



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

**POINTE NORTH SENIOR VILLAGE
Pointe North Boulevard
Albany, Dougherty County, Georgia 31721**

Effective Date: May 23, 2013

Report Date: June 12, 2013

Prepared For

**Mr. Josh Thomason
Peachtree Housing Communities, LLC
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Prepared By

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June 12, 2013

Mr. Josh Thomason
Peachtree Housing Communities, LLC
80 West Wieuca Road, NE
Suite 204
Atlanta, Georgia 30342

Re: Market Study for Pointe North Senior Village to be located in Albany, Georgia

Dear Mr. Thomason:

At your request, Novogradac & Company LLP performed a market study of the senior rental market in the Albany, Dougherty County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project, the (Subject). The purpose of this market study is to assess the viability of the construction of Pointe North Senior Village, a proposed Housing for Older Persons (HFOP) development that will consist of 59 units. Units will be restricted to senior households ages 55 and older earning 50 and 60 percent of the AMI, or less. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. The scope of this report meets the requirements of the Georgia Department of Community Affairs (DCA), including the following:

- Inspecting the site of the proposed Subject and the general location.
- Analyzing appropriateness of the proposed unit mix, rent levels, available amenities and site.
- Estimating market rent, absorption and stabilized occupancy level for the market area.
- Investigating the health and conditions of the multifamily market.
- Calculating income bands, given the proposed Subject rents.
- Estimating the number of income eligible households.
- Reviewing relevant public records and contacting appropriate public agencies.
- Analyzing the economic and social conditions in the market area in relation to the proposed project.
- Establishing the Subject Primary and Secondary Market Area(s) if applicable.
- Surveying competing projects, Low-Income Housing Tax Credit (LIHTC) and market rate.

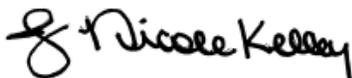
This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and market analyses including conclusions. The depth of discussion contained in the report is specific to the needs of the client. Information included in this report is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market. This report was completed in accordance with DCA market study guidelines. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

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

Respectfully submitted,



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ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the consultant has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the consultant assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
4. The report was made assuming responsible ownership and capable management of the property. The analyses and projections are based on the basic assumption that the apartment complex will be managed and staffed by competent personnel and that the property will be professionally advertised and aggressively promoted
5. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
6. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
7. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the consultant did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
8. A consulting analysis market study for a property is made as of a certain day. Due to the principles of change and anticipation the value estimate is only valid as of the date of valuation. The real estate market is non-static and change and market anticipation is analyzed as of a specific date in time and is only valid as of the specified date.
9. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the

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

10. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional appraisal organization with which the appraiser is affiliated: specifically, the Appraisal Institute.
11. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
12. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
13. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the appraisal report.
14. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which conclusions contained in this report is based.
15. On all proposed developments, Subject to satisfactory completion, repairs, or alterations, the consulting report is contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time with good quality materials.
16. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums except as reported to the consultant and contained in this report.
17. The party for whom this report is prepared has reported to the consultant there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
18. Unless stated otherwise, no percolation tests have been performed on this property. In making the appraisal, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use, as detailed in this report.

19. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The consultant does not warrant the condition or adequacy of such systems.
20. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the appraised property. The appraiser reserves the right to review and/or modify this appraisal if said insulation exists on the Subject property.
21. Acceptance of and/or use of this report constitute acceptance of all assumptions and the above conditions. Estimates presented in this report are not valid for syndication purposes.

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Addendum

A. EXECUTIVE SUMMARY AND CONCLUSIONS

EXECUTIVE SUMMARY AND CONCLUSIONS

1. Project Description:

Pointe North Senior Village (the Subject) is a proposed HFOP (seniors ages 55 and older) development that will be located on the west side of Pointe North Boulevard, south of Pointe North Court. The Subject site is located across from the Albany Advocacy Resource Center and Heritage Bank on Pointe North Boulevard in Albany, Dougherty County, Georgia. The Subject will be constructed in one three-story elevator serviced residential building. The building will be brick veneer and Hardi-plank siding. The following table illustrates the unit mix including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowance.

PROPOSED RENTS

Unit Type	Number of Units	Size (SF)	Asking Rent	Utility Allowance (1)	Gross Rent	2013 LIHTC Maximum Allowable Gross Rent	2013 HUD Fair Market Rents
<i>50% AMI</i>							
1BR/1BA	3	750	\$321	\$139	\$460	\$460	\$571
2BR/2BA	7	950	\$374	\$178	\$552	\$552	\$688
<i>60% AMI</i>							
1BR/1BA	11	750	\$374	\$139	\$513	\$552	\$571
2BR/2BA	38	950	\$476	\$178	\$654	\$663	\$688
Total	59						

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

The Subject will offer the following in unit amenities: blinds, carpeting, central air conditioning, dishwashers, ovens/stoves, microwaves, refrigerators, washer/dryer connections, pull cords, and hand rails. Community amenities will consist of a community room/clubhouse, a central laundry facility, elevators, a business center, a fitness facility, on-site management, off-street parking, and a community garden.

The Subject will also offer social and recreational programs that will be planned and overseen by the property manager. Semi-monthly classes such as computer tutoring and gardening classes will also be offered. The Subject's amenities are considered extensive and will be competitive with those offered at the comparables.

2. Site Description/Evaluation:

The Subject site is currently wooded and is located on Pointe North Boulevard, a moderately to heavily trafficked thoroughfare that is lined with residential uses as well as commercial uses. The Subject is immediately adjacent to a commercial development to its east (retail and offices) and a single-family home residential neighborhood to its west. The local police department and fire department are 1.8 and 1.1 miles away respectively. All locational amenities are located within 3.0 miles of the Subject site except for the Phoebe Putney Memorial Hospital, which is located 6.2 miles from the Subject

Overall, the Subject will have good visibility from Pointe North Boulevard and the community presents a good location for an affordable multifamily development. The Subject is projected to have a positive impact on the local neighborhood.

Views from the Subject site include wooded land to the west; Heritage Bank (excellent condition), the Albany Advocacy Center (good condition), and single-family homes to the east (good condition); wooded land and Pointe North Apartments (family market rate property in fair condition) to the north; and single-family homes to the south (good to excellent condition). Visibility is considered excellent from Pointe North Boulevard as this thoroughfare is moderately to heavily trafficked due to the commercial uses that line the road. Overall, visibility is considered excellent and views are considered good.

Positive attributes of the Subject site include its proximity to retail and commercial uses. Additionally, the Subject site has excellent access to Highway 520. There are no significant negative attributes of the site.

Overall, the site appears appropriate for senior LIHTC housing and will have excellent access to locational amenities such as retail and commercial uses. On a scale from zero to 100, the Subject site ranks as 57 (somewhat walkable) in terms of its pedestrian accessibility per walkscore.com

3. Market Area Definition:

The Subject is located in north Albany in Dougherty County, Georgia. The PMA is defined by Eightmile and Byron Plantation roads to the west; US-19, US-82 and the county line to the north; South County Line Road to the east; and, the Dougherty County line to the south. This area

includes the eastern portion of Dougherty County and the majority of the City of Albany. The area was defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a significant portion of their tenants come from out of state. Of those residents coming from within Georgia the majority are coming from the Albany area with some tenants coming from Lee County or even Waynesboro in Burke County. Per DCA guidelines we have not included leakage in our demand calculations. The farthest PMA boundary from the Subject site is 17.7 miles. The closest PMA boundary from the Subject site is 0.6 miles.

4. Community Demographic Data:

The Subject is located in Albany, Dougherty County, GA. In 2012, the population in the PMA was 84,991 and is projected to decrease to 84,941 in 2017, at an annual rate of -0.1 percent. Projected annual population growth is negative in the PMA because of regional factors; the Albany MSA is expected to have little to no population growth into the foreseeable future. A minority of senior households in the PMA (32.0 percent) are renter-occupied, but this number is significantly higher than the national average and is expected to remain stable until at least 2017. Approximately 40.6 percent of senior households in the PMA have annual earnings between \$20,000 and \$59,999. The Subject will target senior households earning between \$13,800 and \$23,580. Persons within these income cohorts are expected to create demand for the Subject.

Per RealtyTrac's March 2013 data, an estimated 15.4 percent of homes are vacant in Albany. The median list price is \$85,000 as of March 2013, which represents a four percent year over year decrease. The median sales price in the city is \$134,000, which is a seven percent year over year increase since March 2012. The foreclosure rates in Albany as of April 2013 is one in every 4,811 housing units, which is significantly lower than that of the state (one in every 682 housing units) and nation (one in every 905 housing units).

5. Economic Data:

The Albany, GA MSA experienced moderate total employment growth prior to the advent of the recession in 2008. From 2008 through 2011 the MSA experienced total employment declines, which negated the growth experienced in the previous seven years. Since 2012 the

MSA has begun to once again add to its total employment number, but total employment in the MSA is still below 2001 levels. Additionally, although unemployment has historically been equivalent to or below national levels, the 2008 figures indicate a sizeable increase in the local unemployment rate. While this trend was seen throughout the country, the unemployment rate for the MSA outpaced the national average. The MSA continues to experience the effects of the recession, having continually averaged higher rates than the national average since it began. While there has been some degree of recovery in the past few years, as of December 2012 the MSA unemployment rate is still 2.1 percent higher than the national average.

According to the Albany Chamber of Commerce, there have been no major business expansions in the area in recent years. However, there have not been any large-scale layoffs in the area since 2010, which indicates a fairly stable employment base.

The most serious layoffs in the area occurred in 2009, when Cooper Tire & Rubber Company closed its manufacturing plant and laid off 1,268 employees. Prior to this the company had been one of the region's most prominent employers, and this event accounts for a large portion of the unemployment spike that occurred in 2009.

The largest industries in the PMA are Health Care/Social Assistance, Retail Trade and Educational Services. Together these three industries comprise 40.1 percent of employment in the PMA. Educational Services and Public Administration are overrepresented in the PMA when compared to the nation, while Prof/Scientific/Tech Services, Transportation/Warehousing and Agriculture/Forestry/Fishing/Hunting are underrepresented in the PMA when compared to the nation.

6. Project-Specific Affordability And Demand Analysis:

Our demand analysis indicates that there are 752 income qualified renter households in the PMA. The Subject will have to capture 55 of these in order to stabilize at an occupancy rate of 93 percent. The following table illustrates capture rates for the Subject.

CAPTURE RATE ANALYSIS CHART

Unit Size	Units		Supply	Net	
	Proposed	Demand		Demand	Capture Rate
1BR at 50% AMI	3	81	0	81	3.7%
2BR at 50% AMI	7	258	0	258	2.7%
50% AMI Overall	10	339	0	339	3.0%
1BR at 60% AMI	11	82	0	82	13.4%
2BR at 60% AMI	38	263	0	263	14.4%
60% AMI Overall	49	345	0	345	14.2%
1BR Overall	14	82	0	82	17.0%
2BR Overall	45	263	0	263	17.1%
Overall	59	345	0	345	17.1%

All of the Subject’s capture rates are within DCA threshold requirements and indicate adequate demand for the Subject as proposed. Overall, we believe there is sufficient demand to support the 59-unit Subject.

7. Competitive Rental Analysis:

We have included three senior LIHTC properties in the PMA. These properties range in age from 1995 to 2010. The most recent senior LIHTC allocation in the PMA is The Landing at Southlake and this property will be the most similar to the Subject. We have excluded one senior LIHTC property in Albany, Albany Heights. As of October 2012, the property is in foreclosure proceedings and therefore is not operational. Due to the availability of senior LIHTC properties in Albany, we have not included the family LIHTC properties in the PMA. However, due to the lack of senior market rate properties, we have included four family market rate properties. Several consist of a large portion of seniors such as Windsor & Summit, whose property manager indicated that an estimated 40 percent of the property is seniors. These properties represent an aging housing stock as they were built between the 1970s and 2000 with the exception of Zori’s Village, which was built in 2005. The Subject will be generally superior to the market rate properties, which is reflected in the Subject’s rents versus those of the market rate properties.

All of the comparable properties are located in Albany and all are within the PMA. Overall, we believe that there is adequate unrestricted and senior LIHTC data in the market.

When comparing the Subject’s rents to the average market rent, we have not included rents at lower AMI levels given that this artificially lowers the average market rent as those rents are constricted. Including rents at lower AMI levels does not reflect an accurate average rent for rents at higher

income levels. For example, if the Subject offers 50 and 60 percent AMI rents and there is a distinct difference at comparable properties between rents at the two AMI levels, we have not included the 50 percent AMI rents in the average market rent for the 60 percent AMI comparison.

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

SUBJECT COMPARISON TO RENTS IN THE MARKET

Unit Type	Subject Proposed Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR at 50% AMI	\$321	\$286	\$417	\$368	15%
2BR at 50% AMI	\$374	\$366	\$577	\$479	28%
1BR at 60% AMI	\$374	\$406	\$417	\$412	10%
2BR at 60% AMI	\$476	\$461	\$577	\$524	10%

As illustrated in the previous table, the Subject’s proposed rents at 50 percent AMI are on the low end of the range of the surveyed rents in the market. We believe that these rents are feasible due to the Subject’s competitive age/condition, amenities, and location. The market rate supply is generally inferior to the Subject as these properties consist of older units; and, therefore, the Subject’s rents are being compared to the rents of an inferior product.

The Subject’s proposed one-bedroom rent at 60 percent AMI is below the surveyed rents in the market and has a considerable rent advantage. We believe that the Subject’s proposed 60 percent AMI rents are well-positioned in the market as they are on the low end of the range and as the senior LIHTC properties are maintaining low vacancy rates.

The property manager at Windsor & Summit Apartments (family market rate property) estimated that 40 percent of the property’s households are seniors. The adjusted one-bedroom rent at this property is \$416 and the adjusted two-bedroom rents are \$506 and \$546. The Subject’s proposed rents will have a significant rent advantage over Windsor & Summit Apartments.

Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when

compared to the average rents being achieved at comparable properties.

8. Absorption/Stabilization Estimate:

The Landing at Southlake was allocated in 2008 and opened in 2010. The property offers 40 one and two-bedroom units that are restricted at 50 and 60 percent of AMI. The Landing at Southlake stabilized at a rate of approximately 12 units per month for a period of three months. The property is currently 100 percent occupied with a waiting list of 10 to 12 households. Therefore, we anticipate that the Subject will pull some demand from this property's waiting list as well as the waiting lists from other senior LIHTC properties in Albany. The Subject will offer a similar product to that of The Landing at Southlake but the Subject's rents at 60 percent AMI will be below the maximum allowable levels. Zori's Village is a family market rate property that opened in 2005 and stabilized at a rate of 11 units per month for a period of three to four months. We have estimated that the Subject will stabilize at 93 percent occupancy within six months at a rate of approximately nine units per month.

9. Overall Conclusion:

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. Overall vacancy at the comparable properties is low at approximately three percent. The senior LIHTC comparables are maintaining high occupancy rates and waiting lists. Strengths of the Subject include its age/condition, location, in-unit amenity package, and common area amenity package. Further, senior renter household tenancy is high in the PMA at approximately 32 percent and annual senior household growth in the PMA is strong at a projected 1.7 percent through 2017. Overall, we believe that there is demand for the Subject given the strength of senior LIHTC demand in the market.

Summary Table:

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

Development Name:	Pointe North Senior Village	Total # Units: 59
Location:	Pointe North Boulevard	# LIHTC Units: 59
	Albany, Dougherty County, GA 31721	
PMA Boundary:	North: US-82 and the county line; West: Eightmile and Byron Plantation roads; South: Dougherty County line; East: South County Line Road	
	Farthest Boundary Distance to Subject:	<u>17.7 miles</u>

Rental Housing Stock (found on pages 5 and 90)

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	7	536	16	97.0%
Market-Rate Housing	4	392	12	96.9%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	N/Ap	N/Ap	N/Ap	N/Ap
LIHTC	3	144	4	97.2%
Stabilized Comps	7	536	16	97.0%
Properties in Construction & Lease Up	N/Ap	N/Ap	N/Ap	N/Ap

*Only includes properties in PMA

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
3	1BR at 50% AMI	1	750	\$321	\$351	\$0.47	15%	\$445	\$0.60
7	2BR at 50% AMI	2	950	\$374	\$479	\$0.50	28%	\$625	\$0.55
11	1BR at 60% AMI	1	750	\$374	\$412	\$0.55	10%	\$445	\$0.60
38	2BR at 60% AMI	2	950	\$476	\$524	\$0.55	10%	\$625	\$0.55

Demographic Data (found on page 31)

	2000		2012		2015	
Renter Households	3,558	30.10%	4,371	32.00%	4,527	31.78%
Income-Qualified Renter HHs (LIHTC)	591	16.60%	726	16.60%	751	16.60%

Targeted Income-Qualified Renter Household Demand (found on pages 42-56)

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall*
Renter Household Growth	N/Ap	25	26	N/Ap	N/Ap	26
Existing Households (Overburdened + Substandard)	N/Ap	374	383	N/Ap	N/Ap	383
Homeowner conversion (Seniors)	N/Ap	8	7	N/Ap	N/Ap	7
Total Primary Market Demand	N/Ap	407	416	N/Ap	N/Ap	416
Less Comparable/Competitive Supply	N/Ap	0	0	N/Ap	N/Ap	0
Adjusted Income-qualified Renter HHs**	N/Ap	407	416	N/Ap	N/Ap	416

Capture Rates (found on pages 4 and 56)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate:	N/Ap	3.00%	14.20%	N/Ap	N/Ap	17.10%

*Includes LIHTC and unrestricted (when applicable)

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

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address and Development Location:

The Subject site is located on the west side of Pointe North Boulevard and south of Pointe North Court (across Heritage Bank and Albany Advocacy Center) in Albany, Dougherty County, Georgia.

Construction Type:

The Subject will be a newly constructed senior development that will be constructed in one, three-story, elevator serviced building. The building will be brick veneer and Hardi-plank siding.

Occupancy Type:

HFOP (55+).

Special Population Target:

None.

Number of Units by Bedroom Type and AMI Level:

See following property profile.

Unit Size:

See following property profile.

Structure Type:

See following property profile.

Rents and Utility Allowances:

See following property profile.

Existing or Proposed Project Based Rental Assistance:

None of the Subject's units will operate with project based rental assistance.

Proposed Development Amenities: See following property profile.

Pointe North Senior Village, Albany, GA; Market Study

Pointe North Senior Village												
Comp#	Subject											
Effective Rent Date	5/23/2013											
Location	Point North Boulevard Albany, GA 31721 Dougherty County (verified)											
Distance	n/a											
Units	59											
Vacant Units	N/A											
Vacancy Rate	N/A											
Type	Lowrise (age-restricted) (3 stories)											
Year Built / Renovated	2015 / n/a											
Tenant Characteristics	Seniors ages 55 and older (HFOP)											
Utilities												
A/C	not included -- central					Other Electric			not included			
Cooking	not included -- electric					Water			not included			
Water Heat	not included -- electric					Sewer			not included			
Heat	not included -- electric					Trash Collection			included			
Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
1	1	Lowrise (3 stories)	3	750	\$321	\$0	@50%	n/a	N/A	N/A	yes	
1	1	Lowrise (3 stories)	11	750	\$374	\$0	@60%	n/a	N/A	N/A	no	
2	2	Lowrise (3 stories)	7	950	\$374	\$0	@50%	n/a	N/A	N/A	yes	
2	2	Lowrise (3 stories)	38	950	\$476	\$0	@60%	n/a	N/A	N/A	no	
Amenities												
In-Unit						Security	Limited Access					
	Blinds Carpeting Central A/C Dishwasher Hand Rails Microwave Oven Pull Cords Refrigerator Washer/Dryer hookup											
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Elevators Exercise Facility Central Laundry Off-Street Parking On-Site Management					Premium	none					
Services	none					Other	Covered patio					
Comments												
The Subject's one and two-bedroom utility allowances are \$139 and \$178, respectively. The Subject's one and two-bedroom gross rents at 50 percent AMI are \$460 and \$552. Its one and two-bedroom gross rents at 60 percent AMI are \$513 and \$654.												

