



A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF

**Columbia Avondale Senior
Avondale MARTA Station, South Parking Lot
Geo Coordinates: 33.773551, -84.281657
Sam's Street (Exact Address TBD)
Decatur, DeKalb County, Georgia 30030**

**Effective Date: April 16, 2015
Report Date: April 24, 2015**

Prepared For

**Mr. Jim Grauley
Columbia Senior Avondale LP
1718 Peachtree Street, Suite 684
Atlanta, GA 30309**

Prepared By

**Novogradac & Company LLP
2325 Lakeview Parkway
Suite 450
Alpharetta, Georgia 30009
678.867.2333**

April 24, 2015

Mr. Jim Grauley
Columbia Senior Avondale LP
1718 Peachtree Street, Suite 684
Atlanta, GA 30309

Re: Market Study for Columbia Avondale Senior located in Decatur, Georgia

Dear Mr. Grauley:

At your request, Novogradac & Company LLP performed a market study of the rental market in the Decatur, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC)/HOME/market rate project (the Subject). The purpose of this market study is to assess the viability of the proposed Housing for Elderly development Columbia Avondale Senior, consisting of 92 revenue generating units. Units will be age-restricted to seniors age 62 and older earning 50 and 60 percent of the AMI, or less in addition to offering market rate units. Further, 15 of the 92 units will benefit from project-based rental assistance provided by the Decatur Housing Authority and tenants will pay 30 percent of their income towards rent. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. The scope of this report meets the requirements of the Georgia Department of Community Affairs (DCA), including the following:

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

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

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

Respectfully submitted,



Brad Weinberg, MAI, CCIM
Partner
Novogradac & Company LLP
April 16, 2015
Date



Edward R. Mitchell
Senior Real Estate Analyst
Novogradac & Company LLP
April 16, 2015
Date



Lawson Short
Real Estate Analyst
Novogradac & Company LLP
April 16, 2015
Date

ASSUMPTIONS AND LIMITING CONDITIONS

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

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

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Addendum

A. EXECUTIVE SUMMARY AND CONCLUSIONS

EXECUTIVE SUMMARY AND CONCLUSIONS

1. Project Description:

Columbia Avondale Senior will be a newly constructed senior property located in Decatur, Georgia. The property will consist of one five-story elevator-serviced midrise building in addition to a structured parking facility. The Subject is part of a broader mixed-use transit oriented development (TOD) located adjacent to the Avondale MARTA station. Upon completion, the broader development will offer both affordable and market rate apartment units targeting seniors and the general population, owner-occupied condominiums, and approximately 20,800 square feet of commercial space.

The following table illustrates the unit mix for the Subject including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowances. Note that the rents for the Subject’s 15 units with project-based rental assistance will be based on income (BOI).

PROPOSED RENTS								
Unit Type	Number of Units	Unit Size (SF)	Asking Rent	Utility Allowance (1)	Gross Rent	2015 LIHTC Maximum Allowable Gross Rent	2015 HOME Maximum Allowable Gross Rent	Proposed Net Contract Rents
<i>Low HOME (50% AMI)</i>								
1BR/1BA	2	750	\$517	\$123	\$640	\$640	\$650	N/A
2BR/1BA	1	980	\$615	\$152	\$767	\$767	\$780	N/A
<i>High HOME/LIHTC (60% AMI)</i>								
1BR/1BA	58	750	\$645	\$123	\$768	\$768	\$773	N/A
2BR/1BA	10	980	\$764	\$152	\$916	\$921	\$916	N/A
<i>60% AMI/PBRA*</i>								
1BR/1BA	12	750	\$645	\$123	\$768	\$768	N/A	\$614
2BR/1BA	3	980	\$769	\$152	\$921	\$921	N/A	\$722
<i>Market</i>								
1BR/1BA	2	750	\$1,001	N/A	N/A	N/A	N/A	N/A
2BR/1BA	4	980	\$1,251	N/A	N/A	N/A	N/A	N/A
Total	92							

Notes (1) Source of Utility Allowance provided by the property-specific HUD Utility Allowance Modeling provided by the client, effective 5/4/2015.

*These units will benefit from project-based rental assistance through the Decatur Housing Authority and tenants will pay 30 percent of their income towards rent.

The Subject will offer the following amenities: patio/balcony, blinds, carpeting, central air conditioning, coat closets, dishwashers, ceiling fans, garbage disposals, hand rails, microwaves, ovens, pull cords, refrigerators, washer dryer hook-ups, a business center/computer lab, a clubhouse/community room, a courtyard, elevators,

exercise facility, a parking garage, central laundry, off-street parking, easy access to MARTA, on-site management, a picnic area, a theatre/media room, limited access, courtesy patrol, video surveillance, and service coordination. Overall, the Subject's amenities will be competitive with those offered at the comparable properties.

2. Site Description/Evaluation:

The Subject site is located at the southeast corner of East College Avenue and Sam's Street at the Avondale MARTA Station south parking lot. It should be noted that the Subject does not yet have an exact address. The Subject is located approximately midway between downtown Decatur and the incorporated community of Avondale Estates, two of the most desirable areas in DeKalb County in which to live. Both areas are perceived as offering excellent local government, excellent schools, and low crime rates. Surrounding uses consist of single and multifamily residential, industrial, commercial, residential, and public uses in average to good condition. The Subject is also located adjacent to a MARTA station. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered "Somewhat Walkable" by *Walkscore.com* with a rating of 64. The Subject site is considered a desirable building site for senior rental housing. The Subject is located in a mixed-use neighborhood. The uses surrounding the Subject are generally in average to good condition and the site has good proximity to locational amenities, which are within two miles of the Subject site, and is located adjacent to a MARTA station.

3. Market Area Definition:

The PMA is defined as the city of Decatur, along with the communities of North Decatur, Scottsdale, Avondale Estates, and Druid Hills, Inman Park, Little Five Points, Kirkwood, and East Lake. This area bounded by US Highway 78, North Druid Hills Road, and Lavista Road NE to the north, GA Highway 42 and 504 Boulevard to the west, GA Highway 154 to the south, and Interstate 285 to the east. This area was defined based on interviews with a member of the Decatur Planning and Zoning Department, and the local housing authority. Furthermore, the determination of this market area was influenced by conversations with surveyed property managers, who reported that the majority of rental traffic originates from throughout DeKalb County as well as eastern parts of Fulton County. The Secondary Market Area (SMA) is

determined to be the Atlanta-Sandy Springs-Roswell, Georgia Metropolitan Statistical Area (MSA), which consists of Barrow, Bartow, Butts, Carroll, Cherokee, Clayton, Cobb, Coweta, Dawson, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Haralson, Heard, Henry, Jasper, Lamar, Meriwether, Newton, Paulding, Pickens, Pike, Rockdale, Spalding, and Walton Counties. We do believe the Subject will experience leakage from outside the PMA boundaries; however, per the 2015 market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The furthest PMA boundary from the Subject site is approximately 5.4 miles.

4. Community Demographic Data:

The senior population in the PMA increased from 2010 to 2015, while the senior population in the MSA and nation also experienced growth over this same time period. This trend is expected to continue over the next five years and the senior population in the PMA is expected to increase at a slightly slower rate than the MSA and a similar rate compared to the nation through 2017. We believe the sustained growth of the senior population in the PMA is a positive indication of demand for the Subject's proposed age-restricted units. Approximately 14.4 percent of the population in the PMA will be age 62 and older by the projected market entry date of August 2017. The total number of senior households in the PMA increased 1.5 percent from 2010 to 2015. Over the same period of time, the total number of senior households in the MSA increased 3.7 percent. The total number of senior households in the PMA is expected to increase at a faster annual rate of 4.9 percent, while the total number of households in the MSA is projected to increase at an annual rate of 5.8 percent through the market entry date.

Senior renter households earning under \$30,000 in the PMA comprise 69.4 percent of all income cohorts. Since some of the Subject's units will operate with a project-based subsidy and tenants will pay 30 percent of their income towards rent, the Subject will target senior households earning between \$0 and \$40,920 for the affordable units; therefore, the Subject should be well-positioned to service this market. The Subject will also offer market rate units which will have no maximum income limitations; as such, an even larger portion of senior households will be eligible to reside at the Subject. It

should be noted that the area median income (AMI) in DeKalb County declined in 2013 and 2014 but increased in 2015.

Overall, the demographic data points to a growing senior population with household incomes in line with the Subject’s target. We believe the expected senior population and household growth in the PMA bodes well for the Subject’s proposed units.

5. Economic Data:

6. Project-Specific Affordability And Demand Analysis:

Our demand analysis indicates that there are 1,019 income qualified senior renter households in the PMA for the Subject’s affordable units. The following table indicates the capture rates for the Subject’s units.

CAPTURE RATE ANALYSIS CHART						
Bedrooms/AMI Level	Income Limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate
1BR at Low HOME	\$19,200 to \$27,300	2	202	0	202	1.0%
1BR at 60%	\$23,040 to \$32,760	58	180	68	112	51.6%
1BR at 60% AMI/PBRA	\$0 to \$32,760	12	810	106	704	1.7%
1BR at Market	\$36,036 to \$125,000	2	155	0	155	1.3%
2BR at Low HOME	\$23,010 to \$34,100	1	52	0	52	1.9%
2BR at 60%	\$27,480 to \$40,920	10	47	16	31	32.7%
2BR at 60% AMI/PBRA	\$0 to \$40,920	3	209	30	179	1.7%
2BR at Market	\$45,036 to \$200,000	4	40	0	40	10.0%
All Affordable Units		86	1,019	84	935	9.2%

All capture rates are within DCA threshold requirements and indicate demand for the Subject. Overall, we recommend the Subject as proposed.

7. Competitive Rental Analysis:

The availability of LIHTC data is considered good; there are 11 existing and three under construction LIHTC properties in the PMA. However, the majority of these properties were excluded because they either operate with an additional subsidy, where tenants pay 30 percent of their income towards rent, or the properties do not target seniors. The Subject will target the senior population and we have included the one senior affordable property in addition to one senior market rate property from within the PMA. Further, we have also included four additional senior affordable comparables from outside the PMA in Stone Mountain and Decatur.

The availability of market rate data is considered good. However, there are few senior market rate developments in the area that are not assisted living developments or do not offer extensive services such as three-meals daily and linen service included in rent. We were able to identify one senior market rate development in the area and we have also included five general population market rate developments from within the PMA, most of which reported that some seniors live at the properties. Additionally, four of the senior affordable properties including two from within the PMA are mixed-income and offer unrestricted market rate units. All of the market rate properties are located in the PMA. Overall, we believe the market rate properties we have used in our analysis are the most comparable. Other market rate properties were excluded based on proximity, condition, unit types, and tenancy.

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

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

SUBJECT COMPARISON TO MARKET RENTS					
Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
Low HOME (50% AMI)					
1BR/1BA	\$517	\$659	\$1,496	\$956	-45.9%
2BR/1BA	\$615	\$733	\$1,702	\$1,094	-43.8%
High HOME/LIHTC (60% AMI)					
1BR/1BA	\$645	\$659	\$1,496	\$956	-32.5%
2BR/1BA	\$764	\$733	\$1,702	\$1,094	-30.2%
Market Rate					
1BR/1BA	\$1,001	\$659	\$1,496	\$956	4.7%
2BR/1BA	\$1,251	\$733	\$1,702	\$1,094	14.3%

The Subject's proposed one and two-bedroom low HOME rents will offer a 43.8 to 45.9 percent advantage over the average market rents, the proposed high HOME/LIHTC rents will offer a 30.2 to 32.5 percent advantage over the average market rents, and the proposed one and two-bedroom market rate rents will be at a 4.7 to 14.3 percent disadvantage over the average market rents, respectively. The Subject's remaining units will operate with subsidy and therefore will have a rental advantage over the comparables that do not offer a subsidy.

Since some of the comparable properties were built prior to 2010, they have been "held harmless" to the recent decrease in AMI and have a higher maximum allowable gross rent level than the Subject, which will be completed in 2017. When rents are "held harmless" a property owner is not required to decrease rents in light of a decrease in the AMI. Instead, the property may continue operating with rent restrictions based upon the higher AMI level prior to the decrease. Note that the 2015 AMI in DeKalb County increased 6.1 percent, but remains below the 2010 AMI level. Per the Georgia DCA 2015 guidelines, the market study analyst must use the maximum rent and income limits from the same year as the utility allowance. The developer provided a property-specific HUD utility allowance modeling for the Subject effective May 4, 2015; therefore, we have utilized the 2015 maximum income and rent limits.

With the exception of Magnolia Circle, all of the comparable properties reported achieving maximum allowable rents. The property manager at Magnolia Circle reported that the LIHTC rents have not increased since 2010 to provide an additional level of affordability to the tenants. Retreat at Madison Place and Antioch Villas and Gardens are considered the most comparable affordable properties. The Subject will be age-restricted, similar to both of these comparables and will offer a superior location relative to both of these comparables. The Subject will offer a slightly superior in-unit amenities package relative to both of these comparables. Antioch Villas and Gardens offers a similar property amenities package, slightly inferior unit sizes, and slightly inferior condition as this comparable was constructed in 2012. Retreat at Madison Place offers a slightly inferior property amenities package, similar unit sizes, and slightly inferior condition as this comparable was constructed in 2007. Additionally, the

Subject will offer an elevator-serviced midrise design, which is generally similar to the design of these comparables. Overall, the Subject will be slightly superior in comparison to both comparables based largely on the anticipated slightly superior condition of the proposed Subject upon completion.

The comparable senior affordable properties that are stabilized are exhibiting a weighted average vacancy rate of 0.2 percent with only one vacant units, which is considered excellent. Further, the majority of the affordable senior comparables and some market rate comparables maintain waiting lists. We believe the low vacancy rate and existence of waiting lists at the comparable properties demonstrates demand for affordable senior housing in the market. We believe the Subject is feasible as proposed, particularly with its project-based rental assistance on a portion of the units, which is in high demand among senior households in the PMA, and its location adjacent to a MARTA station.

8. Absorption/Stabilization Estimate:

We were able to obtain absorption information from four comparable senior properties, all of which are located outside of the PMA. However, due to development timing, the majority of this data is relatively dated as all but one of the comparables below were completed prior to 2008.

ABSORPTION					
Property Name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed/ Month
Antioch Villas and Gardens*	LIHTC/Market/PBRA	Senior	2012	106	35
Retreat at Madison Place*	LIHTC	Senior	2007	160	14
Antioch Manor Estates*	LIHTC/Market	Senior	2005	120	24
Magnolia Circle*	LIHTC/Market	Senior	2003	84	14
Average				118	22

*Located outside PMA

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Antioch Villas and Gardens was the most recent senior affordable property, though it is located outside of the PMA in an inferior location. The absorption rates reported by the comparables range from 14 to 35 units per month with an average of 22 units per month. The Subject’s location is superior to all of these comparables. Based on the absorption pace reported by the comparable

properties, the waiting lists at the LIHTC comparables, and the strong demand for affordable senior housing in Decatur, we anticipate that the Subject will absorb 25 units per month, for an absorption period of three to four months.

9. Overall Conclusion:

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The senior affordable and market rate comparables are performing well, with a weighted vacancy rate of 1.4 percent when excluding the property in lease-up. The affordable senior comparables reported vacancy rates ranging from zero to 0.6 percent with only one vacant unit among them and an overall vacancy rate of 0.2 percent, when excluding the comparable in lease-up. These rates indicate strong demand for affordable senior housing. Additionally, several of the senior affordable properties and some of the market rate properties maintain waiting lists and all of the senior affordable comparables' property managers indicated strong demand for affordable senior housing in the market. The Subject will offer similar in-unit amenities in comparison to the senior affordable comparables and slightly superior in-unit amenities compared to the market rate comparable properties and similar to slightly superior property amenities. The Subject will offer microwaves, a courtyard, elevators, garage parking, service coordination, and a theatre, which are not offered at the majority of the comparables. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior rental market. As new construction, the Subject will be in excellent condition upon completion and will be considered slightly superior to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. In general, the Subject will be slightly superior to superior to the comparable properties. Of the Subject's 92 units, 14 will benefit from rental assistance, where tenants pay 30 percent of their income towards rent. Due to the low vacancy rates at the comparables, the waiting lists present in the market, and the reported demand for additional affordable senior housing in the Subject's market area, we believe that the Subject is feasible as proposed and will fill a void in the market and will perform well.

Summary Table:

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

Development Name:	Columbia Avondale Senior	Total # Units:	92
Location:	Near 2615 East College Avenue Decatur, DeKalb County, GA	# LIHTC Units:	86
PMA Boundary:	This area bounded by US Highway 78, North Druid Hills Road, and Lavista Road NE to the north, GA Highway 42 and 504 Boulevard to the west, GA Highway 154 to the south, and Interstate 285 to the east.		
	Farthest Boundary Distance to Subject:		5.4

Rental Housing Stock (found on pages 75)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	11	1,646	44	97.3%
Market-Rate Housing	6	1,176	22	98.1%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	2	186	21	88.7%
LIHTC	5	550	22	96.0%
Stabilized Comps	10	1,646	23	98.6%
Properties in Construction & Lease Up	1	80	21	73.8%

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
2	1BR Low HOME @50%	1	750	\$517	\$956	\$1.25	N/Ap	\$1,496	\$1.76
1	2BR Low HOME @50%	1	980	\$615	\$1,094	\$0.98	N/Ap	\$1,702	\$1.47
58	1BR HOME/LIHTC @60%	1	750	\$645	\$956	\$1.25	N/Ap	\$1,496	\$1.76
10	2BR HOME/LIHTC @60%	1	980	\$764	\$1,094	\$0.98	N/Ap	\$1,702	\$1.47
12	1BR@60%/PBRA	1	750	\$645	\$956	\$1.25	N/Ap	\$1,496	\$1.76
3	2BR@60%/PBRA	1	980	\$769	\$1,094	\$0.98	N/Ap	\$1,702	\$1.47
2	1BR Market	1	750	\$1,001	\$956	\$1.25	N/Ap	\$1,496	\$1.76
4	2BR Market	1	980	\$1,251	\$1,094	\$0.98	N/Ap	\$1,702	\$1.47

Demographic Data (found on page 31 & 66)

	2010		2015		Aug-17	
Renter Households	2,742	65.00%	3,289	65.00%	3,646	34.70%
Income-Qualified Renter HHs (LIHTC)	2,158	78.70%	2,588	78.70%	2,869	78.70%

Targeted Income-Qualified Renter Household Demand (found on pages 53-60)

Type of Demand	30%	50%	60%/PBRA	60%	Market Rate	Overall
Renter Household Growth	N/Ap	265	262	62	53	281
Existing Households (Overburdened + Substandard)	N/Ap	725	510	171	144	769
Homeowner conversion (Seniors)	N/Ap	23	23	5	6	24
Total Primary Market Demand	N/Ap	1013	795	238	203	1074
Less Comparable/Competitive Supply	N/Ap	136	106	84	0	220
Adjusted Income-qualified Renter HHs	N/Ap	877	689	154	203	854

Capture Rates (found on page 57)

Targeted Population	Low HOME	60% AMI	60%/PBRA	Market Rate	Overall
Capture Rate:	1.20%	47.60%	1.70%	3.10%	9.20%

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address and Development Location:

The Subject site is located at the southeast corner of East College Avenue and Sam’s Street at the Avondale MARTA Station south parking lot. It should be noted that the Subject does not yet have an exact address. The site consists of a portion of a larger parcel that is currently improved with an existing Metropolitan Atlanta Rapid Transit Authority (MARTA) surface parking lot.

Construction Type:

The Subject will consist of one five-story elevator-serviced midrise building.

Occupancy Type:

Senior age 62 and older.

Special Population Target:

None.

Number of Units by Bedroom Type and AMI Level:

See following property profile.

Unit Size:

See following property profile.

Structure Type:

See following property profile.

Rents and Utility Allowances:

See following property profile.

Existing or Proposed Project Based Rental Assistance:

Of the Subject’s 92 units, 15 will benefit from project-based rental assistance provided by the Decatur Housing Authority and tenants residing in these units will pay 30 percent of their income towards rent.

Proposed Development Amenities: See following property profile.

Property Profile Report

Columbia Avondale Senior

Comp # Subject
Effective Rent 4/20/2015
Date
Location SEC of East College Ave. and Sam's Street
 Decatur, GA 30030
 Dekalb County County
 (verified)
Units 92
Type Midrise (age-restricted)
 (5 stories)
Year Built / Renovated 2017 / n/a
Tenant Characteristics Seniors 62+



Market

Program	LIHTC/HOME/PBRA/Market	Leasing Pace	n/a
Annual Turnover Rate	N/A	Change in Rent (Past Year)	n/a
Units/Month Absorbed	n/a	Concession	n/a
Section 8 Tenants	n/a		

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?
1	1	Midrise (5 stories)	2	750	\$517	\$0	@50% (HOME)	n/a	N/A	N/A	yes
1	1	Midrise (5 stories)	58	750	\$645	\$0	@60% (HOME)	n/a	N/A	N/A	yes
1	1	Midrise (5 stories)	12	750	\$645	\$0	@60% (PBRA)	n/a	N/A	N/A	yes
1	1	Midrise (5 stories)	2	750	\$1,001	\$0	Market	n/a	N/A	N/A	N/A
2	1	Midrise (5 stories)	1	980	\$615	\$0	@50% (HOME)	n/a	N/A	N/A	yes
2	1	Midrise (5 stories)	10	980	\$764	\$0	@60% (HOME)	n/a	N/A	N/A	yes
2	1	Midrise (5 stories)	3	980	\$769	\$0	@60% (PBRA)	n/a	N/A	N/A	yes
2	1	Midrise (5 stories)	4	980	\$1,251	\$0	Market	n/a	N/A	N/A	N/A

Amenities

In-Unit	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Ceiling Fan Garbage Disposal Hand Rails Microwave Oven Pull Cords Refrigerator Washer/Dryer hookup	Security	Limited Access Patrol Video Surveillance
Property	Parking spaces: 48 Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Courtyard Elevators Exercise Facility Garage Central Laundry Off-Street Parking On-Site Management Picnic Area Service Coordination Theatre	Premium	none
Services	Adult Education	Other	none

Scope of Renovations:	The Subject will be new construction
Current Rents:	The Subject will be new construction
Current Occupancy:	The Subject will be new construction
Current Tenant Income:	The Subject will be new construction
Placed in Service Date:	The Subject is expected to be completed by August 2017.
Conclusion:	The Subject will be an excellent-quality midrise elevator-serviced apartment complex, comparable or superior to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

C. SITE EVALUATION

The Subject is located in a mixed-use neighborhood. To the northeast are single-family homes in average to good condition, commercial uses, and industrial uses. Immediately northwest, west, and southwest are various commercial uses, religious uses, multi-family properties, single-family homes and an elementary school in good condition. To the south and southeast of the Subject are single-family homes, multi-family properties, religious uses, and commercial uses in good condition. East of the subject are commercial uses and single family homes in average to good condition. Commercial uses in the neighborhood appeared to be approximately 90 percent occupied at the time of inspection.

Positive/Negative Attributes of Site: The Subject's proximity to a MARTA station and other locational amenities and retail uses, which are in average to good condition, are considered positive attributes. The Subject's neighborhood is also considered "Somewhat Walkable" by *Walkscore.com* with a rating of 64. Additionally, the Subject site is within close proximity to US Highway 278, which provides convenient access to other employment centers and Interstate 285.

3. Physical Proximity to Locational Amenities:

The Subject is located within 1.6 miles of all locational amenities. Additionally, it is adjacent to a MARTA station.

4. Pictures of Site and Adjacent Uses:



Subject site



Subject site



Subject site



Subject site



Typical multifamily development in neighborhood



Commercial in neighborhood



Commercial in neighborhood



Commercial in neighborhood



Commercial in neighborhood



Street view along Sam's Street facing north



Street view along Sam's Street facing south



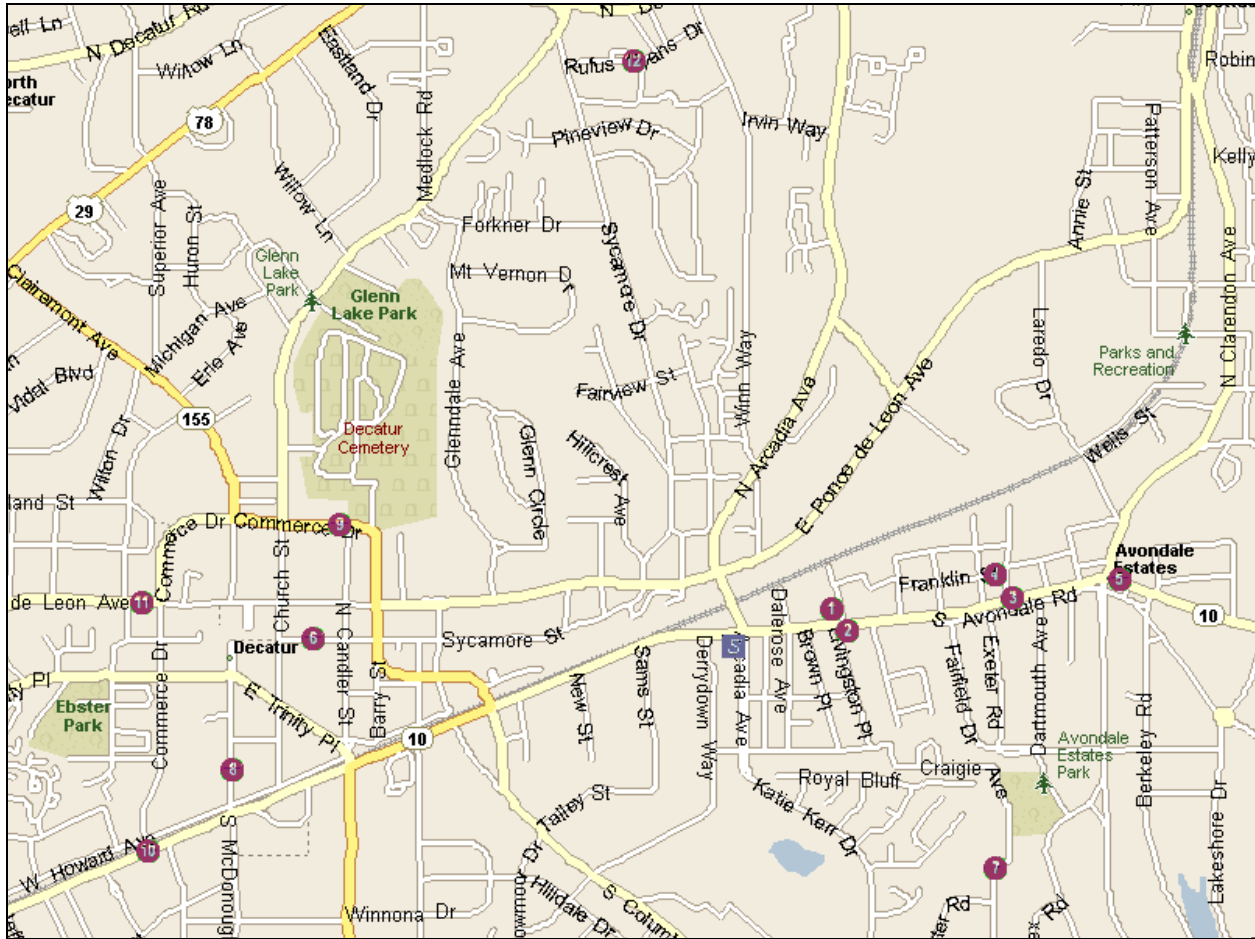
Street view along East College Avenue facing east



Street view along East College Avenue facing west

5. Proximity to Locational Amenities:

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



LOCALATIONAL AMENITIES

Map Number	Service or Amenity	Miles From Subject
1	CITGO Gas Station	0.3 miles
2	Food Mart	0.4 miles
3	Peach State Credit Union	0.7 miles
4	Post Office- Avondale Estates	0.7 miles
5	Avondale Estates Police Department	0.9 miles
6	Dekalb Public Library	1.0 miles
7	Forest Hills Elementary	1.0 miles
8	Decatur High School	1.1 miles
9	Kroger	1.1 miles
10	Renfroe Middle School	1.2 miles
11	CVS Pharmacy	1.3 miles
12	Dekalb Medical Center- North	1.6 miles

6. Description of Land Uses:

The Subject is located in a mixed-use neighborhood. To the northeast are single-family homes in average to good condition, commercial uses, and industrial uses.

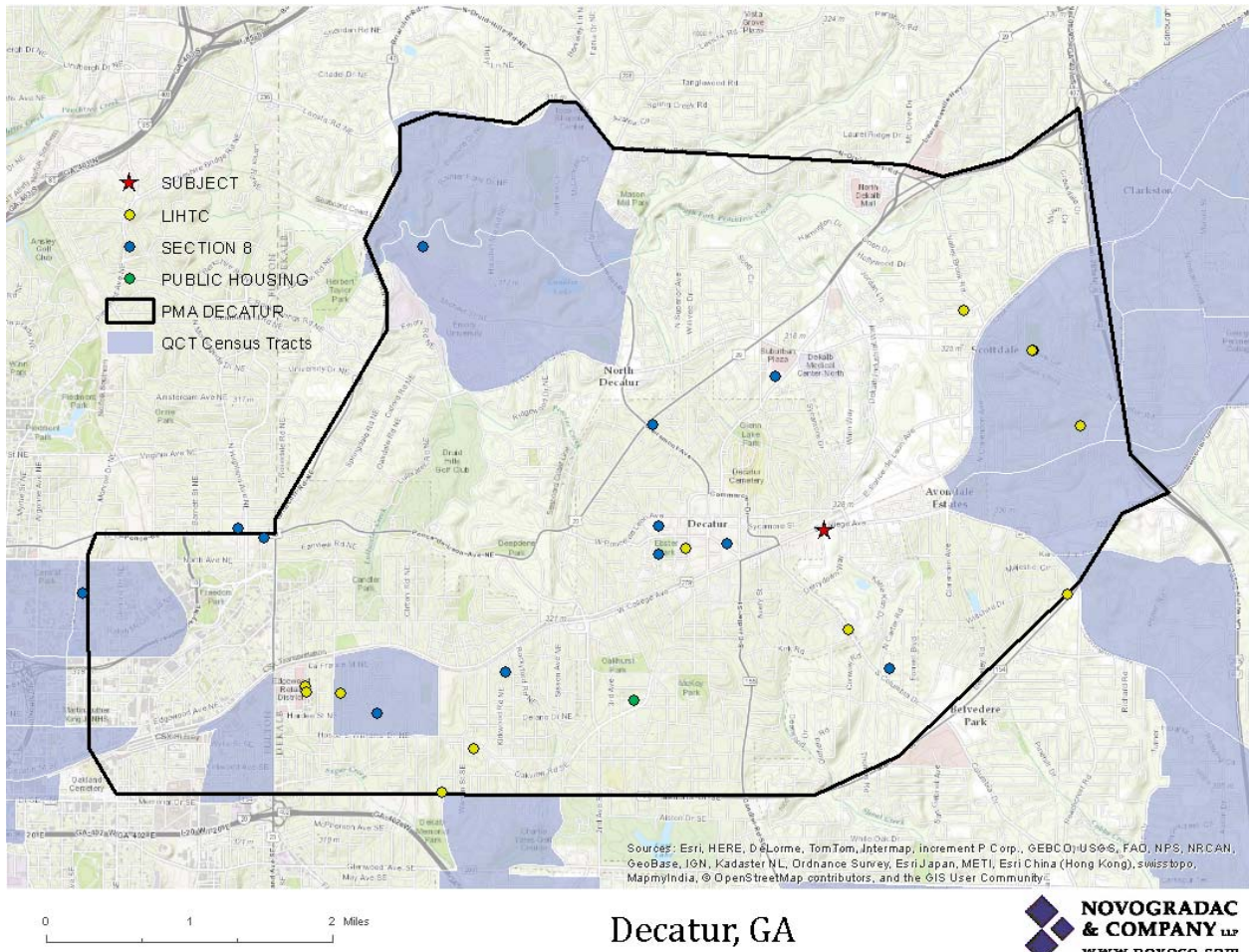
Immediately northwest, west, and southwest are various commercial uses, religious uses, multi-family properties, single-family homes and an elementary school in good condition. To the south and southeast of the Subject are single-family homes, multi-family properties, religious uses, and commercial uses in good condition. East of the subject are commercial uses and single family homes in average to good condition. Commercial uses in the neighborhood appeared to be approximately 90 percent occupied at the time of inspection.

