



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

**WISTERIA PLACE OF MABLETON
NWC of Floyd Road SW and Wisteria Drive SW
Mableton, Cobb County, Georgia 30126**

Effective Date: June 1, 2016

Report Date: June 8, 2016

Prepared For

**Mr. David J. Searles, Jr.
Beverly J. Searles Foundation, Inc.
5030 Nesbit Ferry Lane
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Prepared By

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June 8, 2016

Mr. David J. Searles, Jr.
Beverly J Searles Foundation, Inc.
5030 Nesbit Ferry Lane
Sandy Springs, GA 30350

Re: Market Study for Wisteria Place of Mableton in Mableton, Georgia

Dear Mr. Searles:

At your request, Novogradac & Company LLP performed a market study of the senior rental market in the Mableton, Cobb County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project, the (Subject). The purpose of this market study is to assess the viability of the construction of Wisteria Place of Mableton, a proposed Housing for Older Persons (HFOP) development that will consist of 104 units. The units will be restricted to senior households aged 55 and older earning 50 and 60 percent of the AMI, or less. The Subject will also offer unrestricted market rate units. Furthermore, all units restricted to 50 percent of the AMI will be subsidized with Project Based Rental Assistance. As such, tenants of these units will pay 30 percent of their income towards rent.

The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions. The scope of this report meets the requirements of the Georgia Department of Community Affairs (DCA), including the following:

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

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

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

Respectfully submitted,



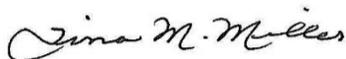
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ASSUMPTIONS AND LIMITING CONDITIONS

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

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

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Addendum

A. EXECUTIVE SUMMARY AND CONCLUSIONS

EXECUTIVE SUMMARY AND CONCLUSIONS

1. Project Description:

Wisteria Place of Mableton (the Subject) will be located at the northwest corner of Floyd Road SW and Wisteria Drive SW in Mableton, Cobb County, Georgia. The Subject will target senior households aged 55 and older (HFOP). The Subject will consist of 104 new construction units in a lowrise, four-story, elevator-serviced building. The following table illustrates the unit mix including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowance.

PROPOSED RENTS

Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2015 LIHTC	2015 HUD
						Maximum Allowable Gross Rent	Fair Market Rents
<i>50% AMI (PBRA)</i>							
1BR/1BA	660	14	\$635	\$0	\$635	\$640	\$773
2BR/1BA	874	3	\$740	\$0	\$740	\$767	\$916
2BR/2BA	998	4	\$765	\$0	\$765	\$767	\$916
<i>60% AMI</i>							
1BR/1BA	660	52	\$765	\$0	\$765	\$768	\$773
2BR/1BA	874	5	\$895	\$0	\$895	\$921	\$916
2BR/2BA	998	5	\$920	\$0	\$920	\$921	\$916
<i>Market</i>							
1BR/1BA	660	14	\$800	N/A	N/A	N/A	\$773
2BR/1BA	874	4	\$1,050	N/A	N/A	N/A	\$916
2BR/2BA	998	3	\$1,175	N/A	N/A	N/A	\$916
Total		104					

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

The Subject will offer the following amenities: balcony/patio, blinds, carpeting, central air conditioning, coat closet, dishwasher, oven, refrigerator, garbage disposal, hand rails, and washer/dryer hookups. With regards to community amenities, the Subject will offer a business center/computer lab, community room, a concierge, elevators, exercise facility, courtyard, central laundry facility, picnic area, recreation area, sauna, on-site management, and off-street parking. The Subject will be competitive with the comparable properties in terms of amenities.

2. Site Description/Evaluation:

The Subject site is located at the northwest corner of Floyd Road SW and Wisteria Drive SW in Mableton, Cobb County, Georgia. The site is currently improved with a car

repair shop and car wash that will be demolished to allow construction of the Subject. The immediate area consists primarily of residential uses, a house of worship, and a Shell gas station and convenience store. Retail uses are concentrated approximately 0.8 miles north and 0.8 miles south of the Subject site. All locational amenities are located within 1.7 miles of the Subject site. Overall, the Subject will be a conforming use in the neighborhood and the site appears appropriate for senior multifamily rental units.

Positive attributes of the site include a bus stop located 0.1 miles north of the Subject site. The Subject site does not have any negative attributes.

3. Market Area Definition:

The boundaries of the PMA are as follows:

North - Dallas Highway SW

South – Interstate 20

East – Interstate 285

West – Hiram Douglasville Highway

This area includes the majority of the southern portion of Cobb County and the northern portion of Douglas County. The area was defined based on interviews with local market participants as well as property managers at comparable properties. Based upon our site inspection, the Subject site is located in the city of Mableton, in an area comprised predominantly of single-family homes in average to good condition. Several property managers indicated that a significant portion of their tenants come from Mableton and the surrounding areas, with some residents originating from Atlanta. Per GA DCA's 2016 market study guidelines, GA DCA does not take into account leakage from outside the PMA. The farthest PMA boundary is approximately 11.6 miles from the Subject.

4. Community Demographic Data:

The PMA is expected to experience moderate senior population and household growth from 2015 through 2020. Senior households in the PMA are projected to increase at a faster rate than both the MSA and the nation from 2015 to 2020. However, senior renter-occupied units accounted for 25.0 percent of the total housing stock in the PMA in 2015. This rate is slightly higher than the national average of 22.7 percent for senior households. Furthermore, the percentage of senior renters in the PMA is projected to increase to 25.7

percent by 2020, resulting in an additional 2,429 senior renters. The Subject will target senior households earning \$0 to \$32,760 for its LIHTC units, assuming subsidy. The market rate units will not have a maximum income restriction. Approximately 34.7 percent of senior households in the PMA earned incomes below \$29,999 in 2015. For the projected market entry date of August 2018, this percentage is projected to remain the same. As the senior population and number of households increase, there is expected to be a greater number of lower-income senior renters seeking affordable housing.

According to www.RealtyTrac.com, one in every 712 homes in Mableton, GA was in foreclosure, as of April 2016. Nationally, one in every 1,308 homes was in foreclosure and one in every 1,394 homes in Georgia was in foreclosure. As indicated, Mableton has a higher foreclosure rate than the State of Georgia and the nation as a whole. Overall, it appears that the local market is still recovering. During our site inspection, we witnessed few abandoned homes in the Subject's immediate neighborhood.

5. Economic Data:

The largest industries in the PMA are retail trade, health care/social assistance, professional/scientific/social assistance, construction, and educational services. Together, these five industries comprise nearly 48 percent of total employment in the PMA. Total employment in the MSA has increased every year, except 2008 through 2010 due to the national recession. From February 2015 to February 2016, total employment increased 2.2 percent, which is slightly above growth experienced nationally. The unemployment rate in the MSA also decreased every year, except 2008 through 2010. The unemployment rate has historically been below the national unemployment rate for the majority of the last 15 years. Overall, the MSA has reached pre-recession levels and the area is in a growth phase.

According to the Atlanta Economic Development Department, the following expansions and additions have occurred in Cobb County over the last two years.

EXPANSIONS/NEW ADDITIONS

Cobb County, GA

Company Name	Jobs	Industry
Synovus Financial Corp.	300	Finance
Harken Health Insurance Company	80	Healthcare
The Home Depot, Inc.	525	Retail
Infosys	330	IT
Deerland Enzymes	43	Manufacturing
DEKRA North America	40	Manufacturing
Citim AM	30	Manufacturing
Northside Hospital	400	Healthcare
Greenway Health	150	Healthcare
eVestment	100	IT
China Shipping (North America) Agency	70	Call Center
Snappy	3	Manufacturing
Total	2,071	

Source: Atlanta Economic Development Department, 5/2016

As illustrated, 2,071 jobs have been added to the local economy.

According to the Worker Adjustment and Retraining Notification (WARN) list provided by the Georgia Department of Economic Development, several companies have issued WARN notices in Cobb County from 2014 through 2016 YTD, detailed in the following table.

COBB COUNTY LAYOFFS/CLOSURES 2014 - YTD 2016

Effective	Company	Layoff/Closure	Number of Employees
6/1/2016	Amrep/Zepinc	Closure	74
3/23/2016	Technicolor Home Entertainment Services Southeast	Closure	63
2/18/2016	McKesson Medical/Surgical	Closure	30
2/10/2016	Hanna & Associates	Closure	200
9/28/2015	World Marketing Atlanta	Closure	105
10/3/2015	Garda World	Layoff	56
8/14/2015	Office Depot, Inc.	Layoff	75
6/30/2015	Sodexo	Layoff	167
3/11/2015	Triton Digital	Closure	51
4/17/2015	Staples	Closure	150
4/30/2015	Meda Pharmaceuticals	Closure	21
10/23/2014	Walden Security	Layoff	38
10/1/2014	Cobb Medical Associates	Closure	64
10/1/2014	Emory-Adventist Hospital	Closure	517
8/19/2014	Alorica, Inc.	N/A	135
8/15/2014	Acosta Sales and Marketing	Layoff	50
2/15/2014	Remington Outdoor Company	Closure	34
4/20/2014	BrandsMart USA	Closure	108
3/11/2014	McKesson Medical Supply	Closure	13
2/15/2014	Archiver's	Closure	15
1/28/2014	Radisson Hotel	Layoff	25
Total			1,991

Source: Georgia Department of Economic Development, 5/2016

6. Project-Specific Affordability And Demand Analysis:

The following table illustrates the Subject's capture rates.

CAPTURE RATE ANALYSIS CHART

Unit Size	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
1BR @ 50% AMI (PBRA)	14	859	0	859	1.6%	8-9 months	\$939	\$722-\$1,133	\$635
2BR @ 50% AMI (PBRA)	7	401	0	401	1.7%	8-9 months	\$1,082	\$870-\$1,271	\$740-\$765
50% AMI (PBRA) Overall	21	1,260	0	1,260	1.7%	8-9 months	\$939-\$1,082	\$722-\$1,271	\$635-\$765
1BR @ 60% AMI	52	359	0	359	14.5%	8-9 months	\$966	\$832-\$1,133	\$765
2BR @ 60% AMI	10	168	0	168	6.0%	8-9 months	\$1,106	\$968-\$1,271	\$895-\$920
60% AMI Overall	62	526	0	526	11.8%	8-9 months	\$966-\$1,106	\$832-\$1,271	\$765-\$920
1BR @ Market	14	1,102	0	1,102	1.3%	8-9 months	\$966	\$832-\$1,133	\$800
2BR @ Market	7	515	0	515	1.4%	8-9 months	\$1,106	\$968-\$1,271	\$1,050-\$1,175
Market Overall	21	1,618	0	1,618	1.3%	8-9 months	\$966-\$1,106	\$832-\$1,271	\$995-\$1,175
Overall 1BR Units Total	80	2,160	0	2,160	3.7%	8-9 months	\$966	\$722-\$1,133	\$635-\$995
Overall 2BR Units Total	24	1,009	0	1,009	2.4%	8-9 months	\$1,106	\$870-\$1,271	\$740-\$1,175
Overall All Units Total	104	3,169	0	3,169	3.3%	8-9 months	\$966-\$1,106	\$722-\$1,271	\$635-\$1,175

As the previous table demonstrates, the Subject's capture rates are within GA DCA's capture rate threshold.

7. Competitive Rental Analysis:

The availability of senior LIHTC data is considered good. We have included four senior LIHTC properties, two of

which are located in the PMA. Legacy at Walton Park and Legacy at Walton Heights are located in the northern portion of Cobb County. The majority of managers reported that tenants come from areas throughout the county, and the greater Atlanta area. Therefore, we believe these properties are a good indicator of achievable senior LIHTC and unrestricted rents in the market. We have also included two family LIHTC properties that are located in the PMA. Three of the comparable senior properties offer unrestricted units. Additionally, we included two senior properties that offer LIHTC units, all of which operate with Project Based Rental Assistance, as well as market rate units. These properties were included in our market rent analysis. We have supplemented the market rate data with three conventional properties in the PMA. Overall, the availability of LIHTC and market rate data is considered good.

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

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

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR @ 50%	\$635	\$722	\$1,133	\$939	48%
2 BR @ 50%	\$740-\$765	\$870	\$1,271	\$1,082	46%, 41%
1 BR @ 60%	\$765	\$832	\$1,133	\$966	26%
2 BR @ 60%	\$895-\$920	\$968	\$1,271	\$1,106	24%, 20%
1 BR @ Market	\$800	\$832	\$1,133	\$966	21%
2 BR @ Market	\$1,050-\$1,175	\$968	\$1,271	\$1,106	5%, -6%

The Subject’s proposed 50 and 60 percent AMI rents will have a significant rent advantage over the surveyed average rents in the market. The Subject’s one-bedroom market rents will have a significant advantage while the Subject’s

two-bedroom market rents will have a slight advantage to a slight disadvantage. However, the Subject will be new construction and will offer superior common area amenities to the majority of the comparables. Furthermore, the Subject’s location will also be superior to the majority of the comparable properties. The following tables compares the Subject’s proposed rents to market rents at the senior comparables surveyed.

SUBJECT COMPARISON TO SENIOR MARKET RENTS

Property Name	1BR	2BR
Subject @50%	\$635	\$765 \$740
Subject @60%	\$765	\$920 \$895
Subject Market	\$800	\$1,175 \$1,050
Parkland Manor	\$950 \$849	\$1,099 \$999
The Legacy At Walton Village	\$1,030	\$1,167
The Retreat At Dorsey Manor	\$1,027	\$1,168
The Tower At Dorsey Manor	\$1,027 \$977	n/a
Average (excluding Subject)	\$977	\$1,108

As illustrated, the Subject’s proposed rents are generally in-line with rents being achieved at the senior properties surveyed. Overall, the Subject’s proposed rents appear to be feasible in the market given the low vacancy rates and presence of waiting lists at the comparable properties.

8. Absorption/Stabilization

Estimate:

We were able to obtain absorption information from two of the comparable properties surveyed. The following table details the reported absorption paces.

ABSORPTION

Property name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Legacy At Walton Park	LIHTC/Section 8	Senior	2015	100	14
The Legacy At Walton Heights	LIHTC	Senior	2013	100	20

As illustrated, local property managers reported an absorption pace ranging from 14 to 20 units per month. Legacy at Walton Park is the newest senior property surveyed. The manager reported an absorption pace of 14 units per month. Based on our analysis, we expect the Subject to experience absorption pace of 16 to 18 units per month for an absorption period of eight to nine months.

9. Overall Conclusion:

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Senior renter-occupied units accounted for 25.0 percent of the total housing stock in the PMA in 2015. This rate is slightly higher than the national average of 22.7 percent for senior households. Furthermore, the percentage of senior renters in the PMA is projected to increase to 25.7 percent by 2020, resulting in an additional 2,429 senior renters. The Subject's strengths include its location, age/condition, and common area amenities. The Subject's weaknesses include its smaller unit sizes and slightly inferior unit amenities. All of the comparable senior properties reported vacancy rates of 1.6 percent or less. The presence of waiting lists at all of the senior LIHTC comparables is a positive indication of a strong senior rental market. We believe that the Subject's proposed rents are reasonable and achievable.

Summary Table:

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

Development Name:	Wisteria Place of Mableton	Total # Units: 104
Location:	Floyd Rd SW & Wisteria Dr SW	# LIHTC Units: 62
	Mableton, Cobb County, GA 30126	
PMA Boundary:	North - Dallas Highway SW; South – Interstate 20; East – Interstate 285; West – Hiram Douglasville Highway	
	Farthest Boundary Distance to Subject:	<u>11.6 miles</u>

Rental Housing Stock (found on pages 22)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	40	2,857	39	98.6%
Market-Rate Housing	5	1,197	27	97.7%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	29	738	7	99.1%
LIHTC	6	922	5	99.5%
Stabilized Comps	6	922	5	99.5%
Properties in Construction & Lease Up	0	0	0	N/A

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
14	1BR at 50% AMI (PBRA)	1	660	\$635	\$939	\$1.42	32%	\$1,133	\$1.72
3	2BR at 50% AMI (PBRA)	1	874	\$740	\$1,082	\$1.24	32%	\$1,271	\$1.45
4	2BR at 50% AMI (PBRA)	2	998	\$765	\$1,082	\$1.08	29%	\$1,271	\$1.27
52	1BR at 60% AMI	1	660	\$765	\$966	\$1.46	21%	\$1,133	\$1.72
5	2BR at 60% AMI	1	874	\$895	\$1,106	\$1.27	19%	\$1,271	\$1.45
5	2BR at 60% AMI	2	998	\$920	\$1,106	\$1.11	17%	\$1,271	\$1.27
14	1BR at Market	1	660	\$800	\$966	\$1.46	17%	\$1,133	\$1.72
4	2BR at Market	1	874	\$1,050	\$1,106	\$1.27	5%	\$1,271	\$1.45
3	2BR at Market	2	998	\$1,175	\$1,106	\$1.11	-6%	\$1,271	\$1.27

Demographic Data (found on page 32)

	2010		2015		2018	
Renter Households	8,479	24.20%	9,488	25.00%	10,986	25.40%
Income-Qualified Renter HHs (LIHTC)	6,839	80.66%	8,015	84.47%	9,330	84.93%

Targeted Income-Qualified Renter Household Demand (found on page 61)

Type of Demand	30%	50% (PBRA)	60%	Market-rate	Other: __	Overall*
Renter Household Growth	N/Ap	506	211	652	N/Ap	1,272
Existing Households (Overburdened + Substandard)	N/Ap	1,058	442	1,364	N/Ap	2,660
Homeowner conversion (Seniors)	N/Ap	32	13	32	N/Ap	80
Total Primary Market Demand	N/Ap	1,595	666	2,048	N/Ap	4,012
Less Comparable/Competitive Supply	N/Ap	0	0	0	N/Ap	0
Adjusted Income-qualified Renter HHs	N/Ap	1,595	666	2,048	N/Ap	4,012

Capture Rates (found on page 61)

Targeted Population	30%	50% (PBRA)	60%	Market-rate	Other: __	Overall
Capture Rate:	N/Ap	1.70%	11.80%	1.30%	N/Ap	3.30%

*Includes LIHTC and unrestricted (when applicable)

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address and Development Location:

The Subject site is located at the northwest corner of Floyd Road SW and Wisteria Drive SW in Mableton, Cobb County, Georgia. The site is currently improved with a car repair shop and car wash that will be demolished to allow construction of the Subject.

Construction Type:

The Subject will consist of 104 new construction units structured as one, lowrise, four-story, elevator-serviced building.

Occupancy Type:

HFOP – 55+.

Special Population Target:

None.

Number of Units by Bedroom Type and AMI Level:

See following property profile.

Unit Size:

See following property profile.

Structure Type:

See following property profile.

Rents and Utility Allowances:

See following property profile.

Existing or Proposed Project Based Rental Assistance:

Of the Subject's total 104 units, 21 will operate with Project Based Rental Assistance. As such, tenants of these units will pay 30 percent of their income towards rent.

Proposed Development Amenities:

See following property profile.

Wisteria Place of Mableton, Mableton, GA; Market Study

Wisteria Place Of Mableton	
Comp #	Subject
Effective Rent Date	6/1/2016
Location	NWC Of Floyd Rd SW & Wisteria Dr SW Mableton, GA 30126 Cobb County (verified)
Units	104
Type	Lowrise (age-restricted) (4 stories)
Year Built / Renovated	2018 / n/a
Tenant Characteristics	Seniors aged 55 and over



Market			
Program	@50% (Section 8), @60%, Market	Leasing Pace	n/a
Annual Turnover Rate	N/A	Change in Rent (Past Year)	n/a
Units/Month Absorbed	n/a	Concession	
Section 8 Tenants	N/A		

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

Unit Mix (face rent)											
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?
1	1	Lowrise (4 stories)	14	660	\$635	\$0	@50% (Section 8)	n/a	N/A	N/A	N/A
1	1	Lowrise (4 stories)	52	660	\$765	\$0	@60%	n/a	N/A	N/A	no
1	1	Lowrise (4 stories)	14	660	\$800	\$0	Market	n/a	N/A	N/A	N/A
2	1	Lowrise (4 stories)	3	874	\$740	\$0	@50% (Section 8)	n/a	N/A	N/A	N/A
2	1	Lowrise (4 stories)	5	874	\$895	\$0	@60%	n/a	N/A	N/A	no
2	1	Lowrise (4 stories)	4	874	\$1,050	\$0	Market	n/a	N/A	N/A	N/A
2	2	Lowrise (4 stories)	4	998	\$765	\$0	@50% (Section 8)	n/a	N/A	N/A	N/A
2	2	Lowrise (4 stories)	5	998	\$920	\$0	@60%	n/a	N/A	N/A	no
2	2	Lowrise (4 stories)	3	998	\$1,175	\$0	Market	n/a	N/A	N/A	N/A

Amenities			
In-Unit	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Garbage Disposal Hand Rails Oven Refrigerator Washer/Dryer hookup	Security	Intercom (Buzzer) Limited Access Video Surveillance
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Concierge Courtyard Elevators Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area Recreation Areas Sauna	Premium	none
Services	none	Other	none

Comments
The site is currently improved with a car repair shop and a car wash that will be demolished to allow construction of the Subject site.

Scope of Renovations: The Subject will be new construction.

Current Rents: The Subject will be new construction. Therefore, there are no current rents to report.

Current Occupancy: **Not applicable.**

Current Tenant Income: **Not applicable.**

Placed in Service Date: According to the sponsor, the Subject will enter the market in August 2018.

Conclusion: The Subject will consist of one, lowrise, four-story, elevator-serviced building, and will be in excellent condition upon completion. We have reviewed the floor plans and they appear to be functional and market-oriented.

C. SITE EVALUATION

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

Talia Gbolahan visited the site on June 1, 2016.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

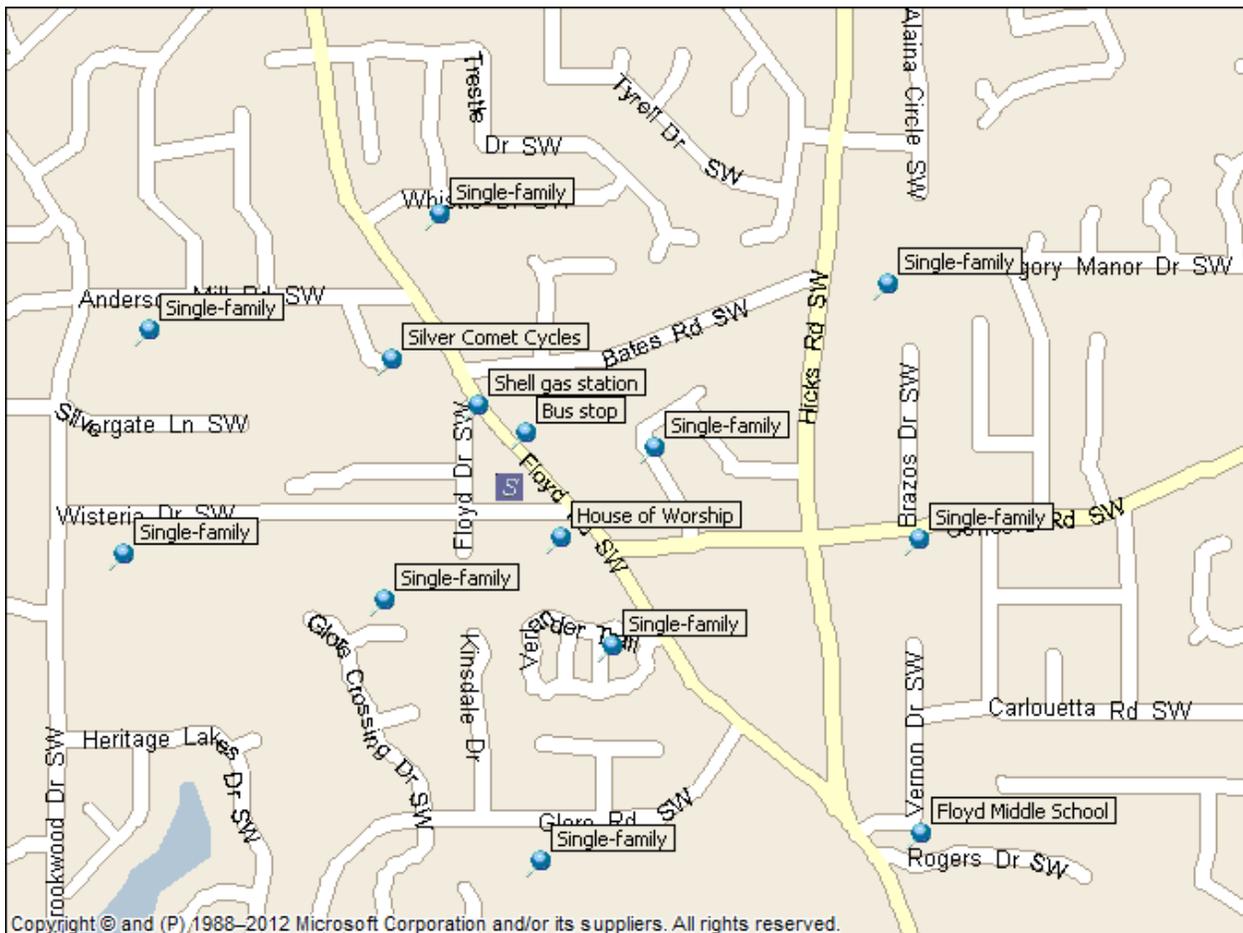
The Subject site has frontage on Floyd Road SW, Wisteria Drive SW and Floyd Drive SW.

Visibility/Views:

The site has excellent access and visibility from Floyd Road SW, Wisteria Drive SW and Floyd Drive SW. Views from the site primarily include single-family homes in average to good condition, a house of worship in fair condition, and a Shell gas station and convenience store. Views are considered good. The Subject site has frontage along Floyd Road SW, Wisteria Drive SW and Floyd Drive SW, which will provide the Subject with good visibility as these are well-trafficked neighborhood thoroughfares.

Surrounding Uses:

The following map and pictures illustrate the surrounding land uses.



The surrounding uses are generally in average to good condition. Residential uses in the immediate neighborhood appeared to be well-occupied. Retail/commercial uses are located predominantly 0.8 miles north of the Subject, along East-West Connector, and 0.8 miles south of the Subject along Floyd Road SW, and appeared to be approximately 90 to 95 percent occupied.

Positive/Negative Attributes of Site: Positive attributes of the site include a bus stop located 0.1 miles north of the Subject site. The Subject site does not have any negative attributes.

3. Physical Proximity to Locational Amenities:

The Subject site is located on the northwest corner of Floyd Road SW and Wisteria Drive SW. The immediate area consists primarily of residential uses, a house of worship, and a Shell gas station and convenience store. Retail uses are concentrated approximately 0.8 miles north and 0.8 miles south of the Subject site. All locational amenities are located within 1.7 miles of the Subject site.

Overall, the Subject will have good visibility and the community presents a good location for an affordable senior housing development. The Subject is projected to have a positive impact on the local neighborhood.

4. Pictures of Site and Adjacent Uses:



View of Subject site



View of Subject site



View of Subject site (car repair shop to be razed)



View of Subject site (car wash to be razed)



View east along Floyd Drive SW



View west along Floyd Drive SW



View east along Wisteria Drive SW



View west along Wisteria Drive SW



View northwest along Floyd Road SW



View southeast along Floyd Road SW



Shell gas station, adjacent to north of Subject site



Bus stop north of Subject site



House of Worship, adjacent to south of Subject site



Neighborhood uses



Neighborhood uses.



