



A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF

**PARK SENIOR VILLAGE
Robert B. Lee Drive and Park Street
Leesburg, Lee County, Georgia 31763**

**Effective Date: May 27, 2014
Report Date: June 2, 2014**

Prepared For

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June 2, 2014

Mr. Max Elbe
Peachtree Housing Communities
80 West Wieuca Road, Northeast
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Re: Market Study for Park Senior Village, located in Leesburg, Lee County, Georgia 31763.

Dear Mr. Elbe:

At your request, Novogradac & Company LLP performed a market study of the rental market in the Leesburg, Lee County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) and HOME project, the (Subject). The purpose of this market study is to assess the viability of the construction of Park Senior Village, a proposed age-restricted development targeting seniors aged 55 and older consisting of 50 units. Units will be restricted to senior households 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.

Mr. Elbe
Peachtree Housing Communities
June 2014
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Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company, LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,



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ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the consultant has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the consultant assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
4. The report was made assuming responsible ownership and capable management of the property. The analyses and projections are based on the basic assumption that the apartment complex will be managed and staffed by competent personnel and that the property will be professionally advertised and aggressively promoted
5. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
6. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
7. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the consultant did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
8. A consulting analysis market study for a property is made as of a certain day. Due to the principles of change and anticipation the value estimate is only valid as of the date of valuation. The real estate market is non-static and change and market anticipation is analyzed as of a specific date in time and is only valid as of the specified date.
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10. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional appraisal organization with which the appraiser is affiliated: specifically, the Appraisal Institute.
11. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
12. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
13. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the appraisal report.
14. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which conclusions contained in this report is based.
15. On all proposed developments, Subject to satisfactory completion, repairs, or alterations, the consulting report is contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time with good quality materials.
16. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums except as reported to the consultant and contained in this report.
17. The party for whom this report is prepared has reported to the consultant there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
18. Unless stated otherwise, no percolation tests have been performed on this property. In making the appraisal, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use, as detailed in this report.

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

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Addendum

A. EXECUTIVE SUMMARY AND CONCLUSION

EXECUTIVE SUMMARY AND CONCLUSIONS

1. Project Description:

Park Senior Village, the Subject, is a proposed new construction LIHTC and HOME development targeting seniors aged 55 and older located near the intersection of Robert B. Lee Drive and Park Street in Leesburg, Lee County, Georgia 31763. The Subject will consist of six one-story residential buildings and one building housing the management office and clubhouse. The design will feature wood frame construction with brick and fiber cement siding façade. The following table illustrates the proposed unit mix including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowance based on information supplied by the client. As illustrated, the proposed LIHTC/HOME rents are at the maximum allowable level for all units and set asides. It should be noted we have utilized LIHTC rent limits, as units operating under both programs are subject to the lower of the two rent limits.

PROPOSED RENTS

Unit Type	Square Footage	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	LIHTC Maximum Allowable Gross Rent	HUD Fair Market Rents
<i>50% AMI (HOME)</i>							
1BR/1BA	900	8	\$338	\$100	\$438	\$438	\$581
2BR/2BA	1,020	8	\$397	\$129	\$526	\$526	\$700
<i>60% AMI (HOME)</i>							
1BR/1BA	900	2	\$425	\$100	\$525	\$525	\$581
2BR/2BA	1,020	32	\$502	\$129	\$631	\$631	\$700
Total		50					

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

The Subject will offer the following amenities: balcony/patio, blinds, carpeting, central air conditioning, coat closet, dishwasher, ceiling fan, garbage disposal, hand rails, microwave, oven, pull cords, refrigerator, walk-in closet, and washer/dryer hookups. Property amenities will include: business center/computer lab, exercise facility, clubhouse, laundry facility, off-street parking, on-site management, and picnic area. Overall, the Subject’s amenities will be competitive with those at the comparable properties.

2. Site Description/Evaluation: The Subject site is located in Leesburg, GA in a mixed-use neighborhood with retail and commercial uses nearby. The residential uses to the north and south primarily consist of single family homes in average condition. To the immediate north and northwest of the Subject site are retail and commercial uses in average to good condition, while to the immediate south, southwest, and west are vacant wooded lands. Further west, along Walnut Street (Route 19), are retail and commercial developments, which include convenience/grocery stores, restaurants, and gas stations. The nearby retail appeared to be approximately 80 to 90 percent occupied at the time of inspection. Overall, the Subject site is considered a desirable building site for senior multifamily housing and the Subject will be compatible with surrounding uses. Further, the Subject site will offer good access and visibility.

3. Market Area Definition: The PMA is defined by Leesburg Highway to the north, Oakridge Drive to the south, the Flint River to the east, and the Lee County line to the west. This area includes the city of Leesburg, a portion of Albany, and numerous smaller towns such as Oakland, Beloit, Armena, and Stocks. The area was defined based on interviews with the local housing authority and property managers at comparable properties. According to management at Forrester Senior Village and Spring Lake Apartments, the majority of tenants originate from the local Leesburg and Albany areas. The north boundary of the PMA is approximately 2.75 miles from the Subject site; the eastern boundary of the PMA is approximately 7.9 miles from the Subject site; the southern boundary of the PMA is approximately 11.5 miles from the Subject site; and the western boundary of the PMA is approximately 7.5 miles from the Subject site.

4. Community Demographic Data:

Historically, total population in the PMA increased at rates slightly above that of the MSA, but below those of the nation. From 2000 to 2013, population growth in the PMA was the strongest amongst those aged 55 or older, as the total senior population growth rate in the PMA was 230 basis points above the PMA's total population growth rate. Through market entry and 2018, total population and total senior population in the PMA are projected to continue to grow, albeit at lower rates than in the previous decade. Over the same period of time, the total and senior household growth rates in the PMA are projected at 0.2 and 1.6 percent per annum, respectively.

As of 2013, approximately 57.2 percent of households and 57.8 percent of senior households in the PMA have annual incomes less than \$40,000. Through market entry and 2018, the percentages of households and senior households earning less than \$40,000 annually are projected to slightly increase. Senior renter households will continue to primarily consist of one to two persons and approximately 31 to 32 percent of senior housing units will be renter-occupied, over the same period of time. Overall, the projected trends are positive indicators for the Subject's affordable age-restricted units.

5. Economic Data:

The MSA experienced employment growth from 2004 to 2007. After 2007, total employment decreased each year through 2014 year-to-date, with the exception of 2011, where the MSA experienced a small employment gain. It should be noted that the MSA lost a significant number of jobs in 2009 and 2010, which was due to the most recent national recession. Between March 2013 and March 2014, total employment decreased by 0.1 percent in the MSA, compared to a 1.7 percent increase in the nation. Additionally, as of March 2014, the unemployment rate in the MSA was 8.0 percent, which is 120 basis points above that of the nation. Even though the decline in total employment in the MSA has slowed, it appears the MSA is still experiencing the effects of the most recent national recession. The local economy appears to be diverse and low-paying jobs in the education, retail trade, manufacturing, and government sectors are expected to generate demand for affordable housing in the PMA.

6. Project-Specific Affordability And Demand Analysis:

Our demand analysis indicates that there are approximately 986 income qualified senior renter households aged 55 and older in the PMA. The following table illustrates capture rates for the Subject's units.

CAPTURE RATE ANALYSIS CHART

Bedrooms/AMI Level	Total Demand	Supply	Net Demand	Units Proposed	Capture Rate
1BR at 50% AMI (HOME)	189	3	186	8	4.3%
2BR at 50% AMI (HOME)	<u>163</u>	<u>7</u>	<u>156</u>	<u>8</u>	<u>5.1%</u>
Overall 50%	352	10	342	16	4.7%
1BR at 60% AMI (HOME)	186	11	175	2	1.1%
2BR at 60% AMI (HOME)	<u>160</u>	<u>38</u>	<u>122</u>	<u>32</u>	<u>26.2%</u>
Overall 60%	346	49	297	34	11.4%
Overall 1BR	375	14	361	10	2.8%
Overall 2BR	<u>323</u>	<u>45</u>	<u>278</u>	<u>40</u>	<u>14.4%</u>
Total Overall	698	59	639	50	7.8%

The overall capture rate is 7.8 percent, which is within the Georgia DCA guidelines. We believe that the capture rates are reasonable for the Subject based on its target population, and there is adequate demand based on our conclusions.

7. Competitive Rental Analysis:

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. To evaluate the competitive position of the Subject, 787 units in nine rental properties were surveyed in depth. The data in the PMA is considered good on which to base our conclusions. The comparable properties in our survey include a range of units targeting several different AMI levels and unrestricted units. The Subject will offer 50 and 60 percent AMI units. The Subject's proposed 50 and 60 percent rents offer an advantage over the average rents at the comparable properties.

Vacancy rates in the market range from zero to 4.2 percent, averaging 1.6 percent. The average weighted vacancy rate among the LIHTC comparables is 2.6 percent, while the average weighted vacancy rate among the market rate comparables is 1.3 percent. Albany Gardens reported the highest vacancy rates among the LIHTC comparables; however, the property's low number of total units skews its vacancy rate, as there is only one vacancy. Management at the property reported maintaining a waiting list of four households and therefore, it is likely that the vacant unit will be filled in a short period of time. Given the superior to slightly superior condition and age of the Subject to the comparables and strong vacancy rates in the market, we believe the Subject will operate with a vacancy rate of five percent or less.

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.

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
<i>@50% AMI</i>					
1 BR	\$338	\$325	\$731	\$479	42%
2 BR	\$397	\$415	\$951	\$663	67%
<i>@60% AMI</i>					
1 BR	\$425	\$430	\$731	\$541	27%
2 BR	\$502	\$495	\$951	\$736	47%

As illustrated, the Subject's proposed 50 and 60 percent rents are below the surveyed average when compared to the comparables, both LIHTC and market rate. The Subject's proposed 50 percent two-bedroom and 60 percent one-bedroom rents are below the surveyed minimum, while its 50 percent one-bedroom and 60 percent two-bedroom rents are slightly above the surveyed minimum. We believe this is reasonable as the Subject, upon completion, will offer competitive amenities and will be generally similar to superior in condition to the comparables. Further, the Subject's proposed LIHTC rents are set at the maximum allowable levels. It should be noted that the highest one and two-bedroom rents were reported at Creekwood Apartments and Marsh Landings, respectively. Both comparables are located in the Subject's PMA, approximately 6.9 to 8.8 miles from the Subject, and reported vacancy rates of zero to 3.6 percent. The reported rents at the comparables are at least 72 percent higher than the Subject's proposed 60 percent rents. 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:

We were able to obtain absorption information from three comparable properties. Forrester Senior Village, a 50 unit age-restricted LIHTC comparable, was constructed in 2012. Management noted an absorption rate of 17 units per month, or an absorption period of approximately three months. The comparable currently maintains a waiting list of 130 senior households, which indicates strong demand in the area for affordable senior housing. In addition, The Landing at Southlake, a 40 unit age-restricted LIHTC comparable, opened in 2010. Management noted an absorption rate of 13 units per month, or an absorption period of three months. Marsh Landings, a 56-unit market rate comparable, opened in 2003, and management noted

an absorption rate of 24 units per month, equating to an absorption period of two months. Based on the comparables, we anticipate that the Subject will absorb 15 units per month, or an absorption period of approximately three months. It should be noted that per DCA guidelines, absorption has been calculated to 93 percent occupancy.

9. Overall Conclusion:

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. The Subject will be generally similar to superior in terms of age and condition to all of the comparables. The Subject's proposed 50 percent two-bedroom and 60 percent one-bedroom rents are below the surveyed minimum, while its 50 percent one-bedroom and 60 percent two-bedroom rents are slightly above the surveyed minimum. The Subject's proposed 50 and 60 percent rents are below the surveyed comparable average, which indicates that the Subject's rents will offer an advantage to the local market rents. Overall, we believe there is demand for the Subject given its excellent condition, low capture rates, and competitive amenities and unit sizes.

Summary Table:

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

Development Name:	Park Senior Village	Total # Units:	50
Location:	Near intersection of Robert B. Lee Drive & Park Street	# LIHTC Units:	50
PMA Boundary:	North: Lee Highway; South: Oakridge Drive; East: Flint River; West: Lee County line		
	Farthest Boundary Distance to Subject:		<u>11.5 miles</u>

Rental Housing Stock (found on pages 21, 46, and 62)

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	71	5,025	132	97.4%
Market-Rate Housing	24	2,353	61	97.4%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	29	1,573	N/Ap	N/Ap
LIHTC	18	1,099	70	93.6%
Stabilized Comps	71	5,025	132	97.4%
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
8	1BR at 50% AM1 (HOME)	1	900	\$338	\$479	\$0.53	29%	\$690	\$0.69
8	2BR at 50% AM1 (HOME)	2	1,020	\$397	\$663	\$0.65	40%	\$900	\$0.69
2	1BR at 60% AM1 (HOME)	1	900	\$425	\$541	\$0.60	21%	\$690	\$0.69
32	2BR at 60% AM1 (HOME)	2	1,020	\$502	\$736	\$0.72	32%	\$900	\$0.69

Demographic Data (found on page 30)

	2000		2013		2016	
Renter Households	3,222	29.50%	4,348	31.90%	4,656	31.60%
Income-Qualified Renter HHs (LIHTC)	702	21.80%	948	21.80%	1,015	21.80%

Targeted Income-Qualified Renter Household Demand (found on pages 58)

Type of Demand	30%	50%	60%	Market-rate	Other:___	Overall*
Renter Household Growth	N/Ap	26	26	N/Ap	N/Ap	39
Existing Households (Overburdened + Substandard)	N/Ap	209	203	N/Ap	N/Ap	310
Homeowner conversion (Seniors)	N/Ap	195	195	N/Ap	N/Ap	195
Total Primary Market Demand	N/Ap	430	423	N/Ap	N/Ap	544
Less Comparable/Competitive Supply	N/Ap	58	155	N/Ap	N/Ap	213
Adjusted Income-qualified Renter HHs**	N/Ap	372	268	N/Ap	N/Ap	331

Capture Rates (found on pages 4 & 58)

Targeted Population	30%	50%	60%	Market-rate	Other:___	Overall
Capture Rate:	N/Ap	4.70%	11.40%	N/Ap	N/Ap	7.80%

*Includes LIHTC and unrestricted (when applicable)

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address and Development Location:

The Subject site is located near the intersection of Robert B. Lee Drive and Park Street, Leesburg, Lee County, Georgia 31763. According to the site plans provided by the developer, the Subject will have frontage on a public road that will be constructed as part of the development (located directly behind the U.S. Post Office).

Construction Type:

The Subject will consist of six one-story residential buildings and one building housing the management office and clubhouse. Construction will feature wood frame with brick and fiber cement siding façade.

Occupancy Type:

The Subject will target senior households aged 55 and older.

Special Population Target:

None.

Number of Units by Bedroom Type and AMI Level:

See following property profile.

Unit Size:

See following property profile.

Structure Type:

See following property profile.

Rents and Utility Allowances:

See following property profile.

Existing or Proposed Project Based Rental Assistance:

None of the units will operate with Project-Based Rental Assistance upon completion.

Proposed Development Amenities: See following property profile.

Property Profile Report											
Park Senior Village											
Comp#	Subject										
Effective Rent Date	5/14/2014										
Location	Robert B. Lee Drive And Park Street Leesburg, GA 31763 Lee County County (verified)										
Units	50										
Type	One-story (age-restricted)										
Year Built / Renovated	Proposed 2016 / n/a										
Tenant Characteristics	Seniors age 55+										
Market											
Program	@50% (HOME), @60% (HOME)					Leasing Pace	n/a				
Annual Turnover Rate	N/A					Change in Rent (Past Year)	n/a				
Units/Month Absorbed	n/a					Concession					
Section 8 Tenants	N/A										
Utilities											
A/C	not included -- central					Other Electric	not included				
Cooking	not included -- electric					Water	included				
Water Heat	not included -- electric					Sewer	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	One-story	8	900	\$338	\$0	@50% (HOME)	n/a	N/A	N/A	yes
1	1	One-story	2	900	\$425	\$0	@60% (HOME)	n/a	N/A	N/A	yes
2	2	One-story	8	1,020	\$397	\$0	@50% (HOME)	n/a	N/A	N/A	yes
2	2	One-story	32	1,020	\$502	\$0	@60% (HOME)	n/a	N/A	N/A	yes
Amenities											
In-Unit	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Ceiling Fan Garbage Disposal Hand Rails Microwave Oven Pull Cords Refrigerator Walk-In Closet Washer/Dryer hookup					Security	none				
Property	Parking spaces: 100 Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area					Premium	none				
Services	none					Other	Community Garden				
Comments											
The property will consist of six residential buildings and one clubhouse using wood frame construction with brick and fiber cement siding facade. The projected construction start and completions dates are June 2015 and June 2016.											



Scope of Renovations:	The Subject will be new construction.
Current Rents:	The Subject will be new construction.
Current Occupancy:	The Subject will be new construction.
Current Tenant Income:	The Subject will be new construction.
Placed in Service Date:	The Subject's approximate market entry date is June 2016.
Conclusion:	The Subject will consist of six excellent quality one-story residential buildings and one building housing the management office and clubhouse. As new construction, the Subject will not suffer from deferred maintenance or functional obsolescence.

C. SITE EVALUATION

1. Date of Site Visit and

Name of Site Inspector:

Murad Karimi visited the site on May 27, 2014.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

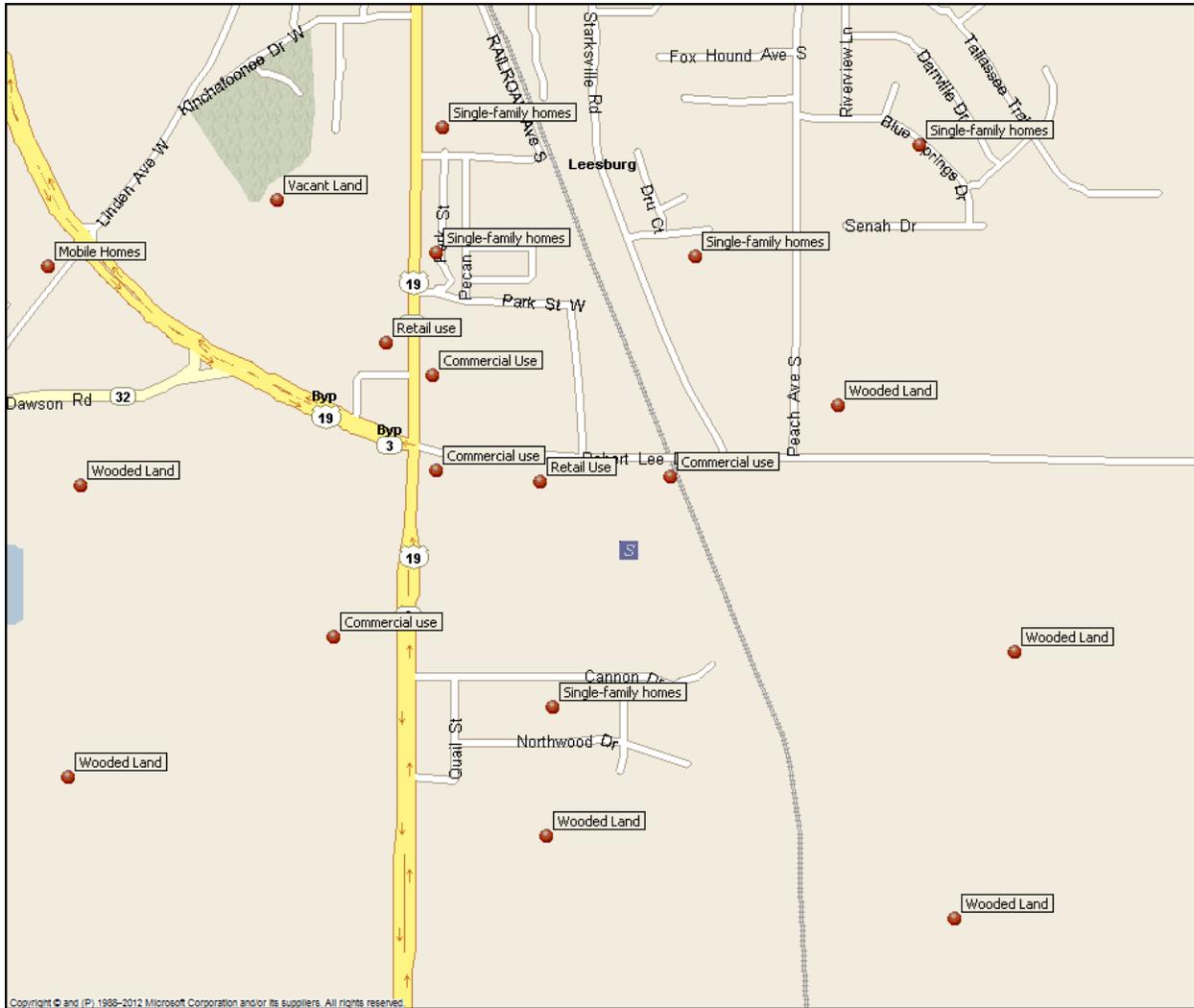
According to the site plans provided by the developer, the Subject will have frontage on a public road that will be constructed as part of the development.

Visibility/Views:

As previously noted, the Subject site will have a public road constructed as part of the development and will have good visibility from this roadway. Additionally, the Subject will have limited visibility from Robert B. Lee Drive and Park Street. Views include vacant wooded land to the south, retail and commercial uses to the north, and vacant wooded land to the east and west. Additionally, there are railroad tracks located immediately to the east of the Subject. Overall, 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 retail and commercial uses nearby. The residential uses to the north and south primarily consist of single family homes in average condition. To the immediate north and northwest of the Subject site are retail and commercial uses in average to good condition, while to the immediate south, southwest, and west are vacant wooded lands. Further west, along Walnut Street (Route 19), are retail and commercial developments, which include convenience/grocery stores, restaurants, and gas stations. Overall, nearby retail appeared to be approximately 80 to 90 percent occupied at the time of inspection.

Positive/Negative Attributes of Site: To the east of the Subject site, approximately 0.11 miles away, is a railroad track. Upon our site inspection, we observed no noise from passing trains. Further, vacant wooded lands separate the Subject site from the railroad track. Therefore, we do not believe noise will be potential

issue for the Subject property. Positive attributes include close proximity to retail, post office, and R. S. Boney Senior Center.

3. Physical Proximity to Locational Amenities:

The Subject site is located in Leesburg, Georgia, in Lee County. There are restaurants, gas stations, convenience/grocery stores, and other retail located within close proximity of the Subject site. In addition, the R.S. Boney Senior Center and public library are located within one mile from the Subject site. Overall, the proximity of these amenities is considered to be very desirable for senior households.

