



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

**Prominence Senior Village
Located off of Prominence Point Parkway
Canton, Cherokee County, Georgia 30114**

Effective Date: May 18, 2016

Report Date: June 8, 2016

Prepared For

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June 8, 2016

Mr. Max Elbe
Principal
Peachtree Housing Communities
80 West Wieuca Road, N.E., Suite 204
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Re: Market Study for Prominence Senior Village located in Canton, Georgia

Dear Mr. Elbe:

At your request, Novogradac & Company LLP performed a market study of the rental market in the Canton, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC)/market rate project, the (Subject). The purpose of this market study is to assess the viability of the construction of Prominence Senior Village, a proposed Housing for Older Persons (HFOP) development that will consist of 69 units. The units will be restricted to senior households age 55 and older earning 50 and 60 percent of the AMI, or less, in addition to offering market rate units. 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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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 organization with which the market analyst 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 market study.
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 market study, 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 Subject property. The market analyst reserves the right to review and/or modify this market study 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.

TABLE OF CONTENTS

A. EXECUTIVE SUMMARY AND CONCLUSION 1
B. PROJECT DESCRIPTION 8
C. SITE EVALUATION 12
D. MARKET AREA 25
E. COMMUNITY DEMOGRAPHIC DATA..... 28
F. EMPLOYMENT TRENDS 34
G. PROJECT-SPECIFIC DEMAND ANALYSIS 42
H. COMPETITIVE RENTAL ANALYSIS 62
I. ABSORPTION & STABILIZATION RATES 113
J. INTERVIEWS..... 115
K. CONCLUSIONS AND RECOMMENDATIONS 117
L. SIGNED STATEMENT REQUIREMENTS..... 120
M. MARKET STUDY REPRESENTATION 122
N. QUALIFICATIONS 124

Addendum

A. EXECUTIVE SUMMARY AND CONCLUSIONS

EXECUTIVE SUMMARY AND CONCLUSIONS

1. Project Description:

Prominence Senior Village will be a newly constructed Housing for Older Persons (HFOP) development located in Canton, Georgia that will target seniors age 55 and older. It will consist of one, three-story elevator-serviced lowrise building consisting of 69 units.

The following table illustrates the unit mix for the Subject including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowances.

PROPOSED RENTS

Unit Type	Number of Units	Unit Size (SF)	Asking Rent	Utility Allowance (1)	Gross Rent	2015 LIHTC Maximum Allowable Gross Rent	HUD Fair Market Rents
<i>50% AMI</i>							
1BR/1BA	3	690	\$485	\$136	\$621	\$640	\$773
2BR/1BA	12	880	\$580	\$172	\$752	\$767	\$916
<i>60% AMI</i>							
1BR/1BA	2	690	\$504	\$136	\$640	\$768	\$773
1BR/1BA	3	690	\$580	\$136	\$716	\$768	\$773
2BR/1BA	29	880	\$675	\$172	\$847	\$921	\$916
<i>Market Rate</i>							
1BR/1BA	4	690	\$730	N/A	N/A	N/A	N/A
2BR/1BA	16	880	\$825	N/A	N/A	N/A	N/A
Total	69						

Notes (1) Utility Allowance provided by the Developer.

*Per GA DCA 2016 guidelines, the market analyst must use the maximum rents and income limits from the same year as the utility allowance.

The GA DCA utility allowance is effective as of 7/2015. Therefore, we have used the 2015 maximum rents and income limits in our analysis.

The Subject will offer the following unit amenities: blinds, carpeting, central air conditioning, a dishwasher, ceiling fans, a garbage disposal, hand rails, a microwave, an oven, a refrigerator, and washer and dryer hookups.

The Subject will offer the following property amenities: a business center/computer lab, a clubhouse/community room, elevators, an exercise facility, central laundry, off-street parking, on-site management, a picnic area, a craft room, a library, and limited access entry. Overall, the Subject’s amenities will be competitive with those offered at the comparable properties.