Scope of Renovations:	Not applicable.
Current Rents:	Not applicable.
Current Occupancy:	Not applicable.
Current Tenant Income:	Not applicable.
Placed in Service Date:	Construction on the Subject will begin in July 2014 and will be completed by July 2015.
Conclusion:	The Subject will be an excellent quality brick and siding development consisting of one, three-story, elevator serviced building. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

C. SITE EVALUATION

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

Kristina Garcia visited the site on May 23, 2013.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

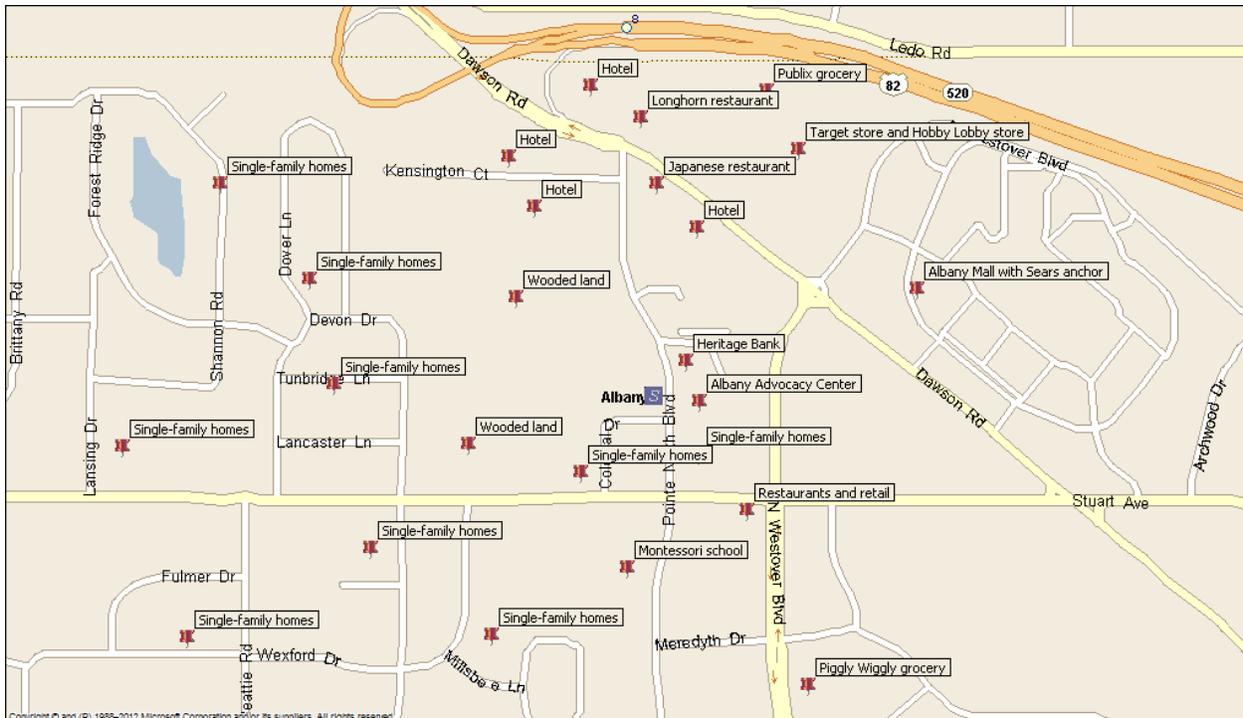
The Subject site has frontage along the west side of Pointe North Boulevard.

Visibility/Views:

Views from the Subject site include wooded land to the west; Heritage Bank (excellent condition), the Albany Advocacy Center (good condition), and single-family homes to the east (good condition); wooded land and Pointe North Apartments (family market rate property in fair condition) to the north; and single-family homes to the south (good to excellent condition). Visibility is considered excellent from Pointe North Boulevard as this thoroughfare is moderately to heavily trafficked due to the commercial uses that line the road. Overall, visibility is considered excellent and views are considered good.

Surrounding Uses:

The following map and pictures illustrate the surrounding land uses.



The Subject site is located in a mixed-use neighborhood with hotels, offices, banks, gas stations, single-family

homes, restaurants, and retail including Albany Mall. Both residential and commercial uses are generally in good to excellent condition and retail is estimated to be 85 to 90 percent occupied. The majority of commercial uses are located north and east of the Subject site while the residential uses are primarily concentrated in areas to the west and south of the Subject site.

Positive/Negative Attributes of Site: Positive attributes of the Subject site include its proximity to retail and commercial uses. Additionally, the Subject site has excellent access to Highway 520. There are no significant negative attributes of the site.

3. Physical Proximity to Locational Amenities:

The Subject is located off Pointe North Boulevard in a mixed-use neighborhood that includes Dougherty County Public Library, Albany Mall, small commercial uses, places of worship and single-family homes in fair condition. The Subject site is immediately adjacent to a commercial development to its east and a single-family home residential neighborhood to its west. The local police department and fire department are 1.8 and 1.1 miles away respectively. All locational amenities are located within 3.0 miles of the Subject site except for the Phoebe Putney Memorial Hospital, which is located 6.2 miles from the Subject

Overall, the Subject will have good visibility from Pointe North Boulevard and the community presents a good location for an affordable multifamily development. The Subject is projected to have a positive impact on the local neighborhood.

4. Pictures of Site and Adjacent Uses:



Subject site



Albany Advocacy Center across from Subject site



View south on Pointe North Boulevard (Subject site on right)



View north on Pointe North Boulevard (Subject site on left)



Single-family home adjacent to Subject site



Heritage Bank across from Subject site



Pointe North Apartments (Excluded market rate property)



Carter Square Retail Center (North)



Hotel (North)



Restaurant



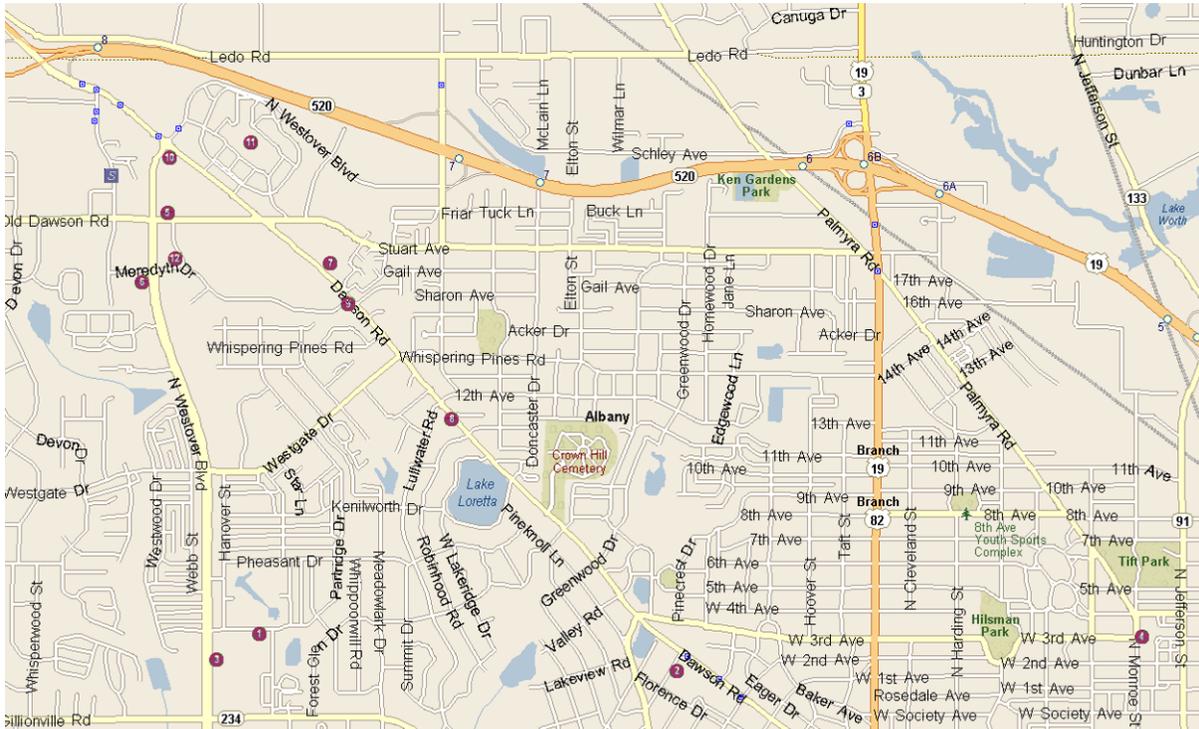
Albany Mall (Northeast)



Albany Mall (Northeast)

5. Proximity to Locational Amenities:

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



Distances from Local Services

Map #	Service/Amenity	Distance from Subject
1	Lake Park Elementary School	2.1 miles
2	Merry Acres Middle School	3.0 miles
3	Westover High School	1.9 miles
4	Phoebe Putney Memorial Hospital	6.2 miles
5	Winn-Dixie Supermarket	0.3 miles
6	CVS Pharmacy	0.6 miles
7	Dougherty County Public Library	0.9 miles
8	Albany Police Department	1.8 miles
9	Albany Fire Station	1.1 miles
10	Bank of America	0.5 miles
11	Albany Mall (Employment center)	0.7 miles
12	US Post Office	0.5 miles

6. Description of Land Uses:

The Subject site is currently wooded and is located on Pointe North Boulevard, a moderately to heavily trafficked thoroughfare that is lined with residential uses as well as commercial uses. Immediate surrounding uses include:

West - Wooded land and single-family homes (good condition).

East - Heritage Bank (excellent condition), the Albany Advocacy Center (good condition), and single-family

homes (good condition). Farther east, there are additional commercial uses such as Albany Mall.

North – Wooded land, Pointe North Apartments (family market rate property in fair condition), and commercial uses (retail centers in good condition).

South - Single-family homes to the south (good to excellent condition).

7. Multifamily Residential within Two Miles:

There is limited multifamily supply within two miles of the Subject site. There is one family market rate property that was built in the 1980s (Pointe North Apartments) and is located in the Subject's neighborhood. However, as of the date of this report, our calls have not been returned and therefore we have excluded this property. We have also excluded the family LIHTC properties within two miles of the Subject site as these will not directly compete with the Subject. We have included the senior LIHTC properties in Albany, which are located between six and 12 miles from the Subject site. The closest market rate comparables that are included in this report are approximately four miles from the Subject site.

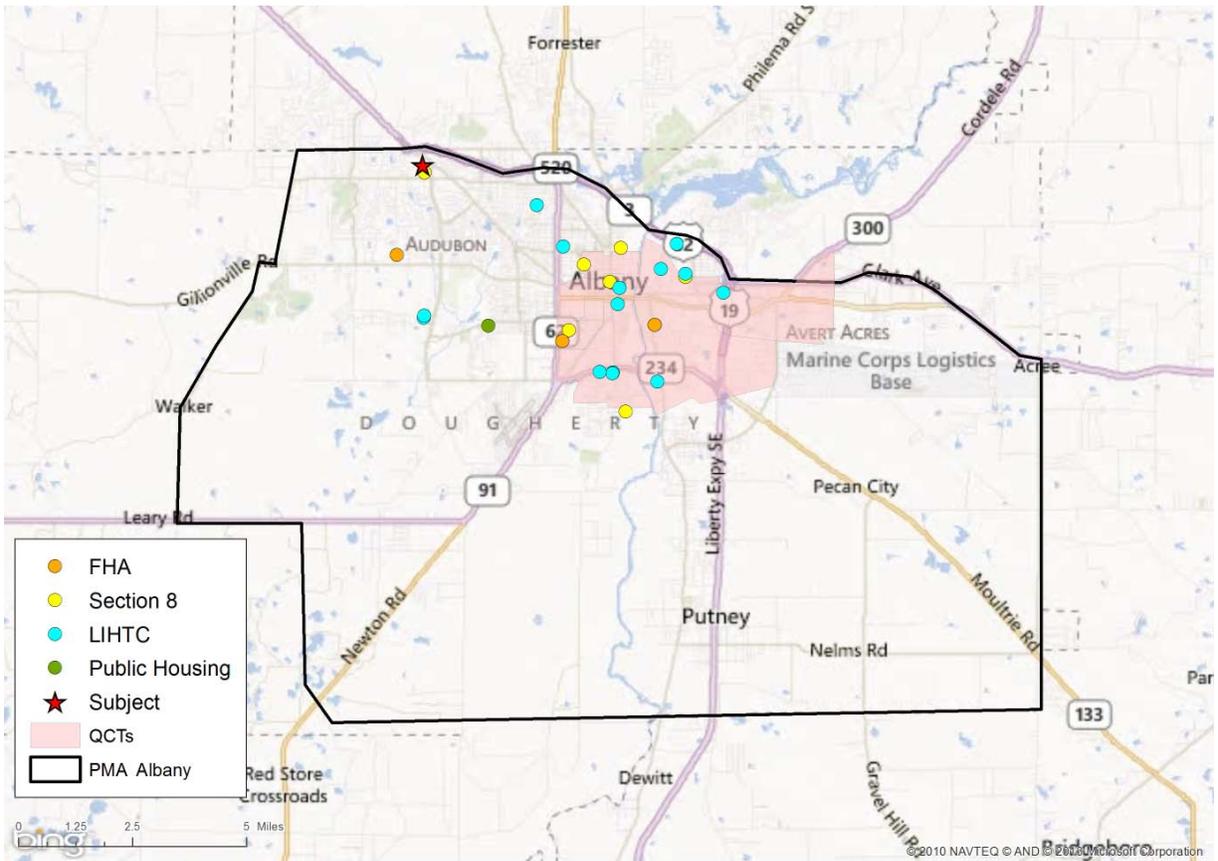
8. Existing Assisted Rental Housing Property Map:

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

Pointe North Senior Village, Albany, GA; Market Study

SUBSIDIZED PROPERTIES IN THE PMA

Name	City	State	Type	Tenancy	Map Color	Included/Excluded	Reason for Exclusion	Distance
Hudson Malone Towers	Albany	GA	LIHTC/PH	Senior	Green	Excluded	Rent Subsidized	7.0 miles
W.C Holman Homes	Albany	GA	LIHTC/PH	Senior	Green	Excluded	Rent Subsidized	5.2 miles
Arcadia Commons	Albany	GA	Section 8	N/Av	Yellow	Excluded	Rent structure not comparable	6.4 miles
Mt. Zion Garden	Albany	GA	Section 8	Family	Yellow	Excluded	Tenancy not comparable; Rent Subsidized	9.9 miles
Bethel Housing Complex	Albany	GA	Section 8	Family	Yellow	Excluded	Tenancy not comparable; Rent Subsidized	8.0 miles
Cedar Avenue Apartments	Albany	GA	Section 8	Family	Yellow	Excluded	Tenancy not comparable; Rent Subsidized	5.5 miles
Wild Pines	Albany	GA	Section 8	Family	Yellow	Excluded	Tenancy not comparable; Rent Subsidized	10.7 miles
Albany Advocacy Resource Center	Albany	GA	Section 8	Disabled	Yellow	Excluded	Tenancy not comparable; Rent Subsidized	0.1 miles
Albany Housing	Albany	GA	Section 8	Disabled	Yellow	Excluded	Tenancy not comparable; Rent Subsidized	7.1 miles
Albany Housing II	Albany	GA	Section 8	Disabled	Yellow	Excluded	Tenancy not comparable; Rent Subsidized	5.3 miles
Albany Housing III	Albany	GA	Section 8	Disabled	Yellow	Excluded	Tenancy not comparable; Rent Subsidized	7.0 miles
Ashley Riverside Apartments (fka South Albany Village)	Albany	GA	LIHTC, PHA, Market	Family	Cyan	Excluded	Senior LIHTC properties more comparable	7.6 miles
Woodland Heights Apartments	Albany	GA	Bond (80% AMI)	Family	Cyan	Excluded	Tenancy not comparable	9.0 miles
Rivercrest	Albany	GA	LIHTC	Family	Cyan	Excluded	Tenancy not comparable	8.5 miles
Woodpine Way	Albany	GA	LIHTC	Family	Cyan	Excluded	Tenancy not comparable	3.5 miles
Westover Place Apartments	Albany	GA	LIHTC/FHA	Family	Cyan	Excluded	Tenancy not comparable	3.5 miles
Sunchase Apartments	Albany	GA	LIHTC	Family	Cyan	Excluded	Tenancy not comparable	8.1 miles
Swift Court	Albany	GA	LIHTC	Family	Cyan	Excluded	Tenancy not comparable; Inferior condition not comparable to new construction	7.9 miles
Barkley Estates	Albany	GA	LIHTC	Family	Cyan	Excluded	Tenancy not comparable	7.5 miles
The Bridges of Southlake	Albany	GA	LIHTC	Family	Cyan	Excluded	Tenancy not comparable	9.0 miles
Albany Heights	Albany	GA	LIHTC	HFOP	Cyan	Excluded	Property undergoing foreclosure proceedings	7.2 miles
Albany Gardens	Albany	GA	LIHTC	HFOP	Cyan	Included	N/Av	2.8 miles
Albany Springs	Albany	GA	LIHTC	HFOP	Cyan	Included	N/Av	12.3 miles
The Landing at Southlake	Albany	GA	LIHTC, Market	HFOP	Cyan	Included	N/Av	9.0 miles
The Cove at Southlake	Albany	GA	LIHTC	Family	Cyan	Excluded	Tenancy not comparable	9.0 miles
Greenbriar Apts	Albany	GA	FHA	Moderate Income	Orange	Excluded	Tenancy not comparable	2.4 miles
Wild Pines Apartments	Albany	GA	FHA	Moderate Income	Orange	Excluded	Tenancy not comparable	10.7 miles
Cedar Avenue Apartments	Albany	GA	FHA	Family	Orange	Excluded	Tenancy not comparable	5.5 miles
Pointe North Senior Village	Albany	GA	LIHTC	HFOP	Blue	SUBJECT	SUBJECT	-



Albany, GA



9. Road/Infrastructure

Proposed Improvements:

There were no road or infrastructure improvements ongoing at the time of our site inspection. According to the local planning department, there are no immediate proposed improvements.

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

Primary access to the Subject site is via Pointe North Boulevard, which is a moderately to heavily trafficked thoroughfare due to the commercial uses located along this road. Pointe North Boulevard provides access to Dawson Road and Highway 520 approximately 0.4 and 0.5 miles north of the Subject site, respectively. Overall, the Subject site's access and visibility are considered excellent.

11. Environmental Concerns:

None visible upon site inspection.

Detrimental Influences:

There are no significant detrimental influences.

12. Conclusion:

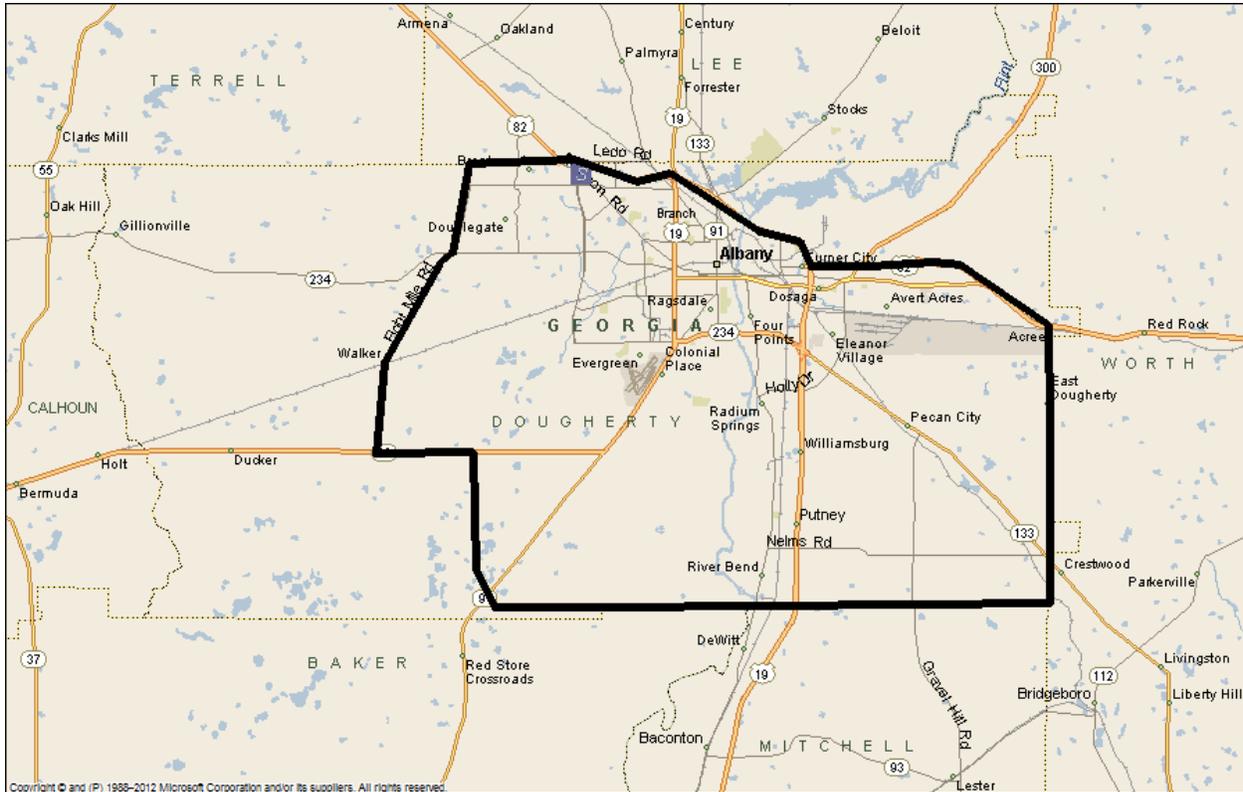
The Subject site is located in a mixed-use neighborhood in northern Albany. The Subject's immediate neighborhood consists primarily of commercial uses (banks, hotels), offices and service providers (Albany Advocacy Center), retail (strip malls), wooded land, and single-family homes in good condition. Retail and office space in this neighborhood are in good to excellent condition and are estimated to be 85 percent occupied. Residential uses are primarily located to west of the Subject site and residential uses are in good to excellent condition. Additionally, the Subject will offer good visibility and curb appeal. Overall, the community presents a good location for an affordable, multifamily development and the Subject will have a positive impact on the local neighborhood.