4. Pictures of Site and Adjacent Uses:



View of Subject site



View of Subject site



View of Subject site



View of Subject site looking south on Park Street



View north on Park Street



View west along Robert B. Lee Drive



View west along Robert B. Lee Drive



Typical single-family home in Subject's neighborhood



Typical single-family home in Subject's neighborhood



Typical single-family home in Subject's neighborhood



U.S. Post Office adjacent to the Subject site



Retail use adjacent to the Subject site



Commercial use north of the Subject site



Commercial use northwest of the Subject site



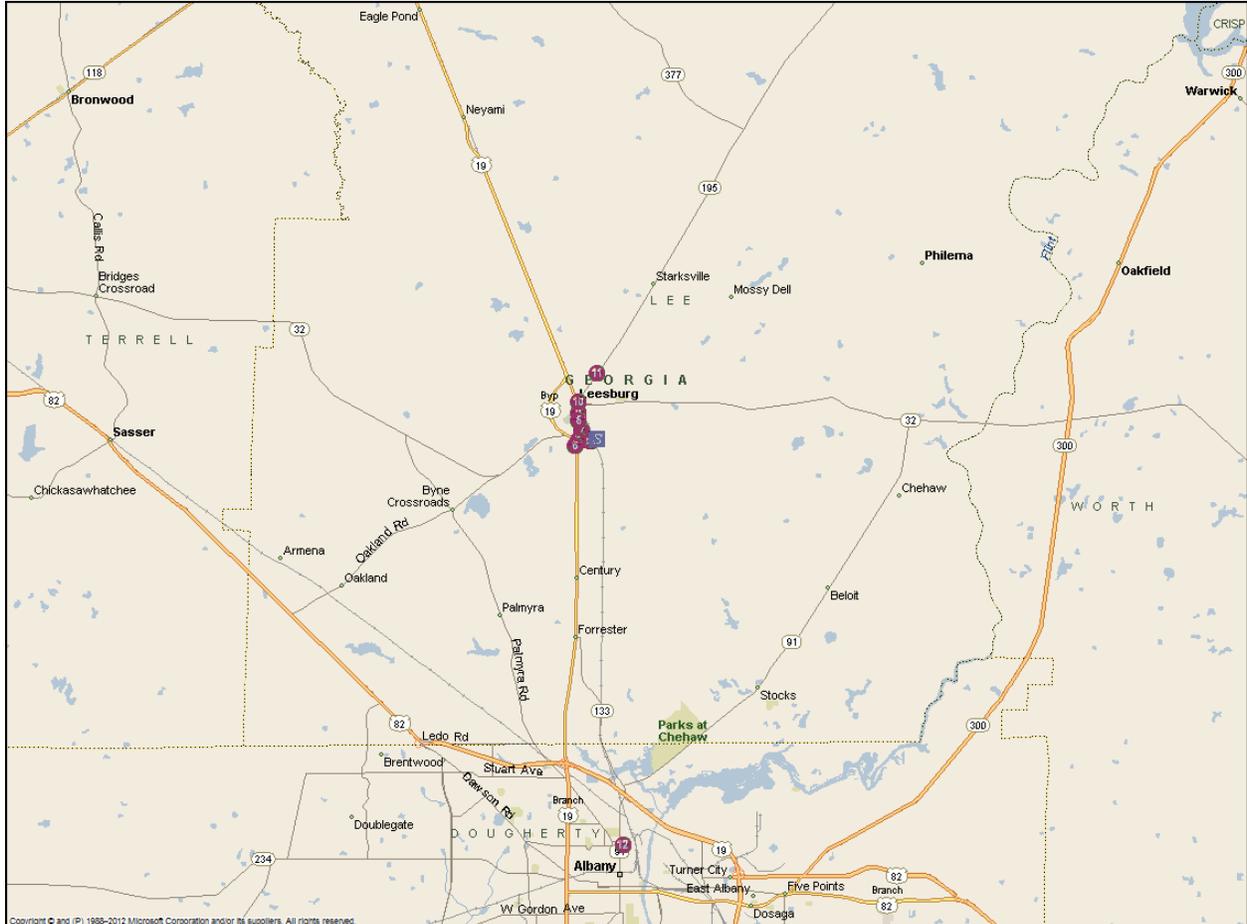
Retail use in the Subject's neighborhood

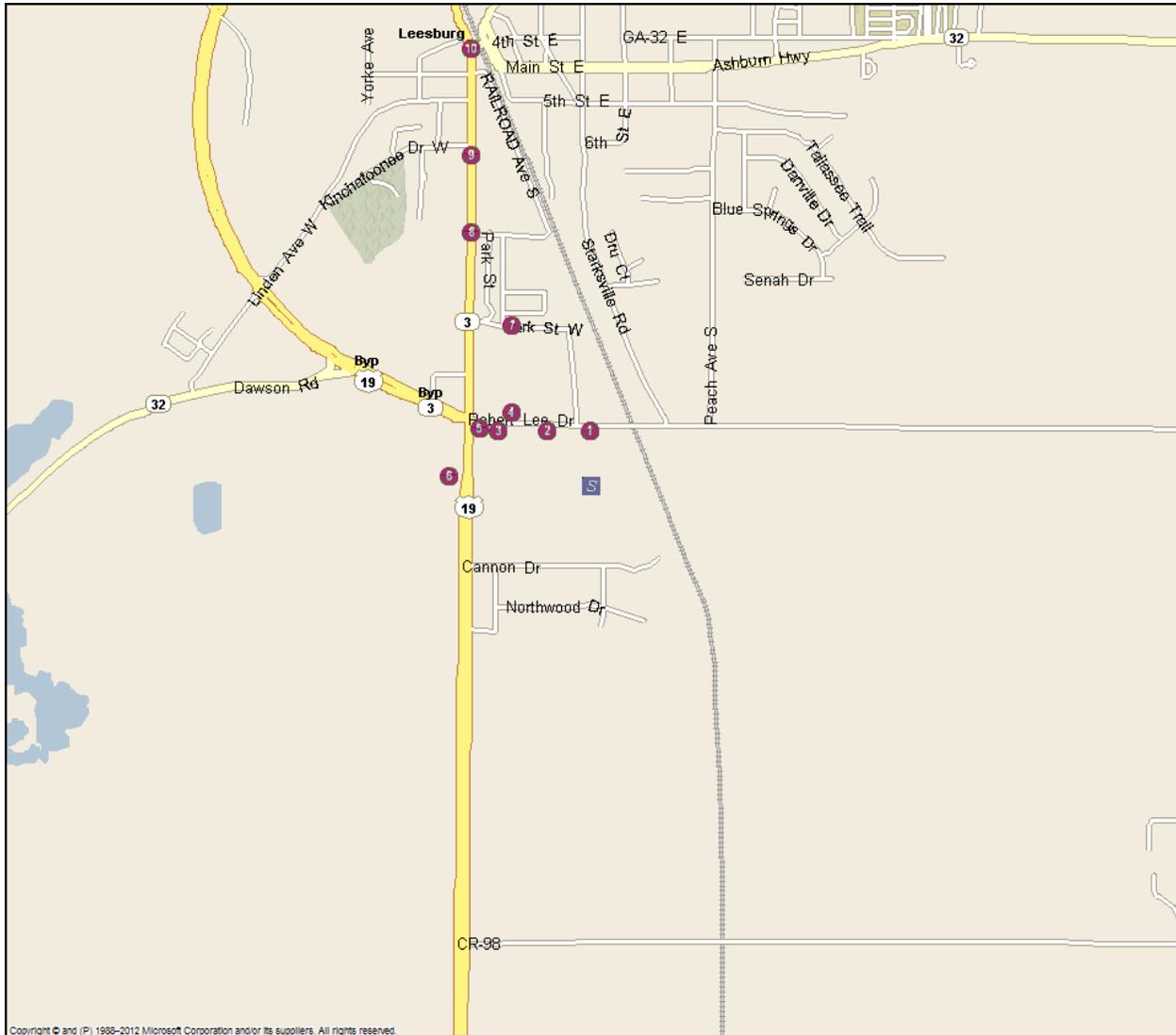


Commercial use in the Subject's neighborhood

5. Proximity to Locational Amenities:

The following table details the Subject’s distance from key locational amenities. It should be noted that there is no public transportation available in Leesburg, which is common in rural markets.





LOCATIONAL AMENITIES

Map Number	Name	Distance from Subject
1	U.S. Post Office	<0.1 miles
2	Dollar General	0.2 miles
3	Fred's Super Dollar	0.2 miles
4	Colony Bank	0.2 miles
5	Express Lane	0.3 miles
6	Flash Foods	0.5 miles
7	R.S. Boney Senior Center	0.5 miles
8	Lee County Public Library	0.8 miles
9	Rubo's (Grocery Store)	1.0 miles
10	City of Leesburg Police Department	1.2 miles
11	Lee County Fire Department	12.0 miles
12	Pheobe Putney Memorial Hospital	10.5 miles

6. Description of Land Uses:

The Subject site is located in a mixed-use neighborhood with retail and commercial uses nearby. The residential uses to the north and south primarily consist of single family homes in average condition. To the immediate north and northwest of the Subject site are retail and commercial uses in average to good condition, while to the immediate south, southwest, and west are vacant wooded lands. Further west, along Walnut Street (Route 19), are retail and commercial developments, which include convenience/grocery stores, restaurants, and gas stations. The nearby retail appeared to be approximately 80 to 90 percent occupied at the time of inspection. Overall, the Subject site is considered a desirable building site for senior multifamily housing and the Subject will be compatible with surrounding uses.

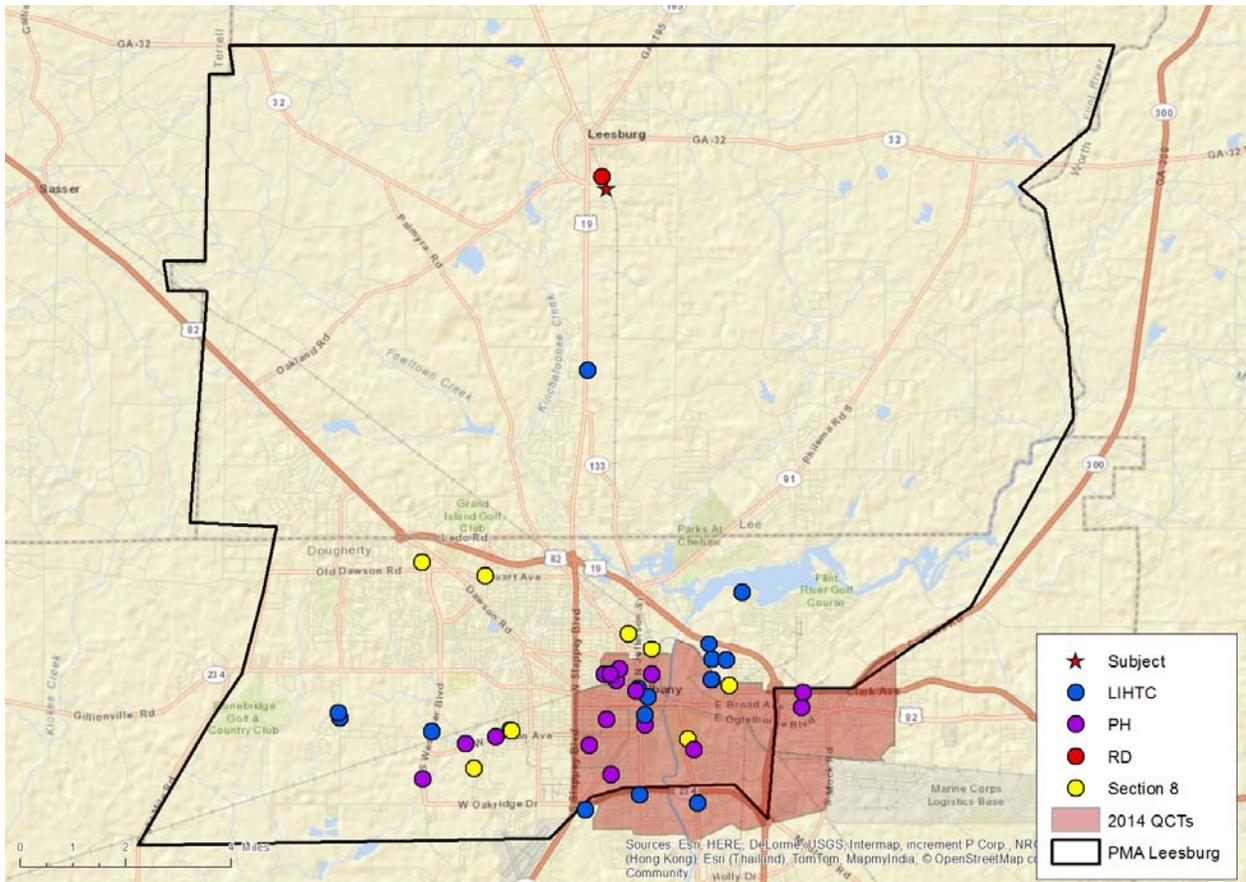
7. Existing Assisted Rental Housing

Property Map:

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

Property Name	Address	City	State	Type	Tenancy	Map Color	Included/Excluded	Reason for Exclusion	Distance from Subject
East Tift Avenue	1027 E Tift Ave	Albany	GA	LIHTC	Family	Blue	Excluded	More Comparable Properties - Low # of Units, Tenancy	9.9 miles
Station Crossing	417 Station Crossing Dr	Albany	GA	LIHTC	Family		Excluded	More Comparable Properties - Low # of Units, Tenancy	15.6 miles
Tift II	1017 E Tift Ave	Albany	GA	LIHTC	Family		Excluded	More Comparable Properties - Low # of Units, Tenancy	12.9 miles
Lockett Station*	316 Carriage Ln	Albany	GA	LIHTC	Family		Excluded	More Comparable Properties - Low # of Units, Tenancy	15.4 miles
Towering Pines Apartments*	2125 Beachview Dr	Albany	GA	LIHTC	Family		Excluded	More Comparable Properties - Tenancy	12.6 miles
Rivercrest Apartments	525 Don Culter Sr Dr	Albany	GA	LIHTC	Family		Excluded	More Comparable Properties - Tenancy	12.8 miles
Albany Heights	249 Pine Ave	Albany	GA	LIHTC	Senior		Excluded	Unable to contact - no longer operational	11.5 miles
Barkley Estates	1005 E 4th Ave	Albany	GA	LIHTC	Family		Excluded	More Comparable Properties - Tenancy	12.5 miles
Swift Court Apartments	1435 Swift St	Albany	GA	LIHTC	Family		Excluded	More Comparable Properties - Low # of Units, Inferior Condition, Tenancy	11.9 miles
Sunchase Apartments	1308 Hobson St	Albany	GA	LIHTC	Family		Excluded	More Comparable Properties - Tenancy	12.1 miles
The Bridges of Southlake	400 Ebony Ln	Albany	GA	LIHTC	Family		Excluded	More Comparable Properties - Tenancy	13.3 miles
Westover Place Apartments	419 South Westover Blvd	Albany	GA	LIHTC	Family		Excluded	More Comparable Properties - Tenancy	14.0 miles
Woodpine Way Apartments	421 S Westover Blvd	Albany	GA	LIHTC	Family		Excluded	Tenancy, Unable to contact	14.0 miles
Forrester Senior Village	197 Forrester Parkway	Leesburg	GA	LIHTC	Senior		Included	-	5.2 miles
Albany Springs	1601 Radium Springs Rd	Albany	GA	LIHTC	Senior		Included	-	16.5 miles
Albany Gardens	2210 Habersham Rd	Albany	GA	LIHTC	Senior		Included	-	12.7 miles
The Landing at Southlake	400 Ebony Ln	Albany	GA	LIHTC	Senior		Included	-	13.3 miles
Ashley Riverside Apartments	320 S Jackson St	Albany	GA	LIHTC/PH/Market	Family		Excluded	More Comparable Properties - Tenancy	11.8 miles
Stonegate Manor	100 Stonegate Cir	Leesburg	GA	RD	Family		Excluded	Tenancy, RD financing	0.1 miles
Albany Housing I	2616 Pointe North Blvd	Albany	GA	Section 8	Disabled		Excluded	Tenancy, Subsidized	11.9 miles
Albany Housing II	1906 Lincoln Ave	Albany	GA	Section 8	Disabled		Excluded	Tenancy, Subsidized	12.2 miles
Albany Housing III	1907 Lincoln Ave	Albany	GA	Section 8	Disabled		Excluded	Tenancy, Subsidized	12.2 miles
Albany Housing V	2504 Redwood Ct	Albany	GA	Section 8	Disabled		Excluded	Tenancy, Subsidized	9.8 miles
Arcadia Commons	200 4th Ave	Albany	GA	Section 8	Senior/Disabled		Excluded	Subsidized	9.3 miles
Arcadia Courtside	1416 N Monroe St	Albany	GA	Section 8	Senior		Excluded	Subsidized	10.3 miles
Bethel Housing Complex	507-A Swift St	Albany	GA	Section 8	Family		Excluded	Tenancy, Subsidized	12.0 miles
Cedar Avenue Apartments	1013-1 Cedar Ave	Albany	GA	Section 8	Family		Excluded	Tenancy, Subsidized	11.5 miles
Dalewood Estates	824 Willie Pitts Jr Rd	Albany	GA	Section 8	Family		Excluded	Tenancy, Subsidized	13.3 miles
Wild Pines Apartments	600 Sands Dr	Albany	GA	Section 8	Family		Excluded	Tenancy, Subsidized	15.1 miles
Thronateeksa Homes	602 Stadium Dr	Albany	GA	PH	Family		Excluded	Tenancy, Subsidized	10.4 miles
O.B. Hines Homes	635 W Residence Ave	Albany	GA	PH	Family		Excluded	Tenancy, Subsidized	11.4 miles
McIntosh Homes	601 W Society Ave	Albany	GA	PH	Family		Excluded	Tenancy, Subsidized	11.1 miles
Holly Homes	915 Cherry Ave	Albany	GA	PH	Family		Excluded	Tenancy, Subsidized	11.4 miles
William Binns Homes	718a Whitney Ave	Albany	GA	PH	Family	Excluded	Tenancy, Subsidized	11.3 miles	
Golden Age Apartments	601 N Davis St	Albany	GA	PH	Senior	Excluded	Subsidized	11.4 miles	
Hudson Malone Towers	401 Flint Ave	Albany	GA	PH	Senior	Excluded	Subsidized	11.2 miles	
Grover Cross Homes	205 W Tift Ave	Albany	GA	PH	Family	Excluded	Tenancy, Subsidized	11.1 miles	
Seay Village North	301 W Mercer Ave	Albany	GA	PH	Family	Excluded	Tenancy, Subsidized	12.0 miles	
Seay Village	501 S Jackson St	Albany	GA	PH	Family	Excluded	Tenancy, Subsidized	12.0 miles	
William Dennis Homes	635 Tulsa Ln	Albany	GA	PH	Family	Excluded	Tenancy, Subsidized	13.1 miles	
Holman Homes	2128 W Gordon Ave	Albany	GA	PH	Family	Excluded	Tenancy, Subsidized	12.0 miles	
Sherman Oaks	719 S Westover Blvd	Albany	GA	PH	Family	Excluded	Tenancy, Subsidized	14.9 miles	
Kingsbury Subdivision	Kingsbury Ln	Albany	GA	PH	Family	Excluded	Tenancy, Subsidized	13.1 miles	
Paul Lipsey Sr. Homes	103 Whittlesey Ct	Albany	GA	PH	Family	Excluded	Tenancy, Subsidized	13.6 miles	
Harvey Pate Homes	202 Arbor Ct	Albany	GA	PH	Family	Excluded	Tenancy, Subsidized	13.4 miles	
Ernest Wetherbee Homes	802 Mercedes St	Albany	GA	PH	Family	Excluded	Tenancy, Subsidized	13.3 miles	

*Includes multiple phases



Leesburg, GA



9. Road/Infrastructure Proposed Improvements:

According to the site plans provided by the developer, there will be a public road constructed as part of the development which will provide access to the Subject site from Park Street.

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

The Subject will have access from the public road that will be constructed as part of the development. The public road will provide access to Park Street. Park Street is a lightly trafficked residential street that provides access to Robert B. Lee Drive, a moderately trafficked two-lane throughway. Nearby retail uses are located along Robert B. Lee Drive and Walnut Street (Route 19). Walnut Street, which is accessible via Robert B. Lee Drive, is located approximately 0.4 miles northwest of the Subject site. The Subject site will have good visibility from the public road, which will be constructed at part of the development, and limited visibility from Robert B. Lee Drive and Park Street.

Overall visibility, access, and ingress/egress are considered good.

11. Environmental Concerns:

None visible upon site inspection.

12. Conclusion:

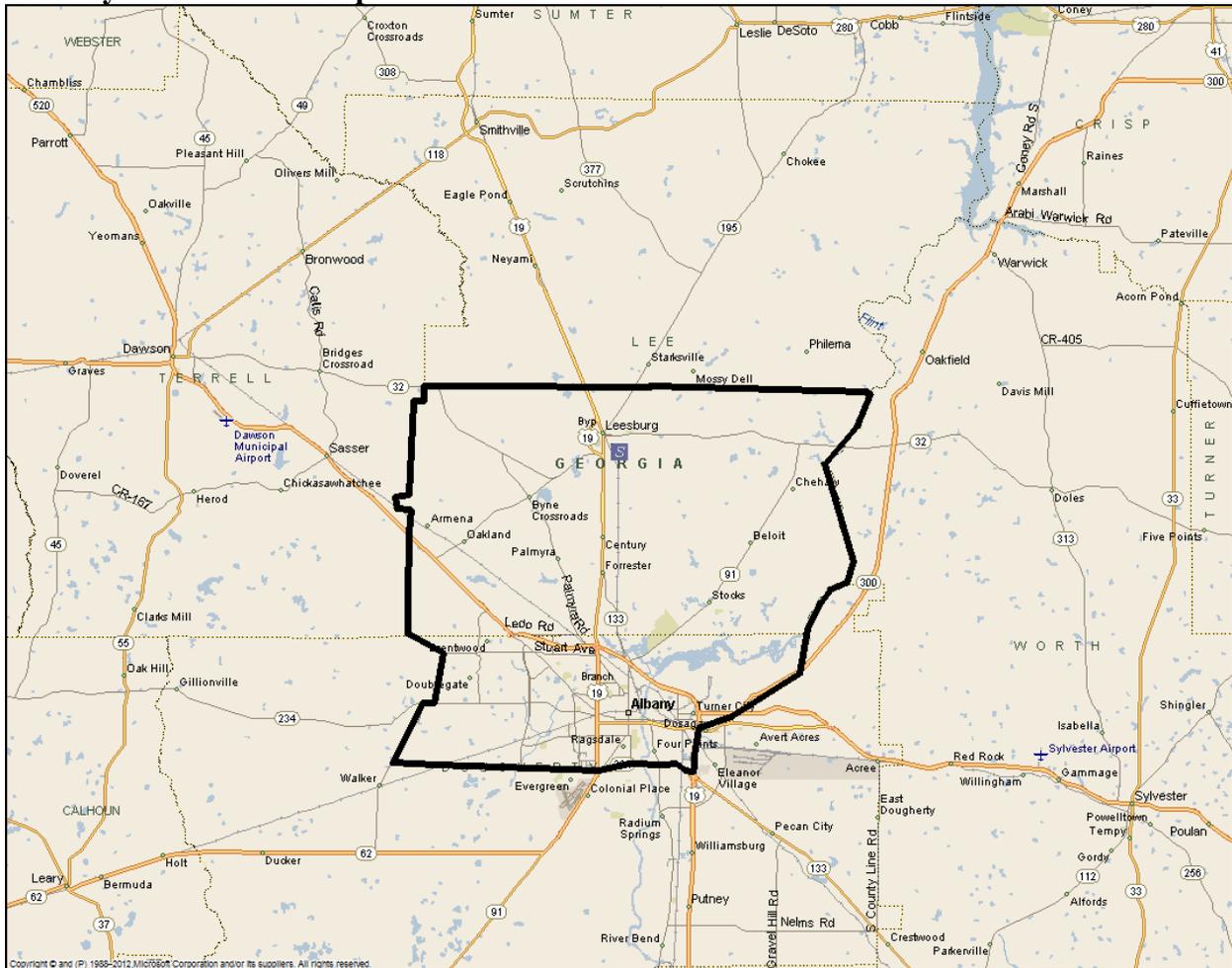
The Subject is located near the intersection of Robert B. Lee Drive and Park Street, Leesburg, Lee County, Georgia 31763. According to the site plans provided by the developer, the Subject will have frontage on a public road, which will be constructed as part of the development, and will be located directly behind the U.S. Post Office. The Subject site is located in a mixed-use neighborhood with retail and commercial uses along Robert B. Lee Drive and Walnut Street (Route 19), which generally exhibit average to good condition. The nearby retail and commercial uses appear to be approximately 80 to 90 percent occupied at the time of inspection. As a new construction, the Subject will offer good visibility and excellent curb appeal. Overall, the community presents a good location for an affordable, age-restricted multifamily development and it is expected that the Subject will have 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 boundaries of the PMA are as follows:

North – Leesburg Highway
South - Oakridge Drive
East - Flint River
West - Lee County line

The PMA is defined by Leesburg Highway to the north, Oakridge Drive to the south, the Flint River to the east, and the Lee County line to the west. This area includes the city of Leesburg, a portion of Albany, and numerous smaller towns such as Oakland, Beloit, Armena, and Stocks. The area was defined based on interviews with the local housing authority and property managers at comparable properties. According to management at Forrester Senior Village and Spring Lake Apartments, the majority of tenants originate from the local Leesburg and Albany areas. The north boundary of the PMA is approximately 2.75 miles from the Subject site; the eastern boundary of the PMA is approximately 7.9 miles from the Subject site; the southern boundary of the PMA is approximately 11.5 miles from the Subject site; and the western boundary of the PMA is approximately 7.5 miles from the Subject site.