Cherokee County has an active senior center that will provide services to the Subject’s residents that are age 60 and older such as daily activities, caregiver assistance, financial and legal aid, medical equipment, daily meals at

the senior center, and transportation to and from the senior center. The senior center is located approximately 2.0 miles east/northeast of the Subject site.

2. Site Description/Evaluation:

The Subject site is located off of Prominence Point Parkway in Canton, Georgia 30114. It will be located immediately north of The Goddard School and immediately southwest of the Publix anchored shopping center. The Subject site is part of Tax ID Parcel #15N13008. The Subject site is located in a mixed-use neighborhood that consists of single-family homes, undeveloped land, and commercial uses in good to excellent condition. Residential uses in the immediate neighborhood appeared to be well-occupied. Commercial uses in the neighborhood appeared to be approximately 95 percent occupied at the time of inspection. Overall, the Subject site is considered a desirable building site for senior rental housing.

3. Market Area Definition:

The PMA includes the cities of Canton, Holly Springs, and Woodstock, as well as portions of Kennesaw and Marietta in Cobb County. This area is bound by Highway 108 to the north, Allatoona Lake and Highway 108 to the west, Interstate 75 and Sandy Plains Road NE to the south, and East Cherokee Drive, Highway 140, and the Cherokee County/Fulton County border to the east. The determination of this market area was influenced by conversations with surveyed property managers, who reported that the majority of rental traffic originates from throughout Cherokee County and northern Cobb County. The drivetime zone is approximately 20 minutes from the Subject site, which we believe is reasonable given the suburban nature of part of the PMA. Furthermore, managers at all of the senior LIHTC comparables reported that many tenants are relocating from out of state to be near family.

The Secondary Market Area (SMA) is determined to be the Atlanta-Sandy Springs-Roswell, Georgia Metropolitan Statistical Area (MSA), which consists of Barrow, Bartow, Butts, Carroll, Cherokee, Clayton, Cobb, Coweta, Dawson, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Haralson, Heard, Henry, Jasper, Lamar, Meriwether, Newton, Paulding, Pickens, Pike, Rockdale, Spalding, and Walton Counties.

We believe the Subject will experience leakage from outside the PMA boundaries; however, per the 2016 market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The furthest PMA boundary from the Subject site is approximately 14.3 miles.

4. Community Demographic Data:

The PMA is expected to experience strong senior population and household growth from 2015 through 2020. Senior population growth in the PMA is expected to increase at an annual rate of 3.6 percent from 2015 through 2020. Senior population growth in the PMA will outpace that of the MSA and nation as a whole through 2020. Owner-occupied housing units dominate the PMA and MSA. In fact, the percentage of senior renter-occupied housing units in the PMA is similar to the national average. The percentage of renter-occupied units in the PMA is expected to slightly increase through 2020, which is a positive indication of future demand for affordable senior housing. Approximately 43 percent of senior renter households in the PMA earn less than \$30,000. The income limits for the LIHTC units will range from \$18,630 to \$32,760. The minimum income limit for the market rate units will be \$21,900 and there will not be a maximum income limit for these units. As such, a significant portion of renter households will income qualify to reside at one of the Subject's unit types, and the Subject should be well-positioned to service this market.

5. Economic Data:

The largest industries in the PMA are retail trade, educational services, health care/social assistance, and prof/scientific/tech services. Together, these four industries comprise almost 43 percent of total employment in the PMA. The largest private employers in Cherokee County are in the biomedical, retail, aerospace, automobile, poultry processing and manufacturing trade sectors. Additionally, the Cherokee County Chamber of Commerce reported that Cherokee County Government, Cherokee County School District, Kroger Company, Northside Hospital-Cherokee, Publix Supermarkets, and Wal-Mart Associates, Inc., are also major employers in the county, although the chamber of commerce was unable to provide their number of employees. The MSA appears relatively healthy as total employment increased each year from 2011 through February 2016. As of 2015, total employment in the MSA exceeded pre-recessionary levels. Total employment in the

