid Transit Authority (MARTA) is the major provider of mass transit in Metro Atlanta. MARTA provides both fixed-route bus service and a heavy rail system traveling throughout Fulton and DeKalb Counties. Hearthside Tucker will be conveniently located adjacent to a new bus stop on Lavista Road, which will be served by Route 75 (Avondale Station). The Indian Creek and Chamblee MARTA rail stations are also located approximately six miles to the south and northwest of the subject site, respectively, providing convenient access to rail service on the Blue line (running east to west) and Yellow line (running north to south). Most major employment nodes, including downtown Atlanta, Sandy Springs, and Hartsfield-Jackson International Airport, can be reached from one of these public transportation options.

### **4. Availability of Inter-Regional Transit**

From a regional perspective, the subject site is convenient to numerous major thoroughfares including Interstate 285, Interstate 75/85, Interstate 20, Georgia 400, Stone Mountain Freeway, and U.S. Highway 29 within five miles. The closest major airport to Hearthside Tucker is Hartsfield-Jackson International Airport, approximately 18 miles to the southwest.

### **5. Accessibility Improvements under Construction and Planned**

#### ***Roadway Improvements under Construction and Planned***

RPRG reviewed information from local stakeholders to assess whether any capital improvement projects affecting road, transit, or pedestrian access to the subject site are currently underway or likely to commence within the next few years. Observations made during the site visit contributed to the process. Through this research, RPRG did not identify any projects that would have a direct impact on the subject property.

#### ***Transit and Other Improvements under Construction and/or Planned***

None identified.

### **6. Environmental Concerns**

No visible environmental or miscellaneous site concerns were identified.

## D. Residential Support Network

### 1. Key Facilities and Services near the Subject Site

The appeal of any given community is often based in part on its proximity to those facilities and services required on a daily basis. Key facilities and services and their distances from the subject site are listed in Table 2. The location of those facilities is plotted on Map 3.

**Table 2 Key Facilities and Services**

Establishment	Type	Address	City	Distance
Kroger	Grocery	4357 Lawrenceville Hwy.	Tucker	0.1 mile
Walgreens	Pharmacy	5201 Lavista Rd.	Tucker	0.1 mile
DeKalb County Library	Library	4316 Church St.	Tucker	0.1 mile
Shell	Convenience Store	4315 Lawrenceville Hwy.	Tucker	0.1 mile
Marta Bus Stop	Public Transit	Lavista Rd. & Pine Lake Pl.	Tucker	0.1 mile
Post Office	Post Office	4325 1st Ave.	Tucker	0.2 mile
Ingles	Grocery	4400 Hugh Howell Rd.	Tucker	0.3 mile
Community Care	Doctor/Medical	5019 Lavista Rd.	Tucker	0.3 mile
DeKalb Police Department	Police	4451 Lawrenceville Hwy.	Tucker	0.3 mile
Wal-Mart	General Retail	4375 Lawrenceville Hwy.	Tucker	0.3 mile
The 50 & Better Center	Senior Center	2245 Dillard St.	Tucker	0.4 mile
Lavista Primary Care	Doctor/Medical	4865 Lavista Rd.	Tucker	0.7 mile
DeKalb Fire Department	Fire	1960 W Exchange Pl.	Tucker	2.3 miles
Northlake Mall	Mall	4800 Briarcliff Rd. Ne	Atlanta	2.7 miles
DeKalb Medical Center	Hospital	2701 N Decatur Rd.	Decatur	6.1 miles

Source: Field and Internet Survey, RPRG, Inc.

### 2. Essential Services

#### *Health Care*

The closest major medical facility to Hearthside Tucker is DeKalb Medical Center - Main, located 6.1 miles to the southwest. DeKalb Medical Center – Main is part of a 591-bed not-for-profit health system offering emergency and general care at three campuses: DeKalb Medical Center – Main, DeKalb Medical Hillandale, and DeKalb Medical Downtown Decatur. Additional nearby hospitals and medical centers in the eastern portion of the Atlanta Metro Area include the Atlanta VA Medical Center, Children’s Healthcare of Atlanta, Emory Dunwoody Hospital, Emory Northlake Regional Medical Center, and Emory University Hospital.

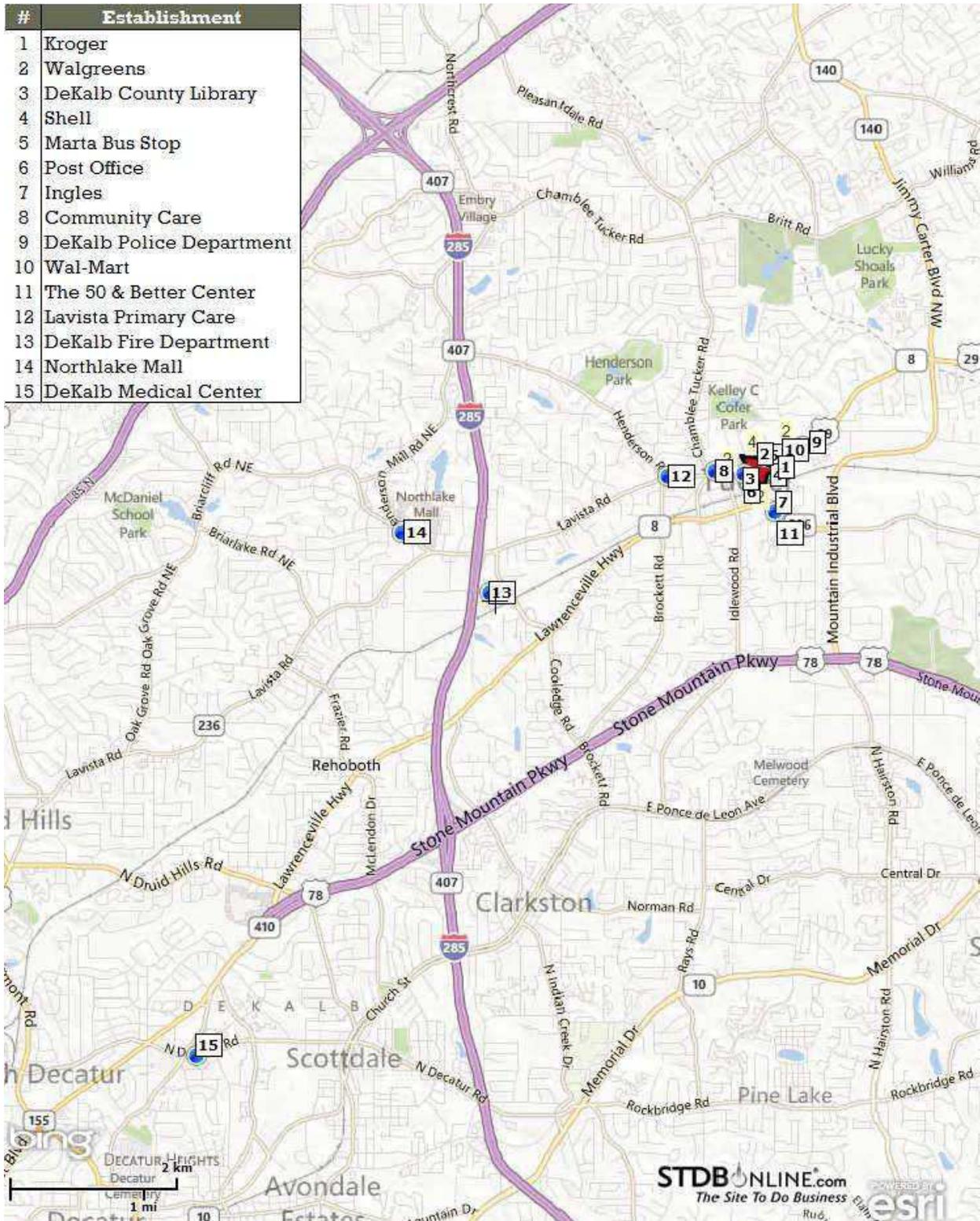
Outside of major healthcare providers, several smaller clinics and independent physicians are located within one to two miles of Hearthside Tucker. The closest of these are Community Care and Lavista Primary Care, located less than one mile from the subject site.

#### *Senior Centers*

The closest senior services facility to the subject site is the 50 and Better Center, located just 0.4 mile to the south. Open to adult citizens ages 50 and older, the center offers a wide variety of programs, classes, activities, social events, and trips. Additional senior services for residents of DeKalb County are also available through the DeKalb County Office of Senior Affairs.



**Map 3 Location of Key Facilities and Services**





### **3. Commercial Goods and Services**

#### ***Convenience Goods***

The term “convenience goods” refers to inexpensive, nondurable items that households purchase on a frequent basis and for which they generally do not comparison shop. Examples of convenience goods are groceries, fast food, health and beauty aids, household cleaning products, newspapers, and gasoline.

The subject site is located within one-half mile of several retailers, most of which are situated along Lawrenceville Highway to the east. Notable retailers, restaurants, and service providers in this area include Wal-Mart, Publix, Ingles, Chick-Fil-A, Starbucks, Kroger, Home Goods, and Walgreens, (among others). Kroger and Walgreens are the closest full-service grocery store and pharmacy to the subject site at a distance of 0.1 mile.

#### ***Shoppers Goods***

The term “shoppers goods” refers to larger ticket merchandise that households purchase on an infrequent basis and for which they usually comparison shop. The category is sometimes called “comparison goods.” Examples of shoppers’ goods are apparel and accessories, furniture and home furnishings, appliances, jewelry, and sporting goods.

Outside of the subject site’s immediate area, a greater collection of goods and services can be found approximately two miles to the west of the site near the Lavista Road / Interstate 285 interchange. This area contains a variety of shopping opportunities, including several big-box retailers, and Northlake Mall. Anchored by Macy’s, JCPenney’s, Sears, and Kohl’s, Northlake Mall contains over 80 retailers and service providers.

### **4. Recreational Amenities**

Hearthside Tucker will be convenient to a variety of recreational amenities, the closest of which is the Tucker Reid H. Cofer Public Library (DeKalb County) bordering the subject site to the northeast. Other notable nearby recreational amenities (within five miles) include Kelly C. Cofer Park, Henderson Park, Lucky Shoals Park, Pleasantdale Park, Graves Park, Northcrest Golf Driving Range, Atlanta Silverbacks Park, Montreal Park, and the 50 and Better Center (senior services).

### **5. Location of Low Income Housing**

A list and map of existing low-income housing in the Tucker Market Area are provided in the Existing Low Income Rental Housing Section of this report, starting on page 48

### **E. Site Conclusion**

The subject site is located in an established area of downtown Tucker and is compatible with surrounding residential and commercial land uses. The site is also located within two to three miles of numerous community amenities, including healthcare facilities and senior services. Based on these factors, the site for Hearthside Tucker is appropriate for its intended use as affordable senior rental housing.



## 4. MARKET AREA DEFINITION

### A. Introduction

The primary market area for the proposed Hearthside Tucker is defined as the geographic area from which future residents of the community would primarily be drawn and in which competitive rental housing alternatives are located. In defining the primary market area, RPRG sought to accommodate the joint interests of conservatively estimating housing demand and reflecting the realities of the local rental housing marketplace.

### B. Delineation of Market Area

The Tucker Market Area consists of twenty-seven 2010 Census tracts in northeast and central DeKalb County, including the suburban community of Tucker and portions of the City of Clarkston. The boundaries of the Tucker Market Area and their approximate distance from the subject site are:

- North:** Interstate 85 ..... (3.8 miles)
- East:** Rockbridge Road / Indian Trail / Five Forks Trickum Road ..... (3.9 miles)
- South:** Memorial Drive / Stone Mountain Bypass ..... (3.7 miles)
- West:** Interstate 285 (approximate) ..... (2.2 mil es)

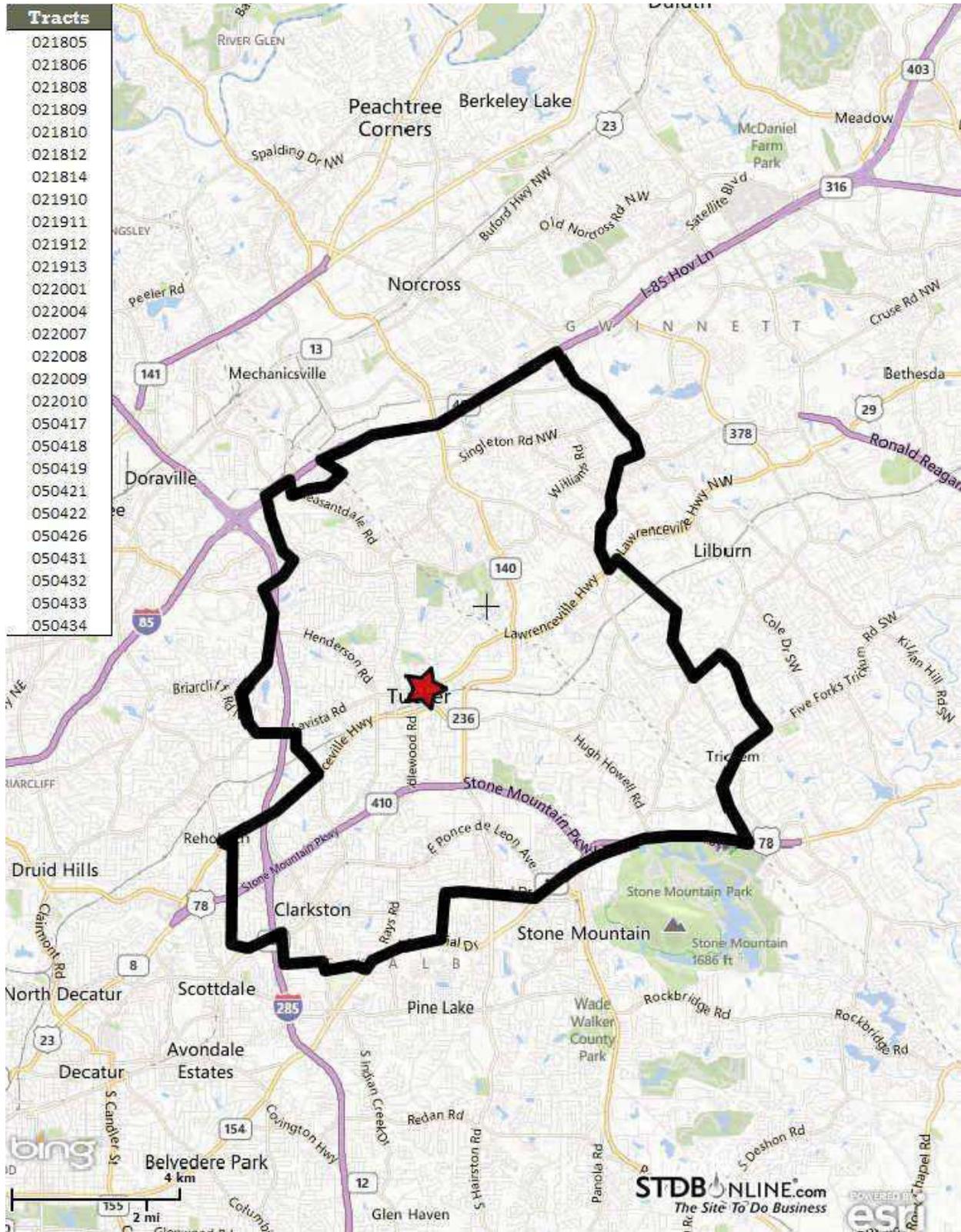
The Tucker Market Area encompasses portions of northeast and central DeKalb County most comparable to the area immediately surrounding the subject site. Based on the homogeneity of the housing stock, lack of affordable senior rental communities, and ease of access via Interstate 285 and other major thoroughfares, we believe senior residents living throughout the Tucker Market Area would consider Hearthside Tucker as a potential shelter option.

The Tucker Market Area does not include the more densely developed portions of northwest DeKalb County, inside the Atlanta perimeter (Interstate 285), and west/central Gwinnett County as these areas are distinct and separate submarkets and contain a significant number of renter households. While some tenants of Hearthside Tucker may originate from these areas, their inclusion within the Tucker Market Area would likely overstate demand.

A map of this market area along with a list of 2010 Census tracts that comprise the market area are depicted on the following page. As appropriate for this analysis, the Tucker Market Area is compared to DeKalb County, which is considered the secondary market area. Demand estimates, however, are based solely on the Tucker Market Area.



**Map 4 Tucker Market Area**





## 5. ECONOMIC CONTENT

### A. Introduction

This section of the report focuses primarily on economic trends and conditions in DeKalb County, the jurisdiction in which Hearthside Tucker will be located. For purposes of comparison, economic trends in the State of Georgia and the nation are also discussed.

### B. Labor Force, Resident Employment, and Unemployment

#### 1. Trends in County Labor Force and Resident Employment

DeKalb County's labor force declined in seven of twelve years from 2000 to 2012, experiencing a net loss of 13,242 workers or 3.5 percent for the period (Table 3). After losing over 32,000 workers during the course of the recent national recession (2008 to 2010), DeKalb County added 4,060 and 4,810 workers in 2011 and 2012, respectively. The employed portion of DeKalb County's labor force also increased to 335,734 over the past two years following a 12-year low of 322,217 in 2010.

#### 2. Trends in County Unemployment Rate

Following a low point of 3.2 percent in 2000, DeKalb County's unemployment rate ranged from 4.0 to 6.0 percent from 2001 to 2007. As the full effects of the recent national recession began to impact the local economy, the DeKalb County unemployment rate surged to 10.6 percent in 2010. Over the past two years, economic conditions have slowly improved with the unemployment rate dropping to 10.1 percent in 2011 and 9.1 percent in 2012. The unemployment rate in DeKalb County has exceeded state and national levels in every year since 2005.

### C. Commutation Patterns

According to 2007-2011 American Community Survey (ACS) data, 47.1 percent of the workers residing in the Tucker Market Area spent 30 minutes or more commuting to work (Table 4). Another 31.0 percent of workers spent 15-29 minutes commuting while 17.3 percent commuted less than 15 minutes.

Just over half of all workers residing in the Tucker Market Area worked in DeKalb County while 46.6 percent worked in another Georgia county. Approximately one percent of market area residents worked outside the state.

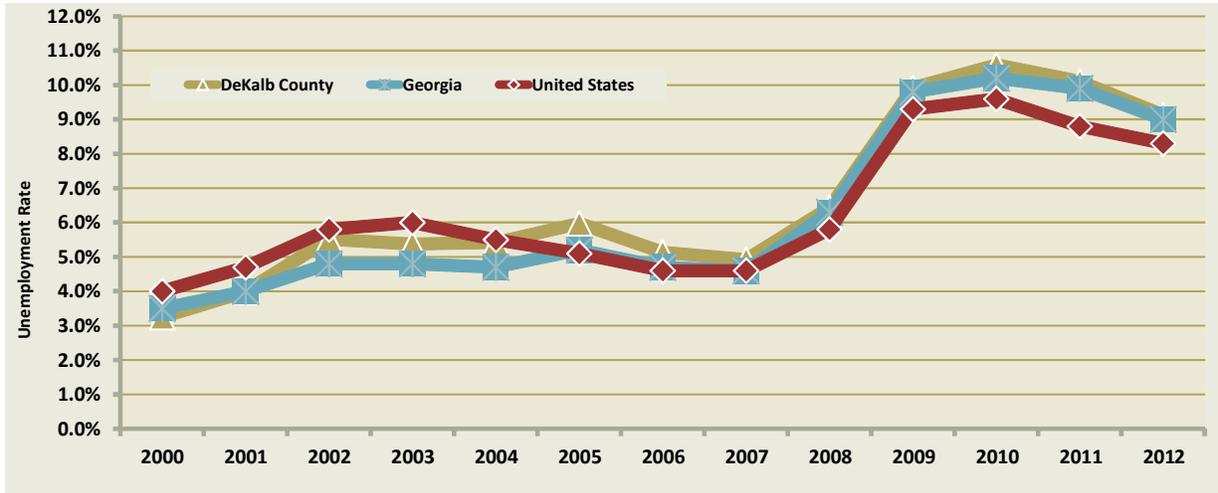


**Table 3 Labor Force and Unemployment Rates**

Annual Unemployment Rates - Not Seasonally Adjusted

Annual Unemployment	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Labor Force	382,690	380,177	375,537	365,926	364,061	370,600	387,235	393,482	390,897	377,961	360,578	364,638	369,448
Employment	370,271	365,011	354,822	346,239	344,322	348,457	367,368	374,126	365,769	340,478	322,417	327,792	335,734
Unemployment	12,419	15,166	20,715	19,687	19,739	22,143	19,867	19,356	25,128	37,483	38,161	36,846	33,714
<b>Unemployment Rate</b>													
DeKalb County	3.2%	4.0%	5.5%	5.4%	5.4%	6.0%	5.1%	4.9%	6.4%	9.9%	10.6%	10.1%	9.1%
Georgia	3.5%	4.0%	4.8%	4.8%	4.7%	5.2%	4.7%	4.6%	6.3%	9.8%	10.2%	9.9%	9.0%
United States	4.0%	4.7%	5.8%	6.0%	5.5%	5.1%	4.6%	4.6%	5.8%	9.3%	9.6%	8.8%	8.3%

Source: U.S. Department of Labor, Bureau of Labor Statistics



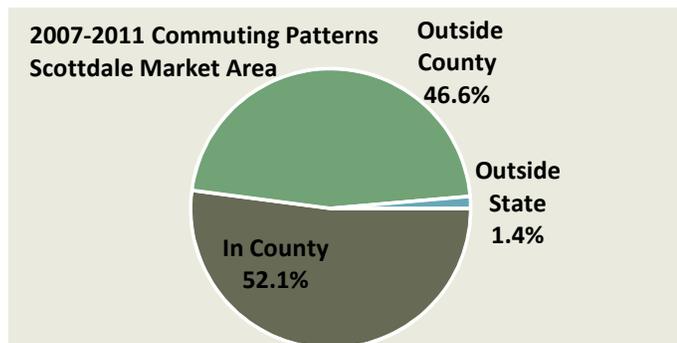
**Table 4 2007-2011 Commuting Patterns, Tucker Market Area**

Travel Time to Work		
Workers 16 years+	#	%
Did not work at home:	37,814	95.4%
Less than 5 minutes	370	0.9%
5 to 9 minutes	2,587	6.5%
10 to 14 minutes	3,917	9.9%
15 to 19 minutes	4,627	11.7%
20 to 24 minutes	4,959	12.5%
25 to 29 minutes	2,694	6.8%
30 to 34 minutes	7,252	18.3%
35 to 39 minutes	1,762	4.4%
40 to 44 minutes	2,003	5.1%
45 to 59 minutes	4,158	10.5%
60 to 89 minutes	2,300	5.8%
90 or more minutes	1,185	3.0%
Worked at home	1,842	4.6%
<b>Total</b>	<b>39,656</b>	

Source: American Community Survey 2007-2011

Place of Work		
Workers 16 years and over	#	%
Worked in state of residence:	39,117	98.6%
Worked in county of residence	20,647	52.1%
Worked outside county of residence	18,470	46.6%
Worked outside state of residence	539	1.4%
<b>Total</b>	<b>39,656</b>	<b>100%</b>

Source: American Community Survey 2007-2011



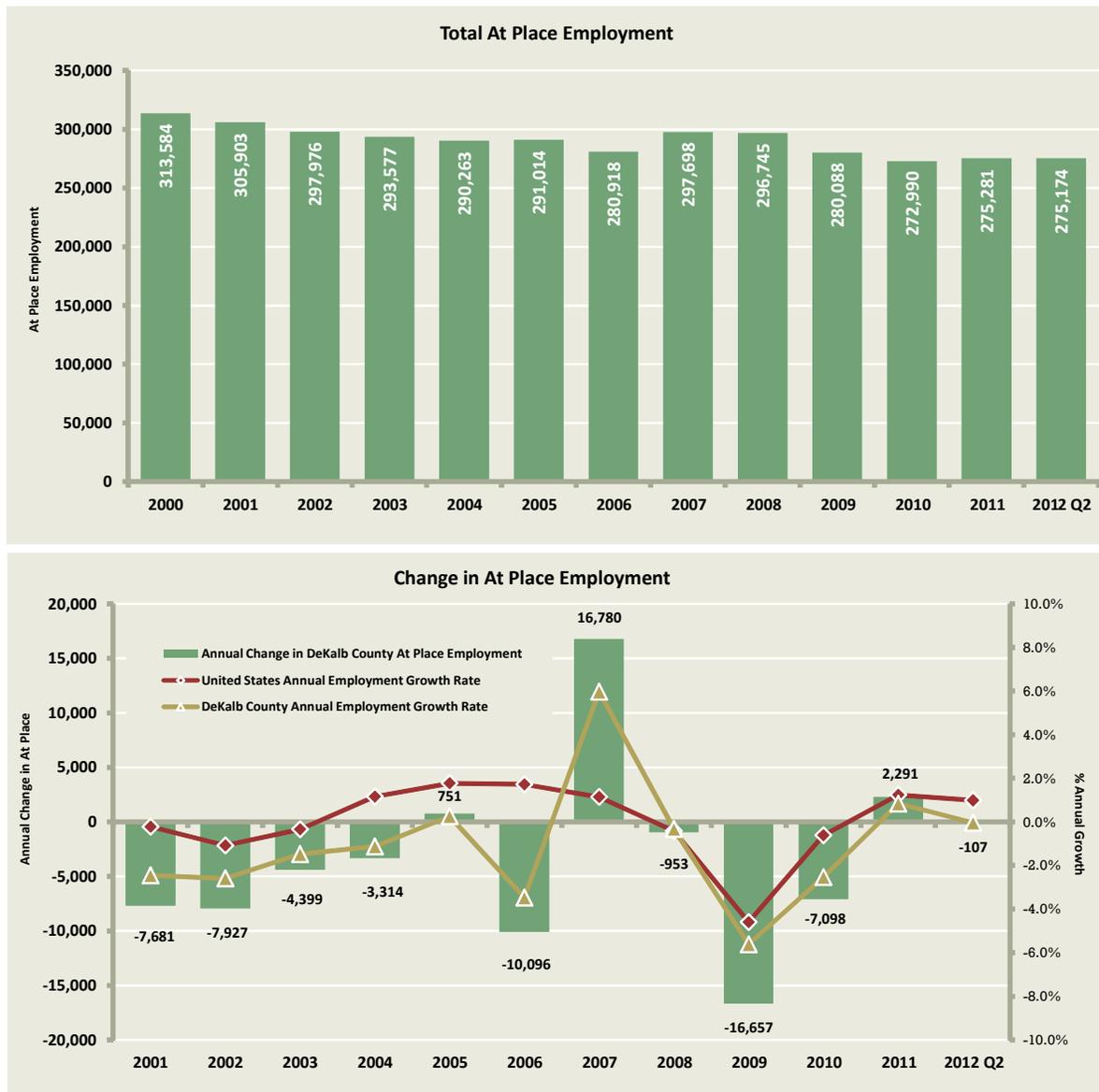


## D. At-Place Employment

### 1. Trends in Total At-Place Employment

DeKalb County’s at-place employment steadily declined throughout the past decade, losing jobs in eight of eleven years from 2000 to 2011 (Figure 4). From an annual total of 313,584 in 2000, DeKalb County lost 38,303 jobs or 12.2 percent of its 2000 employment base, reaching an eleven year employment low of 272,990 in 2010. Over the past two years, the DeKalb County economy has shown some signs of stabilization with a modest employment gain (2,291 jobs) in 2011 and a relatively stable at-place employment through the first half of 2012 (a loss of just 107 jobs).

