

# APPRAISAL

Property:  
E.J. Knight Gardens  
3811 Baker Plaza Drive  
Columbus, Muscogee County, Georgia 31903



Type of Property:  
Affordable Multifamily Development  
Renovation

Date of Report:  
August 11, 2015

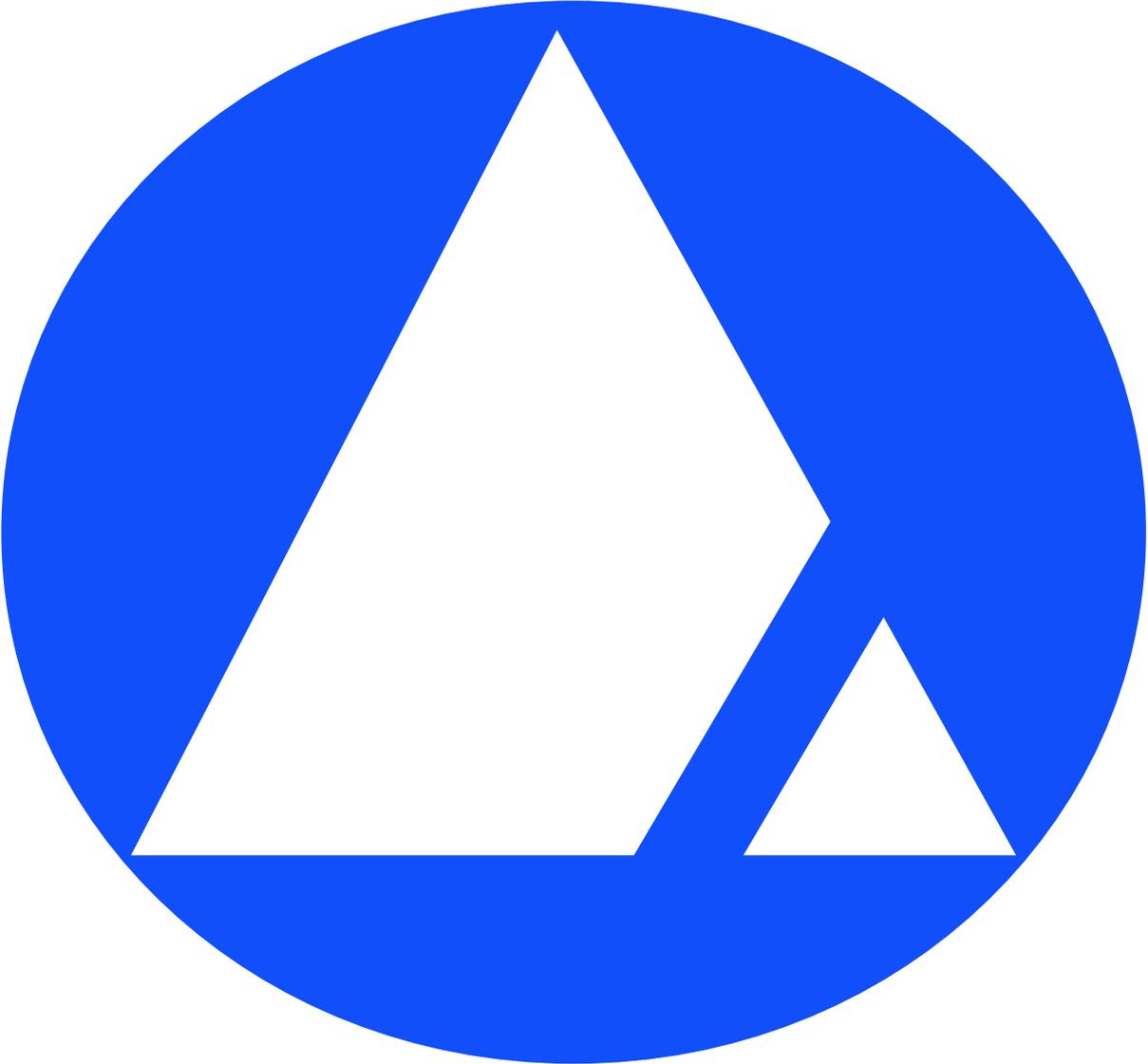
Effective Date:  
August 5, 2015

Date of Site Visit:  
April 27, 2015

Prepared For:  
Ms. Verona Campbell  
Housing Authority of Columbus Georgia  
PO Box 630  
Columbus, Georgia 31902-0630  
Phone: 706-571-2800 ext. 811  
Email: vcampbell@columbushousing.org

Prepared By:  
Allen & Associates Consulting, Inc.  
3116 Glen Summit Drive  
Charlotte, North Carolina 28270  
Phone: 704-905-2276 • Fax: 704-708-4261  
E-mail: jcarroll@allenadvisors.com

File Number:  
15-047





Allen & Associates Consulting, Inc.  
3116 Glen Summit Drive  
Charlotte, North Carolina 28270  
Phone: 704-905-2276 · Fax: 704-708-4261  
E-mail: jcarroll@allenadvisors.com

August 11, 2015

Ms. Verona Campbell  
Housing Authority of Columbus Georgia  
PO Box 630  
Columbus, Georgia 31902-0630

Re: E.J. Knight Gardens

Dear Ms. Verona Campbell:

The subject property, known as EJ Knight Gardens, is an existing public housing development located at 3811 Baker Plaza Drive in Columbus, Muscogee County, Georgia (Parcel # 063-002-001 / 064-040-017). The subject property consists of 52 revenue-producing units originally constructed in 1941. The sponsor has proposed to renovate and refinance the property under the RAD program coupled with tax credit and tax-exempt bond financing. Renovation is planned to commence in 2015 with market entry in 2016. The subject property is an open age development.

The subject property is proposed to consist of 52 revenue-producing units unit including 2-bedroom flats. A total of 52 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; a total of 52 units are proposed to benefit from project-based vouchers after RAD conversion; no units are proposed to benefit from HOME financing. Under the proposed terms of the LIHTC financing, these restrictions will have a term of at least 15 years.

The scope of this report is to estimate the "as complete & stabilized" market value of the property subject to restricted rents as of the date of stabilization. We also provide the following "as complete & stabilized" supplemental values: (1) the hypothetical "as complete & stabilized" value subject to unrestricted rents, (2) the value of any favorable financing, (3) the value of any additional debt capacity at the subject property, and (4) the value of the tax credits associated with the subject property.

In addition, the scope of this report is to estimate the "as is" market value of the subject property assuming that it is converted to an unrestricted market rate property as set forth in PIH-2012-32 (HA), REV-1.

The accompanying report complies with applicable USPAP and Appraisal Institute requirements. Our valuation considered the income, sales comparison, and cost approaches to value. This process involved the collection of market data through discussions with persons familiar with the local real estate market. The completion of the report also included a site visit. This report is presented in an appraisal report format.

The purpose, intended use, and function of the report is to value the subject property for tax credit/bond application purposes. This report should not be used for any other purposes without the express written permission of Allen & Associates Consulting.

The property rights assessed in this appraisal include of the fee simple estate subject to short-term leases of the subject property. The valuation addresses all rights in realty encumbered by applicable zoning, restrictive covenants that run with the land, building code regulations, and any income and rent restrictions associated with the subject property.

The report has been generated for the benefit of our client Housing Authority of Columbus Georgia. Georgia Department of Community Affairs and HUD is named as additional user of the report. No other person or entity may

use the report for any reason whatsoever without our express written permission.

A summary of our findings follows:

Valuation Summary					
Market Value, As Complete & Stabilized					
Value	Footnote	Rent	Financing	Eff Date	\$
Market Value, As Complete & Stabilized	-	Restricted	Market	01-Nov-16	\$1,760,000
Supplemental Values, As Complete & Stabilized					
Value	Footnote	Rent	Financing	Eff Date	\$
Value, As Complete & Stabilized, Unrestricted	-	Unrestricted	Market	01-Nov-16	\$1,610,000
Value, Favorable Financing, CB&T Permanent Loan	-	Restricted	Below Market	01-Nov-16	\$0
Value, Favorable Financing, HACG Acquisition Loan	-	Restricted	Below Market	01-Nov-16	\$856,500
Value, Favorable Financing, HACG Subordinate Loan	-	Restricted	Below Market	01-Nov-16	\$562,000
Value, Additional Debt Capacity	-	Restricted	Market	01-Nov-16	\$0
Value, Tax Credit Equity	-	Restricted	Below Market	01-Nov-16	\$2,025,000
Market Value, As Is					
Value	Footnote	Rent	Financing	Eff Date	\$
Market Value, As Is	-	Unrestricted	Market	05-Aug-15	\$1,000,000
Marketing & Exposure Time					
Value	Footnote	Rent	Financing	Eff Date	Mos
Marketing Time	-	Restricted	Below Market	01-Nov-16	12 months
Exposure Time	-	Restricted	Below Market	01-Nov-16	12 months

The findings and conclusions reported are based on the conditions that exist as of the effective date of this report. These factors are subject to change and may alter, or otherwise affect the findings and conclusions presented in this report.

To the best of our knowledge, this report presents an accurate evaluation of market conditions for the subject property as of the effective date of this report. While the analysis that follows is based upon information obtained from sources believed to be reliable, no guarantee is made of its accuracy.

Feel free to contact us with any questions or comments.

Respectfully submitted:  
ALLEN & ASSOCIATES CONSULTING



Jeff Carroll  
Georgia Certified General Appraiser License # 288716

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## PROJECT OVERVIEW

### Project Description

The subject property, known as EJ Knight Gardens, is an existing public housing development located at 3811 Baker Plaza Drive in Columbus, Muscogee County, Georgia (Parcel # 063-002-001 / 064-040-017). The subject property consists of 52 revenue-producing units originally constructed in 1941. The sponsor has proposed to renovate and refinance the property under the RAD program coupled with tax credit and tax-exempt bond financing. Renovation is planned to commence in 2015 with market entry in 2016. The subject property is an open age development.

Select project details are summarized below:

Project Description	
Property Name	E.J. Knight Gardens
Street Number	3811
Street Name	Baker Plaza
Street Type	Drive
City	Columbus
County	Muscogee County
State	Georgia
Zip	31903
Units	52
Year Built	1941
Year of Market Entry	2016
Project Type	Family
Project Status	Prop Rehab
Financing Type	Bond
Latitude	32.4317
Longitude	-84.9417

### Scope of Renovation

The subject property is currently in fair condition. The sponsor has proposed to rehabilitate the subject property to bring it up to “like new” condition using tax credit financing. The contemplated rehabilitation scope includes roof, parking lot, landscape, appliance, cabinet, HVAC and tile repairs and/or replacement.

### Construction and Lease-Up Schedule

The subject property is part of a multi-property renovation effort which will take up to 36 months to complete. For purposes of this analysis, however, we will look at this property on a stand-alone basis, assuming a 12-month construction period for this project. Assuming a November 15, 2015 closing, this yields a date of completion of November 15, 2016. Our demand analysis (found later in this report) suggests a 1-month absorption period. This yields a date of stabilization of December 15, 2016.

### Unit Configuration

The subject property currently consists of 52 revenue-producing units including 2-bedroom flats. A total of 52 units are currently income restricted to 60% of AMI; no units are currently set aside as market rate units; a total of 52 units are currently set aside as public housing units; no units currently benefit from HOME financing. The subject property currently stands at 100% occupancy.

Current Unit Configuration										
BR	BA	SF	Unit Type	Income Limit	Rent Limit	HOME Units	Subs Units	Total Units	Gross Rent	Net Rent
2	1.0	634	Garden/Flat	60%	60%	No	Yes	40	\$354	\$295
2	1.0	668	Garden/Flat	60%	60%	No	Yes	12	\$354	\$295
Total/Average		642						52	\$354	\$295

The subject property is proposed to consist of 52 revenue-producing units unit including 2-bedroom flats. A total of 52 units are proposed to be income restricted to 60% of AMI; no units are proposed to be set aside as market rate units; a total of 52 units are proposed to benefit from project-based vouchers after RAD conversion; no units are proposed to benefit from HOME financing. Under the proposed terms of the LIHTC financing, these restrictions will have a term of at least 15 years.

Proposed Unit Configuration

BR	BA	SF	Unit Type	Income Limit	Rent Limit	HOME Units	Subs Units	Total Units	Gross Rent	Net Rent
2	1.0	634	Garden/Flat	60%	60%	No	Yes	40	\$747	\$688
2	1.0	668	Garden/Flat	60%	60%	No	Yes	12	\$747	\$688
Total/Average		642						52	\$747	\$688

## Income & Rent Limits

The subject property is operated subject to certain income restrictions. The following table gives the applicable income limits for this area:

Income Limits						
HH Size	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI
1.0 Person	\$7,560	\$11,340	\$15,120	\$18,900	\$22,680	\$30,250
2.0 Person	\$8,640	\$12,960	\$17,280	\$21,600	\$25,920	\$34,600
3.0 Person	\$9,720	\$14,580	\$19,440	\$24,300	\$29,160	\$38,900
4.0 Person	\$10,800	\$16,200	\$21,600	\$27,000	\$32,400	\$43,200
5.0 Person	\$11,680	\$17,520	\$23,360	\$29,200	\$35,040	\$46,750
6.0 Person	\$12,540	\$18,810	\$25,080	\$31,350	\$37,620	\$50,200
7.0 Person	\$13,400	\$20,100	\$26,800	\$33,500	\$40,200	\$53,600
8.0 Person	\$14,260	\$21,390	\$28,520	\$35,650	\$42,780	\$57,050

Source: HUD

The subject property is operated subject to certain rent restrictions. The following table gives the maximum housing expense (net rent limit + tenant-paid utilities) for this area:

Maximum Housing Expense						
Unit Type	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI
0 Bedroom	\$189	\$283	\$378	\$472	\$567	\$756
1 Bedroom	\$202	\$303	\$405	\$506	\$607	\$810
2 Bedroom	\$243	\$364	\$486	\$607	\$729	\$972
3 Bedroom	\$281	\$421	\$562	\$702	\$843	\$1,124
4 Bedroom	\$313	\$470	\$627	\$783	\$940	\$1,255

Source: HUD

The following table sets forth the gross fair market rents (net fair market rents + tenant-paid utilities) that would apply to any Section 8 voucher recipients or any units benefiting from HOME financing at the subject property:

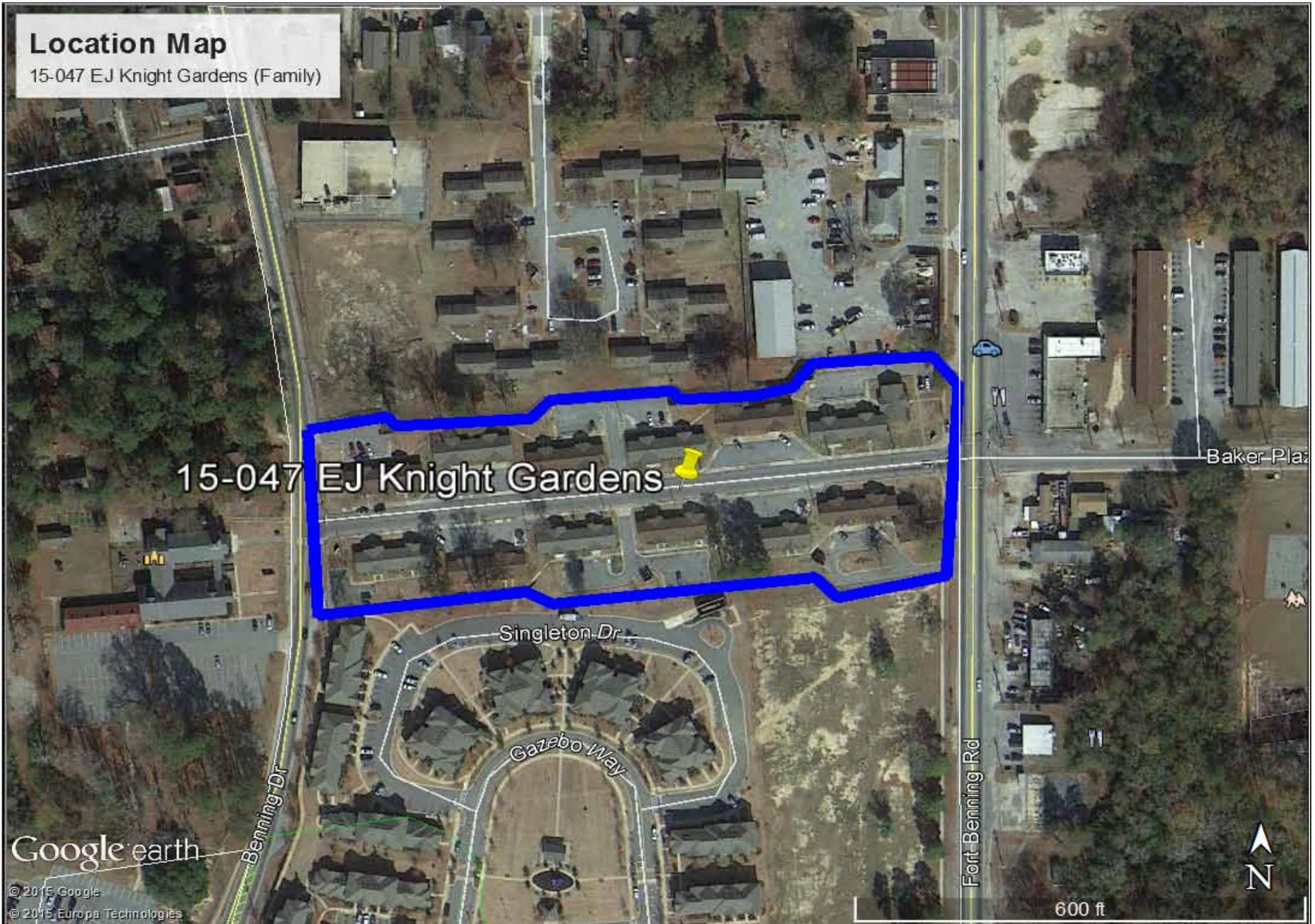
Fair Market Rents	
Unit Type	Gross Rent
0 Bedroom	\$536
1 Bedroom	\$628
2 Bedroom	\$745
3 Bedroom	\$1,026
4 Bedroom	\$1,319

Source: HUD

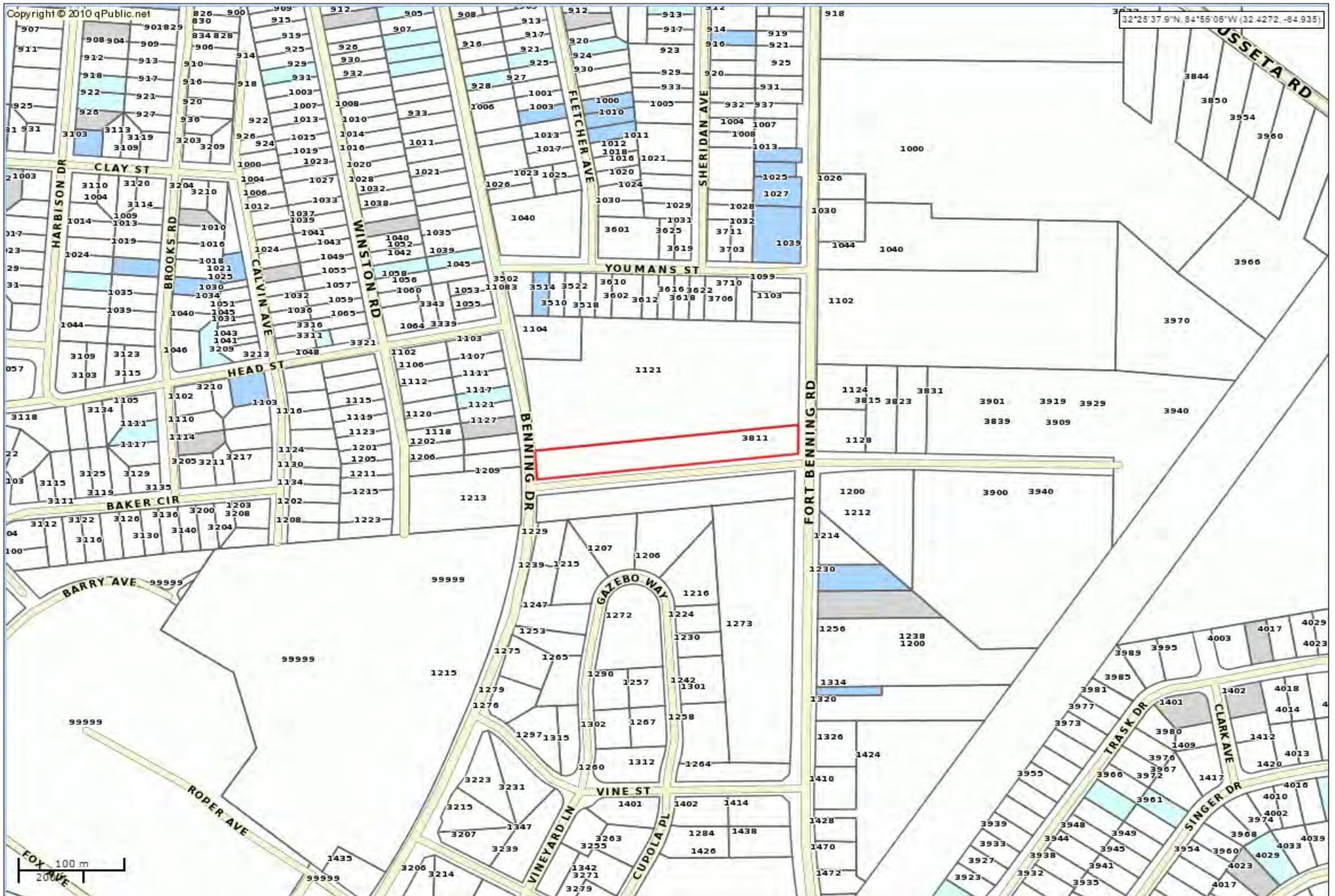
## Household Size Limits

The subject property is operated subject to certain household size limits. The following table gives a breakdown of typical size limits utilized by property managers in this area:

Household Size Limits	
0 Bedroom	1 person
1 Bedroom	2 persons
2 Bedroom	3 persons
3 Bedroom	5 persons
4 Bedroom	6 persons



# Tax Map





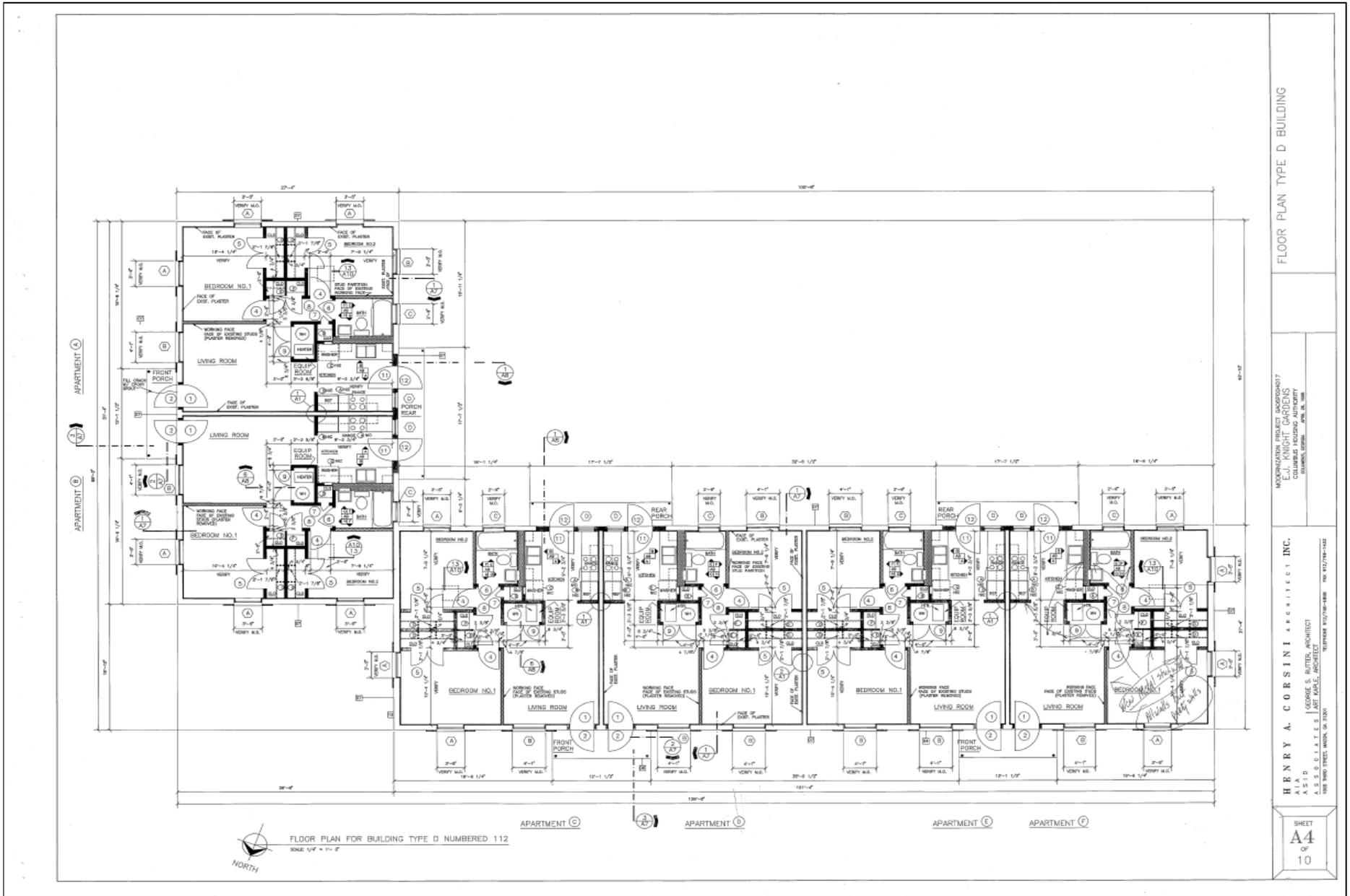








# Building Plans (Continued)



## IMPROVEMENT DESCRIPTION & ANALYSIS

Our improvement analysis includes an evaluation of the following factors with respect to the subject property: (1) Building Features; (2) Unit Features; (3) Project Amenities, (4) Utility Configuration; and (5) Useful Life Analysis.

### **Building Features**

The subject property currently consists of 52 revenue-producing units in 12 residential buildings and 0 non-residential buildings. The development currently includes approximately 33,376 square feet of net rentable area and 35,478 square feet of gross building area.

Additional information regarding the subject property's major building systems is found below.

#### Foundation - Concrete Slab, Basements, Crawl Spaces, etc.

Foundation construction consists of slab on grade. We did not note any foundation issues on our site visit; management did not report any issues with respect to foundations.

#### Structural Frame - Floor, Wall, Roof Structural Systems, etc.

The subject property is constructed with wood frame surfaced with plywood. Floor/ceiling assemblies consist of wood joists & plywood subfloors. Roof assemblies consist of wood trusses & plywood sheathing.

#### Exterior Wall - Exterior Finishes, Doors, Windows, Exterior Stairs, etc.

The subject currently includes brick veneer, fiber cement lap siding, steel clad insulated six-panel exterior doors and double hung vinyl double pane windows.

#### Roof - Sheathing, Coverings, Warranties, Gutters & Downspouts, Soffit & Fascia, etc.

The subject property includes gabled roofs covered with asphalt shingles.

#### Vertical Transportation - Elevator, Interior Stair Systems

None.

#### Plumbing - Sanitary, Storm, Sewer, Fixtures, Domestic Hot Water

Visually accessible domestic water piping is constructed of CPVC pipe and fittings. Wastewater lines consist of PVC pipe and fittings. Where visible, domestic water/wastewater piping is not insulated; however, the majority of the system is concealed behind walls and could not be visually inspected. Potable hot water is supplied via individual electric hot water heaters. The recovery of the units is reported to be adequate for the number of fixtures served and no complaints concerning a lack of hot water were raised during the inspection.

#### HVAC - Heating, Air Conditioning, Ventilation

The subject property is currently heated and cooled with individual exterior-mounted compressors, individual interior-mounted electric heaters, and closet-mounted air handlers.

#### Electrical and Communications - Distribution, Aluminum Wiring, etc.

The buildings receive electrical power from exterior pad-mounted transformers. Electrical service to units consists of 120/240V AC with 100 amps available for each panel. The electrical panels were observed and appeared to be in generally good condition. It is reported that the electrical wiring is copper. Properly grounded, three-prong outlets were located in each dwelling unit. The outlets located in the wet areas were not observed to be Ground Fault Circuit Interrupter (GFCI) outlets. Surface-mounted fluorescent and incandescent lighting fixtures are found in the living areas and the bathrooms.

#### Fire Suppression

The subject property is not currently equipped with an NFPA-13 fully automatic fire suppression (sprinkler) system. However, hard-wired smoke detectors with battery backup are located in each bedroom area. Management tests smoke detectors regularly. We randomly tested smoke detectors on our site visit; all worked properly. The sponsor has proposed to replace the smoke detectors as part of the planned renovation for this property.

## **Unit Features**

The subject property currently contains 52 revenue-producing units including 48 regular units and 4 accessible units including 104 bedrooms, 52 full bathrooms and 0 half bathrooms.

Additional information regarding the subject property's unit features is found below.

### Walls / Ceilings / Interior Doors

Subject property units include 8 foot ceilings, painted gypsum wallboard & ceilings, and wood solid-core six panel interior doors.

### Floor Covering

Floor covering currently consists of VCT in the entryways, kitchens, living areas and bedrooms, and ceramic tile in the bathrooms. The sponsor has proposed to replace the flooring as part of the planned renovation. Vinyl sheeting is proposed in the bathrooms after renovation.

### Kitchens

Kitchens include electric four-top ranges, range hoods, frost-free refrigerators, composite wood cabinets, laminated countertops and stainless steel sinks. The sponsor plans to replace the cabinets, countertops and appliances as part of the renovation.

### Bathrooms

Bathrooms include composite wood vanities, cultured marble countertops, porcelain sinks, toilets & tubs and ceramic surrounds. The bathrooms also include exhaust fans and other accessories.

## **Project Amenities**

A discussion of the development's project amenities is found below.

### Site & Common Area Amenities

No site & common area amenities are currently found at the subject property. A business/computer center, community center, fitness center and gazebo/patio are contemplated post-renovation.

### Parking

The subject property offers open parking.

### Laundry

The subject property currently features washer/dryer hookups. Washer/dryer units are planned post-renovation.

### Security

Security patrols are offered at the subject property.

### Services

An after school program and some transportation is currently offered at the subject property.

Tables comparing the subject property's amenities to that of the most comparable properties are found at the end of this section.

## **Utility Configuration**

The subject property currently includes electric heat, cooking and hot water. All utilities - with the exception of cold water, sewer and trash - are currently paid by the resident.

In the table that follows we compare the subject's proposed utility allowances (also known as tenant paid utilities) to the estimated allowances using the HUD Utility Schedule Model:

Utility Allowances

BR	BA	SF	Unit Type	Inc Lmt	Rnt Lmt	HOME	Subs	Units	UA	HUD UA
2	1.0	634	Garden/Flat	60% of AMI	60% of AMI	No	Yes	40	\$59	\$92
2	1.0	668	Garden/Flat	60% of AMI	60% of AMI	No	Yes	12	\$59	\$92
Total/Average								52	\$59	\$92

Current federal regulations require that USDA-RD or the local housing authority approve proposed utility allowances for specific properties. Federal regulations permit the use of the HUD Utility Schedule model for purposes of establishing utility allowances for other properties. The HUD utility allowances are a good measure of the anticipated energy costs for a given property. Our analysis suggests that the utility allowances are lower than those established using the HUD model.

Tables comparing the subject property's utility configuration to that of the most comparable properties are found at the end of this section. Outputs from the HUD Utility Schedule Model are also found there.

### Useful Life Analysis

The subject property was originally constructed in 1941 and is currently in fair condition. In our opinion, the subject property has a remaining useful life of 20 years in its current condition. If the subject property is renovated and maintained as set forth above, we anticipate a remaining useful life of 40 years for this project.

In the course of completing this study, we rated the condition of the subject property and the most comparable properties on a 1-5 scale (1 being the worst and 5 being the best). We also evaluated the actual and effective ages of the subject and select comparables. A table summarizing our findings is found below:

		Actual Age   Effective Age   Condition			Rank		
		Rating					
Key	Project Name	Actual Age	Effective Age	Property Condition	Actual Age	Effective Age	Property Condition
Sub	E.J. Knight Gardens	1941	2005	4.00	21	7	8
007	Arbor Pointe Phase 1	2009	2010	4.50	3	2	3
008	Arbor Pointe Phase 2	2010	2010	4.50	2	2	3
010	Armour Landing Apartments	1985	2000	3.50	15	13	11
011	Ashley Station, Phase 1	2006	2005	4.50	7	7	3
012	Ashley Station, Phase 2	2008	2010	4.75	6	2	1
013	Avalon Apartments	2009	2012	4.75	3	1	1
030	Eagles Trace	1958	2000	3.50	20	13	11
039	Gardenbrook Apartments	2001	1995	3.00	11	16	16
046	Heritage Place Apartments	2001	2005	3.25	11	7	15
059	Lecraw On 13Th	1994	1995	3.00	14	16	16
060	Liberty Garden Townhouses	1984	1990	3.00	17	19	16
063	Lumpkin Park	2009	2010	4.50	3	2	3
066	Martha's Vineyard	2003	2000	3.00	8	13	16
069	Midtown Square	2002	2005	3.50	10	7	11
071	Overlook Club	1985	1995	3.50	15	16	11
072	Overlook Crossing	1975	1990	3.00	18	19	16
091	Springfield Crossing Apartments	2001	2005	3.75	11	7	10
095	Veranda at Ashley Station	2013	2010	4.50	1	2	3
096	Victory Crossing Apartments	2003	2005	4.00	8	7	8
107	Midtown Tower	1975	1985	2.50	18	21	21

Source: Allen & Associates; Sponsor

		Amenities																				
Key	Project Name	Site & Common Area Amenities																				
		Ball Field	BBQ Area	Billiards Game Rm	Business Comp Ctr	Car Care Center	Community Center	Elevator	Fitness Center	Gazabo Patio	Hot Tub Jacuzzi	Herb Garden	Horseshoes	Lake	Library	Movie Media Ctr	Picnic Area	Playground	Pool	Sauna	Sports Court	Walking Trail
Sub	E.J. Knight Gardens	no	no	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
007	Arbor Pointe Phase 1	no	yes	no	yes	no	yes	no	yes	yes	no	no	no	no	no	no	yes	yes	yes	no	no	no
008	Arbor Pointe Phase 2	no	yes	no	yes	no	yes	no	yes	yes	no	no	no	no	no	no	yes	yes	yes	no	no	no
010	Armour Landing Apartments	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	yes	yes	no	no	no
011	Ashley Station, Phase 1	no	yes	no	yes	no	yes	no	yes	yes	no	no	no	no	yes	no	yes	yes	yes	no	no	yes
012	Ashley Station, Phase 2	no	yes	no	yes	no	yes	no	yes	yes	no	no	no	no	yes	no	yes	yes	yes	no	no	yes
013	Avalon Apartments	no	yes	no	yes	no	yes	no	yes	no	no	no	no	no	no	yes	yes	yes	yes	no	no	yes
030	Eagles Trace	no	yes	no	no	no	no	no	no	yes	no	no	no	no	no	yes	yes	yes	no	no	no	no
039	Gardenbrook Apartments	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	yes	no	yes	no	no	no	no
046	Heritage Place Apartments	no	yes	no	no	no	no	no	no	yes	no	no	no	no	no	yes	no	yes	no	no	no	no
059	Lecraw On 13Th	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
060	Liberty Garden Townhouses	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	yes	no	no	no	no	no
063	Lumpkin Park	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	no	no	yes	yes	yes	no	no	no
066	Martha's Vineyard	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no	no
069	Midtown Square	no	no	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	yes	yes	yes	no	yes	no
071	Overlook Club	no	no	no	no	no	yes	no	no	yes	no	no	no	no	no	no	yes	yes	no	no	no	no
072	Overlook Crossing	no	yes	no	no	yes	yes	no	no	no	no	no	no	no	no	yes	no	yes	no	no	no	no
091	Springfield Crossing Apartments	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	yes	yes	yes	no	yes	no	no
095	Veranda at Ashley Station	no	no	no	yes	no	no	yes	no	yes	no	no	no	no	yes	no	no	no	no	no	no	no
096	Victory Crossing Apartments	no	no	no	yes	no	yes	no	no	yes	no	no	no	no	no	yes	yes	yes	no	no	no	no
107	Midtown Tower	no	no	no	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no	no

Key	Project Name	Unit Amenities					Kitchen Amenities				Air Conditioning			Heat								
		Blinds	Ceiling Fans	Carpeting	Fireplace	Patio/Balcony	Storage	Stove	Refrigerator	Disposal	Dishwasher	Microwave	Central	Wall Units	Window Units	None	Central	Wall Units	Baseboards	Boiler/Radiator	None	
Sub	E.J. Knight Gardens	yes	no	no	no	yes	no	yes	yes	no	no	no	yes	no	no	no	yes	no	no	no	no	no
007	Arbor Pointe Phase 1	yes	yes	yes	no	yes	some	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no	no
008	Arbor Pointe Phase 2	yes	yes	yes	no	yes	some	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no	no
010	Armour Landing Apartments	yes	no	yes	some	yes	no	yes	yes	yes	no	yes	yes	no	no	no	yes	no	no	no	no	no
011	Ashley Station, Phase 1	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no	no
012	Ashley Station, Phase 2	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no	no
013	Avalon Apartments	yes	no	yes	no	no	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no	no
030	Eagles Trace	yes	no	no	no	no	no	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no	no
039	Gardenbrook Apartments	yes	no	yes	no	yes	no	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no	no
046	Heritage Place Apartments	yes	yes	yes	no	no	no	yes	yes	no	some	no	yes	no	no	no	yes	no	no	no	no	no
059	Lecraw On 13Th	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no	no
060	Liberty Garden Townhouses	yes	no	yes	no	yes	no	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no	no
063	Lumpkin Park	yes	no	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no	no
066	Martha's Vineyard	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no	no
069	Midtown Square	yes	no	yes	no	yes	no	yes	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no	no
071	Overlook Club	yes	yes	yes	no	yes	no	yes	yes	yes	some	some	yes	no	no	no	no	no	yes	no	no	no
072	Overlook Crossing	yes	yes	yes	no	yes	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no	no
091	Springfield Crossing Apartments	yes	yes	yes	no	yes	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no	no
095	Veranda at Ashley Station	yes	yes	yes	no	no	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no	no
096	Victory Crossing Apartments	yes	yes	yes	no	yes	no	yes	yes	yes	yes	no	yes	no	no	no	yes	no	no	no	no	no
107	Midtown Tower	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	no	no	no	no

Key	Project Name	Parking					Laundry		Security					Services								
		Garage	Covered Parking	Assigned Parking	Open Parking	None	Central	W/D Units	W/D Hookups	Call Buttons	Controlled Access	Courtesy Officer	Monitoring	Security Alarms	Security Patrols	After School	Concierge	Hair Salon	Health Care	House-keeping	Meals	Transportation
Sub	E.J. Knight Gardens	no	no	no	yes	no	no	yes	no	no	no	no	no	no	yes	yes	no	no	no	no	no	some
007	Arbor Pointe Phase 1	no	no	no	yes	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no
008	Arbor Pointe Phase 2	no	no	no	yes	no	yes	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no
010	Armour Landing Apartments	no	no	no	yes	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no
011	Ashley Station, Phase 1	no	no	no	yes	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no
012	Ashley Station, Phase 2	no	no	no	yes	no	yes	no	yes	no	some	yes	no	no	no	no	no	no	no	no	no	no
013	Avalon Apartments	no	no	no	yes	no	no	no	yes	no	yes	no	no	no	na	na	na	na	na	na	na	na
030	Eagles Trace	no	no	no	yes	no	yes	no	yes	no	yes	no	no	no	yes	no	no	no	no	no	no	no
039	Gardenbrook Apartments	no	no	no	yes	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no
046	Heritage Place Apartments	no	some	no	yes	no	yes	no	no	no	no	no	no	no	na	na	na	na	na	na	na	na
059	Lecraw On 13Th	no	no	no	yes	no	no	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no
060	Liberty Garden Townhouses	no	no	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
063	Lumpkin Park	no	no	no	yes	no	no	yes	no	no	no	no	no	yes	na	na	na	na	na	na	na	na
066	Martha's Vineyard	no	no	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
069	Midtown Square	no	no	no	yes	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no
071	Overlook Club	no	no	no	yes	no	yes	no	no	yes	yes	no	no	no	no	no	no	no	no	no	no	no
072	Overlook Crossing	no	no	no	yes	no	yes	no	no	no	yes	no	no	no	no	no	no	no	no	no	no	no
091	Springfield Crossing Apartments	no	no	no	yes	no	yes	no	yes	no	no	no	no	yes	no	no	no	no	no	no	no	no
095	Veranda at Ashley Station	no	no	no	yes	no	yes	no	no	yes	no	no	no	no	na	na	na	na	na	na	na	na
096	Victory Crossing Apartments	no	no	no	yes	no	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
107	Midtown Tower	no	no	no	yes	no	yes	no	no	yes	no	no	no	yes	na	na	na	na	na	na	na	na

Source: Allen & Associates; Sponsor

Utilities

Key	Project Name	Tenant-Paid											Owner-Paid										
		Heat / Gas	Heat / Electric	Cooking / Gas	Cooking / Electric	Other / Electric	AC / Electric	HW / Gas	HW / Electric	Water	Sewer	Trash	Heat / Gas	Heat / Electric	Cooking / Gas	Cooking / Electric	Other / Electric	AC / Electric	HW / Gas	HW / Electric	Water	Sewer	Trash
Sub	E.J. Knight Gardens	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
007	Arbor Pointe Phase 1	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
008	Arbor Pointe Phase 2	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
010	Armour Landing Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
011	Ashley Station, Phase 1	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
012	Ashley Station, Phase 2	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
013	Avalon Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
030	Eagles Trace	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
039	Gardenbrook Apartments	no	yes	no	yes	yes	yes	no	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no	yes
046	Heritage Place Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
059	Lecraw On 13Th	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
060	Liberty Garden Townhouses	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
063	Lumpkin Park	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
066	Martha's Vineyard	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
069	Midtown Square	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no
071	Overlook Club	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
072	Overlook Crossing	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes	no	no	no	no	no	no	no	no	no	no	no
091	Springfield Crossing Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
095	Veranda at Ashley Station	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
096	Victory Crossing Apartments	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes
107	Midtown Tower	no	yes	no	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no	no	no	yes	yes	yes

Source: Allen & Associates; Sponsor

Allowances for Tenant-Furnished Utilities and Other Services		U.S. Department of Housing and Urban Development Office of Public and Indian Housing						
City	Year	Monthly Dollar Allowances			Date (mm/dd/yyyy)			
Columbus, GA	1995 or newer	Garden and high rise apartments			4/22/2015			
Utility or Service		0 BR	1 BR	2 BR	3 BR	4 BR	5 BR	
Heating	a. Natural Gas	5	5	6	7	8	8	
	b. Bottle Gas	13	15	17	19	21	23	
	c. Electric	6	8	10	12	14	17	
	d. Oil / Coal / Other	10	12	14	15	17	18	
Cooking	a. Natural Gas	30	32	33	34	35	37	
	b. Bottle Gas	9	12	16	19	23	26	
	c. Electric	5	7	9	11	13	15	
	d. Other	0	0	0	0	0	0	
Other Electric		24	31	38	45	51	58	
Air Conditioning		4	9	16	23	29	34	
Water Heating	a. Natural Gas	5	8	11	14	17	20	
	b. Bottle Gas	14	22	30	38	46	54	
	c. Electric	9	14	19	24	30	36	
	d. Oil / Coal / Other	13	20	27	34	41	48	
Water		12	15	19	23	28	29	
Sewer		18	24	31	37	44	50	
Trash Collection		14	14	14	14	14	14	
Range/Refrigerator		4	4	4	4	4	4	
Refrigerator		6	6	6	6	6	6	
Other - specify		0	0	0	0	0	0	

## SITE DESCRIPTION & ANALYSIS

Our assessment of the site included an evaluation of the following factors with respect to the subject property: (1) Survey; (2) Site Plan; (3) Nuisances, Hazards, Detrimental Influences & Environmental; (4) Topography; (5) Flood Zone; (6) Difficult to Develop Area Status; (7) Qualified Census Tract Status; and (8) Traffic Patterns, Access & Visibility.

### Survey

A survey for the subject property was not provided to the analyst for review. Current surveys should be evaluated to ascertain whether there are any easements encumbering the subject property.

### Site Plan

A site plan for the subject property was provided to the analyst for review. Site plans are necessary to analyze the site improvements, parking configuration, internal traffic flow, location of building improvements and landscaping improvements for the subject property. Our review did not identify any problem areas with respect to the subject property. A summary of the development's site features is found below.

#### Acres / Lot Shape / Frontage

The subject property includes an irregular-shaped parcel including approximately 4.77 acres and approximately 1350 feet of road frontage.

#### Zoning

According to the sponsor, the subject property is currently zoned RMF-2 Residential Multifamily. It is our understanding that the subject property is an approved, legal, conforming use under this classification. Additional information regarding the subject property's zoning is found in the following pages.

#### Parking / Streets / Curbs / Sidewalks

A total of 84 parking spaces are found at this development (83 regular / 1 accessible / 1.62 spaces per unit). Privately-owned asphalt parking areas along with privately-owned concrete curbs and sidewalks are found at the subject property. Public transportation is not found in the immediate area. Similar properties normally include 1.5 to 2.0 spaces per unit. In our opinion, therefore, parking appears appropriate for the subject property.

#### Dumpsters / Dumpster Enclosures

The subject property includes 6 publicly-owned dumpsters and 6 privately-owned brick enclosures.

#### Landscaping / Perimeter Fence / Retaining Walls / Entry Sign

Trees, shrubs & lawns are proposed for the subject property. A partial perimeter fence is found at this development. Brick retaining walls are found at this property. Two unlighted entry signs are found at this development.

#### Stormwater Management / Site Lighting / Water Service / Wastewater Service

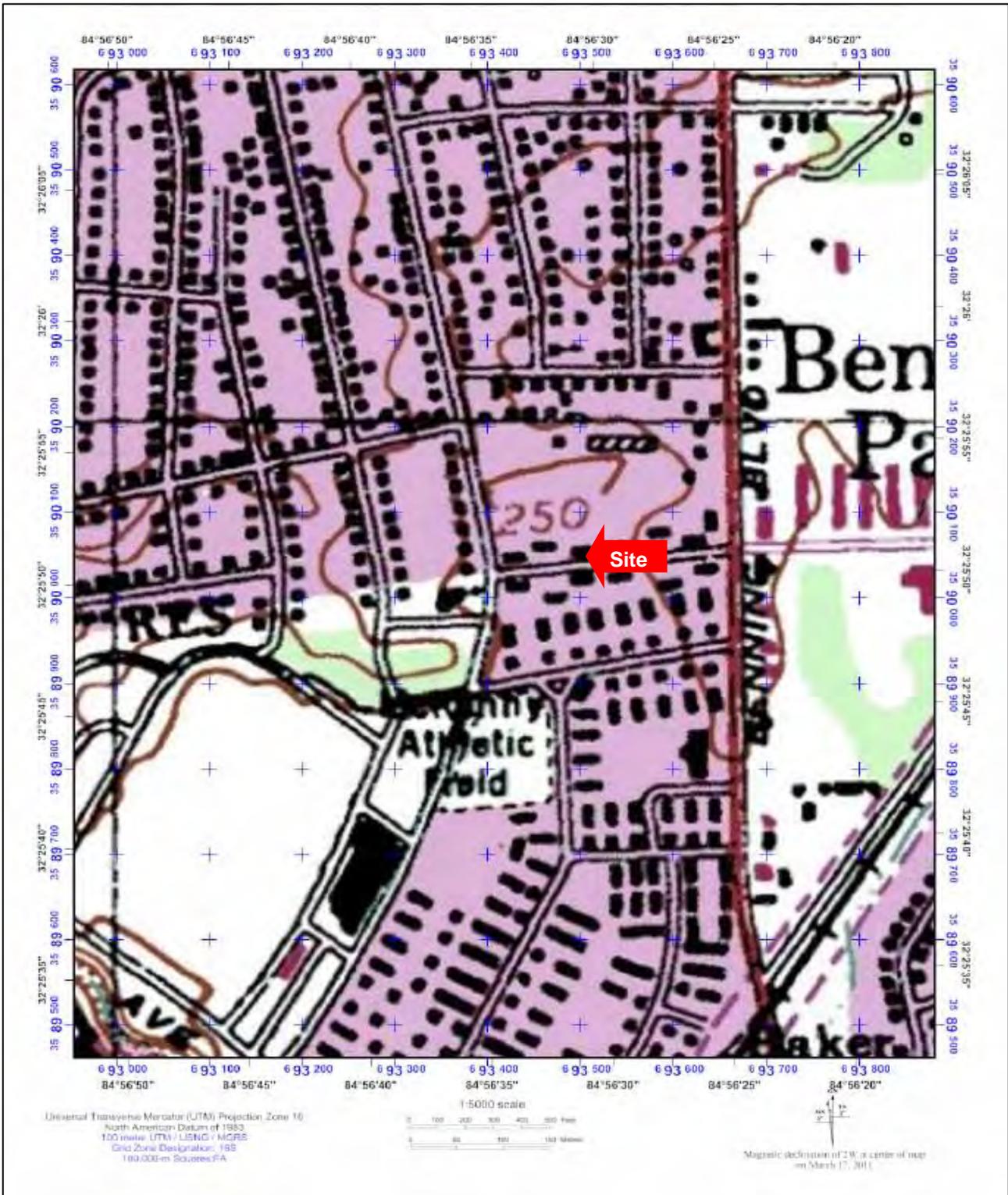
Stormwater management consists of catch basins and concrete pipe connecting to a public system. Site lighting consists of publicly-owned HID poles. Domestic water service to buildings consists of ductile iron pipe connecting to a public system. Wastewater service to buildings consists of PVC pipe connecting to a public system.

### Nuisances, Hazards, Detrimental Influences & Environmental

We did not observe any nuisances, hazards, detrimental influences or recognized environmental conditions on our inspection of the subject property. The subject property was originally constructed in 1941, prior to the 1978 ban on lead and asbestos containing construction materials. Consequently, we recommend that the sponsor obtain a comprehensive environmental assessment from a qualified professional.

## Topography

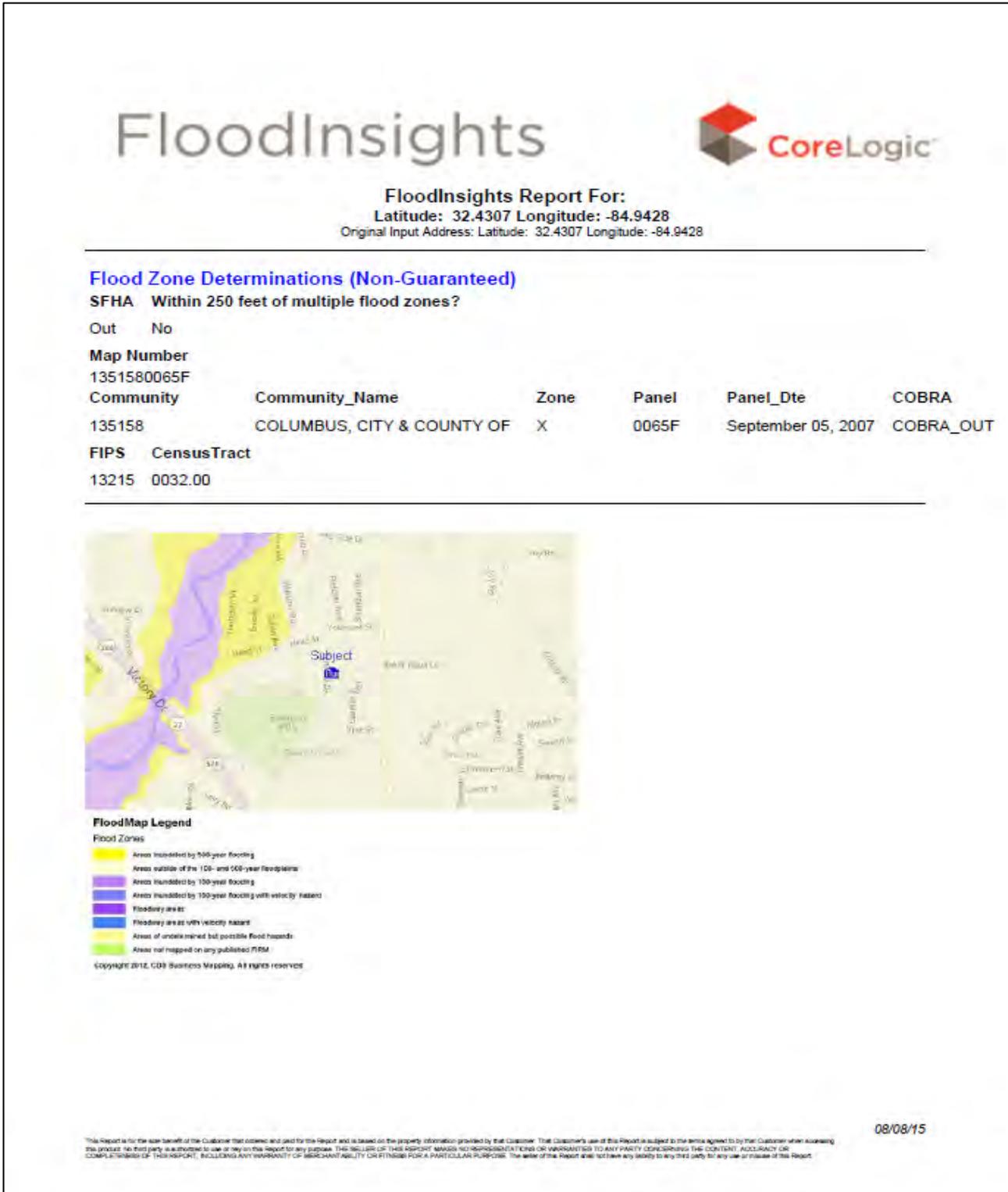
The USGS map showing the topography of the subject property and surrounding area is found below:



The topographic map shows that the site is flat and drains to adjacent properties to the east. In our opinion, there do not appear to be any topographic issues with respect to the subject property.

## Flood Zone

The map showing the location of the subject property relative to nearby areas prone to flooding (identified in purple) is found below:



According to FEMA map number 1351580065F dated September 05, 2007, the subject property is located in Zone X. This is an area that is identified as being located outside the 100-year flood zone.



## Traffic Patterns, Access & Visibility

A traffic map identifying the subject property is found below:



### Access

The subject property is located at 3811 Baker Plaza, between Fort Benning Road to the east and Benning Drive to the west in Columbus, Muscogee County, Georgia. Fort Benning Road is a moderate-travelled north-south road carrying 9174 vehicles per day; Benning Drive is a moderately-travelled north-south road carrying 4382 vehicles per day. We are not aware of any planned road or infrastructure improvements in the immediate vicinity of the subject property. In our opinion, therefore, accessibility is good by virtue of the location of the subject property relative to existing streets and thoroughfares.

### Visibility

The subject property is clearly visible from Baker Plaza but is exposed to a limited volume of traffic. Consequently, in our opinion visibility is fair by virtue of the exposure of the subject property to existing drive-by traffic volumes.

In the course of completing this study, we rated the access and visibility for the subject property and the most comparable properties on a 1-5 scale (1 being the worst and 5 being the best). A table summarizing our findings is found below:

Access & Visibility

Rating				Rank	
Key	Project Name	Access	Visibility	Access	Visibility
Sub	E.J. Knight Gardens	3.00	2.50	11	14
007	Arbor Pointe Phase 1	3.25	3.25	4	3
008	Arbor Pointe Phase 2	3.25	3.25	4	3
010	Armour Landing Apartments	3.00	3.00	11	11
011	Ashley Station, Phase 1	3.25	3.25	4	3
012	Ashley Station, Phase 2	3.25	3.25	4	3
013	Avalon Apartments	2.75	2.50	15	14
030	Eagles Trace	3.00	3.00	11	11
039	Gardenbrook Apartments	2.75	3.25	15	3
046	Heritage Place Apartments	3.00	3.00	11	11
059	Lecraw On 13Th	3.25	3.25	4	3
060	Liberty Garden Townhouses	3.50	3.50	1	1
063	Lumpkin Park	2.00	2.00	21	20
066	Martha's Vineyard	2.50	2.25	17	18
069	Midtown Square	2.50	2.25	17	18
071	Overlook Club	3.50	2.50	1	14
072	Overlook Crossing	3.50	3.50	1	1
091	Springfield Crossing Apartments	2.50	2.50	17	14
095	Veranda at Ashley Station	3.25	3.25	4	3
096	Victory Crossing Apartments	3.25	3.25	4	3
107	Midtown Tower	2.50	2.00	17	20

Source: Allen & Associates

# Zoning



## Planning Department

April 06, 2015

Housing Authority of Columbus, GA  
P.O. Box 630  
Columbus, GA 31902-0630

RE: Tax Map ID # 064-040-016, 064-040-017, or 063-002-001 (the "Premises")  
3811 Baker Plaza Drive  
Columbus, Muscogee County, Georgia, 31903

To whom it may concern:

This is to advise you that the zoning and use of the above-captioned Premises is governed by the laws and regulations of Columbus, Georgia, and is zoned RMF2 (Residential Multi-Family 2) District lies within the applicable zoning regulations of the City of Columbus, Georgia. A description of the permitted uses in this district can be found at [www.columbusga.org/planning](http://www.columbusga.org/planning). Click on Unified Development Ordinance.

The use of the Premises as Multi-Family residential, and other incidental uses are permitted uses under RMF2 zoning classification without the necessity of any rezoning, special exceptions, use permits, or variance.

In the event of casualty, the Premises may be rebuilt in substantially its current form with its current amenities at its current location.

To the knowledge of the undersigned, no violations, or alleged violations of any zoning, building or similar ordinances or regulations have been reported to this office on the premises in the last three (3) years. This property is not within prime or unique farmland as indicated by the USDA NRCS maps.

Sincerely,

Kevin L. Herrit, AICP, EDFP  
Principal Planner, Planning Department  
Case

P.O. Box 1340  
420 10th Street  
Columbus, Georgia 31903

Phone: 706-653-4116  
Fax: 706-653-4534  
Email: [OP/CMPD@columbusga.org](mailto:OP/CMPD@columbusga.org)  
[www.columbusga.com/m100](http://www.columbusga.com/m100)

## NEIGHBORHOOD DESCRIPTION & ANALYSIS

### Neighborhood

Our assessment of the neighborhood includes an evaluation of the following factors with respect to the subject property: (1) Life Cycle; (2) Surrounding Properties; (3) Crime; (4) Schools; and (5) Proximity to Employment.

#### Life Cycle

Neighborhoods are sometimes thought to evolve through four distinct stages:

- Growth – A period during which the area gains public favor and acceptance.
- Stability – A period of equilibrium without marked gains or losses.
- Decline – A period of diminishing demand.
- Revitalization – A period of renewal, redevelopment, modernization, and increasing demand.

Based on our evaluation of the neighborhood, the subject property is located in an urban area that appears to be in the stability stage of its life cycle. Modest population growth (1.1%) is anticipated for the next several years.

#### Surrounding Properties

The subject property is located in Columbus, Georgia. The immediate area consists of residential land uses.

Commercial in good condition is located to the north of the subject property; a church in good condition is located to the south and west; multifamily in good condition is located to the east; single family in good condition is located to the west of the subject property. In our opinion, neighboring land uses appear to be complimentary to the use of the subject property. The condition of the neighboring properties appears complimentary as well.

Surrounding property uses are summarized in the table found below:

Surrounding Properties		
Direction	Use	Condition
North	Commercial	Good
South	Church	Good
East	Multifamily	Good
West	Single Family / Church	Good

Source: Allen & Associates

#### Crime

Claritas maintains crime rate data at the census tract level throughout the United States. A table showing crime rates for the area is found below:

	Crime Rates				
	Nation	State	Region	Market	Nhood
Personal Crime Rate	2.4%	2.0%	3.0%	4.3%	5.8%
Property Crime Rate	2.4%	2.4%	4.6%	7.6%	9.2%

Source: Claritas

Personal crimes include offenses such as rape, murder, robbery and assault. According to Claritas, the personal crime rate in the vicinity of the subject property is 5.8 percent. This is compared with market area, regional, state and national personal crime rates of 4.3, 3.0, 2.0 and 2.4 percent, respectively.

Property crimes include offenses such as burglary, larceny and theft. According to Claritas, the property crime rate in the vicinity of the subject property is 9.2 percent. This is compared with market area, regional, state and national property crime rates of 7.6, 4.6, 2.4 and 2.4 percent, respectively.

Please note: The crime statistics presented above are historical area-wide figures. These statistics make no

consideration for changing demographics or the implementation of an affirmative crime prevention program at the subject property.

**Schools**

Claritas maintains educational attainment data at the census tract level throughout the United States. A table showing educational attainment data for the area is found below:

Educational Attainment					
	Nation	State	Region	Market	Nhood
Less than high school	19.6%	21.4%	21.3%	29.9%	52.5%
High school or more	80.4%	78.6%	78.7%	70.1%	47.5%
Bachelor's degree or more	24.4%	24.3%	20.3%	13.8%	3.2%

Source: Claritas

According to Claritas, educational attainment in the vicinity of the subject property is 47.5 percent. This is compared with market area, regional, state and national high school graduation rates of 70.1, 78.7, 78.6 and 80.4 percent, respectively.

**Proximity to Employment**

The U.S. Census Bureau carries commuting pattern data at the census tract level throughout the United States. A table showing typical commute times for the area is found below:

Commute to Work					
	Nation	State	Region	Market	Nhood
Less than 5 minutes	3.3%	2.4%	3.5%	3.2%	1.6%
Less than 15 minutes	28.4%	24.5%	34.8%	35.3%	26.9%
Less than 30 minutes	63.4%	58.8%	82.5%	81.6%	80.3%
Less than 45 minutes	81.9%	79.0%	91.8%	90.7%	92.7%
More than 45 minutes	14.9%	18.1%	6.4%	7.6%	6.2%
Worked at home	3.3%	2.8%	1.8%	1.7%	1.1%
Average Commute Time	23.7	25.3	19.9	20.1	21.6
Vehicles per household	1.70	1.80	1.58	1.32	0.72

Source: U.S. Census

According to the U.S. Census Bureau, the typical commute time for employees in the vicinity of the subject property is 21.6 minutes. This is compared with market area, region, state and national commute times of 20.1, 19.9, 25.3, and 23.7 minutes, respectively.

Our research also suggests that the average number of vehicles per household in the vicinity of the subject property is 0.72. This is compared with market area, region, state and national figures of 1.32, 1.58, 1.80, and 1.70, respectively.

Tables comparing select demographics for the subject property's neighborhood to that of the most comparable properties are found at the end of this section.

**Proximity to Area Amenities**

The subject property has a fair location relative to competing properties with respect to amenities and services. Title Credit Finance, Holly Hills Shopping Center, Kap's Market and CVS Pharmacy are all located less than 2 miles away from the subject property. MyCare Urgent Care is located 0.7 miles away. Public transportation is not located in the immediate area.

A listing of some of the area amenities is found below:

Proximity to Area Amenities		
Amenity	Address	Miles
Bank	Title Credit Finance 3159 Victory Dr Columbus, GA 31903	0.8 mi NW
Shopping	Holly Hills Shopping Center Columbus, GA 31906	1.2 mi NE
Grocery	Kap's Market 1142 Fort Benning Rd # A Columbus, GA 31903	0.2 mi E
Hospital	MyCare Urgent Care and Occupational Medicine 1627 S Lumpkin Rd Columbus, GA 31903	0.7 mi W
Pharmacy	CVS Pharmacy - Photo 1622 S Lumpkin Rd Columbus, GA 31903	0.3 mi SW

Source: Allen & Associates

The map found in the following pages gives a summary of the site's location relative to banks, shopping, grocery stores, hospitals, and pharmacies. A table comparing the subject property's proximity to area amenities to that of the most comparable properties is found at the end of this section.

In the course of completing this study, we rated the neighborhood and the proximity to area amenities for the subject property and the most comparable properties on a 1-5 scale (1 being the worst and 5 being the best). The tables on the following pages give these ratings.



