

Market Feasibility Analysis

Mallalieu Pointe
2627 Church Street
East Point, Fulton County, Georgia 30344

Prepared For

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SECTION A – EXECUTIVE SUMMARY

This report evaluates the market feasibility of the proposed Mallalieu Pointe rental community to be partially constructed utilizing financing from the Low-Income Housing Tax Credit (LIHTC) program, while also offering unrestricted market-rate units, in East Point, Georgia. Based on the findings contained in this report, we believe a market will exist for the subject development, assuming it is constructed and operated as proposed in this report.

1. Project Description:

The proposed project involves new construction of the 67-unit Mallalieu Pointe rental community in East Point, Georgia. The project will offer 26 one-bedroom, 35 two-bedroom and six (6) three-bedroom garden-style units located within one (1) four-story elevator-equipped building within integrated community/common space. Mallalieu Pointe will be partially developed using Low-Income Housing Tax Credit (LIHTC) financing and target lower-income family households earning up to 50% and 60% of Area Median Household Income (AMHI), while also offering seven (7) unrestricted market-rate units. Monthly collected Tax Credit rents will range from \$425 to \$630, depending upon unit type, while the monthly collected market-rate rents will range from \$600 to \$725, depending upon unit type. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete sometime in summer of 2017. Additional details regarding the proposed project are included in Section B of this report.

2. Site Description/Evaluation:

The subject site is positioned in the northern portion of downtown East Point, which is a redeveloping area. Surrounding land uses include civic, religious, commercial and residential buildings. The scope and condition of these buildings varies widely, but is believed to be satisfactory overall. Most notably, a modern commuter train station, library and health center are located within walking distance of the site. In addition, well-established churches and local restaurants are present within the immediate area and contribute to the overall physical condition and appeal of the neighborhood, which is believed to be in an upward trajectory. Residential buildings in the immediate area are primarily comprised of single-family units and two- to four-unit buildings. The site is close to shopping, employment, recreation, entertainment and education opportunities, and social services and public safety services are all within 2.0 miles. Overall, we consider the site's location and proximity to community services to have a positive effect on its marketability.

The current neighborhood appeal is considered satisfactory and appears to be increasing. This corridor has received significant rehabilitation in the form of new infrastructure, new civic buildings, and the redevelopment of private buildings. Downtown organizations have introduced streetscape enhancement programs, farmers markets and litter control initiatives. It is believed that the surrounding land uses are appropriate for residential housing and the development of the subject project will continue this trend of neighborhood improvement.

3. Market Area Definition:

The East Point Site PMA includes portions of East Point and College Park, as well as some outlying unincorporated areas of Fulton County. The boundaries of the Site PMA include State Route 166 to the north; Interstate 85 to the east; State Route 6 to the south; and Interstate 285 to the west. A map illustrating these boundaries is included on page D-2 of this report and details the furthest boundary is 4.4 miles from the site.

4. Community Demographic Data:

Demographic trends within the East Point Site PMA are projected to be positive between 2015 and 2017, as the total population will increase by 472 (1.3%) and households will increase by 249 (1.6%) during this time period. Further, the East Point market is primarily comprised of renter households, as approximately 60.0% of all households in the Site PMA are estimated to be renters in 2015 and nearly 9,500 renter households are projected for the market in 2017. Additionally, it is projected that nearly 75.0% of all renter households will earn below \$40,000 in 2017, which is conducive to affordable rental housing. Overall, a deep and expanding base of renter support will continue to exist within the East Point Site PMA between 2015 and 2017. Additional demographic data is included in Section E of this report.

5. Economic Data:

The Fulton County economy was adversely impacted by the national recession, experiencing both a decline in total employment and an increase in the unemployment rate between 2008 and 2010. However, the economy has steadily improved in terms of both total employment and unemployment rates since 2010. Notably, the Fulton County economy has expanded by more than 43,000 jobs (approximately 10.0%) since 2010, while the unemployment rate has declined to a six year low of 6.7% through February of 2015. These trends along with the numerous recent announcements of business expansion and/or creation within the Greater Atlanta area demonstrate the strength and stability of the local economy. Based on the preceding factors, we expect the Fulton County economy will continue to experience positive growth trends for the foreseeable future. Regardless, it is important to note that nearly 75.0% of all renter households in the Site PMA are projected to earn below \$40,000 in 2017, which indicates that demand for affordable rental housing will remain high within the East Point and

Fulton County areas, regardless of economic conditions. Additional economic data is included in Section F of this report.

6. Project-Specific Affordability and Demand Analysis:

Per GDCA guidelines, capture rates below 30% for projects in urban markets such as the East Point Site PMA are considered acceptable. As such, the project's overall LIHTC only capture rate of 3.8% is considered low and easily achievable within the East Point Site PMA and demonstrates a deep base of potential income-eligible renter support for the subject project. This is especially true given the high occupancy rates maintained among the existing LIHTC properties surveyed in the Site PMA. Also note that the seven market-rate units proposed at the subject site have a capture rate of just 3.3%, demonstrating that sufficient support also exists for the proposed unrestricted market-rate units at the subject site. Detailed demand calculations are provided in Section G of this report.

7. Competitive Rental Analysis

Tax Credit Units

The proposed subject development will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI). We identified and surveyed a total of nine rental properties within the Site PMA that at least partially operate under the Low-Income Housing Tax Credit (LIHTC) program. However, of these nine LIHTC properties, only three offer non-subsidized LIHTC units targeting family households similar to the subject project. These three properties have therefore been included in our comparable analysis and are considered competitive with the subject project.

Additionally, we also surveyed two non-subsidized family-oriented LIHTC properties located just outside, but on the periphery of, the Site PMA. Given the modern age of these properties, similar targeted tenant population and proximity to the Site PMA, we have included these additional properties in our comparable analysis as they will provide a good additional base of comparability for the subject development. Note however, that since these properties are located outside the Site PMA, they are not considered directly competitive with the subject project and have therefore been included for comparability purposes only.

These comparable/competitive properties and the proposed development are summarized as follows. Information regarding property address and phone number, contact name, date of contact and utility responsibility is included in Addendum B, Comparable Property Profiles.

Map I.D.	Project Name	Year Built/Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Mallalieu Pointe	2017	60*	-	-	-	Families; 50% & 60% AMHI
15	Delowe Village Apts.	1960 / 2000	47*	100.0%	1.2 Miles	None	Families; 50% & 60% AMHI
21	Heritage Green Apts.	1975 / 2004	86*	100.0%	2.1 Miles	Subsidized: 800 H.H.	Families; 30%, 50%, & 54% AMHI & PBRA
25	Hidden Creste	1977 / 2005	246*	94.7%	3.7 Miles	None	Families; 60% AMHI
901	Laurel Ridge	2006	276	97.1%	4.3 Miles	None	Families; 60% AMHI
902	Village Highlands	2006	258	98.8%	1.6 Miles	None	Families; 60% AMHI

900 Series Map IDs are located outside the Site PMA

OCC. – Occupancy

H.H. - Households

*Tax Credit units only

The five LIHTC projects have a combined occupancy rate of 97.4%, indicating that non-subsidized LIHTC product such as that proposed at the subject site is in high demand within the market and region. In fact, it should be noted that two of the comparable LIHTC projects in the Site PMA are 100.0% occupied. It is also of note that the three comparable LIHTC properties in the Site PMA involved the renovations of properties originally built between 1960 and 1977, whereas the subject development will be new construction. This will likely create a competitive advantage for the subject project, as it will introduce a modern rental product to a LIHTC rental market that is relatively old.

The gross rents for the comparable projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

		Gross Rent/Percent of AMHI (Number of Units/Vacancies)						
Map I.D.	Project Name	Studio	One-Br.	Two-Br.	Three-Br.	Four-Br.	Rent Special	
Site	Mallalieu Pointe	-	\$598/50% (6) \$683/60% (17)	\$717/50% (7) \$822/60% (25)	\$816/50% (1) \$946/60% (4)	-	-	
15	Delowe Village Apts.	-	-	\$790/50% (17/0) \$790/60% (16/0)	\$952/50% (14/0)	-	None	
21	Heritage Green Apts.	\$364/30% (1/0) \$623/50% (2/0)	\$402/30% (5/0) \$679/50% (8/0) \$792/50% (26/0)* \$738/54% (6/0)	\$493-\$823/30% (8/0) \$889/50% (5/0) \$921/50% (15/0)* \$929/54% (5/0)	\$578/30% (1/0) \$1,109/50% (2/0)* \$1,034/54% (2/0)	-	None	
25	Hidden Creste	-	\$813/60% (31/2)	\$933/60% (179/9)	\$1,134/60% (24/1)	\$1,260/60% (12/1)	Yes	
901	Laurel Ridge	-	\$777/60% (70/2)	\$998/60% (111/3)	\$1,103/60% (95/3)	-	Yes	
902	Village Highlands	-	\$823/60% (48/0)	\$994/60% (148/2)	\$1,108/60% (62/1)	-	Yes	

*Subsidized (residents pay 30% of their income, as this is a government-subsidized property, which also operates under the Tax Credit program)

900 Series Map IDs are located outside the Site PMA

The subject's proposed gross Tax Credit rents ranging from \$598 to \$946 are among the lowest in the region as compared to similar unit types at the comparable LIHTC projects. These low proposed gross Tax Credit rents will likely be perceived a value to prospective tenants, in terms of price point, and will likely create a competitive advantage for the subject project, despite three of the five comparable LIHTC projects currently offering discounted rents on some of their available units.

Comparable/Competitive Tax Credit Summary

Based on our survey of the East Point rental housing market, non-subsidized LIHTC product such as that proposed at the subject site is in high demand as the five comparable LIHTC projects surveyed in the region report an overall occupancy rate of 97.4%. Notably, two of the three comparable LIHTC projects in the Site PMA report occupancy rates of 100.0%, further demonstrating high demand for LIHTC product in the market. Additionally, the three comparable LIHTC properties in the Site PMA each involved renovations to existing properties originally built between 1960 and 1977. As such, the subject project will introduce a modern rental product to a LIHTC rental housing market that is relatively old. The subject's proposed gross rents are among the lowest in the region when compared to similar unit types at the comparable properties. These low proposed gross rents are expected to enhance marketability of the subject project. Although the unit sizes (square feet) proposed at the subject project are some of the smallest when compared to similar unit types at the comparable properties, they are similar to those offered among the two comparable properties which are 100.0% occupied. Thus, the proposed unit sizes are considered marketable within the Site PMA. The amenity packages included at the subject project will further ensure the competitive position of the project and are considered appropriate for the targeted tenant population. Overall, the subject project is considered to be competitively and appropriately positioned within the market and will provide a much needed modern LIHTC rental alternative within the East Point Site PMA.

Market-Rate Units

In addition to the 60 proposed LIHTC units, the proposed project will include seven (7) units which will operate as unrestricted market-rate units. We identified five comparable market-rate properties within the Site PMA. These five comparable market-rate properties and the proposed subject development are summarized as follows:

Map I.D.	Project Name	Year Built/ Renovated	Units	Occupancy Rate	Distance to Site	Rent Special
Site	Mallalieu Pointe	2017	7*	-	-	-
2	Village on the Green Apts.	2004	216	98.1%	3.4 Miles	None
7	Park at Greenbriar	1970	209	90.4%	3.3 Miles	Yes
18	Hidden Oaks Apts.	1971	100	96.0%	2.1 Miles	Yes
25	Hidden Creste	1977 / 2005	74*	95.9%	3.7 Miles	None
27	Alta Coventry Station	2008	322	96.0%	3.8 Miles	None

*Market-rate units only

The five selected market-rate projects have a combined total of 921 units with an overall occupancy rate of 95.2%. This is a good overall occupancy rate, and a positive indicator of the stability of the market-rate rental housing market within the Site PMA for projects similar to the subject property.

The gross rents for the comparable market-rate projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent (Number of Units/Vacancies)			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Mallalieu Pointe	\$773 (3)	\$942 (3)	\$1,091 (1)	-
2	Village on the Green Apts.	\$966 (80/0)	\$1,224-\$1,514 (104/4)	\$1,365 (32/0)	-
7	Park at Greenbriar	\$723-\$743 (29/0)	\$828-\$874 (90/10)	\$994-\$1,078 (90/10)	-
18	Hidden Oaks Apts.	\$679 (20/0)	\$727-\$767 (76/4)	\$974 (4/0)	-
25	Hidden Creste	\$913 (9/0)	\$1,084 (43/2)	\$1,304-\$1,329 (18/1)	\$1,585 (4/0)
27	Alta Coventry Station	\$908-\$1,083 (92/4)	\$1,169-\$1,279 (130/5)	\$1,524-\$1,549 (100/4)	-

The subject's proposed gross market-rate rents ranging from \$773 to \$1,091 are within range of those reported among similar unit types at the comparable properties within the Site PMA. As such, the subject's market-rate units appear to be competitively positioned within the market in terms of price point.

Comparable/Competitive Market-Rate Summary

Based on our analysis of the rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the comparable market-rate properties within the market, it is our opinion that the market-rate units proposed at the subject development will be competitive within the market and appropriate for the targeted general-occupancy tenant population.

An in-depth analysis of the East Point rental housing market is included in Section H of this report.

8. Absorption/Stabilization Estimates

For the purposes of this analysis, we assume the absorption period at the site begins as soon as the first units are available for occupancy. Since all demand calculations in this report follow GDCA/GHFA guidelines that assume a 2017 completion date for the site, we also assume that initial units at the site will be available for rent sometime in 2017.

Considering the facts contained in the market study and comparing them with other projects with similar characteristics in other markets, we are able to establish absorption projections for the subject development. Our absorption projections take into consideration the high occupancy rates and waiting lists reported among existing non-subsidized LIHTC and market-rate projects in the market, the subject's capture rate, achievable market rents and the competitiveness of the proposed subject development within the East Point Site PMA. Our absorption projections also take into consideration that the developer and/or management successfully markets the project throughout the Site PMA.

Based on our analysis, the 67 proposed LIHTC and market-rate units at the subject project are expected to reach a stabilized occupancy rate of 93.0% within seven months of opening. This absorption period is based on an average monthly absorption rate of approximately nine units per month. More specifically, it is our opinion that the 60 proposed LIHTC units at the subject site will reach a stabilized occupancy of at least 93.0% within approximately seven months (eight to nine units per month), while the seven (7) market-rate units will reach a stabilized occupancy rate of 93.0% within one month of opening.

9. Overall Conclusion:

The five comparable LIHTC properties surveyed within the market and region report an overall occupancy rate of 97.4%, demonstrating high demand for family-oriented LIHTC product within the market and region. Notably, two of the three comparable LIHTC properties located in the Site PMA are 100.0% occupied, further demonstrating significant demand for LIHTC product in the East Point market. Further, the three comparable LIHTC properties in the Site PMA involved the renovations of properties originally built between 1960 and 1977, whereas the subject development will be new construction. This will likely create a competitive advantage for the subject project, as it will introduce a modern rental product to a LIHTC rental market that is relatively old. The subject project is considered to be competitively positioned among the comparable LIHTC properties in terms of gross rents and amenities offered. In fact, the proposed gross rents will be some of the lowest offered in the market and region when compared to similar unit types at the comparable properties. The subject project will also provide seven (7) unrestricted market-rate units in addition to the 60 proposed LIHTC units. These unrestricted market-rate units are also considered to be competitively and appropriately positioned within the East Point market.

While the subject project is considered to be marketable within the Site PMA in terms of unit design, rents, amenities offered, etc., it will also be demographically well supported within the market as it is projected that nearly 6,000 renter households will earn below \$30,000 within the Site PMA in 2017. This is considered a large base of potential low-income renter support for the subject's LIHTC units, which is further demonstrated by the subject's overall LIHTC only capture rate of just 3.8%. The proposed market-rate units also have a low capture rate of 3.3%. These low capture rates demonstrate a deep base of potential income-eligible renter support for the subject project within the Site PMA.

Based on the preceding analysis and facts contained within this report, we believe the proposed subject development is marketable and supportable within the East Point Site PMA, as proposed. The subject project is not expected to have any adverse impact on future occupancy rates at the existing comparable LIHTC properties in the market. We do not have any recommendations or modifications to the subject development at this time.

SUMMARY TABLE

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

Development Name:	Mallalieu Pointe	Total # Units:	67
Location:	2627 Church Street, East Point, Georgia 30344 (Fulton County)	# LIHTC Units:	60
PMA Boundary:	State Route 166 to the north; Interstate 85 to the east; State Route 6 to the south; and Interstate 285 to the west.		
	Farthest Boundary Distance to Subject:		4.4 miles

RENTAL HOUSING STOCK (found on page H-1 & A-4 to 6)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	29	4,249	97	97.7%
Market-Rate Housing	24*	2,790	80	97.1%
Assisted/Subsidized Housing not to include LIHTC	8*	706	0	100.0%
LIHTC	9*	473	17	96.4%
Stabilized Comps	5**	913	24	97.4%
Properties in Construction & Lease Up	2	367	-	-

*Includes mixed-income properties

**Two comps are located outside the Site 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
6	One-Br.	1.0	700	\$425 (50%)	\$730	\$1.04	41.8%	\$788	\$0.89
17	One-Br.	1.0	700	\$510 (60%)	\$730	\$1.04	30.1%	\$788	\$0.89
3	One-Br.	1.0	700	\$600 (MR)	\$730	\$1.04	17.8%	\$788	\$0.89
7	Two-Br.	1.0	900	\$475 (50%)	\$800	\$0.89	40.6%	\$975	\$0.84
25	Two-Br.	1.0	900	\$580 (60%)	\$800	\$0.89	27.5%	\$975	\$0.84
3	Two-Br.	1.0	900	\$700 (MR)	\$800	\$0.89	12.5%	\$975	\$0.84
1	Three-Br.	2.0	1,100	\$500 (50%)	\$960	\$0.87	47.9%	\$1,200	\$0.79
4	Three-Br.	2.0	1,100	\$630 (60%)	\$960	\$0.87	34.4%	\$1,200	\$0.79
1	Three-Br.	2.0	1,100	\$775 (MR)	\$960	\$0.87	19.3%	\$1,200	\$0.79

MR – Market-Rate

DEMOGRAPHIC DATA (found on page E-3 and G-6)

	2010		2015		2017	
Renter Households	8,543	56.2%	9,290	59.8%	9,447	59.8%
Income-Qualified Renter HHs (LIHTC)	N/A	N/A	2,848	18.3%	2,893	18.3%
Income-Qualified Renter HHs (MR) (if applicable)	N/A	N/A	5,486	35.3%	5,432	34.4%

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page G-6)						
Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall (LIHTC)
Renter Household Growth	-	38	35	-54	-	45
Existing Households (Overburd + Substand)	-	1,321	1,239	636	-	1,540
Homeowner conversion (Seniors)	-	N/A	N/A	N/A	-	N/A
Total Primary Market Demand	-	1,359	1,274	582	-	1,585
Less Comparable/Competitive Supply	-	0	0	367	-	0
Net Income-Qualified Renter HHs	-	1,359	1,274	215	-	1,585

CAPTURE RATES (found on page G-6)						
Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall (LIHTC)
Capture Rate	-	1.0%	3.6%	3.3%	-	3.8%

SECTION B - PROJECT DESCRIPTION

The proposed project involves new construction of the 67-unit Mallalieu Pointe rental community in East Point, Georgia. The project will offer 26 one-bedroom, 35 two-bedroom and six (6) three-bedroom garden-style units located within one (1) four-story elevator-equipped building within integrated community/common space. Mallalieu Pointe will be partially developed using Low-Income Housing Tax Credit (LIHTC) financing and target lower-income family households earning up to 50% and 60% of Area Median Household Income (AMHI), while also offering seven (7) unrestricted market-rate units. Monthly collected Tax Credit rents will range from \$425 to \$630, depending upon unit type, while the monthly collected market-rate rents will range from \$600 to \$725, depending upon unit type. None of the units within the subject development will receive project-based rental assistance. The proposed project is expected to be complete sometime in summer of 2017. Additional details of the subject project are as follows:

A. PROJECT DESCRIPTION

1. **Project Name:** Mallalieu Pointe

2. **Property Location:** 2627 Church Street
East Point, Georgia 30344
(Fulton County)

QCT: Yes DDA: No

3. **Project Type:** New Construction

4. **Unit Configuration and Rents:**

Total Units	Bedroom Type	Baths	Style	Square Feet	Percent of AMHI	Proposed Rents			
						Collected	Utility Allowance	Gross	Maximum Allowable
6	One-Br.	1.0	Garden	700	50%	\$425	\$173	\$598	\$604
17	One-Br.	1.0	Garden	700	60%	\$510	\$173	\$683	\$725
3	One-Br.	1.0	Garden	700	MR	\$600	\$173	\$773	-
7	Two-Br.	1.0	Garden	900	50%	\$475	\$242	\$717	\$725
25	Two-Br.	1.0	Garden	900	60%	\$580	\$242	\$822	\$870
3	Two-Br.	1.0	Garden	900	MR	\$700	\$242	\$942	-
1	Three-Br.	2.0	Garden	1,100	50%	\$500	\$316	\$816	\$837
4	Three-Br.	2.0	Garden	1,100	60%	\$630	\$316	\$946	\$1,005
1	Three-Br.	2.0	Garden	1,100	MR	\$775	\$316	\$1,091	-
67	Total								

Source: The Woda Group, LLC

AMHI - Area Median Household Income (Atlanta-Sandy Springs-Marietta, GA HUD Metro FMR Area; 2014)

MR – Market-Rate

5. Target Market: Low-income family households earning up to 50% & 60% of AMHI, and market-rate households.

6. Project Design: One (1) four-story elevator-equipped building with integrated community/common space.

7. Original Year Built: Not Applicable

8. Projected Opening Date: Summer 2017

9. Unit Amenities:

- Electric Range
- Refrigerator
- Dishwasher
- Garbage Disposal
- Microwave Oven
- Central Air Conditioning
- Washer/Dryer Hookups
- Carpet
- Window Blinds
- Ceiling Fan

10. Community Amenities:

- On-Site Management
- Laundry Facility
- Elevator
- Community Space
- Fitness Center
- Computer Center

11. Resident Services:

None

12. Utility Responsibility:

Trash collection will be included in the rent, while tenants will be responsible for the following:

- General Electricity
- Electric Heat
- Water/Sewer
- Electric Water Heat
- Electric Cooking

13. Rental Assistance:

None

14. Parking:

The subject site will offer a 65 space surface parking lot, as well as a 42 space parking garage, at no additional charge to the tenants.

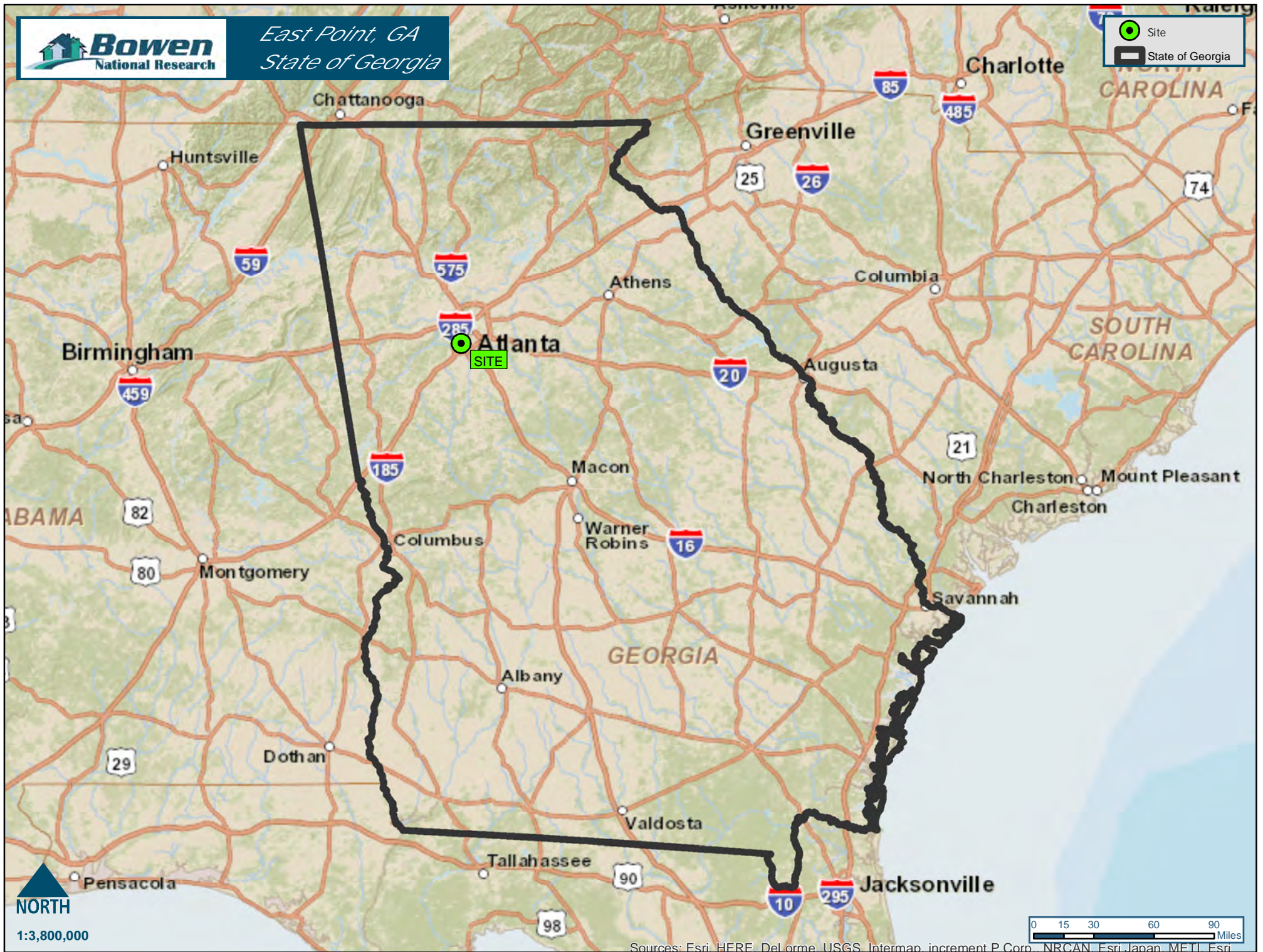
15. Current Project Status:

Not Applicable

16. Statistical Area:

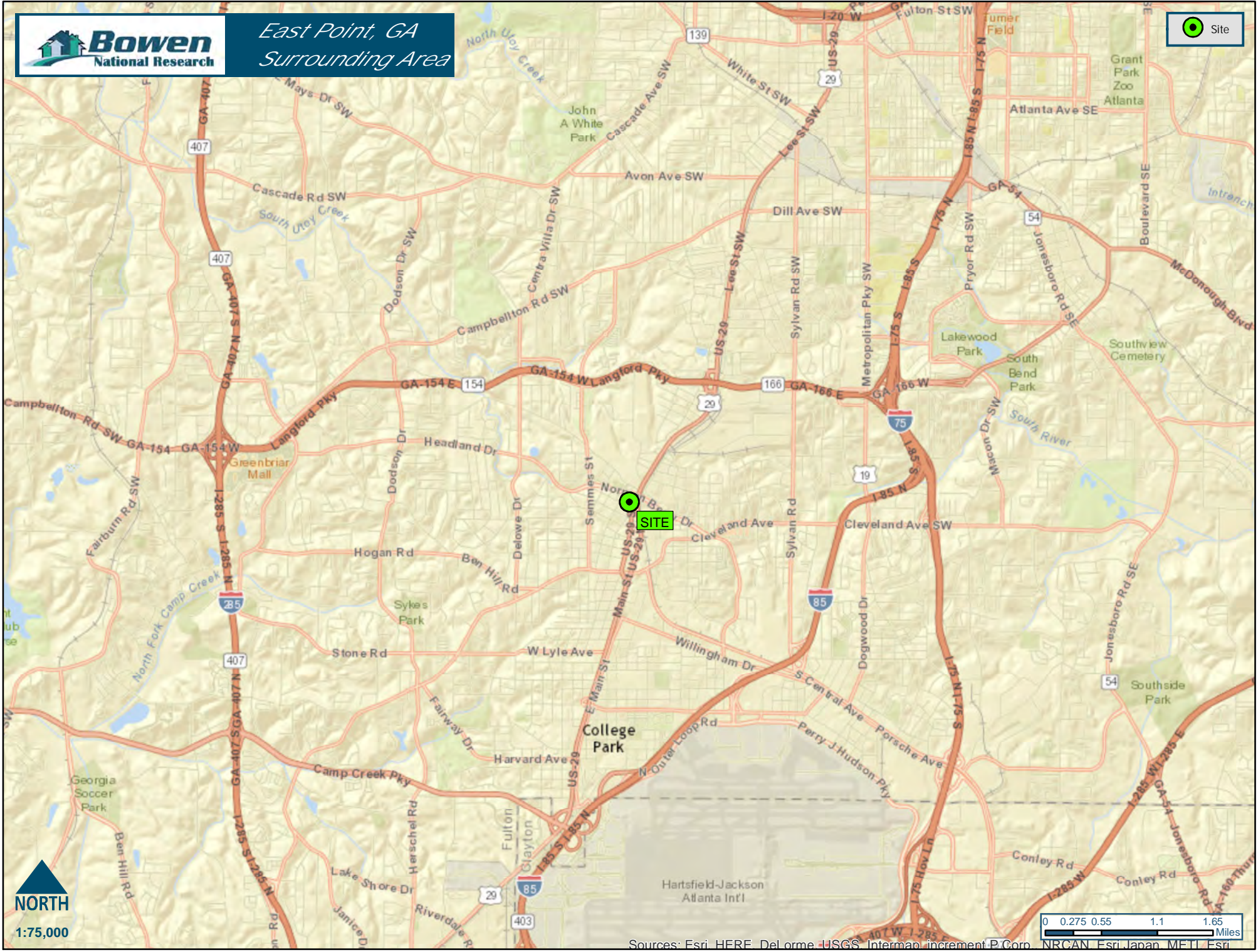
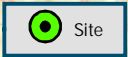
Atlanta-Sandy Springs-Marietta, GA HUD Metro FMR Area (2014)

A state map, area map and map illustrating the site neighborhood are on the following pages.





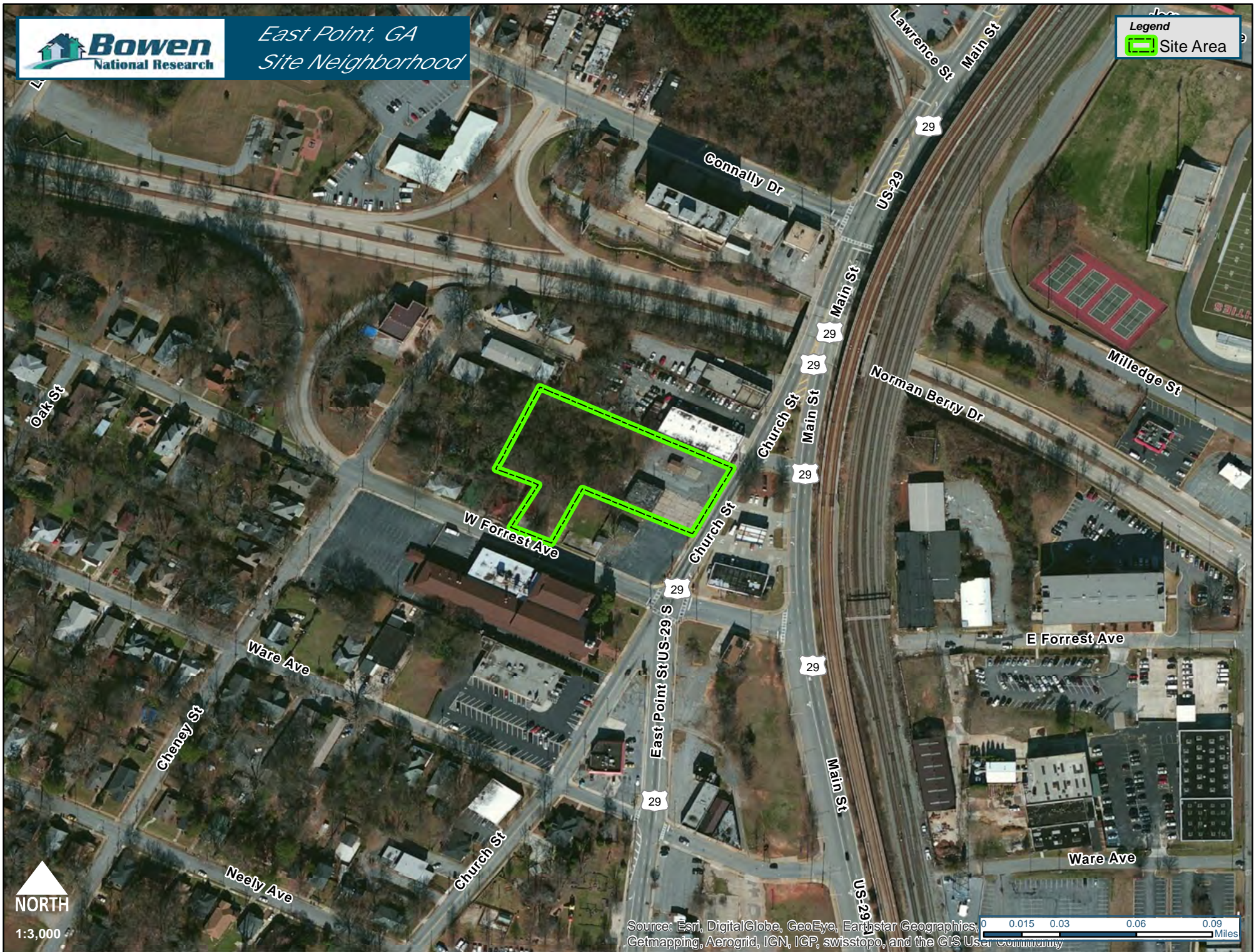
East Point, GA
Surrounding Area



NORTH
1:75,000



Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P, Corp, NRCAN, Esri, Japan, METI, Esri



SECTION C – SITE DESCRIPTION AND EVALUATION

1. LOCATION

The subject site is an assemblage of three contiguous parcels located at 2627 Church Street, northwest of the Church Street and West Forrest Avenue intersection, in East Point, Georgia. The parcels that comprise the subject site are currently improved with two buildings that will be demolished prior to construction of the proposed apartment project. East Point is approximately 7.0 miles southwest of downtown Atlanta, Georgia. Lisa Wood, an employee of Bowen National Research, inspected the site and area apartments during the week of April 13, 2015.