D. MARKET AREA

PRIMARY MARKET AREA

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

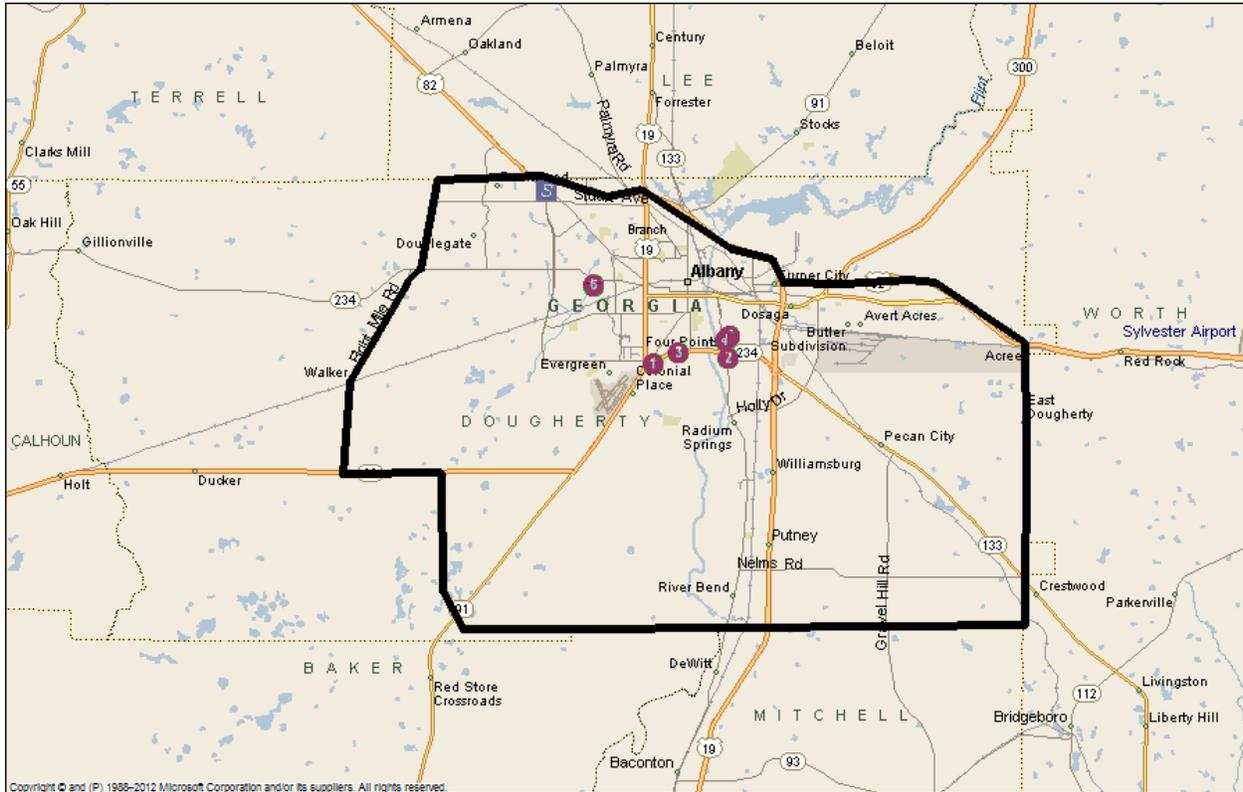
Primary Market Area Map



The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied, to determine if the Primary Market Area (PMA) and the Albany, GA MSA are areas of growth or contraction. The MSA consists of Baker, Dougherty, Lee, Terrell, and Worth counties.

The PMA is defined by Eightmile and Byron Plantation roads to the west; US-19, US-82 and the county line to the north; South County Line Road to the east; and, the Dougherty County line to the south. This area includes the eastern portion of Dougherty County and the majority of the City of Albany. The area was defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a significant portion of their tenants come from out of state. Of those residents coming from within Georgia the majority are coming from the Albany with some tenants coming from Lee County or even Waynesboro in Burke County. Per DCA guidelines we have not included leakage in our demand calculations.

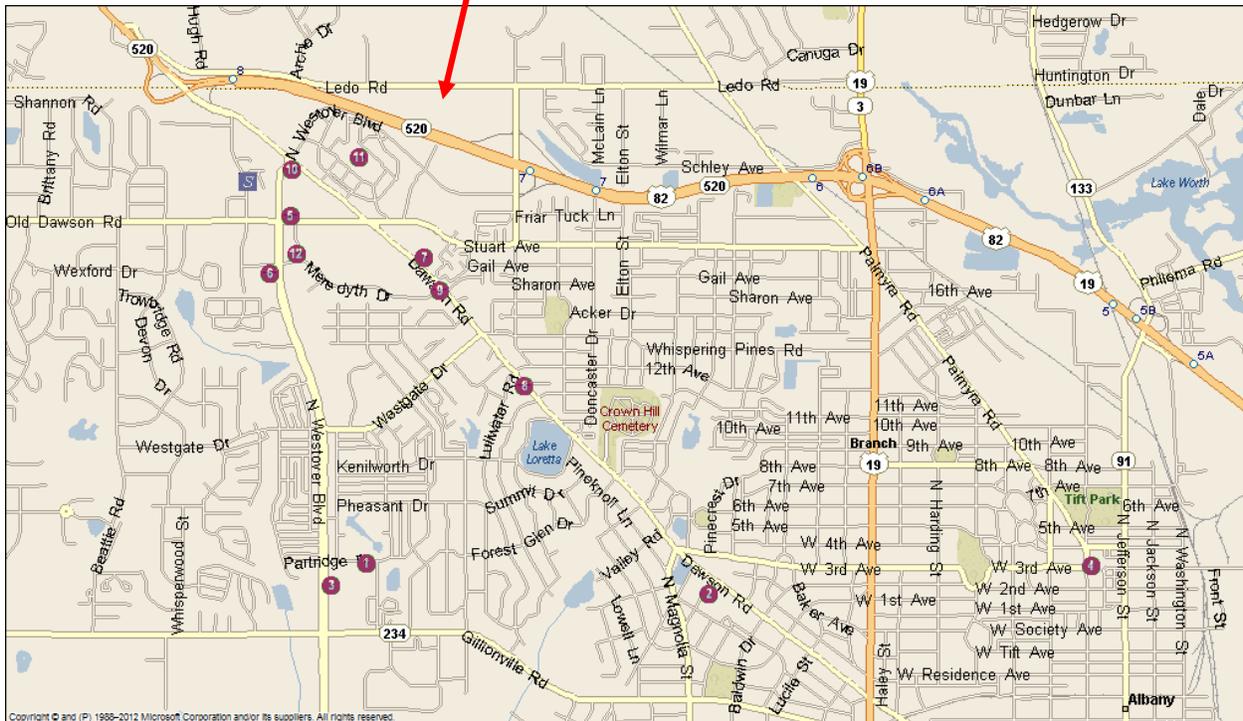
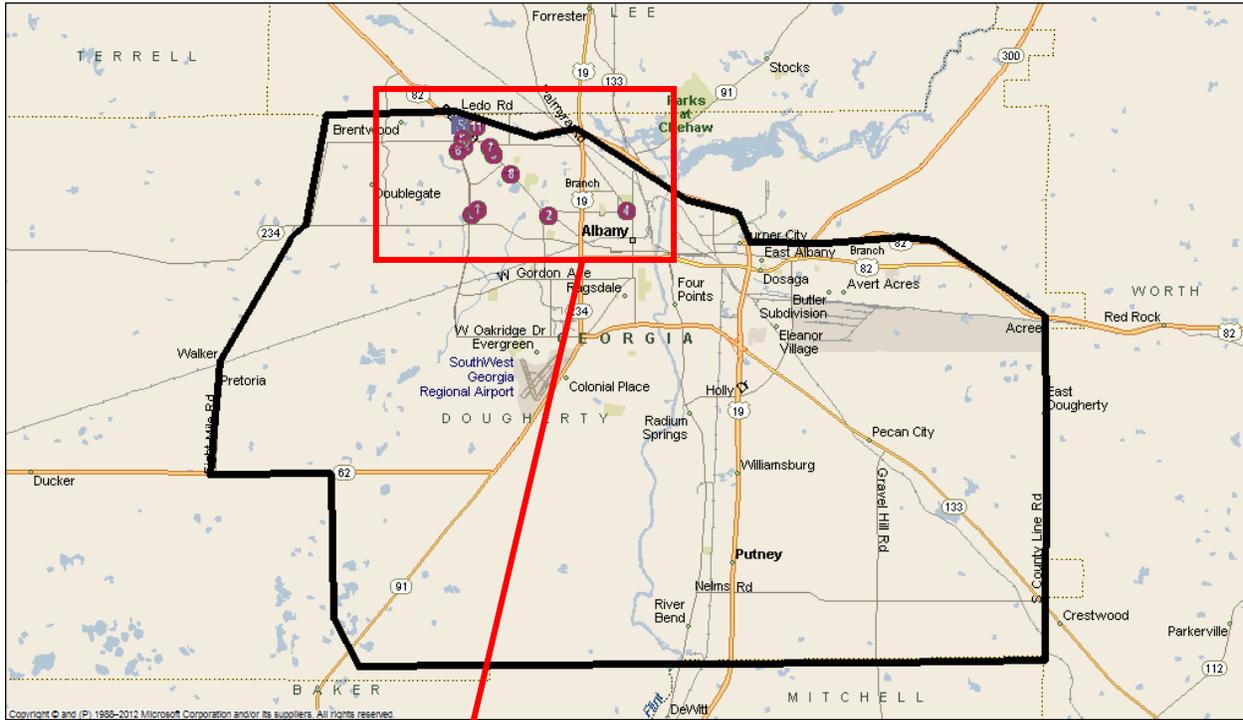
Primary Market Area Map – Comparable Properties



COMPARABLE PROPERTIES

#	Property Name	City	Type	Tenancy	Distance
1	Albany Gardens	Albany	@50%	Senior	6.6 miles
2	Albany Springs	Albany	@50%, @60%	Senior	11.9 miles
3	The Landing At Southlake	Albany	@50%, @60%	Senior	7.2 miles
4	Rams Arms Apartments	Albany	Market	Family	7.7 miles
5	Westwood Apartments	Albany	Market	Family	3.7 miles
6	Windsor & Summit Apartments	Albany	Market	Family	3.7 miles
7	Zori's Village	Albany	Market	Family	11.8 miles

Primary Market Area Map – Locational Amenities



Distances from Local Services

Map #	Service/Amenity	Distance from Subject
1	Lake Park Elementary School	2.1 miles
2	Merry Acres Middle School	3.0 miles
3	Westover High School	1.9 miles
4	Phoebe Putney Memorial Hospital	6.2 miles
5	Winn-Dixie Supermarket	0.3 miles
6	CVS Pharmacy	0.6 miles
7	Dougherty County Public Library	0.9 miles
8	Albany Police Department	1.8 miles
9	Albany Fire Station	1.1 miles
10	Bank of America	0.5 miles
11	Albany Mall (Employment center)	0.7 miles
12	US Post Office	0.5 miles

E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and Albany, GA MSA are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and MSA.

1. Population Trends

The following tables illustrate (a) Total Population, (b) Population by Age Group, and (c) Number of Elderly and Non-Elderly (only show this for HFOP/elderly) within population in MSA, the PMA and nationally from 2000 through 2017.

TOTAL POPULATION

Year	PMA		Albany, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	87,042	-	146,576	-	248,709,873	-
2000	86,547	-0.1%	157,834	0.8%	281,421,906	1.3%
2012	85,065	-0.1%	158,511	0.0%	313,129,017	0.9%
Projected Mkt Entry July 2015	84,991	0.0%	158,444	0.0%	319,643,343	0.7%
2017	84,941	0.0%	158,399	0.0%	323,986,227	0.7%

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

TOTAL SENIOR POPULATION (55+)

Year	PMA		Albany, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	16,580	-	26,879	-	52,389,754	-
2000	17,650	0.6%	30,586	1.4%	59,266,437	1.3%
2012	21,165	1.6%	39,656	2.4%	80,980,372	3.0%
Projected Mkt Entry July 2015	22,248	1.7%	41,659	1.7%	86,780,928	2.4%
2017	22,970	1.7%	42,994	1.7%	90,647,966	2.4%

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

POPULATION BY AGE GROUP

Age Cohort	PMA				
	1990	2000	2012	Projected Mkt Entry July 2015	2017
0-4	7,340	6,690	6,532	6,520	6,512
5-9	7,335	6,729	6,086	6,055	6,035
10-14	7,230	6,697	5,917	5,928	5,936
15-19	7,609	7,013	6,589	6,418	6,304
20-24	6,492	6,904	7,448	7,121	6,903
25-29	6,797	6,251	5,908	5,927	5,939
30-34	6,690	5,654	5,447	5,452	5,456
35-39	6,648	5,967	4,627	4,749	4,830
40-44	5,955	5,945	4,718	4,444	4,262
45-49	4,484	5,816	5,071	4,842	4,690
50-54	3,882	5,231	5,557	5,286	5,105
55-59	3,639	3,959	5,522	5,614	5,676
60-64	3,596	3,225	4,836	5,005	5,118
65-69	3,211	2,974	3,356	3,743	4,001
70-74	2,480	2,747	2,565	2,867	3,069
75-79	1,789	2,171	2,001	2,117	2,195
80-84	1,060	1,387	1,524	1,501	1,486
85+	805	1,187	1,361	1,399	1,425
Total	87,042	86,547	85,065	84,991	84,942

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

NUMBER OF ELDERLY AND NON-ELDERLY

Year	PMA			Albany, GA MSA		
	Total Population	Non-Elderly	Elderly (55+)	Total Population	Non-Elderly	Elderly (55+)
1990	87,042	70,462	16,580	146,574	119,695	26,879
2000	86,547	68,897	17,650	157,833	127,247	30,586
2012	85,065	63,900	21,165	158,511	118,855	39,656
Projected Mkt Entry July 2015	84,991	62,743	22,248	158,444	116,785	41,659
2017	84,942	61,972	22,970	158,399	115,405	42,994

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

As can be seen in the above charts, the population of elderly residents has remained relatively flat in the past decade but is expected to grow at an accelerated pace into 2017. Growth in senior populations in the MSA was less than 1.0 percent in 2012, far below the national average of 3.0 percent. However, senior population is expected to grow at a pace of 1.7 percent per year between 2012 and 2017. Seniors 55+ are expected to comprise 26.3 percent of the MSA population by the projected market entry date.

2. HOUSEHOLD TRENDS

2a. Total Number of Households, Average Household Size

TOTAL NUMBER OF HOUSEHOLDS

Year	PMA		Albany, GA MSA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	31,468	-	51,295	-
2000	33,243	0.6%	58,133	1.3%
2012	33,042	0.0%	59,128	0.1%
Projected Mkt Entry July 2015	33,329	0.3%	59,585	0.3%
2017	33,521	0.3%	59,890	0.3%

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

TOTAL NUMBER OF SENIOR HOUSEHOLDS (55+)

Year	PMA		Albany, GA MSA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	-	-	-	-
2000	11,833	-	20,253	-
2012	13,679	1.3%	25,117	2.0%
Projected Mkt Entry July 2015	14,244	1.4%	28,223	4.1%
2017	14,621	1.4%	30,293	4.1%

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

AVERAGE HOUSEHOLD SIZE

Year	PMA		Albany, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	2.52	-	2.62	-	2.58	-
2012	2.49	-0.1%	2.58	-0.1%	2.58	0.0%
Projected Mkt Entry July 2015	2.47	-0.3%	2.56	-0.3%	2.58	0.0%
2017	2.45	-0.3%	2.54	-0.3%	2.58	0.0%

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

Similar to population trends, total household growth in the PMA is projected to increase at a rate below that of the MSA. Both of these numbers are lower than the national average of 0.7 percent, however. As seen in the population trends, senior household growth in the PMA and MSA will increase at a rate lower than the general population over the next three years. Average household size is projected to decline slightly in the PMA with a nominal annual change of -0.3 percent annually. Average household size in the MSA is expected to decrease at a rate similar to the PMA, while the nation is projected to remain stable through 2017.

2b. Households by Tenure

The table below depicts household growth by tenure from 1990 through 2017.

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	8,275	69.9%	3,558	30.1%
2012	9,309	68.0%	4,371	32.0%
Projected Mkt Entry				
July 2015	9,717	68.2%	4,527	31.8%
2017	9,990	68.3%	4,631	31.7%

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

The majority of seniors ages 55 and older in the PMA live in owner-occupied housing. However, at 32 percent, the percent renter households is high compared to that of the nation, which is estimated to be 13 percent.

2c. HOUSEHOLDS BY INCOME

The following table illustrates the household income distribution in the PMA by cohort in 2012, 2015, and 2017.

HOUSEHOLD INCOME DISTRIBUTION - PMA (AGE 55+)

Income Cohort	2012		Projected Mkt Entry July 2015		2017	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	2,558	18.7%	2,933	20.6%	3,182	21.8%
\$10,000-19,999	2,845	20.8%	3,034	21.3%	3,161	21.6%
\$20,000-29,999	1,714	12.5%	1,838	12.9%	1,920	13.1%
\$30,000-39,999	1,498	11.0%	1,607	11.3%	1,679	11.5%
\$40,000-49,999	1,319	9.6%	1,350	9.5%	1,371	9.4%
\$50,000-59,999	1,026	7.5%	965	6.8%	924	6.3%
\$60,000-74,999	973	7.1%	899	6.3%	850	5.8%
\$75,000-99,999	814	6.0%	750	5.3%	708	4.8%
\$100,000-	327	2.4%	308	2.2%	295	2.0%
\$125,000-	164	1.2%	158	1.1%	154	1.1%
\$150,000-	221	1.6%	201	1.4%	188	1.3%
\$200,000+	219	1.6%	201	1.4%	190	1.3%
Total	13,679	100.0%	14,244	100.0%	14,621	100.0%

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

An estimated 40.7 percent of senior households in the PMA are projected to earn between \$20,000 and \$59,999 per year at the time of market entry, a number expected to decrease slightly to 40.3 percent by 2017. As the Demand Analysis will later demonstrate, there is adequate income-qualified demand for the Subject in the PMA.

2D. RENTER HOUSEHOLDS BY NUMBER OF PERSONS IN THE HOUSEHOLD

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

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - Albany, GA MSA

	2000		2012		Projected Mkt Entry July 2015		2017	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	6,727	29.7%	8,295	32.3%	8,385	32.6%	8,444	32.8%
With 2 Persons	6,117	27.0%	6,379	24.9%	6,387	24.9%	6,393	24.8%
With 3 Persons	3,737	16.5%	4,564	17.8%	4,578	17.8%	4,587	17.8%
With 4 Persons	3,144	13.9%	3,349	13.1%	3,330	13.0%	3,318	12.9%
With 5+ Persons	2,935	13.0%	3,056	11.9%	3,015	11.7%	2,987	11.6%
Total Renter Households	22,660	100.0%	25,643	100.0%	25,695	100.0%	25,729	100.0%

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

More than 57 percent of renter households in the PMA consist of one or two people, which bodes well for the Subject’s unit mix.

2E AND F. ELDERLY AND HFOP

Per DCA’s guidelines, elderly households populations will be based on households who are 62 years and older and HFOP populations will be based on households who are 55 years or older according to the census.

CONCLUSION

The Subject is located in Albany, Dougherty County, GA. In 2012, the population in the PMA was 84,991 and is projected to decrease to 84,941 in 2017, at an annual rate of -0.1 percent. Projected annual population growth is negative in the PMA because of regional factors; the Albany MSA is expected to have little to no population growth into the foreseeable future. A minority of senior households in the PMA (32.0 percent) are renter-occupied, but this number is significantly higher than the national average and is expected to remain stable until at least 2017. Approximately 40.6 percent of senior households in the PMA have annual earnings between \$20,000 and \$59,999. The Subject will target senior households earning between \$13,800 and \$23,580. Persons within these income cohorts are expected to create demand for the Subject.