**Figure 4 At-Place Employment**



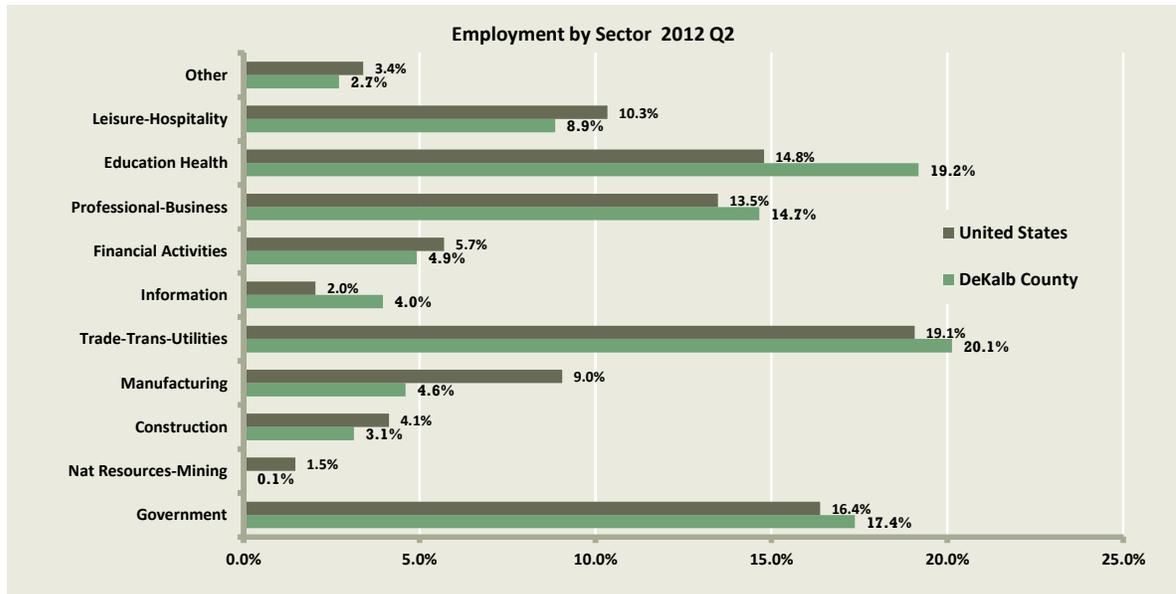
Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages



## 2. At-Place Employment by Industry Sector

Trade-Transportation-Utilities, Education-Health, and Government are the three largest employment sectors in DeKalb County, each of which accounts for approximately 17 to 20 percent of total employment through the second quarter of 2012 (Figure 5). Professional Business and Leisure-Hospitality also contain sizable employment shares at 14.7 percent and 8.9 percent, respectively. Relative to national figures, DeKalb County has a notably higher percentage of jobs in Education-Health (19.2 percent versus 14.8 percent) and a notably lower percentage of jobs in Manufacturing (4.6 percent versus 9.0 percent).

**Figure 5 Total Employment by Sector**



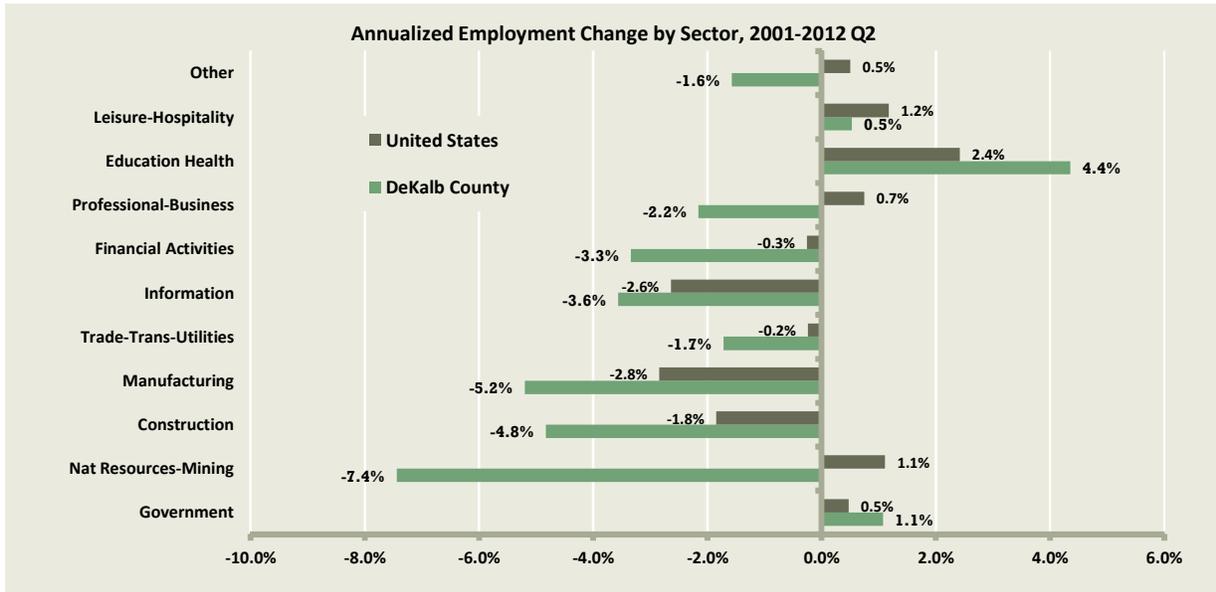
Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages

Between 2001 and the second quarter of 2012, eight of eleven industry sectors in DeKalb County experienced a net loss in jobs. While not the highest on a percentage basis, the Trade-Transportation-Utilities and Professional Business sectors were hit the hardest (in terms of total jobs) with annual declines of 1.7 percent and 2.2 percent, respectively (Figure 6). The only three sectors to experience annual growth during this period were Education-Health (4.4 percent), Government (1.1 percent), and Leisure Hospitality (0.5 percent).

To gain insight on how the recent economic downturn has affected the local job base, we examined employment changes by sector from 2007 through 2012(Q2) (Figure 7). Similar to annual data since 2000, the county experienced employment declines in eight of eleven industry sectors. Consistent with the trend for the decade as a whole, the Trade-Transportation-Utilities and Professional Business sectors accounted for a significant proportion of jobs lost during this period with annual declines of 13.2 percent and 15.1 percent. While Manufacturing and Construction suffered the greatest annual losses on a percentage basis (approximately 30 percent) during this time, both constitute less than five percent of DeKalb County’s total employment. The three sectors to add jobs since 2007 remained Education-Health, Leisure-Hospitality, and Government.

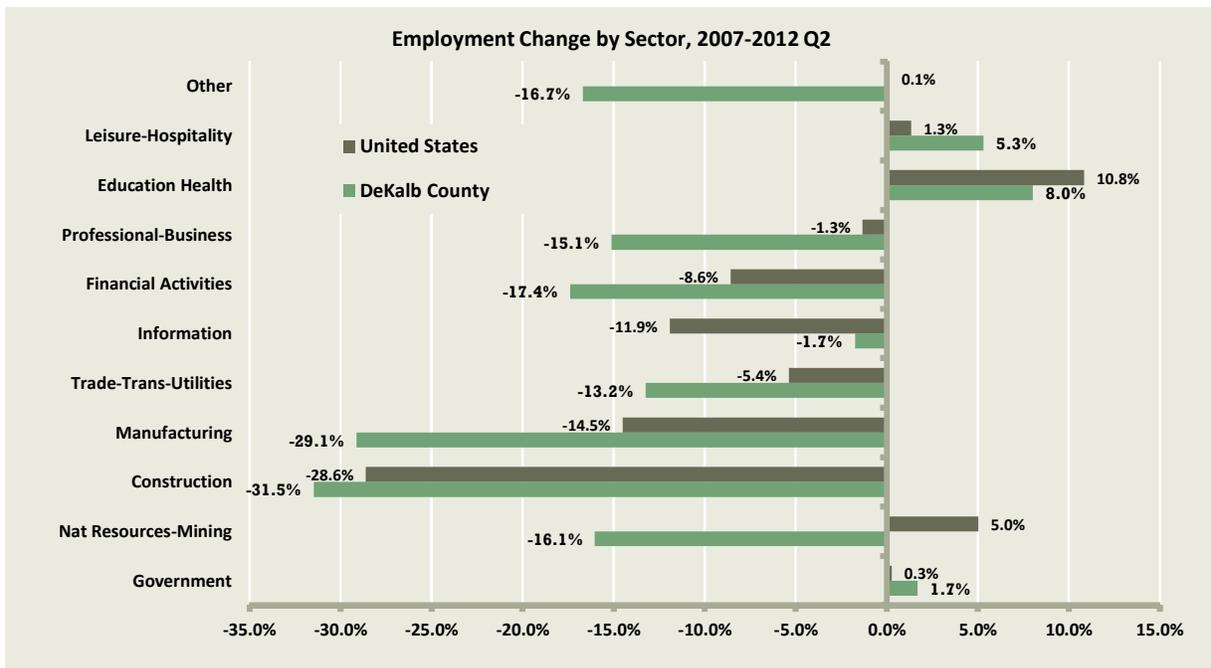


**Figure 6 Change in Employment by Sector 2001-2012 Q2**



Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages

**Figure 7 Change in Employment by Sector 2007-2012 Q2**



Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages

### 3. Major Employers

As a current list of DeKalb County major employers was not available, a list of 2012 major employers in the Metro Atlanta Area is provided in Table 5 below. Given the subject site's proximity to downtown Atlanta (approximately five miles) and the significant percentage of DeKalb County residents who commute outside the county for work, this list of Atlanta major employers is most relevant to this analysis.

Most Metro Atlanta major employers fall into one of three main industry sectors – Trade-Transportation-Utilities (10 employers), Government (7 employers), or Education-Health (5 employers). Trade-Transportation-Utilities employers include two major airlines (Delta and Southwest), three general retailers (Wal-Mart, Publix, and Home Depot), and three telecommunications giants (AT&T, Cox Enterprises, and Turner Broadcasting System) while Government employers consist of municipal/county offices (DeKalb County and City of Atlanta), four major school districts (City of Atlanta, DeKalb County, Cobb County, and Clayton County), and a state-run university (GA Tech). Education-Health employers are comprised of major medical providers in the region and Emory University. Overall, the subject site is conveniently located within ten to fifteen miles of most of these major area employers, in addition to several local retail outlets and service providers.

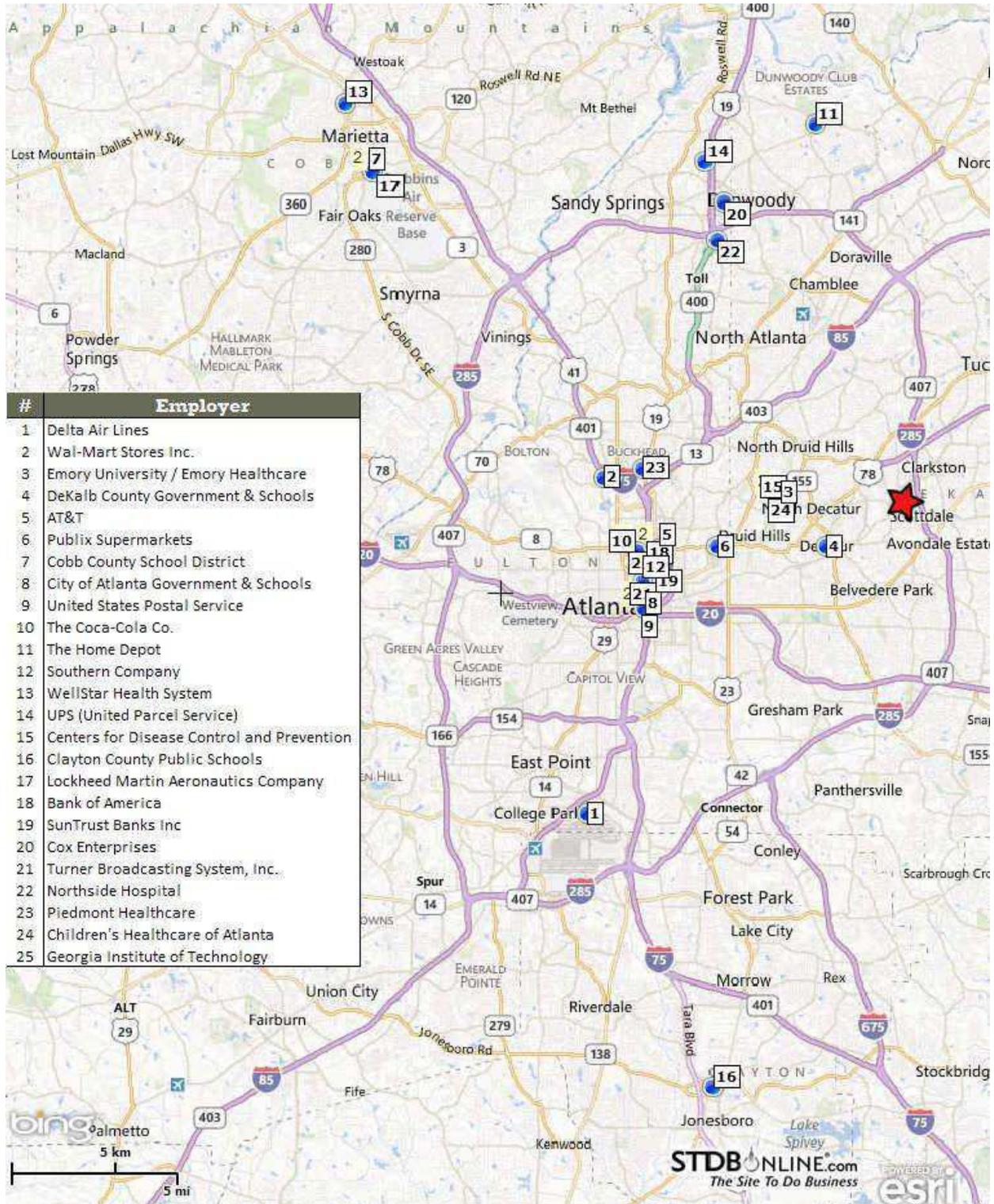
**Table 5 2012 Major Employers, Metro Atlanta**

Rank	Name	Industry	Employment
1	Delta Air Lines	Trade-Transportation-Utilities	27,000
2	Wal-Mart Stores Inc.	Trade-Transportation-Utilities	26,000
3	Emory University / Emory Healthcare	Education-Health	23,872
4	DeKalb County Government & Schools	Government	20,405
5	AT&T	Trade-Transportation-Utilities	18,000
6	Publix Supermarkets	Trade-Transportation-Utilities	17,765
7	Cobb County School District	Government	14,027
8	City of Atlanta Government & Schools	Government	13,628
9	United States Postal Service	Government	10,324
10	The Coca-Cola Co.	Manufacturing	9,000
-	The Home Depot	Trade-Transportation-Utilities	9,000
11	Southern Company	Trade-Transportation-Utilities	8,777
12	WellStar Health System	Education-Health	8,583
13	UPS (United Parcel Service)	Trade-Transportation-Utilities	8,369
14	Centers for Disease Control and Prevention	Government	8,300
15	Clayton County Public Schools	Government	7,500
16	Lockheed Martin Aeronautics Company	Manufacturing	7,420
17	Bank of America	Financial Services	7,000
18	SunTrust Banks Inc	Financial Services	6,906
19	Cox Enterprises	Trade-Transportation-Utilities	6,864
20	Turner Broadcasting System, Inc.	Trade-Transportation-Utilities	6,700
21	Northside Hospital	Education-Health	6,670
22	Piedmont Healthcare	Education-Health	6,113
23	Children's Healthcare of Atlanta	Education-Health	6,033
24	Georgia Institute of Technology	Government	6,005
25	Southwest Airlines	Trade-Transportation-Utilities	6,000

Source: Metro Atlanta Chamber of Commerce



Map 5 Major Employers





#### 4. Recent Economic Expansions and Contractions

According to the Metro Atlanta Chamber of Commerce, three companies announced relocations or expansions in DeKalb County since January of 2012 (Table 6). These three companies will add up to 480 jobs to DeKalb County through 2017. During the same period, YP Southeast Advertising and Purchasing, Inc. announced future layoffs of 405 workers beginning in April of this year.

**Table 6 Recent Economic Expansions and Contractions, DeKalb County**

Recent Economic Expansions - DeKalb County 2012-Present				
Announced	Planned	Company Name	City	Jobs
May 2013	2013-2015	PointClear Solutions	Dunwoody	200
December 2012	2014 Q1	Purac	Tucker	30
April 2012	2012-2017	Elektra	Dunwoody	250
<b>Total</b>				<b>480</b>

Source: Metro Atlanta Chamber of Commerce

Recent Economic Contractions - DeKalb County 2012-Present				
Announced	Planned	Company Name	City	Jobs
March 2012	April 2013	YP Southeast Advertising and Publishing, Inc.	Tucker	405
<b>Total</b>				<b>405</b>

Source: Georgia Department of Labor

#### 5. Wages

The average annual wage for DeKalb County in 2011 was \$50,171, \$5,081 or 11.3 percent higher than the Georgia average annual wage of \$45,090 (Table 7). The state's average wage is \$2,950 or 6.5 percent below the national average. DeKalb County's average annual wage in 2011 represents an increase of \$10,523 or 26.5 percent since 2001. The average wage in DeKalb County falls below the national average for seven of eleven economic sectors. The highest paying sectors in DeKalb County are the small Natural-Resources-Mining sector and Information.

**Table 7 Average Annual Pay and Annualized Wage Data by Sector, DeKalb County**

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011
DeKalb County	\$39,648	\$40,314	\$41,640	\$42,925	\$43,796	\$45,594	\$47,258	\$47,800	\$48,150	\$48,846	\$50,171
Georgia	\$35,136	\$35,734	\$36,626	\$37,866	\$39,096	\$40,370	\$42,178	\$42,585	\$42,902	\$43,899	\$45,090
United States	\$36,219	\$36,764	\$37,765	\$39,354	\$40,677	\$42,535	\$44,458	\$45,563	\$45,559	\$46,751	\$48,040

Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages





## 6. Conclusions on Local Economics

Economic conditions in DeKalb County have steadily declined since 2000, with consistent job loss and high unemployment; however, much of the job loss within the county was due to the impact of two national recessions, which affected numerous counties in the Metro Atlanta area in a similar manner. Over the past two years, the county has shown some signs of stabilization with declining unemployment rates and modest job growth. Given the senior-oriented nature of the subject property and its income restrictive nature, we do not expect current economic conditions in DeKalb County to negatively impact the proposed development of Hearthside Tucker.

When analyzing economic trends for DeKalb County, it is also important to understand the impact of the larger and more diverse economy of the Metro Atlanta region as a whole. As discussed in the Commuting Patterns Section previously, nearly half of workers living in the Tucker Market Area travel outside DeKalb County for work. Consequently, changes in regional economy also affect population and household growth trends in DeKalb County.



## 6. DEMOGRAPHIC ANALYSIS

### A. Introduction and Methodology

RPRG analyzed recent trends in population and households in the Tucker Market Area and DeKalb County using U.S. Census data and data from Esri, a national data vendor that prepares small area estimates and projections of population and households. Table 8 presents a series of panels that summarize these Census data, estimates, and projections.

### B. Trends in Population and Households

#### 1. Recent Past Trends

Between 2000 and 2010 Census counts, the population of the Tucker Market Area increased by 3.1 percent, growing from 141,572 to 145,993 people (Table 8). This equates to annual growth of 0.3 percent or 442 people. During the same period, the number of households in the Tucker Market Area remained nearly constant at 52,266, a gain of just 40 households.

By comparison, the population of DeKalb County expanded by 3.9 percent from 2000 to 2010 (0.4 percent annually), while the number of households in the county increased by 9.0 percent (0.9 percent annually).

#### 2. Projected Trends

Based on Esri projections, the Tucker Market Area's population increased by 3,933 people from 2010 to 2013 while the number of households grew by 1,305. Esri further projects that the market area's population will increase by 2,709 people between 2013 and 2015, bringing the total population to 152,635 people in 2015. This represents an annual gain of 0.9 percent or 1,354 persons. The household base is projected to gain 473 new households per annum resulting in 54,517 households in 2015.

In DeKalb County, population and household growth rates are projected to be slightly below those of the Tucker Market Area. The county's population and household base are expected to increase at annual rates of 0.7 percent and 0.8 percent, respectively, through 2015.



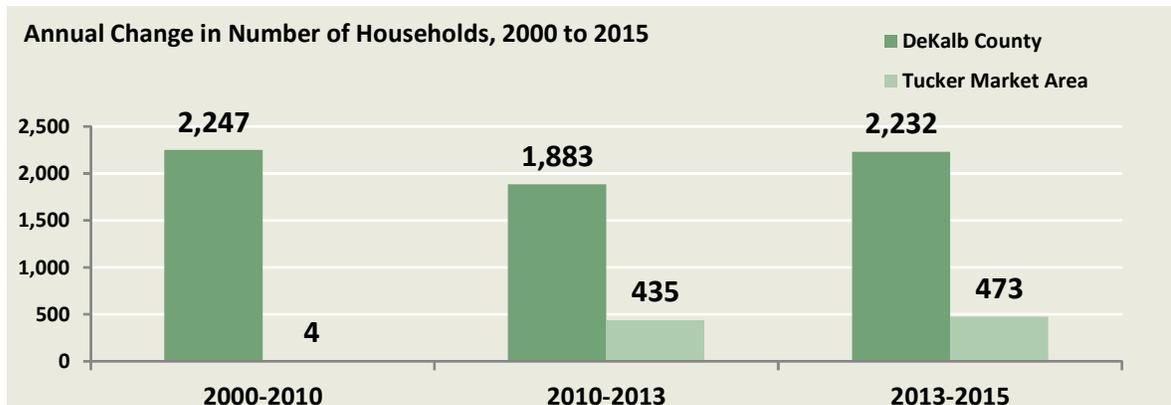
**Table 8 Population and Household Projections**

		DeKalb County						Tucker Market Area			
Population	Count	Total Change		Annual Change		Count	Total Change		Annual Change		
		#	%	#	%		#	%	#	%	
2000	665,865					141,572					
2010	691,893	26,028	3.9%	2,603	0.4%	145,993	4,421	3.1%	442	0.3%	
2013	707,323	15,430	2.2%	5,143	0.7%	149,926	3,933	2.7%	1,311	0.9%	
2015	717,261	9,938	1.4%	4,969	0.7%	152,635	2,709	1.8%	1,354	0.9%	

		DeKalb County						Tucker Market Area			
Households	Count	Total Change		Annual Change		Count	Total Change		Annual Change		
		#	%	#	%		#	%	#	%	
2000	249,339					52,226					
2010	271,809	22,470	9.0%	2,247	0.9%	52,266	40	0.1%	4	0.0%	
2013	277,458	5,649	2.1%	1,883	0.7%	53,571	1,305	2.5%	435	0.8%	
2015	281,922	4,464	1.6%	2,232	0.8%	54,517	946	1.8%	473	0.9%	

Source: 2000 Census; 2010 Census; Esri; and Real Property Research Group, Inc.



### 3. Building Permit Trends

RPRG examines building permit trends to help determine if the housing supply is meeting demand, as measured by new households. From 2000 and 2009, an average of 5,252 new housing units was authorized annually in DeKalb County compared to annual household growth of 2,247 between the 2000 and 2010 census counts (Table 9). This disparity in household growth relative to units permitted could indicate an overbuilt market; however, these figures also do not take the replacement of existing housing units into account.

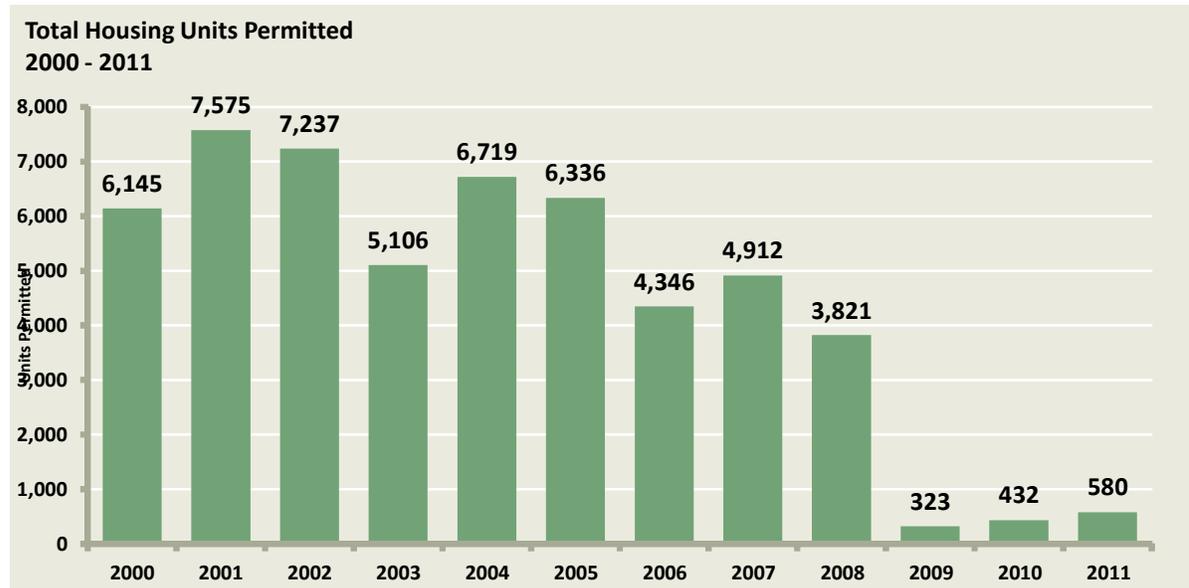
Beginning in 2009, building permit activity declined precipitously during the recent national recession and housing market downturn. From 2009 and 2011, DeKalb County permit activity fell below 600 units per year. By structure type, 58 percent of all residential permits issued in DeKalb County were for single-family detached homes. Multi-family structures (5+ units) accounted for 42 percent of units permitted while buildings with 2-4 units comprised less than one percent of permitted units.



**Table 9 Building Permits by Structure Type, DeKalb County**

DeKalb County													2000-2011	Annual Average
2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011			
Single Family	4,266	4,719	4,134	3,931	3,761	3,347	2,867	2,122	768	295	354	295	30,859	2,572
Two Family	0	4	0	0	0	0	0	0	0	0	0	0	4	0
3 - 4 Family	0	10	4	0	0	10	8	8	0	0	0	0	40	3
5+ Family	1,879	2,842	3,099	1,175	2,958	2,979	1,471	2,782	3,053	28	78	285	22,629	1,886
<b>Total</b>	<b>6,145</b>	<b>7,575</b>	<b>7,237</b>	<b>5,106</b>	<b>6,719</b>	<b>6,336</b>	<b>4,346</b>	<b>4,912</b>	<b>3,821</b>	<b>323</b>	<b>432</b>	<b>580</b>	<b>53,532</b>	<b>4,461</b>

Source: U.S. Census Bureau, C-40 Building Permit Reports.



**4. Trends in Older Adult Households**

Table 10 details the age distribution and growth of older adult and senior households by age cohort in the Tucker Market Area, with counts as of the 2010 Census, estimates as of 2013, and future projections (2015). Overall, older adult and senior households are expected to increase at a faster rate than that of total households in the Tucker Market Area on a percentage basis. In 2010, the Tucker Market Area had 14,472 households with a householder age 55+ and 8,930 households with a householder age 62+. Between 2010 and 2013, senior households with householders 55+ increased by 2.6 percent while households with householders age 62+ grew by 3.6 percent.