7. Existing Assisted Rental Housing Property Map:

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

EXISTING AND PROPOSED ASSISTED RENTAL HOUSING IN PMA

Name	Address	City	State	Zip Code	Type	Map Color	Included/Excluded	Reason for Exclusion	
Columbia Avondale Senior	2615 East College Avenue	Decatur	GA	30030	LIHTC/HOME/PBRA/Market	Red Star	N/Ap	N/Ap	
Allen Wilson Phase I, II, III	1450 Commerce Drive	Decatur	GA	30030	LIHTC/Section 8/Public Housing	Yellow	Excluded	Subsidized Rents	
Prince Avondale Apartments	965 Nottingham Drive	Avondale Estates	GA	30002	LIHTC/HOME		Excluded	Family Tenancy	
Oak Forest Apartments	338 Hatten Drive	Scottsdale	GA	30079	LIHTC/Section 8		Excluded	Family Tenancy	
Cedar Creek West Apartments	3117 Cedar Brook Drive	Decatur	GA	30033	LIHTC		Excluded	Family Tenancy	
Retreat at Edgewood Phase I	150 Hutchinson Street NE	Atlanta	GA	30307	LIHTC		Excluded	Family Tenancy	
Retreat at Edgewood Phase I	150 Hutchinson Street NE	Atlanta	GA	30307	LIHTC/Market		Excluded	Family Tenancy	
Columbia Senior Residences at Edgewood	1281 Caroline Street NE	Atlanta	GA	30307	LIHTC/PBRA		Excluded	Subsidized Rents	
Columbia CitiHomes	165 Marion Place NE	Atlanta	GA	30307	LIHTC/Market		Excluded	Family Tenancy	
Harbour Vines/White Oak Arms	1800 Memorial Drive	Atlanta	GA	30317	LIHTC		Excluded	Family Tenancy	
Kirkwood Gardens	1929 Hosea L. Williams Drive SE	Atlanta	GA	30317	LIHTC/Market		Excluded	Family Tenancy	
Forest Heights Apartments	1048 Southern Columbia Drive	Decatur	GA	30030	LIHTC/Market/PBRA		Included	N/Ap	
Retreat at Mills Creek	3218 Tobie Circle	Scottsdale	GA	30079	LIHTC/PBRA		Excluded	Under Construction	
Trinity Walk Phase I	421 West Trinity Place	Decatur	GA	30030	LIHTC/Section 8		Excluded	Under Construction	
Tobie Grant Senior	Tobie Circle	Scottsdale	GA	30079	LIHTC/PBRA		Excluded	Under Construction	
Spring Pointe Apartments	1301 Oakview Road	Decatur	GA	30030	Public Housing		Green	Excluded	Subsidized Rents
Clairmont Crest	441 Clairmont Ave.	Decatur	GA	30030	Section 8		Blue	Excluded	Subsidized Rents
Decatur Christian Towers	1438 Church Street	Decatur	GA	30030	Section 8			Excluded	Subsidized Rents
Gateway Manor	421 W. Trinity Pl.	Decatur	GA	30031	Section 8			Excluded	Subsidized Rents
Park Trace Apartments	700 Atlanta Ave.	Decatur	GA	30030	Section 8			Excluded	Subsidized Rents
Community Housing Inc.	1179 Russell Dr.	Decatur	GA	30030	Section 8			Excluded	Subsidized Rents
Bedford Pine	496 Boulevard, NE	Atlanta	GA	30307	Section 8	Excluded		Subsidized Rents	
Edgewood Court	1572 Hardee St. NE	Atlanta	GA	30307	Section 8	Excluded		Subsidized Rents	
Kirkwood Apartments	265 Kirkwood Road	Atlanta	GA	30317	Section 8	Excluded		Subsidized Rents	
Booth Residence	1125 Ponce De Leon Ave NE	Atlanta	GA	30306	Section 8	Excluded		Subsidized Rents	
Briarcliff Summit	1050 Ponce De Leon Ave NE	Atlanta	GA	30306	Section 8	Excluded		Subsidized Rents	
Philips Towers	218 E. Trinity Pl.	Atlanta	GA	30030	Section 8	Excluded		Subsidized Rents	
Budd Terrace	1833 Clifton Rd. NE	Atlanta	GA	30329	Section 8	Excluded		Subsidized Rents	



Note: Some of these properties appear to be located outside of the PMA; however, they are located along the PMA boundaries.
 Note (1): The Section 8 and Public Housing properties all of project-based rental assistance.

8. Road/Infrastructure Proposed Improvements:

We did not witness any road/infrastructure improvements during our field work.

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

The Subject is accessible from East College Avenue, the primary east-west arterial in the area, which extends from downtown Atlanta to the east to Interstate 285 to the west. Traffic flow in the immediate area is good, as Sam's Crossing provides a bridge over the MARTA line to the north. Overall, access and visibility are considered good.

10. Environmental Concerns:

None visible upon site inspection.

11. Conclusion:

The Subject site is located at the southeast corner of East College Avenue and Sam's Street at the Avondale MARTA Station south parking lot. Surrounding uses consist of single and multifamily residential, industrial, religious, commercial, and public uses ranging in condition from

average to good. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Somewhat Walkable” by *Walkscore.com* with a rating of 64. The Subject site is considered a desirable building site for senior rental housing. The Subject site has excellent proximity to locational amenities, which are within 1.6 miles of the Subject site.

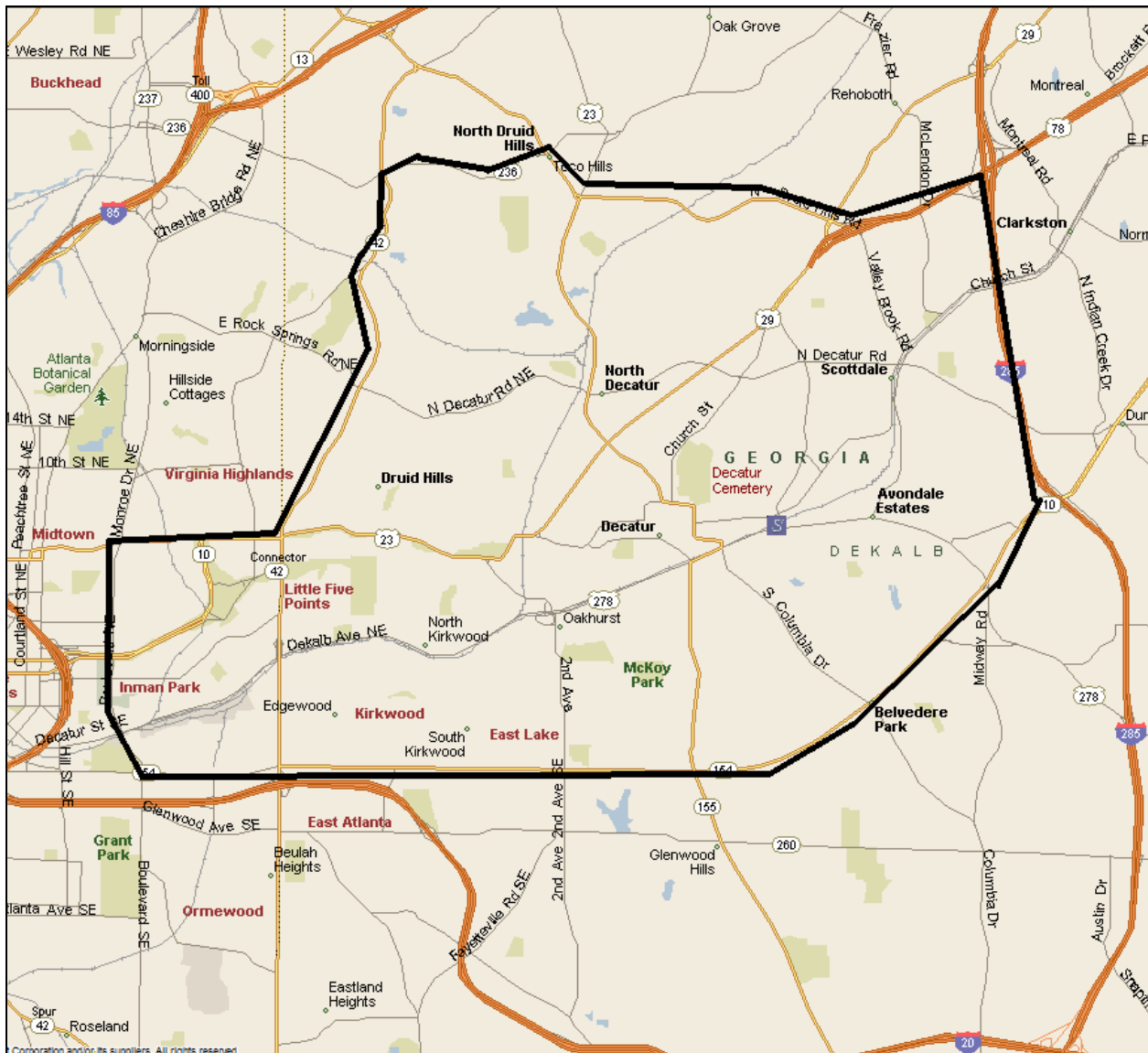
D. MARKET AREA

MARKET AREA

Primary Market Area

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

Primary Market Area Map



The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied, to

determine if the Primary Market Area (PMA) and the Secondary Market Area (SMA) are areas of growth or contraction.

The PMA is defined as the city of Decatur, along with the communities of North Decatur, Scottsdale, Avondale Estates, and Druid Hills, Inman Park, Little Five Points, Kirkwood, and East Lake. This area bounded by US Highway 78, North Druid Hills Road, and Lavista Road NE to the north, GA Highway 42 and 504 Boulevard to the west, GA Highway 154 to the south, and Interstate 285 to the east. This area was defined based on interviews with a member of the Decatur Planning and Zoning Department, and the local housing authority. Furthermore, the determination of this market area was influenced by conversations with surveyed property managers, who reported that the majority of rental traffic originates from throughout DeKalb County as well as eastern parts of Fulton County. The Secondary Market Area (SMA) is determined to be the Atlanta-Sandy Springs-Roswell, Georgia Metropolitan Statistical Area (MSA), which consists of Barrow, Bartow, Butts, Carroll, Cherokee, Clayton, Cobb, Coweta, Dawson, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Haralson, Heard, Henry, Jasper, Lamar, Meriwether, Newton, Paulding, Pickens, Pike, Rockdale, Spalding, and Walton Counties.

We do believe the Subject will experience leakage from outside the PMA boundaries; however, per the 2015 market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The furthest PMA boundary from the Subject site is approximately 5.4 miles.

E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and Metropolitan Statistical Area (MSA) are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. It should be noted that per DCA market study guidelines, source data must be Claritas, State Data Center or US Census/American Fact Finder. However, the demographic data presented in this report originates from the Census and is compiled by a third party analyst. Novogradac & Company uses data provided by the ESRI Business Analyst. Business Analyst brings in data as produced by ESRI's team of demographers. Sources include the US Census, American Community Survey, and other reputable sources. Housing characteristics are derived from several data sources, including construction data from Hanley Wood Market Intelligence, building permits from counties, the USPS, HUD, BLS, and the Census bureau. Owner and renter occupied units come from the Current Population Survey (BLS) and the Housing Vacancy Survey (Census). Data has been ground-truthed by ESRI staff and proven effective.

ESRI's products have been used by almost all US federal agencies (including HUD and USDA), top state level agencies, over 24,000 state and local governments worldwide, as well as many industry leading technology users—AT&T, Citrix, SAP, Oracle, Microsoft. ESRI produces timely updates based on new releases of data. The following demographic tables are specific to the populations of the PMA and MSA.

1. Population Trends

The following tables illustrate (a) Total Population, (b) Population by Age Group, and (c) Number of Elderly and Non-Elderly within population in MSA, the PMA and nationally from 2000 through 2019.

TOTAL POPULATION						
Year	PMA		MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	95,565	-	4,263,438	-	281,421,906	-
2010	101,630	0.6%	5,286,728	2.4%	308,745,538	1.0%
2015	104,969	0.6%	5,467,379	0.7%	314,467,933	0.4%
Projected Mkt Entry August 2017	107,507	1.2%	5,635,788	1.5%	320,392,850	0.9%
2019	109,841	1.2%	5,790,724	1.5%	325,843,774	0.9%

Source: ESRI Demographics 2014, Novogradac & Company LLP, 4/2015

TOTAL SENIOR POPULATION (62+)						
Year	PMA		MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	12,949	-	407,225	-	41,475,021	-
2010	12,647	-0.2%	625,999	5.4%	50,358,738	2.1%
2015	14,270	2.4%	737,625	3.4%	54,877,680	1.7%
Projected Mkt Entry August 2017	15,475	4.1%	818,383	5.3%	59,497,087	4.0%
2019	16,584	4.1%	892,679	5.3%	63,746,942	4.0%

Source: ESRI Demographics 2014, Novogradac & Company LLP, 4/2015

POPULATION BY AGE GROUP						
PMA						
Age Cohort	1990	2000	2010	2015	Projected Mkt Entry August 2017	2019
0-4	5,710	5,355	6,531	6,193	5,577	6,331
5-9	4,764	4,904	5,050	5,607	5,002	5,550
10-14	4,144	4,688	3,987	4,736	6,248	5,246
15-19	5,622	6,122	5,609	5,970	10,382	6,504
20-24	8,300	9,024	10,224	9,904	10,292	10,821
25-29	9,574	10,536	10,489	9,893	9,572	10,659
30-34	9,312	10,054	10,226	9,829	8,598	9,336
35-39	8,040	8,512	9,054	8,772	7,824	8,437
40-44	6,322	7,265	7,794	8,130	7,303	7,543
45-49	4,188	6,386	6,793	7,188	6,591	7,409
50-54	3,281	5,352	6,023	6,570	6,234	6,610
55-59	3,168	3,404	5,408	5,929	5,363	6,514
60-64	3,210	2,541	4,487	4,948	4,095	5,745
65-69	3,349	2,420	2,819	3,797	2,817	4,369
70-74	2,944	2,362	1,976	2,409	1,922	3,193
75-79	2,590	2,336	1,687	1,729	1,471	2,100
80-84	1,879	2,067	1,543	1,441	1,952	1,498
85+	1,704	2,239	1,930	1,925	107,508	1,977
Total	88,101	95,567	101,630	104,970	208,750	109,842

Source: ESRI Demographics 2014, Novogradac & Company LLP, April 2015

NUMBER OF ELDERLY AND NON-ELDERLY						
Year	PMA			MSA		
	Total Population	Non-Elderly	Elderly (62+)	Total Population	Non-Elderly	Elderly (62+)
1990	88,101	73,709	14,392	3,082,308	2,769,581	312,727
2000	95,567	82,618	12,949	4,263,438	3,856,213	407,225
2010	101,630	88,983	12,647	5,286,728	4,660,729	625,999
2015	104,970	90,700	14,270	5,467,379	4,729,754	737,625
Projected Mkt Entry	107,508	92,032	15,475	5,635,788	4,817,405	818,383
2019	109,842	93,258	16,584	5,790,724	4,898,045	892,679

Source: ESRI Demographics 2014, Novogradac & Company LLP, 4/2015

The general population in the PMA experienced a population increase from 2010 to 2015 and is projected to continue to increase at a slightly faster rate through 2019. In comparison, the general population in the MSA also increased and is projected to continue to increase through 2019. The general population in the nation increased at a slightly slower rate than the PMA and MSA from 2010 to 2015 and is projected to continue to increase at a slightly slower rate through 2019.

The senior population in the PMA increased from 2010 to 2015, while the senior population in the MSA and nation also experienced growth over this same time period. This trend is expected to continue over the next five years and the senior population in the PMA is expected to increase at a slightly slower rate than the MSA and a similar rate compared to the nation through 2019. We believe the sustained growth of the senior population in the PMA is a positive indication of

demand for the Subject's proposed age-restricted units. Approximately 14.5 percent of the population in the PMA will be age 62 and older by the projected market entry date of August 2017.

2. Household Trends

2a. Total Number of Households, Average Household Size

TOTAL NUMBER OF HOUSEHOLDS				
Year	PMA		MSA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	42,403	-	1,566,711	-
2010	46,737	1.0%	1,943,885	2.4%
2015	48,628	0.8%	2,010,072	0.6%
Projected Mkt Entry August 2017	50,048	1.4%	2,073,737	1.5%
2019	51,354	1.4%	2,132,309	1.5%

Source: ESRI Demographics 2014, Novogradac & Company LLP, 4/2015

TOTAL NUMBER OF SENIOR HOUSEHOLDS (62+)				
Year	PMA		MSA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	8,810	-	260,346	-
2010	8,699	-0.1%	357,494	3.7%
2015	9,391	1.5%	427,381	3.7%
Projected Mkt Entry August 2017	10,341	4.9%	479,249	5.8%
2019	11,215	4.9%	526,967	5.8%

Source: ESRI Demographics 2014, Novogradac & Company LLP, 4/2015

AVERAGE HOUSEHOLD SIZE						
Year	PMA		MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	2.12	-	2.67	-	2.58	-
2010	2.06	-0.3%	2.68	0.0%	2.58	0.0%
2015	2.05	-0.1%	2.68	0.0%	2.58	0.0%
Projected Mkt Entry August 2017	2.04	-0.2%	2.68	0.0%	2.57	0.0%
2019	2.04	-0.2%	2.68	0.0%	2.57	0.0%

Source: ESRI Demographics 2014, Novogradac & Company LLP, 4/2015

The total number of senior households in the PMA increased 1.5 percent from 2010 to 2015. Over the same period of time, the total number of senior households in the MSA increased 3.7 percent. The total number of senior households in the PMA is expected to increase at a faster annual rate of 4.9 percent, while the total number of households in the MSA is projected to increase at an annual rate of 5.8 percent over the next five years. Average household size in the PMA is currently 2.05 persons, which is projected to decrease slightly through 2019. Overall, the projected increase in senior households age 62 and older is a positive indicator for the proposed Subject's age-restricted units.

2b. Households by Tenure

The table below depicts senior household growth by tenure from 2000 through 2019.

TENURE PATTERNS - ELDERLY POPULATION (AGE 62+)								
Year	PMA				Atlanta-Sandy Springs-Roswell, GA MSA			
	Owner-Occupied Units		Renter-Occupied Units		Owner-Occupied Units		Renter-Occupied Units	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
2000	5,392	61.2%	3,418	38.8%	203,034	78.0%	57,311	22.0%
2010	5,957	68.5%	2,742	31.5%	277,209	77.5%	80,286	22.5%
2015	6,102	65.0%	3,289	35.0%	329,909	77.2%	97,472	22.8%
Projected Mkt Entry August 2017	6,750	65.3%	3,591	34.7%	370,212	77.2%	109,037	22.8%
2019	7,347	65.5%	3,868	34.5%	407,291	77.3%	119,676	22.7%

Source: ESRI Demographics 2015, Novogradac & Company LLP, 4/2015

Owner-occupied housing units dominate the PMA and are slightly more dominant in the MSA. However, the percentages of senior renter-occupied housing in the both the PMA and MSA are significantly higher than the national average of approximately 13 percent. The percentage of renter-occupied units in the PMA is expected to decrease slightly through 2019, though the number of senior renter households is expected to increase.

2c. Households by Income

The following table depicts senior renter household income in 2015, the projected market entry December 2017, and 2019 for the PMA.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA (AGE 62+)						
Income Cohort	2010		2015		Projected Market Entry	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	490	17.9%	948	28.8%	1,093	30.4%
\$10,000-19,999	624	22.8%	841	25.6%	933	26.0%
\$20,000-29,999	474	17.3%	493	15.0%	529	14.7%
\$30,000-39,999	196	7.2%	221	6.7%	244	6.8%
\$40,000-49,999	159	5.8%	173	5.3%	178	5.0%
\$50,000-59,999	165	6.0%	115	3.5%	124	3.5%
\$60,000-74,999	150	5.5%	142	4.3%	137	3.8%
\$75,000-99,999	148	5.4%	118	3.6%	114	3.2%
\$100,000-124,999	105	3.8%	74	2.2%	75	2.1%
\$125,000-149,999	62	2.3%	41	1.3%	44	1.2%
\$150,000-199,999	91	3.3%	79	2.4%	74	2.1%
\$200,000+	76	2.8%	42	1.3%	46	1.3%
Total	2,742	100.0%	3,289	100.0%	3,591	100.0%

Source: Ribbon Demographics 2014, Novogradac & Company LLP, 4/2015

Senior renter households earning under \$30,000 in the PMA comprise 69.4 percent of all income cohorts. Since some of the Subject's 60 percent AMI units will operate with subsidy and tenants will pay 30 percent of their income towards rent, they will be income restricted at the 50 percent AMI level and income limits for these units will range from \$0 to \$34,100. The income limits for the non-subsidized low HOME units will range from \$19,200 to \$34,100. The income limits for the non-subsidized LIHTC and high HOME units will range from \$23,040 to \$40,920. The minimum income limits for the market rate units will be \$45,360 and there will not be a maximum income limit for these units. As such, all renter households will income qualify to

reside at at least one of the Subject’s unit types, and the Subject should be well-positioned to service this market. It should be noted that the area median income (AMI) in DeKalb County declined in 2013 and 2014 but increased 6.1 percent in 2015.

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

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

PMA RENTER HOUSEHOLD SIZEDISTRIBUTION OF SENIORS 62+								
Household Size	2000		2010		2015		2019	
	Total Renter Households	Percent	Total Renter Households	Percent	Total Renter Households	Percent	Renter Household	Percent
1 person	2,420	70.8%	1,850	61.1%	2,427	73.8%	2,859	73.9%
2 persons	719	21.0%	440	14.5%	429	13.1%	506	13.1%
3 persons	132	3.9%	183	6.1%	157	4.8%	201	5.2%
4 persons	70	2.0%	440	14.5%	168	5.1%	201	5.2%
5+ persons	78	2.3%	117	3.9%	108	3.3%	102	2.6%
Total	3,418	100.0%	3,030	100.0%	3,289	100.0%	3,868	100.0%

Source: Ribbon Demographics 2014, Novogradac & Company LLP, 4/2015

The household size with the largest percentage of households is one person households, followed by two person households. In general, households with one and two people are expected to remain stable. The Subject will be an age-restricted development with one and two-bedroom floor plans, so this large percentage of one and two person senior households bodes well for the proposed Subject.

Conclusion

The senior population in the PMA increased from 2010 to 2015, while the senior population in the MSA and nation also experienced growth over this same time period. This trend is expected to continue over the next five years and the senior population in the PMA is expected to increase at a slightly slower rate than the MSA and a similar rate compared to the nation through 2019. We believe the sustained growth of the senior population in the PMA is a positive indication of demand for the Subject’s proposed age-restricted units. Approximately 14.4 percent of the population in the PMA will be age 62 and older by the projected market entry date of August 2017. The total number of senior households in the PMA increased 1.5 percent from 2010 to 2015. Over the same period of time, the total number of senior households in the MSA increased 3.7 percent. The total number of senior households in the PMA is expected to increase at a faster annual rate of 4.9 percent, while the total number of households in the MSA is projected to increase at an annual rate of 5.8 percent over the next five years.

Senior renter households earning under \$30,000 in the PMA comprise 69.4 percent of all income cohorts. Since some of the Subject’s units will operate with a project-based subsidy and tenants will pay 30 percent of their income towards rent, the Subject will target senior households earning between \$0 and \$40,920 for the affordable units; therefore, the Subject should be well-positioned to service this market. The Subject will also offer market rate units which will have no maximum income limitations; as such, an even larger portion of senior households will be eligible to reside at the Subject. It should be noted that the area median income (AMI) in DeKalb County declined in 2013 and 2014 but increased in 2015.

Overall, the demographic data points to a growing senior population with household incomes in line with the Subject's target. We believe the expected senior population and household growth in the PMA bodes well for the Subject's proposed units.

F. EMPLOYMENT TRENDS

EMPLOYMENT TRENDS

The Subject is located in Decatur, DeKalb County, Georgia. The Subject, as proposed, will be a senior property with income limits in addition to offering some market rate units. Therefore, we expect the majority of the tenants at the Subject will be retired or work part-time jobs. The following illustrates recent job growth and employment trends in the region.

According to the 2014 fourth quarter *Reis* report on Atlanta, “for years, the Atlanta area economy was a major growth juggernaut attracting out-of-area business and seeing high rates of job growth though robust residential development spread rapidly throughout suburban and exurban reaches. Even before the recession, however, expectations of future expansion were being downgraded. While Atlanta often defied the projections for slower growth, post-recession job creation has not matched the boom-like trends common earlier. That said, however, the economy continues to show considerable strength. The city itself, now replete with redevelopment projects, remains dynamic with a broad-based employment profile. And the recession has been left far behind. According to preliminary data provided by the U.S. Bureau of Labor Statistics (BLS), total non-farm employment as of December 2014 was up 35,700 jobs (1.4 percent) from the total recorded for December 2007.

Recent gains have been substantial. Preliminary BLS data for December 2014 indicate a 12-month increase in total non-farm employment on the order of 64,700 jobs (2.6 percent). Growth over 24 months is reported at 127,800 jobs (5.2 percent). Tracked by industry sector, the largest numerical increase and the highest rate of growth over the latest December-to-December span are indicated for the Trade, Transportation, and Utilities sector with a net gain of 22,500 jobs, representing an increase of 4.1 percent. Gains of 3.6 percent in both the Professional and Business Services and Leisure and Hospitality Sectors represented respective net gains of 15,700 and 8,900 jobs. While the Construction sector was relatively quiet with a 12-month net gain of 1,900 jobs (growth at 2.0 percent), employment in this sector over 24 months was up fully 9,400 jobs (10.5 percent).

The Atlanta area, moreover, has been the beneficiary of several recent major corporate decisions. The latest, coming in January 2015, was NCR’s decision to move its headquarters from suburban Gwinnett County to a new building in Midtown Atlanta, ‘bringing 3,600 jobs and an investment of nearly \$260 million,’ Atlanta Business Chronicle reported at the time (of course, Gwinnett County will suffer a proportionate loss). The city has approved a \$3.2 million incentives package in support of the move. Also in January, Mercedes-Benz USA announced that it would move its headquarters from New Jersey to Atlanta. A \$100 million, 12-acre, 200,000-square-foot campus to employ 600 personnel is planned for Sandy Springs, sources report. In nearby Dunwoody, in what the Chronicle described as ‘one of the largest projects in the region’s history,’ State Farm Insurance Company is building an employment center that will host up to 8,000 employees. And a major mixed-use development—‘a city within a city,’ according to the Chronicle—is planned for the former 165-acre General Motors plant in Doraville. Demolition commenced on January 9th.

The local housing market has gathered strength as well. Reporting in late January 2015, the Chronicle described Atlanta as ‘one of the leaders in the U.S. housing recovery.’ Stated a top executive at IberiaBank Corporation to this source, ‘Local Market Monitor projects a 25.0 percent increase in home prices in Atlanta over the next three years and is currently under priced 21.0 percent relative to infill.’

Even if Atlanta does not regain its legendary juggernaut posture of the pre-2000 period, its economy should continue to benefit from strong embedded fundamentals. It is the major economic pillar of the Southeast, it attracts a broad base of business from white-collar to distribution, it hosts a vibrant urban core active with redevelopment on a major scale, and it continues to see rates of population growth above the nation's. Job creation at favorable rates should continue, barring interference on the part of national trends.

1. Total Jobs

The following table illustrates the total jobs (also known as “covered employment”) in DeKalb County. Note that the data below was the most recent data available.

TOTAL JOBS IN DEKALB COUNTY, GA		
Year	Total Employment	% Change
2004	341,370	-
2005	338,549	-0.8%
2006	361,923	6.5%
2007	371,555	2.6%
2008	374,716	0.8%
2009	340,668	-10.0%
2010	320,941	-6.1%
2011	324,080	1.0%
2012	333,684	2.9%
2013	334,460	0.2%
2014 YTD Average	339,059	1.4%
Dec-13	335,502	-
Dec-14	341,253	1.7%

Source: U.S. Bureau of Labor Statistics

YTD as of December 2014

As illustrated in the table above, DeKalb County experienced a weakening economy during the national recession. The county began feeling the effects of the downturn in 2009 with a 10 percent decrease in total jobs over that year. Total jobs continued to decrease in 2010, albeit at a slightly slower rate. However, covered employment has increased each year from 2011 to 2014 year-to-date. From December 2013 to December 2014, covered employment increased by 1.7 percent. As such, the local economy appears to be recovering well from the economic recession, though it has some way to go before reaching pre-recessionary employment levels. It should be noted that differences in the total jobs and total jobs by industry are due to rounding.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within DeKalb County as of March 2014.

MARCH 2014 COVERED EMPLOYMENT DeKalb County, Georgia

	Number	Percent
Total, all industries	25,528	-
Goods-producing	5,400	-
Natural resources and mining	591	2.3%
Construction	1,145	4.5%
Manufacturing	3,664	14.4%
Service-providing	20,128	-
Trade, transportation, and utilities	6,848	26.8%
Information	415	1.6%
Financial activities	1,152	4.5%
Professional and business services	2,713	10.6%
Education and health services	4,974	19.5%
Leisure and hospitality	2,995	11.7%
Other services	1,018	4.0%
Unclassified	13	0.1%

Source: Bureau of Labor Statistics, 2015

The largest sector in Dekalb County, according to the Bureau of Labor Statistics, is the trade/transportation/utilities industry, followed by the educational and health services, and manufacturing industries. Educational and health services are historically considered to be stable employers and could provide some additional stability to the local economy during a recession. The trade/transportation/utilities industry is historically an unstable sector. However, due to the close proximity to Atlanta, a major tourism and business spot in Georgia, these industries (specifically trade and transportation) continue to prosper. It should be noted that differences in the total jobs and total jobs by industry are due to rounding.

2015 EMPLOYMENT BY INDUSTRY				
Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Educational Services	8,369	17.5%	12,979,314	9.1%
Prof/Scientific/Tech Services	6,434	13.4%	9,808,289	6.8%
Health Care/Social Assistance	5,807	12.1%	20,080,547	14.0%
Accommodation/Food Services	3,919	8.2%	10,849,114	7.6%
Retail Trade	3,560	7.4%	16,592,605	11.6%
Other Services (excl Publ Adm)	2,724	5.7%	7,850,739	5.5%
Public Administration	2,613	5.5%	6,713,073	4.7%
Information	2,211	4.6%	2,577,845	1.8%
Admin/Support/Waste Mgmt Svcs	1,955	4.1%	6,316,579	4.4%
Finance/Insurance	1,700	3.6%	6,884,133	4.8%
Construction	1,639	3.4%	8,291,595	5.8%
Manufacturing	1,635	3.4%	15,162,651	10.6%
Transportation/Warehousing	1,438	3.0%	5,898,791	4.1%
Arts/Entertainment/Recreation	1,297	2.7%	3,151,821	2.2%
Real Estate/Rental/Leasing	1,290	2.7%	2,627,562	1.8%
Wholesale Trade	918	1.9%	3,628,118	2.5%
Utilities	150	0.3%	1,107,105	0.8%
Mgmt of Companies/Enterprises	126	0.3%	97,762	0.1%
Agric/Forestry/Fishing/Hunting	71	0.1%	1,800,354	1.3%
Mining	0	0.0%	868,282	0.6%
Total Employment	47,856	100.0%	143,286,279	100.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, 4/2015

Educational services, professional/scientific/technical services, and health care/social assistance are the largest industries within the PMA. Combined they represent approximately 43.1 percent of total employment within the PMA. These industries have historically been stable, with educational services and health care/social assistance both experiencing growth over the past decade. The PMA is overrepresented in the educational services, professional/scientific/technical services, and information industries, relative to the nation. Comparatively, the retail trade and manufacturing sectors are underrepresented in the PMA.

3. Major Employers

The following tables detail the top employers in the Atlanta metropolitan area and the city of Decatur.