Typical single-family homes



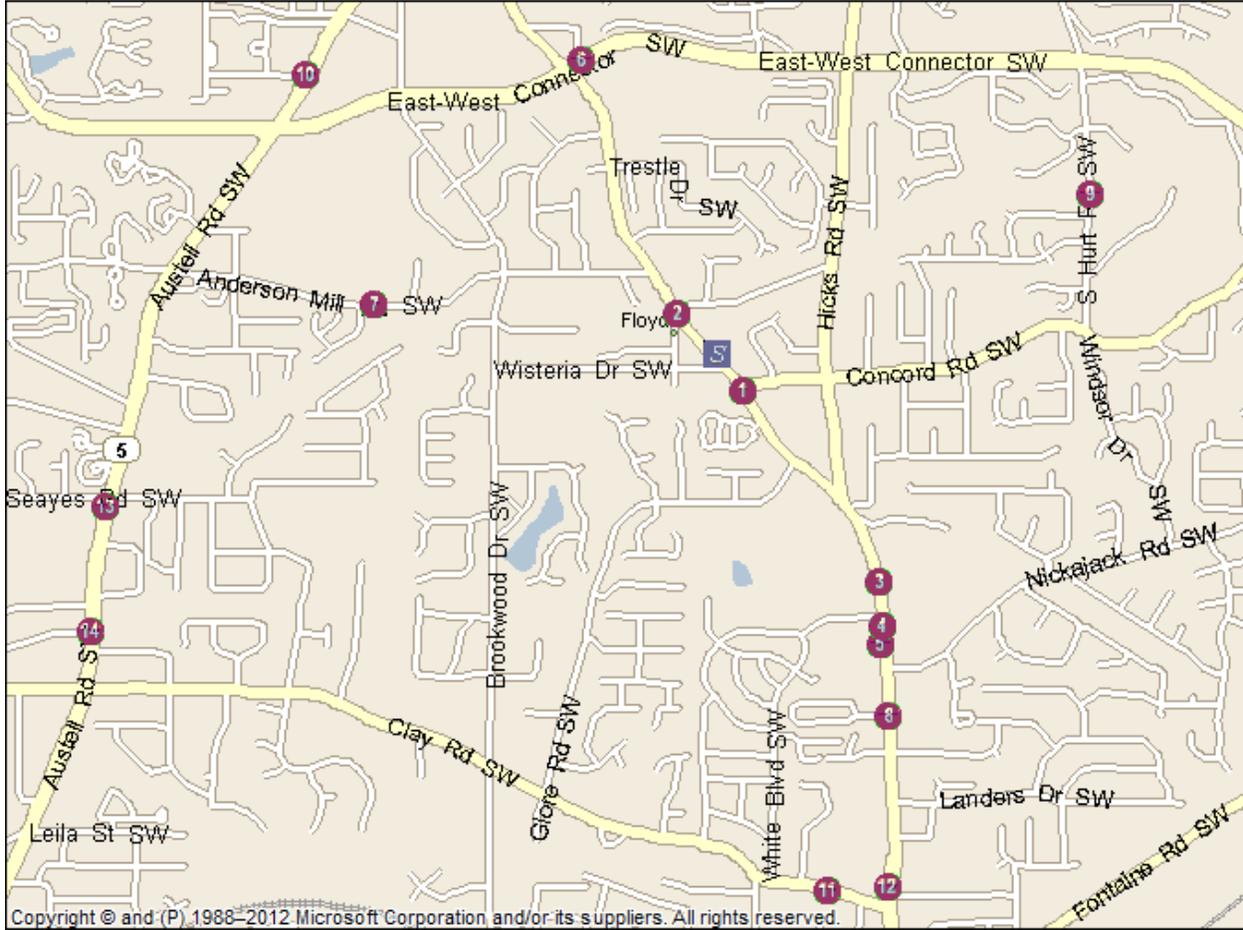
Typical single-family homes



Townhomes west of Subject site

5. Proximity to Locational Amenities:

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



LOCALATIONAL AMENITIES

Map Number	Service or Amenity	Miles From Subject
1	House of Worship	Adjacent
2	Bus stop	0.1
3	Floyd Middle School	0.7
4	Kroger (grocery store and pharmacy)	0.8
5	BestBank	0.8
6	Walmart	0.9
7	Sanders Elementary School	0.9
8	Walgreens	1.0
9	C Freeman Poole Senior Center	1.0
10	Wellstar Cobb Hospital	1.3
11	South Cobb Regional Library	1.4
12	Post Office	1.4
13	Cobb County Police Precinct 2	1.6
14	South Cobb High School	1.7

6. Description of Land Uses:

The Subject is currently improved with a car repair shop and a car wash that will be demolished to allow construction of the Subject. Immediate surrounding land uses primarily include single-family homes in average to good condition, a house of worship in fair condition, and a Shell gas station and convenience store. Overall, the Subject will be a conforming use in the neighborhood and the site appears appropriate for senior multifamily rental units.

7. Public Safety Issues:

The following table illustrates crime statistics in the Subject’s PMA compared to the MSA.

2015 CRIME RISK INDICES

	PMA	Atlanta-Sandy Springs- Roswell, GA MSA
Total Crime*	127	139
Personal Crime*	100	130
Murder	106	155
Rape	85	88
Robbery	113	163
Assault	96	118
Property Crime*	131	140
Burglary	141	147
Larceny	127	134
Motor Vehicle Theft	140	178

Source: Esri Demographics 2015, Novogradac & Company LLP, May 2016

*Unweighted aggregations

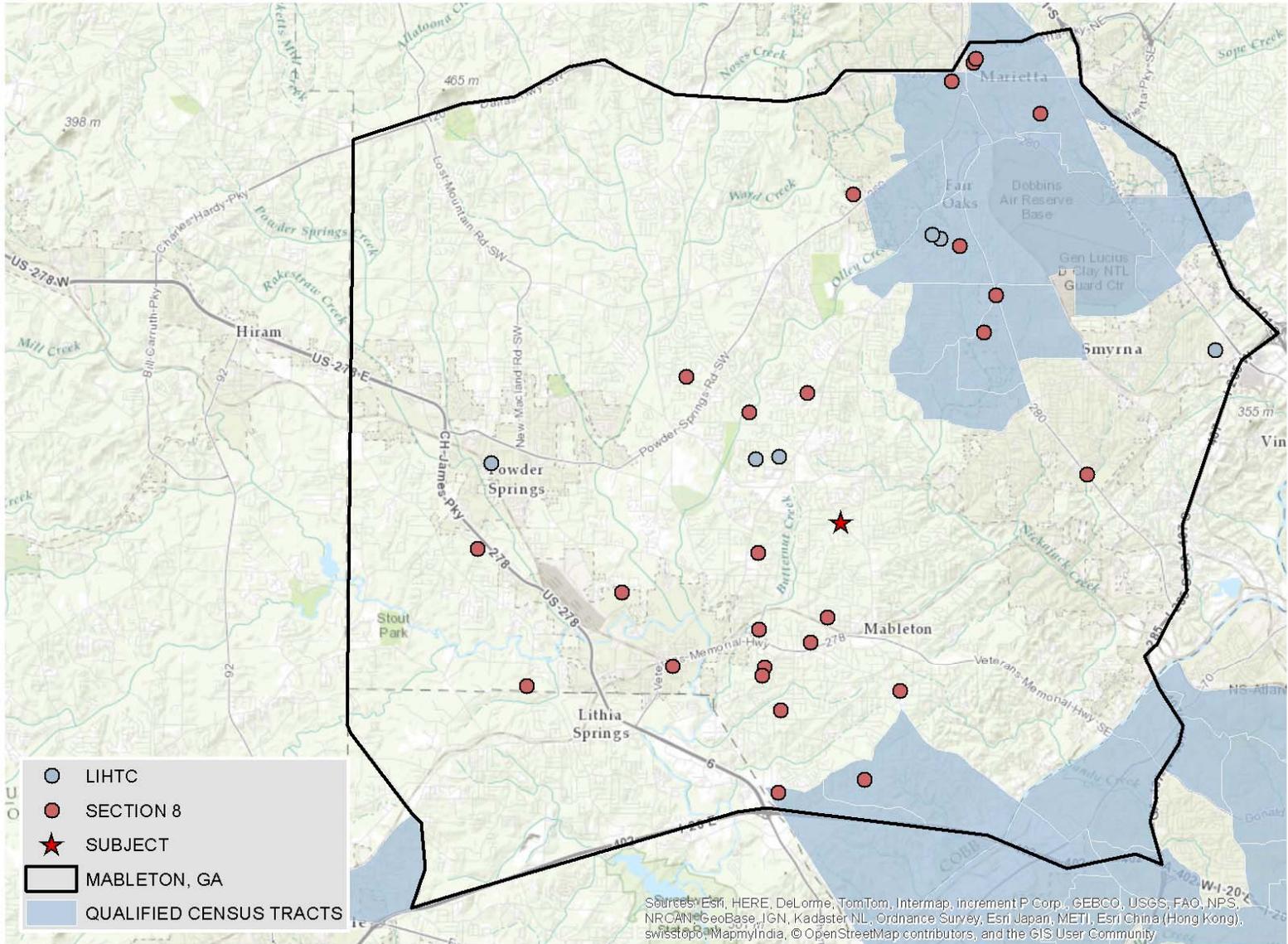
The total crime risk index in the PMA is higher than the nation but slightly below the MSA. Observations of the PMA as well as the Subject’s immediate neighborhood, and interviews with market participants reflect that crime is not a significant concern. The Subject will offer limited access entry, buzzer intercom and video surveillance. The majority of the comparables offer some form of security. The Subject will be similar to slightly superior in terms of security features when compared to the majority of the comparable properties.

8. Existing Assisted Rental Housing Property Map:

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

QCTLIST

Property Name	Address	City	State	Zip Code	County	Tenancy	Map Color	Type	Included/ Excluded	Reason for Exclusion	Distance from Subject
Wisteria Place of Mableton (Subject)	Floyd Rd SW & Wisteria Dr SW	Mableton	GA	30126	Cobb	Senior		LIHTC	Included	N/A	-
Parkland Manor	Medical Park Dr	Austell	GA	30106	Cobb	Senior		LIHTC	Included	N/A	1.6 miles
The Legacy at Walton Village	1650 Austell Rd	Marietta	GA	30008	Cobb	Senior		LIHTC	Included	N/A	4.8 miles
Walton Crossing	1820 Mulkey Rd	Austell	GA	30106	Cobb	Family		LIHTC	Included	N/A	1.7 miles
Walton Village	1570 Roberta Dr	Marietta	GA	30008	Cobb	Family		LIHTC	Included	N/A	4.9 miles
Abbingtion Trail	3500 Trillium Drive	Powder Springs	GA	30127	Cobb	Senior		LIHTC	Excluded	Could not reach	6.3 miles
Galleria Manor	2731 Woodland Terrace	Smyrna	GA	30080	Cobb	Senior		LIHTC	Excluded	Could not reach	6.3 miles
Walton Reserve Apartments	7075 Walton Reserve Ln	Austell	GA	30168	Cobb	Family		LIHTC	Excluded	Could not reach	4.3 miles
The Retreat at Dorsey Manor	118 Haynes St	Marietta	GA	30060	Cobb	Senior		Section 8	Included	N/A	7.6 miles
The Tower at Dorsey Manor	212 Lemon St	Marietta	GA	30060	Cobb	Senior		Section 8	Included	N/A	7.6 miles
The Kephart House	4732 Bennett St	Austell	GA	30106	Cobb	Family		Section 8	Excluded	Rents based on income	1.4 miles
The Cobb Arc House	3358 Old Tennessee Rd SW	Marietta	GA	30008	Cobb	Special Needs		Section 8	Excluded	Rents based on income	2.2 miles
Butterfield House	1379 Pair Rd	Marietta	GA	30008	Cobb	Special Needs		Section 8	Excluded	Rents based on income	2.2 miles
The Michael S Huff House	1175 Center St SW	Mableton	GA	30126	Cobb	Family		Section 8	Excluded	Rents based on income	1.5 miles
The Arc Lighthouse	1337 Palmer Pl	Mableton	GA	30126	Cobb	Family		Section 8	Excluded	Rents based on income	2.0 miles
The Paschal House	1836 Sylvia St	Austell	GA	30106	Cobb	Family		Section 8	Excluded	Rents based on income	2.2 miles
The Mulberry House	2690 Carol Way	Austell	GA	30168	Cobb	Family		Section 8	Excluded	Rents based on income	3.7 miles
The Gordon House	5884 S Gordon Rd	Austell	GA	30168	Cobb	Family		Section 8	Excluded	Rents based on income	2.7 miles
The Sara Fera House, Inc.	5951 Gordon Rd	Austell	GA	30168	Cobb	Family		Section 8	Excluded	Rents based on income	2.8 miles
The Greenbrook House	6171 Greenbrook Cir	Austell	GA	30168	Cobb	Senior		Section 8	Excluded	Rents based on income	3.2 miles
The Eighteenth House	469 Lane Dr SW	Mableton	GA	30126	Cobb	Family		Section 8	Excluded	Rents based on income	2.9 miles
Kenny Cox Home	760 Knox Spring Rd	Austell	GA	30168	Cobb	Family		Section 8	Excluded	Rents based on income	4.2 miles
The Sweetwater House, Inc.	5120 North Ave	Austell	GA	30106	Cobb	Family		Section 8	Excluded	Rents based on income	3.7 miles
The Twelfth House, Inc.	2728 Old Horseshoe Bend Rd SW	Marietta	GA	30064	Cobb	Family		Section 8	Excluded	Rents based on income	3.6 miles
The Lewis Road House	4715 Lewis Rd	Powder Springs	GA	30127	Cobb	Special Needs		Section 8	Excluded	Rents based on income	5.6 miles
Louise Place	6090 Hiram Lithia Springs Rd	Austell	GA	30106	Cobb	Family		Section 8	Excluded	Rents based on income	5.8 miles
Smyrna Towers	4000 S Cobb Dr	Smyrna	GA	30080	Cobb	Senior		Section 8	Excluded	Rents based on income	4.1 miles
The Arc House	315 Smyrna Powder Springs Rd	Smyrna	GA	30082	Cobb	Special Needs		Section 8	Excluded	Rents based on income	3.8 miles
Benson Manor	2148 Benson Poole Rd	Smyrna	GA	30082	Cobb	Senior		Section 8	Excluded	Rents based on income	4.3 miles
The Grindle House, Inc.	71 Burke St	Marietta	GA	30060	Cobb	Family		Section 8	Excluded	Rents based on income	4.9 miles
The Coleman Drive House	14 Coleman Dr	Marietta	GA	30064	Cobb	Family		Section 8	Excluded	Rents based on income	5.3 miles
Branson Walk	419 Aviation Rd SE	Marietta	GA	30060	Cobb	Family		Section 8	Excluded	Rents based on income	7.3 miles
Renaissance on Henderson	55 Henderson St SW	Marietta	GA	30064	Cobb	Senior		Section 8	Excluded	Rents based on income	7.1 miles



Mableton, GA



9. Road/Infrastructure

Proposed Improvements:

We witnessed no road/infrastructure improvements during our site inspection.

10. Access, Ingress/Egress and

Visibility of site:

The Subject site is accessed via Floyd Road SW and Wisteria Drive SW. These are two-lane neighborhood thoroughfares that experience light to moderate traffic. Overall, the Subject's access and visibility are considered good.

11. Environmental Concerns:

The Subject site is currently improved with a car wash and car repair shop that will be razed. Although requested, an Environmental Site Assessment was not provided. We assume that there are no environmental concerns with the site.

12. Conclusion:

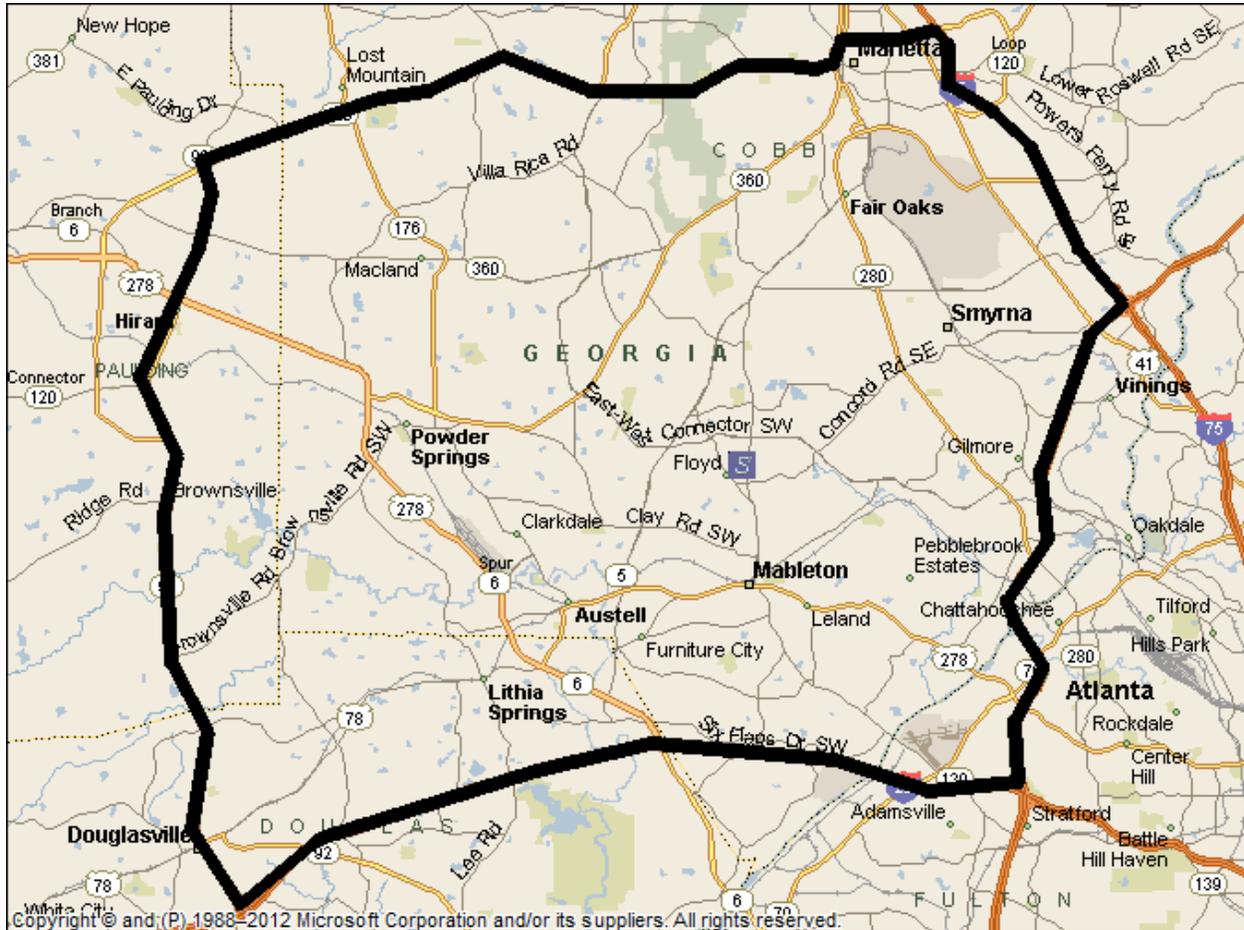
The Subject site is located on the northwest corner of Floyd Road SW and Wisteria Drive SW. Immediate surrounding land uses primarily include single-family homes in average to good condition, a house of worship in fair condition, and a Shell gas station and convenience store. The Subject will be a compatible use within the immediate neighborhood.

D. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied, to determine if the Primary Market Area (PMA) and the Mableton, GA MSA are areas of growth or contraction. The Mableton, GA MSA is comprised of Bryan, Chatham, and Effingham Counties.

The boundaries of the PMA are as follows:

- North - Dallas Highway SW
- South – Interstate 20
- East – Interstate 285
- West – Hiram Douglasville Highway

This area includes the majority of the southern portion of Cobb County and the northern portion of Douglas County. The area was defined based on interviews with local market participants as well as property managers at comparable properties. Based upon our site inspection, the Subject site is located in the city of Mableton, in an area comprised predominantly of single-family homes in average to good condition. Several property managers indicated that a significant portion of their tenants come from Mableton and the surrounding areas, with some residents originating from Atlanta. Per GA DCA's 2016 market study guidelines, GA DCA does not take into account leakage from outside the PMA. The farthest PMA boundary is approximately 11.6 miles from the Subject.

E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

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

1. Population Trends

The following tables illustrate (a) Total Population, (b) Population by Age Group, and (c) Number of Elderly and Non-Elderly within population in the MSA, the PMA and nationally from 2000 through 2020.

TOTAL POPULATION

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	290,153	-	4,263,438	-	281,421,906	-
2010	321,824	1.1%	5,286,728	2.4%	308,745,538	1.0%
2015	336,489	0.9%	5,527,230	0.9%	318,536,439	0.6%
Projected Mkt Entry August 2018	347,899	1.1%	5,727,948	1.2%	325,989,556	0.8%
2020	354,992	1.1%	5,852,718	1.2%	330,622,575	0.8%

Source: Esri Demographics 2015, Novogradac & Company LLP, May 2016

TOTAL SENIOR POPULATION (55+)

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	40,932	-	646,403	-	59,266,437	-
2010	56,116	3.7%	1,028,311	5.9%	76,750,713	3.0%
2015	67,306	3.8%	1,235,028	3.8%	87,809,032	2.7%
Projected Mkt Entry August 2018	73,846	3.2%	1,363,273	3.4%	94,138,599	2.3%
2020	77,911	3.2%	1,442,993	3.4%	98,073,194	2.3%

Source: Esri Demographics 2015, Novogradac & Company LLP, May 2016

POPULATION BY AGE GROUP

Age Cohort	PMA				Projected Mkt Entry August 2018	2020
	2000	2010	2015			
0-4	22,569	26,929	25,807		26,146	26,357
5-9	21,618	23,990	26,111		25,986	25,908
10-14	19,742	21,648	23,550		25,266	26,332
15-19	18,450	20,971	20,975		22,166	22,906
20-24	23,197	21,102	23,553		23,444	23,376
25-29	29,679	25,964	24,601		26,420	27,550
30-34	28,789	27,599	25,683		25,906	26,045
35-39	27,436	27,545	26,178		26,155	26,140
40-44	23,861	25,151	26,404		25,907	25,598
45-49	18,605	23,957	23,620		24,298	24,719
50-54	15,276	20,852	22,700		22,361	22,151
55-59	10,868	16,507	19,652		20,442	20,933
60-64	8,078	13,103	15,290		16,964	18,005
65-69	6,861	8,825	12,136		13,266	13,969
70-74	5,518	6,340	7,836		9,497	10,529
75-79	4,454	4,871	5,281		6,092	6,596
80-84	2,868	3,338	3,659		3,901	4,051
85+	2,285	3,132	3,452		3,684	3,828
Total	290,154	321,824	336,488		347,899	354,993

Source: Esri Demographics 2015, Novogradac & Company LLP, May 2016

NUMBER OF ELDERLY AND NON-ELDERLY

Year	PMA			Atlanta-Sandy Springs-Roswell, GA MSA		
	Total Population	Non-Elderly	Elderly (55+)	Total Population	Non-Elderly	Elderly (55+)
2000	290,154	249,222	40,932	4,263,438	3,617,035	646,403
2010	321,824	265,708	56,116	5,286,728	4,258,417	1,028,311
2015	336,488	269,182	67,306	5,527,230	4,292,202	1,235,028
Projected Mkt Entry August 2018	347,899	274,054	73,846	5,727,948	4,364,675	1,363,273
2020	354,993	277,082	77,911	5,852,718	4,409,725	1,442,993

Source: Esri Demographics 2015, Novogradac & Company LLP, May 2016

Total population in the PMA is projected to increase at a 1.1 percent annual rate from 2015 to 2020, a growth rate slightly below that of the MSA and above the nation during the same time period. The slow projected growth in the general population is typical of densely populated urban areas such as the PMA. However, senior population growth in the PMA is expected to increase at an annual rate of 3.2 percent from 2015 through 2020, which is slightly lower than the MSA and above the nation. In 2015, the largest age cohorts in the PMA are the 35 to 44 and zero to nine age cohorts, which suggests that there are many families located within the PMA.

2. Household Trends

2a. Total Number of Households, Average Household Size

TOTAL NUMBER OF HOUSEHOLDS

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	108,610	-	1,559,712	-	105,480,101	-
2010	120,699	1.1%	1,943,885	2.5%	116,716,292	1.1%
2015	126,124	0.9%	2,033,479	0.9%	120,746,349	0.7%
Projected Mkt Entry August 2018	130,491	1.1%	2,109,053	1.2%	123,663,930	0.8%
2020	133,205	1.1%	2,156,032	1.2%	125,477,562	0.8%

Source: Esri Demographics 2015, Novogradac & Company LLP, May 2016

TOTAL NUMBER OF HOUSEHOLDS 55+

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual	Number	Annual Change	Number	Annual
2000	24,389	-	389,452	-	36,459,725	-
2010	35,075	4.4%	612,737	5.7%	45,892,687	2.6%
2015	37,995	1.6%	689,646	2.4%	50,825,452	2.0%
Projected Mkt Entry August 2018	43,145	4.4%	776,236	4.1%	54,674,142	2.5%
2020	46,347	4.4%	830,062	4.1%	57,066,571	2.5%

Source: Esri Demographics 2015, Novogradac & Company LLP, May 2016

AVERAGE HOUSEHOLD SIZE

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual	Number	Annual Change	Number	Annual
2000	2.62	-	2.68	-	2.59	-
2010	2.62	0.0%	2.68	0.0%	2.58	-0.1%
2015	2.63	0.0%	2.68	0.0%	2.57	0.0%
Projected Mkt Entry August 2018	2.63	0.0%	2.68	0.0%	2.57	0.0%
2020	2.63	0.0%	2.67	0.0%	2.57	0.0%

Source: Esri Demographics 2015, Novogradac & Company LLP, May 2016

Similar to population trends, total household growth in the PMA is projected to increase at a rate slightly below that of the MSA and above the nation. Senior households in the PMA are projected to increase at a faster rate than both the MSA and the nation from 2015 to 2020. The average household size in the PMA is projected to remain stable in the PMA into 2020, similar to the MSA and the nation.

2b. Households by Tenure

The following table illustrates senior household growth by tenure from 2000 through 2020.

PMA TENURE PATTERNS OF SENIORS 55+				
Year	Owner-Occupied		Renter-Occupied	
	Units	Percentage Owner-Occupied	Units	Percentage Renter-Occupied
2000	19,979	81.9%	4,409	18.1%
2010	26,596	75.8%	8,479	24.2%
2015	28,507	75.0%	9,488	25.0%
Projected Mkt Entry				
August 2018	32,160	74.6%	10,986	25.4%
2020	34,431	74.3%	11,917	25.7%

Source: ESRI Demographics 2015, Novogradac & Company LLP, May 2016

Owner-occupied housing units dominate the housing market in the PMA. However, senior renter-occupied units accounted for 25.0 percent of the total housing stock in the PMA in 2015. This rate is slightly higher than the national average of 22.7 percent for senior households. Furthermore, the percentage of senior renters in the PMA is projected to increase to 25.7 percent by 2020, resulting in an additional 2,429 senior renters.