nation exceeded pre-recessionary levels in 2014. From February 2015 to February 2016, total employment increased by 2.2 percent in the MSA compared to an increase of 2.0 percent nationally. From February 2015 to February 2016, the unemployment rate in the MSA decreased 0.7 percentage points, compared to a decrease of 0.6 percentage points nationally. The unemployment rate in the MSA as of February 2016 was 5.3 percent, which was 0.1 percentage points above the national rate of 5.2 percent. The current unemployment rate in the MSA represents a significant decrease from recessionary levels but has yet to reach pre-recessionary levels. Overall, the increasing total employment and decreasing unemployment rate are positive signs for the local economy, which has fully recovered from the most recent national recession.

6. Project-Specific Affordability And Demand Analysis:

The following table illustrates the Subject’s capture rates.

CAPTURE RATE ANALYSIS CHART

Unit Type	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
1BR @ 50% AMI	3	56	0	56	5.4%	4 months	\$840	\$562-\$1,142	\$485
2BR @ 50% AMI	12	151	0	151	7.9%	4 months	\$969	\$657-\$1,356	\$580
50% AMI Overall	15	207	0	207	7.2%	4 months	\$840-\$969	\$562-\$1,356	\$485-\$580
1BR @ 60% AMI	5	65	0	65	7.7%	4 months	\$863	\$653-\$1,142	\$504-\$580
2BR @ 60% AMI	29	176	0	176	16.4%	4 months	\$1,004	\$781-\$1,356	\$675
60% AMI Overall	34	241	0	241	14.1%	4 months	\$863-\$1,004	\$653-\$1,356	\$504-\$675
1BR @ Market	4	212	0	212	1.9%	4 months	\$904	\$723-\$1,142	\$730
2BR @ Market	16	577	0	577	2.8%	4 months	\$1,059	\$851-\$1,356	\$825
Market Overall	20	789	0	789	2.5%	4 months	\$904-\$1,059	\$723-\$1,356	\$730-\$825
Affordable Overall	49	320	0	320	15.3%	4 months	\$840-\$1,004	\$562-\$1,356	\$485-\$675

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 average. We have included three senior LIHTC properties, all of which are located in the PMA. Two of the three senior LIHTC comparables also offer unrestricted market rate units. We also included one family LIHTC/market rate comparable located one mile from the Subject site. Alexander Ridge offers one and two-bedroom 50 percent, 60 percent, and market rate units, similar to the proposed Subject. Therefore, it has been included as a comparable. Due to the availability of senior LIHTC data, we have excluded most of the family LIHTC properties in the PMA. Senior market rate data was very limited; therefore we have included five conventional family properties located in the PMA. Management at one market rate comparable, Riverview Apartments, indicated that approximately half of

the tenants (50 percent) are seniors. The market rate comparables were constructed between 2000 and 2009. Overall, the availability of LIHTC and market rate data is considered adequate to support our conclusions.

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 Rents in the Market

@50%					
Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR	\$485	\$562	\$1,142	\$840	73%
2 BR	\$580	\$657	\$1,356	\$969	67%
@60%					
Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR	\$504-\$580	\$653	\$1,142	\$863	49%-71%
2 BR	\$675	\$781	\$1,356	\$1,004	49%
Market Rate					
Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR	\$730	\$723	\$1,142	\$904	24%
2 BR	\$825	\$851	\$1,356	\$1,059	28%

The Subject’s proposed one and two-bedroom LIHTC rents will offer a 49 to 73 percent advantage over the average market rents. The Subject’s proposed one and two-bedroom market rate rents will offer a 24 to 28 percent advantage over the average market rents.