MAJOR EMPLOYERS		
Atlanta Metropolitan Area		
Employer	Industry	Number Employed
Delta Airlines Inc.	Transportation	31,237
Emory University	Educational Services	29,937
Wal-Mart Stores, Inc.	Retail Trade	20,532
The Home Depot, Inc.	Retail Trade	20,000
AT&T Inc.	Telecommunications	17,882
The Kroger Co.	Retail Trade	14,753
WellStar Health System	Healthcare	13,500
Publix Super Markets Inc.	Retail Trade	9,494
United States Postal Service - Atl District	Postal Services	9,385
Northside Hospital	Healthcare	9,016
The Coca-Cola Company	Food Manufacturing	8,761
United Parcel Service, Inc.	Transportation and Warehousing	8,727
Piedmont Healthcare	Healthcare	8,707
Centers for Disease Control and Prevention (CDC)	Government	8,539
Children's Healthcare of Atlanta, Inc.	Healthcare	7,452
Cox Enterprises Inc.	Entertainment	7,255
Bankof America	Finance	6,800
SunTrust Banks Inc.	Finance	6,800
Georgia Institute of Technology	Educational Services	6,386
Southern Company	Utilities	6,247
Georgia State University	Educational Services	5,875
Lockheed Martin Corp.	Prof/Scientific/Tech	5,823
Turner Broadcasting System, Inc.	Entertainment	5,500
GradyHealth System	Healthcare	5,450
State Farm	Insurance	5,000
Wells Fargo & Company	Finance	5,000

Source: Metro Atlanta Chamber, December 2014, Novogradac & Company LLP, 4/2015

MAJOR EMPLOYERS		
Decatur		
Employer	Industry	Number Employed
DeKalb County Government	Government	1,200
Emory University Health Systems	Healthcare	600
Decatur Board of Education	Public Administration	489
Agnes Scott College	Educational Services	375
DeVry University	Educational Services	290
US Postal Service	Public Administration	200
City of Decatur	Government	200
DeKalb Medical Center	Healthcare	150
Columbia Theological Seminary	Educational Services	100
Wells Fargo	Finance	45

Source: Metro Atlanta Chamber, December 2014, Novogradac & Company LLP, 4/2015

As seen in the previous table, the top employers within the Atlanta metropolitan area are concentrated in the transportation, educational services, retail trade, telecommunications and health care industries. The largest employer in Atlanta, Delta Air Lines, maintains its world headquarters in the city, in addition to operating its largest hub at Hartsfield-Jackson Atlanta International Airport (ATL). Delta’s operating revenue totaled \$37.8 billion in 2013, and it is the 83rd largest Fortune 500 firm in the country.

The largest employers within the City of Decatur are primarily in the government, healthcare, and educational services sectors. The largest employer in the city is DeKalb County Government, with 1,200 employees. Three of the top ten largest employers in the city are institutions of higher education.

Expansions/Contractions

The following table illustrates closures and layoffs in DeKalb County since 2013 (actual and announced).

WARN NOTICES

Effective Date	Company	City	Employees	
			Affected	Closing/Layoff
2/1/2015	Quad Graphics	Atlanta	110	Closing
4/30/2015	GA Student Finance Commission	Tucker	N/Av	Layoff
1/7/2013	Bway Corporation	Lithonia	65	N/Av
2/21/2013	The Atlanta Journal-Constitution	Clarkston	85	N/Av
2/28/2013	YP Southeast Advertising	Tucker	32	N/Av
3/21/2013	CENVEO	Chamblee	44	N/Av
11/15/2013	Emory Healthcare	Atlanta	101	Closing
12/12/2013	Department of Physical Health	Atlanta	75	Layoff
12/15/2013	Allied Systems Holdings	Atlanta	90	Closing

Source: Georgia Department of Economic Development, Workforce Division, March 2015

As illustrated in the above table, DeKalb County lost 602 jobs since 2013.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA and nation from 2000 to December 2014.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Atlanta-Sandy Springs-Roswell, GA MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2000	2,298,989	-	3.1%	-	136,891,000	-	4.0%	-
2001	2,329,891	1.3%	3.7%	0.6%	136,933,000	0.0%	4.7%	0.7%
2002	2,324,880	-0.2%	5.0%	1.3%	136,485,000	-0.3%	5.8%	1.1%
2003	2,347,173	1.0%	4.9%	-0.2%	137,736,000	0.9%	6.0%	0.2%
2004	2,382,163	1.5%	4.8%	-0.1%	139,252,000	1.1%	5.5%	-0.5%
2005	2,445,674	2.7%	5.4%	0.6%	141,730,000	1.8%	5.1%	-0.4%
2006	2,538,141	3.8%	4.7%	-0.7%	144,427,000	1.9%	4.6%	-0.5%
2007	2,618,825	3.2%	4.4%	-0.2%	146,047,000	1.1%	4.6%	0.0%
2008	2,606,822	-0.5%	6.2%	1.7%	145,362,000	-0.5%	5.8%	1.2%
2009	2,452,057	-5.9%	9.9%	3.8%	139,877,000	-3.8%	9.3%	3.5%
2010	2,389,549	-2.5%	10.5%	0.5%	139,064,000	-0.6%	9.6%	0.3%
2011	2,428,103	1.6%	10.1%	-0.3%	139,869,000	0.6%	8.9%	-0.7%
2012	2,487,638	2.5%	9.0%	-1.1%	142,469,000	1.9%	8.1%	-0.8%
2013	2,513,530	1.0%	7.9%	-1.1%	143,929,000	1.0%	7.4%	-0.7%
2014 YTD Average*	2,552,790	1.6%	7.0%	-1.0%	146,305,333	1.7%	6.2%	-1.2%
Dec-2013	2,540,305	-	7.0%	-	144,423,000	-	6.5%	-
Dec-2014	2,579,912	1.6%	6.1%	-0.9%	147,190,000	1.9%	5.4%	-1.1%

Source: U.S. Bureau of Labor Statistics April 2015

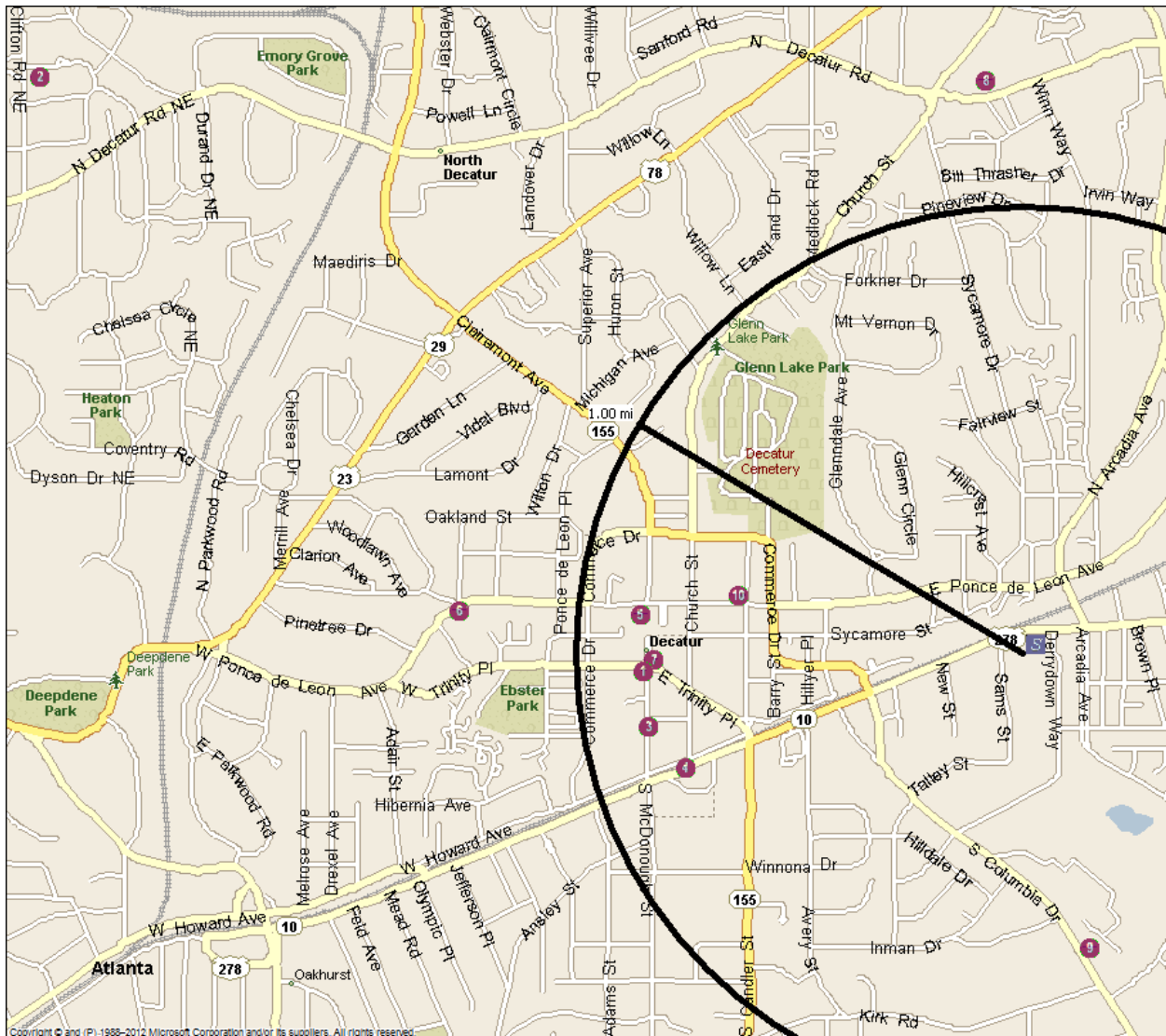
*2014 data is through Dec

Total employment increased each year from 2003 to 2007. These increases were significant; however, were followed by decreases from 2008 to 2010 as a result of the economic recession. The MSA appears to be recovering well as total employment has increased each year from 2011 to 2014 year-to-date. Despite these recent increases, total employment in the MSA has yet to reach pre-recessionary levels. Total employment in the nation has exceeded pre-recessionary levels as of December 2014. From December 2013 to December 2014, total employment has increased by 1.6 percent in the MSA compared to an increase of 1.9 percent nationally.

Prior to the economic recession, the unemployment rate in the MSA was generally in line with or slightly below that of the nation. However, the unemployment rate in the MSA experienced a slightly more significant increase during the national recession and has remained above the nation since. From December 2013 to December 2014, the unemployment rate in the MSA decreased 0.9 percentage points, compared to a decrease of 1.1 percentage points nationally. The unemployment rate in the MSA as of December 2014 was 6.1 percent, which was 0.7 percentage points above the national rate of 5.4 percent. The current unemployment rate in the MSA represents a significant decrease from recessionary levels but has yet to reach pre-recessionary levels, indicating that the local economy is still in a state of recovery.

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in Decatur, Georgia.



MAJOR EMPLOYERS				
Decatur				
#	Employer	Industry	Number Employed	Distance from Subject
1	DeKalb County Government	Government	1,200	0.9 miles
2	Emory University Health Systems	Healthcare	600	2.5 miles
3	Decatur Board of Education	Public Administration	489	0.9 miles
4	Agnes Scott College	Educational Services	375	0.9 miles
5	DeVry University	Educational Services	290	0.9 miles
6	US Postal Service	Public Administration	200	1.3 miles
7	City of Decatur	Government	200	0.9 miles
8	DeKalb Medical Center	Healthcare	150	1.3 miles
9	Columbia Theological Seminary	Educational Services	100	0.7 miles
10	Wells Fargo	Finance	45	0.7 miles

Source: Metro Atlanta Chamber, December 2014, Novogradac & Company LLP, 4/2015

Conclusion

Educational services, professional/scientific/technical services, and health care/social assistance are the largest industries within the PMA. Combined they represent approximately 43.1 percent of total employment within the PMA. These industries have historically been stable, with educational services and health care/social assistance both experiencing growth over the past decade. The MSA appears to be recovering well as total employment has increased each year from 2011 to 2014 year-to-date. Despite these recent increases, total employment in the MSA has yet to reach pre-recessionary levels. Total employment in the nation has exceeded pre-recessionary levels as of December 2014. From December 2013 to December 2014, total employment has increased by 1.6 percent in the MSA compared to an increase of 1.9 percent nationally. From December 2013 to December 2014, the unemployment rate in the MSA decreased 0.9 percentage points, compared to a decrease of 1.1 percentage points nationally. The unemployment rate in the MSA as of December 2014 was 6.1 percent, which was 0.7 percentage points above the national rate of 5.4 percent. The current unemployment rate in the MSA represents a significant decrease from recessionary levels but has yet to reach pre-recessionary levels, indicating that the local economy is still in a state of recovery.

G. PROJECT-SPECIFIC DEMAND ANALYSIS

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

1. Income Restrictions

LIHTC rents are based upon a percentage of the Area Median Gross Income (“AMI”), adjusted for household size and utilities. The Georgia Department of Community Affairs (“DCA”) will estimate the relevant income levels, with annual updates. The rents are calculated assuming that the maximum net rent a household will pay is 35 percent of its household income at the appropriate AMI level.

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

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

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

For the Subject’s market rate units, we have calculated the minimum income limitations at three times the monthly rent annualized, which is typical for market rate properties and is based on our conversations with market participants. There will be no maximum income limitations for the Subject’s market rate units; however, it is unlikely that individuals earning more than \$125,000 would participate in the rental market. As such, we have capped the maximum income limitations for the Subject’s market rate units at \$125,000.

2. Affordability

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

3. Demand

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

3A. Demand from New Households

The number of new households entering the market is the first level of demand calculated. We have utilized August 2017, the anticipated date of market entry, as the base year for the analysis.

Therefore, 2015 household population estimates are inflated to August 2017 by interpolation of the difference between 2015 estimates and 2019 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. In the following tables this calculation is identified as Step 1. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in August 2017. This number takes the overall growth from 2015 to August 2017 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

3B. Demand from Existing Households

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

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

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

3C. Secondary Market Area

Per the 2015 GA DCA Qualified Allocation Plan (QAP) and Market Study Manual, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we have not accounted for leakage from outside the PMA boundaries in our demand analysis.

3D. Other

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

4. NET DEMAND, CAPTURE RATES AND STABILIZATION CALCULATIONS

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed or placed in service from 2014 to the present.

ADDITIONS TO SUPPLY

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

- Comparable/competitive LIHTC and bond units (vacant or occupied) that have been funded, are under construction, or placed in service in 2013, 2014, and 2015.
- Vacancies in projects placed in service prior to 2015 that have not reached stabilized occupancy (i.e. at least 90 percent occupied).
- Comparable/competitive conventional or market rate units that are proposed, are under construction, or have entered the market from 2013 to present. As the following discussion will demonstrate, competitive market rate units are those with rent levels that are comparable to the proposed rents at the Subject.

Per GA DCA guidelines, competitive units are defined as those units that are of similar size and configuration and provide alternative housing to a similar tenant population, at rent levels comparative to those proposed for the Subject development. There have been five properties funded, placed in service, or under construction within the PMA since 2012.

Retreat at Mills Creek was allocated tax credits in 2014 for the new construction of an 80-unit senior LIHTC/PBRA development to be located at 3218 Tobie Circle in Scottdale, approximately 1.9 miles northeast of the Subject site, within the PMA. The project will involve the new construction of a four-story midrise elevator-serviced building and 16 of the 80 units will benefit from rental assistance through the Housing Authority of DeKalb County. The property will offer 12 one-bedroom and four two-bedroom units at the 50 percent AMI level with project-based rental assistance, and 48 one-bedroom and 16 two-bedroom units at the 60 percent AMI level without any form of rental assistance. A prior phase to this development known throughout the application process at Tobie Grant Senior was awarded LIHTC funds in 2013 and will be discussed below. All 80 of the units at this development will compete with the Subject directly. This project is expected to be completed by December 31, 2016.

Trinity Walk Phase I was awarded LIHTC funds in 2014 for the redevelopment of an existing Section 8 development. The existing structures will be demolished and re-built and will consist of seven three-story garden-style buildings containing 69 units, all of which will be restricted at the 60 percent AMI level. Of the 69 units proposed, 20 one-bedroom units will target seniors and 49 will target the general population. This development will be located at 421 West Trinity Place in Decatur, approximately 1.1 miles west of the Subject and within the PMA. This development is expected to be completed by July 2016 and the 20 senior units will compete with the Subject directly.

Tobie Grant Senior was granted LIHTC funds in 2013 for the RAD redevelopment of an existing Public Housing development known as Tobie Grant Manor. This development is located along the north side of Tobie Circle between its intersections with Gifford Drive and Parkside Drive in Scottdale, approximately 1.9 miles northeast of the Subject site and within the PMA. Upon completion, this development will offer 99 one and two-bedroom LIHTC/RAD/PBRA units in addition to one non-revenue generating manager's unit. All units will be LIHTC restricted at the 60 percent AMI level; however, tenants will pay just 30 percent of their income towards rents due to the subsidies in place. This development is currently under construction, is expected to be completed by August 2015. The subsidized units at this development will compete directly with the Subject's subsidized units.

Forest Heights Apartments was granted LIHTC funds in 2012 for the redevelopment of an existing LIHTC property that had been vacant for over one year. This project consists of the

demolition of the existing buildings and the new construction of an 80-unit senior multifamily development. This property offers one and two-bedroom units. Most units (71 units) will be restricted to seniors earning 50 and 60 percent of the AMI or less, with nine of the units operating as unrestricted market rate units. Of the 71 affordable units, 48 will operate with PBRA and six will operate with a Public Housing subsidy. This development will be located at 1048 South Columbia Drive in Decatur, approximately 1.3 miles southeast of the Subject site and will compete with the Subject directly. This development has been utilized as a comparable in this report.

Allen Wilson Phase III, the final phase of the RAD redevelopment of an existing Public Housing development, was allocated LIHTC funds in 2012. This phase offers 71 one, two, and three-bedroom LIHTC/Section 8 units restricted at the 50 and 60 percent AMI levels and targets the general population. This development has been completed and is 100 percent occupied. Because this development targets the general population, it will not be competitive with the Subject. Further, it has not been utilized as a comparable as all units benefit from project-based subsidy and tenants pay 30 percent of their income towards rent. It should be noted that Phase I of this development was granted funds in 2009 and Phase II was granted funds in 2010, and both have been completed. Combined, all three phases will offer 191 units and they will not compete with the Subject due to the differing tenancy.

PMA Occupancy

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

PMA OCCUPANCY						
Property Name	Occupancy	Type	Tenancy	Included/Excluded	Reason for Exclusion	Distance from Subject
Clairmont Crest	100.0%	Market	Seniors	Included	N/A	2.9 miles
Columbia Senior Residences at Edgewood	100.0%	LIHTC/PBRA	Seniors	Excluded	Subsidized Rents	3.9 miles
Clairmont Oaks	100.0%	Section 8	Seniors	Excluded	Subsidized Rents	1.0 mile
Decatur Christian Towers	100.0%	Section 8	Seniors	Excluded	Subsidized Rents	1.1 miles
Park Trace Apartments	100.0%	Section 8	Seniors	Excluded	Subsidized Rents	1.2 miles
Average	100.0%					

Rehab Developments and PBRA

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

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

Of the Subject's 92 units, 15 will benefit from project-based rental assistance and tenants will pay 30 percent of their income on rent.

Capture Rates

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

Renter Household Income Distribution 2015 to Projected Market Entry August 2017					
Columbia Avondale Senior					
PMA					
	2015		Projected Mkt Entry August 2017		Percent
	#	%	#	%	Growth
\$0-9,999	948	28.8%	1,093	30.4%	13.3%
\$10,000-19,999	841	25.6%	933	26.0%	9.8%
\$20,000-29,999	493	15.0%	529	14.7%	6.6%
\$30,000-39,999	221	6.7%	244	6.8%	9.6%
\$40,000-49,999	173	5.3%	178	5.0%	3.2%
\$50,000-59,999	115	3.5%	124	3.5%	7.0%
\$60,000-74,999	142	4.3%	137	3.8%	-3.6%
\$75,000-99,999	118	3.6%	114	3.2%	-4.3%
\$100,000-124,999	74	2.2%	75	2.1%	1.2%
\$125,000-149,999	41	1.3%	44	1.2%	6.1%
\$150,000-199,999	79	2.4%	74	2.1%	-7.2%
\$200,000+	42	1.3%	46	1.3%	7.1%
Total	3,289	100.0%	3,591	100.0%	8.4%

Renter Household Income Distribution Projected Market Entry August 2017			
Columbia Avondale Senior			
	PMA		Change 2015 to
	Projected Mkt Entry August 2017		Prj Mrkt Entry August 2017
	#	%	#
\$0-9,999	1,093	30.4%	92
\$10,000-19,999	933	26.0%	78
\$20,000-29,999	529	14.7%	44
\$30,000-39,999	244	6.8%	21
\$40,000-49,999	178	5.0%	15
\$50,000-59,999	124	3.5%	10
\$60,000-74,999	137	3.8%	12
\$75,000-99,999	114	3.2%	10
\$100,000-124,999	75	2.1%	6
\$125,000-149,999	44	1.2%	4
\$150,000-199,999	74	2.1%	6
\$200,000+	46	1.3%	4
Total	3,591	100.0%	302

Tenure Prj Mrkt Entry August 2017	
Renter	65.3%
Owner	34.7%
Total	100.0%

Renter Household Size for Prj Mrkt Entry August 2017		
Size	Number	Percentage
1 Person	2,652	73.9%
2 Person	469	13.1%
3 Person	180	5.0%
4 Person	185	5.2%
5+ Person	104	2.9%
Total	3,591	100.0%

Renter Household Size for 2000		
Size	Number	Percentage
1 Person	9,908	45.4%
2 Person	6,571	30.1%
3 Person	2,521	11.6%
4 Person	1,366	6.3%
5+ Person	1,435	6.6%
Total	21,802	100.0%

Low HOME (50% AMI)

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

Percent of AMI Level		Low HOME (50% AMI)			
Minimum Income Limit		\$19,200			
Maximum Income Limit		\$34,100 4			
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry August 2017		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	91.82			
\$10,000-19,999	78.36	26.0%	\$799	8.0%	6
\$20,000-29,999	44.40	14.7%	\$9,999	100.0%	44
\$30,000-39,999	20.51	6.8%	\$4,100	41.0%	8
\$40,000-49,999	14.99	5.0%		0.0%	0
\$50,000-59,999	10.41	3.5%		0.0%	0
\$60,000-74,999	11.55	3.8%		0.0%	0
\$75,000-99,999	9.54	3.2%		0.0%	0
\$100,000-124,999	6.28	2.1%		0.0%	0
\$125,000-149,999	3.70	1.2%		0.0%	0
\$150,000-199,999	6.22	2.1%		0.0%	0
\$200,000+	3.83	1.3%		0.0%	0
	302	100.0%			59
Percent of renter households within limits versus total number of renter households					19.59%

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

Percent of AMI Level		Low HOME (50% AMI)			
Minimum Income Limit		\$19,200			
Maximum Income Limit		\$34,100 4			
Income Category	Total Renter Households PMA Prj Mrkt Entry August 2017		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,093			
\$10,000-19,999	933	26.0%	\$799	8.0%	75
\$20,000-29,999	529	14.7%	\$9,999	100.0%	529
\$30,000-39,999	244	6.8%	\$4,100	41.0%	100
\$40,000-49,999	178	5.0%		0.0%	0
\$50,000-59,999	124	3.5%		0.0%	0
\$60,000-74,999	137	3.8%		0.0%	0
\$75,000-99,999	114	3.2%		0.0%	0
\$100,000-124,999	75	2.1%		0.0%	0
\$125,000-149,999	44	1.2%		0.0%	0
\$150,000-199,999	74	2.1%		0.0%	0
\$200,000+	46	1.3%		0.0%	0
	3,591	100.0%			703
Percent of renter households within limits versus total number of renter households					19.59%

Does the Project Benefit from Rent Subsidy? (Y/N)	Yes	
Type of Housing (Family vs Senior)	Senior	
Location of Subject (Rural versus Urban)	Urban	
Percent of Income for Housing	40%	
2000 Median Income	\$42,706	
2015 Median Income	\$58,809	
Change from 2015 to Prj Mrkt Entry August 2017	\$16,103	
Total Percent Change	37.7%	
Average Annual Change	2.7%	
Inflation Rate	Two year adjustment	1.0000
Maximum Allowable Income	\$34,100	
Maximum Allowable Income Inflation Adjusted	\$34,100	
Maximum Number of Occupants	4	
Rent Income Categories	Low HOME (50% AMI)	
Initial Gross Rent for Smallest Unit	\$640	
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$640	

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry August 2017

Income Target Population		Low HOME (50% AMI)
New Renter Households PMA		302
Percent Income Qualified		19.6%
New Renter Income Qualified Households		59

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

Demand from Existing Households 2015

Demand form Rent Overburdened Households

Income Target Population		Low HOME (50% AMI)
Total Existing Demand		3,591
Income Qualified		19.6%
Income Qualified Renter Households		703
Percent Rent Overburdened Prj Mrkt Entry August 2017		31.9%
Rent Overburdened Households		225

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		703
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		3

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

Senior Households Converting from Homeownership

Income Target Population		Low HOME (50% AMI)
Total Senior Homeowners		3,591
Rural Versus Urban	2.0%	
Senior Demand Converting from Homeownership		5

Total Demand

Total Demand from Existing Households		233
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		233
Total New Demand		59
Total Demand (New Plus Existing Households)		292

Demand from Seniors Who Convert from Homeownership		5
Percent of Total Demand From Homeownership Conversion		1.7%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	73.9%	216
Two Persons	13.1%	38
Three Persons	5.0%	15
Four Persons	5.2%	15
Five Persons	2.9%	8
Total	100.0%	292

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	90%	194
Of two-person households in 1BR units	20%	8
Of one-person households in 2BR units	10%	22
Of two-person households in 2BR units	80%	31
Of three-person households in 2BR units	60%	9
Of three-person households in 3BR units	40%	6
Of four-person households in 3BR units	80%	12
Of five-person households in 3BR units	70%	6
Of four-person households in 4BR units	20%	3
Of five-person households in 4BR units	30%	3
Total Demand		292

Total Demand by Bedroom	Low HOME (50% AMI)
1 BR	202
2 BR	52
Total Demand	254

Additions To Supply 2015 to Prj Mrkt Entry August 2017	Low HOME (50% AMI)
1 BR	0
2 BR	0
Total	0

Net Demand	Low HOME (50% AMI)
1 BR	202
2 BR	52
Total	254

Net Demand	Low HOME (50% AMI)
1 BR	202
2 BR	52
Total	254

Developer's Unit Mix	Low HOME (50% AMI)
1 BR	2
2 BR	1
Total	3

Capture Rate Analysis	Low HOME (50% AMI)
1 BR	1.0%
2 BR	1.9%
Total	1.2%

High HOME/LIHTC (60% AMI)

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

Percent of AMI Level			60% AMI		
Minimum Income Limit			\$23,040		
Maximum Income Limit			\$40,920		
Income Category	New Renter Households - Total Change in Households PMA 2015		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	91.82			
\$10,000-19,999	78.36	26.0%		0.0%	0
\$20,000-29,999	44.40	14.7%	\$6,959	69.6%	31
\$30,000-39,999	20.51	6.8%	\$9,999	100.0%	21
\$40,000-49,999	14.99	5.0%	\$920	9.2%	1
\$50,000-59,999	10.41	3.5%		0.0%	0
\$60,000-74,999	11.55	3.8%		0.0%	0
\$75,000-99,999	9.54	3.2%		0.0%	0
\$100,000-124,999	6.28	2.1%		0.0%	0
\$125,000-149,999	3.70	1.2%		0.0%	0
\$150,000-199,999	6.22	2.1%		0.0%	0
\$200,000+	3.83	1.3%		0.0%	0
	302	100.0%			53
Percent of renter households within limits versus total number of renter households					17.50%

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

Percent of AMI Level			60% AMI		
Minimum Income Limit			\$23,040		
Maximum Income Limit			\$40,920		
Income Category	Total Renter Households PMA Prj Mrkt Entry August 2017		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,093			
\$10,000-19,999	933	26.0%		0.0%	0
\$20,000-29,999	529	14.7%	\$6,959	69.6%	368
\$30,000-39,999	244	6.8%	\$9,999	100.0%	244
\$40,000-49,999	178	5.0%	\$920	9.2%	16
\$50,000-59,999	124	3.5%		0.0%	0
\$60,000-74,999	137	3.8%		0.0%	0
\$75,000-99,999	114	3.2%		0.0%	0
\$100,000-124,999	75	2.1%		0.0%	0
\$125,000-149,999	44	1.2%		0.0%	0
\$150,000-199,999	74	2.1%		0.0%	0
\$200,000+	46	1.3%		0.0%	0
	3,591	100.0%			628
Percent of renter households within limits versus total number of renter households					17.50%

Does the Project Benefit from Rent Subsidy? (Y/N)	Yes	
Type of Housing (Family vs Senior)	Senior	
Location of Subject (Rural versus Urban)	Urban	
Percent of Income for Housing	40%	
2000 Median Income	\$42,706	
2015 Median Income	\$58,809	
Change from 2015 to Proj Mrkt Entry August 2017	\$16,103	
Total Percent Change	37.7%	
Average Annual Change	2.7%	
Inflation Rate	2.7%	Two year adjustment 1.0000
Maximum Allowable Income	\$40,920	
Maximum Allowable Income Inflation Adjusted	\$40,920	
Maximum Number of Occupants	4	
Rent Income Categories	60% AMI	
Initial Gross Rent for Smallest Unit	\$768	
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$768	

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry August 2017

Income Target Population	60% AMI
New Renter Households PMA	302
Percent Income Qualified	17.5%
New Renter Income Qualified Households	53

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population	60% AMI
Total Existing Demand	3,591
Income Qualified	17.5%
Income Qualified Renter Households	628
Percent Rent Overburdened Prj Mrkt Entry August 2017	31.9%
Rent Overburdened Households	201

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	628
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	3

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

Senior Households Converting from Homeownership

Income Target Population	60% AMI
Total Senior Homeowners	3,591
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	5

Total Demand

Total Demand from Existing Households		209
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		209
Total New Demand		53
Total Demand (New Plus Existing Households)		261

Demand from Seniors Who Convert from Homeownership		5
Percent of Total Demand From Homeownership Conversion		1.9%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	73.9%	193
Two Persons	13.1%	34
Three Persons	5.0%	13
Four Persons	5.2%	13
Five Persons	2.9%	8
Total	100.0%	261

To place Person Demand into Bedroom Type Units		
Of one-person households in 1BR units	90%	173
Of two-person households in 1BR units	20%	7
Of one-person households in 2BR units	10%	19
Of two-person households in 2BR units	80%	27
Of three-person households in 2BR units	60%	8
Of three-person households in 3BR units	40%	5
Of four-person households in 3BR units	80%	11
Of five-person households in 3BR units	70%	5
Of four-person households in 4BR units	20%	3
Of five-person households in 4BR units	30%	2
Total Demand		261

Total Demand by Bedroom	60% AMI
1 BR	180
2 BR	47
Total Demand	227

Additions To Supply 2015 to Prj Mrkt Entry August 2017	60% AMI
1 BR	68
2 BR	16
Total	84

Net Demand	60% AMI
1 BR	112
2 BR	31
Total	143

Net Demand	60% AMI
1 BR	112
2 BR	31
Total	143

Developer's Unit Mix	60% AMI
1 BR	58
2 BR	10
Total	68

Capture Rate Analysis	60% AMI
1 BR	51.6%
2 BR	32.7%
Total	47.6%

60% AMI/PBRA

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

Percent of AMI Level			60% AMI/PBRA		
Minimum Income Limit			\$0		
Maximum Income Limit			\$40,920 4		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry August 2017		Income Brackets	Percent within Cohort	Renter Households within Bracket
\$0-9,999	91.82	30.4%	\$9,999	100.0%	92
\$10,000-19,999	78.36	26.0%	\$9,999	100.0%	78
\$20,000-29,999	44.40	14.7%	\$9,999	100.0%	44
\$30,000-39,999	20.51	6.8%	\$9,999	100.0%	21
\$40,000-49,999	14.99	5.0%	\$920	9.2%	1
\$50,000-59,999	10.41	3.5%		0.0%	0
\$60,000-74,999	11.55	3.8%		0.0%	0
\$75,000-99,999	9.54	3.2%		0.0%	0
\$100,000-124,999	6.28	2.1%		0.0%	0
\$125,000-149,999	3.70	1.2%		0.0%	0
\$150,000-199,999	6.22	2.1%		0.0%	0
\$200,000+	3.83	1.3%		0.0%	0
	302	100.0%			236
Percent of renter households within limits versus total number of renter households					78.40%