2c. Households by Income

The following table depicts senior household income distribution in 2010, 2015, market entry, and 2020 for the PMA.

Income Cohort	HOUSEHOLD INCOME DISTRIBUTION 55+ - PMA							
	2010		2015		Projected Mkt Entry August 2018		2020	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	2,383	6.8%	2,922	7.7%	3,325	7.7%	3,575	7.7%
\$10,000-19,999	4,261	12.1%	5,133	13.5%	5,795	13.4%	6,207	13.4%
\$20,000-29,999	4,159	11.9%	5,132	13.5%	5,840	13.5%	6,280	13.5%
\$30,000-39,999	3,954	11.3%	4,352	11.5%	4,993	11.6%	5,392	11.6%
\$40,000-49,999	3,399	9.7%	3,789	10.0%	4,295	10.0%	4,609	9.9%
\$50,000-59,999	3,187	9.1%	3,192	8.4%	3,623	8.4%	3,892	8.4%
\$60,000-74,999	3,299	9.4%	3,170	8.3%	3,627	8.4%	3,912	8.4%
\$75,000-99,999	3,872	11.0%	3,930	10.3%	4,453	10.3%	4,778	10.3%
\$100,000-124,999	2,451	7.0%	2,398	6.3%	2,723	6.3%	2,925	6.3%
\$125,000-149,999	1,476	4.2%	1,450	3.8%	1,644	3.8%	1,765	3.8%
\$150,000-199,999	1,602	4.6%	1,615	4.3%	1,799	4.2%	1,914	4.1%
\$200,000+	1,032	2.9%	911	2.4%	1,027	2.4%	1,099	2.4%
Total	35,075	100.0%	37,995	100.0%	43,145	100.0%	46,347	100.0%

Source: Ribbon Demographics 2014, Novogradac & Company LLP, May 2016

The Subject will target senior households earning \$0 to \$32,760 for its LIHTC units, assuming subsidy. The market rate units will not have a maximum income restriction. As the previous table illustrates, approximately 34.7 percent of senior households in the PMA earned incomes below \$29,999 in 2015. For the projected market entry date of August 2018, this percentage is projected to remain the same.

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

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

RENTER HOUSEHOLDS BY NUMBER OF PERSONS 55+ - PMA

	2010		2015		Projected Mkt Entry August 2018		2020	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	4,573	53.9%	5,259	55.4%	6,107	55.6%	6,634	55.7%
With 2 Persons	2,037	24.0%	2,224	23.4%	2,571	23.4%	2,786	23.4%
With 3 Persons	829	9.8%	887	9.3%	1,030	9.4%	1,119	9.4%
With 4 Persons	575	6.8%	607	6.4%	703	6.4%	763	6.4%
With 5+ Persons	465	5.5%	511	5.4%	575	5.2%	614	5.2%
Total Renter Households	8,479	100.0%	9,488	100.0%	10,986	100.0%	11,917	100.0%

Source: Ribbon Demographics 2014, Novogradac & Company LLP, May 2016

The largest senior renter household cohort has remained a one-person household since 2010, followed by two-person households. These two cohorts are projected to remain the largest through 2020. In 2015, the one and two-person households accounted for approximately 79 percent of senior renter households in the PMA. The Subject will target one and two-person households. Therefore, the strong presence of one to two-person senior renter households in the PMA bodes well for the Subject's units.

2e and f. Elderly and HFOP

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

Conclusion

The PMA is expected to experience moderate senior population and household growth from 2015 through 2020. Senior households in the PMA are projected to increase at a faster rate than both the MSA and the nation from 2015 to 2020. However, senior renter-occupied units accounted for 25.0 percent of the total housing stock in the PMA in 2015. This rate is slightly higher than the national average of 22.7 percent for senior households. Furthermore, the percentage of senior renters in the PMA is projected to increase to 25.7 percent by 2020, resulting in an additional 2,429 senior renters. The Subject will target senior households earning \$0 to \$32,760 for its LIHTC units, assuming subsidy. The market rate units will not have a maximum income restriction. Approximately 34.7 percent of senior households in the PMA earned incomes below \$29,999 in 2015. For the projected market entry date of August 2018, this percentage is projected to remain the same. As the senior population and number of households increase, there is expected to be a greater number of lower-income senior renters seeking affordable housing.

F. EMPLOYMENT TRENDS

EMPLOYMENT TRENDS

The Atlanta-Sandy Springs-Roswell, GA MSA is comprised of Barrow, Bartow, Butts, Carroll, Cherokee, Clayton, Cobb, Coweta, Dawson, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Haralson, Heard, Henry, Jasper, Lamar, Meriwether, Morgan, Newton, Paulding, Pickens, Pike, Rockdale, Spalding, and Walton Counties. Mableton is located in the southern portion of Cobb County. The city is home to the Mableton House Barnes Amphitheatre and the Mable House Cultural Center, and offers musical and theatrical performances.

1. Total Jobs

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

Total Jobs in Cobb County, Georgia		
Year	Total Employment	% Change
2006	357,118	-
2007	365,319	2.24%
2008	360,319	-1.39%
2009	340,632	-5.78%
2010	344,871	1.23%
2011	350,725	1.67%
2012	358,787	2.25%
2013	363,027	1.17%
2014	373,837	2.89%
2015	378,321	1.19%
2016 YTD Average	382,639	1.13%
Feb-15	375,420	-
Feb-16	383,844	2.19%

Source: U.S. Bureau of Labor Statistics

YTD as of February 2016

As illustrated in the table above, Cobb County experienced a weakening economy during the national recession. The county began feeling the effects of the downturn in 2008. Cobb County employment increased every year between 2010 and year-to-date 2016. Between February 2015 and 2016, total covered employment increased 2.19 percent, indicating a growing economy.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Cobb County, as of February 2016.

February 2016 Covered Employment Cobb County, Georgia

	Number	Percent
Total, all industries	301,137	-
Goods-producing	41,288	-
Natural resources and mining	128	0.04%
Construction	22,758	7.56%
Manufacturing	18,402	6.11%
Service-providing	259,849	-
Trade, transportation, and utilities	74,263	24.66%
Information	7,931	2.63%
Financial activities	21,324	7.08%
Professional and business services	71,303	23.68%
Education and health services	38,769	12.87%
Leisure and hospitality	36,314	12.06%
Other services	8,518	2.83%
Unclassified	1,427	0.47%

Source: Bureau of Labor Statistics, 2015

Employment by industry in Cobb County is heavily concentrated in trade, transportation, and utilities as well as professional and business services. The trade, transportation and utilities industries are somewhat vulnerable in economic downturns and are historically volatile industries, with the exception of utilities. However, professional and business services, along with education and health services which are the third largest industries in the county, are typically considered stable employment sectors.

2015 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Retail Trade	18,123	12.2%	17,089,319	11.6%
Health Care/Social Assistance	14,563	9.8%	20,205,674	13.7%
Prof/Scientific/Tech Services	13,117	8.8%	9,981,082	6.8%
Construction	12,800	8.6%	9,392,204	6.4%
Educational Services	12,706	8.5%	13,529,510	9.2%
Accommodation/Food Services	10,801	7.2%	10,915,815	7.4%
Manufacturing	9,033	6.1%	15,651,841	10.6%
Transportation/Warehousing	8,423	5.6%	6,200,837	4.2%
Admin/Support/Waste Mgmt Svcs	8,280	5.6%	6,242,568	4.2%
Finance/Insurance	7,966	5.3%	7,026,905	4.8%
Other Services (excl Publ Adm)	7,773	5.2%	7,548,482	5.1%
Public Administration	6,088	4.1%	7,099,307	4.8%
Wholesale Trade	5,797	3.9%	3,742,526	2.5%
Information	5,605	3.8%	2,965,498	2.0%
Real Estate/Rental/Leasing	4,034	2.7%	2,759,067	1.9%
Arts/Entertainment/Recreation	1,965	1.3%	3,193,724	2.2%
Utilities	1,031	0.7%	1,190,608	0.8%
Mgmt of Companies/Enterprises	530	0.4%	115,436	0.1%
Agric/Forestry/Fishing/Hunting	368	0.2%	1,941,156	1.3%
Mining	121	0.1%	997,794	0.7%
Total Employment	149,124	100.0%	147,789,353	100.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, May 2016

The largest industries in the PMA are retail trade, health care/social assistance, professional/scientific/social assistance, construction, and educational services. Together, these five industries comprise nearly 48 percent of total employment in the PMA. The retail trade, professional/scientific/social assistance, construction, transportation/warehousing, admin/support/waste management services, wholesale trade and information sectors are overrepresented in the PMA when compared to the nation, while the health care/social assistance, educational services, manufacturing, arts/entertainment/recreation and agriculture/forestry/fishing/hunting sectors are underrepresented in the PMA when compared to the nation.

3. Major Employers

The following table identifies the major employers in the county.

MAJOR EMPLOYERS

Atlanta Metro

#	Employer	Industry	Number Employed
1	Delta Air Lines, Inc.	Transportation	31,237
2	Emory University/Emory Healthcare	Education/Healthcare	29,937
3	Walmart Stores, Inc.	Retail Trade	20,532
4	The Home Depot, Inc.	Retail Trade	20,000
5	AT&T Inc.	Communications	17,882
6	The Kroger Co.	Retail Trade	14,753
7	WellStar Health System	Healthcare	13,500
8	Publix Super Markets, Inc.	Retail Trade	9,494
9	United States Postal Service - Atlanta District	Government	9,385
10	Northside Hospital	Healthcare	9,016
11	The Coca-Cola Company	Retail Trade	8,761
12	United Parcel Service, Inc. (UPS)	Services	8,727
13	Piedmont Healthcare	Healthcare	8,707
14	Centers for Disease Control and Prevention (CDC)	Healthcare	8,539
15	Children's Healthcare of Atlanta Inc.	Healthcare	7,452

Source: Metro Atlanta Chamber of Commerce, 5/2016

The previous table illustrates the top 10 employers in the Atlanta metro. A variety of major employers are represented on the list. Delta Air Lines, Inc. is the largest employer in the area, followed by Emory University/Emory Healthcare. Seven of the top employers are in the healthcare or government sector, which are stable industries. Delta Air Lines, Inc. represents 14.3 percent of the total employment in the area. Overall, the major employers are considered diverse, similar to the overall economy, which is a positive aspect of the local economy.

Expansions/Contractions

According to the Atlanta Economic Development Department, the following expansions and additions have occurred in Cobb County over the last two years.

EXPANSIONS/NEW ADDITIONS

Cobb County, GA

Company Name	Jobs	Industry
Synovus Financial Corp.	300	Finance
Harken Health Insurance Company	80	Healthcare
The Home Depot, Inc.	525	Retail
Infosys	330	IT
Deerland Enzymes	43	Manufacturing
DEKRA North America	40	Manufacturing
Citim AM	30	Manufacturing
Northside Hospital	400	Healthcare
Greenway Health	150	Healthcare
eVestment	100	IT
China Shipping (North America) Agency	70	Call Center
Snappy	3	Manufacturing
Total	2,071	

Source: Atlanta Economic Development Department, 5/2016

As illustrated, 2,071 jobs have been added to the local economy.

According to the Worker Adjustment and Retraining Notification (WARN) list provided by the Georgia Department of Economic Development, several companies have issued WARN notices in Cobb County from 2014 through 2016 YTD, detailed in the following table.

COBB COUNTY LAYOFFS/CLOSURES 2014 - YTD 2016

Effective	Company	Layoff/Closure	Number of Employees
6/1/2016	Amrep/Zepinc	Closure	74
3/23/2016	Technicolor Home Entertainment Services Southeast	Closure	63
2/18/2016	McKesson Medical/Surgical	Closure	30
2/10/2016	Hanna & Associates	Closure	200
9/28/2015	World Marketing Atlanta	Closure	105
10/3/2015	Garda World	Layoff	56
8/14/2015	Office Depot, Inc.	Layoff	75
6/30/2015	Sodexo	Layoff	167
3/11/2015	Triton Digital	Closure	51
4/17/2015	Staples	Closure	150
4/30/2015	Meda Pharmaceuticals	Closure	21
10/23/2014	Walden Security	Layoff	38
10/1/2014	Cobb Medical Associates	Closure	64
10/1/2014	Emory-Adventist Hospital	Closure	517
8/19/2014	Alorica, Inc.	N/A	135
8/15/2014	Acosta Sales and Marketing	Layoff	50
2/15/2014	Remington Outdoor Company	Closure	34
4/20/2014	BrandsMart USA	Closure	108
3/11/2014	McKesson Medical Supply	Closure	13
2/15/2014	Archiver's	Closure	15
1/28/2014	Radisson Hotel	Layoff	25
Total			1,991

Source: Georgia Department of Economic Development, 5/2016

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the Atlanta-Sandy Springs-Roswell, GA MSA and nation from 2002 to February 2016.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	Atlanta-Sandy Springs-Roswell, GA MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2002	2,324,880	-	5.0%	-	136,933,000	-	4.7%	-
2003	2,347,173	1.0%	4.9%	-0.2%	136,485,000	-0.3%	5.8%	1.1%
2004	2,382,163	1.5%	4.8%	-0.1%	137,736,000	0.9%	6.0%	0.2%
2005	2,445,674	2.7%	5.4%	0.6%	139,252,000	1.1%	5.5%	-0.5%
2006	2,538,141	3.8%	4.7%	-0.7%	141,730,000	1.8%	5.1%	-0.4%
2007	2,618,825	3.2%	4.4%	-0.2%	144,427,000	1.9%	4.6%	-0.5%
2008	2,606,822	-0.5%	6.2%	1.7%	146,047,000	1.1%	4.6%	0.0%
2009	2,452,057	-5.9%	9.9%	3.8%	145,362,000	-0.5%	5.8%	1.2%
2010	2,440,037	-0.5%	10.3%	0.4%	139,877,000	-3.8%	9.3%	3.5%
2011	2,486,895	1.9%	9.9%	-0.4%	139,064,000	-0.6%	9.6%	0.3%
2012	2,546,478	2.4%	8.8%	-1.1%	139,869,000	0.6%	8.9%	-0.7%
2013	2,574,339	1.1%	7.8%	-1.0%	142,469,000	1.9%	8.1%	-0.8%
2014	2,619,867	1.8%	6.7%	-1.1%	143,929,000	1.0%	7.4%	-0.7%
2015	2,677,863	2.2%	5.6%	-1.2%	146,305,000	1.7%	6.2%	-1.2%
2016 YTD Average*	2,708,819	1.2%	5.2%	-0.4%	149,548,500	2.2%	5.3%	-1.0%
Feb-2015	2,657,156	-	6.0%	-	147,118,000	-	5.8%	-
Feb-2016	2,716,753	2.2%	5.3%	-0.7%	150,060,000	2.0%	5.2%	-0.6%

Source: U.S. Bureau of Labor Statistics June 2016

*2016 data is through Feb

Total employment in the MSA has increased every year, except 2008 through 2010 due to the national recession. From February 2015 to February 2016, total employment increased 2.2 percent, which is slightly above growth experienced nationally. It should be noted that as of 2014, total employment in the MSA reached pre-recession levels indicating that the area is in a growth phase.

The unemployment rate in the MSA also decreased every year, except 2008 through 2010. The unemployment rate has historically been below the national unemployment rate for the majority of the last 15 years. From February 2015 to February 2016, the unemployment rate decreased 0.7 percent, to 5.3 percent, which is 0.1 percentage points above the national unemployment rate. Overall, the MSA appears to have recovered from the recession.

5. Map of Site and Major Employment Concentrations

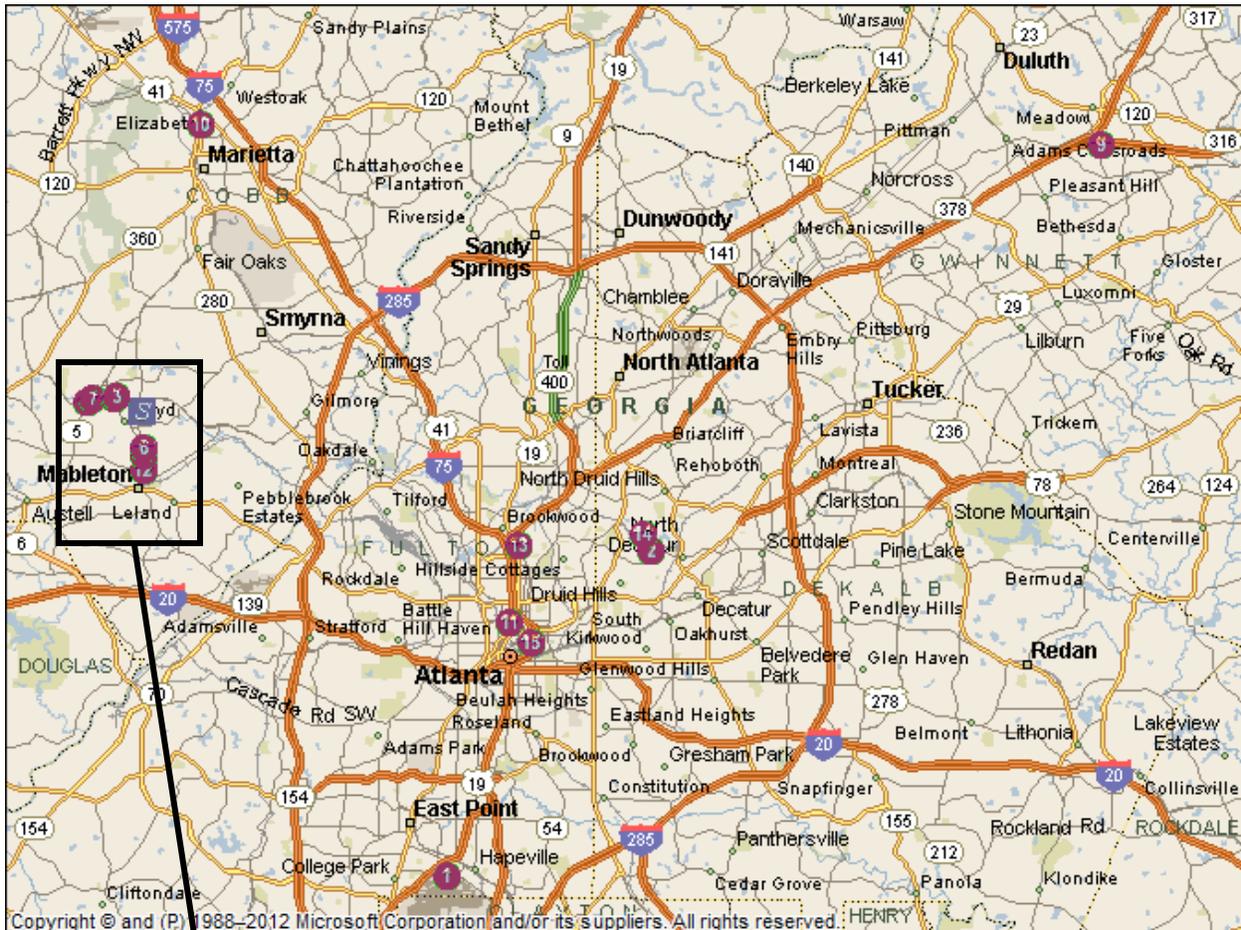
The following map and table details the largest employers in the Atlanta Metro area.

MAJOR EMPLOYERS

Atlanta Metro

#	Employer	Industry	Number Employed
1	Delta Air Lines, Inc.	Transportation	31,237
2	Emory University/Emory Healthcare	Education/Healthcare	29,937
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5	AT&T Inc.	Communications	17,882
6	The Kroger Co.	Retail Trade	14,753
7	WellStar Health System	Healthcare	13,500
8	Publix Super Markets, Inc.	Retail Trade	9,494
9	United States Postal Service - Atlanta District	Government	9,385
10	Northside Hospital	Healthcare	9,016
11	The Coca-Cola Company	Retail Trade	8,761
12	United Parcel Service, Inc. (UPS)	Services	8,727
13	Piedmont Healthcare	Healthcare	8,707
14	Centers for Disease Control and Prevention (CDC)	Healthcare	8,539
15	Children's Healthcare of Atlanta Inc.	Healthcare	7,452

Source: Metro Atlanta Chamber of Commerce, 5/2016





Conclusion

The largest industries in the PMA are retail trade, health care/social assistance, professional/scientific/social assistance, construction, and educational services. Together, these five industries comprise nearly 48 percent of total employment in the PMA. Total employment in the MSA has increased every year, except 2008 through 2010 due to the national recession. From February 2015 to February 2016, total employment increased 2.2 percent, which is slightly above growth experienced nationally. The unemployment rate in the MSA also decreased every year, except 2008 through 2010. The unemployment rate has historically been below the national unemployment rate for the majority of the last 15 years. Overall, the MSA has reached pre-recession levels and the area is in a growth phase.

G. PROJECT-SPECIFIC DEMAND ANALYSIS

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

1. Income Restrictions

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

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

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

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from the DCA website. The Subject’s market rate units will not have a maximum allowable income level. For the purposes of this demand analysis, we utilized a maximum income limit of \$75,000 for the market rate units.

2. Affordability

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

3. Demand

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

3A. Demand from New Households

The number of new households entering the market is the first level of demand calculated. We have utilized August 2018, the anticipated date of market entry, as the base year for the analysis. Therefore, 2015 household population estimates are inflated to August 2018 by interpolation of the difference between 2015 estimates and 2020 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. In the following tables this calculation is identified as Step

1. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in August 2018. This number takes the overall growth from 2015 to August 2018 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

3B. Demand from Existing Households

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

The second source (**2b.**) is households living in substandard housing. We will utilize this data to determine the number of current residents that are income eligible, renter tenure, overburdened and/or living in substandard housing and likely to consider the Subject.

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

3C. Elderly Homeowners Likely to Convert to Rentership

The third source is those seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. It should be noted that per DCA guidelines, we have lowered demand from seniors who convert to homeownership to be at or below 2.0 percent of total demand.

3D. Other

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

4. NET DEMAND, CAPTURE RATES AND STABILIZATION CALCULATIONS

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

ADDITIONS TO SUPPLY

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

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

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

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

According to the Georgia Department of Community Affairs, there was one property awarded LIHTC in the PMA in 2014 or 2015. White Circle Phase I was allocated in 2015 and will offer a total of 71 units restricted to 60 percent of the AMI, of which, 11 will operate with Project Based Rental Assistance. This property will target family households and will not be directly competitive with the Subject property.

We have not removed any units in our demand analysis as there are no existing properties or new properties to the market area that have been allocated, placed in service, or stabilizing between 2014 and present.

PMA Occupancy

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

PMA OCCUPANCY

#	Comparable Property	Rent Structure	Location	Tenancy	Total Units	Occupied Units	Occupancy Rate
1	Parkland Manor	LIHTC/Market	Austell	Senior	150	150	100%
2	The Legacy at Walton Village	LIHTC/Market	Marietta	Senior	125	123	98%
3	The Retreat at Dorsey Manor	LIHTC/Section 8/Market	Marietta	Senior	72	72	100%
4	The Tower at Dorsey Manor	LIHTC/Section 8/Market	Marietta	Senior	80	80	100%

The previous table illustrates senior occupancy in the PMA, not including subsidized properties. Overall, occupancy is considered high. Therefore, we believe a PMA occupancy rate of 95 percent or higher is reasonable.

Rehab Developments and PBRA

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

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

The Subject will benefit from a Project Based Rental Assistance contract for 21 of its 104 units. Tenants will pay 30 percent of their income towards rent. Therefore, these 21 units are presumed leasable.