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 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 from 1990 through 2018 and (b) Total Senior Population (55+) from 1990 through 2018 (c) Population by Age Group within population in the MSA, PMA, and nationally.

TOTAL POPULATION

Year	PMA		Albany, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
1990	79,430	-	146,576	-	248,709,873	-
2000	87,766	1.0%	157,834	0.8%	281,421,906	1.3%
2013	92,896	0.4%	157,346	0.0%	315,444,544	0.9%
Projected Mkt Entry June 2016	93,102	0.1%	157,127	0.0%	322,101,707	0.7%
2018	93,249	0.1%	156,970	0.0%	326,856,823	0.7%

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

TOTAL SENIOR POPULATION (55+)

Year	PMA		Albany, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
1990	14,536	-	26,879	-	52,389,754	-
2000	16,213	1.2%	30,586	1.4%	59,266,437	1.3%
2013	22,022	2.7%	40,211	2.4%	83,746,996	3.1%
Projected Mkt Entry June 2016	23,093	1.7%	42,124	1.6%	89,865,898	2.5%
2018	23,858	1.7%	43,491	1.6%	94,236,542	2.5%

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

POPULATION BY AGE IN 2013

Age Cohort	PMA		Albany, GA MSA		USA	
	Number	Percentage	Number	Percentage	Number	Percentage
0-4	6,638	7.1%	10,985	7.0%	20,027,834	6.3%
5-9	6,549	7.0%	10,917	6.9%	20,305,969	6.4%
10-14	6,572	7.1%	10,942	7.0%	20,664,258	6.6%
15-19	7,441	8.0%	11,926	7.6%	21,217,478	6.7%
20-24	7,561	8.1%	12,189	7.7%	22,842,251	7.2%
25-29	6,567	7.1%	10,777	6.8%	21,494,659	6.8%
30-34	6,190	6.7%	9,897	6.3%	21,041,804	6.7%
35-39	5,751	6.2%	9,164	5.8%	19,423,837	6.2%
40-44	5,864	6.3%	9,681	6.2%	20,789,809	6.6%
45-49	5,792	6.2%	10,047	6.4%	21,274,128	6.7%
50-54	5,951	6.4%	10,610	6.7%	22,615,522	7.2%
55-59	5,770	6.2%	10,354	6.6%	21,155,463	6.7%
60-64	5,165	5.6%	9,434	6.0%	18,575,616	5.9%
65-69	3,760	4.0%	7,118	4.5%	14,286,322	4.5%
70-74	2,569	2.8%	4,951	3.1%	10,422,155	3.3%
75-79	1,900	2.0%	3,488	2.2%	7,612,501	2.4%
80-84	1,451	1.6%	2,507	1.6%	5,754,938	1.8%
85+	1,407	1.5%	2,359	1.5%	5,940,001	1.9%
Total	92,898	100.0%	157,346	100.0%	315,444,545	100.0%

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

Historically, total population in the PMA increased at rates slightly above that of the MSA, but below those of the nation. From 2000 to 2013, population growth in the PMA was the strongest amongst those aged 55 or older, as the total senior population growth rate in the PMA was 230 basis points above the PMA’s total population growth rate. Through market entry and 2018, total population in the PMA is projected to continue to grow, albeit at a lower rate than in the previous decade. The projected total population and total senior population trends in the PMA will continue to be slightly above that of the MSA and below that of the nation.

As of 2013, the largest age cohorts are the 20 to 24 and 15 to 19 cohorts. However, approximately 23.7 percent the population in the PMA is comprised of seniors, those aged 55 or older. The notable presence of seniors and the projected total senior population trends in the PMA should bode well for the Subject’s affordable units.

2. Household Trends

2a. Total Number of Households, Total Number of Senior households, Average Household Size

TOTAL NUMBER OF HOUSEHOLDS

Year	PMA		Albany, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
1990	28,181	-	51,295	-	91,947,410	-
2000	32,542	1.5%	58,133	1.3%	105,991,193	1.5%
2013	35,095	0.6%	59,299	0.2%	119,423,008	1.0%
Projected Mkt Entry June 2016	35,276	0.2%	59,410	0.1%	122,050,187	0.8%
2018	35,406	0.2%	59,489	0.1%	123,926,744	0.8%

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

TOTAL NUMBER OF SENIOR HOUSEHOLDS (55+)

Year	PMA		Albany, GA MSA	
	Number	Annual Change	Number	Annual Change
1990	-	-	-	-
2000	10,937	-	20,253	-
2013	13,630	1.9%	24,865	1.7%
Projected Mkt Entry June 2016	14,265	1.6%	25,917	1.5%
2018	14,718	1.6%	26,669	1.5%

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

AVERAGE HOUSEHOLD SIZE

Year	PMA		Albany, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.55	-	2.62	-	2.58	-
2013	2.52	-0.1%	2.55	-0.2%	2.57	0.0%
Projected Mkt Entry June 2016	2.51	-0.1%	2.54	-0.1%	2.57	0.0%
2018	2.51	-0.1%	2.54	-0.1%	2.57	0.0%

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

Similar to population trends, the number of total and senior households in the PMA grew from 1990 to 2000 and 2000 to 2013 at a rate above that of the MSA, but below that of the nation. Through market entry and 2018, the total and senior household growth rates are projected at 0.2 and 1.6 percent per annum, respectively. The projected household growth rates are slightly above those of the MSA. Overall, the growth of senior households in the PMA is a positive indicator for the Subject, as it will increase demand for affordable age-restricted housing.

Historically, all three areas of analysis have experienced declines in average household sizes. Through the market entry date, the average household size in the PMA is expected to decline at a rate of 0.1 percent per annum, a rate similar to that of the MSA. The average household size in the nation is expected to remain unchanged through this time period.

2b. Households by Tenure

The tables below depicts general and senior (55+) household growth by tenure from 2000 through 2018.

TENURE PATTERNS PMA

Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	18,008	55.3%	14,534	44.7%
2013	17,450	49.7%	17,645	50.3%
Projected Mkt Entry June 2016	17,663	50.1%	17,614	49.9%
2018	17,815	50.3%	17,591	49.7%

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	7,715	70.5%	3,222	29.5%
2013	9,282	68.1%	4,348	31.9%
Projected Mkt Entry June 2016	9,737	68.3%	4,528	31.7%
2018	10,062	68.4%	4,656	31.6%

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

In 2013, approximately 49.7 percent of total households in the PMA were owner-occupied, while the remaining 50.3 percent are renter-occupied. The percentage of total renter households in the PMA is above the national average of 33 percent (not shown). Through the market entry date and 2018, the percentage of total renter-occupied housing units in the PMA is projected to decrease. Over the same period of time, the percentage of senior renter-occupied housing units is also projected to decrease; however, the number of senior renter-occupied units is projected to slightly increase. According to the 2000 U.S Census, the national average for senior renter-occupied housing units was approximately 13 percent; thus, the PMA will have a significantly higher portion of senior renter households than the national average, indicating an ongoing need for quality affordable senior renter housing in the PMA.

2c. Households by Income

The following table depicts household income in 2013, at market entry, and in 2018 for the PMA.

HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2013		Projected Mkt Entry June 2016		2018	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	5,623	16.0%	6,025	17.1%	6,312	17.8%
\$10,000-19,999	6,321	18.0%	6,467	18.3%	6,572	18.6%
\$20,000-29,999	4,380	12.5%	4,503	12.8%	4,591	13.0%
\$30,000-39,999	3,733	10.6%	3,791	10.7%	3,833	10.8%
\$40,000-49,999	3,283	9.4%	3,155	8.9%	3,063	8.7%
\$50,000-59,999	2,686	7.7%	2,525	7.2%	2,411	6.8%
\$60,000-74,999	2,738	7.8%	2,590	7.3%	2,484	7.0%
\$75,000-99,999	2,893	8.2%	2,712	7.7%	2,582	7.3%
\$100,000-124,999	1,343	3.8%	1,350	3.8%	1,354	3.8%
\$125,000-149,999	699	2.0%	762	2.2%	807	2.3%
\$150,000-199,999	821	2.3%	801	2.3%	788	2.2%
\$200,000+	574	1.6%	595	1.7%	610	1.7%
Total	35,095	100.0%	35,276	100.0%	35,406	100.0%

Source: Ribbon Demographics 2013, Novogradac & Company LLP, May 2014

HOUSEHOLD INCOME DISTRIBUTION - PMA (AGE 55+)

Income Cohort	2013		Projected Mkt Entry June 2016		2018	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	2,240	16.4%	2,488	17.4%	2,664	18.1%
\$10,000-19,999	2,570	18.9%	2,710	19.0%	2,810	19.1%
\$20,000-29,999	1,647	12.1%	1,735	12.2%	1,798	12.2%
\$30,000-39,999	1,422	10.4%	1,516	10.6%	1,583	10.8%
\$40,000-49,999	1,223	9.0%	1,275	8.9%	1,312	8.9%
\$50,000-59,999	1,069	7.8%	1,034	7.2%	1,009	6.9%
\$60,000-74,999	1,026	7.5%	1,012	7.1%	1,003	6.8%
\$75,000-99,999	1,040	7.6%	1,024	7.2%	1,013	6.9%
\$100,000-124,999	547	4.0%	570	4.0%	586	4.0%
\$125,000-149,999	281	2.1%	318	2.2%	344	2.3%
\$150,000-199,999	316	2.3%	319	2.2%	320	2.2%
\$200,000+	249	1.8%	265	1.9%	276	1.9%
Total	13,630	100.0%	14,265	100.0%	14,718	100.0%

Source: Ribbon Demographics 2013, Novogradac & Company LLP, May 2014

As of 2013, approximately 57.2 percent of households and 57.8 percent of senior households have annual incomes less than \$40,000. Through market entry and 2018, the percentages of households and senior households earning less than \$40,000 annually are projected to slightly increase. The significant percentage of low-income households, particularly senior households, in the PMA is a positive indicator for demand of the Subject's affordable age-restricted units.

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 (AGE 55+) - PMA

	2000		2013		Projected Mkt Entry June 2016		2018	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	1,642	51.0%	2,243	51.6%	2,312	51.1%	2,361	50.7%
With 2 Persons	1,109	34.4%	1,324	30.4%	1,391	30.7%	1,438	30.9%
With 3 Persons	228	7.1%	397	9.1%	418	9.2%	433	9.3%
With 4 Persons	115	3.6%	251	5.8%	265	5.9%	275	5.9%
With 5+ Persons	128	4.0%	132	3.0%	142	3.1%	149	3.2%
Total Renter Households	3,222	100.0%	4,348	100.0%	4,528	100.0%	4,656	100.0%

Source: Ribbon Demographics 2013, Novogradac & Company LLP, May 2014

Approximately 82.0 percent of the senior renter households, those aged 55 or older, in the PMA consist of one to two persons, as of 2013. Through market entry and 2018, the percentage of one-person senior households is projected to slightly decline, while the percentage of two-person senior households is projected to slightly increase. Overall, the projected trends should bode well for the Subject's proposed one and two-bedroom age-restricted units.

CONCLUSION

Total senior population in the PMA is projected to continue to grow at 1.7 percent per annum through market entry and 2018. Through market entry and 2018, the total and senior household growth rates are projected at 0.2 and 1.6 percent per annum, respectively. The projected household growth rates are slightly above those of the MSA. Over the same period of time, a significant percentage of the senior renter households in the PMA are projected to earn less than \$40,000 annually and will consist primarily of one to two persons. Overall, the projected trends are positive indicators for the Subject's affordable age-restricted units.

F. EMPLOYMENT TRENDS

Employment Trends

The Albany, GA MSA is still experiencing the effects of the most recent national recession. The Albany, GA MSA has experienced employment growth from 2004 to 2007. After 2007, total employment decreased each year through 2014 year-to-date, with the exception of 2011, where the MSA experienced a small employment gain. It should be noted that the MSA lost a significant number of jobs in 2009 and 2010, which was due to the most recent national recession. Between March 2013 and March 2014, total employment decreased by 0.1 percent in the MSA, compared to a 1.7 percent increase in the nation. Additionally, as of March 2014, the unemployment rate in the MSA was 8.0 percent, compared to the national unemployment rate of 6.8 percent. Even though the decline in total employment in the MSA has slowed, it appears the MSA is still experiencing the effects of the most recent national recession. The local economy appears to be diverse and low-paying jobs in the education, retail trade, manufacturing, and government sectors are expected to generate demand for affordable housing in the PMA.

1. Total Jobs

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

Total Jobs in Lee County, GA

Year	Total Employment	% Change
2004	15,185	-
2005	15,872	4.52%
2006	16,663	4.98%
2007	17,006	2.06%
2008	17,132	0.74%
2009	16,801	-1.93%
2010	14,224	-15.34%
2011	14,347	0.86%
2012	14,436	0.62%
2013	14,292	-1.00%
2014 YTD Average*	14,212	-1.55%
Feb-2013	14,293	-
Feb-2014	14,222	-0.50%

Source: U.S. Bureau of Labor Statistics

YTD as of February 2014

Total employment in Lee County has decreased from 2004 to February 2014, with the most notable decreases in 2009 and 2010, which were due to the effects of the most recent national recession. Total employment levels in the county continue to decrease, albeit at lower rates than in the previous five years. Overall, the recent economic data suggests that Lee County remains affected by the lingering effects from the most recent national recession.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within the Lee County, as of third quarter 2013.

September 2013 Covered Employment Lee County, Georgia		
	Number	Percent
Total All Industries	4,016	-
Good producing	1,096	-
Natural Resources and Mining	201	0.41%
Construction	663	5.07%
Manufacturing	232	9.81%
Service-Providing	2,920	-
Trade, Transportation, and utilities	961	20.13%
Information	-	2.81%
Financial Activities	137	3.84%
Professional and business services	991	16.98%
Educational and health services	401	23.01%
Leisure and hospitality	247	14.28%
Other services	146	3.55%
Unclassified	-	0.13%

Source: Bureau of Labor Statistics, 2014

As of the third quarter of 2013, the industries with the highest number of total jobs in Lee County were trade, transportation, and utilities, educational and health services, professional and business services, and leisure and hospitality. These industries account for approximately 74.4 percent of the total jobs in the county. As illustrated above, service-providing industries provide more jobs than the good producing industries in the Subject's county.

2013 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Health Care/Social Assistance	6,151	15.2%	20,080,547	14.0%
Educational Services	5,474	13.6%	12,979,314	9.1%
Retail Trade	4,755	11.8%	16,592,605	11.6%
Public Administration	3,677	9.1%	6,713,073	4.7%
Manufacturing	3,145	7.8%	15,162,651	10.6%
Accommodation/Food Services	2,740	6.8%	10,849,114	7.6%
Construction	2,210	5.5%	8,291,595	5.8%
Other Services (excl Publ Adm)	2,173	5.4%	7,850,739	5.5%
Prof/Scientific/Tech Services	1,720	4.3%	9,808,289	6.8%
Finance/Insurance	1,568	3.9%	6,884,133	4.8%
Transportation/Warehousing	1,447	3.6%	5,898,791	4.1%
Wholesale Trade	1,325	3.3%	3,628,118	2.5%
Admin/Support/Waste Mgmt Svcs	1,288	3.2%	6,316,579	4.4%
Real Estate/Rental/Leasing	723	1.8%	2,627,562	1.8%
Information	715	1.8%	2,577,845	1.8%
Arts/Entertainment/Recreation	479	1.2%	3,151,821	2.2%
Agric/Forestry/Fishing/Hunting	462	1.1%	1,800,354	1.3%
Utilities	290	0.7%	1,107,105	0.8%
Mgmt of Companies/Enterprises	41	0.1%	97,762	0.1%
Mining	3	0.0%	868,282	0.6%
Total Employment	40,386	100.0%	143,286,279	100.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, May 2014

The largest sector in the PMA is the health care/social assistance sector, followed by the educational services, retail trade, and public administration sectors. These four sectors account for 49.7 percent of employment in the PMA. It should be noted that while the health care/social assistance and educational services sectors are historically stable industries, the retail trade industry is at risk of job loss and closures during times of economic downturn.

3. Major Employers

The tables below illustrate the major employers in Lee County, GA as provided by the Leesburg Chamber of Commerce.

MAJOR EMPLOYERS

Lee County, Georgia

Employer	Industry	Number Employed
Lee County Board of Education	Government	800
Wal-Mart	Retail Trade	524
Oxford Construction	Construction	300
Lee County Board of Commissioners	Government	250
Woodgrain Mill Works	Manufacturing	130
Publix Supermarket	Retail Trade	115
McCleaskey Mills	Wholesale Trade	107
SafeAir Heating and Air	Professional Services	72
ACC Distributors	Distribution	60
Applied Fiber Manufacturing	Manufacturing	41
Merts Manufacturing	Manufacturing	35
ChemNut Distribution	Distribution	32

Source: Lee County Chamber of Commerce, 5/2014

The largest employer in Lee County is the Lee County Board of Education. Seven of the top 12 employers in the MSA are from the government, manufacturing, and distribution sectors. Lower skilled employees in these industries are likely to have incomes in line with the Subject's income restrictions. Other industries represented in the major employers in the MSA include retail trade and construction. The top 10 major employers account for approximately 3.7 percent of the total employment within the MSA.