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

Percent of AMI Level			60% AMI/PBRA		
Minimum Income Limit			\$0		
Maximum Income Limit			\$40,920 4		
Income Category	Total Renter Households PMA Prj Mrkt Entry August 2017		Income Brackets	Percent within Cohort	Households within Bracket
\$0-9,999	1,093	30.4%	\$9,999	100.0%	1,093
\$10,000-19,999	933	26.0%	\$9,999	100.0%	933
\$20,000-29,999	529	14.7%	\$9,999	100.0%	529
\$30,000-39,999	244	6.8%	\$9,999	100.0%	244
\$40,000-49,999	178	5.0%	\$920	9.2%	16
\$50,000-59,999	124	3.5%		0.0%	0
\$60,000-74,999	137	3.8%		0.0%	0
\$75,000-99,999	114	3.2%		0.0%	0
\$100,000-124,999	75	2.1%		0.0%	0
\$125,000-149,999	44	1.2%		0.0%	0
\$150,000-199,999	74	2.1%		0.0%	0
\$200,000+	46	1.3%		0.0%	0
	3,591	100.0%			2,815
Percent of renter households within limits versus total number of renter households					78.40%

Does the Project Benefit from Rent Subsidy? (Y/N)	Yes		
Type of Housing (Family vs Senior)	Senior		
Location of Subject (Rural versus Urban)	Urban		
Percent of Income for Housing	40%		
2000 Median Income	\$42,706		
2015 Median Income	\$58,809		
Change from 2015 to Proj Mrkt Entry August 2017	\$16,103		
Total Percent Change	37.7%		
Average Annual Change	2.7%		
Inflation Rate	2.7%	Two year adjustment	1.0000
Maximum Allowable Income	\$40,920		
Maximum Allowable Income Inflation Adjusted	\$40,920		
Maximum Number of Occupants	4		
Rent Income Categories	60% AMI/PBRA		
Initial Gross Rent for Smallest Unit	\$0		
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$0		

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry August 2017

Income Target Population	60% AMI/PBRA
New Renter Households PMA	302
Percent Income Qualified	78.4%
New Renter Income Qualified Households	236

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population	60% AMI/PBRA
Total Existing Demand	3,591
Income Qualified	78.4%
Income Qualified Renter Households	2,815
Percent Rent Overburdened Prj Mrkt Entry August 2017	31.9%
Rent Overburdened Households	899

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	2,815
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	13

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

Senior Households Converting from Homeownership

Income Target Population	60% AMI/PBRA
Total Senior Homeowners	3,591
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	23

Total Demand

Total Demand from Existing Households		935
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		935
Total New Demand		236
Total Demand (New Plus Existing Households)		1,172

Demand from Seniors Who Convert from Homeownership	23
Percent of Total Demand From Homeownership Conversion	2.0%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	73.9%	866
Two Persons	13.1%	153
Three Persons	5.0%	59
Four Persons	5.2%	61
Five Persons	2.9%	34
Total	100.0%	1,172

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	90%	779
Of two-person households in 1BR units	20%	31
Of one-person households in 2BR units	10%	87
Of two-person households in 2BR units	80%	123
Of three-person households in 2BR units	60%	35
Of three-person households in 3BR units	40%	23
Of four-person households in 3BR units	80%	48
Of five-person households in 3BR units	70%	24
Of four-person households in 4BR units	20%	12
Of five-person households in 4BR units	30%	10
Total Demand		1,172

Total Demand by Bedroom	60% AMI/PBRA
1 BR	810
2 BR	209
Total Demand	1,019

Additions To Supply 2015 to Prj Mrkt Entry August 2017	60% AMI/PBRA
1 BR	106
2 BR	30
Total	136

Net Demand	60% AMI/PBRA
1 BR	704
2 BR	179
Total	883

Net Demand	60% AMI/PBRA
1 BR	704
2 BR	179
Total	883

Developer's Unit Mix	60% AMI/PBRA
1 BR	12
2 BR	3
Total	15

Capture Rate Analysis	60% AMI/PBRA
1 BR	1.7%
2 BR	1.7%
Total	1.7%

Market Rate

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

Percent of AMI Level			Market Rate		
Minimum Income Limit			\$45,036		
Maximum Income Limit			\$125,000 4		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry August 2017		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	91.82			
\$10,000-19,999	78.36	26.0%		0.0%	0
\$20,000-29,999	44.40	14.7%		0.0%	0
\$30,000-39,999	20.51	6.8%		0.0%	0
\$40,000-49,999	14.99	5.0%	4,963	49.6%	7
\$50,000-59,999	10.41	3.5%	\$9,999	100.0%	10
\$60,000-74,999	11.55	3.8%	\$9,999	100.0%	12
\$75,000-99,999	9.54	3.2%	\$9,999	100.0%	10
\$100,000-124,999	6.28	2.1%	\$9,999	100.0%	6
\$125,000-149,999	3.70	1.2%		0.0%	0
\$150,000-199,999	6.22	2.1%		0.0%	0
\$200,000+	3.83	1.3%		0.0%	0
	302	100.0%			45
Percent of renter households within limits versus total number of renter households					14.99%

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

Percent of AMI Level			Market Rate		
Minimum Income Limit			\$45,036		
Maximum Income Limit			\$125,000 4		
Income Category	Total Renter Households PMA Prj Mrkt Entry August 2017		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,093			
\$10,000-19,999	933	26.0%		0.0%	0
\$20,000-29,999	529	14.7%		0.0%	0
\$30,000-39,999	244	6.8%		0.0%	0
\$40,000-49,999	178	5.0%	\$4,963	49.6%	89
\$50,000-59,999	124	3.5%	\$9,999	100.0%	124
\$60,000-74,999	137	3.8%	\$9,999	100.0%	137
\$75,000-99,999	114	3.2%	\$9,999	100.0%	114
\$100,000-124,999	75	2.1%	\$9,999	100.0%	75
\$125,000-149,999	44	1.2%		0.0%	0
\$150,000-199,999	74	2.1%		0.0%	0
\$200,000+	46	1.3%		0.0%	0
	3,591	100.0%			538
Percent of renter households within limits versus total number of renter households					14.99%

Does the Project Benefit from Rent Subsidy? (Y/N)	Yes		
Type of Housing (Family vs Senior)	Senior		
Location of Subject (Rural versus Urban)	Urban		
Percent of Income for Housing	40%		
2000 Median Income	\$42,706		
2015 Median Income	\$58,809		
Change from 2015 to Prj Mrkt Entry August 2017	\$16,103		
Total Percent Change	37.7%		
Average Annual Change	2.7%		
Inflation Rate	2.7%	Two year adjustment	1.0000
Maximum Allowable Income	\$125,000		
Maximum Allowable Income Inflation Adjusted	\$125,000		
Maximum Number of Occupants	4		
Rent Income Categories	Market Rate		
Initial Gross Rent for Smallest Unit	\$1,001		
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$1,001		

Persons in Household	OBR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	90%	10%	0%	0%	0%	100%
2	0%	20%	80%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	80%	20%	0%	100%
5+	0%	0%	0%	70%	30%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry August 2017

	Market Rate
Income Target Population	
New Renter Households PMA	302
Percent Income Qualified	15.0%
New Renter Income Qualified Households	45

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

	Market Rate
Income Target Population	
Total Existing Demand	3,591
Income Qualified	15.0%
Income Qualified Renter Households	538
Percent Rent Overburdened Prj Mrkt Entry August 2017	31.9%
Rent Overburdened Households	172

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	538
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	3

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

Senior Households Converting from Homeownership

	Market Rate
Income Target Population	
Total Senior Homeowners	3,591
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	4

Total Demand

Total Demand from Existing Households		178
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		178
Total New Demand		45
Total Demand (New Plus Existing Households)		224

Demand from Seniors Who Convert from Homeownership	4
Percent of Total Demand From Homeownership Conversion	1.8%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	73.9%	165
Two Persons	13.1%	29
Three Persons	5.0%	11
Four Persons	5.2%	12
Five Persons	2.9%	7
Total	100.0%	224

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	90%	149
Of two-person households in 1BR units	20%	6
Of one-person households in 2BR units	10%	17
Of two-person households in 2BR units	80%	23
Of three-person households in 2BR units	60%	7
Of three-person households in 3BR units	40%	4
Of four-person households in 3BR units	80%	9
Of five-person households in 3BR units	70%	5
Of four-person households in 4BR units	20%	2
Of five-person households in 4BR units	30%	2
Total Demand		224

Total Demand by Bedroom	Market Rate
1 BR	155
2 BR	40
Total Demand	195

Additions To Supply 2015 to Prj Mrkt Entry August 2017	Market Rate
1 BR	0
2 BR	0
Total	0

Net Demand	Market Rate
1 BR	155
2 BR	40
Total	195

Net Demand	Market Rate
1 BR	155
2 BR	40
Total	195

Developer's Unit Mix	Market Rate
1 BR	2
2 BR	4
Total	6

Capture Rate Analysis	Market Rate
1 BR	1.3%
2 BR	10.0%
Total	3.1%

All Affordable

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

Percent of AMI Level			All Affordable		
Minimum Income Limit			\$0		
Maximum Income Limit			\$40,920 4		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry August 2017		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	91.82			
\$10,000-19,999	78.36	26.0%	\$9,999	100.0%	78
\$20,000-29,999	44.40	14.7%	\$9,999	100.0%	44
\$30,000-39,999	20.51	6.8%	\$9,999	100.0%	21
\$40,000-49,999	14.99	5.0%	\$920	9.2%	1
\$50,000-59,999	10.41	3.5%		0.0%	0
\$60,000-74,999	11.55	3.8%		0.0%	0
\$75,000-99,999	9.54	3.2%		0.0%	0
\$100,000-124,999	6.28	2.1%		0.0%	0
\$125,000-149,999	3.70	1.2%		0.0%	0
\$150,000-199,999	6.22	2.1%		0.0%	0
\$200,000+	3.83	1.3%		0.0%	0
	302	100.0%			236
Percent of renter households within limits versus total number of renter households					78.40%

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

Percent of AMI Level			All Affordable		
Minimum Income Limit			\$0		
Maximum Income Limit			\$40,920 4		
Income Category	Total Renter Households PMA Prj Mrkt Entry August 2017		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,093			
\$10,000-19,999	933	26.0%	\$9,999	100.0%	933
\$20,000-29,999	529	14.7%	\$9,999	100.0%	529
\$30,000-39,999	244	6.8%	\$9,999	100.0%	244
\$40,000-49,999	178	5.0%	\$920	9.2%	16
\$50,000-59,999	124	3.5%		0.0%	0
\$60,000-74,999	137	3.8%		0.0%	0
\$75,000-99,999	114	3.2%		0.0%	0
\$100,000-124,999	75	2.1%		0.0%	0
\$125,000-149,999	44	1.2%		0.0%	0
\$150,000-199,999	74	2.1%		0.0%	0
\$200,000+	46	1.3%		0.0%	0
	3,591	100.0%			2,815
Percent of renter households within limits versus total number of renter households					78.40%

Does the Project Benefit from Rent Subsidy? (Y/N)	Yes		
Type of Housing (Family vs Senior)	Senior		
Location of Subject (Rural versus Urban)	Urban		
Percent of Income for Housing	\$0		
2000 Median Income	\$42,706		
2015 Median Income	\$58,809		
Change from 2015 to Prj Mrkt Entry August 2017	\$16,103		
Total Percent Change	37.7%		
Average Annual Change	2.7%		
Inflation Rate	2.7%	Two year adjustment	1.0000
Maximum Allowable Income	\$40,920		
Maximum Allowable Income Inflation Adjusted	\$40,920		
Maximum Number of Occupants	0		
Rent Income Categories	All Affordable		
Initial Gross Rent for Smallest Unit	\$0		
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$0		

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	90%	10%	0%	0%	0%	100%
2	0%	20%	80%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	80%	20%	0%	100%
5+	0%	0%	0%	70%	30%	0%	100%

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry August 2017

Income Target Population	All Affordable
New Renter Households PMA	302
Percent Income Qualified	78.4%
New Renter Income Qualified Households	236

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population	All Affordable
Total Existing Demand	3,591
Income Qualified	78.4%
Income Qualified Renter Households	2,815
Percent Rent Overburdened Prj Mrkt Entry August 2017	31.9%
Rent Overburdened Households	899

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	2,815
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	13

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

Senior Households Converting from Homeownership

Income Target Population	All Affordable
Total Senior Homeowners	3,591
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	23

Total Demand

Total Demand from Existing Households	935
Adjustment Factor - Leakage from SMA	100%
Adjusted Demand from Existing Households	935
Total New Demand	236
Total Demand (New Plus Existing Households)	1,172

Demand from Seniors Who Convert from Homeownership	23
Percent of Total Demand From Homeownership Conversion	2.0%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	73.9%	866
Two Persons	13.1%	153
Three Persons	5.0%	59
Four Persons	5.2%	61
Five Persons	2.9%	34
Total	100.0%	1,172

To place Person Demand into Bedroom Type Units		
Of one-person households in 1BR units	90%	779
Of two-person households in 1BR units	20%	31
Of one-person households in 2BR units	10%	87
Of two-person households in 2BR units	80%	123
Of three-person households in 2BR units	60%	35
Of three-person households in 3BR units	40%	23
Of four-person households in 3BR units	80%	48
Of five-person households in 3BR units	70%	24
Of four-person households in 4BR units	20%	12
Of five-person households in 4BR units	30%	10
Total Demand		1,172

Total Demand by Bedroom	All Affordable
1 BR	810
2 BR	209
Total Demand	1,019

Additions To Supply 2015 to Prj Mrkt Entry August 2017	All Affordable
1 BR	68
2 BR	16
Total	84

Net Demand	All Affordable
1 BR	742
2 BR	193
Total	935

Net Demand	All Affordable
1 BR	742
2 BR	193
Total	935

Developer's Unit Mix	All Affordable
1 BR	72
2 BR	14
Total	86

Capture Rate Analysis	All Affordable
1 BR	9.7%
2 BR	7.3%
Total	9.2%

Conclusions

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

- The number of senior households in the PMA is expected to increase 4.9 percent between 2015 and 2017.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

CAPTURE RATE ANALYSIS CHART									
Bedrooms/AMI Level	Income Limits	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Proposed Gross Rents
1BR at Low HOME	19,200 to \$27,300	2	202	0	202	1.0%	3-4 months	\$956	\$640
1BR at 60%	23,040 to \$32,760	58	180	68	112	51.6%	3-4 months	\$956	\$768
1BR at 60% AMI/PBRA	\$0 to \$32,760	12	810	106	704	1.7%	3-4 months	\$956	30% of Income
1BR at Market	6,036 to \$125,000	2	155	0	155	1.3%	3-4 months	\$956	\$1,001
2BR at Low HOME	23,010 to \$34,100	1	52	0	52	1.9%	3-4 months	\$1,094	\$767
2BR at 60%	27,480 to \$40,920	10	47	16	31	32.7%	3-4 months	\$1,094	\$916
2BR at 60% AMI/PBRA	\$0 to \$40,920	3	209	30	179	1.7%	3-4 months	\$1,094	30% of Income
2BR at Market	5,036 to \$200,000	4	40	0	40	10.0%	3-4 months	\$1,094	\$1,251
All Affordable Units		86	1,019	84	935	9.2%	3-4 months	-	-

DEMAND AND NET DEMAND					
	HH at Low HOME	HH at High HOME	HH at 60% AMI/PBRA	HH at Market Rate	All Affordable Households
Demand from New Households (age and income appropriate)	59	53	236	45	236
PLUS	+	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	3	3	13	3	13
PLUS	+	+	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	225	201	899	172	899
=	=	=			
Sub Total	287	256	1,149	220	1,149
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	5	5	23	5	23
Equals Total Demand	292	261	1,172	225	1,172
Less	-	-	-	-	-
New Supply	0	84	136	0	84
Equals Net Demand	292	177	1,036	225	1,088

As the analysis illustrates, the Subject’s capture rates range from 1.0 to 51.6 percent, with an overall capture rate of 9.2 percent for the affordable units. Therefore, we believe there is adequate demand for the Subject.

H. COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 11 “true” comparable properties containing 1,726 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided in the addenda. A map illustrating the location of the Subject in relation to comparable properties is also provided in the addenda. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

The availability of LIHTC data is considered good; there are 11 existing and three under construction LIHTC properties in the PMA. However, the majority of these properties were excluded because they either operate with an additional subsidy, where tenants pay 30 percent of their income towards rent or the properties do not target seniors. The Subject will target the senior population and we have included the one senior affordable property in addition to one senior market rate property from within the PMA. Further, we have also included four additional senior affordable comparables from outside the PMA in Stone Mountain and Decatur.

The availability of market rate data is considered good. However, there are few senior market rate developments in the area that are not assisted living developments or do not offer extensive services such as three-meals daily and linen service included in rent. We were able to identify one senior market rate development in the area and we have also included five general population market rate developments from within the PMA, most of which reported that some seniors live at the properties. Additionally, four of the senior affordable properties including two from within the PMA are mixed-income and offer unrestricted market rate units. All of the market rate properties are located in the PMA. Overall, we believe the market rate properties we have used in our analysis are the most comparable. Other market rate properties were excluded based on proximity, condition, unit types, and tenancy.

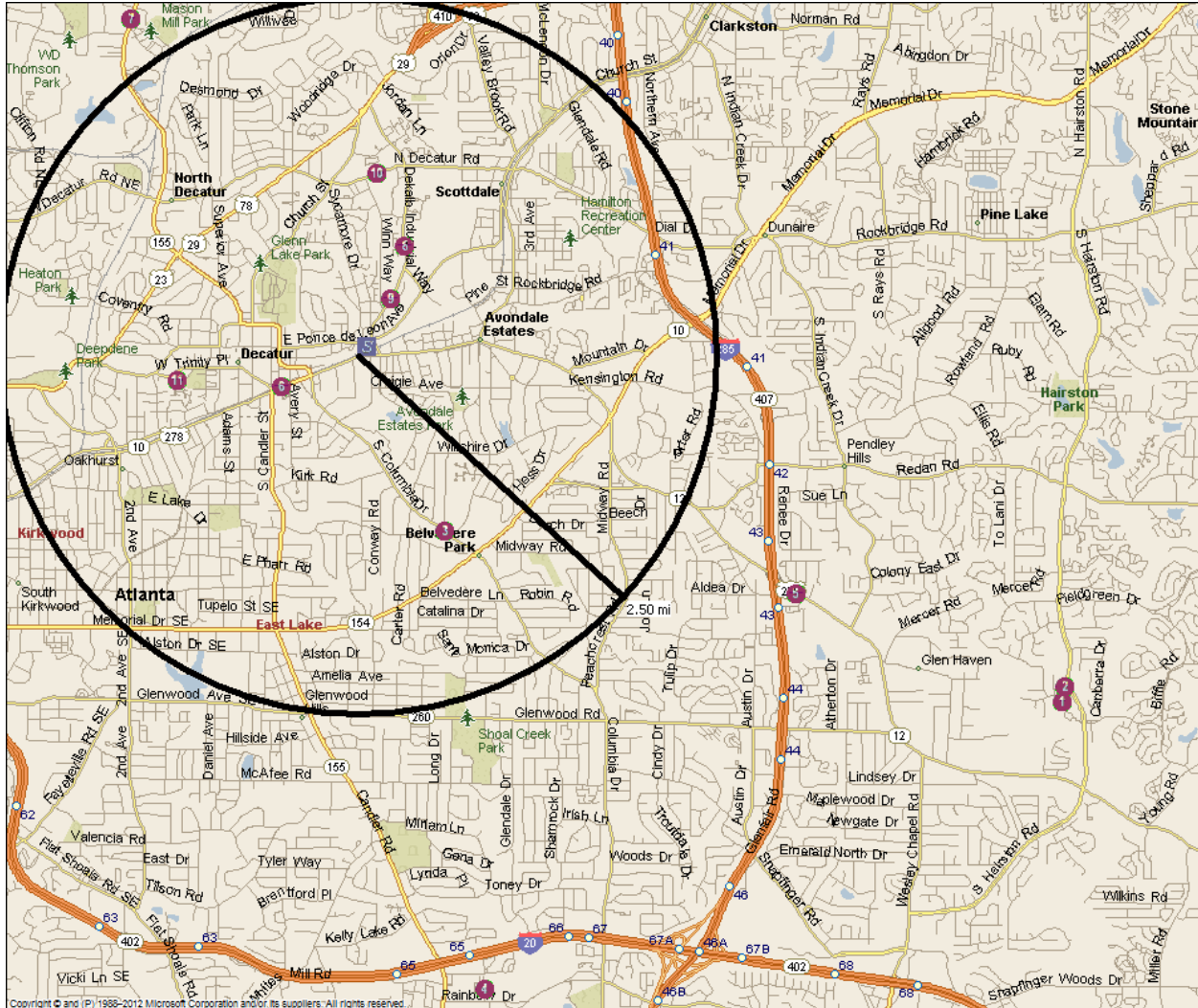
Excluded Properties

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

EXCLUDED PROPERTIES

Name	Occupancy	Type	Tenancy	Reason for Exclusion
Allen Wilson Phase I, II, III	100%	LIHTC/Section 8/Public Housing	Families	Subsidized Rents
Prince Avondale Apartments	95%	LIHTC/HOME	Families	Family Tenancy
Oak Forest Apartments	98%	LIHTC/Section 8	Families	Family Tenancy
Cedar Creek West Apartments	N/Av	LIHTC	Families	Family Tenancy
Retreat at Edgewood Phase I	100%	LIHTC	Families	Family Tenancy
Retreat at Edgewood Phase I	100%	LIHTC/Market	Families	Family Tenancy
Columbia Senior Residences at Edgewood	100%	LIHTC/PBRA	Seniors	Subsidized Rents
Columbia Citihomes	99%	LIHTC/Market	Families	Family Tenancy
Harbour Vines/White Oak Arms	100%	LIHTC	Families	Family Tenancy
Kirkwood Gardens	98%	LIHTC/Market	Families	Family Tenancy
Retreat at Mills Creek	N/A	LIHTC/PBRA	Seniors	Under Construction
Trinity Walk Phase I	N/A	LIHTC/Section 8	Seniors	Under Construction
Tobie Grant Senior	N/A	LIHTC/PBRA	Seniors	Under Construction
Spring Pointe Apartments	100%	Public Housing	Families	Subsidized Rents
Decatur Christian Towers	100%	Section 8	Seniors	Subsidized Rents
Park Trace Apartments	100%	Section 8	Seniors	Subsidized Rents
Community Housing Inc.	N/Av	Section 8	Disabled	Subsidized Rents
Bedford Pine	100%	Section 8	Families	Subsidized Rents
Edgewood Court	100%	Section 8	Families	Subsidized Rents
Kirkwood Apartments	N/Av	Section 8	Families	Subsidized Rents
Booth Residence	100%	Section 8	Families	Subsidized Rents
Briarcliff Summit	100%	Section 8	Families	Subsidized Rents
Philips Towers	100%	Section 8	Families	Subsidized Rents
Budd Terrace	100%	Section 8	Families	Subsidized Rents

Comparable Rental Property Map



COMPARABLE PROPERTIES				
#	Property Name	City	Type	Distance
1	Antioch Manor Estates*	Stone Mountain	Senior LIHTC/Market	5.4 miles
2	Antioch Villas And Gardens*	Stone Mountain	Senior LIHTC/Market/PBRA	5.4 miles
3	Forest Heights Apartments	Decatur	Senior LIHTC/Market/PBRA	1.4 miles
4	Magnolia Circle*	Decatur	Senior LIHTC/Market	4.5 miles
5	Retreat At Madison Place*	Decatur	Senior LIHTC	3.5 miles
6	Avery Glen Apartments	Decatur	Market	0.6 miles
7	Clairmont Crest	Decatur	Senior Market	2.9 miles
8	Clarion Apartments	Decatur	Market	0.8 miles
9	Decatur Crossing	Decatur	Market	0.5 miles
10	Park Summit	Decatur	Market	1.3 miles
11	Parkway Grand Apartments	Decatur	Market	1.3 miles

*Located outside PMA

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

SUMMARY MATRIX															
Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate	
Subject	Columbia Avondale Senior 2615 East College Avenue Decatur, GA 30030 DeKalb County	n/a	Midrise (age-restricted) (5 stories) 2017 / n/a	LIHTC/HOME/PBRA	1BR / 1BA	2	1.1%	@50%	\$517	750	yes		N/A	N/A	
					1BR / 1BA	58	6.5%	@60%	\$645	750	yes	N/A	N/A		
					1BR / 1BA	12	13.0%	@60%	\$645	750	yes	N/A	N/A		
					1BR / 1BA	2	2.2%	Market	\$1,001	750	n/a	N/A	N/A		
					2BR / 1BA	1	1.1%	@50%	\$615	980	yes	N/A	N/A		
					2BR / 1BA	10	3.3%	@60%	\$764	980	yes	N/A	N/A		
					2BR / 1BA	3	3.3%	@60%	\$769	980	yes	N/A	N/A		
					2BR / 1BA	4	4.3%	Market	\$1,251	980	n/a	N/A	N/A		
						92	100.0%							N/A	N/A
					1	Antioch Manor Estates 4711 Bishop Ming Boulevard Stone Mountain, GA 30088 DeKalb County	5.4 miles	Lowrise (age-restricted) (3 stories) 2005 / n/a	LIHTC/Market	Studio / 1BA	2	1.7%	@30%	\$287	450
Studio / 1BA	2	1.7%	@50%	\$546						450	yes	Yes	0	0.0%	
Studio / 1BA	2	1.7%	Market	\$675						450	n/a	Yes	0	0.0%	
1BR / 1BA	5	4.2%	@30%	\$290						600	yes	Yes	0	0.0%	
1BR / 1BA	20	16.7%	@50%	\$566						600	yes	Yes	0	0.0%	
1BR / 1BA	15	12.5%	@60%	\$640						600	yes	Yes	0	0.0%	
1BR / 1BA	8	6.7%	Market	\$850						600	n/a	Yes	0	0.0%	
2BR / 1BA	6	5.0%	@30%	\$331						800	yes	Yes	0	0.0%	
2BR / 1BA	26	21.7%	@50%	\$663						800	yes	Yes	0	0.0%	
2BR / 1BA	13	10.8%	@60%	\$738						800	yes	Yes	0	0.0%	
2BR / 1BA	3	2.5%	Market	\$1,178						800	n/a	Yes	0	0.0%	
2BR / 2BA	1	0.8%	@30%	\$331						850	yes	Yes	0	0.0%	
2BR / 2BA	3	2.5%	@50%	\$663						850	yes	Yes	0	0.0%	
2BR / 2BA	3	2.5%	@60%	\$748						850	yes	Yes	0	0.0%	
2BR / 2BA	11	9.2%	Market	\$1,228						850	n/a	Yes	0	0.0%	
	120	100.0%												0	0.0%
2	Antioch Villas And Gardens 4711 Bishop Ming Boulevard Stone Mountain, GA 30088 DeKalb County	5.4 miles	Various (age-restricted) (3 stories) 2012 / n/a	LIHTC/PBRA/Market	Studio / 1BA (Midrise)	N/A	N/A	@50%	\$546	482	yes	Yes	0	N/A	
					Studio / 1BA (One-story)	N/A	N/A	@60%	\$653	524	yes	Yes	0	N/A	
					Studio / 1BA (One-story)	1	0.9%	Market	\$653	524	n/a	Yes	0	0.0%	
					1BR / 1BA (Midrise)	N/A	N/A	@60%	\$682	626	yes	Yes	0	N/A	
					1BR / 1BA (Midrise)	11	10.4%	PBRA	\$673	626	n/a	Yes	0	0.0%	
					1BR / 1BA (One-story)	N/A	N/A	@50%	\$566	690	yes	Yes	0	N/A	
					1BR / 1BA (One-story)	N/A	N/A	Market	\$900	690	n/a	Yes	0	N/A	
					2BR / 1BA (Midrise)	N/A	N/A	@50%	\$639	831	yes	Yes	0	N/A	
					2BR / 1BA (Midrise)	11	10.4%	PBRA	\$739	831	n/a	Yes	0	0.0%	
					2BR / 1BA (One-story)	N/A	N/A	@60%	\$800	908	yes	Yes	0	N/A	
					2BR / 1BA (One-story)	N/A	N/A	Market	\$1,083	908	n/a	Yes	0	N/A	
					2BR / 1BA (One-story)	N/A	N/A	Market	\$928	908	n/a	Yes	0	N/A	
						106	100.0%							0	0.0%
3	Forest Heights Apartments 1048 Columbia Drive Decatur, GA 30030 DeKalb County	1.4 miles	Garden (age-restricted) (2 stories) 2014 / n/a	LIHTC/PH/PBRA/Market	1BR / 1BA	4	5.0%	@50%	\$628	767	yes	Yes	N/A	N/A	
					1BR / 1BA	5	6.2%	@50%	\$200	767	n/a	Yes	N/A	N/A	
					1BR / 1BA	15	18.8%	@60%	\$636	767	yes	Yes	0	0.0%	
					1BR / 1BA	42	52.5%	@60%	\$628	767	n/a	Yes	N/A	N/A	
					1BR / 1BA	8	10.0%	Market	\$1,045	767	n/a	No	0	0.0%	
					2BR / 2BA	2	2.5%	@50%	\$677	1,000	yes	Yes	N/A	N/A	
					2BR / 2BA	1	1.3%	@50%	\$200	1,000	n/a	Yes	N/A	N/A	
					2BR / 2BA	2	2.5%	@60%	\$779	1,000	yes	Yes	0	0.0%	
					2BR / 2BA	1	1.3%	Market	\$1,195	1,000	n/a	No	0	0.0%	
	80	100.0%							21	26.2%					
4	Magnolia Circle 100 Dash Lewis Dr Decatur, GA 30034 DeKalb County	4.5 miles	Garden (age-restricted) (2 stories) 2003 / n/a	LIHTC/Market	1BR / 1BA	14	16.7%	@50%	\$504	690	no	Yes	0	0.0%	
					1BR / 1BA	12	14.3%	@60%	\$524	760	no	Yes	0	0.0%	
					1BR / 1BA	6	7.1%	Market	\$659	690	n/a	Yes	0	0.0%	
					2BR / 2BA	21	25.0%	@50%	\$598	1,000	no	Yes	0	0.0%	
					2BR / 2BA	20	23.8%	@60%	\$618	1,030	no	Yes	0	0.0%	
					2BR / 2BA	11	13.1%	Market	\$733	1,000	n/a	Yes	0	0.0%	
	84	100.0%							0	0.0%					
5	Retreat At Madison Place 3907 Redwing Circle Decatur, GA 30032 DeKalb County	3.5 miles	Midrise (age-restricted) (4 stories) 2007 / n/a	LIHTC	1BR / 1BA	40	25.0%	@60%	\$678	697	yes	No	0	0.0%	
					2BR / 2BA	120	75.0%	@60%	\$717	987	yes	No	1	0.8%	
						160	100.0%						1	0.6%	