Capture Rates

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

Renter Household Income Distribution 2015 to Projected Market Entry August 2018					
Wisteria Place of Mableton					
PMA					
	2015		Projected Mkt Entry August 2018		Percent Growth
	#	%	#	%	
\$0-9,999	1,344	14.2%	1,538	14.0%	12.6%
\$10,000-19,999	2,041	21.5%	2,346	21.4%	13.0%
\$20,000-29,999	1,413	14.9%	1,655	15.1%	14.6%
\$30,000-39,999	1,171	12.3%	1,384	12.6%	15.4%
\$40,000-49,999	954	10.1%	1,120	10.2%	14.8%
\$50,000-59,999	593	6.3%	689	6.3%	13.9%
\$60,000-74,999	499	5.3%	598	5.4%	16.6%
\$75,000-99,999	583	6.1%	672	6.1%	13.3%
\$100,000-124,999	351	3.7%	400	3.6%	12.1%
\$125,000-149,999	198	2.1%	227	2.1%	12.8%
\$150,000-199,999	204	2.1%	215	2.0%	4.9%
\$200,000+	136	1.4%	141	1.3%	3.5%
Total	9,488	100.0%	10,986	100.0%	13.6%

Renter Household Income Distribution Projected Market Entry August 2018			
Wisteria Place of Mableton			
PMA			
	Projected Mkt Entry August 2018		Change 2015 to Prj Mrkt Entry August 2018
	#	%	
\$0-9,999	1,538	14.0%	210
\$10,000-19,999	2,346	21.4%	320
\$20,000-29,999	1,655	15.1%	226
\$30,000-39,999	1,384	12.6%	189
\$40,000-49,999	1,120	10.2%	153
\$50,000-59,999	689	6.3%	94
\$60,000-74,999	598	5.4%	82
\$75,000-99,999	672	6.1%	92
\$100,000-124,999	400	3.6%	55
\$125,000-149,999	227	2.1%	31
\$150,000-199,999	215	2.0%	29
\$200,000+	141	1.3%	19
Total	10,986	100.0%	1,498

Tenure Prj Mrkt Entry August 2018	
Renter	25.5%
Owner	74.5%
Total	100.0%

Renter Household Size for Prj Mrkt Entry August 2018		
Size	Number	Percentage
1 Person	6,107	55.6%
2 Person	2,571	23.4%
3 Person	1,030	9.4%
4 Person	703	6.4%
5+ Person	575	5.2%
Total	10,986	100.0%

Renter Household Size for 2000		
Size	Number	Percentage
1 Person	13,787	31.9%
2 Person	12,076	28.0%
3 Person	7,306	16.9%
4 Person	4,819	11.2%
5+ Person	5,173	12.0%
Total	43,162	100.0%

50% (PBRA) AMI

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

Percent of AMI Level			50% (PBRA)		
Minimum Income Limit			\$0		
Maximum Income Limit			\$27,300		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	209.65			
\$10,000-19,999	319.87	21.4%	9,999	100.0%	320
\$20,000-29,999	225.63	15.1%	7,300	73.0%	165
\$30,000-39,999	188.66	12.6%		0.0%	0
\$40,000-49,999	152.71	10.2%		0.0%	0
\$50,000-59,999	93.94	6.3%		0.0%	0
\$60,000-74,999	81.55	5.4%		0.0%	0
\$75,000-99,999	91.65	6.1%		0.0%	0
\$100,000-124,999	54.51	3.6%		0.0%	0
\$125,000-149,999	31.01	2.1%		0.0%	0
\$150,000-199,999	29.24	2.0%		0.0%	0
\$200,000+	19.27	1.3%		0.0%	0
	1,498	100.0%			506
Percent of renter households within limits versus total number of renter households					33.76%

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

Percent of AMI Level			50% (PBRA)		
Minimum Income Limit			\$0		
Maximum Income Limit			\$27,300		
Income Category	Total Renter Households PMA Prj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,538			
\$10,000-19,999	2,346	21.4%	9,999	100.0%	2,346
\$20,000-29,999	1,655	15.1%	7,300	73.0%	1,208
\$30,000-39,999	1,384	12.6%		0.0%	0
\$40,000-49,999	1,120	10.2%		0.0%	0
\$50,000-59,999	689	6.3%		0.0%	0
\$60,000-74,999	598	5.4%		0.0%	0
\$75,000-99,999	672	6.1%		0.0%	0
\$100,000-124,999	400	3.6%		0.0%	0
\$125,000-149,999	227	2.1%		0.0%	0
\$150,000-199,999	215	2.0%		0.0%	0
\$200,000+	141	1.3%		0.0%	0
	10,986	100.0%			3,708
Percent of renter households within limits versus total number of renter households					33.76%

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

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2015 Median Income

Change from 2015 to Prj Mrkt Entry August 2018

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No		
Senior		
Urban		
40%		
\$47,469		
\$55,241		
\$7,772		
16.4%		
2.7%		
2.7%	Two year adjustment	1.0000
\$27,300		
\$27,300		
2		
50% (PBRA)		
\$0		
\$0.00		

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Proj Mrkt Entry August 2018

Income Target Population		50% (PBRA)
New Renter Households PMA		1,498
Percent Income Qualified		33.8%
New Renter Income Qualified Households		506

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population		50% (PBRA)
Total Existing Demand		10,986
Income Qualified		33.8%
Income Qualified Renter Households		3,708
Percent Rent Overburdened Proj Mrkt Entry August 2018		28.0%
Rent Overburdened Households		1,039

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		3,708
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		19

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

Senior Households Converting from Homeownership

Income Target Population		50% (PBRA)
Total Senior Homeowners		32,160
Rural Versus Urban	0.1%	
Senior Demand Converting from Homeownership		32

Total Demand

Total Demand from Existing Households		1,089
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		1,089
Total New Demand		506
Total Demand (New Plus Existing Households)		1,595

Demand from Seniors Who Convert from Homeownership		32
Percent of Total Demand From Homeownership Conversion		2.0%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	55.6%	887
Two Persons	23.4%	373
Three Persons	9.4%	150
Four Persons	6.4%	102
Five Persons	5.2%	83
Total	100.0%	1,595

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	80%	709
Of two-person households in 1BR units	40%	149
Of one-person households in 2BR units	20%	177
Of two-person households in 2BR units	60%	224
Of three-person households in 2BR units	60%	90
Of three-person households in 3BR units	40%	60
Of four-person households in 3BR units	80%	82
Of five-person households in 3BR units	70%	58
Of four-person households in 4BR units	20%	20
Of five-person households in 4BR units	30%	25
Total Demand		1,595
Check		OK

Total Demand by Bedroom	50% (PBRA)
1 BR	859
2 BR	401
Total Demand	1,260

Additions To Supply 2015 to Prj Mrkt Entry August 2018	50% (PBRA)
1 BR	0
2 BR	0
Total	0

Net Demand	50% (PBRA)
1 BR	859
2 BR	401
Total	1,260

Developer's Unit Mix	50% (PBRA)
1 BR	16
2 BR	7
Total	23

Capture Rate Analysis	50% (PBRA)
1 BR	1.9%
2 BR	1.7%
Total	1.8%

60%AMI

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

Percent of AMI Level			60%		
Minimum Income Limit			\$22,950		
Maximum Income Limit			\$32,760		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	209.65			
\$10,000-19,999	319.87	21.4%		0.0%	0
\$20,000-29,999	225.63	15.1%	7,049	70.5%	159
\$30,000-39,999	188.66	12.6%	2,760	27.6%	52
\$40,000-49,999	152.71	10.2%		0.0%	0
\$50,000-59,999	93.94	6.3%		0.0%	0
\$60,000-74,999	81.55	5.4%		0.0%	0
\$75,000-99,999	91.65	6.1%		0.0%	0
\$100,000-124,999	54.51	3.6%		0.0%	0
\$125,000-149,999	31.01	2.1%		0.0%	0
\$150,000-199,999	29.24	2.0%		0.0%	0
\$200,000+	19.27	1.3%		0.0%	0
	1,498	100.0%			211
Percent of renter households within limits versus total number of renter households					14.10%

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

Percent of AMI Level			60%		
Minimum Income Limit			\$22,950		
Maximum Income Limit			\$32,760		
Income Category	Total Renter Households PMA Prj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,538			
\$10,000-19,999	2,346	21.4%		0.0%	0
\$20,000-29,999	1,655	15.1%	7,049	70.5%	1,167
\$30,000-39,999	1,384	12.6%	2,760	27.6%	382
\$40,000-49,999	1,120	10.2%		0.0%	0
\$50,000-59,999	689	6.3%		0.0%	0
\$60,000-74,999	598	5.4%		0.0%	0
\$75,000-99,999	672	6.1%		0.0%	0
\$100,000-124,999	400	3.6%		0.0%	0
\$125,000-149,999	227	2.1%		0.0%	0
\$150,000-199,999	215	2.0%		0.0%	0
\$200,000+	141	1.3%		0.0%	0
	10,986	100.0%			1,549
Percent of renter households within limits versus total number of renter households					14.10%

Does the Project Benefit from Rent Subsidy? (Y/N)	No	
Type of Housing (Family vs Senior)	Senior	
Location of Subject (Rural versus Urban)	Urban	
Percent of Income for Housing	40%	
2000 Median Income	\$47,469	
2015 Median Income	\$55,241	
Change from 2015 to Prj Mrkt Entry August 2018	\$7,772	
Total Percent Change	16.4%	
Average Annual Change	2.7%	
Inflation Rate	2.7%	
Maximum Allowable Income	\$32,760	
Maximum Allowable Income Inflation Adjusted	\$32,760	
Maximum Number of Occupants	2	
Rent Income Categories	60%	
Initial Gross Rent for Smallest Unit	\$765	
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$765.00	
	Two year adjustment	1.0000

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry August 2018

Income Target Population	60%
New Renter Households PMA	1,498
Percent Income Qualified	14.1%
New Renter Income Qualified Households	211

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

Demand from Existing Households 2015

Demand form Rent Overburdened Households

Income Target Population	60%
Total Existing Demand	10,986
Income Qualified	14.1%
Income Qualified Renter Households	1,549
Percent Rent Overburdened Prj Mrkt Entry August 2018	28.0%
Rent Overburdened Households	434

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,549
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	8

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

Senior Households Converting from Homeownership

Income Target Population	60%
Total Senior Homeowners	32,160
Rural Versus Urban	0.0%
Senior Demand Converting from Homeownership	13

Total Demand

Total Demand from Existing Households	455	
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households	455	
Total New Demand	211	
Total Demand (New Plus Existing Households)	666	

Demand from Seniors Who Convert from Homeownership	13
Percent of Total Demand From Homeownership Conversion	2.0%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	55.6%	370
Two Persons	23.4%	156
Three Persons	9.4%	62
Four Persons	6.4%	43
Five Persons	5.2%	35
Total	100.0%	666

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	80%	296
Of two-person households in 1BR units	40%	62
Of one-person households in 2BR units	20%	74
Of two-person households in 2BR units	60%	94
Of three-person households in 2BR units	60%	37
Of three-person households in 3BR units	40%	25
Of four-person households in 3BR units	80%	34
Of five-person households in 3BR units	70%	24
Of four-person households in 4BR units	20%	9
Of five-person households in 4BR units	30%	10
Total Demand		666
Check		OK

Total Demand by Bedroom	60%
1 BR	359
2 BR	168
Total Demand	526

Additions To Supply 2015 to Prj Mrkt Entry August 2018	60%
1 BR	0
2 BR	0
Total	0

Net Demand	60%
1 BR	359
2 BR	168
Total	526

Developer's Unit Mix	60%
1 BR	52
2 BR	10
Total	62

Capture Rate Analysis	60%
1 BR	14.5%
2 BR	6.0%
Total	11.8%

Market Rate

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

Percent of AMI Level			Market		
Minimum Income Limit			\$24,000		
Maximum Income Limit			\$75,000		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	209.65			
\$10,000-19,999	319.87	21.4%		0.0%	0
\$20,000-29,999	225.63	15.1%	5,999	60.0%	135
\$30,000-39,999	188.66	12.6%	9,999	100.0%	189
\$40,000-49,999	152.71	10.2%	9,999	100.0%	153
\$50,000-59,999	93.94	6.3%	9,999	100.0%	94
\$60,000-74,999	81.55	5.4%	14,999	100.0%	82
\$75,000-99,999	91.65	6.1%		0.0%	0
\$100,000-124,999	54.51	3.6%		0.0%	0
\$125,000-149,999	31.01	2.1%		0.0%	0
\$150,000-199,999	29.24	2.0%		0.0%	0
\$200,000+	19.27	1.3%		0.0%	0
	1,498	100.0%			652
Percent of renter households within limits versus total number of renter households					43.55%

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

Percent of AMI Level			Market		
Minimum Income Limit			\$24,000		
Maximum Income Limit			\$75,000		
Income Category	Total Renter Households PMA Prj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	1,538			
\$10,000-19,999	2,346	21.4%		0.0%	0
\$20,000-29,999	1,655	15.1%	5,999	60.0%	993
\$30,000-39,999	1,384	12.6%	9,999	100.0%	1,384
\$40,000-49,999	1,120	10.2%	9,999	100.0%	1,120
\$50,000-59,999	689	6.3%	9,999	100.0%	689
\$60,000-74,999	598	5.4%	14,999	100.0%	598
\$75,000-99,999	672	6.1%		0.0%	0
\$100,000-124,999	400	3.6%		0.0%	0
\$125,000-149,999	227	2.1%		0.0%	0
\$150,000-199,999	215	2.0%		0.0%	0
\$200,000+	141	1.3%		0.0%	0
	10,986	100.0%			4,784
Percent of renter households within limits versus total number of renter households					43.55%

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

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2015 Median Income

Change from 2015 to Prj Mrkt Entry August 2018

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No		
Senior		
Urban		
40%		
\$47,469		
\$55,241		
\$7,772		
16.4%		
2.7%		
2.7%	Two year adjustment	1.0000
\$75,000		
\$75,000		
\$2		
Market		
\$800		
\$800.00		

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry August 2018

Income Target Population		Market
New Renter Households PMA		1,498
Percent Income Qualified		43.5%
New Renter Income Qualified Households		652

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

Demand from Existing Households 2015

Demand form Rent Overburdened Households

Income Target Population		Market
Total Existing Demand		10,986
Income Qualified		43.5%
Income Qualified Renter Households		4,784
Percent Rent Overburdened Prj Mrkt Entry August 2018		28.0%
Rent Overburdened Households		1340

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		4,784
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		24

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

Senior Households Converting from Homeownership

Income Target Population		Market
Total Senior Homeowners		32,160
Rural Versus Urban	0.1%	
Senior Demand Converting from Homeownership		32

Total Demand

Total Demand from Existing Households		1,396
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		1,396
Total New Demand		652
Total Demand (New Plus Existing Households)		2,048

Demand from Seniors Who Convert from Homeownership		32
Percent of Total Demand From Homeownership Conversion		1.6%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	55.6%	1,139
Two Persons	23.4%	479
Three Persons	9.4%	192
Four Persons	6.4%	131
Five Persons	5.2%	107
Total	100.0%	2,048

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	80%	911
Of two-person households in 1BR units	40%	192
Of one-person households in 2BR units	20%	228
Of two-person households in 2BR units	60%	288
Of three-person households in 2BR units	60%	115
Of three-person households in 3BR units	40%	77
Of four-person households in 3BR units	80%	105
Of five-person households in 3BR units	70%	75
Of four-person households in 4BR units	20%	26
Of five-person households in 4BR units	30%	32
Total Demand		2,048
Check		OK

Total Demand by Bedroom	Market
1 BR	1,102
2 BR	515
Total Demand	1,618

Additions To Supply 2015 to Prj Mrkt Entry August 2018	Market
1 BR	0
2 BR	0
Total	0

Net Demand	Market
1 BR	1,102
2 BR	515
Total	1,618

Developer's Unit Mix	Market
1 BR	14
2 BR	7
Total	21

Capture Rate Analysis	Market
1 BR	1.3%
2 BR	1.4%
Total	1.3%

Overall

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

Percent of AMI Level Minimum Income Limit Maximum Income Limit			Overall \$0 \$75,000		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket
\$0-9,999	209.65	14.0%	9,999	100.0%	210
\$10,000-19,999	319.87	21.4%	9,999	100.0%	320
\$20,000-29,999	225.63	15.1%	9,999	100.0%	226
\$30,000-39,999	188.66	12.6%	9,999	100.0%	189
\$40,000-49,999	152.71	10.2%	9,999	100.0%	153
\$50,000-59,999	93.94	6.3%	9,999	100.0%	94
\$60,000-74,999	81.55	5.4%	14,999	100.0%	82
\$75,000-99,999	91.65	6.1%		0.0%	0
\$100,000-124,999	54.51	3.6%		0.0%	0
\$125,000-149,999	31.01	2.1%		0.0%	0
\$150,000-199,999	29.24	2.0%		0.0%	0
\$200,000+	19.27	1.3%		0.0%	0
	1,498	100.0%			1,272
Percent of renter households within limits versus total number of renter households					84.93%

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

Percent of AMI Level Minimum Income Limit Maximum Income Limit			Overall \$0 \$75,000		
Income Category	Total Renter Households PMA Prj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Households within Bracket
\$0-9,999	1,538	14.0%	9,999	100.0%	1,538
\$10,000-19,999	2,346	21.4%	9,999	100.0%	2,346
\$20,000-29,999	1,655	15.1%	9,999	100.0%	1,655
\$30,000-39,999	1,384	12.6%	9,999	100.0%	1,384
\$40,000-49,999	1,120	10.2%	9,999	100.0%	1,120
\$50,000-59,999	689	6.3%	9,999	100.0%	689
\$60,000-74,999	598	5.4%	14,999	100.0%	598
\$75,000-99,999	672	6.1%		0.0%	0
\$100,000-124,999	400	3.6%		0.0%	0
\$125,000-149,999	227	2.1%		0.0%	0
\$150,000-199,999	215	2.0%		0.0%	0
\$200,000+	141	1.3%		0.0%	0
	10,986	100.0%			9,330
Percent of renter households within limits versus total number of renter households					84.93%

Does the Project Benefit from Rent Subsidy? (Y/N) No
 Type of Housing (Family vs Senior) Senior
 Location of Subject (Rural versus Urban) Urban
 Percent of Income for Housing 40%
 2000 Median Income \$47,469
 2015 Median Income \$55,241
 Change from 2015 to Prj Mrkt Entry August 2018 \$7,772
 Total Percent Change 16.4%
 Average Annual Change 2.7%
 Inflation Rate 2.7% Two year adjustment 1.0000
 Maximum Allowable Income \$75,000
 Maximum Allowable Income Inflation Adjusted \$75,000
 Maximum Number of Occupants 2
 Rent Income Categories Overall
 Initial Gross Rent for Smallest Unit \$0
 Initial Gross Rent for Smallest Unit Inflation Adjusted \$0.00

No		
Senior		
Urban		
40%		
\$47,469		
\$55,241		
\$7,772		
16.4%		
2.7%		
2.7%	Two year adjustment	1.0000
\$75,000		
\$75,000		
2		
Overall		
\$0		
\$0.00		

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2015 to Prj Mrkt Entry August 2018

Income Target Population		Overall
New Renter Households PMA		1,498
Percent Income Qualified		84.9%
New Renter Income Qualified Households		1,272

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population		Overall
Total Existing Demand		10,986
Income Qualified		84.9%
Income Qualified Renter Households		9,330
Percent Rent Overburdened Prj Mrkt Entry August 2018		28.0%
Rent Overburdened Households		2613

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		9,330
Percent Living in Substandard Housing		0.5%
Households Living in Substandard Housing		47

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

Senior Households Converting from Homeownership

Income Target Population		Overall
Total Senior Homeowners		32160
Rural Versus Urban	0.3%	
Senior Demand Converting from Homeownership		80

Total Demand

Total Demand from Existing Households		2,740
Adjustment Factor - Leakage from SMA (use 115% for	100%	0
Adjusted Demand from Existing Households		2,740
Total New Demand		1,272
Total Demand (New Plus Existing Households)		4,012

Demand from Seniors Who Convert from Homeownership		80
Percent of Total Demand From Homeownership Conversion		2.0%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand

One Person	55.6%	2,230
Two Persons	23.4%	939
Three Persons	9.4%	376
Four Persons	6.4%	257
Five Persons	5.2%	210
Total	100.0%	4,012

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	80%	1,784
Of two-person households in 1BR units	40%	376
Of one-person households in 2BR units	20%	446
Of two-person households in 2BR units	60%	563
Of three-person households in 2BR units	60%	226
Of three-person households in 3BR units	40%	150
Of four-person households in 3BR units	80%	206
Of five-person households in 3BR units	70%	147
Of four-person households in 4BR units	20%	51
Of five-person households in 4BR units	30%	63
Total Demand		4,012
Check		OK

Total Demand by Bedroom	Overall
1 BR	2,160
2 BR	1,009
Total Demand	3,169

Additions To Supply 2015 to Prj Mrkt Entry August 2018	Overall
1 BR	0
2 BR	0
Total	0

Net Demand	Overall
1 BR	2,160
2 BR	1,009
Total	3,169

Developer's Unit Mix	Overall
1 BR	80
2 BR	24
Total	104

Capture Rate Analysis	Overall
1 BR	3.7%
2 BR	2.4%
Total	3.3%

Conclusions

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

- The number of senior renter households 55+ in the PMA is expected to increase by 2,429.
- This demand analysis does not measure the PMA’s or Subject’s ability to attract additional or latent demand into the market from outside of the PMA by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

CAPTURE RATE ANALYSIS CHART

Unit Size	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
1BR @ 50% AMI (PBRA)	14	859	0	859	1.6%	8-9 months	\$939	\$722-\$1,133	\$635
2BR @ 50% AMI (PBRA)	7	401	0	401	1.7%	8-9 months	\$1,082	\$870-\$1,271	\$740-\$765
50% AMI (PBRA) Overall	21	1,260	0	1,260	1.7%	8-9 months	\$939-\$1,082	\$722-\$1,271	\$635-\$765
1BR @ 60% AMI	52	359	0	359	14.5%	8-9 months	\$966	\$832-\$1,133	\$765
2BR @ 60% AMI	10	168	0	168	6.0%	8-9 months	\$1,106	\$968-\$1,271	\$895-\$920
60% AMI Overall	62	526	0	526	11.8%	8-9 months	\$966-\$1,106	\$832-\$1,271	\$765-\$920
1BR @ Market	14	1,102	0	1,102	1.3%	8-9 months	\$966	\$832-\$1,133	\$800
2BR @ Market	7	515	0	515	1.4%	8-9 months	\$1,106	\$968-\$1,271	\$1,050-\$1,175
Market Overall	21	1,618	0	1,618	1.3%	8-9 months	\$966-\$1,106	\$832-\$1,271	\$995-\$1,175
Overall 1BR Units Total	80	2,160	0	2,160	3.7%	8-9 months	\$966	\$722-\$1,133	\$635-\$995
Overall 2BR Units Total	24	1,009	0	1,009	2.4%	8-9 months	\$1,106	\$870-\$1,271	\$740-\$1,175
Overall All Units Total	104	3,169	0	3,169	3.3%	8-9 months	\$966-\$1,106	\$722-\$1,271	\$635-\$1,175

Demand and Net Demand

	HH at 50% AMI (PBRA)	HH at 60% AMI	HH at Market	All Households
Demand from New Households (age and income appropriate)	506	211	652	1,272
PLUS	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	19	8	24	47
PLUS	+	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	1,039	434	1,340	2,613
=				
Sub Total	1,563	653	2,016	3,932
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	32	13	32	80
Equals Total Demand	1,595	666	2,048	4,012
Less	-	-	-	-
New Supply	0	0	0	0
Equals Net Demand	1,595	666	2,048	4,012

As the analysis illustrates, the Subject’s 50 percent capture rates range from 1.6 to 1.7 percent, with an overall capture rate of 1.7 percent. The Subject’s 60 percent AMI capture rates range from 6.0 to 14.5 percent, with an overall capture rate of 11.8 percent. The Subject’s market rate capture rates range from 1.3 to 1.4 percent, with an overall capture rate of 1.3 percent. The overall capture rate for the Subject’s units is 3.3 percent. Therefore, we believe there is adequate demand for the Subject.

H. COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 11 comparable properties containing 2,119 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided in the addenda. A map illustrating the location of the Subject in relation to comparable properties is also provided in the addenda. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

The availability of senior LIHTC data is considered good. We have included four senior LIHTC properties, two of which are located in the PMA. Legacy at Walton Park and Legacy at Walton Heights are located in the northern portion of Cobb County. The majority of managers reported that tenants come from areas throughout the county, and the greater Atlanta area. Therefore, we believe these properties are a good indicator of achievable senior LIHTC and unrestricted rents in the market. We have also included two family LIHTC properties that are located in the PMA. Three of the comparable senior properties offer unrestricted units. Additionally, we included two senior properties that offer LIHTC units, all of which operate with Project Based Rental Assistance, as well as market rate units. These properties were included in our market rent analysis. We have supplemented the market rate data with three conventional properties in the PMA. Overall, the availability of LIHTC and market rate data is considered good.

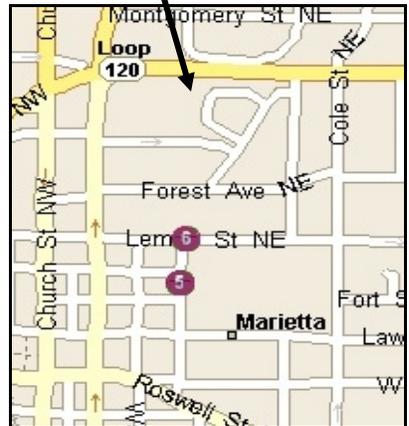
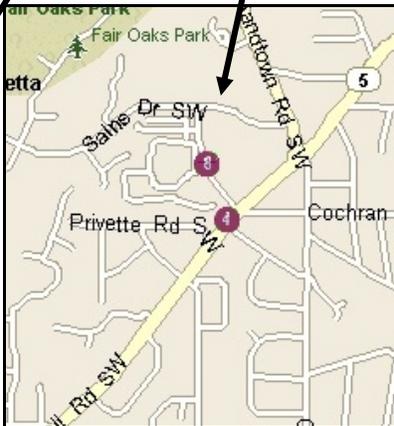
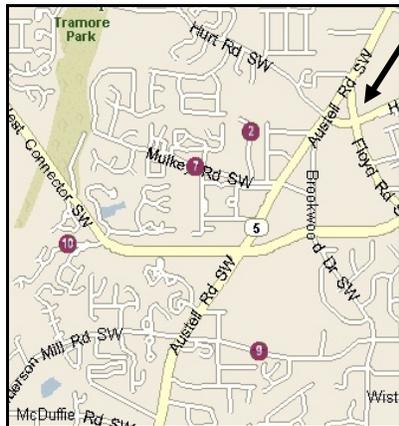
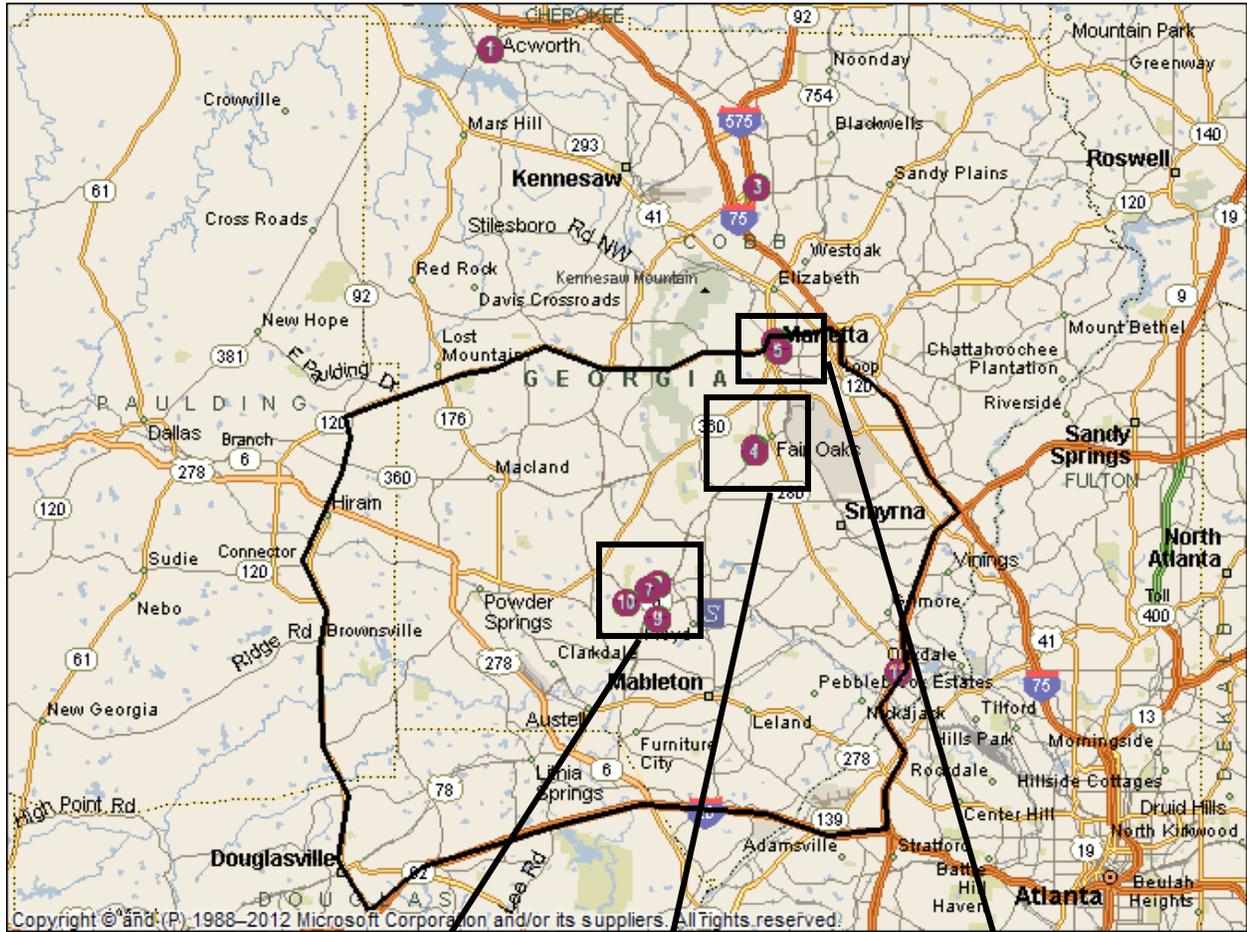
Excluded Properties

The following table illustrates properties within the PMA that have been excluded from our analysis.