Expansions/Contractions

We spoke with Mr. Winston Oxon, Executive Director of the Lee County Chamber of Commerce, who was able to note one recent business expansion in Lee County, as well as one upcoming expansion. Mr. Oxon stated that a confidential agricultural manufacturing company added 22 jobs in 2013. Additionally, Mr. Oxon stated that there is a new John Deere tractor dealership that is expected to be constructed on Highway 82 in Leesburg, but he could not provide the expected completion date or further details. According to the Georgia Department of Labor, there have been no closures and layoffs reported in Lee County from 2011 to 2014. It should be noted, however, that Cooper Tire & Rubber Company laid off approximately 1,268 employees in 2009. 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 the Albany, GA MSA from 2004 through March 2014.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Albany, GA MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2004	69,804	-	5.2%	-	139,252,000	-	5.5%	-
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	71,354	-0.8%	6.4%	1.2%	145,362,000	-0.5%	5.8%	1.2%
2009	68,918	-3.4%	9.5%	3.1%	139,877,000	-3.8%	9.3%	3.5%
2010	67,087	-2.7%	10.7%	1.2%	139,064,000	-0.6%	9.6%	0.3%
2011	67,198	0.2%	10.2%	-0.5%	139,869,000	0.6%	8.9%	-0.7%
2012	67,108	-0.1%	9.5%	-0.7%	142,469,000	1.9%	8.1%	-0.8%
2013	66,437	-1.0%	8.9%	-0.6%	143,929,000	1.0%	7.0%	-1.1%
2014 YTD Average*	66,138	-1.4%	8.0%	-1.5%	144,250,000	1.3%	6.9%	-1.2%
Mar-2013	66,345	-	8.9%	-	142,698,000	-	7.6%	-
Mar-2014	66,280	-0.1%	8.0%	-0.9%	145,090,000	1.7%	6.8%	-0.8%

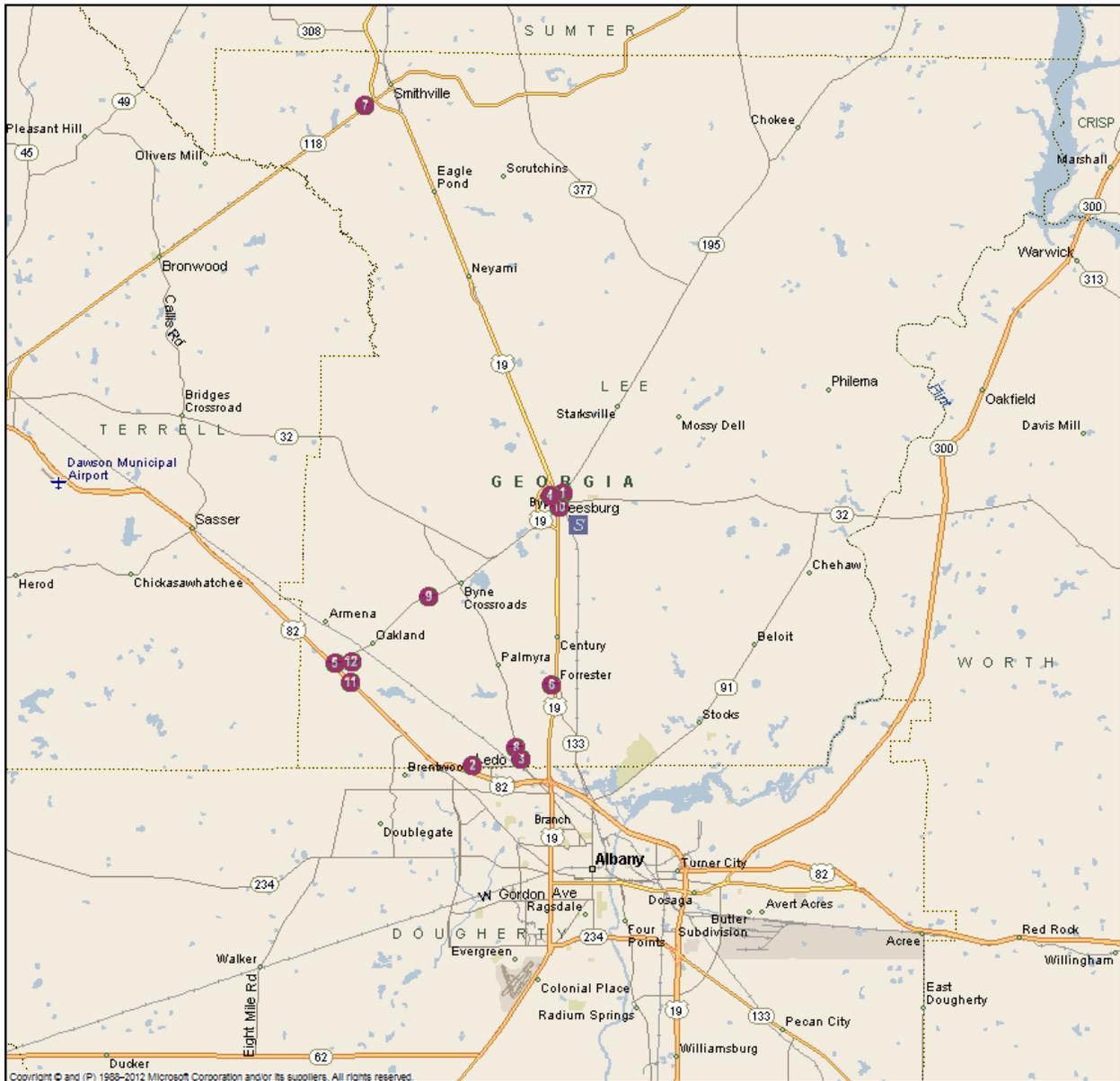
Source: U.S. Bureau of Labor Statistics May 2014

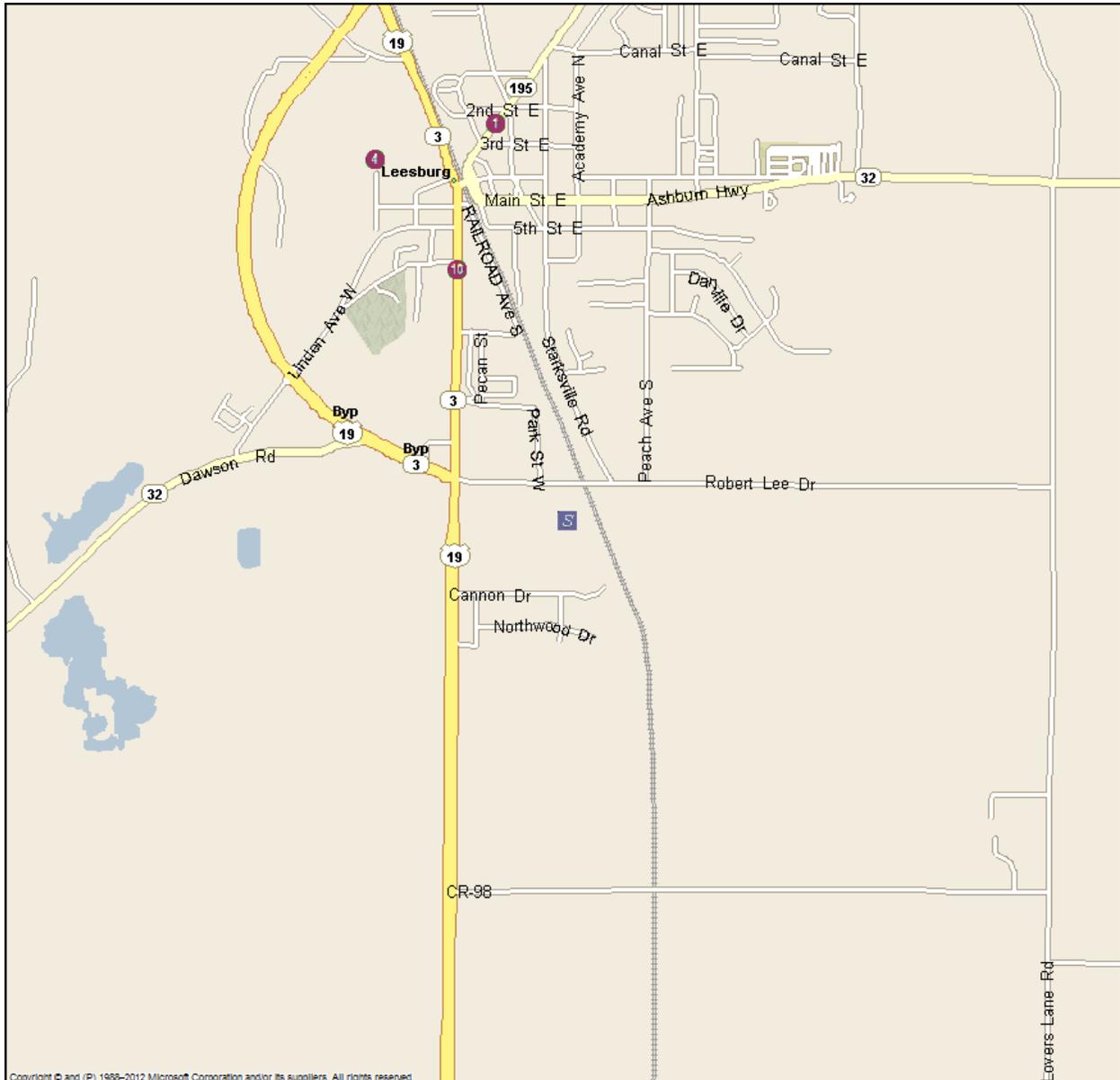
*2014 data is through Mar

The MSA experienced employment growth from 2004 to 2007. After 2007, total employment decreased each year through 2014 year-to-date, with the exception of 2011, where the MSA experienced a small employment gain. It should be noted that the MSA lost a significant number of jobs in 2009 and 2010, which was due to the most recent national recession. Of note, the job loss in the MSA in 2010 was significantly greater than the nation, and the MSA reached its peak unemployment rate of 10.7 percent in this year. Between March 2013 and March 2014, total employment decreased by 0.1 percent in the MSA, compared to a 1.7 percent increase in the nation. However, the unemployment rate decreased 0.9 percentage points for the same time period in the MSA. As of March 2014, the unemployment rate in the MSA is 8.0 percent, which is 120 basis points above that of the nation. Thus, it appears that the MSA is still experiencing lingering effects of the national recession, as current employment levels remain below pre-recessionary levels.

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in Lee County, GA.





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#	Name	Industry	Number of Jobs
1	Lee County Board of Education	Government	800
2	Wal-Mart	Retail Trade	524
3	Oxford Construction	Construction	300
4	Lee County Board of Commissioners	Government	250
5	Woodgrain Mill Works	Manufacturing	130
6	Publix Supermarket	Retail Trade	115
7	McCleaskey Mills	Wholesale Trade	107
8	SafeAir Heating and Air	Professional Services	72
9	ACC Distributors	Distribution	60
10	Applied Fiber Manufacturing	Manufacturing	41
11	Merts Manufacturing	Manufacturing	35
12	ChemNut Distribution	Distribution	32

Source: Lee County Chamber of Commerce, 5/2014

Conclusion

The MSA experienced employment growth from 2004 to 2007. After 2007, total employment decreased each year through 2014 year-to-date, with the exception of 2011, where the MSA experienced a small employment gain. It should be noted that the MSA lost a significant number of jobs in 2009 and 2010, which was due to the most recent national recession. Between March 2013 and March 2014, total employment decreased by 0.1 percent in the MSA, compared to a 1.7 percent increase in the nation. Additionally, as of March 2014, the unemployment rate in the MSA was 8.0 percent, which is 120 basis points above that of the nation. Even though the decline in total employment in the MSA has slowed, it appears the MSA is still experiencing the effects of the most recent national recession. The local economy appears to be diverse and low-paying jobs in the education, retail trade, manufacturing, and government sectors are expected to generate demand for affordable housing in the PMA.

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).

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 senior households entering the market is the first level of demand calculated. We have utilized 2016, the anticipated date of market entry, as the base year for the analysis. Therefore, 2013 household and population estimates are inflated to 2016 by interpolation of the difference between 2013 estimates and 2018 projections. This change in senior 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 senior households in 2016. This number takes the overall growth from 2013 to 2016 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

3B. DEMAND FROM EXISTING HOUSEHOLDS

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

The second source (2b.) is households living in substandard housing. We will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject. The third source (2c.) is those seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA.

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

3C. SECONDARY MARKET AREA

Per the 2013 GA DCA Qualified 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 2012 and 2013.
- Vacancies in projects placed in service prior to 2012 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 from 2012 to present. 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.

Based on DCA's allocation lists since 2011, there has been one property allocated tax credits in the Subject's PMA. Pointe North Senior Village, which was allocated LIHTCs in 2013, will consist of 59 age-restricted units. The one and two-bedroom units at the property will be restricted at the 50 and 60 percent AMI level and its 50 percent rents will be set at the maximum allowable levels. Pointe North Senior Village is currently under construction and its projected construction completion date is mid-2015. As a senior LIHTC property, we believe that Pointe North Senior Village will be competitive to the Subject. Therefore, its units have been removed from the demand analysis.

PMA OCCUPANCY

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

PMA OCCUPANCY

Property Name	Distance from Subject	Occupancy Rate	Type	Tenancy
Albany Gardens**	12.7 miles	95.8%	LIHTC	Senior
Albany Springs**	16.5 miles	97.5%	LIHTC	Senior
Forrester Senior Village**	5.2 miles	98.0%	LIHTC	Senior
The Landing at Southlake**	13.3 miles	97.5%	LIHTC	Senior
East Tift Avenue	9.9 miles	N/Av	LIHTC	Family
Station Crossing	15.6 miles	N/Av	LIHTC	Family
Tift II	12.9 miles	N/Av	LIHTC	Family
Lockett Station*	15.4 miles	N/Av	LIHTC	Family
Towering Pines Apartments*	12.6 miles	N/Av	LIHTC	Family
Rivercrest Apartments	12.8 miles	79.2%	LIHTC	Family
Albany Heights	11.5 miles	N/Av	LIHTC	Senior
Barkley Estates	12.5 miles	N/Av	LIHTC	Family
Swift Court Apartments	11.9 miles	N/Av	LIHTC	Family
Sunchase Apartments***	12.1 miles	80.0%	LIHTC	Family
The Bridges of Southlake	13.3 miles	96.4%	LIHTC	Family
Westover Place Apartments	14.0 miles	97.9%	LIHTC	Family
Woodpine Way Apartments	14.0 miles	N/Av	LIHTC	Family
Ashley Riverside Apartments	11.8 miles	96.2%	LIHTC/PH/Market	Family
Woodland Heights	13.1 miles	N/Av	@80% (CDBG)	Family
Creekwood Apartments**	6.9 miles	100.0%	Market	Family
Lee Village**	6.0 miles	97.4%	Market	Family
Marsh Landings**	8.8 miles	96.4%	Market	Family
Pointe North Apartments**	11.6 miles	98.6%	Market	Family
Spring Lake Apartments**	6.8 miles	98.9%	Market	Family
Woodstone Apartments	1.2 miles	N/Av	Market	Family
Princeton Place	12.5 miles	N/Av	Market	Family
Miller Apartments	9.9 miles	98.3%	Market	Family
Nottingham North Apartments	9.8 miles	92.5%	Market	Family
Century Pines Apartments	12.8 miles	100.0%	Market	Senior
Glenwood Manor	12.7 miles	N/Av	Market	Family
Huntingdon Apartments	10.2 miles	N/Av	Market	Family
New Albany Homes	13.3 miles	N/Av	Market	Family
Rams Arms Apartments	16.6 miles	N/Av	Market	Family
The Gardens on Whispering Pines	8.8 miles	98.8%	Market	Family
Westwood Apartments	11.8 miles	96.9%	Market	Family
Windover Apartments	12.7 miles	90.1%	Market	Family
Windsor & Summit Apartments	11.7 miles	97.8%	Market	Family
Zori's Village	16.4 miles	100.0%	Market	Family
Friar Tuck Apartments	9.3 miles	N/Av	Market	Family
Greenbriar Apartments	13.9 miles	N/Av	Market	Family
Glen Arm Manor	12.8 miles	N/Av	Market	Family
Country Place Apartments	15.1 miles	97.3%	Market	Family
AVERAGE		95.7%		

*Includes multiple phases

**Used as a comparable in the report

***Half of the vacant units are pre-leased

As the previous table demonstrates, the overall occupancy rate in the PMA is stable at approximately 95.7 percent. It should be noted that the majority of properties reported strong occupancy rates and one of the lowest occupancy rate was reported at Sunchase Apartments. Management at Sunchase Apartments noted that half of the vacant units at the property are pre-leased. Further, it was noted that management at the comparable recently changed in December 2013. Prior to the management change, the property's occupancy level was around 60 percent, which was significantly below its historical rates of 90 percent or above. The contact at the property was unable to provide any further details, but noted that since the management change, occupancy levels at the comparable have generally trended upwards.

Rehab Developments and PBRA

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

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

Capture Rates

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

Renter Household Income Distribution 2013 to Projected Market Entry June 2016					
Park Senior Village					
PMA					
	2013		Projected Mkt Entry June 2016		Percent Growth
	#	%	#	%	
\$0-9,999	1,238	28.5%	1,351	29.8%	8.4%
\$10,000-19,999	1,264	29.1%	1,310	28.9%	3.5%
\$20,000-29,999	460	10.6%	474	10.5%	3.0%
\$30,000-39,999	350	8.0%	355	7.8%	1.4%
\$40,000-49,999	279	6.4%	308	6.8%	9.2%
\$50,000-59,999	261	6.0%	243	5.4%	-7.1%
\$60,000-74,999	139	3.2%	136	3.0%	-2.3%
\$75,000-99,999	170	3.9%	163	3.6%	-4.5%
\$100,000-124,999	60	1.4%	65	1.4%	7.5%
\$125,000-149,999	51	1.2%	52	1.1%	0.5%
\$150,000-199,999	46	1.1%	44	1.0%	-4.6%
\$200,000+	29	0.7%	27	0.6%	-8.6%
Total	4,348	100.0%	4,528	100.0%	4.0%

Renter Household Income Distribution Projected Market Entry June 2016			
Park Senior Village			
PMA			
	Projected Mkt Entry June 2016		Change 2013 to Prj Mrkt Entry June 2016
	#	%	
\$0-9,999	1,351	29.8%	54
\$10,000-19,999	1,310	28.9%	52
\$20,000-29,999	474	10.5%	19
\$30,000-39,999	355	7.8%	14
\$40,000-49,999	308	6.8%	12
\$50,000-59,999	243	5.4%	10
\$60,000-74,999	136	3.0%	5
\$75,000-99,999	163	3.6%	6
\$100,000-124,999	65	1.4%	3
\$125,000-149,999	52	1.1%	2
\$150,000-199,999	44	1.0%	2
\$200,000+	27	0.6%	1
Total	4,528	100.0%	180

Tenure Prj Mrkt Entry June 2016	
Renter	31.7%
Owner	68.3%
Total	100.0%

Renter Household Size for Prj Mrkt Entry June 2016		
Size	Number	Percentage
1 Person	2,312	51.1%
2 Person	1,391	30.7%
3 Person	418	9.2%
4 Person	265	5.9%
5+ Person	142	3.1%
Total	4,528	100.0%

Renter Household Size for 2000		
Size	Number	Percentage
1 Person	4,615	31.8%
2 Person	4,055	27.9%
3 Person	2,360	16.2%
4 Person	1,876	12.9%
5+ Person	1,627	11.2%
Total	14,534	100.0%

50% AMI

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

Percent of AMI Level			50%		
Minimum Income Limit			\$13,140		
Maximum Income Limit			\$18,200 2		
Income Category	New Renter Households - Total Change in Households PMA 2013 to Prj Mrkt Entry June 2016		Income Brackets	Percent within Cohort	Renter Households within Bracket
\$0-9,999	53.59	29.8%		0.0%	0
\$10,000-19,999	51.95	28.9%	5,060	50.6%	26
\$20,000-29,999	18.82	10.5%		0.0%	0
\$30,000-39,999	14.07	7.8%		0.0%	0
\$40,000-49,999	12.20	6.8%		0.0%	0
\$50,000-59,999	9.65	5.4%		0.0%	0
\$60,000-74,999	5.38	3.0%		0.0%	0
\$75,000-99,999	6.46	3.6%		0.0%	0
\$100,000-124,999	2.57	1.4%		0.0%	0
\$125,000-149,999	2.05	1.1%		0.0%	0
\$150,000-199,999	1.75	1.0%		0.0%	0
\$200,000+	1.07	0.6%		0.0%	0
	180	100.0%			26
Percent of renter households within limits versus total number of renter households					14.64%

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

Percent of AMI Level			50%		
Minimum Income Limit			\$13,140		
Maximum Income Limit			\$18,200 \$2		
Income Category	Total Renter Households PMA Prj Mrkt Entry June 2016		Income Brackets	Percent within Cohort	Households within Bracket
\$0-9,999	1,351	29.8%	\$0	0%	0
\$10,000-19,999	1,310	28.9%	\$5,060	51%	663
\$20,000-29,999	474	10.5%	\$0	0%	0
\$30,000-39,999	355	7.8%	\$0	0%	0
\$40,000-49,999	308	6.8%	\$0	0%	0
\$50,000-59,999	243	5.4%	\$0	0%	0
\$60,000-74,999	136	3.0%	\$0	0%	0
\$75,000-99,999	163	3.6%	\$0	0%	0
\$100,000-124,999	65	1.4%	\$0	0%	0
\$125,000-149,999	52	1.1%	\$0	0%	0
\$150,000-199,999	44	1.0%	\$0	0%	0
\$200,000+	27	0.6%	\$0	0%	0
	4,528	100.0%			663
Percent of renter households within limits versus total number of renter households					14.64%

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 _____
 2013 Median Income _____
 Change from 2013 to Prj Mrkt Entry June 2016 _____
 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		
Rural		
40%		
\$35,696		
\$40,545		
\$4,849		
13.6%		
2.3%		
2.3%	Two year adjustment	1.0000
\$18,200		
\$18,200		
2		
50%		
\$438		
\$438.00		

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	80%	20%	0%	0%	0%	100%
2	0%	10%	90%	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 2013 to Prj Mrkt Entry June 2016

Income Target Population	50%
New Renter Households PMA	180
Percent Income Qualified	14.6%
New Renter Income Qualified Households	26

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

Demand from Existing Households 2013

Demand form Rent Overburdened Households

Income Target Population	50%
Total Existing Demand	4,528
Income Qualified	14.6%
Income Qualified Renter Households	663
Percent Rent Overburdened Prj Mrkt Entry June 2016	30.6%
Rent Overburdened Households	203

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	663
Percent Living in Substandard Housing	0.9%
Households Living in Substandard Housing	6

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

Senior Households Converting from Homeownership

Income Target Population	50%
Total Senior Homeowners	9737
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	195

Total Demand

Total Demand from Existing Households		403
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		403
Total New Demand		26
Total Demand (New Plus Existing Households)		430

Demand from Seniors Who Convert from Homeownership	195
Percent of Total Demand From Homeownership Conversion	45.3%
Is this Demand Over 2 percent of Total Demand?	Yes

By Bedroom Demand

One Person	51.1%	220
Two Persons	30.7%	132
Three Persons	9.2%	40
Four Persons	5.9%	25
Five Persons	3.1%	13
Total	100.0%	430

To place Person Demand into Bedroom Type Units		
Of one-person households in 1BR units	80%	176
Of two-person households in 1BR units	10%	13
Of one-person households in 2BR units	20%	44
Of two-person households in 2BR units	90%	119
Of three-person households in 2BR units	60%	24
Total Demand		430
Check		OK
Total Demand by Bedroom		50%
1 BR		189
2 BR		163
Total Demand		352
Additions To Supply 2013 to Prj Mrkt Entry June 2016		50%
1 BR		3
2 BR		7
Total		10
Net Demand		50%
1 BR		186
2 BR		156
Total		342
Developer's Unit Mix		50%
1 BR		8
2 BR		8
Total		16
Capture Rate Analysis		50%
0 BR		N/A
1 BR		4.3%
2 BR		5.1%
Total		4.7%

60% AMI

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

Percent of AMI Level			60%		
Minimum Income Limit			\$15,750		
Maximum Income Limit			\$21,840 2		
Income Category	New Renter Households - Total Change in Households PMA 2013 to Prj Mrkt Entry June 2016		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	53.59			
\$10,000-19,999	51.95	28.9%	4,249	42.5%	22
\$20,000-29,999	18.82	10.5%	1,840	18.4%	3
\$30,000-39,999	14.07	7.8%		0.0%	0
\$40,000-49,999	12.20	6.8%		0.0%	0
\$50,000-59,999	9.65	5.4%		0.0%	0
\$60,000-74,999	5.38	3.0%		0.0%	0
\$75,000-99,999	6.46	3.6%		0.0%	0
\$100,000-124,999	2.57	1.4%		0.0%	0
\$125,000-149,999	2.05	1.1%		0.0%	0
\$150,000-199,999	1.75	1.0%		0.0%	0
\$200,000+	1.07	0.6%		0.0%	0
		180			26
Percent of renter households within limits versus total number of renter households			14.22%		

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

Percent of AMI Level			60%		
Minimum Income Limit			\$15,750		
Maximum Income Limit			\$21,840 \$2		
Income Category	Total Renter Households PMA Prj Mrkt Entry June 2016		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,351			
\$10,000-19,999	1,310	28.9%	\$4,249	42%	557
\$20,000-29,999	474	10.5%	\$1,840	18%	87
\$30,000-39,999	355	7.8%	\$0	0%	0
\$40,000-49,999	308	6.8%	\$0	0%	0
\$50,000-59,999	243	5.4%	\$0	0%	0
\$60,000-74,999	136	3.0%	\$0	0%	0
\$75,000-99,999	163	3.6%	\$0	0%	0
\$100,000-124,999	65	1.4%	\$0	0%	0
\$125,000-149,999	52	1.1%	\$0	0%	0
\$150,000-199,999	44	1.0%	\$0	0%	0
\$200,000+	27	0.6%	\$0	0%	0
		4,528			644
Percent of renter households within limits versus total number of renter households			14.22%		