2. SURROUNDING LAND USES

The subject site is positioned in the northern portion of downtown East Point, which is a redeveloping area. Surrounding land uses include civic, religious, commercial and residential buildings. The scope and condition of these buildings varies widely, but is believed to be satisfactory overall. Most notably, a modern commuter train station, library and health center are located within walking distance of the site. In addition, well-established churches and local restaurants are present within the immediate area and contribute to the overall physical condition and appeal of the neighborhood, which is believed to be in an upward trajectory. Residential buildings in the immediate area are primarily comprised of single-family units and two- to four-unit buildings. Adjacent land uses are detailed as follows:

North -

Two commercial buildings are located north of the subject project and are considered to be in good condition. One of the buildings is occupied by AAMCO Transmissions and Total Car Care, while the other includes office and warehouse space and is occupied by unknown tenants. Norman Berry Drive, a divided four-lane moderate- to heavily traveled arterial roadway is located farther to the north. Various commercial and residential buildings are located beyond, but are not visible from the site. Notably, however, Tri-Cities High School and its athletic fields are positioned to the northeast.

East -	Church Street is located directly east of the site and is a major thoroughfare throughout downtown East Point. One-way vehicular traffic is considered light to moderate, depending on the time of day. A Shell gas station and convenience store are located opposite the site across Church Street. The American Deli restaurant is also located in the same building as the convenience store. Main Street, the other major thoroughfare throughout downtown East Point, is located farther to the east. The Metropolitan Atlanta Rapid Transit Authority (MARTA) red and gold commuter rail lines are located beyond. Commercial land uses extend farther east.
South -	West Forrest Avenue is a lightly travelled residential roadway located directly south of a portion of the site. However, there are some low-density commercial and residential buildings positioned between portions of the site and West Forrest Avenue. These buildings are considered to be in poor condition. The East Point First-Mallaliue United Methodist Church is located on the south side of West Forrest Avenue and is considered to be in good condition. Commercial land uses, including Big Nick's Place restaurant and the East Point Dialysis Center are located farther to the south. Downtown East Point is located beyond, and includes a variety of historic and modern buildings generally believed to be in satisfactory condition. There are also numerous community services positioned within the downtown, including emergency responders, numerous restaurants and businesses, the MARTA East Point rail station, parks, the East Point Library, the East Point Neighborhood Health Center and the East Point Farmers Market.
West -	Low-density residential land uses are positioned directly west of the site. These buildings are generally considered to be in satisfactory condition. However, there are some vacant and boarded-up structures. A residential neighborhood primarily comprised of single-family residences considered to be in similar condition extends to the west.

The current neighborhood appeal is considered satisfactory and appears to be increasing. This corridor has received significant rehabilitation in the form of new infrastructure, new civic buildings, and the redevelopment of private buildings. Downtown organizations have introduced streetscape enhancement programs, farmers markets and litter control initiatives. It is believed that the surrounding land uses are appropriate for residential housing and the development of the subject project will continue this trend of neighborhood improvement.

3. VISIBILITY AND ACCESS

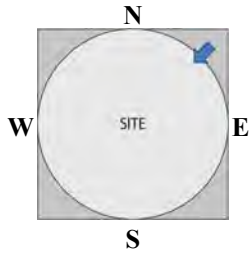
The site plan for the subject project was not available at the time this analysis was prepared. However, due to the layout of the subject parcels, we have assumed access to the site will be derived from both Church Street and West Forrest Avenue. These roadways do not experience prolonged periods of heavy traffic, but the presence of traffic signals in the immediate vicinity will mitigate any delays caused during commuting hours. The subject site has convenient access to Interstates 75 and 85, State Routes 14 and 166, and U.S. Highway 29. The Metropolitan Atlanta Rapid Transit Authority (MARTA) operates numerous bus and rail lines within walking distance of the site. These systems are important for an affordable housing community and provide convenient transportation throughout the Atlanta area. Overall access is considered excellent.

Once built, the subject project will be one of the tallest structures within the immediate vicinity. Its presence near the confluence of Church Street and Main Street, as well as its proximity to MARTA mass transit lines will increase its profile to passersby. Overall visibility is considered excellent.

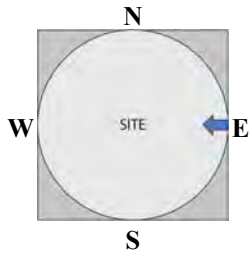
4. SITE PHOTOGRAPHS

Photographs of the subject site are on located on the following pages.

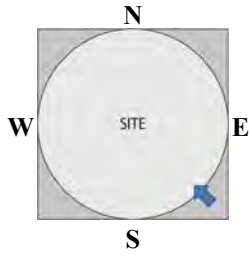
SITE PHOTOGRAPHS



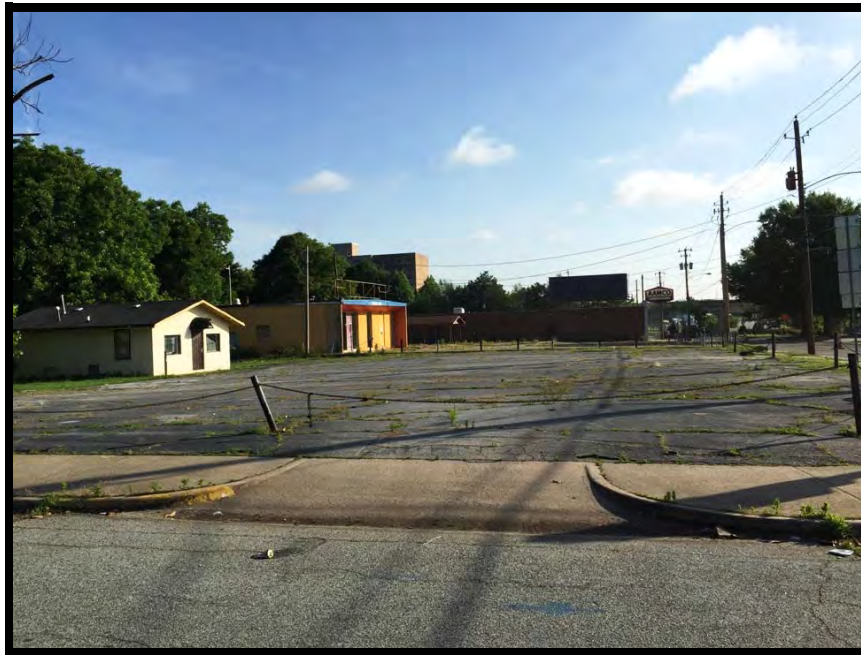
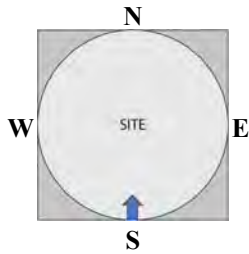
View of site from the northeast



View of site from the east



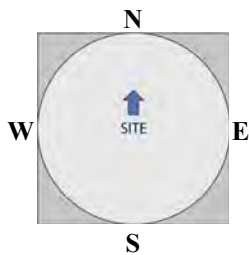
View of site from the southeast



View of site from the south



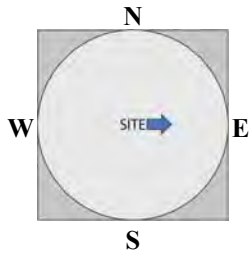
View of site from West Forrest Avenue Entrance



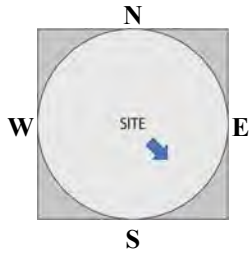
North view from site



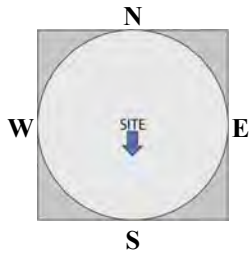
Northeast view from site



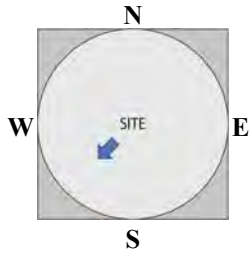
East view from site



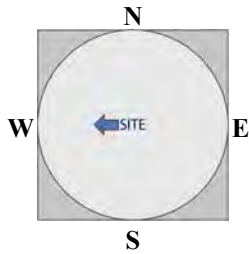
Southeast view from site



South view from site



Southwest view from site



West view from site



Northbound along Church Street



Southbound along Church Street

5. PROXIMITY TO COMMUNITY SERVICES AND INFRASTRUCTURE

The site is served by the community services detailed in the following table:

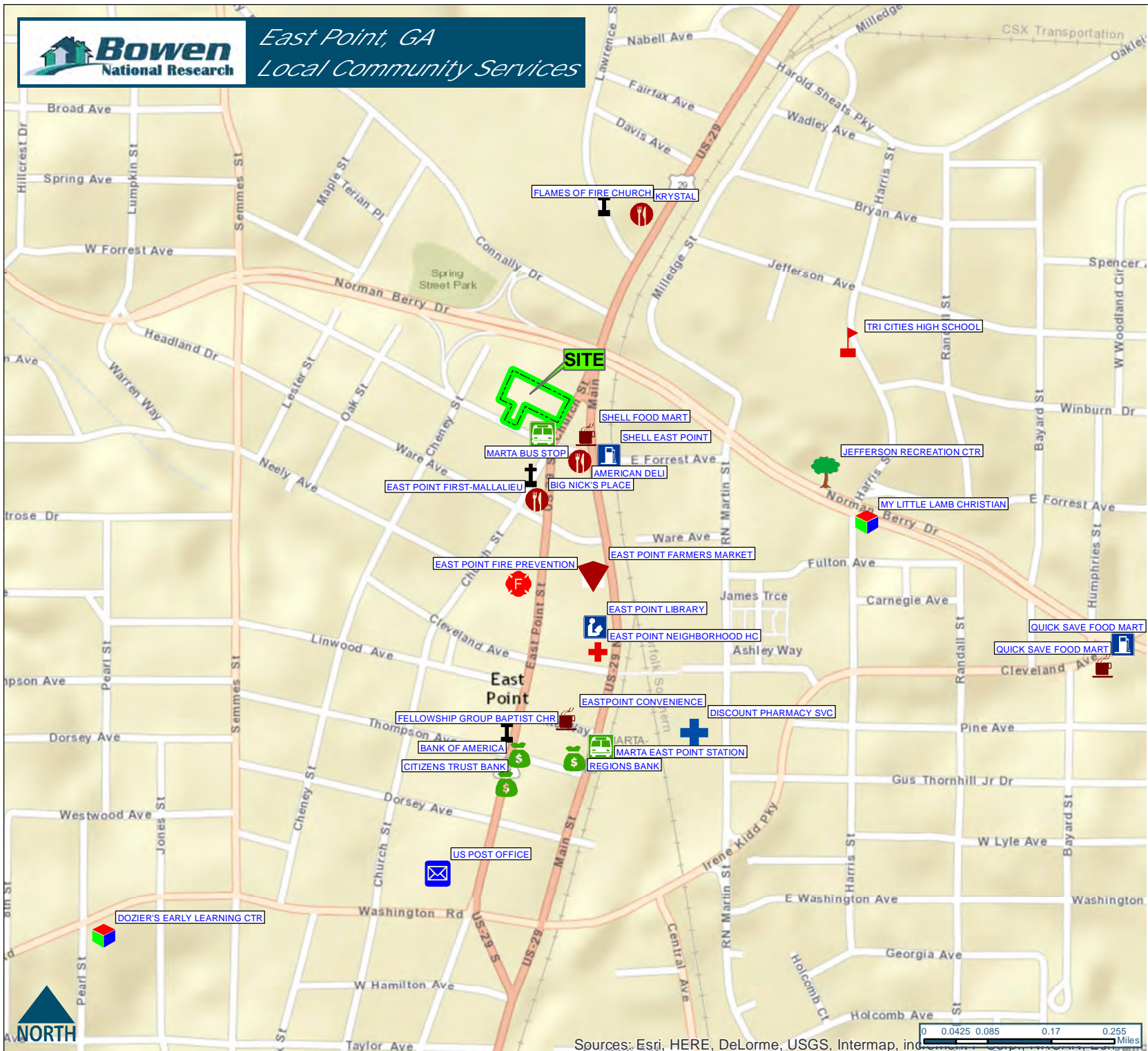
Community Services	Name	Driving Distance From Site (Miles)
Major Highways	U.S. Highway 29 Interstate 85	Adjacent East 2.1 East
Public Transportation	MARTA-Bus Route 93 MARTA-East Point Rail Station	Adjacent South 0.4 South
Major Employers/ Employment Centers	PPG Industries Atlanta Medical Center Hartfield-Jackson International Airport	0.9 Northeast 1.3 East 3.3 South
Convenience Store	Shell Food Mart East Point Convenience	0.1 East 0.4 South
Grocery	East Point Farmers Market Walmart Supercenter	0.2 Southeast 1.9 East
Discount Department Store	Citi Trends Maxway Walmart Supercenter	1.1 South 1.1 South 1.9 East
Shopping Center/Mall	Downtown East Point Greenbriar Mall	0.4 South 3.3 West
Schools: Elementary Middle/Junior High High	Hamilton E. Holmes Elementary School Paul D. West Middle School Tri-Cities High School	2.0 Northwest 1.9 West 0.9 Northeast
Hospital/Medical Center	East Point Dialysis Center East Point Neighborhood Health Center Atlanta Medical Center-South Campus	0.1 South 0.2 Southeast 1.3 East
Police	East Point Police Department	0.2 South
Fire	East Point Fire Station #1	0.2 South
Post Office	U.S. Post Office	0.6 South
Bank	Regions Bank Bank of America Citizens Trust Bank	0.4 South 0.4 South 0.4 South
Library	East Point Public Library	0.2 Southeast
Recreational Facilities	Jefferson Recreation Center	0.7 East
Gas Station	Shell East Point Valero Gas	0.1 East 1.2 East
Pharmacy	CVS Pharmacy Pyramid Discount Pharmacy	0.6 South 1.3 East
Restaurant	American Deli Big Nick's Place Krystal	0.1 East 0.1 South 0.2 North
Day Care	Discovery Montessori Academy My Little Lamb	0.5 Southeast 0.7 East
Park	John D. Milner Athletic Complex	1.2 Southeast
Church	East Point First-Mallalieu United Methodist Church Holy Trinity Church	0.1 South 0.8 East

The subject site is located in the northern portion of downtown East Point and many community services are available within 0.5 miles of the site. A public library, health center, churches, retailers and restaurants are all easily accessible. Those services that are not within walking distance are made easily accessible by the proximity of public transportation, including commuter rail lines.

















Emergency response services such as the East Point Police Department and East Point Fire Station #1 are located within 0.2 miles of the site. Basic health care services can be accessed at the East Point Neighborhood Health, while acute healthcare is provided at the Atlanta Medical Center – South Campus.

Metropolitan Atlanta Rapid Transit Authority (MARTA), a public bus stop, is located adjacent to the site neighborhood and Atlanta's Rapid Transit Authority Rail System is approximately 1.0 mile west of the site neighborhood and offers light-rail transportation originating on the Red and Gold Lines extending south to the airport, north into downtown Atlanta and areas beyond. Additionally, the Blue and Green Lines offer service running east and west.

Maps illustrating the location of community services are on the following pages.

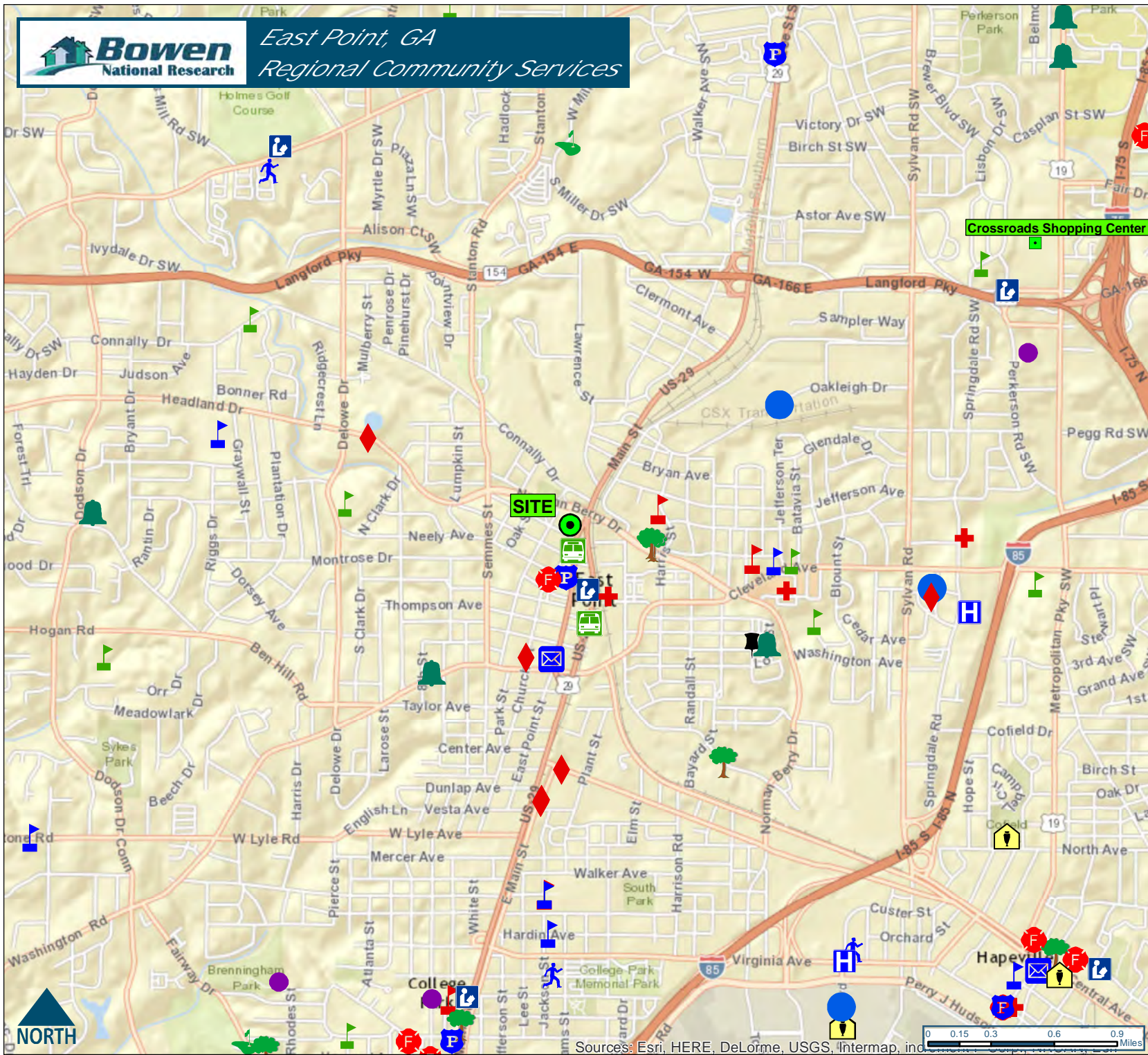


Legend

-  Site Area
-  bank
-  child care
-  church
-  convenience store
-  fire
-  gas
-  grocery
-  high school
-  library
-  medical center
-  park
-  pharmacy
-  post office
-  restaurant
-  transit



East Point, GA
Regional Community Services



Legend

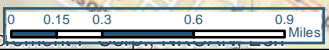
- Site
- elementary school
- fire
- fitness center
- golf
- high school
- hospital
- library
- medical center
- middle school
- museum
- park
- police
- post office
- recreation center
- shopping
- stadium_arena
- transit
- university
- employers_1000_5000

Shopping Center
Gross Leasable Area

- < 500,000 sq. ft.
- < 1,000,000 sq. ft.
- < 3,200,000 sq. ft.



Sources: Esri, HERE, DeLorme, USGS, Intermap, inc



1:40,000

6. CRIME ISSUES

The primary source for Crime Risk data is the FBI Uniform Crime Report (UCR). The FBI collects data from each of roughly 16,000 separate law enforcement jurisdictions across the country and compiles this data into the UCR. The most recent update showed an overall coverage rate of 95% of all jurisdictions nationwide with a coverage rate of 97% of all jurisdictions in metropolitan areas.

Applied Geographic Solutions uses the UCR at the jurisdictional level to model each of the seven crime types at other levels of geography. Risk indexes are standardized based on the national average. A Risk Index value of 100 for a particular risk indicates that, for the area, the relative probability of the risk is consistent with the average probability of that risk across the United States.

It should be noted that aggregate indexes for total crime, personal crime and property crime are not weighted, and murder is no more significant statistically in these indexes than petty theft. Thus, caution should be exercised when using them.

Total crime risk for the Site PMA is 345, with an overall personal crime index of 302 and a property crime index of 342. Total crime risk for Fulton County is 314, with indexes for personal and property crime of 314 and 272, respectively.

	Crime Risk Index	
	Site PMA	Fulton County
Total Crime	345	314
Personal Crime	302	314
Murder	383	394
Rape	176	178
Robbery	436	435
Assault	275	312
Property Crime	342	272
Burglary	285	239
Larceny	265	232
Motor Vehicle Theft	473	345

Source: Applied Geographic Solutions

As the preceding illustrates, the crime index reported for the Site PMA (345) is above that reported for Fulton County (314) as a whole and both are well above the national average of 100. It is of note however, that higher than typical crime rates are not unusual for more densely populated urban areas such as the East Point Site PMA. Further, the high occupancy rates reported among most of the rental properties surveyed in the Site PMA indicate that there is likely a low perception of crime within the East Point area. Additionally, the subject project is expected to derive the majority of its support from residents currently residing within the boundaries of the Site PMA and familiar with crime trends within the area. Based on the preceding factors, we do not expect crime to have any adverse impact on the subject's marketability within the East Point market.

A map illustrating crime risk is on the following page.



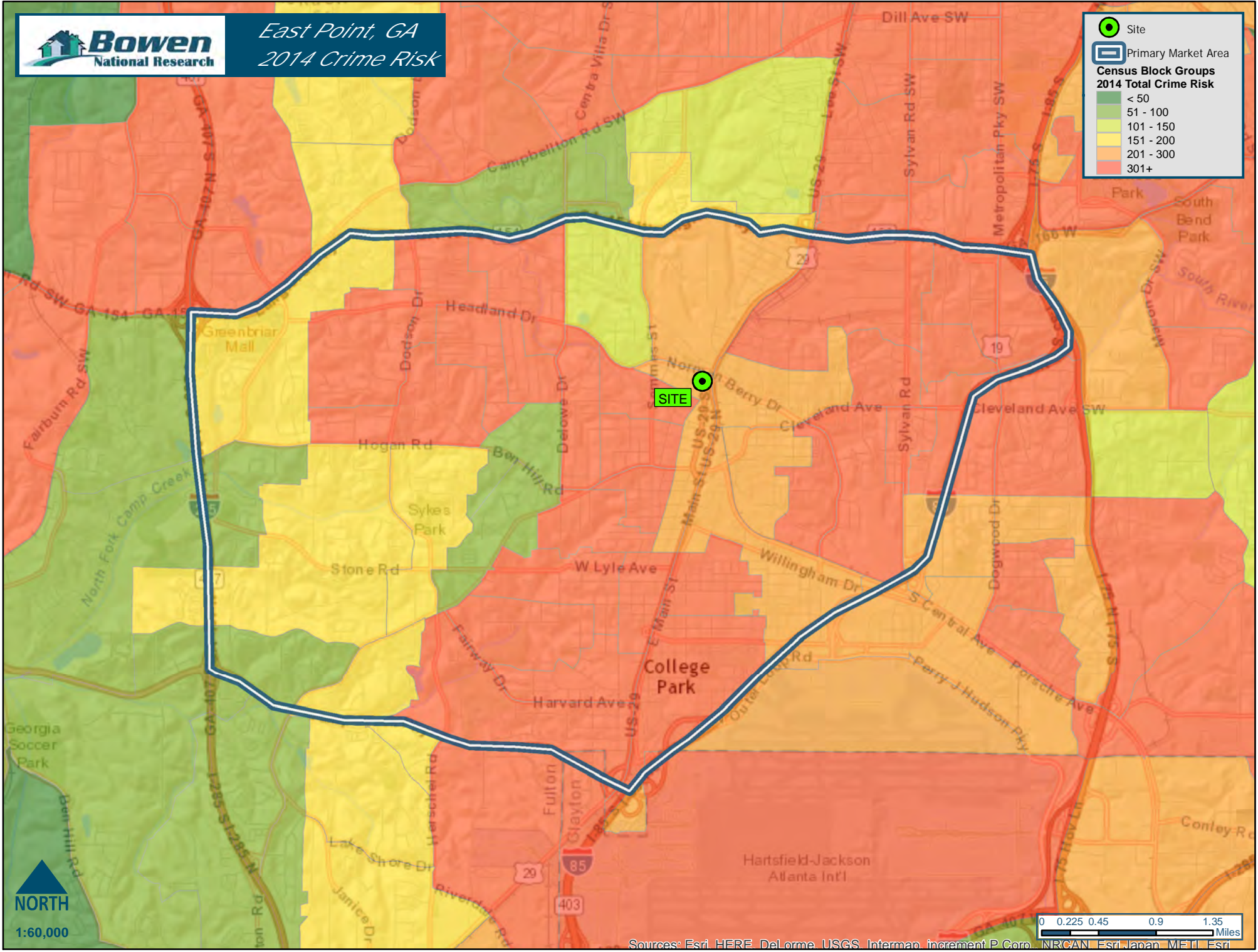
East Point, GA
2014 Crime Risk

● Site

▭ Primary Market Area

Census Block Groups
2014 Total Crime Risk

- < 50
- 51 - 100
- 101 - 150
- 151 - 200
- 201 - 300
- 301+



NORTH
1:60,000

0 0.225 0.45 0.9 1.35 Miles

Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P, Corp., NRCAN, Esri, Japan, METI, Esri

7. OVERALL SITE EVALUATION

The subject site is positioned in the northern portion of downtown East Point, which is a redeveloping area. Surrounding land uses include civic, religious, commercial and residential buildings. The scope and condition of these buildings varies widely, but is believed to be satisfactory overall. Most notably, a modern commuter train station, library and health center are located within walking distance of the site. In addition, well-established churches and local restaurants are present within the immediate area and contribute to the overall physical condition and appeal of the neighborhood, which is believed to be in an upward trajectory. Residential buildings in the immediate area are primarily comprised of single-family units and two- to four-unit buildings. The site is close to shopping, employment, recreation, entertainment and education opportunities, and social services and public safety services are all within 2.0 miles. Overall, we consider the site's location and proximity to community services to have a positive effect on its marketability.

The current neighborhood appeal is considered satisfactory and appears to be increasing. This corridor has received significant rehabilitation in the form of new infrastructure, new civic buildings, and the redevelopment of private buildings. Downtown organizations have introduced streetscape enhancement programs, farmers markets and litter control initiatives. It is believed that the surrounding land uses are appropriate for residential housing and the development of the subject project will continue this trend of neighborhood improvement.

8. MAP OF LOW-INCOME RENTAL HOUSING

A map illustrating the location of low-income rental housing (4% and 9% Tax Credit Properties, Tax Exempt Bond Projects, Rural Development Properties, HUD Section 8 and Public Housing, etc.) identified in the Site PMA is included on the following page.

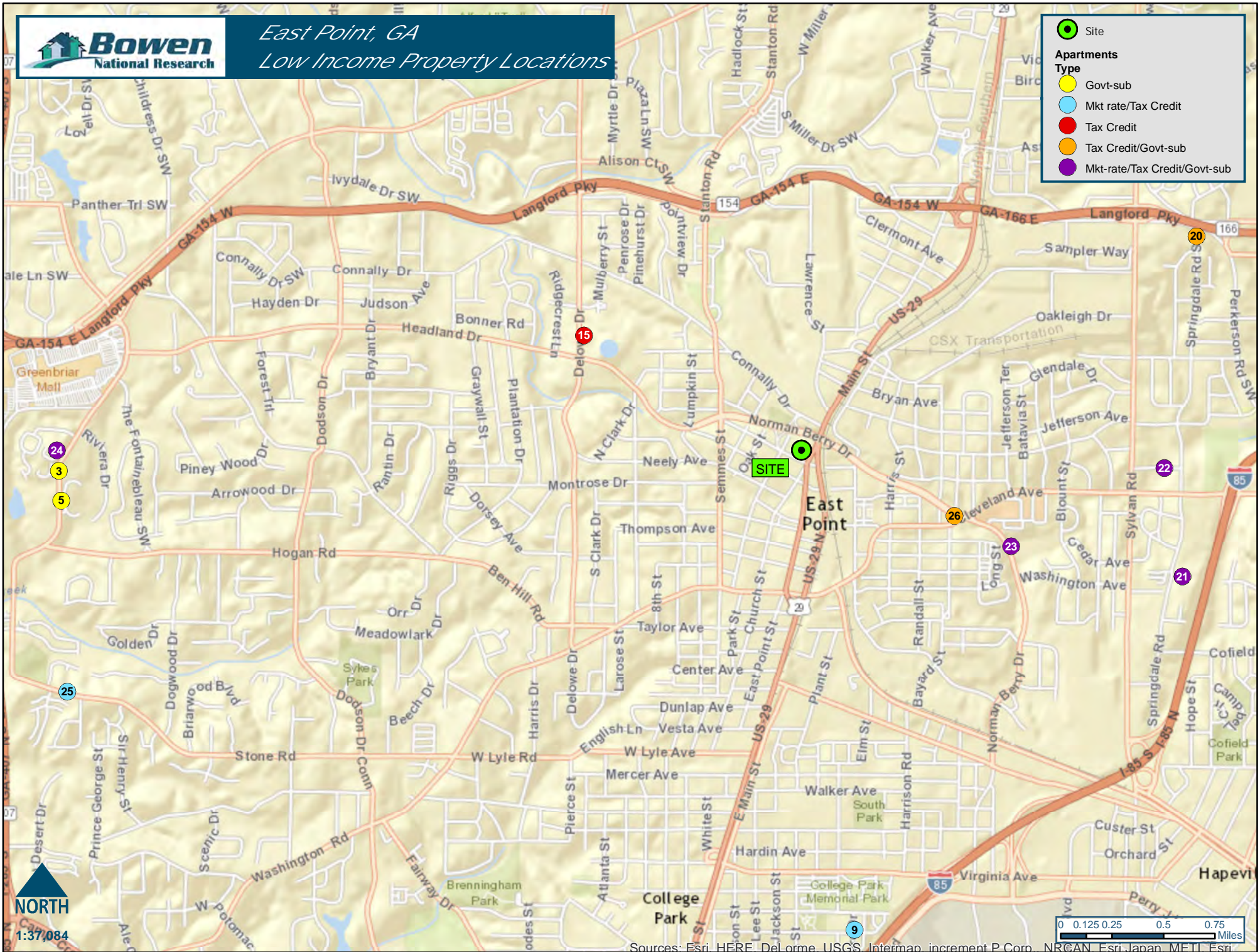


East Point, GA Low Income Property Locations

Site
● Site

Apartments Type

- Govt-sub
- Mkt rate/Tax Credit
- Tax Credit
- Tax Credit/Govt-sub
- Mkt-rate/Tax Credit/Govt-sub



NORTH
1:37,084

0 0.125 0.25 0.5 0.75 Miles

Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

SECTION D – PRIMARY MARKET AREA DELINEATION

The Site Primary Market Area (PMA) is the geographical area from which comparable properties and potential renters are expected to be drawn from. It is also the geographic area expected to generate the most demographic support for the subject development. The East Point Site PMA was determined through interviews with area leasing and real estate agents, government officials, economic development representatives and the personal observations of our analysts. The personal observations of our analysts include physical and/or socioeconomic differences in the market and a demographic analysis of the area households and population.

The East Point Site PMA includes portions of East Point and College Park, as well as some outlying unincorporated areas of Fulton County. The boundaries of the Site PMA include State Route 166 to the north; Interstate 85 to the east; State Route 6 to the south; and Interstate 285 to the west.

Sharon Brown is the Property Manager of Greenbriar Commons, a former general-occupancy Tax Credit (now market-rate) property located in the Site PMA. Ms. Brown stated that the majority of the residents at her property are from the immediate site neighborhood and have lived at the property for ten years or more on average. Ms. Brown agreed with our Site PMA, noting that areas north of State Route 166 typically have sufficient affordable housing options available and would not provide much support to a new affordable rental property in the subject site neighborhood.

Angela Sneed, Property Manager of Delowe Village Apartments, a general-occupancy Tax Credit property located in the Site PMA, stated that approximately 98.0% of her residents are from the East Point and College Park areas. Ms. Sneed further stated that she feels the Site PMA accurately represents the area from which the majority of support for affordable housing options in the East Point area is derived. Ms. Sneed also stated that area residents are not likely to relocate outside the area because of the proximity of family and community services within the immediate area.