EXCLUDED PROPERTIES

Property Name	City	County	Tenancy	Type	Included / Excluded	Reason for Exclusion
Abbingtion Trail	Powder Springs	Cobb	Senior	LIHTC	Excluded	Could not reach
Galleria Manor	Smyrna	Cobb	Senior	LIHTC	Excluded	Could not reach
Walton Reserve Apartments	Austell	Cobb	Family	LIHTC	Excluded	Could not reach
The Kephart House	Austell	Cobb	Family	Section 8	Excluded	Rents based on income
The Cobb Arc House	Marietta	Cobb	Special Needs	Section 8	Excluded	Rents based on income
Butterfield House	Marietta	Cobb	Special Needs	Section 8	Excluded	Rents based on income
The Michael S Huff House	Mableton	Cobb	Family	Section 8	Excluded	Rents based on income
The Arc Lighthouse	Mableton	Cobb	Family	Section 8	Excluded	Rents based on income
The Paschal House	Austell	Cobb	Family	Section 8	Excluded	Rents based on income
The Mulberry House	Austell	Cobb	Family	Section 8	Excluded	Rents based on income
The Gordon House	Austell	Cobb	Family	Section 8	Excluded	Rents based on income
The Sara Fera House, Inc.	Austell	Cobb	Family	Section 8	Excluded	Rents based on income
The Greenbrook House	Austell	Cobb	Senior	Section 8	Excluded	Rents based on income
The Eighteenth House	Mableton	Cobb	Family	Section 8	Excluded	Rents based on income
Kenny Cox Home	Austell	Cobb	Family	Section 8	Excluded	Rents based on income
The Sweetwater House, Inc.	Austell	Cobb	Family	Section 8	Excluded	Rents based on income
The Twelfth House, Inc.	Marietta	Cobb	Family	Section 8	Excluded	Rents based on income
The Lewis Road House	Powder Springs	Cobb	Special Needs	Section 8	Excluded	Rents based on income
Louise Place	Austell	Cobb	Family	Section 8	Excluded	Rents based on income
Smyrna Towers	Smyrna	Cobb	Senior	Section 8	Excluded	Rents based on income
The Arc House	Smyrna	Cobb	Special Needs	Section 8	Excluded	Rents based on income
Benson Manor	Smyrna	Cobb	Senior	Section 8	Excluded	Rents based on income
The Grindle House, Inc.	Marietta	Cobb	Family	Section 8	Excluded	Rents based on income
The Coleman Drive House	Marietta	Cobb	Family	Section 8	Excluded	Rents based on income
Branson Walk	Marietta	Cobb	Family	Section 8	Excluded	Rents based on income
Renaissance on Henderson	Marietta	Cobb	Senior	Section 8	Excluded	Rents based on income
Douglas Village Apartments	Douglasville	Douglas	Family	Section 8	Excluded	Rents based on income
Alpha A Fowler Community	Douglasville	Douglas	Senior	Section 8	Excluded	Rents based on income

Comparable Rental Property Map



COMPARABLE PROPERTIES

#	Property Name	City	Tenancy	Type	Distance
1	Legacy At Walton Park	Acworth	Senior	LIHTC/Section 8	16.2 miles
2	Parkland Manor	Austell	Senior	LIHTC/Market	1.6 miles
3	The Legacy At Walton Heights	Marietta	Senior	LIHTC	11.5 miles
4	The Legacy At Walton Village	Marietta	Senior	LIHTC/Market	4.8 miles
5	The Retreat At Dorsey Manor	Marietta	Senior	LIHTC/Section 8/Market	7.6 miles
6	The Tower At Dorsey Manor	Marietta	Senior	LIHTC/Section 8/Market	7.6 miles
7	Walton Crossing	Austell	Family	LIHTC	1.7 miles
8	Walton Village	Marietta	Family	LIHTC/Market	4.9 miles
9	Alta Mill Apartments	Austell	Family	Market	1.1 miles
10	Century Brook Apts	Austell	Family	Market	2.0 miles
11	Wellington Point	Smyrna	Family	Market	5.6 miles

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

SUMMARY MATRIX

Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate	
Subject	Wisteria Place Of Mableton NWC Of Floyd Rd SW & Wisteria Dr SW Mableton, GA 30126 Cobb County	n/a	Lowrise (age-restricted) (4 stories) 2018 / n/a	@50% (Section 8), @60%, Market	1BR / 1BA	14	13.50%	@50% (Section 8)	\$635	660	n/a		N/A	N/A	
					1BR / 1BA	52	50.00%	@60%	\$765	660	no	N/A	N/A		
					1BR / 1BA	14	13.50%	Market	\$800	660	n/a	N/A	N/A		
					2BR / 1BA	3	2.90%	@50% (Section 8)	\$740	874	n/a	N/A	N/A		
					2BR / 1BA	5	4.80%	@60%	\$895	874	no	N/A	N/A		
					2BR / 1BA	4	3.80%	Market	\$1,050	874	n/a	N/A	N/A		
					2BR / 2BA	4	3.80%	@50% (Section 8)	\$765	998	n/a	N/A	N/A		
					2BR / 2BA	5	4.80%	@60%	\$920	998	no	N/A	N/A		
					2BR / 2BA	3	2.90%	Market	\$1,175	998	n/a	N/A	N/A		
							104	100%							N/A
1	Legacy At Walton Park 4700 School Street Acworth, GA 30101 Cobb County	16.2 miles	Lowrise (age-restricted) (3 stories) 2015 / n/a	@50% (PBRA), @60%, @60% (PBRA)	1BR / 1BA	15	15.00%	@50% (PBRA)	\$941	748	n/a	Yes	0	0.00%	
					1BR / 1BA	45	45.00%	@60% (PBRA)	\$941	748	n/a	Yes	0	0.00%	
					2BR / 2BA	20	20.00%	@60%	\$968	1,060	yes	Yes	0	0.00%	
					2BR / 2BA	20	20.00%	@60%	\$968	1,242	yes	Yes	0	0.00%	
						100	100%							0	0.00%
2	Parkland Manor 3755 Medical Park Drive Austell, GA 30106 Cobb County	1.6 miles	Lowrise (age-restricted) (3 stories) 2006 / n/a	@60%, Market	1BR / 1BA	31	20.70%	@60%	\$832	645	yes	No	0	0.00%	
					1BR / 1BA	45	30.00%	@60%	\$950	845	yes	No	0	0.00%	
					1BR / 1BA	12	8.00%	Market	\$849	645	n/a	No	0	0.00%	
					1BR / 1BA	3	2.00%	Market	\$950	950	n/a	No	0	0.00%	
					2BR / 1BA	45	30.00%	@60%	\$999	922	yes	No	0	0.00%	
					2BR / 1BA	2	1.30%	Market	\$999	860	n/a	No	0	0.00%	
					2BR / 2BA	3	2.00%	@60%	\$1,024	1,000	yes	No	0	0.00%	
					2BR / 2BA	9	6.00%	Market	\$1,099	1,030	n/a	No	0	0.00%	
						150	100%							0	0.00%
					3	The Legacy At Walton Heights 178 Roberts Trail NW Marietta, GA 30066 Cobb County	11.5 miles	Garden (age-restricted) (4 stories) 2013 / n/a	@50%, @60%	1BR / 1BA	5	5.00%	@50%	\$722	750
1BR / 1BA	35	35.00%	@60%	\$852						750	yes	Yes	0	0.00%	
2BR / 2BA	10	10.00%	@50%	\$873						1,232	yes	Yes	0	0.00%	
2BR / 2BA	50	50.00%	@60%	\$1,029						1,232	yes	Yes	0	0.00%	
	100	100%												0	0.00%
4	The Legacy At Walton Village 1650 Austell Road Marietta, GA 30008 Cobb County	4.8 miles	Lowrise (age-restricted) (4 stories) 2006 / n/a	@30%, @50%, @60%, Market	1BR / 1BA	10	8.00%	@30%	\$450	750	yes	Yes	0	0.00%	
					1BR / 1BA	16	12.80%	@50%	\$727	750	yes	Yes	1	6.20%	
					1BR / 1BA	14	11.20%	@60%	\$867	750	yes	Yes	0	0.00%	
					1BR / 1BA	19	15.20%	Market	\$1,030	750	yes	Yes	1	5.30%	
					2BR / 2BA	10	8.00%	@30%	\$537	1,100	yes	Yes	0	0.00%	
					2BR / 2BA	16	12.80%	@50%	\$870	1,100	yes	Yes	0	0.00%	
					2BR / 2BA	21	16.80%	@60%	\$1,037	1,100	yes	Yes	0	0.00%	
					2BR / 2BA	19	15.20%	Market	\$1,167	1,100	yes	Yes	0	0.00%	
						125	100%							2	1.60%
					5	The Retreat At Dorsey Manor 118 Haynes St Marietta, GA 30060 Cobb County	7.6 miles	Lowrise (age-restricted) (4 stories) 2009 / n/a	@60% (Section 8), Market	1BR / 1BA	N/A	N/A	@60% (Section 8)	N/A	722
1BR / 1BA	17	23.60%	Market	\$1,027						722	n/a	No	0	0.00%	
2BR / 1BA	N/A	N/A	@60% (Section 8)	N/A						971	n/a	Yes	0	N/A	
2BR / 1BA	5	6.90%	Market	\$1,168						971	n/a	No	0	0.00%	
	72	100%												0	0.00%
6	The Tower At Dorsey Manor 212 Lemon St Marietta, GA 30060 Cobb County	7.6 miles	Highrise (age-restricted) (9 stories) 1967 / 2011	@60% (Section 8), Market	Studio / 1BA	22	27.50%	@60% (Section 8)	N/A	458	n/a	Yes	0	0.00%	
					Studio / 1BA	3	3.80%	Market	\$650	458	n/a	No	0	0.00%	
					1BR / 1BA	49	61.30%	@60% (Section 8)	N/A	588	n/a	Yes	0	0.00%	
					1BR / 1BA	6	7.50%	Market	\$977	588	n/a	No	0	0.00%	
					1BR / 1BA	N/A	N/A	Market	\$1,027	923	n/a	No	0	N/A	
						80	100%							0	0.00%
7	Walton Crossing 1820 Mulkey Road Austell, GA 30106 Cobb County	1.7 miles	Garden (3 stories) 1991 / 2006	@50%, @60%, Non-Rental	1BR / 1BA	60	25.10%	@50%	\$832	630	yes	No	0	0.00%	
					1BR / 1BA	41	17.20%	@60%	\$885	705	yes	No	0	0.00%	
					2BR / 1BA	28	11.70%	@50%	\$966	975	yes	No	0	0.00%	
					2BR / 2BA	59	24.70%	@60%	\$1,076	1,104	yes	No	0	0.00%	
					2BR / 2BA	1	0.40%	Non-Rental	\$152	1,104	n/a	No	0	0.00%	
					3BR / 2BA	50	20.90%	@60%	\$1,061	1,311	yes	No	0	0.00%	
						239	100%							0	0.00%
8	Walton Village 1570 Roberta Drive Marietta, GA 30008 Cobb County	4.9 miles	Garden (4 stories) 2006 / n/a	@60%, Market	1BR / 1BA	34	16.30%	@60%	\$890	860	yes	No	0	0.00%	
					1BR / 1BA	2	1.00%	Market	\$1,015	860	n/a	No	0	0.00%	
					2BR / 1BA	23	11.10%	@60%	\$970	1,135	n/a	No	1	4.30%	
					2BR / 1BA	2	1.00%	Market	\$1,132	1,135	n/a	No	1	50.00%	
					2BR / 2BA	85	40.90%	@60%	\$1,018	1,220	yes	No	1	1.20%	
					2BR / 2BA	5	2.40%	Market	\$1,233	1,220	n/a	No	0	0.00%	
					3BR / 2BA	55	26.40%	@60%	\$984	1,495	yes	Yes	0	0.00%	
					3BR / 2BA	2	1.00%	Market	\$1,270	1,495	n/a	yes	0	0.00%	
						208	100%							3	1.40%
					9	Alta Mill Apartments 1650 Anderson Mill Road Austell, GA 30106 Cobb County	1.1 miles	Garden (3 stories) 2000 / n/a	Market	1BR / 1BA	N/A	N/A	Market	\$942	675
1BR / 1BA	N/A	N/A	Market	\$987						705	n/a	No	0	N/A	
1BR / 1BA	N/A	N/A	Market	\$1,057						896	n/a	No	0	N/A	
1BR / 1BA	N/A	N/A	Market	\$1,133						938	n/a	No	3	N/A	
2BR / 1BA	N/A	N/A	Market	\$1,159						1,118	n/a	No	0	N/A	
2BR / 2BA	N/A	N/A	Market	\$1,214						1,209	n/a	No	1	N/A	
2BR / 2BA	N/A	N/A	Market	\$1,239						1,266	n/a	No	1	N/A	
3BR / 2BA	N/A	N/A	Market	\$1,300						1,377	n/a	No	1	N/A	
	436	100%												6	1.40%
10	Century Brook Apts 2105 Mesa Valley Austell, GA 30106 Cobb County	2 miles	Garden (3 stories) 1998 / n/a	Market	1BR / 1BA	48	22.90%	Market	\$1,105	850	n/a	No	0	0.00%	
					2BR / 2BA	112	53.30%	Market	\$1,271	1,165	n/a	No	1	0.90%	
					3BR / 2BA	50	23.80%	Market	\$1,185	1,355	n/a	No	0	0.00%	
						210	100%							1	0.50%
11	Wellington Point 50 Maner Terrace SE Smyrna, GA 30080 Cobb County	5.6 miles	Midrise (4 stories) 1999 / n/a	Market	1BR / 1BA	N/A	N/A	Market	\$1,007	873	n/a	No	N/A	N/A	
					1BR / 1BA	N/A	N/A	Market	\$1,118	973	n/a	No	N/A	N/A	
					2BR / 2BA	N/A	N/A	Market	\$1,198	1,138	n/a	No	N/A	N/A	
					2BR / 2BA	N/A	N/A	Market	\$1,243	1,219	n/a	No	N/A	N/A	
					3BR / 2BA	N/A	N/A	Market	\$1,150	1,316	n/a	No	N/A	N/A	
	399	100%							20	5.00%					

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

Effective Rent Date:	Jun-16	Units Surveyed:	2119	Weighted Occupancy:	98.50%
		Market Rate	1045	Market Rate	97.40%
		Tax Credit	1074	Tax Credit	99.50%

One Bedroom One Bath

Two Bedrooms One Bath

Two Bedrooms Two Bath

RENT	Property	Average	Property	Average	Property	Average
	Alta Mill Apartments	\$1,133	Century Brook Apts (2BA)	\$1,271	Century Brook Apts	\$1,271
	Century Brook Apts	\$1,105	The Retreat At Dorsey Manor * (M)	\$1,168	Wellington Point	\$1,243
	Alta Mill Apartments	\$1,057	The Legacy At Walton Village * (2BA M)	\$1,167	Alta Mill Apartments	\$1,239
	The Legacy At Walton Village * (M)	\$1,030	Alta Mill Apartments	\$1,159	Walton Village * (M)	\$1,233
	The Retreat At Dorsey Manor * (M)	\$1,027	Walton Village * (M)	\$1,132	Alta Mill Apartments	\$1,214
	The Tower At Dorsey Manor * (M)	\$1,027	Wellington Point	\$1,118	Wellington Point	\$1,198
	Walton Village * (M)	\$1,015	Wisteria Place Of Mableton * (M)	\$1,050	Wisteria Place Of Mableton * (M)	\$1,175
	Wellington Point	\$1,007	The Legacy At Walton Village * (2BA 60%)	\$1,037	The Retreat At Dorsey Manor * (1BA M)	\$1,168
	Alta Mill Apartments	\$987	The Legacy At Walton Heights * (2BA 60%)	\$1,029	The Legacy At Walton Village * (M)	\$1,167
	The Tower At Dorsey Manor * (M)	\$977	Parkland Manor * (60%)	\$999	Parkland Manor * (M)	\$1,099
	Parkland Manor * (60%)	\$950	Parkland Manor * (M)	\$999	Walton Crossing * (60%)	\$1,076
	Parkland Manor * (M)	\$950	Walton Village * (60%)	\$970	The Legacy At Walton Village * (60%)	\$1,037
	Alta Mill Apartments	\$942	Legacy At Walton Park * (2BA 60%)	\$968	The Legacy At Walton Heights * (60%)	\$1,029
	Legacy At Walton Park * (50%)	\$941	Legacy At Walton Park * (2BA 60%)	\$968	Parkland Manor * (60%)	\$1,024
	Legacy At Walton Park * (60%)	\$941	Walton Crossing * (50%)	\$966	Walton Village * (60%)	\$1,018
	Walton Village * (60%)	\$890	Wisteria Place Of Mableton * (60%)	\$895	Legacy At Walton Park * (60%)	\$968
	Walton Crossing * (60%)	\$885	The Legacy At Walton Heights * (2BA 50%)	\$873	Legacy At Walton Park * (60%)	\$968
	The Legacy At Walton Village * (60%)	\$867	The Legacy At Walton Village * (2BA 50%)	\$870	Wisteria Place Of Mableton * (60%)	\$920
	The Legacy At Walton Heights * (60%)	\$852	Wisteria Place Of Mableton * (50%)	\$740	The Legacy At Walton Heights * (50%)	\$873
	Parkland Manor * (M)	\$849	The Legacy At Walton Village * (2BA 30%)	\$537	The Legacy At Walton Village * (50%)	\$870
	Parkland Manor * (60%)	\$832			Wisteria Place Of Mableton * (50%)	\$765
	Walton Crossing * (50%)	\$832			The Legacy At Walton Village * (30%)	\$537
	Wisteria Place Of Mableton * (M)	\$800				
	Wisteria Place Of Mableton * (60%)	\$765				
	The Legacy At Walton Village * (50%)	\$727				
	The Legacy At Walton Heights * (50%)	\$722				
	Wisteria Place Of Mableton * (50%)	\$635				
	The Legacy At Walton Village * (30%)	\$450				
SQUARE FOOTAGE	Parkland Manor * (M)	950	Legacy At Walton Park * (2BA 60%)	1,242	Alta Mill Apartments	1,266
	Alta Mill Apartments	938	The Legacy At Walton Heights * (2BA 50%)	1,232	Legacy At Walton Park * (60%)	1,242
	The Tower At Dorsey Manor * (M)	923	The Legacy At Walton Heights * (2BA 60%)	1,232	The Legacy At Walton Heights * (50%)	1,232
	Alta Mill Apartments	896	Century Brook Apts (2BA)	1,165	The Legacy At Walton Heights * (60%)	1,232
	Wellington Point	873	Walton Village * (60%)	1,135	Walton Village * (60%)	1,220
	Walton Village * (60%)	860	Walton Village * (M)	1,135	Walton Village * (M)	1,220
	Walton Village * (M)	860	Alta Mill Apartments	1,118	Wellington Point	1,219
	Century Brook Apts	850	The Legacy At Walton Village * (2BA 30%)	1,100	Alta Mill Apartments	1,209
	Parkland Manor * (60%)	845	The Legacy At Walton Village * (2BA 50%)	1,100	Century Brook Apts	1,165
	The Legacy At Walton Heights * (50%)	750	The Legacy At Walton Village * (2BA 60%)	1,100	Wellington Point	1,138
	The Legacy At Walton Heights * (60%)	750	The Legacy At Walton Village * (2BA M)	1,100	Walton Crossing * (60%)	1,104
	The Legacy At Walton Village * (30%)	750	Legacy At Walton Park * (2BA 60%)	1,060	The Legacy At Walton Village * (30%)	1,100
	The Legacy At Walton Village * (50%)	750	Walton Crossing * (50%)	975	The Legacy At Walton Village * (50%)	1,100
	The Legacy At Walton Village * (60%)	750	Wellington Point	973	The Legacy At Walton Village * (60%)	1,100
	The Legacy At Walton Village * (M)	750	The Retreat At Dorsey Manor * (M)	971	The Legacy At Walton Village * (M)	1,100
	Legacy At Walton Park * (50%)	748	Parkland Manor * (60%)	922	Legacy At Walton Park * (60%)	1,060
	Legacy At Walton Park * (60%)	748	Wisteria Place Of Mableton * (50%)	874	Parkland Manor * (M)	1,030
	The Retreat At Dorsey Manor * (M)	722	Wisteria Place Of Mableton * (60%)	874	Parkland Manor * (60%)	1,000
	Walton Crossing * (60%)	705	Wisteria Place Of Mableton * (M)	874	Wisteria Place Of Mableton * (50%)	998
	Alta Mill Apartments	705	Parkland Manor * (M)	860	Wisteria Place Of Mableton * (60%)	998
	Alta Mill Apartments	675			Wisteria Place Of Mableton * (M)	998
	Wisteria Place Of Mableton * (50%)	660			The Retreat At Dorsey Manor * (1BA M)	971
	Wisteria Place Of Mableton * (60%)	660				
	Wisteria Place Of Mableton * (M)	660				
	Parkland Manor * (60%)	645				
	Parkland Manor * (M)	645				
	Walton Crossing * (50%)	630				
	The Tower At Dorsey Manor * (M)	588				
RENT PER SQUARE FOOT	The Tower At Dorsey Manor * (M)	\$1.66	The Retreat At Dorsey Manor * (M)	\$1.20	The Retreat At Dorsey Manor * (1BA M)	\$1.20
	The Retreat At Dorsey Manor * (M)	\$1.42	Wisteria Place Of Mableton * (M)	\$1.20	Wisteria Place Of Mableton * (M)	\$1.18
	Alta Mill Apartments	\$1.40	Parkland Manor * (M)	\$1.16	Century Brook Apts	\$1.09
	Alta Mill Apartments	\$1.40	Wellington Point	\$1.15	Parkland Manor * (M)	\$1.07
	The Legacy At Walton Village * (M)	\$1.37	Century Brook Apts (2BA)	\$1.09	The Legacy At Walton Village * (M)	\$1.06
	Walton Crossing * (50%)	\$1.32	Parkland Manor * (60%)	\$1.08	Wellington Point	\$1.05
	Parkland Manor * (M)	\$1.32	The Legacy At Walton Village * (2BA M)	\$1.06	Parkland Manor * (60%)	\$1.02
	Century Brook Apts	\$1.30	Alta Mill Apartments	\$1.04	Wellington Point	\$1.02
	Parkland Manor * (60%)	\$1.29	Wisteria Place Of Mableton * (60%)	\$1.02	Walton Village * (M)	\$1.01
	Legacy At Walton Park * (50%)	\$1.26	Walton Village * (M)	\$1.00	Alta Mill Apartments	\$1.00
	Legacy At Walton Park * (60%)	\$1.26	Walton Crossing * (50%)	\$0.99	Alta Mill Apartments	\$0.98
	Walton Crossing * (60%)	\$1.26	The Legacy At Walton Village * (2BA 60%)	\$0.94	Walton Crossing * (60%)	\$0.97
	Alta Mill Apartments	\$1.21	Legacy At Walton Park * (2BA 60%)	\$0.91	The Legacy At Walton Village * (60%)	\$0.94
	Wisteria Place Of Mableton * (M)	\$1.21	Walton Village * (60%)	\$0.85	Wisteria Place Of Mableton * (60%)	\$0.92
	Walton Village * (M)	\$1.18	Wisteria Place Of Mableton * (50%)	\$0.85	Legacy At Walton Park * (60%)	\$0.91
	Alta Mill Apartments	\$1.18	The Legacy At Walton Heights * (2BA 60%)	\$0.84	The Legacy At Walton Heights * (60%)	\$0.84
	Wisteria Place Of Mableton * (60%)	\$1.16	The Legacy At Walton Village * (2BA 50%)	\$0.79	Walton Village * (60%)	\$0.83
	The Legacy At Walton Village * (60%)	\$1.16	Legacy At Walton Park * (2BA 60%)	\$0.78	The Legacy At Walton Village * (50%)	\$0.79
	Wellington Point	\$1.15	The Legacy At Walton Heights * (2BA 50%)	\$0.71	Legacy At Walton Park * (60%)	\$0.78
	The Legacy At Walton Heights * (60%)	\$1.14	The Legacy At Walton Village * (2BA 30%)	\$0.49	Wisteria Place Of Mableton * (50%)	\$0.77
	Parkland Manor * (60%)	\$1.12			The Legacy At Walton Heights * (50%)	\$0.71
	The Tower At Dorsey Manor * (M)	\$1.11			The Legacy At Walton Village * (30%)	\$0.49
	Walton Village * (60%)	\$1.03				
	Parkland Manor * (M)	\$1.00				
	The Legacy At Walton Village * (50%)	\$0.97				
	The Legacy At Walton Heights * (50%)	\$0.96				
	Wisteria Place Of Mableton * (50%)	\$0.96				
	The Legacy At Walton Village * (30%)	\$0.60				

PROPERTY PROFILE REPORT

Legacy At Walton Park

Effective Rent Date 5/26/2016
Location 4700 School Street
 Acworth, GA 30101
 Cobb County
Distance 16.2 miles
Units 100
Vacant Units 0
Vacancy Rate 0.0%
Type Lowrise (age-restricted) (3 stories)
Year Built/Renovated 2015 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Highland Court and Alta
Tenant Characteristics Seniors 55+
Contact Name Miranda
Phone 770-224-7480



Market Information

Program @50% (Project Based Rental Assistance -
Annual Turnover Rate N/A
Units/Month Absorbed 14
HCV Tenants 25%
Leasing Pace N/A
Annual Chg. in Rent N/A
Concession None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (3 stories)	15	748	\$786	\$0	@50% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None
1	1	Lowrise (3 stories)	45	748	\$786	\$0	@60% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None
2	2	Lowrise (3 stories)	20	1,060	\$772	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Lowrise (3 stories)	20	1,242	\$772	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$786	\$0	\$786	\$155	\$941	1BR / 1BA	\$786	\$0	\$786	\$155	\$941
						2BR / 2BA	\$772	\$0	\$772	\$196	\$968

Legacy At Walton Park, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Garbage Disposal
Microwave
Pull Cords
Walk-In Closet

Blinds
Central A/C
Dishwasher
Hand Rails
Oven
Refrigerator
Washer/Dryer hookup

Security

Intercom (Phone)
Limited Access
Patrol
Perimeter Fencing
Video Surveillance

Services

None

Property

Business Center/Computer Lab
Courtyard
Exercise Facility
Off-Street Parking
Recreation Areas

Clubhouse/Meeting
Elevators
Central Laundry
On-Site Management
Service Coordination

Premium

None

Other

None

Comments

The property is restricted to seniors 55 and older. The property officially opened in February 2016. The manager reported that there is a waiting list of three households.

Legacy At Walton Park, continued

Trend Report

Vacancy Rates

2Q14 2Q16
N/A 0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	2	N/A	\$750	\$0	\$750	\$905
2016	2	0.0%	\$786	\$0	\$786	\$941

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	2	N/A	\$750	\$0	\$750	\$905
2016	2	0.0%	\$786	\$0	\$786	\$941

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	2	N/A	\$640	\$0	\$640	\$836
2016	2	0.0%	\$772	\$0	\$772	\$968

Trend: Comments

- 2Q14** This is a proposed senior LIHTC development that was awarded LIHTC in 2013. The supportive services to be offered include weekly social and recreational programs to include healthcare, exercise, games, and cultural classes.
- 2Q16** The property is restricted to seniors 55 and older. The property officially opened in February 2016. The manager reported that there is a waiting list of three households.

Photos



PROPERTY PROFILE REPORT

Parkland Manor

Effective Rent Date 5/26/2016

Location 3755 Medical Park Drive
Austell, GA 30106
Cobb County

Distance 1.6 miles

Units 150

Vacant Units 0

Vacancy Rate 0.0%

Type Lowrise (age-restricted) (3 stories)

Year Built/Renovated 2006 / N/A

Marketing Began N/A

Leasing Began N/A

Last Unit Leased N/A

Major Competitors Alta Ridenour, Edinborough, Atherton Place

Tenant Characteristics Restricted to seniors, 55+.