Does the Project Benefit from Rent Subsidy? (Y/N) No Yes

Type of Housing (Family vs Senior) Senior Family

Location of Subject (Rural versus Urban) Rural Urban

Percent of Income for Housing 40%

2000 Median Income \$35,696

2013 Median Income \$40,545

Change from 2013 to Prj Mrkt Entry June 2016 \$4,849

Total Percent Change 13.6%

Average Annual Change 2.3%

Inflation Rate 2.3%

Maximum Allowable Income \$21,840

Maximum Allowable Income Inflation Adjusted \$21,840

Maximum Number of Occupants 2

Rent Income Categories 60%

Initial Gross Rent for Smallest Unit \$525

Initial Gross Rent for Smallest Unit Inflation Adjusted \$525.00

Two year adjustment 1.0000

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	80%	20%	0%	0%	0%	100%
2	0%	10%	90%	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 2013 to Prj Mrkt Entry June 2016

Income Target Population	60%
New Renter Households PMA	180
Percent Income Qualified	14.2%
New Renter Income Qualified Households	26

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

Demand from Existing Households 2013

Demand form Rent Overburdened Households

Income Target Population	60%
Total Existing Demand	4,528
Income Qualified	14.2%
Income Qualified Renter Households	644
Percent Rent Overburdened Prj Mrkt Entry June 2016	30.6%
Rent Overburdened Households	197

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	644
Percent Living in Substandard Housing	0.9%
Households Living in Substandard Housing	6

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

Senior Households Converting from Homeownership

Income Target Population	60%
Total Senior Homeowners	9737
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	195

Total Demand

Total Demand from Existing Households	397
Adjustment Factor - Leakage from SMA	100%
Adjusted Demand from Existing Households	397
Total New Demand	26
Total Demand (New Plus Existing Households)	423

Demand from Seniors Who Convert from Homeownership	195
Percent of Total Demand From Homeownership Conversion	46.0%
Is this Demand Over 2 percent of Total Demand?	Yes

By Bedroom Demand

One Person	51.1%	216
Two Persons	30.7%	130
Three Persons	9.2%	39
Four Persons	5.9%	25
Five Persons	3.1%	13
Total	100.0%	423

To place Person Demand into Bedroom Type Units		
Of one-person households in 1BR units	80%	173
Of two-person households in 1BR units	10%	13
Of one-person households in 2BR units	20%	43
Of two-person households in 2BR units	90%	117
Of three-person households in 2BR units	60%	23
Total Demand		423
Check		OK
Total Demand by Bedroom		60%
1 BR		186
2 BR		160
Total Demand		346
Additions To Supply 2013 to Prj Mrkt Entry June 2016		60%
1 BR		11
2 BR		38
Total		49
Net Demand		60%
1 BR		175
2 BR		122
Total		297
Developer's Unit Mix		60%
1 BR		2
2 BR		32
Total		34
Capture Rate Analysis		60%
1 BR		1.1%
2 BR		26.2%
Total		11.4%

Overall

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

Percent of AMI Level			Overall		
Minimum Income Limit			\$13,140		
Maximum Income Limit			\$21,840		
	New Renter Households - Total Change in Households PMA 2013 to Prj Mrkt Entry June 2016			Percent within Cohort	Renter Households within Bracket
Income Category			Income Brackets		
\$0-9,999	53.59	29.8%		0.0%	0
\$10,000-19,999	51.95	28.9%	6,859	68.6%	36
\$20,000-29,999	18.82	10.5%	1,840	18.4%	3
\$30,000-39,999	14.07	7.8%		0.0%	0
\$40,000-49,999	12.20	6.8%		0.0%	0
\$50,000-59,999	9.65	5.4%		0.0%	0
\$60,000-74,999	5.38	3.0%		0.0%	0
\$75,000-99,999	6.46	3.6%		0.0%	0
\$100,000-124,999	2.57	1.4%		0.0%	0
\$125,000-149,999	2.05	1.1%		0.0%	0
\$150,000-199,999	1.75	1.0%		0.0%	0
\$200,000+	1.07	0.6%		0.0%	0
	180	100.0%			39
Percent of renter households within limits versus total number of renter households					21.77%

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

Percent of AMI Level			Overall		
Minimum Income Limit			\$13,140		
Maximum Income Limit			\$21,840		
	Total Renter Households PMA Prj Mrkt Entry June 2016			Percent within Cohort	Households within Bracket
Income Category			Income Brackets		
\$0-9,999	1,351	29.8%	\$0	0%	0
\$10,000-19,999	1,310	28.9%	\$6,859	69%	899
\$20,000-29,999	474	10.5%	\$1,840	18%	87
\$30,000-39,999	355	7.8%	\$0	0%	0
\$40,000-49,999	308	6.8%	\$0	0%	0
\$50,000-59,999	243	5.4%	\$0	0%	0
\$60,000-74,999	136	3.0%	\$0	0%	0
\$75,000-99,999	163	3.6%	\$0	0%	0
\$100,000-124,999	65	1.4%	\$0	0%	0
\$125,000-149,999	52	1.1%	\$0	0%	0
\$150,000-199,999	44	1.0%	\$0	0%	0
\$200,000+	27	0.6%	\$0	0%	0
	4,528	100.0%			986
Percent of renter households within limits versus total number of renter households					21.77%

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

2013 Median Income

Change from 2013 to Prj Mrkt Entry June 2016

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		
Rural		
40%		
\$35,696		
\$40,545		
\$4,849		
13.6%		
2.3%		
2.3%	Two year adjustment	1.0000
\$21,840		
\$21,840		
2		
Overall		
\$438		
\$438.00		

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	80%	20%	0%	0%	0%	100%
2	0%	10%	90%	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 2013 to Prj Mrkt Entry June 2016

Income Target Population		Overall
New Renter Households PMA		180
Percent Income Qualified		21.8%
New Renter Income Qualified Households		39

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

Demand from Existing Households 2013

Demand from Rent Overburdened Households

Income Target Population		Overall
Total Existing Demand		4,528
Income Qualified		21.8%
Income Qualified Renter Households		986
Percent Rent Overburdened Prj Mrkt Entry June 2016		30.6%
Rent Overburdened Households		302

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		986
Percent Living in Substandard Housing		0.9%
Households Living in Substandard Housing		8

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

Senior Households Converting from Homeownership

Income Target Population		Overall
Total Senior Homeowners		9737
Rural Versus Urban	2.0%	
Senior Demand Converting from Homeownership		195

Total Demand

Total Demand from Existing Households		505
Adjustment Factor - Leakage from SMA (use 115% for DCA)	100%	0
Adjusted Demand from Existing Households		505
Total New Demand		39
Total Demand (New Plus Existing Households)		544

Demand from Seniors Who Convert from Homeownership		195
Percent of Total Demand From Homeownership Conversion		35.8%
Is this Demand Over 20 percent of Total Demand?		Yes

By Bedroom Demand

One Person	51.1%	278
Two Persons	30.7%	167
Three Persons	9.2%	50
Four Persons	5.9%	32
Five Persons	3.1%	17
Total	100.0%	544

To place Person Demand into Bedroom Type Units		
Of one-person households in 1BR units	80%	222
Of two-person households in 1BR units	10%	17
Of one-person households in 2BR units	20%	56
Of two-person households in 2BR units	90%	150
Of three-person households in 2BR units	60%	30
Total Demand		544
Check		OK
Total Demand by Bedroom		Overall
1 BR		239
2 BR		206
Total Demand		445
Additions To Supply 2013 to Prj Mrkt Entry June 2016		Overall
1 BR		14
2 BR		45
Total		59
Net Demand		Overall
1 BR		225
2 BR		161
Total		386
Developer's Unit Mix		Overall
1 BR		10
2 BR		40
Total		50
Capture Rate Analysis		Overall
1 BR		4.4%
2 BR		24.9%
Total		13.0%

Conclusions

We have conducted such an analysis to determine a base of demand for the Subject as a tax credit property. Several factors affect the indicated capture rates and are discussed following.

- The number of senior households in the PMA is expected to increase 1.6 percent between 2013 and 2016.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

CAPTURE RATE ANALYSIS CHART

Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
1BR at 50% AMI (HOME)	\$13,140-\$18,200	8	189	3	186	4.3%	Three Months	\$479	\$325-\$731	\$338
2BR at 50% AMI (HOME)	\$15,780-\$18,200	8	163	7	156	5.1%	Three Months	\$663	\$415-\$951	\$397
Overall 50%	\$13,140-\$18,200	16	352	10	342	4.7%	Three Months	\$479-\$663	\$325-\$951	\$338-\$397
1BR at 60% AMI (HOME)	\$15,750-\$21,840	2	186	11	175	1.1%	Three Months	\$541	\$430-\$731	\$425
2BR at 60% AMI (HOME)	\$18,930-\$21,840	32	160	38	122	26.2%	Three Months	\$736	\$495-\$951	\$502
Overall 60%	\$15,750-\$21,840	34	346	49	297	11.4%	Three Months	\$541-\$736	\$430-\$951	\$425-\$502
Overall 1BR	\$13,140-\$21,840	10	375	14	361	2.8%	Three Months	\$479-\$541	\$325-\$731	\$338-\$425
Overall 2BR	\$15,780-\$21,840	40	323	45	278	14.4%	Three Months	\$663-\$736	\$415-\$951	\$397-\$502
Total Overall	\$13,140-\$21,840	50	698	59	639	7.8%	Three Months	\$479-\$736	\$325-\$951	\$338-\$502

*LIHTC rent limits utilized, as units operating under both LIHTC and HOME are subject to the lower of the two rent limits

Demand and Net Demand

	HH at 50% AMI (min to max income)	HH at 60% AMI (min to max income)	All Tax Credit Households
Demand from New Households (age and income appropriate)	26	26	39
PLUS	+	+	+
Demand from Existing Renter Households - Substandard Housing	6	6	8
PLUS	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	203	197	302
PLUS	+	+	+
Secondary Market Demand adjustment IF ANY Subject to 15% Limitation	0	0	0
Sub Total	235	228	349
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	195	195	195
Equals Total Demand	430	423	544
Less	-	-	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market between 2000 and the present	58	155	213
Equals Net Demand	372	268	331

As the analysis illustrates, the Subject's capture rates at the 50 percent AMI level will range from 4.3 to 5.1 percent with an overall capture rate of 4.7 percent. The Subject's capture rates at the 60 percent AMI level will range from 1.1 to 26.2 percent, with an overall capture rate of 11.4 percent. The overall capture rate for the Subject's 50 and 60 percent units is 7.8 percent. It should be noted that these capture rates appear very reasonable for an age-restricted development and are also well supported by anecdotal evidence. Therefore, we believe there is adequate demand for the Subject. Further, the derived capture rates are within the Georgia DCA guidelines.

H. COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Project

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 nine “true” comparable properties containing 787 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided in this section. A map illustrating the location of the Subject in relation to comparable properties is also provided in this section. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

The availability of LIHTC is considered good. One of the LIHTC comparables is located in the PMA, while the remaining LIHTC comparables are located slightly outside the PMA in Albany, GA. All of the LIHTC comparables are age-restricted and within 16.5 miles of the Subject, which we believe is reasonable given the Subject’s rural area. We have excluded Stonegate Apartments, as it operates under the USDA Rural Development program.

Aside from the LIHTC comparables, we have also included five market rate comparables. All the market rate comparables is located within the PMA and are within 11.6 miles of the Subject. We have excluded Woodstone Apartments, a market rate comparable, as we were unable to contact management and there were more comparable properties in the local market. Overall, we consider the availability of market data to be good.

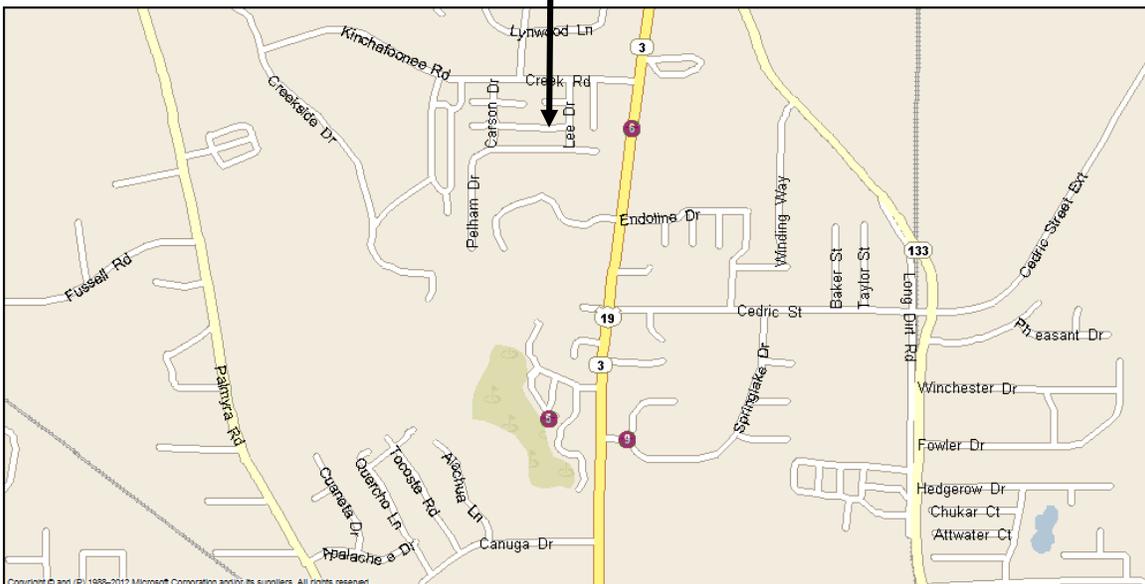
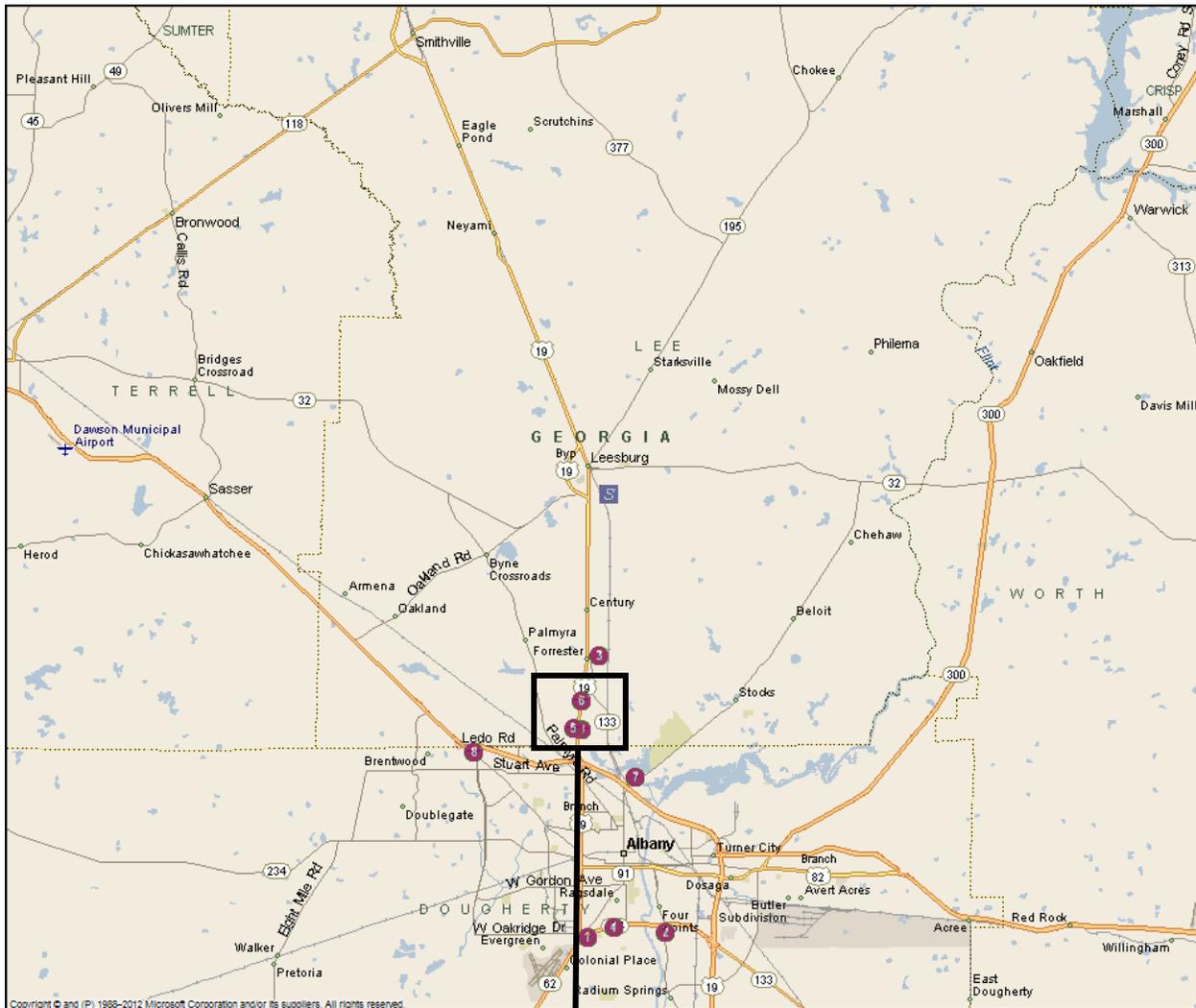
Excluded Properties

The following table illustrates properties within the PMA that have been excluded from our analysis along with their reason for exclusion.

Property Name	Address	City	State	Distance		Tenancy	Included/ Excluded	Reason for Exclusion
				From Subject	Type			
East Tift Avenue	1027 E Tift Ave	Albany	GA	9.9 miles	LIHTC	Family	Excluded	More Comparable Properties - Low # of Units, Tenancy
Station Crossing	417 Station Crossing Dr	Albany	GA	15.6 miles	LIHTC	Family	Excluded	More Comparable Properties - Low # of Units, Tenancy
Tift II	1017 E Tift Ave	Albany	GA	12.9 miles	LIHTC	Family	Excluded	More Comparable Properties - Low # of Units, Tenancy
Lockett Station*	316 Carriage Ln	Albany	GA	15.4 miles	LIHTC	Family	Excluded	More Comparable Properties - Low # of Units, Tenancy
Towering Pines Apartments*	2125 Beachview Dr	Albany	GA	12.6 miles	LIHTC	Family	Excluded	More Comparable Properties - Tenancy
Rivercrest Apartments	525 Don Culter Sr Dr	Albany	GA	12.8 miles	LIHTC	Family	Excluded	More Comparable Properties - Tenancy
Albany Heights	249 Pine Ave	Albany	GA	11.5 miles	LIHTC	Senior	Excluded	Unable to contact - no longer operational
Barkley Estates	1005 E 4th Ave	Albany	GA	12.5 miles	LIHTC	Family	Excluded	More Comparable Properties - Tenancy
Swift Court Apartments	1435 Swift St	Albany	GA	11.9 miles	LIHTC	Family	Excluded	More Comparable Properties - Low # of Units, Inferior Condition, Tenancy
Sunchase Apartments	1308 Hobson St	Albany	GA	12.1 miles	LIHTC	Family	Excluded	More Comparable Properties - Tenancy
The Bridges of Southlake	400 Ebony Ln	Albany	GA	13.3 miles	LIHTC	Family	Excluded	More Comparable Properties - Tenancy
Westover Place Apartments	419 South Westover Blvd	Albany	GA	14.0 miles	LIHTC	Family	Excluded	More Comparable Properties - Tenancy
Woodpine Way Apartments	421 S Westover Blvd	Albany	GA	14.0 miles	LIHTC	Family	Excluded	Tenancy, Unable to contact
Ashley Riverside Apartments	320 S Jackson St	Albany	GA	11.8 miles	LIHTC/PH/Market	Family	Excluded	More Comparable Properties - Tenancy
Woodland Heights	1535 E Broad Ave	Albany	GA	13.1 miles	@80% (CDBG)	Family	Excluded	More Comparable Properties - Tenancy
Stonagate Manor	100 Stonagate Cir	Leesburg	GA	0.1 miles	RD	Family	Excluded	Tenancy, RD financing
Albany Housing I	2616 Pointe North Blvd	Albany	GA	11.9 miles	Section 8	Disabled	Excluded	Tenancy, Subsidized
Albany Housing II	1906 Lincoln Ave	Albany	GA	12.2 miles	Section 8	Disabled	Excluded	Tenancy, Subsidized
Albany Housing III	1907 Lincoln Ave	Albany	GA	12.2 miles	Section 8	Disabled	Excluded	Tenancy, Subsidized
Albany Housing V	2504 Redwood Ct	Albany	GA	9.8 miles	Section 8	Disabled	Excluded	Tenancy, Subsidized
Arcadia Commons	200 4th Ave	Albany	GA	9.3 miles	Section 8	Senior/Disabled	Excluded	Subsidized
Arcadia Courtside	1416 N Monroe St	Albany	GA	10.3 miles	Section 8	Senior	Excluded	Subsidized
Bethel Housing Complex	507-A Swift St	Albany	GA	12.0 miles	Section 8	Family	Excluded	Tenancy, Subsidized
Cedar Avenue Apartments	1013-1 Cedar Ave	Albany	GA	11.5 miles	Section 8	Family	Excluded	Tenancy, Subsidized
Dalewood Estates	824 Willie Pitts Jr Rd	Albany	GA	13.3 miles	Section 8	Family	Excluded	Tenancy, Subsidized
Wild Pines Apartments	600 Sands Dr	Albany	GA	15.1 miles	Section 8	Family	Excluded	Tenancy, Subsidized
Thronateeksa Homes	602 Stadium Dr	Albany	GA	10.4 miles	PH	Family	Excluded	Tenancy, Subsidized
O.B. Hines Homes	635 W Residence Ave	Albany	GA	11.4 miles	PH	Family	Excluded	Tenancy, Subsidized
McIntosh Homes	601 W Society Ave	Albany	GA	11.1 miles	PH	Family	Excluded	Tenancy, Subsidized
Holley Homes	915 Cherry Ave	Albany	GA	11.4 miles	PH	Family	Excluded	Tenancy, Subsidized
William Binns Homes	718a Whitney Ave	Albany	GA	11.3 miles	PH	Family	Excluded	Tenancy, Subsidized
Golden Age Apartments	601 N Davis St	Albany	GA	11.4 miles	PH	Senior	Excluded	Subsidized
Hudson Malone Towers	401 Flint Ave	Albany	GA	11.2 miles	PH	Senior	Excluded	Subsidized
Grover Cross Homes	205 W Tift Ave	Albany	GA	11.1 miles	PH	Family	Excluded	Tenancy, Subsidized
Seay Village North	301 W Mercer Ave	Albany	GA	12.0 miles	PH	Family	Excluded	Tenancy, Subsidized
Seay Village	501 S Jackson St	Albany	GA	12.0 miles	PH	Family	Excluded	Tenancy, Subsidized
William Dennis Homes	635 Tulsa Ln	Albany	GA	13.1 miles	PH	Family	Excluded	Tenancy, Subsidized
Holman Homes	2128 W Gordon Ave	Albany	GA	12.0 miles	PH	Family	Excluded	Tenancy, Subsidized
Sherman Oaks	719 S Westover Blvd	Albany	GA	14.9 miles	PH	Family	Excluded	Tenancy, Subsidized
Kingsbury Subdivision	Kingsbury Ln	Albany	GA	13.1 miles	PH	Family	Excluded	Tenancy, Subsidized
Paul Lipsey Sr. Homes	103 Whitteley Ct	Albany	GA	13.6 miles	PH	Family	Excluded	Tenancy, Subsidized
Harvey Pate Homes	202 Arbor Ct	Albany	GA	13.4 miles	PH	Family	Excluded	Tenancy, Subsidized
Ernest Wetherbee Homes	802 Mercedes St	Albany	GA	13.3 miles	PH	Family	Excluded	Tenancy, Subsidized
Woodstone Apartments	320 Main St	Leesburg	GA	1.2 miles	Market	Family	Excluded	Unable to contact
Princeton Place	539 N Westover Blvd	Albany	GA	12.5 miles	Market	Family	Excluded	More Comparable Properties
Miller Apartments	2335 Stuart Ave #E 14	Albany	GA	9.9 miles	Market	Family	Excluded	More Comparable Properties
Nottingham North Apartments	2401 Nottingham Way #50	Albany	GA	9.8 miles	Market	Family	Excluded	More Comparable Properties
Century Pines Apartments	2821 Gillionville Rd	Albany	GA	12.8 miles	Market	Senior	Excluded	More Comparable Properties
Glenwood Manor	2315 W Gordon Ave	Albany	GA	12.7 miles	Market	Family	Excluded	More Comparable Properties
Huntingdon Apartments	2103 Nottingham Way	Albany	GA	10.2 miles	Market	Family	Excluded	More Comparable Properties
New Albany Homes	103 Marie Rd	Albany	GA	13.3 miles	Market	Family	Excluded	More Comparable Properties
Rams Arms Apartments	1310 Radium Springs	Albany	GA	16.6 miles	Market	Family	Excluded	More Comparable Properties
The Gardens on Whispering Pines	1404 Whispering Pines Rd	Albany	GA	8.8 miles	Market	Family	Excluded	More Comparable Properties
Westwood Apartments	2010 W Broad Ave	Albany	GA	11.8 miles	Market	Family	Excluded	More Comparable Properties
Windover Apartments	2304 W Gordon Ave	Albany	GA	12.7 miles	Market	Family	Excluded	More Comparable Properties
Windsor & Summit Apartments	2030 W Broad Ave	Albany	GA	11.7 miles	Market	Family	Excluded	More Comparable Properties
Zori's Village	300 Moultrie Rd	Albany	GA	16.4 miles	Market	Family	Excluded	More Comparable Properties
Friar Tuck Apartments	2215 Friar Tuck Ln	Albany	GA	9.3 miles	Market	Family	Excluded	More Comparable Properties
Greenbriar Apartments	3110 Graystone Ln	Albany	GA	13.9 miles	Market	Family	Excluded	More Comparable Properties
Glen Arm Manor	2609 Gillionville Rd	Albany	GA	12.8 miles	Market	Family	Excluded	More Comparable Properties
College Park Apartments	2214 Gillionville Rd	Albany	GA	12.8 miles	Market	Student	Excluded	More Comparable Properties - Tenancy
Country Place Apartments	4000 Gillionville Rc	Albany	GA	15.1 miles	Market	Family	Excluded	More Comparable Properties