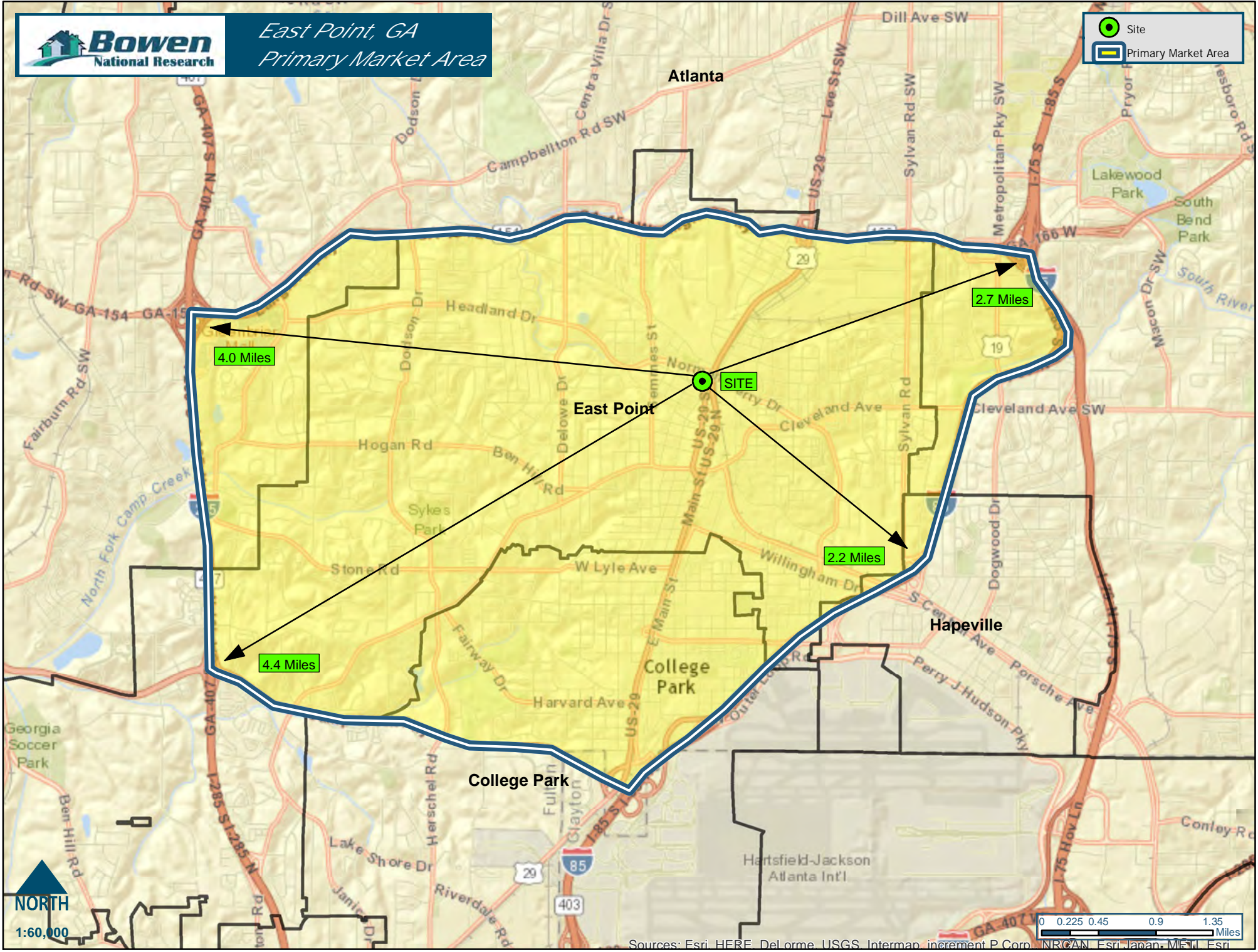
A modest portion of support may originate from some of the outlying smaller communities in the area; we have not, however, considered a secondary market area in this report.

A map delineating the boundaries of the Site PMA is included on the following page.



*East Point, GA
Primary Market Area*

- Site
- Primary Market Area



SECTION E – COMMUNITY DEMOGRAPHIC DATA

1. POPULATION TRENDS

The Site PMA population bases for 2000, 2010, 2015 (estimated) and 2017 (projected) are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2015 (Estimated)	2017 (Projected)
Population	44,585	37,207	37,771	38,244
Population Change	-	-7,378	564	472
Percent Change	-	-16.5%	1.5%	1.3%

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The East Point Site PMA population base declined by 7,378 between 2000 and 2010. This represents a 16.5% decline over the 2000 population, or an annual rate of 1.8%. Between 2010 and 2015, the population increased by 564, or 1.5%. It is projected that the population will increase by 472, or 1.3%, between 2015 and 2017.

The Site PMA population bases by age are summarized as follows:

Population by Age	2010 (Census)		2015 (Estimated)		2017 (Projected)		Change 2015-2017	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
19 & Under	10,000	26.9%	9,796	25.9%	9,825	25.7%	29	0.3%
20 to 24	2,584	6.9%	2,870	7.6%	2,895	7.6%	25	0.9%
25 to 34	5,355	14.4%	5,087	13.5%	5,180	13.5%	93	1.8%
35 to 44	5,055	13.6%	4,907	13.0%	4,828	12.6%	-80	-1.6%
45 to 54	5,307	14.3%	4,964	13.1%	4,905	12.8%	-59	-1.2%
55 to 64	4,611	12.4%	4,938	13.1%	4,969	13.0%	30	0.6%
65 to 74	2,550	6.9%	3,200	8.5%	3,437	9.0%	238	7.4%
75 & Over	1,745	4.7%	2,009	5.3%	2,205	5.8%	196	9.8%
Total	37,207	100.0%	37,771	100.0%	38,244	100.0%	472	1.3%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

As the preceding table illustrates, nearly 53% of the population is expected to be between 25 and 64 years old in 2015. This age group is the primary group of potential renters for the subject site and will likely represent a significant number of the tenants.

2. HOUSEHOLD TRENDS

Household trends within the East Point Site PMA are summarized as follows:

	Year			
	2000 (Census)	2010 (Census)	2015 (Estimated)	2017 (Projected)
Households	16,888	15,198	15,536	15,785
Household Change	-	-1,690	338	249
Percent Change	-	-10.0%	2.2%	1.6%
Household Size	2.64	2.45	2.38	2.37

Source: 2000, 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Within the East Point Site PMA, households declined by 1,690 (10.0%) between 2000 and 2010. Between 2010 and 2015, households increased by 338 or 2.2%. By 2017, there will be 15,785 households, an increase of 249 households, or 1.6% over 2015 levels. This is an increase of approximately 125 households annually over the next two years, which is considered good household growth and will likely increase demand for housing within the Site PMA.

The Site PMA household bases by age are summarized as follows:

Households by Age	2010 (Census)		2015 (Estimated)		2017 (Projected)		Change 2015-2017	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
Under 25	640	4.2%	583	3.8%	574	3.6%	-10	-1.6%
25 to 34	2,599	17.1%	2,310	14.9%	2,350	14.9%	40	1.7%
35 to 44	2,900	19.1%	2,755	17.7%	2,692	17.1%	-62	-2.3%
45 to 54	3,183	20.9%	2,946	19.0%	2,901	18.4%	-44	-1.5%
55 to 64	2,905	19.1%	3,144	20.2%	3,159	20.0%	16	0.5%
65 to 74	1,757	11.6%	2,288	14.7%	2,451	15.5%	163	7.1%
75 to 84	874	5.8%	1,150	7.4%	1,265	8.0%	116	10.1%
85 & Over	342	2.3%	360	2.3%	392	2.5%	32	8.8%
Total	15,200	100.0%	15,535	100.0%	15,784	100.0%	250	1.6%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

As previously stated, the primary age group of potential renters at the subject project is those between the ages of 25 and 64, an age cohort which is estimated to comprise nearly 72.0% of all households in 2015. Although the total number of households within this primary age group is projected to decline between 2015 and 2017, this age cohort is still projected to comprise more than 70.0% of all households in 2017.

Households by tenure are distributed as follows:

Tenure	2010 (Census)		2015 (Estimated)		2017 (Projected)	
	Number	Percent	Number	Percent	Number	Percent
Owner-Occupied	6,655	43.8%	6,245	40.2%	6,338	40.2%
Renter-Occupied	8,543	56.2%	9,290	59.8%	9,447	59.8%
Total	15,198	100.0%	15,536	100.0%	15,785	100.0%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2015, homeowners occupied 40.2% of all occupied housing units, while the remaining 59.8% were occupied by renters. The share of renters is high and represents a good base of potential renter support in the market for the subject development. Also note that the number of renter households is projected to increase by 157, or 1.7%, between 2015 and 2017. This is considered good renter household growth and demonstrates an expanding base of potential renter support for the subject development within the Site PMA.

The household sizes by tenure within the Site PMA, based on the 2015 estimates and 2017 projections, were distributed as follows:

Persons Per Renter Household	2015 (Estimated)		2017 (Projected)		Change 2015-2017	
	Households	Percent	Households	Percent	Households	Percent
1 Person	3,905	42.0%	4,023	42.6%	118	3.0%
2 Persons	2,184	23.5%	2,215	23.4%	31	1.4%
3 Persons	1,312	14.1%	1,325	14.0%	13	1.0%
4 Persons	882	9.5%	884	9.4%	3	0.3%
5 Persons+	1,008	10.8%	999	10.6%	-9	-0.9%
Total	9,290	100.0%	9,447	100.0%	157	1.7%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Persons Per Owner Household	2015 (Estimated)		2017 (Projected)		Change 2015-2017	
	Households	Percent	Households	Percent	Households	Percent
1 Person	2,153	34.5%	2,206	34.8%	53	2.5%
2 Persons	2,077	33.3%	2,105	33.2%	27	1.3%
3 Persons	1,000	16.0%	1,012	16.0%	12	1.2%
4 Persons	533	8.5%	535	8.4%	3	0.5%
5 Persons+	482	7.7%	479	7.6%	-3	-0.6%
Total	6,245	100.0%	6,338	100.0%	92	1.5%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

The one- through three-bedroom units proposed at the subject project are expected to house up to five-person households. As such, the subject development will be able to accommodate most renter households in the market, based on household size.

3. INCOME TRENDS

The distribution of households by income within the East Point Site PMA is summarized as follows:

Household Income	2010 (Census)		2015 (Estimated)		2017 (Projected)	
	Households	Percent	Households	Percent	Households	Percent
Less Than \$10,000	2,002	13.2%	2,572	16.6%	2,673	16.9%
\$10,000 to \$19,999	2,230	14.7%	2,710	17.4%	2,784	17.6%
\$20,000 to \$29,999	2,222	14.6%	2,565	16.5%	2,632	16.7%
\$30,000 to \$39,999	1,989	13.1%	1,969	12.7%	2,003	12.7%
\$40,000 to \$49,999	1,376	9.1%	1,201	7.7%	1,216	7.7%
\$50,000 to \$59,999	1,178	7.7%	1,099	7.1%	1,099	7.0%
\$60,000 to \$74,999	1,418	9.3%	1,262	8.1%	1,262	8.0%
\$75,000 to \$99,999	1,412	9.3%	1,186	7.6%	1,177	7.5%
\$100,000 to \$124,999	651	4.3%	469	3.0%	454	2.9%
\$125,000 to \$149,999	259	1.7%	160	1.0%	155	1.0%
\$150,000 to \$199,999	203	1.3%	164	1.1%	157	1.0%
\$200,000 & Over	257	1.7%	177	1.1%	173	1.1%
Total	15,198	100.0%	15,536	100.0%	15,785	100.0%
Median Income	\$35,752		\$29,688		\$29,256	

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

In 2010, the median household income was \$35,752. This declined by 17.0% to \$29,688 in 2015. By 2017, it is projected that the median household income will be \$29,256, a decline of 1.5% over 2015. This trend is greatly influenced by the increase in lower income households (making less than \$40,000). This is likely attributed to the large base of seniors that are reaching retirement age. Such households' incomes are declining as they retire, thereby lowering the area's median household income levels.

The following tables illustrate renter household income by household size for 2010, 2015 and 2017 for the East Point Site PMA:

Renter Households	2010 (Census)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	703	260	315	86	106	1,470
\$10,000 to \$19,999	776	351	240	127	128	1,624
\$20,000 to \$29,999	650	319	163	158	179	1,469
\$30,000 to \$39,999	468	304	134	133	101	1,140
\$40,000 to \$49,999	248	177	80	33	133	673
\$50,000 to \$59,999	172	131	51	130	66	550
\$60,000 to \$74,999	184	192	81	44	127	629
\$75,000 to \$99,999	110	213	74	99	59	554
\$100,000 to \$124,999	57	35	40	11	38	181
\$125,000 to \$149,999	37	9	14	10	24	93
\$150,000 to \$199,999	32	11	14	8	25	89
\$200,000 & Over	25	8	21	5	13	72
Total	3,463	2,010	1,226	845	999	8,543

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Households	2015 (Estimated)					
	1-Person	2-Person	3-Person	4-Person	5-Person+	Total
Less Than \$10,000	1,037	331	396	89	129	1,981
\$10,000 to \$19,999	1,016	464	291	143	151	2,064
\$20,000 to \$29,999	746	366	214	181	212	1,718
\$30,000 to \$39,999	442	334	113	145	72	1,105
\$40,000 to \$49,999	213	175	70	21	152	631
\$50,000 to \$59,999	142	141	51	130	56	520
\$60,000 to \$74,999	165	150	69	43	122	549
\$75,000 to \$99,999	80	172	56	98	51	457
\$100,000 to \$124,999	23	31	19	12	27	112
\$125,000 to \$149,999	15	6	9	8	10	49
\$150,000 to \$199,999	15	8	11	5	15	54
\$200,000 & Over	13	6	13	6	11	49
Total	3,905	2,184	1,312	882	1,008	9,290

Source: Ribbon Demographics; ESRI; Urban Decision Group

Renter Households	2017 (Projected)					Total
	1-Person	2-Person	3-Person	4-Person	5-Person+	
Less Than \$10,000	1,096	339	405	88	132	2,059
\$10,000 to \$19,999	1,044	474	296	147	148	2,109
\$20,000 to \$29,999	764	368	221	185	215	1,752
\$30,000 to \$39,999	446	338	115	147	70	1,116
\$40,000 to \$49,999	216	181	68	21	155	641
\$50,000 to \$59,999	142	143	49	129	54	516
\$60,000 to \$74,999	166	153	65	42	121	545
\$75,000 to \$99,999	79	172	55	100	46	450
\$100,000 to \$124,999	27	28	19	9	26	109
\$125,000 to \$149,999	15	6	9	7	10	48
\$150,000 to \$199,999	14	8	10	5	13	50
\$200,000 & Over	14	6	14	5	11	51
Total	4,023	2,215	1,325	884	999	9,447

Source: Ribbon Demographics; ESRI; Urban Decision Group

Data from the preceding tables is used in our demand estimates.

Demographic Summary

Demographic trends within the East Point Site PMA are projected to be positive between 2015 and 2017, as the total population will increase by 472 (1.3%) and households will increase by 249 (1.6%) during this time period. Further, the East Point market is primarily comprised of renter households, as approximately 60.0% of all households in the Site PMA are estimated to be renters in 2015 and nearly 9,500 renter households are projected for the market in 2017. Additionally, it is projected that nearly 75.0% of all renter households will earn below \$40,000 in 2017, which is conducive to affordable rental housing. Overall, a deep and expanding base of renter support will continue to exist within the East Point Site PMA between 2015 and 2017.

SECTION F – ECONOMIC TRENDS

1. LABOR FORCE PROFILE

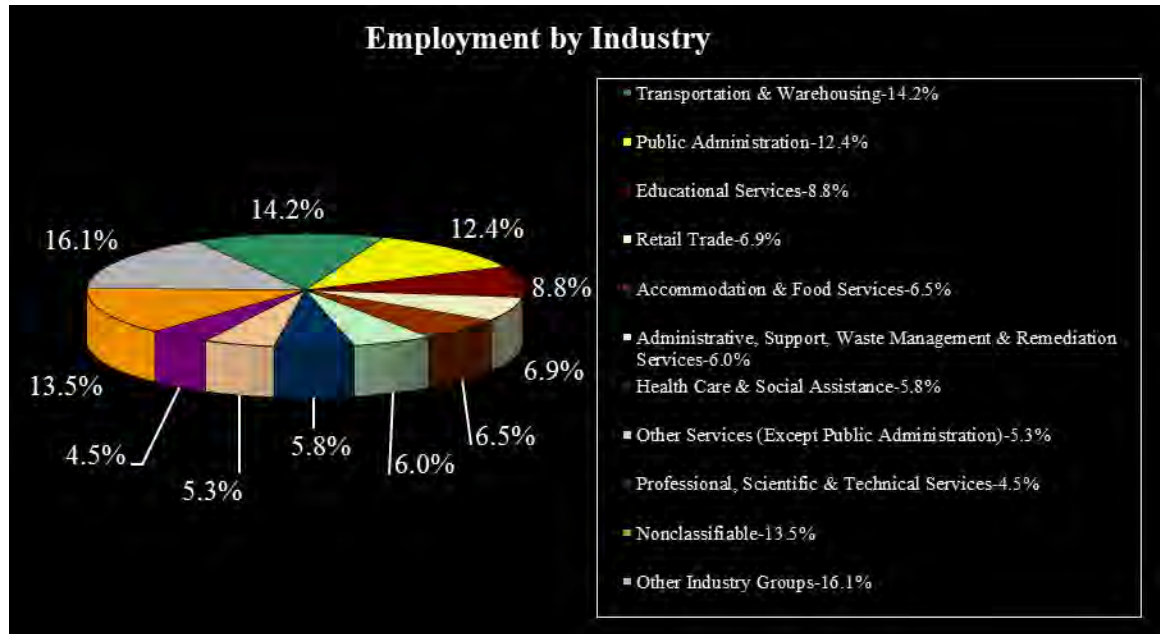
The labor force within the East Point Site PMA is based primarily in two sectors. Transportation & Warehousing (which comprises 14.2%) and Public Administration comprise nearly 27% of the Site PMA labor force. Non-classifiable jobs comprised over 14% of the labor force. Employment in the East Point Site PMA, as of 2015, was distributed as follows:

NAICS Group	Establishments	Percent	Employees	Percent	E.P.E.
Agriculture, Forestry, Fishing & Hunting	3	0.1%	29	0.1%	9.7
Mining	0	0.0%	0	0.0%	0.0
Utilities	2	0.1%	1	0.0%	0.5
Construction	139	4.7%	770	2.9%	5.5
Manufacturing	68	2.3%	789	3.0%	11.6
Wholesale Trade	100	3.4%	707	2.7%	7.1
Retail Trade	342	11.5%	1,819	6.9%	5.3
Transportation & Warehousing	142	4.8%	3,736	14.2%	26.3
Information	75	2.5%	331	1.3%	4.4
Finance & Insurance	118	4.0%	438	1.7%	3.7
Real Estate & Rental & Leasing	127	4.3%	642	2.4%	5.1
Professional, Scientific & Technical Services	334	11.2%	1,187	4.5%	3.6
Management of Companies & Enterprises	12	0.4%	40	0.2%	3.3
Administrative, Support, Waste Management & Remediation Services	481	16.1%	1,584	6.0%	3.3
Educational Services	103	3.5%	2,323	8.8%	22.6
Health Care & Social Assistance	237	8.0%	1,543	5.8%	6.5
Arts, Entertainment & Recreation	61	2.0%	501	1.9%	8.2
Accommodation & Food Services	168	5.6%	1,712	6.5%	10.2
Other Services (Except Public Administration)	410	13.8%	1,388	5.3%	3.4
Public Administration	49	1.6%	3,277	12.4%	66.9
Nonclassifiable	9	0.3%	3,572	13.5%	396.9
Total	2,980	100.0%	26,389	100.0%	8.9

*Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

E.P.E. - Average Employees Per Establishment

Note: Since this survey is conducted of establishments and not of residents, some employees may not live within the Site PMA. These employees, however, are included in our labor force calculations because their places of employment are located within the Site PMA.



Typical wages by job category for the Atlanta-Sandy Springs-Marietta Metropolitan Statistical Area (MSA) are compared with those of Georgia in the following table:

Typical Wage by Occupation Type		
Occupation Type	Atlanta-Sandy Springs-Marietta MSA	Georgia
Management Occupations	\$117,160	\$108,550
Business and Financial Occupations	\$73,840	\$70,950
Computer and Mathematical Occupations	\$83,270	\$80,740
Architecture and Engineering Occupations	\$78,530	\$76,020
Community and Social Service Occupations	\$46,020	\$42,850
Art, Design, Entertainment and Sports Medicine Occupations	\$52,700	\$50,400
Healthcare Practitioners and Technical Occupations	\$77,630	\$72,600
Healthcare Support Occupations	\$28,340	\$26,850
Protective Service Occupations	\$34,700	\$33,830
Food Preparation and Serving Related Occupations	\$20,320	\$19,890
Building and Grounds Cleaning and Maintenance Occupations	\$25,180	\$23,870
Personal Care and Service Occupations	\$24,210	\$23,420
Sales and Related Occupations	\$41,610	\$37,010
Office and Administrative Support Occupations	\$35,750	\$33,860
Construction and Extraction Occupations	\$40,010	\$38,210
Installation, Maintenance and Repair Occupations	\$44,690	\$42,770
Production Occupations	\$32,450	\$32,080
Transportation and Moving Occupations	\$37,090	\$34,510

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

Most annual blue-collar salaries range from \$20,320 to \$52,700 within the Atlanta-Sandy Springs-Marietta Metropolitan Statistical Area (MSA). White-collar jobs, such as those related to professional positions, management and medicine, have an average salary of \$86,086. It is important to note that most occupational types within the Atlanta-Sandy Springs-Marietta MSA have higher typical wages than the State of Georgia's typical wages. Regardless, since the subject project will offer both income-restricted LIHTC units and unrestricted market-rate units, the area employment base appears to have a significant number of income-appropriate occupations from which the proposed subject project will be able to draw renter support.

2. MAJOR EMPLOYERS

The ten largest employers within the East Point area comprise a total of 2,856 employees. These employers are summarized as follows:

Employer Name	Business Type	Total Employed
Tenet South Fulton Medical Center/ Atlanta Medical Center	Health Care	600
Newell Recycling Southeast	Recycling Services	600
City of East Point	City Government	523
Dick's Sporting Goods Manufacturing & Distribution Center	Retail Sporting Goods	248
Federal Aviation Administration	Federal Government	200
Lowe's	Retail (Home Improvement)	155
Worldpay US	Payment Processer	150
CEVA Logistics	Logistics	142
Crowne Plaza Hotel – Atlanta Airport	Hospitality	133
Bonterra Nursing Center	Health Care	105
	Total	2,856

Source: East Point, GA website (April 2015)

According to a representative with East Point Economic Development, the East Point economy is growing and improving. This representative further stated that the East Point economy is also impacted by economic trends within the Atlanta metro area, due to East Point's proximity to downtown Atlanta. Recent economic development activity within the area according to this representative is summarized as follows.

- A \$35 million 200,000 square foot shopping center anchored by a Walmart Supercenter is planned for East Point along Cleveland Avenue near Interstate 85. The Walmart Supercenter opened in the fall of 2014 and comprises approximately 150,000 square feet of this shopping center, while the remaining space will consist of various retail shops and restaurant space. It is anticipated that the creation of this shopping center will create up to 350 full time jobs. Notably, this project is East Point's first major retail development in approximately ten years and is expected to assist in the revitalization of the Cleveland Avenue corridor.
- In November 2014, Salesforce announced plans to lease more than 50,000 square-feet in Buckhead Office Tower in Atlanta, Georgia. Salesforce employs more than 250 people on the two floors that are now occupied by the company, though this expansion is expected to add more than 300 new jobs. These newly created jobs are expected to attract potential employees from throughout the Atlanta area, including nearby East Point.
- In March of 2014, Dick's Sporting Goods signed a lease for an expansion at Camp Creek Business Center, a 2.6 million square-foot business park located approximately three miles from Hartsfield-Jackson International Airport in East Point. Dick's Sporting Goods currently occupies the entire distribution building at 3909 North Commerce Drive at Camp Creek Business Center. Following this expansion, Dick's Sporting Goods will occupy a total of 913,800 square feet of space at the business center. This expansion is expected to add additional jobs to the market, though a specific number was unavailable at this time. It was also announced that FedEx will open a new facility sometime in 2015 within the business center, though additional details of this project are unknown at this time.

In addition to the aforementioned economic development activity, the table below summarizes new businesses in the Atlanta metro area in 2014 which have likely impacted the overall economy within the Greater Atlanta area, including East Point. Note, only businesses which created 100 or more jobs have been included in the following table.

New Businesses in 2014			
Company	Business Type	Location	Jobs
Credorax	Payment Processing	City of Atlanta	100
mBlox	Mobile Software Developer	North Fulton	100
Comcast	Digital Media & Communications	Metro Atlanta	1,000
Fiserv	Financial Services Technology	North Fulton	500
Colibrum Direct	Health Plan Sales and Support	North Fulton	500
Verizon Wireless	Mobile Telecommunications	North Fulton	435
Verizon Telematics	Automotive Connected Services	City of Atlanta	250
Kimberly-Clark Health Care (Halyard Health)	Medical Products Manufacturing	North Fulton	150
Sales Fusion	Marketing Automation Software	City of Atlanta	100
Keurig Green Mountain, Inc.	Coffee Manufacturer	Douglas County	550
Colibrum Direct	Health Plan Software	North Fulton	500
Beaulieu International Group	Floor Coverings	Cartersville	350
Castellini Company	Fresh Produce	Clayton County	300
Worldpay US	Payment Processor	Cobb County	595
Atlanta Center for Medical Research	Medical Research	City of Atlanta	300
Star2Star	Telecommunications	City of Atlanta	200
Cricket Wireless	Telecommunications	City of Atlanta	500
WIPRO III	IT Service	City of Atlanta	564
Marketo	Software	City of Atlanta	200
United Arab Shipping	Global Shipping	City of Atlanta	160

Source: Metro Atlanta Chamber of Commerce, July 2014

While these announcements likely represent only a portion of the economic expansions expected for the region, they provide clear indications as to the interest in investment and job expansions for the area. Such investment and job expansions will add to the continued growth expected for the area for the foreseeable future.

WARN (layoff notices):

According to the Georgia Department of Labor website, there have been 11 WARN notices of large-scale layoffs/closures reported for Atlanta/Fulton County in 2014 and 2015. Following is a table summarizing these notices.

WARN Notices			
Company	Location	Jobs	Notice Date
Generation Mortgage Company	Atlanta	64	1/15/2015
Bank of America	Atlanta	51	11/18/2014
Anthem Education	Atlanta	47	9/15/2014
Fulton County Housing and Human Services	Atlanta	27	8/29/2014
RCO Legal, P.S.	Atlanta	133	7/14/2014
Sodexo	Atlanta	86	7/8/2014
WIPRO	Atlanta	93	6/4/2014
Allstate Insurance Company	Fulton County	52	3/1/2014
Georgia State University	Fulton County	39	2/5/2014
Macy's	Fulton County	600	2/1/2014
STS	Fulton County	328	1/1/2014

As the preceding illustrates, the 11 WARN notices reported for the area impacted approximately 1,520 jobs. Although not included in the WARN notices in the preceding table, it is also of note that Turner Broadcasting, parent of CNN, announced in October of 2014 that they would be cutting its workforce by approximately 10%, or 1,475 employees. The reductions were said to be a part of a broader effort to save money and refocus investment. Regardless, the 2,995 jobs impacted by the aforementioned job cuts at CNN and WARN notices reported for the area comprise less than 1.0% of the total employment base reported for Fulton County through February of 2015. As such, these aforementioned job cuts have likely only had a minimal impact on the overall economy within Fulton County.

3. EMPLOYMENT TRENDS

The following tables were generated from the U.S. Department of Labor, Bureau of Labor Statistics and reflect employment trends of the county in which the site is located.

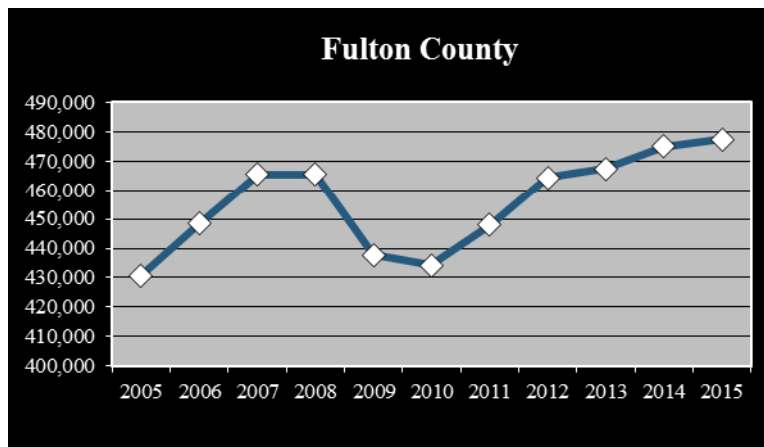
Excluding 2015, the employment base has increased by 9.4% over the past five years in Fulton County, more than the Georgia state increase of 5.1%. Total employment reflects the number of employed persons who live within the county.

The following illustrates the total employment base for Fulton County, Georgia and the United States.

Year	Total Employment					
	Fulton County		Georgia		United States	
	Total Number	Percent Change	Total Number	Percent Change	Total Number	Percent Change
2005	430,634	-	4,341,223	-	142,222,734	-
2006	448,380	4.1%	4,489,128	3.4%	145,000,042	2.0%
2007	465,409	3.8%	4,597,640	2.4%	146,388,400	1.0%
2008	465,380	0.0%	4,575,010	-0.5%	146,047,748	-0.2%
2009	437,746	-5.9%	4,311,854	-5.8%	140,696,560	-3.7%
2010	434,315	-0.8%	4,202,052	-2.5%	140,469,405	-0.2%
2011	447,939	3.1%	4,262,403	1.4%	141,793,976	0.9%
2012	464,310	3.7%	4,344,683	1.9%	143,692,766	1.3%
2013	467,366	0.7%	4,367,926	0.5%	145,141,024	1.0%
2014	474,995	1.6%	4,414,343	1.1%	147,569,657	1.7%
2015*	477,520	0.5%	4,442,765	0.6%	147,852,833	0.2%

Source: Department of Labor; Bureau of Labor Statistics

*Through February

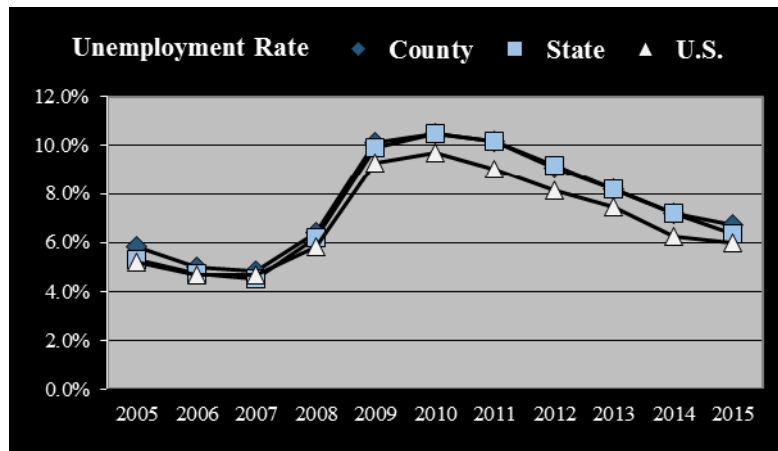


As the preceding illustrates, the Fulton County employment base has steadily increased each year since the end of the national recession in 2010. Specifically, the Fulton County economy has expanded by more than 43,000 jobs since 2010 (through February of 2015). This is an increase of approximately 10.0% during this time period and demonstrates that the economy has fully recovered from the impact of the national recession, in terms of total employment.