Columbia Avondale Senior, Decatur, GA; Market Study

6	Avery Glen Apartments 339 E. College Avenue Decatur, GA 30030 DeKalb County	0.6 miles	Garden (3 stories) 1993 / n/a	Market	1BR / 1BA	50	42.4%	Market	\$834	798	n/a	Yes	0	0.0%					
					2BR / 2BA	35	29.7%	Market	\$933	1,087	n/a	Yes	0	0.0%					
					2BR / 2BA	33	28.0%	Market	\$983	1,153	n/a	Yes	0	0.0%					
						118	100.0%							0	0.0%				
7	Clairmont Crest 1861 Clairmont Road Decatur, GA 30033 DeKalb County	2.9 miles	Midrise (age-restricted) (5 stories) 1985 / 2014	Market, Non-Rental	Studio / 1BA	11	5.5%	Market	\$739	500	n/a	Yes	0	0.0%					
					Studio / 1BA	2	1.0%	Non-Rental	N/A	500	n/a	N/A	0	0.0%					
					1BR / 1BA	141	70.5%	Market	\$809	700	n/a	Yes	0	0.0%					
					1BR / 1BA	1	0.5%	Non-Rental	N/A	700	n/a	N/A	0	0.0%					
					2BR / 2BA	45	22.5%	Market	\$928	1,100	n/a	Yes	0	0.0%					
		200	100.0%							0	0.0%								
8	Clarion Apartments 10 Rimington Lane Decatur, GA 30030 DeKalb County	0.8 miles	Garden (4 stories) 1990 / n/a	Market	1BR / 1BA	42	19.4%	Market	\$779	742	n/a	No	0	0.0%					
					1BR / 1BA	35	16.1%	Market	\$799	759	n/a	No	0	0.0%					
					1BR / 1BA	35	16.1%	Market	\$809	850	n/a	No	0	0.0%					
					2BR / 2BA	27	12.4%	Market	\$999	1,072	n/a	No	1	3.7%					
					2BR / 2BA	25	11.5%	Market	\$1,020	1,102	n/a	No	1	4.0%					
					2BR / 2BA	25	11.5%	Market	\$1,099	1,140	n/a	No	0	0.0%					
					3BR / 2BA	28	12.9%	Market	\$1,289	1,373	n/a	No	3	10.7%					
							217	100.0%							5	2.3%			
					9	Decatur Crossing 100 Grayson Place Decatur, GA 30030 DeKalb County	0.5 miles	Various (3 stories) 2000 / n/a	Market	1BR / 1BA (Garden)	N/A	N/A	Market	\$1,032	595	n/a	No	0	N/A
										1BR / 1BA (Garden)	N/A	N/A	Market	\$1,061	602	n/a	No	0	N/A
1BR / 1BA (Garden)	N/A	N/A	Market	\$1,341						911	n/a	No	2	N/A					
1BR / 1BA (Garden)	N/A	N/A	Market	\$1,496						911	n/a	No	0	N/A					
1BR / 1BA (Garden)	N/A	N/A	Market	\$1,185						911	n/a	No	0	N/A					
2BR / 2BA (Garden)	N/A	N/A	Market	\$1,430						1,117	n/a	No	1	N/A					
2BR / 2BA (Garden)	N/A	N/A	Market	\$1,491						1,266	n/a	No	2	N/A					
2BR / 2BA (Garden)	N/A	N/A	Market	\$1,616						1,117	n/a	No	0	N/A					
2BR / 2BA (Garden)	N/A	N/A	Market	\$1,702						1,266	n/a	No	0	N/A					
2BR / 2BA (Garden)	N/A	N/A	Market	\$1,244						1,117	n/a	No	0	N/A					
2BR / 2BA (Garden)	N/A	N/A	Market	\$1,279						1,266	n/a	No	0	N/A					
2BR / 2BA (Townhouse)	N/A	N/A	Market	\$1,433						1,100	n/a	No	0	N/A					
3BR / 2BA (Garden)	N/A	N/A	Market	\$1,614						1,384	n/a	No	0	N/A					
		180	100.0%							5	2.8%								
10	Park Summit 2778 North Decatur Road Decatur, GA 30033 DeKalb County	1.3 miles	Garden (3 stories) 1991 / On-going	Market	Studio / 1BA	24	16.2%	Market	\$750	522	n/a	Yes	0	0.0%					
					1BR / 1BA	28	18.9%	Market	\$840	710	n/a	Yes	0	0.0%					
					1BR / 1BA	28	18.9%	Market	\$950	827	n/a	Yes	0	0.0%					
					2BR / 1BA	14	9.5%	Market	\$1,010	927	n/a	Yes	0	0.0%					
					2BR / 2BA	20	13.5%	Market	\$1,100	1,160	n/a	Yes	3	15.0%					
					2BR / 2BA	20	13.5%	Market	\$1,150	1,243	n/a	Yes	0	0.0%					
					3BR / 2BA	8	5.4%	Market	\$1,399	1,291	n/a	Yes	1	12.5%					
					3BR / 2BA	6	4.1%	Market	\$1,450	1,379	n/a	Yes	0	0.0%					
							148	100.0%							4	2.7%			
11	Parkway Grand Apartments 100 Woodbury Place Decatur, GA 30030 DeKalb County	1.3 miles	Garden (4 stories) 2001 / n/a	Market	1BR / 1BA	N/A	N/A	Market	\$855	808	n/a	No	1	N/A					
					1BR / 1BA	N/A	N/A	Market	\$965	808	n/a	No	0	N/A					
					1BR / 1BA	N/A	N/A	Market	\$745	808	n/a	No	0	N/A					
					1.5BR / 1BA	N/A	N/A	Market	\$870	810	n/a	No	1	N/A					
					1.5BR / 1BA	N/A	N/A	Market	\$980	810	n/a	No	0	N/A					
					1.5BR / 1BA	N/A	N/A	Market	\$760	810	n/a	No	0	N/A					
					2BR / 2BA	N/A	N/A	Market	\$913	1,165	n/a	No	1	N/A					
					2BR / 2BA	N/A	N/A	Market	\$913	1,197	n/a	No	2	N/A					
					2BR / 2BA	N/A	N/A	Market	\$958	1,318	n/a	No	1	N/A					
					2BR / 2BA	N/A	N/A	Market	\$1,015	1,165	n/a	No	0	N/A					
					2BR / 2BA	N/A	N/A	Market	\$1,025	1,197	n/a	No	0	N/A					
					2BR / 2BA	N/A	N/A	Market	\$1,085	1,318	n/a	No	0	N/A					
					2BR / 2BA	N/A	N/A	Market	\$810	1,165	n/a	No	0	N/A					
					2BR / 2BA	N/A	N/A	Market	\$800	1,197	n/a	No	0	N/A					
					2BR / 2BA	N/A	N/A	Market	\$830	1,318	n/a	No	0	N/A					
					3BR / 2BA	N/A	N/A	Market	\$1,118	1,405	n/a	No	2	N/A					
					3BR / 2BA	N/A	N/A	Market	\$1,280	1,405	n/a	No	0	N/A					
3BR / 2BA	N/A	N/A	Market	\$955	1,405	n/a	No	0	N/A										
		313	100.0%							8	2.6%								

Columbia Avondale Senior, Decatur, GA; Market Study

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

Effective Rent Date:		Apr-15	Units Surveyed:		1,726	Weighted Occupancy:		97.0%
			Market Rate		1,176	Market Rate		98.1%
			Tax Credit		550	Tax Credit		94.5%
One Bedroom One Bath				Two Bedrooms One Bath				
RENT	Property	Average	Property	Average				
	Decatur Crossing	\$1,496	Decatur Crossing (2BA)	\$1,702				
	Decatur Crossing	\$1,341	Decatur Crossing (2BA)	\$1,616				
	Decatur Crossing	\$1,185	Decatur Crossing (2BA)	\$1,491				
	Decatur Crossing	\$1,061	Decatur Crossing (2BA)	\$1,433				
	Forest Heights Apartments * (M)	\$1,045	Decatur Crossing (2BA)	\$1,430				
	Decatur Crossing	\$1,032	Decatur Crossing (2BA)	\$1,279				
	Columbia Avondale Senior * (M)	\$1,001	Columbia Avondale Senior * (M)	\$1,251				
	Parkway Grand Apartments	\$965	Decatur Crossing (2BA)	\$1,244				
	Park Summit	\$950	Forest Heights Apartments * (2BA M)	\$1,195				
	Antioch Villas And Gardens * (M)	\$900	Antioch Manor Estates * (M)	\$1,178				
	Parkway Grand Apartments	\$855	Clarion Apartments (2BA)	\$1,099				
	Antioch Manor Estates * (M)	\$850	Parkway Grand Apartments (2BA)	\$1,085				
	Park Summit	\$840	Antioch Villas And Gardens * (M)	\$1,083				
	Avery Glen Apartments	\$834	Parkway Grand Apartments (2BA)	\$1,025				
	Clairmont Crest	\$809	Clarion Apartments (2BA)	\$1,020				
	Clarion Apartments	\$809	Parkway Grand Apartments (2BA)	\$1,015				
	Clarion Apartments	\$799	Park Summit	\$1,010				
	Clarion Apartments	\$779	Clarion Apartments (2BA)	\$999				
	Parkway Grand Apartments	\$745	Avery Glen Apartments (2BA)	\$983				
	Antioch Villas And Gardens * (60%)	\$682	Parkway Grand Apartments (2BA)	\$958				
	Magnolia Circle * (M)	\$659	Avery Glen Apartments (2BA)	\$933				
	Columbia Avondale Senior * (60%)	\$645	Antioch Villas And Gardens * (M)	\$928				
	Columbia Avondale Senior * (60%)	\$645	Clairmont Crest (2BA)	\$928				
	Columbia Avondale Senior * (60%)	\$645	Parkway Grand Apartments (2BA)	\$913				
	Antioch Manor Estates * (60%)	\$640	Parkway Grand Apartments (2BA)	\$913				
	Retreat At Madison Place * (60%)	\$638	Parkway Grand Apartments (2BA)	\$830				
	Forest Heights Apartments * (60%)	\$636	Parkway Grand Apartments (2BA)	\$810				
	Forest Heights Apartments * (50%)	\$628	Antioch Villas And Gardens * (60%)	\$800				
	Forest Heights Apartments * (60%)	\$628	Parkway Grand Apartments (2BA)	\$800				
	Antioch Manor Estates * (50%)	\$566	Forest Heights Apartments * (2BA 60%)	\$779				
	Antioch Villas And Gardens * (50%)	\$566	Columbia Avondale Senior * (60%)	\$769				
	Magnolia Circle * (60%)	\$524	Columbia Avondale Senior * (60%)	\$769				
	Columbia Avondale Senior * (50%)	\$517	Columbia Avondale Senior * (60%)	\$764				
	Magnolia Circle * (50%)	\$504	Antioch Villas And Gardens * (PBRA)	\$739				
	Antioch Manor Estates * (30%)	\$290	Antioch Manor Estates * (60%)	\$738				
	Forest Heights Apartments * (50%)	\$200	Magnolia Circle * (2BA M)	\$733				
			Forest Heights Apartments * (2BA 50%)	\$677				
			Antioch Manor Estates * (50%)	\$663				
			Retreat At Madison Place * (2BA 60%)	\$647				
			Antioch Villas And Gardens * (50%)	\$639				
			Magnolia Circle * (2BA 60%)	\$618				
			Columbia Avondale Senior * (50%)	\$615				
			Magnolia Circle * (2BA 50%)	\$598				
			Antioch Manor Estates * (30%)	\$331				
			Forest Heights Apartments * (2BA 50%)	\$200				

Columbia Avondale Senior, Decatur, GA; Market Study

SQUARE FOOTAGE		RENT PER SQUARE FOOT	
Decatur Crossing	911	Decatur Crossing	\$1.76
Decatur Crossing	911	Decatur Crossing	\$1.73
Decatur Crossing	911	Decatur Crossing	\$1.64
Clarion Apartments	850	Decatur Crossing	\$1.47
Park Summit	827	Antioch Manor Estates * (M)	\$1.42
Parkway Grand Apartments	808	Forest Heights Apartments * (M)	\$1.36
Parkway Grand Apartments	808	Columbia Avondale Senior * (M)	\$1.33
Parkway Grand Apartments	808	Antioch Villas And Gardens * (M)	\$1.30
Avery Glen Apartments	798	Decatur Crossing	\$1.30
Forest Heights Apartments * (50%)	767	Parkway Grand Apartments	\$1.19
Forest Heights Apartments * (50%)	767	Park Summit	\$1.18
Forest Heights Apartments * (60%)	767	Clairmont Crest	\$1.16
Forest Heights Apartments * (60%)	767	Park Summit	\$1.15
Forest Heights Apartments * (60%)	767	Antioch Villas And Gardens * (60%)	\$1.09
Forest Heights Apartments * (M)	767	Antioch Manor Estates * (60%)	\$1.07
Magnolia Circle * (60%)	760	Parkway Grand Apartments	\$1.06
Clarion Apartments	759	Clarion Apartments	\$1.05
Columbia Avondale Senior * (50%)	750	Clarion Apartments	\$1.05
Columbia Avondale Senior * (60%)	750	Avery Glen Apartments	\$1.05
Columbia Avondale Senior * (60%)	750	Magnolia Circle * (M)	\$0.96
Columbia Avondale Senior * (60%)	750	Clarion Apartments	\$0.95
Columbia Avondale Senior * (M)	750	Antioch Manor Estates * (50%)	\$0.94
Clarion Apartments	742	Parkway Grand Apartments	\$0.92
Park Summit	710	Retreat At Madison Place * (60%)	\$0.92
Clairmont Crest	700	Columbia Avondale Senior * (60%)	\$0.86
Retreat At Madison Place * (60%)	697	Columbia Avondale Senior * (60%)	\$0.86
Antioch Villas And Gardens * (50%)	690	Forest Heights Apartments * (60%)	\$0.83
Antioch Villas And Gardens * (M)	690	Antioch Villas And Gardens * (50%)	\$0.82
Magnolia Circle * (50%)	690	Forest Heights Apartments * (50%)	\$0.82
Magnolia Circle * (M)	690	Forest Heights Apartments * (60%)	\$0.82
Antioch Villas And Gardens * (60%)	626	Magnolia Circle * (50%)	\$0.73
Decatur Crossing	602	Magnolia Circle * (60%)	\$0.69
Antioch Manor Estates * (30%)	600	Columbia Avondale Senior * (50%)	\$0.69
Antioch Manor Estates * (50%)	600	Antioch Manor Estates * (30%)	\$0.48
Antioch Manor Estates * (60%)	600	Forest Heights Apartments * (50%)	\$0.26
Antioch Manor Estates * (M)	600		
Decatur Crossing	595		
		Parkway Grand Apartments (2BA)	1,318
		Parkway Grand Apartments (2BA)	1,318
		Parkway Grand Apartments (2BA)	1,318
		Decatur Crossing (2BA)	1,266
		Decatur Crossing (2BA)	1,266
		Decatur Crossing (2BA)	1,266
		Parkway Grand Apartments (2BA)	1,197
		Parkway Grand Apartments (2BA)	1,197
		Parkway Grand Apartments (2BA)	1,197
		Parkway Grand Apartments (2BA)	1,165
		Parkway Grand Apartments (2BA)	1,165
		Parkway Grand Apartments (2BA)	1,165
		Avery Glen Apartments (2BA)	1,153
		Clarion Apartments (2BA)	1,140
		Decatur Crossing (2BA)	1,117
		Decatur Crossing (2BA)	1,117
		Decatur Crossing (2BA)	1,117
		Clarion Apartments (2BA)	1,102
		Clairmont Crest (2BA)	1,100
		Decatur Crossing (2BA)	1,100
		Avery Glen Apartments (2BA)	1,087
		Clarion Apartments (2BA)	1,072
		Magnolia Circle * (2BA 60%)	1,030
		Forest Heights Apartments * (2BA 50%)	1,000
		Forest Heights Apartments * (2BA 50%)	1,000
		Forest Heights Apartments * (2BA 60%)	1,000
		Forest Heights Apartments * (2BA M)	1,000
		Magnolia Circle * (2BA 50%)	1,000
		Magnolia Circle * (2BA M)	1,000
		Retreat At Madison Place * (2BA 60%)	987
		Columbia Avondale Senior * (50%)	980
		Columbia Avondale Senior * (60%)	980
		Columbia Avondale Senior * (60%)	980
		Columbia Avondale Senior * (60%)	980
		Columbia Avondale Senior * (M)	980
		Park Summit	927
		Antioch Villas And Gardens * (60%)	908
		Antioch Villas And Gardens * (M)	908
		Antioch Villas And Gardens * (M)	908
		Antioch Villas And Gardens * (50%)	831
		Antioch Villas And Gardens * (PBRA)	831
		Antioch Manor Estates * (30%)	800
		Antioch Manor Estates * (50%)	800
		Antioch Manor Estates * (60%)	800
		Antioch Manor Estates * (M)	800
		Antioch Manor Estates * (M)	\$1.47
		Decatur Crossing (2BA)	\$1.45
		Decatur Crossing (2BA)	\$1.34
		Decatur Crossing (2BA)	\$1.30
		Decatur Crossing (2BA)	\$1.28
		Columbia Avondale Senior * (M)	\$1.28
		Forest Heights Apartments * (2BA M)	\$1.20
		Antioch Villas And Gardens * (M)	\$1.19
		Decatur Crossing (2BA)	\$1.18
		Decatur Crossing (2BA)	\$1.11
		Park Summit	\$1.09
		Antioch Villas And Gardens * (M)	\$1.02
		Decatur Crossing (2BA)	\$1.01
		Clarion Apartments (2BA)	\$0.96
		Clarion Apartments (2BA)	\$0.93
		Clarion Apartments (2BA)	\$0.93
		Antioch Manor Estates * (60%)	\$0.92
		Antioch Villas And Gardens * (PBRA)	\$0.89
		Antioch Villas And Gardens * (60%)	\$0.88
		Parkway Grand Apartments (2BA)	\$0.87
		Avery Glen Apartments (2BA)	\$0.86
		Parkway Grand Apartments (2BA)	\$0.86
		Avery Glen Apartments (2BA)	\$0.85
		Clairmont Crest (2BA)	\$0.84
		Antioch Manor Estates * (50%)	\$0.83
		Parkway Grand Apartments (2BA)	\$0.82
		Columbia Avondale Senior * (60%)	\$0.78
		Columbia Avondale Senior * (60%)	\$0.78
		Parkway Grand Apartments (2BA)	\$0.78
		Columbia Avondale Senior * (60%)	\$0.78
		Forest Heights Apartments * (2BA 60%)	\$0.78
		Antioch Villas And Gardens * (50%)	\$0.77
		Parkway Grand Apartments (2BA)	\$0.76
		Magnolia Circle * (2BA M)	\$0.73
		Parkway Grand Apartments (2BA)	\$0.73
		Parkway Grand Apartments (2BA)	\$0.70
		Forest Heights Apartments * (2BA 50%)	\$0.68
		Parkway Grand Apartments (2BA)	\$0.67
		Retreat At Madison Place * (2BA 60%)	\$0.66
		Parkway Grand Apartments (2BA)	\$0.63
		Columbia Avondale Senior * (50%)	\$0.63
		Magnolia Circle * (2BA 60%)	\$0.60
		Magnolia Circle * (2BA 50%)	\$0.60
		Antioch Manor Estates * (30%)	\$0.41
		Forest Heights Apartments * (2BA 50%)	\$0.20

PROPERTY PROFILE REPORT

Antioch Manor Estates

Effective Rent Date 3/19/2015

Location 4711 Bishop Ming Boulevard
Stone Mountain, GA 30088
DeKalb County

Distance 5.4 miles

Units 120

Vacant Units 0

Vacancy Rate 0.0%

Type Lowrise (age-restricted) (3 stories)

Year Built/Renovated 2005 / N/A

Marketing Began 10/01/2004

Leasing Began 8/01/2005

Last Unit Leased 1/01/2006

Major Competitors Retreat at Madison, Spring Chase II

Tenant Characteristics Dekalb County residents 55 and older, average age is 70

Contact Name Venus

Phone 770-322-8839



Market Information

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

Annual Turnover Rate 10%

Units/Month Absorbed 24

HCV Tenants 8%

Leasing Pace Within one week

Annual Chg. in Rent None

Concession None

Utilities

A/C included -- central

Cooking included -- electric

Water Heat included -- gas

Heat included -- electric

Other Electric included

Water included

Sewer included

Trash Collection included

Antioch Manor Estates, continued

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Lowrise (3 stories)	2	450	\$387	\$0	@30%	Yes	0	0.0%	yes	None
0	1	Lowrise (3 stories)	2	450	\$646	\$0	@50%	Yes	0	0.0%	yes	None
0	1	Lowrise (3 stories)	2	450	\$775	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Lowrise (3 stories)	5	600	\$415	\$0	@30%	Yes	0	0.0%	yes	None
1	1	Lowrise (3 stories)	20	600	\$691	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Lowrise (3 stories)	15	600	\$765	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Lowrise (3 stories)	8	600	\$975	\$0	Market	Yes	0	0.0%	N/A	None
2	1	Lowrise (3 stories)	6	800	\$498	\$0	@30%	Yes	0	0.0%	yes	None
2	1	Lowrise (3 stories)	26	800	\$830	\$0	@50%	Yes	0	0.0%	yes	None
2	1	Lowrise (3 stories)	13	800	\$905	\$0	@60%	Yes	0	0.0%	yes	None
2	1	Lowrise (3 stories)	3	800	\$1,345	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Lowrise (3 stories)	1	850	\$498	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Lowrise (3 stories)	3	850	\$830	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Lowrise (3 stories)	3	850	\$915	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Lowrise (3 stories)	11	850	\$1,395	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$387	\$0	\$387	-\$100	\$287	Studio / 1BA	\$646	\$0	\$646	-\$100	\$546
1BR / 1BA	\$415	\$0	\$415	-\$125	\$290	1BR / 1BA	\$691	\$0	\$691	-\$125	\$566
2BR / 1BA	\$498	\$0	\$498	-\$167	\$331	2BR / 1BA	\$830	\$0	\$830	-\$167	\$663
2BR / 2BA	\$498	\$0	\$498	-\$167	\$331	2BR / 2BA	\$830	\$0	\$830	-\$167	\$663
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$765	\$0	\$765	-\$125	\$640	Studio / 1BA	\$775	\$0	\$775	-\$100	\$675
2BR / 1BA	\$905	\$0	\$905	-\$167	\$738	1BR / 1BA	\$975	\$0	\$975	-\$125	\$850
2BR / 2BA	\$915	\$0	\$915	-\$167	\$748	2BR / 1BA	\$1,345	\$0	\$1,345	-\$167	\$1,178
						2BR / 2BA	\$1,395	\$0	\$1,395	-\$167	\$1,228

Antioch Manor Estates, continued

Amenities

In-Unit

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

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

Security

In-Unit Alarm
Limited Access
Perimeter Fencing
Video Surveillance

Services

Computer Tutoring
Shuttle Service

Property

Business Center/Computer Lab
Courtyard
Exercise Facility
Non-shelter Services
On-Site Management
Service Coordination

Clubhouse/Meeting
Elevators
Central Laundry
Off-Street Parking
Picnic Area

Premium

Hairdresser / Barber
Medical Professional

Other

None

Comments

The contact estimated that the waiting list is currently three years in length long for all unit types. According to management, there is significant demand for additional senior housing in the area. The property typically remains fully occupied year-round according to the contact. Management was unable to provide the number of parking spaces the property offers or comment on the parking utilization rate at the property.

Antioch Manor Estates, continued

Trend Report

Vacancy Rates

2Q12	1Q14	2Q14	1Q15
0.0%	0.0%	0.0%	0.0%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$415	\$0	\$415	\$290
2014	1	0.0%	\$415	\$0	\$415	\$290
2014	2	0.0%	\$415	\$0	\$415	\$290
2015	1	0.0%	\$415	\$0	\$415	\$290

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$498	\$0	\$498	\$331
2014	1	0.0%	\$498	\$0	\$498	\$331
2014	2	0.0%	\$498	\$0	\$498	\$331
2015	1	0.0%	\$498	\$0	\$498	\$331

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$498	\$0	\$498	\$331
2014	1	0.0%	\$498	\$0	\$498	\$331
2014	2	0.0%	\$498	\$0	\$498	\$331
2015	1	0.0%	\$498	\$0	\$498	\$331

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$387	\$0	\$387	\$287
2014	1	0.0%	\$387	\$0	\$387	\$287
2014	2	0.0%	\$387	\$0	\$387	\$287
2015	1	0.0%	\$387	\$0	\$387	\$287

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$691	\$0	\$691	\$566
2014	1	0.0%	\$691	\$0	\$691	\$566
2014	2	0.0%	\$691	\$0	\$691	\$566
2015	1	0.0%	\$691	\$0	\$691	\$566

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$830	\$0	\$830	\$663
2014	1	0.0%	\$830	\$0	\$830	\$663
2014	2	0.0%	\$830	\$0	\$830	\$663
2015	1	0.0%	\$830	\$0	\$830	\$663

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$830	\$0	\$830	\$663
2014	1	0.0%	\$830	\$0	\$830	\$663
2014	2	0.0%	\$830	\$0	\$830	\$663
2015	1	0.0%	\$830	\$0	\$830	\$663

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	0.0%	\$646	\$0	\$646	\$546

Antioch Manor Estates, continued

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$765	\$0	\$765	\$640
2014	1	0.0%	\$765	\$0	\$765	\$640
2014	2	0.0%	\$765	\$0	\$765	\$640
2015	1	0.0%	\$765	\$0	\$765	\$640

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$905	\$0	\$905	\$738
2014	1	0.0%	\$905	\$0	\$905	\$738
2014	2	0.0%	\$905	\$0	\$905	\$738
2015	1	0.0%	\$905	\$0	\$905	\$738

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$915	\$0	\$915	\$748
2014	1	0.0%	\$915	\$0	\$915	\$748
2014	2	0.0%	\$915	\$0	\$915	\$748
2015	1	0.0%	\$915	\$0	\$915	\$748

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$715	\$0	\$715	\$615
2014	1	0.0%	\$715	\$0	\$715	\$615
2014	2	0.0%	\$715	\$0	\$715	\$615

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$975	\$0	\$975	\$850
2014	1	0.0%	\$975	\$0	\$975	\$850
2014	2	0.0%	\$975	\$0	\$975	\$850
2015	1	0.0%	\$975	\$0	\$975	\$850

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$1,345	\$0	\$1,345	\$1,178
2014	1	0.0%	\$1,345	\$0	\$1,345	\$1,178
2014	2	0.0%	\$1,345	\$0	\$1,345	\$1,178
2015	1	0.0%	\$1,345	\$0	\$1,345	\$1,178

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$1,395	\$0	\$1,395	\$1,228
2014	1	0.0%	\$1,395	\$0	\$1,395	\$1,228
2014	2	0.0%	\$1,395	\$0	\$1,395	\$1,228
2015	1	0.0%	\$1,395	\$0	\$1,395	\$1,228

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$775	\$0	\$775	\$675
2014	1	0.0%	\$775	\$0	\$775	\$675
2014	2	0.0%	\$775	\$0	\$775	\$675
2015	1	0.0%	\$775	\$0	\$775	\$675

Trend: Comments

- 2Q12** The contact estimated that the waiting list currently has 1,000 households combined for all units. According to management, there is significant demand for additional senior housing in the area. There are two additional phases to this property which consist of two types of senior housing -- Antioch Gardens and Villas as well as Antioch Summit. The Gardens and the Summit East and West are three-story elevator serviced structures that were completed in 2012 and 2006 respectively. The Villas feature clusters of four to five one-story town homes and this phase was completed in 2012. The Gardens and Villas are operated as a single 106-unit property. The rents for the first phase of Antioch Manor Estates have not changed since mid-2012.
- 1Q14** The contact estimated that the waiting list currently has 1,000 households combined for all units. According to management, there is significant demand for additional senior housing in the area. The rents for the first phase of Antioch Manor Estates have not changed since mid-2012.
- 2Q14** The contact estimated that the waiting list currently has 1,000 households combined for all unit types. According to management, there is significant demand for additional senior housing in the area. The rents for the first phase of Antioch Manor Estates have not changed since mid-2012. The property consists of a total of two phases.
- 1Q15** The contact estimated that the waiting list is currently three years in length long for all unit types. According to management, there is significant demand for additional senior housing in the area. The property typically remains fully occupied year-round according to the contact. Management was unable to provide the number of parking spaces the property offers or comment on the parking utilization rate at the property.

Antioch Manor Estates, continued

Photos



PROPERTY PROFILE REPORT

Antioch Villas And Gardens

Effective Rent Date 3/19/2015
Location 4711 Bishop Ming Boulevard
 Stone Mountain, GA 30088
 Dekalb County
Distance 5.4 miles
Units 106
Vacant Units 0
Vacancy Rate 0.0%
Type Various (age-restricted) (3 stories)
Year Built/Renovated 2012 / N/A
Marketing Began N/A
Leasing Began 4/03/2012
Last Unit Leased N/A
Major Competitors Retreat at Madison, Spring Chase II
Tenant Characteristics Dekalb County residents aged 55 and older
Contact Name Christie
Phone 678-367-2918



Market Information

Program @50%, @60%, Market, PBRA
Annual Turnover Rate 10%
Units/Month Absorbed 35
HCV Tenants 0%
Leasing Pace Within one week
Annual Chg. in Rent None
Concession None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (3 stories)	N/A	482	\$646	\$0	@50%	Yes	0	N/A	yes	None
0	1	One-story	N/A	524	\$753	\$0	@60%	Yes	0	N/A	yes	None
0	1	One-story	1	524	\$753	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Midrise (3 stories)	N/A	626	\$807	\$0	@60%	Yes	0	N/A	yes	None
1	1	Midrise (3 stories)	11	626	N/A	\$0	PBRA	Yes	0	0.0%	N/A	None
1	1	One-story	N/A	690	\$691	\$0	@50%	Yes	0	N/A	yes	None
1	1	One-story	N/A	690	\$1,025	\$0	Market	Yes	0	N/A	N/A	None
2	1	Midrise (3 stories)	N/A	831	\$806	\$0	@50%	Yes	0	N/A	yes	None
2	1	Midrise (3 stories)	11	831	\$906	\$0	PBRA	Yes	0	0.0%	N/A	None
2	1	One-story	N/A	908	\$967	\$0	@60%	Yes	0	N/A	yes	None
2	1	One-story	N/A	908	\$1,250	\$0	Market	Yes	0	N/A	N/A	None
2	1	One-story	N/A	908	\$1,095	\$0	Market	Yes	0	N/A	N/A	None

Antioch Villas And Gardens, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$646	\$0	\$646	-\$100	\$546	Studio / 1BA	\$753	\$0	\$753	-\$100	\$653
1BR / 1BA	\$691	\$0	\$691	-\$125	\$566	1BR / 1BA	\$807	\$0	\$807	-\$125	\$682
2BR / 1BA	\$806	\$0	\$806	-\$167	\$639	2BR / 1BA	\$967	\$0	\$967	-\$167	\$800
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	PBRA	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$753	\$0	\$753	-\$100	\$653	1BR / 1BA	N/A	\$0	N/A	-\$125	N/A
1BR / 1BA	\$1,025	\$0	\$1,025	-\$125	\$900	2BR / 1BA	\$906	\$0	\$906	-\$167	\$739
2BR / 1BA	\$1,095 - \$1,250	\$0	\$1,095 - \$1,250	-\$167	\$928 - \$1,083						

Amenities

In-Unit

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

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

Security

Limited Access
Perimeter Fencing
Video Surveillance

Services

Shuttle Service

Property

Business Center/Computer Lab
Courtyard
Exercise Facility
Neighborhood Network
On-Site Management
Recreation Areas
Theatre

Clubhouse/Meeting
Elevators
Central Laundry
Off-Street Parking
Picnic Area
Service Coordination

Premium

None

Other

Library, offices for home

Comments

Management reported that the property maintains a waiting list that is between three and five years in length. The property is currently fully occupied, which is reportedly typical for the property. Management was unable to comment on the parking utilization rate at the property. The contact reported that the demand for affordable senior housing in the local area is strong.