		Neighborhood Ratings																	
		Rating									Rank								
		Surrounding Area			Crime Rates		Education		Commute	Surrounding Area			Crime Rates		Education		Commute		
Key	Project Name	Avg HH Income (2000)	Med Cash Rent (2000)	Med SF Value (2000)	Personal Crime	Property Crime	High School or More	Bachelor's or More	Average Commute	Avg HH Income (2000)	Med Cash Rent (2000)	Med SF Value (2000)	Personal Crime	Property Crime	High School or More	Bachelor's or More	Average Commute	Final Rating (1-5 Scale)	
Sub	E.J. Knight Gardens	\$23,998	\$153	\$35,928	5.8%	9.2%	47.5%	3.2%	21.69	12	18	19	12	10	18	18	14	2.20	
007	Arbor Pointe Phase 1	\$23,998	\$153	\$35,928	5.8%	9.2%	47.5%	3.2%	21.69	12	18	19	12	10	18	18	14	2.20	
008	Arbor Pointe Phase 2	\$23,998	\$153	\$35,928	5.8%	9.2%	47.5%	3.2%	21.69	12	18	19	12	10	18	18	14	2.20	
010	Armour Landing Apartments	\$36,491	\$461	\$75,347	5.7%	5.1%	79.4%	23.6%	17.46	9	1	6	10	5	6	6	4	4.00	
011	Ashley Station, Phase 1	\$21,301	\$170	\$55,525	6.9%	13.8%	54.1%	10.6%	20.94	18	12	11	16	17	14	10	10	2.40	
012	Ashley Station, Phase 2	\$21,301	\$170	\$55,525	6.9%	13.8%	54.1%	10.6%	20.94	18	12	11	16	17	14	10	10	2.40	
013	Avalon Apartments	\$39,126	\$159	\$53,076	0.2%	0.5%	74.2%	9.1%	21.43	8	17	14	1	1	10	13	13	3.30	
030	Eagles Trace	\$26,122	\$185	\$45,509	3.8%	8.2%	67.8%	3.7%	22.68	11	9	15	4	9	11	17	18	2.90	
039	Gardenbrook Apartments	\$36,491	\$461	\$75,347	5.7%	5.1%	79.4%	23.6%	17.46	9	1	6	10	5	6	6	4	4.00	
046	Heritage Place Apartments	\$40,133	\$151	\$118,091	24.9%	27.2%	88.3%	43.2%	16.79	7	21	5	21	21	3	1	3	3.10	
059	Lecraw On 13Th	\$66,140	\$451	\$129,454	3.5%	11.1%	95.2%	42.3%	15.09	1	3	3	2	15	1	2	1	4.50	
060	Liberty Garden Townhouses	\$14,011	\$168	\$70,999	6.9%	9.5%	46.3%	6.0%	20.48	21	15	9	15	13	21	14	9	2.20	
063	Lumpkin Park	\$23,432	\$194	\$44,266	4.4%	6.8%	60.3%	4.5%	23.07	15	7	16	6	7	12	15	19	2.80	
066	Martha's Vineyard	\$58,536	\$183	\$68,707	5.4%	13.9%	78.7%	14.2%	18.83	3	10	10	9	20	8	9	8	3.50	
069	Midtown Square	\$40,248	\$183	\$71,534	4.3%	3.7%	74.2%	14.9%	22.45	6	10	8	5	4	9	8	17	3.60	
071	Overlook Club	\$44,412	\$387	\$142,671	9.5%	0.5%	82.3%	30.0%	17.61	4	5	1	19	2	4	4	6	4.00	
072	Overlook Crossing	\$44,412	\$387	\$142,671	9.5%	0.5%	82.3%	30.0%	17.61	4	5	1	19	2	4	4	6	4.00	
091	Springfield Crossing Apartments	\$22,337	\$163	\$43,672	4.9%	10.9%	48.9%	2.4%	25.15	17	16	18	8	14	17	21	21	2.00	
095	Veranda at Ashley Station	\$21,301	\$170	\$55,525	6.9%	13.8%	54.1%	10.6%	20.94	18	12	11	16	17	14	10	10	2.40	
096	Victory Crossing Apartments	\$23,432	\$194	\$44,266	4.4%	6.8%	60.3%	4.5%	23.07	15	7	16	6	7	12	15	19	2.80	
107	Midtown Tower	\$66,140	\$451	\$129,454	3.5%	11.1%	95.2%	42.3%	15.09	1	3	3	2	15	1	2	1	4.50	

		Proximity to Area Amenities																	
		Rating									Rank								
		Number within 2.0 miles of Property									Nearest to Property, Miles								
Key	Project Name	Banks	Shopping	Grocery	Hospital	Pharmacy	Shopping	Grocery	Hospital	Banks	Shopping	Grocery	Hospital	Pharmacy	Shopping	Grocery	Hospital	Final Rating (1-5 Scale)	
Sub	E.J. Knight Gardens	6	28	23	0	3	0.4	0.1	4.0	14	17	4	12	18	19	2	18	2.30	
007	Arbor Pointe Phase 1	6	26	22	0	3	0.3	0.3	4.2	14	19	11	12	18	17	14	19	2.20	
008	Arbor Pointe Phase 2	6	26	22	0	3	0.3	0.3	4.2	14	19	11	12	18	17	14	19	2.20	
010	Armour Landing Apartments	14	121	17	2	12	0.3	0.3	0.5	11	2	19	11	12	15	12	4	4.00	
011	Ashley Station, Phase 1	22	74	23	6	18	0.3	0.1	0.2	3	5	4	1	2	9	5	1	3.70	
012	Ashley Station, Phase 2	22	74	23	6	18	0.3	0.1	0.2	3	5	4	1	2	9	5	1	3.70	
013	Avalon Apartments	6	30	26	0	4	0.1	0.1	3.7	14	15	1	12	14	4	2	17	2.40	
030	Eagles Trace	5	21	15	0	2	0.1	0.2	4.8	21	21	20	12	21	1	9	21	2.00	
039	Gardenbrook Apartments	19	126	20	6	22	0.1	0.8	0.5	10	1	16	1	1	1	21	4	4.50	
046	Heritage Place Apartments	22	41	18	4	5	0.5	0.3	1.7	3	13	18	5	13	21	17	11	2.80	
059	Lecraw On 13Th	22	69	21	4	18	0.1	0.3	1.0	3	7	15	5	2	3	10	6	3.50	
060	Liberty Garden Townhouses	21	48	20	4	13	0.5	0.4	1.5	9	12	16	5	10	20	19	10	3.10	
063	Lumpkin Park	6	29	24	0	4	0.3	0.3	3.4	14	16	2	12	14	13	14	15	2.30	
066	Martha's Vineyard	13	96	15	0	13	0.3	0.1	2.0	12	3	20	12	10	9	1	12	3.60	
069	Midtown Square	9	60	23	0	16	0.3	0.5	2.4	13	11	4	12	8	9	20	13	3.10	
071	Overlook Club	22	62	23	4	17	0.2	0.2	1.4	3	10	4	5	7	6	7	9	3.40	
072	Overlook Crossing	24	63	22	4	16	0.3	0.3	1.0	1	9	11	5	8	15	13	7	3.40	
091	Springfield Crossing Apartments	6	31	24	0	4	0.3	0.3	3.3	14	14	2	12	14	14	11	14	2.40	
095	Veranda at Ashley Station	23	75	23	6	18	0.2	0.1	0.3	2	4	4	1	2	5	4	3	3.70	
096	Victory Crossing Apartments	6	28	23	0	4	0.2	0.4	3.4	14	17	4	12	14	8	18	16	2.30	
107	Midtown Tower	22	66	22	4	18	0.2	0.2	1.2	3	8	11	5	2	6	7	8	3.50	

Source: US Census; Claritas; Google Maps

## SUBJECT PROPERTY PHOTOS

Photos of the subject property and the surrounding area are found below:



Subject Property



Looking North from Entrance



Looking South from Entrance



Looking East from Entrance



Looking West from Entrance



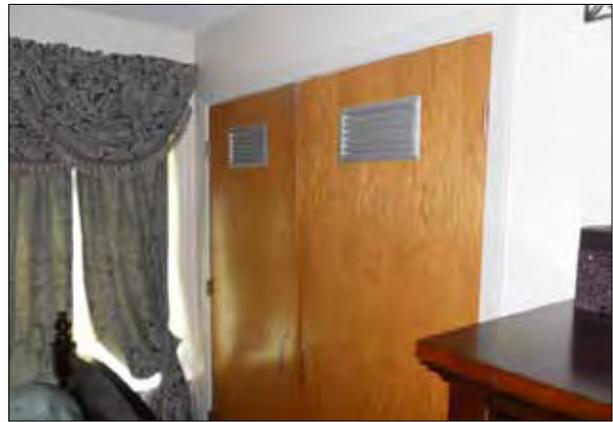
Typical Family Room



Typical Kitchen



Typical Bedroom



Typical Closet



Typical Bathroom



Utility Room

## MARKET AREA

### Overview

Market areas are influenced by a variety of interrelated factors. These factors include site location, economic, and demographic characteristics (tenure, income, rent levels, etc.), local transportation patterns, physical boundaries (rivers, streams, topography, etc.), census geographies, and the location of comparable and/or potentially competing communities.

In areas where the county seat is the largest city, centrally located, and draws from the entire county, the county may be the market area. In the case where there are potentially competing communities in one county, the market area may be part of the county. In fact, the market area could include portions of adjacent counties. In this case, a combination of county subdivisions may be used to define the market area. In urban or suburban areas, the market area will be adjacent to the site extending to all locations of similar character with residents or potential residents likely to be interested in the project. In this case, county subdivisions, townships, or a combination of census tracts may be used to define the market area.

Allen & Associates recently conducted a series of property management interviews to better understand market areas and resident moving patterns for multifamily properties. Our study suggested that markets may be classified into the following general categories: urban, suburban and rural. Renters in urban markets are typically willing to move 5 to 10 minutes when looking for a new apartment. Our research also shows that renters in suburban markets are normally willing to move 10 to 15 minutes when looking for a new place to live. Renters in rural markets are typically willing to move 15 to 20 minutes when looking for a new apartment. We considered these general guidelines in our evaluation of the subject property.

Our study suggested that secondary market areas were generally a function of whether the proposed development was family or elderly. Our research suggested that secondary market demand for family properties ranged from 10 to 30 percent. Secondary market demand for elderly properties ranged from 10 to 50 percent. Although seniors move less frequently than younger renters, they are often willing to move longer distances when looking for housing. We considered these general secondary market guidelines in our evaluation of the subject property.

Our primary and secondary market area definitions are found below.

### Primary Market Area

We defined the primary market area by generating a drive time zone around the subject property and analyzing median rents and average household income levels in the area. We also considered population densities, existing concentrations of multifamily properties and the nearest census tract boundaries in our analysis.

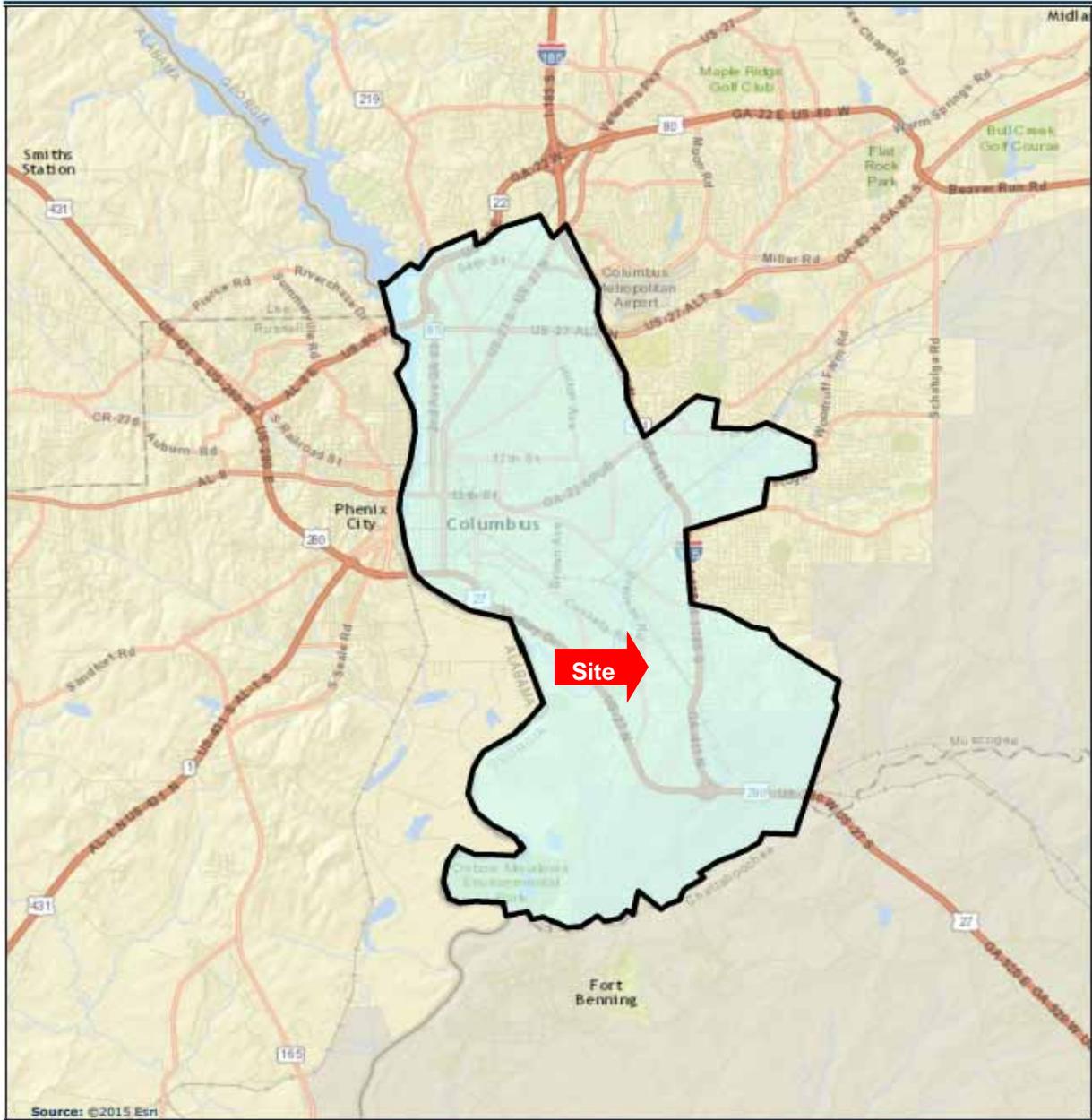
The primary market area includes a population of 91,521 persons and covers a total of 49.0 square miles, making it 7.9 miles across on average.

### Secondary Market Area

We also estimate that up to 20 percent of multifamily demand will come from areas outside of the primary market area.

### Market Area Map

Market area, drive time and existing multifamily maps depicting the location of the subject property are presented in the following pages.



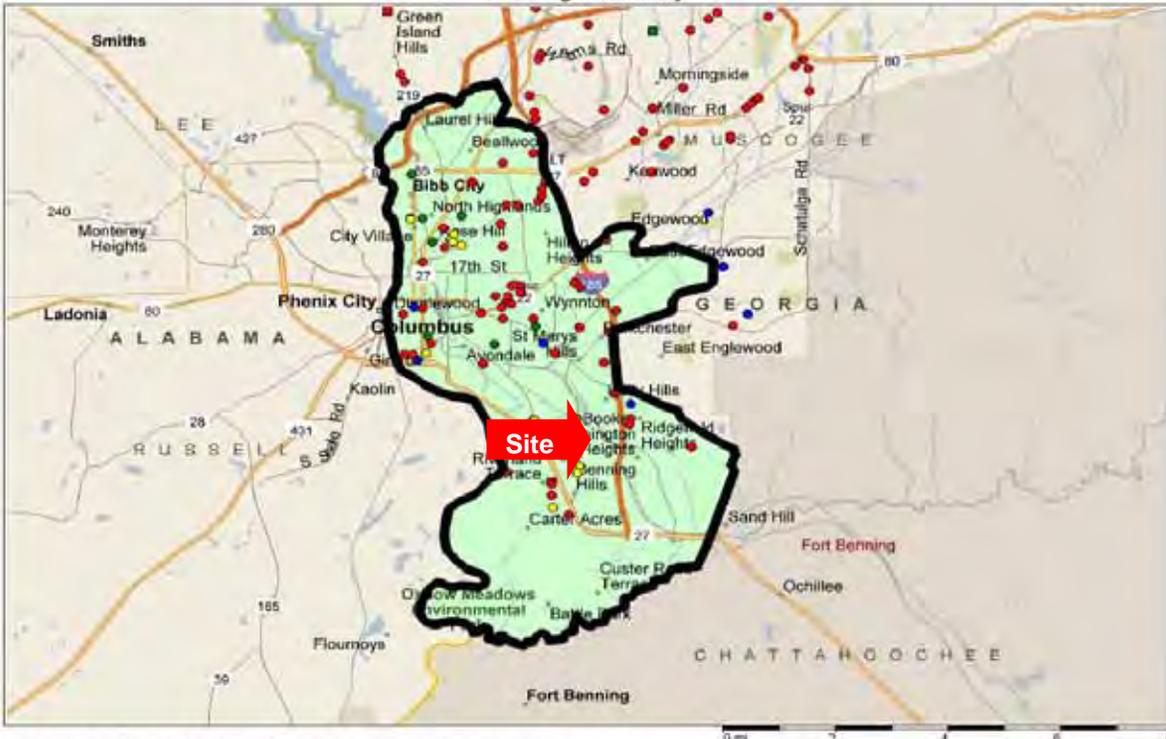
August 04, 2015

### Drive Time



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### Existing Multifamily



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## ECONOMIC OUTLOOK

In this section we conduct an overview of the local and national economy. We begin our outlook for the US economy.

### US Economic Outlook

We anticipate modest economic growth for the United States the next several years. Although robust growth does not appear to be on the horizon, we do not anticipate a recession in the immediate future, either. In the discussion below we develop a forecast of the US Economy through 2019.

Our evaluation begins with a Real Gross Domestic Product (Real GDP) forecast for the nation. We use this projection, in turn, to drive employment forecasts for the United States.

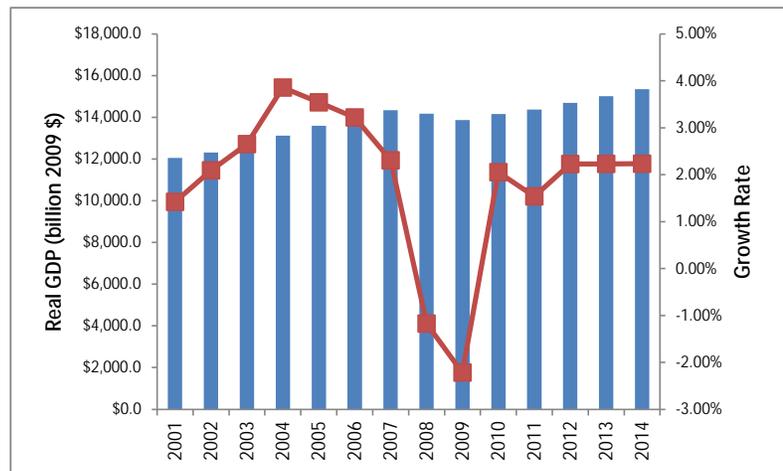
#### Real Gross Domestic Product

Real GDP is a measure of economic output in constant dollars. Increases in Real GDP reflect growth in the economic base as well as increases in productivity.

The table and graph below show Real GDP for the United States since 2000. The data set comes from the Bureau of Economic Analysis (BEA) via Woods & Pool Economics.

Gross Domestic Product		
Year	Real GDP	Growth Rate
2000	\$11,890.3	-
2001	\$12,059.4	1.42%
2002	\$12,311.8	2.09%
2003	\$12,638.4	2.65%
2004	\$13,126.0	3.86%
2005	\$13,591.1	3.54%
2006	\$14,028.8	3.22%
2007	\$14,352.6	2.31%
2008	\$14,184.2	-1.17%
2009	\$13,869.7	-2.22%
2010	\$14,154.7	2.05%
2011	\$14,372.5	1.54%
2012	\$14,692.8	2.23%
2013	\$15,020.6	2.23%
2014	\$15,356.3	2.23%

Source: W&P Economics



Real GDP grew from \$11.890 trillion in 2000 to \$14.353 trillion in 2007, before dropping to \$14.184 trillion in 2008. Real GDP dipped further to \$13.870 trillion in 2009. Since then Real GDP has grown to \$15.356 trillion.

Forecasts for Real GDP growth vary. Woods & Poole Economics (W&P) projects 2.24% growth through 2017, followed by 2.25% through 2019. The Congressional Budget Office (CBO) projects 2.80% growth in 2015, followed by 3.00% percent growth in 2016, dropping off to 2.70% growth in 2017, 2.20% in 2018 and 2.10% in 2019. Finally, the Federal Reserve (FED) projects 2.50% growth in 2015, followed by 2.50% percent growth in 2016, dropping off to 2.20% growth in 2017, 2.15% in 2018 and 2.15% in 2019 as shown below.

Real GDP Growth Forecasts				
Year	W&P	CBO	FED	Concluded
2012	2.23%	2.23%	2.23%	2.23%
2013	2.23%	2.23%	2.23%	2.23%
2014	2.23%	2.23%	2.23%	2.23%
2015	2.24%	2.80%	2.50%	2.50%
2016	2.24%	3.00%	2.50%	2.60%
2017	2.24%	2.70%	2.20%	2.40%
2018	2.25%	2.20%	2.15%	2.20%
2019	2.25%	2.10%	2.15%	2.15%

Source: W&P Economics, Congressional Budget Office; Federal Reserve

The CBO has a history of underestimating the cost of government programs and overestimating tax revenues. Consequently, we discount their projection. W&P flatlines their projection through 2018. Consequently, we discount their projection. Taking this into consideration, we conclude 2.50% growth in 2015, followed by 2.60% percent in 2016, 2.40% in 2017, 2.20% in 2018, and 2.15% in 2019. We refer to this as our "base projection" in the discussion that follows.

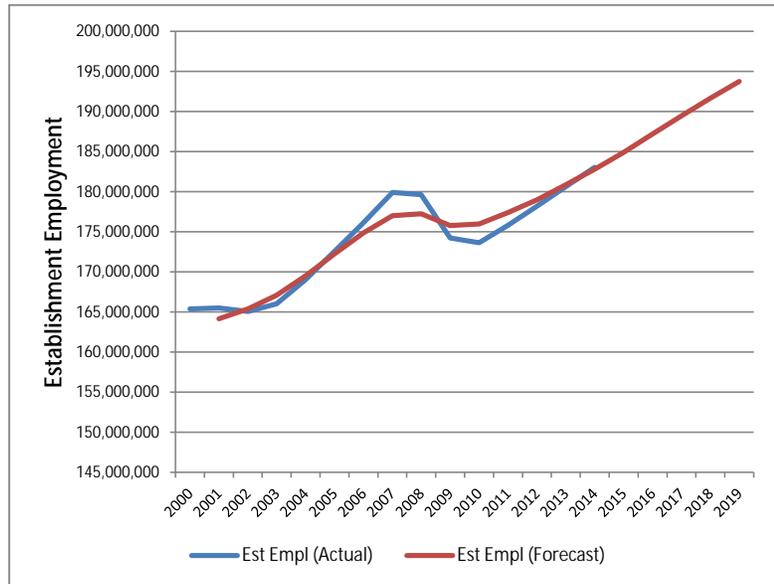
## Establishment Employment

The Bureau of Labor Statistics (BLS) tracks employment two different ways: (1) Establishment Employment (sometimes referred to as At-Place Employment) which consists of a survey of employers in a specific geographic area, regardless of where the employees at the surveyed establishment actually live; and (2) Civilian Employment (sometimes referred to as Resident Employment) which consists of a survey of households in a specific geographic area, regardless of where the surveyed participants actually work. We begin our analysis with Establishment Employment.

The table and graph below show Establishment Employment and Real GDP for the United States since 2000. The data set comes from the Bureau of Economic Analysis (BEA) and the Bureau of Labor Statistics (BLS) via Woods & Pool Economics.

Establishment Employment Forecast		
Year	Real GDP	Est Emp
2000	\$11,890.3	165,371,004
2001	\$12,059.4	165,510,145
2002	\$12,311.8	165,063,008
2003	\$12,638.4	166,019,479
2004	\$13,126.0	169,026,733
2005	\$13,591.1	172,551,350
2006	\$14,028.8	176,124,643
2007	\$14,352.6	179,899,653
2008	\$14,184.2	179,644,834
2009	\$13,869.7	174,225,644
2010	\$14,154.7	173,626,671
2011	\$14,372.5	175,834,720
2012	\$14,692.8	178,203,085
2013	\$15,020.6	180,604,538
2014	\$15,356.3	183,038,210
2015	\$15,740.2	184,885,358
2016	\$16,149.4	187,187,690
2017	\$16,537.0	189,480,679
2018	\$16,900.8	191,641,512
2019	\$17,264.2	193,742,287

Source: W&P, Texas A&M; Allen & Assoc



Establishment Employment grew from 165.4 million in 2000 to 179.9 million in 2007, before dropping to 173.6 million in 2010. Since then it has grown to 183.0 million.

The accompanying graph illustrates the relationship between Establishment Employment and Real GDP. We used historic data to develop a statistical relationship between the two variables. Applying our base projection to Real GDP (discussed previously) and utilizing the statistical relationship between GDP and employment yielded our base projection for Establishment Employment. Our base projection shows Real GDP growing from \$15.356 trillion in 2014 to \$17.264 trillion in 2019. This, in turn, will result in Establishment Employment growing from 183.0 million to 193.7 million over this time period.

## Employment by Industry

The Bureau of Labor Statistics (BLS) tracks Establishment Employment by major industry. In the table below we present the breakdown for 2009 and 2014. The data set comes from the Bureau of Labor Statistics (BLS) via Woods & Pool Economics.

Industry	Establishment Employment				
	2009	% Growth	2014	% of Total	Rank
Farm Employment	2,633,000	0.4%	2,644,097	1.4%	18
Forestry, Fishing, Related Activities And Other Employment	821,007	7.5%	882,424	0.5%	22
Mining Employment	1,124,292	29.8%	1,459,886	0.8%	21
Utilities Employment	590,066	-1.3%	582,642	0.3%	23
Construction Employment	9,532,902	-4.7%	9,087,335	5.0%	10
Manufacturing Employment	12,491,135	-2.1%	12,226,552	6.7%	6
Wholesale Trade Employment	6,150,974	2.8%	6,320,743	3.5%	12
Retail Trade Employment	17,890,428	4.0%	18,597,157	10.2%	3
Transportation And Warehousing Employment	5,568,926	5.2%	5,859,654	3.2%	13
Information Employment	3,312,334	-1.1%	3,274,402	1.8%	16
Finance And Insurance Employment	9,480,225	4.3%	9,887,496	5.4%	9
Real Estate And Rental And Lease Employment	7,530,148	9.0%	8,204,323	4.5%	11
Professional And Technical Services Employment	11,760,390	8.1%	12,717,572	6.9%	5
Management Of Companies And Enterprises Employment	2,021,759	8.0%	2,182,915	1.2%	19
Administrative And Waste Services Employment	10,120,479	14.8%	11,615,468	6.3%	7
Educational Services Employment	3,971,349	13.9%	4,524,198	2.5%	14

Health Care And Social Assistance Employment	18,768,539	10.4%	20,712,776	11.3%	1
Arts, Entertainment, And Recreation Employment	3,754,392	7.7%	4,045,066	2.2%	15
Accommodation And Food Services Employment	11,992,733	7.9%	12,944,920	7.1%	4
Other Services, Except Public Administration Employment	10,018,566	5.4%	10,558,736	5.8%	8
Federal Civilian Government Employment	2,886,994	2.1%	2,946,358	1.6%	17
Federal Military Employment	2,092,005	0.6%	2,104,427	1.1%	20
State And Local Government Employment	19,713,001	-0.3%	19,659,063	10.7%	2
Establishment Employment	174,225,644	5.1%	183,038,210	100.0%	

Source: W&P Economics

The data suggests that Health Care and Social Assistance is the largest employment category accounting for 11.3% of total US employment. State and Local Government is the second largest category accounting for 10.7% of total employment. Retail Trade is the third largest category accounting for 10.2% of total employment. Accommodation and Food Services is the fourth largest category accounting for 7.1% of total employment. Professional and Technical Services is the fifth largest category accounting for 6.9% of total employment.

The data also suggests that while Establishment Employment grew 5.1% between 2009 and 2014, Manufacturing Employment decreased 2.1% from 12.5 million to 12.2 million. This troubling trend has been underway for the past couple of decades and is driven by globalization as well as US corporate tax rates and regulations imposed on US manufacturers. This is a trend worth watching: Manufacturing Employment is the backbone of any nation's economy.

#### Earnings by Industry

The Bureau of Labor Statistics (BLS) tracks Average Earnings by major industry. In the table below we present the breakdown for 2014. The data set comes from the Bureau of Labor Statistics (BLS) via Woods & Pool Economics.

Average Earnings		
Industry	Earnings	Rank
Farm Employment	\$38,468	15
Forestry, Fishing, Related Activities And Other Employment	\$33,244	19
Mining Employment	\$81,070	6
Utilities Employment	\$138,454	1
Construction Employment	\$55,202	12
Manufacturing Employment	\$76,147	9
Wholesale Trade Employment	\$78,032	7
Retail Trade Employment	\$30,867	20
Transportation And Warehousing Employment	\$54,488	13
Information Employment	\$97,623	4
Finance And Insurance Employment	\$73,986	10
Real Estate And Rental And Lease Employment	\$20,925	23
Professional And Technical Services Employment	\$77,185	8
Management Of Companies And Enterprises Employment	\$115,081	2
Administrative And Waste Services Employment	\$33,943	18
Educational Services Employment	\$36,693	16
Health Care And Social Assistance Employment	\$53,392	14
Arts, Entertainment, And Recreation Employment	\$26,662	21
Accommodation And Food Services Employment	\$22,982	22
Other Services, Except Public Administration Employment	\$34,070	17
Federal Civilian Government Employment	\$112,907	3
Federal Military Employment	\$89,187	5
State And Local Government Employment	\$59,694	11
Average Earnings	\$53,159	

Source: W&P Economics

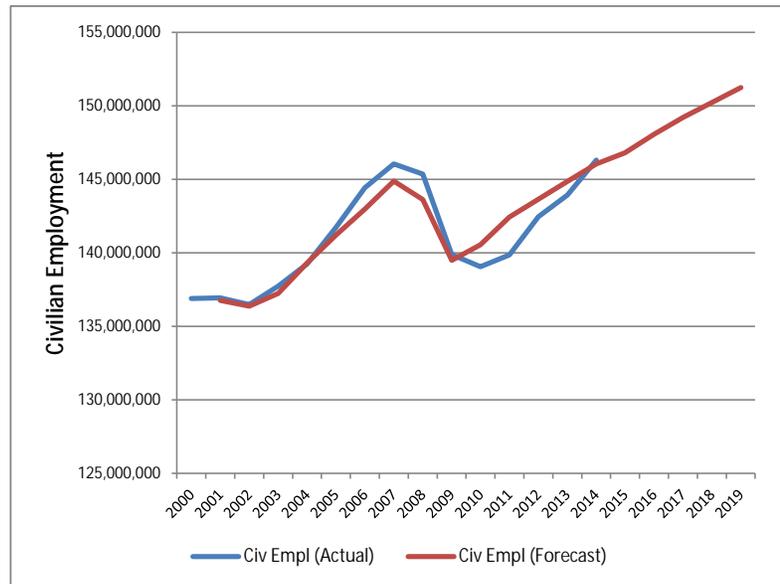
The data suggests that Utilities is the highest paid industry averaging \$138,454 per employee. Management is the second highest paid industry averaging \$115,081 per employee. Federal Civilian Government is the third highest paid profession averaging \$112,907 per employee. Information Technology is the fourth highest paid industry averaging \$97,623 per employee. Federal Military is the fifth highest paid category averaging \$89,187 per employee. These figures are compared with US Average Earnings of \$53,159 per employee.

## Civilian Employment

In this section we take a look at Civilian Employment. The table and graph below show Civilian Employment and Establishment Employment for the United States since 2000. The data set comes from the Bureau of Economic Analysis (BEA) and the Bureau of Labor Statistics (BLS) via Texas A&M Real Estate Center and Woods & Pool Economics.

Civilian Employment Forecast		
Year	Est Emp	Civ Emp
2000	165,371,004	136,891,000
2001	165,510,145	136,933,000
2002	165,063,008	136,485,000
2003	166,019,479	137,736,000
2004	169,026,733	139,252,000
2005	172,551,350	141,730,000
2006	176,124,643	144,427,000
2007	179,899,653	146,047,000
2008	179,644,834	145,362,000
2009	174,225,644	139,877,000
2010	173,626,671	139,064,000
2011	175,834,720	139,869,000
2012	178,203,085	142,469,000
2013	180,604,538	143,929,000
2014	183,038,210	146,305,000
2015	184,885,358	146,809,000
2016	187,187,690	148,073,000
2017	189,480,679	149,202,000
2018	191,641,512	150,230,000
2019	193,742,287	151,250,000

Source: W&P, Texas A&M; Allen & Assoc



Civilian Employment grew from 136.9 million in 2000 to 146.0 million in 2007, before dropping to 139.1 million in 2010. Since then it has grown to 146.3 million.

The accompanying graph illustrates the relationship between Civilian Employment and Establishment Employment. We used historic data to develop a statistical relationship between the two variables. Utilizing the statistical relationship between the two measures and our forecast for Establishment Employment yielded our base projection for Civilian Employment. Our base projection shows Establishment Employment growing from 183.0 million in 2014 to 193.7 million in 2019. This, in turn, will result in Civilian Employment growing from 146.3 million to 151.3 million over this time period.

## Labor Force and Unemployment

In this section we take a look at Labor Force and Unemployment. The table below shows Civilian Employment, Unemployment and Labor Force statistics for the United States since 2000. The data set comes from the Bureau of Labor Statistics (BLS) via Texas A&M Real Estate Center and Woods & Pool Economics.

Labor Force & Unemployment Rate Forecast				
Year	Civ Emp	Unemp	Lab Force	Unemp Rate
2000	136,891,000	5,703,792	142,594,792	4.0%
2001	136,933,000	6,753,254	143,686,254	4.7%
2002	136,485,000	8,403,535	144,888,535	5.8%
2003	137,736,000	8,791,660	146,527,660	6.0%
2004	139,252,000	8,104,614	147,356,614	5.5%
2005	141,730,000	7,616,681	149,346,681	5.1%
2006	144,427,000	6,963,985	151,390,985	4.6%
2007	146,047,000	7,042,099	153,089,099	4.6%
2008	145,362,000	8,950,102	154,312,102	5.8%
2009	139,877,000	14,342,405	154,219,405	9.3%
2010	139,064,000	14,767,858	153,831,858	9.6%
2011	139,869,000	13,664,480	153,533,480	8.9%
2012	142,469,000	12,557,115	155,026,115	8.1%
2013	143,929,000	11,501,886	155,430,886	7.4%
2014	146,305,000	9,670,480	155,975,480	6.2%

Source: Texas A&M Real Estate Center; Allen & Associates

Unemployment grew from 5.7 million in 2000 to 9.0 million in 2008 before increasing to 14.3 million in 2009. Unemployment stood at 14.8 million in 2010 before falling to 9.7 million in 2014. The Unemployment Rate grew from 4.0% in 2000 to 5.8% in 2008 before increasing to 9.3% in 2009. Unemployment stood at 9.6% in 2010 before falling to 6.2% in 2014. The Labor Force grew from 142.6 million in 2000 to 154.3 million in 2008 and 154.2 in 2009. Thereafter, it has remained relatively constant as unemployed and underemployed workers - frustrated with the difficult job market - have left the labor force. This is evidenced by the Labor Force Participation Rate (the percentage of the population in the labor force), which (according to Woods & Poole Economics) eroded between 2000 and 2014.

The table and graph below show the Unemployment Rate for the United States for the past 12 months.

Unemployment Rate	
Month	Unemp Rate
Jun-14	6.2%
Jul-14	6.3%
Aug-14	6.1%
Sep-14	6.2%
Oct-14	6.1%
Nov-14	5.9%
Dec-14	5.7%
Jan-15	5.8%
Feb-15	5.6%
Mar-15	5.7%
Apr-15	5.5%
May-15	5.5%
Jun-15	5.4%

Source: TAMU; Allen & Assoc



The Unemployment Rate for the United States came in at 6.2% in June 2014 and 5.4% in June 2015.

### Conclusion

Our findings for the base projection are summarized below.

	Base Projection						
	2013	2014	2015	2016	2017	2018	2019
Real GDP (billion 2005 \$)	\$15,020.6	\$15,356.3	\$15,740.2	\$16,149.4	\$16,537.0	\$16,900.8	\$17,264.2
Establishment Employment	180,604,538	183,038,210	184,885,358	187,187,690	189,480,679	191,641,512	193,742,287
Civilian Employment	143,929,000	146,305,000	146,809,000	148,073,000	149,202,000	150,230,000	151,250,000
Real GDP Growth %	2.23%	2.23%	2.50%	2.60%	2.40%	2.20%	2.15%
Est Employment Growth %	1.35%	1.35%	1.01%	1.25%	1.22%	1.14%	1.10%
Civilian Employment Growth %	1.02%	1.65%	0.34%	0.86%	0.76%	0.69%	0.68%

Source: W&P Economics, Texas A&M Real Estate Center; Allen & Associates

Our base projection assumes Real GDP growth of 2.50% in 2015, 2.60% in 2016, 2.40% in 2017, 2.20% in 2018, and 2.15% in 2019. Given this projection, we anticipate Establishment Employment of 184.9 million in 2015 and 193.7 million in 2019. In addition, we anticipate Civilian Employment of 146.8 million in 2015 and 151.3 million in 2019.

We also evaluated an optimistic growth scenario. Our findings are summarized below.

	Growth Scenario						
	2013	2014	2015	2016	2017	2018	2019
Real GDP (billion 2005 \$)	\$15,020.6	\$15,356.3	\$15,970.5	\$16,449.6	\$16,860.9	\$17,282.4	\$17,714.5
Establishment Employment	180,604,538	183,038,210	185,648,763	188,750,271	191,293,831	193,704,208	196,174,846
Civilian Employment	143,929,000	146,305,000	147,400,343	149,068,939	150,166,727	151,318,477	152,554,459
Real GDP Growth %	2.23%	2.23%	4.00%	3.00%	2.50%	2.50%	2.50%
Est Employment Growth %	1.35%	1.35%	1.43%	1.67%	1.35%	1.26%	1.28%
Civilian Employment Growth %	1.02%	1.65%	0.75%	1.13%	0.74%	0.77%	0.82%

Source: W&P Economics, Texas A&M Real Estate Center; Allen & Associates

Our optimistic scenario assumes Real GDP growth of 4.0% in 2015, 3.0% in 2016, 2.50% in 2017, 2.50% in 2018, and 2.50% in 2019. Given this projection, we anticipate Establishment Employment of 185.6 million in 2015 and 196.2 million in 2019. In addition, we anticipate Civilian Employment of 147.4 million in 2015 and 152.6 million in 2019.

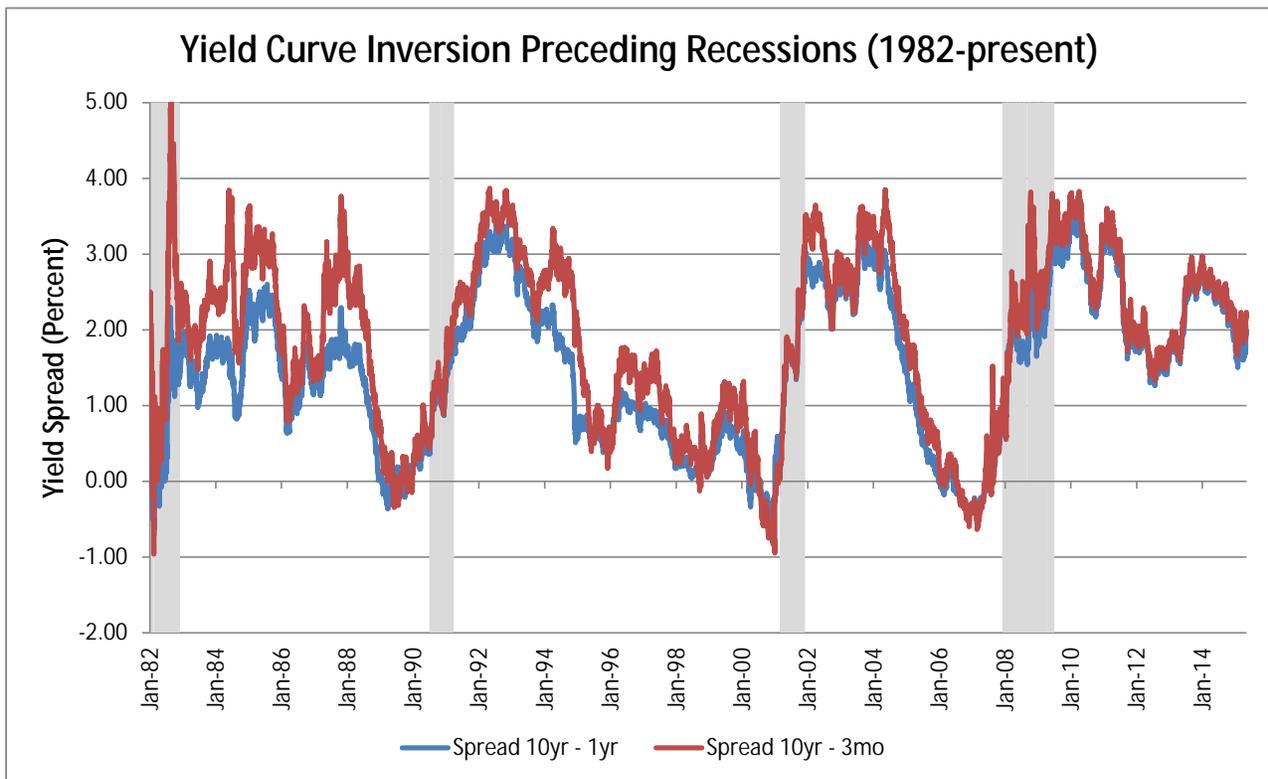
Finally, we evaluated a pessimistic recession scenario. Our findings are summarized below.

	Recession Scenario						
	2013	2014	2015	2016	2017	2018	2019
Real GDP (billion 2005 \$)	\$15,020.6	\$15,356.3	\$14,742.0	\$14,447.2	\$14,591.6	\$14,810.5	\$15,106.7
Establishment Employment	180,604,538	183,038,210	181,577,270	179,086,487	178,838,754	179,920,152	181,441,199
Civilian Employment	143,929,000	146,305,000	144,244,377	142,725,284	143,235,012	144,143,040	145,017,386
Real GDP Growth %	2.23%	2.23%	-4.00%	-2.00%	1.00%	1.50%	2.00%
Est Employment Growth %	1.35%	1.35%	-0.80%	-1.37%	-0.14%	0.60%	0.85%
Civilian Employment Growth %	1.02%	1.65%	-1.41%	-1.05%	0.36%	0.63%	0.61%

Source: W&P Economics, Texas A&M Real Estate Center; Allen & Associates

Our recession scenario assumes Real GDP growth of -4.0% in 2015, -2.0% in 2016, 1.0% in 2017, 1.50% in 2018, and 2.0% in 2019. Given this projection, we anticipate Establishment Employment of 181.6 million in 2015 and 181.4 million in 2019. In addition, we anticipate Civilian Employment of 144.2 million in 2015 and 145.0 million in 2019.

In our opinion, the recession scenario is unlikely. Recessions are almost always preceded by several months of an inverted yield curve (short term interest rates are higher than long term rates) as depicted in the graph below. Long term rates exceed short term rates today. This suggests that we are not facing a recession in the immediate future. Although growth is slow now, an economic contraction does not appear to be on the horizon.



## Regional Economic Outlook

In this section we conduct an analysis of the regional economy. For purposes of this analysis, we define the Region as Muscogee County, Georgia. A map depicting the Region is found below.



We anticipate moderate economic growth accompanied by modest population growth for the Region over the next several years. The employment base is anticipated to increase over this time period as well. In the discussion below we develop a forecast of the regional economy through 2019.

Our evaluation utilized the base projection for the US economy (developed in the previous section) to drive a base regional economic forecast. Our analysis is found below.

### Employment by Industry

The Bureau of Labor Statistics (BLS) tracks Establishment Employment by major industry. In the table below we present the breakdown for 2014 and compare the regional percent distribution to the US percent distribution. The data set comes from the Bureau of Labor Statistics (BLS) via Woods & Pool Economics.

Establishment Employment			
Industry	2014	Reg %	US %
Farm Employment	36	0.0%	1.4%
Forestry, Fishing, Related Activities And Other Employment	123	0.1%	0.5%
Mining Employment	202	0.2%	0.8%
Utilities Employment	213	0.2%	0.3%
Construction Employment	5,478	4.2%	5.0%
Manufacturing Employment	6,801	5.2%	6.7%
Wholesale Trade Employment	2,911	2.2%	3.5%
Retail Trade Employment	12,689	9.7%	10.2%
Transportation And Warehousing Employment	2,312	1.8%	3.2%
Information Employment	1,468	1.1%	1.8%
Finance And Insurance Employment	12,860	9.8%	5.4%
Real Estate And Rental And Lease Employment	3,707	2.8%	4.5%
Professional And Technical Services Employment	6,883	5.3%	6.9%
Management Of Companies And Enterprises Employment	1,082	0.8%	1.2%
Administrative And Waste Services Employment	8,577	6.6%	6.3%
Educational Services Employment	1,120	0.9%	2.5%
Health Care And Social Assistance Employment	17,026	13.0%	11.3%
Arts, Entertainment, And Recreation Employment	1,606	1.2%	2.2%
Accommodation And Food Services Employment	11,714	9.0%	7.1%
Other Services, Except Public Administration Employment	7,897	6.0%	5.8%
Federal Civilian Government Employment	6,609	5.1%	1.6%
Federal Military Employment	5,952	4.6%	1.1%
State And Local Government Employment	13,335	10.2%	10.7%
Establishment Employment	130,601	100.0%	100.0%

Source: W&P Economics

Regional Establishment Employment stood at 130,601 in 2014. The data suggests that Health Care and Social Assistance is the largest employment category accounting for 13.0% of total regional employment. State and Local Government is the second largest category accounting for 10.2% of total employment. Finance and Insurance is the third largest category accounting for 9.8% of total employment. Retail Trade is the fourth largest category accounting for 9.7% of total employment. Accommodation and Food Services is the fifth largest category accounting for 9.0% of total employment.

Economists generally classify employment two ways: basic and non-basic. Basic employment, which is considered to be the engine of a local economy, includes industries that rely on external factors to fuel demand. For instance, mining, logging and manufacturers are frequently considered basic employers. Goods for these industries are shipped outside the location where they are produced. Non-basic employers depend largely on local demand and usually employ local workers. For example, grocery stores and restaurants are sometimes considered non-basic employers.

The Location Quotient (LQ) technique is the most common method of identifying basic industries for a given economy. The LQ technique compares the share of workers in each industry of a given economy with that of a larger reference economy. If the number of workers in the given economy is greater than that of the reference economy, these are considered to be basic industries because they fill needs beyond those of the reference community.

In the table above we highlight the basic industries for the Region. The distribution of employment in these industries exceeds that for the United States. These basic industries represent about 70,635 employees or about 54.1% of total regional employment. These are the industries that drive the regional economy.

### Earnings by Industry

The Bureau of Labor Statistics (BLS) tracks Average Earnings by major industry. In the table below we present the breakdown for 2014. The data set comes from the Bureau of Labor Statistics (BLS) via Woods & Pool Economics.

Average Earnings		
Industry	Earnings	Rank
Farm Employment	\$111	23
Forestry, Fishing, Related Activities And Other Employment	\$35,943	15
Mining Employment	\$54,356	10
Utilities Employment	\$115,784	1
Construction Employment	\$40,704	14
Manufacturing Employment	\$61,037	8
Wholesale Trade Employment	\$56,112	9
Retail Trade Employment	\$26,000	16
Transportation And Warehousing Employment	\$48,821	11
Information Employment	\$61,834	6
Finance And Insurance Employment	\$63,447	5
Real Estate And Rental And Lease Employment	\$25,028	18
Professional And Technical Services Employment	\$61,295	7
Management Of Companies And Enterprises Employment	\$109,310	3
Administrative And Waste Services Employment	\$19,766	20
Educational Services Employment	\$21,346	19
Health Care And Social Assistance Employment	\$48,424	12
Arts, Entertainment, And Recreation Employment	\$18,125	22
Accommodation And Food Services Employment	\$19,033	21
Other Services, Except Public Administration Employment	\$25,434	17
Federal Civilian Government Employment	\$83,612	4
Federal Military Employment	\$110,240	2
State And Local Government Employment	\$48,150	13
Average Earnings	\$47,056	

Source: W&P Economics

The data suggests that Utilities is the highest paid industry averaging \$115,784 per employee. Federal Military is the second highest paid industry averaging \$110,240 per employee. Management of Companies is the third highest paid profession averaging \$109,310 per employee. Federal Civilian Government is the fourth highest paid industry averaging \$83,612 per employee. Finance and Insurance is the fifth highest paid category averaging \$63,447 per employee. These figures are compared with regional Average Earnings of \$47,056 per employee.

The highlighted industries represent basic industries for the Region. Average Earnings for these basic industries comes to \$52,851 or 12.3% higher than average for the Region.

#### Top Employers

The table below gives a listing of the Region's top employers. The data comes from InfoUSA and includes a primary industry description for each employer.

Top Employers				
Name	Employees	SIC Code	Industry Description	Location Type
Fort Benning	32,000	9711-09	Military Bases	-
Aflac Inc	4,000	6411-12	Insurance	Headquarter
St Francis Hospital	2,800	8062-02	Hospitals	-
Total System Svc Inc	2,000	7374-04	Credit Card-Merchant Services	Headquarter
Martin Army Community Hospital	1,700	8062-02	Hospitals	Branch
W C Bradley Char-Broil Plant	1,700	3631-01	Barbecue Equipment & Supplies-Mfrs	Branch
L & S Svc	1,000	1799-77	Contractors	-
Columbus State University	800	8221-01	Schools-Universities & Colleges Academic	Subsidiary
United States Army	800	8748-07	Recreation Program Consultants	-
Heatcraft Worldwide Refrig	750	3585-07	Refrigerating Equip Supls & Parts-Mfrs	Subsidiary

Source: InfoUSA

The top employers include: (1) Fort Benning (32000 employees); (2) Aflac Inc (4000 employees) and; (3) St Francis Hospital (2800 employees).

We contacted the largest employers to find out about their staffing plans for the next few years. This is what we were told:

- > Our employment data source list 32,000 people employed by Fort Benning (706) 545-2011) in Muscogee County making them the largest employer. We were told that the US Army is always hiring.
- > Our employment data source list 4000 people employed by Aflac Inc (706) 323-3431) in Muscogee County making them tied for the second largest employer. After multiple attempts, we were not able to get a person on the line to confirm our information.

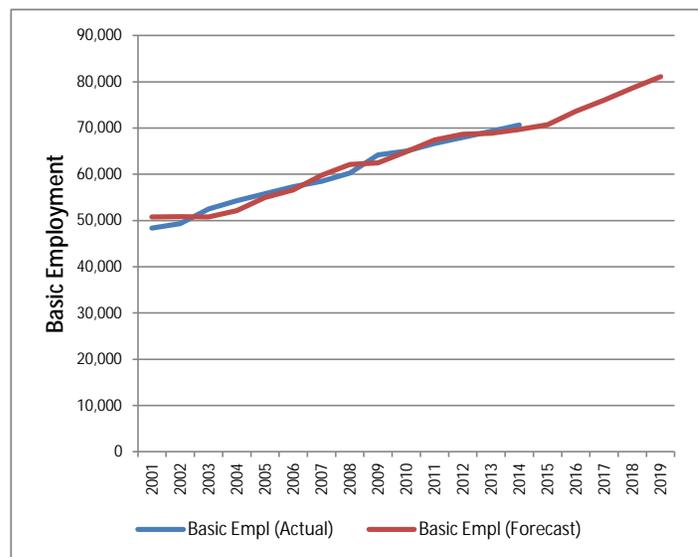
- > Our employment data source list 2800 people employed by Total System Svc Inc (706) 649-2310) in Muscogee County making them the third largest employer. We received a message in the HR Dept.; it stated that they are currently accepting applications for employment through their website.
- > Our employment data source list 2000 people employed by Total System Svc Inc (706) 649-2310) in Muscogee County making them the fourth largest employer. We received a message in the HR Dept.; it stated that they are currently accepting applications for employment through their website.
- > Our employment data source list 1700 people employed by W C Bradley Char-Broil Plant (706) 571-7000) in Muscogee County making them tied for the fifth largest employer. After multiple attempts, we were not able to get a person on the line to confirm our information.
- > Our employment data source list 1700 people employed by Martin Army Community Hospital (706) 544-2273) in Muscogee County making them tied for the fifth largest employer. After multiple attempts, we were not able to get a person on the line to confirm our information.
- > Our employment data source list 1000 people employed by L & S Svc (706) 682-1021) in Muscogee County making them the seventh largest employer. After multiple attempts, we were not able to get a person on the line to confirm our information.

**Basic Employment**

In this section we generate a Basic Employment forecast for the Region using base US Establishment Employment and Civilian Employment forecasts. The table and graph below show employment for the Region and the United States since 2000. The data set comes from the Bureau of Economic Analysis (BEA) and the Bureau of Labor Statistics (BLS) via Woods & Pool Economics.

Basic Employment Forecast			
Year	US Est Empl	US Civ Empl	Basic Emp
2000	165,371,004	136,891,000	49,673
2001	165,510,145	136,933,000	48,354
2002	165,063,008	136,485,000	49,292
2003	166,019,479	137,736,000	52,478
2004	169,026,733	139,252,000	54,255
2005	172,551,350	141,730,000	55,772
2006	176,124,643	144,427,000	57,329
2007	179,899,653	146,047,000	58,471
2008	179,644,834	145,362,000	60,289
2009	174,225,644	139,877,000	64,193
2010	173,626,671	139,064,000	65,023
2011	175,834,720	139,869,000	66,660
2012	178,203,085	142,469,000	67,960
2013	180,604,538	143,929,000	69,286
2014	183,038,210	146,305,000	70,635
2015	184,885,358	146,809,000	70,731
2016	187,187,690	148,073,000	73,635
2017	189,480,679	149,202,000	76,058
2018	191,641,512	150,230,000	78,624
2019	193,742,287	151,250,000	81,121

Source: W&P Economics; Allen & Assoc



Basic Employment increased from 48,354 in 2001 to 60,289 in 2008. Basic Employment increased to 65,023 in 2010 and increased to 70,635 in 2014.

The accompanying graph illustrates the relationship between Basic Employment for the Region and US Establishment and US Civilian Employment. We used historic data to develop a statistical relationship between the variables. Utilizing this statistical relationship and our base projections for US Establishment and US Civilian Employment yielded our base projection for Basic Employment for the Region. Our projection shows US Establishment Employment growing from 183.0 million in 2014 to 193.7 million in 2019. US Civilian Employment is projected to grow from 146.3 million in 2014 to 151.3 million in 2019. This, in turn, will result in Basic Employment for the Region increasing from 70,635 to 81,121 over this time period.

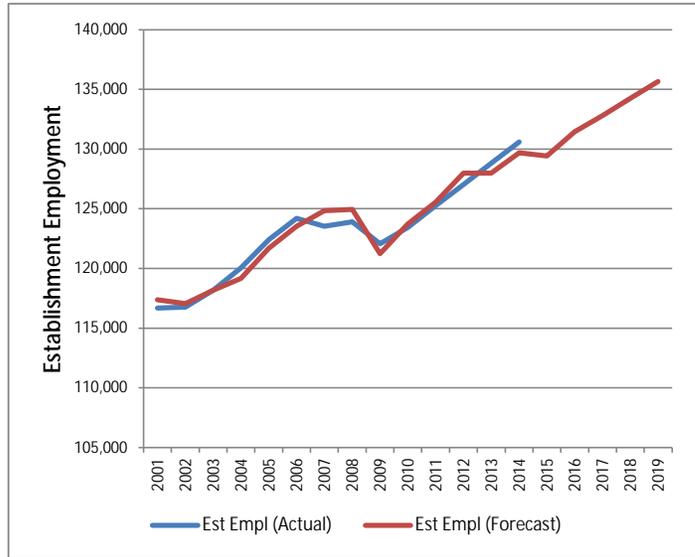
**Establishment Employment**

In this section we generate an Establishment Employment forecast for the Region using base US Establishment Employment and Civilian Employment forecasts. The table and graph below show employment for the Region and the United States since 2000. The data set comes from the Bureau of Economic Analysis (BEA) and the Bureau of Labor Statistics (BLS) via Woods & Pool Economics.

Establishment Employment Forecast

Year	US Est Empl	US Civ Empl	Est Empl
2000	165,371,004	136,891,000	120,079
2001	165,510,145	136,933,000	116,678
2002	165,063,008	136,485,000	116,772
2003	166,019,479	137,736,000	118,163
2004	169,026,733	139,252,000	120,051
2005	172,551,350	141,730,000	122,417
2006	176,124,643	144,427,000	124,192
2007	179,899,653	146,047,000	123,536
2008	179,644,834	145,362,000	123,895
2009	174,225,644	139,877,000	122,053
2010	173,626,671	139,064,000	123,429
2011	175,834,720	139,869,000	125,270
2012	178,203,085	142,469,000	127,021
2013	180,604,538	143,929,000	128,799
2014	183,038,210	146,305,000	130,601
2015	184,885,358	146,809,000	129,414
2016	187,187,690	148,073,000	131,444
2017	189,480,679	149,202,000	132,812
2018	191,641,512	150,230,000	134,238
2019	193,742,287	151,250,000	135,672

Source: W&P Economics; Allen & Assoc



Establishment Employment increased from 116,678 in 2001 to 124,192 in 2006. Establishment Employment decreased to 122,053 in 2009 and increased to 130,601 in 2014.

The accompanying graph illustrates the relationship between Establishment Employment for the Region and US Establishment and US Civilian Employment. We used historic data to develop a statistical relationship between the variables. Utilizing this statistical relationship and our base projections for US Establishment and US Civilian Employment yielded our base projection for Establishment Employment for the Region. Our projection shows US Establishment Employment growing from 183.0 million in 2014 to 193.7 million in 2019; US Civilian Employment is projected to grow from 146.3 million in 2014 to 151.3 million in 2019. This, in turn, will result in Establishment Employment for the Region increasing from 130,601 to 135,672 over this time period.

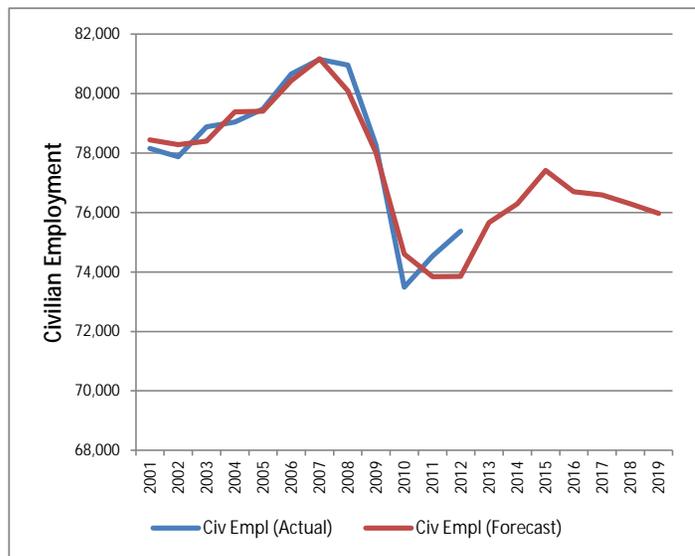
### Civilian Employment

In this section we generate a Civilian Employment forecast for the Region using base US Establishment Employment and Civilian Employment forecasts. The table and graph below show employment for the Region and the United States since 2000. The data set comes from the Bureau of Labor Statistics (BLS) via the Texas A&M Real Estate Center.

Civilian Employment Forecast

Year	US Est Empl	US Civ Empl	Civ Emp
2000	165,371,004	136,891,000	79,637
2001	165,510,145	136,933,000	78,155
2002	165,063,008	136,485,000	77,880
2003	166,019,479	137,736,000	78,888
2004	169,026,733	139,252,000	79,046
2005	172,551,350	141,730,000	79,487
2006	176,124,643	144,427,000	80,659
2007	179,899,653	146,047,000	81,150
2008	179,644,834	145,362,000	80,960
2009	174,225,644	139,877,000	78,276
2010	173,626,671	139,064,000	73,484
2011	175,834,720	139,869,000	74,543
2012	178,203,085	142,469,000	75,373
2013	180,604,538	143,929,000	75,402
2014	183,038,210	146,305,000	74,579
2015	184,885,358	146,809,000	77,421
2016	187,187,690	148,073,000	76,699
2017	189,480,679	149,202,000	76,595
2018	191,641,512	150,230,000	76,295
2019	193,742,287	151,250,000	75,972

Source: Texas A&M Real Estate Center; Allen & Assoc



Civilian Employment increased from 77,880 in 2002 to 81,150 in 2007. Civilian Employment decreased to 73,484 in 2010 and

increased to 74,579 in 2014.

The accompanying graph illustrates the relationship between Civilian Employment for the Region and US Establishment and US Civilian Employment. We used historic data to develop a statistical relationship between the variables. Utilizing this statistical relationship and our base projections for US Establishment and US Civilian Employment yielded our base projection for Civilian Employment for the Region. Our projection shows US Establishment Employment growing from 183.0 million in 2014 to 193.7 million in 2019; US Civilian Employment is projected to grow from 146.3 million in 2014 to 151.3 million in 2019. This, in turn, will result in Civilian Employment for the Region increasing from 74,579 to 75,972 over this time period.

**Labor Force and Unemployment**

In this section we take a look at Labor Force and Unemployment. The table below shows Civilian Employment, Unemployment and Labor Force statistics for the Region since 2000. The data set comes from the Bureau of Labor Statistics (BLS) via the Texas A&M Real Estate Center.

Labor Force & Unemployment Rate Forecast				
Year	Civ Emp	Unemp	Lab Force	Unemp Rate
2000	79,637	4,015	83,652	4.8%
2001	78,155	4,113	82,268	5.0%
2002	77,880	4,533	82,413	5.5%
2003	78,888	4,415	83,303	5.3%
2004	79,046	4,689	83,735	5.6%
2005	79,487	5,254	84,741	6.2%
2006	80,659	4,694	85,353	5.5%
2007	81,150	4,451	85,601	5.2%
2008	80,960	5,351	86,311	6.2%
2009	78,276	7,836	86,112	9.1%
2010	73,484	8,256	81,740	10.1%
2011	74,543	8,283	82,826	10.0%
2012	75,373	8,097	83,470	9.7%
2013	75,402	7,731	83,133	9.3%
2014	74,579	6,928	81,507	8.5%

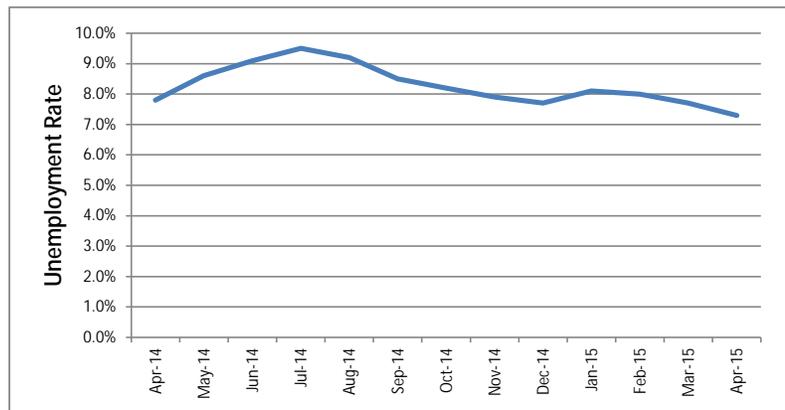
Source: Texas A&M Real Estate Center; Allen & Associates

Unemployment decreased from 4,533 in 2002 to 4,451 in 2007. Unemployment increased to 8,256 in 2010 and decreased to 6,928 in 2014. The Unemployment Rate decreased from 5.5% in 2002 to 5.2% in 2007. The Unemployment Rate increased to 10.1% in 2010 and decreased to 8.5% in 2014.

The table and graph below show the Unemployment Rate for the Region for the past 12 months.

Unemployment Rate	
Month	Unemp Rate
Apr-14	7.8%
May-14	8.6%
Jun-14	9.1%
Jul-14	9.5%
Aug-14	9.2%
Sep-14	8.5%
Oct-14	8.2%
Nov-14	7.9%
Dec-14	7.7%
Jan-15	8.1%
Feb-15	8.0%
Mar-15	7.7%
Apr-15	7.3%

Source: TAMU; Allen & Assoc



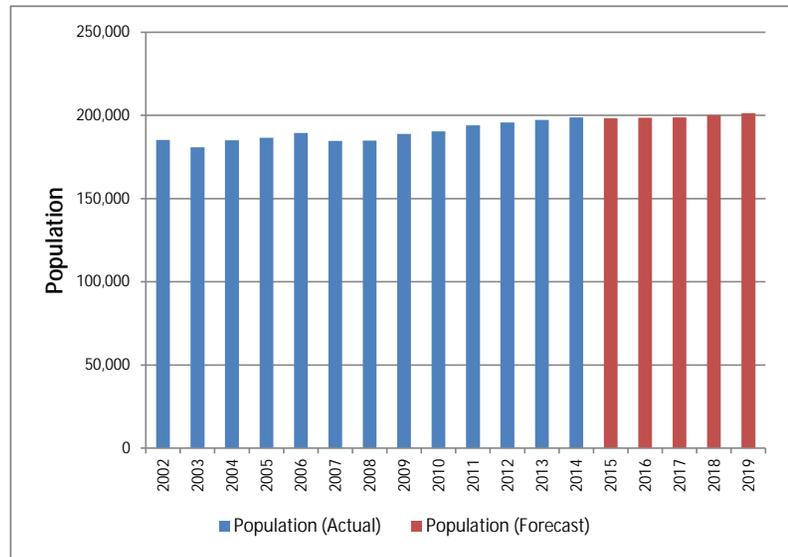
The Unemployment Rate for the Region came in at 7.8% in April 2014 and 7.3% in April 2015.

**Population**

In this section we generate a Population forecast for the Region using our base Civilian Employment forecast. The table and graph below show Civilian Employment and Population for the Region since 2000. The data set comes from the Bureau of Labor Statistics (BLS) via the Texas A&M Real Estate Center and the US Census Bureau.

Population Forecast		
Year	Civ Emp	Pop
2000	79,637	186,478
2001	78,155	186,375
2002	77,880	185,139
2003	78,888	180,838
2004	79,046	185,057
2005	79,487	186,543
2006	80,659	189,464
2007	81,150	184,704
2008	80,960	184,763
2009	78,276	188,796
2010	73,484	190,371
2011	74,543	194,107
2012	75,373	195,664
2013	75,402	197,245
2014	74,579	198,844
2015	77,421	198,173
2016	76,699	198,662
2017	76,595	198,816
2018	76,295	200,135
2019	75,972	201,295

Source: TAMU US Census; Allen & Assoc



Population decreased from 186,478 in 2000 to 184,763 in 2008. Population increased to 190,371 in 2010 and increased to 198,844 in 2014.