8. Absorption/Stabilization Estimate:

We were able to obtain absorption information from three comparable properties, two of which are restricted to seniors. All of these properties are located within the PMA and have been used as comparables in our report.

ABSORPTION

Property name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed / Month
The Legacy At Walton Heights	LIHTC	Senior	2013	100	20
Hearthside Towne Lake	LIHTC/Market	Senior	2011	100	9
Riverview Apartments	Market	Family	2009	138	10

As illustrated in the previous table, the comparable properties reported absorption rates of nine to 20 units per month, with an average of 13 units per month. The Legacy at Walton Heights is the newest senior LIHTC property in the market. It is located 14.7 miles south of the Subject within the PMA. This property experienced an absorption rate of 20 units per month. Hearthside Towne Lake was built in 2011 and experienced an absorption rate of nine units per month. The Legacy at Walton Heights and Hearthside Towne Lake are 99 to 100 percent occupied with waiting lists. Based on the surveyed properties, we expect the Subject to experience an absorption pace of 15 units per month, which equates to an absorption period of approximately four months for the Subject to reach the Georgia DCA-defined 93 percent occupancy.

9. Overall Conclusion:

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The surveyed comparables are performing well, with a weighted vacancy rate of 3.1 percent. The comparable senior properties reported vacancy rates of zero to 3.3 percent. These rates indicate strong demand for affordable senior housing. Additionally, all of the senior and family affordable properties maintain waiting lists and all of the senior affordable comparables' property managers indicated strong demand for affordable senior housing in the market. The Subject will offer a similar to slightly superior product when compared to the surveyed senior properties. Due to the low vacancy rates at the comparables, the waiting lists present in the market, and the reported demand for additional affordable senior housing in the Subject's market area, we believe that the Subject is feasible as proposed and will fill a void in the market and will perform well.

Summary Table:

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

Development Name:	Prominence Senior Village	Total # Units: 69
Location:	Located off of Prominence Point Parkway	# LIHTC Units: 49
	Canton, GA 30114	
PMA Boundary:	North: Highway 108, West: Allatoona Lake and Highway 108, South: Interstate 75 and Sandy Plains Road NE, East: East Cherokee Drive, Highway 140, and the Cherokee County/Fulton County border	
	Farthest Boundary Distance to Subject:	<u>14.3 miles</u>

Rental Housing Stock (found on pages 65, 66, and 67)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	9	1,808	56	96.9%
Market-Rate Housing	5	1,214	49	96.0%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	N/Ap	N/Ap	N/Ap	N/Ap
LIHTC	4	594	7	98.8%
Stabilized Comps	9	1,808	56	96.9%
Properties in Construction & Lease Up	N/Ap	N/Ap	N/Ap	N/Ap

Subject Development

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
3	1BR at 50% AMI	1	690	\$485	\$840	\$1.22	42%	\$1,100	\$1.59
12	2BR at 50% AMI	1	880	\$580	\$969	\$1.10	40%	\$1,400	\$1.59
2	1BR at 60% AMI	1	690	\$504	\$863	\$1.25	42%	\$1,100	\$1.59
3	1BR at 60% AMI	1	690	\$580	\$863	\$1.25	33%	\$1,100	\$1.59
29	2BR at 60% AMI	1	880	\$675	\$1,004	\$1.14	33%	\$1,400	\$1.59
4	1BR at Mkt	1	690	\$730	\$904	\$1.31	19%	\$1,100	\$1.59
16	2BR at Mkt	1	880	\$825	\$1,059	\$1.20	22%	\$1,400	\$1.59

Demographic Data (found on page 29-33)

	2010		2015		2018	
Renter Households	3,995	13.40%	4,880	14.10%	5,532	14.20%
Income-Qualified Renter HHs (LIHTC)	753	18.84%	919	18.84%	1,042	18.84%

Targeted Income-Qualified Renter Household Demand (found on page 43-61)