Unemployment rates for Fulton County, Georgia and the United States are illustrated as follows:

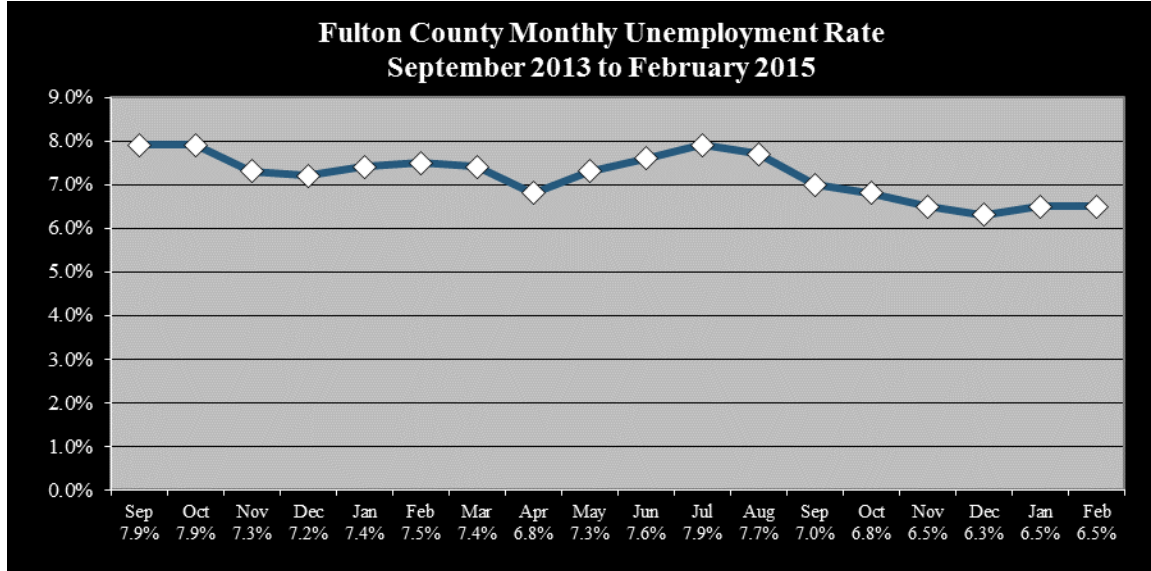
Year	Unemployment Rate		
	Fulton County	Georgia	United States
2005	5.8%	5.3%	5.2%
2006	5.0%	4.7%	4.7%
2007	4.8%	4.5%	4.7%
2008	6.4%	6.2%	5.8%
2009	10.1%	9.9%	9.3%
2010	10.5%	10.5%	9.7%
2011	10.2%	10.2%	9.0%
2012	9.1%	9.2%	8.1%
2013	8.2%	8.2%	7.4%
2014	7.2%	7.2%	6.2%
2015*	6.7%	6.3%	6.0%

Source: Department of Labor, Bureau of Labor Statistics
 *Through February



Similar to employment base trends, the unemployment rate within Fulton County has also steadily improved since the end of the national recession, declining by nearly four full percentage points since 2010 (through February of 2015). These trends are nearly identical to those reported for the state of Georgia during this time period. Note the 6.7% unemployment rate reported through February of 2015 is the lowest reported rate within the county since 2008.

The following table illustrates the monthly unemployment rate in Fulton County for the most recent 18-month period for which data is currently available.



As illustrated in the preceding table, the unemployment rate within Fulton County has generally trended downward over the past 18-month period and has declined by more than one full percentage point since July of 2014. The unemployment rate has remained below 7.0% since September of 2014.

In-place employment reflects the total number of jobs within the county regardless of the employee's county of residence. The following illustrates the total in-place employment base for Fulton County.

In-Place Employment Fulton County			
Year	Employment	Change	Percent Change
2004	727,701	-	-
2005	741,524	13,823	1.9%
2006	774,324	32,800	4.4%
2007	758,950	-15,374	-2.0%
2008	741,081	-17,869	-2.4%
2009	698,951	-42,130	-5.7%
2010	704,342	5,391	0.8%
2011	724,059	19,717	2.8%
2012	721,170	-2,889	-0.4%
2013	745,613	24,443	3.4%
2014*	759,362	13,749	1.8%

Source: Department of Labor, Bureau of Labor Statistics

*Through September

Data for 2013, the most recent year that year-end figures are available, indicates in-place employment in Fulton County to be 159.5% of the total Fulton County employment. This means that Fulton County has more employed persons coming to the county from other counties for work (daytime employment) than those who both live and work there.

4. ECONOMIC FORECAST

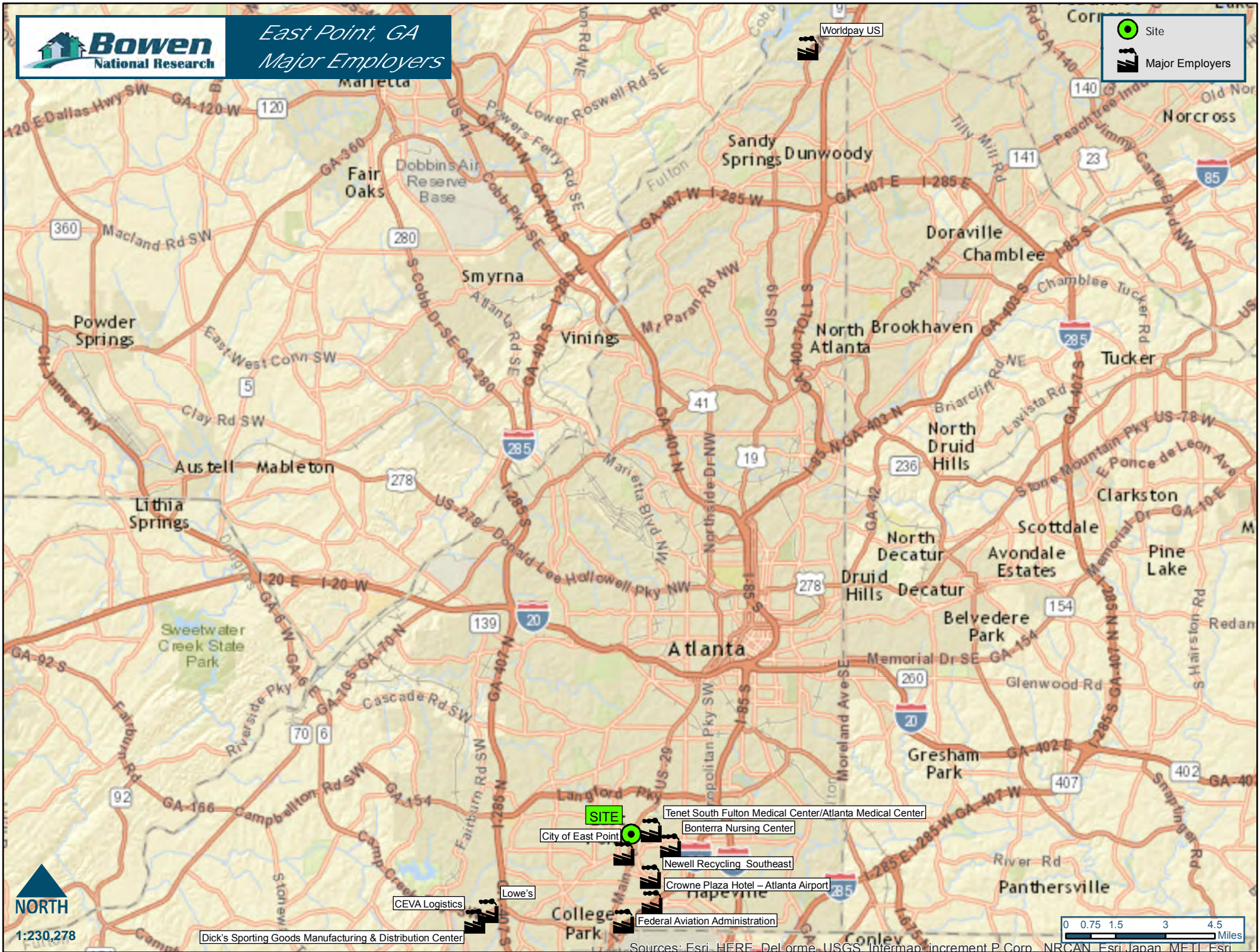
The Fulton County economy was adversely impacted by the national recession, experiencing both a decline in total employment and an increase in the unemployment rate between 2008 and 2010. However, the economy has steadily improved in terms of both total employment and unemployment rates since 2010. Notably, the Fulton County economy has expanded by more than 43,000 jobs (approximately 10.0%) since 2010, while the unemployment rate has declined to a six year low of 6.7% through February of 2015. These trends along with the numerous recent announcements of business expansion and/or creation within the Greater Atlanta area demonstrate the strength and stability of the local economy. Based on the preceding factors, we expect the Fulton County economy will continue to experience positive growth trends for the foreseeable future. Regardless, it is important to note that nearly 75.0% of all renter households in the Site PMA are projected to earn below \$40,000 in 2017, which indicates that demand for affordable rental housing will remain high within the East Point and Fulton County areas, regardless of economic conditions.

A map illustrating notable employment centers is on the following page.



East Point, GA Major Employers

- Site
- Major Employers



- SITE
- Tenet South Fulton Medical Center/Atlanta Medical Center
- Bonterra Nursing Center
- Newell Recycling Southeast
- Crowne Plaza Hotel - Atlanta Airport
- Federal Aviation Administration

CEVA Logistics

Lowe's

Dick's Sporting Goods Manufacturing & Distribution Center

SECTION G – PROJECT-SPECIFIC DEMAND ANALYSIS

1. DETERMINATION OF INCOME ELIGIBILITY

The number of income-eligible households necessary to support the project from the Site PMA is an important consideration in evaluating the proposed project's potential.

Under the Low-Income Housing Tax Credit (LIHTC) program, household eligibility is based on household income not exceeding the targeted percentage of Area Median Household Income (AMHI), depending upon household size.

The subject site is within the Atlanta-Sandy Springs-Marietta, GA HUD Metro FMR Area, which has a median four-person household income of \$64,400 for 2014. The LIHTC units offered at the subject property will be restricted to households with incomes of up to 50% and 60% of AMHI. The following table summarizes the maximum allowable income by household size and targeted AMHI levels.

Household Size	Maximum Allowable Income	
	50%	60%
One-Person	\$22,550	\$27,060
Two-Person	\$25,800	\$30,960
Three-Person	\$29,000	\$34,800
Four-Person	\$32,200	\$38,640
Five-Person	\$34,800	\$41,760

a. Maximum Income Limits

The largest proposed units (three-bedroom) at the subject site are expected to house up to five-person households. As such, the maximum allowable income for the LIHTC units at the subject site is **\$41,760**.

b. Minimum Income Requirements

Leasing industry standards typically require households to have rent-to-income ratios of 27% to 40%. Pursuant to GDCA/GHFA market study guidelines, the maximum rent-to-income ratio permitted for family projects is 35%, while older person (age 55 and older) and elderly (age 62 and older) projects should utilize a 40% rent-to-income ratio.

The proposed LIHTC units will have a lowest gross rent of \$598 (one-bedroom unit at 50% AMHI). Over a 12-month period, the minimum annual household expenditure (rent plus tenant-paid utilities) at the subject site is \$7,176. Applying a 35% rent-to-income ratio to the minimum annual household expenditure yields a minimum annual household income requirement for the Tax Credit units of \$20,503.

c. Income-Appropriate Range

Based on the preceding analyses, the income-appropriate range required to live at the proposed project with units built to serve households at 50% and 60% of AMHI is as follows. Also note that seven (10.4%) of the subject units will be market-rate and operate with no income restrictions. Therefore, we have factored in all renters in the market with incomes above the maximum allowable LIHTC limit of \$41,760 for the subject units when evaluating demand for the subject’s market-rate units. This methodology was utilized considering that all market-rate units within the pipeline, as well as the vacant units at the comparable market-rate properties were factored in our demand analysis and will generate support from renter households earning incomes higher than those required to reside within the proposed LIHTC units.

Unit Type	Income Range	
	Minimum	Maximum
Tax Credit (Limited To 50% Of AMHI)	\$20,503	\$34,800
Tax Credit (Limited To 60% Of AMHI)	\$23,417	\$41,760
Tax Credit Overall	\$20,503	\$41,760
Market-Rate	\$41,761	-

2. METHODOLOGY

Demand

The following are the demand components as outlined by the Georgia Department of Community Affairs/Georgia Housing and Finance Authority:

- a. **Demand from New Household: New units required in the market area due to projected household growth from migration into the market and growth from existing households in the market should be determined.** *This should be determined using current renter household data and projecting forward to the anticipated placed in service date of the project using a growth rate established from a reputable source such as ESRI or the State Data Center. This household projection must be limited to the target population, age and income group and the demand for each income group targeted (i.e. 50% of median income) must be shown separately. In instances where a significant number (more than 20%) of proposed units comprise three- and four-bedroom units, please refine the analysis by factoring in the number of large households (generally 5+ persons). A demand analysis that does not account for this may overestimate demand. Note that our calculations have been reduced to only include **renter-qualified** households*
- b. **Demand from Existing Households:** The second source of demand should be projected from:
 - **Rent overburdened households, if any, within the age group, income groups and tenure (renters) targeted for the proposed development.** *In order to achieve consistency in methodology, all analysts should assume that the rent overburdened analysis includes households paying greater than 35% (Family), or greater than 40% (Senior) of their incomes toward gross rent. Based on Table B25074 of the American Community Survey (ACS) 2006-2010 5-year estimates, approximately 45.8% to 54.1% (depending upon targeted income level for the LIHTC units) of renter households within the market were rent overburdened, while 4.6% of market-rate renter households were rent overburdened. These households have been included in our demand analysis.*

- **Households living in substandard housing (i.e. units that lack complete plumbing or that are overcrowded).** *Households in substandard housing should be determined based on the age, the income bands, and the tenure that apply. The analyst should use his/her own knowledge of the market area and project to determine whether households from substandard housing would be a realistic source of demand. The analyst is encouraged to be conservative in his/her estimate of demand from both rent overburdened households and from those living in substandard housing. Based on Table B25016 of the American Community Survey (ACS) 2006-2010 5-year estimates, 7.0% of all households in the market were living in substandard housing that lacked complete indoor plumbing or in overcrowded (1.5+ persons per room) households.*

 - **Elderly Homeowners likely to convert to renters:** *GDCA recognizes that this type of turnover is increasingly becoming a factor in the demand for elderly Tax Credit housing. This segment should not account for more than 2% of total demand. Due to the difficulty of extrapolating elderly (age 62 and older) owner households from elderly renter households, analyst may use the total figure for elderly households in the appropriate income band to derive this demand figure. Data from interviews with property managers of active projects regarding renters who have come from homeownership should be used to refine the analysis. A narrative of the steps taken to arrive at this demand figure must be included and any figure that accounts for more than 2% of total demand must be based on actual market conditions, as documented in the study. Not applicable, as the subject project will not be age-restricted.*
- c. **Other:** *DCA does not consider household turnover to be a source of market demand. However, if an analyst firmly believes that demand exists that is not captured by the above methods, he/she may use other indicators to estimate demand if they are fully justified (e.g. an analysis of an under built market in the base year). Any such additional indicators should be calculated separately from the demand analysis above. Such additions should be well documented by the analyst with documentation included in the Market Study.*

Net Demand

The overall demand components illustrated above are added together and the competitive supply of developments awarded and/or constructed from 2013 to the present is subtracted to calculate Net Demand. Vacancies in projects placed in service prior to 2013 which have not reached stabilized occupancy (i.e. at least 90% occupied) must also be considered as part of supply. **DCA requires analysts to include ALL projects that have been funded, are proposed for funding and/or received a bond allocation from DCA, in the demand analysis, along with ALL conventional rental properties existing or planned in the market as outlined above. 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.**

To determine the Net Supply number for each bedroom and income category, the analyst will prepare a Competitive Analysis Chart that will provide a unit breakdown of the competitive properties and list each unit type. All properties determined to be competitive with the proposed development will be included in the Supply Analysis to be used in determining Net Supply in the Primary Market Area. In cases where the analyst believes the projects are not competitive with the subject units, the analyst will include a detailed description for each property and unit type explaining why the units were excluded from the market supply calculation. (e.g., the property is on the periphery of the market area, is a market-rate property; or otherwise only partially compares to the proposed subject).

There are no general-occupancy LIHTC properties that were funded and/or built during the projection period (2013 to current). Additionally, there are no existing comparable LIHTC properties operating below a stabilized occupancy of 90.0% within the Site PMA. As such, there were no existing LIHTC properties included as part of supply in our demand analysis.

Note however, that there are two unrestricted market-rate properties within the development pipeline in the Site PMA, as indicated in Section H. Since the subject project will offer some unrestricted market-rate units, we have considered these planned market-rate units in our demand analysis.

The following is a summary of our demand calculations:

Demand Component	Percent Of Median Household Income			
	50% (\$20,503 - \$34,800)	60% (\$23,417 - \$41,760)	Tax Credit Overall (\$20,503 - \$41,760)	Market Rate (\$41,761 +)
Demand From New Households (Age- And Income-Appropriate)	2,200 - 2,162 = 38	2,382 - 2,347 = 35	2,893 - 2,848 = 45	5,432 - 5,486 = -54
+				
Demand From Existing Households (Rent Overburdened)	2,162 X 54.1% = 1,170	2,347 X 45.8% = 1,075	2,848 X 47.1% = 1,341	5,486 X 4.6% = 252
+				
Demand From Existing Households (Renters In Substandard Housing)	2,162 X 7.0% = 151	2,347 X 7.0% = 164	2,848 X 7.0% = 199	5,486 X 7.0% = 384
=				
Demand Subtotal	1,359	1,274	1,585	582
+				
Demand From Existing Homeowners (Elderly Homeowner Conversion) Cannot exceed 2%	N/A	N/A	N/A	N/A
=				
Total Demand	1,359	1,274	1,585	582
-				
Supply (Directly Comparable Units Built And/Or Funded Since 2013)	0	0	0	367
=				
Net Demand	1,359	1,274	1,585	215
Proposed Units / Net Demand	14 / 1,359	46 / 1,274	60 / 1,585	7 / 215
Capture Rate	= 1.0%	= 3.6%	= 3.8%	= 3.3%

N/A – Not applicable

Per GDCA guidelines, capture rates below 30% for projects in urban markets such as the East Point Site PMA are considered acceptable. As such, the project's overall LIHTC only capture rate of 3.8% is considered low and easily achievable within the East Point Site PMA and demonstrates a deep base of potential income-eligible renter support for the subject project. This is especially true given the high occupancy rates maintained among the existing LIHTC properties surveyed in the Site PMA. Also note that the seven market-rate units proposed at the subject site have a capture rate of just 3.3%, demonstrating that sufficient support also exists for the proposed unrestricted market-rate units at the subject site.

Based on the distribution of households by household size, our survey of conventional apartments and the distribution of bedroom types in balanced markets, the estimated shares of demand by bedroom type for the Site PMA are distributed as follows.

Estimated Demand By Bedroom	
Bedroom Type	Percent
One-Bedroom	30%
Two-Bedroom	50%
Three-Bedroom	20%
Total	100.0%

Applying these shares to the income-qualified households and existing competitive supply yields demand and capture rates for the proposed units by bedroom type and AMHI level as follows:

Bedroom Size (Share Of Demand)	Target % of AMHI	Subject Units	Total Demand*	Supply**	Net Demand	Capture Rate	Absorption	Average Market Rent	Subject Rents
One-Bedroom (30%)	50%	6	408	0	408	1.5%	2 Months	\$733	\$425
One-Bedroom (30%)	60%	17	382	0	382	4.5%	3 Months	\$733	\$510
One-Bedroom (30%)	MR	3	175	110	65	4.6%	1 Month	\$733	\$600
One-Bedroom	Total	26	965	110	855	3.0%	3 Months	-	-
Two-Bedroom (50%)	50%	7	680	0	680	1.0%	2 Months	\$891	\$475
Two-Bedroom (50%)	60%	25	637	0	637	3.9%	7 Months	\$891	\$580
Two-Bedroom (50%)	MR	3	291	184	107	2.8%	1 Month	\$891	\$700
Two-Bedroom	Total	35	1,608	184	1,424	2.5%	7 Months	-	-
Three-Bedroom (20%)	50%	1	271	0	271	0.4%	1 Month	\$1,089	\$500
Three-Bedroom (20%)	60%	4	255	0	255	1.6%	2 Months	\$1,089	\$630
Three-Bedroom (20%)	MR	1	116	73	43	2.3%	1 Month	\$1,089	\$775
Three-Bedroom	Total	6	642	73	569	1.1%	2 Months	-	-

*Includes overlap between the targeted income levels at the subject site.

**Directly comparable units built and/or funded in the project market over the projection period.

Average Market Rent is the weighted average collected rent reported at comparable market-rate properties as identified in Addendum E.
MR – Market-Rate

The capture rates by bedroom type and AMHI level range from 0.4% to 4.5%, depending upon unit type. Utilizing this methodology, these capture rates are considered achievable and demonstrate a deep base of income-eligible renter households in the East Point Site PMA for each of the unit types proposed at the subject development. This is especially true when considering the high occupancy rates maintained among most existing rental properties in the market, as evidenced by our Field Survey of Conventional Rentals (Addendum A).

SECTION H – RENTAL HOUSING ANALYSIS (SUPPLY)

1. OVERVIEW OF RENTAL HOUSING

The distributions of the area housing stock within the East Point Site PMA in 2010 and 2015 (estimated) are summarized in the following table:

Housing Status	2010 (Census)		2015 (Estimated)	
	Number	Percent	Number	Percent
Total-Occupied	15,198	81.4%	15,536	80.5%
Owner-Occupied	6,655	43.8%	6,245	40.2%
Renter-Occupied	8,543	56.2%	9,290	59.8%
Vacant	3,482	18.6%	3,773	19.5%
Total	18,680	100.0%	19,309	100.0%

Source: 2010 Census; ESRI; Urban Decision Group; Bowen National Research

Based on a 2015 update of the 2010 Census, of the 19,309 total housing units in the market, 19.5% were vacant. Although the number of vacant housing units increased between 2010 and 2015, it is of note that the number of vacant units reflected in the preceding table includes abandoned, dilapidated and/or for-sale housing units within the Site PMA. As such, we have conducted a Field Survey of Conventional Rentals within the area to better determine the strength of the long-term rental housing market within the East Point Site PMA.

We identified and personally surveyed 29 conventional rental housing projects containing a total of 4,249 units within the Site PMA. This survey was conducted to establish the overall strength of the rental market and to identify those properties most comparable to the subject site. These rentals have a combined occupancy rate of 97.7%, a good rate for rental housing. Each of the rental housing segments surveyed is summarized in the following table.

Project Type	Projects Surveyed	Total Units	Vacant Units	Occupancy Rate
Market-Rate	18	2,558	77	97.0%
Market-Rate/Tax Credit	2	434	20	95.4%
Market-Rate/Tax Credit/Government-Subsidized	4	589	0	100.0%
Tax Credit	1	64	0	100.0%
Tax Credit/Government-Subsidized	2	350	0	100.0%
Government-Subsidized	2	254	0	100.0%
Total	29	4,249	97	97.7%

As the preceding illustrates, the East Point rental market offers a wide variety of rental product, all of which is performing well as all rental housing segments within the market report occupancy rates of 95.4% or higher. These high occupancy rates demonstrate that rental product of all types is in high demand within the Site PMA.

Also note that aside from those reflected in the preceding table, we identified one additional Tax Credit property within the Site PMA that we were unable to survey at the time of this report. The known details of this property based on our previous surveys of the East Point market are summarized as follows:

- Santa Fe Villas is a 147-unit property located at 2370 Metropolitan Parkway Southwest in Atlanta, Georgia. This property was originally built in 1953 and renovated with Low-Income Housing Tax Credit (LIHTC) financing in 1998. This property operates under both the LIHTC and HUD Section 8 housing programs and is comprised entirely of studio units restricted to homeless households. At the time of our last survey in April of 2013, this property was 100.0% occupied with a waitlist. Since this property was unable to be surveyed at the time of this report, it has been excluded from our analysis. Regardless, given the special needs population (homeless households) targeted at this property, it is not considered competitive with the proposed general-occupancy property.

The following table summarizes the breakdown of market-rate and non-subsidized Tax Credit units surveyed within the Site PMA.

Market-Rate						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	1	0.0%	0	0.0%	\$658
One-Bedroom	1.0	567	20.3%	13	2.3%	\$735
One-Bedroom	1.5	60	2.2%	0	0.0%	\$717
Two-Bedroom	1.0	450	16.1%	10	2.2%	\$790
Two-Bedroom	1.5	494	17.7%	20	4.0%	\$828
Two-Bedroom	2.0	507	18.2%	13	2.6%	\$1,169
Two-Bedroom	2.5	131	4.7%	3	2.3%	\$953
Three-Bedroom	1.0	17	0.6%	0	0.0%	\$972
Three-Bedroom	2.0	266	9.5%	10	3.8%	\$1,365
Three-Bedroom	2.5	281	10.1%	11	3.9%	\$1,078
Three-Bedroom	3.0	4	0.1%	0	0.0%	\$873
Four-Bedroom	2.0	4	0.1%	0	0.0%	\$1,585
Four-Bedroom	3.0	8	0.3%	0	0.0%	\$1,416
Total Market-Rate		2,790	100.0%	80	2.9%	-
Tax Credit, Non-Subsidized						
Bedroom	Baths	Units	Distribution	Vacancy	% Vacant	Median Gross Rent
Studio	1.0	3	0.6%	0	0.0%	\$364
One-Bedroom	1.0	85	18.0%	2	2.4%	\$738
Two-Bedroom	1.0	145	30.7%	2	1.4%	\$842
Two-Bedroom	2.0	187	39.5%	11	5.9%	\$933
Three-Bedroom	2.0	41	8.7%	1	2.4%	\$1,134
Four-Bedroom	2.0	12	2.5%	1	8.3%	\$1,260
Total Tax Credit		473	100.0%	17	3.6%	-

The market-rate units are 97.1% occupied and the non-subsidized Tax Credit units are 96.4% occupied. Note the vacancy rate reported for the non-subsidized Tax Credit units in the preceding table differs from that reported in the table on page H-1 as the preceding vacancy rate includes units located within mixed-income properties. Regardless, the 3.6% vacancy rate (96.4% occupancy) demonstrates that non-subsidized Tax Credit product is in high demand within the market. The subject development will offer one- through three-bedroom units. It is of note that vacancy rates among non-subsidized (market-rate and Tax Credit) unit types similar to those proposed at the subject project do not exceed 3.8%, as illustrated in the preceding table. As such, the subject project appears to offer unit types which are in high demand within the East Point market. Also note that the median gross Tax Credit rents reported in the preceding table are generally lower than the median gross rents reported among similar market-rate unit types within the market. Therefore, it is likely that non-subsidized Tax Credit product is perceived a value in the market.

We rated each property surveyed on a scale of "A" through "F". All properties were rated based on quality and overall appearance (i.e. aesthetic appeal, building appearance, landscaping and grounds appearance). Following is a distribution by quality rating, units and vacancies.

Market-Rate			
Quality Rating	Projects	Total Units	Vacancy Rate
A	4	702	2.4%
B+	1	46	0.0%
B	2	114	2.6%
B-	6	894	1.5%
C+	3	437	5.5%
C	5	460	3.3%
C-	2	107	6.5%
D+	1	30	3.3%
Non-Subsidized Tax Credit			
Quality Rating	Projects	Total Units	Vacancy Rate
B+	1	68	5.9%
B	1	246	5.3%
B-	1	90	0.0%

The East Point rental housing market offers a variety of rental product in terms of quality, as indicated by the preceding table. Note however, that vacancy rates among non-subsidized rental product do not exceed 6.5%, regardless of quality rating. Nonetheless, the subject development is expected to have an excellent quality finish and aesthetic appeal which should contribute to its overall marketability within the East Point market.

2. SUMMARY OF ASSISTED PROJECTS

A total of 11 federally subsidized and/or Tax Credit apartment developments were surveyed in the East Point Site PMA. These projects were surveyed in April 2015 and are summarized as follows:

Map I.D.	Project Name	Type	Year Built/ Renovated	Total Units	Occup.	Gross Rent (Unit Mix)				
						Studio	One- Br.	Two- Br.	Three- Br.	Four- Br.
3	Asbury Harris Epworth Towers	SEC 8	1971	160	100.0%	-	\$816 - \$909 (160)	-	-	-
5	QLS Meadows	SEC 8 & 202	2001	94	100.0%	-	SUB (94)	-	-	-
9	Princeton Court Apt. Homes	TAX	2005	68*	94.1%	-	\$448 - \$766 (14)	\$527 - \$913 (54)	-	-
15	Delowe Village Apts.	TAX	1960 / 2000	47*	100.0%	-	-	\$790 (33)	\$952 (14)	-
20	Lakewood Christian Manor	TAX & SEC 8	1973 / 2004	250	100.0%	\$367 - \$439 (32)	\$463 - \$536 (218)	-	-	-
21	Heritage Green Apts.	TAX & PBRA	1975 / 2004	86*	100.0%	\$364 - \$623 (3)	\$402 - \$792 (45)	\$493 - \$929 (33)	\$578 - \$1109 (5)	-
22	Trinity Towers	TAX & SEC 202	1975 / 2003	232*	100.0%	-	\$693 (232)	-	-	-
23	Norman Berry Village Senior Residences	TAX & PBRA	2006	95*	100.0%	-	\$88 - \$733 (36)	\$117 - \$842 (59)	-	-
24	Columbia Colony Senior Apts.	TAX & PBRA	2000	81*	100.0%	-	\$656 - \$708 (47)	\$788 - \$850 (34)	-	-
25	Hidden Creste	TAX	1977 / 2005	246*	94.7%	-	\$813 (31)	\$933 (179)	\$1134 (24)	\$1260 (12)
26	Gateway East Point	TAX & PBRA	2012	100	100.0%	-	\$887 (100)	-	-	-
Total				1,459	98.8%					

Note : Contact names and method of contact, as well as amenities and other features are listed in the field survey

OCCUP. - Occupancy

PBRA - Project-Based Rental Assistance

TAX - Tax Credit

SEC - Section

*Market-rate units not included

The 11 federally subsidized and/or Tax Credit properties surveyed in the market have a combined occupancy rate of 98.8%, which is reflective of just 17 vacant units reported among the 1,459 units offered among these 11 properties. Additionally, seven (7) of these 11 properties maintain waiting lists for their next available units. The high occupancy rates and waiting lists maintained among these affordable properties is a good indication of pent-up demand in the market for additional affordable rental product, both subsidized and non-subsidized.

HOUSING CHOICE VOUCHER HOLDERS

According to a representative with the Atlanta Housing Authority, there are approximately 9,595 Housing Choice Voucher holders within the housing authority’s jurisdiction and 783 people currently on the waiting list for additional Vouchers. The waiting list is closed and it is unknown when the waiting list will reopen. Annual turnover of persons in the Voucher program was unavailable at the time of this report. Regardless, the extensive waiting list for additional Vouchers reflects the continuing need for affordable housing and/or Housing Choice Voucher assistance within the East Point area.

The following table identifies the existing properties offering non-subsidized Tax Credit units within the Site PMA that accept Housing Choice Vouchers as well as the approximate number and share of units occupied by residents utilizing Housing Choice Vouchers:

Map I.D.	Project Name	Total Units	Number of Vouchers	Share of Vouchers
9	Princeton Court Apartment Homes	70*	21	30.0%
15	Delowe Village Apts.	47*^	N/A	-
21	Heritage Green Apts.	43*^	DNA	-
23	Norman Berry Village Senior Residences	69*	58	84.1%
25	Hidden Creste	246*^	N/A	-
Total		139	79	56.8%

*Non-Subsidized Tax Credit units only

^Units not included in total

N/A – Number not available

DNA – Does not accept

As the preceding table illustrates, there are a total of approximately 79 voucher holders residing within the existing non-subsidized Tax Credit units offered within the market. This comprises 56.8% of the 139 total non-subsidized LIHTC units offered among the existing LIHTC properties for which this information was available. Although this is a relatively high share of Voucher support, it must also be noted that the two properties which provided this information are age-restricted properties and are not considered comparable to the proposed family-oriented LIHTC property. Regardless, this is a good indication that the subject project may receive some support from Voucher holders within the Site PMA.

If the rents do not exceed Fair Market Rents, households with Housing Choice Vouchers may be eligible to reside at a LIHTC project. The following table outlines the HUD 2014 Fair Market Rents for the Atlanta-Sandy Springs-Marietta, GA HUD Metro FMR Area and the proposed subject gross rents.

Bedroom Type	Fair Market Rents	Proposed Tax Credit Gross Rents
One-Bedroom	\$756	\$598 (50%)
		\$683 (60%)
		\$773 (MR)
Two-Bedroom	\$896	\$717 (50%)
		\$822 (60%)
		\$942 (MR)
Three-Bedroom	\$1,187	\$816 (50%)
		\$946 (60%)
		\$1,091 (MR)

As the preceding illustrates, all of the proposed gross Tax Credit rents, as well as the three-bedroom market-rate rents, are set below the current Fair Market Rents. As such, the subject project will be able to accommodate Housing Choice Voucher holders. This will likely increase the base of income-appropriate renter households within the East Point Site PMA for the subject development and has been considered in our absorption estimates in Section I of this report.

3. PLANNED MULTIFAMILY DEVELOPMENT

Based on interviews with various building and planning officials from appropriate jurisdictions within the East Point Site PMA, it was determined that there are two multifamily rental projects within the development pipeline in the Site PMA. The known details of these properties are summarized as follows:

- Harvard and Princeton Avenues and Washington Street is a 109-unit market-rate property being developed by H.J. Russell & Company and Air Realty Development. Zoning for this property has just recently been approved. This property will be located along Harvard and Princeton Avenues and Washington Street in College Park, Georgia. It is expected that this project will be a mixed-use development comprised of a mid-rise residential building and 75,000 square feet of office space. Additional details regarding this property were unavailable at the time of this report.
- Villages at Redwine is a planned project to be located at 3755 Redwine Road in East Point. This property is being developed by Morning Star Development, LLC and is expected to contain a total of 258 units. This project has been approved, though no further details regarding this property were available at the time of this report. Although additional details were not available for this property, it is of note that this property was not on the state list of allocated Tax Credit properties, thus it is assumed that this property will likely operate as market-rate.

The two aforementioned properties in the development pipeline within the Site PMA are expected to operate as market-rate. As such, these properties are not considered competitive with the Tax Credit units to be offered at the subject development, though they will likely compete with the proposed market-rate units at the subject site. These market-rate units have been considered in our demand estimates in Section G.