F. EMPLOYMENT TRENDS

Employment Trends

The Albany, GA MSA experienced moderate total employment growth prior to the advent of the recession in 2008. From 2008 through 2011 the MSA experienced total employment declines, which negated the growth experienced in the previous seven years. Since 2012 the MSA has begun to once again add to its total employment number, but total employment in the MSA is still below 2001 levels. Additionally, although unemployment has historically been equivalent to or below national levels, the 2008 figures indicate a sizeable increase in the local unemployment rate. While this trend was seen throughout the country, the unemployment rate for the MSA outpaced the national average. The MSA continues to experience the effects of the recession, having continually averaged higher rates than the national average since it began. While there has been some degree of recovery in the past few years, as of December 2012 the MSA unemployment rate is still 2.1 percent higher than the national average.

1. Total Jobs

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

COVERED EMPLOYMENT		
Dougherty County		
Year	Total Employment	% Change
2002	51,721	
2003	51,666	-0.11%
2004	51,598	-0.13%
2005	51,995	0.76%
2006	51,611	-0.74%
2007	50,961	-1.28%
2008	50,214	-1.49%
2009	48,529	-3.47%
2010	47,636	-1.87%
2011	47,470	-0.35%
2012 YTD Average*	47,027	-0.94%
Sep-11	46,994	-
Sep-12	46,793	-0.43%

Source: U.S. Bureau of Labor Statistics

*YTD as of Sept 11

Total employment in the MSA has been on a downward trend since at least 2002. This pace accelerated during the recession from 2007 through 2010, and while the pace has slowed since then job growth in the region is still negative.

2. Total Jobs by Industry

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

SEPT 2012 EMPLOYMENT JOBS BY INDUSTRY

Dougherty County		
Industry	Number Employed	Percent Employed
Trade, Transportation, and Utilities	9,404	25.63%
Education and Health Services	8,400	22.89%
Professional and Business Services	5,335	14.54%
Leisure and Hospitality	4,676	12.74%
Manufacturing	3,320	9.05%
Other Services	1,545	4.21%
Financial Activities	1,541	4.20%
Construction	1,421	3.87%
Information	659	1.80%
Natural Resources and Mining	314	0.86%
Unclassified	77	0.21%
Public Administration*	-	-
Total Employment	36,692	100.00%

*Monthly data is not available

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

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

Pointe North Senior Village, Albany, GA; Market Study

2010 EMPLOYMENT BY INDUSTRY				
Occupation	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Agric/Forestry/Fishing/Hunting	339	0.98%	1,790,318	1.32%
Mining	0	0.00%	723,991	0.53%
Construction	2,059	5.98%	8,872,843	6.52%
Manufacturing	2,860	8.31%	13,047,475	9.59%
Wholesale Trade	994	2.89%	4,407,788	3.24%
Retail Trade	3,789	11.01%	15,464,986	11.37%
Transportation/Warehousing	1,081	3.14%	5,487,029	4.03%
Utilities	187	0.54%	1,115,793	0.82%
Information	659	1.91%	3,158,778	2.32%
Finance/Insurance	1,033	3.00%	6,883,526	5.06%
Real Estate/Rental/Leasing	640	1.86%	2,825,263	2.08%
Prof/Scientific/Tech Services	1,331	3.87%	8,520,310	6.26%
Mgmt of Companies/Enterprises	41	0.12%	202,384	0.15%
Admin/Support/Waste Mgmt Svcs	1,198	3.48%	5,114,479	3.76%
Educational Services	4,671	13.57%	14,168,096	10.42%
Health Care/Social Assistance	5,338	15.51%	18,891,157	13.89%
Arts/Entertainment/Recreation	413	1.20%	2,628,374	1.93%
Accommodation/Food Services	2,674	7.77%	9,114,767	6.70%
Other Services (excl Publ Adm)	2,250	6.54%	6,679,783	4.91%
Public Administration	2,868	8.33%	6,916,821	5.09%
Total Employment	34,425	100.0%	136,013,961	100.0%

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

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

The largest industries in the PMA are Health Care/Social Assistance, Retail Trade and Educational Services. Together these three industries comprise 40.1 percent of employment in the PMA. Educational Services and Public Administration are overrepresented in the PMA when compared to the nation, while Prof/Scientific/Tech Services, Transportation/Warehousing and Agriculture/Forestry/Fishing/Hunting are underrepresented in the PMA when compared to the nation.

3. Major Employers

The following table provides a list of the Albany area's ten largest employers.

#	Firm/Institution	Industry	Number of Employees
1	Phoebe Putney Memorial Hospital	Healthcare	3,804
2	USMC Logistics Base	Military	3,081
3	Dougherty County Board of Education	Education	2,934
4	Proctor & Gamble	Manufacturing	1,394
5	City of Albany	Government	1,387
6	Dougherty County	Government	669
7	MillerCoors	Beverage	650
8	Albany State University	Education	550
9	Teleperformance USA	Call Center	474
10	Palmyra Medical Centers	Healthcare	454

Source: Albany Chamber of Commerce

The Phoebe Putney Memorial Hospital, the USMC Logistics Base and the Dougherty County Board of Education are the only three employers in the MSA that employ more than 2,000 people. The top 10 employers account for approximately 32.5 percent of the total employment

within the MSA. The fact that the major employers account for such a high percentage of the total employment within the county should be of some concern for the economic stability of the area.

Expansions/Contractions

According to the Albany Chamber of Commerce, there have been no major business expansions in the area in recent years. However, there have not been any large-scale layoffs in the area since 2010, which indicates a fairly stable employment base.

The most serious layoffs in the area occurred in 2009, when Cooper Tire & Rubber Company closed its manufacturing plant and laid off 1,268 employees. Prior to this the company had been one of the region’s most prominent employers, and this event accounts for a large portion of the unemployment spike that occurred in 2009.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for Dougherty County from 2001 to 2012 (through December).

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

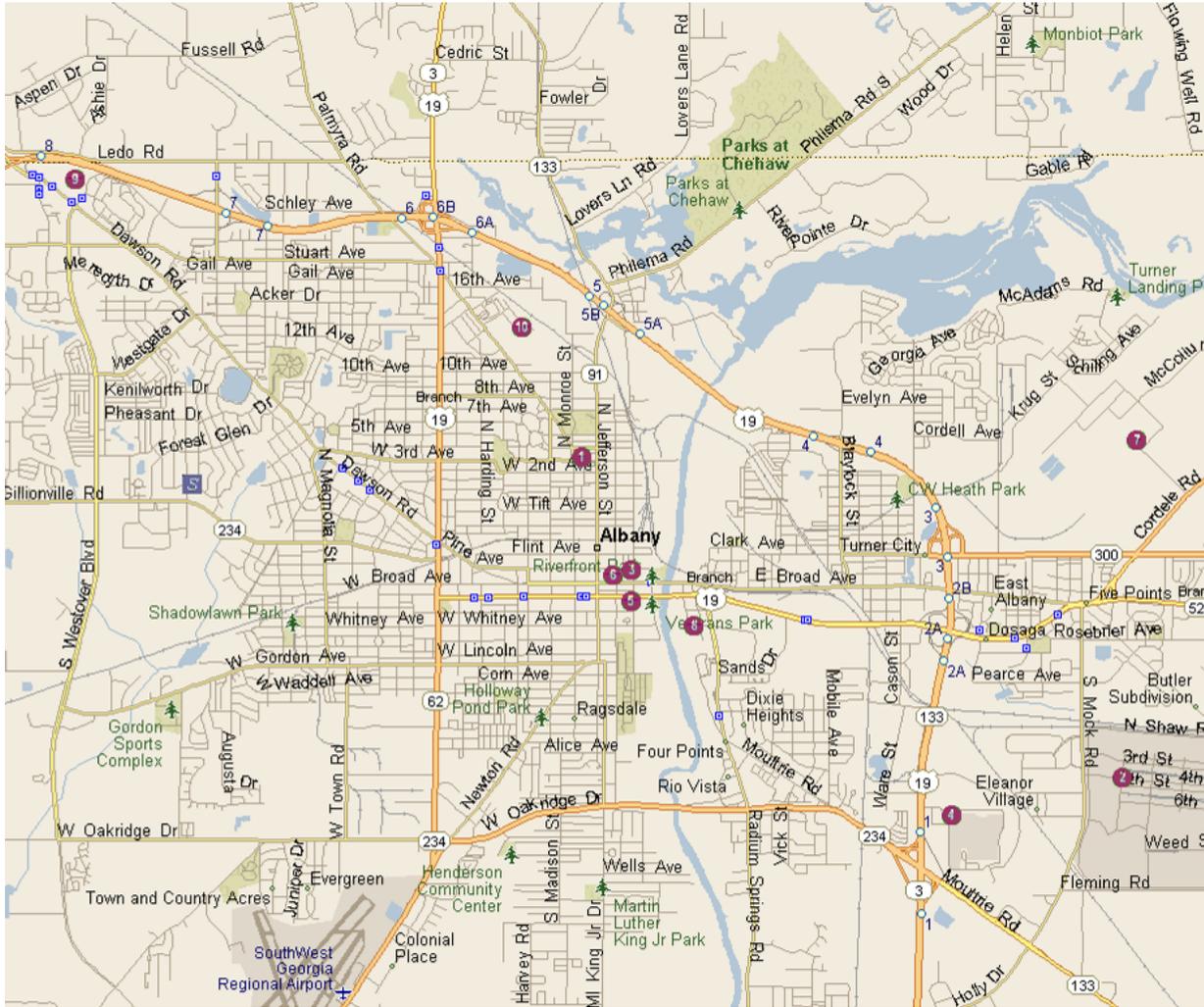
Year	<u>Albany, GA MSA</u>				<u>USA</u>			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2001	67,243	-	5.0%	-	136,933,000	-	4.7%	-
2002	67,580	0.5%	5.3%	0.3%	136,485,000	-0.3%	5.8%	1.1%
2003	69,642	3.1%	5.0%	-0.3%	137,736,000	0.9%	6.0%	0.2%
2004	69,804	0.2%	5.2%	0.2%	139,252,000	1.1%	5.5%	-0.5%
2005	70,670	1.2%	5.6%	0.4%	141,730,000	1.8%	5.1%	-0.4%
2006	71,602	1.3%	5.3%	-0.3%	144,427,000	1.9%	4.6%	-0.5%
2007	71,929	0.5%	5.2%	-0.1%	146,047,000	1.1%	4.6%	0.0%
2008	71,474	-0.6%	6.4%	1.2%	145,362,000	-0.5%	5.8%	1.2%
2009	68,646	-4.0%	9.6%	3.2%	139,877,000	-3.8%	9.3%	3.5%
2010	66,752	-2.8%	10.8%	1.2%	139,064,000	-0.6%	9.6%	0.3%
2011	65,874	-1.3%	10.4%	-0.4%	139,869,000	0.6%	8.9%	-0.7%
2012 YTD Average*	66,227	0.5%	10.8%	0.4%	142,469,083	1.9%	8.1%	-0.8%
Dec-2011	66,132	-	9.8%	-	140,681,000	-	8.3%	-
Dec-2012	66,213	0.1%	9.7%	-0.1%	143,060,000	1.7%	7.6%	-0.7%

Source: U.S. Bureau of Labor Statistics December 2012
 *2012 data is through Dec

The Albany, GA MSA experienced moderate total employment growth prior to the advent of the recession in 2008. From 2008 through 2011 the MSA experienced total employment declines, which negated the growth experienced in the previous seven years. Since 2012 the MSA has begun to once again add to its total employment number, but total employment in the MSA is still below 2001 levels. Additionally, although unemployment has historically been equivalent to or below national levels, the 2008 figures indicate a sizeable increase in the local unemployment rate. While this trend was seen throughout the country, the unemployment rate for the MSA outpaced the national average. The MSA continues to experience the effects of the recession, having continually averaged higher rates than the national average since it began. While there has been some degree of recovery in the past few years, as of December 2012 the MSA unemployment rate is still 2.1 percent higher than the national average.

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in Dougherty County.



#	Firm/Institution	Industry	Number of Employees
1	Phoebe Putney Memorial Hospital	Healthcare	3804
2	USMC Logistics Base	Military	3081
3	Dougherty County Board of Education	Education	2934
4	Proctor & Gamble	Manufacturing	1394
5	City of Albany	Government	1387
6	Dougherty County	Government	669
7	MillerCoors	Beverage	650
8	Albany State University	Education	550
9	Teleperformance USA	Call Center	474
10	Palmyra Medical Centers	Healthcare	454

Source: Albany Chamber of Commerce

Conclusion

Total employment in the MSA has been on a downward trend since 2008 and currently sits at 66,213 as of December 2012. Employment seems to currently be trending upward, but overall employment in the MSA is lower than it was even a decade ago. Similar to what occurred throughout the nation, the unemployment rate increased significantly in 2008 and 2009 and reached a peak rate of 10.8 percent in 2010. The unemployment rate in the MSA and nation has been decreasing since 2011. As of December 2012, the unemployment rate was above the unemployment rate of the US, and the low rate of growth in total employment during this time indicates possible employment stagnation in the MSA. The largest industries in the PMA are Health Care/Social Assistance, Retail Trade and Educational Services. Together these three industries comprise 40.1 percent of employment in the PMA.

G. PROJECT-SPECIFIC DEMAND ANALYSIS

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

1. INCOME RESTRICTIONS

LIHTC rents are based upon a percentage of the Area Median Gross Income (“AMI”), adjusted for household size and utilities. The Georgia Department of Community Affairs (“DCA”) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that the maximum net rent a senior household will pay is 40 percent of its household income at the appropriate AMI level.

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

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

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from the DCA website.

2. AFFORDABILITY

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

3. DEMAND

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

3A. DEMAND FROM NEW HOUSEHOLDS

The number of new households entering the market is the first level of demand calculated. We have utilized 2015, the anticipated date of market entry, as the base year for the analysis. Therefore, 2012 household population estimates are inflated to 2015 by interpolation of the difference between 2012 estimates and 2017 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. In the following tables this calculation is identified as Step 1. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2015. This number takes the overall growth from 2012 to 2017 and applies it

to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

3B. DEMAND FROM EXISTING HOUSEHOLDS

Demand for existing households is estimated by summing three sources of potential tenants. The first source (2a.) is tenants who are rent overburdened. These are households who are paying over 35 percent for family households and 40 percent for senior households of their income in housing costs. This data is interpolated using CHAS data based on appropriate income levels.

The second source (2b.) is households living in substandard housing. We will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject. The third source (2c.) is those seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. It should be noted that per DCA guidelines, we have lowered demand from seniors who convert to homeownership to be at or below 2.0 percent of total demand.

In general, we will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject.

3C. SECONDARY MARKET AREA

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

3D. OTHER

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

4. NET DEMAND, CAPTURE RATES AND STABILIZATION CALCULATIONS

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed from 2011 to the present.

ADDITIONS TO SUPPLY

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

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

will demonstrate, competitive market rate units are those with rent levels that are comparable to the proposed rents at the Subject.

Per GA DCA guidelines, competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the Subject development.

The most recent senior LIHTC allocation in the PMA is The Landing at Southlake. The property was allocated in 2008 and stabilized in 2010. Therefore, we have not deducted these units from the Demand Analysis. The property has been included as a comparable property in this report and is currently 100 percent occupied with a waiting list and rents set at the maximum allowable levels.

PMA OCCUPANCY

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

PMA OCCUPANCY

Property name	Rent Structure	Tenancy	Total Units	Occupancy
				Rate
Albany Gardens	@50%	Senior	24	100.00%
Albany Springs	@50%, @60%	Senior	80	95.00%
The Landing At Southlake	@50%, @60%	Senior	40	100.00%
Rams Arms Apartments	Market	Family	24	95.80%
Westwood Apartments	Market	Family	194	96.90%
Windsor & Summit Apartments	Market	Family	134	96.30%
Zori's Village	Market	Family	40	100.00%
Overall Occupancy			536	97.01%

As the previous table demonstrates, the overall occupancy rate among the Subject’s comparable properties is stable at approximately 97 percent.

Rehab Developments and PBRA

For any properties that are rehab developments, the capture rates will be based on those units that are vacant, or whose tenants will be rent burdened or over income as listed on the Tenant Relocation Spreadsheet.

Units that are subsidized with PBRA or whose rents are more than 20 percent lower than the rent for other units of the same bedroom size in the same AMI band and comprise less than 10 percent of total units in the same AMI band will not be used in determining project demand. In addition, any units, if priced 30 percent lower than the average market rent for the bedroom type in any income segment, will be assumed to be leasable in the market and deducted from the total number of units in the project for determining capture rates.

The Subject will be a newly constructed property that does not operate with any project-based rental assistance (PBRA); therefore, we have conducted the Demand Analysis based upon the Subject’s proposed 59 units.

Capture Rates

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

Renter Household Income Distribution 2012 to Projected Market Entry July 2015					
Meadow Lark Senior					
PMA					
	2012		Projected Mkt Entry July 2015		Percent
	#	%	#	%	Growth
\$0-9,999	1,353	31.0%	1,493	33.0%	9.4%
\$10,000-19,999	1,211	27.7%	1,255	27.7%	3.6%
\$20,000-29,999	467	10.7%	483	10.7%	3.4%
\$30,000-39,999	377	8.6%	383	8.5%	1.5%
\$40,000-49,999	290	6.6%	303	6.7%	4.1%
\$50,000-59,999	264	6.0%	244	5.4%	-8.4%
\$60,000-74,999	138	3.2%	128	2.8%	-7.6%
\$75,000-99,999	115	2.6%	104	2.3%	-10.3%
\$100,000-124,999	43	1.0%	39	0.9%	-10.2%
\$125,000-149,999	47	1.1%	42	0.9%	-14.0%
\$150,000-199,999	36	0.8%	30	0.7%	-21.1%
\$200,000+	29	0.7%	23	0.5%	-27.2%
Total	4,371	100.0%	4,527	100.0%	3.5%

Renter Household Income Distribution Projected Market Entry July 2015			
Meadow Lark Senior			
PMA			
	Projected Mkt Entry July 2015		Change 2012 to Prj Mrkt Entry July 2015
	#	%	#
\$0-9,999	1,493	33.0%	52
\$10,000-19,999	1,255	27.7%	43
\$20,000-29,999	483	10.7%	17
\$30,000-39,999	383	8.5%	13
\$40,000-49,999	303	6.7%	10
\$50,000-59,999	244	5.4%	8
\$60,000-74,999	128	2.8%	4
\$75,000-99,999	104	2.3%	4
\$100,000-124,999	39	0.9%	1
\$125,000-149,999	42	0.9%	1
\$150,000-199,999	30	0.7%	1
\$200,000+	23	0.5%	1
Total	4,527	100.0%	156

Tenure Prj Mrkt Entry July 2015	
Renter	31.8%
Owner	68.2%
Total	100.0%

Renter Household Size for Prj Mrkt Entry July 2015		
Size	Number	Percentage
1 Person	2,328	51.4%
2 Person	1,431	31.6%
3 Person	354	7.8%
4 Person	214	4.7%
5+ Person	200	4.4%
Total	4,527	100.0%

Renter Household Size for 2000		
Size	Number	Percentage
1 Person	4,987	31.4%
2 Person	4,341	27.3%
3 Person	2,571	16.2%
4 Person	2,027	12.8%
5+ Person	1,946	12.3%
Total	15,872	100.0%

50% AMI

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

Percent of AMI Level			50%		
Minimum Income Limit			\$13,800		
Maximum Income Limit			\$19,650		
Income Category	New Renter Households - Total Change in Households PMA 2012 to Pj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	51.54			
\$10,000-19,999	43.34	27.7%	5,850	58.5%	25
\$20,000-29,999	16.69	10.7%		0.0%	0
\$30,000-39,999	13.21	8.5%		0.0%	0
\$40,000-49,999	10.45	6.7%		0.0%	0
\$50,000-59,999	8.41	5.4%		0.0%	0
\$60,000-74,999	4.43	2.8%		0.0%	0
\$75,000-99,999	3.60	2.3%		0.0%	0
\$100,000-124,999	1.36	0.9%		0.0%	0
\$125,000-149,999	1.43	0.9%		0.0%	0
\$150,000-199,999	1.03	0.7%		0.0%	0
\$200,000+	0.79	0.5%		0.0%	0
	156	100.0%			25
Percent of renter households within limits versus total number of renter households					16.22%

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

Percent of AMI Level			50%		
Minimum Income Limit			\$13,800		
Maximum Income Limit			\$19,650		
Income Category	Total Renter Households PMA Pj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,493			
\$10,000-19,999	1,255	27.7%	\$5,850	59%	734
\$20,000-29,999	483	10.7%	\$0	0%	0
\$30,000-39,999	383	8.5%	\$0	0%	0
\$40,000-49,999	303	6.7%	\$0	0%	0
\$50,000-59,999	244	5.4%	\$0	0%	0
\$60,000-74,999	128	2.8%	\$0	0%	0
\$75,000-99,999	104	2.3%	\$0	0%	0
\$100,000-124,999	39	0.9%	\$0	0%	0
\$125,000-149,999	42	0.9%	\$0	0%	0
\$150,000-199,999	30	0.7%	\$0	0%	0
\$200,000+	23	0.5%	\$0	0%	0
	4,527	100.0%			734
Percent of renter households within limits versus total number of renter households					16.22%

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

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2012 Median Income

Change from 2012 to Pj Mrkt Entry July 2015

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No
Senior
Urban
40%
\$30,873
\$34,123
\$3,250
10.5%
1.8%
1.8%
1.8%
Two year adjustment
1,000
\$19,650
\$19,650
\$2
50%
\$460
\$460.00

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

STEP 1 Please refer to text for complete explanation.