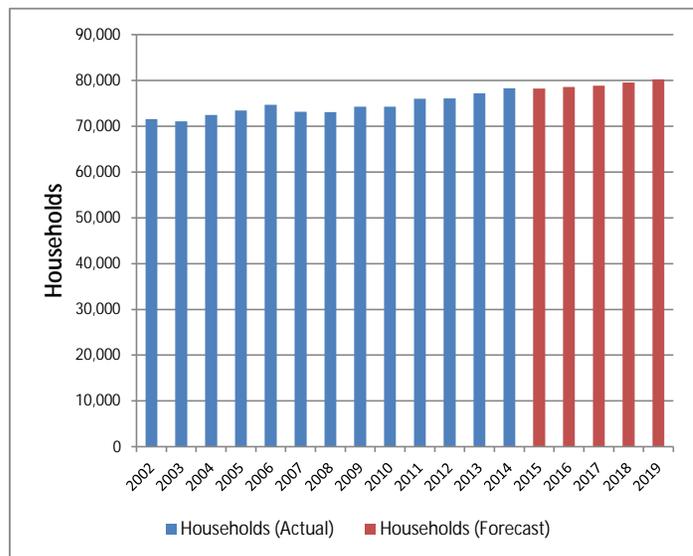
The accompanying graph illustrates the change in Regional Population over time. We used the historic data to develop a statistical relationship between Civilian Employment and Population. Utilizing the statistical relationship and our base Regional Civilian Employment projection yielded our base Regional Population forecast. Our projection shows Regional Population increasing from 198,844 in 2014 to 201,295 in 2019.

### Households

In this section we generate a Regional Household forecast using our base Regional Population projection. The table and graph below show Regional Households since 2000. The data set comes from the US Census Bureau via Woods & Pool Economics.

Household Forecast			
Year	Pop	Pop/HH	HH
2000	186,478	2.669	69,880
2001	186,375	2.600	71,670
2002	185,139	2.588	71,546
2003	180,838	2.544	71,076
2004	185,057	2.554	72,448
2005	186,543	2.541	73,414
2006	189,464	2.538	74,653
2007	184,704	2.525	73,145
2008	184,763	2.528	73,081
2009	188,796	2.542	74,257
2010	190,371	2.563	74,276
2011	194,107	2.553	76,018
2012	195,664	2.572	76,063
2013	197,245	2.555	77,190
2014	198,844	2.540	78,286
2015	198,173	2.534	78,207
2016	198,662	2.528	78,587
2017	198,816	2.522	78,835
2018	200,135	2.516	79,548
2019	201,295	2.510	80,201

Source: W&P Economics; Allen & Assoc



Households increased from 69,880 in 2000 to 73,081 in 2008. Households increased to 74,276 in 2010 and increased to 78,286 in 2014. Population per Household decreased from 2.669 in 2000 to 2.528 in 2008. Population per Household increased to 2.563 in 2010 and decreased to 2.540 in 2014.

For projection purposes, we decreased Population per Household from 2.540 in 2014 to 2.510 in 2019. Our base projection shows Population increasing from 198,844 in 2014 to 201,295 in 2019. This, in turn, will result in Households increasing from 78,286 in 2014 to 80,201 in 2019.

## Housing Units

Every 10 years the US Census Bureau collects Housing Unit information by structure type. In the table below we present the breakdown for 2000 and 2010.

Housing Units			
Unit Type	2000	2010	% of Total
Housing Units, 1, detached	49,954	55,711	68.2%
Housing Units, 1, attached	2,356	1,369	1.7%
Housing Units, 2	2,609	2,482	3.0%
Housing Units, 3 to 19	13,902	15,336	18.8%
Housing Units, 20 to 49	1,734	1,579	1.9%
Housing Units, 50 or more	2,764	3,385	4.1%
Housing Units, Mobile home	2,863	1,813	2.2%
Housing Units, Other	0	2	0.0%
<b>Housing Units</b>	<b>76,182</b>	<b>81,677</b>	<b>100.0%</b>

Source: US Census

In 2000, there were 76,182 Housing Units in the Region; in 2010 there were 81,677 units. The 2010 total included 55,711 single family detached units (68.2% of total). The 2010 total also included 4,964 multifamily units (20+ units / 6.1% of total).

## Building Permits

In this section we look at Building Permits. The table and graph below show historical data for the Region since 2000. The data set comes from the US Census.

Building Permits				
Year	1 Family	2-4 Family	5+ Family	Total
2000	556	25	394	975
2001	506	25	650	1,181
2002	615	139	68	822
2003	704	74	448	1,226
2004	701	43	349	1,093
2005	846	49	371	1,266
2006	710	51	341	1,102
2007	488	38	296	822
2008	286	26	222	534
2009	223	23	92	338
2010	224	28	87	339
2011	217	27	125	369
2012	262	33	190	485
2013	318	28	201	547
2014	333	26	228	587

Source: US Census

Building Permits for the Region increased from 822 in 2002 to 1,266 in 2005, before decreasing to 338 in 2009 and increasing to 587 in 2014.

## Conclusion

Our findings for the base projection are summarized below.

Base Projection							
	2013	2014	2015	2016	2017	2018	2019
Real GDP Growth %	2.23%	2.23%	2.50%	2.60%	2.40%	2.20%	2.15%
Basic Employment	69,286	70,635	70,731	73,635	76,058	78,624	81,121
Establishment Employment	128,799	130,601	129,414	131,444	132,812	134,238	135,672
Civilian Employment	75,402	74,579	77,421	76,699	76,595	76,295	75,972
Population	197,245	198,844	198,173	198,662	198,816	200,135	201,295
Households	77,190	78,286	78,207	78,587	78,835	79,548	80,201
Basic Employment Growth %	2.0%	1.9%	0.1%	4.1%	3.3%	3.4%	3.2%
Est Employment Growth %	1.4%	1.4%	-0.9%	1.6%	1.0%	1.1%	1.1%
Civilian Employment Growth %	0.0%	-1.1%	3.8%	-0.9%	-0.1%	-0.4%	-0.4%
Population Growth %	0.8%	0.8%	-0.3%	0.2%	0.1%	0.7%	0.6%
Household Growth %	1.5%	1.4%	-0.1%	0.5%	0.3%	0.9%	0.8%

Source: W&P Economics, Texas A&M Real Estate Center, US Census, Claritas; Allen & Associates

Our base projection assumes Real GDP growth of 2.50% in 2015, 2.60% in 2016, 2.40% in 2017, 2.20% in 2018, and 2.15% in 2019. Given this projection, we anticipate Establishment Employment for the Region to increase from 129,414 in 2015 to 135,672 in 2019. Over this same time period we anticipate Civilian Employment for the Region to decrease from 77,421 to 75,972. Finally, we anticipate Population for the Region to increase from 198,173 to 201,295.

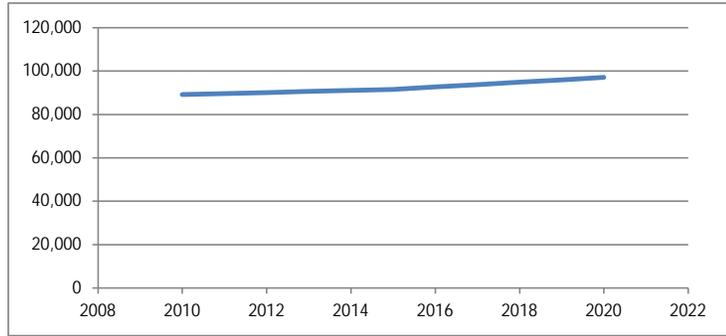
## DEMOGRAPHIC CHARACTERISTICS

### Population

In the table below we give the 2010-2020 ESRI population projection for the Market Area. The data set comes from ESRI.

Population Forecast		
Year	Population	Growth %
2010	89,139	-
2011	89,615	0.5%
2012	90,092	0.5%
2013	90,568	0.5%
2014	91,045	0.5%
2015	91,521	0.5%
2016	92,622	1.2%
2017	93,723	1.2%
2018	94,825	1.2%
2019	95,926	1.2%
2020	97,027	1.1%

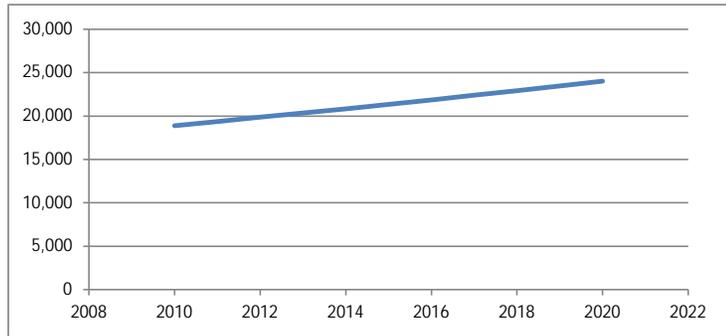
Source: ESRI; Allen & Associates



In the table below we give the 2010-2020 ESRI 55+ population projection for the Market Area.

55+ Population Forecast		
Year	Population	Growth %
2010	18,891	-
2011	19,378	2.6%
2012	19,865	2.5%
2013	20,352	2.5%
2014	20,839	2.4%
2015	21,326	2.3%
2016	21,860	2.5%
2017	22,394	2.4%
2018	22,929	2.4%
2019	23,463	2.3%
2020	23,997	2.3%

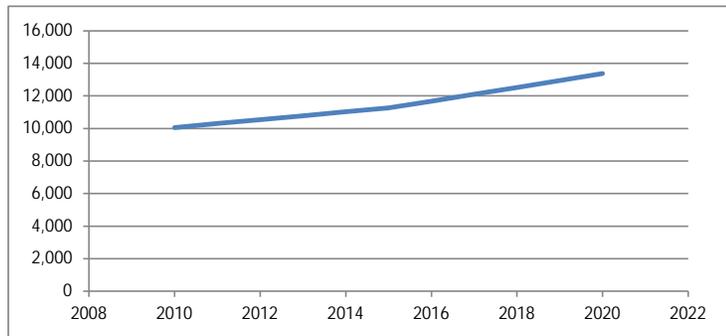
Source: ESRI; Allen & Associates



In the table below we give the 2010-2020 ESRI 65+ population projection for the Market Area.

65+ Population Forecast		
Year	Population	Growth %
2010	10,060	-
2011	10,300	2.4%
2012	10,541	2.3%
2013	10,781	2.3%
2014	11,022	2.2%
2015	11,262	2.2%
2016	11,683	3.7%
2017	12,103	3.6%
2018	12,524	3.5%
2019	12,944	3.4%
2020	13,365	3.2%

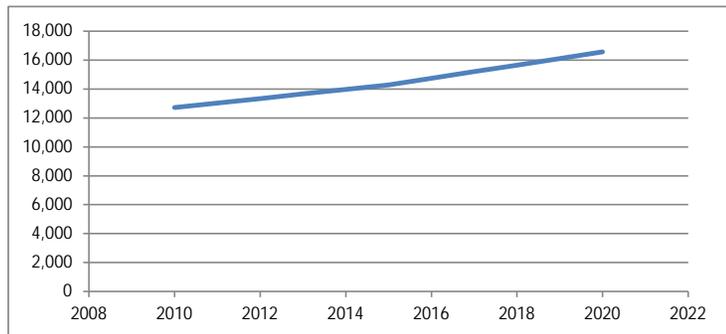
Source: ESRI; Allen & Associates



Finally, we interpolated the 55+ and 65+ population forecasts to derive a 62+ forecast for the Market Area. The table and graph below give our 2010-2020 projection for the Market Area.

62+ Population Forecast		
Year	Population	Growth %
2010	12,709	-
2011	13,024	2.5%
2012	13,338	2.4%
2013	13,652	2.4%
2014	13,967	2.3%
2015	14,281	2.3%
2016	14,736	3.2%
2017	15,191	3.1%
2018	15,645	3.0%
2019	16,100	2.9%
2020	16,555	2.8%

Source: ESRI; Allen & Associates

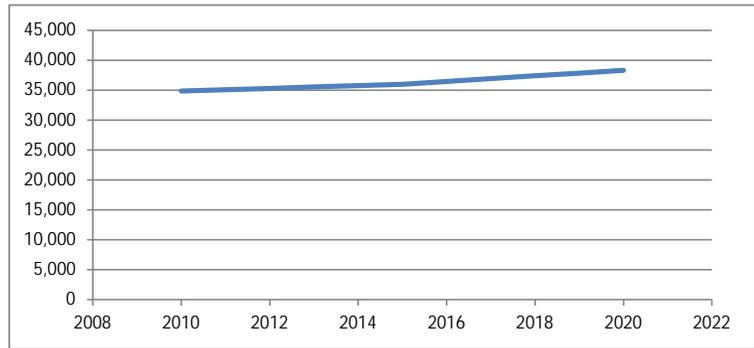


## Households

In the table below we give the 2010-2020 ESRI household projection for the Market Area. The data set comes from ESRI.

Household Forecast		
Year	Households	Growth %
2010	34,879	-
2011	35,101	0.6%
2012	35,323	0.6%
2013	35,544	0.6%
2014	35,766	0.6%
2015	35,988	0.6%
2016	36,461	1.3%
2017	36,934	1.3%
2018	37,407	1.3%
2019	37,880	1.3%
2020	38,353	1.2%

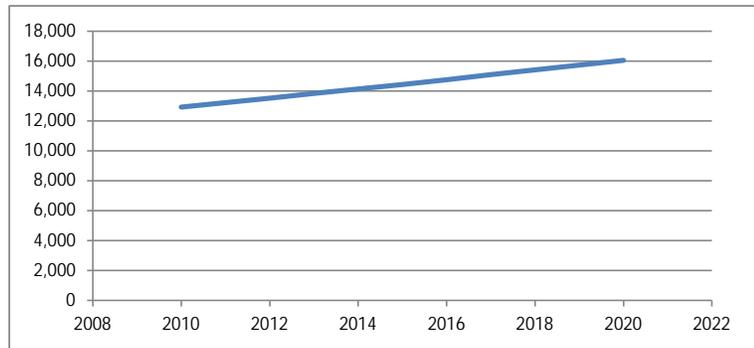
Source: ESRI; Allen & Associates



In the table below we give the 2010-2020 ESRI 55+ household projection for the Market Area.

55+ Household Forecast		
Year	Households	Growth %
2010	12,930	-
2011	13,232	2.3%
2012	13,533	2.3%
2013	13,835	2.2%
2014	14,136	2.2%
2015	14,438	2.1%
2016	14,763	2.3%
2017	15,088	2.2%
2018	15,414	2.2%
2019	15,739	2.1%
2020	16,064	2.1%

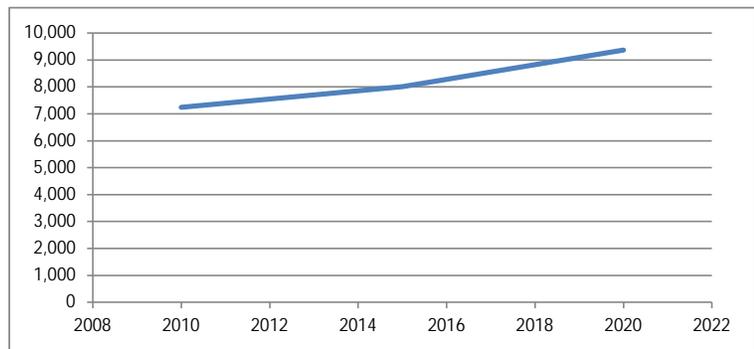
Source: ESRI; Allen & Associates



In the table below we give the 2010-2020 ESRI 65+ household projection for the Market Area.

65+ Household Forecast		
Year	Households	Growth %
2010	7,240	-
2011	7,395	2.1%
2012	7,549	2.1%
2013	7,704	2.0%
2014	7,858	2.0%
2015	8,013	2.0%
2016	8,285	3.4%
2017	8,558	3.3%
2018	8,830	3.2%
2019	9,103	3.1%
2020	9,375	3.0%

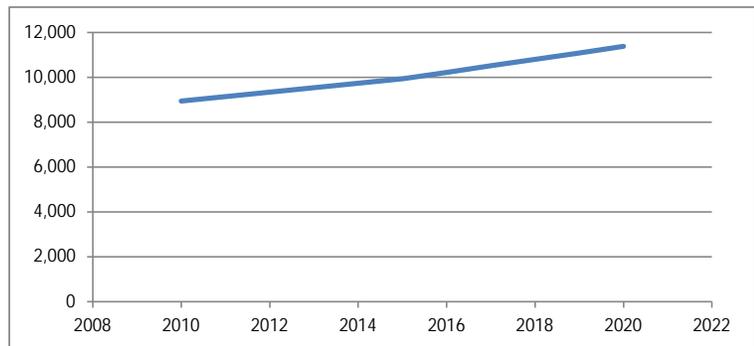
Source: ESRI; Allen & Associates



Finally, we interpolated the 55+ and 65+ household forecasts to derive a 62+ forecast for the Market Area. The table and graph below give our 2010-2020 projection for the Market Area.

62+ Household Forecast		
Year	Households	Growth %
2010	8,947	-
2011	9,146	2.2%
2012	9,344	2.2%
2013	9,543	2.1%
2014	9,742	2.1%
2015	9,941	2.0%
2016	10,229	2.9%
2017	10,517	2.8%
2018	10,805	2.7%
2019	11,093	2.7%
2020	11,382	2.6%

Source: ESRI; Allen & Associates

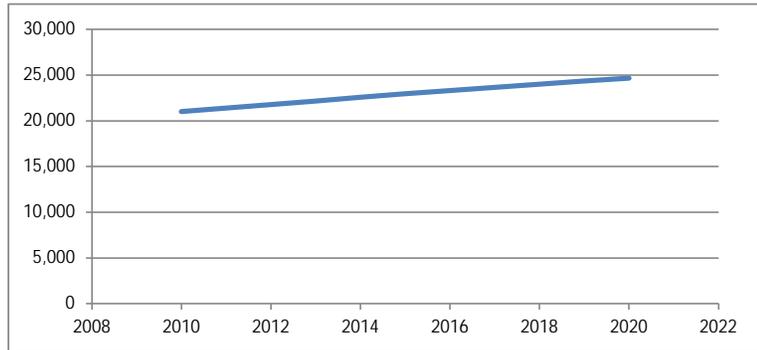


## Renter Households

In the table below we give the 2010-2020 ESRI renter household projection for the Market Area. The data set comes from ESRI.

Renter Household Forecast		
Year	Households	Growth %
2010	21,016	-
2011	21,402	1.8%
2012	21,790	1.8%
2013	22,182	1.8%
2014	22,578	1.8%
2015	22,976	1.8%
2016	23,317	1.5%
2017	23,658	1.5%
2018	24,001	1.4%
2019	24,344	1.4%
2020	24,689	1.4%

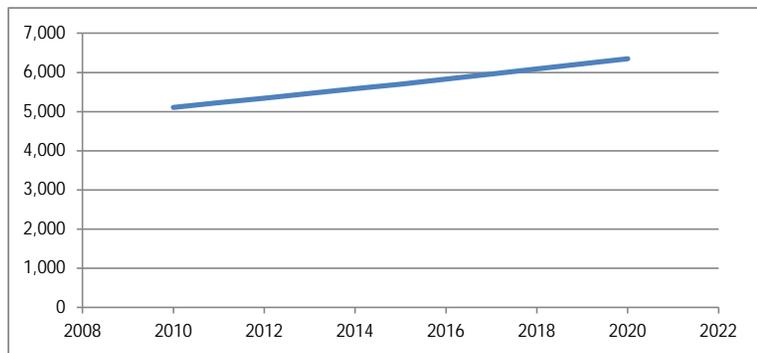
Source: ESRI; Allen & Associates



In the table below we give the 2010-2020 ESRI 55+ renter household projection for the Market Area.

55+ Renter Household Forecast		
Year	Households	Growth %
2010	5,108	-
2011	5,227	2.3%
2012	5,346	2.3%
2013	5,465	2.2%
2014	5,585	2.2%
2015	5,704	2.1%
2016	5,832	2.3%
2017	5,961	2.2%
2018	6,089	2.2%
2019	6,218	2.1%
2020	6,346	2.1%

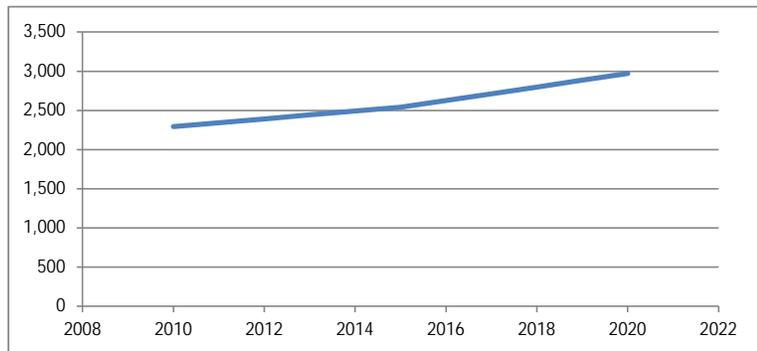
Source: ESRI; Allen & Associates



In the table below we give the 2010-2020 ESRI 65+ renter household projection for the Market Area.

65+ Renter Household Forecast		
Year	Households	Growth %
2010	2,295	-
2011	2,344	2.1%
2012	2,393	2.1%
2013	2,442	2.0%
2014	2,491	2.0%
2015	2,540	2.0%
2016	2,626	3.4%
2017	2,713	3.3%
2018	2,799	3.2%
2019	2,885	3.1%
2020	2,972	3.0%

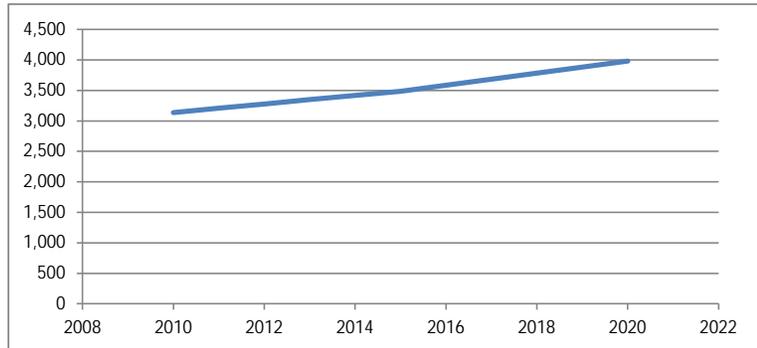
Source: ESRI; Allen & Associates



Finally, we interpolated the 55+ and 65+ renter household forecasts to derive a 62+ forecast for the Market Area. The table and graph below give our 2010-2020 projection for the Market Area.

62+ Renter Household Forecast		
Year	Households	Growth %
2010	3,139	-
2011	3,209	2.2%
2012	3,279	2.2%
2013	3,349	2.1%
2014	3,419	2.1%
2015	3,489	2.0%
2016	3,588	2.8%
2017	3,687	2.8%
2018	3,786	2.7%
2019	3,885	2.6%
2020	3,984	2.5%

Source: ESRI; Allen & Associates



## Renter Household Income

The following table shows the current distribution of renter household incomes for the Market Area. The data set comes from the US Census Bureau, Claritas and ESRI.

2015 \$		2015 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person
\$0	\$9,999	3,077	877	568	420	167	64	43
\$10,000	\$19,999	2,004	1,022	723	449	165	64	42
\$20,000	\$29,999	1,545	882	676	397	195	75	50
\$30,000	\$39,999	860	803	549	439	235	90	60
\$40,000	\$49,999	387	491	395	404	276	106	70
\$50,000	\$59,999	179	344	254	284	136	52	35
\$60,000	\$69,999	248	210	212	146	65	25	17
\$70,000	\$79,999	147	125	126	87	39	15	10
\$80,000	more	416	353	356	245	109	42	28
Grand Total		22,976						

The following table shows the current distribution of 55+ renter household incomes for the Market Area.

2015 \$		2015 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person
\$0	\$9,999	1,704	156	36	35	6	2	2
\$10,000	\$19,999	812	317	127	24	6	2	2
\$20,000	\$29,999	431	272	175	36	5	2	1
\$30,000	\$39,999	205	100	71	62	32	12	8
\$40,000	\$49,999	88	115	40	14	14	5	4
\$50,000	\$59,999	47	44	51	33	14	5	3
\$60,000	\$69,999	59	57	34	15	8	3	2
\$70,000	\$79,999	35	34	20	9	5	2	1
\$80,000	more	99	96	57	25	13	5	3
Grand Total		5,704						

The following table shows the current distribution of 65+ renter household incomes for the Market Area.

2015 \$		2015 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person
\$0	\$9,999	847	56	14	10	3	1	1
\$10,000	\$19,999	411	163	47	8	2	1	0
\$20,000	\$29,999	212	135	39	5	0	0	0
\$30,000	\$39,999	67	46	35	24	11	4	3
\$40,000	\$49,999	51	50	19	5	3	1	1
\$50,000	\$59,999	10	17	17	6	5	2	1
\$60,000	\$69,999	20	27	6	9	1	1	0
\$70,000	\$79,999	12	16	4	5	1	0	0
\$80,000	more	33	45	11	15	2	1	1
Grand Total		2,540						

The following table shows the current distribution of 62+ renter household incomes for the Market Area.

2015 \$		2015 Households						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person
\$0	\$9,999	1,104	86	20	17	4	1	1
\$10,000	\$19,999	532	209	71	12	3	1	1
\$20,000	\$29,999	277	177	79	14	2	1	0
\$30,000	\$39,999	108	62	46	35	17	7	4
\$40,000	\$49,999	62	70	25	8	6	2	2
\$50,000	\$59,999	21	25	27	14	8	3	2
\$60,000	\$69,999	32	36	15	10	3	1	1
\$70,000	\$79,999	19	21	9	6	2	1	1
\$80,000	more	53	60	25	18	6	2	1
Grand Total		3,489						

Source: U.S. Census, Claritas, ESRI; Allen & Associates

## Owner Movership

The following tables give owner household movership data for the market area with an estimated breakout by household size. The data comes from the U.S. Census Bureau and the American Housing Survey:

Owner Movership, by Size								
Market Area								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Owner to Owner	2.2%	3.5%	4.6%	4.5%	4.9%	5.3%	6.1%	3.7%
Owner to Renter	2.1%	2.0%	3.6%	3.3%	3.3%	5.0%	7.7%	2.7%
Owner Movership Rate	4.4%	5.5%	8.1%	7.9%	8.2%	10.3%	13.8%	6.5%

Source: U.S. Census, American Housing Survey; Allen & Associates

Our research suggests an owner movership rate of 6.5 percent.

Elderly Owner Movership, by Size								
AHS Survey								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Owner to Owner	2.0%	2.8%	2.3%	1.6%	3.1%	1.0%	3.7%	2.4%
Owner to Renter	1.7%	0.8%	1.4%	2.1%	0.6%	2.6%	0.0%	1.2%
Owner Movership Rate	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%	3.7%

Source: U.S. Census, American Housing Survey; Allen & Associates

Our research suggests an elderly owner movership rate of 3.7 percent.

## Renter Movership

The following tables give renter household movership data for the market area with an estimated breakout by household size. The data comes from the U.S. Census Bureau and the American Housing Survey:

Renter Movership, by Size								
Market Area								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Renter to Renter	11.1%	24.8%	35.0%	42.0%	42.5%	46.0%	71.1%	25.1%
Renter to Owner	2.7%	10.1%	10.3%	13.1%	14.4%	11.2%	13.1%	7.9%
Renter Movership Rate	13.8%	34.9%	45.2%	55.1%	56.9%	57.2%	84.2%	33.0%

Source: U.S. Census, American Housing Survey; Allen & Associates

Our research suggests a renter movership rate of 33.0 percent.

Elderly Renter Movership, by Size								
AHS Survey								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	Total
Renter to Renter	7.4%	6.6%	7.2%	7.6%	6.0%	7.8%	0.0%	7.1%
Renter to Owner	0.6%	1.4%	0.7%	0.4%	2.0%	0.2%	8.0%	0.9%
Renter Movership Rate	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%

Source: U.S. Census, American Housing Survey; Allen & Associates

Our research suggests an elderly renter movership rate of 8.0 percent.

## SUPPLY ANALYSIS

In this section we conduct an analysis of multifamily housing supply for the market area. Our analysis uses the market area definition presented previously in this report.

### Overview

In conducting our analysis, we obtained information on multifamily properties with 20 or more units in the market area. Our research included conventionally financed multifamily communities as well as properties financed by the local housing authority and the state housing finance agency. Our analysis also included properties financed by and/or subsidized by USDA and/or HUD. Finally, our analysis included properties that are either proposed or currently under construction. The result was a listing of projects with 20 or more units - whether existing, under construction, or proposed - for this area. Our rental property inventory listing is found in the pages that follow.

A map showing the location of the properties included in the rental property inventory is found in the pages that follow. Properties identified with red pushpins have 100 percent market rate units (market rate properties), properties identified with yellow pushpins have a mixture of market rate / restricted / subsidized units (restricted properties), and properties identified with blue pushpins have 100 percent project-based rental assistance (subsidized properties).

After accounting for any unconfirmed properties and any properties that are located outside the defined market area, we arrived at a list of confirmed market area properties. This is the listing of properties upon which our analysis is based. In our opinion, the properties included on this list give a credible picture of market conditions as of the effective date of this report. This listing is found in the pages that follow.

Our supply analysis includes a breakdown of confirmed market area properties by rent type, project status, year built, and financing source. We also include a rent, unit mix, and amenity summary for confirmed market area properties. Finally, we provide summary of vouchers, concessions, and waiting lists for the properties included in this report. This information is also found in the pages that follow.

Rental Property Inventory

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
001	11th Street Loft	32.4667	-84.9935	1915	2001	Market Rate	Family	Stabilized	Conventional	46	2	95.7%
002	2000 Wynnton Apartments	32.4688	-84.9633	1970	na	Market Rate	Family	Stabilized	Conventional	72	11	84.7%
003	24th Street Project	32.4869	-84.9847	1994	na	Market Rate	Family	Stabilized	Tax Credit	2	0	100.0%
004	4411 First Avenue Apartments	32.5059	-84.9910	na	1991	Market Rate	Family	Stabilized	Tax Credit	16	1	93.8%
005	A.H. Chapman Homes	32.4216	-84.9404	1950	1977	Restricted	Elderly	Demolished/Burr	PHA	160	2	98.8%
006	Alpine Apartment Project LLC	32.4198	-84.9478	1950	na	Subsidized	Family	Special Needs	HUD	60	1	98.3%
007	Arbor Pointe Phase 1	32.4271	-84.9444	2009	na	Restricted	Family	Stabilized	Tax Credit	148	6	95.9%
008	Arbor Pointe Phase 2	32.4293	-84.9402	2010	na	Restricted	Family	Stabilized	Tax Credit	148	10	93.2%
009	Arbor Pointe Phase 3	32.4269	-84.9402	2012	na	Subsidized	Elderly	Stabilized	Tax Credit	120	0	100.0%
010	Armour Landing Apartments	32.5019	-84.9512	1985	na	Market Rate	Family	Stabilized	Conventional	36	0	100.0%
011	Ashley Station, Phase 1	32.4854	-84.9807	2006	na	Restricted	Family	Stabilized	Tax Credit	184	7	96.2%
012	Ashley Station, Phase 2	32.4862	-84.9793	2008	na	Restricted	Family	Stabilized	Tax Credit	183	7	96.2%
013	Avalon Apartments	32.4374	-84.9402	2009	na	Restricted	Family	Stabilized	Tax Credit	232	32	86.2%
014	Avalon Apartments	32.4198	-84.9478	2008	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
015	Baker Village Apartments	32.4292	-84.9402	1941	na	Market Rate	Family	Demolished	PHA	0	0	0.0%
016	Booker T Washington, Phase 1	32.4225	-84.9406	2014	na	Restricted	Elderly	Prop Const	Tax Credit	100	100	0.0%
017	Booker T Washington, Phase 2	32.4558	-84.9863	2014	na	Restricted	Family	Prop Const	Tax Credit	106	106	0.0%
018	Chapman Homes Senior	32.4225	-84.9406	2013	na	Restricted	Elderly	Duplicate	Tax Credit	100	100	0.0%
019	Cleveland Co	32.4702	-84.9617	2010	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
020	Cloister Apartments	32.5002	-84.9511	1985	na	Market Rate	Family	Unconfirmed	Conventional	115	1	99.1%
021	Club Hill Apartments, Phases 1 & 2	32.5040	-84.9501	1971	na	Market Rate	Family	Stabilized	Conventional	232	8	96.6%
022	Clubview Court Apartments	32.4994	-84.9525	1987	na	Market Rate	Family	Stabilized	Conventional	28	0	100.0%
023	Columbus Area Habitat For Humanity	32.4727	-84.9574	1995	na	Market Rate	Family	Unconfirmed	Tax Credit	0	0	0.0%
024	Columbus Gardens, Phase 1	32.4538	-84.9890	1978	1995	Subsidized	Elderly	Stabilized	Tax Credit	116	4	96.6%
025	Columbus Gardens, Phase 2	32.4538	-84.9890	na	1994	Subsidized	Elderly	Duplicate	Tax Credit	116	116	0.0%
026	Country Village	32.4329	-84.9328	1955	2004	Market Rate	Family	Unstabilized	Conventional	45	40	11.1%
027	Dinglewood Court	32.4656	-84.9631	na	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
028	E.J. Knight Annex	32.4307	-84.9428	1982	2010	Subsidized	Elderly	Stabilized	PHA	40	0	100.0%
029	E.J. Knight Gardens	32.4317	-84.9417	1980	2010	Subsidized	Family	Stabilized	PHA	52	0	100.0%
030	Eagles Trace	32.4161	-84.9479	1958	2002	Restricted	Family	Stabilized	Tax Credit	378	28	92.6%
031	Essex Apartments	32.4657	-84.9537	1975	na	Market Rate	Family	Unconfirmed	Conventional	6	0	100.0%
032	Fairfield Manor	32.4415	-84.9237	2007	na	Subsidized	Elderly	Stabilized	HUD	74	0	100.0%
033	Fay Project	32.4584	-84.9655	na	1994	Restricted	Family	Unconfirmed	Tax Credit	1	0	100.0%
034	Fay Project	32.4584	-84.9656	na	1994	Restricted	Family	Unconfirmed	Tax Credit	2	0	100.0%
035	Fay Project	32.4634	-84.9528	na	1994	Restricted	Family	Unconfirmed	Tax Credit	3	0	100.0%
036	Flournoy 11th Street Lofts	32.4667	-84.9935	2011	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
037	Fourth Street Towers & Houses	32.4554	-84.9905	1970	na	Restricted	Family	Unconfirmed	HUD	58	27	53.4%
038	Fowler Investment	32.4598	-84.9876	1984	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
039	Gardenbrook Apartments	32.4975	-84.9586	2001	na	Market Rate	Family	Stabilized	Conventional	72	2	97.2%
040	Greystone At Country Club	32.4859	-84.9629	1963	na	Market Rate	Family	Unconfirmed	Conventional	184	0	100.0%
041	Greystone at Waterford	32.5004	-84.9528	1985	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%
042	Hannah Heights	32.4359	-84.9244	1984	na	Market Rate	Family	Stabilized	Conventional	90	1	98.9%
043	Hardaway Square Apartments	32.4989	-84.9504	1975	na	Market Rate	Family	Stabilized	Conventional	44	0	100.0%
044	Hardaway Townhouses	32.4985	-84.9523	2009	na	Market Rate	Family	Stabilized	Conventional	41	0	100.0%
045	Heritage Apartments	32.4185	-84.9487	1965	na	Market Rate	Family	Stabilized	Conventional	64	4	93.8%
046	Heritage Place Apartments	32.4555	-84.9932	2001	na	Market Rate	Family	Stabilized	Conventional	79	5	93.7%
047	Hillcrest Apartments	32.4747	-84.9578	1940	2004	Market Rate	Family	Stabilized	Conventional	36	1	97.2%
048	Hilltop Apartments	32.4722	-84.9634	na	na	Market Rate	Family	Unconfirmed	Conventional	11	0	100.0%
049	Holly Hills Apartments	32.4445	-84.9287	1974	2008	Market Rate	Family	Stabilized	Conventional	220	23	89.5%
050	Housing Authority Of Columbus	32.4611	-84.9742	na	na	Subsidized	Family	Unconfirmed	PHA	1,699	84	95.1%
051	IMS Columbus	32.4873	-84.9783	2006	na	Market Rate	Family	Unconfirmed	Conventional	0	0	0.0%
052	Independence Place Properties	32.4297	-84.9052	2008	na	Market Rate	Family	Military Housing	Conventional	238	69	71.0%

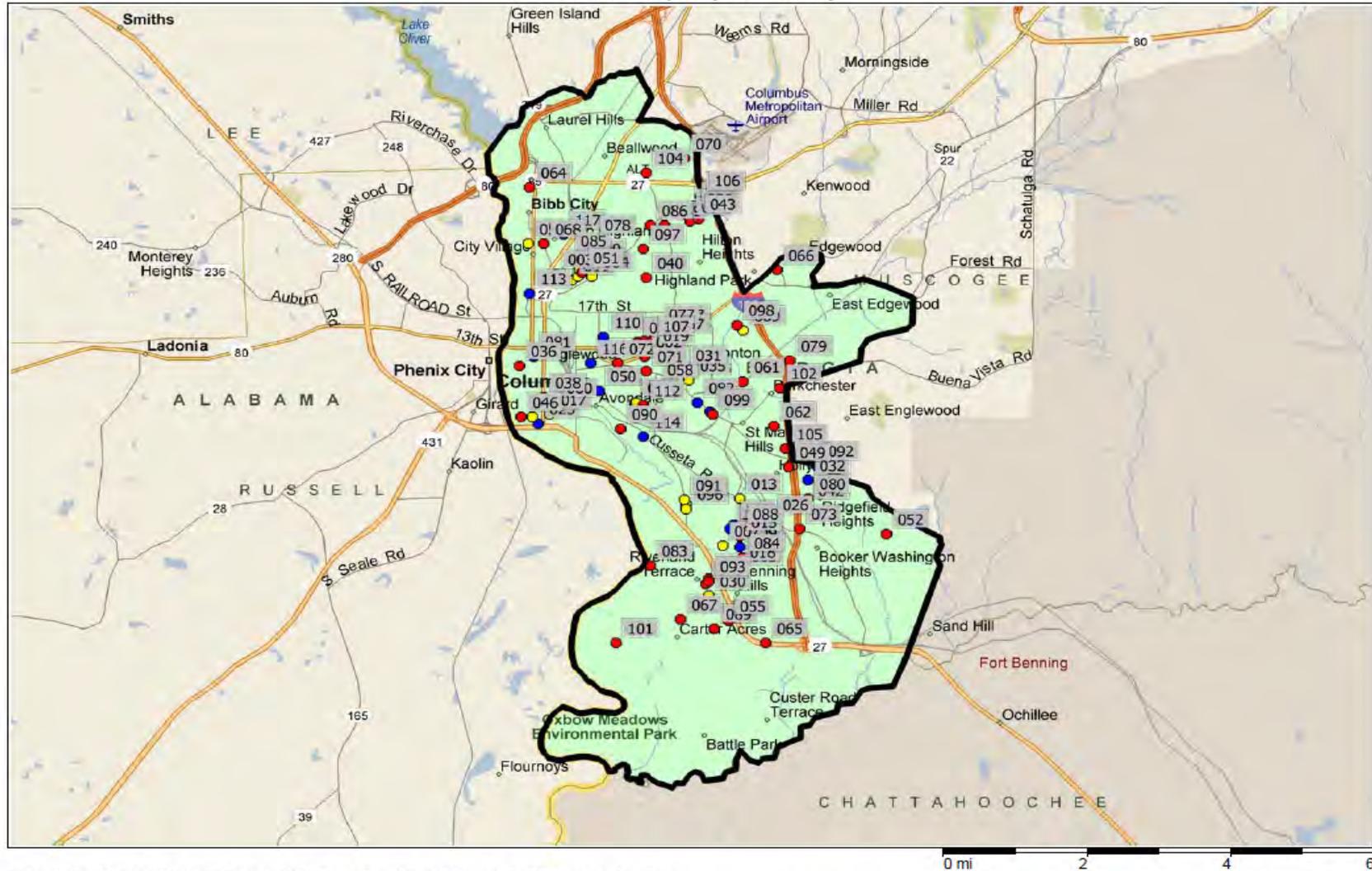
Rental Property Inventory

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
053	Johnston Mill Lofts	32.4936	-84.9913	1890	2001	Restricted	Family	Stabilized	Tax Credit	335	25	92.5%
054	Jordan Mills	32.4863	-84.9758	na	na	Restricted	Elderly	Burned Down	Tax Credit	101	101	0.0%
055	Kabar Apartments	32.4107	-84.9429	1975	na	Market Rate	Family	Stabilized	Conventional	54	1	98.1%
056	Knight Project	32.4584	-84.9655	1993	na	Restricted	Family	Unconfirmed	Tax Credit	2	0	100.0%
057	Kopak Apartments	32.4728	-84.9578	1991	na	Market Rate	Family	Stabilized	Conventional	29	1	96.6%
058	Landmark Realty Co.	32.4626	-84.9607	na	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
059	Lecraw On 13Th	32.4720	-84.9650	1994	na	Market Rate	Family	Stabilized	Conventional	24	3	87.5%
060	Liberty Garden Townhouses	32.4586	-84.9849	1984	1996	Restricted	Family	Stabilized	Tax Credit	88	0	100.0%
061	Lindsey Vistas	32.4632	-84.9395	1958	na	Market Rate	Family	Unconfirmed	Conventional	25	1	96.0%
062	Lodge Apartments	32.4533	-84.9321	1974	na	Market Rate	Family	Unconfirmed	Conventional	237	14	94.1%
063	Lumpkin Park	32.4363	-84.9535	2009	na	Restricted	Family	Stabilized	Tax Credit	192	0	100.0%
064	Lynndolyn Apartments	32.5059	-84.9910	na	1991	Market Rate	Family	Duplicate	Tax Credit	0	0	0.0%
065	Magnolia Garden Apartments	32.4057	-84.9343	1975	2002	Market Rate	Family	Unconfirmed	Conventional	44	1	97.7%
066	Martha's Vineyard	32.4878	-84.9313	2003	na	Market Rate	Family	Stabilized	Conventional	32	0	100.0%
067	Mc Corlew Realty	32.4108	-84.9547	na	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
068	McLeod Square Apartments	32.4936	-84.9876	na	1991	Market Rate	Family	Unconfirmed	Tax Credit	40	2	95.0%
069	Midtown Square	32.4744	-84.9397	2002	na	Restricted	Family	Stabilized	Tax Credit	144	0	100.0%
070	Northwood Apartments	32.5122	-84.9538	1976	na	Market Rate	Family	Stabilized	Conventional	80	1	98.8%
071	Overlook Club	32.4656	-84.9631	1985	na	Market Rate	Family	Stabilized	Conventional	73	4	94.5%
072	Overlook Crossing	32.4672	-84.9699	1975	1984	Market Rate	Family	Stabilized	Conventional	164	14	91.5%
073	Parkway Place Apartments	32.4308	-84.9258	1987	2005	Market Rate	Family	Stabilized	Conventional	208	20	90.4%
074	Peabody Redevelopment Partnership 1	32.4877	-84.9790	2006	na	Restricted	Family	Duplicate	Tax Credit	0	0	0.0%
075	Peabody Redevelopment Partnership 2	32.4877	-84.9790	2008	na	Restricted	Family	Duplicate	Tax Credit	0	0	0.0%
076	Peacock Woods Apartments	32.4747	-84.9603	1984	na	Market Rate	Family	Stabilized	Conventional	38	0	100.0%
077	Peacock Woods Apartments 2	32.4747	-84.9603	na	na	Market Rate	Family	Stabilized	Conventional	20	0	100.0%
078	Pear Tree Place Apartments	32.4945	-84.9756	1950	1991	Market Rate	Family	Stabilized	Tax Credit	11	2	81.8%
079	Pembrook Apartments	32.4679	-84.9284	1968	1987	Market Rate	Family	Unconfirmed	Conventional	128	0	100.0%
080	Point East Apartments	32.4376	-84.9238	1973	na	Market Rate	Family	Unconfirmed	Conventional	72	0	100.0%
081	Ralston (The)	32.4687	-84.9902	1914	1977	Subsidized	Elderly	Stabilized	HUD	269	13	95.2%
082	Renaissance Villa	32.4587	-84.9506	1981	na	Subsidized	Family	Stabilized	HUD	72	2	97.2%
083	Riverwind Apartments	32.4227	-84.9618	1975	1984	Market Rate	Family	Unconfirmed	Conventional	44	1	97.7%
084	Robin's Trace	32.4244	-84.9396	1973	na	Market Rate	Family	Non-Inventory	Tax Credit	0	0	0.0%
085	Rose Hill Apartments	32.4910	-84.9813	1973	na	Market Rate	Family	Stabilized	Conventional	24	2	91.7%
086	Rowe Realty Company	32.4975	-84.9618	na	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
087	Saint Mary's Estates	32.4446	-84.9220	2005	na	Subsidized	Elderly	Duplicate	HUD	0	0	0.0%
088	Sherwood Arms	32.4309	-84.9399	1974	1990	Market Rate	Family	Stabilized	Conventional	165	3	98.2%
089	South Gate	32.4088	-84.9464	na	na	Market Rate	Family	Hotel	Conventional	0	0	0.0%
090	South Park	32.4529	-84.9690	1961	na	Market Rate	Family	Stabilized	Conventional	17	2	88.2%
091	Springfield Crossing Apartments	32.4373	-84.9536	2001	na	Restricted	Family	Stabilized	Tax Credit	120	5	95.8%
092	St Mary's Woods Estate	32.4446	-84.9220	2000	na	Subsidized	Elderly	Stabilized	HUD	48	0	100.0%
093	Terbar LLC	32.4192	-84.9479	1996	na	Market Rate	Family	Duplicate	Conventional	0	0	0.0%
094	Trace Townhomes	32.4984	-84.9523	2004	na	Market Rate	Family	Stabilized	Conventional	28	0	100.0%
095	Veranda at Ashley Station	32.4864	-84.9793	2013	na	Restricted	Elderly	Stabilized	Bond	63	2	96.8%
096	Victory Crossing Apartments	32.4351	-84.9534	2003	na	Restricted	Family	Stabilized	Bond	172	15	91.3%
097	Village On Cherokee	32.4922	-84.9637	1988	na	Market Rate	Family	Unconfirmed	Conventional	0	0	0.0%
098	Village Square Apartments	32.4757	-84.9409	1970	2008	Market Rate	Family	Unconfirmed	Conventional	70	0	100.0%
099	Vista Estates	32.4560	-84.9470	1960	1985	Market Rate	Family	Unconfirmed	Conventional	156	18	88.5%
100	Waverly Terrace Senior	32.4893	-84.9780	2015	na	Restricted	Elderly	Prop Const	Tax Credit	80	80	0.0%
101	Wedgfield Court Apartments	32.4056	-84.9701	1964	1984	Market Rate	Family	Unconfirmed	Conventional	86	0	100.0%
102	Willow Creek Apartments & Club	32.4618	-84.9306	1984	na	Market Rate	Family	Unconfirmed	Conventional	285	6	97.9%
103	Willow Glen c/o HA Of Columbus	32.4564	-84.9475	2008	na	Subsidized	Family	Special Needs	Bond	28	28	0.0%
104	Winchester Apartments	32.5091	-84.9631	1990	na	Market Rate	Family	Stabilized	Conventional	8	0	100.0%

Rental Property Inventory

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
105	Woodcliff Apartments	32.4485	-84.9293	na	na	Market Rate	Family	Unconfirmed	Conventional	0	0	0.0%
106	Woodruff Brokerage Company	32.5043	-84.9493	na	na	Market Rate	Family	Non-Inventory	Conventional	0	0	0.0%
107	Midtown Tower	32.4721	-84.9614	1975	2000	Market Rate	Family	Stabilized	Conventional	25	2	92.0%
108	E.J. Knight Gardens	32.4317	-84.9417	1980	2015	Subsidized	Family	Prop Rehab	Bond	52	0	100.0%
109	Nicholson Terrace	32.4731	-84.9733	1965	1996	Subsidized	Elderly	Stabilized	PHA	100	0	100.0%
110	Nicholson Terrace	32.4731	-84.9733	1965	2015	Subsidized	Elderly	Prop Rehab	Bond	100	0	100.0%
111	EE Farley Homes	32.4581	-84.9636	1958	2012	Subsidized	Family	Stabilized	PHA	102	2	98.0%
112	EE Farley Homes	32.4581	-84.9636	1958	2015	Subsidized	Family	Prop Rehab	Bond	102	2	98.0%
113	Chase Homes	32.4826	-84.9911	1952	na	Subsidized	Family	Stabilized	PHA	108	2	98.1%
114	Elizabeth Canty Homes	32.4511	-84.9636	1952	na	Subsidized	Family	Stabilized	PHA	259	2	99.2%
115	Rivers Homes	32.4672	-84.9763	1963	na	Subsidized	Elderly	Stabilized	PHA	24	0	100.0%
116	Warren Williams Homes	32.4672	-84.9763	1975	na	Subsidized	Family	Stabilized	PHA	160	0	100.0%
117	Wilson Homes	32.4956	-84.9827	1952	2010	Subsidized	Family	Stabilized	PHA	288	3	99.0%
118	Wilson Homes	32.4956	-84.9827	1952	2015	Subsidized	Family	Prop Rehab	Bond	288	3	99.0%
119	E.J. Knight Annex	32.4307	-84.9428	1982	2015	Subsidized	Elderly	Prop Rehab	PHA	40	0	100.0%

## Rental Property Inventory



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Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
001	11th Street Loft	32.4667	-84.9935	1915	2001	Market Rate	Family	Stabilized	Conventional	46	2	95.7%
002	2000 Wynnton Apartments	32.4688	-84.9633	1970	na	Market Rate	Family	Stabilized	Conventional	72	11	84.7%
003	24th Street Project	32.4869	-84.9847	1994	na	Market Rate	Family	Stabilized	Tax Credit	2	0	100.0%
004	4411 First Avenue Apartments	32.5059	-84.9910	na	1991	Market Rate	Family	Stabilized	Tax Credit	16	1	93.8%
007	Arbor Pointe Phase 1	32.4271	-84.9444	2009	na	Restricted	Family	Stabilized	Tax Credit	148	6	95.9%
008	Arbor Pointe Phase 2	32.4293	-84.9402	2010	na	Restricted	Family	Stabilized	Tax Credit	148	10	93.2%
009	Arbor Pointe Phase 3	32.4269	-84.9402	2012	na	Subsidized	Elderly	Stabilized	Tax Credit	120	0	100.0%
010	Armour Landing Apartments	32.5019	-84.9512	1985	na	Market Rate	Family	Stabilized	Conventional	36	0	100.0%
011	Ashley Station, Phase 1	32.4854	-84.9807	2006	na	Restricted	Family	Stabilized	Tax Credit	184	7	96.2%
012	Ashley Station, Phase 2	32.4862	-84.9793	2008	na	Restricted	Family	Stabilized	Tax Credit	183	7	96.2%
013	Avalon Apartments	32.4374	-84.9402	2009	na	Restricted	Family	Stabilized	Tax Credit	232	32	86.2%
016	Booker T Washington, Phase 1	32.4225	-84.9406	2014	na	Restricted	Elderly	Prop Const	Tax Credit	100	100	0.0%
017	Booker T Washington, Phase 2	32.4558	-84.9863	2014	na	Restricted	Family	Prop Const	Tax Credit	106	106	0.0%
021	Club Hill Apartments, Phases 1 & 2	32.5040	-84.9501	1971	na	Market Rate	Family	Stabilized	Conventional	232	8	96.6%
022	Clubview Court Apartments	32.4994	-84.9525	1987	na	Market Rate	Family	Stabilized	Conventional	28	0	100.0%
024	Columbus Gardens, Phase 1	32.4538	-84.9890	1978	1995	Subsidized	Elderly	Stabilized	Tax Credit	116	4	96.6%
028	E.J. Knight Annex	32.4307	-84.9428	1982	2010	Subsidized	Elderly	Stabilized	PHA	40	0	100.0%
029	E.J. Knight Gardens	32.4317	-84.9417	1980	2010	Subsidized	Family	Stabilized	PHA	52	0	100.0%
030	Eagles Trace	32.4161	-84.9479	1958	2002	Restricted	Family	Stabilized	Tax Credit	378	28	92.6%
032	Farrfield Manor	32.4415	-84.9237	2007	na	Subsidized	Elderly	Stabilized	HUD	74	0	100.0%
039	Gardenbrook Apartments	32.4975	-84.9586	2001	na	Market Rate	Family	Stabilized	Conventional	72	2	97.2%
041	Greystone at Waterford	32.5004	-84.9528	1985	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%
042	Hannah Heights	32.4359	-84.9244	1984	na	Market Rate	Family	Stabilized	Conventional	90	1	98.9%
043	Hardaway Square Apartments	32.4989	-84.9504	1975	na	Market Rate	Family	Stabilized	Conventional	44	0	100.0%
044	Hardaway Townhouses	32.4985	-84.9523	2009	na	Market Rate	Family	Stabilized	Conventional	41	0	100.0%
045	Heritage Apartments	32.4185	-84.9487	1965	na	Market Rate	Family	Stabilized	Conventional	64	4	93.8%
046	Heritage Place Apartments	32.4555	-84.9932	2001	na	Market Rate	Family	Stabilized	Conventional	79	5	93.7%
047	Hillcrest Apartments	32.4747	-84.9578	1940	2004	Market Rate	Family	Stabilized	Conventional	36	1	97.2%
049	Holly Hills Apartments	32.4445	-84.9287	1974	2008	Market Rate	Family	Stabilized	Conventional	220	23	89.5%
053	Johnston Mill Lofts	32.4936	-84.9913	1890	2001	Restricted	Family	Stabilized	Tax Credit	335	25	92.5%
055	Kabar Apartments	32.4107	-84.9429	1975	na	Market Rate	Family	Stabilized	Conventional	54	1	98.1%
057	Kopak Apartments	32.4728	-84.9578	1991	na	Market Rate	Family	Stabilized	Conventional	29	1	96.6%
059	Lecraw On 13Th	32.4720	-84.9650	1994	na	Market Rate	Family	Stabilized	Conventional	24	3	87.5%
060	Liberty Garden Townhouses	32.4586	-84.9849	1984	1996	Restricted	Family	Stabilized	Tax Credit	88	0	100.0%
063	Lumpkin Park	32.4363	-84.9535	2009	na	Restricted	Family	Stabilized	Tax Credit	192	0	100.0%
066	Martha's Vineyard	32.4878	-84.9313	2003	na	Market Rate	Family	Stabilized	Conventional	32	0	100.0%
069	Midtown Square	32.4744	-84.9397	2002	na	Restricted	Family	Stabilized	Tax Credit	144	0	100.0%
070	Northwood Apartments	32.5122	-84.9538	1976	na	Market Rate	Family	Stabilized	Conventional	80	1	98.8%
071	Overlook Club	32.4656	-84.9631	1985	na	Market Rate	Family	Stabilized	Conventional	73	4	94.5%
072	Overlook Crossing	32.4672	-84.9699	1975	1984	Market Rate	Family	Stabilized	Conventional	164	14	91.5%
073	Parkway Place Apartments	32.4308	-84.9258	1987	2005	Market Rate	Family	Stabilized	Conventional	208	20	90.4%
076	Peacock Woods Apartments	32.4747	-84.9603	1984	na	Market Rate	Family	Stabilized	Conventional	38	0	100.0%
077	Peacock Woods Apartments 2	32.4747	-84.9603	na	na	Market Rate	Family	Stabilized	Conventional	20	0	100.0%
078	Pear Tree Place Apartments	32.4945	-84.9756	1950	1991	Market Rate	Family	Stabilized	Tax Credit	11	2	81.8%
081	Ralston (The)	32.4687	-84.9902	1914	1977	Subsidized	Elderly	Stabilized	HUD	269	13	95.2%
082	Renaissance Villa	32.4587	-84.9506	1981	na	Subsidized	Family	Stabilized	HUD	72	2	97.2%
085	Rose Hill Apartments	32.4910	-84.9813	1973	na	Market Rate	Family	Stabilized	Conventional	24	2	91.7%
088	Sherwood Arms	32.4309	-84.9399	1974	1990	Market Rate	Family	Stabilized	Conventional	165	3	98.2%
090	South Park	32.4529	-84.9690	1961	na	Market Rate	Family	Stabilized	Conventional	17	2	88.2%
091	Springfield Crossing Apartments	32.4373	-84.9536	2001	na	Restricted	Family	Stabilized	Tax Credit	120	5	95.8%
092	St Mary's Woods Estate	32.4446	-84.9220	2000	na	Subsidized	Elderly	Stabilized	HUD	48	0	100.0%
094	Trace Townhomes	32.4984	-84.9523	2004	na	Market Rate	Family	Stabilized	Conventional	28	0	100.0%

Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy
095	Veranda at Ashley Station	32.4864	-84.9793	2013	na	Restricted	Elderly	Stabilized	Bond	63	2	96.8%
096	Victory Crossing Apartments	32.4351	-84.9534	2003	na	Restricted	Family	Stabilized	Bond	172	15	91.3%
100	Waverly Terrace Senior	32.4893	-84.9780	2015	na	Restricted	Elderly	Prop Const	Tax Credit	80	80	0.0%
104	Winchester Apartments	32.5091	-84.9631	1990	na	Market Rate	Family	Stabilized	Conventional	8	0	100.0%
107	Midtown Tower	32.4721	-84.9614	1975	2000	Market Rate	Family	Stabilized	Conventional	25	2	92.0%
109	Nicholson Terrace	32.4731	-84.9733	1965	1996	Subsidized	Elderly	Stabilized	PHA	100	0	100.0%
111	EE Farley Homes	32.4581	-84.9636	1958	2012	Subsidized	Family	Stabilized	PHA	102	2	98.0%
113	Chase Homes	32.4826	-84.9911	1952	na	Subsidized	Family	Stabilized	PHA	108	2	98.1%
114	Elizabeth Canty Homes	32.4511	-84.9636	1952	na	Subsidized	Family	Stabilized	PHA	259	2	99.2%
115	Rivers Homes	32.4672	-84.9763	1963	na	Subsidized	Elderly	Stabilized	PHA	24	0	100.0%
116	Warren Williams Homes	32.4672	-84.9763	1975	na	Subsidized	Family	Stabilized	PHA	160	0	100.0%
117	Wilson Homes	32.4956	-84.9827	1952	2010	Subsidized	Family	Stabilized	PHA	288	3	99.0%

## Rental Property Inventory, Confirmed, Inside Market Area, by Rent Type

The following tables and graphs provide a summary of the confirmed market area properties included in this analysis broken out by rent type:

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
Market Rate		33	33
Restricted	3	13	16
Subsidized	8	7	15
<b>Total</b>	<b>11</b>	<b>53</b>	<b>64</b>

Total Units			
	Elderly	Family	Total
Market Rate	21	2,452	2,473
Restricted	94	1,665	1,759
Subsidized	919	1,444	2,363
<b>Total</b>	<b>1,034</b>	<b>5,561</b>	<b>6,595</b>

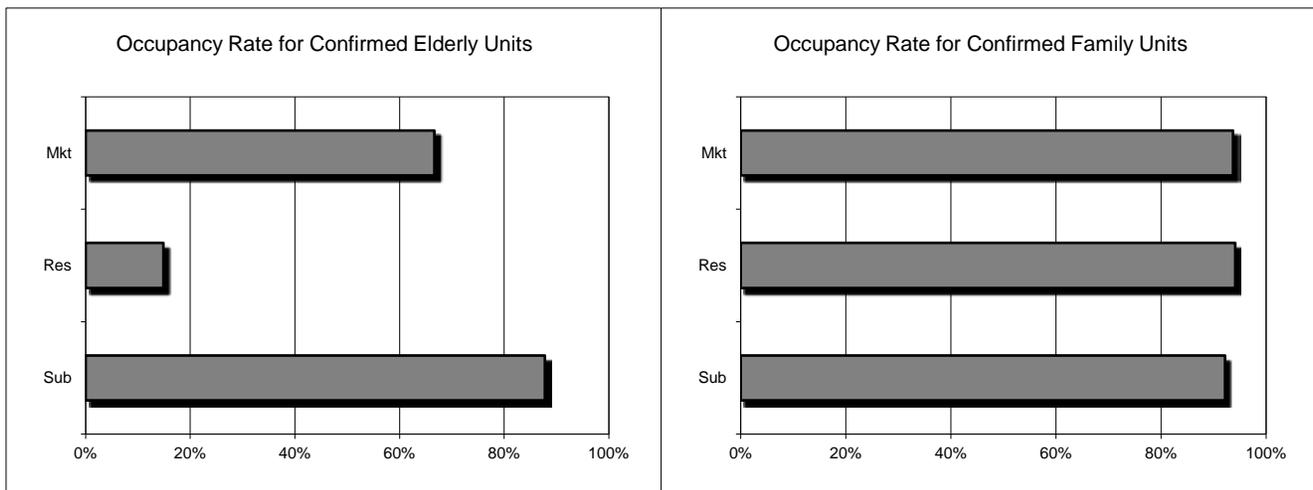
  

Vacant Units			
	Elderly	Family	Total
Market Rate	7	154	161
Restricted	80	98	178
Subsidized	112	113	225
<b>Total</b>	<b>199</b>	<b>365</b>	<b>564</b>

Occupancy Rate			
	Elderly	Family	Total
Market Rate	67%	94%	93%
Restricted	15%	94%	90%
Subsidized	88%	92%	90%
<b>Total</b>	<b>81%</b>	<b>93%</b>	<b>91%</b>

Source: Allen & Associates



Our analysis includes a total of 64 confirmed market area properties consisting of 6,595 units. The occupancy rate for these units currently stands at 91 percent. This rate reflects the occupancy for all confirmed market area units, regardless of project status (stabilized, under construction, proposed, etc.).

Confirmed market area properties break down by rent type and tenure as shown in the tables above.

## Rental Property Inventory, Confirmed, Inside Market Area, by Project Status

The following tables and graphs provide a summary of the confirmed market area properties included in this analysis broken out by project status:

### Rental Property Inventory, Confirmed, Inside Market Area

Elderly					Family				
Total Properties					Total Properties				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	8	1		9	Stabilized	7	12	33	52
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const		2		2	Prop Const		1		1
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal		2		2	Subtotal		1		1
Total	8	3		11	Total	7	13	33	53

Total Units					Total Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	824	14	16	854	Stabilized	1,353	1,665	2,437	5,455
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const	95	80	5	180	Prop Const	91		15	106
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal	95	80	5	180	Subtotal	91		15	106
Total	919	94	21	1,034	Total	1,444	1,665	2,452	5,561

Vacant Units					Vacant Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	17		2	19	Stabilized	22	98	139	259
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const	95	80	5	180	Prop Const	91		15	106
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal	95	80	5	180	Subtotal	91		15	106
Total	112	80	7	199	Total	113	98	154	365

Source: Allen & Associates

Our survey includes a total of 61 stabilized market area properties consisting of 6,309 units standing at 96 percent occupancy.

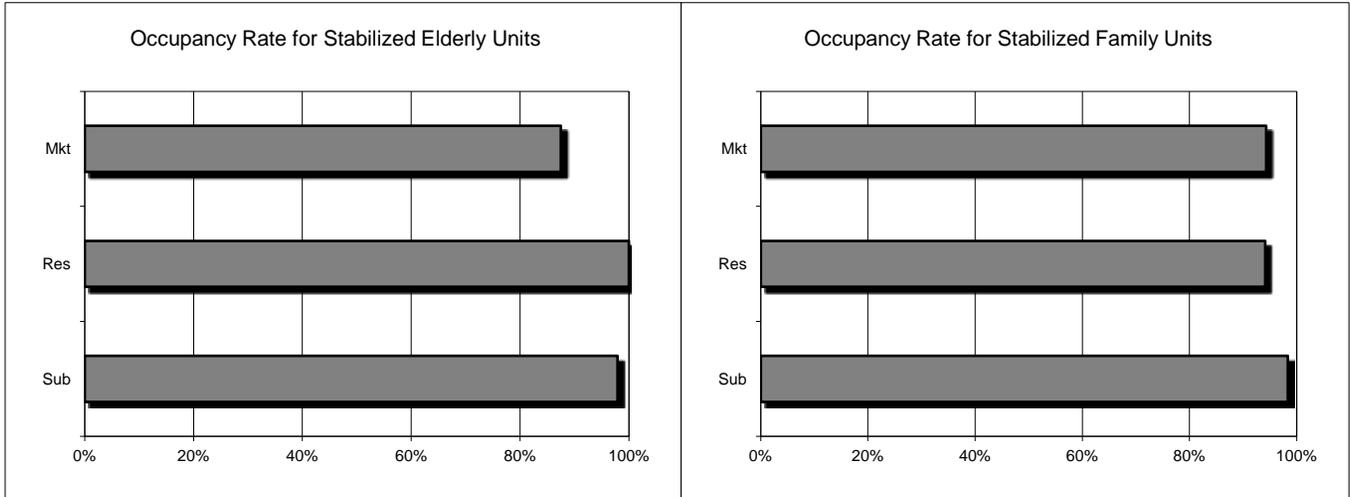
Our survey also includes a total of 3 market area properties consisting of 286 units that are not yet stabilized. Unstabilized units (also referred to as pipeline units) include vacant units in lease up, construction, rehabilitation, proposed new construction, and units with proposed renovation plans.