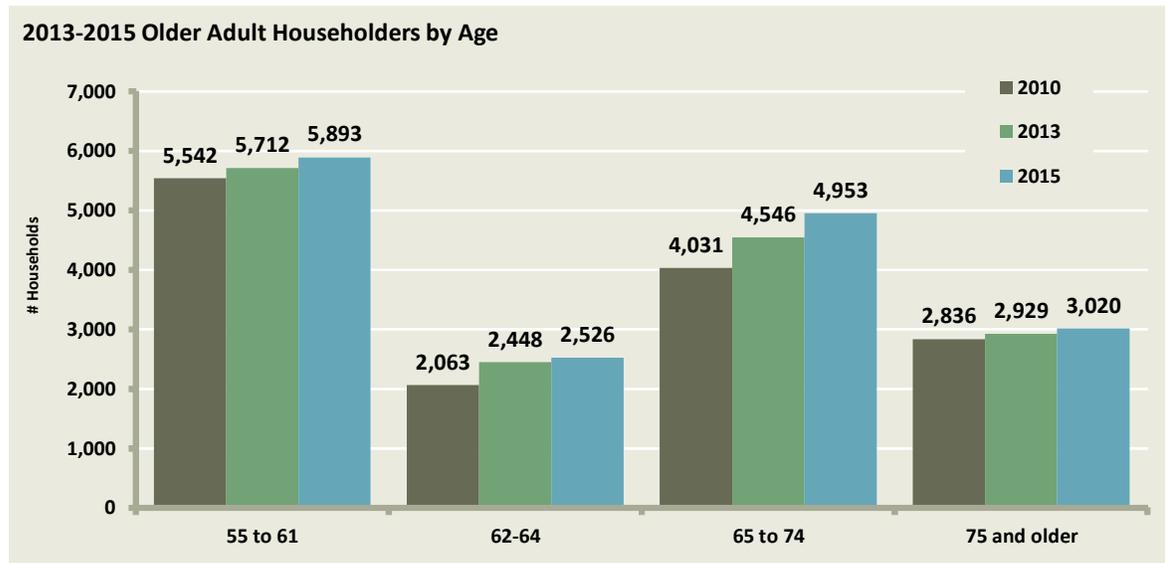
Between 2013 and 2015, households with householders age 55+ are projected to increase at an annual rate of 2.4 percent or 378 households. This would bring the total number of households with householders age 55+ in the Tucker Market Area to 16,391. Households with a householder age 62+ will increase at an annual rate of 2.9 percent, or 288 households per year, reaching a total of 10,498 in 2015.



**Table 10 Trends in Older Adult Householders, Tucker Market Area**

Tucker Market Area							Change 2010 to 2013				Change 2013 to 2015			
							Total		Annual		Total		Annual	
Age of	2010		2013		2015		#	%	#	%	#	%	#	%
55 to 61	5,542	38.3%	5,712	36.5%	5,893	36.0%	170	3.1%	57	1.0%	181	3.2%	90	1.6%
62-64	2,063	14.3%	2,448	15.7%	2,526	15.4%	385	18.7%	128	5.9%	78	3.2%	39	1.6%
65 to 74	4,031	27.9%	4,546	29.1%	4,953	30.2%	515	12.8%	172	4.1%	407	8.9%	203	4.4%
75 and older	2,836	19.6%	2,929	18.7%	3,020	18.4%	93	3.3%	31	1.1%	91	3.1%	45	1.5%
<b>Householders 55+</b>	<b>14,472</b>	<b>100.0%</b>	<b>15,635</b>	<b>100.0%</b>	<b>16,391</b>	<b>100.0%</b>	<b>1,163</b>	<b>8.0%</b>	<b>388</b>	<b>2.6%</b>	<b>756</b>	<b>4.8%</b>	<b>378</b>	<b>2.4%</b>
<b>Householders 62+</b>	<b>8,930</b>		<b>9,923</b>		<b>10,498</b>		<b>993</b>	<b>11.1%</b>	<b>331</b>	<b>3.6%</b>	<b>575</b>	<b>5.8%</b>	<b>288</b>	<b>2.9%</b>

Source: 2010 Census; Esri; RPRG



### C. Demographic Characteristics

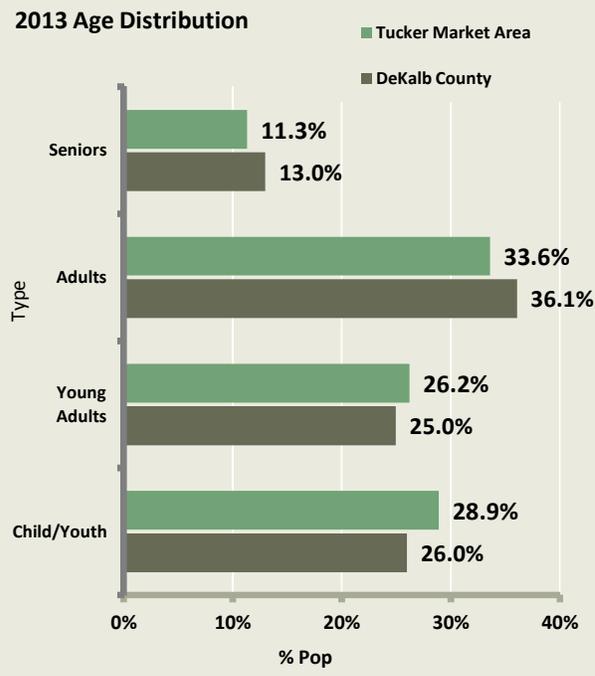
#### 1. Age Distribution and Household Type

Based on Esri estimates for 2013, the population of the Tucker Market Area is younger than that of DeKalb County with median ages of 31 and 33, respectively (Table 11). Seniors (persons age 62 and older) constitute 11.3 percent of the population in the Tucker Market Area compared to 13.0 percent in DeKalb County. Adults age 35-61 comprise the largest percentage of the population in both regions at 33.6 percent in the Tucker Market Area and 36.0 percent in DeKalb County. Of the remaining age cohorts, the Tucker Market Area contains a higher percentage of both Children/Youth under the age of 20 (28.9 percent versus 26.0 percent) and Young Adults age 20-34 years (26.2 percent versus 25.0 percent) relative to DeKalb County.



**Table 11 2013 Age Distribution**

	DeKalb County		Tucker Market Area	
	#	%	#	%
<b>Children/Youth</b>	<b>183,791</b>	<b>26.0%</b>	<b>43,313</b>	<b>28.9%</b>
Under 5 years	51,438	7.3%	13,861	9.2%
5-9 years	46,009	6.5%	11,314	7.5%
10-14 years	43,139	6.1%	9,529	6.4%
15-19 years	43,205	6.1%	8,609	5.7%
<b>Young Adults</b>	<b>176,561</b>	<b>25.0%</b>	<b>39,277</b>	<b>26.2%</b>
20-24 years	52,948	7.5%	11,410	7.6%
25-34 years	123,613	17.5%	27,867	18.6%
<b>Adults</b>	<b>255,128</b>	<b>36.1%</b>	<b>50,385</b>	<b>33.6%</b>
35-44 years	106,178	15.0%	22,483	15.0%
45-54 years	93,979	13.3%	18,030	12.0%
55-61 years	54,971	7.8%	9,872	6.6%
<b>Seniors</b>	<b>91,843</b>	<b>13.0%</b>	<b>16,951</b>	<b>11.3%</b>
62-64 years	23,559	3.3%	4,231	2.8%
65-74 years	40,359	5.7%	7,808	5.2%
75-84 years	19,596	2.8%	3,676	2.5%
85 and older	8,329	1.2%	1,236	0.8%
<b>TOTAL</b>	<b>707,323</b>	<b>100%</b>	<b>149,926</b>	<b>100%</b>
<b>Median Age</b>	<b>33</b>		<b>31</b>	

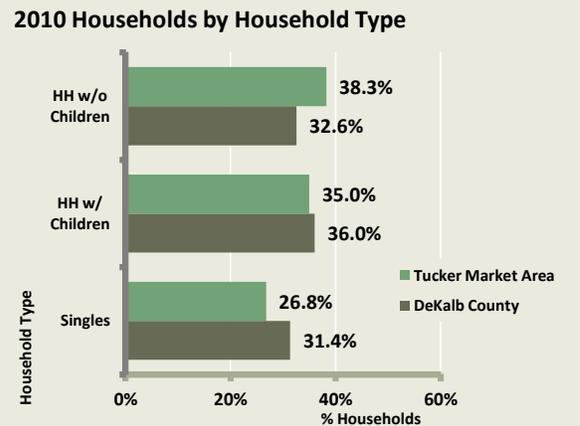


Source: Esri; RPRG, Inc.

Children are present in 38.3 percent of households in the Tucker Market Area compared to 32.6 percent of households in DeKalb County (Table 12). Thirty five percent of households in the Tucker Market Area and 36.0 percent of households in DeKalb County contain two adults but no children. Single persons account for 26.8 percent and 31.4 percent of households in the Tucker Market Area and DeKalb County, respectively.

**Table 12 2010 Households by Household Type**

Households by Household Type	DeKalb County		Tucker Market Area	
	#	%	#	%
<b>Households w/ Children</b>	<b>88,541</b>	<b>32.6%</b>	<b>19,993</b>	<b>38.3%</b>
Married w/Children	47,187	17.4%	11,602	22.2%
Other w/ Children	41,354	15.2%	8,391	16.1%
Married w/o Children	50,148	18.4%	10,021	19.2%
Other Family w/o Children	23,679	8.7%	4,123	7.9%
Non-Family w/o Children	24,115	8.9%	4,145	7.9%
<b>Households w/o Children</b>	<b>97,942</b>	<b>36.0%</b>	<b>18,289</b>	<b>35.0%</b>
Singles Living Alone	85,326	31.4%	13,984	26.8%
<b>Singles</b>	<b>85,326</b>	<b>31.4%</b>	<b>13,984</b>	<b>26.8%</b>
<b>Total</b>	<b>271,809</b>	<b>100%</b>	<b>52,266</b>	<b>100%</b>



Source: 2010 Census; RPRG, Inc.

## 2. Renter Household Characteristics

As of the 2010 Census, 49.9 percent of all households in the Tucker Market Area were renters, compared to 43.1 percent in DeKalb County (Table 13). Based on Esri estimates, the Tucker Market Area's renter percentage is projected to increase to 50.4 percent in 2013 and remain constant through 2015.

Among householders age 62 and older, the renter percentages in both geographies are lower than for all households. The 2013 renter percentages for households with householders 62+ as estimated by Esri are 18.5 percent in the Tucker Market Area and 25.1 percent in DeKalb County (Table 14).

**Table 13 Households by Tenure**

DeKalb County	2000		2010		2013		2015	
Housing Units	#	%	#	%	#	%	#	%
Owner Occupied	145,825	58.5%	154,647	56.9%	155,881	56.2%	157,943	56.0%
Renter Occupied	103,514	41.5%	117,162	43.1%	121,577	43.8%	123,979	44.0%
<b>Total Occupied</b>	<b>249,339</b>	<b>100%</b>	<b>271,809</b>	<b>100%</b>	<b>277,458</b>	<b>100%</b>	<b>281,922</b>	<b>100%</b>
Total Vacant	11,892		33,159		30,168		30,653	
<b>TOTAL UNITS</b>	<b>261,231</b>		<b>304,968</b>		<b>307,626</b>		<b>312,575</b>	

Tucker Market Area	2000		2010		2013		2015	
Housing Units	#	%	#	%	#	%	#	%
Owner Occupied	26,558	50.9%	26,205	50.1%	26,594	49.6%	27,051	49.6%
Renter Occupied	25,668	49.1%	26,061	49.9%	26,977	50.4%	27,466	50.4%
<b>Total Occupied</b>	<b>52,226</b>	<b>100%</b>	<b>52,266</b>	<b>100%</b>	<b>53,571</b>	<b>100%</b>	<b>54,517</b>	<b>100%</b>
Total Vacant	2,338		6,570		5,982		6,088	
<b>TOTAL UNITS</b>	<b>54,564</b>		<b>58,836</b>		<b>59,553</b>		<b>60,605</b>	

Source: U.S. Census of Population and Housing, 2000, 2010; Esri, RPRG, Inc.

**Table 14 Senior Households by Tenure, Age 62+**

Senior Households 62+	DeKalb County		Tucker Market Area	
2013 Households	Number	Percent	Number	Percent
Owner Occupied	43,470	74.9%	8,086	81.5%
Renter Occupied	14,542	25.1%	1,837	18.5%
<b>Total Occupied</b>	<b>58,011</b>	<b>100.0%</b>	<b>9,923</b>	<b>100.0%</b>

Source: 2000 Census; 2010 Census; ESRI; RPRG

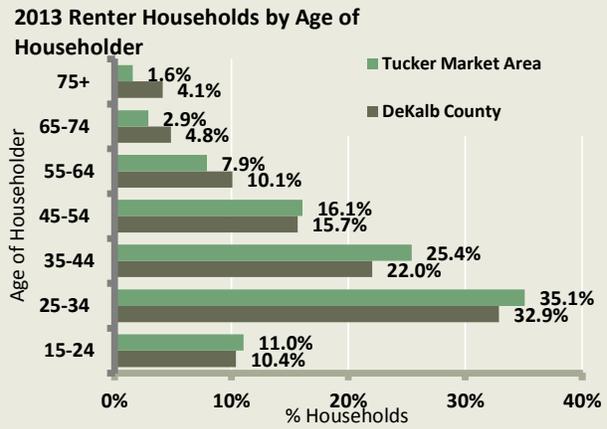


Young working age households form the core of the market area’s renters, as nearly two-thirds (60.5 percent) of all renter householders are ages 25-44 (Table 15). The Tucker Market Area also has a notable proportion (24.0 percent) of older adult renters age 45-64 years. Just over four percent of market area renter householders are age 65 or older.

**Table 15 Renter Households by Age of Householder**

Renter Households	DeKalb County		Tucker Market Area	
Age of HHldr	#	%	#	%
15-24 years	12,631	10.4%	2,981	11.0%
25-34 years	39,997	32.9%	9,471	35.1%
35-44 years	26,799	22.0%	6,855	25.4%
45-54 years	19,030	15.7%	4,341	16.1%
55-64 years	12,254	10.1%	2,132	7.9%
65-74 years	5,847	4.8%	776	2.9%
75+ years	5,018	4.1%	421	1.6%
<b>Total</b>	<b>121,577</b>	<b>100%</b>	<b>26,977</b>	<b>100%</b>

Source: Esri, Real Property Research Group, Inc.

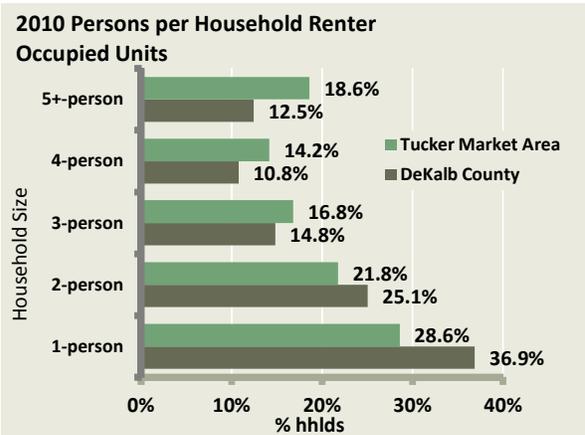


As of 2010, 50.4 percent of all renter households in the Tucker Market Area contained one or two persons compared to 61.9 percent in DeKalb County (Table 16). Approximately 31 percent and 25 percent of renter households in the Tucker Market Area and DeKalb County contained three and four persons, respectively. Large households (5+ persons) accounted for 18.6 percent of renter households in the Tucker Market Area and 12.5 percent of renter households in DeKalb County.

**Table 16 2010 Renter Households by Household Size**

Renter Occupied	DeKalb County		Tucker Market Area	
	#	%	#	%
1-person household	43,211	36.9%	7,452	28.6%
2-person household	29,353	25.1%	5,675	21.8%
3-person household	17,368	14.8%	4,387	16.8%
4-person household	12,629	10.8%	3,692	14.2%
5+-person household	14,601	12.5%	4,855	18.6%
<b>TOTAL</b>	<b>117,162</b>	<b>100%</b>	<b>26,061</b>	<b>100%</b>

Source: 2010 Census





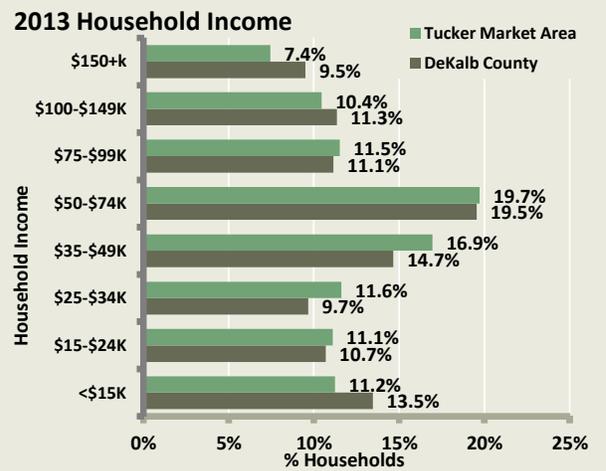
### 3. Income Characteristics

According to income distributions provided by Esri, the 2013 median income of households in the Tucker Market Area is \$49,229, 5.2 percent lower than the DeKalb County median household income of \$51,953 (Table 17). Approximately 11 percent of Tucker Market Area households earn less than \$15,000 annually. Just under one-quarter (22.7 percent) of Tucker Market Area households earn from \$15,000 to \$34,999 per year.

**Table 17 2013 Household Income**

		DeKalb County		Tucker Market Area	
		#	%	#	%
less than	\$15,000	37,352	13.5%	6,016	11.2%
	\$15,000 - \$24,999	29,650	10.7%	5,941	11.1%
	\$25,000 - \$34,999	26,821	9.7%	6,216	11.6%
	\$35,000 - \$49,999	40,667	14.7%	9,079	16.9%
	\$50,000 - \$74,999	54,231	19.5%	10,566	19.7%
	\$75,000 - \$99,999	30,934	11.1%	6,170	11.5%
	\$100,000 - \$149,999	31,451	11.3%	5,597	10.4%
	\$150,000 Over	26,352	9.5%	3,986	7.4%
<b>Total</b>		<b>277,458</b>	<b>100%</b>	<b>53,571</b>	<b>100%</b>
<b>Median Income</b>		<b>\$51,953</b>		<b>\$49,229</b>	

Source: Esri; Real Property Research Group, Inc.

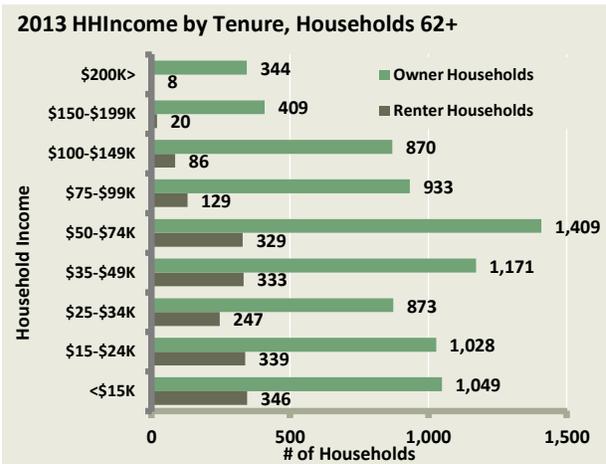


Based on the U.S. Census Bureau’s American Community Survey (ACS) data and breakdown of tenure and household estimates, the 2013 median income for senior renter householders (age 62 and older) in the Tucker Market Area is \$34,478 (Table 18). Roughly 19 percent of all senior renter householders (62+) in the Tucker Market Area have an income less than \$15,000 per year. Nearly one-third (31.9 percent) of senior renter households (62+) earn from \$15,000 to \$34,999 annually.

**Table 18 2013 Senior Household Income by Tenure, Households 62+**

		Renter Households		Owner Households	
		#	%	#	%
less than	\$15,000	346	18.8%	1,049	13.0%
	\$15,000 - \$24,999	339	18.5%	1,028	12.7%
	\$25,000 - \$34,999	247	13.4%	873	10.8%
	\$35,000 - \$49,999	333	18.1%	1,171	14.5%
	\$50,000 - \$74,999	329	17.9%	1,409	17.4%
	\$75,000 - \$99,999	129	7.0%	933	11.5%
	\$100,000 - \$149,999	86	4.7%	870	10.8%
	\$150,000 - \$199,999	20	1.1%	409	5.1%
	\$200,000 over	8	0.4%	344	4.3%
<b>Total</b>		<b>1,837</b>	<b>100%</b>	<b>8,086</b>	<b>100%</b>
<b>Median Income</b>		<b>\$34,478</b>		<b>\$48,994</b>	

Source: American Community Survey 2007-2011 Estimates, RPRG, Inc.



## 7. COMPETITIVE HOUSING ANALYSIS

### A. Introduction and Sources of Information

This section presents data and analyses pertaining to the supply of rental housing in the Tucker Market Area. We pursued several avenues of research in an attempt to identify multifamily rental projects that are in the planning stages or under construction in the Tucker Market Area. We spoke to planning and zoning officials with the City of Clarkston and DeKalb County. We also reviewed the list of recent LIHTC awards from DCA. The rental survey was conducted in April/May 2013.

### B. Overview of Market Area Housing Stock

Based on the 2007-2011 ACS survey, multi-family structures (i.e., buildings with five or more units) accounted for over two-thirds of rental units in both the Tucker Market Area and DeKalb County (Table 19). Low-density unit types, such as single-family homes and mobile homes comprised just 19.7 percent of the rental stock in the Tucker Market Area and 26.1 percent in DeKalb County. Nearly all (over 90 percent) of owner occupied units in both the Tucker Market Area and DeKalb County consist of single-family detached homes.

The housing stock in the Tucker Market Area and DeKalb County is of an older vintage. Among rental units, the median year built was 1983 in the Tucker Market Area and 1982 in DeKalb County (Table 20). The owner occupied housing stock had a median year built of 1977 in both regions. In the Tucker Market Area, 11.7 percent of rental units were built since 2000 and 52.7 percent were built during the 1990s or 1980s. Approximately 35 percent of rental units in the Tucker Market Area were built prior to 1980.

According to ACS data, the median value among owner-occupied housing units in the Tucker Market Area from 2007 to 2011 was \$187,217, which is \$1,483 or 0.8 percent lower than the DeKalb County median of \$188,700 (Table 21). ACS estimates home values based upon values from homeowners' assessments of the values of their homes. This data is traditionally a less accurate and reliable indicator of home prices in an area than actual sales data, but offers insight of relative housing values among two or more areas.

**Table 19 Dwelling Units by Structure and Tenure**

Owner Occupied	DeKalb County		Tucker Market Area	
	#	%	#	%
1, detached	133,988	86.8%	22,034	82.1%
1, attached	12,362	8.0%	3,083	11.5%
2	230	0.1%	112	0.4%
3-4	1,181	0.8%	484	1.8%
5-9	2,136	1.4%	484	1.8%
10-19	1,294	0.8%	225	0.8%
20+ units	2,344	1.5%	96	0.4%
Mobile home	820	0.5%	309	1.2%
Boat, RV, Van	0	0.0%	0	0.0%
<b>TOTAL</b>	<b>154,355</b>	<b>100%</b>	<b>26,827</b>	<b>100%</b>

Source: American Community Survey 2007-2011

Renter Occupied	DeKalb County		Tucker Market Area	
	#	%	#	%
1, detached	23,518	21.2%	3,449	13.7%
1, attached	4,936	4.5%	1,203	4.8%
2	3,140	2.8%	563	2.2%
3-4	9,337	8.4%	2,453	9.8%
5-9	22,693	20.5%	6,769	26.9%
10-19	23,775	21.5%	6,748	26.8%
20+ units	22,794	20.6%	3,653	14.5%
Mobile home	443	0.4%	290	1.2%
Boat, RV, Van	146	0.1%	21	0.1%
<b>TOTAL</b>	<b>110,782</b>	<b>100%</b>	<b>25,149</b>	<b>100%</b>

Source: American Community Survey 2007-2011



**Table 20 Dwelling Units by Year Built and Tenure**

	DeKalb County		Tucker Market Area	
	#	%	#	%
<b>Owner Occupied</b>				
2005 or later	7,988	5.2%	1,115	4.2%
2000 to 2004	18,127	11.7%	1,560	5.8%
1990 to 1999	21,872	14.2%	2,532	9.4%
1980 to 1989	24,086	15.6%	6,975	26.0%
1970 to 1979	23,588	15.3%	6,648	24.8%
1960 to 1969	25,814	16.7%	6,111	22.8%
1950 to 1959	18,738	12.1%	1,159	4.3%
1940 to 1949	6,506	4.2%	380	1.4%
1939 or earlier	7,636	4.9%	347	1.3%
<b>TOTAL</b>	<b>154,355</b>	<b>100%</b>	<b>26,827</b>	<b>100%</b>
<b>MEDIAN YEAR BUILT</b>	<b>1977</b>		<b>1977</b>	

Source: American Community Survey 2007-2011

	DeKalb County		Tucker Market Area	
	#	%	#	%
<b>Renter Occupied</b>				
2005 or later	9,443	8.5%	1,077	4.3%
2000 to 2004	10,245	9.2%	1,861	7.4%
1990 to 1999	17,008	15.4%	3,610	14.4%
1980 to 1989	23,857	21.5%	9,633	38.3%
1970 to 1979	22,226	20.1%	6,314	25.1%
1960 to 1969	13,936	12.6%	1,670	6.6%
1950 to 1959	8,456	7.6%	630	2.5%
1940 to 1949	2,828	2.6%	192	0.8%
1939 or earlier	2,783	2.5%	162	0.6%
<b>TOTAL</b>	<b>110,782</b>	<b>100%</b>	<b>25,149</b>	<b>100%</b>
<b>MEDIAN YEAR BUILT</b>	<b>1982</b>		<b>1983</b>	

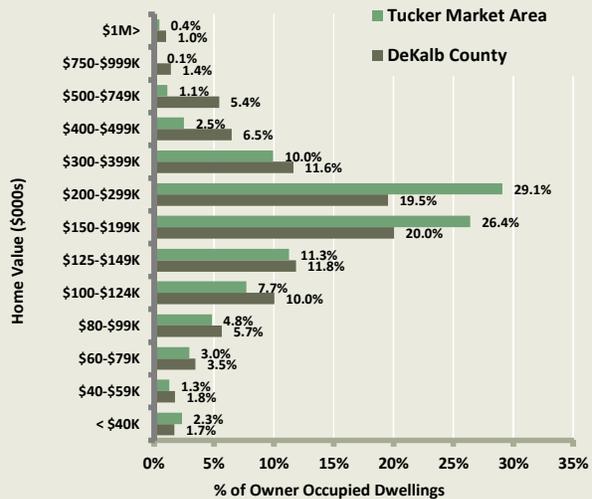
Source: American Community Survey 2007-2011

**Table 21 Value of Owner Occupied Housing Stock**

	DeKalb County		Tucker Market Area	
	#	%	#	%
less than \$40,000	2,625	1.7%	620	2.3%
\$40,000 \$59,000	2,699	1.8%	342	1.3%
\$60,000 \$79,999	5,341	3.5%	787	3.0%
\$80,000 \$99,999	8,714	5.7%	1,286	4.8%
\$100,000 \$124,999	15,462	10.0%	2,056	7.7%
\$125,000 \$149,999	18,236	11.8%	3,004	11.3%
\$150,000 \$199,999	30,859	20.0%	7,041	26.4%
\$200,000 \$299,999	30,080	19.5%	7,759	29.1%
\$300,000 \$399,999	17,911	11.6%	2,654	10.0%
\$400,000 \$499,999	9,952	6.5%	670	2.5%
\$500,000 \$749,999	8,355	5.4%	299	1.1%
\$750,000 \$999,999	2,155	1.4%	38	0.1%
\$1,000,000 over	1,536	1.0%	116	0.4%
<b>Total</b>	<b>153,925</b>	<b>100%</b>	<b>26,672</b>	<b>100%</b>
<b>Median Value</b>	<b>\$188,700</b>		<b>\$187,217</b>	

Source: American Community Survey 2007-2011

**2007-2011 Home Value**





## **C. Survey of Age-Restricted Rental Communities**

### **1. Introduction to the Age-Restricted Rental Housing Survey**

No independent senior rental communities were identified in the Tucker Market Area at the time of this report. In the absence of true senior comparables, RPRG surveyed two senior rental communities just outside the Tucker Market Area to provide some insight into the senior competitive environment within the region. These include the market rate community Spring Chase II and the Low Income Housing Tax Credit (LIHTC) community Chamblee Senior Residences. It should be noted both Spring Chase II and Chamblee Senior Residences also contain deeply subsidized units with Project Based Rental Assistance (PBRA). As tenants of deeply subsidized units are not subject to minimum income limits and the proposed Hearthside Tucker will not offer similar subsidies, these PBRA units are excluded from this analysis. Profile sheets with detailed information on each surveyed community, including photographs, are attached as Appendix 7.