Building Permit Data

The following tables illustrate single-family and multifamily building permits issued within the city of East Point and Fulton County for the past ten years:

Housing Unit Building Permits for East Point, GA:										
Permits	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Multifamily Permits	0	0	0	0	0	0	0	0	0	0
Single-Family Permits	639	325	150	44	63	23	19	29	24	40
Total Units	639	325	150	44	63	23	19	29	24	40

Source: SOCDs Building Permits Database at <http://socds.huduser.org/permits/index.html>

Housing Unit Building Permits for Fulton County:										
Permits	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Multifamily Permits	6,533	9,153	8,311	2,456	754	318	993	1,764	6,137	5,693
Single-Family Permits	9,581	9,491	4,552	2,211	775	783	961	1,668	2,121	2,405
Total Units	16,114	18,644	12,863	4,667	1,529	1,101	1,954	3,432	8,258	8,098

Source: SOCDs Building Permits Database at <http://socds.huduser.org/permits/index.html>

As the preceding illustrates, there have been a significant number of multifamily building permits issued within Fulton County over the past ten year period, which is typical of an urban area such as the Greater Atlanta/Fulton County area. Conversely however, there have been no multifamily permits issued within the city of East Point during this time period. This indicates that the East Point market would likely benefit from the development of a new multifamily development, especially when considering the projected renter growth within the Site PMA between 2015 and 2017.

4. SURVEY OF COMPARABLE/COMPETITIVE PROPERTIES

Tax Credit Units

The proposed subject development will offer one- through three-bedroom units targeting general-occupancy (family) households earning up to 50% and 60% of Area Median Household Income (AMHI). We identified and surveyed a total of nine rental properties within the Site PMA that at least partially operate under the Low-Income Housing Tax Credit (LIHTC) program. However, of these nine LIHTC properties, only three offer non-subsidized LIHTC units targeting family households similar to the subject project. These three properties have therefore been included in our comparable analysis and are considered competitive with the subject project.

Additionally, we also surveyed two non-subsidized family-oriented LIHTC properties located just outside, but on the periphery of, the Site PMA. Given the modern age of these properties, similar targeted tenant population and proximity to the Site PMA, we have included these additional properties in our comparable analysis as they will provide a good additional base of comparability for the subject development. Note however, that since these properties are located outside the Site PMA, they are not considered directly competitive with the subject project and have therefore been included for comparability purposes only.

These comparable/competitive properties and the proposed development are summarized as follows. Information regarding property address and phone number, contact name, date of contact and utility responsibility is included in Addendum B, Comparable Property Profiles.

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Distance to Site	Waiting List	Target Market
Site	Mallalieu Pointe	2017	60*	-	-	-	Families; 50% & 60% AMHI
15	Delowe Village Apts.	1960 / 2000	47*	100.0%	1.2 Miles	None	Families; 50% & 60% AMHI
21	Heritage Green Apts.	1975 / 2004	86*	100.0%	2.1 Miles	Subsidized: 800 H.H.	Families; 30%, 50%, & 54% AMHI & PBRA
25	Hidden Creste	1977 / 2005	246*	94.7%	3.7 Miles	None	Families; 60% AMHI
901	Laurel Ridge	2006	276	97.1%	4.3 Miles	None	Families; 60% AMHI
902	Village Highlands	2006	258	98.8%	1.6 Miles	None	Families; 60% AMHI

900 Series Map IDs are located outside the Site PMA

OCC. – Occupancy

H.H. - Households

*Tax Credit units only

The five LIHTC projects have a combined occupancy rate of 97.4%, indicating that non-subsidized LIHTC product such as that proposed at the subject site is in high demand within the market and region. In fact, it should be noted that two of the comparable LIHTC projects in the Site PMA are 100.0% occupied. It is also of note that the three comparable LIHTC properties in the Site PMA involved the renovations of properties originally built between 1960 and 1977, whereas the subject development will be new construction. This will likely create a competitive advantage for the subject project, as it will introduce a modern rental product to a LIHTC rental market that is relatively old.

The map on the following page illustrates the location of the comparable Tax Credit properties relative to the proposed site location.

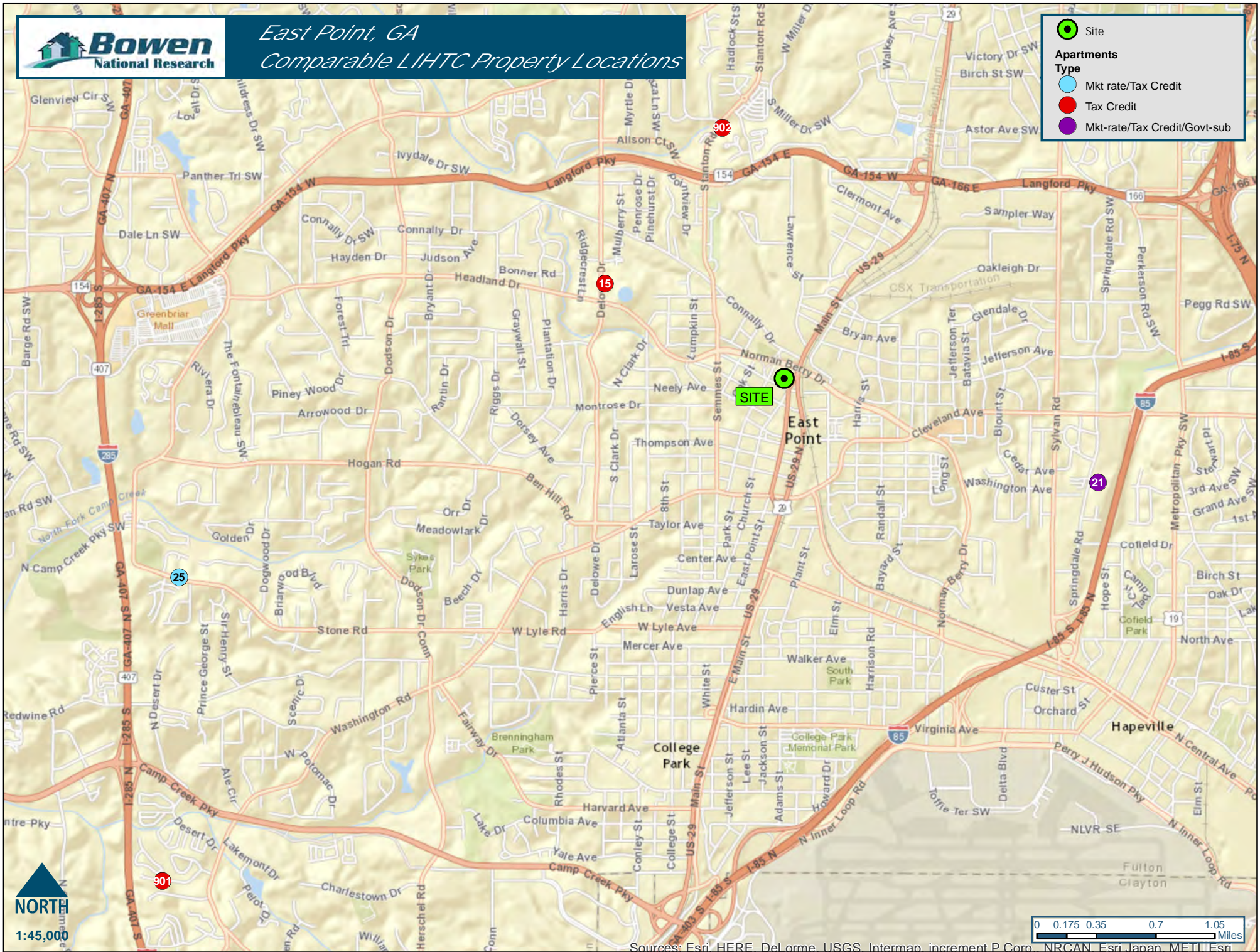


East Point, GA Comparable LIHTC Property Locations

Site
● Site

Apartments Type

- Mkt rate/Tax Credit
- Tax Credit
- Mkt-rate/Tax Credit/Govt-sub



The gross rents for the comparable projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent/Percent of AMHI (Number of Units/Vacancies)					Rent Special
		Studio	One-Br.	Two-Br.	Three-Br.	Four-Br.	
			\$598/50% (6) \$683/60% (17)	\$717/50% (7) \$822/60% (25)	\$816/50% (1) \$946/60% (4)		
Site	Mallalieu Pointe	-				-	-
15	Delowe Village Apts.	-	-	\$790/50% (17/0) \$790/60% (16/0)	\$952/50% (14/0)	-	None
21	Heritage Green Apts.	\$364/30% (1/0) \$623/50% (2/0)	\$402/30% (5/0) \$679/50% (8/0) \$792/50% (26/0)* \$738/54% (6/0)	\$493-\$823/30% (8/0) \$889/50% (5/0) \$921/50% (15/0)* \$929/54% (5/0)	\$578/30% (1/0) \$1,109/50% (2/0)* \$1,034/54% (2/0)	-	None
25	Hidden Creste	-	\$813/60% (31/2)	\$933/60% (179/9)	\$1,134/60% (24/1)	\$1,260/60% (12/1)	Yes
901	Laurel Ridge	-	\$777/60% (70/2)	\$998/60% (111/3)	\$1,103/60% (95/3)	-	Yes
902	Village Highlands	-	\$823/60% (48/0)	\$994/60% (148/2)	\$1,108/60% (62/1)	-	Yes

*Subsidized (residents pay 30% of their income, as this is a government-subsidized property, which also operates under the Tax Credit program)
900 Series Map IDs are located outside the Site PMA

The subject's proposed gross Tax Credit rents ranging from \$598 to \$946 are among the lowest in the region as compared to similar unit types at the comparable LIHTC projects. These low proposed gross Tax Credit rents will likely be perceived a value to prospective tenants, in terms of price point, and will likely create a competitive advantage for the subject project, despite three of the five comparable LIHTC projects currently offering discounted rents on some of their available units.

The following table illustrates the weighted average collected rents of the comparable LIHTC projects by bedroom type.

Weighted Average Collected Rent Of Comparable LIHTC Units*		
One-Br.	Two-Br.	Three-Br.
\$516 (50%)	\$653 (50%)	\$675 (50%)
\$650 (60%)	\$689 (60%)	\$825 (60%)

*Only units targeting similar AMHI levels as the subject project

The rent advantage for the proposed units is calculated as follows (average weighted market rent – proposed rent) / proposed rent.

Bedrooms	Weighted Avg. Rent (% AMHI)	Proposed Rent (% AMHI)	Difference	Proposed Rent (% AMHI)	Rent Advantage
One-Br.	\$516 (50%)	- \$425 (50%)	\$91	/ \$425 (50%)	21.4%
	\$650 (60%)	- \$510 (60%)	\$140	/ \$510 (60%)	27.5%
Two-Br.	\$653 (50%)	- \$475 (50%)	\$178	/ \$475 (50%)	37.5%
	\$689 (60%)	- \$580 (60%)	\$109	/ \$580 (60%)	18.8%
Three-Br.	\$675 (50%)	- \$500 (50%)	\$175	/ \$500 (50%)	35.0%
	\$825 (60%)	- \$630 (60%)	\$195	/ \$630 (60%)	31.0%

As the preceding illustrates, the proposed subject units represent rent advantages ranging from 18.8% to 37.5%, depending upon unit type, as compared to the weighted average collected rents of the comparable LIHTC projects. Please note however that these are weighted averages of *collected* rents and do not reflect differences in the utility structure that gross rents include. Therefore caution must be used when drawing any conclusions. A complete analysis of the achievable market rent by bedroom type and the rent advantage of the proposed development's collected rents are available in Addendum E of this report.

The unit sizes (square footage) and number of bathrooms included in each of the different LIHTC unit types offered in the market and region are compared with the subject development in the following table:

Map I.D.	Project Name	Square Footage				
		Studio	One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Mallalieu Pointe	-	700	900	1,100	-
15	Delowe Village Apts.	-	-	890	916	-
21	Heritage Green Apts.	553	745	946	1,057	-
25	Hidden Creste	-	775	1,114	1,369	1,547
901	Laurel Ridge	-	787	1,059	1,269	-
902	Village Highlands	-	789	1,149	1,302	-

900 Series Map IDs are located outside the Site PMA

Map I.D.	Project Name	Number of Baths				
		Studio	One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Mallalieu Pointe	-	1.0	1.0	2.0	-
15	Delowe Village Apts.	-	-	1.0	2.0	-
21	Heritage Green Apts.	1.0	1.0	1.0	2.0	-
25	Hidden Creste	-	1.0	2.0	2.0	2.0
901	Laurel Ridge	-	1.0	2.0	2.0	-
902	Village Highlands	-	1.0	2.0	2.0	-

900 Series Map IDs are located outside the Site PMA

As the preceding illustrates, the subject project will offer some of the smallest unit sizes among the comparable properties in terms of square footage. However, the subject unit sizes are similar to those offered at both Delowe Village Apartments (Map ID 15) and Heritage Green Apartments (Map ID 21), both of which report occupancy rates of 100.0%. As such, the subject unit sizes are not expected to adversely impact marketability of the subject project and are considered appropriate for the targeted tenant population. The number of bathrooms offered within each unit type at the subject project is considered competitive with those offered among most of the comparable properties and are expected to be marketable within the Site PMA.

The following table compares the amenities of the subject development with the other LIHTC projects in the market and region.

COMPARABLE PROPERTIES AMENITIES - EAST POINT, GEORGIA

MAP ID	APPLIANCES						UNIT AMENITIES												
	RANGE	REFRIGERATOR	ICEMAKER	DISHWASHER	DISPOSAL	MICROWAVE	CENTRAL AC	WINDOW AC	FLOOR COVERING	WASHER AND DRYER	W/D HOOKUP	PATIO/DECK/BALCONY	CEILING FAN	BASEMENT	INTERCOM	SECURITY	WINDOW TREATMENTS	E-CALL BUTTONS	PARKING
SITE	X	X		X	X	X	X		C			X				B		S	
25	X	X	X	X	X	X	X		C	X	X	S	X			B		S	
21	X	X	X	X	X		X		C		X	X	X			B		S	
15	X	X		X	X		X		C		X	X	X			B		S	
901	X	X	X	X	X	X	X		C		X	X	X			B		D(o), S	
902	X	X		X	X		X		C		X					B		S	

MAP ID	PROJECT AMENITIES																		
	POOL	ON-SITE MGMT	LAUNDRY	CLUB HOUSE	COMMUNITY SPACE	FITNESS CENTER	JACUZZI / SAUNA	PLAYGROUND	TENNIS COURT	SPORTS COURT	STORAGE	ELEVATOR	SECURITY GATE	COMPUTER LAB	LIBRARY	PICNIC AREA	SOCIAL SERVICES	BUSINESS CENTER	OTHER
SITE		X	X		X	X						X		X					
25	X	X		X	L	X		X		T			X	X		X			
21		X	X	X		X		X					X	X		X			CCTV
15		X	X	X				X								X			
901	X	X		X	L	X		X					X			X			
902	X	X	X	X		X		X						X		X			

◆ Senior Restricted
■ Market-rate
■ Market-rate/Tax Credit
■ Market-rate/Government-subsidized
■ Market-rate/Tax Credit/Government-subsidized
■ Tax Credit
■ Tax Credit/Government-subsidized
■ Government-subsidized

X - All Units
S - Some Units
O - Optional

Window Treatments
B - Blinds
C - Curtains
D - Drapes

Parking
A - Attached
C - Carport
D - Detached
O - On Street
S - Surface
G - Parking Garage
(o) - Optional
(s) - Some

Sports Courts
B - Basketball
D - Baseball Diamonds
P - Putting Green
T - Tennis
V - Volleyball
X - Multiple

Floor Covering
C - Carpet
H - Hardwood
V - Vinyl
W - Wood
T - Tile

Community Space
A - Activity Room
L - Lounge/Gathering Room
T - Training Room



The subject project will offer a comprehensive unit amenity package which will include premium amenities such as dishwashers, microwave ovens, central air conditioning and washer/dryer hookups. The proposed unit amenities are considered appropriate for the targeted tenant population and are competitively positioned among those offered at the comparable properties. Additionally, the project amenity package included at the subject project will further contribute to the project's overall marketability as it will include premium features such as a community space, fitness center and computer center. Also note that the subject project will offer elevator access, a feature which is not currently offered at any of the comparable LIHTC properties and will enhance the project's marketability among both family and senior households within the East Point market. The subject project does not appear to lack any key amenities that would adversely impact its marketability within the Site PMA.

Comparable/Competitive Tax Credit Summary

Based on our survey of the East Point rental housing market, non-subsidized LIHTC product such as that proposed at the subject site is in high demand as the five comparable LIHTC projects surveyed in the region report an overall occupancy rate of 97.4%. Notably, two of the three comparable LIHTC projects in the Site PMA report occupancy rates of 100.0%, further demonstrating high demand for LIHTC product in the market. Additionally, the three comparable LIHTC properties in the Site PMA each involved renovations to existing properties originally built between 1960 and 1977. As such, the subject project will introduce a modern rental product to a LIHTC rental housing market that is relatively old. The subject's proposed gross rents are among the lowest in the region when compared to similar unit types at the comparable properties. These low proposed gross rents are expected to enhance marketability of the subject project. Although the unit sizes (square feet) proposed at the subject project are some of the smallest when compared to similar unit types at the comparable properties, they are similar to those offered among the two comparable properties which are 100.0% occupied. Thus, the proposed unit sizes are considered marketable within the Site PMA. The amenity packages included at the subject project will further ensure the competitive position of the project and are considered appropriate for the targeted tenant population. Overall, the subject project is considered to be competitively and appropriately positioned within the market and will provide a much needed modern LIHTC rental alternative within the East Point Site PMA.

Comparable/Competitive Housing Impact

The anticipated occupancy rates of the existing comparable Tax Credit developments in the Site PMA following the first year of completion at the subject site is as follows:

Map I.D.	Project	Current Occupancy Rate	Anticipated Occupancy Rate Through 2017
15	Delowe Village Apts.	100.0%	95.0%+
21	Heritage Green Apts.	100.0%	95.0%+
25	Hidden Creste	94.7%	93.0%+

As previously discussed and illustrated in the preceding table, each of the comparable LIHTC projects in the Site PMA currently report occupancy rates of 94.7% or higher. In fact, two of the three comparable LIHTC projects located in the Site PMA are 100.0% occupied. Based on the preceding analysis, we do not anticipate the development of the subject project to have any adverse impact on future occupancy rates among the existing comparable LIHTC projects in the market, especially when considering the projected increase in low-income renter households (those earning below \$40,000) between 2015 and 2017 in the Site PMA.

Market-Rate Units

In addition to the 60 proposed LIHTC units, the proposed project will include seven (7) units which will operate as unrestricted market-rate units. We identified five comparable market-rate properties within the Site PMA. These five comparable market-rate properties and the proposed subject development are summarized as follows:

Map I.D.	Project Name	Year Built/ Renovated	Units	Occupancy Rate	Distance to Site	Rent Special
Site	Mallalieu Pointe	2017	7*	-	-	-
2	Village on the Green Apts.	2004	216	98.1%	3.4 Miles	None
7	Park at Greenbriar	1970	209	90.4%	3.3 Miles	Yes
18	Hidden Oaks Apts.	1971	100	96.0%	2.1 Miles	Yes
25	Hidden Creste	1977 / 2005	74*	95.9%	3.7 Miles	None
27	Alta Coventry Station	2008	322	96.0%	3.8 Miles	None

*Market-rate units only

The five selected market-rate projects have a combined total of 921 units with an overall occupancy rate of 95.2%. This is a good overall occupancy rate, and a positive indicator of the stability of the market-rate rental housing market within the Site PMA for projects similar to the subject property.

The map on the following page illustrates the location of the comparable market-rate properties relative to the proposed site location.



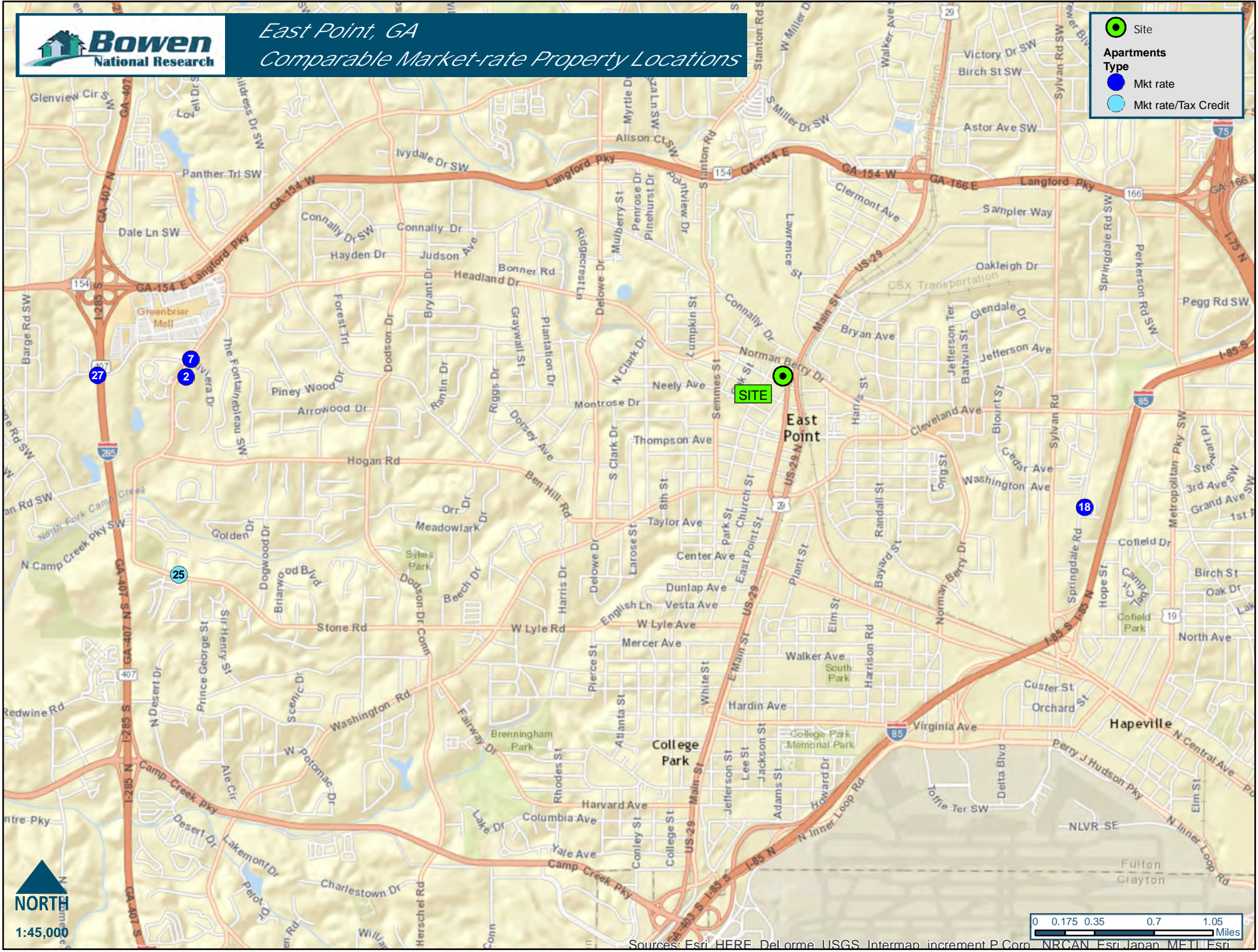
East Point, GA

Comparable Market-rate Property Locations

● Site

● Apartments Type

- Mkt rate
- Mkt rate/Tax Credit



NORTH
1:45,000



Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

The gross rents for the comparable market-rate projects and the proposed rents at the subject site, as well as their unit mixes and vacancies by bedroom are listed in the following table:

Map I.D.	Project Name	Gross Rent (Number of Units/Vacancies)			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Mallalieu Pointe	\$773 (3)	\$942 (3)	\$1,091 (1)	-
2	Village on the Green Apts.	\$966 (80/0)	\$1,224-\$1,514 (104/4)	\$1,365 (32/0)	-
7	Park at Greenbriar	\$723-\$743 (29/0)	\$828-\$874 (90/10)	\$994-\$1,078 (90/10)	-
18	Hidden Oaks Apts.	\$679 (20/0)	\$727-\$767 (76/4)	\$974 (4/0)	-
25	Hidden Creste	\$913 (9/0)	\$1,084 (43/2)	\$1,304-\$1,329 (18/1)	\$1,585 (4/0)
27	Alta Coventry Station	\$908-\$1,083 (92/4)	\$1,169-\$1,279 (130/5)	\$1,524-\$1,549 (100/4)	-

The subject's proposed gross market-rate rents ranging from \$773 to \$1,091 are within range of those reported among similar unit types at the comparable properties within the Site PMA. As such, the subject's market-rate units appear to be competitively positioned within the market in terms of price point.

The following table illustrates the weighted average collected rents of the comparable market-rate projects by bedroom type.

Weighted Average Collected Rent Of Comparable Market-Rate Units		
One-Br.	Two-Br.	Three-Br.
\$733	\$891	\$1,089

The rent advantage for the proposed market-rate units is calculated as follows (average weighted market rent – proposed rent) / proposed rent.

Bedrooms	Weighted Average Rent	Proposed Rent	Difference	Proposed Rent	Rent Advantage
One-Br.	\$733	- \$600	\$133	/ \$600	22.2%
Two-Br.	\$891	- \$700	\$191	/ \$700	27.3%
Three-Br.	\$1,089	- \$775	\$314	/ \$775	40.5%

As the preceding illustrates, the proposed subject units represent rent advantages ranging from 22.2% to 40.5%, depending upon unit type, as compared to the weighted average collected rents of the comparable market-rate projects. Please note however that these are weighted averages of *collected* rents and do not reflect differences in the utility structure that gross rents include. Therefore caution must be used when drawing any conclusions. A complete analysis of the achievable market rent by bedroom type and the rent advantage of the proposed development's collected rents are available in Addendum E of this report.

The unit sizes (square footage) and number of bathrooms included in each of the different comparable market-rate unit types offered in the market are compared with the subject development in the following tables:

Map I.D.	Project Name	Square Footage			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Mallalieu Pointe	700	900	1,100	-
2	Village on the Green Apts.	884	1,161 - 1,415	1,385	-
7	Park at Greenbriar	700 - 800	940 - 1,150	1,200 - 1,560	-
18	Hidden Oaks Apts.	750	900 - 1,000	1,300	-
25	Hidden Creste	775	1,114	1,368 - 1,400	1,547
27	Alta Coventry Station	656 - 885	1,000 - 1,308	1,521 - 1,554	-

Map I.D.	Project Name	Number of Baths			
		One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Mallalieu Pointe	1.0	1.0	2.0	-
2	Village on the Green Apts.	1.0	2.0	2.0	-
7	Park at Greenbriar	1.0 - 1.5	1.5 - 2.0	2.0 - 2.5	-
18	Hidden Oaks Apts.	1.0	1.0 - 1.5	2.0	-
25	Hidden Creste	1.0	2.0	2.0 - 2.5	2.0
27	Alta Coventry Station	1.0	2.0	2.0	-

The proposed unit sizes (square feet) are among the smallest, yet generally within range, of those offered among similar unit types at the comparable properties. Similarly, the number of bathrooms offered is also within range of those offered among the comparable properties. The competitive position of the subject project in terms of unit size (square feet) and number of bathrooms is expected to contribute to the project's overall marketability within the Site PMA.

The following tables compare the amenities of the subject development with the most comparable projects in the market.

COMPARABLE PROPERTIES AMENITIES - EAST POINT, GEORGIA

MAP ID	APPLIANCES							UNIT AMENITIES												
	RANGE	REFRIGERATOR	ICEMAKER	DISHWASHER	DISPOSAL	MICROWAVE	CENTRAL AC	WINDOW AC	FLOOR COVERING	WASHER AND DRYER	W/D HOOKUP	PATIO/DECK/BALCONY	CEILING FAN	BASEMENT	INTERCOM	SECURITY	WINDOW TREATMENTS	E-CALL BUTTONS	PARKING	OTHER
SITE	X	X		X	X	X	X		C			X					B		S	
2	X	X	X	X	X	X	X		C		X	S	X			X	B		A(s), S	
7	X	X		X			X		C		X	X	X				B		S	
18	X	X	X	X	X		X		C		S		X		X		B		S	
27	X	X		X	X	X	X		C	X	X	X	X				B		D(o), S	
25	X	X	X	X	X	X	X		C	X	X	S	X				B		S	

MAP ID	PROJECT AMENITIES															OTHER			
	POOL	ON-SITE MGMT	LAUNDRY	CLUB HOUSE	COMMUNITY SPACE	FITNESS CENTER	JACUZZI / SAUNA	PLAYGROUND	TENNIS COURT	SPORTS COURT	STORAGE	ELEVATOR	SECURITY GATE	COMPUTER LAB	LIBRARY		PICNIC AREA	SOCIAL SERVICES	BUSINESS CENTER
SITE		X	X		X	X						X		X					
2	X	X	X		X	X		X		T			X	X		X			Gazebo Dog Park
7	X	X	X			X		X								X			
18		X	X					X					X			X			CCTV
27	X	X		X		X		X				X			X				
25	X	X		X	L	X		X		T		X	X		X				

◆ Senior Restricted
■ Market-rate
■ Market-rate/Tax Credit
■ Market-rate/Government-subsidized
■ Market-rate/Tax Credit/Government-subsidized
■ Tax Credit
■ Tax Credit/Government-subsidized
■ Government-subsidized

X - All Units
S - Some Units
O - Optional

Window Treatments
B - Blinds
C - Curtains
D - Drapes

Parking
A - Attached
C - Carport
D - Detached
O - On Street
S - Surface
G - Parking Garage
(o) - Optional
(s) - Some

Sports Courts
B - Basketball
D - Baseball Diamonds
P - Putting Green
T - Tennis
V - Volleyball
X - Multiple

Floor Covering
C - Carpet
H - Hardwood
V - Vinyl
W - Wood
T - Tile

Community Space
A - Activity Room
L - Lounge/Gathering Room
T - Training Room

The subject project will offer a unit and project amenity package that is generally considered competitive with those offered among most of the comparable market-rate properties in the market. Notably, the inclusion of amenities such as dishwashers, microwave ovens, washer/dryer hookups, a community space, fitness center and computer center, is expected to contribute to the project's competitive position within the market. The subject's market-rate units do not appear to lack any key amenities that would adversely impact its competitive position within the Site PMA.

Comparable/Competitive Market-Rate Summary

Based on our analysis of the rents, unit sizes (square footage), amenities, location, quality and occupancy rates of the comparable market-rate properties within the market, it is our opinion that the market-rate units proposed at the subject development will be competitive within the market and appropriate for the targeted general-occupancy tenant population.

5. SINGLE-FAMILY HOME IMPACT

According to ESRI, the median home value within the Site PMA was \$133,182. At an estimated interest rate of 4.5% and a 30-year term (and 95% LTV), the monthly mortgage for a \$133,182 home is \$801, including estimated taxes and insurance.

Buy Versus Rent Analysis	
Median Home Price - ESRI	\$133,182
Mortgaged Value = 95% of Median Home Price	\$126,523
Interest Rate - Bankrate.com	4.5%
Term	30
Monthly Principal & Interest	\$641
Estimated Taxes and Insurance*	\$160
Estimated Monthly Mortgage Payment	\$801

*Estimated at 25% of principal and interest

In comparison, the monthly collected rents for the proposed non-subsidized Tax Credit units range from \$425 to \$630, while the monthly collected rents for the market-rate units range from \$600 to \$775, depending upon unit type. Therefore, the cost of a typical home in the area is at least \$171 greater than the cost of renting a LIHTC unit at the subject project. While some potential tenants of the proposed market-rate units may be able to afford the cost of a mortgage for a typical home in the area, it is important to reiterate that the project will only offer seven (7) market-rate units. Based on the preceding analysis, we do not anticipate any significant (if any) competitive impact on or from the homebuyer market.

One page profiles of the Comparable/Competitive Tax Credit and market-rate properties are included in Addendum B of this report.

SECTION I – ABSORPTION & STABILIZATION RATES

For the purposes of this analysis, we assume the absorption period at the site begins as soon as the first units are available for occupancy. Since all demand calculations in this report follow GDCA/GHFA guidelines that assume a 2017 completion date for the site, we also assume that initial units at the site will be available for rent sometime in 2017.

Considering the facts contained in the market study and comparing them with other projects with similar characteristics in other markets, we are able to establish absorption projections for the subject development. Our absorption projections take into consideration the high occupancy rates and waiting lists reported among existing non-subsidized LIHTC and market-rate projects in the market, the subject's capture rate, achievable market rents and the competitiveness of the proposed subject development within the East Point Site PMA. Our absorption projections also take into consideration that the developer and/or management successfully markets the project throughout the Site PMA.

Based on our analysis, the 67 proposed LIHTC and market-rate units at the subject project are expected to reach a stabilized occupancy rate of 93.0% within seven months of opening. This absorption period is based on an average monthly absorption rate of approximately nine units per month. More specifically, it is our opinion that the 60 proposed LIHTC units at the subject site will reach a stabilized occupancy of at least 93.0% within approximately seven months (eight to nine units per month), while the seven (7) market-rate units will reach a stabilized occupancy rate of 93.0% within one month of opening.

These absorption projections assume a summer 2017 opening date. A different opening date may impact the absorption potential (positively or negatively) for the subject project. Further, these absorption projections assume the project will be built and operated as outlined in this report. Changes to the project's rents, amenities, floor plans, location or other features may invalidate our findings. Finally, we assume the developer and/or management will aggressively market the project a few months in advance of its opening and continue to monitor market conditions during the project's initial lease-up period. Note that Voucher support has also been considered in determining these absorption projections and that these absorption projections may vary depending upon the amount of Voucher support the subject development ultimately receives.