Rental Property Inventory, Confirmed, Inside Market Area

Elderly					Family				
Occupancy Rate					Occupancy Rate				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
Stabilized	98%	100%	88%	98%	Stabilized	98%	94%	94%	95%
Lease Up					Lease Up				
Construction					Construction				
Rehabilitation					Rehabilitation				
Prop Const					Prop Const				
Prop Rehab					Prop Rehab				
Unstabilized					Unstabilized				
Subtotal					Subtotal				
Total	88%	15%	67%	81%	Total	92%	94%	94%	93%

Source: Allen & Associates

Occupancies of stabilized market area properties broken out by occupancy type (elderly or family) and rent type (subsidized, restricted or market rate) are found below:



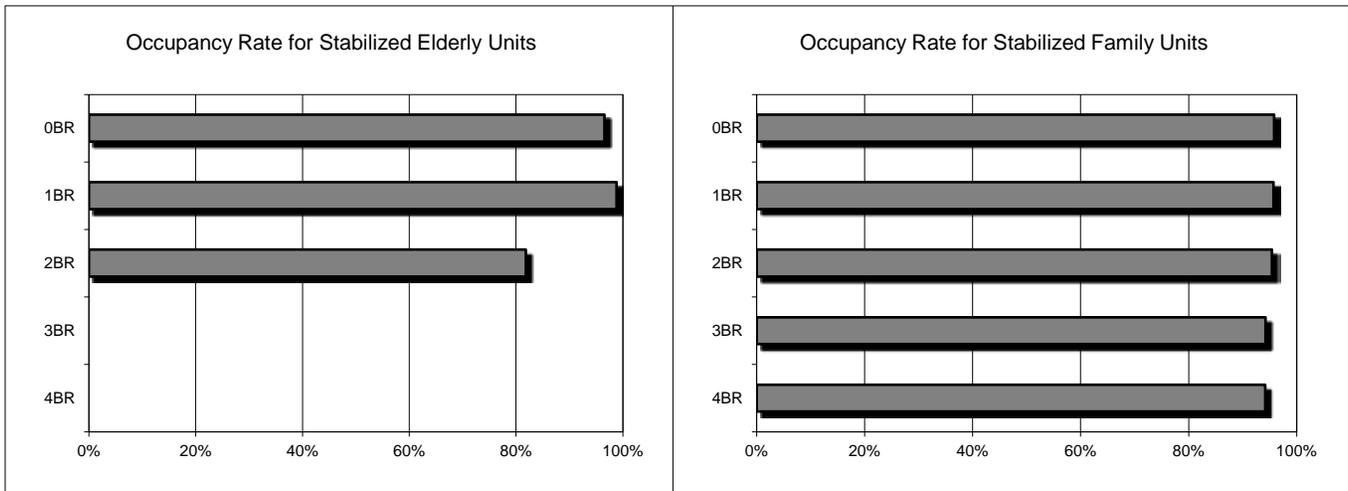
Our research suggests the following occupancy levels for the 854 stabilized elderly units in this market area:

- Subsidized, 98 percent (824 units in survey)
- Restricted, 100 percent (14 units in survey)
- Market Rate, 88 percent (16 units in survey)

Our research suggests the following occupancy levels for the 5,455 stabilized family units in this market area:

- Subsidized, 98 percent (1353 units in survey)
- Restricted, 94 percent (1665 units in survey)
- Market Rate, 94 percent (2437 units in survey)

Occupancy rates for stabilized market area properties broken out by occupancy type (elderly or family) and unit type are found below (supporting data is found in the pages that follow):



Our research suggests the following occupancy levels for the 854 stabilized elderly units in this market area:

- 0-Bedroom, 97 percent (322 units in survey)
- 1-Bedroom, 99 percent (521 units in survey)
- 2-Bedroom, 82 percent (11 units in survey)
- 3-Bedroom, not applicable (0 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

Our research suggests the following occupancy levels for the 5,455 stabilized family units in this market area:

- 0-Bedroom, 96 percent (72 units in survey)
- 1-Bedroom, 96 percent (1172 units in survey)
- 2-Bedroom, 95 percent (3171 units in survey)
- 3-Bedroom, 94 percent (886 units in survey)
- 4-Bedroom, 94 percent (154 units in survey)

Rental Property Inventory, Confirmed, Inside Market Area, 0-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	2								2
Lease Up									
Construction									
Rehabilitation									
Prop Const					1	1			2
Prop Rehab									
Unstabilized									
Subtotal					1	1			2
Total	2				1	1			4

Family									
Total Properties with Unit Type									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized								6	6
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total								6	6

Total Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	322								322
Lease Up									
Construction									
Rehabilitation									
Prop Const					2	6			8
Prop Rehab									
Unstabilized									
Subtotal					2	6			8
Total	322				2	6			330

Total Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized								72	72
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total								72	72

Vacant Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	11								11
Lease Up									
Construction									
Rehabilitation									
Prop Const					2	6			8
Prop Rehab									
Unstabilized									
Subtotal					2	6			8
Total	11				2	6			19

Vacant Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized								3	3
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total								3	3

Occupancy Rate									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	97%								97%
Lease Up									
Construction									
Rehabilitation									
Prop Const					0%	0%			0%
Prop Rehab									
Unstabilized									
Subtotal					0%	0%			0%
Total	97%				0%	0%			94%

Occupancy Rate									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized								96%	96%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total								96%	96%

Source: Allen & Associates

Rental Property Inventory, Confirmed, Inside Market Area, 1-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	9					1		1	11
Lease Up									
Construction									
Rehabilitation									
Prop Const	1				1	1		1	4
Prop Rehab									
Unstabilized									
Subtotal	1				1	1		1	4
Total	10				1	2		2	15

Family									
Total Properties with Unit Type									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	7					7		23	37
Lease Up									
Construction									
Rehabilitation									
Prop Const	1							1	2
Prop Rehab									
Unstabilized									
Subtotal	1							1	2
Total	8					7		24	39

Total Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	502					14		5	521
Lease Up									
Construction									
Rehabilitation									
Prop Const	76				5	27		4	112
Prop Rehab									
Unstabilized									
Subtotal	76				5	27		4	112
Total	578				5	41		9	633

Total Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	212							249	1,172
Lease Up									
Construction									
Rehabilitation									
Prop Const	18							3	21
Prop Rehab									
Unstabilized									
Subtotal	18							3	21
Total	230							249	1,193

Vacant Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	6								6
Lease Up									
Construction									
Rehabilitation									
Prop Const	76				5	27		4	112
Prop Rehab									
Unstabilized									
Subtotal	76				5	27		4	112
Total	82				5	27		4	118

Vacant Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	3							10	37
Lease Up									
Construction									
Rehabilitation									
Prop Const	18							3	21
Prop Rehab									
Unstabilized									
Subtotal	18							3	21
Total	21							10	71

Occupancy Rate									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	99%					100%		100%	99%
Lease Up									
Construction									
Rehabilitation									
Prop Const	0%				0%	0%		0%	0%
Prop Rehab									
Unstabilized									
Subtotal	0%				0%	0%		0%	0%
Total	86%				0%	34%		56%	81%

Occupancy Rate									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	99%							96%	96%
Lease Up									
Construction									
Rehabilitation									
Prop Const	0%							0%	0%
Prop Rehab									
Unstabilized									
Subtotal	0%							0%	0%
Total	91%							96%	94%

Source: Allen & Associates

Rental Property Inventory, Confirmed, Inside Market Area, 2-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized								1	1
Lease Up									
Construction									
Rehabilitation									
Prop Const	1				1	1		1	4
Prop Rehab									
Unstabilized									
Subtotal	1				1	1		1	4
Total	1				1	1		2	5

Family									
Total Properties with Unit Type									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	11				2	12		36	61
Lease Up									
Construction									
Rehabilitation									
Prop Const	1							1	2
Prop Rehab									
Unstabilized									
Subtotal	1							1	2
Total	12				2	12		37	63

Total Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized								11	11
Lease Up									
Construction									
Rehabilitation									
Prop Const	19				4	28		1	52
Prop Rehab									
Unstabilized									
Subtotal	19				4	28		1	52
Total	19				4	28		12	63

Total Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	724				33	915		1,499	3,171
Lease Up									
Construction									
Rehabilitation									
Prop Const	55							8	63
Prop Rehab									
Unstabilized									
Subtotal	55							8	63
Total	779				33	915		1,507	3,234

Vacant Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized								2	2
Lease Up									
Construction									
Rehabilitation									
Prop Const	19				4	28		1	52
Prop Rehab									
Unstabilized									
Subtotal	19				4	28		1	52
Total	19				4	28		3	54

Vacant Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	11					40		95	146
Lease Up									
Construction									
Rehabilitation									
Prop Const	55							8	63
Prop Rehab									
Unstabilized									
Subtotal	55							8	63
Total	66					40		103	209

Occupancy Rate									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized								82%	82%
Lease Up									
Construction									
Rehabilitation									
Prop Const	0%				0%	0%		0%	0%
Prop Rehab									
Unstabilized									
Subtotal	0%				0%	0%		0%	0%
Total	0%				0%	0%		75%	14%

Occupancy Rate									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	98%				100%	96%		94%	95%
Lease Up									
Construction									
Rehabilitation									
Prop Const	0%							0%	0%
Prop Rehab									
Unstabilized									
Subtotal	0%							0%	0%
Total	92%				100%	96%		93%	94%

Source: Allen & Associates

Rental Property Inventory, Confirmed, Inside Market Area, 3-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const					1	1			2
Prop Rehab									
Unstabilized									
Subtotal					1	1			2
Total					1	1			2

Family									
Total Properties with Unit Type									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	10				2	12		20	44
Lease Up									
Construction									
Rehabilitation									
Prop Const	1							1	2
Prop Rehab									
Unstabilized									
Subtotal	11				2	12		21	46
Total	11				2	12		21	46

Total Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const					1	7			8
Prop Rehab									
Unstabilized									
Subtotal					1	7			8
Total					1	7			8

Total Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	328				10	397		151	886
Lease Up									
Construction									
Rehabilitation									
Prop Const	18							4	22
Prop Rehab									
Unstabilized									
Subtotal	18							4	22
Total	346				10	397		155	908

Vacant Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const					1	7			8
Prop Rehab									
Unstabilized									
Subtotal					1	7			8
Total					1	7			8

Vacant Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	7					40		4	51
Lease Up									
Construction									
Rehabilitation									
Prop Const	18							4	22
Prop Rehab									
Unstabilized									
Subtotal	18							4	22
Total	25					40		8	73

Occupancy Rate									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const					0%	0%			0%
Prop Rehab									
Unstabilized									
Subtotal					0%	0%			0%
Total					0%	0%			0%

Occupancy Rate									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	98%				100%	90%		97%	94%
Lease Up									
Construction									
Rehabilitation									
Prop Const	0%							0%	0%
Prop Rehab									
Unstabilized									
Subtotal	0%							0%	0%
Total	93%				100%	90%		95%	92%

Source: Allen & Associates

Rental Property Inventory, Confirmed, Inside Market Area, 4-Bedroom Units

Elderly									
Total Properties with Unit Type									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Family									
Total Properties with Unit Type									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	4					2		1	7
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	4					2		1	7

Total Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Total Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	89					61		4	154
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	89					61		4	154

Vacant Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Vacant Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	1					8			9
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	1					8			9

Occupancy Rate									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized									
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total									

Occupancy Rate									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
Stabilized	99%					87%		100%	94%
Lease Up									
Construction									
Rehabilitation									
Prop Const									
Prop Rehab									
Unstabilized									
Subtotal									
Total	99%					87%		100%	94%

Source: Allen & Associates

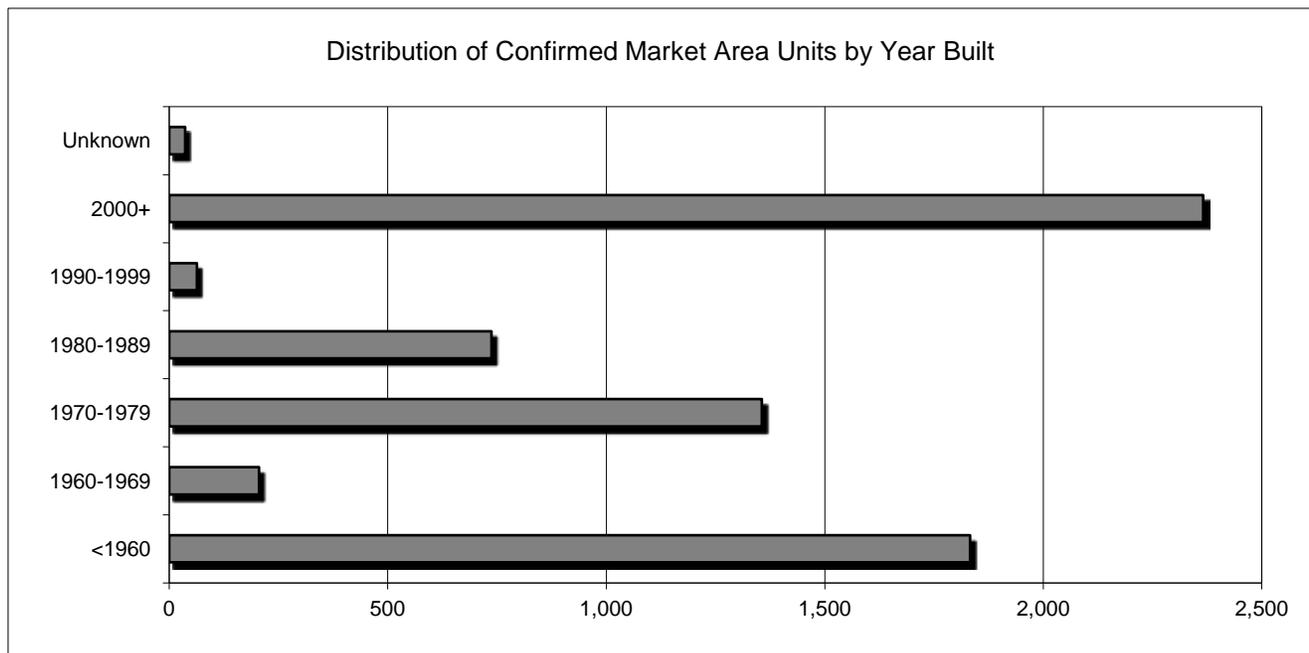
## Rental Property Inventory, Confirmed, Inside Market Area, by Year Built

The following tables and graph provide a summary of the confirmed market area properties included in this analysis broken out by year built:

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
<1960	1	9	10
1960-1969	2	2	4
1970-1979	1	11	12
1980-1989	1	10	11
1990-1999		4	4
2000+	6	15	21
Unknown		2	2
<b>Total</b>	<b>11</b>	<b>53</b>	<b>64</b>

Total Units			
	Elderly	Family	Total
<1960	269	1,563	1,832
1960-1969	124	81	205
1970-1979	116	1,240	1,356
1980-1989	40	697	737
1990-1999		63	63
2000+	485	1,881	2,366
Unknown		36	36
<b>Total</b>	<b>1,034</b>	<b>5,561</b>	<b>6,595</b>

Source: Allen & Associates



Our research suggests that of the 64 confirmed market area properties (6595 units) included in this report, 10 properties (1832 units) were constructed before 1960, 4 properties (205 units) were constructed between 1960 and 1969, 12 properties (1356 units) between 1970 and 1979, 11 properties (737 units) between 1980 and 1989, 4 properties (63 units) between 1990 and 1999, and 21 properties (2366 units) after 2000. In addition, 2 properties (36 units) had an unknown date of construction.

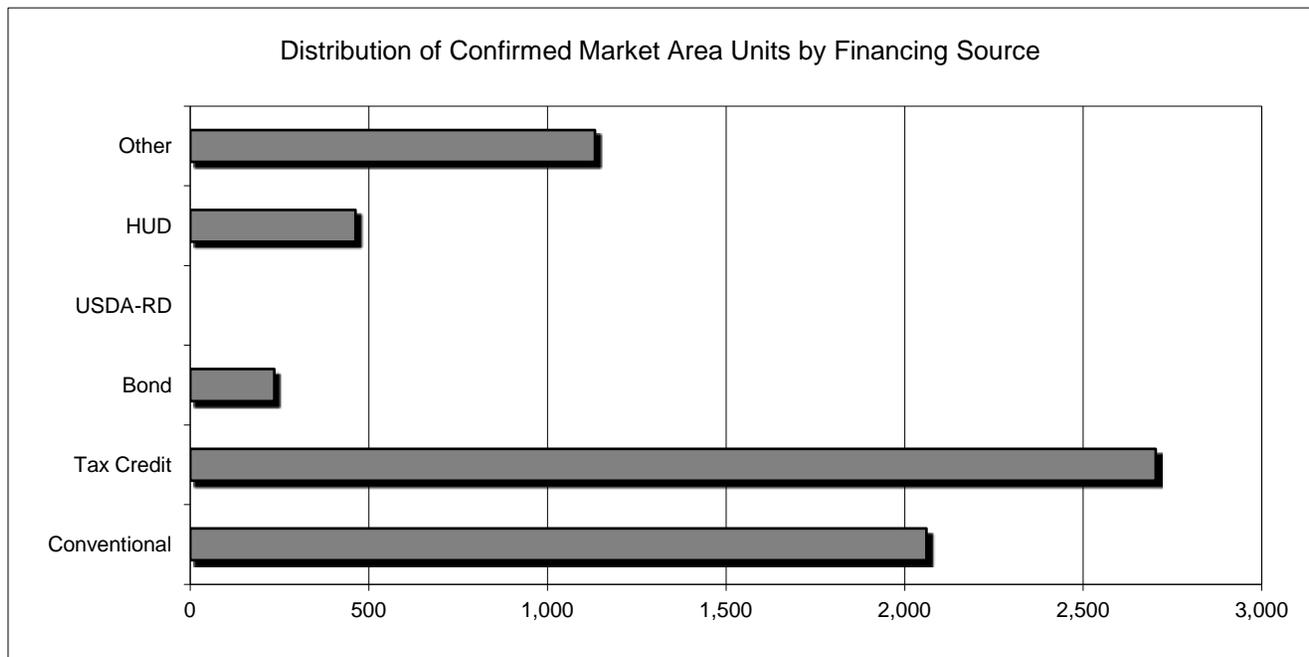
## Rental Property Inventory, Confirmed, Inside Market Area, by Financing Source

The following tables and graph provide a summary of the confirmed market area properties included in this analysis broken out by financing source:

Rental Property Inventory, Confirmed, Inside Market Area			
Total Properties			
	Elderly	Family	Total
Conventional		30	30
Tax Credit	4	15	19
Bond	1	1	2
USDA-RD			
HUD	3	1	4
Other	3	6	9
<b>Total</b>	<b>11</b>	<b>53</b>	<b>64</b>

Total Units			
	Elderly	Family	Total
Conventional		2,061	2,061
Tax Credit	416	2,287	2,703
Bond	63	172	235
USDA-RD			
HUD	391	72	463
Other	164	969	1,133
<b>Total</b>	<b>1,034</b>	<b>5,561</b>	<b>6,595</b>

Source: Allen & Associates



Our research suggests that of the 64 confirmed properties in the market area, 30 properties (consisting of 2061 units) are conventionally financed, 19 properties (consisting of 2703 units) include tax credit financing, 2 properties (consisting of 235 units) are bond financed, 0 properties (consisting of 0 units) are exclusively USDA-RD financed, and 4 properties (consisting of 463 units) are exclusively HUD financed.

The average project size for this market area is 103 units. The smallest projects are conventionally financed, averaging 69 units in size. The largest projects are tax credit financed, averaging 142 units in size.

## Rental Property Inventory, Confirmed, Inside Market Area, Rent Summary

The following tables and graphs provide a summary of the rents charged at confirmed market area properties broken out by unit type:

Rental Property Inventory, Confirmed, Inside Market Area

Rents									
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	\$260	\$609	\$435	\$353	\$440	\$397	\$395	\$1,000	\$671
1-Bedroom	\$244	\$698	\$465	\$364	\$581	\$506	\$245	\$1,112	\$569
2-Bedroom	\$295	\$633	\$490	\$375	\$667	\$552	\$265	\$1,561	\$681
3-Bedroom	\$454	\$848	\$646	\$427	\$762	\$632	\$500	\$1,441	\$816
4-Bedroom	\$549	\$965	\$757	\$684	\$700	\$692	\$670	\$670	\$670

Unit Size

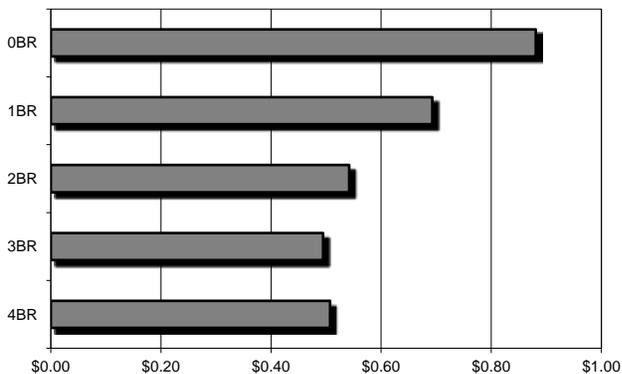
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	250	421	336	450	450	450	360	716	554
1-Bedroom	450	787	649	650	1,025	730	510	1,403	770
2-Bedroom	642	1,158	957	795	1,408	1,018	780	2,079	1,074
3-Bedroom	890	1,512	1,222	1,000	1,898	1,278	1,100	1,898	1,317
4-Bedroom	1,074	1,400	1,274	1,280	1,450	1,365	1,600	1,600	1,600

Rent per Square Foot

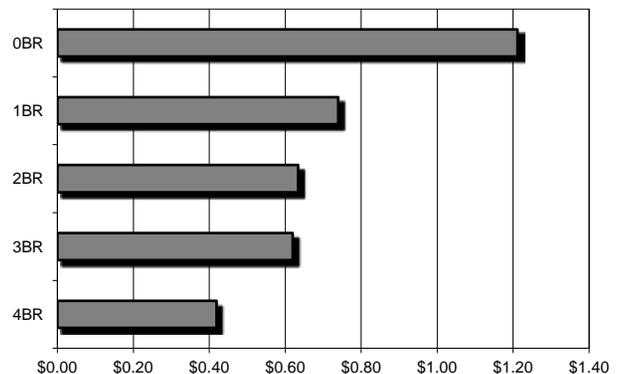
	Subsidized			Restricted			Market		
	Min	Max	Avg	Min	Max	Avg	Min	Max	Avg
0-Bedroom	\$1.04	\$1.45	\$1.29	\$0.78	\$0.98	\$0.88	\$1.10	\$1.40	\$1.21
1-Bedroom	\$0.54	\$0.89	\$0.72	\$0.56	\$0.57	\$0.69	\$0.48	\$0.79	\$0.74
2-Bedroom	\$0.46	\$0.55	\$0.51	\$0.47	\$0.47	\$0.54	\$0.34	\$0.75	\$0.63
3-Bedroom	\$0.51	\$0.56	\$0.53	\$0.40	\$0.43	\$0.49	\$0.45	\$0.76	\$0.62
4-Bedroom	\$0.51	\$0.69	\$0.59	\$0.48	\$0.53	\$0.51	\$0.42	\$0.42	\$0.42

Source: Allen & Associates

Rent per Square Foot for Restricted Units



Rent per Square Foot for Market Rate Units



Our research suggests the following average rent levels for confirmed restricted rent units:

- 0-Bedroom, \$0.88 per square foot
- 1-Bedroom, \$0.69 per square foot
- 2-Bedroom, \$0.54 per square foot
- 3-Bedroom, \$0.49 per square foot
- 4-Bedroom, \$0.51 per square foot

Our research suggests the following average rent levels for confirmed market rate units:

- 0-Bedroom, \$1.21 per square foot
- 1-Bedroom, \$0.74 per square foot
- 2-Bedroom, \$0.63 per square foot
- 3-Bedroom, \$0.62 per square foot
- 4-Bedroom, \$0.42 per square foot

A detailed listing of rents and floor areas for confirmed market area properties by unit type and income target is found in the following pages.

## Rental Property Inventory, Confirmed, Inside Market Area, Unit Mix Summary

In the tables and graphs found below we present a breakdown of unit mix for confirmed market area properties broken out by occupancy type (elderly or family):

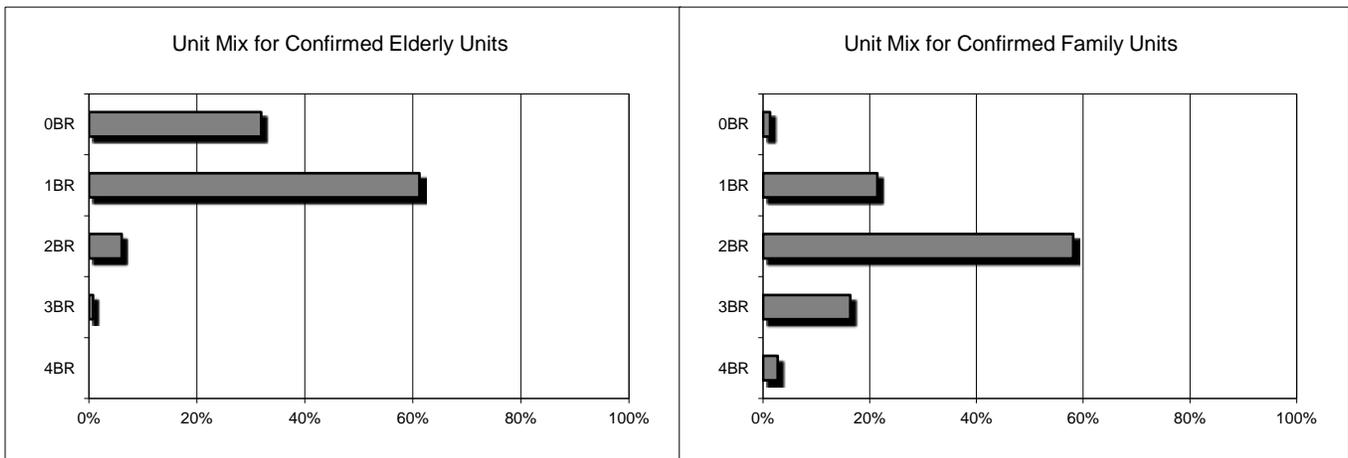
Rental Property Inventory, Confirmed, Inside Market Area, Unit Mix Summary

Elderly					Family				
Total Units					Total Units				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
0-Bedroom	322	8		330	0-Bedroom			72	72
1-Bedroom	578	46	9	633	1-Bedroom	230	249	714	1,193
2-Bedroom	19	32	12	63	2-Bedroom	779	948	1,507	3,234
3-Bedroom		8		8	3-Bedroom	346	407	155	908
4-Bedroom					4-Bedroom	89	61	4	154
<b>Total</b>	<b>919</b>	<b>94</b>	<b>21</b>	<b>1,034</b>	<b>Total</b>	<b>1,444</b>	<b>1,665</b>	<b>2,452</b>	<b>5,561</b>

Elderly					Family				
Unit Mix					Unit Mix				
	Sub	Res	Mkt	Tot		Sub	Res	Mkt	Tot
0-Bedroom	35%	9%		32%	0-Bedroom			3%	1%
1-Bedroom	63%	49%	43%	61%	1-Bedroom	16%	15%	29%	21%
2-Bedroom	2%	34%	57%	6%	2-Bedroom	54%	57%	61%	58%
3-Bedroom		9%		1%	3-Bedroom	24%	24%	6%	16%
4-Bedroom					4-Bedroom	6%	4%	0%	3%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Source: Allen & Associates



Our research suggests the following unit mix for the 1,034 confirmed elderly units located in this market area:

- 0-Bedroom, 32 percent (330 units in survey)
- 1-Bedroom, 61 percent (633 units in survey)
- 2-Bedroom, 6 percent (63 units in survey)
- 3-Bedroom, 1 percent (8 units in survey)
- 4-Bedroom, not applicable (0 units in survey)

Our research suggests the following unit mix for the 5,561 confirmed family units located in this market area:

- 0-Bedroom, 1 percent (72 units in survey)
- 1-Bedroom, 21 percent (1,193 units in survey)
- 2-Bedroom, 58 percent (3,234 units in survey)
- 3-Bedroom, 16 percent (908 units in survey)
- 4-Bedroom, 3 percent (154 units in survey)

## Rental Property Inventory, Confirmed, Inside Market Area, Amenity Summary

In the table found below we present a summary of amenities found at confirmed market area properties:

Rental Property Inventory, Confirmed, Inside Market Area, Amenity Summary			
Building Type		Air Conditioning	
1 Story	14%	Central	95%
2-4 Story	81%	Wall Units	3%
5-10 Story	5%	Window Units	0%
>10 Story	0%	None	2%
Project Amenities		Heat	
Ball Field	0%	Central	95%
BBQ Area	28%	Wall Units	3%
Billiards	5%	Baseboards	2%
Bus/Comp Ctr	36%	Radiators	0%
Car Care Ctr	5%	None	0%
Comm Center	44%	Parking	
Elevator	14%	Garage	0%
Fitness Center	25%	Covered	0%
Gazebo	23%	Assigned	2%
Hot Tub/Jacuzzi	0%	Open	100%
Horseshoe Pit	0%	None	0%
Lake	2%	Laundry	
Library	13%	Central	64%
Movie Theatre	5%	W/D Units	2%
Picnic Area	31%	W/D Hookups	61%
Playground	41%	Security	
Pool	41%	Call Buttons	8%
Sauna	0%	Cont Access	20%
Sports Court	17%	Courtesy Officer	27%
Walking Trail	13%	Monitoring	11%
Unit Amenities		Security Alarms	3%
Blinds	100%	Security Patrols	11%
Ceiling Fans	47%	Services	
Upgraded Flooring	91%	After School	11%
Fireplace	2%	Concierge	0%
Patio/Balcony	67%	Hair Salon	2%
Storage	17%	Health Care	0%
Kitchen Amenities		Linens	0%
Stove	98%	Meals	0%
Refrigerator	100%	Transportation	0%
Disposal	59%		
Dishwasher	59%		
Microwave	34%		

Source: Allen & Associates

Our research suggests that 14 percent of confirmed market area properties are 1 story in height, 81 percent are 2-4 stories in height, 5 percent are 5-10 stories in height, and 0 percent are over 10 stories in height. In addition, surveyed properties benefit from the following project amenities: 36 percent have a business/computer center, 44 percent have a community center, 25 percent have a fitness center, 41 percent have a playground, and 17 percent have a sports court.

Our research also suggests that the following unit amenities are present at surveyed properties: 100 percent have blinds, 91 percent have carpeting, 67 percent have patios/balconies, and 17 percent have outside storage. Surveyed properties also include the following kitchen amenities: 98 percent have a stove, 100 percent have a refrigerator, 59 percent have a disposal, 59 percent have a dishwasher, and 34 percent have a microwave.

In addition, 95 percent of confirmed market area properties have central heat while 95 percent have central air. Our research also suggests that 100 percent of surveyed properties have open parking. A total of 64 percent of area properties have central laundry facilities, while 61 percent have washer/dryer hookups, and 2 percent have washer/dryer units in each residential unit.

A total of 8 percent of confirmed market area properties have call buttons, 20 percent have controlled access, and 3 percent have security alarms.

It is also our understanding that the majority of confirmed market area properties provide cable access.

Finally, in the following pages we provide a summary of vouchers, concessions and waiting lists for the confirmed market area properties included in this report. We also include any absorption information we have uncovered as part of our research.

Rental Property Inventory, Confirmed, Inside Market Area

Key	Project	Latitude	Longitude	Built	Renovated	Rent Type	Occ Type	Status	Financing	Tot Units	Vac Units	Occupancy	Concessions	Vouchers	Absorption	Waiting List
001	11th Street Loft	32.4667	-84.9935	1915	2001	Market Rate	Family	Stabilized	Conventional	46	2	95.7%	0%	0%	-	-
002	2000 Wynnont Apartments	32.4688	-84.9633	1970	na	Market Rate	Family	Stabilized	Conventional	72	11	84.7%	4%	0%	-	0 people
003	24th Street Project	32.4869	-84.9847	1994	na	Market Rate	Family	Stabilized	Tax Credit	2	0	100.0%	0%	0%	-	-
004	4411 First Avenue Apartments	32.5059	-84.9910	na	na	Market Rate	Family	Stabilized	Tax Credit	16	1	93.8%	0%	0%	-	-
007	Arbor Pointe Phase 1	32.4271	-84.9444	2009	na	Restricted	Family	Stabilized	Tax Credit	148	6	95.9%	0%	0%	13.46	yes
008	Arbor Pointe Phase 2	32.4293	-84.9402	2010	na	Restricted	Family	Stabilized	Tax Credit	148	10	93.2%	0%	0%	14.80	yes
009	Arbor Pointe Phase 3	32.4269	-84.9402	2012	na	Subsidized	Elderly	Stabilized	Tax Credit	120	0	100.0%	0%	0%	80.00	206 people
010	Armour Landing Apartments	32.5019	-84.9512	1985	na	Market Rate	Family	Stabilized	Conventional	36	0	100.0%	0%	0%	-	3 people
011	Ashley Station, Phase 1	32.4854	-84.9807	2006	na	Restricted	Family	Stabilized	Tax Credit	184	7	96.2%	0%	35%	-	yes
012	Ashley Station, Phase 2	32.4862	-84.9793	2008	na	Restricted	Family	Stabilized	Tax Credit	183	7	96.2%	0%	27%	-	yes
013	Avalon Apartments	32.4374	-84.9402	2009	na	Restricted	Family	Stabilized	Tax Credit	232	32	86.2%	0%	32%	13.65	-
016	Booker T Washington, Phase 1	32.4225	-84.9406	2014	na	Restricted	Elderly	Prop Const	Tax Credit	100	100	0.0%	0%	0%	-	-
017	Booker T Washington, Phase 2	32.4558	-84.9863	2014	na	Restricted	Family	Prop Const	Tax Credit	106	106	0.0%	0%	0%	-	-
021	Club Hill Apartments, Phases 1 & 2	32.5040	-84.9501	1971	na	Market Rate	Family	Stabilized	Conventional	232	8	96.6%	0%	0%	-	-
022	Clubview Court Apartments	32.4994	-84.9525	1987	na	Market Rate	Family	Stabilized	Conventional	28	0	100.0%	0%	0%	-	20 people
024	Columbus Gardens, Phase 1	32.4538	-84.9890	1978	1995	Subsidized	Elderly	Stabilized	Tax Credit	116	4	96.6%	0%	0%	-	38 people
028	E.J. Knight Annex	32.4307	-84.9428	1982	2010	Subsidized	Elderly	Stabilized	PHA	40	0	100.0%	0%	0%	-	yes
029	E.J. Knight Gardens	32.4317	-84.9417	1980	2010	Subsidized	Family	Stabilized	PHA	52	0	100.0%	0%	0%	-	yes
030	Eagles Trace	32.4161	-84.9479	1958	2002	Restricted	Family	Stabilized	Tax Credit	378	28	92.6%	14%	19%	-	-
032	Farrfield Manor	32.4415	-84.9237	2007	na	Subsidized	Elderly	Stabilized	HUD	74	0	100.0%	0%	0%	-	10 people
039	Gardenbrook Apartments	32.4975	-84.9586	2001	na	Market Rate	Family	Stabilized	Conventional	72	2	97.2%	0%	0%	-	-
041	Greystone at Waterford	32.5004	-84.9528	1985	na	Market Rate	Family	Stabilized	Conventional	12	0	100.0%	0%	0%	-	1 person
042	Hannah Heights	32.4359	-84.9244	1984	na	Market Rate	Family	Stabilized	Conventional	90	1	98.9%	0%	0%	-	-
043	Hardway Square Apartments	32.4989	-84.9504	1975	na	Market Rate	Family	Stabilized	Conventional	44	0	100.0%	0%	0%	-	-
044	Hardway Townhouses	32.4985	-84.9523	2009	na	Market Rate	Family	Stabilized	Conventional	41	0	100.0%	0%	0%	4.10	7 people
045	Heritage Apartments	32.4185	-84.9487	1965	na	Market Rate	Family	Stabilized	Conventional	64	4	93.8%	0%	5%	-	-
046	Heritage Place Apartments	32.4555	-84.9932	2001	na	Market Rate	Family	Stabilized	Conventional	79	5	93.7%	0%	0%	-	-
047	Hillcrest Apartments	32.4747	-84.9578	1940	2004	Market Rate	Family	Stabilized	Conventional	36	1	97.2%	0%	0%	-	-
049	Holly Hills Apartments	32.4445	-84.9287	1974	2008	Market Rate	Family	Stabilized	Conventional	220	23	89.5%	0%	0%	-	-
053	Johnston Mill Lofts	32.4936	-84.9913	1890	2001	Restricted	Family	Stabilized	Tax Credit	335	25	92.5%	0%	3%	-	no
055	Kabar Apartments	32.4107	-84.9429	1975	na	Market Rate	Family	Stabilized	Conventional	54	1	98.1%	0%	0%	-	-
057	Kopak Apartments	32.4728	-84.9578	1991	na	Market Rate	Family	Stabilized	Conventional	29	1	96.6%	0%	0%	-	-
059	Lecraw On 13Th	32.4720	-84.9650	1994	na	Market Rate	Family	Stabilized	Conventional	24	3	87.5%	0%	0%	-	0 people
060	Liberty Garden Townhouses	32.4586	-84.9849	1984	1996	Restricted	Family	Stabilized	Tax Credit	88	0	100.0%	0%	50%	-	6 people
063	Lumpkin Park	32.4363	-84.9535	2009	na	Restricted	Family	Stabilized	Tax Credit	192	0	100.0%	0%	47%	32.00	-
066	Martha's Vineyard	32.4878	-84.9313	2003	na	Market Rate	Family	Stabilized	Conventional	32	0	100.0%	0%	0%	-	0 people
069	Midtown Square	32.4744	-84.9397	2002	na	Restricted	Family	Stabilized	Tax Credit	144	0	100.0%	0%	20%	-	10 people
070	Northwood Apartments	32.5122	-84.9538	1976	na	Market Rate	Family	Stabilized	Conventional	80	1	98.8%	0%	0%	-	0 people
071	Overlook Club	32.4656	-84.9631	1985	na	Market Rate	Family	Stabilized	Conventional	73	4	94.5%	0%	0%	-	no
072	Overlook Crossing	32.4672	-84.9699	1975	1984	Market Rate	Family	Stabilized	Conventional	164	14	91.5%	2%	0%	-	-
073	Parkway Place Apartments	32.4308	-84.9258	1987	2005	Market Rate	Family	Stabilized	Conventional	208	20	90.4%	8%	0%	-	-
076	Peacock Woods Apartments	32.4747	-84.9603	1984	na	Market Rate	Family	Stabilized	Conventional	38	0	100.0%	6%	0%	-	-
077	Peacock Woods Apartments 2	32.4747	-84.9603	na	na	Market Rate	Family	Stabilized	Conventional	20	0	100.0%	0%	0%	-	-
078	Pear Tree Place Apartments	32.4945	-84.9756	1950	1991	Market Rate	Family	Stabilized	Tax Credit	11	2	81.8%	0%	0%	-	0 people
081	Ralston (The)	32.4687	-84.9902	1914	1977	Subsidized	Elderly	Stabilized	HUD	269	13	95.2%	0%	0%	-	15 people
082	Renaissance Villa	32.4587	-84.9506	1981	na	Subsidized	Family	Stabilized	HUD	72	2	97.2%	0%	0%	-	20 people
085	Rose Hill Apartments	32.4910	-84.9813	1973	na	Market Rate	Family	Stabilized	Conventional	24	2	91.7%	0%	0%	-	no
088	Sherwood Arms	32.4309	-84.9399	1974	1990	Market Rate	Family	Stabilized	Conventional	165	3	98.2%	1%	18%	-	0 people
090	South Park	32.4529	-84.9690	1961	na	Market Rate	Family	Stabilized	Conventional	17	2	88.2%	0%	0%	-	-
091	Springfield Crossing Apartments	32.4373	-84.9536	2001	na	Restricted	Family	Stabilized	Tax Credit	120	5	95.8%	0%	17%	-	2 people
092	St Mary's Woods Estate	32.4446	-84.9220	2000	na	Subsidized	Elderly	Stabilized	HUD	48	0	100.0%	0%	0%	-	8 months
094	Trace Townhomes	32.4984	-84.9523	2004	na	Market Rate	Family	Stabilized	Conventional	28	0	100.0%	0%	0%	-	3 person
095	Veranda at Ashley Station	32.4864	-84.9793	2013	na	Restricted	Elderly	Stabilized	Bond	63	2	96.8%	0%	0%	-	-
096	Victory Crossing Apartments	32.4351	-84.9534	2003	na	Restricted	Family	Stabilized	Bond	172	15	91.3%	0%	9%	-	7 people
100	Waverly Terrace Senior	32.4893	-84.9780	2015	na	Restricted	Elderly	Prop Const	Tax Credit	80	0	0.0%	0%	0%	-	-
104	Winchester Apartments	32.5091	-84.9631	1990	na	Market Rate	Family	Stabilized	Conventional	8	80	100.0%	0%	0%	-	no
107	Midtown Tower	32.4721	-84.9614	1975	2000	Market Rate	Family	Stabilized	Conventional	25	2	92.0%	0%	0%	-	-
109	Nicholson Terrace	32.4731	-84.9733	1965	1996	Subsidized	Elderly	Stabilized	PHA	100	0	100.0%	0%	0%	-	-
111	EE Farley Homes	32.4581	-84.9636	1958	2012	Subsidized	Family	Stabilized	PHA	102	2	98.0%	0%	0%	-	-
113	Chase Homes	32.4826	-84.9911	1952	na	Subsidized	Family	Stabilized	PHA	108	2	98.1%	-	0%	-	-
114	Elizabeth Canty Homes	32.4511	-84.9636	1952	na	Subsidized	Family	Stabilized	PHA	259	2	99.2%	-	0%	-	-
115	Rivers Homes	32.4672	-84.9763	1963	na	Subsidized	Elderly	Stabilized	PHA	24	0	100.0%	-	0%	-	-
116	Warren Williams Homes	32.4672	-84.9763	1975	na	Subsidized	Family	Stabilized	PHA	160	0	100.0%	-	0%	-	-
117	Wilson Homes	32.4956	-84.9827	1952	2010	Subsidized	Family	Stabilized	PHA	288	3	99.0%	0%	0%	-	-

## RENT COMPARABILITY ANALYSIS

In this section we develop restricted and unrestricted market rent conclusions for the subject property on an "as if complete & stabilized" basis. Our analysis begins with an evaluation of unrestricted market rents.

### **Unrestricted Rent Analysis**

In this section we develop an unrestricted market rent conclusion for the subject property units. Our analysis began by selecting comparable rentals to use to develop estimates of market rents for the units at the subject property, assuming that the subject was an unrestricted property. Our selection of comparables was based on location, age, condition, unit mix and amenities of the comparable properties relative to the subject property.

#### Rental Property Inventory, by Unit Type

In the following pages we present an inventory of properties included in this analysis. Rents for these properties, broken out by unit type, were used in selecting the rent comparables used in this analysis.

The properties that we consider to be comparable to the subject property are highlighted in the tables found in the following pages. We attempted to select stabilized market rate properties as comparables for purposes of our rent comparability analysis.

Comparables with restricted rents are used when a sufficient number of market rent comparables are not available and when maximum allowable rents for properties with restricted rents exceed prevailing rents in the area. In the event that program rental rates exceed market rental rates, restricted units are, in fact, *de facto* market rate units.

#### Rent Comparables, Market Rate, Map

A map showing the location of the properties selected as comparables in this analysis is found in the following pages. Properties identified with red pushpins have market rents, properties identified with yellow pushpins have restricted rents, and properties identified with blue pushpins have subsidized rents. Detailed write-ups for the select rent comparables are found in the Appendix to this report.

#### Rent Comparability Grids

Our analysis employed the use of rent comparability grids and resulted in an unrestricted market rent estimate for each of the subject's unit types. These grids and a narrative describing our rent adjustments are found in the following pages.

Rental Property Inventory, 0-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	20%	30%	40%	50%	60%	80%	Mkt
001	11th Street Loft	1915	2001	Market Rate	Family	Stabilized								\$959
002	2000 Wynnton Apartments	1970	na	Market Rate	Family	Stabilized								
003	24th Street Project	1994	na	Market Rate	Family	Stabilized								
004	4411 First Avenue Apartments	na	1991	Market Rate	Family	Stabilized								
007	Arbor Pointe Phase 1	2009	na	Restricted	Family	Stabilized								
008	Arbor Pointe Phase 2	2010	na	Restricted	Family	Stabilized								
010	Armour Landing Apartments	1985	na	Market Rate	Family	Stabilized								
011	Ashley Station, Phase 1	2006	na	Restricted	Family	Stabilized								
012	Ashley Station, Phase 2	2008	na	Restricted	Family	Stabilized								
013	Avalon Apartments	2009	na	Restricted	Family	Stabilized								
021	Club Hill Apartments, Phases 1 & 2	1971	na	Market Rate	Family	Stabilized								\$1,000
022	Clubview Court Apartments	1987	na	Market Rate	Family	Stabilized								
030	Eagles Trace	1958	2002	Restricted	Family	Stabilized								
039	Gardenbrook Apartments	2001	na	Market Rate	Family	Stabilized								
041	Greystone at Waterford	1985	na	Market Rate	Family	Stabilized								
042	Hannah Heights	1984	na	Market Rate	Family	Stabilized								
043	Hardaway Square Apartments	1975	na	Market Rate	Family	Stabilized								
044	Hardaway Townhouses	2009	na	Market Rate	Family	Stabilized								
045	Heritage Apartments	1965	na	Market Rate	Family	Stabilized								
046	Heritage Place Apartments	2001	na	Market Rate	Family	Stabilized								
047	Hillcrest Apartments	1940	2004	Market Rate	Family	Stabilized								
049	Holly Hills Apartments	1974	2008	Market Rate	Family	Stabilized								\$395
053	Johnston Mill Lofts	1890	2001	Restricted	Family	Stabilized								
055	Kabar Apartments	1975	na	Market Rate	Family	Stabilized								
057	Kopak Apartments	1991	na	Market Rate	Family	Stabilized								\$585
059	Lecraw On 13Th	1994	na	Market Rate	Family	Stabilized								
060	Liberty Garden Townhouses	1984	1996	Restricted	Family	Stabilized								
063	Lumpkin Park	2009	na	Restricted	Family	Stabilized								
066	Martha's Vineyard	2003	na	Market Rate	Family	Stabilized								
069	Midtown Square	2002	na	Restricted	Family	Stabilized								
070	Northwood Apartments	1976	na	Market Rate	Family	Stabilized								
071	Overlook Club	1985	na	Market Rate	Family	Stabilized								
072	Overlook Crossing	1975	1984	Market Rate	Family	Stabilized								\$540
073	Parkway Place Apartments	1987	2005	Market Rate	Family	Stabilized								
076	Peacock Woods Apartments	1984	na	Market Rate	Family	Stabilized								\$550
077	Peacock Woods Apartments 2	na	na	Market Rate	Family	Stabilized								
078	Pear Tree Place Apartments	1950	1991	Market Rate	Family	Stabilized								
085	Rose Hill Apartments	1973	na	Market Rate	Family	Stabilized								
088	Sherwood Arms	1974	1990	Market Rate	Family	Stabilized								
090	South Park	1961	na	Market Rate	Family	Stabilized								
091	Springfield Crossing Apartments	2001	na	Restricted	Family	Stabilized								
094	Trace Townhomes	2004	na	Market Rate	Family	Stabilized								
095	Veranda at Ashley Station	2013	na	Restricted	Elderly	Stabilized								
096	Victory Crossing Apartments	2003	na	Restricted	Family	Stabilized								
104	Winchester Apartments	1990	na	Market Rate	Family	Stabilized								
107	Midtown Tower	1975	2000	Market Rate	Family	Stabilized								

Source: Allen & Associates

Rental Property Inventory, 1-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	20%	30%	40%	50%	60%	80%	Mkt
001	11th Street Loft	1915	2001	Market Rate	Family	Stabilized								\$1,112
002	2000 Wynnton Apartments	1970	na	Market Rate	Family	Stabilized								
003	24th Street Project	1994	na	Market Rate	Family	Stabilized								
004	4411 First Avenue Apartments	na	1991	Market Rate	Family	Stabilized								\$435
007	Arbor Pointe Phase 1	2009	na	Restricted	Family	Stabilized	\$558					\$499		\$625
008	Arbor Pointe Phase 2	2010	na	Restricted	Family	Stabilized	\$558					\$499		\$625
010	Armour Landing Apartments	1985	na	Market Rate	Family	Stabilized								
011	Ashley Station, Phase 1	2006	na	Restricted	Family	Stabilized	\$327					\$578		\$680
012	Ashley Station, Phase 2	2008	na	Restricted	Family	Stabilized	\$327					\$581		\$680
013	Avalon Apartments	2009	na	Restricted	Family	Stabilized						\$490		
021	Club Hill Apartments, Phases 1 & 2	1971	na	Market Rate	Family	Stabilized								\$642
022	Clubview Court Apartments	1987	na	Market Rate	Family	Stabilized								\$560
030	Eagles Trace	1958	2002	Restricted	Family	Stabilized						\$470		
039	Gardenbrook Apartments	2001	na	Market Rate	Family	Stabilized								\$560
041	Greystone at Waterford	1985	na	Market Rate	Family	Stabilized								
042	Hannah Heights	1984	na	Market Rate	Family	Stabilized								\$509
043	Hardaway Square Apartments	1975	na	Market Rate	Family	Stabilized								
044	Hardaway Townhouses	2009	na	Market Rate	Family	Stabilized								
045	Heritage Apartments	1965	na	Market Rate	Family	Stabilized								\$390
046	Heritage Place Apartments	2001	na	Market Rate	Family	Stabilized								\$557
047	Hillcrest Apartments	1940	2004	Market Rate	Family	Stabilized								\$625
049	Holly Hills Apartments	1974	2008	Market Rate	Family	Stabilized								\$523
053	Johnston Mill Lofts	1890	2001	Restricted	Family	Stabilized						\$536		\$699
055	Kabar Apartments	1975	na	Market Rate	Family	Stabilized								\$365
057	Kopak Apartments	1991	na	Market Rate	Family	Stabilized								
059	Lecraw On 13Th	1994	na	Market Rate	Family	Stabilized								\$694
060	Liberty Garden Townhouses	1984	1996	Restricted	Family	Stabilized								
063	Lumpkin Park	2009	na	Restricted	Family	Stabilized								
066	Martha's Vineyard	2003	na	Market Rate	Family	Stabilized								
069	Midtown Square	2002	na	Restricted	Family	Stabilized								
070	Northwood Apartments	1976	na	Market Rate	Family	Stabilized								\$575
071	Overlook Club	1985	na	Market Rate	Family	Stabilized								
072	Overlook Crossing	1975	1984	Market Rate	Family	Stabilized								\$516
073	Parkway Place Apartments	1987	2005	Market Rate	Family	Stabilized								\$481
076	Peacock Woods Apartments	1984	na	Market Rate	Family	Stabilized								
077	Peacock Woods Apartments 2	na	na	Market Rate	Family	Stabilized								
078	Pear Tree Place Apartments	1950	1991	Market Rate	Family	Stabilized								
085	Rose Hill Apartments	1973	na	Market Rate	Family	Stabilized								\$450
088	Sherwood Arms	1974	1990	Market Rate	Family	Stabilized								\$395
090	South Park	1961	na	Market Rate	Family	Stabilized								\$245
091	Springfield Crossing Apartments	2001	na	Restricted	Family	Stabilized								
094	Trace Townhomes	2004	na	Market Rate	Family	Stabilized								
095	Veranda at Ashley Station	2013	na	Restricted	Elderly	Stabilized	\$456					\$581		\$649
096	Victory Crossing Apartments	2003	na	Restricted	Family	Stabilized								
104	Winchester Apartments	1990	na	Market Rate	Family	Stabilized								
107	Midtown Tower	1975	2000	Market Rate	Family	Stabilized								

Source: Allen & Associates

Rental Property Inventory, 2-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	20%	30%	40%	50%	60%	80%	Mkt
001	11th Street Loft	1915	2001	Market Rate	Family	Stabilized								\$1,561
002	2000 Wynnton Apartments	1970	na	Market Rate	Family	Stabilized								\$554
003	24th Street Project	1994	na	Market Rate	Family	Stabilized								\$450
004	4411 First Avenue Apartments	na	1991	Market Rate	Family	Stabilized								\$450
007	Arbor Pointe Phase 1	2009	na	Restricted	Family	Stabilized	\$633					\$596		\$749
008	Arbor Pointe Phase 2	2010	na	Restricted	Family	Stabilized	\$633					\$596		\$749
010	Armour Landing Apartments	1985	na	Market Rate	Family	Stabilized								\$715
011	Ashley Station, Phase 1	2006	na	Restricted	Family	Stabilized	\$393					\$666		\$796
012	Ashley Station, Phase 2	2008	na	Restricted	Family	Stabilized	\$393					\$667		\$815
013	Avalon Apartments	2009	na	Restricted	Family	Stabilized						\$525		
021	Club Hill Apartments, Phases 1 & 2	1971	na	Market Rate	Family	Stabilized								\$679
022	Clubview Court Apartments	1987	na	Market Rate	Family	Stabilized								\$713
030	Eagles Trace	1958	2002	Restricted	Family	Stabilized						\$451		
039	Gardenbrook Apartments	2001	na	Market Rate	Family	Stabilized								\$670
041	Greystone at Waterford	1985	na	Market Rate	Family	Stabilized								\$700
042	Hannah Heights	1984	na	Market Rate	Family	Stabilized								\$593
043	Hardaway Square Apartments	1975	na	Market Rate	Family	Stabilized								\$695
044	Hardaway Townhouses	2009	na	Market Rate	Family	Stabilized								\$825
045	Heritage Apartments	1965	na	Market Rate	Family	Stabilized								
046	Heritage Place Apartments	2001	na	Market Rate	Family	Stabilized								\$685
047	Hillcrest Apartments	1940	2004	Market Rate	Family	Stabilized								\$734
049	Holly Hills Apartments	1974	2008	Market Rate	Family	Stabilized								\$613
053	Johnston Mill Lofts	1890	2001	Restricted	Family	Stabilized						\$663		\$900
055	Kabar Apartments	1975	na	Market Rate	Family	Stabilized								
057	Kopak Apartments	1991	na	Market Rate	Family	Stabilized								
059	Lecraw On 13Th	1994	na	Market Rate	Family	Stabilized								\$836
060	Liberty Garden Townhouses	1984	1996	Restricted	Family	Stabilized					\$375	\$484		
063	Lumpkin Park	2009	na	Restricted	Family	Stabilized						\$593		
066	Martha's Vineyard	2003	na	Market Rate	Family	Stabilized								\$690
069	Midtown Square	2002	na	Restricted	Family	Stabilized						\$630		
070	Northwood Apartments	1976	na	Market Rate	Family	Stabilized								\$675
071	Overlook Club	1985	na	Market Rate	Family	Stabilized								\$560
072	Overlook Crossing	1975	1984	Market Rate	Family	Stabilized								\$650
073	Parkway Place Apartments	1987	2005	Market Rate	Family	Stabilized								\$544
076	Peacock Woods Apartments	1984	na	Market Rate	Family	Stabilized								\$671
077	Peacock Woods Apartments 2	na	na	Market Rate	Family	Stabilized								\$695
078	Pear Tree Place Apartments	1950	1991	Market Rate	Family	Stabilized								\$450
085	Rose Hill Apartments	1973	na	Market Rate	Family	Stabilized								\$550
088	Sherwood Arms	1974	1990	Market Rate	Family	Stabilized								\$490
090	South Park	1961	na	Market Rate	Family	Stabilized								\$265
091	Springfield Crossing Apartments	2001	na	Restricted	Family	Stabilized					\$455	\$570		\$630
094	Trace Townhomes	2004	na	Market Rate	Family	Stabilized								\$700
095	Veranda at Ashley Station	2013	na	Restricted	Elderly	Stabilized								\$710
096	Victory Crossing Apartments	2003	na	Restricted	Family	Stabilized						\$570		
104	Winchester Apartments	1990	na	Market Rate	Family	Stabilized								\$720
107	Midtown Tower	1975	2000	Market Rate	Family	Stabilized								\$690

Source: Allen & Associates

Rental Property Inventory, 3-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	20%	30%	40%	50%	60%	80%	Mkt
001	11th Street Loft	1915	2001	Market Rate	Family	Stabilized								
002	2000 Wynnton Apartments	1970	na	Market Rate	Family	Stabilized								\$702
003	24th Street Project	1994	na	Market Rate	Family	Stabilized								
004	4411 First Avenue Apartments	na	1991	Market Rate	Family	Stabilized								
007	Arbor Pointe Phase 1	2009	na	Restricted	Family	Stabilized	\$848					\$676		\$844
008	Arbor Pointe Phase 2	2010	na	Restricted	Family	Stabilized	\$848					\$676		\$844
010	Armour Landing Apartments	1985	na	Market Rate	Family	Stabilized								\$813
011	Ashley Station, Phase 1	2006	na	Restricted	Family	Stabilized	\$454					\$761		\$930
012	Ashley Station, Phase 2	2008	na	Restricted	Family	Stabilized	\$454					\$762		\$930
013	Avalon Apartments	2009	na	Restricted	Family	Stabilized						\$600		
021	Club Hill Apartments, Phases 1 & 2	1971	na	Market Rate	Family	Stabilized								\$864
022	Clubview Court Apartments	1987	na	Market Rate	Family	Stabilized								
030	Eagles Trace	1958	2002	Restricted	Family	Stabilized						\$622		
039	Gardenbrook Apartments	2001	na	Market Rate	Family	Stabilized								\$770
041	Greystone at Waterford	1985	na	Market Rate	Family	Stabilized								\$760
042	Hannah Heights	1984	na	Market Rate	Family	Stabilized								\$639
043	Hardaway Square Apartments	1975	na	Market Rate	Family	Stabilized								\$825
044	Hardaway Townhouses	2009	na	Market Rate	Family	Stabilized								
045	Heritage Apartments	1965	na	Market Rate	Family	Stabilized								
046	Heritage Place Apartments	2001	na	Market Rate	Family	Stabilized								
047	Hillcrest Apartments	1940	2004	Market Rate	Family	Stabilized								
049	Holly Hills Apartments	1974	2008	Market Rate	Family	Stabilized								
053	Johnston Mill Lofts	1890	2001	Restricted	Family	Stabilized						\$691		\$1,441
055	Kabar Apartments	1975	na	Market Rate	Family	Stabilized								
057	Kopak Apartments	1991	na	Market Rate	Family	Stabilized								
059	Lecraw On 13Th	1994	na	Market Rate	Family	Stabilized								
060	Liberty Garden Townhouses	1984	1996	Restricted	Family	Stabilized					\$427	\$595		
063	Lumpkin Park	2009	na	Restricted	Family	Stabilized						\$673		
066	Martha's Vineyard	2003	na	Market Rate	Family	Stabilized								\$820
069	Midtown Square	2002	na	Restricted	Family	Stabilized						\$717		
070	Northwood Apartments	1976	na	Market Rate	Family	Stabilized								\$775
071	Overlook Club	1985	na	Market Rate	Family	Stabilized								\$660
072	Overlook Crossing	1975	1984	Market Rate	Family	Stabilized								
073	Parkway Place Apartments	1987	2005	Market Rate	Family	Stabilized								
076	Peacock Woods Apartments	1984	na	Market Rate	Family	Stabilized								\$826
077	Peacock Woods Apartments 2	na	na	Market Rate	Family	Stabilized								\$799
078	Pear Tree Place Apartments	1950	1991	Market Rate	Family	Stabilized								\$500
085	Rose Hill Apartments	1973	na	Market Rate	Family	Stabilized								
088	Sherwood Arms	1974	1990	Market Rate	Family	Stabilized								
090	South Park	1961	na	Market Rate	Family	Stabilized								
091	Springfield Crossing Apartments	2001	na	Restricted	Family	Stabilized					\$515	\$647		\$695
094	Trace Townhomes	2004	na	Market Rate	Family	Stabilized								
095	Veranda at Ashley Station	2013	na	Restricted	Elderly	Stabilized								
096	Victory Crossing Apartments	2003	na	Restricted	Family	Stabilized						\$647		
104	Winchester Apartments	1990	na	Market Rate	Family	Stabilized								
107	Midtown Tower	1975	2000	Market Rate	Family	Stabilized								\$850

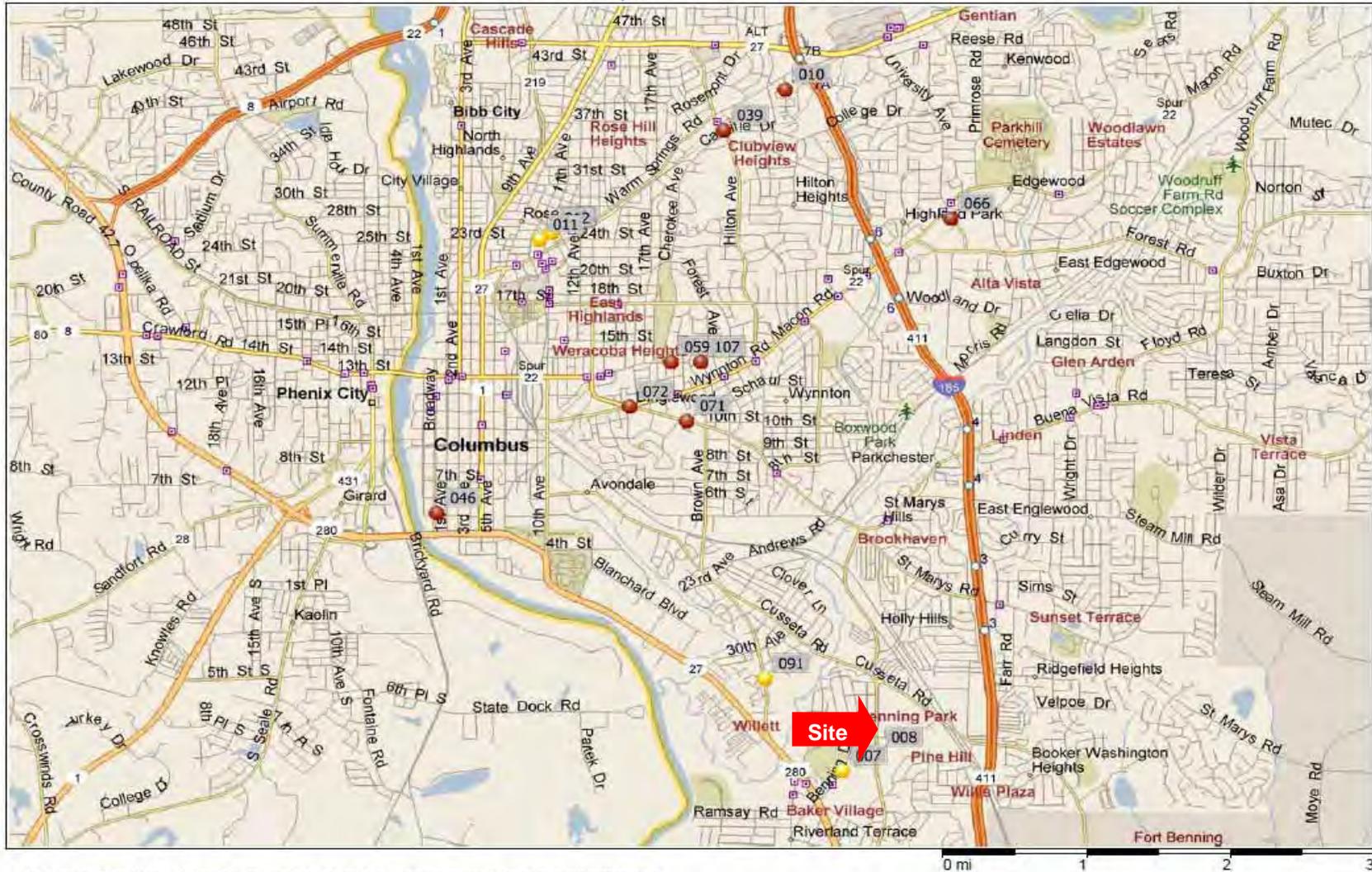
Source: Allen & Associates

Rental Property Inventory, 4-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	20%	30%	40%	50%	60%	80%	Mkt
001	11th Street Loft	1915	2001	Market Rate	Family	Stabilized								
002	2000 Wynnton Apartments	1970	na	Market Rate	Family	Stabilized								
003	24th Street Project	1994	na	Market Rate	Family	Stabilized								
004	4411 First Avenue Apartments	na	1991	Market Rate	Family	Stabilized								
007	Arbor Pointe Phase 1	2009	na	Restricted	Family	Stabilized								
008	Arbor Pointe Phase 2	2010	na	Restricted	Family	Stabilized								
010	Armour Landing Apartments	1985	na	Market Rate	Family	Stabilized								
011	Ashley Station, Phase 1	2006	na	Restricted	Family	Stabilized								
012	Ashley Station, Phase 2	2008	na	Restricted	Family	Stabilized								
013	Avalon Apartments	2009	na	Restricted	Family	Stabilized						\$700		
021	Club Hill Apartments, Phases 1 & 2	1971	na	Market Rate	Family	Stabilized								
022	Clubview Court Apartments	1987	na	Market Rate	Family	Stabilized								
030	Eagles Trace	1958	2002	Restricted	Family	Stabilized						\$684		
039	Gardenbrook Apartments	2001	na	Market Rate	Family	Stabilized								
041	Greystone at Waterford	1985	na	Market Rate	Family	Stabilized								
042	Hannah Heights	1984	na	Market Rate	Family	Stabilized								\$670
043	Hardaway Square Apartments	1975	na	Market Rate	Family	Stabilized								
044	Hardaway Townhouses	2009	na	Market Rate	Family	Stabilized								
045	Heritage Apartments	1965	na	Market Rate	Family	Stabilized								
046	Heritage Place Apartments	2001	na	Market Rate	Family	Stabilized								
047	Hillcrest Apartments	1940	2004	Market Rate	Family	Stabilized								
049	Holly Hills Apartments	1974	2008	Market Rate	Family	Stabilized								
053	Johnston Mill Lofts	1890	2001	Restricted	Family	Stabilized								
055	Kabar Apartments	1975	na	Market Rate	Family	Stabilized								
057	Kopak Apartments	1991	na	Market Rate	Family	Stabilized								
059	Lecraw On 13Th	1994	na	Market Rate	Family	Stabilized								
060	Liberty Garden Townhouses	1984	1996	Restricted	Family	Stabilized								
063	Lumpkin Park	2009	na	Restricted	Family	Stabilized								
066	Martha's Vineyard	2003	na	Market Rate	Family	Stabilized								
069	Midtown Square	2002	na	Restricted	Family	Stabilized								
070	Northwood Apartments	1976	na	Market Rate	Family	Stabilized								
071	Overlook Club	1985	na	Market Rate	Family	Stabilized								
072	Overlook Crossing	1975	1984	Market Rate	Family	Stabilized								
073	Parkway Place Apartments	1987	2005	Market Rate	Family	Stabilized								
076	Peacock Woods Apartments	1984	na	Market Rate	Family	Stabilized								
077	Peacock Woods Apartments 2	na	na	Market Rate	Family	Stabilized								
078	Pear Tree Place Apartments	1950	1991	Market Rate	Family	Stabilized								
085	Rose Hill Apartments	1973	na	Market Rate	Family	Stabilized								
088	Sherwood Arms	1974	1990	Market Rate	Family	Stabilized								
090	South Park	1961	na	Market Rate	Family	Stabilized								
091	Springfield Crossing Apartments	2001	na	Restricted	Family	Stabilized								
094	Trace Townhomes	2004	na	Market Rate	Family	Stabilized								
095	Veranda at Ashley Station	2013	na	Restricted	Elderly	Stabilized								
096	Victory Crossing Apartments	2003	na	Restricted	Family	Stabilized								
104	Winchester Apartments	1990	na	Market Rate	Family	Stabilized								
107	Midtown Tower	1975	2000	Market Rate	Family	Stabilized								

Source: Allen & Associates

### Rent Comparables, Market Rate



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## Rent Adjustments

Our analysis included a property management survey and a technique known as "statistical extraction" to help us identify the best adjustments to use. Statistical extraction, which is similar to the matched pair method, helped us derive the optimal adjustments for our particular data set.