### **2. Location**

The location of each senior community surveyed for this analysis is shown on Map 6. Spring Chase II is the closest senior community to the subject site, located on Memorial Drive approximately five miles to the south. Chamblee Senior Residences is located in downtown Chamblee, roughly six miles northwest of the subject site inside the Metro Atlanta perimeter (Interstate 285). While outside the Tucker Market Area, the location of both surveyed senior communities is comparable to the subject site in terms of surrounding land uses.

### **3. Age-Restricted Rental Housing Characteristics**

Spring Chase II and Chamblee Senior Residences are three to four-story mid-rise properties, built in 2000 and 2007, respectively. Each community shares similar design characteristics including brick/vinyl siding exteriors, covered/secured entranceways, and senior-oriented features and amenities. Spring Chase II is the larger of the two communities with 81 total units versus 64 units at Chamblee Senior Residences; however, both properties contain nearly the same number of unsubsidized or non-PBRA units (37 to 38 units). Spring Chase II is also the second phase of a larger multi-family rental community, which contains general occupancy units.

### **4. Vacancy Rates**

The two senior rental communities combine to offer 145 units. Excluding the 70 PBRA units, 75 are income-restricted through the LIHTC program or are offered at market rates. Among these 75 units, three or 4.0 percent were available at the time of our survey. All three vacancies were reported at Spring Chase II, as Chamblee Senior Residences contains a waiting list of 18 applicants (among both PBRA and LIHTC units).

### **5. Unit Distribution**

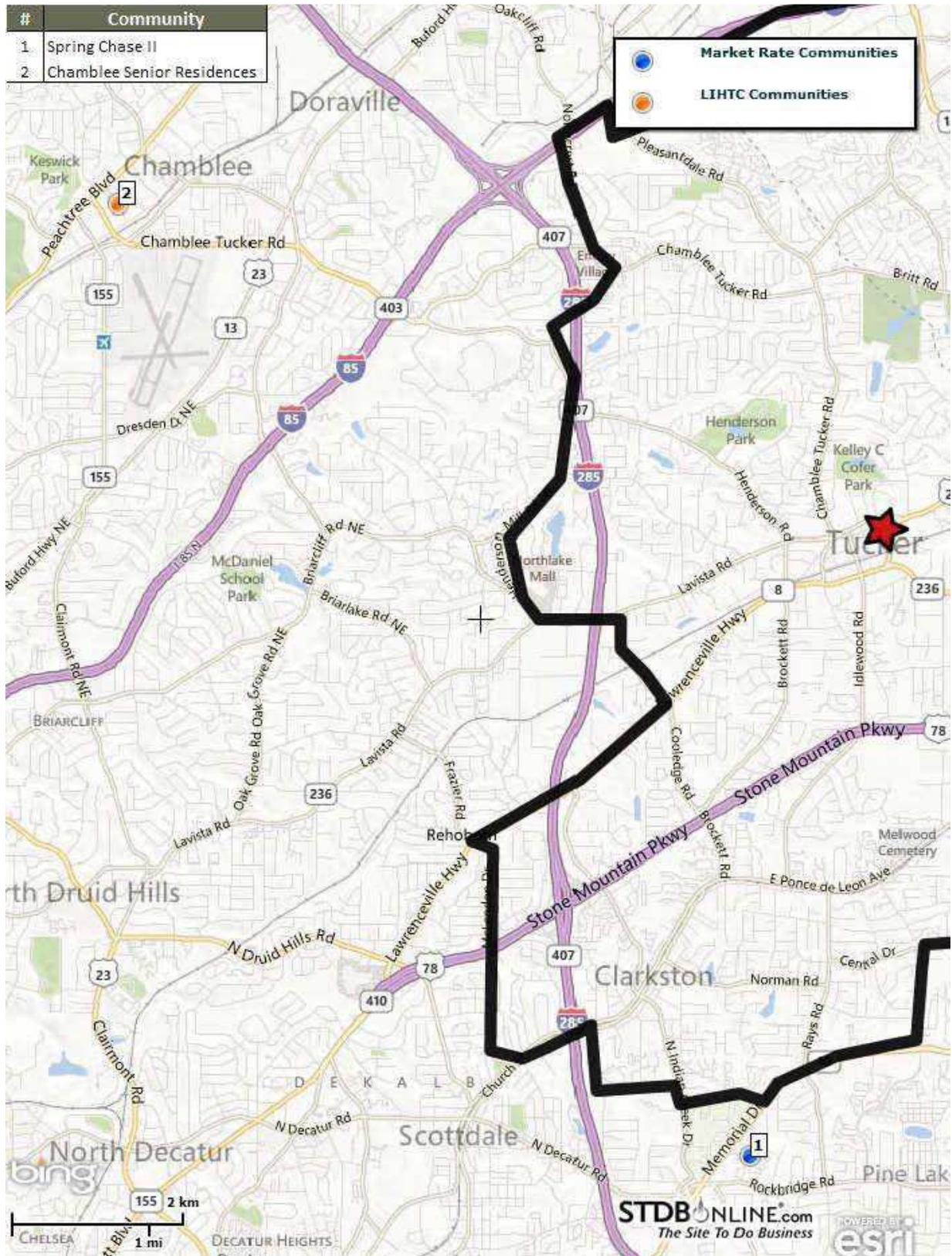
Both senior rental communities offer one and two bedroom units, which are nearly evenly distributed at 49.7 percent and 50.3 percent, respectively.

### **6. Absorption History**

Chamblee Senior Residences is the newest of the senior communities surveyed (built in 2007), but was not constructed within the last five years. As such, property management was unable to provide an absorption history for the community.



Map 6 Surveyed Senior Rental Communities





### 7. Effective Rents

Effective rents, adjusted net of utilities and incentives, are shown in Table 22. For the purposes of this analysis, the net rents represent the hypothetical situation where trash removal utility costs are included in monthly rents at all communities, with tenants responsible for other utility costs (water/sewer, electricity, heat, hot water and cooking fuel).

Net rents, unit sizes, and rents per square foot for unsubsidized senior units are as follows:

- **One bedroom units** had an average effective rent of \$435 in the Tucker Market Area. Based on an average unit size of 652 square feet, this equates to \$0.67 per square foot. LIHTC units reported an average effective rent of \$369 with an average unit size of 699 square feet and an average rent per square foot of \$0.53.
- **Two bedroom units** had an effective rent of \$590 in the Tucker Market Area. Based on a unit size of 899 square feet, this equates to \$0.66 per square foot. Rents ranged from \$585 to \$600. LIHTC units reported an average effective rent of \$502 with an average unit size of 899 square feet and an average rent per square foot of \$0.56.

While all of the units at Hearthside Tucker will be priced well above the LIHTC and market rate units at the two senior communities surveyed, Spring Chase II and Chamblee Senior Residences are both located in different submarkets and do not necessarily support the achievable rents attainable in the Tucker Market Area. This is underscored by the fact that Spring Chase II’s market rate two bedroom units are \$20 below two bedroom 60 percent LIHTC units at Chamblee Senior Residences. Hearthside Tucker’s superior product also has significant bearing on its price position relative to these two communities.

**Table 22 Rental Summary, Senior Communities Outside the Tucker Market Area**

Community	Type	Total Units	Vacant Units	Vacancy Rate	One Bedroom Units			Two Bedroom Units				
					Units	Rent (1)	SF	Rent/SF	Units	Rent (1)	SF	Rent/SF
<b>Subject Property</b>	<b>Mid-Rise</b>	<b>111</b>			<b>46</b>	<b>\$675</b>	<b>752</b>	<b>\$0.90</b>	<b>65</b>	<b>\$877</b>	<b>1,014</b>	<b>\$0.86</b>
	50% units	17			6	\$490	752	\$0.65	11	\$580	1,014	\$0.57
	60% units	50			25	\$615	752	\$0.82	25	\$690	1,014	\$0.68
	Market units	44			15	\$850	752	\$1.13	29	\$1,150	1014	\$1.13
<b>Outside the Tucker Market Area:</b>												
<b>1. Spring Chase II</b>	<b>Mid-Rise</b>	<b>81</b>	<b>3</b>	<b>3.7%</b>	<b>40</b>	<b>\$485</b>	<b>602</b>	<b>\$0.81</b>	<b>41</b>	<b>\$580</b>	<b>907</b>	<b>\$0.64</b>
<b>Year Built: 2000</b>	PBRA units	44	0	0.0%	22	N/A	602	N/A	22	N/A	907	N/A
	Market	37	3	8.1%	18	\$485	602	\$0.81	19	\$580	907	\$0.64
<b>2. Chamblee Senior</b>	<b>Mid-Rise</b>	<b>64</b>	<b>0</b>	<b>0.0%</b>	<b>32</b>	<b>\$387</b>	<b>699</b>	<b>\$0.55</b>	<b>32</b>	<b>\$547</b>	<b>899</b>	<b>\$0.61</b>
<b>Year Built: 2007</b>	PBRA units	26			13	N/A	699	N/A	13	N/A	899	N/A
	30% units	7			4	\$276	699	\$0.39	3	\$320	899	\$0.36
	50% units	17			6	\$405	699	\$0.58	11	\$585	899	\$0.65
	60% units	14			9	\$425	699	\$0.61	5	\$600	899	\$0.67
<b>Overall Total</b>		<b>145</b>			<b>72</b>				<b>73</b>			
Unsubsidized Total/Average		75	3	4.0%	37	\$435	652	\$0.67	38	\$564	903	\$0.62
LIHTC Total/Average		38	0	0.0%	19	\$369	699	\$0.53	19	\$502	899	\$0.56
% Reporting Unit Distribution		100.0%			49.7%				50.3%			

(1) Rent is adjusted, net of utilities and incentives.

Source: Phone Survey, Real Property Research Group, Inc. April, 2013.



### 8. Payment of Utility Costs

The two senior rental communities surveyed include the cost of water/sewer and trash removal in rent. The proposed Hearthside Tucker will only include the cost of trash removal.

### 9. Unit Features

Both surveyed senior rental communities offer the same in-unit features which include grab bars in the bathrooms, emergency response systems, dishwashers, microwaves, and washer/dryer connections. Each senior community also offers central laundry facilities, elevator access, and on-site management offices. Hearthside Tucker will be competitive with surveyed senior rental communities, as features will include dishwashers and washer/dryer connections. Hearthside Tucker will also offer central laundry facilities, elevators, and on-site management.

**Table 23 Utility Arrangement and Unit Features**

Community	Type	Heat Type	Utilities included in Rent					Dish-washer	Micro-wave	In-Unit Laundry	Grab Bar	Emerg. Pull
			Heat	Cooking	Electric	Water	Trash					
Subject Property	LIHTC	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Std.		Hook-Ups		
Chamblee Senior Residences	LIHTC	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Std.	Std.	Hook-Ups	Std.	Std.
Spring Chase II	Market	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Std.	Std.	Hook-Ups	Std.	Std.

Source: Phone Survey, Real Property Research Group, Inc. April, 2013.

### 10. Community Amenities

Spring Chase II and Chamblee Senior Residences offer basic community amenities including a community/multi-purpose room and fitness center at both properties. Chamblee Senior Residences also offers a library and arts and crafts room for residents. Hearthside Tucker's proposed community amenities will include a multi-purpose room, fitness center, indoor/outdoor sitting areas, art studio, and covered patio with seating. These amenities will be competitive with the surveyed senior rental communities just outside Tucker Market Area and are appropriate for the target market.

**Table 24 Community Amenities**

Community	Community Room	Gardening	Walking Paths	Library	Arts & Crafts	Theatre	Health Room	Conv. Store	Barber Shop	Computer Center	Fitness Center
Subject Property	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>					
Chamblee Senior Residences	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>					
Spring Chase II	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Source: Phone Survey, Real Property Research Group, Inc. April, 2013.



## **D. Survey of General Occupancy Rental Communities**

### **1. Introduction to the Rental Housing Survey**

Given the lack of comparable senior-oriented properties, RPRG surveyed seventeen general occupancy rental communities in the Tucker Market Area. These include four LIHTC properties and thirteen market rate communities. Although not considered direct competition for the subject property, these general occupancy rental communities do represent an alternative rental housing option for seniors in the Tucker Market Area. Accordingly, we believe these communities can have some impact on the pricing and positioning of the subject community. Their performance also lends insight into the overall health and competitiveness of the rental environment in the area. Profile sheets with detailed information on each surveyed community, including photographs, are attached as Appendix 7.

### **2. Location**

Nearly all of the surveyed rental communities are located within one to two miles of the subject site, clustered in areas to the north, south, and west. Three of the four LIHTC communities surveyed are situated near the edge of the market area in the City of Clarkston to the south while the remaining LIHTC community is located roughly one mile north of the subject site. The location of each community relative to the subject site is shown on Map 7.

### **3. Size of Communities**

The surveyed rental communities range in size from 180 units (Gwinnett Station) to 603 units (Lakes at Indian Creek) with an average size of 320 units. The four LIHTC communities are larger on average with a size of 375 units per community; however, this average is skewed by the 603 units offered at the Lakes at Indian Creek.

### **4. Age of Communities**

The seventeen rental communities reported an average year built of 1994 with six properties constructed since 2000. One rental community (Alden Ridge) was also rehabilitated in 2012. The four LIHTC communities in the market area were newer overall, with an average year built of 2002.

### **5. Structure Type**

The structure type and building characteristics of the market area's rental stock include a mixture of garden-style apartments, townhomes, and mid-rise buildings. Exterior features are generally dependent on the age and price point of the communities with newer LIHTC and market rate communities being the most attractive.

### **6. Vacancy Rates**

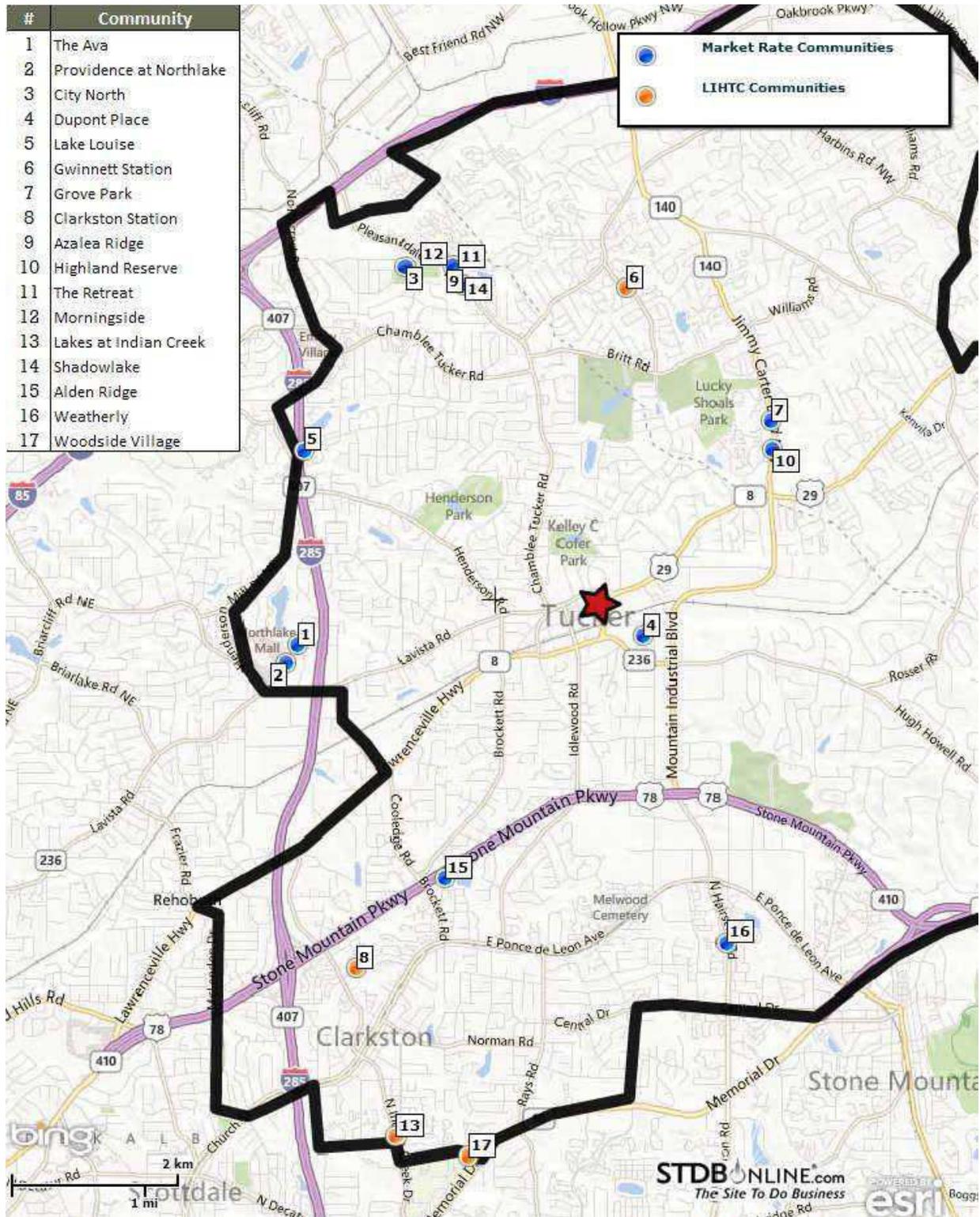
The seventeen rental communities surveyed combine to offer 5,434 units, of which 455 or 8.4 percent were reported vacant. Of the five rental communities reporting double digit vacancy rates, all were older market rate communities priced in the middle to bottom of the rental market. The four LIHTC communities had 78 of 1,499 units available at the time of our survey, a vacancy rate of 5.2 percent. All of the LIHTC communities also reported stable vacancy rates of at least seven percent or less including two below four percent.

### **7. Rent Concessions**

Seven of the seventeen rental communities surveyed were offering rent concessions/incentives, five of which were priced at the bottom of the rental market. Only one of the four LIHTC communities surveyed (Woodside Village) was offering rent concessions/incentives.



Map 7 Surveyed General Occupancy Rental Communities





**Table 25 Rental Summary, General Occupancy Communities**

Map #	Community	Year Built	Year Rehab	Structure Type	Total Units	Vacant Units	Vacancy Rate	Avg. 1BR Rent (1)	Avg. 2BR Rent (1)	Incentive
1	The Ava	2009		Mid Rise	399	24	6.0%	\$971	\$1,155	None
2	Providence at Northlake	1999		Gar	256	17	6.6%	\$976	\$1,136	None
3	City North	2006		Gar	357	18	5.0%	\$814	\$1,074	None
4	Dupont Place	2002		Gar	212	6	2.8%	\$795	\$923	None
5	Lake Louise	1969		Gar	310	10	3.2%		\$769	\$200 off lease
6	Gwinnett Station*	1995		Gar	180	0	0.0%		\$750	None
7	Grove Park	1983		Gar	312	47	15.1%	\$600	\$738	None
8	Clarkston Station*	2005		Gar/TH	356	14	3.9%	\$612	\$732	None
9	Azalea Ridge			Gar	281	62	22.1%	\$643		Reduced rent
10	Highland Reserve	1985		Gar	416	33	7.9%	\$555	\$705	None
11	The Retreat			Gar	226	33	14.6%	\$530	\$692	\$199 move-in
12	Morningside	1988		Gar	306	52	17.0%	\$562	\$688	\$199 move-in
13	Lakes at Indian Creek*	2005		Gar/TH	603	42	7.0%	\$540	\$683	None
14	Shadowlake	1987		Gar	228	30	13.2%	\$525	\$661	1/2 month free
15	Alden Ridge	1974	2012	Gar/TH	368	29	7.9%	\$544	\$659	\$299 move-in
16	Weatherly			Gar	264	16	6.1%	\$503	\$614	None
17	Woodside Village*	2004		Gar	360	22	6.1%	\$512	\$612	\$100 off lease
<b>Total</b>					<b>5,434</b>	<b>455</b>	<b>8.4%</b>			
<b>Average</b>		<b>1994</b>			<b>320</b>			<b>\$645</b>	<b>\$787</b>	
<b>LIHTC Total</b>					<b>1,499</b>	<b>78</b>	<b>5.2%</b>			
<b>LIHTC Average</b>		<b>2002</b>			<b>375</b>			<b>\$555</b>	<b>\$694</b>	

**Tax Credit Communities\***

(1) Rent is contract rent, and not adjusted for utilities or incentives

Source: Field Survey, Real Property Research Group, Inc. April, 2013.

**8. Absorption History**

The most recently constructed rental community in the Tucker Market Area is The Ava, built in 2009; however, property management was unable to provide an absorption history.

**E. Analysis of Age-Restricted Product Offerings**

**1. Payment of Utility Costs**

At eleven of the rental communities surveyed, utility expenses associated with trash removal are the responsibility of the landlord and included in rent, while the balance of utility expenses (water/sewer, cooking, heat, hot water, electricity) are the responsibility of the tenant (Table 26). Of the remaining six communities, five include the cost of water/sewer and trash removal in rent while one property (Azalea Ridge) includes the cost of heat, water/sewer, and trash removal.

**2. Unit Features**

All of the rental communities surveyed include dishwashers as standard unit features while sixteen also include washer/dryer connections. Four rental communities offer microwaves in each unit and eight offer additional in-unit storage closets. In addition to these basic features, patios/balconies and central laundry facilities are also available at most surveyed rental communities.

**3. Parking**

All communities include free surface or structured parking as their standard parking option. Four properties also offer detached garage parking for an additional monthly fee of \$75 to \$100.



**Table 26 Utility Arrangement and Unit Features**

Community	Heat Type	Utilities Included in Rent						Dish-washer	Micro-wave	Parking	In-Unit Laundry	Storage
		Heat	Hot Wat.	Cooking	Electric	Water	Trash					
<b>Subject Property</b>	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Std.		Surface	Hook Ups	
Alden Ridge	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Std.		Surface	Hook Ups	In Unit
Azalea Ridge	Gas	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Std.		Surface		
City North	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Std.	Std.	Surface	Hook Ups	
Clarkston Station	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Std.		Surface	Hook Ups	
Dupont Place	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Std.		Surface	Hook Ups	
Grove Park	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Std.		Surface	Hook Ups	In Unit
Gwinnett Station	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Std.		Surface	Hook Ups	In Unit
Highland Reserve	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Std.		Surface	Hook Ups	In Unit
Lake Louise	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Std.		Surface	Hook Ups	
Lakes at Indian Creek	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Std.		Surface	Hook Ups	
Morningside	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Std.	Std.	Surface	Select	
Providence at Northlake	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Std.	Std.	Surface	Hook Ups	In Unit
Shadowlake	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Std.		Surface	Hook Ups	
The Ava	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Std.	Std.	Deck	Hook Ups	In Unit
The Retreat	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Std.		Surface	Hook Ups	
Weatherly	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Std.		Surface	Hook Ups	In Unit
Woodside Village	Elec	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Std.		Surface	Hook Ups	In Unit

Source: Field Survey, Real Property Research Group, Inc. April, 2013.

#### 4. Community Amenities

The Tucker Market Area’s surveyed rental stock offers a wide range of community amenities that include a swimming pool (17 properties), fitness center (14 properties), community room (12 properties), playground (12 properties), business center (10 properties), and tennis courts (10 properties). Twelve of the surveyed rental communities also contain security gates.

**Table 27 Community Amenities**

Community	Clubhouse	Fitness	Pool	Playground	Tennis	Bus.Center	Gate
<b>Subject</b>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Alden Ridge	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Azalea Ridge	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
City North	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Clarkston Station	<input checked="" type="checkbox"/>						
Dupont Place	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Grove Park	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Gwinnett Station	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Highland Reserve	<input checked="" type="checkbox"/>						
Lake Louise	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Lakes at Indian Creek	<input checked="" type="checkbox"/>						
Morningside	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Providence at Northlake	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Shadowlake	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
The Ava	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
The Retreat	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Weatherly	<input checked="" type="checkbox"/>						
Woodside Village	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Source: Field Survey, Real Property Research Group, Inc. April, 2013.



### 5. Effective Rents

Unit rents presented in Table 28 are net or effective rents, as opposed to street or advertised rents. To arrive at effective rents, we apply adjustments to street rents in order to control for current rental incentives and to equalize the impact of utility expenses across complexes. Specifically, the net rents represent the hypothetical situation where trash removal utility costs are included in monthly rents at all communities, with tenants responsible for other utility costs (water/sewer, electricity, heat, hot water and cooking fuel). As the subject property will only offer one and two bedroom units, rental data for three bedroom units is not shown. Among surveyed rental communities, net rents, unit sizes, and rents per square foot are as follows:

- **One-bedroom** effective rents averaged \$619 per month. The average one bedroom square footage was 762 square feet, resulting in a net rent per square foot of \$0.81. The range for one bedroom effective rents was \$476 to \$971.
- **Two-bedroom** effective rents averaged \$759 per month. The average two bedroom square footage was 1,104 square feet, resulting in a net rent per square foot of \$0.69. The range for two bedroom effective rents was \$571 to \$1,155.

Hearthside Tucker’s 60 percent units will be priced \$18 higher than one bedroom 60 percent units at Clarkston Station and \$22 to \$60 lower than 60 percent two bedroom units at Clarkston Station and Gwinnett Station. The subject property’s 50 percent units will also be priced \$14 higher than the 60 percent units at Woodside Village for one and two bedroom floor plans, which are the lowest priced rental units offered in the market area. Hearthside Tucker’s market rate units will be positioned near the top of the rental market, but comparable to or below the two highest priced market rate rental communities in the market area for one and two bedroom floor plans. Given proposed unit sizes comparable to or slightly below overall averages, Hearthside Tucker’s proposed rents will also be competitive on a price per square foot basis.