Contact Name Sharon

Phone 770.739.5660



Market Information

Program @60%, Market

Annual Turnover Rate 2%

Units/Month Absorbed N/A

HCV Tenants 50%

Leasing Pace 2-3 weeks

Annual Chg. in Rent Increased 11%

Concession None

Utilities

A/C included -- central

Cooking included -- electric

Water Heat included -- electric

Heat included -- electric

Other Electric included

Water included

Sewer included

Trash Collection included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (3 stories)	31	645	\$832	\$0	@60%	No	0	0.0%	yes	None
1	1	Lowrise (3 stories)	45	845	\$950	\$0	@60%	No	0	0.0%	yes	None
1	1	Lowrise (3 stories)	12	645	\$849	\$0	Market	No	0	0.0%	N/A	None
1	1	Lowrise (3 stories)	3	950	\$950	\$0	Market	No	0	0.0%	N/A	None
2	1	Lowrise (3 stories)	45	922	\$999	\$0	@60%	No	0	0.0%	yes	None
2	1	Lowrise (3 stories)	2	860	\$999	\$0	Market	No	0	0.0%	N/A	None
2	2	Lowrise (3 stories)	3	1,000	\$1,024	\$0	@60%	No	0	0.0%	yes	None
2	2	Lowrise (3 stories)	9	1,030	\$1,099	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$832 - \$950	\$0	\$832 - \$950	\$0	\$832 - \$950	1BR / 1BA	\$849 - \$950	\$0	\$849 - \$950	\$0	\$849 - \$950
2BR / 1BA	\$999	\$0	\$999	\$0	\$999	2BR / 1BA	\$999	\$0	\$999	\$0	\$999
2BR / 2BA	\$1,024	\$0	\$1,024	\$0	\$1,024	2BR / 2BA	\$1,099	\$0	\$1,099	\$0	\$1,099

Parkland Manor, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Exterior Storage
Hand Rails
Oven
Refrigerator
Washer/Dryer

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

Security

Intercom (Buzzer)
Limited Access
Patrol
Perimeter Fencing
Video Surveillance

Services

None

Property

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

Clubhouse/Meeting
Elevators
Off-Street Parking
Picnic Area

Premium

Hairdresser / Barber
Medical Professional

Other

None

Comments

The contact stated that average tenant is in their 60s and that 70 percent of new tenants were previous homeowners. She estimates that approximately 30 percent of new tenants are from outside the Atlanta area. Approximately half of tenants are voucher holders. Tax credit rents have increased to market rent levels.

Parkland Manor, continued

Trend Report

Vacancy Rates

4Q07	1Q10	2Q13	2Q16
94.0%	2.7%	2.7%	0.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	73.5%	\$752	\$63	\$689	\$689
2010	1	0.0%	\$749 - \$799	\$0	\$749 - \$799	\$749 - \$799
2013	2	0.0%	\$749 - \$829	\$0	\$749 - \$829	\$749 - \$829
2016	2	0.0%	\$832 - \$950	\$0	\$832 - \$950	\$832 - \$950

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	100.0%	\$911	\$76	\$835	\$835
2010	1	8.9%	\$911	\$0	\$911	\$911
2013	2	0.0%	\$911	\$0	\$911	\$911
2016	2	0.0%	\$999	\$0	\$999	\$999

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	100.0%	\$961	\$80	\$881	\$881
2010	1	0.0%	\$961	\$0	\$961	\$961
2013	2	0.0%	\$961	\$0	\$961	\$961
2016	2	0.0%	\$1,024	\$0	\$1,024	\$1,024

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	100.0%	\$901	\$75	\$826	\$826
2010	1	0.0%	\$849 - \$899	\$0	\$849 - \$899	\$849 - \$899
2013	2	0.0%	\$849 - \$929	\$0	\$849 - \$929	\$849 - \$929
2016	2	0.0%	\$849 - \$950	\$0	\$849 - \$950	\$849 - \$950

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	100.0%	\$1,111	\$93	\$1,018	\$1,018
2010	1	0.0%	\$950	\$0	\$950	\$950
2013	2	0.0%	\$950	\$0	\$950	\$950
2016	2	0.0%	\$999	\$0	\$999	\$999

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	100.0%	\$1,061	\$88	\$973	\$973
2010	1	0.0%	\$1,150	\$0	\$1,150	\$1,150
2013	2	44.4%	\$1,161	\$0	\$1,161	\$1,161
2016	2	0.0%	\$1,099	\$0	\$1,099	\$1,099

Trend: Comments

4Q07 Property is offering a concession of the first month rent is free for all unit types in addition to the first two months storage is free. The total percentages for change of rents range from -5% to .1% depending on the unit type.

1Q10 The leasing representative stated that average tenant is in their 60s and that 70 percent of new tenants were previous homeowners. She estimates that approximately 60% of new tenants are from outside the Atlanta area. All utilities are included in the tax credit rents, but the property is starting to charge market rate tenants for electricity and water. Market conditions were reported to be the same in January 2010.

2Q13 The contact stated that average tenant is in their 60s and that 70 percent of new tenants were previous homeowners. She estimates that approximately 30 percent of new tenants are from outside the Atlanta area. All utilities are included in the tax credit rents, but market rate tenants are charged for electricity, water and sewer.

Market rate rents have decreased three percent over the last year, while LIHTC rents increased by one percent.

2Q16 The contact stated that average tenant is in their 60s and that 70 percent of new tenants were previous homeowners. She estimates that approximately 30 percent of new tenants are from outside the Atlanta area. Approximately half of tenants are voucher holders. Tax credit rents have increased to market rent levels.

PROPERTY PROFILE REPORT

The Legacy At Walton Heights

Effective Rent Date	5/03/2016
Location	178 Roberts Trail NW Marietta, GA 30066 Cobb County
Distance	11.5 miles
Units	100
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (age-restricted) (4 stories)
Year Built/Renovated	2013 / N/A
Marketing Began	N/A
Leasing Began	10/01/2013
Last Unit Leased	3/01/2014
Major Competitors	Highland Court Apts
Tenant Characteristics	Seniors 55+, many from out of state, most sold homes
Contact Name	Donna
Phone	678-439-8304



Market Information

Program	@50%, @60%
Annual Turnover Rate	12%
Units/Month Absorbed	20
HCV Tenants	N/A
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased to max
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (4 stories)	5	750	\$567	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (4 stories)	35	750	\$697	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (4 stories)	10	1,232	\$677	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (4 stories)	50	1,232	\$833	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$567	\$0	\$567	\$155	\$722	1BR / 1BA	\$697	\$0	\$697	\$155	\$852
2BR / 2BA	\$677	\$0	\$677	\$196	\$873	2BR / 2BA	\$833	\$0	\$833	\$196	\$1,029

The Legacy At Walton Heights, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Ceiling Fan
Hand Rails
Pull Cords
Walk-In Closet

Blinds
Central A/C
Exterior Storage
Garbage Disposal
Oven
Refrigerator
Washer/Dryer hookup

Security

Limited Access
Perimeter Fencing

Services

None

Property

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

Clubhouse/Meeting
Elevators
Central Laundry
On-Site Management
Service Coordination

Premium

None

Other

Library, theater

Comments

The contact reported a high demand for affordable rental housing in the area. The property typically remains fully occupied with an aggregate waiting list of approximately 40 households. The property does accept housing choice vouchers, however, the contact was unsure of how many tenants use them.

The Legacy At Walton Heights, continued

Trend Report

Vacancy Rates

2Q15	2Q16
2.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$555	\$0	\$555	\$710
2016	2	0.0%	\$567	\$0	\$567	\$722

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$662	\$0	\$662	\$858
2016	2	0.0%	\$677	\$0	\$677	\$873

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$685	\$0	\$685	\$840
2016	2	0.0%	\$697	\$0	\$697	\$852

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	4.0%	\$818	\$0	\$818	\$1,014
2016	2	0.0%	\$833	\$0	\$833	\$1,029

Trend: Comments

2Q15 The two vacant units are leased. Management could not provide the percentage of voucher holders. The waiting list is 35 households in length. Management indicated that a significant percentage of their two-bedroom units are filled by one-person households. Storage lockers for a monthly fee of \$30 to \$70 per month depending on size.

2Q16 The contact reported a high demand for affordable rental housing in the area. The property typically remains fully occupied with an aggregate waiting list of approximately 40 households. The property does accept housing choice vouchers, however, the contact was unsure of how many tenants use them.

The Legacy At Walton Heights, continued

Photos



PROPERTY PROFILE REPORT

The Legacy At Walton Village

Effective Rent Date	5/26/2016
Location	1650 Austell Road Marietta, GA 30008 Cobb County
Distance	4.8 miles
Units	125
Vacant Units	2
Vacancy Rate	1.6%
Type	Lowrise (age-restricted) (4 stories)
Year Built/Renovated	2006 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	55+
Contact Name	Terry
Phone	770-590-3981



Market Information

Program	@30%, @50%, @60%, Market
Annual Turnover Rate	10%
Units/Month Absorbed	N/A
HCV Tenants	20%
Leasing Pace	Two weeks
Annual Chg. in Rent	Increased 2%
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (4 stories)	10	750	\$319	\$0	@30%	Yes	0	0.0%	yes	None
1	1	Lowrise (4 stories)	16	750	\$596	\$0	@50%	Yes	1	6.2%	yes	None
1	1	Lowrise (4 stories)	14	750	\$736	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Lowrise (4 stories)	19	750	\$899	\$0	Market	Yes	1	5.3%	yes	None
2	2	Lowrise (4 stories)	10	1,100	\$369	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Lowrise (4 stories)	16	1,100	\$702	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Lowrise (4 stories)	21	1,100	\$869	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Lowrise (4 stories)	19	1,100	\$999	\$0	Market	Yes	0	0.0%	yes	None

The Legacy At Walton Village, continued

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$319	\$0	\$319	\$131	\$450	1BR / 1BA	\$596	\$0	\$596	\$131	\$727
2BR / 2BA	\$369	\$0	\$369	\$168	\$537	2BR / 2BA	\$702	\$0	\$702	\$168	\$870
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$736	\$0	\$736	\$131	\$867	1BR / 1BA	\$899	\$0	\$899	\$131	\$1,030
2BR / 2BA	\$869	\$0	\$869	\$168	\$1,037	2BR / 2BA	\$999	\$0	\$999	\$168	\$1,167

Amenities

In-Unit

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

Blinds
Carpeting
Coat Closet
Exterior Storage
Garbage Disposal
Refrigerator
Washer/Dryer hookup

Security

Intercom (Phone)
Limited Access

Services

None

Property

Business Center/Computer Lab
Elevators
Off-Street Parking
Picnic Area

Courtyard
Exercise Facility
On-Site Management
Recreation Areas

Premium

None

Other

None

Comments

The property coordinates rental increases with the Marietta Housing Authority (MHA). MHA has not made any rental increases within the last four years. The contact stated that there are 300 households on the waiting list and there is a strong demand for units at the 30 percent restriction.

The Legacy At Walton Village, continued

Trend Report

Vacancy Rates

3Q11	4Q11	1Q12	2Q16
0.0%	0.0%	0.0%	1.6%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	3	0.0%	N/A	\$0	N/A	N/A
2011	4	0.0%	\$307	\$0	\$307	\$438
2012	1	0.0%	\$299	\$0	\$299	\$430
2016	2	0.0%	\$319	\$0	\$319	\$450

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	3	0.0%	N/A	\$0	N/A	N/A
2011	4	0.0%	\$359	\$0	\$359	\$527
2012	1	0.0%	\$349	\$0	\$349	\$517
2016	2	0.0%	\$369	\$0	\$369	\$537

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	3	0.0%	\$722	\$0	\$722	\$853
2011	4	0.0%	\$722	\$0	\$722	\$853
2012	1	0.0%	\$715	\$0	\$715	\$846
2016	2	0.0%	\$736	\$0	\$736	\$867

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	3	0.0%	\$857	\$0	\$857	\$1,025
2011	4	0.0%	\$857	\$0	\$857	\$1,025
2012	1	0.0%	\$849	\$0	\$849	\$1,017
2016	2	0.0%	\$869	\$0	\$869	\$1,037

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	3	0.0%	N/A	\$0	N/A	N/A
2011	4	0.0%	\$583	\$0	\$583	\$714
2012	1	0.0%	\$576	\$0	\$576	\$707
2016	2	6.2%	\$596	\$0	\$596	\$727

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	3	0.0%	N/A	\$0	N/A	N/A
2011	4	0.0%	\$691	\$0	\$691	\$859
2012	1	0.0%	\$682	\$0	\$682	\$850
2016	2	0.0%	\$702	\$0	\$702	\$870

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	3	0.0%	\$722	\$0	\$722	\$853
2011	4	0.0%	\$722	\$0	\$722	\$853
2012	1	0.0%	\$850	\$0	\$850	\$981
2016	2	5.3%	\$899	\$0	\$899	\$1,030

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	3	0.0%	\$857	\$0	\$857	\$1,025
2011	4	0.0%	\$857	\$0	\$857	\$1,025
2012	1	0.0%	\$960	\$0	\$960	\$1,128
2016	2	0.0%	\$999	\$0	\$999	\$1,167

Trend: Comments

- 3Q11** Contact did not have anything new to add to the report that wasn't previously stated in the last interview.
- 4Q11** Spoke to contact; obtained 30 and 50 percent rent rates.
- 1Q12** Contact attributes high occupancy to the amenities offered such as the hair salon and the social activities organized at the property including dance classes and a book club. Contact has been at property for only five months and was unaware of any rent increases over the past year. The property maintains a waiting list of several households for all unit types. Contact could not comment on major competitors.
- 2Q16** The property coordinates rental increases with the Marietta Housing Authority (MHA). MHA has not made any rental increases within the last four years. The contact stated that there are 300 households on the waiting list and there is a strong demand for units at the 30 percent restriction.

The Legacy At Walton Village, continued

Photos



PROPERTY PROFILE REPORT

The Retreat At Dorsey Manor

Effective Rent Date	5/16/2016
Location	118 Haynes St Marietta, GA 30060 Cobb County
Distance	7.6 miles
Units	72
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (age-restricted) (4 stories)
Year Built/Renovated	2009 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	Seniors aged 62 and over, mainly from Cobb County
Contact Name	Janice
Phone	(678) 594-0909



Market Information

Program	@60% (Section 8), Market
Annual Turnover Rate	8%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Within two to three weeks
Annual Chg. in Rent	Increased 19% to 20%
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (4 stories)	N/A	722	N/A	\$0	@60% (Section 8)	Yes	0	N/A	N/A	None
1	1	Lowrise (4 stories)	17	722	\$850	\$0	Market	No	0	0.0%	N/A	None
2	1	Lowrise (4 stories)	N/A	971	N/A	\$0	@60% (Section 8)	Yes	0	N/A	N/A	None
2	1	Lowrise (4 stories)	5	971	\$950	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	N/A	\$0	N/A	\$177	N/A	1BR / 1BA	\$850	\$0	\$850	\$177	\$1,027
2BR / 1BA	N/A	\$0	N/A	\$218	N/A	2BR / 1BA	\$950	\$0	\$950	\$218	\$1,168

The Retreat At Dorsey Manor, continued

Amenities

In-Unit

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

Carpeting
Coat Closet
Garbage Disposal
Oven
Refrigerator

Security

Limited Access

Services

None

Property

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

Clubhouse/Meeting
Exercise Facility
Off-Street Parking
Picnic Area

Premium

None

Other

Theater

Comments

None

The Retreat At Dorsey Manor, continued

Photos



PROPERTY PROFILE REPORT

The Tower At Dorsey Manor

Effective Rent Date	5/16/2016
Location	212 Lemon St Marietta, GA 30060 Cobb County
Distance	7.6 miles
Units	80
Vacant Units	0
Vacancy Rate	0.0%
Type	Highrise (age-restricted) (9 stories)
Year Built/Renovated	1967 / 2011
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	Seniors aged 62 and over from Cobb County.
Contact Name	Janice
Phone	(678) 594-0909



Market Information

Program	@60% (Section 8), Market
Annual Turnover Rate	8%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Within two to three weeks
Annual Chg. in Rent	Increased 6% to 7%
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Highrise (9 stories)	22	458	N/A	\$0	@60% (Section 8)	Yes	0	0.0%	N/A	None
0	1	Highrise (9 stories)	3	458	\$650	\$0	Market	No	0	0.0%	N/A	None
1	1	Highrise (9 stories)	49	588	N/A	\$0	@60% (Section 8)	Yes	0	0.0%	N/A	None
1	1	Highrise (9 stories)	6	588	\$800	\$0	Market	No	0	0.0%	N/A	None
1	1	Highrise (9 stories)	N/A	923	\$850	\$0	Market	No	0	N/A	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	N/A	\$0	N/A	\$0	N/A	Studio / 1BA	\$650	\$0	\$650	\$0	\$650
1BR / 1BA	N/A	\$0	N/A	\$177	N/A	1BR / 1BA	\$800 - \$850	\$0	\$800 - \$850	\$177	\$977 - \$1,027

The Tower At Dorsey Manor, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Garbage Disposal
Oven
Refrigerator

Blinds
Central A/C
Dishwasher
Hand Rails
Pull Cords

Security

Limited Access

Services

None

Property

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

Clubhouse/Meeting
Exercise Facility
Off-Street Parking
Picnic Area

Premium

None

Other

Shuffleboard, library and

Comments

Property offers a guest suite for residents. The guest suite is similar to a hotel. Visitors may rent the guest suite for \$25 per night. The property currently maintains a waiting list of 150 households for the Section 8 units. The manager reported that they do not keep a waiting list for the market rate units as they are leased on first come, first serve. Residents in the market rate units must earn twice the monthly rent.

The Tower At Dorsey Manor, continued

Photos



PROPERTY PROFILE REPORT

Walton Crossing

Effective Rent Date	5/23/2016
Location	1820 Mulkey Road Austell, GA 30106 Cobb County
Distance	1.7 miles
Units	239
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	1991 / 2006
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Austell Village, Forest Glenn
Tenant Characteristics	Mixed tenancy; majority families
Contact Name	Shelly
Phone	770-739-7582



Market Information

Program	@50%, @60%, Non-Rental
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	28%
Leasing Pace	Within one month
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	60	630	\$714	\$0	@50%	No	0	0.0%	yes	None
1	1	Garden (3 stories)	41	705	\$767	\$0	@60%	No	0	0.0%	yes	None
2	1	Garden (3 stories)	28	975	\$814	\$0	@50%	No	0	0.0%	yes	None
2	2	Garden (3 stories)	59	1,104	\$924	\$0	@60%	No	0	0.0%	yes	None
2	2	Garden (3 stories)	1	1,104	\$0	\$0	Non-Rental	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	50	1,311	\$1,061	\$0	@60%	No	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$714	\$0	\$714	\$118	\$832	1BR / 1BA	\$767	\$0	\$767	\$118	\$885
2BR / 1BA	\$814	\$0	\$814	\$152	\$966	2BR / 2BA	\$924	\$0	\$924	\$152	\$1,076
						3BR / 2BA	\$1,061	\$0	\$1,061	\$0	\$1,061
Non-Rental	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
2BR / 2BA	N/A	\$0	N/A	\$152	\$152						

Walton Crossing, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Ceiling Fan
Oven
Walk-In Closet

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

Security

None

Services

Afterschool Program

Property

Car Wash
Exercise Facility
Off-Street Parking
Picnic Area
Swimming Pool

Clubhouse/Meeting
Central Laundry
On-Site Management
Playground
Tennis Court

Premium

None

Other

None

Comments

The property does not keep a waiting list. The manager indicated that there is strong demand for affordable housing in the market. Amenities include an Adventure Center, which is an after-school program for elementary school children sponsored through Parents with a Purpose where children of residents can stay for free until 6:00 p.m.

Walton Crossing, continued

Trend Report

Vacancy Rates

1Q14	3Q14	1Q15	2Q16
2.5%	1.7%	2.5%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	0.0%	\$714	\$0	\$714	\$832

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	0.0%	\$814	\$0	\$814	\$966

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	1	0.0%	\$650	\$0	\$650	\$768
2014	3	3.0%	\$676 - \$716	\$0	\$676 - \$716	\$794 - \$834
2015	1	3.0%	\$676 - \$716	\$0	\$676 - \$716	\$794 - \$834
2016	2	0.0%	\$767	\$0	\$767	\$885

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	3	0.0%	\$826	\$0	\$826	\$978
2015	1	0.0%	\$826	\$0	\$826	\$978

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	1	6.8%	\$789	\$0	\$789	\$941
2014	3	1.7%	\$869	\$0	\$869	\$1,021
2015	1	3.4%	\$869	\$0	\$869	\$1,021
2016	2	0.0%	\$924	\$0	\$924	\$1,076

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	3	0.0%	\$960	\$0	\$960	\$960
2015	1	2.0%	\$960	\$0	\$960	\$960
2016	2	0.0%	\$1,061	\$0	\$1,061	\$1,061

Trend: Non-Rental

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	1	0.0%	N/A	\$0	N/A	\$152
2014	3	0.0%	N/A	\$0	N/A	\$152
2015	1	0.0%	N/A	\$0	N/A	\$152
2016	2	0.0%	N/A	\$0	N/A	\$152

Trend: Comments

- 1Q14** The property has 55 floating units that are further income restricted by the Cobb County Neighborhood Stabilization Program (NPS). The property is currently undergoing exterior renovations including new gates, landscaping, painting, new stairs, and miscellaneous repairs. The property is also upgrading the fitness equipment and adding more afterschool and adult education programs. A waiting list of three households is maintained for the one-bedroom units.
- 3Q14** The property maintains a waiting list on all unit types, but the contact was unable to provide number of households or the length of the waiting list. The contact stated that the property is currently working off of the waiting list to fill the vacant units. Additionally, the contact noted that there was a five percent rental increase on all units effective September 1, 2014.
- 1Q15** The property maintains a waiting list on all unit types, but the contact was unable to provide number of households or the length of the waiting list. The contact stated that the property is currently working off of the waiting list to fill vacant units. Additionally, the contact noted that there was a five percent rental increase on all units effective September 1, 2014.
- 2Q16** The property does not keep a waiting list. The manager indicated that there is strong demand for affordable housing in the market. Amenities include an Adventure Center, which is an after-school program for elementary school children sponsored through Parents with a Purpose where children of residents can stay for free until 6:00 p.m.

PROPERTY PROFILE REPORT

Walton Village

Effective Rent Date	5/25/2016
Location	1570 Roberta Drive Marietta, GA 30008 Cobb County
Distance	4.9 miles
Units	208
Vacant Units	3
Vacancy Rate	1.4%
Type	Garden (4 stories)
Year Built/Renovated	2006 / N/A
Marketing Began	10/01/2006
Leasing Began	12/01/2006
Last Unit Leased	N/A
Major Competitors	None, all other properties in area are inferior
Tenant Characteristics	Residents are generally from Cobb County and its surrounding areas. Some residents are from out of state.
Contact Name	Ariel
Phone	770.590.3981



Market Information

Program	@60%, Market
Annual Turnover Rate	17%
Units/Month Absorbed	N/A
HCV Tenants	34%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increase one to three percent on all unit
Concession	Reduced rent on LIHTC two-bedroom

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (4 stories)	34	860	\$735	\$0	@60%	No	0	0.0%	yes	None
1	1	Garden (4 stories)	2	860	\$860	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (4 stories)	23	1,135	\$822	\$48	@60%	No	1	4.3%	no	None
2	1	Garden (4 stories)	2	1,135	\$936	\$0	Market	No	1	50.0%	N/A	None
2	2	Garden (4 stories)	85	1,220	\$870	\$48	@60%	No	1	1.2%	yes	None
2	2	Garden (4 stories)	5	1,220	\$1,037	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (4 stories)	55	1,495	\$984	\$0	@60%	yes	0	0.0%	yes	None
3	2	Garden (4 stories)	2	1,495	\$1,270	\$0	Market	yes	0	0.0%	N/A	None

Walton Village, continued

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$735	\$0	\$735	\$155	\$890	1BR / 1BA	\$860	\$0	\$860	\$155	\$1,015
2BR / 1BA	\$822	\$48	\$774	\$196	\$970	2BR / 1BA	\$936	\$0	\$936	\$196	\$1,132
2BR / 2BA	\$870	\$48	\$822	\$196	\$1,018	2BR / 2BA	\$1,037	\$0	\$1,037	\$196	\$1,233
3BR / 2BA	\$984	\$0	\$984	\$0	\$984	3BR / 2BA	\$1,270	\$0	\$1,270	\$0	\$1,270

Amenities

In-Unit

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

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

Security

Limited Access
 Perimeter Fencing

Services

Afterschool Program

Property

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

Clubhouse/Meeting
 Central Laundry
 On-Site Management
 Playground
 Swimming Pool

Premium

None

Other

Afterschool program, library

Comments

The current concession is reduced rent on the LIHTC two-bedroom units with a 12 month lease. The contact reported that vacancy at the property is typical for the winter season. The contact reported that parking at the property operates on a first come, first serve basis. The contact added that the property offers approximately two spaces per unit. After school Adventure Center program offered. They do not have to keep up with Section 8 tenants so they have anywhere from 5% - 30% at any given time. Pest Control is included in rent as well. They do not have heat utility.

Walton Village, continued

Trend Report

Vacancy Rates

4Q10	2Q14	1Q15	2Q16
3.8%	0.5%	2.9%	1.4%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	4	0.0%	\$722	\$0	\$722	\$877
2014	2	0.0%	\$717	\$0	\$717	\$872
2015	1	0.0%	\$735	\$0	\$735	\$890
2016	2	0.0%	\$735	\$0	\$735	\$890

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	4	13.0%	\$857	\$0	\$857	\$1,053
2014	2	4.3%	\$851	\$0	\$851	\$1,047
2015	1	13.0%	\$870	\$48	\$822	\$1,018
2016	2	4.3%	\$822	\$48	\$774	\$970

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	4	4.7%	\$857	\$0	\$857	\$1,053
2014	2	0.0%	\$851	\$0	\$851	\$1,047
2015	1	3.5%	\$870	\$48	\$822	\$1,018
2016	2	1.2%	\$870	\$48	\$822	\$1,018

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	4	0.0%	\$961	\$0	\$961	\$961
2014	2	0.0%	\$948	\$0	\$948	\$948
2015	1	0.0%	\$973	\$0	\$973	\$973
2016	2	0.0%	\$984	\$0	\$984	\$984

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	4	50.0%	\$850	\$0	\$850	\$1,005
2014	2	0.0%	\$850	\$0	\$850	\$1,005
2015	1	0.0%	\$860	\$0	\$860	\$1,015
2016	2	0.0%	\$860	\$0	\$860	\$1,015

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	4	0.0%	\$910	\$0	\$910	\$1,106
2014	2	0.0%	\$960	\$0	\$960	\$1,156
2015	1	0.0%	\$960	\$0	\$960	\$1,156
2016	2	50.0%	\$936	\$0	\$936	\$1,132

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	4	0.0%	\$990	\$0	\$990	\$1,186
2014	2	0.0%	\$1,037	\$0	\$1,037	\$1,233
2015	1	0.0%	\$1,037	\$0	\$1,037	\$1,233
2016	2	0.0%	\$1,037	\$0	\$1,037	\$1,233

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	4	0.0%	\$1,177	\$0	\$1,177	\$1,177
2014	2	0.0%	\$1,270	\$0	\$1,270	\$1,270
2015	1	0.0%	\$1,270	\$0	\$1,270	\$1,270
2016	2	0.0%	\$1,270	\$0	\$1,270	\$1,270

Trend: Comments

- 4Q10** Management stated that there was a need for additional affordable housing in the area, specifically new affordable housing as the current supply is not up to modern living standards.
- 2Q14** The property maintains a waiting list with five applicants for one bedroom-units, three applicants for two bedroom-units, and eight applicants for three-bedroom units. The contact stated that none of the current residents in the tax credit units were utilizing vouchers.
- 1Q15** The current concession is reduced rent on the LIHTC two-bedroom units with a 12 month lease. The contact reported that vacancy at the property is typical for the winter season. The contact reported that parking at the property operates on a first come, first serve basis. The contact added that the property offers approximately two spaces per unit.
- 2Q16** The current concession is reduced rent on the LIHTC two-bedroom units with a 12 month lease. The contact reported that vacancy at the property is typical for the winter season. The contact reported that parking at the property operates on a first come, first serve basis. The contact added that the property offers approximately two spaces per unit. After school Adventure Center program offered. They do not have to keep up with Section 8 tenants so they have anywhere from 5% - 30% at any given time. Pest Control is included in rent as well. They do not have heat utility.