Here's a hypothetical example to illustrate how we derived our rent adjustments. Assume that property managers tell us we should expect rent adjustments ranging from \$0.00 to \$0.50 per square foot for a particular market. Next, assume that we select 25 rent comparables with a sample variance of \$100. We employ a square foot rent adjustment of \$0.10 for each comparable resulting in an adjusted sample variance of \$90. This tells us that the assumed adjustment "explained" some of the variability in the data. We repeat this process for adjustments of \$0.20, \$0.30, \$0.40 and \$0.50 which yielded sample variances of \$80, \$70, \$65 and \$75, respectively. The \$0.40 square foot adjustment "explains" the most variance because any other adjustment yields a higher adjusted sample variance. Consequently, a \$0.40 rent adjustment is the best adjustment for purposes of this example. This is a simplified example because we actually adjusted for numerous variables simultaneously in our analysis.

A discussion of our concluded adjustments is found below.

### *Concessions*

The first step in our analysis was to account for any concessions at the subject and the comparables. We considered the advertised street rent and concessions being offered and derived a net rent estimate for each comparable. Net rent, defined as advertised street rent minus monthly concessions, represents the cash rent paid by new residents at the various properties. This is the best measure of market value (prior to any other adjustments) for the comparables included in this analysis.

### *Tenant-Paid Utilities*

The next step in our analysis was to account for differences in tenant-paid utilities between the comparable properties and the subject. We used the HUD Utility Schedule Model to derive our adjustments. The HUD model - which accounts for building type, building age, and unit size - includes a current utility rate survey for the area. In the event that the tenant-paid utilities associated with a particular property are higher or lower than the subject, adjustments were made to account for the differences. Adjustments reflect the difference between the tenant-paid utilities for the comparable property minus that for the subject.

Please note: Utility adjustments are sometimes made even if the utility configuration of a specific unit is the same as the subject property. Two examples of this are: (1) A 20 year old / 1000 square foot comparable versus a 5 year old / 800 square foot subject; and (2) A 2-bedroom / 1000 square foot / end unit comparable versus a 1-bedroom / 800 square foot / interior unit subject.

### *AC Systems*

We also adjusted for differing types of air conditioning systems. We classified air conditioning systems three ways: (1) Central units, (2) Thru-wall units; and (3) Window units. Our analysis resulted in an adjustment of \$0 per month for central units; thru-wall units were valued at \$0; window units were valued at \$0.

### *Heating Systems*

Our analysis included adjustments for differing types of heating systems. We classified heating systems four ways: (1) Central heat, (2) Wall units; (3) Baseboard heat, and (4) Radiators. Our analysis resulted in an adjustment of \$60 per month for central heat; wall units were valued at \$40; baseboard heat was valued at \$20; radiators were valued at \$20.

### *Technology*

We accounted for technology (cable and internet access) offered in the rent for each of the comparables as compared to the subject property. Our analysis resulted in an adjustment of \$40 per month for cable; internet access was valued at \$20.

### *Bedrooms*

The next step in our analysis was to adjust for the number of bedrooms at each of the comparables as compared to

the subject property. Our analysis resulted in an adjustment of \$90 per bedroom.

#### *Bathrooms*

Our analysis also included an adjustment for the number of bathrooms at each of the comparables as compared to the subject property. Our analysis resulted in an adjustment of \$35 per bathroom.

#### *Square Feet*

Our analysis also included an adjustment for square footage at each of the comparables as compared to the subject property. Our analysis resulted in an adjustment of \$0.10 per square foot.

#### *Visibility*

We also accounted for differences in visibility at each of the comparables as compared to the subject property in our analysis. Based on our field review, we assigned a visibility rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Our analysis resulted in an adjustment of \$50 per point for differences in visibility ratings between the subject and the comparables.

#### *Access*

Our analysis also included an adjustment for access at each of the comparables as compared to the subject property. Based on our field review, we assigned an access rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Our analysis resulted in an adjustment of \$45 per point for differences in access ratings between the subject and the comparables.

#### *Neighborhood*

We considered differences in neighborhood at each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local demographic and crime data (presented earlier in this report), we assigned a neighborhood rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Our analysis resulted in an adjustment of \$20 per point for differences in neighborhood ratings between the subject and the comparables.

#### *Area Amenities*

We also accounted for area amenities for each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local amenity data (presented earlier in this report), we assigned a local amenity rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Our analysis resulted in an adjustment of \$5 per point for differences in amenity ratings between the subject and the comparables.

#### *Condition*

Our analysis also included an adjustment for the condition of each comparable as compared to the subject property. Based on our field review, we assigned a condition rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Our analysis resulted in an adjustment of \$10 per point for differences in condition ratings between the subject and the comparables.

#### *Effective Age*

We considered differences in effective age in our analysis. Based on our field review, we estimated the effective age for each of the properties included in this analysis. Our estimates reflected the condition-adjusted age and remaining useful life of each property. Our analysis resulted in an adjustment of \$3.00 per year for differences in effective age between the subject and the comparables.

#### *Project Amenities*

We considered the presence of various project amenities at the comparables as compared to the subject property. Project amenities include the following: ball fields, BBQ areas, billiards, business/computer centers, car care centers, community centers, fitness centers, gazebos, hot tubs/Jacuzzis, horseshoe pits, lakes, libraries, movie theatres, picnic areas, playgrounds, pools, saunas, sports courts and walking trails. Each project amenity was valued at \$5 per month.

### *Elevator*

We also accounted for the presence of elevators at each of the comparables as compared to the subject property. Our analysis resulted in an adjustment of \$30 for buildings with elevators.

### *Unit Amenities*

We considered the presence of various unit amenities at the comparables as compared to the subject property. Unit amenities include the following: blinds, ceiling fans, carpeting, fireplace and patios/balconies. Each unit amenity was valued at \$10 per month.

### *Storage*

We also accounted for the presence of extra storage at each of the comparables as compared to the subject property. Our analysis resulted in an adjustment of \$60 for extra storage.

### *Kitchen Amenities*

We considered the presence of various kitchen amenities at the comparables as compared to the subject property. Kitchen amenities include the following: stoves, refrigerators, disposals, dishwashers and microwaves. Each kitchen amenity was valued at \$10 per month.

### *Parking*

We also adjusted for differing types of parking configurations. We classified parking five ways: (1) Garage, (2) Covered; (3) Assigned, (4) Open and (5) No parking offered. Our analysis resulted in an adjustment of \$0 per month for garages; covered parking was valued at \$0; assigned parking was valued at \$0; open parking was valued at \$0; no parking was valued at \$0.

### *Laundry*

We also evaluated differing types of laundry configurations. We classified laundry amenities three ways: (1) Central Laundry, (2) Washer/Dryer Units; and (3) Washer/Dryer Hookups. Our analysis resulted in an adjustment of \$20 per month for central laundries; washer/dryer units were valued at \$60; washer/dryer hookups were valued at \$20.

### *Security*

We considered the presence of various security amenities at the comparables as compared to the subject property. Security amenities include the following: call buttons, controlled access, courtesy officers, monitoring, security alarms and security patrols. Each security amenity was valued at \$0 per month.

### *On-Site Management*

We accounted for the presence of on-site management at each of the comparables as compared to the subject property. Our analysis resulted in an adjustment of \$0 for properties with on-site management.

### *On-Site Maintenance*

We accounted for the presence of on-site maintenance at each of the comparables as compared to the subject property. Our analysis resulted in an adjustment of \$0 for properties with on-site maintenance.

Rent Conclusion, 2BR-1BA-668sf

The development of our rent conclusion for the 2BR-1BA-668sf units is found below.

Our analysis included the evaluation of a total of 41 unit types found at 14 properties. We selected the 10 most comparable units to utilize as rent comparables for purposes of this analysis. A write-up for each of the properties included in this analysis is found in the Appendix.

Our analysis included the adjustments developed in the previous section. Adjustments represent dollar amounts by which the subject property varies from the comparable properties. If the subject is better, a “plus” adjustment is made. If the subject is inferior, a “minus” adjustment is made. In the table below, we summarize the adjustments and the resulting indicated rent for the top 10 comparables included in this analysis. The units that we consider most comparable are highlighted for the reader's reference.

		Rent Conclusion							
Comparable			Unadjusted Rent			Adjusted Rent			
Property-Unit Key	Property Name	Unit Type	Street Rent	Concessions	Net Rent	Gross Adjustments	Net Adjustments	Adjusted Rent	Rank
Sub-02	E.J. Knight Gardens	2BR-1BA-668sf	\$688	\$0	\$688	-	\$0	\$688	-
007-03	Arbor Pointe Phase 1	1BR-1BA-758sf	\$625	\$0	\$625	\$286	-\$9	\$616	8
007-06	Arbor Pointe Phase 1	2BR-2BA-1069sf	\$754	\$0	\$754	\$287	-\$140	\$614	10
007-07	Arbor Pointe Phase 1	2BR-1.5BA-974sf	\$744	\$0	\$744	\$260	-\$113	\$631	5
008-04	Arbor Pointe Phase 2	1BR-1BA-758sf	\$625	\$0	\$625	\$286	-\$9	\$616	8
008-08	Arbor Pointe Phase 2	2BR-2BA-1069sf	\$754	\$0	\$754	\$287	-\$140	\$614	10
008-09	Arbor Pointe Phase 2	2BR-1.5BA-974sf	\$744	\$0	\$744	\$260	-\$113	\$631	5
046-01	Heritage Place Apartments	1BR-1BA-500sf	\$545	\$0	\$545	\$260	\$69	\$614	4
046-02	Heritage Place Apartments	1BR-1BA-570sf	\$565	\$0	\$565	\$253	\$62	\$627	3
046-03	Heritage Place Apartments	2BR-1BA-920sf	\$685	\$0	\$685	\$201	-\$40	\$645	1
071-01	Overlook Club	2BR-1BA-900sf	\$560	\$0	\$560	\$275	\$37	\$597	7
091-03	Springfield Crossing Apartments	2BR-2BA-947sf	\$630	\$0	\$630	\$213	-\$13	\$617	2
	Adjusted Rent, Minimum							\$597	
	Adjusted Rent, Maximum							\$645	
	Adjusted Rent, Average							\$620	
	Adjusted Rent, Modified Average							\$620	
	Rent, Concluded							\$640	

Our analysis suggests a rent of \$640 for the 2BR-1BA-668sf units at the subject property.

In our opinion, the 2BR-1BA-920sf units at Heritage Place Apartments (Property # 046) are the best comparables for the 2BR-1BA-668sf units at the subject property.

Rent Conclusion, As Is

In the table below we derive our "as is" rent conclusion using the "as renovated" rent conclusion developed above:

Rent Conclusion, As Is				
Adjustment	Conc Adj	As Ren	As Is	\$ Adj
Utilities	0.00	\$59	\$59	\$0
AC Systems	0.00	\$0	\$0	\$0
Heating Systems	0.00	\$0	\$0	\$0
Technology	0.00	\$0	\$0	\$0
Bedrooms	\$90	2	2	\$0
Bathrooms	\$35	1.00	1.00	\$0
Square Feet	\$0.10	668	668	\$0
Visibility	\$50	2.50	2.50	\$0
Access	\$45	3.00	3.00	\$0
Neighborhood	\$20	2.20	2.20	\$0
Area Amenities	\$5	2.30	2.30	\$0
Condition	\$10	4.00	3.00	-\$10
Effective Age	\$3.00	2005	1990	-\$45
Project Amenities	0.00	\$20	\$0	-\$20
Elevator	\$30	no	no	\$0
Unit Amenities	0.00	\$0	\$0	\$0
Storage	\$60	no	no	\$0
Kitchen Amenities	0.00	\$0	\$0	\$0
Parking	0.00	\$0	\$0	\$0
Laundry	0.00	\$0	\$0	\$0
Security	0.00	\$0	\$0	\$0
On-Site Management	\$0	yes	yes	\$0
On-Site Maintenance	\$0	yes	yes	\$0
Adjustments				-\$75
Adjusted Rent, Minimum				\$522
Adjusted Rent, Maximum				\$570
Adjusted Rent, Average				\$545
Adjusted Rent, Modified Average				\$545
Rent, Concluded, As Is				\$565

Our analysis suggests an "as is" rent of \$565 for the 2BR-1BA-668sf units at the subject property.

Rent Grid. MR. Unit Type 01

Comparable	Subject	1			2		3		4		5		
Property-Unit Key	Sub-02	007-03			007-06		007-07		008-04		008-08		
Unit Type	2BR-1BA-668sf	1BR-1BA-758sf			2BR-2BA-1069sf		2BR-1.5BA-974sf		1BR-1BA-758sf		2BR-2BA-1069sf		
Property Name	E.J. Knight Gardens	Arbor Pointe Phase 1			Arbor Pointe Phase 1		Arbor Pointe Phase 1		Arbor Pointe Phase 2		Arbor Pointe Phase 2		
Address	3811 Baker Plaza Drive	1440 Benning Drive			1440 Benning Drive		1440 Benning Drive		1331 Fort Benning Road		1331 Fort Benning Road		
City	Columbus	Columbus			Columbus		Columbus		Columbus		Columbus		
State	Georgia	Georgia			Georgia		Georgia		Georgia		Georgia		
Zip	31903	31903			31903		31903		31903		31903		
Latitude	32.43173	32.42712			32.42712		32.42712		32.42926		32.42926		
Longitude	-84.94168	-84.94444			-84.94444		-84.94444		-84.94021		-84.94021		
Miles to Subject	0.00	2.06			2.06		2.06		2.10		2.10		
Year Built	1941	2009			2009		2009		2010		2010		
Year Rehab	2015	na			na		na		na		na		
Project Rent	Subsidized	Restricted			Restricted		Restricted		Restricted		Restricted		
Project Type	Family	Family			Family		Family		Family		Family		
Project Status	Prop Rehab	Stabilized			Stabilized		Stabilized		Stabilized		Stabilized		
Phone	(706) 571-2900	(706) 685-0777			(706) 685-0777		(706) 685-0777		(706) 685-0777		(706) 685-0777		
Effective Date	05-Aug-15	31-Mar-15			31-Mar-15		31-Mar-15		31-Mar-15		31-Mar-15		
<u>Project Level</u>													
Units	52	148			148		148		148		148		
Vacant Units	0	6			6		6		10		10		
Vacancy Rate	0%	4%			4%		4%		7%		7%		
<u>Unit Type</u>													
Units	12	7			9		9		7		9		
Vacant Units	0	0			0		0		0		1		
Vacancy Rate	0%	0%			0%		0%		0%		11%		
Street Rent	\$688	\$625			\$754		\$744		\$625		\$754		
Concessions	\$0	\$0			\$0		\$0		\$0		\$0		
Net Rent	\$688	\$625			\$754		\$744		\$625		\$754		
	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>
Utilities	see write-up	see write-up \$26		see write-up \$51		see write-up \$51		see write-up \$26		see write-up \$51		see write-up \$51	
AC Systems	central	central \$0		central \$0		central \$0		central \$0		central \$0		central \$0	
Heating Systems	central	central \$0		central \$0		central \$0		central \$0		central \$0		central \$0	
Technology	no cable   no internet	no cable   no internet \$0		no cable   no internet \$0		no cable   no internet \$0		no cable   no internet \$0		no cable   no internet \$0		no cable   no internet \$0	
Bedrooms	2	1 \$90		2 \$0		2 \$0		1 \$90		2 \$0		2 \$0	
Bathrooms	1.00	1.00 \$0		2.00 -\$35		1.50 -\$18		1.00 \$0		2.00 -\$35		2.00 -\$35	
Square Feet	668	758 -\$9		1069 -\$40		974 -\$31		758 -\$9		1069 -\$40		1069 -\$40	
Visibility	2.50	3.25 -\$38		3.25 -\$38		3.25 -\$38		3.25 -\$38		3.25 -\$38		3.25 -\$38	
Access	3.00	3.25 -\$11		3.25 -\$11		3.25 -\$11		3.25 -\$11		3.25 -\$11		3.25 -\$11	
Neighborhood	2.20	2.10 \$2		2.10 \$2		2.10 \$2		2.10 \$2		2.10 \$2		2.10 \$2	
Area Amenities	2.30	2.20 \$0		2.20 \$0		2.20 \$0		2.20 \$0		2.20 \$0		2.20 \$0	
Condition	4.00	4.50 -\$5		4.50 -\$5		4.50 -\$5		4.50 -\$5		4.50 -\$5		4.50 -\$5	
Effective Age	2005	2010 -\$15		2010 -\$15		2010 -\$15		2010 -\$15		2010 -\$15		2010 -\$15	
Project Amenities	see write-up	see write-up -\$20		see write-up -\$20		see write-up -\$20		see write-up -\$20		see write-up -\$20		see write-up -\$20	
Elevator	no	no \$0		no \$0		no \$0		no \$0		no \$0		no \$0	
Unit Amenities	see write-up	see write-up -\$20		see write-up -\$20		see write-up -\$20		see write-up -\$20		see write-up -\$20		see write-up -\$20	
Storage	no	some \$0		some \$0		some \$0		some \$0		some \$0		some \$0	
Kitchen Amenities	see write-up	see write-up -\$30		see write-up -\$30		see write-up -\$30		see write-up -\$30		see write-up -\$30		see write-up -\$30	
Parking	open	open \$0		open \$0		open \$0		open \$0		open \$0		open \$0	
Laundry	w/d units	central \$20		central \$20		central \$20		central \$20		central \$20		central \$20	
Security	see write-up	see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0	
On-Site Management	yes	yes \$0		yes \$0		yes \$0		yes \$0		yes \$0		yes \$0	
On-Site Maintenance	yes	yes \$0		yes \$0		yes \$0		yes \$0		yes \$0		yes \$0	
Services	see write-up	see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0	
<b>Indicated Rent</b>	<b>\$640</b>	<b>\$616</b>			<b>\$614</b>		<b>\$631</b>		<b>\$616</b>		<b>\$614</b>		

Rent Grid. MR. Unit Type 01

Comparable	Subject	6		7		8		9		10	
Property-Unit Key	Sub-02	008-09		046-01		046-02		046-03		071-01	
Unit Type	2BR-1BA-668sf	2BR-1.5BA-974sf		1BR-1BA-500sf		1BR-1BA-570sf		2BR-1BA-920sf		2BR-1BA-900sf	
Property Name	E.J. Knight Gardens	Arbor Pointe Phase 2		Heritage Place Apartments		Heritage Place Apartments		Heritage Place Apartments		Overlook Club	
Address	3811 Baker Plaza Drive	1331 Fort Benning Road		510 Broadway 0		510 Broadway 0		510 Broadway 0		100 Lockwood Court	
City	Columbus	Columbus		Columbus		Columbus		Columbus		Columbus	
State	Georgia	Georgia		Georgia		Georgia		Georgia		Georgia	
Zip	31903	31903		31901		31901		31901		31906	
Latitude	32.43173	32.42926		32.45546		32.45546		32.45546		32.46561	
Longitude	-84.94168	-84.94021		-84.99315		-84.99315		-84.99315		-84.96310	
Miles to Subject	0.00	2.10		1.68		1.68		1.68		0.43	
Year Built	1941	2010		2001		2001		2001		1985	
Year Rehab	2015	na		na		na		na		na	
Project Rent	Subsidized	Restricted		Market Rate		Market Rate		Market Rate		Market Rate	
Project Type	Family	Family		Family		Family		Family		Family	
Project Status	Prop Rehab	Stabilized		Stabilized		Stabilized		Stabilized		Stabilized	
Phone	(706) 571-2900	(706) 685-0777		(706) 596-8111		(706) 596-8111		(706) 596-8111		(706) 323-5699	
Effective Date	05-Aug-15	31-Mar-15		30-Mar-15		30-Mar-15		30-Mar-15		02-Apr-15	
<u>Project Level</u>											
Units	52	148		79		79		79		73	
Vacant Units	0	10		5		5		5		4	
Vacancy Rate	0%	7%		6%		6%		6%		5%	
<u>Unit Type</u>											
Units	12	9		30		42		7		68	
Vacant Units	0	1		2		3		0		4	
Vacancy Rate	0%	11%		7%		7%		0%		6%	
Street Rent	\$688	\$744		\$545		\$565		\$685		\$560	
Concessions	\$0	\$0		\$0		\$0		\$0		\$0	
Net Rent	\$688	\$744		\$545		\$565		\$685		\$560	
	<u>Data</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>	<u>Data</u>	<u>Adj</u>
Utilities	see write-up	see write-up \$51		see write-up \$10		see write-up \$10		see write-up \$33		see write-up \$41	
AC Systems	central	central \$0		central \$0		central \$0		central \$0		central \$0	
Heating Systems	central	central \$0		central \$0		central \$0		central \$0		FALSE \$40	
Technology	no cable   no internet	no cable   no internet \$0		cable   no internet -\$40		cable   no internet -\$40		cable   no internet -\$40		no cable   no internet \$0	
Bedrooms	2	2 \$0		1 \$90		1 \$90		2 \$0		2 \$0	
Bathrooms	1.00	1.50 -\$18		1.00 \$0		1.00 \$0		1.00 \$0		1.00 \$0	
Square Feet	668	974 -\$31		500 \$17		570 \$10		920 -\$25		900 -\$23	
Visibility	2.50	3.25 -\$38		3.00 -\$25		3.00 -\$25		3.00 -\$25		2.50 \$0	
Access	3.00	3.25 -\$11		3.00 \$0		3.00 \$0		3.00 \$0		3.50 -\$23	
Neighborhood	2.20	2.10 \$2		3.10 -\$18		3.10 -\$18		3.10 -\$18		4.10 -\$38	
Area Amenities	2.30	2.20 \$0		2.80 -\$3		2.80 -\$3		2.80 -\$3		3.40 -\$6	
Condition	4.00	4.50 -\$5		3.25 \$8		3.25 \$8		3.25 \$8		3.50 \$5	
Effective Age	2005	2010 -\$15		2005 \$0		2005 \$0		2005 \$0		1995 \$30	
Project Amenities	see write-up	see write-up -\$20		see write-up \$0							
Elevator	no	no \$0		no \$0		no \$0		no \$0		no \$0	
Unit Amenities	see write-up	see write-up -\$20		see write-up -\$10		see write-up -\$10		see write-up -\$10		see write-up -\$20	
Storage	no	some \$0		no \$0		no \$0		no \$0		no \$0	
Kitchen Amenities	see write-up	see write-up -\$30		see write-up \$0		see write-up \$0		see write-up \$0		see write-up -\$10	
Parking	open	open \$0		open \$0		open \$0		open \$0		open \$0	
Laundry	w/d units	central \$20		central \$40		central \$40		central \$40		central \$40	
Security	see write-up	see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0	
On-Site Management	yes	yes \$0		yes \$0		yes \$0		yes \$0		yes \$0	
On-Site Maintenance	yes	yes \$0		yes \$0		yes \$0		yes \$0		yes \$0	
Services	see write-up	see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0	
Indicated Rent	\$640	\$631		\$614		\$627		\$645		\$597	

Rent Grid, MR, Unit Type 01

Comparable	Subject	11	
Property-Unit Key	Sub-02	091-03	
Unit Type	2BR-1BA-668sf	2BR-2BA-947sf	
Property Name	E.J. Knight Gardens	Springfield Crossing Apartments	
Address	3811 Baker Plaza Drive	3320 North Lumpkin Road	
City	Columbus	Columbus	
State	Georgia	Georgia	
Zip	31903	31093	
Latitude	32.43173	32.43727	
Longitude	-84.94168	-84.95365	
Miles to Subject	0.00	1.30	
Year Built	1941	2001	
Year Rehab	2015	na	
Project Rent	Subsidized	Restricted	
Project Type	Family	Family	
Project Status	Prop Rehab	Stabilized	
Phone	(706) 571-2900	(706) 689-7717	
Effective Date	05-Aug-15	30-Mar-15	
<u>Project Level</u>			
Units	52	120	
Vacant Units	0	5	
Vacancy Rate	0%	4%	
<u>Unit Type</u>			
Units	12	16	
Vacant Units	0	1	
Vacancy Rate	0%	6%	
Street Rent	\$688	\$630	
Concessions	\$0	\$0	
Net Rent	\$688	\$630	
	<b>Data</b>	<b>Data</b>	<b>Adj</b>
Utilities	see write-up	see write-up	\$51
AC Systems	central	central	\$0
Heating Systems	central	central	\$0
Technology	no cable   no internet	no cable   no internet	\$0
Bedrooms	2	2	\$0
Bathrooms	1.00	2.00	-\$35
Square Feet	668	947	-\$28
Visibility	2.50	2.50	\$0
Access	3.00	2.50	\$23
Neighborhood	2.20	2.00	\$4
Area Amenities	2.30	2.40	-\$1
Condition	4.00	3.75	\$3
Effective Age	2005	2005	\$0
Project Amenities	see write-up	see write-up	-\$10
Elevator	no	no	\$0
Unit Amenities	see write-up	see write-up	-\$20
Storage	no	no	\$0
Kitchen Amenities	see write-up	see write-up	-\$20
Parking	open	open	\$0
Laundry	w/d units	central	\$20
Security	see write-up	see write-up	\$0
On-Site Management	yes	yes	\$0
On-Site Maintenance	yes	yes	\$0
Services	see write-up	see write-up	\$0
<b>Indicated Rent</b>	<b>\$640</b>	<b>\$617</b>	

**Unrestricted Market Rent Conclusion**

Based on our evaluation of the rents at the select comparable properties, and considering the location, quality and amenities of the subject property, we conclude the following market rents for the subject property units, assuming that the subject were an unrestricted property:

Unrestricted Market Rent Conclusion						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market	Proposed	Advantage
2BR-1BA-634sf / 60% of AMI / 60% of AMI	No	Yes	40	\$640	\$688	-7.5%
2BR-1BA-668sf / 60% of AMI / 60% of AMI	No	Yes	12	\$640	\$688	-7.5%
Total / Average			52	\$640	\$688	-7.5%

Our analysis suggests an average unrestricted market rent of \$640 for the subject property. This is compared with an average proposed rent of \$688, yielding an unrestricted market rent advantage of -7.5 percent. Overall, the subject property appears to be priced above unrestricted market rents for the area.

We selected a total of 14 properties as comparables for purposes of this analysis. The average occupancy at the select rent comparables currently stands at 94 percent.

Occupancy rates for the selected rent comparables are broken out below:

Occupancy Rate, Select Comparables								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								100%
1-Bedroom	99%					100%		93%
2-Bedroom	96%				100%	96%		93%
3-Bedroom								
4-Bedroom								
Total	96%				100%	96%		93%

Occupancy rates for all stabilized market area properties are broken out below:

Occupancy Rate, Stabilized Properties								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom	97%							96%
1-Bedroom	99%					96%		95%
2-Bedroom	98%				100%	96%		94%
3-Bedroom	98%				100%	90%		97%
4-Bedroom	99%					87%		100%
Total	98%				100%	94%		94%

## **Restricted Rent Analysis**

In this section we develop a restricted market rent conclusion and an achievable rent conclusion for the subject property units. Our analysis began by selecting comparable rentals to use to develop estimates of market rents for the units at the subject property, assuming that the subject was a restricted property. Our selection of comparables was based on location, age, condition, unit mix and amenities of the comparable properties relative to the subject property.

### Rental Property Inventory, by Unit Type

In the following pages we present an inventory of properties included in this analysis. Rents for these properties, broken out by unit type, were used in selecting the rent comparables used in this analysis.

The properties that we consider to be comparable to the subject property are highlighted in the tables found in the following pages. We attempted to select stabilized restricted rent properties as comparables for purposes of our rent comparability analysis.

Comparables with market rents are used when a sufficient number of restricted rent comparables are not available and when maximum allowable rents for properties with restricted rents exceed prevailing rents in the area. In the event that program rental rates exceed market rental rates, restricted units are, in fact, *de facto* market rate units.

### Rent Comparables, Restricted Rent, Map

A map showing the location of the properties selected as comparables in this analysis is found in the following pages. Properties identified with red pushpins have market rents, properties identified with yellow pushpins have restricted rents, and properties identified with blue pushpins have subsidized rents. Detailed write-ups for the select rent comparables are found in the Appendix to this report.

### Rent Comparability Grids

Our analysis employed the use of rent comparability grids and resulted in a restricted market rent estimate for each of the subject's unit types. These grids and a narrative describing our rent adjustments are found in the following pages.

Rental Property Inventory, 0-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	20%	30%	40%	50%	60%	80%	Mkt
007	Arbor Pointe Phase 1	2009	na	Restricted	Family	Stabilized								
008	Arbor Pointe Phase 2	2010	na	Restricted	Family	Stabilized								
011	Ashley Station, Phase 1	2006	na	Restricted	Family	Stabilized								
012	Ashley Station, Phase 2	2008	na	Restricted	Family	Stabilized								
013	Avalon Apartments	2009	na	Restricted	Family	Stabilized								
030	Eagles Trace	1958	2002	Restricted	Family	Stabilized								
053	Johnston Mill Lofts	1890	2001	Restricted	Family	Stabilized								
060	Liberty Garden Townhouses	1984	1996	Restricted	Family	Stabilized								
063	Lumpkin Park	2009	na	Restricted	Family	Stabilized								
069	Midtown Square	2002	na	Restricted	Family	Stabilized								
091	Springfield Crossing Apartments	2001	na	Restricted	Family	Stabilized								
095	Veranda at Ashley Station	2013	na	Restricted	Elderly	Stabilized								
096	Victory Crossing Apartments	2003	na	Restricted	Family	Stabilized								

Source: Allen & Associates

Rental Property Inventory, 1-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	20%	30%	40%	50%	60%	80%	Mkt
007	Arbor Pointe Phase 1	2009	na	Restricted	Family	Stabilized	\$558					\$499		\$625
008	Arbor Pointe Phase 2	2010	na	Restricted	Family	Stabilized	\$558					\$499		\$625
011	Ashley Station, Phase 1	2006	na	Restricted	Family	Stabilized	\$327					\$578		\$680
012	Ashley Station, Phase 2	2008	na	Restricted	Family	Stabilized	\$327					\$581		\$680
013	Avalon Apartments	2009	na	Restricted	Family	Stabilized						\$490		
030	Eagles Trace	1958	2002	Restricted	Family	Stabilized						\$470		
053	Johnston Mill Lofts	1890	2001	Restricted	Family	Stabilized						\$536		\$699
060	Liberty Garden Townhouses	1984	1996	Restricted	Family	Stabilized								
063	Lumpkin Park	2009	na	Restricted	Family	Stabilized								
069	Midtown Square	2002	na	Restricted	Family	Stabilized								
091	Springfield Crossing Apartments	2001	na	Restricted	Family	Stabilized								
095	Veranda at Ashley Station	2013	na	Restricted	Elderly	Stabilized	\$456					\$581		\$649
096	Victory Crossing Apartments	2003	na	Restricted	Family	Stabilized								

Source: Allen & Associates

Rental Property Inventory, 2-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	20%	30%	40%	50%	60%	80%	Mkt
007	Arbor Pointe Phase 1	2009	na	Restricted	Family	Stabilized	\$633					\$596		\$749
008	Arbor Pointe Phase 2	2010	na	Restricted	Family	Stabilized	\$633					\$596		\$749
011	Ashley Station, Phase 1	2006	na	Restricted	Family	Stabilized	\$393					\$666		\$796
012	Ashley Station, Phase 2	2008	na	Restricted	Family	Stabilized	\$393					\$667		\$815
013	Avalon Apartments	2009	na	Restricted	Family	Stabilized						\$525		
030	Eagles Trace	1958	2002	Restricted	Family	Stabilized						\$451		
053	Johnston Mill Lofts	1890	2001	Restricted	Family	Stabilized						\$663		\$900
060	Liberty Garden Townhouses	1984	1996	Restricted	Family	Stabilized					\$375	\$484		
063	Lumpkin Park	2009	na	Restricted	Family	Stabilized						\$593		
069	Midtown Square	2002	na	Restricted	Family	Stabilized						\$630		
091	Springfield Crossing Apartments	2001	na	Restricted	Family	Stabilized					\$455	\$570		\$630
095	Veranda at Ashley Station	2013	na	Restricted	Elderly	Stabilized								\$710
096	Victory Crossing Apartments	2003	na	Restricted	Family	Stabilized						\$570		

Source: Allen & Associates

Rental Property Inventory, 3-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	20%	30%	40%	50%	60%	80%	Mkt
007	Arbor Pointe Phase 1	2009	na	Restricted	Family	Stabilized	\$848					\$676		\$844
008	Arbor Pointe Phase 2	2010	na	Restricted	Family	Stabilized	\$848					\$676		\$844
011	Ashley Station, Phase 1	2006	na	Restricted	Family	Stabilized	\$454					\$761		\$930
012	Ashley Station, Phase 2	2008	na	Restricted	Family	Stabilized	\$454					\$762		\$930
013	Avalon Apartments	2009	na	Restricted	Family	Stabilized						\$600		
030	Eagles Trace	1958	2002	Restricted	Family	Stabilized						\$622		
053	Johnston Mill Lofts	1890	2001	Restricted	Family	Stabilized						\$691		\$1,441
060	Liberty Garden Townhouses	1984	1996	Restricted	Family	Stabilized					\$427	\$595		
063	Lumpkin Park	2009	na	Restricted	Family	Stabilized						\$673		
069	Midtown Square	2002	na	Restricted	Family	Stabilized						\$717		
091	Springfield Crossing Apartments	2001	na	Restricted	Family	Stabilized					\$515	\$647		\$695
095	Veranda at Ashley Station	2013	na	Restricted	Elderly	Stabilized								
096	Victory Crossing Apartments	2003	na	Restricted	Family	Stabilized						\$647		

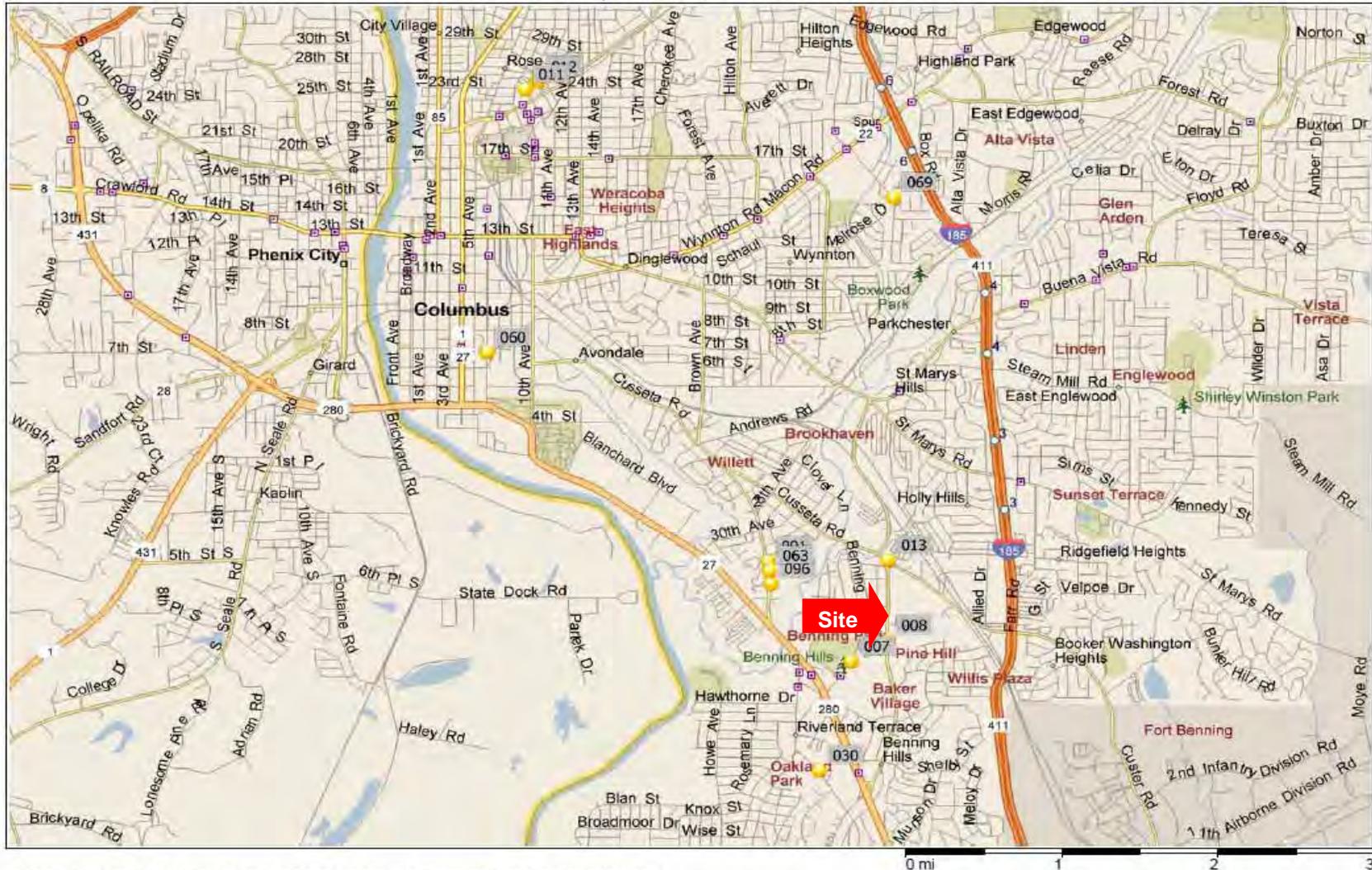
Source: Allen & Associates

Rental Property Inventory, 4-Bedroom Units

Overview							Rents							
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	20%	30%	40%	50%	60%	80%	Mkt
007	Arbor Pointe Phase 1	2009	na	Restricted	Family	Stabilized								
008	Arbor Pointe Phase 2	2010	na	Restricted	Family	Stabilized								
011	Ashley Station, Phase 1	2006	na	Restricted	Family	Stabilized								
012	Ashley Station, Phase 2	2008	na	Restricted	Family	Stabilized								
013	Avalon Apartments	2009	na	Restricted	Family	Stabilized							\$700	
030	Eagles Trace	1958	2002	Restricted	Family	Stabilized							\$684	
053	Johnston Mill Lofts	1890	2001	Restricted	Family	Stabilized								
060	Liberty Garden Townhouses	1984	1996	Restricted	Family	Stabilized								
063	Lumpkin Park	2009	na	Restricted	Family	Stabilized								
069	Midtown Square	2002	na	Restricted	Family	Stabilized								
091	Springfield Crossing Apartments	2001	na	Restricted	Family	Stabilized								
095	Veranda at Ashley Station	2013	na	Restricted	Elderly	Stabilized								
096	Victory Crossing Apartments	2003	na	Restricted	Family	Stabilized								

Source: Allen & Associates

## Rent Comparables, Restricted Rent



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### Rent Adjustments

Our analysis included a property management survey and a technique known as "statistical extraction" to help us identify the best adjustments to use. Statistical extraction, which is similar to the matched pair method, helped us derive the optimal adjustments for our particular data set.

Here's a hypothetical example to illustrate how we derived our rent adjustments. Assume that property managers tell us we should expect rent adjustments ranging from \$0.00 to \$0.50 per square foot for a particular market. Next, assume that we select 25 rent comparables with a sample variance of \$100. We employ a square foot rent adjustment of \$0.10 for each comparable resulting in an adjusted sample variance of \$90. This tells us that the assumed adjustment "explained" some of the variability in the data. We repeat this process for adjustments of \$0.20, \$0.30, \$0.40 and \$0.50 which yielded sample variances of \$80, \$70, \$65 and \$75, respectively. The \$0.40 square foot adjustment "explains" the most variance because any other adjustment yields a higher adjusted sample variance. Consequently, a \$0.40 rent adjustment is the best adjustment for purposes of this example. This is a simplified example because we actually adjusted for numerous variables simultaneously in our analysis.

A discussion of our concluded adjustments is found below.

### *Concessions*

The first step in our analysis was to account for any concessions at the subject and the comparables. We considered the advertised street rent and concessions being offered and derived a net rent estimate for each comparable. Net rent, defined as advertised street rent minus monthly concessions, represents the cash rent paid by new residents at the various properties. This is the best measure of market value (prior to any other adjustments) for the comparables included in this analysis.

### *Tenant-Paid Utilities*

The next step in our analysis was to account for differences in tenant-paid utilities between the comparable properties and the subject. We used the HUD Utility Schedule Model to derive our adjustments. The HUD model - which accounts for building type, building age, and unit size - includes a current utility rate survey for the area. In the event that the tenant-paid utilities associated with a particular property are higher or lower than the subject, adjustments were made to account for the differences. Adjustments reflect the difference between the tenant-paid utilities for the comparable property minus that for the subject.

Please note: Utility adjustments are sometimes made even if the utility configuration of a specific unit is the same as the subject property. Two examples of this are: (1) A 20 year old / 1000 square foot comparable versus a 5 year old / 800 square foot subject; and (2) A 2-bedroom / 1000 square foot / end unit comparable versus a 1-bedroom / 800 square foot / interior unit subject.

### *AC Systems*

We also adjusted for differing types of air conditioning systems. We classified air conditioning systems three ways: (1) Central units, (2) Thru-wall units; and (3) Window units. Our analysis resulted in an adjustment of \$0 per month for central units; thru-wall units were valued at \$0; window units were valued at \$0.

### *Heating Systems*

Our analysis included adjustments for differing types of heating systems. We classified heating systems four ways: (1) Central heat, (2) Wall units; (3) Baseboard heat, and (4) Radiators. Our analysis resulted in an adjustment of \$0 per month for central heat; wall units were valued at \$0; baseboard heat was valued at \$0; radiators were valued at \$0.

### *Technology*

We accounted for technology (cable and internet access) offered in the rent for each of the comparables as compared to the subject property. Our analysis resulted in an adjustment of \$0 per month for cable; internet access was valued at \$0.

### *Bedrooms*

The next step in our analysis was to adjust for the number of bedrooms at each of the comparables as compared to

the subject property. Our analysis resulted in an adjustment of \$80 per bedroom.

#### *Bathrooms*

Our analysis also included an adjustment for the number of bathrooms at each of the comparables as compared to the subject property. Our analysis resulted in an adjustment of \$0 per bathroom.

#### *Square Feet*

Our analysis also included an adjustment for square footage at each of the comparables as compared to the subject property. Our analysis resulted in an adjustment of \$0.10 per square foot.

#### *Visibility*

We also accounted for differences in visibility at each of the comparables as compared to the subject property in our analysis. Based on our field review, we assigned a visibility rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Our analysis resulted in an adjustment of \$10 per point for differences in visibility ratings between the subject and the comparables.

#### *Access*

Our analysis also included an adjustment for access at each of the comparables as compared to the subject property. Based on our field review, we assigned an access rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Our analysis resulted in an adjustment of \$0 per point for differences in access ratings between the subject and the comparables.

#### *Neighborhood*

We considered differences in neighborhood at each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local demographic and crime data (presented earlier in this report), we assigned a neighborhood rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Our analysis resulted in an adjustment of \$25 per point for differences in neighborhood ratings between the subject and the comparables.

#### *Area Amenities*

We also accounted for area amenities for each of the comparables as compared to the subject property in our analysis. Based on our field review and our evaluation of local amenity data (presented earlier in this report), we assigned a local amenity rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Our analysis resulted in an adjustment of \$50 per point for differences in amenity ratings between the subject and the comparables.

#### *Condition*

Our analysis also included an adjustment for the condition of each comparable as compared to the subject property. Based on our field review, we assigned a condition rating for each of the properties included in this analysis. Our ratings ranged from 1 to 5 with 1 being the worst and 5 being the best. Our analysis resulted in an adjustment of \$10 per point for differences in condition ratings between the subject and the comparables.

#### *Effective Age*

We considered differences in effective age in our analysis. Based on our field review, we estimated the effective age for each of the properties included in this analysis. Our estimates reflected the condition-adjusted age and remaining useful life of each property. Our analysis resulted in an adjustment of \$1.00 per year for differences in effective age between the subject and the comparables.

#### *Project Amenities*

We considered the presence of various project amenities at the comparables as compared to the subject property. Project amenities include the following: ball fields, BBQ areas, billiards, business/computer centers, car care centers, community centers, fitness centers, gazebos, hot tubs/Jacuzzis, horseshoe pits, lakes, libraries, movie theatres, picnic areas, playgrounds, pools, saunas, sports courts and walking trails. Each project amenity was valued at \$0 per month.

### *Elevator*

We also accounted for the presence of elevators at each of the comparables as compared to the subject property. Our analysis resulted in an adjustment of \$30 for buildings with elevators.

### *Unit Amenities*

We considered the presence of various unit amenities at the comparables as compared to the subject property. Unit amenities include the following: blinds, ceiling fans, carpeting, fireplace and patios/balconies. Each unit amenity was valued at \$10 per month.

### *Storage*

We also accounted for the presence of extra storage at each of the comparables as compared to the subject property. Our analysis resulted in an adjustment of \$0 for extra storage.

### *Kitchen Amenities*

We considered the presence of various kitchen amenities at the comparables as compared to the subject property. Kitchen amenities include the following: stoves, refrigerators, disposals, dishwashers and microwaves. Each kitchen amenity was valued at \$0 per month.

### *Parking*

We also adjusted for differing types of parking configurations. We classified parking five ways: (1) Garage, (2) Covered; (3) Assigned, (4) Open and (5) No parking offered. Our analysis resulted in an adjustment of \$0 per month for garages; covered parking was valued at \$0; assigned parking was valued at \$0; open parking was valued at \$0; no parking was valued at \$0.

### *Laundry*

We also evaluated differing types of laundry configurations. We classified laundry amenities three ways: (1) Central Laundry, (2) Washer/Dryer Units; and (3) Washer/Dryer Hookups. Our analysis resulted in an adjustment of \$20 per month for central laundries; washer/dryer units were valued at \$60; washer/dryer hookups were valued at \$20.

### *Security*

We considered the presence of various security amenities at the comparables as compared to the subject property. Security amenities include the following: call buttons, controlled access, courtesy officers, monitoring, security alarms and security patrols. Each security amenity was valued at \$10 per month.

### *On-Site Management*

We accounted for the presence of on-site management at each of the comparables as compared to the subject property. Our analysis resulted in an adjustment of \$0 for properties with on-site management.

### *On-Site Maintenance*

We accounted for the presence of on-site maintenance at each of the comparables as compared to the subject property. Our analysis resulted in an adjustment of \$0 for properties with on-site maintenance.



Rent Conclusion, As Is

In the table below we derive our "as is" rent conclusion using the "as renovated" rent conclusion developed above:

Rent Conclusion, As Is				
Adjustment	Conc Adj	As Ren	As Is	\$ Adj
Utilities	0.00	\$59	\$59	\$0
AC Systems	0.00	\$0	\$0	\$0
Heating Systems	0.00	\$0	\$0	\$0
Technology	0.00	\$0	\$0	\$0
Bedrooms	\$80	2	2	\$0
Bathrooms	\$0	1.00	1.00	\$0
Square Feet	\$0.10	668	668	\$0
Visibility	\$10	2.50	2.50	\$0
Access	\$0	3.00	3.00	\$0
Neighborhood	\$25	2.20	2.20	\$0
Area Amenities	\$50	2.30	2.30	\$0
Condition	\$10	4.00	3.00	-\$10
Effective Age	\$1.00	2005	1990	-\$15
Project Amenities	0.00	\$0	\$0	\$0
Elevator	\$30	no	no	\$0
Unit Amenities	0.00	\$0	\$0	\$0
Storage	\$0	no	no	\$0
Kitchen Amenities	0.00	\$0	\$0	\$0
Parking	0.00	\$0	\$0	\$0
Laundry	0.00	\$0	\$0	\$0
Security	0.00	\$0	\$0	\$0
On-Site Management	\$0	yes	yes	\$0
On-Site Maintenance	\$0	yes	yes	\$0
Adjustments				-\$25
Adjusted Rent, Minimum				\$509
Adjusted Rent, Maximum				\$635
Adjusted Rent, Average				\$562
Adjusted Rent, Modified Average				\$559
Rent, Concluded, As Is				\$575

Our analysis suggests an "as is" rent of \$575 for the 2BR-1BA-668sf units at the subject property.

Rent Grid, RR, Unit Type 01

Comparable	Subject	1		2		3		4		5	
Property-Unit Key	Sub-02	007-02		007-05		008-03		008-07		013-02	
Unit Type	2BR-1BA-668sf	1BR-1BA-758sf		2BR-2BA-1069sf		1BR-1BA-758sf		2BR-2BA-1069sf		2BR-2BA-949sf	
Property Name	E.J. Knight Gardens	Arbor Pointe Phase 1		Arbor Pointe Phase 1		Arbor Pointe Phase 2		Arbor Pointe Phase 2		Avalon Apartments	
Address	3811 Baker Plaza Drive	1440 Benning Drive		1440 Benning Drive		1331 Fort Benning Road		1331 Fort Benning Road		3737 Cusseta Road	
City	Columbus	Columbus									
State	Georgia	Georgia									
Zip	31903	31903		31903		31903		31903		31903	
Latitude	32.43173	32.42712		32.42712		32.42926		32.42926		32.43738	
Longitude	-84.94168	-84.94444		-84.94444		-84.94021		-84.94021		-84.94019	
Miles to Subject	0.00	2.06		2.06		2.10		2.10		1.77	
Year Built	1941	2009		2009		2010		2010		2009	
Year Rehab	2015	na									
Project Rent	Subsidized	Restricted									
Project Type	Family	Family									
Project Status	Prop Rehab	Stabilized									
Phone	(706) 571-2900	(706) 685-0777		(706) 685-0777		(706) 685-0777		(706) 685-0777		(706) 689-7883	
Effective Date	05-Aug-15	31-Mar-15		31-Mar-15		31-Mar-15		31-Mar-15		27-Mar-15	
<u>Project Level</u>											
Units	52	148		148		148		148		232	
Vacant Units	0	6		6		10		10		32	
Vacancy Rate	0%	4%		4%		7%		7%		14%	
<u>Unit Type</u>											
Units	12	6		15		10		25		60	
Vacant Units	0	0		1		1		2		0	
Vacancy Rate	0%	0%		7%		10%		8%		0%	
Street Rent	\$688	\$499		\$596		\$499		\$596		\$525	
Concessions	\$0	\$0		\$0		\$0		\$0		\$0	
Net Rent	\$688	\$499		\$596		\$499		\$596		\$525	
	<u>Data</u>	<u>Data</u>	<u>Adj</u>								
Utilities	see write-up	see write-up \$26		see write-up \$51		see write-up \$26		see write-up \$51		see write-up \$51	
AC Systems	central	central \$0									
Heating Systems	central	central \$0									
Technology	no cable   no internet	no cable   no internet \$0									
Bedrooms	2	1 \$80		2 \$0		1 \$80		2 \$0		2 \$0	
Bathrooms	1.00	1.00 \$0		2.00 \$0		1.00 \$0		2.00 \$0		2.00 \$0	
Square Feet	668	758 -\$9		1069 -\$40		758 -\$9		1069 -\$40		949 -\$28	
Visibility	2.50	3.25 -\$8		3.25 -\$8		3.25 -\$8		3.25 -\$8		2.50 \$0	
Access	3.00	3.25 \$0		3.25 \$0		3.25 \$0		3.25 \$0		2.75 \$0	
Neighborhood	2.20	2.10 \$3		2.10 \$3		2.10 \$3		2.10 \$3		3.20 -\$25	
Area Amenities	2.30	2.20 \$5		2.20 \$5		2.20 \$5		2.20 \$5		2.40 -\$5	
Condition	4.00	4.50 -\$5		4.50 -\$5		4.50 -\$5		4.50 -\$5		4.75 -\$8	
Effective Age	2005	2010 -\$5		2010 -\$5		2010 -\$5		2010 -\$5		2012 -\$7	
Project Amenities	see write-up	see write-up \$0									
Elevator	no	no \$0									
Unit Amenities	see write-up	see write-up -\$20		see write-up \$0							
Storage	no	some \$0		some \$0		some \$0		some \$0		no \$0	
Kitchen Amenities	see write-up	see write-up \$0									
Parking	open	open \$0									
Laundry	w/d units	central \$20		central \$20		central \$20		central \$20		w/d hookups \$40	
Security	see write-up	see write-up \$0									
On-Site Management	yes	yes \$0									
On-Site Maintenance	yes	yes \$0									
Services	see write-up	see write-up \$0									
Indicated Rent	\$600	\$586		\$597		\$586		\$597		\$543	

Rent Grid, RR, Unit Type 01

Comparable	Subject	6		7		8		9		10	
Property-Unit Key	Sub-02	030-02		030-03		063-01		091-02		096-01	
Unit Type	2BR-1BA-668sf	2BR-1BA-795sf		2BR-2BA-795sf		2BR-2BA-1157sf		2BR-2BA-947sf		2BR-2BA-1002sf	
Property Name	E.J. Knight Gardens	Eagles Trace		Eagles Trace		Lumpkin Park		Springfield Crossing Apartments		Victory Crossing Apartments	
Address	3811 Baker Plaza Drive	2001 Torch Hill Road		2001 Torch Hill Road		3351 N Lumpkin Road		3320 North Lumpkin Road		3390 North Lumpkin Road	
City	Columbus	Columbus		Columbus		Columbus		Columbus		Columbus	
State	Georgia	Georgia		Georgia		Georgia		Georgia		Georgia	
Zip	31903	31903		31903		31903		31093		30193	
Latitude	32.43173	32.41607		32.41607		32.43632		32.43727		32.43507	
Longitude	-84.94168	-84.94793		-84.94793		-84.95345		-84.95365		-84.95338	
Miles to Subject	0.00	2.54		2.54		1.36		1.30		1.42	
Year Built	1941	1958		1958		2009		2001		2003	
Year Rehab	2015	2002		2002		na		na		na	
Project Rent	Subsidized	Restricted		Restricted		Restricted		Restricted		Restricted	
Project Type	Family	Family		Family		Family		Family		Family	
Project Status	Prop Rehab	Stabilized		Stabilized		Stabilized		Stabilized		Stabilized	
Phone	(706) 571-2900	(706) 689-6618		(706) 689-6618		(706) 507-7666		(706) 689-7717		(706) 689-6979	
Effective Date	05-Aug-15	27-Mar-15		27-Mar-15		30-Mar-15		30-Mar-15		30-Mar-15	
<u>Project Level</u>											
Units	52	378		378		192		120		172	
Vacant Units	0	28		28		0		5		15	
Vacancy Rate	0%	7%		7%		0%		4%		9%	
<u>Unit Type</u>											
Units	12	266		10		126		60		96	
Vacant Units	0	19		1		0		3		8	
Vacancy Rate	0%	7%		10%		0%		5%		8%	
Street Rent	\$688	\$551		\$597		\$593		\$570		\$570	
Concessions	\$0	\$105		\$25		\$0		\$0		\$0	
Net Rent	\$688	\$446		\$572		\$593		\$570		\$570	
	<b>Data</b>	<b>Data</b>	<b>Adj</b>	<b>Data</b>	<b>Adj</b>	<b>Data</b>	<b>Adj</b>	<b>Data</b>	<b>Adj</b>	<b>Data</b>	<b>Adj</b>
Utilities	see write-up	see write-up \$66		see write-up \$66		see write-up \$75		see write-up \$51		see write-up \$51	
AC Systems	central	central \$0		central \$0		central \$0		central \$0		central \$0	
Heating Systems	central	central \$0		central \$0		central \$0		central \$0		central \$0	
Technology	no cable   no internet	no cable   no internet \$0		no cable   no internet \$0		no cable   no internet \$0		no cable   no internet \$0		no cable   no internet \$0	
Bedrooms	2	2 \$0		2 \$0		2 \$0		2 \$0		2 \$0	
Bathrooms	1.00	1.00 \$0		2.00 \$0		2.00 \$0		2.00 \$0		2.00 \$0	
Square Feet	668	795 -\$13		795 -\$13		1157 -\$49		947 -\$28		1002 -\$33	
Visibility	2.50	3.00 -\$5		3.00 -\$5		2.00 \$5		2.50 \$0		3.25 -\$8	
Access	3.00	3.00 \$0		3.00 \$0		2.00 \$0		2.50 \$0		3.25 \$0	
Neighborhood	2.20	2.80 -\$15		2.80 -\$15		2.70 -\$13		2.00 \$5		2.70 -\$13	
Area Amenities	2.30	2.00 \$15		2.00 \$15		2.30 \$0		2.40 -\$5		2.30 \$0	
Condition	4.00	3.50 \$5		3.50 \$5		4.50 -\$5		3.75 \$3		4.00 \$0	
Effective Age	2005	2000 \$5		2000 \$5		2010 -\$5		2005 \$0		2005 \$0	
Project Amenities	see write-up	see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0	
Elevator	no	no \$0		no \$0		no \$0		no \$0		no \$0	
Unit Amenities	see write-up	see write-up \$10		see write-up \$10		see write-up -\$10		see write-up -\$20		see write-up -\$20	
Storage	no	no \$0		no \$0		yes \$0		no \$0		no \$0	
Kitchen Amenities	see write-up	see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0	
Parking	open	open \$0		open \$0		open \$0		open \$0		open \$0	
Laundry	w/d units	central \$20		central \$20		w/d units \$0		central \$20		central \$20	
Security	see write-up	see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$10	
On-Site Management	yes	yes \$0		yes \$0		yes \$0		yes \$0		yes \$0	
On-Site Maintenance	yes	yes \$0		yes \$0		yes \$0		yes \$0		yes \$0	
Services	see write-up	see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0		see write-up \$0	
<b>Indicated Rent</b>	<b>\$600</b>	<b>\$534</b>		<b>\$660</b>		<b>\$592</b>		<b>\$596</b>		<b>\$578</b>	

Restricted Market Rent Conclusion

Based on our evaluation of the rents at the select comparable properties, and considering the location, quality and amenities of the subject property, we conclude the following market rents for the subject property units, assuming that the subject were a restricted property:

Restricted Market Rent Conclusion				
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Market
2BR-1BA-634sf / 60% of AMI / 60% of AMI	No	Yes	40	\$600
2BR-1BA-668sf / 60% of AMI / 60% of AMI	No	Yes	12	\$600
Total / Average			52	\$600

Our analysis suggests an average restricted market rent of \$600 for the subject property.

We selected a total of 12 properties as comparables for purposes of this analysis. The average occupancy at the select rent comparables currently stands at 96 percent.

The occupancy rate of the selected rent comparables is broken out in the tables below:

Occupancy Rate, Select Comparables								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom								
1-Bedroom	99%					98%		97%
2-Bedroom	96%				100%	96%		92%
3-Bedroom								
4-Bedroom								
Total	96%				100%	96%		93%

Occupancy rates for all stabilized market area properties are broken out below:

Occupancy Rate, Stabilized Properties								
	Subsidized	20% of AMI	30% of AMI	40% of AMI	50% of AMI	60% of AMI	80% of AMI	Market
0-Bedroom	97%							96%
1-Bedroom	99%					96%		95%
2-Bedroom	98%				100%	96%		94%
3-Bedroom	98%				100%	90%		97%
4-Bedroom	99%					87%		100%
Total	98%				100%	94%		94%

**Achievable Rent Conclusion**

The next step in our analysis is to develop an achievable rent conclusion for the subject property. Achievable rents represent the absolute highest rent permissible for the area, considering market rents, program rent limits, and any other applicable rent restrictions on the subject property.

Our analysis begins by establishing the applicable program rent limits for the subject property. Program rent limits include any applicable LIHTC and FMR rent limits. LIHTC rent limits typically apply to units benefitting from tax credit and/or bond financing. The LIHTC rent limits for applicable units at the subject property follow:

LIHTC Rent Limits						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Gross Rent	Utilities	Net Rent
2BR-1BA-634sf / 60% of AMI / 60% of AMI	No	Yes	40	\$729	\$59	\$670
2BR-1BA-668sf / 60% of AMI / 60% of AMI	No	Yes	12	\$729	\$59	\$670
Total / Average			52	\$729	\$59	\$670

Our analysis suggests an average net LIHTC rent limit of \$670 for 52 applicable units at the subject property.

FMR rent limits typically apply to units benefitting from HOME funds. The FMR rent limits for applicable units at the subject property follow:

FMR Rent Limits						
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Gross Rent	Utilities	Net Rent
2BR-1BA-634sf / 60% of AMI / 60% of AMI	No	Yes	-	-	-	-
2BR-1BA-668sf / 60% of AMI / 60% of AMI	No	Yes	-	-	-	-
Total / Average			-	-	-	-

HOME funding is not proposed for the subject property.

Units benefitting exclusively from tax credits and/or bond financing are subject to LIHTC rent limits. Units benefitting from HOME funds in addition to tax credit and/or bond financing are subject to the lesser of LIHTC rent limits or FMR rent limits. Units benefitting from project-based rental assistance are normally limited to unrestricted market rent. With these parameters in mind, the following table sets forth the concluded program rent limits for applicable units at the subject property:

Program Rent Limits							
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	LIHTC	FMR	Market	Program
2BR-1BA-634sf / 60% of AMI / 60% of AMI	No	Yes	40	\$670	-	\$640	\$640
2BR-1BA-668sf / 60% of AMI / 60% of AMI	No	Yes	12	\$670	-	\$640	\$640
Total / Average			52	\$670	-	\$640	\$640

Our analysis suggests an average program rent limit of \$640 for 52 applicable units at the subject property.

Now that we have established program rent limits, we are in a position to develop an achievable rent conclusion for the subject property. Achievable rents represent the absolute highest rent permissible for the area, considering unrestricted and restricted market rents, program rent limits, and any other applicable rent restrictions on the subject property. The following table summarizes our findings:

Achievable Rents									
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Program	Unrestricted	Restricted	Achievable	Proposed	Advantage
2BR-1BA-634sf / 60% of AMI / 60% of AMI	No	Yes	40	\$640	\$640	\$600	\$640	\$688	-7.5%
2BR-1BA-668sf / 60% of AMI / 60% of AMI	No	Yes	12	\$640	\$640	\$600	\$640	\$688	-7.5%
Total / Average			52	\$640	\$640	\$600	\$640	\$688	-7.5%

Our analysis suggests an average achievable rent of \$640 for the subject property. This is compared with an average proposed rent of \$688, yielding an achievable rent advantage of -7.5 percent. Overall, the subject property

appears to be priced above achievable rents for the area.

Finally, assuming no rent subsidies, we arrive at the following achievable rents for units at this property:

Achievable Rents, No Rent Subsidies									
Unit Type / Income Limit / Rent Limit	HOME	Subsidized	Units	Program	Unrestricted	Restricted	Achievable	Proposed	Advantage
2BR-1BA-634sf / 60% of AMI / 60% of AMI	No	No	40	\$670	\$640	\$600	\$600	\$688	-14.7%
2BR-1BA-668sf / 60% of AMI / 60% of AMI	No	No	12	\$670	\$640	\$600	\$600	\$688	-14.7%
Total / Average			52	\$670	\$640	\$600	\$600	\$688	-14.7%

## DEMAND ANALYSIS

### Overview

In this section we evaluate demand for the subject property using the recommended demand methodology promulgated by the National Council of Housing Market Analysts (NCHMA). For purposes of this analysis, we define demand as the number of income-qualified renter households (by household size and unit type) that would qualify to live at the subject property at the lesser of the developer's proposed rents or achievable rents.

Our analysis begins by developing a breakdown of the number of renter households, by income, by size as of the date of market entry for this development. This breakdown, which utilizes demographic data presented earlier in this report, is presented below:

2015 \$		Renter Households, by Income, by Size						
		2016						
Min	Max	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person
\$0	to \$9,999	3,189	885	577	429	171	66	43
\$0	to \$19,999	5,220	1,915	1,314	885	338	130	86
\$0	to \$29,999	6,788	2,799	1,999	1,284	537	207	137
\$0	to \$39,999	7,644	3,606	2,553	1,735	779	300	198
\$0	to \$49,999	8,028	4,094	2,956	2,156	1,070	412	272
\$0	to \$59,999	8,201	4,436	3,207	2,443	1,202	463	306
\$0	to \$69,999	8,470	4,646	3,428	2,587	1,266	487	322
\$0	to \$79,999	8,620	4,770	3,555	2,674	1,305	502	332
\$0	or more	9,043	5,119	3,913	2,921	1,415	545	360
Grand Total		23,317						

Source: U.S. Census, Claritas, ESRI; Allen & Associates

Our analysis includes an estimate of demand along with capture rate and penetration rate estimates. Capture rates were computed two ways: (1) On a gross basis (the number of proposed units divided by qualified demand) and (2) On a net basis (the number of proposed units divided by qualified demand minus competing & pipeline units). Penetration rates are defined as the number of proposed units plus competing & pipeline units divided by income-qualified demand. In the following pages we provide detailed listings of competing & pipeline units in the market area broken by unit type.