SECTION J – INTERVIEWS

Below are summaries of stakeholder interviews conducted with various local sources regarding the need for affordable housing within the Site PMA.

- According to a representative with the Atlanta Housing Authority, there are approximately 9,595 Housing Choice Voucher holders within the housing authority's jurisdiction and 783 people currently on the waiting list for additional Vouchers. The waiting list is closed and it is unknown when the waiting list will reopen. This reflects the continuing need for affordable housing and/or Housing Choice Voucher assistance within the Greater Atlanta area, including East Point.
- Sharon Brown, Property Manager of Greenbriar Commons, formerly a LIHTC property that is now 100% market-rate, stated that there is a need for additional affordable housing in the East Point area. Ms. Brown further stated that the majority of her residents have been at the property for ten years or longer and many utilize Housing Choice Vouchers in order to afford the rents. This demonstrates the need for affordable rental housing within the East Point Site PMA.
- Angela Sneed, Property Manager of Delowe Village Apartments, a general-occupancy LIHTC community located within the Site PMA, feels that there is a need for more affordable housing in the area, specifically noting that one-bedroom units are inquired about most often at her property. Ms. Sneed further stated that while her community currently does not have a waitlist, it is 100.0% occupied and does not have any issues maintaining this high occupancy level.

SECTION K – CONCLUSIONS & RECOMMENDATIONS

Based on the findings reported in our market study, it is our opinion that a market exists for the 67 LIHTC and market-rate units proposed at the subject site, assuming it is developed and operated as detailed in this report. Changes in the project's site, rent, amenities or opening date may alter these findings.

The subject site is situated within an established, yet redeveloping, portion of East Point and is expected to contribute to the continued revitalization efforts within the immediate site neighborhood. The subject site is also located within proximity of numerous community services, including public transportation provided by MARTA, as a public bus stop is located adjacent the site to the south. The subject's proximity to most area services and multiple arterial roadways, including U.S. Highway 29 adjacent the site to the east, is expected to contribute to the project's overall marketability.

The five comparable LIHTC properties surveyed within the market and region report an overall occupancy rate of 97.4%, demonstrating high demand for family-oriented LIHTC product within the market and region. Notably, two of the three comparable LIHTC properties located in the Site PMA are 100.0% occupied, further demonstrating significant demand for LIHTC product in the East Point market. Further, the three comparable LIHTC properties in the Site PMA involved the renovations of properties originally built between 1960 and 1977, whereas the subject development will be new construction. This will likely create a competitive advantage for the subject project, as it will introduce a modern rental product to a LIHTC rental market that is relatively old. The subject project is considered to be competitively positioned among the comparable LIHTC properties in terms of gross rents and amenities offered. In fact, the proposed gross rents will be some of the lowest offered in the market and region when compared to similar unit types at the comparable properties. The subject project will also provide seven (7) unrestricted market-rate units in addition to the 60 proposed LIHTC units. These unrestricted market-rate units are also considered to be competitively and appropriately positioned within the East Point market.

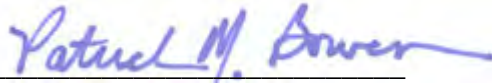
While the subject project is considered to be marketable within the Site PMA in terms of unit design, rents, amenities offered, etc., it will also be demographically well supported within the market as it is projected that nearly 6,000 renter households will earn below \$30,000 within the Site PMA in 2017. This is considered a large base of potential low-income renter support for the subject's LIHTC units, which is further demonstrated by the subject's overall LIHTC only capture rate of just 3.8%. The proposed market-rate units also have a low capture rate of 3.3%. These low capture rates demonstrate a deep base of potential income-eligible renter support for the subject project within the Site PMA.

Based on the preceding analysis and facts contained within this report, we believe the proposed subject development is marketable and supportable within the East Point Site PMA, as proposed. The subject project is not expected to have any adverse impact on future occupancy rates at the existing comparable LIHTC properties in the market. We do not have any recommendations or modifications to the subject development at this time.

SECTION L - SIGNED STATEMENT

I affirm that I have made a physical inspection of the market area and the subject property and that information has been used in the full study regarding the need and demand for new rental units. To the best of my knowledge, the market can support the demand shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in the Georgia Department of Community Affairs rental housing programs. I also affirm that I have no interest in the project or any relationship with the ownership entity and my compensation is not contingent on this project being funded. This report was written in accordance with my understanding of the GA-DCA market study manual and GA-DCA Qualified Action Plan.

Certified:



Patrick Bowen
President/Market Analyst
Bowen National Research
155 E. Columbus St., Suite 220
Pickerington, OH 43147
(614) 833-9300
patrickb@bowennational.com
Date: June 8, 2015



Lisa Wood
Market Analyst
lisaw@bowennational.com
Date: June 8, 2015



Craig Rupert
Market Analyst
craigr@bowennational.com
Date: June 8, 2015

SECTION M – MARKET STUDY REPRESENTATION

The Georgia Department of Community Affairs (DCA) may rely on the representation made in the market study and that the market study is assignable to other lenders that are parties to the DCA loan transaction.

SECTION N - QUALIFICATIONS

The Company

Bowen National Research employs an expert staff to ensure that each market study is of the utmost quality. Each staff member has hands-on experience evaluating sites and comparable properties, analyzing market characteristics and trends, and providing realistic recommendations and conclusions. The Bowen National Research staff has the expertise to provide the answers for your development.

The Staff

Patrick Bowen is the President of Bowen National Research. He has prepared and supervised thousands of market feasibility studies for all types of real estate products, including affordable family and senior housing, multifamily market-rate housing and student housing, since 1996. He has also prepared various studies for submittal as part of HUD 221(d)(3) & (4), HUD 202 developments and applications for housing for Native Americans. He has also conducted studies and provided advice to city, county and state development entities as it relates to residential development, including affordable and market rate housing, for both rental and for-sale housing. Mr. Bowen has worked closely with many state and federal housing agencies to assist them with their market study guidelines. Mr. Bowen has his bachelor's degree in legal administration (with emphasis on business and law) from the University of West Florida.

Craig Rupert, Market Analyst, has conducted market analysis in both urban and rural markets throughout the United States since 2010. Mr. Rupert is experienced in the evaluation of multiple types of housing programs, including market-rate, Tax Credit and various government subsidies and uses this knowledge and research to provide both qualitative and quantitative analysis. Mr. Rupert has a degree in Hospitality Management from Youngstown State University.

Jack Wiseman, Market Analyst, has conducted extensive market research in over 200 markets throughout the United States since 2007. He provides thorough evaluation of site attributes, area competitors, market trends, economic characteristics and a wide range of issues impacting the viability of real estate development. He has evaluated market conditions for a variety of real estate alternatives, including affordable and market-rate apartments, retail and office establishments, student housing, and a variety of senior residential alternatives. Mr. Wiseman has a Bachelor of Arts degree in Economics from Miami University.

Stephanie Viren is the Field Research Director at Bowen National Research. Ms. Viren focuses on collecting detailed data concerning housing conditions in various markets throughout the United States. Ms. Viren has extensive interviewing skills and experience and also possesses the expertise necessary to conduct surveys of diverse pools of respondents regarding population and housing trends, housing marketability, economic development and other socioeconomic issues relative to the housing industry. Ms. Viren's professional specialty is condominium and senior housing research. Ms. Viren earned a Bachelor of Arts in Business Administration from Heidelberg College.

Christine Atkins, In-House Research Coordinator, has experience in the property management industry and has managed a variety of rental housing types. With experience in conducting site-specific analysis since 2012, she has the ability to analyze market and economic trends and conditions. Ms. Atkins holds a Bachelor of Arts in Communication from the University of Cincinnati.

Lisa Wood, Market Analyst, has conducted site-specific analyses in both rural and urban markets throughout the country. She is also experienced in the day-to-day operation and financing of Low-Income Housing Tax Credit and subsidized properties, which gives her a unique understanding of the impact of housing development on current market conditions.

Jeff Peters, Market Analyst, has conducted on-site inspection and analysis for rental properties throughout the country. He is familiar with multiple types of rental housing programs, the day-to-day interaction with property managers and leasing agents and the collection of pertinent property details. Mr. Peters graduated from The Ohio State University with a Bachelor of Arts in Economics.

Garth Semple, Market Analyst, has surveyed both urban and rural markets throughout the country. He is trained to understand the nuances of various rental housing programs and their construction and is experienced in the collection of rental housing data from leasing agents, property managers, and other housing experts within the market. Mr. Semple graduated from Elizabethtown College and has a Bachelor of Arts degree in Sociology.

Tyler Bowers, Market Analyst, has travelled the country and studied the housing industry in both urban and rural markets. He is able to analyze both the aesthetics and operations of rental housing properties, particularly as they pertain to each particular market. Mr. Bowers has a Bachelor Degree of Arts in History from Indiana University.

Desireé Johnson is the Executive Administrative Assistant at Bowen National Research. Ms. Johnson is involved in the day-to-day communication with clients. She has been involved in extensive market research in a variety of project types since 2006. Ms. Johnson has the ability to research, find, analyze and manipulate data in a multitude of ways. Ms. Johnson has an Associate of Applied Science in Office Administration from Columbus State Community College.

June Davis, Office Manager of Bowen National Research, has been in the market feasibility research industry since 1988. Ms. Davis has overseen production on over 20,000 market studies for projects throughout the United States.

In-House Researchers – Bowen National Research employs a staff of seven in-house researchers who are experienced in the surveying and evaluation of all rental and for-sale housing types, as well as in conducting interviews and surveys with city officials, economic development offices and chambers of commerce, housing authorities and residents.

ADDENDUM A: FIELD SURVEY OF CONVENTIONAL RENTALS

EAST POINT, GEORGIA

The following section is a field survey of conventional rental properties. These properties were identified through a variety of sources including area apartment guides, yellow page listings, government agencies, the Chamber of Commerce, and our own field inspection. The intent of this field survey is to evaluate the overall strength of the existing rental market, identify trends that impact future development, and identify those properties that would be considered most comparable to the subject site.

The field survey has been organized by the type of project surveyed. Properties have been color coded to reflect the project type. Projects have been designated as market-rate, Tax Credit, government-subsidized, or a combination of the three project types. The field survey is organized as follows:

- A color-coded map indicating each property surveyed and the project type followed by a list of properties surveyed.
- Properties surveyed by name, address, telephone number, project type, year built or renovated (if applicable), number of floors, total units, occupancy rate, quality rating, rent incentives, and Tax Credit designation. Housing Choice Vouchers and Rental Assistance are also noted here. Note that projects are organized by project type.
- Distribution of non-subsidized and subsidized units and vacancies in properties surveyed.
- Listings for unit and project amenities, parking options, optional charges, utilities (including responsibility), and appliances.
- Collected rent by unit type and bedrooms.
- Unit size by unit type and bedrooms.
- Calculations of rent per square foot (all utilities are adjusted to reflect similar utility responsibility). Data is summarized by unit type.
- An analysis of units, vacancies, and median rent. Where applicable, non-subsidized units are distributed separately.
- An analysis of units added to the area by project construction date and, when applicable, by year of renovation.
- Aggregate data and distributions for all non-subsidized properties are provided for appliances, unit amenities and project amenities.

- A rent distribution is provided for all market-rate and non-subsidized Tax Credit units by unit type. Note that rents are adjusted to reflect common utility responsibility.
- Aggregation of projects by utility responsibility (market-rate and non-subsidized Tax Credit only).
- A utility allowance worksheet.

Note that other than the property listing following the map, data is organized by project types. Market-rate properties (blue designation) are first followed by variations of market-rate and Tax Credit properties. Non-government subsidized Tax Credit properties are red and government-subsidized properties are yellow. See the color codes at the bottom of each page for specific project types.

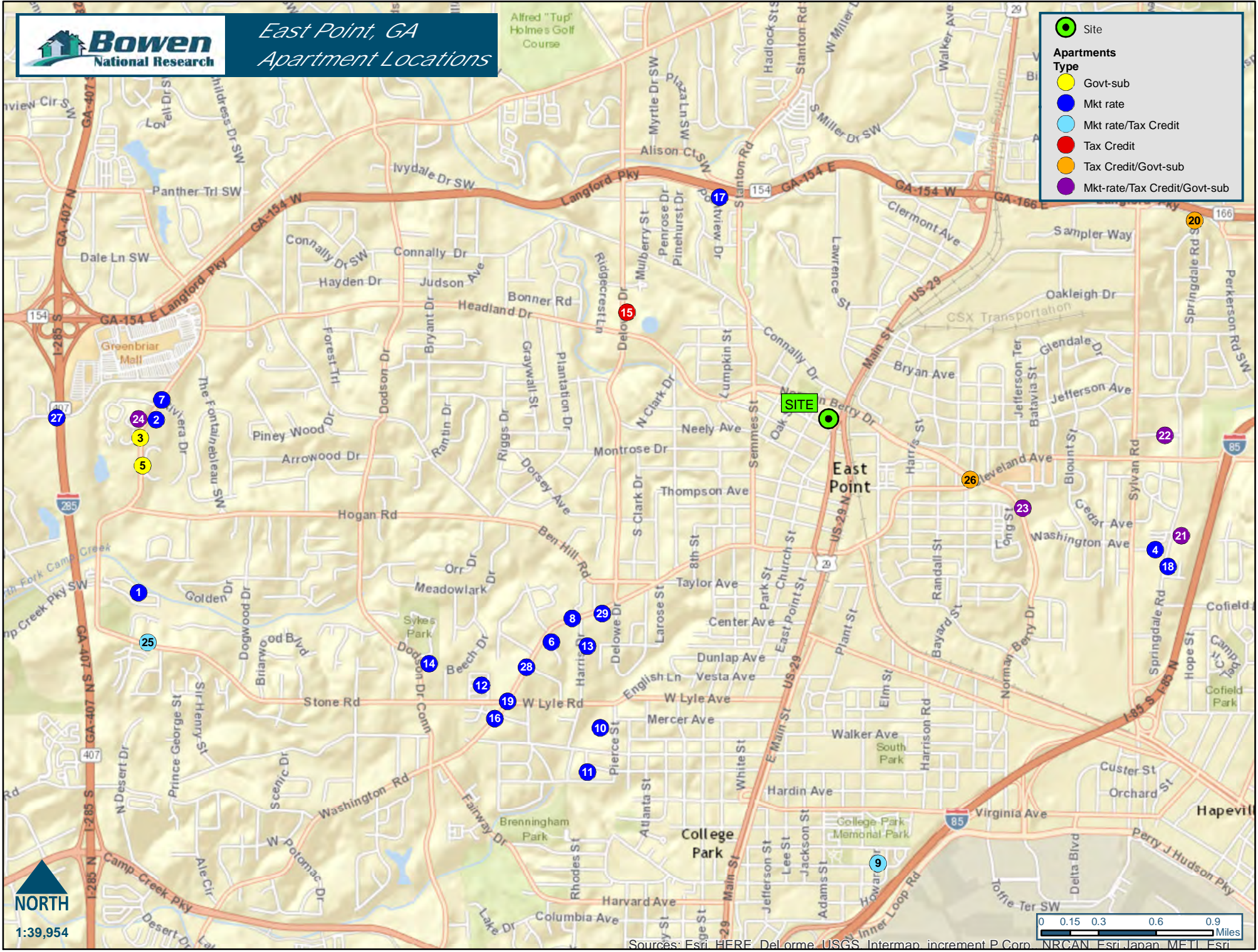


East Point, GA Apartment Locations

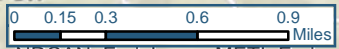
Site

Apartment Type

- Govt-sub
- Mkt rate
- Mkt rate/Tax Credit
- Tax Credit
- Tax Credit/Govt-sub
- Mkt-rate/Tax Credit/Govt-sub



NORTH
1:39,954



Sources: Esri, HERE, DeLorme, USGS, Intermap, increment P Corp., NRCAN, Esri, Japan, METI, Esri

MAP IDENTIFICATION LIST - EAST POINT, GEORGIA

MAP ID	PROJECT NAME	PROJ. TYPE	QUALITY RATING	YEAR BUILT	TOTAL UNITS	VACANT	OCC. RATE	DISTANCE TO SITE*
1	Greenbriar Commons	MRR	B-	1974	174	0	100.0%	4.0
2	Village on the Green Apts.	MRR	A	2004	216	4	98.1%	3.4
3	Asbury Harris Epworth Towers	GSS	C	1971	160	0	100.0%	3.5
4	New Village Apts.	MRR	C+	1997	64	0	100.0%	1.9
5	QLS Meadows	GSS	B	2001	94	0	100.0%	3.6
6	Victory Place Apts.	MRR	C	1966	48	0	100.0%	1.8
7	Park at Greenbriar	MRR	C+	1970	209	20	90.4%	3.3
8	Lexington Apt. Homes I & II	MRR	B-	1960	320	4	98.8%	1.6
9	Princeton Court Apt. Homes	MRT	B+	2005	114	4	96.5%	2.3
10	Rugby Valley	MRR	A	1973	140	0	100.0%	2.0
11	Somerset Apts.	MRR	C	1964	40	2	95.0%	2.2
12	Stonetree Apts.	MRR	B-	1972	232	2	99.1%	2.3
13	Mt. Vernon Apts.	MRR	C-	1960	32	2	93.8%	1.7
14	Dodson Courtyard	MRR	C-	1968	75	5	93.3%	2.6
15	Delowe Village Apts.	TAX	B-	1960	64	0	100.0%	1.2
16	Harmony Pointe	MRR	C	1973	144	2	98.6%	2.2
17	Hidden Cove Apartments	MRR	C+	1964	164	4	97.6%	1.4
18	Hidden Oaks Apts.	MRR	C	1971	100	4	96.0%	2.0
19	Bullock-Habersham Townhomes	MRR	C	1978	128	7	94.5%	2.1
20	Lakewood Christian Manor	TGS	B	1973	250	0	100.0%	2.4
21	Heritage Green Apts.	TMG	B-	1975	109	0	100.0%	2.0
22	Trinity Towers	TMG	B-	1975	240	0	100.0%	1.9
23	Norman Berry Village Senior Residences	TMG	A	2006	119	0	100.0%	1.2
24	Columbia Colony Senior Apts.	TMG	B	2000	121	0	100.0%	3.5
25	Hidden Creste	MRT	B	1977	320	16	95.0%	3.7
26	Gateway East Point	TGS	A-	2012	100	0	100.0%	0.9
27	Alta Coventry Station	MRR	A	2008	322	13	96.0%	3.8
28	Berkshire Townhomes	MRR	D+	1970	30	1	96.7%	1.9
29	Brookfield Apts.	MRR	B-	1970	120	7	94.2%	1.5

◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

* - Drive Distance (Miles)

Survey Date: April 2015

MAP IDENTIFICATION LIST - EAST POINT, GEORGIA

PROJECT TYPE	PROJECTS SURVEYED	TOTAL UNITS	VACANT	OCCUPANCY RATE	U/C
MRR	18	2,558	77	97.0%	10
MRT	2	434	20	95.4%	0
TMG	4	589	0	100.0%	0
TAX	1	64	0	100.0%	0
TGS	2	350	0	100.0%	0
GSS	2	254	0	100.0%	0

Total units does not include units under construction.

◆ Senior Restricted
■ Market-rate
■ Market-rate/Tax Credit
■ Market-rate/Government-subsidized
■ Market-rate/Tax Credit/Government-subsidized
■ Tax Credit
■ Tax Credit/Government-subsidized
■ Government-subsidized

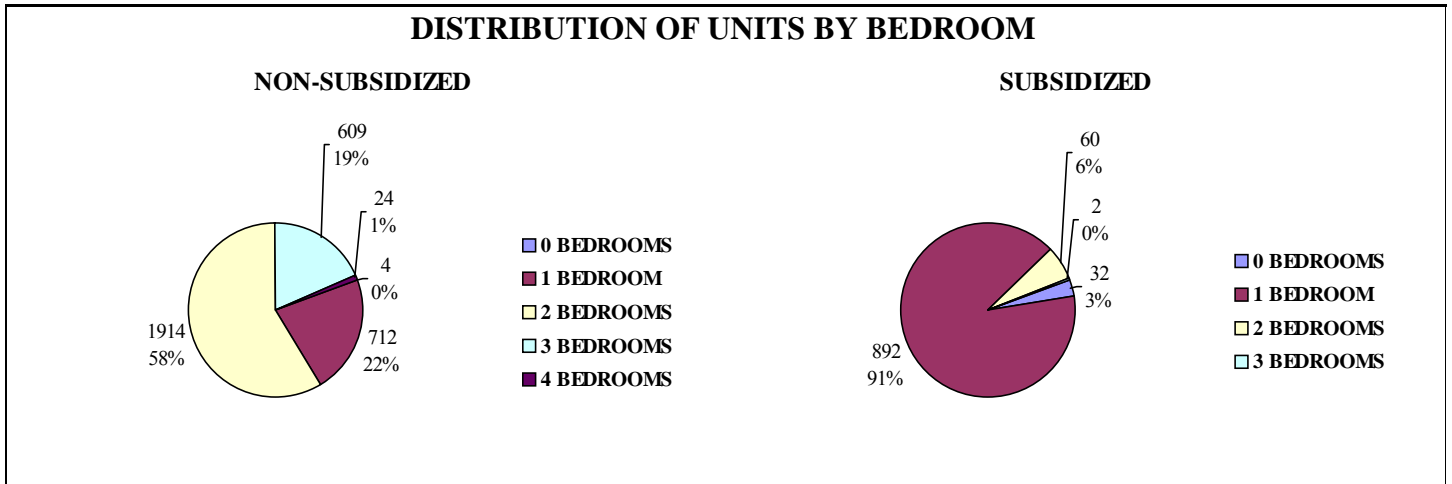
* - Drive Distance (Miles)

Survey Date: April 2015





DISTRIBUTION OF UNITS - EAST POINT, GEORGIA

MARKET-RATE						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
0	1	1	0.0%	0	0.0%	\$658
1	1	567	20.3%	13	2.3%	\$735
1	1.5	60	2.2%	0	0.0%	\$717
2	1	450	16.1%	10	2.2%	\$790
2	1.5	494	17.7%	20	4.0%	\$828
2	2	507	18.2%	13	2.6%	\$1,169
2	2.5	131	4.7%	3	2.3%	\$953
3	1	17	0.6%	0	0.0%	\$972
3	2	266	9.5%	10	3.8%	\$1,365
3	2.5	281	10.1%	11	3.9%	\$1,078
3	3	4	0.1%	0	0.0%	\$873
4	2	4	0.1%	0	0.0%	\$1,585
4	3	8	0.3%	0	0.0%	\$1,416
TOTAL		2,790	100.0%	80	2.9%	
10 UNITS UNDER CONSTRUCTION						
TAX CREDIT, NON-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
0	1	3	0.6%	0	0.0%	\$364
1	1	85	18.0%	2	2.4%	\$738
2	1	145	30.7%	2	1.4%	\$842
2	2	187	39.5%	11	5.9%	\$933
3	2	41	8.7%	1	2.4%	\$1,134
4	2	12	2.5%	1	8.3%	\$1,260
TOTAL		473	100.0%	17	3.6%	
TAX CREDIT, GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
0	1	32	4.5%	0	0.0%	N.A.
1	1	623	88.2%	0	0.0%	N.A.
2	1	15	2.1%	0	0.0%	N.A.
2	2	34	4.8%	0	0.0%	N.A.
3	2	2	0.3%	0	0.0%	N.A.
TOTAL		706	100.0%	0	0.0%	
GOVERNMENT-SUBSIDIZED						
BEDROOMS	BATHS	UNITS	DISTRIBUTION	VACANT	%VACANT	MEDIAN GROSS RENT
1	1	269	96.1%	0	0.0%	N.A.
2	1	11	3.9%	0	0.0%	N.A.
TOTAL		280	100.0%	0	0.0%	
GRAND TOTAL		4,249	-	97	2.3%	

DISTRIBUTION OF UNITS - EAST POINT, GEORGIA



SURVEY OF PROPERTIES - EAST POINT, GEORGIA






1 Greenbriar Commons			
	Address 3000 Stone Hogan Connector Atlanta, GA 30331	Phone (404) 344-7330 (Contact in person)	Total Units 174
	Year Built 1974 Renovated 1993	Contact Sharon	Vacancies 0
	Comments HCV (69 units); Former Tax Credit property; 2 & 3-br units have washer/dryer hookups & patio		Occupied 100.0%
	Rent Special \$200 off 1st month's rent		Floors 2
			Quality Rating B-
			Waiting List None
2 Village on the Green Apts.			
	Address 2975 Continental Colony Pkwy. SW Atlanta, GA 30331	Phone (404) 344-9909 (Contact in person)	Total Units 216
	Year Built 2004	Contact Janet	Vacancies 4
	Comments Does not accept HCV; Seclet units have attached garage; 3rd floor units have fireplace		Occupied 98.1%
			Floors 2.5
			Quality Rating A
			Waiting List None
3 Asbury Harris Epworth Towers			
	Address 3033 Continental Colony Pkwy SW Atlanta, GA 30331	Phone (404) 344-9400 (Contact in person)	Total Units 160
	Year Built 1971	Contact Gladys	Vacancies 0
	Comments HUD Section 8		Occupied 100.0%
			Floors 11
			Quality Rating C
			Senior Restricted (62+) Waiting List 70 households
4 New Village Apts.			
	Address 2905 Spingdale Rd. SW Atlanta, GA 30315	Phone (404) 228-2583 (Contact in person)	Total Units 64
	Year Built 1997 Renovated 2012	Contact Tatrice	Vacancies 0
	Comments HCV (17 units); 3-br have dishwashers		Occupied 100.0%
			Floors 2
			Quality Rating C+
			Waiting List None
5 QLS Meadows			
	Address 3060 Continental Colony Pkwy. SW Atlanta, GA 30331	Phone (404) 494-3060 (Contact in person)	Total Units 94
	Year Built 2001	Contact Valerie	Vacancies 0
	Comments HUD Section 202 & HUD Section 8		Occupied 100.0%
			Floors 1
			Quality Rating B
			Senior Restricted (62+) Waiting List 12 households

Project Type

■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: April 2015

SURVEY OF PROPERTIES - EAST POINT, GEORGIA





6 Victory Place Apts.			
	Address 3128 Chateau Blvd. East Point, GA 30344	Phone (404) 209-0028 (Contact in person)	Total Units 48
	Year Built 1966 Comments Does not accept HCV; 2-br have fireplace	Contact Sibyl	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating C
			Waiting List None
7 Park at Greenbriar			
	Address 3000 Continental Colony Pkwy. East Point, GA 30331	Phone (404) 349-3688 (Contact in person)	Total Units 209
	Year Built 1970 Comments HCV (70 units); Unit mix estimated	Contact Ray	Vacancies 20 Occupied 90.4% Floors 2 Quality Rating C+
Rent Special \$99 1st month's rent with 1 year lease			Waiting List 1-br: 5HH
8 Lexington Apt. Homes I & II			
	Address 3073 Washington Rd. East Point, GA 30344	Phone (404) 761-6446 (Contact in person)	Total Units 320
	Year Built 1960 Comments Does not accept HCV; Rent range due to location & unit updates; Unit mix estimated	Contact Consuelo	Vacancies 4 Occupied 98.8% Floors 2 Quality Rating B-
Rent Special \$499 1st month's rent with 1 year lease			Waiting List None
9 Princeton Court Apt. Homes			
	Address 1503 Temple Ave. College Park, GA 30337	Phone (404) 768-9332 (Contact in person)	Total Units 114
	Year Built 2005 Comments Market-rate (46 units); 30%, 50% & 60% AMHI (70 units); HCV (21 units); Two (2-br/2-ba) units used for manager & office not included in total	Contact Janice	Vacancies 4 Occupied 96.5% Floors 3 Quality Rating B+
			Senior Restricted (55+) Waiting List None
10 Rugby Valley			
	Address 2165 Rugby Ave. College Park, GA 30337	Phone (404) 209-9600 (Contact in person)	Total Units 140
	Year Built 1973 Comments Does not accept HCV; 2 & 3-br units have washer/dryer hookups; Larger 2-br & 3-br have den	Contact Joyce	Vacancies 0 Occupied 100.0% Floors 2 Quality Rating A
			Waiting List None

Project Type

Market-rate
Market-rate/Tax Credit
Market-rate/Government-subsidized
Market-rate/Tax Credit/Government-subsidized
Tax Credit
Tax Credit/Government-subsidized
Government-subsidized

Survey Date: April 2015

SURVEY OF PROPERTIES - EAST POINT, GEORGIA

11 Somerset Apts.			
	Address 3445 Almand Dr. College Park, GA 30337	Phone (404) 901-3614 (Contact in person)	Total Units 40
	Year Built 1964 Comments HCV (2 units); Square footage estimated	Contact Jaynie	Vacancies 2 Occupied 95.0% Floors 2 Quality Rating C
Rent Special One Month Free Rent			Waiting List None
12 Stonetree Apts.			
	Address 2414 Stone Rd. East Point, GA 30344	Phone (404) 768-2510 (Contact in person)	Total Units 232
	Year Built 1972 Comments Does not accept HCV; Unit mix estimated	Contact Yanete	Vacancies 2 Occupied 99.1% Floors 2 Quality Rating B-
Rent Special 50% off 1st month's rent			Waiting List None
13 Mt. Vernon Apts.			
	Address 3155 Harris Dr. Atlanta, GA 30344	Phone (678) 293-7623 (Contact in person)	Total Units 32
	Year Built 1960 Renovated 2015 Comments HCV (4 units); Higher rent on renovated units	Contact Steve	Vacancies 2 Occupied 93.8% Floors 2 Quality Rating C-
			Waiting List None
14 Dodson Courtyard			
	Address 3250 Dodson Dr. East Point, GA 30344	Phone (404) 767-5322 (Contact in person)	Total Units 75
	Year Built 1968 Comments HCV (7 units); Rent range based on floor level	Contact Darlene	Vacancies 5 Occupied 93.3% Floors 3 Quality Rating C-
			Waiting List None
15 Delowe Village Apts.			
	Address 2360 Delowe Dr. Atlanta, GA 30344	Phone (404) 762-9871 (Contact in person)	Total Units 64
	Year Built 1960 Renovated 2000 Comments 50%, 60% & 80% AMHI; Accepts HCV	Contact Latara	Vacancies 0 Occupied 100.0% Floors 2,2,5 Quality Rating B-
			Waiting List None

Project Type

Market-rate
Market-rate/Tax Credit
Market-rate/Government-subsidized
Market-rate/Tax Credit/Government-subsidized
Tax Credit
Tax Credit/Government-subsidized
Government-subsidized

Survey Date: April 2015

SURVEY OF PROPERTIES - EAST POINT, GEORGIA


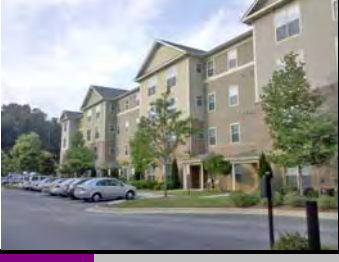
16 Harmony Pointe			
	Address 2420 Heaton Dr. East Pointe, GA 30344	Phone (404) 763-3576 (Contact in person)	Total Units 144
	Year Built 1973 Comments HCV (10 units); All 1-br units and some 2-br units have fireplace; 3-br units have washer/dryer hookups	Contact Tina	Vacancies 2 Occupied 98.6% Floors 2 Quality Rating C
Rent Special 2-br: \$99 first month with 12-month lease			Waiting List None
17 Hidden Cove Apartments			
	Address 1900 Stanton Delowe RD. East Pointe, GA 30344	Phone (404) 765-0824 (Contact in person)	Total Units 164
	Year Built 1964 Renovated 1998 Comments Former Tax Credit property	Contact Linda	Vacancies 4 Occupied 97.6% Floors 2 Quality Rating C+
Rent Special 1st month's rent \$299 with 1 year lease			Waiting List 1 & 3-br: 10 HH
18 Hidden Oaks Apts.			
	Address 2950 Springdale Rd. SW Atlanta, GA 30315	Phone (404) 763-1261 (Contact in person)	Total Units 100
	Year Built 1971 Comments HCV (approx. 20 units)	Contact Dymond	Vacancies 4 Occupied 96.0% Floors 2 Quality Rating C
Rent Special 2-br: \$199 1st month's rent			Waiting List None
19 Bullock-Habersham Townhomes			
	Address 3251 Washington Rd. East Point, GA 30344	Phone (404) 766-8391 (Contact in person)	Total Units 128
	Year Built 1978 Comments HCV (approx. 13 units)	Contact Bridie	Vacancies 7 Occupied 94.5% Floors 2 Quality Rating C
Rent Special 1st month's rent \$199 with 1 year lease			Waiting List None
20 Lakewood Christian Manor			
	Address 2141 Springdale Rd. SW Atlanta, GA 30315	Phone (404) 766-1466 (Contact in person)	Total Units 250
	Year Built 1973 Renovated 2004 Comments 50% AMHI; HUD Section 8; Rents range based on floor level; Unit mix estimated	Contact Jessica	Vacancies 0 Occupied 100.0% Floors 9 Quality Rating B Senior Restricted (55+) Waiting List
			20 households

Project Type

Market-rate
Market-rate/Tax Credit
Market-rate/Government-subsidized
Market-rate/Tax Credit/Government-subsidized
Tax Credit
Tax Credit/Government-subsidized
Government-subsidized