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

Income Target Population		50%
New Renter Households PMA		156
Percent Income Qualified		16.2%
New Renter Income Qualified Households		25

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

Demand from Existing Households 2012

Demand from Rent Overburdened Households

Income Target Population		50%
Total Existing Demand		4,527
Income Qualified		16.2%
Income Qualified Renter Households		734
Percent Rent Overburdened Prj Mrkt Entry July 2015		50.0%
Rent Overburdened Households		367

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		734
Percent Living in Substandard Housing		1.0%
Households Living in Substandard Housing		7

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

Senior Households Converting from Homeownership

Income Target Population		50%
Total Senior Homeowners		9717
Rural Versus Urban	0.1%	
Senior Demand Converting from Homeownership		8

Total Demand

Total Demand from Existing Households		383
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		383
Total New Demand		25
Total Demand (New Plus Existing Households)		408

Demand from Seniors Who Convert from Homeownership		8
Percent of Total Demand From Homeownership Conversion		2.0%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	51.4%	210
Two Persons	31.6%	129
Three Persons	7.8%	32
Four Persons	4.7%	19
Five Persons	4.4%	18
Total	100.0%	408

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	20%	42
Of two-person households in 1BR units	30%	39
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	80%	168
Of two-person households in 2BR units	70%	90
Of three-person households in 2BR units	60%	19
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	13
Of four-person households in 3BR units	80%	15
Of five-person households in 3BR units	70%	13
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	20%	4
Of five-person households in 4BR units	30%	5
Total Demand		408

Total Demand by Bedroom	50%
1 BR	81
2 BR	258
Total Demand	339

Additions To Supply 2012 to Prj Mrkt Entry July 2015	50%
1 BR	0
2 BR	0
Total	0

Net Demand	50%
1 BR	81
2 BR	258
Total	339

Developer's Unit Mix	50%
1 BR	3
2 BR	7
Total	10

Capture Rate Analysis	50%
1 BR	3.7%
2 BR	2.7%
Total	3.0%

60%AMI

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

Percent of AMI Level			60%		
Minimum Income Limit			\$15,390		
Maximum Income Limit			\$23,580		
Income Category	New Renter Households - Total Change in Households PMA 2012 to Pj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	51.54			
\$10,000-19,999	43.34	27.7%	4,609	46.1%	20
\$20,000-29,999	16.69	10.7%	3,580	35.8%	6
\$30,000-39,999	13.21	8.5%		0.0%	0
\$40,000-49,999	10.45	6.7%		0.0%	0
\$50,000-59,999	8.41	5.4%		0.0%	0
\$60,000-74,999	4.43	2.8%		0.0%	0
\$75,000-99,999	3.60	2.3%		0.0%	0
\$100,000-124,999	1.36	0.9%		0.0%	0
\$125,000-149,999	1.43	0.9%		0.0%	0
\$150,000-199,999	1.03	0.7%		0.0%	0
\$200,000+	0.79	0.5%		0.0%	0
	156	100.0%			26
Percent of renter households within limits versus total number of renter households					16.60%

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

Percent of AMI Level			60%		
Minimum Income Limit			\$15,390		
Maximum Income Limit			\$23,580		
Income Category	Total Renter Households PMA Pj Mrkt Entry July 2015		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,493			
\$10,000-19,999	1,255	27.7%	\$4,609	46%	579
\$20,000-29,999	483	10.7%	\$3,580	36%	173
\$30,000-39,999	383	8.5%	\$0	0%	0
\$40,000-49,999	303	6.7%	\$0	0%	0
\$50,000-59,999	244	5.4%	\$0	0%	0
\$60,000-74,999	128	2.8%	\$0	0%	0
\$75,000-99,999	104	2.3%	\$0	0%	0
\$100,000-124,999	39	0.9%	\$0	0%	0
\$125,000-149,999	42	0.9%	\$0	0%	0
\$150,000-199,999	30	0.7%	\$0	0%	0
\$200,000+	23	0.5%	\$0	0%	0
	4,527	100.0%			752
Percent of renter households within limits versus total number of renter households					16.60%

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

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2012 Median Income

Change from 2012 to Pj Mrkt Entry July 2015

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No
Senior
Urban
40%
\$30,873
\$34,123
\$3,250
10.5%
1.8%
1.8%
1.8%
Two year adjustment
1,000
\$23,580
\$23,580
\$2
60%
\$513
\$513.00

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

Pointe North Senior Village, Albany, GA; Market Study

STEP 1 Please refer to text for complete explanation.

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

Income Target Population		60%
New Renter Households PMA		156
Percent Income Qualified		16.6%
New Renter Income Qualified Households		26

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

Demand from Existing Households 2012

Demand from Rent Overburdened Households

Income Target Population		60%
Total Existing Demand		4,527
Income Qualified		16.6%
Income Qualified Renter Households		752
Percent Rent Overburdened Prj Mrkt Entry July 2015		50.0%
Rent Overburdened Households		376

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		752
Percent Living in Substandard Housing		1.0%
Households Living in Substandard Housing		7

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

Senior Households Converting from Homeownership

Income Target Population		60%
Total Senior Homeowners		9717
Rural Versus Urban	0.1%	
Senior Demand Converting from Homeownership		7

Total Demand

Total Demand from Existing Households		390
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		390
Total New Demand		26
Total Demand (New Plus Existing Households)		416

Demand from Seniors Who Convert from Homeownership		7
Percent of Total Demand From Homeownership Conversion		1.8%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	51.4%	214
Two Persons	31.6%	131
Three Persons	7.8%	33
Four Persons	4.7%	20
Five Persons	4.4%	18
Total	100.0%	416

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	20%	43
Of two-person households in 1BR units	30%	39
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	80%	171
Of two-person households in 2BR units	70%	92
Of three-person households in 2BR units	60%	20
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	13
Of four-person households in 3BR units	80%	16
Of five-person households in 3BR units	70%	13
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	20%	4
Of five-person households in 4BR units	30%	6
Total Demand		416

Total Demand by Bedroom	60%
1 BR	82
2 BR	263
Total Demand	345

Additions To Supply 2012 to Prj Mrkt Entry July 2015	60%
1 BR	0
2 BR	0
Total	0

Net Demand	60%
1 BR	82
2 BR	263
Total	345

Developer's Unit Mix	60%
1 BR	11
2 BR	38
Total	49

Capture Rate Analysis	60%
1 BR	13.4%
2 BR	14.4%
Total	14.2%

Overall

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

Percent of AMI Level		Overall				
Minimum Income Limit		\$15,390				
Maximum Income Limit		\$23,580				
Income Category	New Renter Households - Total Change in Households PMA 2012 to Pj Mkt		Income Brackets	Percent within Cohort	Renter Households within Bracket	
	Entry July 2015					
\$0-9,999	51.54	33.0%		0.0%	0	
\$10,000-19,999	43.34	27.7%	4,609	46.1%	20	
\$20,000-29,999	16.69	10.7%	3,580	35.8%	6	
\$30,000-39,999	13.21	8.5%		0.0%	0	
\$40,000-49,999	10.45	6.7%		0.0%	0	
\$50,000-59,999	8.41	5.4%		0.0%	0	
\$60,000-74,999	4.43	2.8%		0.0%	0	
\$75,000-99,999	3.60	2.3%		0.0%	0	
\$100,000-124,999	1.36	0.9%		0.0%	0	
\$125,000-149,999	1.43	0.9%		0.0%	0	
\$150,000-199,999	1.03	0.7%		0.0%	0	
\$200,000+	0.79	0.5%		0.0%	0	
	156	100.0%			26	
Percent of renter households within limits versus total number of renter households					16.60%	

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

Percent of AMI Level		Overall				
Minimum Income Limit		\$15,390				
Maximum Income Limit		\$23,580				
Income Category	Total Renter Households PMA Pj Mkt		Income Brackets	Percent within Cohort	Households within Bracket	
	Entry July 2015					
\$0-9,999	1,493	33.0%	\$0	0%	0	
\$10,000-19,999	1,255	27.7%	\$4,609	46%	579	
\$20,000-29,999	483	10.7%	\$3,580	36%	173	
\$30,000-39,999	383	8.5%	\$0	0%	0	
\$40,000-49,999	303	6.7%	\$0	0%	0	
\$50,000-59,999	244	5.4%	\$0	0%	0	
\$60,000-74,999	128	2.8%	\$0	0%	0	
\$75,000-99,999	104	2.3%	\$0	0%	0	
\$100,000-124,999	39	0.9%	\$0	0%	0	
\$125,000-149,999	42	0.9%	\$0	0%	0	
\$150,000-199,999	30	0.7%	\$0	0%	0	
\$200,000+	23	0.5%	\$0	0%	0	
	4,527	100.0%			752	
Percent of renter households within limits versus total number of renter households					16.60%	

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

Type of Housing (Family vs Senior)
 Location of Subject (Rural versus Urban)
 Percent of Income for Housing
 2000 Median Income
 2012 Median Income
 Change from 2012 to Pj Mkt Entry July 2015
 Total Percent Change
 Average Annual Change
 Inflation Rate
 Maximum Allowable Income
 Maximum Allowable Income Inflation Adjusted
 Maximum Number of Occupants
 Rent Income Categories
 Initial Gross Rent for Smallest Unit
 Initial Gross Rent for Smallest Unit Inflation Adjusted

No
Senior
Urban
40%
\$30,873
\$34,123
\$3,250
10.5%
1.8%
1.8%
Two year adjustment
1,000
\$23,580
\$23,580
\$2
Overall
\$513
\$513.00

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

Pointe North Senior Village, Albany, GA; Market Study

STEP 1 Please refer to text for complete explanation.

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

Income Target Population		Overall
New Renter Households PMA		156
Percent Income Qualified		16.6%
New Renter Income Qualified Households		26

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

Demand from Existing Households 2012

Demand from Rent Overburdened Households

Income Target Population		Overall
Total Existing Demand		4,527
Income Qualified		16.6%
Income Qualified Renter Households		752
Percent Rent Overburdened Prj Mrkt Entry July 2015		50.0%
Rent Overburdened Households		376

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		752
Percent Living in Substandard Housing		1.0%
Households Living in Substandard Housing		7

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

Senior Households Converting from Homeownership

Income Target Population		Overall
Total Senior Homeowners		9717
Rural Versus Urban	0.1%	
Senior Demand Converting from Homeownership		7

Total Demand

Total Demand from Existing Households		390
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		390
Total New Demand		26
Total Demand (New Plus Existing Households)		416

Demand from Seniors Who Convert from Homeownership		7
Percent of Total Demand From Homeownership Conversion		1.8%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	51.4%	214
Two Persons	31.6%	131
Three Persons	7.8%	33
Four Persons	4.7%	20
Five Persons	4.4%	18
Total	100.0%	416

To place Person Demand into Bedroom Type Units

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Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	80%	171
Of two-person households in 2BR units	70%	92
Of three-person households in 2BR units	60%	20
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	13
Of four-person households in 3BR units	80%	16
Of five-person households in 3BR units	70%	13
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	20%	4
Of five-person households in 4BR units	30%	6
Total Demand		416

Total Demand by Bedroom	Overall
1 BR	82
2 BR	263
Total Demand	345

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

Net Demand	Overall
1 BR	82
2 BR	263
Total	345

Developer's Unit Mix	Overall
1 BR	14
2 BR	45
Total	59

Capture Rate Analysis	Overall
1 BR	17.0%
2 BR	17.1%
Total	17.1%

Conclusions

We have conducted such an analysis to determine a base of demand for the Subject as a tax credit property. This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

Pointe North Senior Village, Albany, GA; Market Study

CAPTURE RATE ANALYSIS CHART

Unit Size	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
1BR at 50% AMI	3	81	0	81	3.7%	6 months	\$368	\$286 - \$416	\$321
2BR at 50% AMI	7	258	0	258	2.7%	6 months	\$479	\$366 - \$577	\$374
50% AMI Overall	10	339	0	339	3.0%	6 months	\$368 - \$479	\$286 - \$577	\$321 - \$374
1BR at 60% AMI	11	82	0	82	13.4%	6 months	\$412	\$406 - \$417	\$374
2BR at 60% AMI	38	263	0	263	14.4%	6 months	\$524	\$461 - \$577	\$476
60% AMI Overall	49	345	0	345	14.2%	6 months	\$412 - \$524	\$406 - \$577	\$374 - \$476
1BR Overall	14	82	0	82	17.0%	6 months	\$368 - \$412	\$286 - \$417	\$321 - \$374
2BR Overall	45	263	0	263	17.1%	6 months	\$479 - \$524	\$366 - \$577	\$374 - \$476
Overall	59	345	0	345	17.1%	6 months	\$368 - \$524	\$286 - \$577	\$321 - \$476

Demand and Net Demand

	HH at 50% AMI (\$13,800 - \$19,650)	HH at 60% AMI (\$15,390 - \$23,580)	All Tax Credit Households
Demand from New Households (age and income appropriate)	25	26	26
PLUS	+	+	+
Demand from Existing Renter Households - Substandard Housing	7	7	7
PLUS	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	367	376	376
Sub Total	400	409	409
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	8	7	7
Equals Total Demand	408	416	416
Less	-	-	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market between 2011 and the present	0	0	0
Equals Net Demand	408	416	416

As the analysis illustrates, the Subject's capture rates at the 50 percent AMI level will range from 2.7 to 3.7 percent, with an overall capture rate of 3.0 percent. The Subject's 60 percent AMI capture rates range from 13.4 to 14.4 percent, with an overall capture rate of 14.2 percent. The overall capture rate for the project's 50 and 60 percent units is 17.1 percent. Therefore, we believe there is adequate demand for the Subject.

H. COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes seven comparable properties containing 536 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided in the following pages. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

We have included three senior LIHTC properties in the PMA. These properties range in age from 1995 to 2010. The most recent senior LIHTC allocation in the PMA is The Landing at Southlake and this property will be the most similar to the Subject. There is one senior LIHTC property in Albany, Albany Heights, which we have excluded. As of October 2012, the property is in foreclosure proceedings and therefore is not operational. Due to the availability of senior LIHTC properties in Albany, we have not included the family LIHTC properties in the PMA. However, due to the lack of senior market rate properties, we have included four family market rate properties. These properties represent an aging housing stock as they were built between the 1970s and 2000 with the exception of Zori's Village, which was built in 2005. The Subject will be generally superior to the market rate properties, which is reflected in the Subject's rents versus those of the market rate properties.

All of the comparable properties are located in Albany and all are within the PMA. Overall, we believe that there is adequate unrestricted and senior LIHTC data in the market.

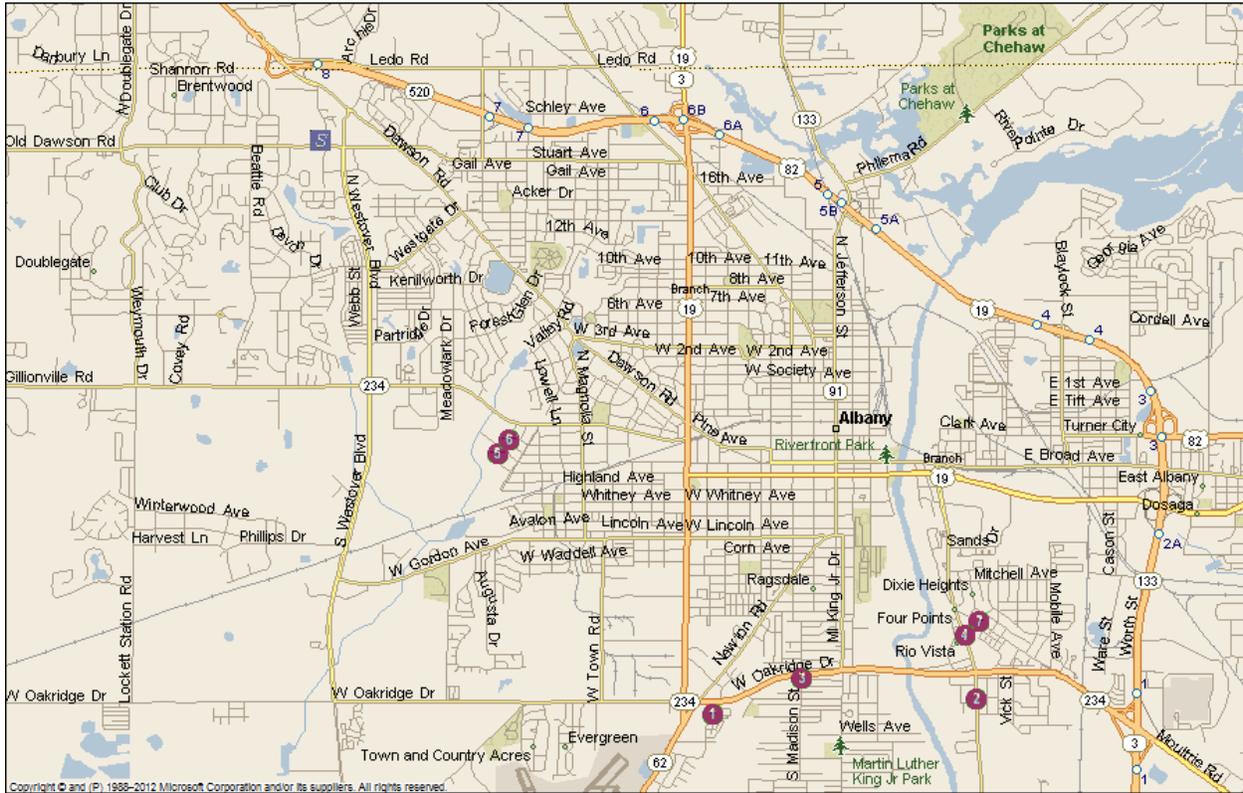
General Market Overview/Included/Excluded Properties

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

Pointe North Senior Village, Albany, GA; Market Study

Name	City	Type	Tenancy	Included/Excluded	Reason for Exclusion	Occupancy	Distance
Hudson Malone Towers	Albany	LIHTC/PH	Senior	Excluded	Rent Subsidized	-	7.0 miles
W.C Holman Homes	Albany	LIHTC/PH	Senior	Excluded	Rent Subsidized	-	5.2 miles
Arcadia Commons	Albany	Section 8	N/Av	Excluded	Rent structure not comparable	-	6.4 miles
Mt. Zion Garden	Albany	Section 8	Family	Excluded	Tenancy not comparable; Rent Subsidized	-	9.9 miles
Bethel Housing Complex	Albany	Section 8	Family	Excluded	Tenancy not comparable; Rent Subsidized	-	8.0 miles
Cedar Avenue Apartments	Albany	Section 8	Family	Excluded	Tenancy not comparable; Rent Subsidized	-	5.5 miles
Wild Pines	Albany	Section 8	Family	Excluded	Tenancy not comparable; Rent Subsidized	-	10.7 miles
Albany Advocacy Resource Center	Albany	Section 8	Disabled	Excluded	Tenancy not comparable; Rent Subsidized	-	0.1 miles
Albany Housing		Section 8	Disabled	Excluded	Tenancy not comparable; Rent Subsidized	-	7.1 miles
Albany Housing II	Albany	Section 8	Disabled	Excluded	Tenancy not comparable; Rent Subsidized	-	5.3 miles
Albany Housing III	Albany	Section 8	Disabled	Excluded	Tenancy not comparable; Rent Subsidized	-	7.0 miles
Ashley Riverside Apartments (fka South Albany Village)	Albany	LIHTC, PHA, Market	Family	Excluded	Senior LIHTC properties more comparable	100%	7.6 miles
Woodland Heights Apartments	Albany	Bond (80% AMI)	Family	Excluded	Tenancy not comparable	-	9.0 miles
Rivercrest	Albany	LIHTC	Family	Excluded	Tenancy not comparable	90%	8.5 miles
Woodpine Way	Albany	LIHTC	Family	Excluded	Tenancy not comparable	-	3.5 miles
Westover Place Apartments	Albany	LIHTC/FHA	Family	Excluded	Tenancy not comparable	-	3.5 miles
Sunchase Apartments	Albany	LIHTC	Family	Excluded	Tenancy not comparable	94%	8.1 miles
Swift Court	Albany	LIHTC	Family	Excluded	Tenancy not comparable; Inferior condition not comparable to new construction	100%	7.9 miles
Barkley Estates	Albany	LIHTC	Family	Excluded	Tenancy not comparable	-	7.5 miles
The Bridges of Southlake	Albany	LIHTC	Family	Excluded	Tenancy not comparable	100%	9.0 miles
Albany Heights	Albany	LIHTC	HFOP	Excluded	Property undergoing foreclosure proceedings	-	7.2 miles
Albany Gardens	Albany	LIHTC	HFOP	Included	N/Ap	100%	2.8 miles
Albany Springs	Albany	LIHTC	HFOP	Included	N/Ap	95%	12.3 miles
The Landing at Southlake	Albany	LIHTC, Market	HFOP	Included	N/Ap	100%	9.0 miles
The Cove at Southlake	Albany	LIHTC	Family	Excluded	Tenancy not comparable	100%	9.0 miles
Greenbriar Apts	Albany	FHA	Moderate Income	Excluded	Tenancy not comparable	-	2.4 miles
Wild Pines Apartments	Albany	FHA	Moderate Income	Excluded	Tenancy not comparable	-	10.7 miles
Cedar Avenue Apartments	Albany	FHA	Family	Excluded	Tenancy not comparable	-	5.5 miles