Competing & Pipeline Units, 2-Bedroom Units

Overview							Total Units								Vacant Units								
Key	Property Name	Built	Renovated	Rent Type	Occ Type	Status	Sub	20%	30%	40%	50%	60%	80%	Mkt	Sub	20%	30%	40%	50%	60%	80%	Mkt	
001	11th Street Loft	1915	2001	Market Rate	Family	Stabilized								18									1
002	2000 Wynnton Apartments	1970	na	Market Rate	Family	Stabilized								66									11
003	24th Street Project	1994	na	Market Rate	Family	Stabilized								2									
004	4411 First Avenue Apartments	na	1991	Market Rate	Family	Stabilized								12									1
007	Arbor Pointe Phase 1	2009	na	Restricted	Family	Stabilized	54					15		18	3					1			
008	Arbor Pointe Phase 2	2010	na	Restricted	Family	Stabilized	45					25		18	3					2			2
010	Armour Landing Apartments	1985	na	Market Rate	Family	Stabilized								18									
011	Ashley Station, Phase 1	2006	na	Restricted	Family	Stabilized	30					35		39						1			3
012	Ashley Station, Phase 2	2008	na	Restricted	Family	Stabilized	27							22	1								3
013	Avalon Apartments	2009	na	Restricted	Family	Stabilized								60									
017	Booker T Washington, Phase 2	2014	na	Restricted	Family	Prop Const	55							8	55								8
021	Club Hill Apartments, Phases 1 & 2	1971	na	Market Rate	Family	Stabilized								152									7
022	Clubview Court Apartments	1987	na	Market Rate	Family	Stabilized								20									
029	E.J. Knight Gardens	1941	2010	Subsidized	Family	Stabilized	52																
030	Eagles Trace	1958	2002	Restricted	Family	Stabilized						276								20			
039	Gardenbrook Apartments	2001	na	Market Rate	Family	Stabilized								47									2
041	Greystone at Waterford	1985	na	Market Rate	Family	Stabilized								6									
042	Hannah Heights	1984	na	Market Rate	Family	Stabilized								48									1
043	Hardaway Square Apartments	1975	na	Market Rate	Family	Stabilized								28									
044	Hardaway Townhouses	2009	na	Market Rate	Family	Stabilized								41									
045	Heritage Apartments	1965	na	Market Rate	Family	Stabilized																	
046	Heritage Place Apartments	2001	na	Market Rate	Family	Stabilized								7									
047	Hillcrest Apartments	1940	2004	Market Rate	Family	Stabilized								30									1
049	Holly Hills Apartments	1974	2008	Market Rate	Family	Stabilized								138									15
053	Johnston Mill Lofts	1890	2001	Restricted	Family	Stabilized						71		155					5				12
055	Kabar Apartments	1975	na	Market Rate	Family	Stabilized																	
057	Kopak Apartments	1991	na	Market Rate	Family	Stabilized																	
059	Lecraw On 13Th	1994	na	Market Rate	Family	Stabilized								10									2
060	Liberty Garden Townhouses	1984	1996	Restricted	Family	Stabilized				29		43											
063	Lumpkin Park	2009	na	Restricted	Family	Stabilized						126											
066	Martha's Vineyard	2003	na	Market Rate	Family	Stabilized								26									
069	Midtown Square	2002	na	Restricted	Family	Stabilized							86										
070	Northwood Apartments	1976	na	Market Rate	Family	Stabilized								44									
071	Overlook Club	1985	na	Market Rate	Family	Stabilized								68									4
072	Overlook Crossing	1975	1984	Market Rate	Family	Stabilized								55									5
073	Parkway Place Apartments	1987	2005	Market Rate	Family	Stabilized								200									19
076	Peacock Woods Apartments	1984	na	Market Rate	Family	Stabilized								32									
077	Peacock Woods Apartments 2	na	na	Market Rate	Family	Stabilized								12									
078	Pear Tree Place Apartments	1950	1991	Market Rate	Family	Stabilized								8									1
082	Renaissance Villa	1981	na	Subsidized	Family	Stabilized	64								2								
085	Rose Hill Apartments	1973	na	Market Rate	Family	Stabilized								8									1
088	Sherwood Arms	1974	1990	Market Rate	Family	Stabilized								66									1
090	South Park	1961	na	Market Rate	Family	Stabilized								11									1
091	Springfield Crossing Apartments	2001	na	Restricted	Family	Stabilized					4	60		16					3				1
094	Trace Townhomes	2004	na	Market Rate	Family	Stabilized								28									
096	Victory Crossing Apartments	2003	na	Restricted	Family	Stabilized							96						8				
104	Winchester Apartments	1990	na	Market Rate	Family	Stabilized								8									
107	Midtown Tower	1975	2000	Market Rate	Family	Stabilized								18									1
111	EE Farley Homes	1958	2012	Subsidized	Family	Stabilized	22																
113	Chase Homes	1952	na	Subsidized	Family	Stabilized	47								1								
114	Elizabeth Canty Homes	1952	na	Subsidized	Family	Stabilized	129																
116	Warren Williams Homes	1975	na	Subsidized	Family	Stabilized	108																
117	Wilson Homes	1952	2010	Subsidized	Family	Stabilized	146								1								
Total							779				33	915		1,507	66					40			103

Source: Allen & Associates

## Demand Estimate, 2-Bedroom, Subsidized, 60% of AMI

In this section we estimate demand for the 2-Bedroom / Subsidized / 60% of AMI units at the subject property. Our analysis assumes a total of 52 units, 13 of which are anticipated to be vacant on market entry. This demand estimate utilizes the basic assumptions and data found below:

Unit Details	
Target Population	Family Households
Unit Type	2-Bedroom
Rent Type	Subsidized
Income Limit	60% of AMI
Total Units	52
Vacant Units at Market Entry	13

Minimum Qualified Income	
Net Rent	\$0
Utilities	\$59
Gross Rent	\$59
Income Qualification Ratio	35%
Minimum Qualified Income	\$169
Months/Year	12
Minimum Qualified Income	\$2,023

### Renter Households, by Income, by Size

		2016							
	2015	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person
\$0	to	\$9,999	3,189	885	577	429	171	66	43
\$0	to	\$19,999	5,220	1,915	1,314	885	338	130	86
\$0	to	\$29,999	6,788	2,799	1,999	1,284	537	207	137
\$0	to	\$39,999	7,644	3,606	2,553	1,735	779	300	198
\$0	to	\$49,999	8,028	4,094	2,956	2,156	1,070	412	272
\$0	to	\$59,999	8,201	4,436	3,207	2,443	1,202	463	306
\$0	to	\$69,999	8,470	4,646	3,428	2,587	1,266	487	322
\$0	to	\$79,999	8,620	4,770	3,555	2,674	1,305	502	332
\$0	or	more	9,043	5,119	3,913	2,921	1,415	545	360

### Maximum Allowable Income

	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person
Maximum Allowable Income	\$22,680	\$25,920	\$29,160	\$32,400	\$35,040	\$37,620	\$40,200

### Size Qualified

	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person
Size Qualified	Yes	Yes	Yes	No	No	No	No

### Demand Estimate

	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person
HH Below Maximum Income	5,612	2,401	1,930	0	0	0	0
HH Below Minimum Income	638	177	115	0	0	0	0
Subtotal	4,974	2,224	1,815	0	0	0	0

Demand Estimate 9,013

Our analysis suggests demand for a total of 9,013 size- and income-qualified units in the market area.

Please note: This unit-level demand estimate does not account for income band overlap with other units. Project-level demand estimates taking these factors into consideration will be developed later.

## Demand Estimate, Subsidized

In this section we account for income-band overlap and develop a demand estimate for the subsidized units at the subject property.

Renter Households, by Income, by Size									
2016									
2015	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	
\$0	to	\$9,999	3,189	885	577	429	171	66	43
\$0	to	\$19,999	5,220	1,915	1,314	885	338	130	86
\$0	to	\$29,999	6,788	2,799	1,999	1,284	537	207	137
\$0	to	\$39,999	7,644	3,606	2,553	1,735	779	300	198
\$0	to	\$49,999	8,028	4,094	2,956	2,156	1,070	412	272
\$0	to	\$59,999	8,201	4,436	3,207	2,443	1,202	463	306
\$0	to	\$69,999	8,470	4,646	3,428	2,587	1,266	487	322
\$0	to	\$79,999	8,620	4,770	3,555	2,674	1,305	502	332
\$0	or	more	9,043	5,119	3,913	2,921	1,415	545	360

Demand Estimate, Subsidized									
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person		
Maximum Income, 0BR	-	-	-	-	-	-	-	-	-
Maximum Income, 1BR	-	-	-	-	-	-	-	-	-
Maximum Income, 2BR	\$22,680	\$25,920	\$29,160	-	-	-	-	-	-
Maximum Income, 3BR	-	-	-	-	-	-	-	-	-
Maximum Income, 4BR	-	-	-	-	-	-	-	-	-
Maximum Allowable Income	\$22,680	\$25,920	\$29,160	-	-	-	-	-	-
Minimum Income, 0BR	-	-	-	-	-	-	-	-	-
Minimum Income, 1BR	-	-	-	-	-	-	-	-	-
Minimum Income, 2BR	\$2,023	\$2,023	\$2,023	-	-	-	-	-	-
Minimum Income, 3BR	-	-	-	-	-	-	-	-	-
Minimum Income, 4BR	-	-	-	-	-	-	-	-	-
Minimum Qualified Income	\$2,023	\$2,023	\$2,023	-	-	-	-	-	-
HH Below Upper Income	5,612	2,401	1,930	0	0	0	0	0	0
HH Below Lower Income	638	177	115	0	0	0	0	0	0
Subtotal	4,974	2,224	1,815	0	0	0	0	0	0
Demand Estimate				9,013					

Our analysis suggests demand for a total of 9,013 size- and income-qualified units in the market area.

Please note: This demand estimate does not account for income band overlap at the project level. A demand estimate taking this into consideration will be developed later.

## Demand Estimate, Project-Level

In this section we account for income-band overlap and develop a project-level demand estimate for the subject property.

Renter Households, by Income, by Size									
2016									
2015	\$	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	
\$0	to	\$9,999	3,189	885	577	429	171	66	43
\$0	to	\$19,999	5,220	1,915	1,314	885	338	130	86
\$0	to	\$29,999	6,788	2,799	1,999	1,284	537	207	137
\$0	to	\$39,999	7,644	3,606	2,553	1,735	779	300	198
\$0	to	\$49,999	8,028	4,094	2,956	2,156	1,070	412	272
\$0	to	\$59,999	8,201	4,436	3,207	2,443	1,202	463	306
\$0	to	\$69,999	8,470	4,646	3,428	2,587	1,266	487	322
\$0	to	\$79,999	8,620	4,770	3,555	2,674	1,305	502	332
\$0	or	more	9,043	5,119	3,913	2,921	1,415	545	360

Demand Estimate, Project-Level								
	1 Person	2 Person	3 Person	4 Person	5 Person	6 Person	7+ Person	
Maximum Income, Subsidized	\$22,680	\$25,920	\$29,160	-	-	-	-	-
Maximum Income, 20% of AMI	-	-	-	-	-	-	-	-
Maximum Income, 30% of AMI	-	-	-	-	-	-	-	-
Maximum Income, 40% of AMI	-	-	-	-	-	-	-	-
Maximum Income, 50% of AMI	-	-	-	-	-	-	-	-
Maximum Income, 60% of AMI	-	-	-	-	-	-	-	-
Maximum Income, 80% of AMI	-	-	-	-	-	-	-	-
Maximum Income, Market Rate	-	-	-	-	-	-	-	-
Maximum Allowable Income	\$22,680	\$25,920	\$29,160	-	-	-	-	-
Minimum Income, Subsidized	\$2,023	\$2,023	\$2,023	-	-	-	-	-
Minimum Income, 20% of AMI	-	-	-	-	-	-	-	-
Minimum Income, 30% of AMI	-	-	-	-	-	-	-	-
Minimum Income, 40% of AMI	-	-	-	-	-	-	-	-
Minimum Income, 50% of AMI	-	-	-	-	-	-	-	-
Minimum Income, 60% of AMI	-	-	-	-	-	-	-	-
Minimum Income, 80% of AMI	-	-	-	-	-	-	-	-
Minimum Income, Market Rate	-	-	-	-	-	-	-	-
Minimum Qualified Income	\$2,023	\$2,023	\$2,023	-	-	-	-	-
HH Below Upper Income	5,612	2,401	1,930	0	0	0	0	0
HH Below Lower Income	638	177	115	0	0	0	0	0
Subtotal	4,974	2,224	1,815	0	0	0	0	0

Demand Estimate 9,013

Our analysis suggests project-level demand for a total of 9,013 size- and income-qualified units in the market area.

## Capture Rates

In this section, we summarize our demand conclusions and estimate the capture rate for the subject property. Our analysis begins by summarizing the estimated number of vacant subject property units on the date of market entry.

Subject Property Units (Total)									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
0BR									
1BR									
2BR	52								52
3BR									
4BR									
Tot	52								52

Subject Property Units (Vacant at Market Entry)									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
0BR									
1BR									
2BR	13								13
3BR									
4BR									
Tot	13								13

The next step in our analysis is to summarize the demand conclusions derived previously. For purposes of this analysis, we define demand as age- and income- qualified renter households for each of the unit types proposed at the subject property. Unit-level demand estimates are found in the body of the chart found below; project-level demand estimates are found in the column and row totals.

Please note: Because of income-band overlap, unit-level demand may not add up to project-level demand. The overlap, which was quantified in the demand estimates presented earlier, has been accounted for in our estimates of project-level demand.

Gross Demand									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
0BR									
1BR									
2BR	9,013								9,013
3BR									
4BR									
Tot	9,013								9,013

The next step in our analysis is to compute the capture rate for the project. For purposes of this computation, we define capture rate as the number of subject property units divided by gross demand. Underwriters often utilize capture rate limits of 10 to 25 percent using this methodology. Our estimates are presented below:

Capture Rates (Subject Property Units / Gross Demand)									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
0BR									
1BR									
2BR	0.1%								0.1%
3BR									
4BR									
Tot	0.1%								0.1%

The next step in our analysis is to tabulate the number of vacant competing & pipeline units in the market area by

unit/income type. This information will be used to further refine our capture rate estimate for the subject property. A table showing the distribution of vacant competing & pipeline units is found below.

Vacant Competing & Pipeline Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
0BR									
1BR									
2BR	66								66
3BR									
4BR									
Tot	66								66

The next step in our analysis is to subtract the number of vacant competing & pipeline units from gross demand to arrive at a net demand estimate for the subject property units. As described earlier, unit-level net demand estimates are found in the body of the chart found below; project-level net demand estimates are found in the column and row totals.

Please note: Because of income-band overlap, unit-level net demand may not add up to project-level net demand. The overlap, which was quantified in the demand estimates presented earlier, has been accounted for in our estimates of project-level net demand.

Net Demand (Gross Demand - Vacant Competing & Pipeline Units)									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
0BR									
1BR									
2BR	8,947								8,947
3BR									
4BR									
Tot	8,947								8,947

The next step in our analysis is to compute the capture rate for the project. For purposes of this computation, we define capture rate as the number of subject property units divided by net demand. Underwriters often utilize capture rate limits of 10 to 20 percent using this methodology. Our estimates are presented below:

Capture Rates (Subject Property Units / Net Demand)									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
0BR									
1BR									
2BR	0.1%								0.1%
3BR									
4BR									
Tot	0.1%								0.1%

In our opinion, the estimated project-level capture rate suggests an appropriate number of units for the subject property. The unit level capture rates suggest an appropriate mix of units for the subject property.

## Penetration Rates

In this section, we summarize our demand conclusions and estimate the penetration rate for the subject property. Our analysis begins by summarizing the estimated number of vacant subject property units on the date of market entry.

Subject Property Units (Total)									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
0BR									
1BR									
2BR	52								52
3BR									
4BR									
Tot	52								52

Subject Property Units (Vacant at Market Entry)									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
0BR									
1BR									
2BR	13								13
3BR									
4BR									
Tot	13								13

The next step in our analysis is to summarize the demand conclusions derived previously. For purposes of this analysis, we define demand as age- and income- qualified renter households for each of the unit types proposed at the subject property. Unit-level demand estimates are found in the body of the chart found below; project-level demand estimates are found in the column and row totals.

Please note: Because of income-band overlap, unit-level demand may not add up to project-level demand. The overlap, which was quantified in the demand estimates presented earlier, has been accounted for in our estimates of project-level demand.

Gross Demand									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
0BR									
1BR									
2BR	9,013								9,013
3BR									
4BR									
Tot	9,013								9,013

The next step in our analysis is to tabulate the number of competing & pipeline units in the market area by unit/income type. This information will be used to derive our penetration rate estimate for the subject property. A table showing the distribution of competing & pipeline units is found below.

Competing & Pipeline Units									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
0BR									
1BR									
2BR	779								779
3BR									
4BR									
Tot	779								779

The next step in our analysis is to compute inclusive supply for the market area by unit/income type. Inclusive

supply will be taken into account in our penetration rate estimate for the subject property. For purposes of this estimate, inclusive supply consists of vacant subject property units plus competing & pipeline units.

Inclusive Supply (Subject Property Units + Competing & Pipeline Units)									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
0BR									
1BR									
2BR	792								792
3BR									
4BR									
Tot	792								792

The next step in our analysis is to compute the penetration rate for the project. For purposes of this computation, penetration rate is defined as inclusive supply divided by gross demand. Underwriters often utilize penetration rate limits of 40 to 50 percent using this methodology. Our estimates are presented below:

Penetration Rates (Inclusive Supply / Gross Demand)									
	Sub	20%	30%	40%	50%	60%	80%	Mkt	Tot
0BR									
1BR									
2BR	8.8%								8.8%
3BR									
4BR									
Tot	8.8%								8.8%

In our opinion, the estimated project-level penetration rate suggest an appropriate number of units for the subject property. The unit-level penetration rates suggest an appropriate mix of units for the subject property.

## Absorption Period

In this section, we estimate the absorption period for the subject property. Our analysis begins by summarizing the estimated number of vacant subject property units on the date of market entry.

Subject Property Units (Total)								
	Sub	20%	30%	40%	50%	60%	80%	Mkt
0BR								
1BR								
2BR	52							
3BR								
4BR								

Subject Property Units (Vacant at Market Entry)								
	Sub	20%	30%	40%	50%	60%	80%	Mkt
0BR								
1BR								
2BR	13							
3BR								
4BR								

The next step in our analysis is to summarize the demand conclusions derived previously. For purposes of this analysis, we define demand as age- and income- qualified renter households for each of the unit types proposed at the subject property. Our analysis uses the unit-level demand estimates derived previously.

Gross Demand								
	Sub	20%	30%	40%	50%	60%	80%	Mkt
0BR								
1BR								
2BR	9,013							
3BR								
4BR								

The next step in our analysis is to apply an annual growth & movership rate to derive an annual rental household growth & movership estimate for the market area. Our estimates are found in the tables below.

Annual Growth & Movership Rate	
Growth	1.8%
Movership	33.0%
Total	34.8%

Growth & Movership Estimate								
	Sub	20%	30%	40%	50%	60%	80%	Mkt
0BR								
1BR								
2BR	3,136							
3BR								
4BR								

The next step in our analysis is to account for secondary market area migration in our annual rental household growth & movership estimate for the market area. Our estimates are found in the tables below.

Secondary Market Area	
	20%

Growth & Movership Estimate								
	Sub	20%	30%	40%	50%	60%	80%	Mkt
0BR								
1BR								
2BR	3,920							
3BR								
4BR								

The next step in our analysis is to estimate fair share, or the proportion of growth and movership that we would expect the subject property to capture. The fair share analysis is used extensively in single-family, multifamily, commercial, and retail market studies. The books entitled Market Analysis for Valuation Appraisals (1994, Appraisal Institute) and Market Analysis and Highest & Best Use (2005, Appraisal institute) provide a good overview of this technique and its application to a variety of property types.

Based on our review of the subject and competing properties, along with their relative conditions/locations, we arrive at the following fair share estimates for the various unit/income types at the subject property.

Competing Properties								
	Sub	20%	30%	40%	50%	60%	80%	Mkt
0BR								6
1BR	8					7		24
2BR	12				2	12		37
3BR	11				2	12		21
4BR	4					2		1

Fair Share								
	Sub	20%	30%	40%	50%	60%	80%	Mkt
0BR								
1BR								
2BR	3.5%							
3BR								
4BR								

Applying the concluded fair share estimates to annual growth & movership and dividing by twelve yields the following monthly absorption rate estimates for the various unit/income types at the subject property.

Monthly Absorption Rate Estimate								
	Sub	20%	30%	40%	50%	60%	80%	Mkt
0BR								
1BR								
2BR	11.4							
3BR								
4BR								

The next step in our analysis is to estimate stabilized occupancy by unit/income type for the subject property. These estimates, which were based on data previously presented in the supply analysis and rent comparability analysis sections of this report, are found below.

Rental Property Inventory, Confirmed, Inside Market Area, Family, Stabilized Occupancy								
	Sub	20%	30%	40%	50%	60%	80%	Mkt
0BR								96%
1BR	99%					96%		95%
2BR	98%				100%	96%		94%
3BR	98%				100%	90%		97%
4BR	99%					87%		100%

Occupancy Rate, Select Comparables								
	Sub	20%	30%	40%	50%	60%	80%	Mkt
0BR								100%
1BR	99%					98%		93%
2BR	96%				100%	96%		93%
3BR								
4BR								

Concluded Stabilized Occupancy Rate								
	Sub	20%	30%	40%	50%	60%	80%	Mkt
0BR								
1BR								
2BR	96%							
3BR								
4BR								

Applying the stabilized occupancy rate estimates to the number of vacant subject property units at market entry, yields the number of occupied units by unit/income type at stabilization as set forth below.

Occupied Units at Stabilization								
	Sub	20%	30%	40%	50%	60%	80%	Mkt
0BR								
1BR								
2BR	12							
3BR								
4BR								

Dividing the number of occupied units at stabilization by the monthly absorption rate yields an absorption period estimate by unit/income type for the various units at the subject property. Underwriters often utilize absorption period limits of 12 to 18 months for projects similar to the subject property. Our absorption period estimates are found below.

Absorption Period (Months to Stabilization)								
	Sub	20%	30%	40%	50%	60%	80%	Mkt
0BR								
1BR								
2BR	1							
3BR								
4BR								

Our analysis suggests that the subject property will stabilize at 96 percent occupancy. We estimate 1 months of absorption and an average absorption rate of 11.4 units per month for this project. In our opinion, the absorption period suggests an appropriate number and mix of units for the subject property.

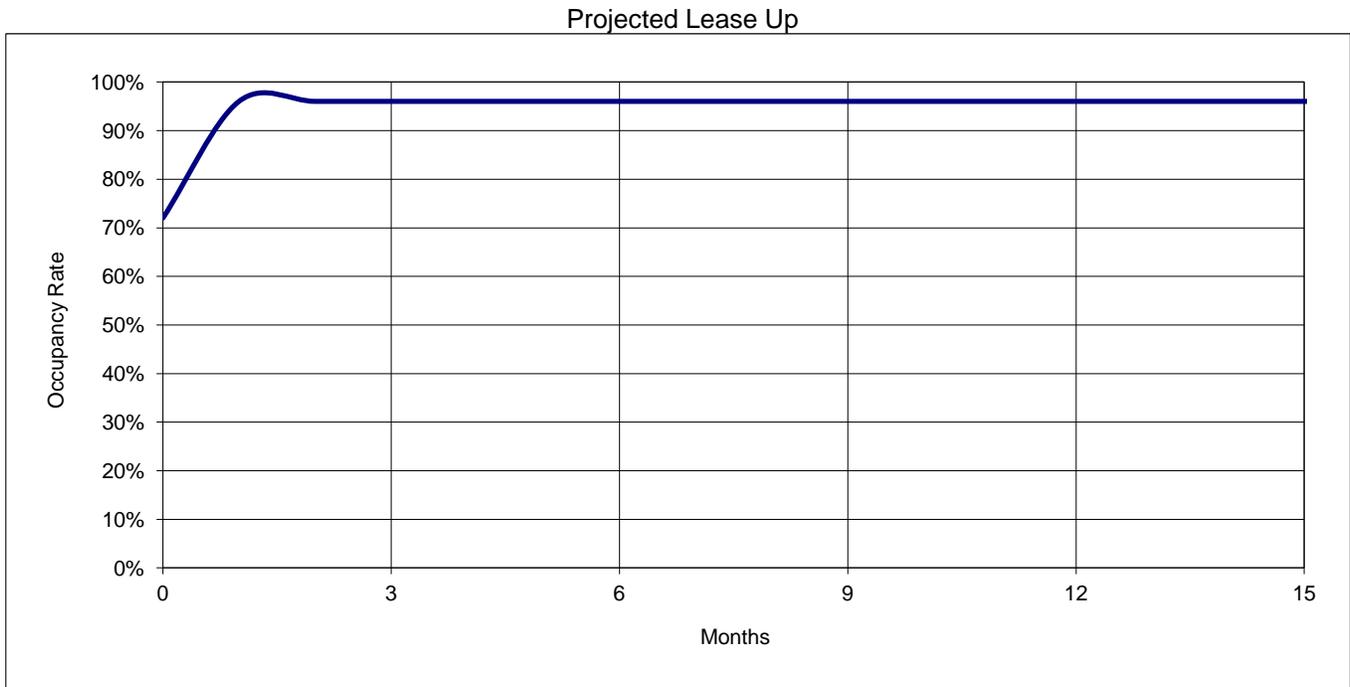
Absorption rates for multifamily properties depend on a variety of factors: (1) The competitive environment in which the property resides; (2) The pricing of the subject property units relative to competing units, (3) The presence of rent or income restrictions at the subject property; and (4) The availability of any rent concessions or rental assistance at the subject property. Subsidized properties normally lease up at a rate of 15-20 units per month. Unsubsidized properties with rent and income restrictions typically fill at a rate of 5-10 units per month. Market rate properties normally lease up at a rate of 10-15 units per month.

As part of our analysis, we inquired about the absorption history for every property we surveyed. The following list summarizes our findings:

Key	Project	Built	Renovated	Rent Type	Occ Type	Status	Tot Units	Abs
007	Arbor Pointe Phase 1	2009	na	Restricted	Family	Stabilized	148	13.5
008	Arbor Pointe Phase 2	2010	na	Restricted	Family	Stabilized	148	14.8
009	Arbor Pointe Phase 3	2012	na	Subsidized	Elderly	Stabilized	120	80.0
013	Avalon Apartments	2009	na	Restricted	Family	Stabilized	232	13.7
044	Hardaway Townhouses	2009	na	Market Rate	Family	Stabilized	41	4.1
063	Lumpkin Park	2009	na	Restricted	Family	Stabilized	192	32.0

## Absorption Analysis

In this section, we analyze the anticipated lease up for the subject property. We begin our analysis by taking the the absorption period conclusions from the previous section and restating them graphically as illustrated below.



It is important to note that this analysis does not account for pent-up demand, pre-leasing efforts or rent concessions. In our opinion, an effective pre-leasing effort could result in a month-for-month reduction in the estimated absorption period for this project. In addition, any concessions or rent subsidies not accounted for already in this analysis could cut capture rates and absorption periods significantly.

## Sensitivity Analysis

We also explored the relationship between rent level, capture rates, penetration rates, and absorption period. For purposes of this analysis, we forecasted demand and fill rates at 75%, 80%, 85%, 90%, 95% and 100% of achievable rent (derived earlier in this report). Our analysis is summarized below:

Scenario	Capture Rate	Penetration Rate	Absorption
Developer's Proposed Rent	0.1%	8.8%	1 months
100% of Achievable Rent	0.1%	8.8%	1 months
95% of Achievable Rent	0.1%	8.8%	1 months
90% of Achievable Rent	0.1%	8.8%	1 months
85% of Achievable Rent	0.1%	8.8%	1 months
80% of Achievable Rent	0.1%	8.8%	1 months
75% of Achievable Rent	0.1%	8.8%	1 months

Our analysis suggests the following relationship between rent levels and fill rates: At the developer's proposed rent we anticipate a 1-month absorption period; at 100% of achievable rent we anticipate a 1-month absorption period; at 75% of achievable rent we anticipate a 1-month absorption period.

## HIGHEST AND BEST USE

A property's highest and best use is the premise upon which market value is based. The highest and best use of a property can be determined by analyzing the physical, legal, financially feasible, and most productive use of the property being appraised. This use is the reasonably probable and legal use that is physically possible, appropriately market supported, financially feasible and that results in the highest value. The analysis of highest and best use for a property involves two elements: the analysis of the site as though it were vacant and the analysis of the property as improved.

### **As Vacant**

#### Physically Possible Uses

Given the size of the site (4.77 acres), the physically possible uses include commercial, retail, office, single family and multi-family residential.

#### Legally Permissible Uses

According to the sponsor, the subject property is currently zoned RMF-2 Residential Multi Family 2. It is our understanding that the property is a legal, conforming use under this classification. Although the property is currently operated as a rent- and income-restricted development, it can be converted to an unrestricted market rate property as set forth in PIH-2012-32 (HA), REV-1. Consequently, operation as a rent restricted or an unrestricted market rate property are both legally permissible uses.

#### Financially Feasible Uses

The determination of financial feasibility involves examination of the economic environment within the subject market. This area is developed and is fairly close to schools, religious worship facilities, shopping areas, parks, a post office, banks, and employment centers. Considering local demographic growth patterns and the prevailing rent levels in the area, affordable multifamily is considered the only legally permissible financially feasible use for this property.

#### Maximally Productive Use

Given the physical characteristics of the subject property, the prevailing rent levels, and the proposed rent and income restrictions associated with this development, multifamily development with tax credit and/or below-market debt financing is the site's maximally productive use and thus the subject's highest and best use, as if vacant.

### **As Improved**

In our analysis of highest and best use as improved, we will look at the subject property two ways: (1) On an "as is" basis, and (2) On an "as if renovated" basis. We begin with our "as is" analysis:

#### As Is

There are three possible uses for this property on an "as is" basis: (1) Continued operation as a rent and income restricted property in its current condition, (2) Conversion to an unrestricted market rate property in its current condition, and (3) Sale for renovation with tax credits and/or below-market financing.

As noted above, continued operation as a rent restricted or an unrestricted market rate property are both legally permissible uses. Unrestricted market rents significantly exceed the rents currently being charged at the subject property. Consequently, Option 2 is the highest & best use for the property on an "as is" basis.

#### As If Renovated

There are two possible uses for this property on an "as if renovated" basis: (1) Operation as a rent and income restricted property after rehabilitation, and (2) Conversion to an unrestricted market rate property. These two values, developed later in this report, are presented below:

Option 1: Operation as a Rent and Income Restricted Property	\$1,760,000
Option 2: Conversion to an Unrestricted Market Rate Property	\$1,610,000

Renovation of the subject property with tax credits and/or below-market debt will include a new regulatory agreement precluding the sale or conversion of the property into an unrestricted market rate apartment community for at least 15 years (Option 2). Consequently, operation as a rent and income restricted affordable multifamily property (Option 1) is our concluded highest and best use as if renovated.

## VALUATION, LAND, AS IF VACANT

### Overview

Based upon our highest and best use analysis, we utilized the sales comparison approach of affordable multifamily land in the region in order to value the subject property as if vacant. The income approach was not utilized due to lack of parcels like the subject that are land-leased for investment purposes. Without any improvements the cost approach to value is not applicable and was not utilized.

The sales comparison approach to value seeks to identify those sales or offerings that may be comparable in terms of condition, amenities, quality, age, location, type, timing, financing terms and motivation of buyers and sellers. No two properties are precisely comparable so adjustments are normally necessary to account for discernible differences. This approach generally reflects the actions of buyers and sellers in an active marketplace.

According to The Appraisal of Real Estate, Twelfth Edition, (Appraisal Institute, 2001, p. 63):

The sales comparison approach is most useful when a number of similar properties have recently been sold or are currently for sale in the subject property's market. Using this approach, an appraiser produces a value indication by comparing a subject property with similar properties called *comparable sales*. The sale prices of the properties that are judged to be most comparable tend to indicate a range in which the value indication for the subject property will fall.

### Land Value Analysis

Whenever possible, land value is determined by the sales comparison approach. This method involves comparing the subject site to other similar sites with the same highest and best use and then adjusting the comparable prices for differences. Our highest & best use conclusion was for affordable multifamily development. Therefore, we analyzed several affordable multifamily land transactions in the region. We evaluated these transactions based on their price per unit. A summary of the land sales we considered is found on the following page:

Land Comparable Analysis

Property Name	Adjustments			Subject	Comparable 1		Comparable 2		Comparable 3		Comparable 4		Comparable 5	
	Min	Max	Adj	Data	Data	Adj	Data	Adj	Data	Adj	Data	Adj	Data	Adj
Property Name				E. J. Knight Gardens	BTW-Chapman Phase II		Hunt School		Pointe North Sr		Cove at Southlake		Potemkin Senior of Warner Robins	
Street Address				3811 Baker Plaza Drive	500 5th Avenue		990 Shurling Drive		Located off Pointe North Boulevard, part of parcel #		North and South side of the 400 Block of Hickory Lane		710 Elberta Road	
City				Columbus	Columbus		Macon		Albany		Albany		Warner Robins	
State				Georgia	Georgia		Georgia		Georgia		Georgia		Georgia	
Zip					31901		31211		31707-0000		35971-0000		31093-0000	
Verified					Housing Finance Agency		Housing Finance Agency		Housing Finance Agency		Housing Finance Agency		Housing Finance Agency	
Effective Date				April-15	June-14		June-14		June-13		June-09		June-08	
Units				52	106		60		59		38		68	
Highest & Best Use				Affordable MF	Affordable MF		Affordable MF		Affordable MF		Affordable MF		Affordable MF	
Topography				Level	Level		Level		Level		Level		Level	
Utilities				All Provided	All Provided		All Provided		All Provided		All Provided		All Provided	
Sales Price					\$450,000		\$250,000		\$495,000		\$259,081		\$325,000	
Sales Price / Unit					\$4,245		\$4,167		\$8,390		\$6,818		\$4,779	
Location Rating (1=Low / 5=High)				3.00	3.00		3.00		4.00		3.50		3.00	
Key	Min	Max	Adj	Data	Data	Adj	Data	Adj	Data	Adj	Data	Adj	Data	Adj
Adjustment: Property Rights	varies		\$0	fee simple	fee simple	\$0	fee simple	\$0	fee simple	\$0	fee simple	\$0	fee simple	\$0
Adjustment: Financing Terms	varies		\$0	market	market	\$0	market	\$0	market	\$0	market	\$0	market	\$0
Adjustment: Conditions of Sale	varies		\$0	arms length	arms length	\$0	arms length	\$0	arms length	\$0	arms length	\$0	arms length	\$0
Adjustment: Expenditures after Purchase	varies		\$0	none	none	\$0	none	\$0	none	\$0	none	\$0	none	\$0
Adjustment: Market Conditions	varies	-2.00%		0	1	-\$85	1	-\$83	2	-\$332	6	-\$778	7	-\$630
Adjustment: Location	varies		\$4,000	3.00	3.00	\$0	3.00	\$0	4.00	-\$4,000	3.50	-\$2,000	3.00	\$0
Adjustment: Condition	varies		\$0	na	na	\$0	na	\$0	na	\$0	na	\$0	na	\$0
Adjustment: Age	varies		\$0	na	na	\$0	na	\$0	na	\$0	na	\$0	na	\$0
Adjustment: Other Physical Characteristics	varies		\$0	na	na	\$0	na	\$0	na	\$0	na	\$0	na	\$0
Adjustment: Use	varies		\$0	multifamily	multifamily	\$0	multifamily	\$0	multifamily	\$0	multifamily	\$0	multifamily	\$0
Adjustment: Non-Realty Components	varies		\$0	none	none	\$0	none	\$0	none	\$0	none	\$0	none	\$0
Adjustment: Other	varies		\$0	none	none	\$0	none	\$0	none	\$0	none	\$0	none	\$0
Sales Price / Unit					\$4,160		\$4,083		\$4,058		\$4,040		\$4,149	

Source: Housing Finance Agency, Public Records; Allen & Associates

The comparables were analyzed on their selling price per unit. We considered whether any adjustments for property rights, financing terms, conditions of sale, expenditures after purchase, and market conditions were necessary. We also adjusted for location, physical characteristics, economic characteristics, use, and non-realty components.

All transactions were arm's length transactions. All of the transactions were cash equivalent transactions. Each transaction had the same highest and best use as the subject property and none has an adverse condition of sale. We adjusted all of the comparables for the time between the contract date and the effective date of this report to account for changing market conditions.

**Conclusion**

The following table shows our final estimate of value using this approach:

Land Value	
Sales Price per Unit, Minimum	\$4,040
Sales Price per Unit, Maximum	\$4,160
Sales Price per Unit, Average	\$4,098
Land Value per Unit, Indicated	\$4,000
Units	52
Land Value, Indicated	\$208,000
Land Value, Concluded	\$210,000

Source: Allen & Associates

As our analysis shows, we estimate \$210,000 as the market value of the subject property on an as if vacant basis for April 27, 2015.

Based on published reports we anticipate 9 to 12 months of marketing and exposure time for this property.

Please note: The values provided in this report are subject to the rent and financing assumptions, the construction or rehabilitation, and the operation of the subject property as set forth in this analysis. The conclusions are subject to the timing assumptions as described in this report, including the hypothetical condition that the project is complete and stabilized as of the effective date of this report.

The findings and conclusions reported are based on the conditions that exist as of the effective date of this report. These factors are subject to change and may alter, or otherwise affect the findings and conclusions presented in this report.

To the best of our knowledge, this report presents an accurate evaluation of market conditions for the subject property as of the effective date of this report. While this analysis is based upon information obtained from sources believed to be reliable, no guarantee is made of its accuracy.

## VALUATION, AS COMPLETE & STABILIZED

In this section we derive an “as complete & stabilized” opinion of value of the subject property for November 1, 2016. Our analysis addresses the three traditional approaches to value: The income approach, the sales comparison approach, and the cost approach. Our analysis accounts for any rent and income restrictions associated with the subject property. Our discussion begins with the income approach.

### Income Approach

In this section we will use the income approach to estimate the value of the subject property. The income approach estimates the present value of future financial benefits that can be derived from ownership.

We will use the direct capitalization method in our analysis. After ascertaining the net operating income that can reasonably be expected from the property by competent management, the net operating income is capitalized using a rate appropriate to investments of a similar type and category.

Our discussion begins with the definition of the income approach.

#### Definition of the Income Approach

The income approach is defined in The Appraisal of Real Estate, Twelfth Edition, (Appraisal Institute, 2001, p. 64) as:

The present value of the future benefits of property ownership is measured. A property's income streams and its resale value upon reversion may be capitalized into a current, lump-sum value.

#### Methodology

Our analysis began with a detailed review of similar properties in order to evaluate the likely operating characteristics of the subject property. Our review included a market rent analysis (found in the Rent Comparability Analysis Section of this report) and an operating expense analysis (found after this section).

In the discussion that follows we will develop an estimate of the value of the proposed development using the direct capitalization method. Our discussion is broken down into the following subsections: (1) Effective Gross Income Estimate, (2) Total Operating Expense Estimate, (3) Overall Capitalization Rate Estimate, and (4) Direct Capitalization Method. We begin with our effective gross income estimate.

#### Effective Gross Income Estimate

Our effective gross income estimate consists of the following components:

##### *Gross Potential Rent*

A total of \$399,360 per year. This amount reflects the following rents for the subject property:

Unit Type / Income Limit / Rent Limit	Gross Potential Rent		Units	Monthly Rent	Monthly GPR	Annual GPR
	HOME	Subsidized				
2BR-1BA-634sf / 60% of AMI / 60% of AMI	No	Yes	40	\$640	\$25,600	\$307,200
2BR-1BA-668sf / 60% of AMI / 60% of AMI	No	Yes	12	\$640	\$7,680	\$92,160
<b>Total/Average</b>			<b>52</b>	<b>\$640</b>	<b>\$33,280</b>	<b>\$399,360</b>

Source: Allen & Associates

These rents reflect the lesser of post-RAD conversion rents or achievable rents for the subject property (introduced previously in this report).

##### *Laundry and Vending*

A total of \$0 per year or \$0 per unit.

*Interest Income*

A total of \$1,537 per year or \$30 per unit.

*Tenant Charges*

A total of \$389 per year or \$7 per unit.

*Other Income*

A total of \$505 per year or \$10 per unit.

*Vacancy & Collection Loss*

A total of \$24,107 per year or \$464 per unit. Our analysis assumes 4.0 percent of gross potential income in vacancy loss and 2.0 percent of gross potential income in collection loss. Our vacancy loss estimate is based on the historic performance of the subject property and similar properties (as set forth previously in the supply analysis section of this report). Our collection loss estimate is based on discussions with owners of properties similar to the subject property.

Our effective gross income estimate comes to \$377,684 per year or \$7,263 per unit. Our estimate represents amounts in current dollars.

Total Operating Expense Estimate

In this section we will develop a total operating expense estimate for the subject property. Our pro forma, which analyzes operating expenses on a per unit basis, is included at the end of this section.

Our total operating expense estimate consists of the following components:

*Total Maintenance & Operating*

A total of \$85,474 per year or \$1,644 per unit.

Includes maintenance & repairs payroll, maintenance & repairs supply, maintenance & repairs contract, painting & decorating, snow removal, elevator maintenance/contract, grounds, services, furniture & furniture replacement, and other operating expenses.

*Total Utilities*

A total of \$25,567 per year or \$492 per unit.

Includes electricity, water, sewer, fuel, garbage & trash removal, and other utilities.

*Total Administrative*

A total of \$107,610 per year or \$2,069 per unit.

Includes site management payroll, management fee, project audit expense, project bookkeeping/accounting, legal expenses, advertising, telephone & answering service, office supplies, office furniture & equipment, training expense, health insurance & other benefits, payroll taxes, workman's compensation, and other administrative expenses.

*Total Taxes & Insurance*

A total of \$15,067 per year or \$290 per unit.

Includes real estate taxes, special assessments, other taxes, property & liability insurance, fidelity coverage insurance, and other insurance.

A PILOT of \$6,638 per year (\$128 per unit) is proposed for the subject property.

*Replacement Reserves*

A total of \$20,235 per year or \$389 per unit. Replacement reserve levels normally range from \$250 to \$450 per

unit for new and newly-renovated rent restricted properties.

Our total operating expense estimate comes to \$253,953 per year or \$4,884 per unit.

Based on our review, we have concluded that our pro forma expense budget is a reasonable estimate of operating expenses for purposes of the analysis that follows. Our estimates represent amounts in current dollars.

Our pro forma operating budget is found at the end of this section. A cash flow projection is also provided.

Capitalization Rate Estimate

In this section we derive an overall capitalization rate opinion for the subject property. Our analysis utilizes the following methods of estimating capitalization rates: (1) Market Extraction; (2) The Debt Service Coverage Method, and (3) The Band of Investment Method. Our discussion begins with market extracted capitalization rates:

*Market Extraction*

In the table below we present capitalization rates from a number of recent sales in the region. In our opinion, the highlighted transactions are most similar to the subject property. These transactions do not include any new or newly-renovated rent restricted properties. This is because tax credit and bond-financed properties (the most common rent restricted properties in the marketplace) cannot resell for at least 15 years. Nevertheless, the data gives us some indication of how investors value multifamily properties in the region.

A word of caution is in order here. Unrestricted market rate properties have different buyers, sellers, brokers, lenders, equity investors, management agents, operating income and expenses, and resident bases than restricted rent properties. Consequently, sales of unrestricted market rate properties should not be relied on exclusively when deriving capitalization rates for new or newly-renovated rent restricted properties.

Capitalization Rate, Market Extracted					
Date	Property Name	City, State, Zip	Units	Year Built	Cap Rate
22-Jan-15	University Crossing	Columbus, GA 31907	48	2009	6.55%
01-Dec-14	The Social	Auburn, AL 36832	300	2003	7.10%
15-Jan-14	Willow Creek	Columbus, GA 31906	285	1968	8.85%
15-Nov-13	Westshore Landing	Auburn, AL 36830	112	1987	7.28%
31-Oct-13	Whispering Pines	Lagrange, GA 30241	216	1982	8.93%
12-Aug-13	Apartments at the Venue	Valley, AL 36854	618	2009	5.36%
12-Aug-13	Village West	Auburn, AL 36832	160	1980	5.36%
27-Jun-13	Courtyard II	Columbus, GA 31907	114	1970	8.85%
10-Jun-10	Tamarack	Auburn, AL 36832	160	1974	9.10%
Market Extracted, Minimum					6.55%
Market Extracted, Maximum					8.85%
Market Extracted, Average					8.08%
Capitalization Rate, Market Extracted					8.00%

Source: Real Capital Analytics

As the table shows, capitalization rates for the highlighted transactions range from 6.55 percent to 8.85 percent. This suggests an overall capitalization rate of 8.0 percent.

*Debt Coverage Ratio Method*

Lender underwriting criteria normally include a minimum debt coverage ratio and a maximum loan to value for specific property types. Given these criteria, together with the loan constant for the proposed financing, it is possible to estimate the lender's implicit capitalization rate for the specific property. The lender method uses the following formula:

$$R_o = R_m * DCR * M$$

Where:

R<sub>m</sub> = loan constant  
 DCR = debt coverage ratio  
 M = loan to value

Based on the most recent Commercial Loan Direct FNMA rates, a loan for the subject property in today's lending environment would carry a 5.03 percent rate, a 30-year amortization period, and an 15-year term. The debt coverage ratio and loan to value for this loan would come to 1.15 and 85 percent, respectively. This results in a loan constant of 0.065. Using the formula found above, we estimate a capitalization rate of 6.32 percent as found in the following table:

Capitalization Rate, Debt Coverage Ratio Method	
10-Year Treasury Rate	2.28%
Spread Over Base	2.75%
Interest Rate	5.03%
Amortization, Years	30
Term, Years	15
Debt Coverage Ratio, DCR	1.15
Loan to Value, M	85%
Loan Constant, R <sub>m</sub>	0.065
<b>Capitalization Rate, Debt Coverage Ratio Method</b>	<b>6.32%</b>

Source: CLD FNMA Rates; RealtyRates.com

*Band-of-Investment Method*

The band of investment method uses current mortgage and equity requirements to estimate an overall capitalization rate. The loan constant and the equity dividend rate are weighted and combined to arrive at an estimate of the overall rate. The band of investment technique uses the following formula:

$$R_o = (M * R_m) + [(1-M) * R_e]$$

Where:

R<sub>o</sub> = the overall rate  
 R<sub>m</sub> = loan constant  
 M = loan to value ratio  
 R<sub>e</sub> = equity dividend rate

Using the loan constant of 0.065 from above, an equity dividend rate of 0.075 (based on the most recent RealtyRates.com Investor Survey), and a loan to value of 85 percent, we estimate a capitalization rate of 6.62 percent using the band of investment method as found in the following table:

Capitalization Rate, Band of Investment Method	
10-Year Treasury Rate	2.28%
Spread Over Base	2.75%
Interest Rate	5.03%
Amortization, Years	30
Term, Years	15
Loan Constant, R <sub>m</sub>	0.065
Equity Dividend Rate, R <sub>e</sub>	0.075
Loan to Value, M	85%
Equity to Value, (1-M)	15%
<b>Capitalization Rate, Band of Investment Method</b>	<b>6.62%</b>

Source: CLD FNMA Rates; RealtyRates.com

*Capitalization Rate Conclusion*

The following table sets forth our overall capitalization rate conclusion for the subject property using the methods described above:

Capitalization Rate, Conclusion		
Approach	Weight	Value
Capitalization Rate, Market Extracted	33%	8.00%
Capitalization Rate, Debt Coverage Ratio Method	33%	6.32%
Capitalization Rate, Band of Investment Method	33%	6.62%
Capitalization Rate, Conclusion		7.00%

Source: Allen & Associates

The table shows a range of 6.32 to 8.0 percent. In our opinion, 7.0 percent is an appropriate capitalization rate for the subject property.

Value Estimate

In this section we will estimate the value of the subject property using the direct capitalization method. This technique is summarized below:

- 1) Estimate of the total rental income which the property is capable of producing based on allowable rental rates.
- 2) Add the estimated income from other sources to arrive at gross potential income (GPI) for the subject property.
- 3) Deduct an appropriate vacancy and collection loss factor to arrive at the effective gross income (EGI) for the subject property.
- 4) Deduct the estimated expenses and reserves to arrive at the estimated annual net operating income (NOI) for the subject property.
- 5) Capitalize the estimated annual net operating income at an appropriate overall capitalization rate to arrive at an estimate of the value of the subject property.

For purposes of our analysis, we will utilize the income, expense, and capitalization rate estimates derived above.

The following table illustrates our estimate using this approach to value:

Value, Income Approach			
Category	Current \$		
	Total	per Unit	per NRSF
Gross Potential Rent	\$399,360	\$7,680	\$11.97
Laundry and Vending	\$0	\$0	\$0.00
Interest Income	\$1,537	\$30	\$0.05
Tenant Charges	\$389	\$7	\$0.01
Other Income	\$505	\$10	\$0.02
Gross Potential Income	\$401,792	\$7,727	\$12.04
Vacancy & Collection Loss	\$24,107	\$464	\$0.72
Effective Gross Income	\$377,684	\$7,263	\$11.32
Total Maintenance & Operating	\$85,474	\$1,644	\$2.56
Total Utilities	\$25,567	\$492	\$0.77
Total Administrative	\$107,610	\$2,069	\$3.22
Total Taxes & Insurance	\$15,067	\$290	\$0.45
Replacement Reserves	\$20,235	\$389	\$0.61
Total Operating Expenses	\$253,953	\$4,884	\$7.61

Net Operating Income	\$123,731	\$2,379	\$3.71
Capitalization Rate	7.00%	7.00%	7.00%
Value, Indicated	\$1,767,589	\$33,992	\$52.96
Value, Income Approach	\$1,770,000	\$34,038	\$53.03

Source: Allen & Associates

As the table indicates, we estimate the value of the subject property as \$1,770,000 using the income approach.

**OPERATING EXPENSE ANALYSIS**

Category	Expense Comparables - \$/Unit									Historic Operations - \$/Unit						Sponsor's Budget			Appraiser's Estimate		
	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5	Min	Max	Avg		2012	2013	2014	Min	Max	Avg	Total	per Unit	per NRSF	Total	per Unit	per NRSF
Gross Potential Rent	\$7,326	\$7,374	\$6,210	\$6,185	\$6,218	\$6,185	\$7,374	\$6,663		\$4,580	\$4,612	\$1,800	\$1,800	\$4,612	\$3,664	\$397,295	\$7,640	\$11.90	\$399,360	\$7,680	\$11.97
Laundry and Vending	\$18	\$28	\$2	\$1	\$4	\$1	\$28	\$11		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0.00	\$0	\$0	\$0.00
Interest Income	\$3	\$0	\$2	\$2	\$0	\$0	\$3	\$2		\$51	\$30	\$8	\$8	\$51	\$30	\$0	\$0	\$0.00	\$1,537	\$30	\$0.05
Tenant Charges	\$165	\$319	\$67	\$173	\$126	\$67	\$319	\$170		\$14	\$7	\$1	\$1	\$14	\$7	\$0	\$0	\$0.00	\$389	\$7	\$0.01
Other Income	\$0	\$0	\$0	\$35	\$35	\$0	\$35	\$14		\$1	\$18	\$10	\$1	\$18	\$10	\$1,440	\$28	\$0.04	\$505	\$10	\$0.02
Gross Potential Income	\$7,513	\$7,722	\$6,282	\$6,396	\$6,383	\$6,282	\$7,722	\$6,859		\$4,646	\$4,666	\$1,819	\$1,819	\$4,666	\$3,711	\$398,735	\$7,668	\$11.95	\$401,792	\$7,727	\$12.04
Vacancy & Collection Loss	\$411	\$495	\$0	\$0	\$0	\$0	\$495	\$181		\$0	\$0	\$0	\$0	\$0	\$0	\$27,912	\$537	\$0.84	\$24,107	\$464	\$0.72
Effective Gross Income	\$7,102	\$7,226	\$6,282	\$6,396	\$6,383	\$6,282	\$7,226	\$6,678		\$4,646	\$4,666	\$1,819	\$1,819	\$4,666	\$3,711	\$370,823	\$7,131	\$11.11	\$377,684	\$7,263	\$11.32
Total Maintenance & Operating	\$1,290	\$1,233	\$1,910	\$1,333	\$1,268	\$1,233	\$1,910	\$1,407		\$1,729	\$1,910	\$2,004	\$1,729	\$2,004	\$1,881	\$86,660	\$1,667	\$2.60	\$85,474	\$1,644	\$2.56
Total Utilities	\$542	\$547	\$392	\$524	\$510	\$392	\$547	\$503		\$346	\$503	\$626	\$346	\$626	\$492	\$20,970	\$403	\$0.63	\$25,567	\$492	\$0.77
Total Administrative	\$1,710	\$1,928	\$1,647	\$1,854	\$1,631	\$1,631	\$1,928	\$1,754		\$1,999	\$2,549	\$2,606	\$1,999	\$2,606	\$2,385	\$111,748	\$2,149	\$3.35	\$107,610	\$2,069	\$3.22
Real Estate Taxes	\$217	\$216	\$0	\$433	\$398	\$0	\$433	\$253		\$138	\$128	\$117	\$117	\$138	\$128	\$7,944	\$153	\$0.24	\$6,638	\$128	\$0.20
Property & Liability Insurance	\$293	\$293	\$312	\$181	\$175	\$175	\$312	\$251		\$173	\$156	\$158	\$156	\$173	\$162	\$7,122	\$137	\$0.21	\$8,429	\$162	\$0.25
Replacement Reserves	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		\$0	\$0	\$0	\$0	\$0	\$0	\$20,235	\$389	\$0.61	\$20,235	\$389	\$0.61
Total Operating Expenses	\$4,053	\$4,216	\$4,262	\$4,326	\$3,981	\$3,981	\$4,326	\$4,168		\$4,385	\$5,244	\$5,511	\$4,385	\$5,511	\$5,047	\$254,679	\$4,898	\$7.63	\$253,953	\$4,884	\$7.61
Net Operating Income	\$3,049	\$3,010	\$2,020	\$2,070	\$2,401	\$2,020	\$3,049	\$2,510		\$262	-\$578	-\$3,692	-\$3,692	\$262	-\$1,336	\$116,144	\$2,234	\$3.48	\$123,731	\$2,379	\$3.71

Source: Allen & Associates

## Sales Comparison Approach

The sales comparison approach to value seeks to identify those sales or offerings that may be comparable in terms of condition, amenities, quality, age, location, type, timing, financing terms, and motivation of buyers and sellers. No two properties are precisely comparable so adjustments must be made to account for discernible differences. This approach generally reflects the actions of buyers and sellers in an active marketplace.

### Definition of the Sales Comparison Approach

According to The Appraisal of Real Estate, Twelfth Edition, (Appraisal Institute, 2001, p. 63).

The Sales Comparison Approach is most useful when a number of similar properties have recently been sold or are currently for sale in the subject property's market. Using this approach, an appraiser produces a value indication by comparing a subject property with similar properties, called comparable sales. The sale prices of the properties that are judged to be most comparable tend to indicate a range in which the value indication for the subject property will fall.

### Comparable Property Sales

In the previous section we presented capitalization rate data for multifamily sales in the general area. The transactions did not include any new or newly-renovated rent restricted properties, however. This is because deed restrictions for tax credit and bond financed properties (the most common rent restricted properties in the marketplace) prohibit resale for at least 15 years.

It is important to note that unrestricted market rate properties have different buyers, sellers, brokers, lenders, equity investors, management agents, operating income and expenses, and resident bases than restricted rent properties. As a result, sales of unrestricted market rate properties are usually not a good indication of value for rent restricted properties. Consequently, we do not place much weight on the values derived under this approach to value.

In this section we develop our sales comparables. We have elected to use sale price per unit as our unit of comparison. This is one of the most common units of comparison for analyzing multifamily sales. Analysis of the sales comparables involved direct adjustments to the sale prices. In the previous section we identified several transactions which are most similar to the subject property (based primarily on age and location). A summary of these sales is found below with the most comparable properties highlighted. Detailed write-ups are found in the Appendix of this report.

Sales Comparables							
Date	Property Name	Units	Cap Rate	Price	NOI	Price/Ut	NOI/Ut
22-Jan-15	University Crossing	48	6.55%	\$4,350,000	\$284,925	\$90,625	\$5,936
01-Dec-14	The Social	300	7.10%	\$21,950,000	\$1,558,450	\$73,167	\$5,195
15-Jan-14	Willow Creek	285	8.85%	\$10,583,333	\$936,625	\$37,135	\$3,286
15-Nov-13	Westshore Landing	112	7.28%	\$6,675,000	\$485,940	\$59,598	\$4,339
31-Oct-13	Whispering Pines	216	8.93%	\$10,400,000	\$928,720	\$48,148	\$4,300
12-Aug-13	Apartments at the Venue	618	5.36%	\$35,106,595	\$1,881,713	\$56,807	\$3,045
12-Aug-13	Village West	160	5.36%	\$5,700,000	\$305,520	\$35,625	\$1,910
27-Jun-13	Courtyard II	114	8.85%	\$7,978,000	\$706,053	\$69,982	\$6,193
10-Jun-10	Tamarack	160	9.10%	\$3,550,000	\$323,050	\$22,188	\$2,019

Source: Real Capital Analytics; Allen & Associates

### Adjustments

The following adjustments were employed in our analysis of comparable sales.

#### *Property Rights*

All of the transactions involved the transfer of the fee simple interest in the comparable properties and no adjustments were necessary.

*Financing Terms*

Each transaction was all cash. Therefore, no adjustments were necessary.

*Conditions of Sale*

All comparables were sold on an arm's length basis. Therefore, no further adjustments were made for conditions of sale.

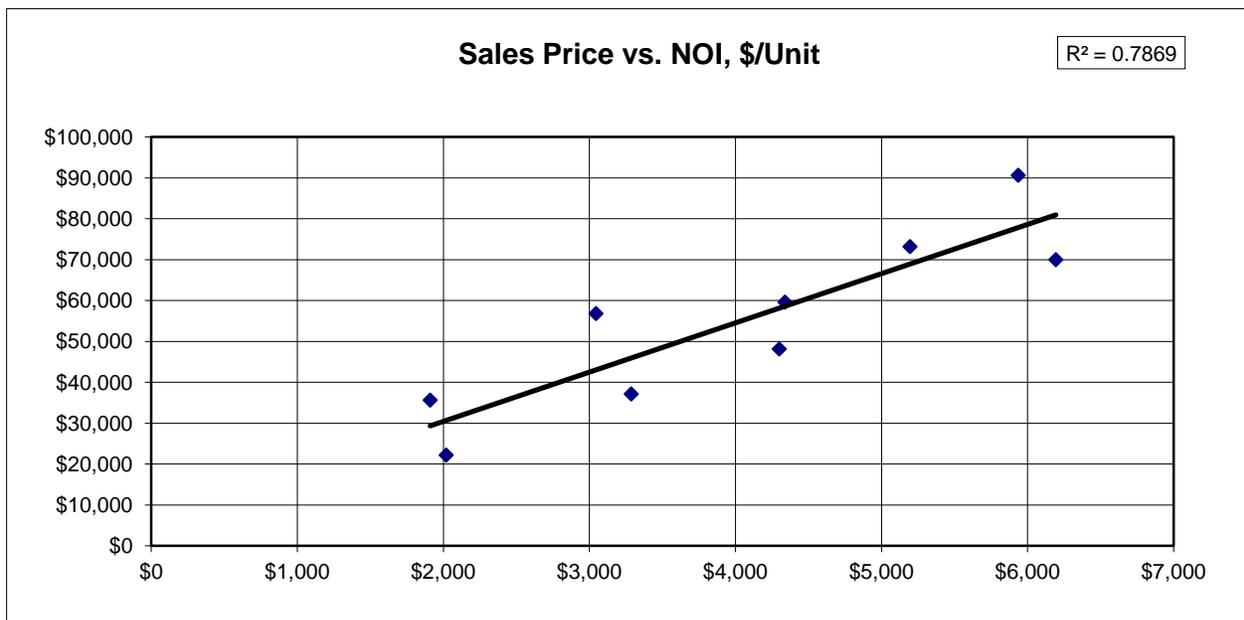
*Market Conditions*

The necessary adjustment for changing market conditions between the comparable dates of sale and the date of value have been incorporated as part of the economic characteristics adjustment. By comparing the net operating income (NOI) of each comparable with the projected NOI for the subject as of each date of value, we have included that element of the NOI that is due to changing market conditions.

*Economic Characteristics*

The economic characteristics adjustment accounts for all factors that affect the income potential of each comparable relative to that of the subject. By comparing the stabilized net operating income (NOI) of each comparable as of its date of sale with the NOI of the subject property, we account for all physical and economic elements that affect income and value. These elements include location, quality of construction, age and condition, rental rates, unit mix, and size.

The following graph shows the relationship between net operating income and sales price on a per unit basis:



The graph displays an R-squared, which is a correlation coefficient between the items plotted on the graph and the trend line they form. If, for example, all the items plotted fell exactly on the trend line, the R-squared would be 1.00, or a perfect 100 percent relationship. The chart above shows a high R-squared, suggesting a strong relationship between the variables.

The next step in our analysis was to make an economic adjustment between the most comparable properties and the subject property based on revenue production. In our analysis we use NOI per unit. Net operating income for the comparable properties are found above; net operating income for the subject property comes from the budget found in the income approach section of this valuation.

Our adjustment grid follows:

Economic Characteristic Adjustments					
Property Name	Comp NOI/Ut	Subj NOI/Ut	Adjustment	Comp Price/Ut	Adj Price/Ut
University Crossing	\$5,936	\$2,379	-59.91%	\$90,625	\$36,327
Willow Creek	\$3,286	\$2,379	-27.60%	\$37,135	\$26,886
Courtyard II	\$6,193	\$2,379	-61.58%	\$69,982	\$26,886
Sales Price per Unit, Minimum				\$37,135	\$26,886
Sales Price per Unit, Maximum				\$90,625	\$36,327
Sales Price per Unit, Average				\$65,914	\$30,033

Source: Real Capital Analytics; Allen & Associates

The adjustments give us guidance in formulating a final opinion of value using the sales comparison approach. The unadjusted sales price varies from \$37,135 to \$90,625 with an average of \$65,914 per unit. The adjusted sales varies from \$26,886 to \$36,327 with an average of \$30,033 per unit. Clearly, the adjustments for economic characteristics explain much of the variance in the unadjusted sale price.

These parameters are used in the following section to arrive at a final estimate of value for the subject property using the sales comparison approach.

#### Value Estimate

The per unit value estimates were used to estimate the value of the subject property utilizing the Sales Comparison Approach:

Value, Sales Comparison Approach	
Sales Price per Unit	
Sales Price per Unit, Minimum	\$26,886
Sales Price per Unit, Maximum	\$36,327
Sales Price per Unit, Average	\$30,033
Value per Unit, Concluded	\$30,000
Units	52
Value, Indicated	\$1,560,000
Value, Sales Comparison Approach	\$1,560,000

Source: Allen & Associates

As the table indicates, we estimate the value of the subject property as \$1,560,000 using the sales comparison approach to value.

## Cost Approach

The cost approach to value entails preparing an estimate of the value of the land and adding an estimate of the replacement cost of the building and improvements, less any physical, economic, or functional depreciation or obsolescence. Implicit in the cost approach is that a knowledgeable buyer would pay no more for a property than it would cost to replace.

### Definition of the Cost Approach

The Cost Approach is defined in The Appraisal of Real Estate, Twelfth Edition, (Appraisal Institute, 2001, p. 63) as:

In the cost approach, the value of a property is derived by adding the estimated value of the land to the current cost of constructing a reproduction or replacement for the improvements and then subtracting the amount of depreciation (i.e., deterioration and obsolescence) in the structures from all causes. Entrepreneurial profit and/or incentive may be included in the value indication. This approach is particularly useful in valuing new or nearly new improvements and properties that are not frequently exchanged in the market.

### Methodology

The cost approach is summarized below:

- 1) Estimate the value of the vacant land for the subject property at its highest & best use as discussed previously in this report.
- 2) Estimate the replacement cost for the building and improvements.
- 3) Add the replacement cost and the land value to estimate the total development cost – the total cost new – for the subject property, including entrepreneurial profit.
- 4) Estimate and deduct depreciation - including functional obsolescence, physical deterioration and external obsolescence – from total development costs to arrive at an estimate of value for the subject property.

Our discussion is broken down into the following subsections: (1) Land Value, (2) Replacement Cost, (3) Total Development Cost, (4) Depreciation, and (5) Valuation. We begin with our land value estimate.

### Land Value

The following table shows our estimate of land value using from the previous section:

Land Value	
Sales Price per Unit, Minimum	\$4,040
Sales Price per Unit, Maximum	\$4,160
Sales Price per Unit, Average	\$4,098
Land Value per Unit, Indicated	\$4,000
Units	52
Land Value, Indicated	\$208,000
Land Value, Concluded	\$210,000

Source: Allen & Associates

As our analysis shows, we estimate \$210,000 or \$4,000 per unit as the value of the subject property on an "as if vacant" basis.

### Replacement Cost

In this section we estimate the replacement cost of the subject property. We used Marshall Valuation Service for guidance with respect to these costs. Percentages for general requirements, builder's overhead, builder's profit, contingency, and developer's fees are typical for affordable housing developments. These percentages and the

owner cost estimates came from the appraiser's files for similar projects.