Antioch Villas And Gardens, continued

Trend Report

Vacancy Rates

2Q12	1Q14	3Q14	1Q15
0.0%	0.0%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$672	\$0	\$672	\$547
2014	1	N/A	\$693	\$0	\$693	\$568
2014	3	N/A	\$691	\$0	\$691	\$566
2015	1	N/A	\$691	\$0	\$691	\$566

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$806	\$0	\$806	\$639
2014	1	N/A	\$832	\$0	\$832	\$665
2014	3	N/A	\$806	\$0	\$806	\$639
2015	1	N/A	\$806	\$0	\$806	\$639

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$627	\$0	\$627	\$527
2014	1	N/A	\$647	\$0	\$647	\$547
2014	3	N/A	\$646	\$0	\$646	\$546
2015	1	N/A	\$646	\$0	\$646	\$546

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$1,025	\$0	\$1,025	\$900
2014	1	N/A	\$1,025	\$0	\$1,025	\$900
2014	3	N/A	\$1,025	\$0	\$1,025	\$900
2015	1	N/A	\$1,025	\$0	\$1,025	\$900

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$1,250	\$0	\$1,250	\$1,083
2014	1	N/A	\$1,395	\$0	\$1,395	\$1,228
2014	3	N/A	\$1,095 - \$1,250	\$0	\$1,095 - \$1,250	\$928 - \$1,083
2015	1	N/A	\$1,095 - \$1,250	\$0	\$1,095 - \$1,250	\$928 - \$1,083

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$795	\$0	\$795	\$695
2014	1	0.0%	\$776	\$0	\$776	\$676
2014	3	0.0%	\$753	\$0	\$753	\$653
2015	1	0.0%	\$753	\$0	\$753	\$653

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$807	\$0	\$807	\$682
2014	1	N/A	\$832	\$0	\$832	\$707
2014	3	N/A	\$807	\$0	\$807	\$682
2015	1	N/A	\$807	\$0	\$807	\$682

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$967	\$0	\$967	\$800
2014	1	N/A	\$999	\$0	\$999	\$832
2014	3	N/A	\$967	\$0	\$967	\$800
2015	1	N/A	\$967	\$0	\$967	\$800

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$753	\$0	\$753	\$653
2014	1	0.0%	\$777	\$0	\$777	\$677
2014	3	N/A	\$753	\$0	\$753	\$653
2015	1	N/A	\$753	\$0	\$753	\$653

Trend: PBRA

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	0.0%	N/A	\$0	N/A	N/A

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	0.0%	\$906	\$0	\$906	\$739

Antioch Villas And Gardens, continued

Trend: Comments

- 2Q12** The property consists of two types of senior housing: Antioch Villas and Antioch Gardens. The Gardens are three-story elevator serviced structures. The Villas feature clusters of four to five one-story town homes. While the Gardens includes all utilities in the rental rates, only water, sewer, and trash are included in the rental rates for the one-story townhomes at the Villas. We have added the utility allowance estimate provided by the developer of \$98 and \$120 for the one- and two-bedroom units, respectively, to the net rents for the purposes of this study and reflected that all utilities are included at all portions of the property to ensure that utility adjustments are accurate. The newly completed Antioch Gardens and Villas operates as a single property. The first units were completed in April 2012 and fully leased in December 2012, representing an absorption rate of approximately 15 units per month. No concessions were offered during lease-up. A detailed unit mix was not available for this 106-unit property. It is known that 90 units are income restricted and eight units have project-based subsidy where tenants pay 30 percent of their income as rent.
- The property will also has a full time activities director and the option to partake in the Gracious Living Package. For a fee, residents can benefit from services including housekeeping, laundry and hot-meal delivery.
- There are approximately 150 households on the waiting list solely for the LIHTC units. Management reported that there is demand for additional senior LIHTC housing in the market. There are plans for another phase to be built.
- 1Q14** The property consists of two types of senior housing: Antioch Villas and Antioch Gardens. The Gardens are three-story elevator serviced structures. The Villas feature clusters of four to five one-story town homes. While the Gardens includes all utilities in the rental rates, only water, sewer, and trash are included in the rental rates for the one-story townhomes at the Villas. The newly completed Antioch Gardens and Villas operates as a single property. The first units were completed in April 2012 and fully leased in December 2012, representing an absorption rate of approximately 15 units per month. No concessions were offered during lease-up. A detailed unit mix was not available for this 106-unit property. It is known that 90 units are income restricted and eight units have project-based subsidy where tenants pay 30 percent of their income as rent.
- The property will also has a full time activities director and the option to partake in the Gracious Living Package. For a fee, residents can benefit from services including housekeeping, laundry and hot-meal delivery.
- There are approximately 150 households on the waiting list solely for the LIHTC units. Management reported that there is demand for additional senior LIHTC housing in the market. There are plans for another phase to be built.
- 3Q14** A third-party catering company comes to the property every Friday to offer half price hot lunches to the residents.
- 1Q15** Management reported that the property maintains a waiting list that is between three and five years in length. The property is currently fully occupied, which is reportedly typical for the property. Management was unable to comment on the parking utilization rate at the property. The contact reported that the demand for affordable senior housing in the local area is strong.

Antioch Villas And Gardens, continued

Photos



PROPERTY PROFILE REPORT

Forest Heights Apartments

Effective Rent Date	4/07/2015
Location	1048 Columbia Drive Decatur, GA 30030 DeKalb County
Distance	1.4 miles
Units	80
Vacant Units	21
Vacancy Rate	26.2%
Type	Garden (age-restricted) (2 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Seniors from DeKalb and surrounding counties
Contact Name	Paulina
Phone	404-289-5289



Market Information

Program	@50% (Project Based Rental Assistance -
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	N/A
Annual Chg. in Rent	N/A
Concession	None

Utilities

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

Forest Heights Apartments, continued

Comments

This development was formerly vacant and was renovated with LIHTC funds. The renovation was completed in November 2014. The contact reported that all of the vacant units are Based on Income (BOI) units (units with subsidy) and that there are so many because they have to take tenants off the DeKalb County Housing Authority waiting list, which has been time consuming process to fill so many vacant units. The contact was unable to provide a breakdown of the vacant units by unit type.

Forest Heights Apartments, continued

Trend Report

Vacancy Rates

1Q09	3Q09	2Q12	2Q15
0.0%	3.6%	0.0%	26.2%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$415	\$0	\$415	\$415
2009	3	N/A	\$450	\$29	\$421	\$421
2012	2	N/A	\$200 - \$628	\$0	\$200 - \$628	\$200 - \$628
2015	2	N/A	\$200 - \$628	\$0	\$200 - \$628	\$200 - \$628

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$495	\$0	\$495	\$495
2009	3	N/A	\$495	\$33	\$462	\$462

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$200 - \$677	\$0	\$200 - \$677	\$200 - \$677
2015	2	N/A	\$200 - \$677	\$0	\$200 - \$677	\$200 - \$677

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$415	\$0	\$415	\$415
2009	3	N/A	\$415	\$26	\$389	\$389

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$800	\$0	\$800	\$800
2015	2	0.0%	\$1,045	\$0	\$1,045	\$1,045

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$950	\$0	\$950	\$950
2015	2	0.0%	\$1,195	\$0	\$1,195	\$1,195

Trend: Comments

- 1Q09** The leasing agent reported rents are the same for each unit despite the different rent restrictions on each. She did not provide additional information at this time.
- 3Q09** Prior interviews show that the property offered units at 45 percent, 50 percent, and 60 percent of AMI. The property manager indicated that the property has offered units at 50 percent AMI at least since January 2009 when the contact first joined the property. There are 24 one-, 13 two-, and 27 three-bedroom units. The property manager indicated that there are eight units that are currently under renovation due to damage and therefore are being held offline. These units have been deducted from the unit mix. There are two true vacancies due to evictions, which occurred in June 2009. Renovations on the eight units are projected to be complete at the end of July or beginning of August 2009.
- 2Q12** This is a proposed LIHTC, Public Housing and market rate senior property that will be restricted to seniors age 55 and older. The existing structures on the site will be demolished.
- 2Q15** This development was formerly vacant and was renovated with LIHTC funds. The renovation was completed in November 2014. The contact reported that all of the vacant units are Based on Income (BOI) units (units with subsidy) and that there are so many because they have to take tenants off the DeKalb County Housing Authority waiting list, which has been time consuming process to fill so many vacant units. The contact was unable to provide a breakdown of the vacant units by unit type.

Forest Heights Apartments, continued

Photos



PROPERTY PROFILE REPORT

Magnolia Circle

Effective Rent Date 4/09/2015

Location 100 Dash Lewis Dr
Decatur, GA 30034
DeKalb County

Distance 4.5 miles

Units 84

Vacant Units 0

Vacancy Rate 0.0%

Type Garden (age-restricted) (2 stories)

Year Built/Renovated 2003 / N/A

Marketing Began N/A

Leasing Began 7/01/2003

Last Unit Leased N/A

Major Competitors None identified

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

Contact Name Tiffany

Phone 404-243-1553



Market Information

Program 50%, 60%, Market

Annual Turnover Rate 3%

Units/Month Absorbed 14

HCV Tenants 20%

Leasing Pace Within one week

Annual Chg. in Rent None

Concession None

Utilities

A/C not included -- central

Cooking not included -- electric

Water Heat not included -- electric

Heat not included -- electric

Other Electric not included

Water included

Sewer included

Trash Collection included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	14	690	\$565	\$0	@50%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	12	760	\$585	\$0	@60%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	6	690	\$720	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	21	1,000	\$680	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	20	1,030	\$700	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	11	1,000	\$815	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$565	\$0	\$565	-\$61	\$504	1BR / 1BA	\$585	\$0	\$585	-\$61	\$524
2BR / 2BA	\$680	\$0	\$680	-\$82	\$598	2BR / 2BA	\$700	\$0	\$700	-\$82	\$618
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
1BR / 1BA	\$720	\$0	\$720	-\$61	\$659						
2BR / 2BA	\$815	\$0	\$815	-\$82	\$733						

Magnolia Circle, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Garbage Disposal
Oven
Refrigerator

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

Security

Patrol
Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Central Laundry
On-Site Management

Clubhouse/Meeting
Off-Street Parking

Premium

None

Other

Social Director, Arts & Crafts

Comments

Management reported that the property maintains a waiting list that is approximately 100 households long. The property is currently fully occupied, which is reportedly typical. Management reported that the demand for affordable senior housing in Decatur is strong. The property offers two parking spaces per unit. The contact was unable to comment on the parking utilization rate at the property.

Magnolia Circle, continued

Trend Report

Vacancy Rates

3Q10	2Q12	2Q14	1Q15
0.0%	0.0%	0.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$565	\$0	\$565	\$504
2012	2	0.0%	\$565	\$0	\$565	\$504
2014	2	0.0%	\$565	\$0	\$565	\$504
2015	1	0.0%	\$565	\$0	\$565	\$504

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$680	\$0	\$680	\$598
2012	2	0.0%	\$680	\$0	\$680	\$598
2014	2	0.0%	\$680	\$0	\$680	\$598
2015	1	0.0%	\$680	\$0	\$680	\$598

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$585	\$0	\$585	\$524
2012	2	0.0%	\$585	\$0	\$585	\$524
2014	2	0.0%	\$585	\$0	\$585	\$524
2015	1	0.0%	\$585	\$0	\$585	\$524

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$700	\$0	\$700	\$618
2012	2	0.0%	\$700	\$0	\$700	\$618
2014	2	0.0%	\$700	\$0	\$700	\$618
2015	1	0.0%	\$700	\$0	\$700	\$618

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$720	\$0	\$720	\$659
2012	2	0.0%	\$720	\$0	\$720	\$659
2014	2	0.0%	\$720	\$0	\$720	\$659
2015	1	0.0%	\$720	\$0	\$720	\$659

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$815	\$0	\$815	\$733
2012	2	0.0%	\$815	\$0	\$815	\$733
2014	2	0.0%	\$815	\$0	\$815	\$733
2015	1	0.0%	\$815	\$0	\$815	\$733

Trend: Comments

3Q10 N/A

2Q12 Magnolia Circle is a mixed income senior property located in Decatur. Units are set-aside at 50 and 60 percent of AMI and there are market rate units as well. The restricted rents are below the maximum allowable and are priced to what the market can bear according to the manager. The property is fully leased; there is one vacant unit but it is released. The property has a long waiting list of 150 households for the income restricted units and 20 households for the market rate units. Rents have not changed in over two years. Judging from the long waiting list at this property, it is probable that rents could be increased slightly without adversely affecting occupancy. About 25 percent of tenants owned a home before moving here. A majority of tenants rely on Social Security as their only source of income.

2Q14 This property was interviewed as a potential tenant, so only vacancy and rental rate information has been updated.

1Q15 Management reported that the property maintains a waiting list that is approximately 100 households long. The property is currently fully occupied, which is reportedly typical. Management reported that the demand for affordable senior housing in Decatur is strong. The property offers two parking spaces per unit. The contact was unable to comment on the parking utilization rate at the property.

Magnolia Circle, continued

Photos



PROPERTY PROFILE REPORT

Retreat At Madison Place

Effective Rent Date 4/07/2015
Location 3907 Redwing Circle
 Decatur, GA 30032
 Dekalb County
Distance 3.5 miles
Units 160
Vacant Units 1
Vacancy Rate 0.6%
Type Midrise (age-restricted) (4 stories)
Year Built/Renovated 2007 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Could not identify
Tenant Characteristics Most tenants 55-62; 60%+ previous homeowners; tenants from downtown ATL, Decatur, Stn Mtn, Lithonia; 10% out of state (AL, NY, CA), 5% employed
Contact Name Robin
Phone (404) 289-8393



Market Information

Program @60%
Annual Turnover Rate 15%
Units/Month Absorbed 14.4
HCV Tenants 30%
Leasing Pace Within one month
Annual Chg. in Rent Increased to maximum
Concession None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	40	697	\$739	\$0	@60%	No	0	0.0%	yes	None
2	2	Midrise (4 stories)	120	987	\$799	\$0	@60%	No	1	0.8%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$739	\$0	\$739	-\$61	\$678
2BR / 2BA	\$799	\$0	\$799	-\$82	\$717

Retreat At Madison Place, continued

Amenities

In-Unit

Blinds
Central A/C
Dishwasher
Garbage Disposal
Oven
Refrigerator

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

Security

Limited Access
Perimeter Fencing

Services

Adult Education
Shuttle Service

Property

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

Clubhouse/Meeting
Exercise Facility
Off-Street Parking
Picnic Area

Premium

None

Other

Walking trails, game room,

Comments

The contact had no additional comments.

Retreat At Madison Place, continued

Trend Report

Vacancy Rates

2Q12	1Q14	1Q15	2Q15
2.5%	2.5%	0.0%	0.6%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$699	\$0	\$699	\$638
2014	1	0.0%	\$699	\$0	\$699	\$638
2015	1	0.0%	\$739	\$0	\$739	\$678
2015	2	0.0%	\$739	\$0	\$739	\$678

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	3.3%	\$789	\$0	\$789	\$707
2014	1	3.3%	\$789	\$0	\$789	\$707
2015	1	0.0%	\$799	\$0	\$799	\$717
2015	2	0.8%	\$799	\$0	\$799	\$717

Trend: Comments

- 2Q12** Management estimated five move-outs each month. Of these five, an estimated three each month are due to financial reasons; mainly that the supporting family/family member can no longer support the senior's rent. Therefore, several seniors have moved out to live with family members. The manager states that one-bedroom units are more in demand with tenants mostly because of their lower rent. Furthermore, many seniors are one person households who have little need for additional space. About half of the tenants at this property own a car. All units are set-aside at 60 percent of AMI and rents are at the maximum allowable.
- 1Q14** Contact stated that the rents are the same since January 2013 and it is 100 percent occupied. Contact stated that the demand is very high for affordable senior properties in the area and that there needs to be more. Contact did not know annual turnover or percentage of Section 8 tenants. Manager started working this year.
- 1Q15** Management reported that the property is fully occupied and currently maintains a waiting list that is approximately three months long. Management was unable to provide the number of Housing Choice Vouchers that are currently in use at the property.
- 2Q15** The contact had no additional comments.

Photos



PROPERTY PROFILE REPORT

Avery Glen Apartments

Effective Rent Date	3/10/2015
Location	339 E. College Avenue Decatur, GA 30030 DeKalb County
Distance	0.6 miles
Units	118
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	1993 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Jackson Square, Archstone
Tenant Characteristics	Singles, small families, 10% seniors
Contact Name	Jasmine
Phone	404.687.8100



Market Information

Program	Market
Annual Turnover Rate	31%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased \$10
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	50	798	\$895	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	35	1,087	\$1,015	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	33	1,153	\$1,065	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$895	\$0	\$895	-\$61	\$834
2BR / 2BA	\$1,015 - \$1,065	\$0	\$1,015 - \$1,065	-\$82	\$933 - \$983

Amenities

In-Unit

Balcony/Patio	Blinds
Carpeting	Central A/C
Dishwasher	Garbage Disposal
Microwave	Oven
Refrigerator	Washer/Dryer hookup

Security

In-Unit Alarm
Perimeter Fencing

Services

None

Property

Central Laundry	Off-Street Parking
On-Site Management	Swimming Pool

Premium

None

Other

None

Avery Glen Apartments, continued

Comments

Management reported that the property maintains a waiting list of ten households for two-bedroom units and two households for one-bedroom units. The property is fully occupied which is reportedly typical. Management reported that the property offers two parking spaces per unit. The contact was unable to comment on the parking utilization rate at the property.

Avery Glen Apartments, continued

Trend Report

Vacancy Rates

1Q13	4Q13	1Q14	1Q15
0.8%	0.8%	0.0%	0.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	2.0%	\$870	\$0	\$870	\$809
2013	4	2.0%	\$875	\$0	\$875	\$814
2014	1	0.0%	\$885	\$0	\$885	\$824
2015	1	0.0%	\$895	\$0	\$895	\$834

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$990 - \$1,040	\$0	\$990 - \$1,040	\$908 - \$958
2013	4	0.0%	\$995 - \$1,045	\$0	\$995 - \$1,045	\$913 - \$963
2014	1	0.0%	\$1,005 - \$1,055	\$0	\$1,005 - \$1,055	\$923 - \$973
2015	1	0.0%	\$1,015 - \$1,065	\$0	\$1,015 - \$1,065	\$933 - \$983

Trend: Comments

1Q13 Contact stated that the waiting list is six months long.

4Q13 The contact stated that the waiting list is three to six months long. She stated there have been no major renovations to the property but that it is constantly updated with paint, fixtures, and flooring as needed.

1Q14 The contact stated that the waiting list is five households long.

1Q15 Management reported that the property maintains a waiting list of ten households for two-bedroom units and two households for one-bedroom units. The property is fully occupied which is reportedly typical. Management reported that the property offers two parking spaces per unit. The contact was unable to comment on the parking utilization rate at the property.

PROPERTY PROFILE REPORT

Clairmont Crest

Effective Rent Date	4/07/2015
Location	1861 Clairmont Road Decatur, GA 30033 DeKalb County
Distance	2.9 miles
Units	200
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (age-restricted) (5 stories)
Year Built/Renovated	1985 / 2014
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Clairmont Place, Williamsburg
Tenant Characteristics	Seniors 50+, average age is 72; 50% previous homeowners
Contact Name	Barbara
Phone	404-325-9077



Market Information

Program	Market, Non-Rental
Annual Turnover Rate	18%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	See Comments
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (5 stories)	11	500	\$790	\$0	Market	Yes	0	0.0%	N/A	None
0	1	Midrise (5 stories)	2	500	N/A	\$0	Non-Rental	N/A	0	0.0%	N/A	None
1	1	Midrise (5 stories)	141	700	\$870	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Midrise (5 stories)	1	700	N/A	\$0	Non-Rental	N/A	0	0.0%	N/A	None
2	2	Midrise (5 stories)	45	1,100	\$1,010	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Non-Rental	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$790	\$0	\$790	-\$51	\$739	Studio / 1BA	N/A	\$0	N/A	-\$51	N/A
1BR / 1BA	\$870	\$0	\$870	-\$61	\$809	1BR / 1BA	N/A	\$0	N/A	-\$61	N/A
2BR / 2BA	\$1,010	\$0	\$1,010	-\$82	\$928						

Clairmont Crest, continued

Amenities

In-Unit

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

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

Security

Limited Access
Patrol

Services

Shuttle Service

Property

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

Elevators
Garage
Off-Street Parking
Picnic Area

Premium

Hairdresser / Barber
Medical Professional

Other

None

Comments

The waiting list for studio and one-bedroom units is currently eight months to one year in length while the waiting list for a two-bedroom unit is currently two to three years in length. Changes in rent over the past year are as follows: studio units increased eight percent, one-bedroom units increased five to seven percent, and two-bedroom units ranged from a decrease of nine percent to an increase of seven percent.

Clairmont Crest, continued

Trend Report

Vacancy Rates

4Q13	1Q14	1Q15	2Q15
2.0%	0.0%	0.0%	0.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	2.8%	\$800 - \$820	\$0	\$800 - \$820	\$739 - \$759
2014	1	0.0%	\$810 - \$830	\$0	\$810 - \$830	\$749 - \$769
2015	1	0.0%	\$870	\$0	\$870	\$809
2015	2	0.0%	\$870	\$0	\$870	\$809

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	0.0%	\$935 - \$1,095	\$0	\$935 - \$1,095	\$853 - \$1,013
2014	1	0.0%	\$945 - \$1,105	\$0	\$945 - \$1,105	\$863 - \$1,023
2015	1	0.0%	\$1,010	\$0	\$1,010	\$928
2015	2	0.0%	\$1,010	\$0	\$1,010	\$928

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	0.0%	\$720	\$0	\$720	\$669
2014	1	0.0%	\$730	\$0	\$730	\$679
2015	1	0.0%	\$790	\$0	\$790	\$739
2015	2	0.0%	\$790	\$0	\$790	\$739

Trend: Non-Rental

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	0.0%	N/A	\$0	N/A	-\$61
2014	1	0.0%	N/A	\$0	N/A	-\$61
2015	1	0.0%	N/A	\$0	N/A	-\$61
2015	2	0.0%	N/A	\$0	N/A	N/A

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	4	0.0%	N/A	\$0	N/A	-\$51
2014	1	0.0%	N/A	\$0	N/A	-\$51
2015	1	0.0%	N/A	\$0	N/A	-\$51
2015	2	0.0%	N/A	\$0	N/A	N/A

Trend: Comments

- 4Q13** The contact confirmed high demand for senior housing in the area and believes there is a need for additional senior housing. There is a waiting list of approximately 10 prospective tenants for two-bedroom units. All units have washer dryer hook ups with the exception of the studios.
- 1Q14** The waiting list for one-bedroom units is two to three months long. The waiting list for two-bedroom apartments is six to ten months long. All units have washer dryer hook ups with the exception of the studios.
- 1Q15** The waiting list on studio and one bedroom units is currently four to six months long, and on two bedroom units it is 12 to 24 months long. The contact reported full renovations have occurred at the property recently due to fire damage.
- 2Q15** The waiting list for studio and one-bedroom units is currently eight months to one year in length while the waiting list for a two-bedroom unit is currently two to three years in length. Changes in rent over the past year are as follows: studio units increased eight percent, one-bedroom units increased five to seven percent, and two-bedroom units ranged from a decrease of nine percent to an increase of seven percent.

Clairmont Crest, continued

Photos



PROPERTY PROFILE REPORT

Clarion Apartments

Effective Rent Date	3/10/2015
Location	10 Rimington Lane Decatur, GA 30030 DeKalb County
Distance	0.8 miles
Units	217
Vacant Units	5
Vacancy Rate	2.3%
Type	Garden (4 stories)
Year Built/Renovated	1990 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Jackson Square and Paces Park
Tenant Characteristics	Mostly from Decatur and Atlanta
Contact Name	DeAnna
Phone	404-508-9360



Market Information

Program	Market
Annual Turnover Rate	4%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased; within two weeks
Annual Chg. in Rent	See Comments
Concession	Waived application fee

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (4 stories)	42	742	\$779	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (4 stories)	35	759	\$799	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (4 stories)	35	850	\$809	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (4 stories)	27	1,072	\$999	\$0	Market	No	1	3.7%	N/A	None
2	2	Garden (4 stories)	25	1,102	\$1,020	\$0	Market	No	1	4.0%	N/A	None
2	2	Garden (4 stories)	25	1,140	\$1,099	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (4 stories)	28	1,373	\$1,289	\$0	Market	No	3	10.7%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$779 - \$809	\$0	\$779 - \$809	\$0	\$779 - \$809
2BR / 2BA	\$999 - \$1,099	\$0	\$999 - \$1,099	\$0	\$999 - \$1,099
3BR / 2BA	\$1,289	\$0	\$1,289	\$0	\$1,289

Clarion Apartments, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Exterior Storage
Fireplace
Microwave
Refrigerator
Washer/Dryer hookup

Blinds
Central A/C
Dishwasher
Ceiling Fan
Garbage Disposal
Oven
Walk-In Closet

Security

In-Unit Alarm
Patrol

Services

None

Property

Car Wash
Exercise Facility
Jacuzzi
Non-shelter Services
On-Site Management
Playground
Swimming Pool

Clubhouse/Meeting
Garage
Central Laundry
Off-Street Parking
Picnic Area
Sport Court
Tennis Court

Premium

None

Other

Indoor racquetball court

Comments

The current concession is a waived application fee if the prospective tenant applies the same day as they visit the property. The property does not accept Housing Choice Voucher tenants. Management was unable to provide an explanation for the three percent decrease in rents on one-bedroom units with 850 square feet. Since our last interview in 2014, rents have increased between two and four percent on two and three-bedroom units. Management was unable to provide the number of parking spaces the property offers or comment on parking utilization at the property. The property charges \$50 for garages and there is currently one available. The contact was unable to provide the number of garage spaces the property offers.

Clarion Apartments, continued

Trend Report

Vacancy Rates

3Q09	1Q14	2Q14	1Q15
3.7%	4.1%	4.1%	2.3%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	2.7%	\$565 - \$730	\$0 - \$61	\$559 - \$669	\$559 - \$669
2014	1	N/A	\$779 - \$834	\$32 - \$35	\$747 - \$799	\$747 - \$799
2014	2	N/A	\$779 - \$834	\$32 - \$35	\$747 - \$799	\$747 - \$799
2015	1	0.0%	\$779 - \$809	\$0	\$779 - \$809	\$779 - \$809

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	5.2%	\$760 - \$855	\$63 - \$71	\$697 - \$784	\$697 - \$784
2014	1	N/A	\$979 - \$1,069	\$41 - \$45	\$938 - \$1,024	\$938 - \$1,024
2014	2	N/A	\$979 - \$1,069	\$41 - \$45	\$938 - \$1,024	\$938 - \$1,024
2015	1	2.6%	\$999 - \$1,099	\$0	\$999 - \$1,099	\$999 - \$1,099

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	3	3.6%	\$928	\$77	\$851	\$851
2014	1	7.1%	\$1,239	\$52	\$1,187	\$1,187
2014	2	N/A	\$1,239	\$52	\$1,187	\$1,187
2015	1	10.7%	\$1,289	\$0	\$1,289	\$1,289

Trend: Comments

3Q09	The contact estimated vacancy by unit type and indicated that the current concession only applies to the eight vacancies. The concession has been offered for two weeks and therefore has not likely affected many of the units. Rents have decreased significantly since the last interview in October 2008 but occupancy has increased from 93 to 97 percent.
1Q14	There are eight vacant one-bedroom apartments and 12 vacant two-bedroom apartments.
2Q14	Management reported that demand in the area is average.
1Q15	The current concession is a waived application fee if the prospective tenant applies the same day as they visit the property. The property does not accept Housing Choice Voucher tenants. Management was unable to provide an explanation for the three percent decrease in rents on one-bedroom units with 850 square feet. Since our last interview in 2014, rents have increased between two and four percent on two and three-bedroom units. Management was unable to provide the number of parking spaces the property offers or comment on parking utilization at the property. The property charges \$50 for garages and there is currently one available. The contact was unable to provide the number of garage spaces the property offers.

Clarion Apartments, continued

Photos



PROPERTY PROFILE REPORT

Decatur Crossing

Effective Rent Date	3/10/2015
Location	100 Grayson Place Decatur, GA 30030 DeKalb County
Distance	0.5 miles
Units	180
Vacant Units	5
Vacancy Rate	2.8%
Type	Various (3 stories)
Year Built/Renovated	2000 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Jackson Square, Clarion, and Paces Park
Tenant Characteristics	Young professionals, families, 2% seniors
Contact Name	Jessica
Phone	404-298-1991



Market Information

Program	Market
Annual Turnover Rate	62%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Fluctuates daily
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	595	\$1,032	\$0	Market	No	0	N/A	N/A	None
1	1	Garden (3 stories)	N/A	602	\$1,061	\$0	Market	No	0	N/A	N/A	None
1	1	Garden (3 stories)	N/A	911	\$1,341	\$0	Market	No	2	N/A	N/A	AVG
1	1	Garden (3 stories)	N/A	911	\$1,496	\$0	Market	No	0	N/A	N/A	HIGH
1	1	Garden (3 stories)	N/A	911	\$1,185	\$0	Market	No	0	N/A	N/A	LOW
2	2	Garden (3 stories)	N/A	1,117	\$1,430	\$0	Market	No	1	N/A	N/A	AVG
2	2	Garden (3 stories)	N/A	1,266	\$1,491	\$0	Market	No	2	N/A	N/A	AVG
2	2	Garden (3 stories)	N/A	1,117	\$1,616	\$0	Market	No	0	N/A	N/A	HIGH
2	2	Garden (3 stories)	N/A	1,266	\$1,702	\$0	Market	No	0	N/A	N/A	HIGH
2	2	Garden (3 stories)	N/A	1,117	\$1,244	\$0	Market	No	0	N/A	N/A	LOW
2	2	Garden (3 stories)	N/A	1,266	\$1,279	\$0	Market	No	0	N/A	N/A	LOW
2	2	Townhouse (3 stories)	N/A	1,100	\$1,433	\$0	Market	No	0	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,384	\$1,614	\$0	Market	No	0	N/A	N/A	None

Decatur Crossing, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$1,032 - \$1,496	\$0	\$1,032 - \$1,496	\$0	\$1,032 - \$1,496
2BR / 2BA	\$1,244 - \$1,702	\$0	\$1,244 - \$1,702	\$0	\$1,244 - \$1,702
3BR / 2BA	\$1,614	\$0	\$1,614	\$0	\$1,614

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Ceiling Fan
Garbage Disposal
Refrigerator
Washer/Dryer hookup

Blinds
Central A/C
Exterior Storage
Fireplace
Oven
Walk-In Closet

Security

In-Unit Alarm
Patrol
Perimeter Fencing
Video Surveillance

Services

None

Property

Business Center/Computer Lab
Carport
Garage
Off-Street Parking
Picnic Area

Car Wash
Exercise Facility
Central Laundry
On-Site Management
Swimming Pool

Premium

None

Other

Cyber cafe

Comments

Management reported that the high turnover rate at the property is typically due to tenants purchasing homes. The property does not maintain a waiting list for its units and management reported that current occupancy is typical. Management estimated that the property offers 18 carports and 10 garages. Garages rent for \$125 per month and there is currently one available, and carports rent for \$30 per month with five currently available. The contact was unable to provide the amount of off-street parking spaces the property offers. The property operates on the YieldStar system and rents change daily based on demand.

Decatur Crossing, continued

Trend Report

Vacancy Rates

2Q12	4Q13	1Q14	1Q15
0.6%	10.6%	5.0%	2.8%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$744 - \$1,053	\$0	\$744 - \$1,053	\$744 - \$1,053
2013	4	N/A	\$806 - \$1,029	\$0	\$806 - \$1,029	\$806 - \$1,029
2014	1	N/A	\$862 - \$1,313	\$0	\$862 - \$1,313	\$862 - \$1,313
2015	1	N/A	\$1,032 - \$1,496	\$0	\$1,032 - \$1,496	\$1,032 - \$1,496

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	0.0%	\$1,184 - \$1,256	\$0	\$1,184 - \$1,256	\$1,184 - \$1,256
2013	4	N/A	\$1,116 - \$1,348	\$0	\$1,116 - \$1,348	\$1,116 - \$1,348
2014	1	N/A	\$1,003 - \$1,572	\$0	\$1,003 - \$1,572	\$1,003 - \$1,572
2015	1	N/A	\$1,244 - \$1,702	\$0	\$1,244 - \$1,702	\$1,244 - \$1,702

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	8.3%	\$1,479	\$0	\$1,479	\$1,479
2013	4	N/A	\$1,509	\$0	\$1,509	\$1,509
2014	1	N/A	\$1,427 - \$1,816	\$0	\$1,427 - \$1,816	\$1,427 - \$1,816
2015	1	N/A	\$1,614	\$0	\$1,614	\$1,614

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
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Trend: Comments

- 2Q12** The contact stated that demand has recently increased and currently they have only one vacant unit.
- 4Q13** The property has nine vacant one-bedroom units and nine vacant two-bedroom units. The rent ranges for the units, in terms smallest to largest size, are as follows: \$804-\$809; \$791-\$821; \$960-\$1097; \$1348; \$1043-\$1188; \$1089-\$1229; \$1482-\$1536. This property was formerly known as both Archstone Decatur Crossing and Grayson Park previously.
- 1Q14** Management stated that the property's tenants are typically financially well off singles, couples, and families between homes. The high turnover rate is due to tenants purchasing homes. Management reported that high turnover is typical of Decatur. The property offers three to thirteen month leases.
- 1Q15** Management reported that the high turnover rate at the property is typically due to tenants purchasing homes. The property does not maintain a waiting list for its units and management reported that current occupancy is typical. Management estimated that the property offers 18 carports and 10 garages. Garages rent for \$125 per month and there is currently one available, and carports rent for \$30 per month with five currently available. The contact was unable to provide the amount of off-street parking spaces the property offers. The property operates on the YieldStar system and rents change daily based on demand.