*Includes multiple phases

Comparable Rental Property Map



COMPARABLE PROPERTIES

#	Property Name	City	Type	Distance from Subject (miles)
1	Albany Gardens	Albany	Senior LIHTC	12.7
2	Albany Springs	Albany	Senior LIHTC	16.5
3	Forrester Senior Village	Leesburg	Senior LIHTC	5.2
4	The Landings at Southlake	Albany	Senior LIHTC	13.3
5	Creekwood Apartments	Leesburg	Market	6.9
6	Lee Village	Leesburg	Market	6.0
7	Marsh Landing	Albany	Market	8.8
8	Pointe North Apartments	Albany	Market	11.6
9	Spring Lake Apartments	Leesburg	Market	6.8

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	Park Senior Village Robert B. Lee Drive And Park Street Leesburg, GA 31763 Lee County County	n/a	One-story (age-restricted) Proposed 2016 / n/a	@50% (HOME), @60% (HOME)	1BR / 1BA	8	16.00%	@50%	\$338	900	yes		N/A	N/A					
					1BR / 1BA	2	4.00%	@60%	\$425	900	yes		N/A	N/A					
					2BR / 2BA	8	16.00%	@50%	\$397	1,020	yes		N/A	N/A					
					2BR / 2BA	32	64.00%	@60%	\$502	1,020	yes		N/A	N/A					
						50	100%								N/A	N/A			
1	Albany Gardens 2210 Habersham Albany, GA 31707 Dougherty County	12.7 miles	One-story (age-restricted) 2000 / n/a	@50%	1BR / 1BA	16	66.70%	@50%	\$325	600	no	Yes	1	6.20%					
					2BR / 1BA	8	33.30%	@50%	\$415	800	no	No	0	0.00%					
						24	100%							1	4.20%				
2	Albany Springs 1601 Radium Springs Rd. Albany, GA 31705 Dougherty County	16.5 miles	One-story (age-restricted) 1995 / n/a	@50%, @60%	1BR / 1BA	35	43.80%	@50%	\$363	660	yes	Yes	0	0.00%					
					1BR / 1BA	35	43.80%	@60%	\$452	660	yes	Yes	2	5.70%					
					2BR / 1BA	5	6.20%	@50%	\$427	840	yes	Yes	0	0.00%					
					2BR / 1BA	5	6.20%	@60%	\$519	840	no	Yes	0	0.00%					
						80	100%							2	2.50%				
3	Forrester Senior Village 197 Forrester Parkway Leesburg, GA 31763 Lee County	5.2 miles	One-story (age-restricted) 2012 / n/a	@50%, @60%	1BR / 1BA	2	4.00%	@50%	\$362	900	no	Yes	0	0.00%					
					1BR / 1BA	8	16.00%	@60%	\$451	900	no	Yes	0	0.00%					
					2BR / 2BA	6	12.00%	@50%	\$427	1,020	no	Yes	0	0.00%					
					2BR / 2BA	34	68.00%	@60%	\$526	1,020	no	Yes	1	2.90%					
						50	100%							1	2.00%				
4	The Landing At Southlake 496 Ebony Lane Albany, GA 31701 Dougherty County	13.3 miles	One-story (age-restricted) 2010 / n/a	@50%, @60%	1BR / 1BA	4	10.00%	@50%	\$365	891	yes	Yes	0	0.00%					
					1BR / 1BA	6	15.00%	@60%	\$458	891	yes	Yes	1	16.70%					
					2BR / 2BA	12	30.00%	@50%	\$429	1,103	yes	Yes	0	0.00%					
					2BR / 2BA	18	45.00%	@60%	\$540	1,103	yes	Yes	0	0.00%					
						40	100%							1	2.50%				
5	Creekwood Apartments 1578 U.S. 19 Leesburg, GA 31763 Lee County County	6.9 miles	Various (2 stories) 1975 / 2005	Market	1BR / 1BA (Garden)	48	23.10%	Market	\$649	843	n/a	Yes	0	0.00%					
					1BR / 1BA (Garden)	0	0.00%	Market	\$731	1,000	n/a	Yes	0	N/A					
					1BR / 1BA (Garden)	0	0.00%	Market	\$566	686	n/a	Yes	0	N/A					
					2BR / 2BA (Garden)	108	51.90%	Market	\$795	1,198	n/a	Yes	0	0.00%					
					2BR / 2BA (Garden)	0	0.00%	Market	\$891	1,410	n/a	Yes	0	N/A					
					2BR / 2BA (Garden)	0	0.00%	Market	\$698	986	n/a	Yes	0	N/A					
					3BR / 2BA (Garden)	24	11.50%	Market	\$1,012	1,588	n/a	Yes	0	0.00%					
					3BR / 2.5BA (Townhouse)	28	13.50%	Market	\$837	1,386	n/a	Yes	0	0.00%					
						208	100%							0	0.00%				
														3	2.60%				
6	Lee Village 1437 US 19 S Leesburg, GA 31763 Lee County	6 miles	Garden (2 stories) 2003-2005 / n/a	Market	2BR / 2BA	58	50.00%	Market	\$740	1,130	n/a	Yes	2	3.40%					
					3BR / 2BA	58	50.00%	Market	\$851	1,350	n/a	Yes	1	1.70%					
						116	100%							3	2.60%				
7	Marsh Landings 219 Philema Road Albany, GA 31701 Dougherty County	8.8 miles	Lowrise (3 stories) 2003/2003 / n/a	Market	Studio / 1BA	N/A	N/A	Market	\$776	1,300	n/a	No	0	N/A					
					2BR / 1BA	N/A	N/A	Market	\$861	1,100	n/a	No	1	N/A					
					2BR / 1BA	N/A	N/A	Market	\$876	1,100	n/a	No	0	N/A					
					2BR / 1BA	N/A	N/A	Market	\$846	1,100	n/a	No	0	N/A					
					2BR / 2BA	N/A	N/A	Market	\$926	1,300	n/a	No	1	N/A					
					2BR / 2BA	N/A	N/A	Market	\$951	1,300	n/a	No	0	N/A					
					2BR / 2BA	N/A	N/A	Market	\$901	1,300	n/a	No	0	N/A					
						56	100%							2	3.60%				
					8	Pointe North Apartments 2716 Dawson Rd Albany, GA 31707 Dougherty County	11.6 miles	One-story 1986 / None	Market	1BR / 1BA	60	81.10%	Market	\$430	591	n/a	No	N/A	N/A
										2BR / 1BA	10	13.50%	Market	\$495	951	n/a	No	N/A	N/A
2BR / 2BA	4	5.40%	Market	\$515						951	n/a	No	N/A	N/A					
	74	100%												1	1.40%				
9	Spring Lake Apartments 100 Tallokas Court Leesburg, GA 31763 Lee County	6.8 miles	Garden 1994 / n/a	Market	1BR / 1BA	27	30.30%	Market	\$590	777	n/a	Yes	0	0.00%					
					2BR / 1BA	27	30.30%	Market	\$675	850	n/a	Yes	0	0.00%					
					2BR / 2BA	27	30.30%	Market	\$700	969	n/a	Yes	1	3.70%					
					3BR / 2BA	8	9.00%	Market	\$811	1,169	n/a	Yes	0	0.00%					
						89	100%							1	1.10%				

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

Effective Rent Date:	May-14	Units Surveyed:	737	Weighted Occupancy:	98.40%
		Market Rate	543	Market Rate	98.70%
		Tax Credit	194	Tax Credit	97.40%

	One Bedroom One Bath		Two Bedrooms Two Bath	
	Property	Average	Property	Average
RENT	Creekwood Apartments	\$731	Marsh Landings	\$951
	Creekwood Apartments	\$649	Marsh Landings	\$926
	Spring Lake Apartments	\$590	Marsh Landings	\$901
	Creekwood Apartments	\$566	Creekwood Apartments	\$891
	The Landing At Southlake * (60%)	\$458	Creekwood Apartments	\$795
	Albany Springs * (60%)	\$452	Lee Village	\$740
	Forrester Senior Village * (60%)	\$451	Spring Lake Apartments	\$700
	Pointe North Apartments	\$430	Creekwood Apartments	\$698
	Park Senior Village * (60%)	\$425	The Landing At Southlake * (60%)	\$540
	The Landing At Southlake * (50%)	\$365	Forrester Senior Village * (60%)	\$526
	Albany Springs * (50%)	\$363	Albany Springs * (1BA 60%)	\$519
	Forrester Senior Village * (50%)	\$362	Pointe North Apartments	\$515
	Park Senior Village * (50%)	\$338	Park Senior Village * (60%)	\$502
	Albany Gardens * (50%)	\$325	The Landing At Southlake * (50%)	\$429
			Albany Springs * (1BA 50%)	\$427
			Forrester Senior Village * (50%)	\$427
		Albany Gardens * (1BA 50%)	\$415	
		Park Senior Village * (50%)	\$397	
SQUARE FOOTAGE	Creekwood Apartments	1,000	Creekwood Apartments	1,410
	Forrester Senior Village * (50%)	900	Marsh Landings	1,300
	Forrester Senior Village * (60%)	900	Marsh Landings	1,300
	Park Senior Village * (50%)	900	Marsh Landings	1,300
	Park Senior Village * (60%)	900	Creekwood Apartments	1,198
	The Landing At Southlake * (50%)	891	Lee Village	1,130
	The Landing At Southlake * (60%)	891	The Landing At Southlake * (50%)	1,103
	Creekwood Apartments	843	The Landing At Southlake * (60%)	1,103
	Spring Lake Apartments	777	Forrester Senior Village * (50%)	1,020
	Creekwood Apartments	686	Forrester Senior Village * (60%)	1,020
	Albany Springs * (50%)	660	Park Senior Village * (50%)	1,020
	Albany Springs * (60%)	660	Park Senior Village * (60%)	1,020
	Albany Gardens * (50%)	600	Creekwood Apartments	986
	Pointe North Apartments	591	Spring Lake Apartments	969
			Pointe North Apartments	951
			Albany Springs * (1BA 50%)	840
		Albany Springs * (1BA 60%)	840	
		Albany Gardens * (1BA 50%)	800	
RENT PER SQUARE	Creekwood Apartments	\$0.83	Marsh Landings	\$0.73
	Creekwood Apartments	\$0.77	Spring Lake Apartments	\$0.72
	Spring Lake Apartments	\$0.76	Marsh Landings	\$0.71
	Creekwood Apartments	\$0.73	Creekwood Apartments	\$0.71
	Pointe North Apartments	\$0.73	Marsh Landings	\$0.69
	Albany Springs * (60%)	\$0.68	Creekwood Apartments	\$0.66
	Albany Springs * (50%)	\$0.55	Lee Village	\$0.65
	Albany Gardens * (50%)	\$0.54	Creekwood Apartments	\$0.63
	The Landing At Southlake * (60%)	\$0.51	Albany Springs * (1BA 60%)	\$0.62
	Forrester Senior Village * (60%)	\$0.50	Pointe North Apartments	\$0.54
	Park Senior Village * (60%)	\$0.47	Albany Gardens * (1BA 50%)	\$0.52
	The Landing At Southlake * (50%)	\$0.41	Forrester Senior Village * (60%)	\$0.52
	Forrester Senior Village * (50%)	\$0.40	Albany Springs * (1BA 50%)	\$0.51
	Park Senior Village * (50%)	\$0.38	Park Senior Village * (60%)	\$0.49
			The Landing At Southlake * (60%)	\$0.49
			Forrester Senior Village * (50%)	\$0.42
		Park Senior Village * (50%)	\$0.39	
		The Landing At Southlake * (50%)	\$0.39	

PROPERTY PROFILE REPORT

Albany Gardens

Effective Rent Date	5/19/2014
Location	2210 Habersham Albany, GA 31707 Dougherty County Intersection: Oakridge Drive
Distance	12.7 miles
Units	24
Vacant Units	1
Vacancy Rate	4.2%
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, Albany Springs
Tenant Characteristics	Senior property (55+), average age is 75.
Contact Name	Faraline Lewis
Phone	229.434.4505



Market Information

Program	@50%
Annual Turnover Rate	3%
Units/Month Absorbed	N/A
HCV Tenants	21%
Leasing Pace	Within three weeks
Annual Chg. in Rent	Increased two percent
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	600	\$270	\$0	@50%	Yes	1	6.2%	no	None
2	1	One-story	8	800	\$350	\$0	@50%	No	0	0.0%	no	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$270	\$0	\$270	\$55	\$325
2BR / 1BA	\$350	\$0	\$350	\$65	\$415

Amenities

In-Unit	Security	Services
Balcony/Patio	None	None
Carpeting		
Coat Closet		
Oven		
Refrigerator		
Blinds		
Central A/C		
Hand Rails		
Pull Cords		
Washer/Dryer hookup		
Property	Premium	Other
Off-Street Parking	None	None

Comments

The property currently maintains a waiting list of four households on its one-bedroom units.

PROPERTY PROFILE REPORT

Albany Springs

Effective Rent Date 5/19/2014
Location 1601 Radium Springs Rd.
 Albany, GA 31705
 Dougherty County
 Intersection: Oakridge Drive
Distance 16.5 miles
Units 80
Vacant Units 2
Vacancy Rate 2.5%
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 identified
Tenant Characteristics Senior property (62+), average age is 80.
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 Within ten days
Annual Chg. in Rent Increased two to five percent
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%	Yes	0	0.0%	yes	None
1	1	One-story	35	660	\$552	\$0	@60%	Yes	2	5.7%	yes	None
2	1	One-story	5	840	\$556	\$0	@50%	Yes	0	0.0%	yes	None
2	1	One-story	5	840	\$648	\$0	@60%	Yes	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	-\$100	\$363	1BR / 1BA	\$552	\$0	\$552	-\$100	\$452
2BR / 1BA	\$556	\$0	\$556	-\$129	\$427	2BR / 1BA	\$648	\$0	\$648	-\$129	\$519

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

The property maintains a waiting list of five households on all unit types. The contact stated that some tenants come from northern Florida. When asked about current market conditions, the contact replied that the market is strong.

PROPERTY PROFILE REPORT

Forrester Senior Village

Effective Rent Date	5/19/2014
Location	197 Forrester Parkway Leesburg, GA 31763 Lee County
Distance	5.2 miles
Units	50
Vacant Units	1
Vacancy Rate	2.0%
Type	One-story (age-restricted)
Year Built/Renovated	2012 / N/A
Marketing Began	5/01/2012
Leasing Began	5/01/2012
Last Unit Leased	8/01/2012
Major Competitors	None identified
Tenant Characteristics	Senior property (55+). Most of the tenants are from Albany and Leesburg.
Contact Name	Yolanda
Phone	229-432-2247



Market Information

Program	@50%, @60%
Annual Turnover Rate	4%
Units/Month Absorbed	17
HCV Tenants	6%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased three to five percent
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	2	900	\$321	\$0	@50%	Yes	0	0.0%	no	None
1	1	One-story	8	900	\$410	\$0	@60%	Yes	0	0.0%	no	None
2	2	One-story	6	1,020	\$376	\$0	@50%	Yes	0	0.0%	no	None
2	2	One-story	34	1,020	\$475	\$0	@60%	Yes	1	2.9%	no	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	\$41	\$362	1BR / 1BA	\$410	\$0	\$410	\$41	\$451
2BR / 2BA	\$376	\$0	\$376	\$51	\$427	2BR / 2BA	\$475	\$0	\$475	\$51	\$526

Amenities

In-Unit

Blinds
Central A/C
Hand Rails
Oven
Refrigerator

Carpeting
Dishwasher
Microwave
Pull Cords

Security

Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Exercise Facility
Off-Street Parking

Clubhouse/Meeting
Central Laundry
On-Site Management

Premium

None

Other

walking path, raised

Comments

The property currently maintains a waiting list of 130 households on all unit types. When asked about current market conditions, the contact replied that the market is strong. The one-bedroom units at the property are currently occupied by one-person households, while 93 percent of the two-bedroom units are occupied by one-person households. The remaining two-bedroom units are occupied by two-person households.

Photos



PROPERTY PROFILE REPORT

The Landing At Southlake

Effective Rent Date	5/19/2014
Location	496 Ebony Lane Albany, GA 31701 Dougherty County
Distance	13.3 miles
Units	40
Vacant Units	1
Vacancy Rate	2.5%
Type	One-story (age-restricted)
Year Built/Renovated	2010 / N/A
Marketing Began	10/13/2010
Leasing Began	1/01/2011
Last Unit Leased	3/31/2011
Major Competitors	Ashley Riverside, Pinnacle West, Princeton Place
Tenant Characteristics	Senior property (55+), average age is 75.
Contact Name	Larosa
Phone	229-518-2504



Market Information

Program	@50%, @60%
Annual Turnover Rate	15%
Units/Month Absorbed	12-14
HCV Tenants	30%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased one percent
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	\$324	\$0	@50%	Yes	0	0.0%	yes	None
1	1	One-story	6	891	\$417	\$0	@60%	Yes	1	16.7%	yes	None
2	2	One-story	12	1,103	\$378	\$0	@50%	Yes	0	0.0%	yes	None
2	2	One-story	18	1,103	\$489	\$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	\$324	\$0	\$324	\$41	\$365	1BR / 1BA	\$417	\$0	\$417	\$41	\$458
2BR / 2BA	\$378	\$0	\$378	\$51	\$429	2BR / 2BA	\$489	\$0	\$489	\$51	\$540

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

The property currently maintains a waiting list of six households on all unit types. When asked about current market conditions, the contact replied that the market is strong.

PROPERTY PROFILE REPORT

Creekwood Apartments

Effective Rent Date	5/19/2014
Location	1578 U.S. 19 Leesburg, GA 31763 Lee County County
Distance	6.9 miles
Units	208
Vacant Units	0
Vacancy Rate	0.0%
Type	Various (2 stories)
Year Built/Renovated	1975 / 2005
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Spring Lake
Tenant Characteristics	Most of the tenants come from Leesburg and Albany.
Contact Name	Kristy
Phone	229-883-1862



Market Information

Program	Market
Annual Turnover Rate	29%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	48	843	\$608	\$0	Market	Yes	0	0.0%	N/A	AVG
1	1	Garden (2 stories)	0	1,000	\$690	\$0	Market	Yes	0	N/A	N/A	HIGH
1	1	Garden (2 stories)	0	686	\$525	\$0	Market	Yes	0	N/A	N/A	LOW
2	2	Garden (2 stories)	108	1,198	\$744	\$0	Market	Yes	0	0.0%	N/A	AVG
2	2	Garden (2 stories)	0	1,410	\$840	\$0	Market	Yes	0	N/A	N/A	HIGH
2	2	Garden (2 stories)	0	986	\$647	\$0	Market	Yes	0	N/A	N/A	LOW
3	2	Garden (2 stories)	24	1,588	\$950	\$0	Market	Yes	0	0.0%	N/A	None
3	2.5	Townhouse (2 stories)	28	1,386	\$775	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$525 - \$690	\$0	\$525 - \$690	\$41	\$566 - \$731
2BR / 2BA	\$647 - \$840	\$0	\$647 - \$840	\$51	\$698 - \$891
3BR / 2BA	\$950	\$0	\$950	\$62	\$1,012
3BR / 2.5BA	\$775	\$0	\$775	\$62	\$837

Creekwood Apartments, continued

Amenities

In-Unit

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

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

Security

In-Unit Alarm
Video Surveillance

Services

None

Property

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

Car Wash
Exercise Facility
Central Laundry
On-Site Management
Playground
Tennis Court

Premium

None

Other

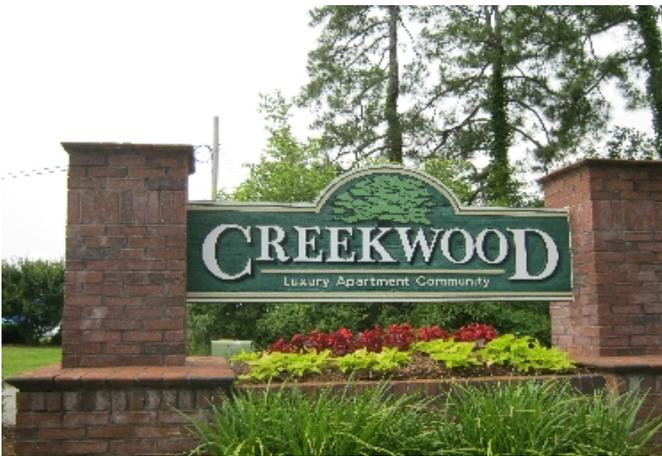
None

Comments

The property does not accept Housing Choice Vouchers. The property maintains a waiting list of 20 households on all unit types. The contact stated that only some of the units have coat closets. In addition, the property has 12 detached garages which rent for 70 dollars per month.