**Table 28 Unit Distribution, Size, and Pricing – General Occupancy Communities**

Community	Type	Total Units	One Bedroom Units				Two Bedroom Units			
			Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF
Subject - 50% AMI	Mid Rise	17	6	\$490	752	\$0.65	11	\$580	1,014	\$0.57
Subject - 60% AMI	Mid Rise	50	25	\$615	752	\$0.82	25	\$730	1,014	\$0.68
Subject - Market	Mid Rise	44	15	\$850	752	\$1.10	29	\$1,150	1,014	\$1.13
The Ava	Mid Rise	399		\$971	857	\$1.13		\$1,155	1,171	\$0.99
Providence at Northlake	Gar	256		\$976	845	\$1.16		\$1,136	1,262	\$0.90
City North	Gar	357		\$814	825	\$0.99		\$1,074	1,238	\$0.87
Dupont Place	Gar	212		\$795	808	\$0.98		\$923	1,158	\$0.80
Lake Louise	Gar	310						\$752	1,228	\$0.61
Gwinnett Station* 60% AMI	Gar	180					52	\$750	1,224	\$0.61
Clarkston Station* 60% AMI	Gar/TH	356		\$597	664	\$0.90		\$712	1,009	\$0.71
Highland Reserve	Gar	416		\$555	822	\$0.67		\$705	1,073	\$0.66
Azalea Ridge	Gar	281		\$583	911	\$0.64				
Lakes at Indian Creek* 60% AMI	Gar/TH	603		\$540	657	\$0.82		\$683	965	\$0.71
Grove Park	Gar	312		\$545	661	\$0.83		\$678	1,034	\$0.66
The Retreat	Gar	226		\$502	633	\$0.79		\$651	937	\$0.69
Alden Ridge	Gar/TH	368		\$529	750	\$0.71		\$639	1,283	\$0.50
Shadowlake	Gar	228		\$503	780	\$0.64		\$634	1,150	\$0.55
Morningside	Gar	306		\$516	655	\$0.79		\$627	937	\$0.67
Weatherly	Gar	264		\$503	686	\$0.73		\$614	975	\$0.63
Woodside Village	Gar	360		\$501	818	\$0.61		\$596	1,064	\$0.56
Woodside Village* 60% AMI	Gar	-		\$476	818	\$0.58		\$571	1,064	\$0.54
<b>Total/Average</b>		<b>5,434</b>		<b>\$619</b>	<b>762</b>	<b>\$0.81</b>		<b>\$759</b>	<b>1,104</b>	<b>\$0.69</b>
<b>Unit Distribution</b>		<b>118</b>	<b>0</b>				<b>52</b>			
<b>% of Total</b>		<b>2.2%</b>	<b>0.0%</b>				<b>44.1%</b>			

Tax Credit Communities\*

(1) Rent is adjusted to include only Trash and incentives

Rent Adjusted \$40 for including cable

Source: Field Survey, Real Property Research Group, Inc. April, 2013.



### 6. DCA Average Market Rent

To determine average “market rents” as outlined in DCA’s 2013 Market Study Manual, market rate and 60 percent LIHTC rents were averaged at the most comparable communities to the proposed Hearthside Tucker. These include six general occupancy properties in the Tucker Market Area. It is important to note, “average market rents” are not adjusted to reflect differences in age, unit size, or amenities relative to the subject property. As such, a negative rent differential does **not** necessary indicate the proposed rents are unreasonable or unachievable in the market.

The “average market rent” among comparable communities is \$831 for one bedroom units and \$958 for two bedroom units (Table 29). Compared to average market rents, the proposed 50 and 60 percent rents at the subject property would have rent advantages of at least 23 percent for all unit types. As the proposed market rate rents at Hearthside Tucker are priced near the top of the rental market and the “average market rents” include 60 percent tax credit units, they are not expected to have a rent advantage. Based on the product to be constructed, the proposed market rate rents appear reasonable. The overall weighted average rent advantage for the subject property is 5.4 percent for all units and 28.7 percent for LIHTC units.

**Table 29 Average Market Rent, Most Comparable Communities**

Community	Type	Total Units	One Bedroom Units				Two Bedroom Units			
			Units	Rent(1)	SF	Rent/SF	Units	Rent(1)	SF	Rent/SF
Subject - 50% AMI	Mid Rise	17	6	\$490	752	\$0.65	11	\$580	1,014	\$0.57
Subject - 60% AMI	Mid Rise	50	25	\$615	752	\$0.82	25	\$730	1,014	\$0.68
Subject - Market	Mid Rise	44	15	\$850	752	\$1.10	29	\$1,150	1,014	\$1.13
The Ava	Mid Rise	399		\$971	857	\$1.13		\$1,155	1,171	\$0.99
Providence at Northlake	Gar	256		\$976	845	\$1.16		\$1,136	1,262	\$0.90
City North	Gar	357		\$814	825	\$0.99		\$1,074	1,238	\$0.87
Dupont Place	Gar	212		\$795	808	\$0.98		\$923	1,158	\$0.80
Gwinnett Station* 60% AMI	Gar	180					52	\$750	1,224	\$0.61
Clarkston Station* 60% AMI	Gar/TH	356		\$597	664	\$0.90		\$712	1,009	\$0.71
<b>Total/Average</b>		<b>1,760</b>		<b>\$831</b>	<b>800</b>	<b>\$1.04</b>		<b>\$958</b>	<b>1,177</b>	<b>\$0.81</b>

**Tax Credit Communities\***

**(1) Rent is adjusted to include only Trash and incentives**

**Rent Adjusted \$40 for including cable**

Source: Field Survey, Real Property Research Group, Inc. April, 2013.

**Table 30 Average Market Rent and Rent Advantage Summary**

	1 BR Units	2 BR Units
<b>Average Market Rent</b>	<b>\$831</b>	<b>\$958</b>
Proposed 50% Rent	\$490	\$580
Advantage (\$)	\$341	\$378
Advantage (%)	41.0%	39.5%
Total Units	6	11
Proposed 60% Rent	\$615	\$730
Advantage (\$)	\$216	\$228
Advantage (%)	26.0%	23.8%
Total Units	25	25
Proposed Market Rent	\$850	\$1,150
Advantage (\$)	-\$19	-\$192
Advantage (%)	-2.3%	-20.0%
Total Units	15	29
<b>Overall Rent Advantage</b>		<b>5.4%</b>
<b>Overall LIHTC Advantage</b>		<b>28.7%</b>



**F. Interviews**

Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers, Jeff Gaines – Planner with the City of Clarkston, and Rodney Reese with the DeKalb County Development Authority.

**G. Multi-Family Pipeline**

According to a list of DCA LIHTC allocations, no senior-oriented rental communities have received a tax credit award within the Tucker Market Area. Local planning and zoning officials also indicated no senior-oriented rental units were proposed or under construction with the Tucker Market Area.

**H. Housing Authority Data**

The DeKalb County Housing Authority operates 698 public housing units and manages approximately 5,500 Section 8 Vouchers, all of which maintain lengthy waiting lists that are currently closed.

**I. Existing Low Income Rental Housing**

The table and map on the following pages show the location of the subject site in relation to existing low-income rental housing properties, including those with tax credits. All LIHTC communities in the market area were surveyed and included in this report.

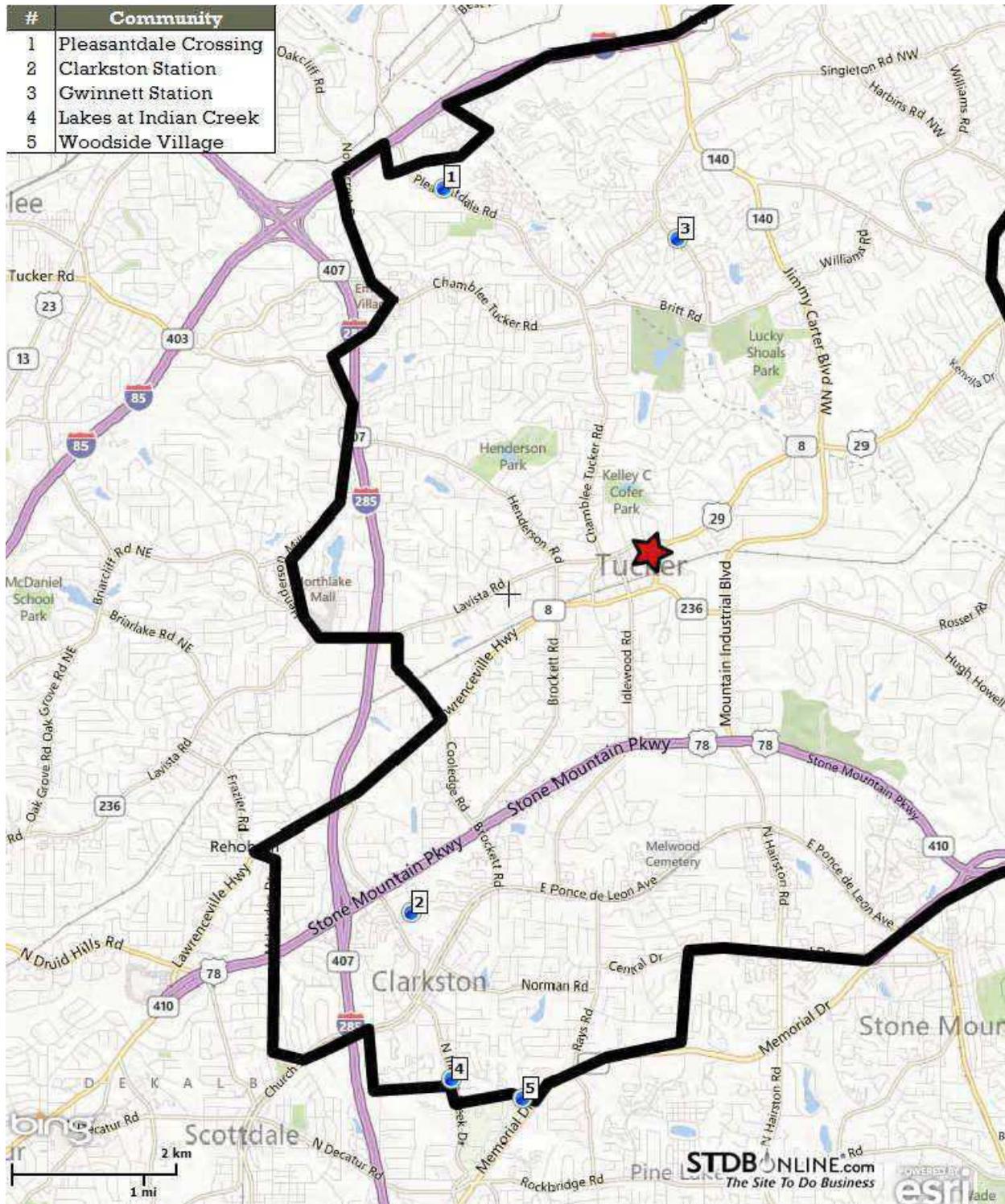
**Table 31 Subsidized Communities, Tucker Market Area**

Property	Subsidy	Type	Address	City	Distance
Pleasantdale Crossing	Section 8	Family	1000 Pleasantdale Xing.	Doraville	3.2 miles
Clarkston Station	Tax Credit	Family	3629 Montreal Creek Cir.	Clarkston	3.2 miles
Gwinnett Station	Tax Credit	Family	1250 Old Norcross Tucker Rd.	Tucker	2.5 miles
Lakes at Indian Creek	Tax Credit	Family	751 N Indian Creek Dr.	Clarkston	4.2 miles
Woodside Village	Tax Credit	Family	3954 Memorial College Ave.	Clarkston	4.2 miles

Source: GA DCA, HUD, USDA



**Map 8 Subsidized Rental Communities**





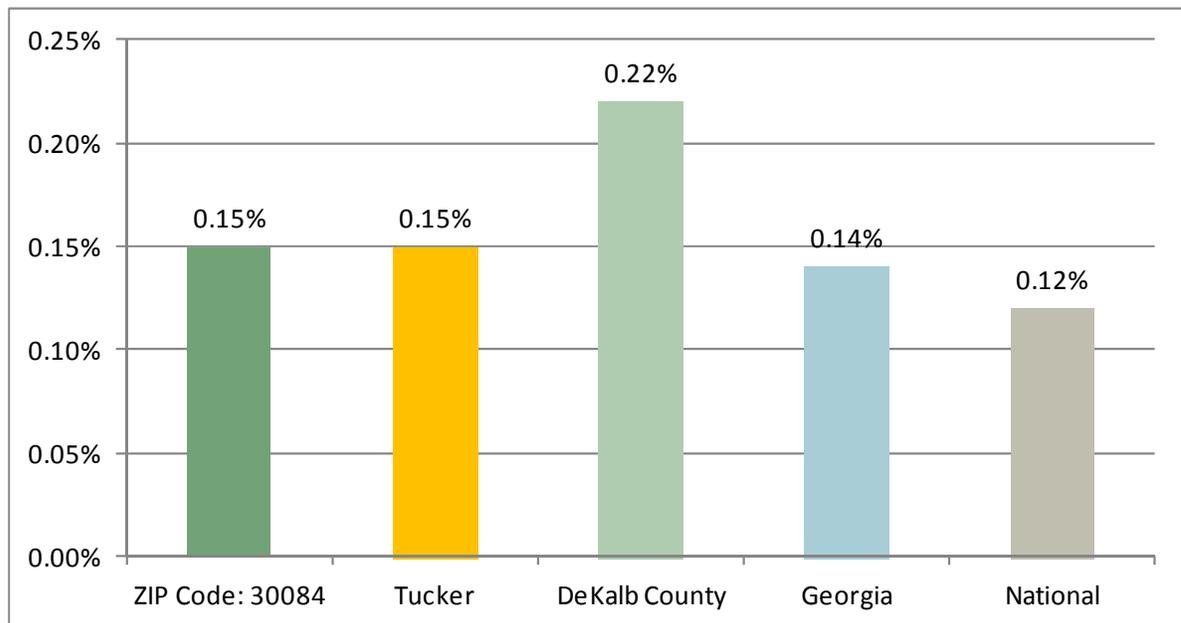
## J. Impact of Abandoned, Vacant, or Foreclosed Homes

Based on field observations, limited abandoned / vacant single and multi-family homes exist in the Tucker Market Area. In addition, to understand the state of foreclosure in the community around the subject site, we tapped data available through RealtyTrac, a web site aimed primarily at assisting interested parties in the process of locating and purchasing properties in foreclosure and at risk of foreclosure. RealtyTrac classifies properties in its database into several different categories, among them three that are relevant to our analysis: 1.) pre-foreclosure property – a property with loans in default and in danger of being repossessed or auctioned, 2.) auction property – a property that lien holders decide to sell at public auctions, once the homeowner’s grace period has expired, in order to dispose of the property as quickly as possible, and 3.) bank-owned property – a unit that has been repossessed by lenders. We included properties within these three foreclosure categories in our analysis. We queried the RealtyTrac database for ZIP code 30084 in which the subject property will be located and the broader areas of Tucker, DeKalb County, Georgia, and the United States for comparison purposes.

Our RealtyTrac search revealed just one unit was in some state of foreclosure within the subject property’s ZIP code (30084) in February of 2013, the most recent month data was available. This results in a foreclosure rate of 0.15 percent, equal to Tucker, lower than DeKalb County, and slightly higher than the State of Georgia and the nation (Table 32). Over the past year, the number of foreclosures in the subject property’s ZIP Code ranged from 22 to 92 with spikes in March and July of 2012 (Table 33).

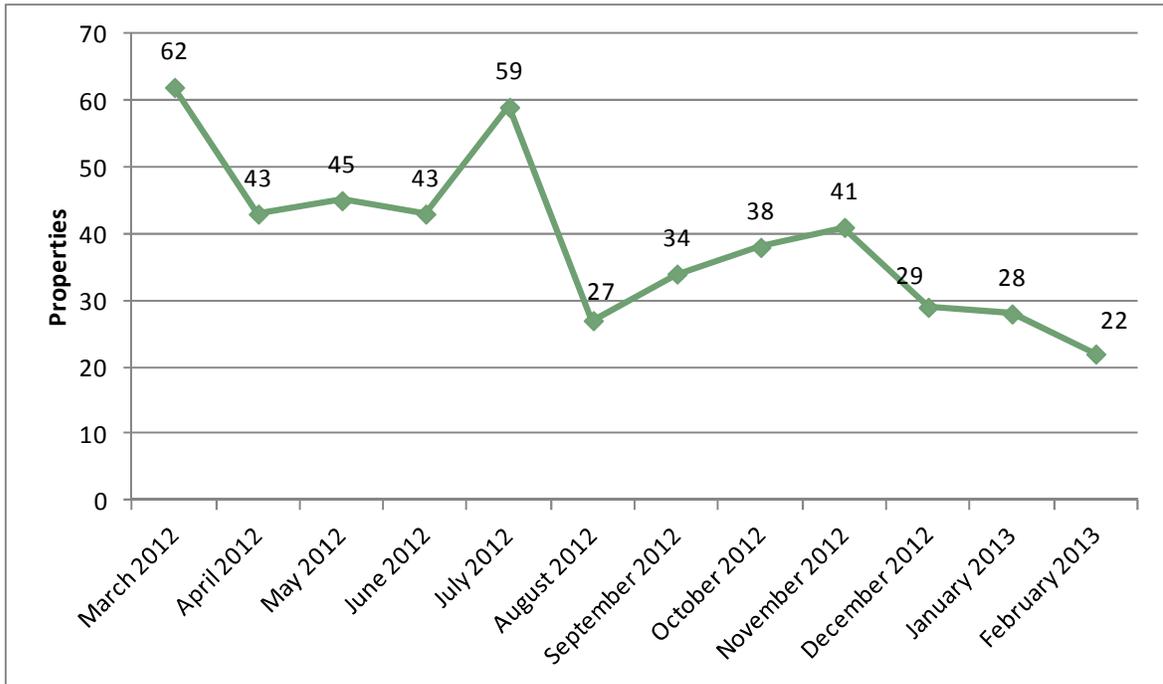
While the conversion of such properties can affect the demand for new multi-family rental housing in some markets, the impact on senior oriented communities is typically limited. In many instances, senior householders “downsize” living accommodations (move from a larger unit to a smaller unit) due to the higher upkeep and long-term cost. As such, the convenience of on-site amenities and the more congregate style living offered at age restricted communities is preferable to lower density unit types, such as single-family detached homes, most common to abandonment and/or foreclosure. Overall, we do not believe foreclosed, abandoned, or vacant single/multi-family homes will impact the subject property’s ability to lease its units.

**Table 32 Foreclosure Rate, ZIP CODE 30084, February 2013**





**Table 33 Recent Foreclosure Activity, ZIP CODE 30084**



## 8. FINDINGS AND CONCLUSIONS

### A. Key Findings

Based on the preceding review of the subject project and demographic and competitive housing trends in the Tucker Market Area, RPRG offers the following key findings:

#### 1. Site and Neighborhood Analysis

The subject site is a suitable location for senior rental housing as it is compatible with surrounding land uses, has sufficient visibility from major thoroughfares, and has ample access to amenities, services, and transportation arteries.

- The site for Hearthside Tucker is situated between Lavista Road to the north and Lynburn Drive to the south, in downtown Tucker, DeKalb County, Georgia. Bordering land uses include single-family detached homes, Tucker-Reid H. Cofer Public Library, local retailers, U.S. Post Office, Happy Faces Staffing Services, DeKalb County Public Library Processing Center, First United Methodist Church of Tucker.
- Community services, neighborhood shopping centers, medical services, and recreational venues are all located in the subject site's immediate vicinity including both convenience and comparison shopping opportunities within one to two miles. A variety of shopping opportunities are also located within a short walking distance (one-half mile).
- Hearthside Tucker will have ample visibility and accessibility from entrances on Church Street and Lynburn Drive, two two-lane streets that connect to 4<sup>th</sup> Avenue and Lawrenceville Highway one-tenth of a mile west and east of the site, respectively. The subject property will also have significant frontage on Lavista Road, a major four-lane thoroughfare traveling northeast to southwest through DeKalb County and Metro Atlanta. From these roadways, residents of Hearthside Tucker will have convenient access to Interstate 285, Interstate 85, and Stone Mountain Highway within five miles.
- The subject site is suitable for the proposed development. No land uses were identified at the time of the site visit that would negatively affect the proposed development's viability in the marketplace.

#### 2. Economic Context

Since 2000, DeKalb County has lost jobs and sustained unemployment rates above both State and national levels. These economic conditions worsened during the most recent national recession (2009), but have shown signs of stabilization over the past two years. Given senior oriented rental communities are generally less affected by downturns in the local economy and the majority of the subject property's units will be income restricted, we do not expect current economic conditions in DeKalb County to negatively impact the proposed development of Hearthside Tucker.

- As the full effects of the recent national recession began to impact the local economy, the DeKalb County unemployment rate surged to 10.6 percent in 2010. Over the past two years, economic conditions have slowly improved with the unemployment rate dropping to 10.1 percent in 2011 and 9.1 percent in 2012. The unemployment rate in DeKalb County has exceeded state and national levels in every year since 2005.
- From an annual total of 313,584 in 2000, DeKalb County lost 38,303 jobs or 12.2 percent of its 2000 employment base, reaching an eleven year employment low of 272,990 in 2010. Over the past two years, the DeKalb County economy has shown some signs of stabilization



with a modest employment gain (2,291 jobs) in 2011 and a relatively stable at-place employment through the first half of 2012 (a loss of just 107 jobs).

- Trade-Transportation-Utilities, Education-Health, and Government are the three largest employment sectors in DeKalb County, each of which accounts for approximately 17 to 20 percent of total employment through the second quarter of 2012. Professional Business and Leisure-Hospitality also contain sizable employment shares at 14.7 percent and 8.9 percent, respectively.
- Between 2007 and the second quarter of 2012, the county experienced employment declines in eight of eleven industry sectors. Consistent with the trend for the decade as a whole, the Trade-Transportation-Utilities and Professional Business sectors accounted for a significant proportion of jobs lost during this period with annual declines of 13.2 percent and 15.1 percent. The only three sectors to experience annual growth during this period were Education-Health (8.0 percent), Government (1.2 percent), and Leisure Hospitality (5.3 percent).

### 3. Population and Household Trends

The Tucker Market Area experienced modest population growth over the past decade with little to no change in the household base. Over the next three years, the Tucker Market Area is expected to add both population and households at a steady pace. Senior household growth is also expected to outpace total household growth on a percentage basis through 2015.

- Between 2000 and 2010 Census counts, the population of the Tucker Market Area increased by 3.1 percent, growing from 141,572 to 145,993 people (0.3 percent annually). During the same period, the number of households in the Tucker Market Area remained nearly constant at 52,266, a gain of just 40 households. From 2013 to 2015, Esri further projects that the market area's population will increase at an annual rate of 0.9 percent or 1,354 persons per year while the household base grows by 473 new households per annum.
- Between 2013 and 2015, households with householders age 55+ are projected to increase at an annual rate of 2.4 percent or 378 households. This would bring the total number of households with householders age 55+ in the Tucker Market Area to 16,391. Households with a householder age 62+ will increase at an annual rate of 2.9 percent, or 288 households per year, reaching a total of 10,498 in 2015.

### 4. Demographic Analysis

- Seniors (persons age 62 and older) constitute 11.3 percent of the population in the Tucker Market Area compared to 13.0 percent in DeKalb County. Adults age 35-61 comprise the largest percentage of the population in both regions at 33.6 percent in the Tucker Market Area and 36.0 percent in DeKalb County. Of the remaining age cohorts, the Tucker Market Area contains a higher percentage of both Children/Youth under the age of 20 (28.9 percent versus 26.0 percent) and Young Adults age 20-34 years (26.2 percent versus 25.0 percent) relative to DeKalb County.
- Children are present in 38.3 percent of households in the Tucker Market Area compared to 32.6 percent of households in DeKalb County. Thirty five percent of households in the Tucker Market Area and 36.0 percent of households in DeKalb County contain two adults but no children. Single persons account for 26.8 percent and 31.4 percent of households in the Tucker Market Area and DeKalb County, respectively.
- As of the 2010 Census, 49.9 percent of all households in the Tucker Market Area were renters, compared to 43.1 percent in DeKalb County. Based on Esri estimates, the Tucker



Market Area's renter percentage is projected to increase to 50.4 percent in 2013 and remain constant through 2015.

- The 2013 renter percentages for households with householders 62+ as estimated by Esri are 18.5 percent in the Tucker Market Area and 25.1 percent in DeKalb County.
- Young working age households form the core of the market area's renters, as nearly two-thirds (60.5 percent) of all renter householders are ages 25-44. The Tucker Market Area also has a notable proportion (24.0 percent) of older adult renters age 45-64 years. Just over four percent of market area renter householders are age 65 or older.
- As of 2010, 50.4 percent of all renter households in the Tucker Market Area contained one or two persons compared to 61.9 percent in DeKalb County.
- According to income distributions provided by Esri, the 2013 median income of households in the Tucker Market Area is \$49,229, 5.2 percent lower than the DeKalb County median household income of \$51,953.
- RPRG estimates the 2013 median income for senior renter householders (age 62 and older) in the Tucker Market Area is \$34,478. Roughly 19 percent of all senior renter householders (62+) in the Tucker Market Area have an income less than \$15,000 per year. Nearly one-third (31.9 percent) of senior renter households (62+) earn from \$15,000 to \$34,999 annually.

## 5. Competitive Housing Analysis

No independent senior rental communities were identified in the Tucker Market Area. In the absence of true senior comparables, RPRG surveyed two senior rental communities just outside the Tucker Market Area and 17 general occupancy rental communities within the Tucker Market Area. Overall, the general occupancy rental market in the Tucker Market Area is stable and both senior-oriented rental communities just outside the market have limited vacancies.

- The two senior rental communities outside the market area combine to offer 145 units. Excluding the 70 PBRA units, 75 are income-restricted through the LIHTC program or are offered at market rates. Among these 75 units, three or 4.0 percent were available at the time of our survey. All three vacancies were market rate units at Spring Chase II, as Chamblee Senior Residences carries a waiting list of 18 applicants (among both PBRA and LIHTC units).
- The seventeen general occupancy communities surveyed combine to offer 5,434 units, of which 455 or 8.4 percent were reported vacant. Of the five rental communities reporting double digit vacancy rates, all were older market rate communities priced in the middle to bottom of the rental market. The four LIHTC communities had 78 of 1,499 units available at the time of our survey, a vacancy rate of 5.2 percent.
- Net rents, unit sizes, and rents per square foot for unsubsidized senior units are as follows:
  - **One bedroom units** had an average effective rent of \$435 in the Tucker Market Area. Based on an average unit size of 652 square feet, this equates to \$0.67 per square foot. LIHTC units reported an average effective rent of \$369 with an average unit size of 699 square feet and an average rent per square foot of \$0.53.
  - **Two bedroom units** had an effective rent of \$590 in the Tucker Market Area. Based on a unit size of 899 square feet, this equates to \$0.66 per square foot. Rents ranged from \$585 to \$600. LIHTC units reported an average effective rent of \$502



with an average unit size of 899 square feet and an average rent per square foot of \$0.56.

- While all of the units at Hearthside Tucker will be priced well above the LIHTC and market rate units at the two senior communities surveyed, Spring Chase II and Chamblee Senior Residences are both located in separate submarkets and do not necessarily reflect the extent of achievable rents in the Tucker Market Area. This is underscored by the fact that Spring Chase II's market rate two bedroom units are \$20 below two bedroom 60 percent LIHTC units at Chamblee Senior Residences. Hearthside Tucker's superior product also has significant bearing on its price position relative to these two communities.
- Among general occupancy LIHTC communities, Hearthside Tucker's 60 percent units will be priced \$18 higher than one bedroom 60 percent units at Clarkston Station and \$22 to \$60 lower than 60 percent two bedroom units at Clarkston Station and Gwinnett Station. The subject property's 50 percent units will also be priced \$14 higher than the 60 percent units at Woodside Village for one and two bedroom floor plans, which are the lowest priced rental units offered in the market area.
- Hearthside Tucker's market rate units will be positioned near the top of the rental market, but comparable to or below the two highest priced market rate rental communities in the market area for one and two bedroom floor plans. Given proposed unit sizes comparable to or slightly below overall averages, Hearthside Tucker's proposed rents will also be competitive on a price per square foot basis.
- The "average market rent" among comparable communities is \$831 for one bedroom units and \$958 for two bedroom units. Compared to average market rents, the proposed 50 and 60 percent rents at the subject property would have rent advantages of at least 23 percent for all unit types. As the proposed market rate rents at Hearthside Tucker are priced near the top of the rental market and the "average market rents" include 60 percent tax credit units, they are not expected to have a rent advantage. Based on the product to be constructed, the proposed market rate rents appear reasonable. The overall weighted average rent advantage for the subject property is 5.4 percent for all units and 28.7 percent for LIHTC units.
- No senior-oriented rental communities were identified in the planning or construction stages within the Tucker Market Area.