PROPERTY PROFILE REPORT

Park Summit

Effective Rent Date	3/13/2015
Location	2778 North Decatur Road Decatur, GA 30033 DeKalb County
Distance	1.3 miles
Units	148
Vacant Units	4
Vacancy Rate	2.7%
Type	Garden (3 stories)
Year Built/Renovated	1991 / On-going
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Jackson Square and Paces Park
Tenant Characteristics	Young professionals, small families, 3% seniors
Contact Name	Shelly
Phone	404.508.1117



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Garden (3 stories)	24	522	\$750	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Garden (3 stories)	28	710	\$840	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Garden (3 stories)	28	827	\$950	\$0	Market	Yes	0	0.0%	N/A	None
2	1	Garden (3 stories)	14	927	\$1,010	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	20	1,160	\$1,100	\$0	Market	Yes	3	15.0%	N/A	None
2	2	Garden (3 stories)	20	1,243	\$1,150	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (3 stories)	8	1,291	\$1,399	\$0	Market	Yes	1	12.5%	N/A	None
3	2	Garden (3 stories)	6	1,379	\$1,450	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$750	\$0	\$750	\$0	\$750
1BR / 1BA	\$840 - \$950	\$0	\$840 - \$950	\$0	\$840 - \$950
2BR / 1BA	\$1,010	\$0	\$1,010	\$0	\$1,010
2BR / 2BA	\$1,100 - \$1,150	\$0	\$1,100 - \$1,150	\$0	\$1,100 - \$1,150
3BR / 2BA	\$1,399 - \$1,450	\$0	\$1,399 - \$1,450	\$0	\$1,399 - \$1,450

Park Summit, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Exterior Storage
Fireplace
Oven
Vaulted Ceilings
Washer/Dryer hookup

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

Security

In-Unit Alarm
Limited Access
Patrol
Perimeter Fencing

Services

None

Property

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

Clubhouse/Meeting
Garage
Off-Street Parking
Swimming Pool

Premium

None

Other

None

Comments

Management reported that the property maintains a waiting list that operates on a first come, first serve basis. The length of the waiting list is reported to be three to four households in length. The current occupancy rate at the property is reportedly typical. Management expects the next rental increase to occur in the spring of 2015. The property offers ten detached garage parking spaces for \$125 per month. Currently two garage parking spaces are available. Management reported that the property offers two off-street parking spaces per unit. The contact was unable to comment on the off-street parking utilization rate at the property.

Park Summit, continued

Trend Report

Vacancy Rates

1Q13	4Q13	1Q14	1Q15
4.1%	3.4%	2.0%	2.7%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	N/A	\$809 - \$900	\$0 - \$34	\$775 - \$900	\$775 - \$900
2013	4	3.6%	\$840 - \$950	\$70 - \$79	\$770 - \$871	\$770 - \$871
2014	1	0.0%	\$840 - \$950	\$0	\$840 - \$950	\$840 - \$950
2015	1	0.0%	\$840 - \$950	\$0	\$840 - \$950	\$840 - \$950

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	7.1%	\$975	\$0	\$975	\$975
2013	4	0.0%	\$1,010	\$0	\$1,010	\$1,010
2014	1	0.0%	\$1,010	\$0	\$1,010	\$1,010
2015	1	0.0%	\$1,010	\$0	\$1,010	\$1,010

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	N/A	\$1,075 - \$1,099	\$0	\$1,075 - \$1,099	\$1,075 - \$1,099
2013	4	2.5%	\$1,100 - \$1,150	\$0 - \$92	\$1,008 - \$1,150	\$1,008 - \$1,150
2014	1	7.5%	\$1,100 - \$1,150	\$0 - \$92	\$1,008 - \$1,150	\$1,008 - \$1,150
2015	1	7.5%	\$1,100 - \$1,150	\$0	\$1,100 - \$1,150	\$1,100 - \$1,150

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	14.3%	\$1,350	\$0	\$1,350	\$1,350
2013	4	14.3%	\$1,450 - \$1,499	\$0 - \$121	\$1,329 - \$1,499	\$1,329 - \$1,499
2014	1	0.0%	\$1,450 - \$1,499	\$0 - \$121	\$1,329 - \$1,499	\$1,329 - \$1,499
2015	1	7.1%	\$1,399 - \$1,450	\$0	\$1,399 - \$1,450	\$1,399 - \$1,450

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$705	\$0	\$705	\$705
2013	4	0.0%	\$730	\$0	\$730	\$730
2014	1	0.0%	\$750	\$0	\$750	\$750
2015	1	0.0%	\$750	\$0	\$750	\$750

Trend: Comments

1Q13	The small one-bedroom units are currently on special for \$775 per month.
4Q13	The contact reported a rent increase in June of 2013 across the board with the highest increases for the three bedroom units at 7.4 and 11.0 percent. There are a limited number of three bedroom units offered and they typically have high demand. The contact noted concessions are offered periodically to hasten the lease up of units.
1Q14	Management stated that leasing pace varies depending on the season. Renovations are ongoing. As tenants move out, the carpet is replaced, appliances are updated, and the unit is repainted.
1Q15	Management reported that the property maintains a waiting list that operates on a first come, first serve basis. The length of the waiting list is reported to be three to four households in length. The current occupancy rate at the property is reportedly typical. Management expects the next rental increase to occur in the spring of 2015. The property offers ten detached garage parking spaces for \$125 per month. Currently two garage parking spaces are available. Management reported that the property offers two off-street parking spaces per unit. The contact was unable to comment on the off-street parking utilization rate at the property.

PROPERTY PROFILE REPORT

Parkway Grand Apartments

Effective Rent Date	3/11/2015
Location	100 Woodbury Place Decatur, GA 30030 DeKalb County
Distance	1.3 miles
Units	313
Vacant Units	8
Vacancy Rate	2.6%
Type	Garden (4 stories)
Year Built/Renovated	2001 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Mixed tenancy from the local area; 25% new to the area from northern states
Contact Name	Property Manager
Phone	770-809-1021



Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	One to two weeks.
Annual Chg. in Rent	LRO; fluctuates daily
Concession	None

Utilities

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

Parkway Grand Apartments, continued

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (4 stories)	N/A	808	\$855	\$0	Market	No	1	N/A	N/A	AVG
1	1	Garden (4 stories)	N/A	808	\$965	\$0	Market	No	0	N/A	N/A	HIGH
1	1	Garden (4 stories)	N/A	808	\$745	\$0	Market	No	0	N/A	N/A	LOW
1.5	1	Garden (4 stories)	N/A	810	\$870	\$0	Market	No	1	N/A	N/A	AVG
1.5	1	Garden (4 stories)	N/A	810	\$980	\$0	Market	No	0	N/A	N/A	HIGH
1.5	1	Garden (4 stories)	N/A	810	\$760	\$0	Market	No	0	N/A	N/A	LOW
2	2	Garden (4 stories)	N/A	1,165	\$913	\$0	Market	No	1	N/A	N/A	AVG
2	2	Garden (4 stories)	N/A	1,197	\$913	\$0	Market	No	2	N/A	N/A	AVG
2	2	Garden (4 stories)	N/A	1,318	\$958	\$0	Market	No	1	N/A	N/A	AVG
2	2	Garden (4 stories)	N/A	1,165	\$1,015	\$0	Market	No	0	N/A	N/A	HIGH
2	2	Garden (4 stories)	N/A	1,197	\$1,025	\$0	Market	No	0	N/A	N/A	HIGH
2	2	Garden (4 stories)	N/A	1,318	\$1,085	\$0	Market	No	0	N/A	N/A	HIGH
2	2	Garden (4 stories)	N/A	1,165	\$810	\$0	Market	No	0	N/A	N/A	LOW
2	2	Garden (4 stories)	N/A	1,197	\$800	\$0	Market	No	0	N/A	N/A	LOW
2	2	Garden (4 stories)	N/A	1,318	\$830	\$0	Market	No	0	N/A	N/A	LOW
3	2	Garden (4 stories)	N/A	1,405	\$1,118	\$0	Market	No	2	N/A	N/A	AVG
3	2	Garden (4 stories)	N/A	1,405	\$1,280	\$0	Market	No	0	N/A	N/A	HIGH
3	2	Garden (4 stories)	N/A	1,405	\$955	\$0	Market	No	0	N/A	N/A	LOW

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$745 - \$965	\$0	\$745 - \$965	\$0	\$745 - \$965
1.5BR / 1BA	\$760 - \$980	\$0	\$760 - \$980	\$0	\$760 - \$980
2BR / 2BA	\$800 - \$1,085	\$0	\$800 - \$1,085	\$0	\$800 - \$1,085
3BR / 2BA	\$955 - \$1,280	\$0	\$955 - \$1,280	\$0	\$955 - \$1,280

Amenities

In-Unit

Balcony/Patio
 Carpeting
 Coat Closet
 Exterior Storage
 Oven
 Vaulted Ceilings
 Washer/Dryer hookup

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

Security

Limited Access
 Patrol

Services

None

Property

Business Center/Computer Lab
 Clubhouse/Meeting
 Garage
 Off-Street Parking
 Playground
 Tennis Court

Car Wash
 Exercise Facility
 Central Laundry
 On-Site Management
 Swimming Pool

Premium

None

Other

None

Parkway Grand Apartments, continued

Comments

The contact stated that the current occupancy rate is typical for the property. The contact reported that the property operates on the LRO system, and rents fluctuate daily based on demand. The property offers garages for \$75 per month. The contact was unable to provide the number of garage parking spaces and off-street parking spaces the property offers, or comment on the parking utilization rate at the property.

Parkway Grand Apartments, continued

Trend Report

Vacancy Rates

4Q10	1Q11	4Q13	1Q15
8.9%	12.1%	4.2%	2.6%

Trend: Market

1.5BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	4	N/A	\$785	\$0	\$785	\$785
2011	1	N/A	\$785	\$0	\$785	\$785
2013	4	N/A	\$705	\$0	\$705	\$705
2015	1	N/A	\$760 - \$980	\$0	\$760 - \$980	\$760 - \$980

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	4	N/A	\$705	\$0	\$705	\$705
2011	1	N/A	\$705	\$0	\$705	\$705
2013	4	N/A	\$660	\$0	\$660	\$660
2015	1	N/A	\$745 - \$965	\$0	\$745 - \$965	\$745 - \$965

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	4	N/A	\$835 - \$929	\$0	\$835 - \$929	\$835 - \$929
2011	1	N/A	\$835 - \$929	\$0	\$835 - \$929	\$835 - \$929
2013	4	N/A	\$840 - \$850	\$0	\$840 - \$850	\$840 - \$850
2015	1	N/A	\$800 - \$1,085	\$0	\$800 - \$1,085	\$800 - \$1,085

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	4	N/A	\$985	\$0	\$985	\$985
2011	1	N/A	\$985	\$0	\$985	\$985
2013	4	N/A	\$865	\$0	\$865	\$865
2015	1	N/A	\$955 - \$1,280	\$0	\$955 - \$1,280	\$955 - \$1,280

Trend: Comments

- 4Q10** Contact indicated that five of the vacant units have pending applications.
- 1Q11** Rents and occupancy are current as of March 2011; all other information is current as of October 2010. Management indicated that the high vacancy rate is a result of the economy and tenants moving in order to find jobs.
- 4Q13** The contact reported typical occupancy between 95 and 100 percent during the past year. She noted the local rental market has been highly competitive during 2013. A unit mix or vacancies by unit type were not provided. The contact would not specify tenant characteristics or estimate the number of seniors residing at the property.
- 1Q15** The contact stated that the current occupancy rate is typical for the property. The contact reported that the property operates on the LRO system, and rents fluctuate daily based on demand. The property offers garages for \$75 per month. The contact was unable to provide the number of garage parking spaces and off-street parking spaces the property offers, or comment on the parking utilization rate at the property.

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

Housing Choice Vouchers

The following table illustrates the percentage of Housing Choice Voucher tenants at the comparable properties.

TENANTS WITH VOUCHERS		
Property Name	Rent Structure	Turnover
Antioch Manor Estates*	Senior LIHTC/Market	8%
Antioch Villas And Gardens*	Senior LIHTC/Market/PBRA	0%
Forest Heights Apartments	Senior LIHTC/Market/PBRA	0%
Magnolia Circle*	Senior LIHTC/Market	20%
Retreat At Madison Place*	Senior LIHTC	30%
Avery Glen Apartments	Market	0%
Clairmont Crest	Senior Market	0%
Clarion Apartments	Market	0%
Decatur Crossing	Market	0%
Park Summit	Market	0%
Parkway Grand Apartments	Market	0%

*Located outside PMA

The voucher usage at the comparable properties ranges from zero to 30 percent and eight of the 11 comparables reported no voucher usage. Usage among the senior affordable properties ranges from zero to 30 percent. It should be noted that several of the affordable comparables offer some subsidized units and vouchers are not necessary for these units. The voucher usage in the local market appears to be low. Of the Subject’s 92 units, 15 will benefit from subsidy and vouchers will not be necessary among these units. We believe the Subject will have a relatively low voucher usage between 10 and 15 percent.

Lease Up History

We were able to obtain absorption information from four comparable senior properties, all of which are located outside of the PMA. However, due to development timing, the majority of this data is relatively dated as all but one of the comparables below were completed prior to 2008.

ABSORPTION					
Property Name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed/ Month
Antioch Villas and Gardens*	LIHTC/Market/PBRA	Senior	2012	106	35
Retreat at Madison Place*	LIHTC	Senior	2007	160	14
Antioch Manor Estates*	LIHTC/Market	Senior	2005	120	24
Magnolia Circle*	LIHTC/Market	Senior	2003	84	14
Average				118	22

*Located outside PMA

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Antioch Villas and Gardens was the most recent senior affordable property, though it is located outside of the PMA in an inferior location. The absorption rates reported by the comparables ranged from 14

to 35 units per month with an average of 22 units per month. The Subject's location is superior to all of these comparables. Based on the absorption pace reported by the comparable properties, the waiting lists at the LIHTC comparables, and the strong demand for affordable senior housing in Decatur, we anticipate that the Subject will absorb 25 units per month, for an absorption period of three to four months.

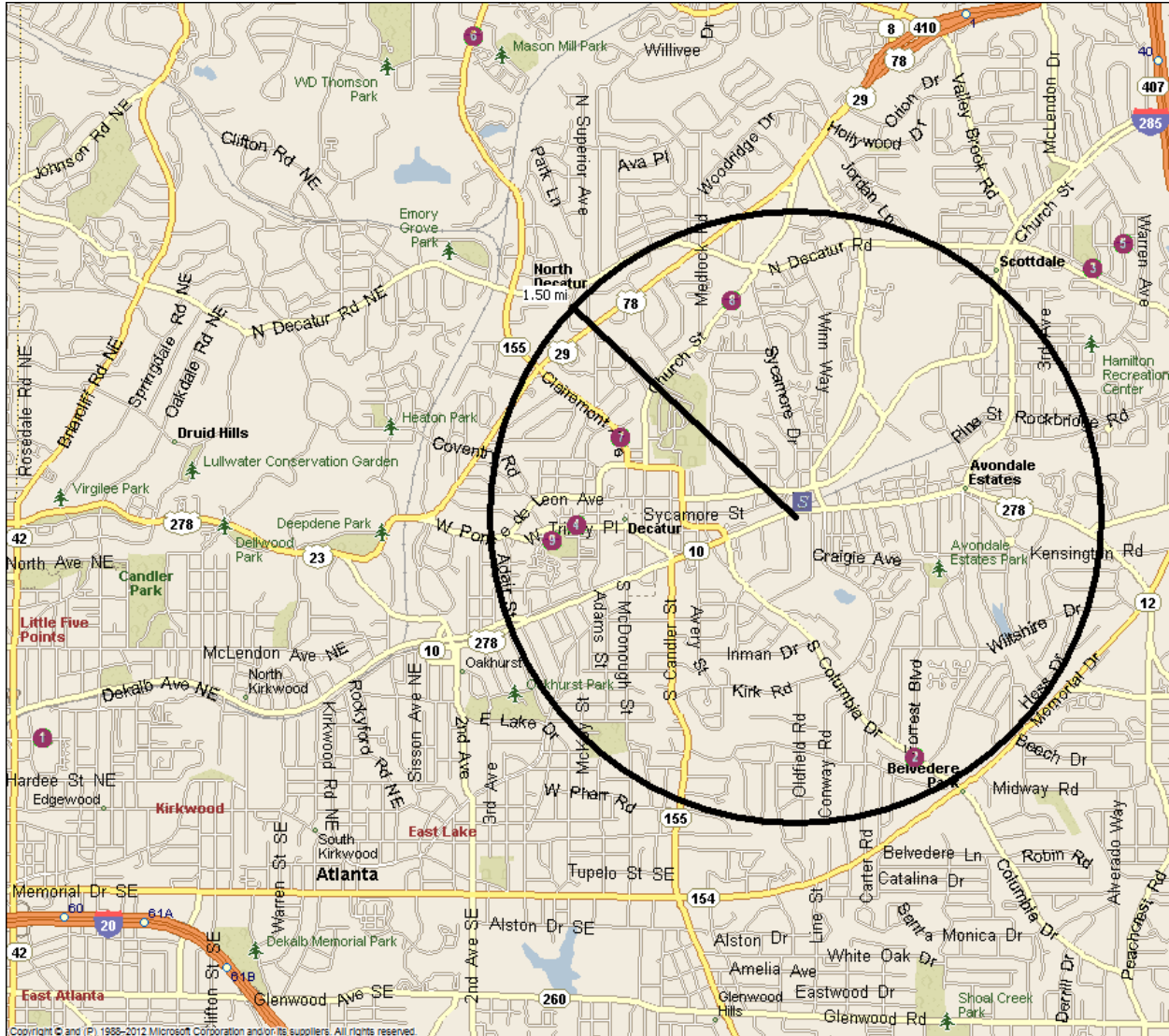
Phased Developments

The Subject will be the first phase of the multi-phase mixed-use development of consisting of senior and general population affordable and market rate apartment units, condominium units, and 20,800 square feet of commercial space. Because the Subject will be the first phase, no additional analysis is necessary.

Rural Areas

The Subject is not located in a rural area.

3. Competitive Project Map



COMPETITIVE PROJECTS IN PMA						
#	Property Name	Type	Tenancy	Included/ Excluded	Reason for Exclusion	Distance
S	Columbia Avondale Senior	LIHTC/HOME/PBRA/Market	Senior	N/A	N/A	N/A
1	Columbia Senior Residences at Edgewood	LIHTC/PBRA	Senior	Excluded	Subsidized Rents	3.9 miles
2	Forest Heights Apartments	LIHTC/Market/PBRA	Senior	Included	N/A	1.4 miles
3	Retreat at Mills Creek	LIHTC/PBRA	Senior	Excluded	Under Construction	1.9 miles
4	Trinity Walk Phase I	LIHTC/Section 8	Senior	Excluded	Under Construction	1.1 miles
5	Tobie Grant Senior	LIHTC/PBRA	Senior	Excluded	Under Construction	1.9 miles
6	Clairmont Crest	Market	Senior	Included	N/A	2.9 miles
7	Clairmont Oaks	Section 8	Senior	Excluded	Subsidized Rents	0.9 miles
8	Decatur Christian Towers	Section 8	Senior	Excluded	Subsidized Rents	1.1 miles
9	Park Trace Apartments	Section 8	Senior	Excluded	Subsidized Rents	1.2 miles

4. Amenities

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

UNIT MATRIX REPORT

	Columbia Avondale Senior	Antioch Manor Estates	Antioch Villas And Gardens	Forest Heights Apartments	Magnolia Circle	Retreat At Madison Place	Avery Glen Apartments	Clairmont Crest	Clarion Apartments	Decatur Crossing	Park Summit	Parkway Grand Apartments
Comp#	Subject	1	2	3	4	5	6	7	8	9	10	11
Property Information												
Property Type	Midrise (age-restricted) (5 stories)	Lowrise (age-restricted) (3 stories)	Various (age-restricted) (3 stories)	Garden (age-restricted) (2 stories)	Garden (age-restricted) (2 stories)	Midrise (age-restricted) (4 stories)	Garden (3 stories)	Midrise (age-restricted) (5 stories)	Garden (4 stories)	Various (3 stories)	Garden (3 stories)	Garden (4 stories)
Year Built / Renovated	2017 / n/a	2005 / n/a	2012 / n/a	2014 / n/a	2003 / n/a	2007 / n/a	1993 / n/a	1985 / 2014	1990 / n/a	2000 / n/a	1991 / On-going	2001 / n/a
Market (Conv./Subsidy Type)	LIHTC/HOME/PBRA/Market	LIHTC/Market	LIHTC/Market/PBRA	LIHTC/PBRA/Market	LIHTC/Market	LIHTC	Market	Market	Market	Market	Market	Market
Utility Adjustments												
Cooking	no	yes	yes	no	no	no	no	no	no	no	no	no
Water Heat	no	yes	yes	no	no	no	no	no	no	no	no	no
Heat	no	yes	yes	no	no	no	no	no	no	no	no	no
Other Electric	no	yes	yes	no	no	no	no	no	no	no	no	no
Water	no	yes	yes	no	yes	yes	yes	yes	no	no	no	no
Sewer	no	yes	yes	no	yes	yes	yes	yes	no	no	no	no
Trash Collection	yes	yes	yes	yes	yes	yes	yes	yes	no	no	no	no
In-Unit Amenities												
Balcony/Patio	yes	yes	yes	yes	yes	no	no	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpet/Hardwood	no	no	yes	no	no	no	no	no	no	no	no	no
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Coat Closet	yes	yes	yes	yes	yes	yes	no	yes	yes	no	yes	yes
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	yes	no	no	no	no	yes	yes	yes	yes	yes
Ceiling Fan	yes	yes	yes	yes	no	yes	no	no	yes	yes	yes	yes
Fireplace	no	no	no	no	no	no	no	no	yes	yes	yes	no
Garbage Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Hand Rails	yes	yes	yes	yes	yes	yes	no	yes	no	no	no	no
Microwave	yes	yes	yes	no	no	no	yes	no	yes	no	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	yes	yes	yes	yes	yes	yes	no	no	no	no	no	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Vaulted Ceilings	no	no	yes	yes	no	no	no	no	no	no	yes	yes
Walk-In Closet	no	yes	yes	yes	no	no	no	yes	yes	yes	yes	yes
Wall A/C	no	no	no	no	no	no	no	yes	no	no	no	no
Washer/Dryer hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Property Amenities												
Business												
Center/Computer Lab	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	yes
Car Wash	no	no	no	no	no	no	no	no	yes	yes	yes	yes
Carport	no	no	no	no	no	no	no	no	no	yes	no	no
Clubhouse/Meeting Room/Community Room	yes	yes	yes	yes	yes	yes	no	yes	yes	no	yes	yes
Concierge	no	yes	yes	no	no	no	no	no	no	no	no	no
Courtyard	yes	yes	yes	yes	no	no	no	no	no	no	no	no
Elevators	yes	yes	yes	yes	no	yes	no	yes	no	no	no	no
Exercise Facility	yes	yes	yes	yes	no	yes	no	yes	yes	yes	yes	yes
Garage	no	no	no	no	no	no	no	yes	yes	yes	yes	yes
Jacuzzi	no	no	no	no	no	no	no	no	yes	no	no	no
Central Laundry	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Neighborhood Network	no	no	yes	no	no	no	no	no	no	no	no	no
Non-shelter Services	no	yes	no	no	no	no	no	no	yes	no	no	no
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Picnic Area	yes	yes	yes	yes	no	yes	no	yes	yes	yes	no	no
Playground	no	no	no	no	no	no	no	no	yes	no	no	yes
Recreation Areas	no	no	yes	no	no	no	no	no	no	no	no	no
Service Coordination	yes	yes	yes	yes	no	no	no	no	no	no	no	no
Sport Court	no	no	no	no	no	no	no	no	yes	no	no	no
Swimming Pool	no	no	no	no	no	no	yes	yes	yes	yes	yes	yes
Tennis Court	no	no	no	no	no	no	no	no	yes	no	yes	yes
Theatre	yes	no	yes	no	no	yes	no	no	no	no	no	no
Carport Fee	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$30.00	N/A	N/A
Garage Fee	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$25.00	\$50.00	\$125.00	\$125.00	\$75.00
Services												
Adult Education	yes	no	no	no	no	yes	no	no	no	no	no	no
Computer Tutoring	no	yes	no	no	no	no	no	no	no	no	no	no
Shuttle Service	no	yes	yes	no	no	yes	no	yes	no	no	no	no
Security												
In-Unit Alarm	no	yes	no	yes	no	no	yes	no	yes	yes	yes	no
Limited Access	yes	yes	yes	yes	no	yes	no	yes	no	no	yes	yes
Patrol	yes	no	no	yes	yes	no	no	yes	yes	yes	yes	yes
Perimeter Fencing	no	yes	yes	yes	yes	yes	no	no	no	yes	yes	no
Video Surveillance	yes	yes	yes	yes	no	no	no	no	no	yes	no	no
Premium Amenities												
Hairdresser / Barber	no	yes	no	no	no	no	no	yes	no	no	no	no
Medical Professional	no	yes	no	no	no	no	no	yes	no	no	no	no
Other Amenities												
Other			Library, offices for home health agencies		Social Director, Arts & Crafts Room	Walking trails, game room, health seminars			Indoor racquetball court	Cyber cafe		
	n/a	n/a		n/a			n/a	n/a			n/a	n/a

The Subject will offer similar in-unit amenities in comparison to the senior affordable comparables and slightly superior in-unit amenities compared to the market rate comparable properties and similar to slightly superior property amenities. The Subject will offer microwaves, a courtyard, elevators, garage parking, service coordination, and a theatre, which are not offered at the majority of the comparables. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior rental market.

5. Senior Tenancy

The Subject will target senior households aged 62 and older. All of the affordable and one of the market rate comparables target seniors exclusively. The following table illustrates the approximate percent of senior tenants at the surveyed properties.

SENIOR TENANCY		
Property Name	Rent Structure	Percent of Senior Tenants
Antioch Manor Estates*	Senior LIHTC/Market	100%
Antioch Villas And Gardens*	Senior LIHTC/Market	100%
Forest Heights Apartments	Senior LIHTC/Market/PBRA	100%
Magnolia Circle*	Senior LIHTC/Market	100%
Retreat At Madison Place*	Senior LIHTC	100%
Avery Glen Apartments	Market	10%
Clairmont Crest	Senior Market	100%
Clarion Apartments	Market	N/Av
Decatur Crossing	Market	2%
Park Summit	Market	3%
Parkway Grand Apartments	Market	N/Av

*Located outside PMA

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY				
Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Antioch Manor Estates*	Senior LIHTC/Market	120	0	0.0%
Antioch Villas And Gardens*	Senior LIHTC/Market/PBRA	106	0	0.0%
Forest Heights Apartments**	Senior LIHTC/Market/PBRA	80	21	26.2%
Magnolia Circle*	Senior LIHTC/Market	84	0	0.0%
Retreat At Madison Place*	Senior LIHTC	160	1	0.6%
Avery Glen Apartments	Market	118	0	0.0%
Clairmont Crest	Senior Market	200	0	0.0%
Clarion Apartments	Market	217	5	2.3%
Decatur Crossing	Market	180	5	2.8%
Park Summit	Market	148	4	2.7%
Parkway Grand Apartments	Market	313	8	2.6%
Total		1,726	44	2.5%
Total Excluding Property in Lease-Up		1,646	23	1.4%

*Located outside PMA

**In Lease-up

It should be noted that Forest Heights Apartments was renovated in 2014 and the property is currently in lease-up. The property manager reported that they have an extensive waiting list that is being used to fill the vacant units. As illustrated, vacancy rates in the market range from zero to 2.8 percent, averaging 1.4 percent when excluding the comparable in lease-up.

The affordable senior comparables reported vacancy rates ranging from zero to 0.6 percent with only one vacant unit among them and an overall vacancy rate of 0.2 percent, when excluding Forest Heights Apartments. These rates indicate strong demand for affordable senior housing. Additionally, several of the senior affordable properties and some of the market rate properties maintain waiting lists and all of the senior affordable comparables' property managers indicated strong demand for affordable senior housing in the market.

The market rate vacancy rate ranges from zero to 2.8 percent, averaging 1.9 percent, which is considered low. The one senior market rate comparable reported a vacancy rate of zero. The majority of the market rate properties reported strong demand for rental housing in the market. Overall, we believe the conventional market is strong based on the low average vacancy rate.

We anticipate that the Subject will perform similarly to the stabilized senior affordable comparables and will maintain a vacancy rate of three percent or less. If allocated, we do not believe that the Subject will impact the performance of the existing LIHTC properties, as they reported significant demand for affordable senior housing in the local market. Additionally, the Subject will operate with project-based rental assistance on some units and tenants will pay 30 percent of their income towards rent for these units.

7. Properties Under Construction and Proposed

We are aware of five LIHTC allocations within the PMA since 2012. Retreat at Mills Creek was allocated tax credits in 2014 for the new construction of an 80-unit senior LIHTC/PBRA development to be located at 3218 Tobie Circle in Scottdale, approximately 1.9 miles northeast of the Subject site, within the PMA. The project will involve the new construction of a four-story midrise elevator-serviced building and 16 of the 80 units will benefit from rental assistance through the Housing Authority of DeKalb County. The property will offer 12 one-bedroom and four two-bedroom units at the 50 percent AMI level with project-based rental assistance, and 48 one-bedroom and 16 two-bedroom units at the 60 percent AMI level without any form of rental assistance. A prior phase to this development known throughout the application process at Tobie Grant Senior was awarded LIHTC funds in 2013 and will be discussed below. All 80 of the units at this development will compete with the Subject directly. This project is expected to be completed by December 31, 2016.

Trinity Walk Phase I was awarded LIHTC funds in 2014 for the redevelopment of an existing Section 8 development. The existing structures will be demolished and re-built and will consist of seven three-story garden-style buildings containing 69 units, all of which will be restricted at the 60 percent AMI level. Of the 69 units proposed, 20 one-bedroom units will target seniors and 49 will target the general population. This development will be located at 421 West Trinity Place in Decatur, approximately 1.1 miles west of the Subject and within the PMA. This development is expected to be completed by July 2016 and the 20 senior units will compete with the Subject directly.

Tobie Grant Senior was granted LIHTC funds in 2013 for the RAD redevelopment of an existing Public Housing development known as Tobie Grant Manor. This development is located along the north side of Tobie Circle between its intersections with Gifford Drive and Parkside Drive in Scottdale, approximately 1.9 miles northeast of the Subject site and within the PMA. Upon completion, this development will offer 99 one and two-bedroom LIHTC/RAD/PBRA units in addition to one non-revenue generating manager's unit. All units will be LIHTC restricted at the 60 percent AMI level; however, tenants will pay just 30 percent of their income towards rents due to the subsidies in place. This development is currently under construction, is expected to be completed by August 2015. The subsidized units at this development will compete directly with the Subject's subsidized units.

Forest Heights Apartments was granted LIHTC funds in 2012 for the redevelopment of an existing LIHTC property that had been vacant for over one year. This project consists of the demolition of the existing buildings and the new construction of an 80-unit senior multifamily development. This property offers one and two-bedroom units. Most units (71 units) will be restricted to seniors earning 50 and 60 percent of the AMI or less, with nine of the units operating as unrestricted market rate units. Of the 71 affordable units, 48 will operate with PBRA and six will operate with a Public Housing subsidy. This development will be located at 1048 South Columbia Drive in Decatur, approximately 1.3 miles southeast of the Subject site and will compete with the Subject directly. This development has been utilized as a comparable in this report.

Allen Wilson Phase III, the final phase of the RAD redevelopment of an existing Public Housing development, was allocated LIHTC funds in 2012. This phase offers 71 one, two, and three-bedroom LIHTC/Section 8 units restricted at the 50 and 60 percent AMI levels and targets the general population. This development has been completed and is 100 percent occupied. Because this development targets the general population, it will not be competitive with the Subject. Further, it has not been utilized as a comparable as all units benefit from project-based subsidy and tenants pay 30 percent of their income towards rent. It should be noted that Phase I of this development was granted funds in 2009 and Phase II was granted funds in 2010, and both have been completed. Combined, all three phases will offer 191 units and they will not compete with the Subject due to the differing tenancy.