Our replacement cost estimate follows:

Category	Replacement Cost			Notes
	Total	per Unit	per GBSF	
Off-Site Improvements	\$0	\$0	\$0.00	
Site Work	\$443,456	\$8,528	\$12.50	\$10000/Ut+MVS Multipliers (S99)
Unit Structures (New)	\$2,228,025	\$42,847	\$62.80	MVS C/Avg (S12-P16)
Appliance Package	\$77,605	\$1,492	\$2.19	MVS Appliance/Avg (S12-P41)
Subtotal	\$2,749,086	\$52,867	\$77.49	
General Requirements	\$164,945	\$3,172	\$4.65	6% of Subtotal
Builder's Overhead	\$54,982	\$1,057	\$1.55	2% of Subtotal
Builder's Profit	\$219,927	\$4,229	\$6.20	8% of Subtotal
Bonding Fee	\$54,982	\$1,057	\$1.55	2% of Subtotal
Contingency	\$137,454	\$2,643	\$3.87	5% of Subtotal
Contractor Cost	\$3,381,376	\$65,026	\$95.31	
Building Permit	\$26,000	\$500	\$0.73	\$500/Ut from AAC Files
Arch./Engin. Design Fee	\$52,000	\$1,000	\$1.47	\$1000/Ut from AAC Files
Arch. Supervision Fee	\$13,000	\$250	\$0.37	\$250/Ut from AAC Files
Tap Fees	\$52,000	\$1,000	\$1.47	\$1000/Ut from AAC Files
Soil Borings	\$13,000	\$250	\$0.37	\$250/Ut from AAC Files
Construction Loan Fee	\$13,000	\$250	\$0.37	\$250/Ut from AAC Files
Construction Interest	\$26,000	\$500	\$0.73	\$500/Ut from AAC Files
Taxes During Construction	\$13,000	\$250	\$0.37	\$250/Ut from AAC Files
Insurance During Construction	\$13,000	\$250	\$0.37	\$250/Ut from AAC Files
Title and Recording	\$13,000	\$250	\$0.37	\$250/Ut from AAC Files
Legal Fees for Closing	\$13,000	\$250	\$0.37	\$250/Ut from AAC Files
Permanent Loan Fee	\$13,000	\$250	\$0.37	\$250/Ut from AAC Files
Environmental Study	\$2,500	\$48	\$0.07	\$2500 flat from AAC Files
Appraisal Fee	\$5,000	\$96	\$0.14	\$5000 flat from AAC Files
Market Study	\$5,000	\$96	\$0.14	\$5000 flat from AAC Files
Lease Up Reserve	\$182,000	\$3,500	\$5.13	\$3500/Ut from AAC Files
Owner Cost	\$454,500	\$8,740	\$12.81	
Subtotal	\$3,835,876	\$73,767	\$108.12	
Developer's Fees	\$383,588	\$7,377	\$10.81	10% of Subtotal
Replacement Cost	\$4,219,463	\$81,144	\$118.93	

Source: Marshall Valuation Service; Allen & Associates

Our analysis suggests a replacement cost of \$4,219,463 or \$81,144 per unit.

#### Total Development Cost

The following table shows our estimate of total development cost for the subject property:

	Total Development Cost	
	Total	\$/Unit
Replacement Cost	\$4,219,463	\$81,144
Land Value	\$210,000	\$4,038
Total Development Cost	\$4,429,463	\$85,182

Source: Allen & Associates

Our analysis suggests a total development cost of \$4,429,463 or \$85,182 per unit.

Depreciation

Depreciation, with respect to real estate, is considered a loss in value. A depreciation-based loss in value can result from two factors: obsolescence and physical deterioration.

Obsolescence exists in two forms: Functional and external. Functional obsolescence is any loss in value which results from an inherent deficiency existing from poor design, layout, improper orientation of the building site, etc., which detracts from the desirability or utility of the property. External obsolescence is the diminished utility arising from factors external to the property such as regulatory agreements, deed restrictions, economic forces or environmental changes that affect the supply/demand relationship in the market.

Physical deterioration exists in two forms: Curable and incurable. If the cost to cure can be recovered in the marketplace, the physical deterioration is considered curable. Otherwise, the physical deterioration is considered incurable.

Deed restrictions for tax credit and bond financed properties (the most common rent restricted properties in the marketplace) prohibit resale for at least 15 years. As a result, there are no sales of new or newly-renovated rent restricted properties from which to extract depreciation. Consequently, we estimated depreciation by partitioning net operating income. Our approach follows:

- 1) Apply the estimated capitalization rate for an unrestricted property (derived later in this report) to total development cost to arrive at the net operating income necessary to support the construction of the subject property. This is sometimes referred to as feasibility net operating income:

Total Development Cost	\$4,429,463
Cap Rate for Unrestricted Property	6.80%
<u>Net Operating Income, Feasibility</u>	<u>\$301,204</u>

- 2) Apply the estimated capitalization rate for vacant multifamily land to the vacant land value to arrive at the net operating income attributable to the land. Our land capitalization rate came from RealtyRates.com:

Land Value	\$210,000
Cap Rate, Vacant Land	5.00%
<u>Net Operating Income, Vacant Land</u>	<u>\$10,500</u>

- 3) Deduct the land net operating income (2) from the feasibility net operating income (1) to arrive at the net operating income necessary to support the replacement costs at the subject property:

Net Operating Income, Feasibility	\$301,204
<u>Net Operating Income, Vacant Land</u>	<u>\$10,500</u>
Net Operating Income, Replacement Costs	\$290,704

- 4) Deduct the land net operating income (2) from the net operating income derived in our income approach to arrive at the net operating income necessary to support the depreciated improvements at the subject property:

Net Operating Income, Income Approach	\$123,731
<u>Net Operating Income, Vacant Land</u>	<u>\$10,500</u>
Net Operating Income, Depreciated Improvements	\$113,231

- 5) Deduct the depreciated improvement net operating income (4) from the replacement cost net operating income (3) to arrive at the net operating income lost to depreciation at the subject property:

Net Operating Income, Replacement Costs	\$290,704
Net Operating Income, Depreciated Improvements	\$113,231
Net Operating Income, Lost to Depreciation	\$177,472

- 6) Divide the net operating income lost to depreciation (5) by the replacement cost net operating income (3) to arrive at the percentage of depreciation from all sources on an "as complete & stabilized" basis for the subject property:

Net Operating Income, Lost to Depreciation	\$177,472
Net Operating Income, Replacement Costs	\$290,704
Depreciation, All Sources %	61.0%

- 7) Multiply the percentage of depreciation from all sources (6) by replacement cost to arrive at the dollar amount of depreciation from all sources on an "as complete & stabilized" basis for the subject

Replacement Cost	\$4,219,463
Depreciation, All Sources %	61.0%
Depreciation, All Sources	\$2,575,951

Our analysis suggests \$2,575,951 of depreciation for the subject property on an "as complete & stabilized" basis. This figure includes obsolescence (functional and external) as well as physical deterioration (curable and incurable).

In the discussion that follows, we break depreciation out between obsolescence and physical deterioration. Our discussion begins with physical deterioration.

#### *Physical Deterioration*

In this section we estimate physical deterioration - the depreciation representing the curable and incurable physical wear and tear of the subject property. First, we estimate the percent of physical deterioration by dividing the post-renovation effective age by the anticipated useful life (50 years per Marshall Valuation Service). Then we apply the percent of physical deterioration to the replacement cost to arrive at the estimated physical deterioration for the subject property on an "as complete & stabilized" basis:

Physical Deterioration	
Useful Life (Years)	50
Effective Age (Years)	10
Replacement Cost	\$4,219,463
Physical Deterioration %	20%
Physical Deterioration	\$843,893

Source: Marshall Valuation Service; Allen & Associates

Our analysis suggests \$843,893 of physical deterioration for the subject property on an "as complete & stabilized" basis. Because the proposed renovation will resolve all curable items, this figure consists entirely of incurable physical deterioration.

#### *Functional Obsolescence*

Having reviewed the proposed plans for the subject property, and having reviewed and compared the subject to competitive rentals, we do not anticipate any functional obsolescence for the subject property. The development, amenities, and unit configurations are all positioned well within the competitive marketplace.

#### *External Obsolescence*

External obsolescence occurs when rents are not high enough to support construction costs. External obsolescence arises from factors external to the property such as regulatory agreements, deed restrictions,

economic forces or environmental changes that affect the supply/demand relationship in the market. Deducting physical deterioration and functional obsolescence from total depreciation yields external obsolescence for the subject property on an "as complete & stabilized" basis. Our estimate follows:

External Obsolescence	
Depreciation, All Sources	\$2,575,951
Physical Deterioration, Curable	\$0
Physical Deterioration, Incurable	\$843,893
Functional Obsolescence	\$0
<b>External Obsolescence</b>	<b>\$1,732,058</b>

Source: Allen & Associates

Our analysis suggests \$1,732,058 of external obsolescence for the subject property on an "as complete & stabilized" basis.

Valuation

The following table summarizes our valuation using the cost approach:

Value, Cost Approach	
Replacement Cost	\$4,219,463
Physical Deterioration, Curable	\$0
Physical Deterioration, Incurable	\$843,893
Functional Obsolescence	\$0
External Obsolescence	\$1,732,058
Depreciation, All Sources	\$2,575,951
Depreciated Cost of Improvements	\$1,643,513
Land Value	\$210,000
Value, Indicated	\$1,853,513
<b>Value, Cost Approach</b>	<b>\$1,855,000</b>

Source: Allen & Associates

We have analyzed the cost to buy vacant land and build a property offering the same utility as the subject property. All forms of depreciation have been considered. We estimate the value of the subject property via the cost approach to be \$1,855,000.

## Reconciliation

A discussion of the three approaches to value follows:

### Income Approach

This approach is the most reliable methodology for valuing income-producing real estate such as the subject property. Consequently, the income approach is considered the best indicator of value.

### Sales Comparison Approach

There are no sales of new or newly-renovated rent restricted properties to develop as rent- and income-restricted sales comparables. Consequently, we used unrestricted market rate properties in our sales comparison approach. As a result, we do not place much weight on the values derived under this approach to value.

### Cost Approach

We do not place much weight on the cost approach. This is because of the large amount of external obsolescence normally associated with projects like the subject property.

The estimated value of the subject property is shown below:

Value, Reconciled		
Approach	Weight	Value
Value, Income Approach	80%	\$1,770,000
Value, Sales Comparison Approach	10%	\$1,560,000
Value, Cost Approach	10%	\$1,855,000
Value, Reconciled		\$1,760,000
Marketing Time		12 Months
Exposure Time		12 Months

Source: Allen & Associates

As our analysis shows, we estimate \$1,760,000 as the market value of the property subject to restricted rents on an "as complete & stabilized" basis.

Please note: The values provided in this report are subject to the rent and financing assumptions, the construction or rehabilitation, and the operation of the subject property as set forth in this analysis. The conclusions are subject to the timing assumptions as described in this report.

The findings and conclusions reported are based on the conditions that exist as of the effective date of this report. These factors are subject to change and may alter, or otherwise affect the findings and conclusions presented in this report.

To the best of our knowledge, this report presents an accurate evaluation of market conditions for the subject property as of the effective date of this report. While this analysis is based upon information obtained from sources believed to be reliable, no guarantee is made of its accuracy.

## Supplemental Values

In this section we derive (1) the "as complete & stabilized" value subject to unrestricted rents, (2) the value associated with any favorable financing on the subject property, (3) the value of any additional debt capacity at the subject property, and (4) the value of the tax credits associated with the subject property. We begin our discussion by looking at the "as complete & stabilized" value subject to unrestricted rents:

### Value, As Complete & Stabilized, Unrestricted

In this section we derive an "as complete & stabilized" opinion of value for the subject property as of November 1, 2016 based on the hypothetical assumption that the subject is an unrestricted market rate property. The purpose of this exercise is to evaluate the effects of the rent restrictions on the subject property. We begin with our restricted rent pro forma (developed earlier) and make the following changes:

#### *Gross Potential Rent*

A total of \$399,360 per year. This amount reflects the following rents for the subject property:

Unit Type / Income Limit / Rent Limit	Gross Potential Rent					
	HOME	Subsidized	Units	Monthly Rent	Monthly GPR	Annual GPR
2BR-1BA-634sf / 60% of AMI / 60% of AMI	No	Yes	40	\$640	\$25,600	\$307,200
2BR-1BA-668sf / 60% of AMI / 60% of AMI	No	Yes	12	\$640	\$7,680	\$92,160
Total/Average			52	\$640	\$33,280	\$399,360

Source: Allen & Associates

These rents reflect unrestricted market rents for the subject property (introduced previously in this report).

#### *Vacancy & Collection Loss*

A total of \$28,125 per year. Our analysis assumes 7.0 percent of gross potential income versus 6.0 percent on a restricted rent basis. Our estimate is based on the performance of similar unrestricted properties in the marketplace (as set forth previously in the supply analysis section of this report).

#### *Total Maintenance & Operating*

A total of \$80,274 per year. Our analysis assumes \$5,200 in savings on an unrestricted basis. Our estimate is based on maintenance & operating expenses at similar properties in the marketplace.

#### *Total Administrative*

A total of \$102,410 per year. Our analysis assumes \$5,200 in savings on an unrestricted basis. Our estimate is based on administrative expenses at similar properties in the marketplace.

#### *Real Estate Taxes*

Our analysis assumes that the income approach is used to assess the subject property on an unrestricted basis. In our analysis we use a 6.80 percent capitalization rate, a 40.0 percent assessment ratio and a 4.135 percent tax rate. Applying these rates to the pro forma net operating income results in estimated taxes of \$26,755 per year on an unrestricted basis.

#### *Capitalization Rate*

Based on the most recent Commercial Loan Direct FNMA rates, a loan for the subject property in today's lending environment would carry a 4.76 percent rate, a 30-year amortization period, and an 10-year term. The debt coverage ratio and loan to value for this loan would come to 1.20 and 80 percent, respectively. This results in a loan constant of 0.063. Using the formula found above, we estimate a capitalization rate of 6.02 percent as found in the following table:

Capitalization Rate, Debt Coverage Ratio Method	
10-Year Treasury Rate	2.28%
Spread Over Base	2.48%
Interest Rate	4.76%
Amortization, Years	30
Term, Years	10
Debt Coverage Ratio, DCR	1.20
Loan to Value, M	80%
Loan Constant, Rm	0.063
Capitalization Rate, Debt Coverage Ratio Method	6.02%

Source: CLD FNMA Rates; RealtyRates.com

Using the loan constant of 0.063 from above, an equity dividend rate of 0.075 and a loan to value of 80 percent, we estimate a capitalization rate of 6.51 percent on an unrestricted basis using the band of investment method as found in the following table:

Capitalization Rate, Band of Investment Method	
10-Year Treasury Rate	2.28%
Spread Over Base	2.48%
Interest Rate	4.76%
Amortization, Years	30
Term, Years	10
Loan Constant, Rm	0.063
Equity Dividend Rate, Re	0.075
Loan to Value, M	80%
Equity to Value, (1-M)	20%
Capitalization Rate, Band of Investment Method	6.51%

Source: CLD FNMA Rates; RealtyRates.com

The following table sets forth our overall capitalization rate conclusion for the subject property on an unrestricted basis:

Capitalization Rate, Conclusion		
Approach	Weight	Value
Capitalization Rate, Market Extracted	33%	8.00%
Capitalization Rate, Debt Coverage Ratio Method	33%	6.02%
Capitalization Rate, Band of Investment Method	33%	6.51%
Capitalization Rate, Conclusion		6.80%

Source: Allen & Associates

The table shows a range of 6.02 to 8.0 percent. In our opinion, 6.80 percent is an appropriate capitalization rate for the subject property on an unrestricted basis.

In the table found below, we show these changes and the resulting effect of the rent restrictions on value:

The Effects of Rent Restrictions on Value

Category	As C&S, Restricted	As C&S, Unrestricted	Effect
Gross Potential Rent	\$399,360	\$399,360	\$0
Laundry and Vending	\$0	\$0	
Interest Income	\$1,537	\$1,537	
Tenant Charges	\$389	\$389	
Other Income	\$505	\$505	
Gross Potential Income	\$401,792	\$401,792	\$0
Vacancy & Collection Loss	\$24,107	\$28,125	\$4,018
Effective Gross Income	\$377,684	\$373,666	-\$4,018
Total Maintenance & Operating	\$85,474	\$80,274	-\$5,200
Total Utilities	\$25,567	\$25,567	\$0
Total Administrative	\$107,610	\$102,410	-\$5,200
Real Estate Taxes	\$6,638	\$26,755	\$20,117
Property & Liability Insurance	\$8,429	\$8,429	\$0
Replacement Reserves	\$20,235	\$20,235	\$0
Total Operating Expenses	\$253,953	\$263,670	\$9,717
Net Operating Income	\$123,731	\$109,996	-\$13,735
Cap Rate	7.00%	6.80%	-0.20%
Value	\$1,767,589	\$1,617,594	-\$149,995

Source: Allen & Associates

As the table indicates, we estimate that the rent restrictions have a -\$150,000 (rounded) impact on value. This leads us to the following hypothetical value conclusion for the subject property as if unrestricted:

Value, As Complete & Stabilized, Unrestricted	
Value, As Complete & Stabilized, Restricted	\$1,760,000
Effect of Rent Restrictions on Value	-\$150,000
Value, As Complete & Stabilized, Unrestricted	\$1,610,000

Source: Allen & Associates

### Favorable Financing

In this section we analyze the proposed sources of funds associated with this transaction in an effort to value any favorable financing. For purposes of this discussion, we define favorable financing as below-market debt including low-interest loans, grants and subordinated financing paid out of available cash flow.

#### *CB&T Permanent Loan*

The subject property includes a loan with an initial principal balance of \$268,041. The loan carries an interest rate of 5.50 percent. Based on the most recent Commercial Loan Direct FNMA rates, market rate financing for a fully-amortizing 30-year loan would carry an interest rate of 5.440 percent. In the discussion below we derive the value associated with the proposed financing.

The first step in our analysis is to calculate the present value of the monthly debt service saved over the term of an equivalent market rate loan (see the table below). We begin by subtracting the monthly loan payment at the borrower rate & terms (Line 9) from the monthly loan payment at the market rate & terms (Line 4). This figure, which represents monthly debt service saved (Line 11), is spread over the term of the market rate loan and discounted back at market rates to yield the present value of the monthly debt service saved (Line 14). Our calculations are found below with the corresponding HP 12c keystrokes for the reader's reference:

Present Value of Monthly Debt Service Saved			
Line	Amount	HP 12c	Description
1	\$268,041	PV	Initial Loan Balance
2	5.440%	g i	Interest Rate, Market
3	30	g n	Amortization, Market
4	\$1,512	PMT	Payment, Market Interest & Amortization
5			
6	\$268,041	PV	Initial Loan Balance
7	5.500%	g i	Interest Rate, Borrower
8	20	g n	Amortization, Borrower
9	\$1,844	PMT	Payment, Borrower Interest & Amortization
10			
11	-\$332	PMT	Monthly Debt Service Saved (Line 4 - Line 9)
12	5.440%	g i	Interest Rate, Market
13	30	g n	Term, Market
14	-\$58,860	PV	Present Value of Monthly Debt Service Saved

The next step in our analysis is to calculate the present value of the balloon payment of the loan at the end of the term of an equivalent market rate loan (see the table below). We begin by calculating the monthly payment at borrower rate & terms (Line 18). Next, we use this monthly payment to figure the future value of the balloon payment due at the end of the term of an equivalent market rate loan (Line 20). Finally, we discount this loan payment at market interest rates and terms to arrive at the present value of the balloon payment (Line 24). Our calculations are found below with the corresponding HP 12c keystrokes for the reader's reference:

Present Value of Balloon Payment			
Line	Amount	HP 12c	Description
15	\$268,041	PV	Initial Loan Balance
16	5.500%	g i	Interest Rate, Borrower
17	20	g n	Amortization, Borrower
18	\$1,844	PMT	Payment, Note Interest & Amortization
19	30	g n	Term, Market
20	\$0	FV	Balloon Payment at End of Term
21	\$0	PMT	Set Payment to \$0
22	5.440%	g i	Interest Rate, Market
23	30	g n	Term, Market
24	\$0	PV	Present Value of Balloon Payment

Finally, we subtract the present value of the balloon payment (Line 24) from the present value of the monthly debt service saved (Line 14) to arrive at the value associated with the loan at the proposed rates & terms as shown below:

Favorable Financing Value	
Present Value of Monthly Debt Service Saved	-\$58,860
Present Value of Balloon Payment	\$0
Indicated Value	-\$58,860
 Favorable Financing Value	 \$0

Our analysis suggests a favorable financing value of \$0 (rounded) for this proposed loan.

#### *HACG Acquisition Loan*

The subject property includes a loan with an initial principal balance of \$856,304. The loan carries an interest rate of 3.240 percent. Based on the most recent Commercial Loan Direct FNMA rates, market rate financing for a fully-amortizing 30-year loan would carry an interest rate of 5.440 percent. In the discussion below we derive

the value associated with the proposed financing.

The first step in our analysis is to calculate the present value of the monthly debt service saved over the term of an equivalent market rate loan (see the table below). We begin by subtracting the monthly loan payment at the borrower rate & terms (Line 9) from the monthly loan payment at the market rate & terms (Line 4). This figure, which represents monthly debt service saved (Line 11), is spread over the term of the market rate loan and discounted back at market rates to yield the present value of the monthly debt service saved (Line 14). Our calculations are found below with the corresponding HP 12c keystrokes for the reader's reference:

Present Value of Monthly Debt Service Saved			
Line	Amount	HP 12c	Description
1	\$856,304	PV	Initial Loan Balance
2	5.440%	g i	Interest Rate, Market
3	30	g n	Amortization, Market
4	\$4,830	PMT	Payment, Market Interest & Amortization
5			
6	\$856,304	PV	Initial Loan Balance
7	3.240%	g i	Interest Rate, Borrower
8	grant	g n	Amortization, Borrower
9	\$0	PMT	Payment, Borrower Interest & Amortization
10			
11	\$4,830	PMT	Monthly Debt Service Saved (Line 4 - Line 9)
12	5.440%	g i	Interest Rate, Market
13	30	g n	Term, Market
14	\$856,304	PV	Present Value of Monthly Debt Service Saved

The next step in our analysis is to calculate the present value of the balloon payment of the loan at the end of the term of an equivalent market rate loan (see the table below). We begin by calculating the monthly payment at borrower rate & terms (Line 18). Next, we use this monthly payment to figure the future value of the balloon payment due at the end of the term of an equivalent market rate loan (Line 20). Finally, we discount this loan payment at market interest rates and terms to arrive at the present value of the balloon payment (Line 24). Our calculations are found below with the corresponding HP 12c keystrokes for the reader's reference:

Present Value of Balloon Payment			
Line	Amount	HP 12c	Description
15	\$856,304	PV	Initial Loan Balance
16	3.240%	g i	Interest Rate, Borrower
17	grant	g n	Amortization, Borrower
18	\$0	PMT	Payment, Note Interest & Amortization
19	30	g n	Term, Market
20	\$0	FV	Balloon Payment at End of Term
21	\$0	PMT	Set Payment to \$0
22	5.440%	g i	Interest Rate, Market
23	30	g n	Term, Market
24	\$0	PV	Present Value of Balloon Payment

Finally, we subtract the present value of the balloon payment (Line 24) from the present value of the monthly debt service saved (Line 14) to arrive at the value associated with the loan at the proposed rates & terms as shown below:

Favorable Financing Value	
Present Value of Monthly Debt Service Saved	\$856,304
Present Value of Balloon Payment	\$0
Indicated Value	\$856,304

Our analysis suggests a favorable financing value of \$856,500 (rounded) for this proposed loan.

#### *HACG Subordinate Loan*

The subject property includes a loan with an initial principal balance of \$561,953. The loan carries an interest rate of 0.250 percent. Based on the most recent Commercial Loan Direct FNMA rates, market rate financing for a fully-amortizing 30-year loan would carry an interest rate of 5.440 percent. In the discussion below we derive the value associated with the proposed financing.

The first step in our analysis is to calculate the present value of the monthly debt service saved over the term of an equivalent market rate loan (see the table below). We begin by subtracting the monthly loan payment at the borrower rate & terms (Line 9) from the monthly loan payment at the market rate & terms (Line 4). This figure, which represents monthly debt service saved (Line 11), is spread over the term of the market rate loan and discounted back at market rates to yield the present value of the monthly debt service saved (Line 14). Our calculations are found below with the corresponding HP 12c keystrokes for the reader's reference:

Present Value of Monthly Debt Service Saved			
Line	Amount	HP 12c	Description
1	\$561,953	PV	Initial Loan Balance
2	5.440%	g i	Interest Rate, Market
3	30	g n	Amortization, Market
4	\$3,170	PMT	Payment, Market Interest & Amortization
5			
6	\$561,953	PV	Initial Loan Balance
7	0.250%	g i	Interest Rate, Borrower
8	grant	g n	Amortization, Borrower
9	\$0	PMT	Payment, Borrower Interest & Amortization
10			
11	\$3,170	PMT	Monthly Debt Service Saved (Line 4 - Line 9)
12	5.440%	g i	Interest Rate, Market
13	30	g n	Term, Market
14	\$561,953	PV	Present Value of Monthly Debt Service Saved

The next step in our analysis is to calculate the present value of the balloon payment of the loan at the end of the term of an equivalent market rate loan (see the table below). We begin by calculating the monthly payment at borrower rate & terms (Line 18). Next, we use this monthly payment to figure the future value of the balloon payment due at the end of the term of an equivalent market rate loan (Line 20). Finally, we discount this loan payment at market interest rates and terms to arrive at the present value of the balloon payment (Line 24). Our calculations are found below with the corresponding HP 12c keystrokes for the reader's reference:

Present Value of Balloon Payment			
Line	Amount	HP 12c	Description
15	\$561,953	PV	Initial Loan Balance
16	0.250%	g i	Interest Rate, Borrower
17	grant	g n	Amortization, Borrower
18	\$0	PMT	Payment, Note Interest & Amortization
19	30	g n	Term, Market
20	\$0	FV	Balloon Payment at End of Term
21	\$0	PMT	Set Payment to \$0
22	5.440%	g i	Interest Rate, Market
23	30	g n	Term, Market
24	\$0	PV	Present Value of Balloon Payment

Finally, we subtract the present value of the balloon payment (Line 24) from the present value of the monthly debt service saved (Line 14) to arrive at the value associated with the loan at the proposed rates & terms as shown below:

Favorable Financing Value	
Present Value of Monthly Debt Service Saved	\$561,953
Present Value of Balloon Payment	\$0
Indicated Value	\$561,953
 Favorable Financing Value	 \$562,000

Our analysis suggests a favorable financing value of \$562,000 (rounded) for this proposed loan.

### Tax Credit Equity

In this section we estimate the value of the tax credits associated with the subject property. *Tax Credit Advisor* tracks national equity pricing and publishes annual statistics for the affordable housing industry. According to *Tax Credit Advisor*, federal equity pricing for most deals today range from \$0.80 to \$1.00. State tax credit pricing ranges from \$0.50 to \$0.70. Our estimate of tax credit equity value is found below:

Value, Tax Credit Equity	
Annual Tax Credit, Federal	\$125,636
Recovery Period, Years	10
Total Tax Credit, Federal	\$1,256,360
Equity Dollars per Credit, Federal	\$0.960
Gross Tax Credit Equity, Federal	\$1,206,105
Percentage of Ownership Entity	99.99%
Indicated Value, Tax Credit Equity, Federal	\$1,205,985
 Total Tax Credit, State	 \$1,256,360
Equity Dollars per Credit, State	\$0.650
Gross Tax Credit Equity, State	\$816,634
Percentage of Ownership Entity	99.99%
Indicated Value, Tax Credit Equity, State	\$816,552
 Value, Tax Credit Equity	 \$2,025,000

Source: Tax Credit Advisor; Allen & Associates

Our analysis suggests a tax credit equity value of \$2,025,000.

Please note: The values provided in this report are subject to the rent and financing assumptions, the construction or rehabilitation, and the operation of the subject property as set forth in this analysis. The conclusions are subject to the timing assumptions as described in this report.

The findings and conclusions reported are based on the conditions that exist as of the effective date of this report. These factors are subject to change and may alter, or otherwise affect the findings and conclusions presented in this report.

To the best of our knowledge, this report presents an accurate evaluation of market conditions for the subject property as of the effective date of this report. While this analysis is based upon information obtained from sources believed to be reliable, no guarantee is made of its accuracy.

## VALUATION, AS IS

In this section we derive an “as is” opinion of value of the subject property for August 5, 2015. Our analysis addresses the three traditional approaches to value: The income approach, the sales comparison approach, and the cost approach. Consistent with our Highest & Best Use Analysis, our valuation assumes conversion to an unrestricted market rate property. Our discussion begins with the income approach.

### **Income Approach**

In this section we will use the income approach to estimate the value of the subject property. The income approach estimates the present value of future financial benefits that can be derived from ownership.

We will use the direct capitalization method in our analysis. After ascertaining the net operating income that can reasonably be expected from the property by competent management, the net operating income is capitalized using a rate appropriate to investments of a similar type and category.

Our discussion begins with the definition of the income approach.

#### Definition of the Income Approach

The income approach is defined in The Appraisal of Real Estate, Twelfth Edition, (Appraisal Institute, 2001, p. 64) as:

The present value of the future benefits of property ownership is measured. A property's income streams and its resale value upon reversion may be capitalized into a current, lump-sum value.

#### Methodology

Our analysis began with a detailed review of similar properties in order to evaluate the likely operating characteristics of the subject property. Our review included a market rent analysis (found in the Rent Comparability Analysis Section of this report) and an operating expense analysis (found after this section).

In the discussion that follows we will develop an estimate of the value of the proposed development using the direct capitalization method. Our discussion is broken down into the following subsections: (1) Effective Gross Income Estimate, (2) Total Operating Expense Estimate, (3) Overall Capitalization Rate Estimate, and (4) Direct Capitalization Method. We begin with our effective gross income estimate.

#### Effective Gross Income Estimate

Our effective gross income estimate consists of the following components:

##### *Gross Potential Rent*

A total of \$352,560 per year. This amount reflects the following rents for the subject property:

Unit Type / Income Limit / Rent Limit	Gross Potential Rent			Monthly Rent	Monthly GPR	Annual GPR
	HOME	Subsidized	Units			
2BR / 1BA / 634sf / 60% of AMI / 60% of AMI	No	Yes	40	\$565	\$22,600	\$271,200
2BR / 1BA / 668sf / 60% of AMI / 60% of AMI	No	Yes	12	\$565	\$6,780	\$81,360
<b>Total/Average</b>			<b>52</b>	<b>\$565</b>	<b>\$29,380</b>	<b>\$352,560</b>

Source: Allen & Associates

These rents reflect the "as is" unrestricted market rate rents for the subject property.

##### *Laundry and Vending*

A total of \$0 per year or \$0 per unit.

*Interest Income*

A total of \$1,537 per year or \$30 per unit.

*Tenant Charges*

A total of \$389 per year or \$7 per unit.

*Other Income*

A total of \$505 per year or \$10 per unit.

*Vacancy & Collection Loss*

A total of \$24,849 per year or \$478 per unit. Our analysis assumes 5.0 percent of gross potential income in vacancy loss and 2.0 percent of gross potential income in collection loss. Our vacancy loss estimate is based on the historic performance of the subject property. Our collection loss estimate is based on discussions with owners of properties similar to the subject property.

Our effective gross income estimate comes to \$330,142 per year or \$6,349 per unit. Our estimate represents amounts in current dollars.

Total Operating Expense Estimate

In this section we will develop a total operating expense estimate for the subject property. Our pro forma, which analyzes operating expenses on a per unit basis, is included at the end of this section.

Our total operating expense estimate consists of the following components:

*Total Maintenance & Operating*

A total of \$73,152 per year or \$1,407 per unit.

Includes maintenance & repairs payroll, maintenance & repairs supply, maintenance & repairs contract, painting & decorating, snow removal, elevator maintenance/contract, grounds, services, furniture & furniture replacement, and other operating expenses.

*Total Utilities*

A total of \$25,567 per year or \$492 per unit.

Includes electricity, water, sewer, fuel, garbage & trash removal, and other utilities.

*Total Administrative*

A total of \$91,213 per year or \$1,754 per unit.

Includes site management payroll, management fee, project audit expense, project bookkeeping/accounting, legal expenses, advertising, telephone & answering service, office supplies, office furniture & equipment, training expense, health insurance & other benefits, payroll taxes, workman's compensation, and other administrative expenses.

*Total Taxes & Insurance*

A total of \$15,067 per year or \$290 per unit.

Includes real estate taxes, special assessments, other taxes, property & liability insurance, fidelity coverage insurance, and other insurance.

Our tax estimate is based on the income approach. Applying a 7.40 percent capitalization rate, a 40.0 percent assessment ratio and a 4.135 percent tax rate to the pro forma net operating income results in estimated taxes of \$19,324 per year or \$372 per unit.

### Replacement Reserves

A total of \$26,000 per year or \$500 per unit. Our replacement reserve estimate is based on the historic operation of the subject property and the replacement reserve levels for comparable properties.

Our total operating expense estimate comes to \$243,685 per year or \$4,686 per unit.

Based on our review, we have concluded that our pro forma expense budget is a reasonable estimate of operating expenses for purposes of the analysis that follows. Our estimates represent amounts in current dollars.

Our pro forma operating budget is found at the end of this section. A cash flow projection is also provided.

### Capitalization Rate Estimate

In this section we derive an overall capitalization rate opinion for the subject property. Our analysis utilizes the following methods of estimating capitalization rates: (1) Market Extraction; (2) The Debt Service Coverage Method, and (3) The Band of Investment Method. Our discussion begins with market extracted capitalization rates:

#### Market Extraction

In the table below we present capitalization rates from a number of recent sales in the region. In our opinion, the highlighted transactions are most similar to the subject property. In our opinion, the data gives us a good indication of how investors value multifamily properties in the region.

Capitalization Rate, Market Extracted					
Date	Property Name	City, State, Zip	Units	Year Built	Cap Rate
22-Jan-15	University Crossing	Columbus, GA 31907	48	2009	6.55%
01-Dec-14	The Social	Auburn, AL 36832	300	2003	7.10%
15-Jan-14	Willow Creek	Columbus, GA 31906	285	1968	8.85%
15-Nov-13	Westshore Landing	Auburn, AL 36830	112	1987	7.28%
31-Oct-13	Whispering Pines	Lagrange, GA 30241	216	1982	8.93%
12-Aug-13	Apartments at the Venue	Valley, AL 36854	618	2009	5.36%
12-Aug-13	Village West	Auburn, AL 36832	160	1980	5.36%
27-Jun-13	Courtyard II	Columbus, GA 31907	114	1970	8.85%
10-Jun-10	Tamarack	Auburn, AL 36832	160	1974	9.10%
Market Extracted, Minimum					6.55%
Market Extracted, Maximum					8.85%
Market Extracted, Average					8.08%
Capitalization Rate, Market Extracted					8.10%

Source: Real Capital Analytics

As the table shows, capitalization rates for the highlighted transactions range from 6.55 percent to 8.85 percent. This suggests an overall capitalization rate of 8.10 percent.

#### Debt Coverage Ratio Method

Lender underwriting criteria normally include a minimum debt coverage ratio and a maximum loan to value for specific property types. Given these criteria, together with the loan constant for the proposed financing, it is possible to estimate the lender's implicit capitalization rate for the specific property. The lender method uses the following formula:

$$R_o = R_m * DCR * M$$

Where:

Rm = loan constant  
 DCR = debt coverage ratio  
 M = loan to value

We anticipate that in today's lending environment a loan for the subject property in its "as is" condition would carry a 6.03 percent rate (a 1 percent premium over the rate for a new or newly-renovated property), a 30-year amortization period, and an 10-year term. The debt coverage ratio and loan to value for this loan would come to 1.20 and 80 percent, respectively. This results in a loan constant of 0.072. Using the formula found above, we estimate a capitalization rate of 6.93 percent as found in the following table:

Capitalization Rate, Debt Coverage Ratio Method	
10-Year Treasury Rate	2.28%
Spread Over Base	3.75%
Interest Rate	6.03%
Amortization, Years	30
Term, Years	10
Debt Coverage Ratio, DCR	1.20
Loan to Value, M	80%
Loan Constant, Rm	0.072
<b>Capitalization Rate, Debt Coverage Ratio Method</b>	<b>6.93%</b>

Source: CLD FNMA Rates; RealtyRates.com

*Band-of-Investment Method*

The band of investment method uses current mortgage and equity requirements to estimate an overall capitalization rate. The loan constant and the equity dividend rate are weighted and combined to arrive at an estimate of the overall rate. The band of investment technique uses the following formula:

$$Ro = (M * Rm) + [(1-M) * Re]$$

Where:

Ro = the overall rate  
 Rm = loan constant  
 M = loan to value ratio  
 Re = equity dividend rate

Using the loan constant of 0.072 from above, an equity dividend rate of 0.075 (based on the most recent RealtyRates.com Investor Survey), and a loan to value of 80 percent, we estimate a capitalization rate of 7.27 percent using the band of investment method as found in the following table:

Capitalization Rate, Band of Investment Method	
10-Year Treasury Rate	2.28%
Spread Over Base	3.75%
Interest Rate	6.03%
Amortization, Years	30
Term, Years	10
Loan Constant, Rm	0.072
Equity Dividend Rate, Re	0.075
Loan to Value, M	80%
Equity to Value, (1-M)	20%
<b>Capitalization Rate, Band of Investment Method</b>	<b>7.27%</b>

Source: CLD FNMA Rates; RealtyRates.com

*Capitalization Rate Conclusion*

The following table sets forth our overall capitalization rate conclusion for the subject property using the methods described above:

Capitalization Rate, Conclusion		
Approach	Weight	Value
Capitalization Rate, Market Extracted	33%	8.10%
Capitalization Rate, Debt Coverage Ratio Method	33%	6.93%
Capitalization Rate, Band of Investment Method	33%	7.27%
Capitalization Rate, Conclusion		7.40%

Source: Allen & Associates

The table shows a range of 6.93 to 8.10 percent. In our opinion, 7.40 percent is an appropriate capitalization rate for the subject property.

Value Estimate

In this section we will estimate the value of the subject property using the direct capitalization method. This technique is summarized below:

- 1) Estimate of the total rental income which the property is capable of producing based on allowable rental rates.
- 2) Add the estimated income from other sources to arrive at gross potential income (GPI) for the subject property.
- 3) Deduct an appropriate vacancy and collection loss factor to arrive at the effective gross income (EGI) for the subject property.
- 4) Deduct the estimated expenses and reserves to arrive at the estimated annual net operating income (NOI) for the subject property.
- 5) Capitalize the estimated annual net operating income at an appropriate overall capitalization rate to arrive at an estimate of the value of the complete and stabilized

For purposes of our analysis, we will utilize the income, expense, and capitalization rate estimates derived above.

The following table illustrates our estimate using this approach to value:

Value, Income Approach			
Category	Current \$		
	Total	per Unit	per NRSF
Gross Potential Rent	\$352,560	\$6,780	\$10.56
Laundry and Vending	\$0	\$0	\$0.00
Interest Income	\$1,537	\$30	\$0.05
Tenant Charges	\$389	\$7	\$0.01
Other Income	\$505	\$10	\$0.02
Gross Potential Income	\$354,992	\$6,827	\$10.64
Vacancy & Collection Loss	\$24,849	\$478	\$0.74
Effective Gross Income	\$330,142	\$6,349	\$9.89
Total Maintenance & Operating	\$73,152	\$1,407	\$2.19
Total Utilities	\$25,567	\$492	\$0.77
Total Administrative	\$91,213	\$1,754	\$2.73
Total Taxes & Insurance	\$15,067	\$290	\$0.45
Replacement Reserves	\$26,000	\$500	\$0.78
Total Operating Expenses	\$243,685	\$4,686	\$7.30

Net Operating Income	\$86,457	\$1,663	\$2.59
Capitalization Rate	7.40%	7.40%	7.40%
Value, Indicated	\$1,168,340	\$22,468	\$35.01
Value, Income Approach	\$1,170,000	\$22,500	\$35.06

Source: Allen & Associates

As the table indicates, we estimate the value of the subject property as \$1,170,000 using the income approach.

**OPERATING EXPENSE ANALYSIS**

Category	Expense Comparables - \$/Unit									Historic Operations - \$/Unit						Appraiser's Estimate		
	Comp 1	Comp 2	Comp 3	Comp 4	Comp 5	Min	Max	Avg	2012	2013	2014	Min	Max	Avg	Total	per Unit	per NRSF	
Gross Potential Rent	\$7,326	\$7,374	\$6,210	\$6,185	\$6,218	\$6,185	\$7,374	\$6,663	\$4,580	\$4,612	\$1,800	\$1,800	\$4,612	\$3,664	\$352,560	\$6,780	\$10.56	
Laundry and Vending	\$18	\$28	\$2	\$1	\$4	\$1	\$28	\$11	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0.00	
Interest Income	\$3	\$0	\$2	\$2	\$0	\$0	\$3	\$2	\$51	\$30	\$8	\$8	\$51	\$30	\$1,537	\$30	\$0.05	
Tenant Charges	\$165	\$319	\$67	\$173	\$126	\$67	\$319	\$170	\$14	\$7	\$1	\$1	\$14	\$7	\$389	\$7	\$0.01	
Other Income	\$0	\$0	\$0	\$35	\$35	\$0	\$35	\$14	\$1	\$18	\$10	\$1	\$18	\$10	\$505	\$10	\$0.02	
Gross Potential Income	\$7,513	\$7,722	\$6,282	\$6,396	\$6,383	\$6,282	\$7,722	\$6,859	\$4,646	\$4,666	\$1,819	\$1,819	\$4,666	\$3,711	\$354,992	\$6,827	\$10.64	
Vacancy & Collection Loss	\$411	\$495	\$0	\$0	\$0	\$0	\$495	\$181	\$0	\$0	\$0	\$0	\$0	\$0	\$24,849	\$478	\$0.74	
Effective Gross Income	\$7,102	\$7,226	\$6,282	\$6,396	\$6,383	\$6,282	\$7,226	\$6,678	\$4,646	\$4,666	\$1,819	\$1,819	\$4,666	\$3,711	\$330,142	\$6,349	\$9.89	
Total Maintenance & Operating	\$1,290	\$1,233	\$1,910	\$1,333	\$1,268	\$1,233	\$1,910	\$1,407	\$1,729	\$1,910	\$2,004	\$1,729	\$2,004	\$1,881	\$73,152	\$1,407	\$2.19	
Total Utilities	\$542	\$547	\$392	\$524	\$510	\$392	\$547	\$503	\$346	\$503	\$626	\$346	\$626	\$492	\$25,567	\$492	\$0.77	
Total Administrative	\$1,710	\$1,928	\$1,647	\$1,854	\$1,631	\$1,631	\$1,928	\$1,754	\$1,999	\$2,549	\$2,606	\$1,999	\$2,606	\$2,385	\$91,213	\$1,754	\$2.73	
Real Estate Taxes	\$217	\$216	\$0	\$433	\$398	\$0	\$433	\$253	\$138	\$128	\$117	\$117	\$138	\$128	\$19,324	\$372	\$0.58	
Property & Liability Insurance	\$293	\$293	\$312	\$181	\$175	\$175	\$312	\$251	\$173	\$156	\$158	\$156	\$173	\$162	\$8,429	\$162	\$0.25	
Replacement Reserves	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$26,000	\$500	\$0.78	
Total Operating Expenses	\$4,053	\$4,216	\$4,262	\$4,326	\$3,981	\$3,981	\$4,326	\$4,168	\$4,385	\$5,244	\$5,511	\$4,385	\$5,511	\$5,047	\$243,685	\$4,686	\$7.30	
Net Operating Income	\$3,049	\$3,010	\$2,020	\$2,070	\$2,401	\$2,020	\$3,049	\$2,510	\$262	-\$578	-\$3,692	-\$3,692	\$262	-\$1,336	\$86,457	\$1,663	\$2.59	

Source: Allen & Associates

## Sales Comparison Approach

The sales comparison approach to value seeks to identify those sales or offerings that may be comparable in terms of condition, amenities, quality, age, location, type, timing, financing terms, and motivation of buyers and sellers. No two properties are precisely comparable so adjustments must be made to account for discernible differences. This approach generally reflects the actions of buyers and sellers in an active marketplace.

### Definition of the Sales Comparison Approach

According to The Appraisal of Real Estate, Twelfth Edition, (Appraisal Institute, 2001, p. 63).

The Sales Comparison Approach is most useful when a number of similar properties have recently been sold or are currently for sale in the subject property's market. Using this approach, an appraiser produces a value indication by comparing a subject property with similar properties, called comparable sales. The sale prices of the properties that are judged to be most comparable tend to indicate a range in which the value indication for the subject property will fall.

### Comparable Property Sales

In this section we develop our sales comparables. We have elected to use sale price per unit as our unit of comparison. This is one of the most common units of comparison for analyzing multifamily sales. Analysis of the sales comparables involved direct adjustments to the sale prices. In the previous section we identified several transactions which are most similar to the subject property (based primarily on age and location). A summary of these sales is found below with the most comparable properties highlighted. Detailed write-ups are found in the Appendix of this report.

Sales Comparables							
Date	Property Name	Units	Cap Rate	Price	NOI	Price/Ut	NOI/Ut
22-Jan-15	University Crossing	48	6.55%	\$4,350,000	\$284,925	\$90,625	\$5,936
01-Dec-14	The Social	300	7.10%	\$21,950,000	\$1,558,450	\$73,167	\$5,195
15-Jan-14	Willow Creek	285	8.85%	\$10,583,333	\$936,625	\$37,135	\$3,286
15-Nov-13	Westshore Landing	112	7.28%	\$6,675,000	\$485,940	\$59,598	\$4,339
31-Oct-13	Whispering Pines	216	8.93%	\$10,400,000	\$928,720	\$48,148	\$4,300
12-Aug-13	Apartments at the Venue	618	5.36%	\$35,106,595	\$1,881,713	\$56,807	\$3,045
12-Aug-13	Village West	160	5.36%	\$5,700,000	\$305,520	\$35,625	\$1,910
27-Jun-13	Courtyard II	114	8.85%	\$7,978,000	\$706,053	\$69,982	\$6,193
10-Jun-10	Tamarack	160	9.10%	\$3,550,000	\$323,050	\$22,188	\$2,019

Source: Real Capital Analytics; Allen & Associates

### Adjustments

The following adjustments were employed in our analysis of comparable sales.

#### *Property Rights*

All of the transactions involved the transfer of the fee simple interest in the comparable properties and no adjustments were necessary.

#### *Financing Terms*

Each transaction was all cash. Therefore, no adjustments were necessary.

#### *Conditions of Sale*

All comparables were sold on an arm's length basis. Therefore, no further adjustments were made for conditions of sale.

#### *Market Conditions*

The necessary adjustment for changing market conditions between the comparable dates of sale and the date of value have been incorporated as part of the economic characteristics adjustment. By comparing the net

operating income (NOI) of each comparable with the projected NOI for the subject as of each date of value, we have included that element of the NOI that is due to changing market conditions.

*Economic Characteristics*

The economic characteristics adjustment accounts for all factors that affect the income potential of each comparable relative to that of the subject. By comparing the stabilized net operating income (NOI) of each comparable as of its date of sale with the NOI of the subject property, we account for all physical and economic elements that affect income and value. These elements include location, quality of construction, age and condition, rental rates, unit mix, and size.

The following graph shows the relationship between net operating income and sales price on a per unit basis:



The graph displays an R-squared, which is a correlation coefficient between the items plotted on the graph and the trend line they form. If, for example, all the items plotted fell exactly on the trend line, the R-squared would be 1.00, or a perfect 100 percent relationship. The chart above shows a high R-squared, suggesting a strong relationship between the variables.

The next step in our analysis was to make an economic adjustment between the most comparable properties and the subject property based on revenue production. In our analysis we use NOI per unit. Net operating income for the comparable properties are found above; net operating income for the subject property comes from the budget found in the income approach section of this valuation.

Our adjustment grid follows:

Property Name	Economic Characteristic Adjustments			Comp Price/Ut	Adj Price/Ut
	Comp NOI/Ut	Subj NOI/Ut	Adjustment		
University Crossing	\$5,936	\$1,663	-71.99%	\$90,625	\$25,384
Willow Creek	\$3,286	\$1,663	-49.41%	\$37,135	\$18,787
Courtyard II	\$6,193	\$1,663	-73.15%	\$69,982	\$18,787
Sales Price per Unit, Minimum				\$37,135	\$18,787
Sales Price per Unit, Maximum				\$90,625	\$25,384
Sales Price per Unit, Average				\$65,914	\$20,986

Source: Real Capital Analytics; Allen & Associates

The adjustments give us guidance in formulating a final opinion of value using the sales comparison approach. The unadjusted sales price varies from \$37,135 to \$90,625 with an average of \$65,914 per unit. The adjusted sales varies from \$18,787 to \$25,384 with an average of \$20,986 per unit. Clearly, the adjustments for economic characteristics explain much of the variance in the unadjusted sale price.

These parameters are used in the following section to arrive at a final estimate of value for the subject property using the sales comparison approach.

Value Estimate

The per unit value estimates were used to estimate the value of the subject property utilizing the Sales Comparison Approach:

Value, Sales Comparison Approach	
Sales Price per Unit	
Sales Price per Unit, Minimum	\$18,787
Sales Price per Unit, Maximum	\$25,384
Sales Price per Unit, Average	\$20,986
Value per Unit, Concluded	\$21,000
Units	52
Value, Indicated	\$1,092,000
Value, Sales Comparison Approach	\$1,090,000

Source: Allen & Associates

As the table indicates, we estimate the value of the subject property as \$1,090,000 using the sales comparison approach to value.

## Cost Approach

The cost approach to value entails preparing an estimate of the value of the land and adding an estimate of the replacement cost of the building and improvements, less any physical, economic, or functional depreciation or obsolescence. Implicit in the cost approach is that a knowledgeable buyer would pay no more for a property than it would cost to replace.

### Definition of the Cost Approach

The Cost Approach is defined in The Appraisal of Real Estate, Twelfth Edition, (Appraisal Institute, 2001, p. 63) as:

In the cost approach, the value of a property is derived by adding the estimated value of the land to the current cost of constructing a reproduction or replacement for the improvements and then subtracting the amount of depreciation (i.e., deterioration and obsolescence) in the structures from all causes. Entrepreneurial profit and/or incentive may be included in the value indication. This approach is particularly useful in valuing new or nearly new improvements and properties that are not frequently exchanged in the market.

### Methodology

The cost approach is summarized below:

- 1) Estimate the value of the vacant land for the subject property at its highest & best use as discussed previously in this report.
- 2) Estimate the replacement cost for the building and improvements.
- 3) Add the replacement cost and the land value to estimate the total development cost – the total cost new – for the subject property, including entrepreneurial profit.
- 4) Estimate and deduct depreciation - including functional obsolescence, physical deterioration and external obsolescence – from total development costs to arrive at an estimate of value for the subject property.

Our discussion is broken down into the following subsections: (1) Land Value, (2) Replacement Cost, (3) Total Development Cost, (4) Depreciation, and (5) Valuation. We begin with our land value estimate.

### Land Value

Our land value estimate was derived previously in the "as complete & stabilized" section of this report.

As our analysis shows, we estimate \$210,000 or \$4,038 per unit as the value of the subject property on an "as if vacant" basis.

### Replacement Cost

Our replacement cost estimate was derived previously in the "as complete & stabilized" section of this report.

As our analysis shows, we estimate \$4,219,463 or \$81,144 per unit.

### Total Development Cost

The following table shows our estimate of total development cost for the subject property:

Total Development Cost		
	Total	\$/Unit
Replacement Cost	\$4,219,463	\$81,144
Land Value	\$210,000	\$4,038
Total Development Cost	\$4,429,463	\$85,182

Source: Allen & Associates

Our analysis suggests a total development cost of \$4,429,463 or \$85,182 per unit.

## Depreciation

Depreciation, with respect to real estate, is considered a loss in value. A depreciation-based loss in value can result from two factors: obsolescence and physical deterioration.

Obsolescence exists in two forms: Functional and external. Functional obsolescence is any loss in value which results from an inherent deficiency existing from poor design, layout, improper orientation of the building site, etc., which detracts from the desirability or utility of the property. External obsolescence is the diminished utility arising from factors external to the property such as regulatory agreements, deed restrictions, economic forces or environmental changes that affect the supply/demand relationship in the market.

Physical deterioration exists in two forms: Curable and incurable. If the cost to cure can be recovered in the marketplace, the physical deterioration is considered curable. Otherwise, the physical deterioration is considered incurable.

In the discussion below we estimate depreciation by partitioning net operating income. Our approach follows:

- 1) Apply the estimated capitalization rate for an unrestricted property (derived later in this report) to total development cost to arrive at the net operating income necessary to support the construction of the subject property. This is sometimes referred to as feasibility net operating income:

Total Development Cost	\$4,429,463
Cap Rate for Unrestricted Property	7.40%
<u>Net Operating Income, Feasibility</u>	<u>\$327,780</u>

- 2) Apply the estimated capitalization rate for vacant multifamily land to the vacant land value to arrive at the net operating income attributable to the land. Our land capitalization rate came from RealtyRates.com:

Land Value	\$210,000
Cap Rate, Vacant Land	5.00%
<u>Net Operating Income, Vacant Land</u>	<u>\$10,500</u>

- 3) Deduct the land net operating income (2) from the feasibility net operating income (1) to arrive at the net operating income necessary to support the replacement costs at the subject property:

Net Operating Income, Feasibility	\$327,780
<u>Net Operating Income, Vacant Land</u>	<u>\$10,500</u>
Net Operating Income, Replacement Costs	\$317,280

- 4) Deduct the land net operating income (2) from the net operating income derived in our income approach to arrive at the net operating income necessary to support the depreciated improvements at the subject property:

Net Operating Income, Income Approach	\$86,457
<u>Net Operating Income, Vacant Land</u>	<u>\$10,500</u>
Net Operating Income, Depreciated Improvements	\$75,957

- 5) Deduct the depreciated improvement net operating income (4) from the replacement cost net operating income (3) to arrive at the net operating income lost to depreciation at the subject property:

Net Operating Income, Replacement Costs	\$317,280
<u>Net Operating Income, Depreciated Improvements</u>	<u>\$75,957</u>
Net Operating Income, Lost to Depreciation	\$241,323

- 6) Divide the net operating income lost to depreciation (5) by the replacement cost net operating income (3) to arrive at the percentage of depreciation from all sources on an "as is" basis for the subject property:

Net Operating Income, Lost to Depreciation	\$241,323
Net Operating Income, Replacement Costs	\$317,280
Depreciation, All Sources %	76.1%

- 7) Multiply the percentage of depreciation from all sources (6) by replacement cost to arrive at the dollar amount of depreciation from all sources on an "as is" basis for the subject property:

Replacement Cost	\$4,219,463
Depreciation, All Sources %	76.1%
Depreciation, All Sources	\$3,209,320

Our analysis suggests \$3,209,320 of depreciation for the subject property on an "as is" basis. This figure includes obsolescence (functional and external) as well as physical deterioration (curable and incurable).

In the discussion that follows, we break depreciation out between obsolescence and physical deterioration. Our discussion begins with physical deterioration.

#### *Physical Deterioration*

In this section we estimate physical deterioration - the depreciation representing the curable and incurable physical wear and tear of the subject property. First, we estimate the percent of physical deterioration by dividing the post-renovation effective age by the anticipated useful life (50 years per Marshall Valuation Service). Then we apply the percent of physical deterioration to the replacement cost to arrive at the estimated physical deterioration for the subject property on an "as is" basis:

Physical Deterioration	
Useful Life (Years)	50
Effective Age (Years)	30
Replacement Cost	\$4,219,463
Physical Deterioration %	60%
Physical Deterioration	\$2,531,678
Physical Deterioration, Curable	\$63,292
Physical Deterioration, Incurable	\$2,468,386

Source: Marshall Valuation Service; Allen & Associates

Our analysis suggests \$2,531,678 of physical deterioration for the subject property on an "as is" basis. Of this, we estimate \$63,292 of curable physical deterioration with respect to the subject property.

#### *Functional Obsolescence*

Having inspected the subject property, and having reviewed and compared the subject to competitive rentals, we did not observe any functional obsolescence for the subject property. The development, amenities, and unit configurations are all positioned well within the competitive marketplace.

#### *External Obsolescence*

External obsolescence occurs when rents are not high enough to support construction costs. External obsolescence arises from factors external to the property such as regulatory agreements, deed restrictions, economic forces or environmental changes that affect the supply/demand relationship in the market. Deducting physical deterioration and functional obsolescence from total depreciation yields external obsolescence for the subject property on an "as is" basis. Our estimate follows:

External Obsolescence	
Depreciation, All Sources	\$3,209,320
Physical Deterioration, Curable	\$63,292
Physical Deterioration, Incurable	\$2,468,386
Functional Obsolescence	\$0
<b>External Obsolescence</b>	<b>\$677,642</b>

Source: Allen & Associates

Our analysis suggests \$677,642 of external obsolescence for the subject property on an "as is" basis.

### Valuation

The following table summarizes our valuation using the cost approach:

Value, Cost Approach	
Replacement Cost	\$4,219,463
Physical Deterioration, Curable	\$63,292
Physical Deterioration, Incurable	\$2,468,386
Functional Obsolescence	\$0
External Obsolescence	\$677,642
Depreciation, All Sources	\$3,209,320
Depreciated Cost of Improvements	\$1,010,143
Land Value	\$210,000
Value, Indicated	\$1,220,143
<b>Value, Cost Approach</b>	<b>\$1,220,000</b>

Source: Allen & Associates

We have analyzed the cost to buy vacant land and build a property offering the same utility as the subject property. All forms of depreciation have been considered. We estimate the value of the subject property via the cost approach to be \$1,220,000.

## Reconciliation

In this section we reconcile the three approaches to value. We also account for the cost to re-lease the property with market rate tenants. Our analysis assumes 1/2 year of operating expenses and 1/2 year of debt service. Our reconciliation follows:

### Income Approach

This approach is the most reliable methodology for valuing income-producing real estate such as the subject property. Consequently, the income approach is considered the best indicator of value.

### Sales Comparison Approach

This approach provides good support for the income approach. Consequently, the sales comparison approach is considered a fairly good indicator of value.

### Cost Approach

We do not place much weight on the cost approach. This is because of the large amount of external obsolescence normally associated with projects like the subject property.

The estimated value of the subject property is shown below:

Value, Reconciled		
Approach	Weight	Value
Value, Income Approach	70%	\$1,170,000
Value, Sales Comparison Approach	20%	\$1,090,000
Value, Cost Approach	10%	\$1,220,000
Value, Indicated		\$1,159,000
Re-leasing Cost (1/2 Yr Op Exp + 1/2 Yr Debt Svc)		\$157,866
Value, Indicated		\$1,001,134
Value, Reconciled		\$1,000,000
Marketing Time		12 Months
Exposure Time		12 Months

Source: Allen & Associates

As our analysis shows, we estimate \$1,000,000 as the market value of the subject property assuming conversion to an unrestricted market rate property on an "as is" basis.

Please note: The values provided in this report are subject to the rent and financing assumptions, the construction or rehabilitation, and the operation of the subject property as set forth in this analysis. The conclusions are subject to the timing assumptions as described in this report.

The findings and conclusions reported are based on the conditions that exist as of the effective date of this report. These factors are subject to change and may alter, or otherwise affect the findings and conclusions presented in this report.

To the best of our knowledge, this report presents an accurate evaluation of market conditions for the subject property as of the effective date of this report. While this analysis is based upon information obtained from sources believed to be reliable, no guarantee is made of its accuracy.

**RENT COMPARABLES, MARKET RATE**



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	no	yes
Internet	yes	yes
Comp vs. Subject	Superior	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.00	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	3.00
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.00	2.20
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	4.00	2.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.50	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2000	2005
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	yes
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	yes
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	no
Fireplace	some	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	no	no
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	yes	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	yes
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	some
Comp vs. Subject	Inferior	

Armour Landing Apartments is an existing multifamily development located at 3929 Armour Avenue in Columbus, Georgia. The property, which consists of 36 apartment units, was originally constructed in 1985 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	no
Sewer	yes	no
Trash	no	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.25	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.75	3.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.00	2.20
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	4.50	2.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.00	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1995	2005
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	no	yes
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	yes
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	yes	no
Playground	no	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	no
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	yes	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	yes
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	some
Comp vs. Subject	Inferior	

Gardenbrook Apartments is an existing multifamily development located at 3561 Hilton Avenue in Columbus, Georgia. The property, which consists of 72 apartment units, was originally constructed in 2001 with conventional financing. All units are set aside as market rate units. The property currently stands at 97 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	no	yes
Internet	yes	yes
Comp vs. Subject	Superior	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.00	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	3.00
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.10	2.20
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.80	2.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.25	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2005	2005
Comp vs. Subject	Similar	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	no	yes
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	yes
Gazebo/Patio	yes	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	yes	no
Playground	no	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	no	yes
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	some	no
Microwave	no	no
Comp vs. Subject	Similar	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	some	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	no	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	na	yes
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	some
Comp vs. Subject	Inferior	

Heritage Place Apartments is an existing multifamily development located at 510 Broadway 0 in Columbus, Georgia. The property, which consists of 79 apartment units, was originally constructed in 2001 with conventional financing. All units are set aside as market rate units. The property currently stands at 94 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.25	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.25	3.00
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.50	2.20
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.50	2.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.00	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1995	2005
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	yes
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	yes
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	no
Fireplace	yes	no
Patio/Balcony	yes	yes
Storage	yes	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	no
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	yes	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	yes
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	some
Comp vs. Subject	Inferior	

Lecraw On 13Th is an existing multifamily development located at 1918 13th Street in Columbus, Georgia. The property, which consists of 24 apartment units, was originally constructed in 1994 with conventional financing. All units are set aside as market rate units. The property currently stands at 88 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.25	2.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.50	3.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.50	2.20
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.60	2.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.00	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2000	2005
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	yes
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	yes
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	yes	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	no
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	no	yes
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	some
Comp vs. Subject	Inferior	

Martha's Vineyard is an existing multifamily development located at 2437 Marthas Loop in Columbus, Georgia. The property, which consists of 32 apartment units, was originally constructed in 2003 with conventional financing. All units are set aside as market rate units. The property currently stands at 100 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.50	2.50
Comp vs. Subject	Similar	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.50	3.00
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.00	2.20
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.40	2.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.50	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1995	2005
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	yes
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	no	yes
Gazebo/Patio	yes	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	no	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	some	no
Microwave	some	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	no	yes
Wall Units	no	no
Baseboards	yes	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Inferior	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	no	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	yes	no
Courtesy Officer	yes	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Superior	

Services		
Amenity	Comp	Subj
After School	no	yes
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	some
Comp vs. Subject	Inferior	

Overlook Club is an existing multifamily development located at 100 Lockwood Court in Columbus, Georgia. The property, which consists of 73 apartment units, was originally constructed in 1985 with conventional financing. All units are set aside as market rate units. The property currently stands at 95 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	no
Sewer	yes	no
Trash	yes	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.50	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.50	3.00
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.00	2.20
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.40	2.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.00	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1990	2005
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	no	yes
Car Care Ctr	yes	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	no	yes
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	yes	no
Playground	no	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	no
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	no	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	yes	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	yes
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	some
Comp vs. Subject	Inferior	

Overlook Crossing is an existing multifamily development located at 1600 Buena Vista Road in Columbus, Georgia. The property, which consists of 164 apartment units, was originally constructed in 1975 with conventional financing. All units are set aside as market rate units. The property currently stands at 91 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	2.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.50	3.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	4.50	2.20
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.50	2.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	2.50	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1985	2005
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	yes
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	yes	no
Fitness Ctr	no	yes
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	yes	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	no
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	no	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	yes	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	yes	yes
Comp vs. Subject	Superior	

Services		
Amenity	Comp	Subj
After School	na	yes
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	some
Comp vs. Subject	Inferior	

Midtown Tower is an existing multifamily development located at 1258 Cedar Avenue in Columbus, Georgia. The property, which consists of 25 apartment units, was originally constructed in 1975 with conventional financing. All units are set aside as market rate units. The property currently stands at 92 percent occupancy.

**RENT COMPARABLES, RESTRICTED RENT**



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.25	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.25	3.00
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.20	2.20
Comp vs. Subject	Similar	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.20	2.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.50	4.00
Comp vs. Subject	Superior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2010	2005
Comp vs. Subject	Superior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	yes	yes
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	yes	yes
Gazebo/Patio	yes	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	some	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	no
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	yes	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	yes
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	some
Comp vs. Subject	Inferior	

Arbor Pointe Phase 1 is an existing multifamily development located at 1440 Benning Drive in Columbus, Georgia. The property, which consists of 148 apartment units, was originally constructed in 2009. This property is currently operated as a rent restricted property. The property currently stands at 96 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.25	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.25	3.00
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.20	2.20
Comp vs. Subject	Similar	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.20	2.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.50	4.00
Comp vs. Subject	Superior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2010	2005
Comp vs. Subject	Superior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	yes	yes
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	yes	yes
Gazebo/Patio	yes	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	some	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	no
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	yes	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	yes
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	some
Comp vs. Subject	Inferior	

Arbor Pointe Phase 2 is an existing multifamily development located at 1331 Fort Benning Road in Columbus, Georgia. The property, which consists of 148 apartment units, was originally constructed in 2010. This property is currently operated as a rent restricted property. The property currently stands at 93 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.25	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.25	3.00
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.40	2.20
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.70	2.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.50	4.00
Comp vs. Subject	Superior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2005	2005
Comp vs. Subject	Similar	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	yes	yes
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	yes	yes
Gazebo/Patio	yes	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	yes	no
Movie/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	yes	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	yes	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	no
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	yes	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	yes
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	some
Comp vs. Subject	Inferior	

Ashley Station, Phase 1 is an existing multifamily development located at 1100 27th Street in Columbus, Georgia. The property, which consists of 184 apartment units, was originally constructed in 2006. This property is currently operated as a rent restricted property. The property currently stands at 96 percent occupancy.