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall*
Renter Household Growth	N/Ap	79	92	305	N/Ap	123
Existing Households (Overburdened + Substandard)	N/Ap	184	215	710	N/Ap	286
Homeowner conversion (Seniors)	N/Ap	5	6	7	N/Ap	7
Total Primary Market Demand	N/Ap	268	313	1,022	N/Ap	416
Less Comparable/Competitive Supply	N/Ap	0	0	0	N/Ap	0
Adjusted Income-qualified Renter HHs	N/Ap	268	313	1,022	N/Ap	416

Capture Rates (found on page 61)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate:	N/Ap	7.20%	14.10%	2.50%	N/Ap	15.30%

*Includes LIHTC and unrestricted (when applicable)

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address and Development Location:

The Subject site is located off of Prominence Point Parkway in Canton, Georgia 30114. It will be located immediately north of The Goddard School and immediately southwest of the Publix anchored shopping center near the intersection of Prominence Point Parkway and Marietta Highway. The Subject site is part of Tax ID Parcel #15N13008.

Construction Type:

The Subject will consist of one, three-story elevator-serviced lowrise building consisting of 69 units. The Subject building will consist of brick and Hardiplank siding and a pitched roof with 30-year architectural roof shingles.

Occupancy Type:

Housing for Older Persons (HFOP) – Age 55 and older.

Special Population Target:

None.

Number of Units by Bedroom Type and AMI Level:

See following property profile.

Unit Size:

See following property profile.

Structure Type:

See following property profile.

Rents and Utility Allowances:

See following property profile.

Existing or Proposed Project Based Rental Assistance:

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

Proposed Development Amenities:

See following property profile.

Property Profile Report

Prominence Senior Village	
Comp #	Subject
Effective Rent Date	5/18/2016
Location	Located Off Of Prominence Point Parkway Canton, GA 30114 Cherokee County (verified)
Units Type	69 Lowrise (age-restricted) (3 stories)
Year Built / Renovated	Proposed
Tenant Characteristics	Seniors 55+



Market			
Program	LIHTC, 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	not included -- central	Other Electric	not included
Cooking	not included -- electric	Water	not included
Water Heat	not included -- electric	Sewer	not included
Heat	not included -- electric	Trash Collection	included

Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
1	1	Lowrise (3 stories)	3	690	\$485	\$0	@50%	n/a	N/A	N/A	no	
1	1	Lowrise (3 stories)	2	690	\$504	\$0	@60%	n/a	N/A	N/A	no	
1	1	Lowrise (3 stories)	3	690	\$580	\$0	@60%	n/a	N/A	N/A	no	
1	1	Lowrise (3 stories)	4	690	\$730	\$0	Market	n/a	N/A	N/A	N/A	
2	1	Lowrise (3 stories)	12	880	\$580	\$0	@50%	n/a	N/A	N/A	no	
2	1	Lowrise (3 stories)	29	880	\$675	\$0	@60%	n/a	N/A	N/A	no	
2	1	Lowrise (3 stories)	16	880	\$825	\$0	Market	n/a	N/A	N/A	N/A	

Amenities			
In-Unit	Blinds Carpeting Central A/C Dishwasher Ceiling Fan Garbage Disposal Hand Rails Microwave Oven Refrigerator Washer/Dryer hookup	Security	Limited Access
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Elevators Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area	Premium	none
Services	none	Other	Craft room, library

Comments
The property will target seniors age 55 and older (HFOP). The property's projected utility allowance estimates are \$136 and \$172 for the one and two-bedroom units, respectively.