Survey Date: April 2015

SURVEY OF PROPERTIES - EAST POINT, GEORGIA





21 Heritage Green Apts.			
	Address 2891 Springdale Rd. Atlanta, GA 30315	Phone (404) 768-1158 (Contact in person)	Total Units 109
	Year Built 1975 Renovated 2004	Contact Vernice	Vacancies 0
	Comments Market-rate (23 units); 30%, 50% & 54% AMHI (86 units); PBRA (44 units); Does not accept HCV		Occupied 100.0%
			Floors 2,3
			Quality Rating B-
			Waiting List GSS: 800 households
22 Trinity Towers			
	Address 2611 Springdale Rd. SW Atlanta, GA 30315	Phone (404) 763-4044 (Contact in person)	Total Units 240
	Year Built 1975 Renovated 2003	Contact Kurshaire	Vacancies 0
	Comments 30%, 50% & 60% AMHI & HUD Section 202 (232 units); Market-rate (8 units); Accepts HCV; Unit mix by AMHI estimated		Occupied 100.0%
			Floors 11
			Quality Rating B-
			Senior Restricted (62+) Waiting List None
23 Norman Berry Village Senior Residences			
	Address 2840 Norman Berry Dr. East Point, GA 30344	Phone (404) 767-3441 (Contact in person)	Total Units 119
	Year Built 2006	Contact Donita	Vacancies 0
	Comments 50% & 60% AMHI (69 units); Market-rate (24 units); PBRA (24 units); HCV (58 units)		Occupied 100.0%
			Floors 3
			Quality Rating A
			Senior Restricted (55+) Waiting List 6-12 months
24 Columbia Colony Senior Apts.			
	Address 2999 Continental Colony Pkwy. S Atlanta, GA 30331	Phone (404) 349-1119 (Contact in person)	Total Units 121
	Year Built 2000	Contact Willena	Vacancies 0
	Comments Market-rate (40 units); 50% & 60% AMHI & PBRA (81 units); Does not accept HCV		Occupied 100.0%
			Floors 3
			Quality Rating B
			Senior Restricted (62+) Waiting List 1-2 years
25 Hidden Creste			
	Address 3200 S. Stone Rd. Atlanta, GA 30331	Phone (404) 349-4220 (Contact in person)	Total Units 320
	Year Built 1977 Renovated 2005	Contact Kia	Vacancies 16
	Comments Market-rate (74 units); 60% AMHI (246 units); Accepts HCV; Typical 2-br 60% AMHI rent \$750; Vacancies due to difficulty finding qualified applicants; Unit mix estimated		Occupied 95.0%
			Floors 2
			Quality Rating B
	Rent Special Reported 2-br 60% AMHI rents discounted		Waiting List None

Project Type

Market-rate
Market-rate/Tax Credit
Market-rate/Government-subsidized
Market-rate/Tax Credit/Government-subsidized
Tax Credit
Tax Credit/Government-subsidized
Government-subsidized

Survey Date: April 2015

SURVEY OF PROPERTIES - EAST POINT, GEORGIA

26 Gateway East Point			
	Address 1311 Cleveland Ave. East Point, GA 30344	Phone (404) 343-2958 (Contact in person)	Total Units 100 Vacancies 0 Occupied 100.0%
	Year Built 2012 Comments 50% & 60% AMHI; PBRA; Opened 6/2012, 100% occupied 9/2012, began preleasing 4/2012	Contact Melanie	
27 Alta Coventry Station			
	Address 3378 Greenbriar Parkway SW Atlanta, GA 30331	Phone (404) 346-3737 (Contact in person)	Total Units 322 Vacancies 13 Occupied 96.0%
	Year Built 2008 Comments Accepts HCV; Unit mix estimated	Contact Andrea	
28 Berkshire Townhomes			
	Address 3207 Washington Rd. East Point, GA 30344	Phone (404) 767-1812 (Contact in person)	Total Units 30 Vacancies 1 Occupied 96.7%
	Year Built 1970 Comments HCV (1 unit); Year built estimated	Contact Leslie	
29 Brookfield Apts.			
	Address 3072 Washington Rd. East Point, GA 30344	Phone (404) 549-9057 (Contact in person)	Total Units 120 Vacancies 7 Occupied 94.2%
	Year Built 1970 Comments Accepts HCV Rent Special 50% off 1st & 3rd month's rent	Contact Sly	

Project Type

Market-rate
Market-rate/Tax Credit
Market-rate/Government-subsidized
Market-rate/Tax Credit/Government-subsidized
Tax Credit
Tax Credit/Government-subsidized
Government-subsidized

Survey Date: April 2015

COLLECTED RENTS - EAST POINT, GEORGIA

MAP ID	GARDEN UNITS					TOWNHOUSE UNITS			
	STUDIO	1-BR	2-BR	3-BR	4+ BR	1-BR	2-BR	3-BR	4+ BR
1						\$622	\$701 to \$814	\$835	
2		\$788	\$975	\$1041			\$1265		
4		\$625	\$790	\$880			\$790		
6		\$535	\$635						
7		\$675	\$764 to \$810	\$915		\$695	\$810	\$999	
8		\$578	\$659 to \$669	\$769			\$669	\$989	
9		\$360 to \$738	\$410 to \$887						
10		\$740	\$790 to \$925	\$1280					
11		\$525	\$580 to \$625	\$730					
12		\$508	\$628			\$608	\$699 to \$758	\$819	
13		\$499 to \$534	\$575 to \$615	\$675 to \$725			\$625 to \$670		
14		\$500 to \$539	\$559 to \$579						
15			\$575	\$675					
16						\$549	\$579	\$769	
17		\$495	\$575	\$695					
18		\$575	\$600 to \$640	\$825					
19							\$689	\$829	\$999
21	\$201 to \$495	\$239 to \$629	\$259 to \$695	\$269 to \$800					
22		\$690							
23		\$548 to \$760	\$650 to \$825						
24		\$705	\$850						
25		\$650 to \$750	\$699 to \$850	\$825 to \$995	\$875 to \$1200			\$1020	
27		\$730 to \$905	\$920 to \$1030	\$1200 to \$1225					
28							\$575		
29		\$575	\$675						

◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: April 2015

PRICE PER SQUARE FOOT - EAST POINT, GEORGIA

STUDIO UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
21	Heritage Green Apts.	1	553	\$364 to \$658	\$0.66 to \$1.19
ONE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
1	Greenbriar Commons	1	800	\$735	\$0.92
2	Village on the Green Apts.	1	884	\$966	\$1.09
4	New Village Apts.	1	735	\$713	\$0.97
6	Victory Place Apts.	1	950	\$626	\$0.66
7	Park at Greenbriar	1	700	\$723	\$1.03
		1.5	800	\$743	\$0.93
8	Lexington Apt. Homes I & II	1	775	\$678	\$0.87
10	Rugby Valley	1	685	\$934	\$1.36
11	Somerset Apts.	1	480	\$625	\$1.30
12	Stonetree Apts.	1	726 to 912	\$617	\$0.68 to \$0.85
		1.5	1000	\$717	\$0.72
13	Mt. Vernon Apts.	1	936	\$609 to \$644	\$0.65 to \$0.69
14	Dodson Courtyard	1	700	\$699 to \$738	\$1.00 to \$1.05
16	Harmony Pointe	1	743	\$727	\$0.98
17	Hidden Cove Apartments	1	680	\$651	\$0.96
18	Hidden Oaks Apts.	1	750	\$679	\$0.91
27	Alta Coventry Station	1	656 to 885	\$908 to \$1083	\$1.22 to \$1.38
29	Brookfield Apts.	1	637	\$697	\$1.09
9	Princeton Court Apt. Homes	1	650	\$448 to \$826	\$0.69 to \$1.27
25	Hidden Creste	1	775	\$813 to \$913	\$1.05 to \$1.18
21	Heritage Green Apts.	1	745	\$402 to \$792	\$0.54 to \$1.06
22	Trinity Towers	1	537	\$690	\$1.28
23	Norman Berry Village Senior Residences	1	716	\$636 to \$848	\$0.89 to \$1.18
24	Columbia Colony Senior Apts.	1	772	\$868	\$1.12
TWO-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
1	Greenbriar Commons	1.5 to 2.5	1080 to 1200	\$840 to \$953	\$0.78 to \$0.79
2	Village on the Green Apts.	2	1161 to 1415	\$1224 to \$1514	\$1.05 to \$1.07
4	New Village Apts.	1	940	\$907	\$0.96
		1.5	980	\$907	\$0.93
6	Victory Place Apts.	1	1150	\$744	\$0.65
7	Park at Greenbriar	1.5 to 2	940 to 1060	\$828 to \$874	\$0.82 to \$0.88

◆ Senior Restricted
■ Market-rate
■ Market-rate/Tax Credit
■ Market-rate/Government-subsidized
■ Market-rate/Tax Credit/Government-subsidized
■ Tax Credit
■ Tax Credit/Government-subsidized
■ Government-subsidized

Survey Date: April 2015

PRICE PER SQUARE FOOT - EAST POINT, GEORGIA

TWO-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
7	Park at Greenbriar	1.5	1150	\$874	\$0.76
8	Lexington Apt. Homes I & II	1.5	1200	\$791	\$0.66
		2	1050	\$781 to \$791	\$0.74 to \$0.75
10	Rugby Valley	1 to 2	950 to 1250	\$1049 to \$1184	\$0.95 to \$1.10
11	Somerset Apts.	1	600	\$702	\$1.17
		2	620	\$747	\$1.20
12	Stonetree Apts.	1	1050	\$762	\$0.73
		1.5 to 2.5	1200	\$833 to \$892	\$0.69 to \$0.74
13	Mt. Vernon Apts.	1	1206	\$726 to \$766	\$0.60 to \$0.64
		2	1400	\$776 to \$821	\$0.55 to \$0.59
14	Dodson Courtyard	1	850	\$825 to \$845	\$0.97 to \$0.99
16	Harmony Pointe	1.5	1120	\$828	\$0.74
17	Hidden Cove Apartments	1	860	\$790	\$0.92
18	Hidden Oaks Apts.	1	900	\$727	\$0.81
		1.5	1000	\$767	\$0.77
19	Bullock-Habersham Townhomes	2.5	1362	\$960	\$0.70
27	Alta Coventry Station	2	1000 to 1308	\$1169 to \$1279	\$0.98 to \$1.17
28	Berkshire Townhomes	1.5	875	\$692	\$0.79
29	Brookfield Apts.	1.5	967	\$831	\$0.86
◆ 9	Princeton Court Apt. Homes	1	860	\$527 to \$940	\$0.61 to \$1.09
◆		2	952	\$548 to \$1004	\$0.58 to \$1.05
25	Hidden Creste	2	1114	\$933 to \$1084	\$0.84 to \$0.97
21	Heritage Green Apts.	1	946	\$493 to \$929	\$0.52 to \$0.98
◆ 23	Norman Berry Village Senior Residences	1	999 to 1013	\$767 to \$942	\$0.77 to \$0.93
◆ 24	Columbia Colony Senior Apts.	2	1123	\$1084	\$0.97
15	Delowe Village Apts.	1	890	\$790	\$0.89
THREE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
1	Greenbriar Commons	2.5	1500	\$1000	\$0.67
2	Village on the Green Apts.	2	1385	\$1365	\$0.99
4	New Village Apts.	2	1030	\$1025	\$1.00
7	Park at Greenbriar	2	1200	\$994	\$0.83
		2.5	1560	\$1078	\$0.69
8	Lexington Apt. Homes I & II	2	1450	\$912	\$0.63
		2.5	1700	\$1132	\$0.67

◆	Senior Restricted
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■	Market-rate/Government-subsidized
■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: April 2015

PRICE PER SQUARE FOOT - EAST POINT, GEORGIA

THREE-BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
10	Rugby Valley	2	1585	\$1608	\$1.01
11	Somerset Apts.	3	900	\$873	\$0.97
12	Stonetree Apts.	2.5	1230	\$978	\$0.80
13	Mt. Vernon Apts.	2	1564	\$867 to \$917	\$0.55 to \$0.59
16	Harmony Pointe	2	1464	\$1093	\$0.75
17	Hidden Cove Apartments	1	920	\$972	\$1.06
18	Hidden Oaks Apts.	2	1300	\$974	\$0.75
19	Bullock-Habersham Townhomes	2.5	1623	\$1173	\$0.72
27	Alta Coventry Station	2	1521 to 1554	\$1524 to \$1549	\$1.00 to \$1.00
25	Hidden Creste	2	1368 to 1369	\$1134 to \$1304	\$0.83 to \$0.95
		2.5	1400	\$1329	\$0.95
21	Heritage Green Apts.	2	1057	\$578 to \$1109	\$0.55 to \$1.05
15	Delowe Village Apts.	2	916	\$952	\$1.04
FOUR+ BEDROOM UNITS					
MAP ID	PROJECT NAME	BATHS	UNIT SIZE	GROSS RENT	\$ / SQ. FT.
19	Bullock-Habersham Townhomes	3	1800	\$1416	\$0.79
25	Hidden Creste	2	1547	\$1260 to \$1585	\$0.81 to \$1.02

◆	Senior Restricted
■	Market-rate
■	Market-rate/Tax Credit
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■	Market-rate/Tax Credit/Government-subsidized
■	Tax Credit
■	Tax Credit/Government-subsidized
■	Government-subsidized

Survey Date: April 2015

AVERAGE GROSS RENT PER SQUARE FOOT - EAST POINT, GEORGIA

MARKET-RATE			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$1.08	\$0.93	\$0.90
TOWNHOUSE	\$0.86	\$0.74	\$0.72

TAX CREDIT (NON-SUBSIDIZED)			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$0.97	\$0.86	\$0.90
TOWNHOUSE	\$0.00	\$0.00	\$0.00

COMBINED			
UNIT TYPE	ONE-BR	TWO-BR	THREE-BR
GARDEN	\$1.06	\$0.92	\$0.90
TOWNHOUSE	\$0.86	\$0.74	\$0.72

TAX CREDIT UNITS - EAST POINT, GEORGIA

STUDIO UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
21	Heritage Green Apts.	1	553	1	30%	\$201
♦ 20	Lakewood Christian Manor	32	453	1	50%	\$367 - \$439
21	Heritage Green Apts.	2	553	1	50%	\$460
ONE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
21	Heritage Green Apts.	5	745	1	30%	\$239
♦ 9	Princeton Court Apt. Homes	4	650	1	30%	\$360
♦ 20	Lakewood Christian Manor	218	534	1	50%	\$463 - \$536
♦ 24	Columbia Colony Senior Apts.	23	772	1	50%	\$493
21	Heritage Green Apts.	8	745	1	50%	\$516
♦ 24	Columbia Colony Senior Apts.	24	772	1	60%	\$545
♦ 23	Norman Berry Village Senior Residences	14	716	1	50%	\$548
21	Heritage Green Apts.	6	745	1	54%	\$575
♦ 9	Princeton Court Apt. Homes	2	650	1	50%	\$629
21	Heritage Green Apts.	26	745	1	50%	\$629
♦ 23	Norman Berry Village Senior Residences	7	716	1	60%	\$645
25	Hidden Creste	31	775	1	60%	\$650
♦ 9	Princeton Court Apt. Homes	8	650	1	60%	\$678
♦ 22	Trinity Towers	112	537	1	60%	\$693
♦ 22	Trinity Towers	100	537	1	50%	\$693
♦ 22	Trinity Towers	20	537	1	30%	\$693
♦ 26	Gateway East Point	40	700	1	50%	\$799
♦ 26	Gateway East Point	60	700	1	60%	\$799

♦ - Senior Restricted

TAX CREDIT UNITS - EAST POINT, GEORGIA

TWO-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
21	Heritage Green Apts.	3	946	1	30%	\$259
◆ 9	Princeton Court Apt. Homes	2	860	1	30%	\$410
◆ 9	Princeton Court Apt. Homes	2	952	2	30%	\$431
◆ 24	Columbia Colony Senior Apts.	17	1123	2	50%	\$554
15	Delowe Village Apts.	16	890	1	60%	\$575
15	Delowe Village Apts.	17	890	1	50%	\$575
21	Heritage Green Apts.	5	946	1	30%	\$589
◆ 24	Columbia Colony Senior Apts.	17	1123	2	60%	\$616
◆ 23	Norman Berry Village Senior Residences	12	999 - 1013	1	50%	\$650
21	Heritage Green Apts.	5	946	1	50%	\$655
21	Heritage Green Apts.	15	946	1	50%	\$687
◆ 9	Princeton Court Apt. Homes	2	860	1	50%	\$690
21	Heritage Green Apts.	5	946	1	54%	\$695
25	Hidden Creste	179	1114	2	60%	\$699
◆ 23	Norman Berry Village Senior Residences	36	999 - 1013	1	60%	\$725
◆ 9	Princeton Court Apt. Homes	2	952	2	50%	\$735
◆ 9	Princeton Court Apt. Homes	42	860	1	60%	\$736
◆ 9	Princeton Court Apt. Homes	4	952	2	60%	\$796
THREE-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
21	Heritage Green Apts.	1	1057	2	30%	\$269
15	Delowe Village Apts.	14	916	2	50%	\$675
21	Heritage Green Apts.	2	1057	2	54%	\$725
21	Heritage Green Apts.	2	1057	2	50%	\$800
25	Hidden Creste	24	1369	2	60%	\$825
FOUR-BEDROOM UNITS						
MAP ID	PROJECT NAME	UNITS	SQUARE FEET	# OF BATHS	% AMHI	COLLECTED RENT
25	Hidden Creste	12	1547	2	60%	\$875

◆ - Senior Restricted

QUALITY RATING - EAST POINT, GEORGIA

MARKET-RATE PROJECTS AND UNITS

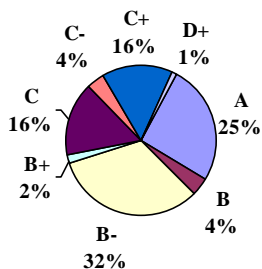
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
A	4	702	2.4%		\$966	\$1,184	\$1,524	
B+	1	46	0.0%		\$826	\$940		
B	2	114	2.6%		\$868	\$1,084	\$1,329	\$1,585
B-	6	894	1.5%	\$658	\$697	\$791	\$1,000	
C+	3	437	5.5%		\$713	\$790	\$994	
C	5	460	3.3%		\$679	\$828	\$1,173	\$1,416
C-	2	107	6.5%		\$699	\$825	\$867	
D+	1	30	3.3%			\$692		

TAX CREDIT (NON-SUBSIDIZED) PROJECTS AND UNITS

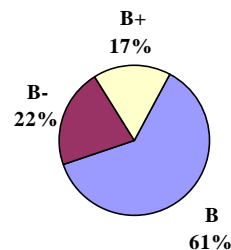
QUALITY RATING	PROJECTS	TOTAL UNITS	VACANCY RATE	MEDIAN GROSS RENT				
				STUDIOS	ONE-BR	TWO-BR	THREE-BR	FOUR-BR
B+	1	68	5.9%		\$766	\$853		
B	1	246	5.3%		\$813	\$933	\$1,134	\$1,260
B-	1	90	0.0%	\$364	\$679	\$790	\$952	

DISTRIBUTION OF UNITS BY QUALITY RATING

MARKET-RATE UNITS



TAX CREDIT UNITS



YEAR BUILT - EAST POINT, GEORGIA *

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	7	743	17	2.3%	743	22.8%
1970 to 1979	12	1671	59	3.5%	2414	51.2%
1980 to 1989	0	0	0	0.0%	2414	0.0%
1990 to 1999	1	64	0	0.0%	2478	2.0%
2000 to 2005	3	370	8	2.2%	2848	11.3%
2006	1	93	0	0.0%	2941	2.9%
2007	0	0	0	0.0%	2941	0.0%
2008	1	322	13	4.0%	3263	9.9%
2009	0	0	0	0.0%	3263	0.0%
2010	0	0	0	0.0%	3263	0.0%
2011	0	0	0	0.0%	3263	0.0%
2012	0	0	0	0.0%	3263	0.0%
2013	0	0	0	0.0%	3263	0.0%
2014	0	0	0	0.0%	3263	0.0%
2015**	0	0	0	0.0%	3263	0.0%
TOTAL	25	3263	97	3.0%	3263	100.0 %

YEAR RENOVATED - EAST POINT, GEORGIA *

YEAR RANGE	PROJECTS	UNITS	VACANT	% VACANT	TOTAL UNITS	DISTRIBUTION
Before 1970	0	0	0	0.0%	0	0.0%
1970 to 1979	0	0	0	0.0%	0	0.0%
1980 to 1989	0	0	0	0.0%	0	0.0%
1990 to 1999	2	338	4	1.2%	338	37.9%
2000 to 2005	4	458	16	3.5%	796	51.3%
2006	0	0	0	0.0%	796	0.0%
2007	0	0	0	0.0%	796	0.0%
2008	0	0	0	0.0%	796	0.0%
2009	0	0	0	0.0%	796	0.0%
2010	0	0	0	0.0%	796	0.0%
2011	0	0	0	0.0%	796	0.0%
2012	1	64	0	0.0%	860	7.2%
2013	0	0	0	0.0%	860	0.0%
2014	0	0	0	0.0%	860	0.0%
2015**	1	32	2	6.3%	892	3.6%
TOTAL	8	892	22	2.5%	892	100.0 %

Note: The upper table (Year Built) includes all of the units included in the lower table.

* Only Market-Rate and Tax Credit projects. Does not include government-subsidized projects.

** As of April 2015

APPLIANCES AND UNIT AMENITIES - EAST POINT, GEORGIA

APPLIANCES			
APPLIANCE	PROJECTS	PERCENT	UNITS*
RANGE	25	100.0%	3,263
REFRIGERATOR	25	100.0%	3,263
ICEMAKER	7	28.0%	1,009
DISHWASHER	22	88.0%	2,975
DISPOSAL	13	52.0%	1,941
MICROWAVE	5	20.0%	1,092
UNIT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS*
AC - CENTRAL	24	96.0%	3,135
AC - WINDOW	1	4.0%	128
FLOOR COVERING	25	100.0%	3,263
WASHER/DRYER	2	8.0%	642
WASHER/DRYER HOOK-UP	18	72.0%	2,921
PATIO/DECK/BALCONY	17	68.0%	2,584
CEILING FAN	17	68.0%	2,259
FIREPLACE	4	16.0%	640
BASEMENT	0	0.0%	
INTERCOM SYSTEM	3	12.0%	254
SECURITY SYSTEM	2	8.0%	356
WINDOW TREATMENTS	25	100.0%	3,263
FURNISHED UNITS	0	0.0%	
E-CALL BUTTON	4	16.0%	255

* - Does not include units where appliances/amenities are optional; Only includes market-rate or non-government subsidized Tax Credit.

PROJECT AMENITIES - EAST POINT, GEORGIA

PROJECT AMENITIES			
AMENITY	PROJECTS	PERCENT	UNITS
POOL	13	52.0%	2,519
ON-SITE MANAGEMENT	24	96.0%	3,149
LAUNDRY	20	80.0%	2,415
CLUB HOUSE	7	28.0%	1,254
MEETING ROOM	7	28.0%	926
FITNESS CENTER	9	36.0%	1,612
JACUZZI/SAUNA	0	0.0%	
PLAYGROUND	14	56.0%	2,403
COMPUTER LAB	8	32.0%	997
SPORTS COURT	4	16.0%	948
STORAGE	0	0.0%	
LAKE	0	0.0%	
ELEVATOR	4	16.0%	255
SECURITY GATE	11	44.0%	1,699
BUSINESS CENTER	0	0.0%	
CAR WASH AREA	1	4.0%	216
PICNIC AREA	13	52.0%	2,012
CONCIERGE SERVICE	0	0.0%	
SOCIAL SERVICE PACKAGE	0	0.0%	

DISTRIBUTION OF UTILITIES - EAST POINT, GEORGIA

UTILITY (RESPONSIBILITY)	NUMBER OF PROJECTS	NUMBER OF UNITS	DISTRIBUTION OF UNITS
HEAT			
LANDLORD			
ELECTRIC	3	650	15.3%
GAS	1	209	4.9%
TENANT			
ELECTRIC	14	1,919	45.2%
GAS	11	1,471	34.6%
			100.0%
COOKING FUEL			
LANDLORD			
ELECTRIC	3	650	15.3%
GAS	1	209	4.9%
TENANT			
ELECTRIC	19	2,555	60.1%
GAS	6	835	19.7%
			100.0%
HOT WATER			
LANDLORD			
ELECTRIC	4	698	16.4%
GAS	1	209	4.9%
TENANT			
ELECTRIC	18	2,528	59.5%
GAS	6	814	19.2%
			100.0%
ELECTRIC			
LANDLORD	3	650	15.3%
TENANT	26	3,599	84.7%
			100.0%
WATER			
LANDLORD	17	2,428	57.1%
TENANT	12	1,821	42.9%
			100.0%
SEWER			
LANDLORD	17	2,352	55.4%
TENANT	12	1,897	44.6%
TRASH PICK-UP			
LANDLORD	20	2,902	68.3%
TENANT	9	1,347	31.7%
			100.0%

UTILITY ALLOWANCE - EAST POINT, GEORGIA

BR	UNIT TYPE	HEATING				HOT WATER		COOKING		ELEC	WATER	SEWER	TRASH	CABLE
		GAS	ELEC	STEAM	OTHER	GAS	ELEC	GAS	ELEC					
0	GARDEN	\$38	\$13		\$8	\$9	\$18	\$5	\$9	\$48	\$22	\$53	\$15	\$20
1	GARDEN	\$38	\$13		\$8	\$9	\$18	\$5	\$9	\$48	\$22	\$53	\$15	\$20
1	TOWNHOUSE	\$38	\$13		\$8	\$9	\$18	\$5	\$9	\$48	\$22	\$53	\$15	\$20
2	GARDEN	\$39	\$17		\$9	\$13	\$25	\$6	\$11	\$64	\$34	\$83	\$15	\$20
2	TOWNHOUSE	\$39	\$17		\$9	\$13	\$25	\$6	\$11	\$64	\$34	\$83	\$15	\$20
3	GARDEN	\$40	\$20		\$10	\$16	\$32	\$8	\$14	\$79	\$47	\$117	\$15	\$20
3	TOWNHOUSE	\$40	\$20		\$10	\$16	\$32	\$8	\$14	\$79	\$47	\$117	\$15	\$20
4	GARDEN	\$41	\$24		\$11	\$19	\$40	\$9	\$16	\$94	\$61	\$150	\$15	\$20
4	TOWNHOUSE	\$41	\$24		\$11	\$19	\$40	\$9	\$16	\$94	\$61	\$150	\$15	\$20

GA-Atlanta (7/2014) Fees

Survey Date: April 2015

ADDENDUM B

COMPARABLE PROPERTY PROFILES

2 Village on the Green Apts. 3.4 miles to site



Address	2975 Continental Colony Pkwy. SW Atlanta, GA 30331		
Phone	(404) 344-9909	Contact	Janet
Total Units	216	Vacancies	4
		Percent Occupied	98.1%
Project Type	Market-Rate		
Year Open	2004	Floors	2.5
Concessions	No Rent Specials		
Age Restrictions	NONE		
Waiting List	NONE		
Ratings:	Quality A	Neighborhood B	Access/Visibility B/B
Remarks	Does not accept HCV; Secler units have attached garage; 3rd floor units have fireplace		

FEATURES AND UTILITIES

Utilities	No landlord paid utilities
Unit Amenities	Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Fireplace, Security System, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Meeting Room, Fitness Center, Playground, Sports Court, Security Gate, Computer Lab, Car Wash Area, Picnic Area, Gazebo, Dog Park
Parking	Attached Garages, Surface Parking

UNIT CONFIGURATION

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	
1	1	G	80	0	884	\$0.89	\$788	
2	2	T	12	0	1408 to 1415	\$0.89 - \$0.90	\$1265	
2	2	G	92	4	1161	\$0.84	\$975	
3	2	G	32	0	1385	\$0.75	\$1041	



7 Park at Greenbriar 3.3 miles to site



Address	3000 Continental Colony Pkwy. East Point, GA 30331		
Phone	(404) 349-3688	Contact	Ray
Total Units	209	Vacancies	20
		Percent Occupied	90.4%
Project Type	Market-Rate		
Year Open	1970	Floors	2
Concessions	\$99 1st month's rent with 1 year lease		
Age Restrictions	NONE		
Waiting List	1-br: 5HH		
Ratings:	Quality C+	Neighborhood B	Access/Visibility B/C
Remarks	HCV (70 units); Unit mix estimated		

FEATURES AND UTILITIES

Utilities	Landlord pays Gas Heat, Gas Hot Water, Gas for Cooking, Water, Sewer, Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Fitness Center, Playground, Picnic Area
Parking	Surface Parking

UNIT CONFIGURATION

BRs	BA	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	19	0	700	\$0.96	\$675
1	1.5	T	10	0	800	\$0.87	\$695
2	1.5	T	45	5	1150	\$0.70	\$810
2	1.5 to 2	G	45	5	940 to 1060	\$0.76 - \$0.81	\$764 to \$810
3	2	G	45	5	1200	\$0.76	\$915
3	2.5	T	45	5	1560	\$0.64	\$999

18 Hidden Oaks Apts.

2.1 miles to site



Address 2950 Springdale Rd. SW
Atlanta, GA 30315

Phone (404) 763-1261 **Contact** Dymond

Total Units 100 **Vacancies** 4 **Percent Occupied** 96.0%

Project Type Market-Rate

Year Open 1971 **Floors** 2

Concessions 2-br: \$199 1st month's rent

Age Restrictions NONE

Waiting List NONE

Ratings: **Quality** C **Neighborhood** C **Access/Visibility** B/C

Remarks HCV (approx. 20 units)

FEATURES AND UTILITIES

- Utilities** Landlord pays Water, Sewer, Trash
- Unit Amenities** Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Ceiling Fan, Intercom, Blinds
- Project Amenities** On-site Management, Laundry Facility, Playground, Security Gate, Picnic Area, CCTV
- Parking** Surface Parking

UNIT CONFIGURATION

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	20	0	750	\$0.77	\$575
2	1	G	48	0	900	\$0.67	\$600
2	1.5	G	28	4	1000	\$0.64	\$640
3	2	G	4	0	1300	\$0.63	\$825

27 Alta Coventry Station

3.8 miles to site



Address	3378 Greenbriar Parkway SW Atlanta, GA 30331		
Phone	(404) 346-3737	Contact	Andrea
Total Units	322	Vacancies	13
		Percent Occupied	96.0%
Project Type	Market-Rate		
Year Open	2008	Floors	3
Concessions	No Rent Specials		
Age Restrictions	NONE		
Waiting List	NONE		
Ratings:	Quality A	Neighborhood B	Access/Visibility B/B
Remarks	Accepts HCV; Unit mix estimated		

FEATURES AND UTILITIES

Utilities	No landlord paid utilities
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer & Dryer, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	Swimming Pool, On-site Management, Club House, Fitness Center, Playground, Security Gate, Picnic Area
Parking	Detached Garages, Surface Parking

UNIT CONFIGURATION

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT
1	1	G	92	4	656 to 885	\$1.02 - \$1.11	\$730 to \$905
2	2	G	130	5	1000 to 1308	\$0.79 - \$0.92	\$920 to \$1030
3	2	G	100	4	1521 to 1554	\$0.79 - \$0.79	\$1200 to \$1225

25 Hidden Creste

3.7 miles to site



Address 3200 S. Stone Rd.
Atlanta, GA 30331

Phone (404) 349-4220 **Contact** Kia

Total Units 320 **Vacancies** 16 **Percent Occupied** 95.0%

Project Type Market-Rate & Tax Credit

Year Open 1977 **Renovated** 2005 **Floors** 2

Concessions Reported 2-br 60% AMHI rents discounted

Age Restrictions NONE

Waiting List NONE

Ratings: **Quality** B **Neighborhood** B **Access/Visibility** B/B

Remarks Market-rate (74 units); 60% AMHI (246 units); Accepts HCV; Typical 2-br 60% AMHI rent \$750; Vacancies due to difficulty finding qualified applicants; Unit mix estimated

FEATURES AND UTILITIES

Utilities Landlord pays Trash
Unit Amenities Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer & Dryer, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities Swimming Pool, On-site Management, Club House, Meeting Room, Fitness Center, Playground, Sports Court, Security Gate, Computer Lab, Picnic Area
Parking Surface Parking

UNIT CONFIGURATION

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	1	G	9	0	775	\$0.97	\$750	
1	1	G	31	2	775	\$0.84	\$650	60%
2	2	G	43	2	1114	\$0.76	\$850	
2	2	G	179	9	1114	\$0.63	\$699	60%
3	2	G	8	0	1368	\$0.73	\$995	
3	2	G	24	1	1369	\$0.60	\$825	60%
3	2.5	T	10	1	1400	\$0.73	\$1020	
4	2	G	4	0	1547	\$0.78	\$1200	
4	2	G	12	1	1547	\$0.57	\$875	60%

21 Heritage Green Apts.

2.1 miles to site



Address 2891 Springdale Rd.
Atlanta, GA 30315

Phone (404) 768-1158 **Contact** Vernice

Total Units 109 **Vacancies** 0 **Percent Occupied** 100.0%

Project Type Market-Rate, Tax Credit & Government-Subsidized

Year Open 1975 **Renovated** 2004 **Floors** 2,3

Concessions No Rent Specials

Age Restrictions NONE

Waiting List GSS: 800 households

Ratings: **Quality** B- **Neighborhood** C **Access/Visibility** B/B

Remarks Market-rate (23 units); 30%, 50% & 54% AMHI (86 units); PBRA (44 units); Does not accept HCV

FEATURES AND UTILITIES

- Utilities** Landlord pays Trash
- Unit Amenities** Refrigerator, Icemaker, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
- Project Amenities** On-site Management, Laundry Facility, Club House, Fitness Center, Playground, Security Gate, Computer Lab, Picnic Area, CCTV
- Parking** Surface Parking

UNIT CONFIGURATION

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
0	1	G	2	0	553	\$0.83	\$460	50%
0	1	G	1	0	553	\$0.90	\$495	
0	1	G	1	0	553	\$0.36	\$201	30%
1	1	G	11	0	745	\$0.84	\$629	
1	1	G	5	0	745	\$0.32	\$239	30%
1	1	G	26	0	745	\$0.84	\$629	50%
1	1	G	8	0	745	\$0.69	\$516	50%
1	1	G	6	0	745	\$0.77	\$575	54%
2	1	G	15	0	946	\$0.73	\$687	50%
2	1	G	5	0	946	\$0.62	\$589	30%
2	1	G	5	0	946	\$0.69	\$655	50%
2	1	G	5	0	946	\$0.73	\$695	54%
2	1	G	8	0	946	\$0.73	\$687	
2	1	G	3	0	946	\$0.27	\$259	30%
3	2	G	3	0	1057	\$0.76	\$800	
3	2	G	1	0	1057	\$0.25	\$269	30%
3	2	G	2	0	1057	\$0.76	\$800	50%

Continued

3	2	G	2	0	1057	\$0.69	\$725	54%
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15 Delowe Village Apts.