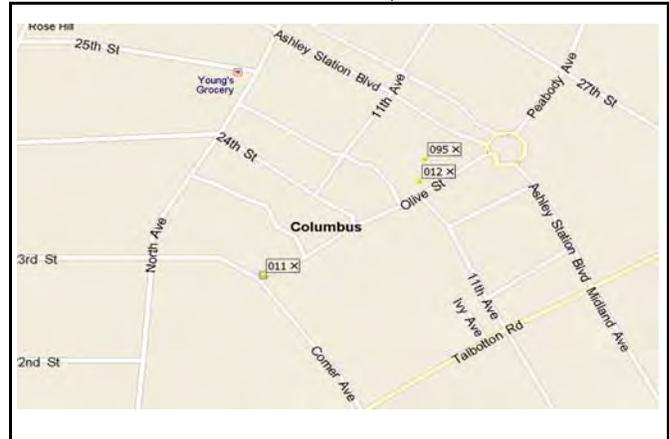
Project Information

Property Name	Ashley Station, Phase 2	
Street Number	2321	
Street Name	Olive	
Street Type	Street	
City	Columbus	
State	Georgia	
Zip	31904	
Phone Number	(706) 576-6831	
Year Built	2008	
Year Renovated	na	
Minimum Lease	12	
Min. Security Dep.	Surety Bond	
Other Fees	\$118	
Waiting List	yes	
Project Rent	Restricted	
Project Type	Family	
Project Status	Stabilized	
Financing	2006	Tax Credit
Vouchers		50
Latitude		32.4862
Longitude		-84.9793
Nearest Crossroads		na
AAC Code	15-047	012

Photo



Location Map



Interview Notes

Person Interviewed	Ms. Kim, Leasing Agent
Phone Number	(706) 576-6831
Interview Date	06-Apr-15
Interviewed By	JS

2006 TC's awarded for construction of this HOPE VI property with 73 units of operational subsidies, through HA of Columbus, available to tenants. One 4-story building, with 62+ year head of household age requirements, has additional amenities suitable for older residents, including controlled access and elevator. Contact advised during our

Unit Configuration

BR	BA	SF	Unit Type	Inc Limit	Rent Limit	HOME Units	Subs Units	Total Units	Vac Units	Street Rent	Disc	Net Rent	UA	Gross Rent
1	1.0	664	Garden/Flat	30%	30%	No	Yes	45		\$327		\$327	\$74	\$401
1	1.0	664	Garden/Flat	60%	60%	No	No	24		\$581		\$581	\$74	\$655
1	1.0	664	Garden/Flat	60%	60%	No	No	25		\$581		\$581	\$74	\$655
1	1.0	664	Garden/Flat	Mar	Mar	No	No	6	1	\$680		\$680	\$74	\$754
2	1.5	888	Garden/Flat	30%	30%	No	Yes	4		\$393		\$393	\$122	\$515
2	1.5	888	Garden/Flat	60%	60%	No	No	4		\$664		\$664	\$122	\$786
2	1.5	888	Garden/Flat	60%	60%	No	No	3		\$664		\$664	\$122	\$786
2	1.5	888	Garden/Flat	Mar	Mar	No	No	6		\$815		\$815	\$122	\$937
2	2.0	1188	Garden/Flat	30%	30%	No	Yes	14	1	\$393		\$393	\$122	\$515
2	2.0	1188	Garden/Flat	60%	60%	No	No	4		\$665		\$665	\$122	\$787
2	2.0	1188	Garden/Flat	60%	60%	No	No	4		\$665		\$665	\$122	\$787
2	2.0	1188	Garden/Flat	Mar	Mar	No	No	15	2	\$815		\$815	\$122	\$937
2	2.5	1232	Townhome	30%	30%	No	Yes	9		\$393		\$393	\$122	\$515
2	2.5	1232	Townhome	60%	60%	No	No	2		\$671		\$671	\$122	\$793
2	2.5	1232	Townhome	60%	60%	No	No	5		\$671		\$671	\$122	\$793
2	2.5	1232	Townhome	Mar	Mar	No	No	5	1	\$815		\$815	\$122	\$937
3	2.5	1512	Townhome	30%	30%	No	Yes	1		\$454		\$454	\$146	\$600
3	2.5	1512	Townhome	60%	50%	No	No	2		\$762		\$762	\$146	\$908
3	2.5	1512	Townhome	60%	60%	No	No	3	1	\$762		\$762	\$146	\$908
3	2.5	1250	Townhome	Mar	Mar	No	No	2	1	\$930		\$930	\$146	\$1,076
0														
0														
0														
0														
0														
0														
Total / Average		890						183	7	\$546		\$546	\$97	\$642

Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.25	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.25	3.00
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.40	2.20
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.70	2.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.75	4.00
Comp vs. Subject	Superior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2010	2005
Comp vs. Subject	Superior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	yes	yes
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	yes	yes
Gazebo/Patio	yes	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	yes	no
Movie/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	yes	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	yes	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	no
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	some	no
Courtesy Officer	yes	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	yes
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	some
Comp vs. Subject	Inferior	

Ashley Station, Phase 2 is an existing multifamily development located at 2321 Olive Street in Columbus, Georgia. The property, which consists of 183 apartment units, was originally constructed in 2008. This property is currently operated as a rent restricted property. The property currently stands at 96 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.50	2.50
Comp vs. Subject	Similar	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.75	3.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.30	2.20
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.40	2.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.75	4.00
Comp vs. Subject	Superior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2012	2005
Comp vs. Subject	Superior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	yes	yes
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	yes	yes
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	yes	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	no	yes
Storage	no	no
Comp vs. Subject	Similar	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	no
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	yes	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	na	yes
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	some
Comp vs. Subject	Inferior	

Avalon Apartments is an existing multifamily development located at 3737 Cusseta Road in Columbus, Georgia. The property, which consists of 232 apartment units, was originally constructed in 2009. This property is currently operated as a rent restricted property. The property currently stands at 86 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.00	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.00	3.00
Comp vs. Subject	Similar	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.90	2.20
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.00	2.30
Comp vs. Subject	Inferior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.50	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2000	2005
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	no	yes
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	yes
Gazebo/Patio	yes	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	no	no
Fireplace	no	no
Patio/Balcony	no	yes
Storage	no	no
Comp vs. Subject	Inferior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	yes	no
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	yes	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	yes	yes
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	some
Comp vs. Subject	Similar	

Eagles Trace is an existing multifamily development located at 2001 Torch Hill Road in Columbus, Georgia. The property, which consists of 378 apartment units, was originally constructed in 1958. This property is currently operated as a rent restricted property. The property currently stands at 93 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.50	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.50	3.00
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.20	2.20
Comp vs. Subject	Similar	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.10	2.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.00	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	1990	2005
Comp vs. Subject	Inferior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	no	yes
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	no	no
Fitness Ctr	no	yes
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	no	no
Playground	yes	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Inferior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	yes	no
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	no	yes
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	some
Comp vs. Subject	Inferior	

Liberty Garden Townhouses is an existing multifamily development located at 675 6th Avenue in Columbus, Georgia. The property, which consists of 88 apartment units, was originally constructed in 1984. This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.00	2.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.00	3.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.80	2.20
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.30	2.30
Comp vs. Subject	Similar	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.50	4.00
Comp vs. Subject	Superior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2010	2005
Comp vs. Subject	Superior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	yes	yes
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	no	yes
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	yes	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	no
Microwave	yes	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	no	no
W/D Units	yes	yes
W/D Hookups	no	no
Comp vs. Subject	Similar	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	yes	yes
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	na	yes
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	some
Comp vs. Subject	Inferior	

Lumpkin Park is an existing multifamily development located at 3351 N Lumpkin Road in Columbus, Georgia. The property, which consists of 192 apartment units, was originally constructed in 2009. This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	yes	no
Sewer	yes	no
Trash	yes	no
Comp vs. Subject	Inferior	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.25	2.50
Comp vs. Subject	Inferior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.50	3.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	3.60	2.20
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.10	2.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.50	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2005	2005
Comp vs. Subject	Similar	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	yes	yes
Car Care Ctr	yes	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	yes	yes
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	no	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	yes	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	no	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	no	no
Dishwasher	yes	no
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	yes	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	yes
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	some
Comp vs. Subject	Inferior	

Midtown Square is an existing multifamily development located at 1400 Boxwood Blvd in Columbus, Georgia. The property, which consists of 144 apartment units, was originally constructed in 2002. This property is currently operated as a rent restricted property. The property currently stands at 100 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	2.50	2.50
Comp vs. Subject	Similar	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	2.50	3.00
Comp vs. Subject	Inferior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.00	2.20
Comp vs. Subject	Inferior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.40	2.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	3.75	4.00
Comp vs. Subject	Inferior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2005	2005
Comp vs. Subject	Similar	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	yes	no
Billiard/Game	no	no
Bus/Comp Ctr	no	yes
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	no	yes
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	yes	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	no
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	yes	yes
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	no	yes
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	some
Comp vs. Subject	Inferior	

Springfield Crossing Apartments is an existing multifamily development located at 3320 North Lumpkin Road in Columbus, Georgia. The property, which consists of 120 apartment units, was originally constructed in 2001 . This property is currently operated as a rent restricted property. The property currently stands at 96 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.25	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.25	3.00
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.40	2.20
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	3.70	2.30
Comp vs. Subject	Superior	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.50	4.00
Comp vs. Subject	Superior	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2010	2005
Comp vs. Subject	Superior	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	yes	yes
Car Care Ctr	no	no
Comm Center	no	yes
Elevator	yes	no
Fitness Ctr	yes	yes
Gazebo/Patio	no	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	yes	no
Movie/Media Ctr	no	no
Picnic Area	no	no
Playground	no	no
Pool	no	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	no	yes
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	no
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	no	no
Comp vs. Subject	Inferior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	yes	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Similar	

Services		
Amenity	Comp	Subj
After School	na	yes
Concierge	na	no
Hair Salon	na	no
Health Care	na	no
Housekeeping	na	no
Meals	na	no
Transportation	na	some
Comp vs. Subject	Inferior	

Veranda at Ashley Station is an existing multifamily development located at 2321 Olive Street in Columbus, Georgia. The property, which consists of 63 apartment units, was originally constructed in 2013. This property is currently operated as a rent restricted property. The property currently stands at 97 percent occupancy.



Tenant-Paid Utilities		
Utility	Comp	Subj
Heat-Electric	yes	yes
Cooking-Electric	yes	yes
Other Electric	yes	yes
Air Cond	yes	yes
Hot Water-Electric	yes	yes
Water	no	no
Sewer	no	no
Trash	no	no
Comp vs. Subject	Similar	

Tenant-Paid Technology		
Technology	Comp	Subj
Cable	yes	yes
Internet	yes	yes
Comp vs. Subject	Similar	

Visibility		
Rating (1-5 Scale)	Comp	Subj
Visibility	3.25	2.50
Comp vs. Subject	Superior	

Access		
Rating (1-5 Scale)	Comp	Subj
Access	3.25	3.00
Comp vs. Subject	Superior	

Neighborhood		
Rating (1-5 Scale)	Comp	Subj
Neighborhood	2.80	2.20
Comp vs. Subject	Superior	

Proximity to Area Amenities		
Rating (1-5 Scale)	Comp	Subj
Area Amenities	2.30	2.30
Comp vs. Subject	Similar	

Condition		
Rating (1-5 Scale)	Comp	Subj
Condition	4.00	4.00
Comp vs. Subject	Similar	

Effective Age		
Rating (1-5 Scale)	Comp	Subj
Effective Age	2005	2005
Comp vs. Subject	Similar	

Site & Common Area Amenities		
Amenity	Comp	Subj
Ball Field	no	no
BBQ Area	no	no
Billiard/Game	no	no
Bus/Comp Ctr	yes	yes
Car Care Ctr	no	no
Comm Center	yes	yes
Elevator	no	no
Fitness Ctr	no	yes
Gazebo/Patio	yes	yes
Hot Tub/Jacuzzi	no	no
Herb Garden	no	no
Horseshoes	no	no
Lake	no	no
Library	no	no
Movie/Media Ctr	no	no
Picnic Area	yes	no
Playground	yes	no
Pool	yes	no
Sauna	no	no
Sports Court	no	no
Walking Trail	no	no
Comp vs. Subject	Superior	

Unit Amenities		
Amenity	Comp	Subj
Blinds	yes	yes
Ceiling Fans	yes	no
Carpeting	yes	no
Fireplace	no	no
Patio/Balcony	yes	yes
Storage	no	no
Comp vs. Subject	Superior	

Kitchen Amenities		
Amenity	Comp	Subj
Stove	yes	yes
Refrigerator	yes	yes
Disposal	yes	no
Dishwasher	yes	no
Microwave	no	no
Comp vs. Subject	Superior	

Air Conditioning		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Window Units	no	no
None	no	no
Comp vs. Subject	Similar	

Heat		
Amenity	Comp	Subj
Central	yes	yes
Wall Units	no	no
Baseboards	no	no
Boiler/Radiators	no	no
None	no	no
Comp vs. Subject	Similar	

Parking		
Amenity	Comp	Subj
Garage	no	no
Covered Pkg	no	no
Assigned Pkg	no	no
Open	yes	yes
None	no	no
Comp vs. Subject	Similar	

Laundry		
Amenity	Comp	Subj
Central	yes	no
W/D Units	no	yes
W/D Hookups	yes	no
Comp vs. Subject	Superior	

Security		
Amenity	Comp	Subj
Call Buttons	no	no
Cont Access	no	no
Courtesy Officer	no	no
Monitoring	no	no
Security Alarms	no	no
Security Patrols	no	yes
Comp vs. Subject	Inferior	

Services		
Amenity	Comp	Subj
After School	no	yes
Concierge	no	no
Hair Salon	no	no
Health Care	no	no
Housekeeping	no	no
Meals	no	no
Transportation	no	some
Comp vs. Subject	Inferior	

Victory Crossing Apartments is an existing multifamily development located at 3390 North Lumpkin Road in Columbus, Georgia. The property, which consists of 172 apartment units, was originally constructed in 2003. This property is currently operated as a rent restricted property. The property currently stands at 91 percent occupancy.

**OPERATIONS BUDGET (PRO RATA)**

0-Bedroom			0
1-Bedroom			0
2-Bedroom			52
3-Bedroom			0
4-Bedroom			0
Units			52
0-Bedroom			0
1-Bedroom			0
2-Bedroom			642
3-Bedroom			0
4-Bedroom			0
Net Rentable Area (NRSF)			33,376
	Total	per Unit	per NRSF
Gross Potential Rent	\$397,295	\$7,640	\$11.90
Laundry and Vending	\$0	\$0	\$0.00
Interest Income	\$0	\$0	\$0.00
Tenant Charges	\$0	\$0	\$0.00
Other Income	\$1,440	\$28	\$0.04
Gross Potential Income	\$398,735	\$7,668	\$11.95
Vacancy & Collection Loss	\$27,912	\$537	\$0.84
Effective Gross Income	\$370,823	\$7,131	\$11.11
Total Maintenance & Operating	\$86,660	\$1,667	\$2.60
Total Utilities	\$20,970	\$403	\$0.63
Total Administrative	\$111,748	\$2,149	\$3.35
Real Estate Taxes	\$7,944	\$153	\$0.24
Property & Liability Insurance	\$7,122	\$137	\$0.21
Annual Capital Budget - Reserve	\$20,235	\$389	\$0.61
Total Operating Expenses	\$254,679	\$4,898	\$7.63
Net Operating Income	\$116,144	\$2,234	\$3.48

Source: Sponsor

**DEVELOPMENT BUDGET (PRO RATA)**

0-Bedroom			0
1-Bedroom			0
2-Bedroom			52
3-Bedroom			0
4-Bedroom			0
Units			52
<hr/>			
0-Bedroom			0
1-Bedroom			0
2-Bedroom			682
3-Bedroom			0
4-Bedroom			0
Gross Building Area (GBSF)			35,478
<hr/>			
	Total	per Unit	per GBSF
Off-Site Improvements	\$0	\$0	\$0.00
Site Work	\$0	\$0	\$0.00
Other	\$0	\$0	\$0.00
Unit Structures (New)	\$0	\$0	\$0.00
Unit Structures (Rehabilitation)	\$1,402,485	\$26,971	\$39.53
Accessory Buildings	\$0	\$0	\$0.00
Asbestos Removal	\$0	\$0	\$0.00
Demolition	\$0	\$0	\$0.00
Other	\$0	\$0	\$0.00
Other	\$0	\$0	\$0.00
Subtotal	\$1,402,485	\$26,971	\$39.53
General Requirements	\$84,149	\$1,618	\$2.37
Builder's Overhead	\$28,049	\$539	\$0.79
Builder's Profit	\$84,149	\$1,618	\$2.37
Bonding Fee	\$0	\$0	\$0.00
Other	\$159,883	\$3,075	\$4.51
Contractor Cost	\$1,758,716	\$33,821	\$49.57
<hr/>			
Building Permit	\$0	\$0	\$0.00
Arch./Engin. Design Fee	\$82,748	\$1,591	\$2.33
Arch. Supervision Fee	\$24,757	\$476	\$0.70
Tap Fees	\$0	\$0	\$0.00
Soil Borings	\$0	\$0	\$0.00
Construction Loan Fee	\$10,275	\$198	\$0.29
Construction Interest	\$200,361	\$3,853	\$5.65
Taxes During Construction	\$0	\$0	\$0.00
Insurance During Construction	\$0	\$0	\$0.00
Cost Certification Fee	\$0	\$0	\$0.00
Title and Recording	\$6,701	\$129	\$0.19
Legal Fees for Closing	\$35,068	\$674	\$0.99
Permanent Loan Fee	\$5,137	\$99	\$0.14
Other Permanent Loan Fees	\$0	\$0	\$0.00
Credit Enhancement	\$0	\$0	\$0.00
Mortgage Banker	\$0	\$0	\$0.00
Environmental Study	\$19,404	\$373	\$0.55
Structural/Mechanical Study	\$5,536	\$106	\$0.16
Appraisal Fee	\$1,413	\$27	\$0.04
Market Study	\$1,413	\$27	\$0.04
Operating Reserve	\$145,189	\$2,792	\$4.09
Tax Credit Fee	\$54,356	\$1,045	\$1.53
Other	\$230,280	\$4,428	\$6.49
Owner Cost	\$822,638	\$15,820	\$23.19
<hr/>			
Subtotal	\$2,581,353	\$49,641	\$72.76
Developer's Fees	\$357,389	\$6,873	\$10.07
<hr/>			
Land	\$209,130	\$4,022	\$5.89
Existing Improvements	\$647,174	\$12,446	\$18.24
Owner's Acquisition Costs	\$856,304	\$16,467	\$24.14
<hr/>			
Total Uses of Funds	\$3,795,046	\$72,982	\$106.97
<hr/>			
Assumed USDA-RD Loan	\$0	\$0	\$0.00
CB&T Permanent Loan	\$268,041	\$5,155	\$7.56
HACG Acquisition Loan	\$856,304	\$16,467	\$24.14
HACG Subordinate Loan	\$561,953	\$10,807	\$15.84
AHP Funds	\$0	\$0	\$0.00
Housing Trust Fund	\$0	\$0	\$0.00
Tax Credit Equity	\$2,022,348	\$38,891	\$57.00
Owner Deferred Fees	\$113,204	\$2,177	\$3.19
Owner Cash	\$0	\$0	\$0.00
Total Sources of Funds	\$3,795,046	\$72,982	\$106.97

Source: Sponsor

**HISTORIC OPERATIONS (PRO RATA)**

	2012			2013			2014		
	Total	per Unit	per NRSF	Total	per Unit	per NRSF	Total	per Unit	per NRSF
Gross Potential Rent	\$238,137	\$4,580	\$7.13	\$239,818	\$4,612	\$7.19	\$93,616	\$1,800	\$2.80
Laundry and Vending	\$0	\$0	\$0.00	\$0	\$0	\$0.00	\$0	\$0	\$0.00
Interest Income	\$2,658	\$51	\$0.08	\$1,552	\$30	\$0.05	\$401	\$8	\$0.01
Tenant Charges	\$749	\$14	\$0.02	\$350	\$7	\$0.01	\$68	\$1	\$0.00
Other Income	\$73	\$1	\$0.00	\$926	\$18	\$0.03	\$517	\$10	\$0.02
Gross Potential Income	\$241,617	\$4,646	\$7.24	\$242,647	\$4,666	\$7.27	\$94,602	\$1,819	\$2.83
Vacancy & Collection Loss	\$0	\$0	\$0.00	\$0	\$0	\$0.00	\$0	\$0	\$0.00
Effective Gross Income	\$241,617	\$4,646	\$7.24	\$242,647	\$4,666	\$7.27	\$94,602	\$1,819	\$2.83
Total Maintenance & Operating	\$89,910	\$1,729	\$2.69	\$99,296	\$1,910	\$2.98	\$104,184	\$2,004	\$3.12
Total Utilities	\$17,991	\$346	\$0.54	\$26,139	\$503	\$0.78	\$32,570	\$626	\$0.98
Total Administrative	\$103,948	\$1,999	\$3.11	\$132,545	\$2,549	\$3.97	\$135,528	\$2,606	\$4.06
Real Estate Taxes	\$7,179	\$138	\$0.22	\$6,631	\$128	\$0.20	\$6,104	\$117	\$0.18
Property & Liability Insurance	\$8,978	\$173	\$0.27	\$8,102	\$156	\$0.24	\$8,208	\$158	\$0.25
Annual Capital Budget - Reserve	\$0	\$0	\$0.00	\$0	\$0	\$0.00	\$0	\$0	\$0.00
Total Operating Expenses	\$228,006	\$4,385	\$6.83	\$272,712	\$5,244	\$8.17	\$286,593	\$5,511	\$8.59
Net Operating Income	\$13,611	\$262	\$0.41	-\$30,066	-\$578	-\$0.90	-\$191,992	-\$3,692	-\$5.75

Source: Sponsor

**EXPENSE COMPARABLES**

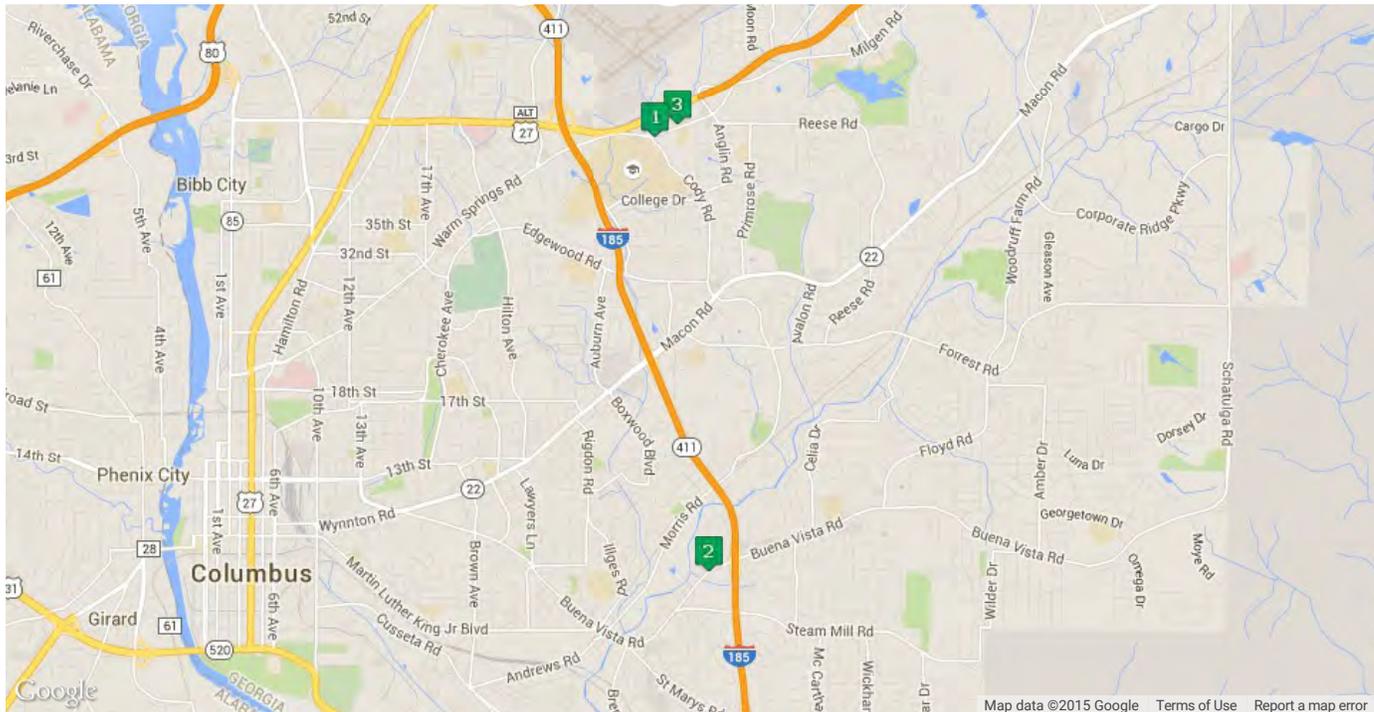
Property Name	Ashley Pointe I			Ashley Pointe II			Ashley Pointe III			Ashley Station I			Ashley Station II		
City	Columbus			Columbus			Columbus			Columbus			Columbus		
State	Georgia			Georgia			Georgia			Georgia			Georgia		
0-Bedroom	0			0			0			0			0		
1-Bedroom	32			32			120			49			100		
2-Bedroom	87			88			0			104			75		
3-Bedroom	29			28			0			31			8		
4-Bedroom	0			0			0			0			0		
Units	148			148			120			184			183		
0-Bedroom	0			0			0			0			0		
1-Bedroom	24,256			24,256			93,600			35,329			66,400		
2-Bedroom	92,133			93,192			0			115,440			84,900		
3-Bedroom	34,974			33,768			0			38,750			11,576		
4-Bedroom	0			0			0			0			0		
Estimated Net Rentable Area (NRSF)	151,363			151,216			93,600			189,519			162,876		
Year	2014			2014			2014			2014			2014		
	Total	per Unit	per NRSF	Total	per Unit	per NRSF	Total	per Unit	per NRSF	Total	per Unit	per NRSF	Total	per Unit	per NRSF
Gross Potential Rent	\$1,084,280	\$7,326	\$7.16	\$1,091,376	\$7,374	\$7.22	\$745,208	\$6,210	\$7.96	\$1,138,003	\$6,185	\$6.00	\$1,137,872	\$6,218	\$6.99
Laundry and Vending	\$2,700	\$18	\$0.02	\$4,116	\$28	\$0.03	\$232	\$2	\$0.00	\$240	\$1	\$0.00	\$677	\$4	\$0.00
Interest Income	\$476	\$3	\$0.00	\$44	\$0	\$0.00	\$296	\$2	\$0.00	\$360	\$2	\$0.00	\$72	\$0	\$0.00
Tenant Charges	\$24,468	\$165	\$0.16	\$47,256	\$319	\$0.31	\$8,060	\$67	\$0.09	\$31,880	\$173	\$0.17	\$23,051	\$126	\$0.14
Other Income	\$0	\$0	\$0.00	\$0	\$0	\$0.00	\$0	\$0	\$0.00	\$6,392	\$35	\$0.03	\$6,379	\$35	\$0.04
Gross Potential Income	\$1,111,924	\$7,513	\$7.35	\$1,142,792	\$7,722	\$7.56	\$753,796	\$6,282	\$8.05	\$1,176,875	\$6,396	\$6.21	\$1,168,051	\$6,383	\$7.17
Vacancy & Collection Loss	\$60,876	\$411	\$0.40	\$73,308	\$495	\$0.48	\$0	\$0	\$0.00	\$0	\$0	\$0.00	\$0	\$0	\$0.00
Effective Gross Income	\$1,051,048	\$7,102	\$6.94	\$1,069,484	\$7,226	\$7.07	\$753,796	\$6,282	\$8.05	\$1,176,875	\$6,396	\$6.21	\$1,168,051	\$6,383	\$7.17
Total Maintenance & Operating	\$190,912	\$1,290	\$1.26	\$182,476	\$1,233	\$1.21	\$229,212	\$1,910	\$2.45	\$245,219	\$1,333	\$1.29	\$232,068	\$1,268	\$1.42
Total Utilities	\$80,256	\$542	\$0.53	\$80,920	\$547	\$0.54	\$47,072	\$392	\$0.50	\$96,493	\$524	\$0.51	\$93,244	\$510	\$0.57
Total Administrative	\$253,152	\$1,710	\$1.67	\$285,340	\$1,928	\$1.89	\$197,640	\$1,647	\$2.11	\$341,218	\$1,854	\$1.80	\$298,389	\$1,631	\$1.83
Real Estate Taxes	\$32,124	\$217	\$0.21	\$31,908	\$216	\$0.21	\$0	\$0	\$0.00	\$79,720	\$433	\$0.42	\$72,820	\$398	\$0.45
Property & Liability Insurance	\$43,380	\$293	\$0.29	\$43,332	\$293	\$0.29	\$37,464	\$312	\$0.40	\$33,374	\$181	\$0.18	\$32,089	\$175	\$0.20
Annual Capital Budget - Reserve	\$0	\$0	\$0.00	\$0	\$0	\$0.00	\$0	\$0	\$0.00	\$0	\$0	\$0.00	\$0	\$0	\$0.00
Total Operating Expenses	\$599,824	\$4,053	\$3.96	\$623,976	\$4,216	\$4.13	\$511,388	\$4,262	\$5.46	\$796,024	\$4,326	\$4.20	\$728,610	\$3,981	\$4.47
Net Operating Income	\$451,224	\$3,049	\$2.98	\$445,508	\$3,010	\$2.95	\$242,408	\$2,020	\$2.59	\$380,851	\$2,070	\$2.01	\$439,441	\$2,401	\$2.70

Source: Allen & Associates

## **SALES COMPARABLES**

# Comparables Set

Custom report for Jeff Carroll



## Property Trade Search Results

**APARTMENT | 60 mi. radius from 1901 nina street, columbus, ga**  
**Garden, Mid/High-Rise, Age-Restricted**

3 deals (as of 8/4/2015)

Transaction Date Prop Type	Property Name Address City,State/Country	Units Yr.Blt/Renov # bldgs/flrs	Price in mil. \$/Unit Cap Rate	<span style="color: orange;">O</span> Owner/Buyer ↔ <span style="color: blue;">B</span> Broker <span style="color: red;">S</span> Seller ↔ <span style="color: red;">B</span> Broker <span style="color: green;">L</span> Lender (loan amt)	Comments
<span style="color: green;">1</span> Sale Jan'15 <b>Apartment</b>	University Crossing 4226 University Ave Columbus, GA/ US	48 units 2009 1 flr	\$4.4 confm'd \$90,625 /unit 6.6% in place	<span style="color: orange;">O</span> H&R Realty from <span style="color: red;">S</span> 4226 University LLC by <span style="color: red;">H</span> Multi Housing Advisors	76% occ.; Garden/student hsgn property; 96 beds
<span style="color: green;">2</span> Sale Jan'14 <b>Apartment</b>	Willow Creek 3700 Buena Vista Rd Columbus, GA/ US	285 units 1968/1977 2 flrs	\$10.6 confm'd \$37,135 /unit 8.9% quoted	<span style="color: orange;">O</span> Roco Investments from <span style="color: red;">S</span> MAA REIT by <span style="color: red;">H</span> Multi Housing Advisors	94% occ.; Garden property; prior sale: Jul-97 (\$6.1 mil)
<span style="color: green;">3</span> Sale Jun'13 <b>Apartment</b>	Courtyard II 3528 Gention Blvd Columbus, GA/ US	114 units 1970/2002 13 bldgs/2, 3 flrs	\$8.0 confm'd \$69,982 /unit 8.9% quoted	<span style="color: orange;">O</span> Greenhill Partners from <span style="color: red;">S</span> Columbus State University by <span style="color: red;">H</span> Multi Housing Advisors	100% occ.; Garden/student hsgn property; 356 beds

## Property Details

### Location

**1** University Crossing  
**4226 University Ave**  
**Columbus, GA (US)**

Country: United States  
 Postal code: 31907  
 County: Muscogee

Metro:  
 Market: All Others - GA,NC,SC,TN,KY  
 Submarket: All Others - GA,NC,SC,TN,KY  
 APN: 069 023 049

### Characteristics

Property type: **Apartment**  
 Subtype: **Garden, student hsgng**  
 Buildings: 1  
 Stories: 1  
 Land area: **3.35 acres (145,926 sf)**  
 Interest: fee  
 Avg. unit size: **895 sf**  
 Parking:  
 Comments:

Units: **48 units**  
 Rentable area: **42,936 sf**  
 Occupancy: **76%** (as of Jan'15)  
 Year built: **2009**  
 Year renovated:  
 Current Walk Score: **39 - Car-Dependent**  
 Major tenants:  
 Beds: **96**

### Transaction

Status: (closed) Jan'15  
 Price: **\$4,350,000** (confm'd)  
**\$90,625 per unit**

Purpose: **bought for investment**  
 Local Currency: 4,350,000 (USD)  
 90,625 per unit  
 Yield/Cap rate: **6.6%** (in place)

Comments:  
 Portfolio link:

Geocode quality: Address level accuracy.



### Players

	Contact	Type	All Activity (\$ mil)
			Acq Disp
Owner/Buyer: <b>H&amp;R Realty</b>	1460 Walden Ave Lakewood, NJ 08701 (United States)	Private	\$104
Entity: Shraga Schorr	1460 Walden Ave Lakewood, New Jersey 08701 (United States)		
Seller: <b>4226 University LLC</b>	1143 Brown Ave Columbus, GA 31906 (United States)	Private	
Seller's Broker: <b>Multi Housing Advisors</b>	2100 Southbridge Pkwy Birmingham, AL 35209 (United States) Website		

### Financing

### History

Date	Trans type	Player	Notes	Amount	Qualifier
Jan '15	Sale	<b>H&amp;R Realty</b>	Acquired	\$4.4	confirmed price
		4226 University LLC	Previously owned		

## Property Details

### Location

**2 Willow Creek**  
**3700 Buena Vista Rd**  
**Columbus, GA (US)**

Country: United States  
 Postal code: 31906  
 County: Muscogee

Metro:  
 Market: All Others - GA,NC,SC,TN,KY  
 Submarket: All Others - GA,NC,SC,TN,KY  
 APN: 066041002, 066041003

### Characteristics

Property type: **Apartment**  
 Subtype: **Garden**  
 Buildings: 2  
 Stories: 2  
 Land area:  
 Interest: fee  
 Avg. unit size: 866 sf  
 Parking:  
 Comments:

Units: 285 units  
 Rentable area: 246,810 sf  
 Occupancy: 94% (as of Jan'14)  
 Year built: 1968  
 Year renovated: 1977  
 Current Walk Score: 45 - Car-Dependent  
 Major tenants:

### Transaction

Status: (closed) Jan'14  
 Price: **\$10,583,333** (confm'd)  
**\$37,135** per unit

Purpose: bought for investment  
 Local Currency: 10,583,333 (USD)  
 37,135 per unit  
 Yield/Cap rate: **8.9%** (quoted)

Comments:  
 Portfolio link:

Geocode quality: Address level accuracy.



### Players

	Contact	Type	All Activity (\$ mil)	
			Acq	Disp
Owner/Buyer: <b>Roco Investments</b>	33 Bloomfield Hills Pkwy Website	Private	\$135	
AKA: <b>ROCO Real Estate</b>	33 Bloomfield Hills Pkwy Bloomfield Hills, MI 48304 (United States) Website	Private	\$332	
Seller: <b>MAA REIT</b>	6584 Poplar Ave Germantown, TN 38138 (United States) Website	Public	\$4,863	\$1,670
Seller's Broker: <b>Multi Housing Advisors</b>	2100 Southbridge Pkwy Birmingham, AL 35209 (United States) Website			

### Financing

### History

Date	Trans type	Player	Notes	Amount	Qualifier
Jan '14	Sale	Roco Investments	Acquired	\$10.6	confirmed price
Jul '97	Sale	MAA REIT	Acquired	\$6.1	confirmed price

## Property Details

### Location

**3** Courtyard II  
**3528 Gentian Blvd**  
**Columbus, GA (US)**

Country: **United States** Metro:  
 Postal code: **31907** Market: **All Others - GA,NC,SC,TN,KY**  
 County: **Muscogee** Submarket: **All Others - GA,NC,SC,TN,KY**  
 Alt. Name/Address: **3536 Gentian Blvd/3546 Gentian Blvd**

### Characteristics

Property type: **Apartment** Units: **114 units**  
 Subtype: **Garden, student hsgn** Rentable area: **117,078 sf**  
 Buildings: **13** Occupancy: **100% (as of Jun'13)**  
 Stories: **2, 3** Year built: **1970**  
 Land area: **5.97 acres (260,053 sf)** Year renovated: **2002**  
 Interest: **fee** Current Walk Score: **31 - Car-Dependent**  
 Avg. unit size: **1,027 sf** Major tenants:  
 Parking: Beds: **356**  
 Comments:

### Transaction

Status: **(closed) Jun'13** Purpose: **bought for investment**  
 Price: **\$7,978,000 (confm'd)** Local Currency: **7,978,000 (USD)**  
**\$69,982 per unit** Yield/Cap rate: **8.9% (quoted)**  
 Comments: Portfolio link:

Geocode quality: Address level accuracy.



### Players

	Contact	Type	All Activity (\$ mil)	
			Acq	Disp
Owner/Buyer: <b>Greenhill Partners</b>	1010 W 9th Ave King of Prussia, PA 19406 (United States) Website	Private	\$31	
Seller: <b>Columbus State University</b>	4225 University Ave Columbus, GA 31907 (United States) Website	User/Other	\$7	\$8
Seller's Broker: <b>Multi Housing Advisors</b>	2100 Southbridge Pkwy Birmingham, AL 35209 (United States) Website			

### Financing

### History

Date	Trans type	Player	Notes	Amount	Qualifier
Jun '13	Sale	<b>Greenhill Partners</b>	Acquired	\$8.0	confirmed price
		Columbus State University	Previously owned		



## STATEMENT OF ASSUMPTIONS & LIMITING CONDITIONS

- The title to the subject property is merchantable, and the property is free and clear of all liens and encumbrances, except as noted.
- No liability is assumed for matters legal in nature.
- Ownership and management are assumed to be in competent and responsible hands.
- No survey has been made by the appraiser. Dimensions are as supplied by others and are assumed to be correct.
- The report was prepared for the purpose so stated and should not be used for any other reason.
- All direct and indirect information supplied by the owner and their representatives concerning the subject property is assumed to be true and accurate.
- No responsibility is assumed for information supplied by others and such information is believed to be reliable and correct. This includes zoning and tax information provided by Municipal officials.
- The signatories shall not be required to give testimony or attend court or be at any governmental hearing with respect to the subject property unless prior arrangements have been made with the client.
- Disclosure of the contents of this report is governed by the By-Laws and Regulations of the Appraisal Institute.
- The legal description is assumed to be accurate.
- This report specifically assumes that there are no site, subsoil, or building contaminants present resulting from residual substances or construction materials, such as asbestos, radon gas, PCB, etc. Should any of these factors exist, the appraiser reserves the right to review these findings, review the value estimates, and change the estimates, if deemed necessary.
- The Americans with Disabilities Act (ADA) became effective January 26, 1992. We have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with
- Personal property, including kitchen appliances, is included as part of the reconciled value.
- This valuation is subject to the operation of the subject property as described in this report.
- This valuation is subject to the construction/rehabilitation of the subject property as described in this report.
  
- This valuation is subject to the financing as described in this report.
- This estimate of value is subject to the timing assumptions set forth in this analysis.
- Opinion of value of the fee simple estate using unrestricted market rents is based on the hypothetical condition that the subject property is a conventional market rate property rather than an affordable rent- and income-restricted property.
- The prospective "as complete & stabilized" value assumes that any current regulatory limitations (including rent and income restrictions) remain in place through the prospective date of value. Prospective values are stated in today's dollars without adjusting for inflation through the date of value.

## CERTIFICATION

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

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are my personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
- I have performed no services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- I have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
- My engagement in this assignment was not contingent upon developing or reporting predetermined results.
- My compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of the appraisal.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Uniform Standards of Professional Appraisal Practice.
- I made a personal inspection of the property that is the subject of this report.
- No one provided significant real property appraisal assistance to the person signing this certification. Debbie Rucker and Frank Victory (Allen & Associates Consulting) assisted in compiling the data used in this report.
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
- As of the date of this report, I have completed the Standards and Ethics Education Requirements for Candidates of the Appraisal Institute.
- I am presently licensed in good standing as a Certified General Real Estate Appraiser in the states of Delaware, Georgia, Maryland, North Carolina, South Carolina and Virginia, allowing me to appraise all types of real estate.

Respectfully submitted:

ALLEN & ASSOCIATES CONSULTING, INC.



Jeff Carroll

Georgia Certified General Appraiser License # 288716

## **SALES HISTORY OF SUBJECT**

In accordance with the Uniform Standards of Professional Appraisal Practice, for a property, such as the subject, the appraiser must consider and analyze any sales of the subject property that have occurred within the last three years.

The subject property is currently owned by the Housing Authority of Columbus Georgia (HACG), the entity that originally developed the property in 1941. It is our understanding that HACG plans to convey the subject property to a to-be-formed single purpose entity (a related entity) as part of a larger combined transaction, subject to the approval of the proposed financing described in this report. We were not provided with a copy of the purchase contract for this transaction. We are not aware of any other pending purchase contracts with respect to the subject property.

In our opinion, the property is valued at \$1,000,000 on an "as is" basis, subject to the approval of the proposed financing described in this report.

## **MISCELLANEOUS**

**JEFFREY B. CARROLL**  
3116 Glen Summit Drive  
Charlotte, North Carolina 28270  
Phone: 704-905-2276 | Fax: 704-220-0470  
E-Mail: jcarroll@mba1988.hbs.edu

## Summary

Founder of Allen & Associates Consulting, a development consulting firm specializing in affordable housing. Performed over 2950 assignments in 46 states since 2000.

Founder of Tartan Residential, a firm specializing in the acquisition and development of affordable housing.

Co-founder of Delphin Properties, a firm specializing in the acquisition and development of manufactured home communities.

Wrote articles on affordable housing, development, property management, market feasibility, and financial analysis for Urban Land magazine, The Journal of Property Management, Community Management magazine, Merchandise magazine, HousingThink, and a publication of the Texas A&M Real Estate Research Center known as Terra Grande.

Conducted seminars on affordable housing, development, property management, market feasibility, and financial analysis for the American Planning Association, Community Management magazine, the Georgia Department of Community Affairs, the Manufactured Housing Institute, the National Association of State and Local Equity Funds, the Virginia Community Development Corporation, and the National Council of Affordable Housing Market Analysts.

Specialties: Specialties include affordable housing, low-income housing tax credits, tax-exempt bond transactions, multifamily, manufactured housing, development, development consulting, market studies, rent comparability studies, appraisals, capital needs assessments, and utility studies.

## Experience

President | Allen & Associates Consulting, Inc. | Charlotte, NC | 2000 - present

Founder of Allen & Associates Consulting, a development consulting firm specializing in affordable housing. Practice areas include low-income housing tax credits, tax-exempt bond transactions, development consulting, market studies, rent comparability studies, appraisals, capital needs assessments, and utility studies. Performed over 2650 development consulting assignments in 46 states since 2000. Major projects include:

- Bond-Financed New Construction - Retained to manage the development of a 140-unit bond financed townhome community. Responsible for all aspects of the proposed \$15 million development including project design, zoning, site plan approval, and identification of debt and equity sources for the project.
- Low-Income Housing Tax Credit Renovation - Handled the disposition of a 134-unit subsidized apartment community. Developed a comprehensive renovation plan and arranged the sale to another party willing to rehabilitate the property with low-income housing tax credits. The owner was initially prepared to sell the property for \$2 million; our efforts brought them \$5.2 million.
- Historic Tax Credit Adaptive Reuse - Assisted in putting together the redevelopment plan for a historic school building. The property, originally constructed in 1935, was subsequently renovated into 14 apartment units with a combination of historic and low-income housing tax credits. Our efforts helped breathe new life into the historic building.

President | Tartan Residential, Inc. | Charlotte, NC | 1997 - present

Founder of Tartan Residential, a firm specializing in the acquisition and development of affordable housing. Major projects include:

- Empire Building - Adaptive reuse of a historic hotel into 54 apartment units and 31,650 square feet of commercial space in Salisbury, North Carolina. The redevelopment is proposed to be financed with a combination of conventional debt and historic tax credits at an estimated cost of \$9.4 million. The project was originally built in 1859 and renovated in 1907. The building is currently vacant. This project is currently in the early planning stages.
- Tarheel Building - Renovation of a 16-unit historic apartment building and construction of 12 new units serving seniors in Williamston, North Carolina. The redevelopment is proposed to be financed with a combination of historic and low-income housing tax credits at an estimated cost of \$5 million. The project was originally built in 1920 and is currently vacant. Our development plans are being reviewed by the state historical preservation office at this time.
- Buchanan's Crossing Subdivision - A proposed 24-unit duplex development serving families in Kansas City. The property is planned to be built at an estimated cost of \$4.4 million. The project, located on the west side of N 65th Street, will be completely accessible with priority given to families with a member who has a mobility impairment. Construction is planned for late 2014.
- Buchanan's Crossing - A proposed 280-unit bond financed townhome development serving families in Kansas City. To be built in 3 phases at an estimated cost of \$30 million. This project is currently in the early planning stages.
- Davidson's Green - A proposed 96-unit tax credit financed apartment community serving seniors in Kansas City. To be built in 2 phases at an estimated cost of \$10 million. This project is currently in the early planning stages.

Co-Founder | Delphin Properties LLC | Charlotte, NC | 1998 - present

Co-founder of Delphin Properties, a firm specializing in the acquisition and development of manufactured home communities. Major projects include:

- Crystal Lakes - A 338-unit manufactured home community serving seniors in Fort Myers, Florida. Purchased the partially-constructed development, completed construction, and sold it for a \$1 million profit.
- Mahler's Glen - A 348-unit development originally planned as a manufactured home community serving families in Garner, North Carolina. Secured zoning and site plan approval, engineered the property (including a private wastewater treatment facility), and sold it to a national homebuilder for a \$2 million profit.
- Beacon Wood - A 363-unit development originally planned as a manufactured home community serving families in Crockery Township, Michigan. Secured zoning and site plan approval, engineered the property, and sold it to a regional homebuilder for a \$1 million profit.

Director of Development | Clayton, Williams & Sherwood, Inc. | Austin, TX | 1995 - 1997

Director of Development for Clayton, Williams & Sherwood, a privately-owned operator of manufactured home communities and apartment complexes. Major projects included:

- Multifamily Development - Managed the construction and lease-up of two apartment communities consisting of 564 units and valued at \$38 million. Each property leased up in excess of 25 units per month.

- Manufactured Home Community Development - Put together development plans for 4 manufactured home communities and 2 manufactured home subdivisions consisting of 2047 units and valued at \$63 million.

Assistant to the President | Southwest Property Trust | Dallas, TX | 1993 - 1995

Assistant to the President for Southwest Property Trust, a large apartment REIT. Provided support to management personnel operating a 12,000-unit apartment portfolio.

Investment Analyst/Manager | GE Capital | Dallas, TX | 1991 - 1993

Investment Analyst/Manager for GE Capital's Residential Construction Lending business. Assisted in the management of a \$500 million investment portfolio including 30 single family residential land development investments and 70 single family construction lines of credit.

Regional Manager | Clayton, Williams & Sherwood, Inc. | Newport Beach, CA | 1989 - 1991

Regional Manager for Clayton, Williams & Sherwood, a privately-owned operator of manufactured home communities and apartment complexes. Major projects included:

- Multifamily Management - Management of a 1200-unit apartment portfolio valued at over \$72 million. Implemented a portfolio-wide 10 percent rent increase while cutting operating expenses 3 percent resulting in a \$7 million increase in portfolio value.
- Manufactured Home Community Management - Management of a 1200-unit manufactured home community portfolio valued at over \$36 million. Implemented a 15 percent rent increase in a 500-unit community resulting in a \$4 million increase in property value.

## **Education**

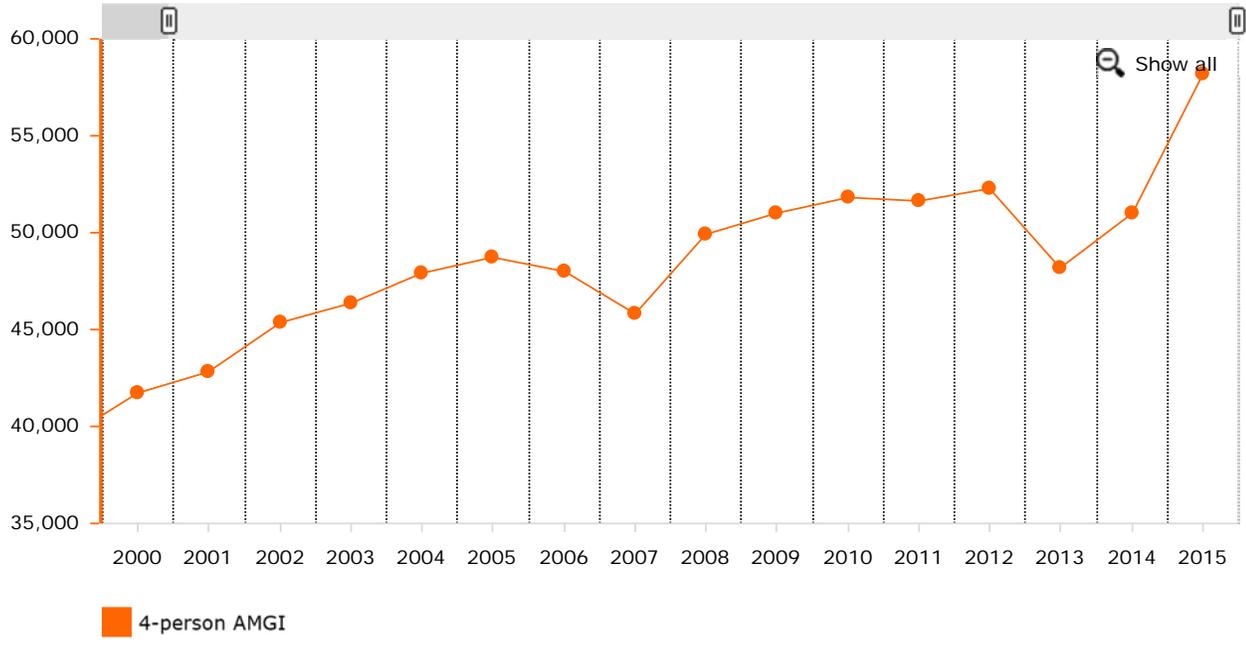
Harvard Business School | MBA, General Management, Real Estate, Economics | 1986 - 1988

Graduated in 1988 with an MBA from Harvard Business School. Emphasis in General Management and Real Estate with a minor concentration in Economics.

Clemson University | BS, Engineering, Economics | 1978 - 1983

Graduated in 1983 with a BS in Engineering from Clemson University. Minor concentration in Economics. Honors included Dean's List and Alpha Lambda Delta honorary. Elected officer for Phi Delta Theta social fraternity. Awarded scholarship on Clemson's varsity wrestling team.

chart by amcharts.com



Display:  4-person AMGI

**Average Increase (AMGI): 2.5%/year**

Close Window



## Rent & Income Limit Calculator ©

### *Beta - Test Version*

The Rent & Income Limit Calculator© has been updated for the FY 2015 HUD Income Limits and is being released in Beta form. The Rent & Income Limit Calculator© is still being tested for potential errors or calculation issues. **Before using the numbers from the Rent & Income Limit Calculator©, we strongly recommend that you check with the applicable state housing agency to verify that the state agrees with the numbers.**

If you would like to engage Novogradac & Company LLP to calculate the rent & income limits for your property, please contact Thomas Stagg at [thomas.stagg@novoco.com](mailto:thomas.stagg@novoco.com).

You can view demographic information and a detailed list of affordable housing properties in [compsMART+](#).

Click on the  icons below to view historical charts.

#### Program and Location Information

<b>Affordable Housing Program</b>	<b>IRS Section 42 Low-Income Housing Tax Credit (LIHTC)</b>
<b>Year (1)</b>	2015 (effective 03/06/15)
<b>State</b>	GA
<b>County</b>	Muscogee County
<b>MSA</b>	Columbus, GA-AL MSA
<b>Persons / Bedroom</b>	1.5 Person / Bedroom
<b>4-person AMI </b>	\$58,200
<b>National Non-Metropolitan Median Income (2)</b>	\$54,100
<b>HERA Special (3)</b>	Not eligible
<b>Hold Harmless (4)</b>	You have indicated that your project was placed in service on or after 03/06/2015 and is therefore eligible to have its income and rent limit held harmless beginning with the 2015 limits.
<b>Placed in Service Date (5)</b>	On or after 03/06/2015.
<b>Rent Floor Election (6)</b>	Effective on or after 03/06/2015.

#### HUD Published Income Limits for 2015 (with no adjustments)

Display Income Limits

Hide Income Limits

		Section 8				
		HERA Special 50%	MTSP 50%	Extremely Low	Very Low	Low
		Charts				
1	Person 	\$20,400	\$18,900	\$11,770	\$18,900	\$30,250
2	Person 	\$23,300	\$21,600	\$15,930	\$21,600	\$34,600
3	Person 	\$26,200	\$24,300	\$20,090	\$24,300	\$38,900
4	Person 	\$29,100	\$27,000	\$24,250	\$27,000	\$43,200
5	Person 	\$31,450	\$29,200	\$28,410	\$29,200	\$46,700
6	Person 	\$33,800	\$31,350	\$31,350	\$31,350	\$50,150
7	Person 	\$36,100	\$33,500	\$33,500	\$33,500	\$53,600
8	Person 	\$38,450	\$35,650	\$35,650	\$35,650	\$57,050
9	Person 	\$40,750	\$37,800	\$33,950	\$37,800	\$60,500
10	Person 	\$43,050	\$39,950	\$35,900	\$39,950	\$63,950

11 Person		\$45,400	\$42,100	\$37,850	\$42,100	\$67,400
12 Person		\$47,700	\$44,300	\$39,750	\$44,300	\$70,850

**LIHTC Income Limits for 2015**  
**(Based on 2015 MTSP Income Limits)**

	Charts	60.00%	30.00%	40.00%	50.00%	140.00%
1 Person		22,680	11,340	15,120	18,900	31,752
2 Person		25,920	12,960	17,280	21,600	36,288
3 Person		29,160	14,580	19,440	24,300	40,824
4 Person		32,400	16,200	21,600	27,000	45,360
5 Person		35,040	17,520	23,360	29,200	49,056
6 Person		37,620	18,810	25,080	31,350	52,668
7 Person		40,200	20,100	26,800	33,500	56,280
8 Person		42,780	21,390	28,520	35,650	59,892
9 Person		45,360	22,680	30,240	37,800	63,504
10 Person		47,940	23,970	31,960	39,950	67,116
11 Person		50,520	25,260	33,680	42,100	70,728
12 Person		53,160	26,580	35,440	44,300	74,424

**LIHTC Rent Limits for 2015**  
**(Based on 2015 MTSP/VI Income Limits)**

Bedrooms (People)	Charts	60.00%	30.00%	40.00%	50.00%	FMR	HOME Low Rent	HOME High Rent
Efficiency (1.0)		567	283	378	472	536	0	0
1 Bedroom (1.5)		607	303	405	506	628	0	0
2 Bedrooms (3.0)		729	364	486	607	745	0	0
3 Bedrooms (4.5)		843	421	562	702	1,026	0	0
4 Bedrooms (6.0)		940	470	627	783	1,319	0	0
5 Bedrooms (7.5)		1,037	518	691	864		0	0

The Rent & Income Limit Calculator© does not calculate low-income housing tax credit (LIHTC) limits greater than 50% LIHTC or 60% LIHTC limits, depending on the minimum set-aside elected with the IRS on Form 8609 in accordance with Internal Revenue Code Section 42(i)(3)(A). In other words, if the 20/50 minimum set-aside was elected then 50% LIHTC is the maximum rent calculated and allowed to qualify as a tax credit unit; or if the 40/60 minimum set-aside was elected then 60% LIHTC is the maximum allowed to qualify as a tax credit unit.

(1) The rent and income limits for each year are effective beginning with the effective date shown above. There is a grace period for 45 days to implement the new rent and income limits, which means that the old limits can be relied upon for 45 days after the effective date of the new limits. For example income limits effective 12/04/2012, can be relied on until 1/17/2013. For more information, see [Revenue Ruling 94-57, IRS Newsletter #50 and IRS LIHC Newsletter #48](#).

IRS LIHC Newsletter #48

LIHC Newsletter #48 and IRS Newsletter #50 clarifies that for projects placed in service during the 45-day grace period, the owner may choose the new or the old income limits. For example, if a project was placed in service on 1/8/2013 and the 2012 income limits are higher than the 2013 income limits, an owner may use the higher income limits from 2012 to income qualify tenants and set rents accordingly because the project was placed in service with the 45 day grace period.

Please note the Rent & Income Limit Calculator© does not apply a 45-day grace period, therefore, users who want to apply a 45-day grace period should select that they were placed in service as of the prior year.

For HUD FY2013 HUD originally issued income limits on December 4, 2012 then issued revised income limits on December 11, 2012. In IRS LIHC Newsletter #50, the IRS has stated that the effective date for the revised FY 2013 income limits is December 4, 2012. Based on this guidance the Rent & income limit calculator uses December 4, 2013 for the effective date for the revised FY 2013 limits. Please see IRS Newsletter #50 for more detail.

[http://www.novoco.com/low\\_income\\_housing/resource\\_files/irs\\_rulings/irs\\_newsletter/lihc\\_newsletter50.pdf](http://www.novoco.com/low_income_housing/resource_files/irs_rulings/irs_newsletter/lihc_newsletter50.pdf)

(2) An area may lose its rural area status. There is no clear guidance that a project is held harmless at the national non-metropolitan income limits when an area loses its rural status. The Rent & Income Limit Calculator© assumes that a project that is not indicated as rural in the current year was also not rural in the prior year, and therefore, does not receive hold harmless treatment based on the prior year national non-metro amount. Please consult your state agency and tax advisor for further clarification.

(3) A project uses HERA Special if income was determined prior to 1/1/2009 and the project is in a HERA Special county. A project's income limits are held harmless at the prior year income limits if income was determined in the prior year or earlier. Please note that the IRS has informally indicated that the definition of "determined" for purposes of the HERA Special and MTSP Hold Harmless income limits means that a project was placed in service. Please see IRS LIHC Newsletter #35 for more information about "determined" and projects with buildings that were placed in service before and after HUD income limit effective dates.

[IRS LIHC Newsletter #35](#)

(4) Internal Revenue Code Section 142(d)(2)(i) indicates that the hold harmless applies on a calendar year. The Rent & Income Limit Calculator© assumes that "calendar year" in the hold harmless rule means the HUD Fiscal Year. For example, the 2009 calendar year means the HUD Fiscal Year from 3/19/2009 through 5/13/2010. In other words, the Rent & Income Limit Calculator© assumes that "calendar year" in the hold harmless rule means the highest income level achieved during any HUD Fiscal Year.

The Rent & Income Limit Calculator© assumes that a rural project will receive hold harmless treatment at the national non-metro amount based on the prior year national non-metro amount if the national non-metro median income were to fall from year to year. If a rural project qualifies for HERA Special and the HERA Special is higher than the national non-metro, then the HERA Special amount will be used. Please note that the IRS has not issued guidance that specifically allows hold harmless treatment at the national non-metro amount for rural projects, however, Internal Revenue Code 42(g)(4) by reference to Internal Revenue Code 142(d)(2)(E) implies that hold harmless treatment would apply at the national non-metro amount for rural projects. Please consult your tax advisor for further clarification.

(5) Please note that for acquisition/rehabilitation projects, the IRS guidance indicates that income and rent limits are determined at the later of the acquisition date or when management begins income-qualifying households in the project. For example, if a project was acquired in 2011, the rehabilitation was placed-in-service in 2012, and management began income-qualifying households in 2011 then the project would be considered placed in service in 2011 for income and rent purposes. If a project was acquired in 2011, the rehabilitation was placed-in-service in 2012, and management began income-qualifying households when the rehabilitation placed-in-service in 2012, then the project would be considered placed in service in 2012 for income and rent purposes. Please consult your tax advisor for further

clarification.

[IRS LIHC Newsletter #35](#)

(6) The Rent & Income Limit Calculator© assumes all buildings in a project have a rent floor effective date under Revenue Procedure 94-57 in the same HUD income limit period. However, if your buildings have different a rent floor effective date under Revenue Procedure 94-57 in different HUD income limit periods, then you should run the calculator separately for each group of buildings in a particular HUD income limit period. The Rent & Income Limit Calculator© assumes that different AMGI limits (40%, 35%, 30%, etc.) chosen by the user will also have a rent floor under Revenue Procedure 94-57 from the same HUD income and rent limit period that applies to the federal level of 50% or 60%.

**Before using the numbers from the Rent & Income Limit Calculator©, we strongly recommend that you check with the applicable state housing agency to verify that the state agrees with the numbers. The numbers round down to the nearest \$1. Utility allowances are input by the user and are not reviewed or verified by Novogradac & Company LLP. Novogradac & Company LLP provides no assurance of the accuracy of the particular results you may obtain from the Rent & Income Limit Calculator©; which is designed only to be a quick reference tool and is no substitute for professional tax and accounting advice. The Rent & Income Limit Calculator© should not be used for any final financial decisions. IRS guidelines and actual HUD amounts should be used for any final decisions. Novogradac & Company LLP does not guarantee the accuracy of the amounts shown above. As consideration for your use of this tool, free of any requirement to pay any related monetary compensation to Novogradac & Company LLP, you agree to hold Novogradac & Company LLP harmless from any damages and claims related to use of the Rent & Income Limit Calculator©. If you do not agree with the terms of this paragraph, you may not use the Rent & Income Limit Calculator©.**

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## WARRANTY DEED

THIS INDENTURE, made and entered into this 19<sup>th</sup> day of November, 1980, between CINDY LEE PARTNERSHIP, a partnership composed of F. RODNEY LAWLER of the State of TENN, County of KNOX; H. PAT WOOD of the State of TENN, County of KNOX; W. THOMAS HOWARD of the State of TENN, County of KNOX; and WALKER JOINES of the State of Georgia, County of Muscogee, as party or parties of the first part, hereinafter designated Grantor, and THE HOUSING AUTHORITY OF COLUMBUS, GEORGIA, as party or parties of the second part, hereinafter designated GRANTEE (the words "Grantor" and "Grantee" to include their respective heirs, successors and assigns where the context requires or permits),

WITNESSETH: That Grantor, for and in consideration of the sum of TEN AND NO/100 DOLLARS (\$10.00) and other valuable considerations, in hand paid at and before the sealing and delivery of these presents, the receipt whereof is hereby acknowledged, has granted, bargained, sold and conveyed, and does by these presents grant, bargain, sell and convey, unto Grantee, the following described real estate, to-wit:

All that lot, tract or parcel of land situate, lying and being in Land Lot 104 of the Coweta Reserve of Columbus, Muscogee County, Georgia, and being more particularly described as follows:

BEGINNING at an iron pin located on the westerly margin of Fort Benning Road, said iron pin being located a distance of 508.08 feet south 02 degrees 53 minutes east of the intersection formed by the westerly margin of Fort Benning Road with the southerly margin of Youmans Street; and running thence south 02 degrees 53 minutes east along the westerly margin of Fort Benning Road a distance of 251.64 feet to an iron pin; running thence south 80 degrees 18-1/2 minutes west a distance of 831.46 feet along the northerly margin of the property of the Grantee herein known as "Baker Village" to an iron pin located on the easterly margin of Benning Drive; running thence in a generally northerly direction along the curving easterly margin of Benning Drive (said curve having a radius of 1,834.57 feet) a distance of 251.67 feet to an iron pin; running thence north 80 degrees 18-1/2 minutes east a distance of 832.92 feet to an iron pin and the point of beginning.

Situated upon said property are those certain 52 apartments units known as Cindy Lee Apartments, Fort Benning Road, Columbus, Muscogee County, Georgia.

The above described property is designated "4.757 Acres" upon a map or plat entitled "Survey for Housing Authority of Columbus, Georgia (Gate Lane Gardens-Apartments), Lying in Land Lot 104, Coweta Reserve, Columbus, Muscogee County, Georgia," dated September 10, 1980, prepared by Moon, Meeks & Patrick, Inc., Civil Engineers, and recorded in Plat Book 76, Page 9, in the office of the Clerk of the Superior Court of Muscogee County, Georgia, and by reference herein made a part hereof.

TO HAVE AND TO HOLD the said bargained premises unto Grantee, together with all and singular the rights, members and appurtenances thereof to the same in any manner belonging or appertaining, to the own proper use, benefit and behoof of Grantee forever, IN FEE SIMPLE.

And Grantor will warrant and forever defend the right and title thereof unto Grantee against the claims of all persons whomsoever.

IN TESTIMONY WHEREOF, Grantor has signed, sealed and delivered this deed the day and year first above written.

As to F. Rodney Lawler:

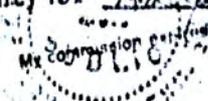
CINDY LEE PARTNERSHIP, a partnership composed of:

Signed, sealed and delivered in the presence of:

Witness Robert A. Finley

F. Rodney Lawler (L.S.)  
F. RODNEY LAWLER

Notary Public, State of Tenn.  
County of Franklin



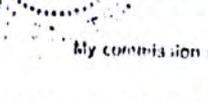
H. Pat Wood (L.S.)  
H. PAT WOOD

As to H. Pat Wood:

Signed, sealed and delivered in the presence of:

Witness Robert A. Finley

Notary Public, State of Tenn.  
County of Franklin



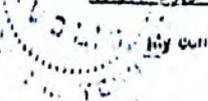
W. Thomas Howard (L.S.)  
W. THOMAS HOWARD

As to W. Thomas Howard:

Signed, sealed and delivered in the presence of:

Witness Robert A. Finley

Notary Public, State of Tenn.  
County of Franklin



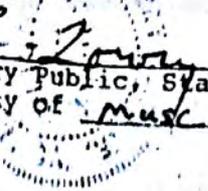
Walker Joines (L.S.)  
WALKER JOINES

As to Walker Joines:

Signed, sealed and delivered in the presence of:

Witness Sarah C. Morris

Notary Public, State of Georgia  
County of Muscogee



DEED EXEMPT FROM  
GA. TRANSFER TAX  
(Ga. Code Ann.  
Sec. 91A-3003(3),  
as amended)

FILED

RECORDED -2-

NOV 19 '80

NOV 20 '80

JAMES L. STUBBS, CLERK, S. C. M. C., GA.

Nov 19, 1980  
William R. M. Strick  
Deputy Clerk