Scope of Renovations:	The Subject will be new construction.
Current Rents:	Not applicable.
Current Occupancy:	Not applicable.
Current Tenant Income:	Not applicable.
Placed in Service Date:	The Subject is expected to be completed by June 2018.
Conclusion:	The Subject will be an excellent-quality apartment complex for seniors age 55 and older. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

C. SITE EVALUATION

SITE EVALUATION

1. Date of Site Visit and

Name of Site Inspector:

Rana Barnes visited the site on May 18, 2016.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

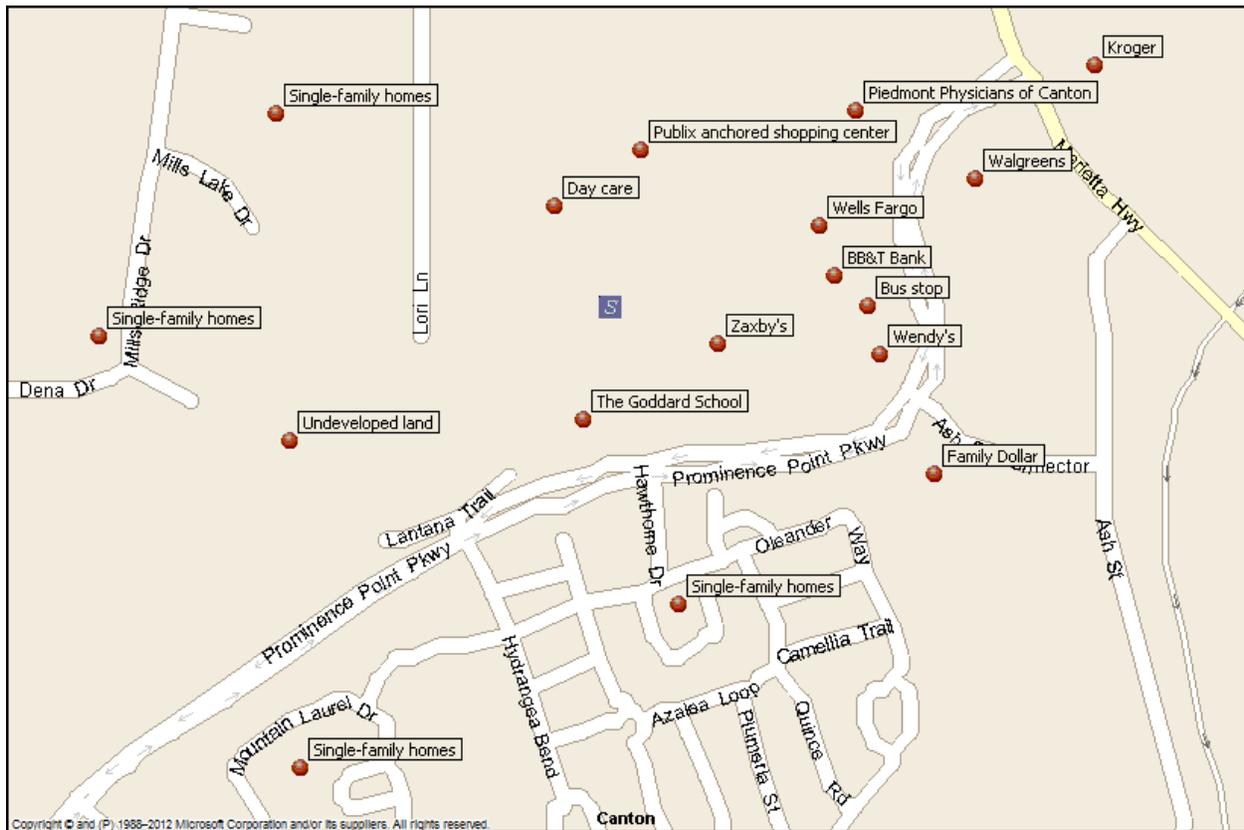
The Subject site has limited frontage on Prominence Point Parkway. Although frontage is limited, the property will offer adequate signage along this road.

Visibility/Views:

The Subject site has average visibility from Prominence Point Parkway. Surrounding the periphery of the Subject site are undeveloped land and single-family homes to the west, The Goddard School to south, a day care to the north, and a retail plaza to the east and northeast. The Subject site offers average views.