## B. Affordability Analysis

### 1. Methodology

The Affordability Analysis tests the percentage of age and income-qualified households in the market area that the subject community must capture in order to achieve full occupancy.

The first component of the Affordability Analyses involves looking at the total household income distribution and renter household income distribution among primary market area households 62 and older for the target year of 2015. RPRG calculated the income distribution for both total households and renter households (62+) based on the relationship between owner and renter household incomes by income cohort from the 2007-2011 American Community Survey along with estimates and projected income growth by Esri (Table 34).

A particular housing unit is typically said to be affordable to households that would be expending a certain percentage of their annual income or less on the expenses related to living in that unit. In the case of rental units, these expenses are generally of two types – monthly contract rents paid to landlords and payment of utility bills for which the tenant is responsible. The sum of the contract rent and utility bills is referred to as a household’s ‘gross rent burden’. For the Affordability Analysis of this age restricted community, RPRG employs a 40 percent gross rent burden.

The proposed LIHTC units at Hearthside Tucker will target senior renter households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size. For market rate units, RPRG utilized artificial maximum income limits based on 100 percent of the AMI. Maximum income limits are derived from 2013 HUD income limits for the Atlanta-Sandy Springs-Marietta MSA and are based on an average of 1.5 persons for one bedroom units and 2.0 persons for two bedroom units. Rent and income limits are detailed in Table 35 on the following page.

**Table 34 2015 Total and Renter Income Distribution, Households 62+**

		Total Households		Renter Households	
		#	%	#	%
less than	\$15,000	1,445	13.8%	369	18.9%
	\$15,000 \$24,999	1,316	12.5%	336	17.2%
	\$25,000 \$34,999	1,051	10.0%	239	12.2%
	\$35,000 \$49,999	1,489	14.2%	340	17.4%
	\$50,000 \$74,999	1,875	17.9%	366	18.8%
	\$75,000 \$99,999	1,321	12.6%	166	8.5%
	\$100,000 \$149,999	1,100	10.5%	102	5.2%
	\$150,000 Over	900	8.6%	33	1.7%
<b>Total</b>		<b>10,498</b>	<b>100%</b>	<b>1,951</b>	<b>100%</b>
<b>Median Income</b>		<b>\$49,469</b>		<b>\$36,389</b>	

Source: American Community Survey 2007-2011 Projections, RPRG, Inc.

**Table 35 LIHTC Income and Rent Limits, Atlanta-Sandy Springs-Marietta MSA**

Unit Type	AMI	Units	Bed	Net Rent	Utility Allowance	Gross Rent	Max. Gross Rent	Max. Income	Min. Income
LIHTC	50%	6	1	\$490	\$129	\$619	\$622	\$24,900	\$18,570
LIHTC	60%	25	1	\$615	\$129	\$744	\$747	\$29,880	\$22,320
Market	100%	15	1	\$850	\$129	\$979	\$1,245	\$49,800	\$29,370
LIHTC	50%	11	2	\$580	\$165	\$745	\$746	\$26,550	\$22,350
LIHTC	60%	25	2	\$730	\$165	\$895	\$895	\$31,860	\$26,850
Market	100%	29	2	\$1,150	\$165	\$1,315	\$1,492	\$53,100	\$39,450
<b>Total</b>		<b>111</b>							



## 2. Affordability Analysis

The steps in the affordability analysis (Table 36) are as follows:

- Looking at the one bedroom 50 percent units, the overall shelter cost at the proposed rent would be \$619 (\$490 net rent plus \$129 allowance to cover all utilities except trash removal).
- By applying a 40 percent rent burden to this gross rent, we determined that the minimum income limit to afford a one bedroom 50 percent unit is \$18,570. The projected number of market area senior households (62+) earning at least this amount in 2015 is 8,583.
- The maximum income limit for a one bedroom unit at 50 percent AMI is \$24,900 based on an average household size of 1.5 persons. According to the interpolated income distribution for 2015, the Tucker Market Area will have 7,750 senior households (62+) with incomes above this maximum income.
- Subtracting the 7,750 senior households (62+) with incomes above the maximum income limit from the 8,583 senior households (62+) that could afford to rent this unit, RPRG computes that an estimated 833 senior households (62+) in the Tucker Market Area will be within the target income segment for the one bedroom units at 50 percent AMI.
- The capture rate for the six one bedroom units at 50 percent AMI is 0.7 percent for all senior households (62+).
- We then determined that 213 senior renter households (62+) with incomes between the minimum income required and maximum income allowed will reside in the market in 2015. The community will need to capture 2.8 percent of these senior renter households (62+) to lease up the six units in this floor plan.
- Capture rates are also calculated for other floor plans and for the project overall. The remaining renter capture rates by floor plan range from 3.2 percent for one bedroom market rate units to 20.9 percent for two bedroom 60 percent units.
- By AMI Level, renter capture rates are 6.7 percent for 50 percent units, 19.7 percent for 60 percent units, 17.6 percent for all LIHTC units, and 8.5 percent for market rate units.
- Overall, 840 senior renter households (62+) are income-qualified for one or more floor plans at Hearthside Tucker, resulting in an overall senior renter capture rate of 13.2 percent.

## 3. Conclusions on Affordability

While the capture rate for 60 percent units is somewhat high (for two bedroom units and overall), all affordability capture rates are within acceptable and achievable levels for a senior-oriented rental community. Furthermore, senior LIHTC communities typically attract a significant number of tenants from other sources of demand including households living outside the market area and those converting from owners to renters. As the affordability analysis looks strictly at age and income-qualified renter households within the market area, it is the most conservative measure of demand for the subject property.



**Table 36 2015 Affordability Analysis, Hearthside Tucker**

50% Units	One Bedroom		Two Bedroom	
	Min.	Max.	Min.	Max.
Number of Units	6		11	
Net Rent	\$490		\$580	
Gross Rent	\$619		\$745	
% Income for Shelter	40%		40%	
Income Range (Min, Max)	\$18,570	\$24,900	\$22,350	\$26,550
<b>Total Households</b>				
Range of Qualified Hhlds	8,583	7,750	8,086	7,574
# Qualified Households	833		512	
<b>Total HH Capture Rate</b>	<b>0.7%</b>		<b>2.1%</b>	
<b>Renter Households</b>				
Range of Qualified Hhlds	1,462	1,249	1,335	1,209
# Qualified Hhlds	213		126	
<b>Renter HH Capture Rate</b>	<b>2.8%</b>		<b>8.7%</b>	

60% Units	One Bedroom		Two Bedroom	
Number of Units	25		25	
Net Rent	\$615		\$730	
Gross Rent	\$744		\$895	
% Income for Shelter	40%		40%	
Income Range (Min, Max)	\$22,320	\$29,880	\$26,850	\$31,860
<b>Total Households</b>				
Range of Qualified Hhlds	8,090	7,224	7,542	7,016
# Qualified Households	866		527	
<b>Unit Total HH Capture Rate</b>	<b>2.9%</b>		<b>4.7%</b>	
<b>Renter Households</b>				
Range of Qualified Hhlds	1,336	1,129	1,201	1,082
# Qualified Hhlds	207		120	
<b>Renter HH Capture Rate</b>	<b>12.1%</b>		<b>20.9%</b>	

100% Units	One Bedroom		Two Bedroom	
Number of Units	15		29	
Net Rent	\$850		\$1,150	
Gross Rent	\$979		\$1,315	
% Income for Shelter	40%		40%	
Income Range (Min, Max)	\$29,370	\$49,800	\$39,450	\$53,100
<b>Total Households</b>				
Range of Qualified Hhlds	7,277	5,216	6,244	4,964
# Qualified Households	2,061		1,280	
<b>Total HH Capture Rate</b>	<b>0.7%</b>		<b>2.3%</b>	
<b>Renter Households</b>				
Range of Qualified Hhlds	1,141	672	906	622
# Qualified Renter	469		284	
<b>Renter HH Capture Rate</b>	<b>3.2%</b>		<b>10.2%</b>	

Income Target	Units	All Households = 10,498					Renter Households = 1,951			
			Band of Qualified Hhlds		# Qualified HHs	Capture Rate	Band of Qualified Hhlds		# Qualified HHs	Capture Rate
50% Units	17	Income Households	\$18,570	\$26,550	1,009	1.7%	\$18,570	\$26,550	253	6.7%
60% Units	50	Income Households	\$22,320	\$31,860	1,074	4.7%	\$22,320	\$31,860	254	19.7%
LIHTC Units	67	Income Households	\$18,570	\$31,860	1,567	4.3%	\$18,570	\$31,860	380	17.6%
100% Units	44	Income Households	\$29,370	\$53,100	2,313	1.9%	\$29,370	\$53,100	519	8.5%
Total Units	111	Income Households	\$18,570	\$53,100	3,619	3.1%	\$18,570	\$53,100	840	13.2%

Source: 2010 U.S. Census, Esri, Estimates, RPRG, Inc.

## C. Demand Estimates and Capture Rates

### 1. Methodology

DCA's demand methodology for senior-oriented developments consists of four components:

- The first component of demand is household growth. This number is the number of age and income qualified renter households projected to move into the Tucker Market Area between the base year of 2011 and the year of market-entry of 2015.
- The next component of demand is income qualified renter households living in substandard households. "Substandard" is defined as having more than 1.01 persons per room and/or lacking complete plumbing facilities. According to 2007-2011 American Community Survey (ACS) data, the percentage of renter households in the market area that are "substandard" is 10.9 percent (Table 37). This substandard percentage is applied to current household numbers.
- The third component of demand is cost burdened renters, which is defined as those renter households paying more than 40 percent of household income for housing costs. According to ACS data, 45.1 percent of the Tucker Market Area's senior renter households (65+) are categorized as cost burdened (Table 37). This cost burdened percentage is applied to the current senior household base (62+).
- The final component of demand is from homeowners converting to rental housing. There is a lack of detailed local or regional information regarding the movership of elderly homeowners to rental housing. According to the American Housing Survey conducted for the U.S. Census Bureau in 2011, 3.0 percent of elderly households move each year in the Atlanta MSA. Of those moving within the past twelve months, 31.8 percent moved from owned to rental housing (Table 38). This equates to 1.0 percent of all senior households converting from owners to renters. Given the lack of local information, this source is considered to be the most current and accurate. This component of demand is limited to two percent of total demand per DCA's requirements.

The first three components of DCA demand are augmented by 15 percent to account for secondary market demand. While no longer specifically part of DCA's demand methodology, this component of demand is relevant for senior-oriented communities that often attract a significant proportion of tenants from well beyond primary market area boundaries.

The data assumptions used in the calculation of these demand estimates are detailed at the bottom of Table 39. Income qualification percentages are derived by using the Affordability Analysis detailed in Table 36.

### 2. Demand Analysis

According to DCA's demand methodology, all comparable units built or approved since the base year (2011) are to be subtracted from the demand estimates to arrive at net demand. No such communities were identified in the Tucker Market Area that meet this criterion.

Hearthside Tucker's demand capture rates are 9.3 percent for 50 percent units, 27.2 percent for 60 percent units, 24.4 percent for all LIHTC units, 11.7 percent for market rate units, and 18.3 percent for the project overall. By floor plan, capture rates range from 6.5 percent to 28.9 percent. All of these capture rates are below the DCA required threshold of 30 percent.



**Table 37 Substandard and Cost Burdened Calculations**

Rent Cost Burden		
Total Households	#	%
Less than 10.0 percent	456	1.8%
10.0 to 14.9 percent	1,704	6.8%
15.0 to 19.9 percent	2,220	8.8%
20.0 to 24.9 percent	3,290	13.1%
25.0 to 29.9 percent	2,966	11.8%
30.0 to 34.9 percent	2,806	11.2%
35.0 to 39.9 percent	1,738	6.9%
40.0 to 49.9 percent	2,584	10.3%
50.0 percent or more	6,128	24.4%
Not computed	1,257	5.0%
<b>Total</b>	<b>25,149</b>	<b>100%</b>
<b>&gt; 35% income on rent</b>	<b>10,450</b>	<b>43.7%</b>

Households 65+		
Total Households	#	%
Less than 20.0 percent	122	19.3%
20.0 to 24.9 percent	79	12.5%
25.0 to 29.9 percent	38	6.0%
30.0 to 34.9 percent	37	5.9%
35.0 percent or more	326	51.7%
Not computed	29	4.6%
<b>Total</b>	<b>631</b>	<b>100%</b>
<b>&gt; 35% income on rent</b>	<b>326</b>	<b>54.2%</b>
<b>&gt; 40% income on rent</b>		<b>45.1%</b>

Substandardness	
Total Households	
<b>Owner occupied:</b>	
Complete plumbing facilities:	26,764
1.00 or less occupants per room	26,408
1.01 or more occupants per room	356
Lacking complete plumbing facilities:	63
Overcrowded or lacking plumbing	419
<b>Renter occupied:</b>	
Complete plumbing facilities:	24,960
1.00 or less occupants per room	22,398
1.01 or more occupants per room	2,562
Lacking complete plumbing facilities:	189
Overcrowded or lacking plumbing	2,751
<b>Substandard Housing</b>	<b>3,170</b>
<b>% Total Stock Substandard</b>	<b>6.1%</b>
<b>% Rental Stock Substandard</b>	<b>10.9%</b>

Source: American Community Survey 2007-2011

**Table 38 Homeownership to Rental Housing Conversion**

Homeownership to Rental Housing Conversion		
Tenure of Previous Residence - Renter Occupied Units	Atlanta MSA	
	#	%
<b>Senior Households 65+</b>		
Total Households	293,600	
<b>Total Households Moving within the Past Year</b>	<b>8,800</b>	<b>3.0%</b>
Total Moved from Home, Apt., Mfg./Mobile Home	8,500	96.6%
<b>Moved from Owner Occupied Housing</b>	<b>2,700</b>	<b>31.8%</b>
Moved from Renter Occupied Housing	5,800	68.2%
Total Moved from Other Housing or Not Reported	300	3.4%
<b>% of Senior Households Moving Within the Past Year</b>		<b>3.0%</b>
<b>% of Senior Movers Converting from Homeowners to Renters</b>		<b>31.8%</b>
<b>% of Senior Households Converting from Homeowners to Renters</b>		<b>1.0%</b>

Source: American Housing Survey, 2011



**Table 39 Overall Demand Estimates, Hearthside Tucker**

Income Target	50% Units	60% Units	LIHTC Units	Market Units	Total Units
Minimum Income Limit	\$18,570	\$22,320	\$18,570	\$29,370	\$18,570
Maximum Income Limit	\$26,550	\$31,860	\$31,860	\$53,100	\$53,100
<b>(A) Renter Income Qualification Percentage</b>	<b>13.0%</b>	<b>13.0%</b>	<b>19.5%</b>	<b>26.6%</b>	<b>43.0%</b>
Demand from New Renter Households <i>Calculation (C-B) *F*A</i>	30	30	45	62	100
<b>PLUS</b>					
Demand from Existing Renter HHs (Substandard) <i>Calculation B*D*F*A</i>	24	24	36	50	81
<b>PLUS</b>					
Demand from Existing Renter HHs (Overburdened) <i>Calculation B*E*F*A</i>	100	101	150	206	333
<b>PLUS</b>					
Secondary Market Demand Adjustment*	25	25	38	51	83
<b>SUBTOTAL</b>	<b>180</b>	<b>180</b>	<b>270</b>	<b>368</b>	<b>596</b>
<b>PLUS</b>					
Demand Elderly Homeowner Conversion**	4	4	5	7	12
<b>TOTAL DEMAND</b>	<b>183</b>	<b>184</b>	<b>275</b>	<b>376</b>	<b>608</b>
<b>LESS</b>					
Comparable Units Built or Planned Since 2011	0	0	0	0	0
<b>Net Demand</b>	<b>183</b>	<b>184</b>	<b>275</b>	<b>376</b>	<b>608</b>
Proposed Units	17	50	67	44	111
<b>Capture Rate</b>	<b>9.3%</b>	<b>27.2%</b>	<b>24.4%</b>	<b>11.7%</b>	<b>18.3%</b>

\* Limited to 15% of Total Demand \*\*Limited to 2% of Total Demand

Demand Calculation Inputs	
A). % of Renter HHlds with Qualifying Income	see above
B). 2011 Senior Households	9,249
C). 2015 Senior Households	10,498
D). Substandard Housing (% of Rental Stock)	10.9%
E). Rent Overburdened (% Senior Households)	45.1%
F). Renter Percentage (Senior Households)	18.5%
G). Elderly Homeowner Turnover	1.0%

**Table 40 Demand by Floor Plan, Hearthside Tucker**

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate
<b>50% Units</b>	<b>\$18,570 - \$26,550</b>						
One Bedroom Units	\$18,570 - \$22,349	6	6.5%	92	0	92	6.5%
Two Bedroom Units	\$22,350 - \$26,550	11	6.5%	91	0	91	12.1%
<b>60% Units</b>	<b>\$22,320 - \$31,860</b>						
One Bedroom Units	\$22,320 - \$26,849	25	6.9%	97	0	97	25.7%
Two Bedroom Units	\$26,850 - \$31,860	25	6.1%	87	0	87	28.9%
<b>Market Rate Units</b>	<b>\$27,570 - \$53,100</b>						
One Bedroom Units	\$29,370 - \$37,949	15	10.3%	146	0	146	10.3%
Two Bedroom Units	\$37,950 - \$53,100	29	16.3%	230	0	230	12.6%



## **D. Absorption Estimate**

As no senior or general occupancy rental communities have been constructed in the Tucker Market Area within the last four years, the projected absorption rate for the subject property is based on projected household growth, the number of age and income-qualified renter households projected in the market area, demand estimates, rental market conditions, and the marketability of the proposed site and product.

- The population and household base of the Tucker Market Area are projected to grow at a steady pace, adding 1,354 people (0.9 percent) and 473 households (0.9 percent) per year through 2015.
- Senior household growth is also expected to outpace total household growth on a percentage basis over the next three years. From 2013 to 2015, senior households with householders age 62 and older are projected to increase at an annual rate of 2.9 percent or 288 households per year.
- Over 800 renter households age 62+ will be income qualified for one or more units proposed at Hearthside Tucker by its placed-in-service year of 2015.
- All DCA demand capture rates, both by income level and floor plan, are within acceptable thresholds of 30 percent. A total net demand of 608 will exist for Hearthside Tucker's 111 units in 2015, resulting in a capture rate of 18.3 percent.
- While no comparable senior rental communities exist in the Tucker Market Area, senior communities just outside the Tucker Market Area reported a combined vacancy rate of just 4.0 percent. Affordable general occupancy rental communities in the Tucker Market Area are also performing well with a combined LIHTC vacancy rate of 5.2 percent.
- All of the proposed rents at Hearthside Tucker will be competitively positioned in the rental market and are both reasonable and appropriate.
- Upon completion, Hearthside Tucker will offer an attractive product that will be among the nicest rental communities in the Tucker Market Area.

Based on the product to be constructed and the factors discussed above, we expect Hearthside Tucker to lease-up at a rate of 11 units per month. At this rate, the subject property would reach a stabilized occupancy rate of at least 93 percent within a nine to ten month time period.

## **E. Target Markets**

Hearthside Tucker will target low to moderate income senior renter households age 62 and older. The subject property will offer both one and two bedroom floor plans, which will appeal to a variety of senior households. Potential renter households (62+) include single-persons, couples, and roommates.



## F. Product Evaluation

Considered in the context of the competitive environment, the relative position of Hearthside Tucker is as follows:

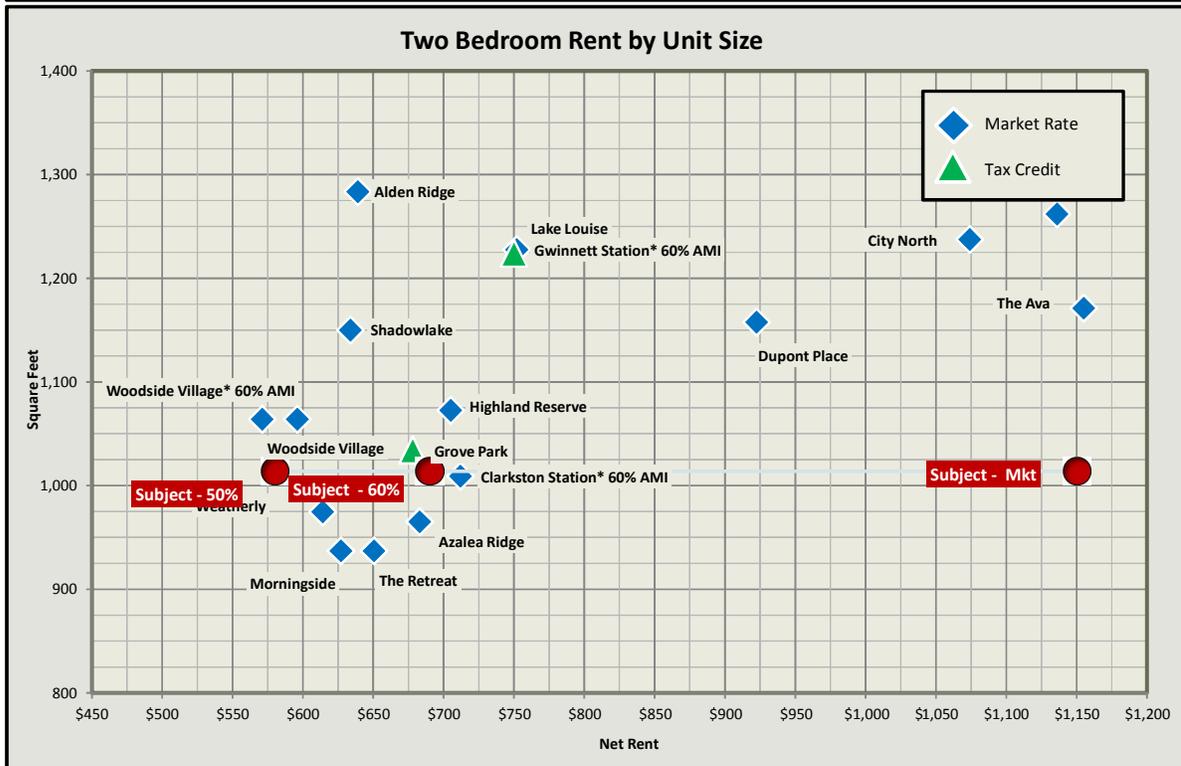
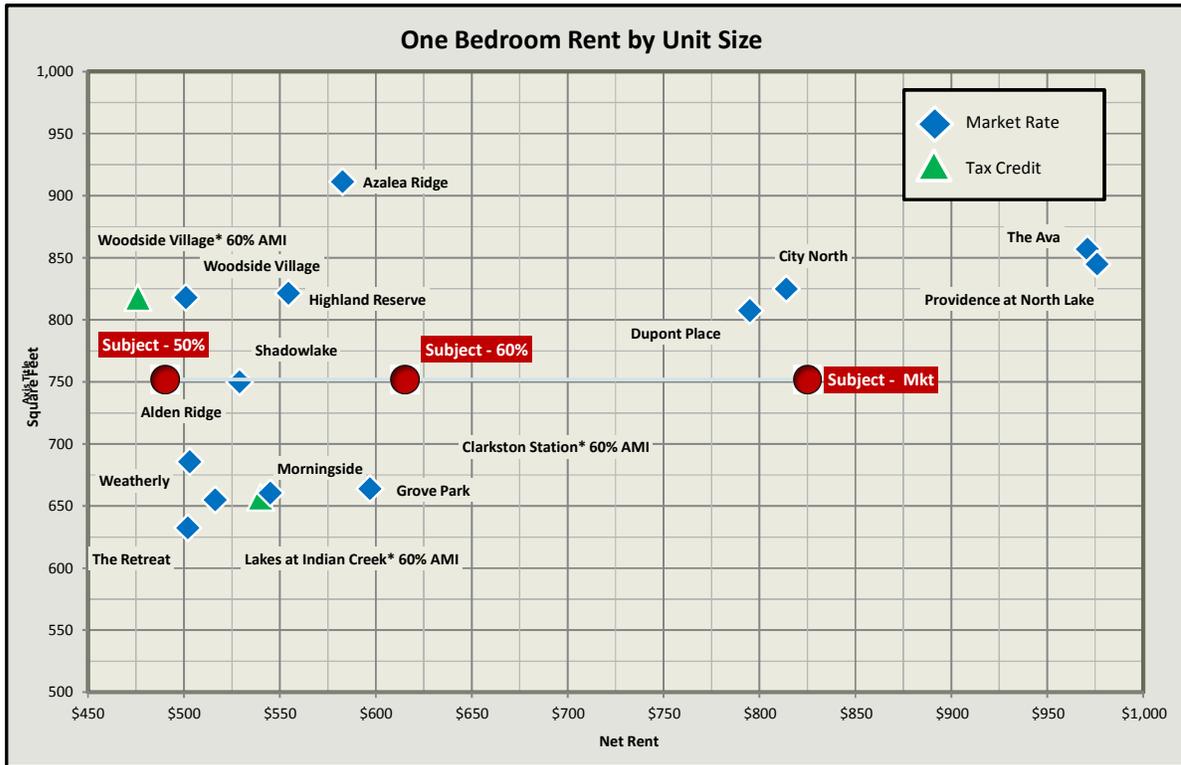
- **Site:** The subject site is acceptable for a rental housing development targeted to low and moderate income senior households. Surrounding land uses are compatible with multi-family development and are appropriate for senior-oriented housing. The subject site is also convenient to major thoroughfares and community amenities including healthcare facilities, retail centers, and recreational facilities.
- **Unit Distribution:** The proposed unit mix for Hearthside Tucker includes 46 one bedroom units and 65 two bedroom units. Both one and two bedroom units are common among senior LIHTC rental communities just outside the Tucker Market Area and will be well received by the target market. The higher proportion of two bedroom units is appropriate for senior-oriented rental housing in suburban markets and is common among senior LIHTC communities throughout the Metro Atlanta area.
- **Unit Size:** The proposed unit sizes at Hearthside Tucker are 752 square feet for one bedroom units and 1,014 square feet for two bedroom units. These unit sizes are larger than overall averages among surveyed senior rental communities and will be competitive in the rental market.
- **Unit Features:** Unit features will include a range, range hood, refrigerator, dishwasher, ceiling fans, walk-in closets, storage areas, washer/dryer connections, and patios/balconies. These unit features are comparable with surveyed senior rental communities just outside the Tucker Market Area, including those with LIHTC units, and are appropriate for a senior-oriented community.
- **Community Amenities:** Amenities at the subject property will consist of a multi-purpose room, fitness center, indoor/outdoor sitting areas, covered patio with seating, and art studio. This amenity package will be competitive with senior and general occupancy rental communities in and around the Tucker Market Area and will appeal to senior renters more than those amenities offered at family oriented communities.
- **Marketability:** The subject property will offer an attractive product that is suitable for the target market. It will also be the only independent senior rental community in the Tucker Market Area.

## G. Price Position

As shown in Figure 8, the subject property's proposed 50 percent and 60 percent rents will be positioned at the bottom and middle of the rental market for all floor plans, respectively. While the subject property's proposed market rate rents will be among the highest offered in the rental market, the subject property will be the only independent senior rental community in the Tucker Market Area and will still be below the two highest priced general occupancy rental communities in the market area. In most markets, it is common for senior-oriented rental communities to achieve a rent premium relative to general occupancy properties. Based on the reasonable unit sizes proposed at Hearthside Tucker, the subject property would also be competitive on a rent per square foot basis.