Comparable Rental Property Map



COMPARABLE PROPERTIES

#	Property Name	City	Type	Tenancy	Distance
1	Albany Gardens	Albany	@ 50%	Senior	6.6 miles
2	Albany Springs	Albany	@ 50%, @ 60%	Senior	11.9 miles
3	The Landing At Southlake	Albany	@ 50%, @ 60%	Senior	7.2 miles
4	Rams Arms Apartments	Albany	Market	Family	7.7 miles
5	Westwood Apartments	Albany	Market	Family	3.7 miles
6	Windsor & Summit Apartments	Albany	Market	Family	3.7 miles
7	Zori's Village	Albany	Market	Family	11.8 miles

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

SUMMARY MATRIX

Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
Subject	Pointe North Senior Village Point North Boulevard Albany, GA 31721 Dougherty County	n/a	Lowrise (age-restricted) (3 stories) 2015 / n/a	@50%, @60%	1BR / 1BA	3	5.10%	@50%	\$321	750	yes		N/A	N/A
					1BR / 1BA	11	18.60%	@60%	\$374	750	no		N/A	N/A
					2BR / 2BA	7	11.90%	@50%	\$374	950	yes		N/A	N/A
					2BR / 2BA	38	64.40%	@60%	\$476	950	no		N/A	N/A
					59	100%						N/A	N/A	
1	Albany Gardens 2210 Habersham Albany, GA 31707 Dougherty County	6.6 miles	One-story (age-restricted) 2000 / n/a	@50%	1BR / 1BA	16	66.70%	@50%	\$286	N/A	no	Yes	0	0.00%
					2BR / 1BA	8	33.30%	@50%	\$366	N/A	no	Yes	0	0.00%
						24	100%						0	0.00%
2	Albany Springs 1601 Radium Springs Rd. Albany, GA 31705 Dougherty County	11.9 miles	One-story (age-restricted) 1995 / n/a	@50%, @60%	1BR / 1BA	35	43.80%	@50%	\$324	660	yes	None	3	8.60%
					1BR / 1BA	35	43.80%	@60%	\$406	660	no	None	1	2.90%
					2BR / 1BA	5	6.20%	@50%	\$379	840	yes	Yes	0	0.00%
					2BR / 1BA	5	6.20%	@60%	\$461	840	no	Yes	0	0.00%
						80	100%						4	5.00%
3	The Landing At Southlake 400 Ebony Lane Albany, GA 31701 Dougherty County	7.2 miles	One-story (age-restricted) 2010 / n/a	@50%, @60%	1BR / 1BA	4	10.00%	@50%	\$321	891	yes	Yes	0	0.00%
					1BR / 1BA	6	15.00%	@60%	\$417	891	yes	Yes	0	0.00%
					2BR / 2BA	12	30.00%	@50%	\$376	1,103	yes	Yes	0	0.00%
					2BR / 2BA	18	45.00%	@60%	\$488	1,103	yes	Yes	0	0.00%
	40	100%						0	0.00%					
4	Rams Arms Apartments 1310 Radium Springs Albany, GA 31705 Dougherty County	7.7 miles	Garden 2000 / n/a	Market	2BR / 2BA	24	100.00%	Market	\$566	1,200	n/a	Yes	1	4.20%
						24	100%						1	4.20%
5	Westwood Apartments 2010 West Broad Avenue Albany, GA 31707 Dougherty County	3.7 miles	Various (2 stories) 1970s / n/a	Market	1BR / 1BA (Townhouse)	8	4.10%	Market	\$407	743	n/a	Yes	0	0.00%
					2BR / 2BA (Townhouse)	92	47.40%	Market	\$577	1,143	n/a	None	4	4.30%
					3BR / 2BA (Garden)	94	48.50%	Market	\$612	1,453	n/a	None	2	2.10%
						194	100%						6	3.10%
6	Windsor & Summit Apartments 2030 West Broad Avenue Albany, GA 31707 Dougherty County	3.7 miles	Various (2 stories) 1970 - 1973 / n/a	Market	1BR / 1BA (One-story)	70	52.20%	Market	\$416	800	n/a	None	0	0.00%
					2BR / 1BA (One-story)	27	20.10%	Market	\$506	1,000	n/a	None	0	0.00%
					2BR / 1.5BA (Townhouse)	30	22.40%	Market	\$546	1,100	n/a	None	4	13.30%
					3BR / 2.5BA (Townhouse)	7	5.20%	Market	\$596	1,300	n/a	None	1	14.30%
						134	100%						5	3.70%
7	Zori's Village 300 Moultrie Albany, GA 31705 Dougherty County	11.8 miles	One-story 2005 / N/A	Market	2BR / 1BA	20	50.00%	Market	\$521	1,200	n/a	None	0	0.00%
					3BR / 2BA	20	50.00%	Market	\$616	1,300	n/a	None	0	0.00%
						40	100%						0	0.00%

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

Effective Rent Date:	May-13	Units Surveyed:	536	Weighted Occupancy:	97.00%
		Market Rate	392	Market Rate	96.90%
		Tax Credit	144	Tax Credit	97.20%

One Bedroom One Bath		Two Bedrooms Two Bath	
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	Property	Average	Property	Average
RENT	The Landing At Southlake * (60%)	\$417	Westwood Apartments	\$577
	Windsor & Summit Apartments	\$416	Rams Arms Apartments	\$566
	Westwood Apartments	\$407	Windsor & Summit Apartments (1.5BA)	\$546
	Albany Springs * (60%)	\$406	Zori's Village (1BA)	\$521
	Pointe North Senior Village * (60%)	\$374	The Landing At Southlake * (60%)	\$488
	Albany Springs * (50%)	\$324	Pointe North Senior Village * (60%)	\$476
	Pointe North Senior Village * (50%)	\$321	Albany Springs * (1BA 60%)	\$461
	The Landing At Southlake * (50%)	\$321	Albany Springs * (1BA 50%)	\$379
	Albany Gardens * (50%)	\$286	The Landing At Southlake * (50%)	\$376
			Pointe North Senior Village * (50%)	\$374
		Albany Gardens * (1BA 50%)	\$366	
SQUARE FOOTAGE	The Landing At Southlake * (50%)	891	Rams Arms Apartments	1,200
	The Landing At Southlake * (60%)	891	Zori's Village (1BA)	1,200
	Windsor & Summit Apartments	800	Westwood Apartments	1,143
	Pointe North Senior Village * (50%)	750	The Landing At Southlake * (50%)	1,103
	Pointe North Senior Village * (60%)	750	The Landing At Southlake * (60%)	1,103
	Westwood Apartments	743	Windsor & Summit Apartments (1.5BA)	1,100
	Albany Springs * (50%)	660	Pointe North Senior Village * (50%)	950
	Albany Springs * (60%)	660	Pointe North Senior Village * (60%)	950
	Albany Gardens * (50%)	N/A	Albany Springs * (1BA 50%)	840
			Albany Springs * (1BA 60%)	840
			Albany Gardens * (1BA 50%)	N/A
RENT PER SQUARE FOOT	Albany Springs * (60%)	\$0.62	Albany Springs * (1BA 60%)	\$0.55
	Westwood Apartments	\$0.55	Westwood Apartments	\$0.50
	Windsor & Summit Apartments	\$0.52	Pointe North Senior Village * (60%)	\$0.50
	Pointe North Senior Village * (60%)	\$0.50	Windsor & Summit Apartments (1.5BA)	\$0.50
	Albany Springs * (50%)	\$0.49	Rams Arms Apartments	\$0.47
	The Landing At Southlake * (60%)	\$0.47	Albany Springs * (1BA 50%)	\$0.45
	Pointe North Senior Village * (50%)	\$0.43	The Landing At Southlake * (60%)	\$0.44
	The Landing At Southlake * (50%)	\$0.36	Zori's Village (1BA)	\$0.43
	Albany Gardens * (50%)	N/Av	Pointe North Senior Village * (50%)	\$0.39
			The Landing At Southlake * (50%)	\$0.34
			Albany Gardens * (1BA 50%)	N/Av

PROPERTY PROFILE REPORT

Albany Gardens

Effective Rent Date 5/08/2013

Location 2210 Habersham
Albany, GA 31707
Dougherty County
Intersection: Oakridge Drive

Distance 6.6 miles

Units 24

Vacant Units 0

Vacancy Rate 0.0%

Type One-story (age-restricted)

Year Built/Renovated 2000 / N/A

Marketing Began N/A

Leasing Began N/A

Last Unit Leased N/A

Major Competitors Albany Heights and Albany Springs Apartments

Tenant Characteristics Seniors 55+; with the average age of 75

Contact Name Minnie Bryant - Albany Housing

Phone 229.434.4505 Ext. 222



Market Information

Program @50%

Annual Turnover Rate 3%

Units/Month Absorbed N/A

HCV Tenants 21%

Leasing Pace 2-3 weeks

Annual Chg. in Rent +2%

Concession None

Utilities

A/C not included -- central

Cooking not included -- electric

Water Heat not included -- electric

Heat not included -- electric

Other Electric not included

Water not included

Sewer not included

Trash Collection not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	One-story	16	N/A	\$270	\$0	@50%	10-12	0	0.0%	no	None
2	1	One-story	8	N/A	\$350	\$0	@50%	10-12	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$270	\$0	\$270	\$16	\$286
2BR / 1BA	\$350	\$0	\$350	\$16	\$366

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Oven
Refrigerator

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

Security

None

Services

None

Property

Off-Street Parking

Premium

None

Other

None

Albany Gardens, continued

Comments

Management estimated that the average age at this property is 75 and that most are retired. The majority of new tenants relocate here from conventional rental properties in the local area. Turnover for the property is low, and management attributed this to the value tenants get for their money compared to comparable properties in the area.

Albany Gardens, continued

Trend Report

Vacancy Rates

2Q08	3Q09	2Q10	2Q13
0.0%	0.0%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$250	\$0	\$250	\$266
2009	3	0.0%	\$250	\$0	\$250	\$266
2010	2	0.0%	\$255	\$0	\$255	\$271
2013	2	0.0%	\$270	\$0	\$270	\$286

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$325	\$0	\$325	\$341
2009	3	0.0%	\$325	\$0	\$325	\$341
2010	2	0.0%	\$335	\$0	\$335	\$351
2013	2	0.0%	\$350	\$0	\$350	\$366

Trend: Comments

2Q08	Contact stated that the changes in rents are as follows: there was a ten percent increase on one bedroom units, and a seven percent increase on two bedroom units. All of the residents are from the Albany, GA area.
3Q09	The property manager was unavailable for comment. However, the property typically remains 100 percent occupied with a waiting list.
2Q10	Management estimated that the average age at this property is 75 and that most are retired. The majority of new tenants relocate here from conventional rental properties in the local area.
2Q13	Management estimated that the average age at this property is 75 and that most are retired. The majority of new tenants relocate here from conventional rental properties in the local area. Turnover for the property is low, and management attributed this to the value tenants get for their money compared to comparable properties in the area.

PROPERTY PROFILE REPORT

Albany Springs

Effective Rent Date 5/08/2013
Location 1601 Radium Springs Rd.
 Albany, GA 31705
 Dougherty County
 Intersection: Oakridge Drive
Distance 11.9 miles
Units 80
Vacant Units 4
Vacancy Rate 5.0%
Type One-story (age-restricted)
Year Built/Renovated 1995 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors None in the area
Tenant Characteristics Restricted 62+, average age is 80+, HH size is 1 for almost all units
Contact Name Hazel Jones
Phone 229.438.9100



Market Information

Program @50%, @60%
Annual Turnover Rate 20%
Units/Month Absorbed N/A
HCV Tenants 55%
Leasing Pace 7-10 Days
Annual Chg. in Rent +2-5%
Concession None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	One-story	35	660	\$463	\$0	@50%	0	3	8.6%	yes	None
1	1	One-story	35	660	\$545	\$0	@60%	0	1	2.9%	no	None
2	1	One-story	5	840	\$556	\$0	@50%	1	0	0.0%	yes	None
2	1	One-story	5	840	\$638	\$0	@60%	1	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$463	\$0	\$463	-\$139	\$324	1BR / 1BA	\$545	\$0	\$545	-\$139	\$406
2BR / 1BA	\$556	\$0	\$556	-\$177	\$379	2BR / 1BA	\$638	\$0	\$638	-\$177	\$461

Albany Springs, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Garbage Disposal
Oven
Refrigerator

Blinds
Central A/C
Exterior Storage
Hand Rails
Pull Cords

Security

Perimeter Fencing

Services

None

Property

Central Laundry
Off-Street Parking
Recreation Areas

Non-shelter Services
On-Site Management

Premium

None

Other

Community Gardens

Comments

Management noted that the majority of tenants originate from conventional apartments and most are retired. According to management, there is a demand for additional senior housing in the market. Household size is one for almost all units. Property manager indicated she believed demand would be higher for more one-bedroom units than two-bedroom units but it is strong overall in the area.

Albany Springs, continued

Trend Report

Vacancy Rates

2Q08	3Q09	2Q10	2Q13
3.8%	2.5%	2.5%	5.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	2.9%	\$452	\$0	\$452	\$313
2009	3	0.0%	\$452	\$0	\$452	\$313
2010	2	0.0%	\$460	\$0	\$460	\$321
2013	2	8.6%	\$463	\$0	\$463	\$324

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	20.0%	\$542	\$0	\$542	\$365
2009	3	20.0%	\$542	\$0	\$542	\$365
2010	2	0.0%	\$552	\$0	\$552	\$375
2013	2	0.0%	\$556	\$0	\$556	\$379

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$475	\$0	\$475	\$336
2009	3	0.0%	\$499	\$0	\$499	\$360
2010	2	2.9%	\$524	\$0	\$524	\$385
2013	2	2.9%	\$545	\$0	\$545	\$406

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	20.0%	\$557	\$0	\$557	\$380
2009	3	20.0%	\$567	\$0	\$567	\$390
2010	2	20.0%	\$595	\$0	\$595	\$418
2013	2	0.0%	\$638	\$0	\$638	\$461

Trend: Comments

- 2Q08** The contact reported that typically, one-bedroom units are in higher demand and that there is demand for an additional 50 to 80 senior LIHTC units in the market, according to the contacts estimates. The property does not offer transportation services but the city does. Only one or two handicap units offer hand rails and pull chords. Management indicated that the adjacent retail plaza is a major marketing advantage for the property. Vacant units are being filled from the waiting list, an estimate of the number of households on the list was not available.
- 3Q09** The contact reported that the property is 98 percent occupied and 100 percent leased. The majority of tenants, approximately 80 percent, use Housing Choice Vouchers. Management indicated that tenants appear to be able to afford a rent increase. The following rent increases are waiting to be approved: \$452 to \$460, \$499 to \$519, \$542 to \$552, and \$567 to \$587.
- 2Q10** The contact reported that the property is 100 percent leased. Management noted that the majority of tenants originate from conventional apartments and most are retired. According to management, there is a demand for additional senior housing in the market.
- 2Q13** Management noted that the majority of tenants originate from conventional apartments and most are retired. According to management, there is a demand for additional senior housing in the market. Household size is one for almost all units. Property manager indicated she believed demand would be higher for more one-bedroom units than two-bedroom units but it is strong overall in the area.

PROPERTY PROFILE REPORT

The Landing At Southlake

Effective Rent Date	6/04/2013
Location	400 Ebony Lane Albany, GA 31701 Dougherty County
Distance	7.2 miles
Units	40
Vacant Units	0
Vacancy Rate	0.0%
Type	One-story (age-restricted)
Year Built/Renovated	2010 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	Predominantly singles, some couples, average age 75
Contact Name	Katrina Thompson
Phone	256.417.4921 ext. 208



Market Information

Program	@50%, @60%
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	3-7 days, waiting list
Annual Chg. in Rent	N/A
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	One-story	4	891	\$321	\$0	@50%	Yes	0	0.0%	yes	None
1	1	One-story	6	891	\$417	\$0	@60%	Yes	0	0.0%	yes	None
2	2	One-story	12	1,103	\$376	\$0	@50%	Yes	0	0.0%	yes	None
2	2	One-story	18	1,103	\$488	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$321	\$0	\$321	\$0	\$321	1BR / 1BA	\$417	\$0	\$417	\$0	\$417
2BR / 2BA	\$376	\$0	\$376	\$0	\$376	2BR / 2BA	\$488	\$0	\$488	\$0	\$488

The Landing At Southlake, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Exterior Storage
Oven
Refrigerator

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

Security

None

Services

None

Property

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

Clubhouse/Meeting
Central Laundry
On-Site Management
Recreation Areas

Premium

None

Other

Walking Path, Community

Comments

Property manager stated that there are currently no vacancies. The turnover rate is low, and what little turnover there is is often caused by the death of one of the tenants given that the units are all senior properties. There is currently a waiting list of approximately 10-12 tenants. The property manager stated that she believed there is a strong demand in the area for additional senior properties, especially for one and two bedroom units.

The Landing At Southlake, continued

Trend Report

Vacancy Rates

2Q08	3Q09	2Q13
N/A	N/A	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$326	\$0	\$326	\$326
2009	3	N/A	\$326	\$0	\$326	\$326
2013	2	0.0%	\$321	\$0	\$321	\$321

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$382	\$0	\$382	\$382
2009	3	N/A	\$382	\$0	\$382	\$382
2013	2	0.0%	\$376	\$0	\$376	\$376

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$393	\$0	\$393	\$393
2009	3	N/A	\$390	\$0	\$390	\$390
2013	2	0.0%	\$417	\$0	\$417	\$417

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$449	\$0	\$449	\$449
2009	3	N/A	\$444	\$0	\$444	\$444
2013	2	0.0%	\$488	\$0	\$488	\$488

Trend: Comments

2Q08 N/A

3Q09 N/A

2Q13 Property manager stated that there are currently no vacancies. The turnover rate is low, and what little turnover there is is often caused by the death of one of the tenants given that the units are all senior properties. There is currently a waiting list of approximately 10-12 tenants. The property manager stated that she believed there is a strong demand in the area for additional senior properties, especially for one and two bedroom units.

Rams Arms Apartments, continued

Trend Report

Vacancy Rates

2Q08	1Q09	3Q09	2Q13
4.2%	0.0%	0.0%	4.2%

Trend: Market

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	4.2%	\$450	\$0	\$450	\$466
2009	1	0.0%	\$450	\$0	\$450	\$466
2009	3	0.0%	\$450	\$0	\$450	\$466
2013	2	4.2%	\$550	\$0	\$550	\$566

Trend: Comments

- 2Q08** Contact stated that the property does not maintain a waiting list. Applications are processed on a first come first served basis. There are four seniors at the property with the average age of 70, who are from the Albany, GA area.
- 1Q09** Rents have remained the same since the last interview in May 2008 and occupancy has increased from 96 to 100 percent. The contact stated that the property does not maintain a waiting list. Applications are processed on a first come first served basis.
- 3Q09** Rents and occupancy have remained the same since the last interview in January 2009. The property manager also manages Zori's Village.
- 2Q13** Property is managed by the same office that manages Zori's Village and shared similar characteristics. Vacancies are generally low with fairly quick leasing pace (two to four weeks). The majority of residents are younger families, seniors comprise less than 10% of the tenancy.