Surrounding Uses:

The following map and pictures illustrate the surrounding land uses.



Positive/Negative Attributes of Site: The Subject's proximity to retail and commercial uses in the adjacent shopping center are considered positive attributes. The Subject site is located approximately 0.6 miles west of Interstate 575. Interstate 575 provides access to Canton and other cities north of the Subject in Cherokee County, as well as Kennesaw and Marietta to the south. Most locational amenities are located within five miles of the Subject. We did not observe any detrimental influences in the immediate neighborhood that would negatively impact marketability of the proposed Subject.

**3. Physical Proximity to
Locational Amenities:**

The Subject site is located within 5.3 miles of all locational amenities. An employment center, hospital, and library are the only locational amenities located further than four miles from the Subject site. However, there is a physician's office located in the adjacent shopping center. It is likely that few of Subject's tenants will work; therefore, the employment center will be of limited benefit to the Subject.

4. Pictures of Site and Adjacent Uses:



Subject site



Subject site



Subject site



Subject site



View east along Prominence Point Parkway



View west along Prominence Point Parkway



Family Dollar to the east of Subject site



Walgreens to the northeast of Subject site



Zaxby's to the east of Subject site



Publix anchored shopping center to the north of Subject site



Publix anchored shopping center to the north of Subject site



BB&T Bank to the east of Subject site



The Goddard School to the south of Subject site



Wendy's to the east of Subject site



Wells Fargo to the northeast of Subject site



Kroger anchored shopping center east of Subject site across Marietta Highway



Kroger anchored shopping center east of Subject site across Marietta Highway



Kroger gas station east of Subject site across Marietta Highway



Chevron gas station east of Subject site along Marietta Highway



Typical single-family residential in Subject neighborhood



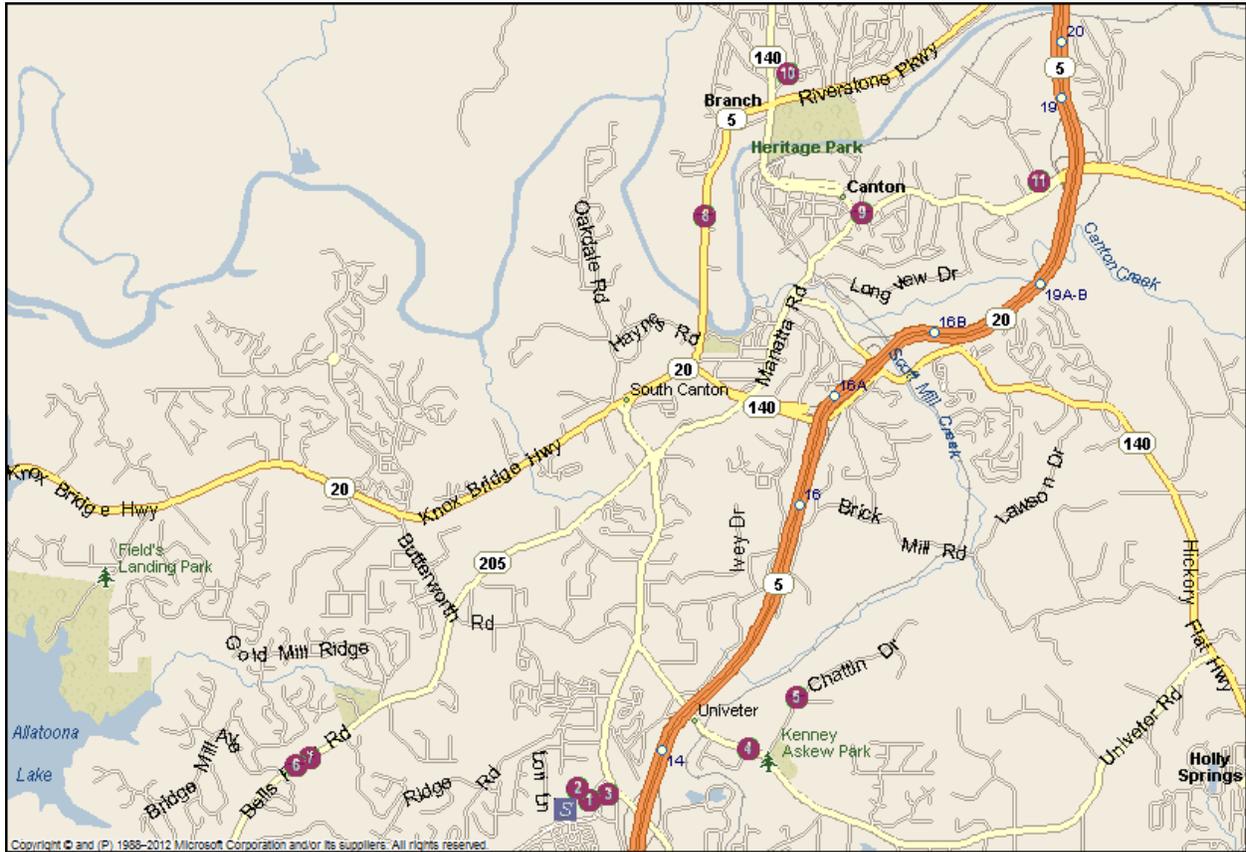
Typical single-family residential in Subject neighborhood