PROPERTY PROFILE REPORT

Alta Mill Apartments

Effective Rent Date 5/26/2016
Location 1650 Anderson Mill Road
 Austell, GA 30106
 Cobb County
Distance 1.1 miles
Units 436
Vacant Units 6
Vacancy Rate 1.4%
Type Garden (3 stories)
Year Built/Renovated 2000 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors N/A
Tenant Characteristics Families and singles
Contact Name Michelle
Phone 770-948-1722



Market Information

Program Market
Annual Turnover Rate N/A
Units/Month Absorbed N/A
HCV Tenants 0%
Leasing Pace One month
Annual Chg. in Rent Increased 6%
Concession None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	675	\$765	\$0	Market	No	0	N/A	N/A	None
1	1	Garden (3 stories)	N/A	705	\$810	\$0	Market	No	0	N/A	N/A	None
1	1	Garden (3 stories)	N/A	896	\$880	\$0	Market	No	0	N/A	N/A	None
1	1	Garden (3 stories)	N/A	938	\$956	\$0	Market	No	3	N/A	N/A	None
2	1	Garden (3 stories)	N/A	1,118	\$941	\$0	Market	No	0	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,209	\$996	\$0	Market	No	1	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,266	\$1,021	\$0	Market	No	1	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,377	\$1,300	\$0	Market	No	1	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$765 - \$956	\$0	\$765 - \$956	\$177	\$942 - \$1,133
2BR / 1BA	\$941	\$0	\$941	\$218	\$1,159
2BR / 2BA	\$996 - \$1,021	\$0	\$996 - \$1,021	\$218	\$1,214 - \$1,239
3BR / 2BA	\$1,300	\$0	\$1,300	\$0	\$1,300

Alta Mill Apartments, continued

Amenities

In-Unit

Balcony/Patio
Central A/C
Dishwasher
Fireplace
Oven
Walk-In Closet

Blinds
Coat Closet
Exterior Storage
Garbage Disposal
Refrigerator
Washer/Dryer hookup

Security

Limited Access
Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Exercise Facility
Central Laundry
On-Site Management
Playground
Swimming Pool
Theatre

Clubhouse/Meeting
Garage
Off-Street Parking
Picnic Area
Recreation Areas
Tennis Court

Premium

None

Other

Library

Comments

The property does not accept Housing Choice Vouchers. The contact was not able to provide the unit mix breakdown. The tenant pays for all utilities.

PROPERTY PROFILE REPORT

Century Brook Apts (FKA Brookstone On The Green)

Effective Rent Date	5/26/2016
Location	2105 Mesa Valley Austell, GA 30106 Cobb County
Distance	2 miles
Units	210
Vacant Units	1
Vacancy Rate	0.5%
Type	Garden (3 stories)
Year Built/Renovated	1998 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Trey Moore Villiage, Alta Mill, Madison Apartments
Tenant Characteristics	Mostly from Austell, few relocating from surrounding cities and towns
Contact Name	Shaylynn
Phone	678.945.4577



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	One week
Annual Chg. in Rent	LRO, change daily
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	48	850	\$950	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	112	1,165	\$1,075	\$0	Market	No	1	0.9%	N/A	AVG
3	2	Garden (3 stories)	50	1,355	\$1,185	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$950	\$0	\$950	\$155	\$1,105
2BR / 2BA	\$1,075	\$0	\$1,075	\$196	\$1,271
3BR / 2BA	\$1,185	\$0	\$1,185	\$0	\$1,185

Century Brook Apts (FKA Brookstone On The Green), continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Ceiling Fan
Garbage Disposal
Refrigerator
Walk-In Closet

Blinds
Central A/C
Exterior Storage
Fireplace
Oven
Vaulted Ceilings
Washer/Dryer hookup

Security

Limited Access
Perimeter Fencing

Services

None

Property

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

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

Premium

None

Other

None

Comments

The contact was unsure of the exact annual turnover rate but stated that it was around 20 percent. The property does not accept Housing Choice Vouchers.

Century Brook Apts (FKA Brookstone On The Green), continued

Trend Report

Vacancy Rates

2Q11	1Q14	1Q15	2Q16
2.9%	3.8%	3.8%	0.5%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	N/A	\$745	\$70	\$675	\$830
2014	1	N/A	\$735	\$0	\$735	\$890
2015	1	4.2%	\$850	\$0	\$850	\$1,005
2016	2	0.0%	\$950	\$0	\$950	\$1,105

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	N/A	\$900	\$5	\$895	\$1,091
2014	1	N/A	\$865	\$0	\$865	\$1,061
2015	1	0.0%	\$920	\$0	\$920	\$1,116
2016	2	0.9%	\$1,075	\$0	\$1,075	\$1,271

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	N/A	\$1,040	\$90	\$950	\$950
2014	1	N/A	\$975	\$0	\$975	\$975
2015	1	12.0%	\$1,055	\$0	\$1,055	\$1,055
2016	2	0.0%	\$1,185	\$0	\$1,185	\$1,185

Trend: Comments

- 2Q11** The property is 98.1 percent leased. The property changed ownership at least three years ago, and was renamed Century Brook Apartments.
- 1Q14** The contact was not able to comment on the change in rents over the past 12 months. Since our last survey in 2011 the rents have decreased two to seven percent. Extra storage is available for \$25 and garage spaces for \$75 per month.
- 1Q15** The contact reported that the property is 95 percent occupied and 97 percent pre-leased. The property does typically maintain a waiting list, however there are currently no households on the list. The contact reported that rents on two bedroom units are between \$890 and \$950. The property operates on the LRO system, and rents change daily based on demand. The contact reported that most tenants are from the Austell area, few relocate from other cities and towns. The contact reported that the property has approximately two parking spaces per unit. The contact was unable to provide the percentage of parking utilization at the property.
- 2Q16** The contact was unsure of the exact annual turnover rate but stated that it was around 20 percent. The property does not accept Housing Choice Vouchers.

Century Brook Apts (FKA Brookstone On The Green), continued

Photos



PROPERTY PROFILE REPORT

Wellington Point

Effective Rent Date	1/15/2016
Location	50 Maner Terrace SE Smyrna, GA 30080 Cobb County
Distance	5.6 miles
Units	399
Vacant Units	20
Vacancy Rate	5.0%
Type	Midrise (4 stories)
Year Built/Renovated	1999 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	Varied tenancy from Atlanta Metro area.
Contact Name	Nicole
Phone	404-792-9400



Market Information

Program	Market
Annual Turnover Rate	24%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	One week
Annual Chg. in Rent	Yieldstar - rents change daily
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	N/A	873	\$830	\$0	Market	No	N/A	N/A	N/A	None
2	1	Midrise (4 stories)	N/A	973	\$900	\$0	Market	No	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	N/A	1,138	\$980	\$0	Market	No	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	N/A	1,219	\$1,025	\$0	Market	No	N/A	N/A	N/A	None
3	2	Midrise (4 stories)	N/A	1,316	\$1,150	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$830	\$0	\$830	\$177	\$1,007
2BR / 1BA	\$900	\$0	\$900	\$218	\$1,118
2BR / 2BA	\$980 - \$1,025	\$0	\$980 - \$1,025	\$218	\$1,198 - \$1,243
3BR / 2BA	\$1,150	\$0	\$1,150	\$0	\$1,150

Wellington Point, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Ceiling Fan
Oven
Walk-In Closet

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

Security

Limited Access
Perimeter Fencing

Services

None

Property

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

Clubhouse/Meeting
Exercise Facility
Central Laundry
On-Site Management
Playground
Tennis Court

Premium

None

Other

None

Comments

The contact was unable to provide a breakdown for the number of vacant units. Additionally, she was unable to verify the number of tenants using HCVs. The property utilizes Yieldstar to determine rents, so daily price fluctuations occur depending on what is available.

Wellington Point, continued

Trend Report

Vacancy Rates

2Q09	2Q14	4Q14	1Q16
13.8%	0.0%	2.5%	5.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$660	\$0	\$660	\$837
2014	2	N/A	\$745	\$0	\$745	\$922
2014	4	N/A	\$800	\$0	\$800	\$977
2016	1	N/A	\$830	\$0	\$830	\$1,007

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$760	\$0	\$760	\$978
2014	2	N/A	\$829	\$0	\$829	\$1,047
2014	4	N/A	\$860	\$0	\$860	\$1,078
2016	1	N/A	\$900	\$0	\$900	\$1,118

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$740 - \$790	\$0	\$740 - \$790	\$958 - \$1,008
2014	2	N/A	\$855 - \$885	\$0	\$855 - \$885	\$1,073 - \$1,103
2014	4	N/A	\$960 - \$1,050	\$0	\$960 - \$1,050	\$1,178 - \$1,268
2016	1	N/A	\$980 - \$1,025	\$0	\$980 - \$1,025	\$1,198 - \$1,243

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$849	\$0	\$849	\$849
2014	2	N/A	\$1,019	\$0	\$1,019	\$1,019
2014	4	N/A	\$1,019	\$0	\$1,019	\$1,019
2016	1	N/A	\$1,150	\$0	\$1,150	\$1,150

Trend: Comments

- 2Q09** Reduced rents are being offered on all units. The rent decrease ranges from \$30 to \$150 per unit. There are many vacant 1,138 square foot two-bedroom units. Management has lowered the rent below the small two-bedroom unit in order to expedite leasing. Units with a fireplace rent for a \$15 premium. Units with vaulted ceilings rent for a \$15 premium. Management indicated that 20 units have been vacated over the past month. This is due to high summer turnover and the economic recession. Many tenants have left the property because of job losses. The annual turnover rate was not available; however, it has increased over the past year due to the downturn in the economy. The small and large garages rent for \$75 and \$100, respectively. The property is gated. Management does not rent washers and dryers.
- 2Q14** Management reported that the local rental market is strong.
- 4Q14** The contact was unable to provide a breakdown for the number of vacant units or a unit breakdown. Additionally, the contact was unable to verify the specific number of tenants using HCVs. The property utilizes Yieldstar to determine rents, so daily price fluctuations occur depending on what is available.
- 1Q16** The contact was unable to provide a breakdown for the number of vacant units. Additionally, she was unable to verify the number of tenants using HCVs. The property utilizes Yieldstar to determine rents, so daily price fluctuations occur depending on what is available.

Photos



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

Housing Choice Vouchers

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

TENANTS WITH VOUCHERS

Comparable Property	Type	Tenancy	Housing Choice Voucher Tenants
Legacy At Walton Park*	LIHTC/Section 8	Senior	25%
Parkland Manor	LIHTC/Market	Senior	50%
The Legacy At Walton Heights*	LIHTC	Senior	N/A
The Legacy At Walton Village	LIHTC/Market	Senior	20%
The Retreat At Dorsey Manor	LIHTC/Section 8/Market	Senior	N/A
The Tower At Dorsey Manor	LIHTC/Section 8/Market	Senior	N/A
Walton Crossing	LIHTC	Family	28%
Walton Village	LIHTC/Market	Family	34%
Alta Mill Apartments	Market	Family	0%
Century Brook Apts	Market	Family	0%
Wellington Point	Market	Family	N/A

*Located outside the PMA

As illustrated in the previous table, Housing Choice Voucher (HCV) reliance is low with the exception of Parkland Manor, which has voucher usage of 50 percent. We expect the Subject to operate with a voucher tenancy of approximately 25 percent, consistent with the majority LIHTC comparables.

Waiting Lists

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

WAITING LISTS

Comparable Property	Type	Tenancy	Wait
Legacy At Walton Park*	LIHTC/Section 8	Senior	3 households
Parkland Manor	LIHTC/Market	Senior	None
The Legacy At Walton Heights*	LIHTC	Senior	40 households
The Legacy At Walton Village	LIHTC/Market	Senior	300 households
The Retreat At Dorsey Manor	LIHTC/Section 8/Market	Senior	150 households for subsidized units only
The Tower At Dorsey Manor	LIHTC/Section 8/Market	Senior	150 households for subsidized units only
Walton Crossing	LIHTC	Family	None
Walton Village	LIHTC/Market	Family	Yes, for 3BR units only but manager did not know length
Alta Mill Apartments	Market	Family	None
Century Brook Apts	Market	Family	None
Wellington Point	Market	Family	None

*Located outside the PMA

As the previous table illustrates, six of the 11 comparables maintain waiting lists. The presence of waiting lists at the senior LIHTC comparables is a positive indication of a strong senior rental

market. Based on the performance of the comparable properties, we expect the Subject to maintain a short waiting list, at a minimum, following stabilization.

Lease Up History

We were able to obtain absorption information from two of the comparable properties surveyed. The following table details the reported absorption paces.

ABSORPTION					
Property name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Legacy At Walton Park	LIHTC/Section 8	Senior	2015	100	14
The Legacy At Walton Heights	LIHTC	Senior	2013	100	20

As illustrated, local property managers reported an absorption pace ranging from 14 to 20 units per month. Legacy at Walton Park is the newest senior property surveyed. The manager reported an absorption pace of 14 units per month. Based on our analysis, we expect the Subject to experience absorption pace of 16 to 18 units per month for an absorption period of eight to nine months.

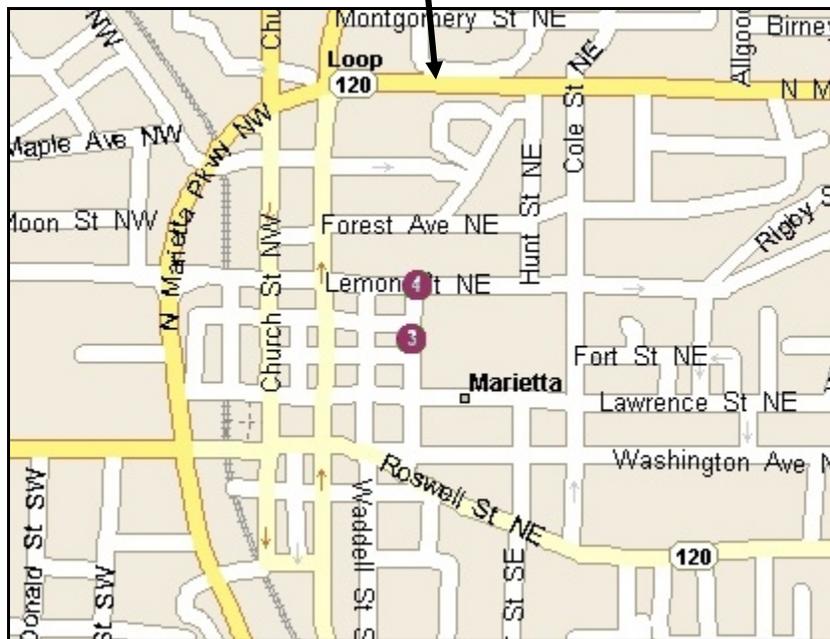
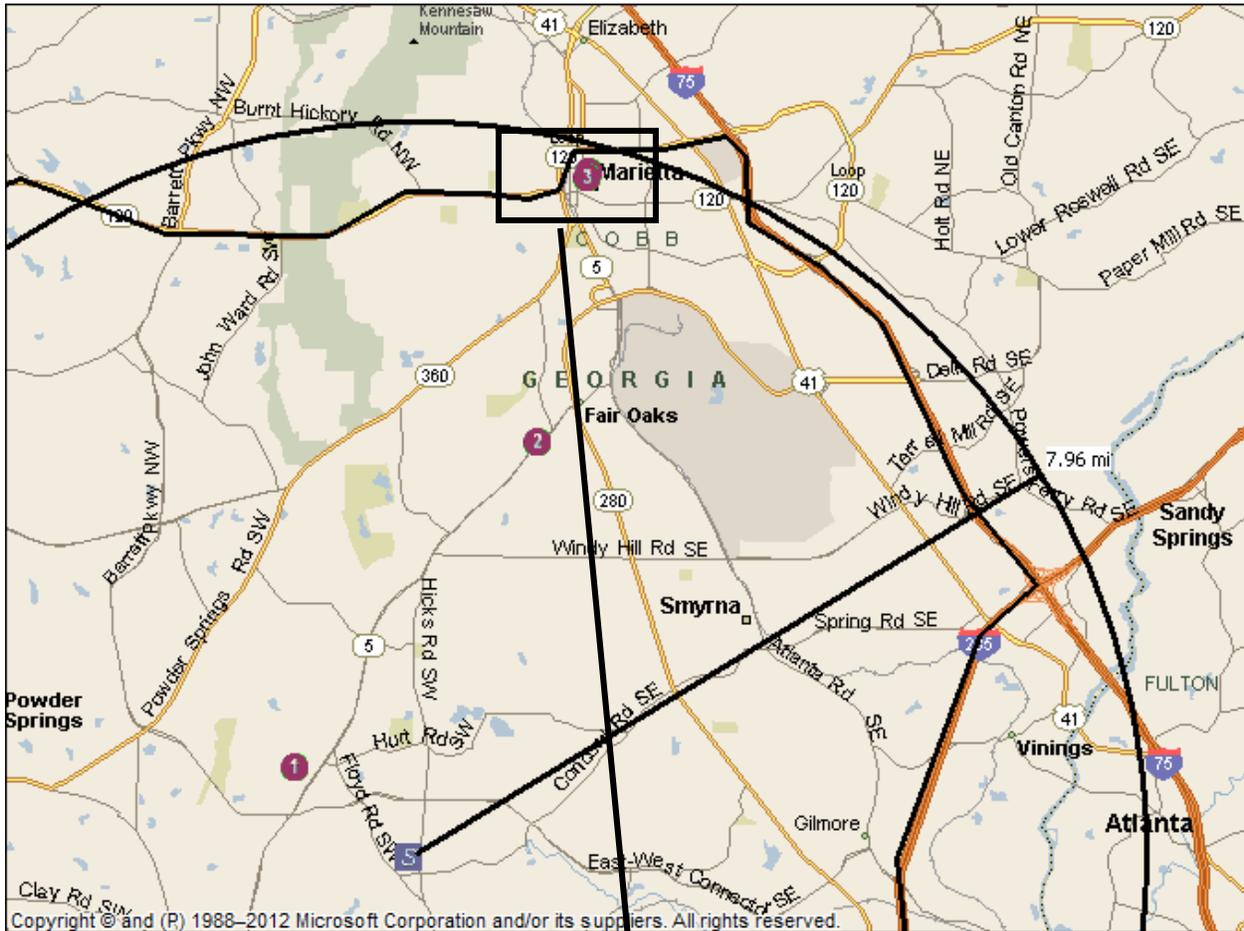
Phased Developments

The Subject is not part of a phased development.

Rural Areas

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

3. Competitive Project Map



COMPETITIVE PROJECTS MAP

#	Comparable Property	Rent Structure	Location	Tenancy	Distance
1	Parkland Manor	LIHTC/Market	Austell	Senior	1.6 miles
2	The Legacy at Walton Village	LIHTC/Market	Marietta	Senior	4.8 miles
3	The Retreat at Dorsey Manor	LIHTC/Section 8/Market	Marietta	Senior	7.6 miles
4	The Tower at Dorsey Manor	LIHTC/Section 8/Market	Marietta	Senior	7.6 miles

4. Amenities

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

UNIT MATRIX REPORT

	Wisteria Place Of Mableton	Legacy At Walton Park	Parkland Manor	The Legacy At Walton Heights	The Legacy At Walton Village	The Retreat At Dorsey Manor	The Tower At Dorsey Manor	Walton Crossing	Walton Village	Alta Mill Apartments	Century Brook Apts	Wellington Point
Comp #	Subject	1	2	3	4	5	6	7	8	9	10	11
Property Information												
Property Type	Lowrise (age-restricted) (4 stories)	Lowrise (age-restricted) (3 stories)	Lowrise (age-restricted) (3 stories)	Garden (age-restricted) (4 stories)	Lowrise (age-restricted) (4 stories)	Lowrise (age-restricted) (4 stories)	Highrise (age-restricted) (9 stories)	Garden (3 stories)	Garden (4 stories)	Garden (3 stories)	Garden (3 stories)	Midrise (4 stories)
Year Built / Renovated Market (Conv.)/Subsidy Type	2018 / n/a LIHTC / Section 8 / Market	2015 / n/a LIHTC / Section 8	2006 / n/a LIHTC / Market	2013 / n/a LIHTC	2006 / n/a LIHTC / Market	2009 / n/a LIHTC / Section 8 / Market	1967 / 2011 LIHTC / Section 8 / Market	1991 / 2006 LIHTC	2006 / n/a LIHTC / Market	2000 / n/a Market	1998 / n/a Market	1999 / n/a Market
In-Unit Amenities												
Balcony/Patio	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite/Internet	no	no	no	no	yes	no	no	no	no	no	no	no
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	no	yes
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	yes	yes	yes	no	no	no	no	yes	yes	no
Ceiling Fan	no	no	no	yes	yes	no	no	yes	no	no	yes	yes
Fireplace	no	no	no	no	no	no	no	no	no	yes	yes	no
Garbage Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Hand Rails	yes	yes	yes	yes	no	yes	yes	no	no	no	no	no
Microwave	no	yes	yes	no	no	no	no	no	yes	no	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	no	yes	yes	yes	no	yes	yes	no	no	no	no	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Vaulted Ceilings	no	no	no	no	no	no	no	no	no	no	yes	no
Walk-In Closet	no	yes	yes	yes	yes	no	no	yes	yes	yes	yes	yes
Washer/Dryer	no	no	yes	no	no	no	no	no	no	no	no	no
Washer/Drvr hookup	yes	yes	no	yes	yes	yes	no	yes	yes	yes	yes	yes
Property Amenities												
Business												
Center/Computer Lab	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Car Wash	no	no	no	no	no	no	no	yes	no	no	yes	no
Clubhouse/Meeting Room/Community Room	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
Concierge	yes	no	no	no	no	no	no	no	no	no	no	no
Courtyard	yes	yes	yes	yes	yes	no	no	no	no	no	no	no
Elevators	yes	yes	yes	yes	yes	yes	yes	no	no	no	no	yes
Exercise Facility	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Garage	no	no	no	no	no	no	no	no	no	yes	yes	yes
Central Laundry	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Picnic Area	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Playground	no	no	no	no	no	no	no	yes	yes	yes	yes	yes
Recreation Areas	yes	yes	yes	no	yes	no	no	no	no	yes	no	no
Sauna	yes	no	no	no	no	no	no	no	no	no	no	no
Service Coordination	no	yes	no	yes	no	no	no	no	yes	no	no	no
Swimming Pool	no	no	no	no	no	no	no	yes	yes	yes	yes	yes
Tennis Court	no	no	no	no	no	no	no	yes	no	yes	yes	yes
Theatre	no	no	no	no	no	no	no	no	no	yes	no	no
Garage Fee	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$75.00	\$75.00	\$75.00
Services												
Afterschool Program	no	no	no	no	no	no	no	yes	yes	no	no	no
Security												
Intercom (Buzzer)	yes	no	yes	no	no	no	no	no	no	no	no	no
Intercom (Phone)	no	yes	no	no	yes	no	no	no	no	no	no	no
Limited Access	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Patrol	no	yes	yes	no	no	no	no	no	no	no	no	no
Perimeter Fencing	no	yes	yes	yes	no	no	no	no	yes	yes	yes	yes
Video Surveillance	yes	yes	yes	no	no	no	no	no	no	no	no	no
Premium Amenities												
Hairdresser / Barber	no	no	yes	no	no	no	no	no	no	no	no	no
Medical Professional	no	no	yes	no	no	no	no	no	no	no	no	no
Other Amenities												
Other	n/a	n/a	n/a	Library, theater	n/a	Theater	Shuffleboard, library and guest suite	n/a	Afterschool program, library and media center	Library	n/a	n/a

The Subject’s in-unit amenities will include hand rails, which are not offered at any of the market rate comparables. The majority of the senior comparables offer pull cords, which will not be offered at the Subject. Overall, the Subject will be similar to inferior to the comparables in terms of unit amenities. The Subject’s common area amenity package will be competitive as the Subject will offer a concierge, a courtyard, recreation areas, and a sauna, which are not offered at the majority of the comparables. Overall, the Subject’s common area amenities will be similar to superior to the comparables.

5. The Subject will target senior households age 55 and older. We have included all senior unsubsidized properties in the PMA. In order to supplement the market rate data, we have also included unrestricted family properties.

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY					
Property name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Legacy At Walton Park*	LIHTC/Section 8	Senior	100	0	0.0%
Parkland Manor	LIHTC/Market	Senior	150	0	0.0%
The Legacy At Walton Heights*	LIHTC	Senior	100	0	0.0%
The Legacy At Walton Village	LIHTC/Market	Senior	125	2	1.6%
The Retreat At Dorsey Manor	LIHTC/Section 8/Market	Senior	72	0	0.0%
The Tower At Dorsey Manor	LIHTC/Section 8/Market	Senior	80	0	0.0%
Walton Crossing	LIHTC	Family	239	0	0.0%
Walton Village	LIHTC/Market	Family	208	3	1.4%
Alta Mill Apartments	Market	Family	436	6	1.4%
Century Brook Apts	Market	Family	210	1	0.5%
Wellington Point	Market	Family	<u>399</u>	<u>20</u>	<u>5.0%</u>
Total			2,119	32	1.5%

* Located outside the PMA

The comparable properties reported vacancy rates of zero to 5.0 percent, with an average of 1.5 percent. The comparable senior properties reported vacancy rates of zero to 1.6 percent, with an average of 0.3 percent. It should be noted that only one senior comparable reported any vacancies. Overall, the market is performing well. Based on the strong performance of the comparables, we expect the Subject to maintain a vacancy rate of five percent or less following stabilization.

7. Properties Under Construction and Proposed

According to the Georgia Department of Community Affairs, there was one property awarded LIHTC in the PMA in 2014 or 2015. White Circle Phase I was allocated in 2015 and will offer a total of 71 units restricted to 60 percent of the AMI, of which, 11 will operate with Project Based Rental Assistance. This property will target family households and will not be directly competitive with the Subject property.