Figure 8 Price Position – One and Two Bedroom Units





## H. Impact on Existing Market

Given strong senior household growth, reasonable affordability and demand estimates, and a lack of senior-oriented rental housing in the market area, we do not believe the development of the subject property will have an adverse impact on existing rental communities in the Tucker Market Area including those with tax credits.

## I. Final Conclusions and Recommendations

Overall, sufficient demand exists in the Tucker Market Area to support the 111 proposed units at Hearthside Tucker. RPRG believes that Hearthside Tucker will be able to successfully reach and maintain a stabilized occupancy of at least 93 percent following its entrance into the rental market. The subject property will be competitively positioned with existing market rate and LIHTC communities in the Tucker Market Area and the units will be well received by the target market. We recommend proceeding with the project as planned.

Handwritten signature of Michael Riley in black ink.

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Michael Riley  
Analyst

Handwritten signature of Tad Scepaniak in black ink.

---

Tad Scepaniak  
Principal



## **APPENDIX 1 UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS**

In conducting the analysis, we will make the following assumptions, except as otherwise noted in our report:

1. There are no zoning, building, safety, environmental or other federal, state or local laws, regulations or codes which would prohibit or impair the development, marketing or operation of the subject project in the manner contemplated in our report, and the subject project will be developed, marketed and operated in compliance with all applicable laws, regulations and codes.
2. No material changes will occur in (a) any federal, state or local law, regulation or code (including, without limitation, the Internal Revenue Code) affecting the subject project, or (b) any federal, state or local grant, financing or other program which is to be utilized in connection with the subject project.
3. The local, national and international economies will not deteriorate, and there will be no significant changes in interest rates or in rates of inflation or deflation.
4. The subject project will be served by adequate transportation, utilities and governmental facilities.
5. The subject project will not be subjected to any war, energy crisis, embargo, strike, earthquake, flood, fire or other casualty or act of God.
6. The subject project will be on the market at the time and with the product anticipated in our report, and at the price position specified in our report.
7. The subject project will be developed, marketed and operated in a highly professional manner.
8. No projects will be developed which will be in competition with the subject project, except as set forth in our report.
9. There are no existing judgments nor any pending or threatened litigation, which could hinder the development, marketing or operation of the subject project.



The analysis will be subject to the following limiting conditions, except as otherwise noted in our report:

1. The analysis contained in this report necessarily incorporates numerous estimates and assumptions with respect to property performance, general and local business and economic conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates and the variations may be material.
2. Our absorption estimates are based on the assumption that the product recommendations set forth in our report will be followed without material deviation.
3. All estimates of future dollar amounts are based on the current value of the dollar, without any allowance for inflation or deflation.
4. We have no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal matters, environmental matters, architectural matters, geologic considerations, such as soils and seismic stability, and civil, mechanical, electrical, structural and other engineering matters.
5. Information, estimates and opinions contained in or referred to in our report, which we have obtained from sources outside of this office, are assumed to be reliable and have not been independently verified.
6. The conclusions and recommendations in our report are subject to these Underlying Assumptions and Limiting Conditions and to any additional assumptions or conditions set forth in the body of our report.



## APPENDIX 2 ANALYST CERTIFICATIONS

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and is my personal, unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved.
- My compensation is not contingent on an action or event resulting from the analysis, opinions, or conclusions in, or the use of, this report.
- The market study was not based on tax credit approval or approval of a loan. My compensation is not contingent upon the reporting of a predetermined demand that favors the cause of the client, the attainment of a stipulated result, or the occurrence of a subsequent event.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Practice as set forth in the Uniform Standards of Professional Appraisal Practice (USPAP) as adopted by the Appraisal Standards Board of the Appraisal Foundation.
- I affirm that I 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 proposed 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.
- 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.

A handwritten signature in black ink, appearing to read 'Michael Riley', written in a cursive style.

---

Michael Riley  
Analyst  
Real Property Research Group, Inc.

Warning: Title 18 U.S.C. 1001, provides in part that whoever knowingly and willfully makes or uses a document containing any false, fictitious, or fraudulent statement or entry, in any manner in the jurisdiction of any department or agency of the United States, shall be fined not more than \$10,000 or imprisoned for not more than five years or both.



I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and is my personal, unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved.
- My compensation is not contingent on an action or event resulting from the analysis, opinions, or conclusions in, or the use of, this report.
- The market study was not based on tax credit approval or approval of a loan. My compensation is not contingent upon the reporting of a predetermined demand that favors the cause of the client, the attainment of a stipulated result, or the occurrence of a subsequent event.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Practice as set forth in the Uniform Standards of Professional Appraisal Practice (USPAP) as adopted by the Appraisal Standards Board of the Appraisal Foundation.
- To the best of my knowledge, the market can support the proposed 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.
- 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.

A handwritten signature in black ink, appearing to read 'Tad Scepianiak', is written over a horizontal line.

Tad Scepianiak  
Principal  
Real Property Research Group, Inc.

Warning: Title 18 U.S.C. 1001, provides in part that whoever knowingly and willfully makes or uses a document containing any false, fictitious, or fraudulent statement or entry, in any manner in the jurisdiction of any department or agency of the United States, shall be fined not more than \$10,000 or imprisoned for not more than five years or both.



## APPENDIX 3 NCHMA CERTIFICATION

This market study has been prepared by Real Property Research Group, Inc., a member in good standing of the National Council of Housing Market Analysts (NCHMA). This study has been prepared in conformance with the standards adopted by NCHMA for the market analysts' industry. These standards include the Standard Definitions of Key Terms Used in Market Studies for Affordable Housing Projects and Model Content Standards for the Content of Market Studies for Affordable Housing Projects. These Standards are designed to enhance the quality of market studies and to make them easier to prepare, understand, and use by market analysts and by the end users. These Standards are voluntary only, and no legal responsibility regarding their use is assumed by the National Council of Housing Market Analysts.

Real Property Research Group, Inc. is duly qualified and experienced in providing market analysis for Affordable Housing. The company's principals participate in NCHMA educational and information sharing programs to maintain the highest professional standards and state-of-the-art knowledge. Real Property Research Group, Inc. is an independent market analyst. No principal or employee of Real Property Research Group, Inc. has any financial interest whatsoever in the development for which this analysis has been undertaken.

While the document specifies Real Property Research Group, Inc., the certification is always signed by the individual completing the study and attesting to the certification.



**Real Property Research Group, Inc.**

\_\_\_\_\_  
Tad Scepaniak

Name

\_\_\_\_\_  
Principal

Title

\_\_\_\_\_  
March 26, 2013

Date



## APPENDIX 4 ANALYST RESUMES

### ROBERT M. LEFENFELD

Mr. Lefenfeld is the Managing Principal of the firm with over 30 years of experience in the field of residential market research. Before founding Real Property Research Group in February, 2001, Bob served as an officer of research subsidiaries of Reznick Fedder & Silverman and Legg Mason. Between 1998 and 2001, Bob was Managing Director of RF&S Realty Advisors, conducting residential market studies throughout the United States. From 1987 to 1995, Bob served as Senior Vice President of Legg Mason Realty Group, managing the firm's consulting practice and serving as publisher of a Mid-Atlantic residential data service, Housing Market Profiles. Prior to joining Legg Mason, Bob spent ten years with the Baltimore Metropolitan Council as a housing economist. Bob also served as Research Director for Regency Homes between 1995 and 1998, analyzing markets throughout the Eastern United States and evaluating the company's active building operation.

Bob oversees the execution and completion of all of the firm's research assignments, ranging from a strategic assessment of new development and building opportunities throughout a region to the development and refinement of a particular product on a specific site. He combines extensive experience in the real estate industry with capabilities in database development and information management. Over the years, he has developed a series of information products and proprietary databases serving real estate professionals.

Bob has lectured and written extensively on the subject of residential real estate market analysis. Bob serves as an adjunct professor for the Graduate Programs in Real Estate Development, School of Architecture, Planning and Preservation, University of Maryland College Park. He has served as National Chair of the National Council of Housing Market Analysts (NCHMA) and currently serves as Chair of the Organization's FHA Committee. Bob is also a member of the Baltimore chapter of Lambda Alpha Land Economics Society.

#### Areas of Concentration:

- Strategic Assessments: Mr. Lefenfeld has conducted numerous corridor analyses throughout the United States to assist building and real estate companies in evaluating development opportunities. Such analyses document demographic, economic, competitive, and proposed development activity by submarket and discuss opportunities for development.
- Feasibility Analysis: Mr. Lefenfeld has conducted feasibility studies for various types of residential developments for builders and developers. Subjects for these analyses have included for-sale single-family and townhouse developments, age-restricted rental and for-sale developments, large multi-product PUDs, urban renovations and continuing care facilities for the elderly.
- Information Products: Bob has developed a series of proprietary databases to assist clients in monitoring growth trends. Subjects of these databases have included for sale housing, pipeline information, and rental communities.

#### Education:

Master of Urban and Regional Planning; The George Washington University.  
Bachelor of Arts - Political Science; Northeastern University.



## TAD SCEPANIAK

Tad Scepianiak directs the Atlanta office of Real Property Research Group and leads the firm's affordable housing practice. Tad directs the firm's efforts in the southeast and south central United States and has worked extensively in North Carolina, South Carolina, Georgia, Florida, Tennessee, Iowa, and Michigan. He specializes in the preparation of market feasibility studies for rental housing communities, including market-rate apartments developed under the HUD 221(d)(4) program and affordable housing built under the Low-Income Housing Tax Credit program. Along with work for developer clients, Tad is the key contact for research contracts with the North Carolina, South Carolina, Georgia, Michigan, and Iowa Housing Finance agencies. Tad is also responsible for development and implementation of many of the firm's automated systems.

Tad is Co-Chair of the Standards Committee of the National Council of Housing Market Analysts (NCHMA). He has taken a lead role in the development of the organization's Standard Definitions and Recommended Market Study Content, and he has authored and co-authored white papers on market areas, derivation of market rents, and selection of comparable properties. Tad is also a founding member of the Atlanta chapter of the Lambda Alpha Land Economics Society.

### Areas of Concentration:

- Low Income Tax Credit Rental Housing: Mr. Scepianiak has worked extensively with the Low Income Tax Credit program throughout the United States, with special emphasis on the Southeast and Mid-Atlantic regions.
- Senior Housing: Mr. Scepianiak has conducted feasibility analysis for a variety of senior oriented rental housing. The majority of this work has been under the Low Income Tax Credit program; however his experience includes assisted living facilities and market rate senior rental communities.
- Market Rate Rental Housing: Mr. Scepianiak has conducted various projects for developers of market rate rental housing. The studies produced for these developers are generally used to determine the rental housing needs of a specific submarket and to obtain financing.
- Student Housing: Tad has conducted market analyses of student housing solutions for small to mid-size universities. The analysis includes current rental market conditions, available on-campus housing options, student attitudes, and financial viability of proposed developments. Completed campus studies include Southern Polytechnic University, University of Illinois Champaign-Urbana, North Georgia State College and University, and Abraham Baldwin Agricultural College.

### Education:

Bachelor of Science – Marketing; Berry College – Rome, Georgia

**MICHAEL RILEY**

Michael Riley entered the field of Real Estate Market Research in 2006, joining Real Property Research Group's (RPRG) Atlanta office as a Research Associate upon college graduation. During Michael's time as a Research Associate, he gathered economic, demographic, and competitive data for market feasibility analyses and other consulting projects completed by the firm. Since 2007, Michael has served as an Analyst for RPRG, conducting a variety of market analyses for affordable and market rate rental housing communities throughout the United States. In total, Michael has conducted work in eleven states and the District of Columbia with particular concentrations in the Southeast and Midwest regions.

**Areas of Concentration:**

- Low Income Housing Tax Credit Rental Housing – Michael has worked extensively with the Low Income Housing Tax Credit program, evaluating general occupancy, senior oriented, and special needs developments for State allocating agencies, lenders, and developers. His work with the LIHTC program has spanned a wide range of project types, including newly constructed communities, adaptive reuses, and rehabilitations. Michael also has extensive experience analyzing multiple subsidy projects, such as those that contain rental assistance through the HUD Section 8/202 and USDA Section 515 programs.
- Market Rate Rental Housing – Michael has analyzed various projects for lenders and developers of market rate rental housing including those compliant with HUD MAP guidelines under the FHA 221(d)(4) program. The market rate studies produced are often used to determine the rental housing needs of a specific submarket and to obtain financing.

In addition to market analysis responsibilities, Michael has also assisted in the development of research tools for the organization, including a rent comparability table incorporated in many RPRG analyses.

**Education:**

Bachelor of Business Administration – Finance; University of Georgia, Athens, GA



**APPENDIX 5 DCA CHECKLIST**

I understand that by initializing (or checking) the following items, I am stating that those items are included and/or addressed in the report. If an item is not checked, a full explanation is included in the report. A list listing of page number(s) is equivalent to check or initializing.

The report was written according to DCA's market study requirements, that the information included is accurate and that the report can be relied upon by DCA as a true assessment of the low-income housing rental market.

I also certify that I have inspected the subject property as well as all rent comparables.

Signed: \_\_\_\_\_

Date: March 26, 2013

Michael Riley

**A. Executive Summary**

1. Project Description:
  - i. Brief description of the project location including address and/or position relative to the closest cross-street.....Page(s) v
  - ii. Construction and Occupancy Types .....Page(s) v
  - iii. Unit mix, including bedrooms, bathrooms, square footage, Income targeting, rents, and utility allowance .....Page(s) v
  - iv. Any additional subsidies available, including project based rental assistance (PBRA) .....Page(s) v
  - v. Brief description of proposed amenities and how they compare with existing properties .....Page(s) v
2. Site Description/Evaluation:
  - i. A brief description of physical features of the site and adjacent parcels.....Page(s) v
  - ii. A brief overview of the neighborhood land composition (residential, commercial, industrial, agricultural).....Page(s) v
  - iii. A discussion of site access and visibility .....Page(s) v
  - iv. Any significant positive or negative aspects of the subject site.....Page(s) v
  - v. A brief summary of the site's proximity to neighborhood services including shopping, medical care, employment concentrations, public transportation, etc .....Page(s) v
  - vi. An overall conclusion of the site's appropriateness for the proposed development.....Page(s) v
3. Market Area Definition:
  - i. A brief definition of the primary market area (PMA) including boundaries and their approximate distance from the subject site .....Page(s) vi
4. Community Demographic Data:
  - i. Current and projected household and population counts for the PMA.....Page(s) vi
  - ii. Household tenure including any trends in rental rates .....Page(s) vi



iii.	Household income level.....	Page(s)	vi
iv.	Discuss Impact of foreclosed, abandoned / vacant, single and multi-family homes, and commercial properties in the PMA of the proposed development.....	Page(s)	vi
5.	Economic Data:		
i.	Trends in employment for the county and/or region.....	Page(s)	vii
ii.	Employment by sector for the primary market area.....	Page(s)	vii
iii.	Unemployment trends for the county and/or region for the past five years.....	Page(s)	vii
iv.	Brief discussion of recent or planned employment contractions or expansions.....	Page(s)	vii
v.	Overall conclusion regarding the stability of the county's economic environment.....	Page(s)	vii
6.	Project Specific Affordability and Demand Analysis:		
i.	Number of renter households income qualified for the proposed development. For senior projects, this should be age and income qualified renter households.....	Page(s)	viii
ii.	Overall estimate of demand based on DCA's demand methodology.....	Page(s)	viii
iii.	Capture rates for the proposed development including the overall project, all LIHTC units (excluding any PBRA or market rate units), and a conclusion regarding the achievability of these capture rates.....	Page(s)	viii
7.	Competitive Rental Analysis		
i.	An analysis of the competitive properties in the PMA.....	Page(s)	ix
ii.	Number of properties.....	Page(s)	ix
iii.	Rent bands for each bedroom type proposed.....	Page(s)	ix
iv.	Average market rents.....	Page(s)	ix
8.	Absorption/Stabilization Estimate:		
i.	Expected absorption rate of the subject property (units per month).....	Page(s)	x
ii.	Expected absorption rate by AMI targeting.....	Page(s)	x
iii.	Months required for the project to reach a stabilized occupancy of 93 percent.....	Page(s)	x
9.	Overall Conclusion:		
i.	A narrative detailing key conclusions of the report including the analyst's opinion regarding the proposed development's potential for success.....	Page(s)	x
10.	Summary Table.....	Page(s)	xi

**B. Project Description**

1.	Project address and location.....	Page(s)	5
2.	Construction type.....	Page(s)	5
3.	Occupancy Type.....	Page(s)	3, 5
4.	Special population target (if applicable).....	Page(s)	5
5.	Number of units by bedroom type and income targeting (AMI).....	Page(s)	5
6.	Unit size, number of bedrooms, and structure type.....	Page(s)	3, 5
7.	Rents and Utility Allowances.....	Page(s)	5
8.	Existing or proposed project based rental assistance.....	Page(s)	5
9.	Proposed development amenities.....	Page(s)	3, 5
10.	For rehab proposals, current occupancy levels, rents, tenant incomes (if applicable), and scope of work including an estimate of the total and per unit construction cost.....	Page(s)	N/A
11.	Projected placed-in-service date.....	Page(s)	4, 5

**C. Site Evaluation**

1.	Date of site / comparables visit and name of site inspector.....	Page(s)	1
2.	Site description		
i.	Physical features of the site.....	Page(s)	6



ii. Positive and negative attributes of the site.....	Page(s)	6
iii. Detailed description of surrounding land uses including their condition.....	Page(s)	6
3. Description of the site's physical proximity to surrounding roads, transportation, amenities, employment, and community services.....	Page(s)	13-16
4. Color photographs of the subject property, surrounding neighborhood, and street scenes with a description of each vantage point.....	Page(s)	9-10
5. Neighborhood Characteristics		
i. Map identifying the location of the project.....	Page(s)	7
ii. List of area amenities including their distance (in miles) to the subject site.....	Page(s)	14
iii. Map of the subject site in proximity to neighborhood amenities.....	Page(s)	15
6. Map identifying existing low-income housing projects located within the PMA and their distance from the subject site.....	Page(s)	49
7. Road or infrastructure improvements planned or under construction in the PMA.....	Page(s)	13
8. Discussion of accessibility, ingress/egress, and visibility of the subject site.....	Page(s)	13
9. Visible environmental or miscellaneous site concerns.....	Page(s)	13
10. Overall conclusions about the subject site, as it relates to the marketability of the proposed development.....	Page(s)	16
<b>D. Market Area</b>		
1. Definition of the primary market area (PMA) including boundaries and their approximate distance from the subject site.....	Page(s)	17
2. Map Identifying subject property's location within market area.....	Page(s)	18
<b>E. Community Demographic Data</b>		
1. Population Trends		
i. Total Population.....	Page(s)	29
ii. Population by age group.....	Page(s)	32
iii. Number of elderly and non-elderly.....	Page(s)	31
iv. Special needs population (if applicable).....	Page(s)	29
2. Household Trends		
i. Total number of households and average household size.....	Page(s)	29
ii. Household by tenure.....	Page(s)	33
iii. Households by income.....	Page(s)	35
iv. Renter households by number of persons in the household.....	Page(s)	34
<b>F. Employment Trends</b>		
1. Total jobs in the county or region.....	Page(s)	21
2. Total jobs by industry – numbers and percentages.....	Page(s)	22
3. Major current employers, product or service, total employees, anticipated expansions/contractions, as well as newly planned employers and their impact on employment in the market area.....	Page(s)	24
4. Unemployment trends, total workforce figures, and number and percentage unemployed for the county over the past five years.....	Page(s)	20
5. Map of the site and location of major employment concentrations.....	Page(s)	25
6. Analysis of data and overall conclusions relating to the impact on housing demand.....	Page(s)	27
<b>G. Project-specific Affordability and Demand Analysis</b>		



1. Income Restrictions / Limits .....	Page(s)	56
2. Affordability estimates .....	Page(s)	58
3. Components of Demand		
i. Demand from new households.....	Page(s)	61
ii. Demand from existing households.....	Page(s)	61
iii. Elderly Homeowners likely to convert to rentership. ....	Page(s)	61
iv. Other sources of demand (if applicable). ....	Page(s)	61
4. Net Demand, Capture Rate, and Stabilization Calculations		
i. Net demand		
1. By AMI Level .....	Page(s)	61
2. By floor plan .....	Page(s)	61
ii. Capture rates		
1. By AMI level .....	Page(s)	61
2. By floor plan .....	Page(s)	61
3. Capture rate analysis chart .....	Page(s)	x

**H. Competitive Rental Analysis**

1. Detailed project information for each competitive rental community surveyed		
i. Charts summarizing competitive data including a comparison of the proposed project's rents, square footage, amenities, to comparable rental communities in the market area. ....	Page(s)	40, 46
2. Additional rental market information		
i. An analysis of voucher and certificates available in the market area.....	Page(s)	48
ii. Lease-up history of competitive developments in the market area. ....	Page(s)	44
iii. Tenant profile and waiting list of existing phase (if applicable) .....	Page(s)	N/A
iv. Competitive data for single-family rentals, mobile homes, etc. in rural areas if lacking sufficient comparables (if applicable). ....	Page(s)	N/A
3. Map showing competitive projects in relation to the subject property. ....	Page(s)	39, 43
4. Description of proposed amenities for the subject property and assessment of quality and compatibility with competitive rental communities. ....	Page(s)	41
5. For senior communities, an overview / evaluation of family properties in the PMA. ....	Page(s)	42
6. Subject property's long-term impact on competitive rental communities in the PMA.....	Page(s)	65
7. Competitive units planned or under construction the market area		
i. Name, address/location, owner, number of units, configuration, rent structure, estimated date of market entry, and any other relevant information. ....	Page(s)	48
8. Narrative or chart discussing how competitive properties compare with the proposed development with respect to total units, rents, occupancy, location, etc.....	Page(s)	63
i. Average market rent and rent advantage.....	Page(s)	47
9. Discussion of demand as it relates to the subject property and all comparable DCA funded projects in the market area.....	Page(s)	48
10. Rental trends in the PMA for the last five years including average occupancy trends and projection for the next two years. ....	Page(s)	
11. Impact of foreclosed, abandoned, and vacant single and multi-family homes as well commercial properties in the market area. ....	Page(s)	50
12. Discussion of primary housing voids in the PMA as they relate to the subject property. ....	Page(s)	N/A

**I. Absorption and Stabilization Rates**

1. Anticipated absorption rate of the subject property .....	Page(s)	62
--	---------	----



2. Stabilization period.....	Page(s)	62
<b>J. Interviews.....</b>	Page(s)	48
<b>K. Conclusions and Recommendations</b>		
1. Conclusion as to the impact of the subject property on PMA.....	Page(s)	65
2. Recommendation as the subject property's viability in PMA.....	Page(s)	65
<b>L. Signed Statement Requirements.....</b>	Page(s)	App.



**APPENDIX 6 NCHMA CHECKLIST**

**Introduction:** Members of the National Council of Housing Market Analysts provides a checklist referencing all components of their market study. This checklist is intended to assist readers on the location and content of issues relevant to the evaluation and analysis of market studies. The page number of each component referenced is noted in the right column. In cases where the item is not relevant, the author has indicated "N/A" or not applicable. Where a conflict with or variation from client standards or client requirements exists, the author has indicated a "V" (variation) with a comment explaining the conflict. More detailed notations or explanations are also acceptable.

<b>Component (*First occurring page is noted)</b>		<b>*Page(s)</b>
<b>Executive Summary</b>		
1.	Executive Summary	
<b>Project Summary</b>		
2.	Project description with exact number of bedrooms and baths proposed, income limitation, proposed rents, and utility allowances	3,5
3.	Utilities (and utility sources) included in rent	3, 5
4.	Project design description	3,5
5.	Unit and project amenities; parking	3,5
6.	Public programs included	3
7.	Target population description	3
8.	Date of construction/preliminary completion	4
9.	If rehabilitation, existing unit breakdown and rents	N/A
10.	Reference to review/status of project plans	3
<b>Location and Market Area</b>		
11.	Market area/secondary market area description	17
12.	Concise description of the site and adjacent parcels	6
13.	Description of site characteristics	6
14.	Site photos/maps	7 - 10
15.	Map of community services	15
16.	Visibility and accessibility evaluation	13
17.	Crime information	11
<b>Employment and Economy</b>		
18.	Employment by industry	22
19.	Historical unemployment rate	20
20.	Area major employers	23
21.	Five-year employment growth	21



22.	Typical wages by occupation	26
23.	Discussion of commuting patterns of area workers	19
<b>Demographic Characteristics</b>		
24.	Population and household estimates and projections	28
25.	Area building permits	29
26.	Distribution of income	33
27.	Households by tenure	33
<b>Competitive Environment</b>		
28.	Comparable property profiles	81
29.	Map of comparable properties	43
30.	Comparable property photos	81
31.	Existing rental housing evaluation	36
32.	Comparable property discussion	36
33.	Area vacancy rates, including rates for tax credit and government-subsidized communities	38
34.	Comparison of subject property to comparable properties	63
35.	Availability of Housing Choice Vouchers	48
36.	Identification of waiting lists	42
37.	Description of overall rental market including share of market-rate and affordable properties	42
38.	List of existing LIHTC properties	81
39.	Discussion of future changes in housing stock	48
40.	Discussion of availability and cost of other affordable housing options, including homeownership	36
41.	Tax credit and other planned or under construction rental communities in market area	48
<b>Analysis/Conclusions</b>		
42.	Calculation and analysis of Capture Rate	59
43.	Calculation and analysis of Penetration Rate	36
44.	Evaluation of proposed rent levels	63
45.	Derivation of Achievable Market Rent and Market Advantage	47
46.	Derivation of Achievable Restricted Rent	N/A
47.	Precise statement of key conclusions	52
48.	Market strengths and weaknesses impacting project	63
49.	Recommendation and/or modification to project description	63, if applicable
50.	Discussion of subject property's impact on existing housing	63
51.	Absorption projection with issues impacting performance	62



52.	Discussion of risks or other mitigating circumstances impacting project	52, if applicable
53.	Interviews with area housing stakeholders	48
<b>Certifications</b>		
54.	Preparation date of report	Cover
55.	Date of field work	1
56.	Certifications	App.
57.	Statement of qualifications	70
58.	Sources of data not otherwise identified	N/A
59.	Utility allowance schedule	N/A



## APPENDIX 7 RENTAL COMMUNITY PROFILES

Community	Address	City	Phone Number	Date Surveyed	Contact
Alden Ridge	1500 Post Oak Dr.	Clarkston	770-938-1241	4/5/2013	Property Manager
Azalea Ridge	3214 Valley Bluff Dr.	Doraville	770-939-9430	4/5/2013	Property Manager
City North	3421 Northlake Pkwy. N	Atlanta	770-723-7036	4/5/2013	Property Manager
Clarkston Station	3629 Montreal Creek Cir.	Clarkston	404-508-3118	4/9/2013	Property Manager
Dupont Place	2334 Fuller Way	Tucker	770-908-8510	4/5/2013	Property Manager
Grove Park	4350 Jimmy Carter Blvd.	Norcross	770-621-0055	4/5/2013	Property Manager
Gwinnett Station	1250 Old Norcross Tucker Rd.	Tucker	770-493-4848	4/5/2013	Property Manager
Highland Reserve	4200 Jimmy Carter Blvd.	Norcross	888-335-3791	4/5/2013	Property Manager
Lake Louise	3450 Evans Rd.	Chamblee	770-939-3830	4/5/2013	Property Manager
Lakes at Indian Creek	751 N Indian Creek Dr.	Clarkston	404-296-6442	4/9/2013	Property Manager
Morningside	3480 Morningside Village Ln.	Atlanta	770-939-6042	4/5/2013	Property Manager
Providence at Northlake	2200 Ranchwood Dr. NE	Atlanta	678-534-8831	5/20/2013	Property Manager
Shadowlake	3515 Pleasantdale Rd.	Doraville	866-798-2052	4/5/2013	Property Manager
The Ava	2200 Parklake Dr. NE	Atlanta	770-621-4144	5/20/2013	Property Manager
The Retreat	3475 Pleasantbrook Village Ln.	Doraville	877-600-6395	4/5/2013	Property Manager
Weatherly	1700 Weatherly Dr.	Stone Mountain	770-498-2494	4/5/2013	Property Manager
Woodside Village	3954 Memorial College Ave.	Clarkston	404-292-8595	4/9/2013	Property Manager
Chamblee Senior Residences	3381 Malone Dr.	Atlanta	770-451-8667	4/5/2013	Property Manager

# Chamblee Senior Residences

## Senior Community Profile

3381 Malone Dr.  
Atlanta, GA

CommunityType: LIHTC - Elderly  
Structure Type: 4-Story Mid Rise

64 Units      0.0% Vacant (0 units vacant) as of 4/5/2013

Opened in 2007



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Gardening:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	50.0%	\$489	699	\$0.70	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Two	50.0%	\$638	899	\$0.71	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Three	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
Four+	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>

### Features

Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Grabbar; Emergency Response

Select Units: --

Optional(\$): --

Security: Keyed Bldg Entry

Parking: Free Surface Parking

### Comments

Wait list of 18 people.