1.2 miles to site



Address	2360 Delowe Dr. Atlanta, GA 30344		
Phone	(404) 762-9871	Contact	Latara
Total Units	64	Vacancies	0
		Percent Occupied	100.0%
Project Type	Tax Credit		
Year Open	1960	Renovated	2000
		Floors	2,2.5
Concessions	No Rent Specials		
Age Restrictions	NONE		
Waiting List	NONE		
Ratings:	Quality B-	Neighborhood B	Access/Visibility B/B
Remarks	50%, 60% & 80% AMHI; Accepts HCV		

FEATURES AND UTILITIES

Utilities	Landlord pays Water
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
Project Amenities	On-site Management, Laundry Facility, Club House, Playground, Picnic Area
Parking	Surface Parking

UNIT CONFIGURATION

BRs	BAAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
2	1	G	17	0	890	\$0.65	\$575	
2	1	G	16	0	890	\$0.65	\$575	60%
2	1	G	17	0	890	\$0.65	\$575	50%
3	2	G	14	0	916	\$0.74	\$675	50%

901 Laurel Ridge

4.3 miles to site



Address 2900 Laurel Ridge Way
East Point, GA 30344

Phone (404) 761-0191 **Contact** Chaquita

Total Units 276 **Vacancies** 8 **Percent Occupied** 97.1%

Project Type Tax Credit

Year Open 2006 **Floors** 3.5

Concessions Reported rents discounted

Age Restrictions NONE

Waiting List NONE

Ratings: **Quality** B- **Neighborhood** B **Access/Visibility** B-/

Remarks 60% AMHI; HCV (40 units); Typical rents: 1-br \$651, 2-br \$774 & 3-br \$878

FEATURES AND UTILITIES

- Utilities** No landlord paid utilities
- Unit Amenities** Refrigerator, Icemaker, Range, Dishwasher, Disposal, Microwave, Central AC, Carpet, Washer/Dryer Hook Up, Patio/Deck/Balcony, Ceiling Fan, Blinds
- Project Amenities** Swimming Pool, On-site Management, Club House, Meeting Room, Fitness Center, Playground, Security Gate, Picnic Area
- Parking** Detached Garages, Surface Parking

UNIT CONFIGURATION

BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	1	G	70	2	787	\$0.76	\$599	60%
2	2	G	111	3	1059	\$0.71	\$749	60%
3	2	G	95	3	1269	\$0.61	\$779	60%

902 Village Highlands

1.6 miles to site



Address	1932 Stanton Rd. East Point, GA 30344		
Phone	(404) 209-9008	Contact	Lu
Total Units	258	Vacancies	3
		Percent Occupied	98.8%
Project Type	Tax Credit		
Year Open	2006	Floors	3,4
Concessions	Reported 3-br rent discounted		
Age Restrictions	NONE		
Waiting List	NONE		
Ratings:	Quality A-	Neighborhood C	Access/Visibility A/A
Remarks	60% AMHI; HCV (7 units); Typical rent: 3-br \$870		

FEATURES AND UTILITIES

Utilities	Landlord pays Trash
Unit Amenities	Refrigerator, Range, Dishwasher, Disposal, Central AC, Carpet, Washer/Dryer Hook Up, Blinds
Project Amenities	Swimming Pool, On-site Management, Laundry Facility, Club House, Fitness Center, Playground, Computer Lab, Picnic Area
Parking	Surface Parking

UNIT CONFIGURATION

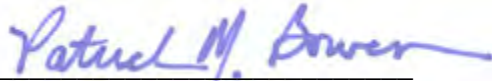
BRs	BAs	TYPE	UNITS	VACANT	SQUARE FEET	\$ / SQ FT	COLLECTED RENT	AMHI
1	1	G	48	0	789	\$0.84	\$660	60%
2	2	G	148	2	1149	\$0.66	\$760	60%
3	2	G	62	1	1302	\$0.61	\$799	60%

ADDENDUM C – MEMBER CERTIFICATION & CHECKLIST

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

Bowen National Research is duly qualified and experienced in providing market analysis for housing. The company's principals participate in the National Council of Housing Market Analysts (NCHMA) educational and information sharing programs to maintain the highest professional standards and state-of-the-art knowledge. Bowen National Research is an independent market analyst. No principal or employee of Bowen National Research has any financial interest whatsoever in the development for which this analysis has been undertaken.

Certified:



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Date: June 8, 2015

Note: Information on the National Council of Housing Market Analysts may be obtained by calling 202-939-1750, or by visiting <http://www.housingonline.com/MarketStudiesNCAHMA/AboutNCAHMA/tabid/234/Default.aspx>

ADDENDUM-MARKET STUDY INDEX

A. INTRODUCTION

Members of the National Council of Housing Market Analysts provide a checklist referencing all components of their market study. This checklist is intended to assist readers on the location content of issues relevant to the evaluation and analysis of market studies.

B. DESCRIPTION AND PROCEDURE FOR COMPLETING

The following components have been addressed in this market study. The section number of each component is noted below. Each component is fully discussed in that section. In cases where the item is not relevant, the author has indicated 'N/A' or not applicable. Where a conflict with or variation from client standards or client requirements exists, the author has indicated a 'VAR' (variation) with a comment explaining the conflict.

C. CHECKLIST

		Section (s)
Executive Summary		
1.	Executive Summary (Exhibit S-2)	A
Project Description		
2.	Proposed number of bedrooms and baths proposed, income limitations, proposed rents and utility allowances	B
3.	Utilities (and utility sources) included in rent	B
4.	Project design description	B
5.	Unit and project amenities; parking	B
6.	Public programs included	B
7.	Target population description	B
8.	Date of construction/preliminary completion	B
9.	If rehabilitation, existing unit breakdown and rents	B
10.	Reference to review/status of project plans	B
Location and Market Area		
11.	Market area/secondary market area description	D
12.	Concise description of the site and adjacent parcels	C
13.	Description of site characteristics	C
14.	Site photos/maps	C
15.	Map of community services	C
16.	Visibility and accessibility evaluation	C
17.	Crime Information	C

CHECKLIST (Continued)

		Section (s)
EMPLOYMENT AND ECONOMY		
18.	Employment by industry	F
19.	Historical unemployment rate	F
20.	Area major employers	F
21.	Five-year employment growth	F
22.	Typical wages by occupation	F
23.	Discussion of commuting patterns of area workers	F
DEMOGRAPHIC CHARACTERISTICS		
24.	Population and household estimates and projections	E
25.	Area building permits	H
26.	Distribution of income	H
27.	Households by tenure	H
COMPETITIVE ENVIRONMENT		
28.	Comparable property profiles	H
29.	Map of comparable properties	H
30.	Comparable property photographs	H
31.	Existing rental housing evaluation	H
32.	Comparable property discussion	H
33.	Area vacancy rates, including rates for Tax Credit and government-subsidized	H
34.	Comparison of subject property to comparable properties	H
35.	Availability of Housing Choice Vouchers	H
36.	Identification of waiting lists	H & Addendum A
37.	Description of overall rental market including share of market-rate and affordable properties	H
38.	List of existing LIHTC properties	H
39.	Discussion of future changes in housing stock	H
40.	Discussion of availability and cost of other affordable housing options including homeownership	H
41.	Tax Credit and other planned or under construction rental communities in market area	H
ANALYSIS/CONCLUSIONS		
42.	Calculation and analysis of Capture Rate	G
43.	Calculation and analysis of Penetration Rate	N/A
44.	Evaluation of proposed rent levels	H
45.	Derivation of Achievable Market Rent and Market Advantage	H & Addendum E
46.	Derivation of Achievable Restricted Rent	N/A
47.	Precise statement of key conclusions	K
48.	Market strengths and weaknesses impacting project	K
49.	Recommendations and/or modification to project discussion	K
50.	Discussion of subject property's impact on existing housing	H
51.	Absorption projection with issues impacting performance	I
52.	Discussion of risks or other mitigating circumstances impacting project projection	H
53.	Interviews with area housing stakeholders	J

CHECKLIST (Continued)

OTHER REQUIREMENTS		Section (s)
54.	Preparation date of report	Title Page
55.	Date of Field Work	C
56.	Certifications	Addendum B
57.	Statement of qualifications	N
58.	Sources of data not otherwise identified	D
59.	Utility allowance schedule	Addendum A

Addendum D – Methodologies, Disclaimers & Sources

1. PURPOSE

The purpose of this report is to evaluate the market feasibility of a proposed Low-Income Housing Tax Credit (LIHTC) and market-rate (mixed-income) project to be developed in East Point, Georgia by The Woda Group, Inc. and Parallel Mallalieu Pointe Developers, LLC (co-developers).

This market feasibility analysis complies with the requirements established by the Georgia Department of Community Affairs/Georgia Housing and Finance Authority (GDCA/GHFA) and conforms to the standards adopted by the National Council of Housing Market Analysts (NCHMA). These standards include the accepted definitions of key terms used in market studies for affordable housing projects, and model content standards for the content of market studies for affordable housing projects. These standards are designed to enhance the quality of market studies and to make them easier to prepare, understand and use by market analysts and end users.

2. METHODOLOGIES

Methodologies used by Bowen National Research include the following:

- The Primary Market Area (PMA) generated for the subject project is identified. The PMA is generally described as the smallest geographic area from which most of the support for the subject project originates. PMAs are not defined by a radius. The use of a radius is an ineffective approach because it does not consider mobility patterns, changes in the socioeconomic or demographic character of neighborhoods or physical landmarks that might impede development.

PMAs are established using a variety of factors, including, but not limited to:

- A detailed demographic and socioeconomic evaluation
 - Interviews with area planners, realtors and other individuals who are familiar with area growth patterns
 - A drive-time analysis for the site
 - Personal observations of the field analyst
- A field survey of modern apartment developments is conducted. The intent of the field survey is twofold. First, the field survey is used to measure the overall strength of the apartment market. This is accomplished by an evaluation of the unit mix, vacancies, rent levels and overall quality of product. The second purpose of the field survey is to establish those projects that are most likely directly comparable to the subject property.

- Two types of directly comparable properties are identified through the field survey. They include other Section 42 LIHTC developments and market-rate developments that offer unit and project amenities similar to those of the subject development. An in-depth evaluation of these two property types provides an indication of the potential of the subject development.
- Economic and demographic characteristics of the area are evaluated. An economic evaluation includes an assessment of area employment composition, income growth (particularly among the target market), building statistics and area growth perceptions. The demographic evaluation uses the most recently issued Census information and projections that determine what the characteristics of the market will be when the subject project opens and achieves a stabilized occupancy.
- Area building statistics and interviews with officials familiar with area development provide identification of the properties that might be planned or proposed for the area that will have an impact on the marketability of the subject development. Planned and proposed projects are always in different stages of development. As a result, it is important to establish the likelihood of construction, the timing of the project and its impact on the market and the subject development.
- An analysis of the subject project's market capture of income-appropriate renter households within the PMA is conducted. This analysis follows GDCA's methodology for calculating potential demand. The resulting capture rates are compared with acceptable market capture rates for similar types of projects to determine whether the subject development's capture rate is achievable.
- Achievable market rent for the subject development is determined. Using a Rent Comparability Grid, the features of the subject development are compared item by item to the most comparable properties in the market. Adjustments are made for each feature that differs from that of the subject development. These adjustments are then included with the collected rent resulting in an achievable market rent for a unit comparable to the subject unit. This analysis is done for each bedroom type offered at the site.

Please note that non-numbered items in this report are not required by GDCA; they have been included, however, based on Bowen National Research's opinion that it is necessary to consider these details to effectively address the continued market feasibility of the subject project.

3. REPORT LIMITATIONS

The intent of this report is to collect and analyze significant levels of data to forecast the market success of the subject property within an agreed to time period. Bowen National Research relies on a variety of sources of data to generate this report. These data sources are not always verifiable; however, Bowen National Research makes a significant effort to assure accuracy. While this is not always possible, we believe our effort provides an acceptable standard margin of error. Bowen National Research is not responsible for errors or omissions in the data provided by other sources.

The reported analyses, opinions and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, unbiased professional analyses, opinions and conclusions. We have no present or prospective interest in the property that is the subject of this report and we have no personal interest or bias with respect to the parties involved. Our compensation is not contingent on an action or event (such as the approval of a loan) resulting from the analyses, opinions or conclusions in, or the use of, this study.

Any reproduction or duplication of this report without the expressed approval of Bowen National Research is strictly prohibited.

4. SOURCES

Bowen National Research uses various sources to gather and confirm data used in each analysis. These sources, which are cited throughout this report, include the following:

- The 2000 and 2010 Census on Housing
- American Community Survey
- Urban Decision Group (UDG)
- ESRI
- Area Chamber of Commerce
- Georgia Department of Community Affairs
- U.S. Department of Labor
- U.S. Department of Commerce
- Management for each property included in the survey
- Local planning and building officials
- Local housing authority representatives
- HISTA Data (household income by household size, tenure and age of head of household) by Ribbon Demographics

ADDENDUM E - ACHIEVABLE MARKET RENT ANALYSIS

A. INTRODUCTION

We identified five market-rate properties within the East Point Site PMA that we consider most comparable to the proposed subject development. These selected properties are used to derive market rent for a project with characteristics similar to the proposed subject development. It is important to note that for the purpose of this analysis, we only select market-rate properties. Market-rate properties are used to determine rents that can be achieved in the open market for the proposed subject units without maximum income and rent restrictions.

The basis for the selection of these projects includes, but is not limited to, the following factors:

- Surrounding neighborhood characteristics
- Target market (seniors, families, disabled, etc.)
- Unit types offered (garden or townhouse, bedroom types, etc.)
- Building type (single-story, mid-rise, high-rise, etc.)
- Unit and project amenities offered
- Age and appearance of property

Since it is unlikely that any two properties are identical, we adjust the collected rent (the actual rent paid by tenants) of the selected properties according to whether or not they compare favorably with the subject development. Rents of projects that have additional or better features than the subject site are adjusted negatively, while projects with inferior or fewer features are adjusted positively. For example, if the proposed subject project does not have a washer or dryer and a selected property does, we lower the collected rent of the selected property by the estimated value of a washer and dryer to derive an *achievable market rent* for a project similar to the proposed project.

The rent adjustments used in this analysis are based on various sources, including known charges for additional features within the Site PMA, estimates made by area property managers and realtors, quoted rental rates from furniture rental companies and Bowen National Research's prior experience in markets nationwide.

The proposed subject development and the five selected properties include the following:

Map I.D.	Project Name	Year Built/ Renovated	Total Units	Occ. Rate	Unit Mix (Occupancy Rate)			
					One-Br.	Two-Br.	Three-Br.	Four-Br.
Site	Mallalieu Pointe	2017	67	-	26 (-)	35 (-)	6 (-)	-
2	Village on the Green Apts.	2004	216	98.1%	80 (100.0%)	104 (96.2%)	32 (100.0%)	-
7	Park at Greenbriar	1970	209	90.4%	29 (100.0%)	90 (88.9%)	90 (88.9%)	-
18	Hidden Oaks Apts.	1971	100	96.0%	20 (100.0%)	76 (94.7%)	4 (100.0%)	-
25	Hidden Creste	1977 / 2005	74*	95.9%	9 (100.0%)	43 (95.3%)	18 (94.4%)	4 (100.0%)
27	Alta Coventry Station	2008	322	96.0%	92 (95.7%)	130 (96.2%)	100 (96.0%)	-

Occ. – Occupancy

*Market-rate units only

The five selected market-rate projects have a combined total of 921 units with an overall occupancy rate of 95.2%. None of the comparable properties has an occupancy rate below 90.4%. These occupancy rates indicate that each of the selected properties are well-received within the East Point market and will therefore offer an accurate benchmark with which to compare the subject project.

The Rent Comparability Grids on the following pages show the collected rents for each of the selected properties and illustrate adjustments made (as needed) for various features and locations or neighborhood characteristics, as well as for quality differences that exist between the selected properties and the proposed subject development.

Rent Comparability Grid

Unit Type →

ONE BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Mallalieu Pointe		Village on the Green Apts.		Park at Greenbriar		Hidden Oaks Apts.		Hidden Creste		Alta Coventry Station	
2627 Church Street		2975 Continental Colony Pkwy. SW		3000 Continental Colony Pkwy.		2950 Springdale Rd. SW		3200 S. Stone Rd.		3378 Greenbriar Parkway SW	
East Point, GA		Atlanta, GA		East Point, GA		Atlanta, GA		Atlanta, GA		Atlanta, GA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$788		\$675		\$575		\$750		\$730	
2	Date Surveyed	Apr-15		Apr-15		Apr-15		Apr-15		Apr-15	
3	Rent Concessions	None		None		None		None		None	
4	Occupancy for Unit Type	100%		100%		100%		100%		96%	
5	Effective Rent & Rent/ sq. ft	\$788	0.89	\$675	0.96	\$575	0.77	\$750	0.97	\$730	1.11
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	EE/4		WU/2.5		WU/2		WU/2		WU/3	
7	Yr. Built/Yr. Renovated	2017	\$13	2004	\$47	1971	\$46	1977/2005	\$26	2008	\$9
8	Condition /Street Appeal	E		E	\$30	F	\$30	G	\$15	E	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	1		1		1		1		1	
12	# Baths	1		1		1		1		1	
13	Unit Interior Sq. Ft.	700	(\$43)	884		700	(\$12)	775	(\$18)	656	\$10
14	Balcony/ Patio	N		N	(\$5)	Y		N		Y	(\$5)
15	AC: Central/ Wall	C		C		C		C		C	
16	Range/ Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/ Dishwasher	Y/Y		Y/Y	\$5	N/Y	\$5	Y/Y		Y/Y	
18	Washer/Dryer	HU/L		HU/L		HU/L	\$10	L	(\$25)	W/D	(\$25)
19	Floor Coverings	C		C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Intercom/Security System	N/N	(\$3)	N/Y		N/N		Y/N	(\$3)	N/N	
22	Garbage Disposal	Y		Y	\$5	N	\$5	Y		Y	
23	Ceiling Fans	Y		Y		Y		Y		Y	
D Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	P-GAR		LOT/\$0	\$30	LOT/\$0	\$30	LOT/\$0	\$30	LOT/\$0	\$30
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Gate	N	(\$5)	Y		N	(\$5)	Y	(\$5)	Y	(\$5)
27	Clubhouse/ Meeting Rooms	Y		Y	\$5	N	\$5	Y		Y	
28	Pool/ Recreation Areas	F	(\$13)	P/F/T		P/F	(\$10)	N	\$5	P/F/T	(\$13)
29	Computer Center	Y		Y	\$3	N	\$3	Y		N	\$3
30	Picnic Area	N	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)
31	Playground	N	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)
32	Social Services	N		N		N		N		N	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		Y/G	(\$38)	N/G		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		Y/G	(\$5)	N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		Y/G	(\$9)	N/G		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/ Sewer	N/N		N/N		Y/Y	(\$75)	Y/Y	(\$75)	N/N	
39	Trash /Recycling	Y/N	\$15	N/N		Y/N		Y/N		N/N	\$15
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	2	6	7	4	9	5	3	6	4	6
41	Sum Adjustments B to D	\$43	(\$70)	\$125	(\$21)	\$144	(\$26)	\$71	(\$67)	\$52	(\$51)
42	Sum Utility Adjustments	\$15			(\$127)		(\$75)			\$15	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$12)	\$128	(\$23)	\$273	\$43	\$245	\$4	\$138	\$16	\$118
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$776		\$652		\$618		\$754		\$746	
45	Adj Rent/Last rent		98%		97%		108%		101%		102%
46	Estimated Market Rent	\$730		\$1.04		← Estimated Market Rent/ Sq. Ft					

Rent Comparability Grid

Unit Type →

TWO BEDROOM

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Mallalieu Pointe		Village on the Green Apts.		Park at Greenbriar		Hidden Oaks Apts.		Hidden Creste		Alta Coventry Station	
2627 Church Street		2975 Continental Colony Pkwy. SW		3000 Continental Colony Pkwy.		2950 Springdale Rd. SW		3200 S. Stone Rd.		3378 Greenbriar Parkway SW	
East Point, GA		Atlanta, GA		East Point, GA		Atlanta, GA		Atlanta, GA		Atlanta, GA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$975		\$764		\$600		\$850		\$920	
2	Date Surveyed	Apr-15		Apr-15		Apr-15		Apr-15		Apr-15	
3	Rent Concessions	None		Yes (\$55)		None		None		None	
4	Occupancy for Unit Type	96%		89%		100%		95%		96%	
5	Effective Rent & Rent/ sq. ft	\$975	0.84	\$709	0.75	\$600	0.67	\$850	0.76	\$920	0.92
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	EE/4		WU/2.5		WU/2		WU/2		WU/3	
7	Yr. Built/Yr. Renovated	2017	\$13	2004	\$47	1971	\$46	1977/2005	\$26	2008	\$9
8	Condition /Street Appeal	E		E	\$30	F	\$30	G	\$15	E	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	2		2		2		2		2	
12	# Baths	1	(\$30)	2	(\$15)	1		2	(\$30)	2	(\$30)
13	Unit Interior Sq. Ft.	900	(\$52)	1161	(\$8)	940	(\$8)	900	(\$43)	1000	(\$20)
14	Balcony/ Patio	N		N	(\$5)	Y		N		Y	(\$5)
15	AC: Central/ Wall	C		C		C		C		C	
16	Range/ Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/ Dishwasher	Y/Y		Y/Y	\$5	N/Y	\$5	Y/Y		Y/Y	
18	Washer/Dryer	HU/L		HU/L		HU/L		W/D	(\$25)	W/D	(\$25)
19	Floor Coverings	C		C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Intercom/Security System	N/N	(\$3)	N/Y		N/N		Y/N	(\$3)	N/N	
22	Garbage Disposal	Y		Y	\$5	Y		Y		Y	
23	Ceiling Fans	Y		Y		Y		Y		Y	
D Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	P-GAR		LOT/\$0	\$30	LOT/\$0	\$30	LOT/\$0	\$30	LOT/\$0	\$30
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Gate	N	(\$5)	Y		N	(\$5)	Y	(\$5)	Y	(\$5)
27	Clubhouse/ Meeting Rooms	Y		Y	\$5	N	\$5	Y		Y	
28	Pool/ Recreation Areas	F	(\$13)	P/F/T	(\$10)	N	\$5	P/F/T	(\$13)	N	(\$10)
29	Computer Center	Y		Y	\$3	N	\$3	Y		N	\$3
30	Picnic Area	N	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)
31	Playground	N	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)
32	Social Services	N		N		N		N		N	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E	(\$39)	N/G		N/E		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E	(\$6)	N/E		N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E	(\$13)	N/G		N/E		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/ Sewer	N/N		N/N	(\$117)	Y/Y	(\$117)	N/N		N/N	
39	Trash /Recycling	Y/N	\$15	N/N		Y/N		Y/N		N/N	\$15
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	2	7	7	6	8	4	3	7	3	8
41	Sum Adjustments B to D	\$43	(\$109)	\$125	(\$44)	\$134	(\$14)	\$71	(\$122)	\$42	(\$101)
42	Sum Utility Adjustments	\$15			(\$175)		(\$117)			\$15	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$51)	\$167	(\$94)	\$344	\$3	\$265	(\$51)	\$193	(\$44)	\$158
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$924		\$615		\$603		\$799		\$876	
45	Adj Rent/Last rent		95%		87%		101%		94%		95%
46	Estimated Market Rent	\$800	\$0.89	← Estimated Market Rent/ Sq. Ft							

Rent Comparability Grid

Unit Type → **THREE BEDROOM**

Subject		Comp #1		Comp #2		Comp #3		Comp #4		Comp #5	
Mallalieu Pointe		Village on the Green Apts.		Park at Greenbriar		Hidden Oaks Apts.		Hidden Creste		Alta Coventry Station	
2627 Church Street		2975 Continental Colony Pkwy. SW		3000 Continental Colony Pkwy.		2950 Springdale Rd. SW		3200 S. Stone Rd.		3378 Greenbriar Parkway SW	
East Point, GA		Atlanta, GA		East Point, GA		Atlanta, GA		Atlanta, GA		Atlanta, GA	
A. Rents Charged		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
1	\$ Last Rent / Restricted?	\$1,041		\$915		\$825		\$995		\$1,200	
2	Date Surveyed	Apr-15		Apr-15		Apr-15		Apr-15		Apr-15	
3	Rent Concessions	None		Yes (\$68)		None		None		None	
4	Occupancy for Unit Type	100%		89%		100%		100%		96%	
5	Effective Rent & Rent/ sq. ft	\$1,041	0.75	\$847	0.71	\$825	0.63	\$995	0.73	\$1,200	0.79
B. Design, Location, Condition		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
6	Structure / Stories	EE/4		WU/2.5		WU/2		WU/2		WU/3	
7	Yr. Built/Yr. Renovated	2017	\$13	2004	\$47	1971	\$46	1977/2005	\$26	2008	\$9
8	Condition /Street Appeal	E		E		F	\$30	G	\$15	E	
9	Neighborhood	G		G		G		G		G	
10	Same Market?	Yes		Yes		Yes		Yes		Yes	
C. Unit Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
11	# Bedrooms	3		3		3		3		3	
12	# Baths	2		2		2		2		2	
13	Unit Interior Sq. Ft.	1100	(\$52)	1385	(\$18)	1200	(\$37)	1368	(\$49)	1521	(\$77)
14	Balcony/ Patio	N		N		Y	(\$5)	N		Y	(\$5)
15	AC: Central/ Wall	C		C		C		C		C	
16	Range/ Refrigerator	R/F		R/F		R/F		R/F		R/F	
17	Microwave/ Dishwasher	Y/Y		Y/Y	\$5	N/Y	\$5	Y/Y		Y/Y	
18	Washer/Dryer	HU/L		HU/L		HU/L		W/D	(\$25)	W/D	(\$25)
19	Floor Coverings	C		C		C		C		C	
20	Window Coverings	B		B		B		B		B	
21	Intercom/Security System	N/N	(\$3)	N/Y		N/N		Y/N	(\$3)	N/N	
22	Garbage Disposal	Y		Y	\$5	Y		Y		Y	
23	Ceiling Fans	Y		Y		Y		Y		Y	
D Site Equipment/ Amenities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
24	Parking (\$ Fee)	P-GAR		LOT/\$0	\$30	LOT/\$0	\$30	LOT/\$0	\$30	LOT/\$0	\$30
25	On-Site Management	Y		Y		Y		Y		Y	
26	Security Gate	N	(\$5)	Y		N		Y	(\$5)	Y	(\$5)
27	Clubhouse/ Meeting Rooms	Y		Y	\$5	N	\$5	Y		Y	
28	Pool/ Recreation Areas	F	(\$13)	P/F/T		P/F	(\$10)	N	\$5	P/F/T	(\$13)
29	Computer Center	Y		Y	\$3	N	\$3	Y		N	\$3
30	Picnic Area	N	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)
31	Playground	N	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)	Y	(\$3)
32	Social Services	N		N		N		N		N	
E. Utilities		Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj	Data	\$ Adj
33	Heat (in rent?/ type)	N/E		N/E		Y/G	(\$40)	N/G		N/E	
34	Cooling (in rent?/ type)	N/E		N/E		N/E		N/E		N/E	
35	Cooking (in rent?/ type)	N/E		N/E		Y/G	(\$8)	N/E		N/E	
36	Hot Water (in rent?/ type)	N/E		N/E		Y/G	(\$16)	N/G		N/E	
37	Other Electric	N		N		N		N		N	
38	Cold Water/ Sewer	N/N		N/N		Y/Y	(\$164)	Y/Y	(\$164)	N/N	
39	Trash /Recycling	Y/N	\$15	N/N		Y/N		Y/N		N/N	\$15
F. Adjustments Recap		Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg	Pos	Neg
40	# Adjustments B to D	2	6	7	5	8	5	3	6	3	7
41	Sum Adjustments B to D	\$43	(\$79)	\$125	(\$39)	\$134	(\$51)	\$71	(\$98)	\$42	(\$128)
42	Sum Utility Adjustments	\$15			(\$228)		(\$164)			\$15	
		Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross
43	Net/ Gross Adjmts B to E	(\$21)	\$137	(\$142)	\$392	(\$81)	\$349	(\$27)	\$169	(\$71)	\$185
G. Adjusted & Market Rents		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent		Adj. Rent	
44	Adjusted Rent (5+ 43)	\$1,020		\$705		\$744		\$968		\$1,129	
45	Adj Rent/Last rent		98%		83%		90%		97%		94%
46	Estimated Market Rent	\$960	\$0.87	← Estimated Market Rent/ Sq. Ft							

Once all adjustments to collected rents were made, the adjusted rents for each comparable were considered to derive an achievable market rent for each bedroom type. Each property was considered and weighed based upon its proximity to the subject site, and its amenities and unit layout compared to the subject site.

Based on the preceding Rent Comparability Grids, it was determined that achievable market rents for units similar to the subject development are \$730 for a one-bedroom unit, \$800 for a two-bedroom unit and \$960 for a three-bedroom unit.

The following table compares the proposed collected rents at the subject site with achievable market rent for selected units.

Bedroom Type	Proposed Collected Rent	Achievable Market Rent	Market Rent Advantage
One-Bedroom	\$425 (50%)	\$730	41.8%
	\$510 (60%)		30.1%
	\$600 (MR)		17.8%
Two-Bedroom	\$475 (50%)	\$800	40.6%
	\$580 (60%)		27.5%
	\$700 (MR)		12.5%
Three-Bedroom	\$500 (50%)	\$960	47.9%
	\$630 (60%)		34.4%
	\$775 (MR)		19.3%

Typically, Tax Credit rents should represent at least a 10% market rent advantage to be perceived as a value in the market and ensure a sufficient flow of qualified applicants. Therefore, the proposed subject's Tax Credit rents will likely be perceived as significant values within the market as they represent market rent advantages ranging from 27.5% to 47.9%, depending upon bedroom type and AMHI level. Although market-rate rents do not need to represent a value in a given market, it is also of note that the subject's proposed market-rate rents will represent values of at least 12.5%. As such, the proposed market-rate units at the subject project are also expected to be perceived as a value within the East Point market.

B. RENT ADJUSTMENT EXPLANATIONS (RENT COMPARABILITY GRID)

None of the selected properties offer the same amenities as the subject property. As a result, we have made adjustments to the collected rents to reflect the differences between the subject property and the selected properties. The following are explanations (preceded by the line reference number on the comparability grid table) for each rent adjustment made to each selected property.

1. Rents for each property are reported as collected rents. These are the actual rents paid by tenants and do not consider utilities paid by tenants. The rents reported are typical and do not consider rent concessions or special promotions.
3. One of the selected properties (Comparable #2) is offering a rent concession of \$99 for the first month's rent for its available two- and three-bedroom units. The monthly value of this concession has been prorated over a 12-month period and is reflected in the effective rent (Line 5) for this property.
7. Upon completion of construction, the subject project will be the newest property in the market. The selected properties were built between 1970 and 2008, with one of the selected properties (Comparable #4) being renovated in 2005. This renovated property has been assigned an effective age of a property built in 1991, which is a simple average. We have adjusted the rents at the selected properties by \$1 per year of age difference to reflect the age of these properties.
8. It is anticipated that the proposed subject project will have an excellent quality finish and attractive aesthetic street appeal once construction is complete. We have made adjustments for those properties that we consider to be of inferior quality compared to the subject development.
9. One of the selected properties (Comparable #3) is considered to be located in a slightly less desirable neighborhood as compared to the subject site. As such, a positive adjustment of \$10 has been applied for the desirability of the subject site location as compared to this selected property.
12. The number of bathrooms offered among the selected properties varies. We have made an adjustment of \$15 per half bathroom to reflect the difference in the number of bathrooms offered at the site as compared to this selected property.
13. The adjustment for differences in square footage is based upon the average rent per square foot among the comparable properties. Since consumers do not value extra square footage on a dollar-for-dollar basis, we have used 25% of the average for this adjustment.

- 14.-23. The proposed subject project will offer a unit amenity package that is generally considered competitive with those offered among the selected properties. We have made, however, adjustments for features lacking at the selected properties, and in some cases, we have made adjustments for features the subject property does not offer.
- 24.-32. The proposed project offers an inferior, yet appropriately positioned, project amenities package as compared to those offered among most of the selected market-rate properties. We have made monetary adjustments to reflect the difference between the proposed project's and the selected properties' project amenities.
- 33.-39. We made adjustments to reflect the differences in utility responsibility at the selected properties as needed. The utility adjustments were based on the local housing authority's utility cost estimates.