8. Rental Advantage

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

#	Property Name	Type	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Legacy At Walton Park	LIHTC/Section 8	Slightly Inferior	Slightly Superior	Similar	Similar	Slightly Superior	5
2	Parkland Manor	LIHTC/Market	Inferior	Superior	Inferior	Slightly Inferior	Similar	-15
3	The Legacy At Walton Heights	LIHTC	Slightly Inferior	Superior	Slightly Inferior	Similar	Superior	10
4	The Legacy At Walton Village	LIHTC/Market	Inferior	Slightly Superior	Inferior	Slightly Inferior	Slightly Superior	-15
5	The Retreat At Dorsey Manor	LIHTC/Section 8/Market	Inferior	Similar	Slightly Inferior	Similar	Similar	-15
6	The Tower At Dorsey Manor	LIHTC/Section 8/Market	Inferior	Slightly Inferior	Slightly Inferior	Inferior	Inferior	-40
7	Walton Crossing	LIHTC	Slightly Inferior	Similar	Inferior	Inferior	Similar	-25
8	Walton Village	LIHTC/Market	Slightly Inferior	Similar	Inferior	Slightly Inferior	Superior	-10
9	Alta Mill Apartments	Market	Similar	Similar	Slightly Inferior	Inferior	Slightly Superior	-10
10	Century Brook Apts	Market	Similar	Superior	Slightly Inferior	Inferior	Superior	5
11	Wellington Point	Market	Similar	Similar	Similar	Inferior	Superior	0

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

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

Property Name	1BR	2BR
Wisteria Place Of Mableton (Subject)*	\$635	\$765
2015 LIHTC Maximum (Net)	\$640	\$767
2010 Hold Harmless Maximum (Net)	\$673	\$808
The Legacy At Walton Heights	\$722	\$873
The Legacy At Walton Village	\$727	\$870
Walton Crossing	\$832	\$966
Average (excluding Subject)	\$760	\$903

*Subject’s two-bedroom proposed rents range based on whether the unit offers one or two baths

LIHTC Rent Comparison - @60%

Property Name	1BR	2BR
Wisteria Place Of Mableton (Subject)*	\$765	\$920 \$895
2015 LIHTC Maximum (Net)	\$768	\$921
2010 Hold Harmless Maximum (Net)	\$808	\$970
Legacy At Walton Park	\$941	\$968 \$968
Parkland Manor	\$950 \$832	\$1,024 \$999
The Legacy At Walton Heights	\$852	\$1,029
The Legacy At Walton Village	\$867	\$1,037
Walton Crossing	\$885	\$1,076
Walton Village	\$890	\$1,018 \$970
Average (excluding Subject)	\$888	\$1,010

*Subject's two-bedroom proposed rents range based on whether the unit offers one or two baths

Overall, Legacy at Walton Park and The Legacy at Walton Heights are considered most similar to the Subject property. Legacy at Walton Park was constructed in 2015 and is similar to the proposed Subject, with respect to condition. Legacy at Walton Park will offer slightly superior unit amenities and unit sizes, slightly inferior common area amenities, and a similar location to the proposed Subject. Legacy at Walton Park reported achieving the maximum allowable LIHTC rents for units restricted to 60 percent AMI of the AMI. It should be noted that while the property appears to be achieving rents above the maximum allowable LIHTC rents at 60 percent of the AMI, this is likely due to variances in utility structure. Legacy at Walton Park is fully occupied with a short waiting list of three households.

The Legacy at Walton Heights constructed in 2013 will be similar to the proposed Subject in terms of condition. The Legacy at Walton Heights will offer superior in-unit amenities and unit sizes, and slightly inferior common area amenities and location when compared to the Subject. The Legacy at Walton Heights reported achieving the maximum allowable LIHTC rents for units restricted to 50 and 60 percent of the AMI. The Legacy at Walton Heights also appears to have rents above the maximum allowable LIHTC rents, which is also likely due to varying utility structures. The property is fully occupied with a waiting list of 40 households.

Overall, there is strong demand for senior LIHTC housing in the local market. We believe that the Subject's rents are feasible as proposed.

Analysis of "Market Rents"

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

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

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

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR @ 50%	\$635	\$722	\$1,133	\$939	48%
2 BR @ 50%	\$740-\$765	\$870	\$1,271	\$1,082	46%, 41%
1 BR @ 60%	\$765	\$832	\$1,133	\$966	26%
2 BR @ 60%	\$895-\$920	\$968	\$1,271	\$1,106	24%, 20%
1 BR @ Market	\$800	\$832	\$1,133	\$966	21%
2 BR @ Market	\$1,050-\$1,175	\$968	\$1,271	\$1,106	5%, -6%

The Subject’s proposed 50 and 60 percent AMI rents will have a significant rent advantage over the surveyed average rents in the market. The Subject’s one-bedroom market rents will have a significant advantage while the Subject’s two-bedroom market rents will have a slight advantage to a slight disadvantage. However, the Subject will be new construction and will offer superior common area amenities to the majority of the comparables. Furthermore, the Subject’s location will also be superior to the majority of the comparable properties. The following tables compares the Subject’s proposed rents to market rents at the senior comparables surveyed.

SUBJECT COMPARISON TO SENIOR MARKET RENTS

Property Name	1BR	2BR
Subject @50%	\$635	\$765 \$740
Subject @60%	\$765	\$920 \$895
Subject Market	\$800	\$1,175 \$1,050
Parkland Manor	\$950 \$849	\$1,099 \$999
The Legacy At Walton Village	\$1,030	\$1,167
The Retreat At Dorsey Manor	\$1,027	\$1,168
The Tower At Dorsey Manor	\$1,027 \$977	n/a
Average (excluding Subject)	\$977	\$1,108

As illustrated, the Subject’s proposed rents are generally in-line with rents being achieved at the senior properties surveyed. Overall, the Subject’s proposed rents appear to be feasible in the market given the low vacancy rates and presence of waiting lists at the comparable properties.

9. LIHTC Competition – DCA Funded Properties within the PMA

According to the Georgia Department of Community Affairs, there was one property awarded LIHTC in the PMA in 2014 or 2015. White Circle Phase I was allocated in 2015 and will offer a total of 71 units restricted to 60 percent of the AMI, of which, 11 will operate with Project Based Rental Assistance. This property will target family households and will not be directly competitive with the Subject property.

10. Rental Trends in the PMA

The table below depicts senior household growth by tenure from 2000 through 2020.

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	19,979	81.9%	4,409	18.1%
2010	26,596	75.8%	8,479	24.2%
2015	28,507	75.0%	9,488	25.0%
Projected Mkt Entry				
August 2018	32,160	74.6%	10,986	25.4%
2020	34,431	74.3%	11,917	25.7%

Source: ESRI Demographics 2015, Novogradac & Company LLP, May 2016

Owner-occupied housing units dominate the housing market in the PMA. However, senior renter-occupied units accounted for 25.0 percent of the total housing stock in the PMA in 2015. This rate is slightly higher than the national average of 22.7 percent for senior households. Furthermore, the percentage of senior renters in the PMA is projected to increase to 25.7 percent by 2020, resulting in an additional 2,429 senior renters.

Historical Vacancy

The following table illustrates the historical vacancy trends at the comparable properties.

CHANGE IN VACANCY RATES

Comparable Property	Type	Total Units	3QTR 2014	1QTR 2015	2QTR 2016
Legacy At Walton Park	LIHTC/Section 8	100	N/A	N/A	0.0%
Parkland Manor	LIHTC/Market	150	N/A	N/A	0.0%
The Legacy At Walton Heights	LIHTC	100	N/A	N/A	0.0%
The Legacy At Walton Village	LIHTC/Market	125	N/A	N/A	1.6%
The Retreat At Dorsey Manor	LIHTC/Section 8/Market	72	N/A	N/A	0.0%
The Tower At Dorsey Manor	LIHTC/Section 8/Market	80	N/A	N/A	0.0%
Walton Crossing	LIHTC	239	1.7%	2.5%	0.0%
Walton Village	LIHTC/Market	208	N/A	2.9%	1.4%
Alta Mill Apartments	Market	436	N/A	N/A	1.4%
Century Brook Apts	Market	210	N/A	3.8%	0.5%
Wellington Point	Market	399	N/A	N/A	5.0%

As illustrated in the previous table, vacancy rates at the comparable properties have generally decreased over the past several years. This indicates that the market is stable and has successfully absorbed additions to supply while maintaining low vacancy rates.

Change in Rental Rates

The following table illustrates changes in rent among the comparable properties, where applicable.

RENT GROWTH

Comparable Property	Rent Structure	Tenancy	Rent Growth
Legacy At Walton Park*	LIHTC/Section 8	Senior	None
Parkland Manor	LIHTC/Market	Senior	Increased 11%
The Legacy At Walton Heights*	LIHTC	Senior	Increased 2%
The Legacy At Walton Village	LIHTC/Market	Senior	Increased 2%
The Retreat At Dorsey Manor	LIHTC/Section 8/Market	Senior	Increased 19% to 20% on market rate units
The Tower At Dorsey Manor	LIHTC/Section 8/Market	Senior	Increased 6% to 7% on market rate units
Walton Crossing	LIHTC	Family	None
Walton Village	LIHTC/Market	Family	Increase 1% to 3%
Alta Mill Apartments	Market	Family	Increased 6%
Century Brook Apts	Market	Family	Fluctuates daily
Wellington Point	Market	Family	Fluctuates daily

*Located outside the PMA

Seven of the 11 comparables reported rent growth over the past year, including five of the six senior properties. We anticipate that the Subject will be able to achieve moderate rent growth in the short term similar to the senior properties in the market.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to www.RealtyTrac.com, one in every 712 homes in Mableton, GA was in foreclosure, as of April 2016. Nationally, one in every 1,308 homes was in foreclosure and one in every 1,394 homes in Georgia was in foreclosure. As indicated, Mableton has a higher foreclosure rate than the State of Georgia and the nation as a whole. Overall, it appears that the local market is still recovering. During our site inspection, we witnessed few abandoned homes in the Subject's immediate neighborhood.

12. Primary Housing Void

The comparable senior properties are 1.6 percent vacant or less and all maintain waiting lists. Based on the demand analysis, performance of the comparable properties, and conversations with local property managers, we believe there is demand for additional senior housing in the local market.

13. Affect of Subject on Other Affordable Units in Market

The comparable senior properties are 1.6 percent vacant or less and all maintain waiting lists. We do not believe that the Subject will negatively impact the performance of the comparable senior properties.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Senior renter-occupied units accounted for 25.0 percent of the total housing stock in the PMA in 2015. This rate is slightly higher than the national average of 22.7 percent for senior households. Furthermore, the percentage of senior renters in the PMA is projected to increase to 25.7 percent by 2020, resulting in an additional 2,429 senior renters. The Subject's strengths include its location, age/condition, and

common area amenities. The Subject's weaknesses include its smaller unit sizes and slightly inferior unit amenities. All of the comparable senior properties reported vacancy rates of 1.6 percent or less. The presence of waiting lists at all of the senior LIHTC comparables is a positive indication of a strong senior rental market. We believe that the Subject's proposed rents are reasonable and achievable.

I. ABSORPTION & STABILIZATION RATES

Stabilization/Absorption Rate

We were able to obtain absorption information from two of the comparable properties surveyed. The following table details the reported absorption paces.

ABSORPTION

Property name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Legacy At Walton Park	LIHTC/Section 8	Senior	2015	100	14
The Legacy At Walton Heights	LIHTC	Senior	2013	100	20

As illustrated, local property managers reported an absorption pace ranging from 14 to 20 units per month. Legacy at Walton Park is the newest senior property surveyed. The manager reported an absorption pace of 14 units per month. Based on our analysis, we expect the Subject to experience absorption pace of 16 to 18 units per month for an absorption period of eight to nine months.

J. INTERVIEWS

Marietta Housing Authority

We contacted Mr. Jim Rattray, the Director of the Housing Choice Voucher (HCV) program at the Marietta Housing Authority, regarding the program within Cobb County. Mr. Rattray noted that there is currently a waiting list for vouchers that is over 1,500 households long that is currently closed. Mr. Rattray noted that there are currently 2,559 Section 8 vouchers designated for Cobb County and that all of these vouchers are currently being utilized. The following table illustrates the current payment standards for Cobb County.

Payment Standards	
1BR	\$820
2BR	\$900

The Subject's units at 50 percent of the AMI will be subsidized with Project Based Rental Assistance. As such, tenants will pay 30 percent of their income towards rents, and these units will not have voucher tenants. The Subject's proposed gross rents for its one and two-bedroom, one bath units at 60 percent of the AMI are below the current payment standards. As such, voucher tenants will not be required to pay additional income towards rent. The Subject's proposed gross rents for its two-bedroom, two bath units, and its market rate rents are above the current payment standards. As such, voucher tenants will be required to pay the difference between the asking rents and the payment standard.

Planning

We attempted to contact representatives of the Cobb County Government Community Development Agency to obtain information on new multifamily developments in the area. However, despite multiple attempts to contact, representatives of the development agency were unavailable for comment.

We consulted a REIS New Construction Listing report to compile data on new multifamily developments in the area. According to the report, there is a planned development at Riverview Road and Veterans Memorial Highway. This development, Riverview Landing, will offer 497 townhouse and condominium units, as well as 850 apartments. Additionally, Town Park at West Village is a townhome development located at Atlanta Road and Interstate 285 that was completed in July of 2014. It contains 115 townhome units. However, both of these projects are conventional developments targeting family households and will not be directly competitive with the Subject.

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

K. CONCLUSIONS AND RECOMMENDATIONS

Conclusions

- The PMA is expected to experience moderate senior population and household growth from 2015 through 2020. Senior households in the PMA are projected to increase at a faster rate than both the MSA and the nation from 2015 to 2020. However, senior renter-occupied units accounted for 25.0 percent of the total housing stock in the PMA in 2015. This rate is slightly higher than the national average of 22.7 percent for senior households. Furthermore, the percentage of senior renters in the PMA is projected to increase to 25.7 percent by 2020, resulting in an additional 2,429 senior renters. The Subject will target senior households earning \$0 to \$32,760 for its LIHTC units, assuming subsidy. The market rate units will not have a maximum income restriction. Approximately 34.7 percent of senior households in the PMA earned incomes below \$29,999 in 2015. For the projected market entry date of August 2018, this percentage is projected to remain the same. As the senior population and number of households increase, there is expected to be a greater number of lower-income senior renters seeking affordable housing.
- The largest industries in the PMA are retail trade, health care/social assistance, professional/scientific/social assistance, construction, and educational services. Together, these five industries comprise nearly 48 percent of total employment in the PMA. Total employment in the MSA has increased every year, except 2008 through 2010 due to the national recession. From February 2015 to February 2016, total employment increased 2.2 percent, which is slightly above growth experienced nationally. The unemployment rate in the MSA also decreased every year, except 2008 through 2010. The unemployment rate has historically been below the national unemployment rate for the majority of the last 15 years. Overall, the MSA has reached pre-recession levels and the area is in a growth phase.
- The Subject’s 50 percent capture rates range from 1.6 to 1.7 percent, with an overall capture rate of 1.7 percent. The Subject’s 60 percent AMI capture rates range from 6.0 to 14.5 percent, with an overall capture rate of 11.8 percent. The Subject’s market rate capture rates range from 1.3 to 1.4 percent, with an overall capture rate of 1.3 percent. The overall capture rate for the Subject’s units is 3.3 percent. Therefore, we believe there is adequate demand for the Subject.
- We were able to obtain absorption information from two of the comparable properties surveyed. The following table details the reported absorption paces.

ABSORPTION

Property name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Legacy At Walton Park	LIHTC/Section 8	Senior	2015	100	14
The Legacy At Walton Heights	LIHTC	Senior	2013	100	20

As illustrated, local property managers reported an absorption pace ranging from 14 to 20 units per month. Legacy at Walton Park is the newest senior property surveyed. The manager reported an absorption pace of 14 units per month. Based on our analysis, we

expect the Subject to experience absorption pace of 16 to 18 units per month for an absorption period of eight to nine months.

- The comparable properties reported vacancy rates of zero to 5.0 percent, with an average of 1.5 percent. The comparable senior properties reported vacancy rates of zero to 1.6 percent, with an average of 0.3 percent. It should be noted that only one senior comparable reported any vacancies. Overall, the market is performing well. Based on the strong performance of the comparables, we expect the Subject to maintain a vacancy rate of five percent or less following stabilization.
- Six of the 11 comparables maintain waiting lists. The presence of waiting lists at the senior LIHTC comparables is a positive indication of a strong senior rental market. Based on the performance of the comparable properties, we expect the Subject to maintain a short waiting list, at a minimum, following stabilization.
- Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Senior renter-occupied units accounted for 25.0 percent of the total housing stock in the PMA in 2015. This rate is slightly higher than the national average of 22.7 percent for senior households. Furthermore, the percentage of senior renters in the PMA is projected to increase to 25.7 percent by 2020, resulting in an additional 2,429 senior renters. The Subject's strengths include its location, age/condition, and common area amenities. The Subject's weaknesses include its smaller unit sizes and slightly inferior unit amenities. All of the comparable senior properties reported vacancy rates of 1.6 percent or less. The presence of waiting lists at all of the senior LIHTC comparables is a positive indication of a strong senior rental market. We believe that the Subject's proposed rents are reasonable and achievable.

Recommendations

- We have no recommendations for the proposed Subject development.

L. SIGNED STATEMENT REQUIREMENTS

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



Brad Weinberg, MAI, CVA,
CCIM
Partner
Novogradac & Company LLP



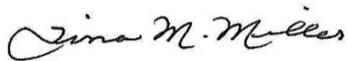
H. Blair Kincer, MAI, CRE
LEED Certified Associate
Partner

June 8, 2016
Date



Edward R. Mitchell, MAI
Manager

June 8, 2016
Date



Tina M. Miller
Real Estate Analyst

June 8, 2016
Date

M. MARKET STUDY REPRESENTATION

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



Brad Weinberg, MAI, CVA,
CCIM
Partner
Novogradac & Company LLP



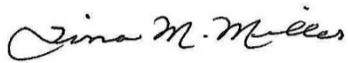
H. Blair Kincer, MAI, CRE
LEED Certified Associate
Partner

June 8, 2016
Date



Edward R. Mitchell, MAI
Manager

June 8, 2016
Date



Tina M. Miller
Real Estate Analyst

June 8, 2016
Date

N. QUALIFICATIONS

CURRICULUM VITAE
BRAD E. WEINBERG, MAI, CVA, CCIM

I. Education

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

II. Licensing and Professional Affiliations

MAI Member, Appraisal Institute, No. 10790
Certified Valuation Analyst (CVA), National Association of Certified Valuers and Analysts (NACVA)

Member, The Counselors of Real Estate (CRE)

Certified Investment Member (CCIM), Commercial Investment Real Estate Institute

Member, Urban Land Institute

Member, National Council of Housing Market Analysts (NCHMA)

State of Alabama – Certified General Real Estate Appraiser, No. G00628

State of California – Certified General Real Estate Appraiser, No. 27638

State of Connecticut – Certified General Real Estate Appraiser, No. RCG.0001439

Washington, D.C. – Certified General Real Estate Appraiser; No. GA10340

State of Florida – Certified General Real Estate Appraiser; No. RZ3249

State of Georgia – Certified General Real Property Appraiser; No. 221179

State of Maine – Certified General Real Estate Appraiser, No. CG3435

State of Maryland – Certified General Real Estate Appraiser; No. 6048

Commonwealth of Massachusetts – Certified General Real Estate Appraiser; No. 103769

State of Michigan – Certified General Real Estate Appraiser, No. 1201074327

State of Nebraska – Certified General Real Estate Appraiser, No. CG2015008R

State of New Jersey – Certified General Real Estate Appraiser; No. 42RG00224900

State of Ohio – Certified General Real Estate Appraiser; No. 2006007302

State of Pennsylvania – Certified General Real Estate Appraiser; No. GA004111

State of South Carolina – Certified General Real Estate Appraiser; No. 4566

III. Professional Experience

Partner, Novogradac & Company LLP

President, Capital Realty Advisors, Inc.

Vice President, The Community Partners Realty Advisory Services Group, LLC

President, Weinberg Group, Real Estate Valuation & Consulting

Manager, Ernst & Young LLP, Real Estate Valuation Services

Senior Appraiser, Joseph J. Blake and Associates

Senior Analyst, Chevy Chase F.S.B.

Fee Appraiser, Campanella & Company

IV. Professional Training

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

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

V. Speaking Engagements and Authorship

Numerous speaking engagements at Affordable Housing Conferences throughout the Country

Participated in several industry forums regarding the Military Housing Privatization Initiative

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

VI. Real Estate Assignments

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

- On a national basis, conduct market studies and appraisals for proposed Low-Income Housing Tax Credit properties. Analysis includes preliminary property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis and operating expense analysis to determine appropriate cost estimates.
- On a national basis, conduct market studies and appraisals of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. This includes projects under the 221(d)3, 221(d)4, 223(f), and 232 programs.
- Completed numerous FannieMae and FreddieMac appraisals of affordable and market rate multifamily properties for DUS Lenders.
- Managed and completed numerous Section 8 Rent Comparability Studies in accordance with HUD's Section 9 Renewal Policy and Chapter 9 for various property owners and local housing authorities.
- Developed a Flat Rent Model for the Trenton Housing Authority. Along with teaming partner, Quadel Consulting Corporation, completed a public housing rent comparability study to determine whether the flat rent structure for public housing units is reasonable in comparison to similar, market-rate units. THA also requested a flat rent schedule and system for updating its flat rents. According to 24 CFR 960.253, public housing authorities (PHAs) are required to establish flat rents, in order to provide residents a choice between paying a "flat" rent, or an "income-based" rent. The flat rent is based on the "market rent", defined as the rent charged for a comparable unit in the private,

unassisted market at which a PHA could lease the public housing unit after preparation for occupancy. Based upon the data collected, the consultant will develop an appropriate flat rent schedule, complete with supporting documentation outlining the methodology for determining and applying the rents. We developed a system that THA can implement to update the flat rent schedule on an annual basis.

- As part of an Air Force Privatization Support Contractor team (PSC) to assist the Air Force in its privatization efforts. Participation has included developing and analyzing housing privatization concepts, preparing the Request for Proposal (RFP), soliciting industry interest and responses to housing privatization RFP, Evaluating RFP responses, and recommending the private sector entity to the Air Force whose proposal brings best value to the Air Force. Mr. Weinberg has participated on numerous initiatives and was the project manager for Shaw AFB and Lackland AFB Phase II.
- Conducted housing market analyses for the U.S. Army in preparation for the privatization of military housing. This is a teaming effort with Parsons Corporation. These analyses were done for the purpose of determining whether housing deficits or surpluses exist at specific installations. Assignment included local market analysis, consultation with installation housing personnel and local government agencies, rent surveys, housing data collection, and analysis, and the preparation of final reports.
- Developed a model for the Highland Company and the Department of the Navy to test feasibility of developing bachelor quarters using public-private partnerships. The model was developed to test various levels of government and private sector participation and contribution. The model was used in conjunction with the market analysis of two test sites to determine the versatility of the proposed development model. The analysis included an analysis of development costs associated with both MILCON and private sector standards as well as the potential market appeal of the MILSPECS to potential private sector occupants.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI, CRE

I. Education

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

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

II. Licensing and Professional Affiliation

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

Certified General Real Estate Appraiser, No. 31534 – State of Arizona
Certified General Real Estate Appraiser, No. CG100026242 – State of Colorado
Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut
Certified General Real Estate Appraiser, No. 4206 – State of Kentucky
Certified General Real Estate Appraiser, No. 1326 – State of Maryland
Certified General Real Estate Appraiser, No. GA-805 – State of Mississippi
Certified General Real Estate Appraiser, No. 46000039124 – State of New York
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia
Certified General Real Estate Appraiser, No. 1101008 – State of Washington
Certified General Real Estate Appraiser, No. CG360 – State of West Virginia
Certified General Real Estate Appraiser, No. 1081 – State of Wyoming

III. Professional Experience

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

IV. Professional Training

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

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

V. Real Estate Assignments – Examples

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

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

H. Blair Kincer

Qualifications

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- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA and the developer in the underwriting process. Market studies are compliant to State, FannieMae and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae appraisals of affordable and market rate multi-family properties for Fannie DUS Lenders. Currently have ongoing assignment relationships with several DUS Lenders.
- In accordance with HUD's Section 8 Renewal Policy and Chapter 9, Mr. Kincer has completed numerous Rent Comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.
- Completed Fair Market Value analyses for solar panel installations, wind turbine installations, and other renewable energy assets in connection with financing and structuring analyses performed by various clients. The reports are used by clients to evaluate with their advisors certain tax consequences applicable to ownership. Additionally, the reports can be used in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009 and in the ITC funding process.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

EDWARD R. MITCHELL

I. Education

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

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

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

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

II. Work History

Manager - Valuation; Novogradac & Company LLP; Atlanta, Georgia
Senior Real Estate Analyst; Novogradac & Company LLP; Atlanta, Georgia
Senior Appraiser; Valbridge Property Advisors; Atlanta, Georgia
Managing Partner; Consolidated Equity, Inc.; Atlanta, Georgia and Jacksonville, Florida
Senior Appraiser; Schultz, Carr, Bissette & Associates; Atlanta, Georgia
Disposition Manager; Resolution Trust Corporation (RTC); San Antonio & Dallas, Texas

III. Relevant Experience

- Managed and prepared market studies and appraisals throughout the U.S. for family and senior Low-Income Housing Tax Credit (LIHTC), market rate, HOME financed, USDA Rural Development, and HUD subsidized properties.
- Managed and prepared HUD rent comparability studies (RCS).
- Performed HUD MAP Quality Control market study and appraisal reviews.
- Over 20 years' experience in real estate appraisal, investment, development, and construction. Past appraisal assignments include all types of vacant and improved commercial property and special use properties such as rail corridors, Right-of-Way projects, and recycling plants.

IV. Licensure

- Georgia State Certified General Real Property Appraiser #4649
- Alabama State Certified General Real Property Appraiser #G01192
- Licensed Real Estate Salesperson (Georgia)
- Appraisal Institute – Candidate for Designation

STATEMENT OF QUALIFICATIONS

TINA M. MILLER

I. Education

Pennsylvania State University, University Park, PA
Bachelor of Science, Economics

II. Professional Experience

Independent Real Estate Analyst, T&T Consulting LLC
Real Estate Analyst, Novogradac & Company LLP
Asset Manager, National Housing Trust
Asset Manager, Volunteers of America
Analyst, Valuation & Information Group

III. Real Estate Assignments

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

- Examined market data to determine feasibility of proposed developments or renovations, and reasonability of proposed rents for LIHTC and Section 8 properties and HOME and HOPE VI funded properties.
- Analyzed reported unit mix, bedroom types, amenities, and rents at local properties to determine adequacy of proposed development schemes. When appropriate, provided recommendations based on interviews with property managers, planning/revitalization departments, the housing authority, and other organizations.
- Analyzed demographic and economic data, including historical and projected growth or contraction, unemployment rates, total employment, major employers, and employment by industry, to determine general economic health of the market.
- Assisted in appraisals of proposed new construction and existing LIHTC properties. Provided substantial assistance in determining highest and best use of the site as vacant and as improved, as is value and/or prospective values. In addition, provided substantial assistance in determining value of favorable financing and value of tax credits, when applicable.
- Examined budgeted expenses to determine reasonability of operating budget for proposed and existing affordable housing developments. Provided recommendations based on actual comparable operating expense data, and historical operating expenses of the project, when applicable.
- Assisted with Rent Comparability Studies, both as is and as renovated, for subsidized senior and family developments. Included detailed market analysis of amenities, unit size, age and condition, location, and occupancy rates at comparable properties to determine potential market rents.