26 PBRA units-listed rents for those units are contract rents.

Property Manager: Mercy Housing

Owner: Mercy Housing

Floorplans (Published Rents as of 4/ 5/ 2013) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Mid Rise - Elevator	--	1	1	4	\$291	699	\$0.42	LIHTC/ 30%	4/5/13	0.0%	\$489	\$638	--
Mid Rise - Elevator	--	1	1	6	\$420	699	\$0.60	LIHTC/ 50%	6/3/11	0.0%	\$487	\$621	--
Mid Rise - Elevator	--	1	1	9	\$440	699	\$0.63	LIHTC/ 60%	8/31/09	0.0%	\$229	\$310	--
Mid Rise - Elevator	--	1	1	13	\$616	699	\$0.88	Section 8	4/21/09	0.0%	\$229	\$310	--
Mid Rise - Elevator	--	2	1	3	\$339	899	\$0.38	LIHTC/ 30%					
Mid Rise - Elevator	--	2	1	11	\$605	899	\$0.67	LIHTC/ 50%					
Mid Rise - Elevator	--	2	1	5	\$620	899	\$0.69	LIHTC/ 60%					
Mid Rise - Elevator	--	2	1	13	\$742	899	\$0.83	Section 8					

### Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat:  Cooking:  Wtr/Swr:

Hot Water:  Electricity:  Trash:

# Spring Chase II

## Senior Community Profile

4949 Memorial Dr.  
Stone Mountain, GA

CommunityType: **Market Rate - Elderly**

Structure Type: **Mid Rise**

81 Units      3.7% Vacant (3 units vacant) as of 4/5/2013

Opened in 2000



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Gardening:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One	49.4%	\$500	602	\$0.83	<input checked="" type="checkbox"/>	Library: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Arts&Crafts: <input type="checkbox"/>
Two	50.6%	\$600	907	\$0.66	Elevator: <input checked="" type="checkbox"/>	Health Rms: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	Guest Suite: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	Conv Store: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Walking Pth: <input type="checkbox"/>	Beauty Salon: <input type="checkbox"/>

### Features

Standard: **Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Grabbar**

Select Units: --

Optional(\$): --

Security: **Gated Entry**

Parking: **Free Surface Parking**

### Comments

44 PBRA units

Property Manager: --

Owner: --

Floorplans (Published Rents as of 4/ 5/ 2013) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Mid Rise - Elevator	--	1	1	18	\$500	602	\$.83	Market	4/5/13	3.7%	\$500	\$600	--
Mid Rise - Elevator	--	1	1	22	\$500	602	\$.83	Public Housing	4/2/09	3.7%	\$500	\$600	--
Mid Rise - Elevator	--	2	2	19	\$600	907	\$.66	Market					
Mid Rise - Elevator	--	2	2	22	\$600	907	\$.66	Public Housing					

### Adjustments to Rent

Incentives:

None

Utilities in Rent:      Heat Fuel: **Electric**

Heat:       Cooking:       Wtr/Swr:

Hot Water:       Electricity:       Trash:

Spring Chase II

GA089-012095

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management

# Alden Ridge

## Multifamily Community Profile

1500 Post Oak Dr.  
Clarkston,GA

CommunityType: Market Rate - General

Structure Type: Garden/TH

368 Units 7.9% Vacant (29 units vacant) as of 4/5/2013

Last Major Rehab in 2012 Opened in 1974

Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$544	750	\$0.73	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	--	\$659	1,283	\$0.51	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	\$784	1,600	\$0.49	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	\$1,049	1,925	\$0.54	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

### Features

Standard: Dishwasher; Disposal; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Storage (In Unit)

Select Units: --

Optional(\$): --

Security: Gated Entry

Parking 1: Free Surface Parking  
Fee: --

Parking 2: --  
Fee: --

Property Manager: --  
Owner: --

### Comments

### Floorplans (Published Rents as of 4/ 5/ 2013) (2)

### Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$544	750	\$0.73	Market	4/5/13	7.9%	\$544	\$659	\$784
Garden	--	2	1	--	\$609	1,050	\$0.58	Market					
Townhouse	--	2	1.5	--	\$699	1,400	\$0.50	Market					
Garden	--	2	2	--	\$669	1,400	\$0.48	Market					
Garden	--	3	2	--	\$729	1,600	\$0.46	Market					
Townhouse	--	3	2.5	--	\$839	1,600	\$0.52	Market					
Townhouse	--	4	2.5	--	\$1,049	1,925	\$0.54	Market					

### Adjustments to Rent

Incentives:

\$299 move-in

Utilities in Rent: Heat Fuel: Electric

Heat:  Cooking:  Wtr/Swr:

Hot Water:  Electricity:  Trash:

Alden Ridge

GA089-018762

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# Azalea Ridge

## Multifamily Community Profile

3214 Valley Bluff Dr.  
Doraville,GA

CommunityType: Market Rate - General

Structure Type: Garden

281 Units      22.1% Vacant (62 units vacant) as of 4/5/2013

Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$598	911	\$0.66	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input type="checkbox"/>	

### Features

Standard: Dishwasher; Disposal; Central A/C; Patio/Balcony

Select Units: --

Optional(\$): --

Security: Gated Entry

Parking 1: Free Surface Parking  
Fee: --

Parking 2: --  
Fee: --

Property Manager: --  
Owner: --

### Comments

### Floorplans (Published Rents as of 4/ 5/ 2013) (2)

### Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$699	1,009	\$0.69	Market	4/5/13	22.1%	\$598	--	--
Garden	--	1	1	--	\$530	750	\$0.71	Market					
Garden	Loft	1	1	--	\$699	975	\$0.72	Market					

### Adjustments to Rent

Incentives:

Reduced rent

Utilities in Rent: Heat Fuel: Natural Gas

Heat:  Cooking:  Wtr/Swr:

Hot Water:  Electricity:  Trash:

# City North

## Multifamily Community Profile

3421 Northlake Pkwy. NE  
Atlanta, GA

Community Type: Market Rate - General

Structure Type: Garden

357 Units      5.0% Vacant (18 units vacant) as of 4/5/2013

Opened in 2006



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$829	825	\$1.00	<input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	--	\$1,094	1,238	\$0.88	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

### Features

Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony

Select Units: --

Optional(\$): --

Security: Gated Entry

Parking 1: Free Surface Parking  
Fee: --

Parking 2: --  
Fee: --

Property Manager: --  
Owner: --

### Comments

Floorplans (Published Rents as of 4/ 5/ 2013) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$814	825	\$0.99	Market	4/5/13	5.0%	\$829	\$1,094	--
Garden	--	2	2	--	\$1,074	1,238	\$0.87	Market					

### Adjustments to Rent

Incentives:

None

Utilities in Rent:      Heat Fuel: Electric

Heat:       Cooking:       Wtr/Swr:

Hot Water:       Electricity:       Trash:

# Clarkston Station

## Multifamily Community Profile

3629 Montreal Creek Cir.  
Clarkston,GA

CommunityType: LIHTC - General

Structure Type: Garden/TH

356 Units 3.9% Vacant (14 units vacant) as of 4/9/2013

Last Major Rehab in 2005 Opened in 1980



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$612	664	\$0.92	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	--	\$732	1,009	\$0.73	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input checked="" type="checkbox"/>
Three	--	\$831	1,191	\$0.70	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

### Features

Standard: Dishwasher; Disposal; Ice Maker; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony

Select Units: --

Optional(\$): --

Security: Gated Entry

Parking 1: Free Surface Parking  
Fee: --

Parking 2: Detached Garage  
Fee: \$100

Property Manager: --

Owner: --

### Comments

Floorplans (Published Rents as of 4/9/2013) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$612	664	\$0.92	LIHTC/ 60%	4/9/13	3.9%	\$612	\$732	\$831
Townhouse	--	2	1.5	--	\$765	1,053	\$0.73	LIHTC/ 60%					
Garden	--	2	2	--	\$699	964	\$0.73	LIHTC/ 60%					
Garden	--	3	2	--	\$800	1,116	\$0.72	LIHTC/ 60%					
Townhouse	--	3	2.5	--	\$862	1,265	\$0.68	LIHTC/ 60%					

### Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat:  Cooking:  Wtr/Swr:

Hot Water:  Electricity:  Trash:

Clarkston Station

GA089-018771

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management

# Dupont Place

## Multifamily Community Profile

2334 Fuller Way  
Tucker,GA

CommunityType: Market Rate - General

Structure Type: Garden

212 Units 2.8% Vacant (6 units vacant) as of 4/5/2013

Opened in 2002



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$810	808	\$1.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Two	--	\$943	1,158	\$0.81	<input type="checkbox"/>	<input type="checkbox"/>
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Three	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
Four+	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>

**Features**  
Standard: Dishwasher; Disposal; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; HighCeilings

Select Units: **Fireplace**

Optional(\$): --

Security: **Gated Entry**

Parking 1: **Free Surface Parking** Fee: --      Parking 2: **Detached Garage** Fee: **\$80**

Property Manager: --  
Owner: --

### Comments

Floorplans (Published Rents as of 4/ 5/ 2013) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$795	808	\$0.98	Market	4/5/13	2.8%	\$810	\$943	--
Garden	--	2	2	--	\$923	1,158	\$0.80	Market					

### Adjustments to Rent

Incentives:  
None

Utilities in Rent:      Heat Fuel: **Electric**

Heat:       Cooking:       Wtr/Swr:

Hot Water:       Electricity:       Trash:

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# Grove Park

## Multifamily Community Profile

4350 Jimmy Carter Blvd.  
Norcross,GA

CommunityType: Market Rate - General

Structure Type: Garden

312 Units 15.1% Vacant (47 units vacant) as of 4/5/2013

Opened in 1983



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$600	661	\$0.91	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	--	\$738	1,034	\$0.71	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	\$905	1,181	\$0.77	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

### Features

Standard: Dishwasher; Disposal; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Storage (In Unit); Cable TV

Select Units: --

Optional(\$): --

Security: Gated Entry

Parking 1: Free Surface Parking  
Fee: --

Parking 2: Detached Garage  
Fee: \$75

Property Manager: --  
Owner: --

### Comments

Cable included

### Floorplans (Published Rents as of 4/ 5/ 2013) (2)

### Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$600	661	\$0.91	Market	4/5/13	15.1%	\$600	\$738	\$905
Garden	--	2	1	--	\$715	1,022	\$0.70	Market					
Garden	--	2	2	--	\$760	1,047	\$0.73	Market					
Garden	--	3	2	--	\$905	1,181	\$0.77	Market					

### Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat:  Cooking:  Wtr/Swr:

Hot Water:  Electricity:  Trash:

Grove Park

GA135-018769

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management

# Gwinnett Station

## Multifamily Community Profile

1250 Old Norcross Tucker Rd.  
Tucker, GA

Community Type: LIHTC - General

Structure Type: 3-Story Garden

180 Units      0.0% Vacant (0 units vacant) as of 4/5/2013

Opened in 1995



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	28.9%	\$770	1,224	\$0.63	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	36.7%	\$825	1,386	\$0.60	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	34.4%	\$880	1,386	\$0.63	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

### Features

Standard: Dishwasher; Disposal; Ice Maker; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Storage (In Unit)

Select Units: --

Optional(\$): --

Security: --

Parking 1: Free Surface Parking  
Fee: --

Parking 2: --  
Fee: --

Property Manager: --  
Owner: --

### Comments

### Floorplans (Published Rents as of 4/ 5/ 2013) (2)      Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	2	52	\$750	1,224	\$0.61	LIHTC/ 60%	4/5/13	0.0%	--	\$770	\$825
Garden	--	3	2	66	\$800	1,386	\$0.58	LIHTC/ 60%					
Garden	--	4	2	62	\$850	1,386	\$0.61	LIHTC/ 60%					

### Adjustments to Rent

Incentives:

None

Utilities in Rent:      Heat Fuel: Electric

Heat:       Cooking:       Wtr/Swr:   
Hot Water:       Electricity:       Trash:

# Highland Reserve

## Multifamily Community Profile

4200 Jimmy Carter Blvd.  
Norcross, GA

Community Type: Market Rate - General

Structure Type: Garden

416 Units      7.9% Vacant (33 units vacant) as of 4/5/2013

Opened in 1985



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$570	822	\$0.69	<input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	--	\$725	1,073	\$0.68	Elevator: <input type="checkbox"/>	Volleyball: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

### Features

Standard: Dishwasher; Disposal; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings; Storage (In Unit)

Select Units: Fireplace

Optional(\$): --

Security: Gated Entry

Parking 1: Free Surface Parking  
Fee: --

Parking 2: --  
Fee: --

Property Manager: --  
Owner: --

### Comments

Floorplans (Published Rents as of 4/ 5/ 2013) (2)										Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$	
Garden	--	1	1	--	\$555	822	\$0.67	Market	4/5/13	7.9%	\$570	\$725	--	
Garden	--	2	2	--	\$710	1,170	\$0.61	Market						
Garden	--	2	1	--	\$700	975	\$0.72	Market						

### Adjustments to Rent

Incentives:

None

Utilities in Rent:      Heat Fuel: Electric

Heat:       Cooking:       Wtr/Swr:   
Hot Water:       Electricity:       Trash:

# Lake Louise

## Multifamily Community Profile

3450 Evans Rd.  
Chamblee,GA

CommunityType: Market Rate - General

Structure Type: Garden

310 Units      3.2% Vacant (10 units vacant) as of 4/5/2013

Opened in 1969



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	--	--	--	Comm Rm:	Basketball:
One/Den	--	--	--	--	Centrl Lndry:	Tennis:
Two	--	\$772	1,228	\$0.63	Elevator:	Volleyball:
Two/Den	--	--	--	--	Fitness:	CarWash:
Three	--	\$877	1,530	\$0.57	Hot Tub:	BusinessCtr:
Four+	--	--	--	--	Sauna:	ComputerCtr:
					Playground:	<input checked="" type="checkbox"/>

**Features**  
Standard: Dishwasher; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony

Select Units: --  
Optional(\$): --  
Security: Gated Entry  
Parking 1: Free Surface Parking      Parking 2: --  
Fee: --      Fee: --  
Property Manager: --  
Owner: --

### Comments

Floorplans (Published Rents as of 4/ 5/ 2013) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	2	--	\$769	1,228	\$0.63	Market	4/5/13	3.2%	--	\$772	\$877
Garden	--	3	2	--	\$869	1,530	\$0.57	Market					

### Adjustments to Rent

Incentives:  
\$200 off lease  
Utilities in Rent:      Heat Fuel: Electric  
Heat:       Cooking:       Wtr/Swr:   
Hot Water:       Electricity:       Trash:

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management

# Lakes at Indian Creek

## Multifamily Community Profile

751 N. Indian Creek Drive  
Clarkston

CommunityType: LIHTC - General

Structure Type: Garden/TH

603 Units 7.0% Vacant (42 units vacant) as of 4/9/2013

Last Major Rehab in 2005 Opened in 1971



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$555	657	\$0.85	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	--	\$703	965	\$0.73	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	\$900	1,254	\$0.72	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

### Features

Standard: Dishwasher; Disposal; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony

Select Units: --

Optional(\$): --

Security: Unit Alarms; Gated Entry

Parking 1: Free Surface Parking  
Fee: --

Parking 2: --  
Fee: --

Property Manager: --  
Owner: --

### Comments

### Floorplans (Published Rents as of 4/9/2013) (2)

### Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$540	657	\$0.82	LIHTC/ 60%	4/9/13	7.0%	\$555	\$703	\$900
Townhouse	--	2	2	--	\$750	1,156	\$0.65	LIHTC/ 60%	3/21/06	20.1%	--	\$637	\$822
Garden	--	2	1	--	\$605	800	\$0.76	LIHTC/ 60%	10/27/03	5.1%	\$635	\$718	\$845
Garden	--	2	2	--	\$695	938	\$0.74	LIHTC/ 60%					
Garden	--	3	2	--	\$825	1,184	\$0.70	LIHTC/ 60%					
Townhouse	--	3	2	--	\$925	1,323	\$0.70	LIHTC/ 60%					

### Adjustments to Rent

Incentives:

None

Utilities in Rent: Heat Fuel: Electric

Heat:  Cooking:  Wtr/Swr:   
Hot Water:  Electricity:  Trash:

# Morningside

## Multifamily Community Profile

3480 Morningside Village Ln.  
Atlanta, GA

Community Type: Market Rate - General

Structure Type: Garden

306 Units      17.0% Vacant (52 units vacant) as of 4/5/2013

Opened in 1988



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$531	655	\$0.81	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	--	\$647	937	\$0.69	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	\$805	1,204	\$0.67	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

### Features

Standard: Dishwasher; Disposal; Microwave; Ice Maker; Central A/C; Patio/Balcony

Select Units: Ceiling Fan; In Unit Laundry

Optional(\$): --

Security: --

Parking 1: Free Surface Parking  
Fee: --

Parking 2: --  
Fee: --

Property Manager: --  
Owner: --

### Comments

W/D Hook ups in 2BD and 3BD units

Floorplans (Published Rents as of 4/ 5/ 2013) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$540	555	\$0.97	Market	4/5/13	17.0%	\$531	\$647	\$805
Garden	--	1	1	--	\$565	700	\$0.81	Market					
Garden	--	1	1	--	\$580	710	\$0.82	Market					
Garden	--	2	2	--	\$730	1,034	\$0.71	Market					
Garden	--	2	1	--	\$645	840	\$0.77	Market					
Garden	--	3	2	--	\$860	1,204	\$0.71	Market					

### Adjustments to Rent

Incentives:

\$199 move-in

Utilities in Rent: Heat Fuel: Electric

Heat:  Cooking:  Wtr/Swr:

Hot Water:  Electricity:  Trash:

Morningside

GA089-018760

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management

# Providence at Northlake

## Multifamily Community Profile

2200 Ranchwood Dr. NE  
Atlanta, GA

Community Type: Market Rate - General

Structure Type: Garden

256 Units      6.6% Vacant (17 units vacant) as of 5/20/2013

Opened in 1999



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	\$991	845	\$1.17	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	--	\$1,156	1,262	\$0.92	Fitness: <input checked="" type="checkbox"/>	CarWash: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	\$1,487	1,476	\$1.01	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	

**Features**  
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Storage (In Unit)

Select Units: **Fireplace**

Optional(\$): --

Security: **Unit Alarms; Gated Entry**

Parking 1: **Free Surface Parking**      Parking 2: **Detached Garage**  
Fee: --      Fee: \$75

Property Manager: --  
Owner: --

### Comments

Floorplans (Published Rents as of 5/ 20/ 2013) (2)										Historic Vacancy & Eff. Rent (1)			
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$976	845	\$1.16	Market	5/20/13	6.6%	\$991	\$1,156	\$1,487
Garden	--	2	1	--	\$1,136	1,223	\$0.93	Market					
Garden	--	2	2	--	\$1,136	1,301	\$0.87	Market					
Garden	--	3	2	--	\$1,462	1,476	\$0.99	Market					

### Adjustments to Rent

Incentives:  
None

Utilities in Rent:      Heat Fuel: **Electric**

Heat:       Cooking:       Wtr/Swr:   
Hot Water:       Electricity:       Trash:

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# Shadowlake

## Multifamily Community Profile

3515 Pleasantdale Rd.  
Doraville, GA

Community Type: Market Rate - General

Structure Type: 3-Story Garden

228 Units      13.2% Vacant (30 units vacant) as of 4/5/2013

Opened in 1987



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$518	780	\$0.66	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	--	\$654	1,150	\$0.57	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input type="checkbox"/>	

### Features

Standard: Dishwasher; Disposal; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony

Select Units: Fireplace; HighCeilings

Optional(\$): --

Security: --

Parking 1: Free Surface Parking  
Fee: --

Parking 2: --  
Fee: --

Property Manager: --  
Owner: --

### Comments

### Floorplans (Published Rents as of 4/ 5/ 2013) (2)

Description	Feature	BRs	Bath	#Units	Historic Vacancy & Eff. Rent (1)				Date	%Vac	1BR \$	2BR \$	3BR \$
					Rent	SqFt	Rent/SF	Program					
Garden	--	1	1	--	\$525	780	\$0.67	Market	4/5/13	13.2%	\$518	\$654	--
Garden	--	2	1	--	\$625	1,100	\$0.57	Market					
Garden	--	2	2	--	\$698	1,200	\$0.58	Market					

### Adjustments to Rent

Incentives:

1/2 month free

Utilities in Rent:      Heat Fuel: Electric

Heat:       Cooking:       Wtr/Swr:   
Hot Water:       Electricity:       Trash:

# The Ava

## Multifamily Community Profile

2200 Parkdale Dr. NE  
Atlanta, GA

Community Type: Market Rate - General

Structure Type: Mid Rise

399 Units      6.0% Vacant (24 units vacant) as of 5/20/2013

Opened in 2009



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$986	857	\$1.15	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	--	\$1,175	1,171	\$1.00	Elevator: <input checked="" type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	\$1,659	1,330	\$1.25	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input type="checkbox"/>	

**Features**  
Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings; Storage (In Unit)

Select Units: --  
Optional(\$): --  
Security: Gated Entry  
Parking 1: Structured Garage      Parking 2: --  
Fee: --      Fee: --  
Property Manager: --  
Owner: --

### Comments

Floorplans (Published Rents as of 5/ 20/ 2013) (2)										Historic Vacancy & Eff. Rent (1)			
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Mid Rise - Elevator	--	1	1	--	\$971	857	\$1.13	Market	5/20/13	6.0%	\$986	\$1,175	\$1,659
Mid Rise - Elevator	--	2	2	--	\$1,155	1,171	\$0.99	Market					
Mid Rise - Elevator	--	3	2	--	\$1,634	1,330	\$1.23	Market					

### Adjustments to Rent

Incentives:  
None  
Utilities in Rent:      Heat Fuel: Electric  
Heat:       Cooking:       Wtr/Swr:   
Hot Water:       Electricity:       Trash:

# The Retreat

## Multifamily Community Profile

3475 Pleasantbrook Village Ln.  
Doraville, GA

Community Type: Market Rate - General

Structure Type: Garden

226 Units      14.6% Vacant (33 units vacant) as of 4/5/2013



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$517	633	\$0.82	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	--	\$671	937	\$0.72	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	\$903	1,364	\$0.66	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input checked="" type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input checked="" type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

### Features

Standard: Dishwasher; Disposal; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings

Select Units: Fireplace

Optional(\$): --

Security: --

Parking 1: Free Surface Parking  
Fee: --

Parking 2: --  
Fee: --

Property Manager: --  
Owner: --

### Comments

Floorplans (Published Rents as of 4/ 5/ 2013) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$530	633	\$0.84	Market	4/5/13	14.6%	\$517	\$671	\$903
Garden	--	2	2	--	\$745	1,034	\$0.72	Market					
Garden	--	2	1	--	\$639	840	\$0.76	Market					
Garden	--	3	2	--	\$940	1,364	\$0.69	Market					

### Adjustments to Rent

Incentives:

\$199 move-in

Utilities in Rent:      Heat Fuel: Electric

Heat:       Cooking:       Wtr/Swr:   
Hot Water:       Electricity:       Trash:

# Weatherly

## Multifamily Community Profile

1700 Weatherly Dr.  
Stone Mountain, GA 30083

CommunityType: Market Rate - General

Structure Type: Garden

264 Units      0.8% Vacant (2 units vacant) as of 5/15/2013

Opened in 1978



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$521	664	\$0.79	<input checked="" type="checkbox"/>	<input type="checkbox"/>
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Two	--	\$665	975	\$0.68	<input type="checkbox"/>	<input type="checkbox"/>
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Three	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Four+	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
					<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

### Features

Standard: Dishwasher; Disposal; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Storage (In Unit)

Select Units: --

Optional(\$): --

Security: Unit Alarms; Gated Entry

Parking 1: Free Surface Parking  
Fee: --

Parking 2: --  
Fee: --

Property Manager: Wilkinson  
Owner: --

### Comments

Floorplans (Published Rents as of 5/ 15/ 2013) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$485	598	\$0.81	Market	5/15/13	0.8%	\$521	\$665	--
Garden	--	1	1	--	\$485	598	\$0.81	Market	4/5/13	6.1%	\$518	\$634	--
Garden	--	1	1	--	\$515	694	\$0.74	Market					
Garden	--	1	1	--	\$540	765	\$0.71	Market					
Garden	--	2	2	--	\$649	1,008	\$0.64	Market					
Garden	--	2	2	--	\$649	1,008	\$0.64	Market					
Garden	--	2	2	--	\$640	941	\$0.68	Market					
Garden	--	2	2	--	\$640	941	\$0.68	Market					

### Adjustments to Rent

Incentives:

None

Utilities in Rent:      Heat Fuel: Gas

Heat:       Cooking:       Wtr/Swr:

Hot Water:       Electricity:       Trash:

# Woodside Village

## Multifamily Community Profile

3954 Memorial College Ave  
Clarkston,GA

CommunityType: LIHTC - General

Structure Type: Garden

360 Units 6.1% Vacant (22 units vacant) as of 4/9/2013

Last Major Rehab in 2004 Opened in 1965



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	--	\$504	818	\$0.62	Comm Rm: <input checked="" type="checkbox"/>	Basketball: <input checked="" type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	--	\$604	1,064	\$0.57	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	\$773	1,489	\$0.52	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

### Features

Standard: Dishwasher; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Storage (In Unit)

Select Units: --

Optional(\$): --

Security: Unit Alarms

Parking 1: Free Surface Parking  
Fee: --

Parking 2: --  
Fee: --

Property Manager: --  
Owner: --

### Comments

### Floorplans (Published Rents as of 4/9/2013) (2)

### Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$524	818	\$.64	Market	4/9/13	6.1%	\$504	\$604	\$773
Garden	--	1	1	--	\$499	818	\$.61	LIHTC/ 60%	3/21/06	15.0%	\$549	\$659	\$750
Garden	--	2	2	--	\$599	1,064	\$.56	LIHTC/ 60%					
Garden	--	2	2	--	\$624	1,064	\$.59	Market					
Garden	--	3	2	--	\$800	1,489	\$.54	Market					
Garden	--	3	2	--	\$763	1,489	\$.51	LIHTC/ 60%					

### Adjustments to Rent

Incentives:

\$100 off lease

Utilities in Rent: Heat Fuel: Electric

Heat:  Cooking:  Wtr/Swr:

Hot Water:  Electricity:  Trash:

Woodside Village

GA089-008886

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management