8. Rental Advantage

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

SIMILARITY MATRIX								
#	Property Name	Type	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Antioch Manor Estates	Senior	Similar	Similar	Inferior	Inferior	Slightly Inferior	-25
2	Antioch Villas And	Senior	Similar	Slightly Inferior	Inferior	Slightly Inferior	Slightly Inferior	-25
3	Forest Heights	Senior	Slightly Inferior	Similar	Inferior	Inferior	Similar	-25
4	Magnolia Circle	Senior	Inferior	Slightly Inferior	Inferior	Inferior	Similar	-35
5	Retreat At Madison	Senior	Slightly Inferior	Slightly Inferior	Inferior	Slightly Inferior	Similar	-25
6	Avery Glen Apartments	Market	Inferior	Slightly Inferior	Slightly Inferior	Inferior	Slightly Superior	-25
7	Clairmont Crest	Senior	Slightly Inferior	Similar	Inferior	Inferior	Similar	-25
8	Clarion Apartments	Market	Slightly Superior	Similar	Slightly Inferior	Inferior	Slightly Superior	-5
9	Decatur Crossing	Market	Similar	Similar	Slightly Inferior	Inferior	Superior	-5
10	Park Summit	Market	Similar	Similar	Slightly Inferior	Inferior	Similar	-15
11	Parkway Grand	Market	Similar	Similar	Slightly Inferior	Inferior	Superior	-5

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

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

LIHTC RENT COMPARISON - @50%		
Property Name	1BR	2BR
Columbia Avondale Senior (Subject)	\$517	\$615
2015 HOME Maximum (Net)	\$517	\$615
2015 LIHTC Maximum (Net)	\$507	\$602
Hold Harmless LIHTC Maximum (Net)	\$570	\$680
Antioch Manor Estates	\$566	\$663
Antioch Villas And Gardens	\$566	\$639
Forest Heights Apartments	\$628	\$677
Magnolia Circle	\$504	\$598
Average (excluding Subject)	\$566	\$644

LIHTC RENT COMPARISON - @60%		
Property Name	1BR	2BR
Columbia Avondale Senior (Subject)	\$645	\$764
2015 LIHTC Maximum (Net)	\$645	\$769
2015 HOME Maximum (Net)	\$645	\$764
Hold Harmless LIHTC Maximum (Net)	\$707	\$832
Antioch Manor Estates	\$635	\$750
		\$740
Antioch Villas And Gardens	\$677	\$802
Forest Heights Apartments	\$636	\$779
	\$628	
Magnolia Circle	\$550	\$651
Retreat At Madison Place	\$704	\$750
Average (excluding Subject)	\$638	\$745

The Subject’s proposed 50 and 60 percent AMI LIHTC/HOME rents are set at maximum allowable levels.

Since some of the comparable properties were built prior to 2010, they have been “held harmless” to the recent decrease in AMI and have a higher maximum allowable gross rent level than the Subject, which will be completed in 2017. When rents are “held harmless” a property owner is not required to decrease rents in light of a decrease in the AMI. Instead, the property may continue operating with rent restrictions based upon the higher AMI level prior to the decrease. Note that the 2015 AMI in DeKalb County increased 6.1 percent, but remains below the 2010 AMI level. Per the Georgia DCA 2015 guidelines, the market study analyst must use the maximum rent and income limits from the same year as the utility allowance. The developer provided a property-specific HUD utility allowance modeling for the Subject effective May 4, 2015; therefore, we have utilized the 2015 maximum income and rent limits.

With the exception of Magnolia Circle, all of the comparable properties reported achieving maximum allowable rents at both the 50 and 60 percent AMI levels. The property manager at Magnolia Circle reported that the LIHTC rents have not increased since 2010 to provide an additional level of affordability to the tenants. Retreat at Madison Place and Antioch Villas and Gardens are considered the most comparable affordable properties. The Subject will be age-restricted, similar to both of these comparables and will offer a superior location relative to both of these comparables. The Subject will offer a slightly superior in-unit amenities package relative to both of these comparables. Antioch Villas and Gardens offers a similar property amenities package, slightly inferior unit sizes, and slightly inferior condition as this comparable was constructed in 2012. Retreat at Madison Place offers a slightly inferior property amenities package, similar unit sizes, and slightly inferior condition as this comparable was constructed in 2007. Additionally, the Subject will offer an elevator-serviced midrise design, which is generally similar to the design of these comparables. Overall, the Subject will be slightly superior in comparison to both comparables based largely on the anticipated slightly superior condition of the proposed Subject upon completion.

The comparable senior affordable properties that are stabilized are exhibiting a weighted average vacancy rate of 0.2 percent with only one vacant unit, which is considered excellent. Further, the majority of the affordable senior comparables and some market rate comparables maintain waiting lists. We believe the low vacancy rate and existence of waiting lists at the comparable properties demonstrates demand for affordable senior housing in the market. We believe the Subject is feasible as proposed, particularly with its project-based rental assistance on a portion of the units, which is in high demand among senior households in the PMA, and its location adjacent to a MARTA station.

Analysis of “Market Rents”

Per DCA’s market study guidelines, “average market rent is to be a reflection of rents that are achieved in the market. In other words, the rents the competitive properties are currently receiving. Average market rent is not ‘Achievable unrestricted market rent.’ In an urban market with many tax credit comps, the average market rent might be the weighted average of those tax credit comps. In cases where there are few tax credit comps, but many market rate comps with similar unit designs and amenity packages, then the average market rent might be the weighted average of those market rate comps. In a small rural market there may be neither tax credit comps nor market rate comps with similar positioning as the subject. In a case like that the average market rent would be a weighted average of whatever rents were present in the market.”

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

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

SUBJECT COMPARISON TO MARKET RENTS					
Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
Low HOME (50% AMI)					
1BR/1BA	\$517	\$659	\$1,496	\$956	-45.9%
2BR/1BA	\$615	\$733	\$1,702	\$1,094	-43.8%
High HOME/LIHTC (60% AMI)					
1BR/1BA	\$645	\$659	\$1,496	\$956	-32.5%
2BR/1BA	\$764	\$733	\$1,702	\$1,094	-30.2%
Market Rate					
1BR/1BA	\$1,001	\$659	\$1,496	\$956	4.7%
2BR/1BA	\$1,251	\$733	\$1,702	\$1,094	14.3%

The Subject’s proposed one and two-bedroom low HOME rents will offer a 43.8 to 45.9 percent advantage over the average market rents, the proposed high HOME/LIHTC rents will offer a 30.2 to 32.5 percent advantage over the average market rents, and the proposed one and two-bedroom market rate rents will be at a 4.7 to 14.3 percent disadvantage over the average market rents, respectively. The Subject’s remaining units will operate with subsidy and therefore will have a rental advantage over the comparables that do not offer a subsidy.

9. LIHTC Competition – DCA Funded Properties within the PMA

There have been five properties funded, placed in service, or under construction within the PMA since 2012. Retreat at Mills Creek was allocated tax credits in 2014 for the new construction of an 80-unit senior LIHTC/PBRA development to be located at 3218 Tobie Circle in Scottdale, approximately 1.9 miles northeast of the Subject site, within the PMA. The project will involve the new construction of a four-story midrise elevator-serviced building and 16 of the 80 units will benefit from rental assistance through the Housing Authority of DeKalb County. The property will offer 12 one-bedroom and four two-bedroom units at the 50 percent AMI level with project-based rental assistance, and 48 one-bedroom and 16 two-bedroom units at the 60 percent AMI level without any form of rental assistance. A prior phase to this development known throughout the application process at Tobie Grant Senior was awarded LIHTC funds in 2013 and will be discussed below. All 80 of the units at this development will compete with the Subject directly. This project is expected to be completed by December 31, 2016.

Trinity Walk Phase I was awarded LIHTC funds in 2014 for the redevelopment of an existing Section 8 development. The existing structures will be demolished and re-built and will consist of seven three-story garden-style buildings containing 69 units, all of which will be restricted at

the 60 percent AMI level. Of the 69 units proposed, 20 one-bedroom units will target seniors and 49 will target the general population. This development will be located at 421 West Trinity Place in Decatur, approximately 1.1 miles west of the Subject and within the PMA. This development is expected to be completed by July 2016 and the 20 senior units will compete with the Subject directly.

Tobie Grant Senior was granted LIHTC funds in 2013 for the RAD redevelopment of an existing Public Housing development known as Tobie Grant Manor. This development is located along the north side of Tobie Circle between its intersections with Gifford Drive and Parkside Drive in Scottdale, approximately 1.9 miles northeast of the Subject site and within the PMA. Upon completion, this development will offer 99 one and two-bedroom LIHTC/RAD/PBRA units in addition to one non-revenue generating manager's unit. All units will be LIHTC restricted at the 60 percent AMI level; however, tenants will pay just 30 percent of their income towards rents due to the subsidies in place. This development is currently under construction, is expected to be completed by August 2015. The subsidized units at this development will compete directly with the Subject's subsidized units.

Forest Heights Apartments was granted LIHTC funds in 2012 for the redevelopment of an existing LIHTC property that had been vacant for over one year. This project consists of the demolition of the existing buildings and the new construction of an 80-unit senior multifamily development. This property offers one and two-bedroom units. Most units (71 units) will be restricted to seniors earning 50 and 60 percent of the AMI or less, with nine of the units operating as unrestricted market rate units. Of the 71 affordable units, 48 will operate with PBRA and six will operate with a Public Housing subsidy. This development will be located at 1048 South Columbia Drive in Decatur, approximately 1.3 miles southeast of the Subject site and will compete with the Subject directly. This development has been utilized as a comparable in this report.

Allen Wilson Phase III, the final phase of the RAD redevelopment of an existing Public Housing development, was allocated LIHTC funds in 2012. This phase offers 71 one, two, and three-bedroom LIHTC/Section 8 units restricted at the 50 and 60 percent AMI levels and targets the general population. This development has been completed and is 100 percent occupied. Because this development targets the general population, it will not be competitive with the Subject. Further, it has not been utilized as a comparable as all units benefit from project-based subsidy and tenants pay 30 percent of their income towards rent. It should be noted that Phase I of this development was granted funds in 2009 and Phase II was granted funds in 2010, and both have been completed. Combined, all three phases will offer 191 units and they will not compete with the Subject due to the differing tenancy.

10. Rental Trends in the PMA

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

PMA TENURE PATTERNS OF SENIORS 62+				
Year	Renter-Occupied Units	Percentage Owner-Occupied	Owner-Occupied Units	Percentage Renter-Occupied
2000	3,418	38.8%	5,392	61.2%
2010	2,742	33.7%	5,392	66.3%
2015	3,289	35.0%	6,102	65.0%
Projected Mkt Entry 2019	3,646 3,868	34.7% 34.5%	6,869 7,347	65.3% 65.5%

Source: ESRI Demographics 2014, Novogradac & Company LLP, 4/2015

Renter-occupied senior housing units dominate the PMA with 65 percent of senior housing units being renter-occupied, which is similar to the MSA. Both the number and percentage of senior renter-occupied housing units are projected to increase through the projected market entry date and through 2019.

Historical Vacancy

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

HISTORICAL VACANCY										
Comparable Property	Type	Total Units	1QTR 2009	3QTR 2009	4QTR 2010	1QTR 2011	2QTR 2012	4QTR 2013	1QTR 2014	1QTR 2015
Antioch Manor Estates	Senior LIHTC/Market	120	N/A	N/A	0.0%	0.0%	0.0%	N/A	0.0%	0.0%
Antioch Villas And Gardens	Senior LIHTC/Market/PBRA	106	N/A	N/A	N/A	N/A	0.0%	N/A	0.0%	0.0%
Forest Heights Apartments	Senior LIHTC/Market/PBRA	80	0.0%	3.6%	N/A	N/A	0.0%	N/A	N/A	N/A
Magnolia Circle	Senior LIHTC/Market	84	N/A	N/A	N/A	N/A	0.0%	N/A	N/A	0.0%
Retreat At Madison Place	Senior LIHTC	160	N/A	N/A	7.5%	8.7%	2.5%	N/A	2.5%	0.0%
Avery Glen Apartments	Market	118	N/A	N/A	0.0%	N/A	N/A	0.8%	0.0%	0.0%
Clairmont Crest	Senior Market	200	0.9%	N/A	3.5%	3.5%	5.0%	2.0%	0.0%	0.0%
Clarion Apartments	Market	217	N/A	3.7%	N/A	N/A	N/A	N/A	4.1%	2.3%
Decatur Crossing	Market	180	7.8%	N/A	3.9%	3.3%	0.6%	10.6%	5.0%	2.8%
Park Summit	Market	148	N/A	6.1%	2.7%	N/A	N/A	3.4%	2.0%	2.7%
Parkway Grand Apartments	Market	313	9.3%	N/A	8.9%	12.1%	N/A	4.2%	N/A	2.6%

As illustrated in the table, we were able to obtain the historical vacancy rates at several of the comparable properties over the last six years. However, we were not able to obtain all the historical vacancy rates for each individual year. In general, the comparable properties have maintained low vacancy rates. The comparable properties are generally similar to previous years of analysis.

Change in Rental Rates

The following table illustrates rental rate increases as reported by the comparable properties.

RENT GROWTH		
Property Name	Rent Structure	Rent Growth
Antioch Manor Estates*	Senior LIHTC/Market	None
Antioch Villas And Gardens*	Senior LIHTC/Market/PBRA	None
Forest Heights Apartments	Senior LIHTC/Market/PBRA	N/A
Magnolia Circle*	Senior LIHTC/Market	None
Retreat At Madison Place*	Senior LIHTC	Increased to Max
Avery Glen Apartments	Market	Increased \$10
Clairmont Crest	Senior Market	Fluctuated
Clarion Apartments	Market	2/3BR inc. 2-4%
Decatur Crossing	Market	Fluctuates daily
Park Summit	Market	None
Parkway Grand Apartments	Market	LRO; fluctuates daily

*Located outside PMA

Three of the comparable properties reported rent increases, while four reported no change, and three reported that rents have fluctuated.

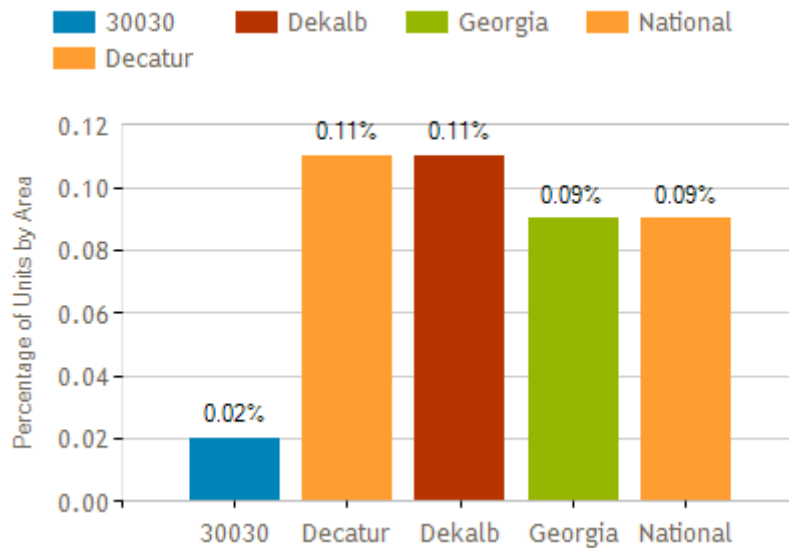
11. Impact of Foreclosed, Abandoned and Vacant Structures

According to RealtyTrac.com “there are currently 25 properties in the Subject’s zip code (30030) that are in some stage of foreclosure (default, auction or bank owned) while the number of homes listed for sale on RealtyTrac is 138.

In March 2015, the number of properties that received a foreclosure filing in the Subject’s zip code was the same as in the previous month and the same time last year.

Home sales for February 2015 were down 17 percent compared with the previous month, and down 35 percent compared with a year ago. The median sales price of a non-distressed home was \$294,250. The median sales price of a foreclosure home was \$123,648, or 58 percent lower than non-distressed home sales.”

The following chart compares the foreclosure rate in the Subject’s zip code to that of the city, county, state, and nation as a whole.



Source: Realtytrac.com, 4/2015

12. Primary Housing Void

According to Natasha Brown with the Housing Authority of DeKalb County, the authority currently maintains an extensive waiting list for Section 8 applicants, and the waiting list is currently closed. Further, the property manager at the senior comparables both within and just outside the PMA reported strong demand for affordable senior housing in this area.

13. Effect of Subject on Other Affordable Units in Market

Of the Subject's 92 units, 15 will operate with subsidy. We are aware of several proposed LIHTC developments; however, given the lack of existing senior affordable developments within the PMA, the low vacancy rates and waiting lists reported at the senior comparables, and the indications of the *Project Specified Demand Analysis*, we do not believe the construction of the Subject will hinder the other existing and proposed affordable units in the market.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The senior affordable and market rate comparables are performing well, with a weighted vacancy rate of 1.4 percent when excluding the property in lease-up. The affordable senior comparables reported vacancy rates ranging from zero to 0.6 percent with only one vacant unit among them and an overall vacancy rate of 0.2 percent, when excluding the comparable in lease-up. These rates indicate strong demand for affordable senior housing. Additionally, several of the senior affordable properties and some of the market rate properties maintain waiting lists and all of the senior affordable comparables' property managers indicated strong demand for affordable senior housing in the market. The Subject will offer similar in-unit amenities in comparison to the senior affordable comparables and slightly superior in-unit amenities compared to the market rate comparable properties and similar to slightly superior property amenities. The Subject will offer microwaves, a courtyard, elevators, garage parking, service coordination, and a theatre, which are not offered at the majority of the comparables. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior rental market. As new construction, the Subject will be in excellent condition upon completion and will be considered slightly superior to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit

sizes will be competitive with the comparable properties. In general, the Subject will be slightly superior to superior to the comparable properties. Of the Subject's 92 units, 15 will benefit from rental assistance, where tenants pay 30 percent of their income towards rent. Due to the low vacancy rates at the comparables, the waiting lists present in the market, and the reported demand for additional affordable senior housing in the Subject's market area, we believe that the Subject is feasible as proposed and will fill a void in the market and will perform well.

I. ABSORPTION & STABILIZATION RATES

Stabilization/Absorption Rate

We were able to obtain absorption information from four comparable senior properties, all of which are located outside of the PMA. However, due to development timing, the majority of this data is relatively dated as all but one of the comparables below were completed prior to 2008.

ABSORPTION					
Property Name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed/ Month
Antioch Villas and Gardens*	LIHTC/Market/PBRA	Senior	2012	106	35
Retreat at Madison Place*	LIHTC	Senior	2007	160	14
Antioch Manor Estates*	LIHTC/Market	Senior	2005	120	24
Magnolia Circle*	LIHTC/Market	Senior	2003	84	14
Average				118	22

*Located outside PMA

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Antioch Villas and Gardens was the most recent senior affordable property, though it is located outside of the PMA in an inferior location. The absorption rates reported by the comparables ranged from 14 to 35 units per month with an average of 22 units per month. The Subject's location is superior to all of these comparables. Based on the absorption pace reported by the comparable properties, the waiting lists at the LIHTC comparables, and the strong demand for affordable senior housing in Decatur, we anticipate that the Subject will absorb 25 units per month, for an absorption period of three to four months.

J. INTERVIEWS

Housing Authority of DeKalb County

We spoke to Natasha Brown, Housing Choice Voucher Call Center Representative for the DeKalb County Housing Authority, to get details on the county's Section 8 program. Ms. Brown was unable to provide information about the number of housing choice vouchers issued in the area, or the number of vouchers that were currently in use. According to Ms. Brown, the housing authority currently maintains an extensive waiting list for Section 8 applicants, and the waiting list is currently closed. There are no preferences for applicants on the waiting list. The current payment standard for DeKalb County can be found in the following table.

Gross Payment Standards	
1BR	\$757
2BR	\$874

Source: Housing Authority of DeKalb County, 4/2015

The Subject's rents for the non-subsidy units are above the current payment standards, indicating that voucher tenants will not be eligible to reside at the Subject.

Planning

We interviewed Amanda Thompson, Planning Director for the City of Decatur. According to Ms. Thompson, there are three mid-rise market-rate residential developments which are all expected to be completed by the end of 2015. The Place on Ponce is located at 315 West Ponce De Leon Avenue. This property will contain 230 unrestricted units, and is expected to be completed in the summer of 2015. At 120 Clairemont Avenue is an under construction 170-unit market-rate family development expected to be completed in August 2015, which will be called the Alexan Decatur. Finally, in the Trinity Triangle, a third market-rate multifamily property is being developed. The project includes 210 upscale apartment units with ground floor retail uses. It is being coordinated with planned streetscape improvements along the Trinity corridor as well. Due to the differing tenancy of these developments, they will not compete with the Subject directly.

Decatur Community and Economic Development Department

We attempted to contact the Decatur Community and Economic Development Department; however, as of the date of this report our calls were not returned.

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

K. CONCLUSIONS AND RECOMMENDATIONS

Conclusions

- The senior population in the PMA increased from 2010 to 2015, while the senior population in the MSA and nation also experienced growth over this same time period. This trend is expected to continue over the next five years and the senior population in the PMA is expected to increase at a slightly slower rate than the MSA and a similar rate compared to the nation through 2017. We believe the sustained growth of the senior population in the PMA is a positive indication of demand for the Subject's proposed age-restricted units. Approximately 14.4 percent of the population in the PMA will be age 62 and older by the projected market entry date of August 2017. The total number of senior households in the PMA increased 1.5 percent from 2010 to 2015. Over the same period of time, the total number of senior households in the MSA increased 3.7 percent. The total number of senior households in the PMA is expected to increase at a faster annual rate of 4.9 percent, while the total number of households in the MSA is projected to increase at an annual rate of 5.8 percent through the market entry date.

Senior renter households earning under \$30,000 in the PMA comprise 69.4 percent of all income cohorts. Since some of the Subject's units will operate with a project-based subsidy and tenants will pay 30 percent of their income towards rent, the Subject will target senior households earning between \$0 and \$40,920 for the affordable units; therefore, the Subject should be well-positioned to service this market. The Subject will also offer market rate units which will have no maximum income limitations; as such, an even larger portion of senior households will be eligible to reside at the Subject. It should be noted that the area median income (AMI) in DeKalb County declined in 2013 and 2014 but increased in 2015.

Overall, the demographic data points to a growing senior population with household incomes in line with the Subject's target. We believe the expected senior population and household growth in the PMA bodes well for the Subject's proposed units.

- Educational services, professional/scientific/technical services, and health care/social assistance are the largest industries within the PMA. Combined they represent approximately 43.1 percent of total employment within the PMA. These industries have historically been stable, with educational services and health care/social assistance both experiencing growth over the past decade. The MSA appears to be recovering well as total employment has increased each year from 2011 to 2014 year-to-date. Despite these recent increases, total employment in the MSA has yet to reach pre-recessionary levels. Total employment in the nation has exceeded pre-recessionary levels as of December 2014. From December 2013 to December 2014, total employment has increased by 1.6 percent in the MSA compared to an increase of 1.9 percent nationally. From December 2013 to December 2014, the unemployment rate in the MSA decreased 0.9 percentage points, compared to a decrease of 1.1 percentage points nationally. The unemployment rate in the MSA as of December 2014 was 6.1 percent, which was 0.7 percentage points above the national rate of 5.4 percent. The current unemployment rate in the MSA represents a significant decrease from recessionary levels but has yet to reach pre-recessionary levels, indicating that the local economy is still in a state of recovery.

- The Subject’s capture rates range from 1.0 to 51.6 percent, with an overall capture rate of 9.2 percent for the affordable units. Therefore, we believe there is adequate demand for the Subject.
- We were able to obtain absorption information from four comparable senior properties, all of which are located outside of the PMA. However, due to development timing, the majority of this data is relatively dated as all but one of the comparables below were completed prior to 2008.

ABSORPTION					
Property Name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed/ Month
Antioch Villas and Gardens*	LIHTC/Market/PBRA	Senior	2012	106	35
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Magnolia Circle*	LIHTC/Market	Senior	2003	84	14
Average				118	22

*Located outside PMA

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. Antioch Villas and Gardens was the most recent senior affordable property, though it is located outside of the PMA in an inferior location. The absorption rates reported by the comparables ranged from 14 to 35 units per month with an average of 22 units per month. The Subject’s location is superior to all of these comparables. Based on the absorption pace reported by the comparable properties, the waiting lists at the LIHTC comparables, and the strong demand for affordable senior housing in Decatur, we anticipate that the Subject will absorb 25 units per month, for an absorption period of three to four months.

- Vacancy rates in the market range from zero to 2.8 percent, averaging 1.4 percent when excluding the comparable in lease-up. The affordable senior comparables reported vacancy rates ranging from zero to 0.6 percent with only one vacant unit among them and an overall vacancy rate of 0.2 percent, when excluding Forest Heights Apartments. These rates indicate strong demand for affordable senior housing. Additionally, several of the senior affordable properties and some of the market rate properties maintain waiting lists and all of the senior affordable comparables’ property managers indicated strong demand for affordable senior housing in the market.

The market rate vacancy rate ranges from zero to 2.8 percent, averaging 1.9 percent, which is considered low. The one senior market rate comparable reported a vacancy rate of zero. The majority of the market rate properties reported strong demand for rental housing in the market. Overall, we believe the conventional market is strong based on the low average vacancy rate.

We anticipate that the Subject will perform similarly to the stabilized senior affordable comparables and will maintain a vacancy rate of three percent or less. If allocated, we do not believe that the Subject will impact the performance of the existing LIHTC

properties, as they reported significant demand for affordable senior housing in the local market. Additionally, the Subject will operate with project-based rental assistance on some units and tenants will pay 30 percent of their income towards rent for these units.

- Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The senior affordable and market rate comparables are performing well, with a weighted vacancy rate of 1.4 percent when excluding the property in lease-up. The affordable senior comparables reported vacancy rates ranging from zero to 0.6 percent with only one vacant unit among them and an overall vacancy rate of 0.2 percent, when excluding the comparable in lease-up. These rates indicate strong demand for affordable senior housing. Additionally, several of the senior affordable properties and some of the market rate properties maintain waiting lists and all of the senior affordable comparables' property managers indicated strong demand for affordable senior housing in the market. The Subject will offer similar in-unit amenities in comparison to the senior affordable comparables and slightly superior in-unit amenities compared to the market rate comparable properties and similar to slightly superior property amenities. The Subject will offer microwaves, a courtyard, elevators, garage parking, service coordination, and a theatre, which are not offered at the majority of the comparables. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior rental market. As new construction, the Subject will be in excellent condition upon completion and will be considered slightly superior to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties. In general, the Subject will be slightly superior to superior to the comparable properties. Of the Subject's 92 units, 15 will benefit from rental assistance, where tenants pay 30 percent of their income towards rent. Due to the low vacancy rates at the comparables, the waiting lists present in the market, and the reported demand for additional affordable senior housing in the Subject's market area, we believe that the Subject is feasible as proposed and will fill a void in the market and will perform well.

Recommendations

- We recommend the Subject as proposed.

L. SIGNED STATEMENT REQUIREMENTS

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



Brad Weinberg, MAI, CCIM
Partner
Novogradac & Company LLP
April 16, 2015
Date



Edward R. Mitchell
Senior Real Estate Analyst
Novogradac & Company LLP
April 16, 2015
Date



Lawson Short
Real Estate Analyst
Novogradac & Company LLP
April 16, 2015
Date

M. MARKET STUDY REPRESENTATION

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



Brad Weinberg, MAI, CCIM
Partner
Novogradac & Company LLP
April 16, 2015
Date



Edward R. Mitchell
Senior Real Estate Analyst
Novogradac & Company LLP
April 16, 2015
Date



Lawson Short
Real Estate Analyst
Novogradac & Company LLP
April 16, 2015
Date

N. QUALIFICATIONS

CURRICULUM VITAE
BRAD E. WEINBERG, MAI, CCIM

I. Education

University of Maryland, Masters of Science in Accounting & Financial Management
University of Maryland, Bachelors of Arts in Community Planning

II. Licensing and Professional Affiliations

MAI Member, Appraisal Institute, No. 10790
Certified Investment Member (CCIM), Commercial Investment Real Estate Institute
Member, Urban Land Institute
Member, National Council of Affordable Housing Market Analysts (NCAHMA)

State of Alabama – Certified General Real Estate Appraiser; No. G00628
Washington, D.C. – Certified General Real Estate Appraiser; No. GA10340
State of Georgia – Certified General Real Property Appraiser; No. 221179
State of Maryland – Certified General Real Estate Appraiser; No. 6048
State of South Carolina – Certified General Real Estate Appraiser; No. 4566

III. Professional Experience

Partner, Novogradac & Company LLP
President, Capital Realty Advisors, Inc.
Vice President, The Community Partners Realty Advisory Services Group, LLC
President, Weinberg Group, Real Estate Valuation & Consulting
Manager, Ernst & Young LLP, Real Estate Valuation Services
Senior Appraiser, Joseph J. Blake and Associates
Senior Analyst, Chevy Chase F.S.B.
Fee Appraiser, Campanella & Company

IV. Professional Training

Appraisal Institute Coursework and Seminars Completed for MAI Designation and Continuing Education Requirements

Commercial Investment Real Estate Institute (CIREI) Coursework and Seminars Completed for CCIM Designation and Continuing Education Requirements

V. Speaking Engagements and Authorship

Numerous speaking engagements at Affordable Housing Conferences throughout the Country

Participated in several industry forums regarding the Military Housing Privatization Initiative

Authored “New Legislation Emphasizes Importance of Market Studies in Allocation Process,” *Affordable Housing Finance*, March 2001

VI. Real Estate Assignments

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

- On a national basis, conduct market studies and appraisals for proposed Low-Income Housing Tax Credit properties. Analysis includes preliminary property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis and operating expense analysis to determine appropriate cost estimates.
- Developed a Flat Rent Model for the Trenton Housing Authority. Along with teaming partner, Quadel Consulting Corporation, completed a public housing rent comparability study to determine whether the flat rent structure for public housing units is reasonable in comparison to similar, market-rate units. THA also requested a flat rent schedule and system for updating its flat rents. According to 24 CFR 960.253, public housing authorities (PHAs) are required to establish flat rents, in order to provide residents a choice between paying a “flat” rent, or an “income-based” rent. The flat rent is based on the “market rent”, defined as the rent charged for a comparable unit in the private, unassisted market at which a PHA could lease the public housing unit after preparation for occupancy. Based upon the data collected, the consultant will develop an appropriate flat rent schedule, complete with supporting documentation outlining the methodology for determining and applying the rents. We developed a system that THA can implement to update the flat rent schedule on an annual basis.
- As part of an Air Force Privatization Support Contractor team (PSC) to assist the Air Force in its privatization efforts. Participation has included developing and analyzing housing privatization concepts, preparing the Request for Proposal (RFP), soliciting industry interest and responses to housing privatization RFP, Evaluating RFP responses, and recommending the private sector entity to the Air Force whose proposal brings best value to the Air Force. Mr. Weinberg has participated on numerous initiatives and was the project manager for Shaw AFB and Lackland AFB Phase II.
- Conducted housing market analyses for the U.S. Army in preparation for the privatization of military housing. This is a teaming effort with Parsons Corporation. These analyses were done for the purpose of determining whether housing deficits or surpluses exist at specific installations. Assignment included local market analysis, consultation with installation housing personnel and local government agencies, rent surveys, housing data collection, and analysis, and the preparation of final reports.
- Developed a model for the Highland Company and the Department of the Navy to test feasibility of developing bachelor quarters using public-private partnerships. The model was developed to test various levels of government and private sector participation and contribution. The model was used in conjunction with the market analysis of two test sites to determine the versatility of the proposed development model. The analysis included an analysis of development costs associated with both MILCON and private sector standards as well as the potential market appeal of the MILSPECS to potential private sector occupants.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

EDWARD R. MITCHELL

I. Education

University of Alabama, Tuscaloosa, Alabama
Master of Science – Financial Planning (05/2014)

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

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

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

II. Professional Experience

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

III. Assignments

- Currently conducts market feasibility studies and appraisals of proposed and existing Low-Income Housing Tax Credit (LIHTC) properties.
- Over 20 years' experience in real estate appraisal, investment, development, and construction. Past appraisal assignments include all types of vacant and improved commercial property and special use properties such as rail corridors, Right-of-Way corridors, and recycling plants.

IV. Licensure

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

LAWSON SHORT

I. EDUCATION

St. Edward's University, Austin, Texas

Bachelor of Arts, English Writing and Rhetoric, *2010*

II. PROFESSIONAL EXPERIENCE

Real Estate Analyst – Novogradac & Company LLP, *March 2012 to Present*

Researcher – Novogradac & Company LLP, *March 2011 to March 2012*

III. REAL ESTATE ASSIGNMENTS

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

- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, assisted living, large family, and acquisition with rehabilitation.
- Assisted in the preparation of Rent Comparability Studies for expiring Section 8 contracts and USDA contracts for subsidized properties located throughout the United States. Engagements included interviewing potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties. Analysis includes property screenings, valuation analysis, capitalization rate analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Researched and analyzed local and national economy and economic indicators for specific projects throughout the United States. Research included employment industries analysis, employment historical trends and future outlook, and demographic analysis.
- Examined local and national housing market statistical trends and potential outlook in order to determine sufficient demand for specific projects through the United States.