Creekwood Apartments, continued

Photos



Lee Village, continued

Comments

The property does not accept Housing Choice Vouchers. When asked about current market conditions, the contact replied that the market is strong.

PROPERTY PROFILE REPORT

Marsh Landings

Effective Rent Date	5/19/2014
Location	219 Philema Road Albany, GA 31701 Dougherty County
Distance	8.8 miles
Units	56
Vacant Units	2
Vacancy Rate	3.6%
Type	Lowrise (3 stories)
Year Built/Renovated	2003/2003 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Lee Village
Tenant Characteristics	Some military and hospital workers.
Contact Name	Tiffany
Phone	229.889.9942



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	24
HCV Tenants	0%
Leasing Pace	Within two 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	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Lowrise (3 stories)	N/A	1,300	\$745	\$0	Market	No	0	N/A	N/A	None
2	1	Lowrise (3 stories)	N/A	1,100	\$810	\$0	Market	No	1	N/A	N/A	AVG
2	1	Lowrise (3 stories)	N/A	1,100	\$825	\$0	Market	No	0	N/A	N/A	HIGH
2	1	Lowrise (3 stories)	N/A	1,100	\$795	\$0	Market	No	0	N/A	N/A	LOW
2	2	Lowrise (3 stories)	N/A	1,300	\$875	\$0	Market	No	1	N/A	N/A	AVG
2	2	Lowrise (3 stories)	N/A	1,300	\$900	\$0	Market	No	0	N/A	N/A	HIGH
2	2	Lowrise (3 stories)	N/A	1,300	\$850	\$0	Market	No	0	N/A	N/A	LOW

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$745	\$0	\$745	\$31	\$776
2BR / 1BA	\$795 - \$825	\$0	\$795 - \$825	\$51	\$846 - \$876
2BR / 2BA	\$850 - \$900	\$0	\$850 - \$900	\$51	\$901 - \$951

Marsh Landings, continued

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	In-Unit Alarm	None
Carpeting	Central A/C		
Dishwasher	Ceiling Fan		
Garbage Disposal	Oven		
Refrigerator			
Property		Premium	Other
Off-Street Parking	On-Site Management	None	None
Recreation Areas	Swimming Pool		

Comments

When asked about current market conditions, the contact replied that the market is strong.

PROPERTY PROFILE REPORT

Pointe North Apartments

Effective Rent Date 5/19/2014
Location 2716 Dawson Rd
 Albany, GA 31707
 Dougherty County
Distance 11.6 miles
Units 74
Vacant Units 1
Vacancy Rate 1.4%
Type One-story
Year Built/Renovated 1986 / None
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors None
Tenant Characteristics Majority senior tenants.
Contact Name Angie
Phone (229) 436-4063



Market Information

Program Market
Annual Turnover Rate N/A
Units/Month Absorbed N/A
HCV Tenants 0%
Leasing Pace Pre-leased
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 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	60	591	\$430	\$0	Market	No	N/A	N/A	N/A	None
2	1	One-story	10	951	\$495	\$0	Market	No	N/A	N/A	N/A	None
2	2	One-story	4	951	\$515	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$430	\$0	\$430	\$0	\$430
2BR / 1BA	\$495	\$0	\$495	\$0	\$495
2BR / 2BA	\$515	\$0	\$515	\$0	\$515

Amenities

In-Unit	Security	Services
Balcony/Patio	None	None
Carpeting		
Oven		
Walk-In Closet		
Blinds		
Garbage Disposal		
Refrigerator		
Washer/Dryer hookup		
Property	Premium	Other
Central Laundry	None	None
On-Site Management		
Off-Street Parking		

Pointe North Apartments, continued

Comments

The property does not accept Housing Choice Vouchers. The contact, Angie, was filling in temporarily for the property manager Tamara Cooper while Tamara is out on medical leave. Therefore, the contact was only able to provide rent and vacancy information.

PROPERTY PROFILE REPORT

Spring Lake Apartments

Effective Rent Date	5/19/2014
Location	100 Tallokas Court Leesburg, GA 31763 Lee County
Distance	6.8 miles
Units	89
Vacant Units	1
Vacancy Rate	1.1%
Type	Garden
Year Built/Renovated	1994 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Creekwood and Lee Village
Tenant Characteristics	Majority families, approximately five percent seniors. Most of the tenants are from Leesburg.
Contact Name	Vicky Sikes
Phone	229-438-0595



Market Information

Program	Market
Annual Turnover Rate	27%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased three to five percent
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	27	777	\$535	\$0	Market	Yes	0	0.0%	N/A	None
2	1	Garden	27	850	\$610	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden	27	969	\$635	\$0	Market	Yes	1	3.7%	N/A	None
3	2	Garden	8	1,169	\$735	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$535	\$0	\$535	\$55	\$590
2BR / 1BA	\$610	\$0	\$610	\$65	\$675
2BR / 2BA	\$635	\$0	\$635	\$65	\$700
3BR / 2BA	\$735	\$0	\$735	\$76	\$811

Spring Lake Apartments, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Garbage Disposal
Refrigerator

Blinds
Central A/C
Ceiling Fan
Oven
Washer/Dryer hookup

Security

Patrol

Services

None

Property

Basketball Court
Off-Street Parking
Playground
Volleyball Court

Central Laundry
On-Site Management
Swimming Pool

Premium

None

Other

None

Comments

The property currently maintains a waiting list of seven households on all unit types. The property does not accept Housing Choice Vouchers. When asked about current market conditions, the contact replied that the market is very strong. The contact added that there is strong demand for additional affordable housing in Leesburg.

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

Housing Choice Vouchers

TENANTS WITH VOUCHERS

Comparable Property	Type	Housing Choice Voucher Tenants
Albany Gardens	LIHTC	21%
Albany Springs	LIHTC	55%
Forrester Senior Village	LIHTC	6%
The Landing At Southlake	LIHTC	30%
Creekwood Apartments	Market	0%
Lee Village	Market	0%
Marsh Landings	Market	0%
Pointe North Apartments	Market	0%
Spring Lake Apartments	Market	0%

As illustrated in the table, all of the LIHTC properties reported having voucher usage of six to 55 percent. The average percentage of voucher tenants at the LIHTC properties is 28 percent. None of the market rate properties reported to currently have tenants utilizing housing choice vouchers. Overall, it appears that the local senior LIHTC market relies heavily upon voucher tenants.

Lease Up History

We were able to obtain absorption information from three comparable properties. Forrester Senior Village, a 50 unit age-restricted LIHTC comparable, was constructed in 2012. Management noted an absorption rate of 17 units per month, or an absorption period of approximately three months. The comparable currently maintains a waiting list of 130 senior households, which indicates strong demand in the area for affordable senior housing. In addition, The Landing at Southlake, a 40 unit age-restricted LIHTC comparable, opened in 2010. Management noted an absorption rate of 13 units per month, or an absorption period of three months. Marsh Landings, a 56-unit market rate comparable, opened in 2003, and management noted an absorption rate of 24 units per month, equating to an absorption period of two months. Based on the comparables, we anticipate that the Subject will absorb 15 units per month, or an absorption period of approximately three months. It should be noted that per DCA guidelines, absorption has been calculated to 93 percent occupancy.

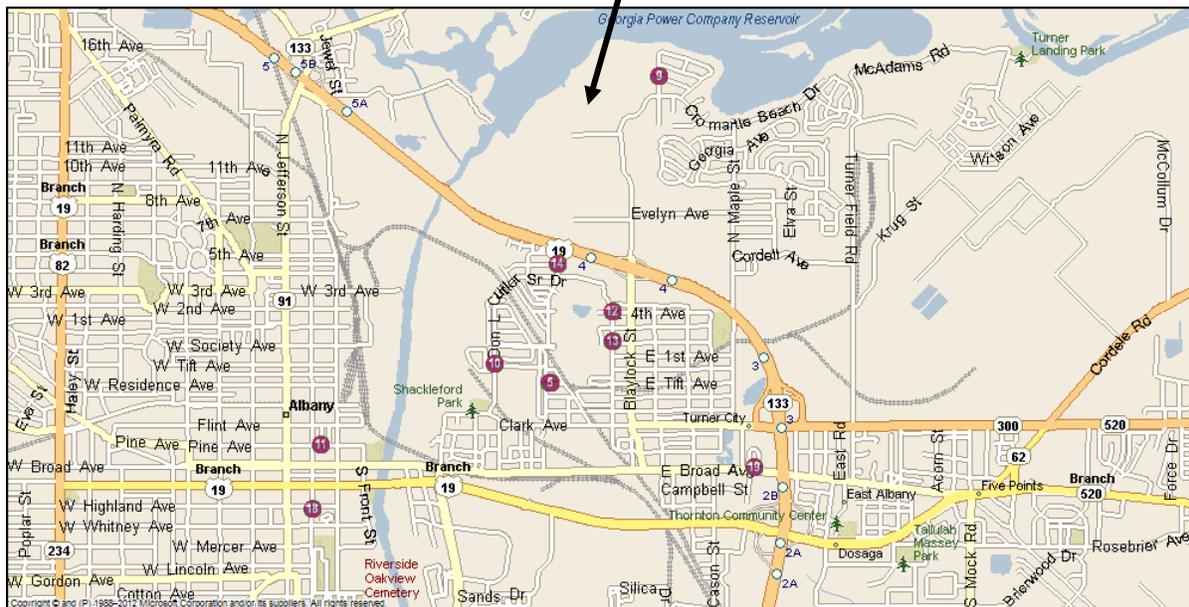
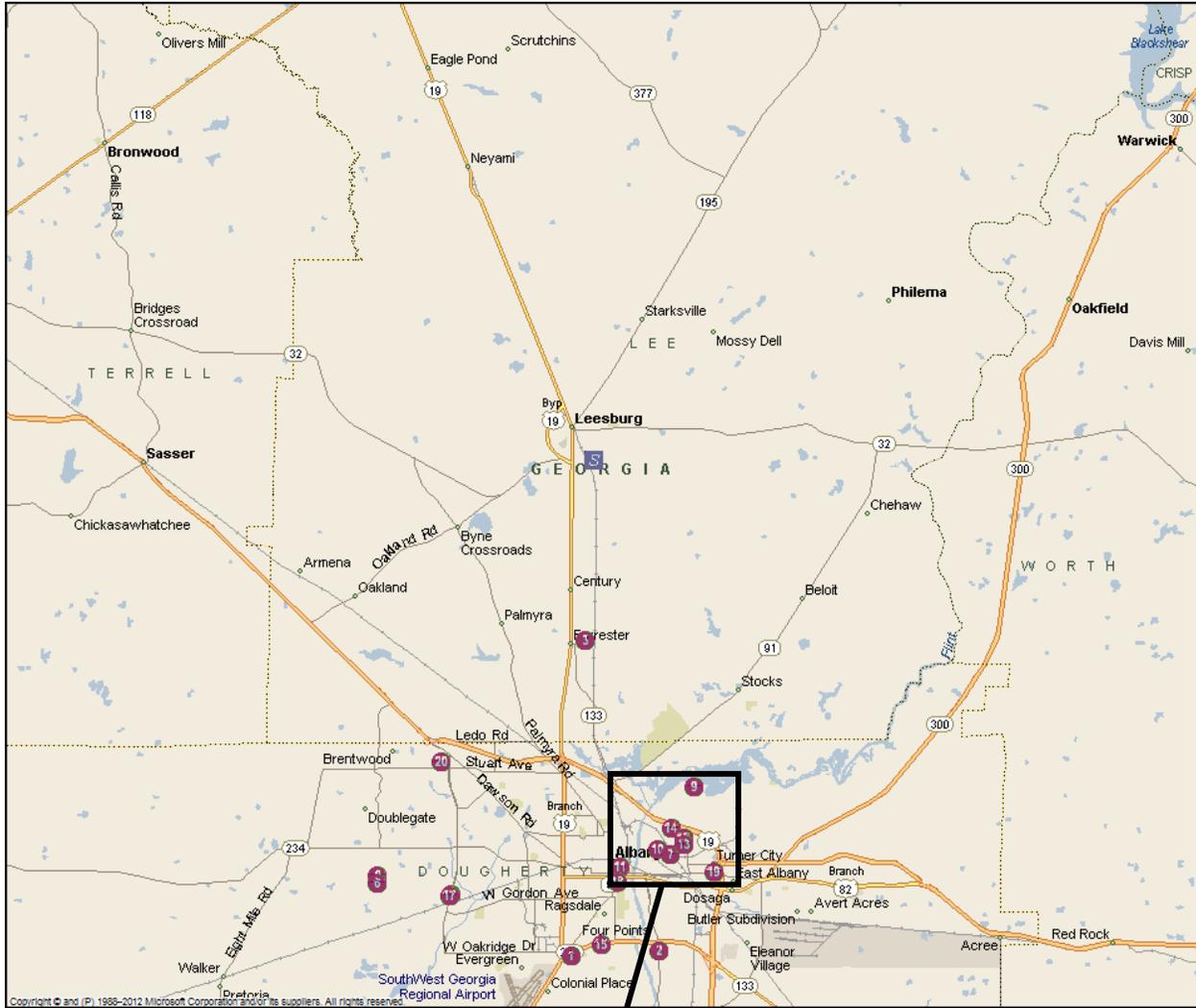
Phased Developments

The Subject is not part of a phased development.

Rural Areas

The Subject is located in a rural area.

3. COMPETITIVE PROJECT MAP



Map #	Property Name	Address	City	Type	Tenancy	Distance from Subject (miles)
S	Park Senior Village	Robert B. Lee Dr & Park St	Leesburg	LIHTC/HOME	Senior	-
1	Forrester Senior Village***	197 Forrester Parkway	Leesburg	LIHTC	Senior	12.7
2	Albany Springs***	1601 Radium Springs Rd	Albany	LIHTC	Senior	16.5
3	Albany Gardens***	2210 Habersham Rd	Albany	LIHTC	Senior	5.2
4	The Landing at Southlake***	400 Ebony Ln	Albany	LIHTC	Senior	13.3
5	East Tift Avenue	1027 E Tift Ave	Albany	LIHTC	Family	9.9
6	Station Crossing	417 Station Crossing Dr	Albany	LIHTC	Family	15.6
7	Tift II	1017 E Tift Ave	Albany	LIHTC	Family	12.9
8	Lockett Station*	316 Carriage Ln	Albany	LIHTC	Family	15.4
9	Towering Pines Apartments*	2125 Beachview Dr	Albany	LIHTC	Family	12.6
10	Rivercrest Apartments	525 Don Culter Sr Dr	Albany	LIHTC	Family	12.8
11	Albany Heights	249 Pine Ave	Albany	LIHTC	Senior	11.5
12	Barkley Estates	1005 E 4th Ave	Albany	LIHTC	Family	12.5
13	Swift Court Apartments	1435 Swift St	Albany	LIHTC	Family	11.9
14	Sunchase Apartments	1308 Hobson St	Albany	LIHTC	Family	12.1
15	The Bridges of Southlake	400 Ebony Ln	Albany	LIHTC	Family	13.3
16	Westover Place Apartments	419 South Westover Blvd	Albany	LIHTC	Family	14.0
17	Woodpine Way Apartments	421 S Westover Blvd	Albany	LIHTC	Family	14
18	Ashley Riverside Apartments	320 S Jackson St	Albany	LIHTC/PH/Market	Family	11.8
19	Woodland Heights	1535 E Broad Ave	Albany	@80% (CDBG)	Family	13.1
20	Pointe North Senior Village**	Pointe North Blvd	Albany	LIHTC	Senior	12.0

*Includes multiple phases

**Under construction

***Included as a comparable

4. Amenities

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

UNIT MATRIX REPORT

Comp #	Forrester									
	Park Senior Village Subject	Albany Gardens 1	Albany Springs 2	Senior Village 3	The Landing At Southlake 4	Creekwood Apartments 5	Lee Village 6	Marsh Landings 7	Pointe North Apartments 8	Spring Lake Apartments 9
Property Information										
Property Type	One-story (age-restricted)	One-story (age-restricted)	One-story (age-restricted)	One-story (age-restricted)	One-story (age-restricted)	Various (2 stories)	Garden (2 stories)	Lowrise (3 stories)	One-story	Garden
Year Built / Renovated	Proposed 2016 / n/a @50%	2000 / n/a	1995 / n/a	2012 / n/a	2010 / n/a	1975 / 2005	2003-2005 / n/a	2003/2003 / n/a	1986 / None	1994 / n/a
Market (Conv.)/Subsidy Type	(HOME), @60% (HOME)	@50%	@60%	@50%, @60%	@50%, @60%	Market	Market	Market	Market	Market
Utility Adjustments										
Cooking	no	no	yes	no	no	no	no	no	no	no
Water Heat	no	no	yes	no	no	no	no	no	no	no
Heat	no	no	yes	no	no	no	no	no	no	no
Other Electric	no	no	yes	no	no	no	no	no	no	no
Water	yes	no	yes	no	no	no	no	no	yes	no
Sewer	yes	no	yes	no	no	no	no	no	yes	no
Trash Collection	yes	no	yes	yes	yes	yes	no	yes	yes	no
In-Unit Amenities										
Balcony/Patio	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
Coat Closet	yes	yes	yes	no	yes	yes	no	no	no	no
Dishwasher	yes	no	no	yes	yes	yes	yes	yes	no	yes
Exterior Storage	no	no	yes	no	yes	yes	yes	no	no	no
Ceiling Fan	yes	no	no	no	no	yes	yes	yes	no	yes
Garbage Disposal	yes	no	yes	no	no	yes	yes	yes	yes	yes
Hand Rails	yes	yes	yes	yes	yes	no	no	no	no	no
Microwave	yes	no	no	yes	no	yes	no	no	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	yes	yes	yes	yes	yes	no	no	no	no	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Walk-In Closet	yes	no	no	no	no	yes	no	no	yes	no
Washer/Dryer hookup	yes	yes	no	no	yes	yes	yes	no	yes	yes
Property Amenities										
Basketball Court	no	no	no	no	no	no	no	no	no	yes
Business Center/Computer Lab	yes	no	no	yes	yes	yes	no	no	no	no
Car Wash	no	no	no	no	no	yes	no	no	no	no
Clubhouse/Meeting Room/Community Room	yes	no	no	yes	yes	yes	yes	no	no	no
Exercise Facility	yes	no	no	yes	yes	yes	no	no	no	no
Garage	no	no	no	no	no	yes	no	no	no	no
Jacuzzi	no	no	no	no	no	no	yes	no	no	no
Central Laundry	yes	no	yes	yes	yes	yes	yes	no	yes	yes
Non-shelter Services	no	no	yes	no	no	no	no	no	no	no
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
Picnic Area	yes	no	no	no	yes	yes	no	no	no	no
Playground	no	no	no	no	no	yes	no	no	no	yes
Recreation Areas	no	no	yes	no	yes	no	no	yes	no	no
Swimming Pool	no	no	no	no	no	yes	yes	yes	no	yes
Tennis Court	no	no	no	no	no	yes	no	no	no	no
Volleyball Court	no	no	no	no	no	no	no	no	no	yes
Garage Fee	N/A	N/A	N/A	N/A	N/A	\$70.00	N/A	N/A	N/A	N/A
Services										
Security										
In-Unit Alarm	no	no	no	no	no	yes	no	yes	no	no
Patrol	no	no	no	no	no	no	no	no	no	yes
Perimeter Fencing	no	no	yes	yes	no	no	no	no	no	no
Video Surveillance	no	no	no	no	no	yes	no	no	no	no
Premium Amenities										
View	no	no	no	no	no	no	yes	no	no	no
Other Amenities										
Other	Community Garden	n/a	Community Gardens	Walking path, Raised community garden	Walking Path, Community Garden	n/a	n/a	n/a	n/a	n/a

The Subject will offer balconies/patios, blinds, carpeting, central air-conditioning, coat closets, dishwashers, ceiling fans, garbage disposals, hand rails, pull cords, microwaves, ovens, refrigerators, walk-in closets, and washer/dryer hookups in its units. Four comparables offer exterior storage, which is an in-unit amenity that the Subject will lack. However, seven comparables lack walk-in closets, seven comparables lack microwaves, and three comparables lack washer/dryer hookups. Thus, relative to the LIHTC comparables, the Subject’s in-unit amenity package will be considered generally superior. When compared to the market rate comparables, the Subject’s in-unit amenity offering will also be considered generally superior.

In terms of common area amenities and security features, the Subject will offer a clubhouse, business center/computer lab, exercise facility, central laundry facility, on-site management, off-street parking, and picnic area. The total number of proposed parking spots for the Subject is 100, which equates to two parking spaces per unit. We believe that the proposed parking ratio for the Subject will be sufficient. The majority of the comparables lack a business center/computer lab, exercise facility, and picnic area, which are amenities that the Subject will offer. Further, comparables lack a clubhouse/community room. However, three comparables offer a recreation area and four market rate comparables offer a swimming pool, which are amenities the Subject will lack. Therefore, the Subject’s common area amenity package will be considered generally similar to superior to the LIHTC comparables and inferior to superior to all the market rate comparables. Additionally, its security features will be considered slightly inferior to inferior to the comparable properties.

5. The Subject will target senior households. Therefore, per DCA’s guidelines, senior properties were included.

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY				
Property name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Albany Gardens	LIHTC	24	1	4.20%
Albany Springs	LIHTC	80	2	2.50%
Forrester Senior Village	LIHTC	50	1	2.00%
The Landing At Southlake	LIHTC	40	1	2.50%
Creekwood Apartments	Market	208	0	0.00%
Lee Village	Market	116	3	2.60%
Marsh Landings	Market	56	2	3.60%
Pointe North Apartments	Market	74	1	1.40%
Spring Lake Apartments	Market	89	1	1.10%
Total		737	12	1.60%

As illustrated, vacancy rates in the market range from zero to 4.2 percent, averaging 1.6 percent. The average weighted vacancy rate among the LIHTC comparables is 2.6 percent, while the average weighted vacancy rate among the market rate comparables is 1.3 percent. Albany Gardens reported the highest vacancy rates among the LIHTC comparables; however, the property’s low number of total units skews its vacancy rate, as there is only one vacancy. Management at the property reported maintaining a waiting list of four households and therefore, it is likely that the vacant unit will be filled in a short period of time. Given the superior to

slightly superior condition and age of the Subject to the comparables and strong vacancy rates in the market, we believe the Subject will operate with a vacancy rate of five percent or less.