PROPERTY PROFILE REPORT

Westwood Apartments

Effective Rent Date	5/09/2013
Location	2010 West Broad Avenue Albany, GA 31707 Dougherty County
Distance	3.7 miles
Units	194
Vacant Units	6
Vacancy Rate	3.1%
Type	Various (2 stories)
Year Built/Renovated	1970s / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Windsor Apartments, Country Place
Tenant Characteristics	Majority from Albany; Few from Lee Cty; 10% seniors and rest are families; Avg income \$30-\$50,000
Contact Name	April
Phone	(229) 432-5967



Market Information

Program	Market
Annual Turnover Rate	19%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	2-Weeks
Annual Chg. in Rent	+3%
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Townhouse (2 stories)	8	743	\$445	\$0	Market	Yes: 50	0	0.0%	N/A	None
2	2	Townhouse (2 stories)	92	1,143	\$625	\$0	Market	None	4	4.3%	N/A	None
3	2	Garden (2 stories)	94	1,453	\$670	\$0	Market	None	2	2.1%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$445	\$0	\$445	-\$38	\$407
2BR / 2BA	\$625	\$0	\$625	-\$48	\$577
3BR / 2BA	\$670	\$0	\$670	-\$58	\$612

Westwood Apartments, continued

Amenities

In-Unit

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

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

Security

Patrol
Perimeter Fencing

Services

None

Property

Clubhouse/Meeting
On-Site Management
Swimming Pool

Off-Street Parking
Picnic Area

Premium

None

Other

None

Comments

Property managers stated that the demand in the area for market-rate properties was high, and she generally has few problems renting vacant units. There is currently a waiting list for one-bedroom units of approximately 50 people.

Westwood Apartments, continued

Trend Report

Vacancy Rates

3Q08	1Q09	2Q09	2Q13
1.0%	1.5%	5.2%	3.1%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	3	0.0%	\$415	\$0	\$415	\$377
2009	1	0.0%	\$410	\$34	\$376	\$338
2009	2	0.0%	\$410	\$0	\$410	\$372
2013	2	0.0%	\$445	\$0	\$445	\$407

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	3	1.1%	\$550	\$0	\$550	\$502
2009	1	3.2%	\$563	\$47	\$516	\$468
2009	2	4.3%	\$568	\$47	\$521	\$473
2013	2	4.3%	\$625	\$0	\$625	\$577

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	3	1.1%	\$595	\$0	\$595	\$537
2009	1	0.0%	\$600	\$50	\$550	\$492
2009	2	6.5%	\$613	\$0	\$613	\$555
2013	2	2.1%	\$670	\$0	\$670	\$612

Trend: Comments

- 3Q08** Contact states that none of the vacancies have applications on file at the current time. There was a four percent increase on the one-bedroom units, and a two percent increase on the two and three-bedroom units.
- 1Q09** Trash collection service is not included in the asking rent at the property but management charges a fee of \$15; therefore, we have added this fee to the rents. The two- and three-bedroom rents are averages of \$550 and \$575 for the two- and \$590 and \$610 for the three-bedroom units. The asking rents are as follows: \$395, \$535, \$560, \$575, and \$595, respectively (including high and low rents for the two- and three-bedroom units). The concession has been offered for four months for tenants with good credit and the contact stated that several tenants have benefited from this concession. Only the two- and three-bedroom units offer washer/dryer connections.
- 2Q09** There was a slight increase in rents since our last survey in Jan 09. Trash fee was added to the rents. The two- and three-bedroom rents are averages of \$555 and \$580 for the two- and \$600 and \$625 for the three-bedroom units. The asking rents are as follows: \$395, \$540, \$565, \$585, and \$610, respectively (including high and low rents for the two- and three-bedroom units - higher rents are paid for downstairs units).
- 2Q13** Property managers stated that the demand in the area for market-rate properties was high, and she generally has few problems renting vacant units. There is currently a waiting list for one-bedroom units of approximately 50 people.

PROPERTY PROFILE REPORT

Windsor & Summit Apartments

Effective Rent Date	5/13/2013
Location	2030 West Broad Avenue Albany, GA 31707 Dougherty County
Distance	3.7 miles
Units	134
Vacant Units	5
Vacancy Rate	3.7%
Type	Various (2 stories)
Year Built/Renovated	1970 - 1973 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Westwood and Pinnacle West
Tenant Characteristics	Mostly young families and singles with about 40% senior.
Contact Name	Leasing agent
Phone	229-439-8905



Market Information

Program	Market
Annual Turnover Rate	12%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	1-2 weeks
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	One-story	70	800	\$400	\$0	Market	None	0	0.0%	N/A	None
2	1	One-story	27	1,000	\$490	\$0	Market	None	0	0.0%	N/A	None
2	1.5	Townhouse (2 stories)	30	1,100	\$530	\$0	Market	None	4	13.3%	N/A	None
3	2.5	Townhouse (2 stories)	7	1,300	\$580	\$0	Market	None	1	14.3%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$400	\$0	\$400	\$16	\$416
2BR / 1BA	\$490	\$0	\$490	\$16	\$506
2BR / 1.5BA	\$530	\$0	\$530	\$16	\$546
3BR / 2.5BA	\$580	\$0	\$580	\$16	\$596

Windsor & Summit Apartments, continued

Amenities

In-Unit

Balcony/Patio
Cable/Satellite/Internet
Central A/C
Dishwasher
Ceiling Fan
Garbage Disposal
Oven
Walk-In Closet

Blinds
Carpeting
Coat Closet
Exterior Storage
Furnishing
Hand Rails
Refrigerator
Washer/Dryer hookup

Security

Patrol

Services

None

Property

Central Laundry
On-Site Management

Off-Street Parking
Swimming Pool

Premium

None

Other

None

Comments

Rents have increased only slightly in the past four years. The property manager stated that the development used to be predominately seniors, but many of those who used to live there have either died or moved to assisted living properties, and that most of those who have replaced them have been families. Management also indicated that the property could be 100 percent occupied but management is strict on qualification requirements in order to avoid tenant skips and evictions.

Windsor & Summit Apartments, continued

Trend Report

Vacancy Rates

2Q08	1Q09	3Q09	2Q13
2.3%	1.5%	3.8%	3.7%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$380	\$0	\$380	\$396
2009	1	0.0%	\$380 - \$900	\$0	\$380 - \$900	\$396 - \$916
2009	3	0.0%	\$380 - \$900	\$0	\$380 - \$900	\$396 - \$916
2013	2	0.0%	\$400	\$0	\$400	\$416

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	6.7%	\$530	\$0	\$530	\$546
2009	1	3.3%	\$530	\$0	\$530	\$546
2009	3	13.3%	\$530	\$0	\$530	\$546
2013	2	13.3%	\$530	\$0	\$530	\$546

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	3.7%	\$480	\$0	\$480	\$496
2009	1	3.7%	\$480	\$0	\$480	\$496
2009	3	0.0%	\$480	\$0	\$480	\$496
2013	2	0.0%	\$490	\$0	\$490	\$506

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$580	\$0	\$580	\$596
2009	1	0.0%	\$580	\$0	\$580	\$596
2009	3	14.3%	\$580	\$0	\$580	\$596
2013	2	14.3%	\$580	\$0	\$580	\$596

Trend: Comments

- 2Q08** Thirty percent of the property is seniors with the average age being 70 years old. The majority of the seniors are from Albany, and some of from out of state.
- 1Q09** Rents have not changed since the last interview in May 2008. The contact reported that the property offers one furnished unit for \$900. Select units offer dishwashers and only the townhomes offer exterior storage.
- 3Q09** Rents have not changed since the last interview in January 2009. The contact indicated that rents will not increase by 2010 and if they do, the increase will be minimal (i.e. five dollars). The contact reported that prior to the onset of the recession in 2007, the property remained 100 percent occupied with a waiting list. Management indicated that the property could be 100 percent occupied but management is strict on qualification requirements in order to avoid tenant skips and evictions.
- 2Q13** Rents have increased only slightly in the past four years. The property manager stated that the development used to be predominately seniors, but many of those who used to live there have either died or moved to assisted living properties, and that most of those who have replaced them have been families. Management also indicated that the property could be 100 percent occupied but management is strict on qualification requirements in order to avoid tenant skips and evictions.

Zori's Village, continued

Trend Report

Vacancy Rates

2Q08	3Q09	1Q12	2Q13
0.0%	0.0%	15.0%	0.0%

Trend: Market

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$500	\$0	\$500	\$471
2009	3	0.0%	\$500	\$0	\$500	\$471
2012	1	30.0%	\$525	\$0	\$525	\$496
2013	2	0.0%	\$550	\$0	\$550	\$521

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$550	\$0	\$550	\$516
2009	3	0.0%	\$550	\$0	\$550	\$516
2012	1	0.0%	\$575	\$0	\$575	\$541
2013	2	0.0%	\$650	\$0	\$650	\$616

Trend: Comments

2Q08	Rents have not changed since the last interview in July 2006. The contact does not anticipate any rent increases in the near future.
3Q09	Rents have not changed since the last interview in May 2008, which are the same rents that the property has offered since 2006. The property has remained full since it stabilized in 2005. The leasing agent does not anticipate that rents will increase in 2009.
1Q12	Management indicated that the six vacant units are pre-leased.
2Q13	Property manager reported that all units are currently occupied. There is currently no waiting list but manager stated that when vacancies do occur they tend to be filled in under a month. The proportion of elderly residents is low, units are mostly filled with families. This property is a sister property of Rams Arms Apartments.

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

Housing Choice Vouchers (HCV)

TENANTS WITH VOUCHERS

Comparable Property	Rent Structure	Tenancy	Housing Choice Voucher Tenants
Albany Gardens	@50%	Senior	21%
Albany Springs	@50%, @60%	Senior	55%
The Landing At Southlake	@50%, @60%	Senior	N/A
Rams Arms Apartments	Market	Family	29%
Westwood Apartments	Market	Family	0%
Windsor & Summit Apartments	Market	Family	0%
Zori's Village	Market	Family	25%

As illustrated in the table, HCV rates range from zero to 55 percent. The LIHTC properties reported HCV rates of 21 to 55 percent. With the exception of Albany Springs, the comparable properties do not have a dependence on voucher tenants. Albany Springs will be significantly inferior to the Subject and therefore we do not believe that this property's performance is fully indicative of the Subject's projected performance.

Waiting Lists

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

WAITING LISTS

Comparable Property	Rent Structure	Tenancy	Waiting Lists
Albany Gardens	@50%	Senior	Waiting list of 10-12 HHs
Albany Springs	@50%, @60%	Senior	Waiting list of 2 HHs for 2BR units
The Landing At Southlake	@50%, @60%	Senior	Waiting list of 10-12 HHs
Rams Arms Apartments	Market	Family	Waiting list of 10 HHs
Westwood Apartments	Market	Family	Waiting list of 50 HHs for 1BR units
Windsor & Summit Apartments	Market	Family	None
Zori's Village	Market	Family	None

All of the senior LIHTC properties are maintaining waiting lists, which indicates that there is demand for additional senior LIHTC housing in the market.

Lease Up History

The Landing at Southlake was allocated in 2008 and opened in 2010. The property offers 40 one and two-bedroom units that are restricted at 50 and 60 percent of AMI. The Landing at Southlake stabilized at a rate of approximately 12 units per month for a period of three months. The property is currently 100 percent occupied with a waiting list of 10 to 12 households. Therefore, we anticipate that the Subject will pull some demand from this property's waiting list as well as the waiting lists from other senior LIHTC properties in Albany. The Subject will offer a similar product to that of The Landing at Southlake but the Subject's rents at 60 percent AMI will be below the maximum allowable levels. Zori's Village is a family market rate property that opened in 2005 and stabilized at a rate of 11 units per month for a period of three to four months. We

Pointe North Senior Village, Albany, GA; Market Study

have estimated that the Subject will stabilize at 93 percent occupancy within six months at a rate of approximately nine units per month.

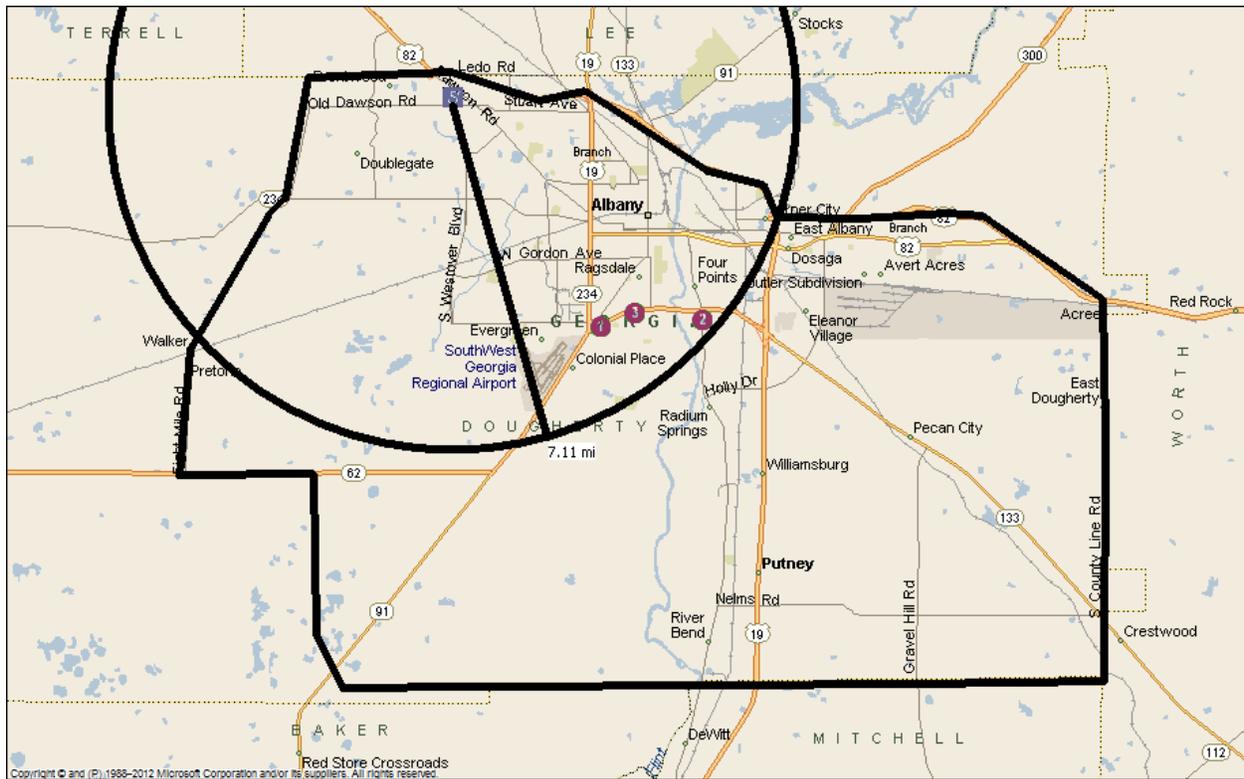
Phased Developments

The Subject is not part of a phased development.

Rural Areas

The Subject is not located in a rural area. There is adequate LIHTC and market rate data in Albany, GA.

3. COMPETITIVE PROJECT MAP



COMPETITIVE PROJECT MAP

#	Property Name	City	Type	Distance
1	Albany Gardens	Albany	@ 50%	6.6 miles
2	Albany Springs	Albany	@ 50%, @ 60%	11.9 miles
3	The Landing At Southlake	Albany	@ 50%, @ 60%	7.2 miles

4. Amenities

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

IN-UNIT AMENITIES

	Pointe North Senior Village	Albany Gardens	Albany Springs	The Landing At Southlake	Rams Arms Apartments	Westwood Apartments	Windsor & Summit Apartments	Zori's Village
Comp #	Subject	1	2	3	4	5	6	7
Property Information								
Property Type	Lowrise (age-restricted) (3 stories)	One-story (age-restricted)	One-story (age-restricted)	One-story (age-restricted)	Garden	Various (2 stories)	Various (2 stories)	One-story
Year Built / Renovated	2015 / n/a	2000 / n/a	1995 / n/a	2010 / n/a	2000 / n/a	1970s / n/a	1970 - 1973 / n/a	2005 / N/A
Market (Conv.)/Subsidy Type	@50%, @60%	@50%	@50%, @60%	@50%, @60%	Market	Market	Market	Market
Utility Adjustments								
Cooking	no	no	yes	no	no	no	no	no
Water Heat	no	no	yes	no	no	no	no	no
Heat	no	no	yes	no	no	no	no	no
Other Electric	no	no	yes	no	no	no	no	no
Water	no	no	yes	no	no	yes	no	no
Sewer	no	no	yes	no	no	yes	no	yes
Trash Collection	yes	no	yes	yes	no	yes	no	yes
In-Unit Amenities								
Balcony/Patio	no	yes	yes	yes	no	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite/Internet	no	no	no	no	no	no	yes	no
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	no	yes	yes	yes	no	yes	yes	no
Dishwasher	yes	no	no	yes	yes	yes	yes	yes
Exterior Storage	no	no	yes	yes	no	yes	yes	no
Ceiling Fan	no	no	no	no	yes	no	yes	no
Furnishing	no	no	no	no	no	no	yes	no
Garbage Disposal	no	no	yes	no	no	yes	yes	yes
Hand Rails	yes	yes	yes	yes	no	no	yes	no
Microwave	yes	no	no	no	no	no	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	yes	yes	yes	yes	no	no	no	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes
Walk-In Closet	no	no	no	no	yes	yes	yes	no
Washer/Dryer hookup	yes	yes	no	yes	no	yes	yes	no

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COMMON AREA AMENITIES

Comp #	Pointe North Senior Village Subject	Albany Gardens 1	Albany Springs 2	The Landing At Southlake 3	Rams Arms Apartments 4	Westwood Apartments 5	Windsor & Summit Apartments 6	Zori's Village 7
Property Amenities								
Business Center/Computer Lab	yes	no	no	yes	yes	no	no	no
Clubhouse/Meeting Room/Community Room	yes	no	no	yes	no	yes	no	no
Elevators	yes	no	no	no	no	no	no	no
Exercise Facility	yes	no	no	yes	no	no	no	no
Central Laundry	yes	no	yes	yes	no	no	yes	no
Non-shelter Services	no	no	yes	no	no	no	no	no
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	no	yes	yes	yes	yes	yes	no
Picnic Area	no	no	no	yes	no	yes	no	no
Recreation Areas	no	no	yes	yes	no	no	no	no
Swimming Pool	no	no	no	no	no	yes	yes	no
Services								
Security								
Limited Access	yes	no	no	no	no	no	no	no
Patrol	no	no	no	no	no	yes	yes	no
Perimeter Fencing	no	no	yes	no	no	yes	no	no
Premium Amenities								
Other Amenities								
Other	Covered patio	n/a	Community Gardens	Walking Path, Community Garden	n/a	n/a	n/a	n/a

The Subject will offer an extensive amenities package that will be generally similar to superior to the majority of the comparables.

5. The Subject will target senior households aged 55 and older. We have included all operational senior properties in the PMA. Because there is adequate senior LIHTC data in the market, we excluded the family LIHTC properties in Albany. However, due to the lack of senior market rate properties, we have also included family market rate properties.

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Property name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Albany Gardens	@50%	Senior	24	0	0.00%
Albany Springs	@50%, @60%	Senior	80	4	5.00%
The Landing At Southlake	@50%, @60%	Senior	40	0	0.00%
Rams Arms Apartments	Market	Family	24	1	4.20%
Westwood Apartments	Market	Family	194	6	3.10%
Windsor & Summit Apartments	Market	Family	134	5	3.70%
Zori's Village	Market	Family	40	0	0.00%
Overall Vacancy			536	16	2.99%
Overall LIHTC Vacancy			144	4	2.78%
Overall Market Rate Vacancy			392	12	3.06%

As illustrated, vacancy rates in the market range from zero to 5.0 percent, averaging 3.0 percent. The senior LIHTC properties are outperforming the market with a 2.8 percent vacancy rate. The Landing at Southlake is the newest senior LIHTC comparable property as it was allocated in 2008 and stabilized in 2010. The property is currently 100 percent occupied with a waiting list. The Subject will be most similar to this property as Albany Gardens, Albany Springs, and the majority of the market rate properties represent aging housing stock. The Subject will offer a competitive amenity package, an excellent location, and excellent age/condition. Therefore, we believe that the Subject will maintain a vacancy rate of five percent, or less, once stabilized.

7. Properties Under Construction and Proposed

There are no new LIHTC or market rate properties that have been proposed or under construction in the PMA. The most recent senior LIHTC allocation in the PMA is The Landing at Southlake, which was allocated in 2008 and stabilized in 2010. The Cove at Southlake is its sister property (Vantage Management) that opened in 2011. The property offers 38 three- and four-bedroom units that are restricted at 50 and 60 percent of AMI. The property is currently 100 percent occupied with a waiting list. Because of its tenancy and bedroom types, this property will not directly compete with the Subject.