7. Properties Under Construction and Proposed

We interviewed Ms. Marcia Studley, Zoning Administrator with the Lee County Planning and Zoning Department, to determine if any multifamily apartments were in the planning or construction phases in Leesburg. According to Ms. Studley, there are no multifamily developments, other than the Subject, in the planning or construction stages in Leesburg. Since 2011, according to DCA allocation lists, there has been one property allocated tax credits in the Subject’s PMA. Pointe North Senior Village, which was allocated LIHTCs in 2013, will consist of 59 age-restricted units. The one and two-bedroom units at the property will be restricted at the 50 and 60 percent AMI level and its 50 percent rents will be set at the maximum allowable levels. Pointe North Senior Village is currently under construction and its projected construction completion date is mid-2015. As a senior LIHTC property, we believe that Pointe North Senior Village will be competitive to the Subject. Therefore, its units have been removed from the demand analysis.

8. Rental Advantage

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

SIMILARITY MATRIX

#	Property Name	Type	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Albany Gardens	@50%	Inferior	Inferior	Slightly Superior	Slightly Inferior	Inferior	-30
2	Albany Springs	@50%, @60%	Slightly Inferior	Inferior	Slightly Superior	Slightly Inferior	Inferior	-25
3	Forrester Senior Village	@50%, @60%	Similar	Inferior	Similar	Similar	Similar	-10
4	The Landing At Southlake	@50%, @60%	Similar	Inferior	Slightly Superior	Slightly Inferior	Similar	-10
5	Creekwood Apartments	Market	Superior	Inferior	Similar	Slightly Inferior	Similar	-5
6	Lee Village	Market	Slightly Inferior	Inferior	Similar	Slightly Inferior	Slightly Superior	-15
7	Marsh Landings	Market	Slightly Inferior	Inferior	Slightly Superior	Slightly Inferior	Similar	-15
8	Pointe North Apartments	Market	Inferior	Inferior	Slightly Superior	Inferior	Inferior	-35
9	Spring Lake Apartments	Market	Similar	Inferior	Similar	Slightly Inferior	Inferior	-25

*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. It should be noted that the Subject’s units will operate with LIHTCs and HOME funds; however, we have utilized LIHTC rent limits, as units operating under both programs are subject to the lower of the two rent limits.

LIHTC RENT COMPARISON - @50%

Property Name	County	1BR	2BR
Park Senior Village (Subject)	Lee	\$338	\$397
LIHTC Maximum (Net)	-	\$338	\$397
Albany Springs	Dougherty	\$363	\$427
The Landing At Southlake	Dougherty	\$365	\$429
Forrester Senior Village	Lee	\$362	\$427
Albany Gardens	Dougherty	\$325	\$415
Average (excluding Subject)	-	\$354	\$425

LIHTC RENT COMPARISON - @60%

Property Name	County	1BR	2BR
Park Senior Village (Subject)	Lee	\$425	\$502
LIHTC Maximum (Net)	-	\$425	\$502
Albany Springs	Dougherty	\$452	\$519
The Landing At Southlake	Dougherty	\$458	\$540
Forrester Senior Village	Lee	\$451	\$526
Average (excluding Subject)	-	\$454	\$528

The Subject's proposed LIHTC rents are set at the maximum allowable levels at the 50 and 60 percent AMI thresholds. One of the comparable properties, The Landing at Southlake reported achieving 50 and 60 percent rents at the maximum allowable levels. Further, management at Albany Springs reported achieving 50 and 60 percent one-bedroom rents and 50 percent two-bedroom rents at the maximum allowable levels. It should be noted that some of the comparable rents may appear to be above maximum allowable rents due to differences in utility allowances used for calculations, as well as comparables being held harmless at higher maximum allowable rents. Additionally, three of the four LIHTC comparables are not located in the Subject's county of Lee and therefore, they may be subject to different maximum allowable levels.

The Subject's proposed 50 and 60 percent rents are below the comparable range. The Subject, upon completion, will be considered the most similar to Forrester Senior Village and The Landing at Southlake. The age-restricted comparables reported vacancy rates of 2.0 to 2.5 percent. It should be noted that the comparables have a low number of total units, which skews their vacancy rates. Management at Forrester Senior Village and The Landing at Southlake reported maintaining waiting lists of 130 and 24 households, respectively, and therefore, it is likely that the vacant unit at the comparables will be filled in a short period of time. The length of the waiting lists at the two most similar LIHTC comparables indicates strong demand in the local area for affordable senior housing.

Relative to the two comparables, the Subject's property amenity package and unit sizes will be similar, its in-unit amenity package will be superior, and its age and condition will be generally similar to slightly superior. Additionally, the Subject's location will be generally similar to Forrester Senior Village, while its location will be slightly inferior to The Landing at Southlake. Overall, given the strong occupancy rates and waiting lists of the comparables and reported 50 and 60 percent rents achieved at the two most similar comparables, we believe the Subject's proposed 50 and 60 percent rents are achievable.

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 MARKET RENTS

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
<i>@50% AMI</i>					
1 BR	\$338	\$325	\$731	\$479	42%
2 BR	\$397	\$415	\$951	\$663	67%
<i>@60% AMI</i>					
1 BR	\$425	\$430	\$731	\$541	27%
2 BR	\$502	\$495	\$951	\$736	47%

As illustrated, the Subject’s proposed 50 and 60 percent rents are below the surveyed average when compared to the comparables, both LIHTC and market rate. The Subject’s proposed 50 percent two-bedroom and 60 percent one-bedroom rents are below the surveyed minimum, while its 50 percent one-bedroom and 60 percent two-bedroom rents are slightly above the surveyed minimum. We believe this is reasonable as the Subject, upon completion, will offer competitive amenities and will be generally similar to superior in condition to the comparables. Further, the Subject’s proposed LIHTC rents are set at the maximum allowable levels. It should be noted that the highest one and two-bedroom rents were reported at Creekwood Apartments and Marsh Landings, respectively. Both comparables are located in the Subject’s PMA, approximately 6.9 to 8.8 miles from the Subject, and reported vacancy rates of zero to 3.6 percent. The reported rents at the comparables are at least 72 percent higher than the Subject’s proposed 60 percent rents. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

9. LIHTC Competition – DCA Funded Properties within the PMA

Since 2011, according to DCA allocation lists, there has been one property allocated tax credits in the Subject’s PMA. Pointe North Senior Village, which was allocated LIHTCs in 2013, will consist of 59 age-restricted units. The one and two-bedroom units at the property will be restricted at the 50 and 60 percent AMI level and its 50 percent rents will be set at the maximum allowable levels. Pointe North Senior Village is currently under construction and its projected construction completion date is mid-2015. As a senior LIHTC property, we believe that Pointe North Senior Village will be competitive to the Subject. However, we believe there is sufficient demand for the Subject’s affordable age-restricted units, as well.

10. Rental Trends in the PMA

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

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	7,715	70.5%	3,222	29.5%
2013	9,282	68.1%	4,348	31.9%
Projected Mkt Entry June 2016	9,737	68.3%	4,528	31.7%
2018	10,062	68.4%	4,656	31.6%

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

In 2013, approximately 68.1 percent of senior households in the PMA were owner-occupied, while the remaining 31.9 percent are renter-occupied. The percentage of senior renter households in the PMA is above the national average of 13 percent (not shown). Through the market entry date and 2018, the percentage of renter-occupied senior households in the PMA is projected to slightly decrease; however, the number of renter-occupied housing units is projected to slightly increase over the same time periods. Overall, the projected trends should bode well for the Subject’s age-restricted units.

Historical Vacancy

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

HISTORICAL VACANCY

Comparable Property	Type	Total Units	3QTR 2009	2QTR 2010	2QTR 2013	1QTR 2014	2QTR 2014
Albany Gardens	One-story	24	0.00%	0.00%	0.00%	0.00%	4.20%
Albany Springs	One-story	80	2.50%	2.50%	5.00%	3.80%	2.50%
Forrester Senior Village	One-story	50	-	-	-	-	2.00%
The Landing At Southlake	One-story	40	-	-	0.00%	-	2.50%
Creekwood Apartments	Various	208	-	-	-	-	0.00%
Lee Village	Garden	116	-	8.60%	-	-	2.60%
Marsh Landings	Lowrise	56	-	3.60%	-	3.60%	3.60%
Pointe North Apartments	One-story	74	0.00%	-	0.00%	-	1.40%
Spring Lake Apartments	Garden	89	1.10%	0.00%	-	-	1.10%

As illustrated in the table, we have limited historical occupancy information for the comparable properties. However, it appears Lee Village and Albany Springs have demonstrated improved performance, while Albany Gardens, The Landing at Southlake, Marsh Landings, and Pointe

North Apartments have all sustained low vacancy rates. These trends suggest that the local market is performing well.

Change in Rental Rates

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

RENT GROWTH

Comparable Property	Rent Structure	Rent Growth
Albany Gardens	LIHTC	Increased two percent
Albany Springs	LIHTC	Increased two to five percent
Forrester Senior Village	LIHTC	Increased three to five percent
The Landing At Southlake	LIHTC	Increased one percent
Creekwood Apartments	Market	None
Lee Village	Market	None
Marsh Landings	Market	None
Pointe North Apartments	Market	N/Av
Spring Lake Apartments	Market	Increased three to five percent

As illustrated above, five comparables, which includes all of the LIHTC comparables, reported rent increases over the past year, which ranged from one to five percent. The remaining comparables reported no rent changes over the past year. The Subject’s rents at 50 and 60 percent of AMI are set at maximum allowable levels. Therefore, we anticipate that the Subject will experience rent growth in the future that is in line with the market and AMGI growth.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to RealtyTrac, one in every 620 housing units in Leesburg received foreclosure filings, as of April 2014. The foreclosure rate in the city of Leesburg is slightly above that of Lee County, state of Georgia, and nation. The state of Georgia and nation reported foreclosure rates of one in every 1,047 housing units and one in every 1,137 housing units, respectively. Overall, it appears that the mortgage and foreclosure crisis has affected Leesburg and Lee County more than the state and nation.

12. Primary Housing Void

All of the comparables reported low vacancy rates, which range from zero to 4.2 percent. Further, all of the LIHTC comparables reported maintaining waiting lists. Management at Forrester Senior Village, which offers 50 and 60 percent one and two-bedroom units, maintains a waiting list of 130 households. This indicates that demand in the local market is strong for affordable age-restricted housing, which the Subject will help to satisfy.

13. Affect of Subject on Other Affordable Units in Market

The Subject will be slightly superior to superior to all of the LIHTC comparables. The LIHTC comparables, which were built between 1995 and 2012, maintain low vacancy levels, indicating demand for good quality affordable age-restricted units. Additionally, all of the LIHTC properties reported maintaining waiting lists. There is one senior LIHTC property currently under construction in the PMA. Pointe North Senior Village, which was allocated LIHTCs in 2013, will consist of 59 one and two-bedroom units restricted at the 50 and 60 percent AMI level. As a senior LIHTC property, we believe it will be competitive to the Subject. Based on the strong performance of the local LIHTC comparables, as well as the low capture rates, we do not

anticipate that the Subject will have a negative long-term impact on the existing and under construction affordable age-restricted units in the market.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. The Subject will be generally similar to superior in terms of age and condition to all of the comparables. The Subject's proposed 50 percent two-bedroom and 60 percent one-bedroom rents are below the surveyed minimum, while its 50 percent one-bedroom and 60 percent two-bedroom rents are slightly above the surveyed minimum. The Subject's proposed 50 and 60 percent rents are below the surveyed comparable average, which indicates that the Subject's rents will offer an advantage to the local market rents. Overall, we believe there is demand for the Subject given its excellent condition, low capture rates, and competitive amenities and unit sizes.

I. ABSORPTION & STABILIZATION RATES

Stabilization/Absorption Rate

We were able to obtain absorption information from three comparable properties. Forrester Senior Village, a 50 unit age-restricted LIHTC comparable, was constructed in 2012. Management noted an absorption rate of 17 units per month, or an absorption period of approximately three months. The comparable currently maintains a waiting list of 130 senior households, which indicates strong demand in the area for affordable senior housing. In addition, The Landing at Southlake, a 40 unit age-restricted LIHTC comparable, opened in 2010. Management noted an absorption rate of 13 units per month, or an absorption period of three months. Marsh Landings, a 56-unit market rate comparable, opened in 2003, and management noted an absorption rate of 24 units per month, equating to an absorption period of two months. Based on the comparables, we anticipate that the Subject will absorb 15 units per month, or an absorption period of approximately three months. It should be noted that per DCA guidelines, absorption has been calculated to 93 percent occupancy.

J. INTERVIEWS

Georgia Department of Community Affairs

We spoke with Mr. Pat McNally, Section 8 Office Manager for the Georgia Department of Community Affairs (DCA) Section 8 Department, to gather information pertaining to the use of Housing Choice Vouchers. Mr. McNally reported that the DCA currently issues 64 Housing Choice Vouchers in Lee County. Mr. McNally stated that due to budget cuts, the Georgia DCA is not currently issuing additional vouchers, and added that there are no applicants on the waiting list as it is closed indefinitely. The payment standards for Lee County are listed below.

PAYMENT STANDARDS

Georgia Department of Community Affairs - Lee County

Studio	One-Bedroom	Two-Bedroom	Three-Bedroom
\$486	\$523	\$630	\$873

Source: Georgia Department of Community Affairs, 5/2014

The payment standards are above the Subject’s proposed LIHTC rents.

Planning

We interviewed Ms. Marcia Studley, Zoning Administrator with the Lee County Planning and Zoning Department, to determine if any other multifamily apartments were in the planning or construction phases in Leesburg. According to Ms. Studley, there are no multifamily developments, other than the Subject, in the planning or construction stages in Leesburg. Ms. Studley stated that Forrester Senior Village, a 50-unit age-restricted LIHTC property that was completed in 2012 is the most recently completed multifamily development in Leesburg. We have used Forrester Senior Village as a comparable in this report.

Chamber of Commerce

We spoke with Mr. Winston Oxon, Executive Director of the Lee County Chamber of Commerce regarding the current economic environment in Leesburg, Georgia. Mr. Oxon was able to note one recent business expansion in Lee County, as well as one upcoming expansion. Mr. Oxon stated that an agricultural manufacturing company, who he could not name, added 22 jobs in 2013. In addition, Mr. Oxon stated that there is a new John Deere tractor dealership that is expected to be constructed on Highway 82 in Leesburg, but he could not provide the expected completion date. Mr. Oxon stated that, historically, the agricultural industry has been a major driver of the Leesburg economy. Mr. Oxon added that the city is looking to incorporate more jobs in the commercial industry into the city’s current economic environment.

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

- Historically, total population in the PMA increased at rates slightly above that of the MSA, but below those of the nation. From 2000 to 2013, population growth in the PMA was the strongest amongst those aged 55 or older, as the total senior population growth rate in the PMA was 230 basis points above the PMA's total population growth rate. Through market entry and 2018, total population and total senior population in the PMA are projected to continue to grow, albeit at lower rates than in the previous decade. Over the same period of time, the total and senior household growth rates in the PMA are projected at 0.2 and 1.6 percent per annum, respectively.

As of 2013, approximately 57.2 percent of households and 57.8 percent of senior households in the PMA have annual incomes less than \$40,000. Through market entry and 2018, the percentages of households and senior households earning less than \$40,000 annually are projected to slightly increase. Senior renter households will continue to primarily consist of one to two persons and approximately 31 to 32 percent of senior housing units will be renter-occupied, over the same period of time. Overall, the projected trends are positive indicators for the Subject's affordable age-restricted units.

- The MSA experienced employment growth from 2004 to 2007. After 2007, total employment decreased each year through 2014 year-to-date, with the exception of 2011, where the MSA experienced a small employment gain. It should be noted that the MSA lost a significant number of jobs in 2009 and 2010, which was due to the most recent national recession. Between March 2013 and March 2014, total employment decreased by 0.1 percent in the MSA, compared to a 1.7 percent increase in the nation. Additionally, as of March 2014, the unemployment rate in the MSA was 8.0 percent, which is 120 basis points above that of the nation. Even though the decline in total employment in the MSA has slowed, it appears the MSA is still experiencing the effects of the most recent national recession. The local economy appears to be diverse and low-paying jobs in the education, retail trade, manufacturing, and government sectors are expected to generate demand for affordable housing in the PMA.
- The Subject's capture rates at the 50 percent AMI level will range from 4.3 to 5.1 percent with an overall capture rate of 4.7 percent. The Subject's capture rates at the 60 percent AMI level will range from 1.1 to 26.2 percent, with an overall capture rate of 11.4 percent. The overall capture rate for the Subject's 50 and 60 percent units is 7.8 percent. It should be noted that these capture rates appear very reasonable for an age-restricted development and are also well supported by anecdotal evidence. Therefore, we believe there is adequate demand for the Subject. Further, the derived capture rates are within the Georgia DCA guidelines.
- We were able to obtain absorption information from three comparable properties. Forrester Senior Village, a 50 unit age-restricted LIHTC comparable, was constructed in 2012. Management noted an absorption rate of 17 units per month, or an absorption period of approximately three months. The comparable currently maintains a waiting list of 130 senior households, which indicates strong demand in the area for affordable senior housing. In addition, The Landing at Southlake, a 40 unit age-restricted LIHTC comparable, opened in 2010. Management noted an absorption rate of 13 units per

month, or an absorption period of three months. Marsh Landings, a 56-unit market rate comparable, opened in 2003, and management noted an absorption rate of 24 units per month, equating to an absorption period of two months. Based on the comparables, we anticipate that the Subject will absorb 15 units per month, or an absorption period of approximately three months, until stabilization of 93 percent.

- Vacancy rates in the market range from zero to 4.2 percent, averaging 1.6 percent. The average weighted vacancy rate among the LIHTC comparables is 2.6 percent, while the average weighted vacancy rate among the market rate comparables is 1.3 percent. Albany Gardens reported the highest vacancy rates among the LIHTC comparables; however, the property's low number of total units skews its vacancy rate, as there is only one vacancy. Management at the property reported maintaining a waiting list of four households and therefore, it is likely that the vacant unit will be filled in a short period of time. Given the superior to slightly superior condition and age of the Subject to the comparables and strong vacancy rates in the market, we believe the Subject will operate with a vacancy rate of five percent or less.
- Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. The Subject will be generally similar to superior in terms of age and condition to all of the comparables. The Subject's proposed 50 percent two-bedroom and 60 percent one-bedroom rents are below the surveyed minimum, while its 50 percent one-bedroom and 60 percent two-bedroom rents are slightly above the surveyed minimum. The Subject's proposed 50 and 60 percent rents are below the surveyed comparable average, which indicates that the Subject's rents will offer an advantage to the local market rents. Overall, we believe there is demand for the Subject given its excellent condition, low capture rates, and competitive amenities and unit sizes.

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 Green Associate
Partner
Novogradac & Company LLP



Ed Mitchell
Senior Real Estate Analyst
Novogradac & Company LLP



Linda Hartman
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Murad Karimi
Real Estate Researcher
Novogradac & Company LLP

5-27-2014

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.



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Murad Karimi
Real Estate Researcher
Novogradac & Company LLP

5-27-2014

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)
LEED Green Associate
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. CG100026242 – State of Colorado
Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut
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
Certified General Real Estate Appraiser, No. 1081 – State of Wyoming

III. Professional Experience

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

IV. Professional Training

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

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

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.
- Completed Fair Market Value analyses for solar panel installations, wind turbine installations, and other renewable energy assets in connection with financing and structuring analyses performed by various clients. The reports are used by clients to evaluate with their advisors certain tax consequences applicable to ownership. Additionally, the reports can be used in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009 and in the ITC funding process.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

EDWARD R. MITCHELL

I. Education

Master of Science – Financial Planning
University of Alabama, Tuscaloosa, Alabama

Graduate Certificate (Half Master's) Conflict Management, Negotiation, and Mediation
University of Alabama, Tuscaloosa, Alabama

Bachelor of Science – Human Environmental Science
University of Alabama, Tuscaloosa, Alabama

Associate of Arts – Real Estate Management
San Antonio College, San Antonio, Texas

II. Professional Experience

Senior Real Estate Analyst; Novogradac & Company LLP (September 2013 – Present)
Senior Appraiser; Valbridge Property Advisors
Managing Partner; Consolidated Equity, Inc.
Appraiser; Schultz, Carr, Bissette
Disposition Manager; Resolution Trust Corporation (RTC)

III. Assignments

- Currently conducts market feasibility studies, valuation assignments, rent comparability studies (RCS) and consulting assignments for proposed and existing Low-Income Housing Tax Credit (LIHTC) properties.
- Performed work in Alabama, Alaska, California, Florida, Georgia, Kansas, Mississippi, Texas, New York, North Carolina, and Pennsylvania.
- Over 20 years' experience in real estate appraisal, investment, development, and construction. Past appraisal assignments include all types of vacant and improved commercial property and special use properties such as rail corridors, Right-of-Way projects, and recycling plants.

IV. Licensure

- State Certified General Real Property Appraiser (Georgia)
- Licensed Real Estate Salesperson (Georgia)
- Appraisal Institute – Candidate for Designation

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Linda Hartman

I. Education

University of Wisconsin-Madison, Madison, WI
Bachelor of Business Administration, Real Estate and Urban Land Economics

II. Professional Experience

Real Estate Analyst, Novogradac & Company LLP, December 2013 - Present
Researcher, Novogradac & Company LLP, October 2012 – December 2013
Research Analyst, Cushman & Wakefield, March 2012 – September 2012
Research Junior Analyst, Cushman & Wakefield, March 2010 – February 2012

III. Real Estate Assignments

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

- Conducted numerous market and feasibility studies for family and senior affordable housing. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of market-rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes; physical inspection of site and market, unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.
- Assisted with numerous appraisals of new construction and existing LIHTC and market-rate properties.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.
- Assisted in the preparation of the Fair Market Value analyses for renewable energy assets in connection with financing and structuring analyses performed by various clients. The reports are used by clients to evaluate with their advisors certain tax consequences applicable to ownership. Additionally, the reports can be used in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009 and in the ITC funding process.

STATEMENT OF PROFESSIONAL QUALIFICATIONS
Murad M. Karimi

I. Education

Emory University, Goizueta Business School– Atlanta, GA
Bachelor of Arts
Bachelor of Business Administration

II. Professional Experience

Novogradac & Company LLP – January 2014 - Present
Real Estate Researcher

III. Real Estate Assignments

A representative sample of work on various types of projects:

- Prepared market studies for proposed new construction and existing Low Income Housing Tax Credit, Section 8, and market rate developments for use by real estate developers, governmental entities, and financial institutions. Property types included special needs and age restricted developments. Studies included property screenings, market and demographic analysis, comparable rent surveys, and supply and demand analysis.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, and market rate multifamily developments. Analysis includes property screenings, expense comparability analysis, demographic and economic analysis.
- Performed all aspects of data collection and data mining for use in market studies, feasibility studies, and appraisals.