8. Rental Advantage

The following table illustrates the Subject’s similarity to the comparable properties. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

Pointe North Senior Village, Albany, GA; Market Study

Similarity Matrix

#	Property Name	Type	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Albany Gardens	@50%	Inferior	Slightly inferior	Inferior	Inferior	Similar	-35
2	Albany Springs	@50%, @60%	Inferior	Slightly inferior	Inferior	Inferior	Inferior	-45
3	The Landing At Southlake	@50%, @60%	Similar	Similar	Inferior	Similar	Superior	0
4	Rams Arms Apartments	Market	Inferior	Slightly inferior	Inferior	Inferior	Superior	-25
5	Westwood Apartments	Market	Slightly Inferior	Similar	Inferior	Inferior	Superior	-15
6	Windsor & Summit Apartments	Market	Slightly Inferior	Slightly superior	Inferior	Inferior	Slightly Superior	-15
7	Zori's Village	Market	Inferior	Slightly inferior	Inferior	Slightly Inferior	Superior	-20

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

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

LIHTC Rent Comparison - @50%

Property Name	1BR	2BR
Pointe North Senior Village (Subject)	\$321	\$374
LIHTC Maximum (Net)	\$321	\$374
Albany Springs	\$324	\$379
The Landing At Southlake	\$321	\$376
Albany Gardens	\$286	\$366
Average (excluding Subject)	\$310	\$374

LIHTC Rent Comparison - @60%

Property Name	1BR	2BR
Pointe North Senior Village (Subject)	\$374	\$476
LIHTC Maximum (Net)	\$413	\$485
Albany Springs	\$406	\$461
The Landing At Southlake	\$417	\$488
Average (excluding Subject)	\$412	\$475

As detailed above, the Subject's rents at 50 percent AMI are set at the maximum allowable levels while its 60 percent AMI rents are set below the maximum allowable levels. The Subject will be most similar to The Landing at Southlake as The Landing at Southlake offers new construction, an inferior location, superior unit sizes, and a similar amenity package. This property is currently 100 percent occupied with a waiting list and is achieving maximum allowable rents. The Subject's 50 percent AMI rents will be comparable to those at The Landing at Southlake while the Subject's 60 percent AMI rents will have a rent advantage. All of the senior LIHTC properties are maintaining high occupancy rates and even the older senior LIHTC supply, such as Albany Springs, is achieving maximum allowable or close to maximum allowable rents. Therefore, we believe that the Subject's rents are feasible as proposed.

Analysis of "Market Rents"

Per DCA's market study guidelines, "average market rent is to be a reflection of rents that are achieved in the market. In other words, the rents the competitive properties are currently receiving.

Average market rent is not “Achievable unrestricted market rent.” In an urban market with many tax credit comps, the average market rent might be the weighted average of those tax credit comps. In cases where there are few tax credit comps, but many market rate comps with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market rate comps. In a small rural market there may be neither tax credit comps nor market rate comps with similar positioning as the subject. In a case like that the average market rent would be a weighted average of whatever rents were present in the market.”

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

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

SUBJECT COMPARISON TO RENTS IN THE MARKET

Unit Type	Subject Proposed Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR at 50% AMI	\$321	\$286	\$417	\$368	15%
2BR at 50% AMI	\$374	\$366	\$577	\$479	28%
1BR at 60% AMI	\$374	\$406	\$417	\$412	10%
2BR at 60% AMI	\$476	\$461	\$577	\$524	10%

As illustrated in the previous table, the Subject’s proposed rents at 50 percent AMI are on the low end of the range of the surveyed rents in the market. We believe that these rents are feasible due to the Subject’s competitive age/condition, amenities, and location. The market rate supply is generally inferior to the Subject as these properties consist of older units; and, therefore, the Subject’s rents are being compared to the rents of an inferior product.

The Subject’s proposed one-bedroom rent at 60 percent AMI is below the surveyed rents in the market and has a considerable rent advantage. We believe that the Subject’s proposed 60 percent AMI rents are well-positioned in the market as they are on the low end of the range and as the senior LIHTC properties are maintaining low vacancy rates.

The property manager at Windsor & Summit Apartments (family market rate property) estimated that 40 percent of the property’s households are seniors. The adjusted one-bedroom rent at this property is \$416 and the adjusted two-bedroom rents are \$506 and \$546. The Subject’s proposed rents will have a significant rent advantage over Windsor & Summit Apartments.

Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

9. LIHTC Competition – Recent Allocations within Two Miles

According to information on Georgia Department of Community Affairs LIHTC allocation lists, there have been no senior LIHTC allocations in the PMA in 2011 and 2012.

10. Rental Trends in the PMA

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

TENURE PATTERNS - ELDERLY POPULATION (AGE 55+)

Year	PMA				Albany, GA MSA			
	Owner-Occupied Units		Renter-Occupied Units		Owner-Occupied Units		Renter-Occupied Units	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
2000	8,275	69.9%	3,558	30.1%	14,975	73.9%	5,278	26.1%
2012	9,309	68.0%	4,371	32.0%	18,415	73.9%	6,702	26.1%
Projected Mkt Entry								
July 2015	9,717	68.2%	4,527	31.8%	21,228	73.9%	6,995	26.1%
2017	9,990	68.3%	4,631	31.7%	23,104	73.9%	7,189	26.1%

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

The majority of seniors 55+ in the PMA live in owner-occupied housing, which is projected to stand at 68.2 percent at the time of market entry. However, this number is smaller than the national average, which is projected to stand at 80.1 percent at the time of market entry. Nationally, two-thirds of households are homeowners and one-third are renters, but in the Subject’s PMA there are more renter occupied-units than average. Amongst seniors 55+, 68.2 percent of the population is expected to reside in owner-occupied residences while 31.8 percent are expected to reside in renter-occupied units at the time of market entry.

Historical Vacancy

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

HISTORICAL VACANCY

Comparable Property	Type	Total Units	2QTR 2008	3QTR 2009	2QTR 2013
Albany Gardens	@50%	24	0.00%	0.00%	0.00%
Albany Springs	@50%, @60%	80	3.80%	2.50%	5.00%
The Landing At Southlake	@50%, @60%	40	N/A	N/A	0.00%
Rams Arms Apartments	Market	24	4.20%	0.00%	4.20%
Westwood Apartments	Market	194	16.00%	1.50%	3.10%
Windsor & Summit Apartments	Market	134	2.30%	3.80%	3.70%
Zori's Village	Market	40	0.00%	0.00%	0.00%

As illustrated in the table, vacancy among the properties (for which historical vacancy is available) has remained fairly stable with the exception of Westwood Apartments whose vacancy rate improved greatly from 2008 to 2013.

Change in Rental Rates

The following illustrates changes in rent at the comparable properties over the past year.

RENT GROWTH

Comparable Property	Rent Structure	Tenancy	Rent Growth
Albany Gardens	@50%	Senior	Increased 2%
Albany Springs	@50%, @60%	Senior	Increased 2%
The Landing At Southlake	@50%, @60%	Senior	N/A
Rams Arms Apartments	Market	Family	Increased 5%
Westwood Apartments	Market	Family	Increased 3%
Windsor & Summit Apartments	Market	Family	None
Zori's Village	Market	Family	Increased 3%

Five of the comparables reported rent increases over the past year. The Subject’s rents at 50 percent AMI are set at the maximum allowable levels and therefore rent growth among these units will be limited by AMGI growth in the market. The Subject’s 60 percent AMI rents are not set at the maximum allowable levels and therefore we anticipate that the Subject will experience some rent growth in the near future that is within the maximum allowable rent guidelines.

11. Impact of Foreclosed, Abandoned and Vacant Structures

Per RealtyTrac’s March 2013 data, an estimated 15.4 percent of homes are vacant in Albany. The median list price is \$85,000 as of March 2013, which represents a four percent year over year decrease. The median sales price in the city is \$134,000, which is a seven percent year over year increase since March 2012. The foreclosure rates in Albany as of April 2013 is one in every 4,811 housing units, which is significantly lower than that of the state (one in every 682 housing units) and nation (one in every 905 housing units).

12. Primary Housing Void

The vacancy rate among the senior LIHTC properties is low at approximately three percent and they are maintaining lists. Further, an existing senior LIHTC property has recently been removed from the market. According to a May 2013 Albany Herald article, the City of Albany began foreclosure proceedings on Albany Heights. Albany Heights was allocated tax credits in 1997 and offers 74 one and two-bedroom units restricted at 50 and 60 percent of AMI. As of our last interview in 2010, the property was 92 percent occupied. We believe that the Subject will help fill the senior housing void that is created by the closure of this property.

Overall, the Subject will be generally superior to the existing housing stock in terms of age and condition and it will offer a competitive amenities package. The Subject’s proposed rents are achievable and we believe that the Subject will help to fill demand for additional senior LIHTC housing in the market.

13. Effect of Subject on Other Affordable Units in Market

The Subject will offer new construction HFOP units in a market where senior LIHTC vacancy is very low at three percent. The senior LIHTC properties are fully occupied with waiting lists, which indicates that there is demand for additional senior LIHTC housing in the market. Therefore, we do not believe that the Subject will have a long-term impact on other affordable units in the market.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. Overall vacancy at the comparable properties is low at approximately three percent. The senior LIHTC comparables are maintaining high occupancy rates and waiting lists. Strengths of the Subject include its age/condition, location, in-unit amenity package, and common area amenity package. Further, senior renter household tenancy is high in the PMA at approximately 32 percent and annual senior household growth in the PMA is strong at a projected 1.7 percent through 2017. Overall, we believe that there is demand for the Subject given the strength of senior LIHTC demand in the market.

I. ABSORPTION & STABILIZATION RATES

Stabilization/Absorption Rate

The Landing at Southlake was allocated in 2008 and opened in 2010. The property offers 40 one and two-bedroom units that are restricted at 50 and 60 percent of AMI. The Landing at Southlake stabilized at a rate of approximately 12 units per month for a period of three months. The property is currently 100 percent occupied with a waiting list of 10 to 12 households. Therefore, we anticipate that the Subject will pull some demand from this property's waiting list as well as the waiting lists from other senior LIHTC properties in Albany. The Subject will offer a similar product to that of The Landing at Southlake but the Subject's rents at 60 percent AMI will be below the maximum allowable levels. Zori's Village is a family market rate property that opened in 2005 and stabilized at a rate of 11 units per month for a period of three to four months. We have estimated that the Subject will stabilize at 93 percent occupancy within six months at a rate of approximately nine units per month.

J. INTERVIEWS

Housing Authority

Despite numerous attempts, we were unable to contact a representative for the Albany Housing Authority. However, according to their website the department currently has 62 Housing Choice Vouchers under contract. There is a waiting list for these vouchers, but the department is not accepting additional applications at this time. The Albany Housing Authority also owns and manages 1,117 units throughout the county at 6 different developments. The current payment standard for Dougherty County can be found in the following table.

Dougherty County Payment Standards	
0BR	\$486
1BR	\$518
2BR	\$609
3BR	\$816
4BR	\$843
5BR	\$969

Source: Georgia Department of Community Affairs, 2013

The Subject’s proposed gross rents are below the payment standards with the exception of the Subject’s two-bedroom units at 60 percent AMI.

Planning

We interviewed Paul Forgey, Director of the Albany Planning Department. Mr. Forgey stated that he was not aware of any major developments that would be occurring in the area in the immediate future, stating that the majority of new projects he was aware of are municipal infrastructure improvements to roads and traffic signaling. He further stated that although there are some projects occurring in the downtown area of Albany, they are small in scale and involve renovation rather than new construction. Mr. Forgey was not aware of any new multi-family housing developments being constructed in the area.

Chamber of Commerce

We interviewed Rachelle Bitterman with the Albany Chamber of Commerce. Ms. Bitterman stated that she was not aware of any major employers moving into the Albany area recently and was unaware of any that might be locating there in the near future. However, she stressed the stability of the existing large employers in the area, most notably MillerCoors and the USMC Logistics Base.

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

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

- The Subject is located in Albany, Dougherty County, GA. In 2012, the population in the PMA was 84,991 and is projected to decrease to 84,941 in 2017, at an annual rate of -0.1 percent. Projected annual population growth is negative in the PMA because of regional factors; the Albany MSA is expected to have little to no population growth into the foreseeable future. A minority of senior households in the PMA (32.0 percent) are renter-occupied, but this number is significantly higher than the national average and is expected to remain stable until at least 2017. Approximately 40.6 percent of senior households in the PMA have annual earnings between \$20,000 and \$59,999. The Subject will target senior households earning between \$13,800 and \$23,580. Persons within these income cohorts are expected to create demand for the Subject.
- The Albany, GA MSA experienced moderate total employment growth prior to the advent of the recession in 2008. From 2008 through 2011 the MSA experienced total employment declines in which negated the growth experienced in the previous seven years. Since 2012 the MSA has begun to once again add to its total employment number, but total employment in the MSA is still below 2001 levels. Additionally, although unemployment has historically been equivalent to or below national levels, the 2008 figures indicate a sizeable increase in the local unemployment rate. While this trend was seen throughout the country, the unemployment rate for the MSA outpaced the national average. The MSA continues to experience the effects of the recession, having continually averaged higher rates than the national average since it began. While there has been some degree of recovery in the past few years, as of December 2012 the MSA unemployment rate is still 2.1 percent higher than the national average.
- The Subject's capture rates at the 50 percent AMI level will range from 2.7 to 3.7 percent, with an overall capture rate of 3.0 percent. The Subject's 60 percent AMI capture rates range from 13.4 to 14.4 percent, with an overall capture rate of 14.2 percent. The overall capture rate for the project's 50 and 60 percent units is 17.1 percent. Therefore, we believe there is adequate demand for the Subject.
- The Landing at Southlake was allocated in 2008 and opened in 2010. The property offers 40 one and two-bedroom units that are restricted at 50 and 60 percent of AMI. The Landing at Southlake stabilized at a rate of approximately 12 units per month for a period of three months. The property is currently 100 percent occupied with a waiting list of 10 to 12 households. Therefore, we anticipate that the Subject will pull some demand from this property's waiting list as well as the waiting lists from other senior LIHTC properties in Albany. The Subject will offer a similar product to that of The Landing at Southlake but the Subject's rents at 60 percent AMI will be below the maximum allowable levels. Zori's Village is a family market rate property that opened in 2005 and stabilized at a rate of 11 units per month for a period of three to four months. We have estimated that the Subject will stabilize at 93 percent occupancy within six months at a rate of approximately nine units per month.

- Vacancy rates in the market range from zero to 5.0 percent, averaging 3.0 percent. The senior LIHTC properties are outperforming the market with a 2.8 percent vacancy rate. The Landing at Southlake is the newest senior LIHTC comparable property as it was allocated in 2008 and stabilized in 2010. The property is currently 100 percent occupied with a waiting list. The Subject will be most similar to this property as Albany Gardens, Albany Springs, and the majority of the market rate properties represent aging housing stock. The Subject will offer a competitive amenity package, an excellent location, and excellent age/condition. Therefore, we believe that the Subject will maintain a vacancy rate of five percent, or less, once stabilized.
- Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. Overall vacancy at the comparable properties is low at approximately three percent. The senior LIHTC comparables are maintaining high occupancy rates and waiting lists. Strengths of the Subject include its age/condition, location, in-unit amenity package, and common area amenity package. Further, senior renter household tenancy is high in the PMA at approximately 32 percent and annual senior household growth in the PMA is strong at a projected 1.7 percent through 2017. Overall, we believe that there is demand for the Subject given the strength of senior LIHTC demand in the market.

Recommendations

- We recommend the Subject as proposed.

L. SIGNED STATEMENT REQUIREMENTS

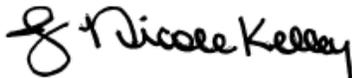
I affirm that I (or one of the persons signing below) have made a physical inspection of the market area and the subject property and that information has been used in the full study of the need and demand for the proposed units. To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.



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

6-12-2013

Date



J. Nicole Kelley
Manager
Novogradac & Company LLP

6-12-2013

Date



Kristina V. Garcia
Real Estate Analyst
Novogradac & Company LLP

6-12-2013

Date

M. MARKET STUDY REPRESENTATION

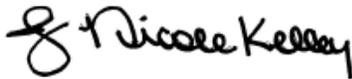
Novogradac & Company LLP states that DCA may rely on the representation made in the market study provided and this document is assignable to other lenders that are parties to the DCA loan transaction.



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

6-12-2013

Date



J. Nicole Kelley
Manager
Novogradac & Company LLP

6-12-2013

Date



Kristina V. Garcia
Real Estate Analyst
Novogradac & Company LLP

6-12-2013

Date

N. QUALIFICATIONS

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI, CRE

I. Education

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

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

II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)
Member, The Counselors of Real Estate (CRE)
Member, National Council of Affordable Housing Market Analysts (NCAHMA)
Past Member Frostburg Housing Authority

Certified General Real Estate Appraiser, No. 31534 – State of Arizona
Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut
Certified General Real Estate Appraiser, No. CG100026242 – State of Colorado
Certified General Real Estate Appraiser, No. 4206 – State of Kentucky
Certified General Real Estate Appraiser, No. 1326 – State of Maryland
Certified General Real Estate Appraiser, No. GA-805 – State of Mississippi
Certified General Real Estate Appraiser, No. 46000039124 – State of New York
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia
Certified General Real Estate Appraiser, No. 1101008 – State of Washington
Certified General Real Estate Appraiser, No. CG360 – State of West Virginia

III. Professional Experience

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

IV. Professional Training

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

Obtained the MAI designation in 1998 and maintained continuing education requirements since.

V. Real Estate Assignments – Examples

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

- Performed numerous appraisals for the US Army Corps of Engineers US Geological Survey and the GSA. Property types included Office, Hotel, Residential, Land, Gymnasium, warehouse space, border patrol office. Properties located in varied locations such as the Washington, DC area, Yuma, AZ, Moscow, ID, Blaine, WA, Lakewood, CO, Seattle, WA
- Performed appraisals of commercial properties such as hotels, retail strip centers, grocery stores, shopping centers etc for properties in various locations throughout Pennsylvania, New Jersey, Maryland, New York for Holiday, Fenoglio, Fowler, LP and Three Rivers Bank.
- Have managed and conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis. An area of special concentration has been the category of Senior Independent living properties. Work has been national in scope.
- Provided appraisal and market studies for a large portfolio of properties located throughout the United States. The reports provided included a variety of property types including vacant land, office buildings, multifamily rental properties, gas stations, hotels, retail buildings, industrial and warehouse space, country clubs and golf courses, etc. The portfolio included more than 150 assets and the work was performed for the SBA through Metec Asset Management LLP.
- Have managed and conducted numerous appraisals of affordable housing (primarily LIHTC developments). Appraisal assignments typically involved determining the as is, as if complete and the as if complete and stabilized values. Additionally, encumbered (LIHTC) and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and Pilot agreements.
- Performed numerous appraisals in 17 states of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. These appraisals meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide.

H. Blair Kincer

Qualifications

Page 3

- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA and the developer in the underwriting process. Market studies are compliant to State, FannieMae and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae appraisals of affordable and market rate multi-family properties for Fannie DUS Lenders. Currently have ongoing assignment relationships with several DUS Lenders.
- In accordance with HUD's Section 8 Renewal Policy and Chapter 9, Mr. Kincer has completed numerous Rent Comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

J. Nicole Kelley

I. Education

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

II. Professional Experience

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

III. Professional Training and Continuing Education

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

IV. Real Estate Assignments

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

- Conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.
- Prepared a comprehensive city wide housing market analysis for the City of Biloxi, MS which included a housing needs assessment.
- Prepared a comprehensive neighborhood housing market analysis for the New Orleans East neighborhood in New Orleans, LA for the Louisiana Housing and Finance Agency. The study focused on the housing and economic trends Pre- and Post- Hurricane Katrina and overall housing needs in that neighborhood.
- Conducted market studies for senior and family projects in Alabama, Arizona, California, Florida, Georgia, Guam, Illinois, Indiana, Iowa, Kentucky, Louisiana, Maine, Massachusetts, Michigan, Mississippi, Missouri, Nevada, New Jersey, New York, North Carolina, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Tennessee, Texas, Virginia, West Virginia, Washington, Wisconsin, and Wyoming.
- Assisted in appraisals of proposed new construction and existing Low-Income Housing Tax Credit and Special Needs properties in various states.
- Assisted in the preparation of Rent Comparability Studies and HUD MAP Market Studies according to HUD guidelines.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

KRISTINA V. GARCIA

I. Education

Emory University, Atlanta, Georgia
Bachelor of Arts

II. Professional Experience

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

III. Assignments

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

REPRESENTATIVE SAMPLE OF ENGAGEMENTS

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

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

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

HUD Rent Comparability Study Experience:

Analyst has conducted rent comparability studies within the following states:

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

Appraisal Research Experience:

Analyst has conducted research for appraisals within the following states:

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

Miscellaneous Housing Studies:

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