Typical single-family residential in Subject neighborhood

5. Proximity to Locational Amenities:

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



LOCATIONAL AMENITIES

Map #	Service/Amenity	Distance from Subject
1	Bus Stop	0.1 miles
2	Publix (grocery store)	0.1 miles
3	Walgreens	0.2 miles
4	Cherokee County Senior Services	2.0 miles
5	Cherokee County Sheriff's Department	2.5 miles
6	Liberty Elementary School	3.4 miles
7	Freedom Middle School	3.4 miles
8	Cherokee High School	3.9 miles
9	Canton (employment center)	4.2 miles
10	Northside Hospital - Cherokee	4.8 miles
11	RT Jones Memorial Library	5.3 miles

6. Description of Land Uses:

The Subject site is located in a mixed-use neighborhood that consists of single-family homes, undeveloped land, and commercial uses in good to excellent condition.

Surrounding the site is a daycare, The Goddard School, and a Publix anchored shopping center (Prominence Point Retail Center). The shopping center includes Viva Mexico restaurant, The UPS Store, Yoon Sushi, Great Clips hair cut salon, a nail salon, and Kinetix Health Club. There is a strip center adjacent to the Publix anchored center that includes Goodwill Donation Center, Pet Shots Express, a Pediatric Dentistry & Family Orthodontics office, Bambu Salon & Spa, and Edward Jones. Outparcels include Wendy's, Zaxby's, Wells Fargo & BB&T. There is a Walgreens and Family Dollar across Prominence Point Parkway to the east of the Subject site. To the east of the Shopping Center between the Publix Super Market at Paradise Shoppes of Prominence Point and Prominence Point Parkway is Piedmont Physicians of Canton. Residential uses in the immediate neighborhood appeared to be well-occupied. Commercial uses in the neighborhood appeared to be approximately 95 percent occupied at the time of inspection.

7. Public Safety Issues:

Based upon our site inspection, there appeared to be limited crime issues in the Subject's neighborhood and property managers did not report having issues with crime. The following table illustrates crime statistics in the Subject's PMA compared to the SMA.

2015 CRIME RISK INDICES

	PMA	SMA
Total Crime*	60	139
Personal Crime*	32	130
Murder	41	155
Rape	41	88
Robbery	32	163
Assault	30	118
Property Crime*	63	140
Burglary	68	147
Larceny	64	134
Motor Vehicle Theft	50	178

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

*Unweighted aggregations

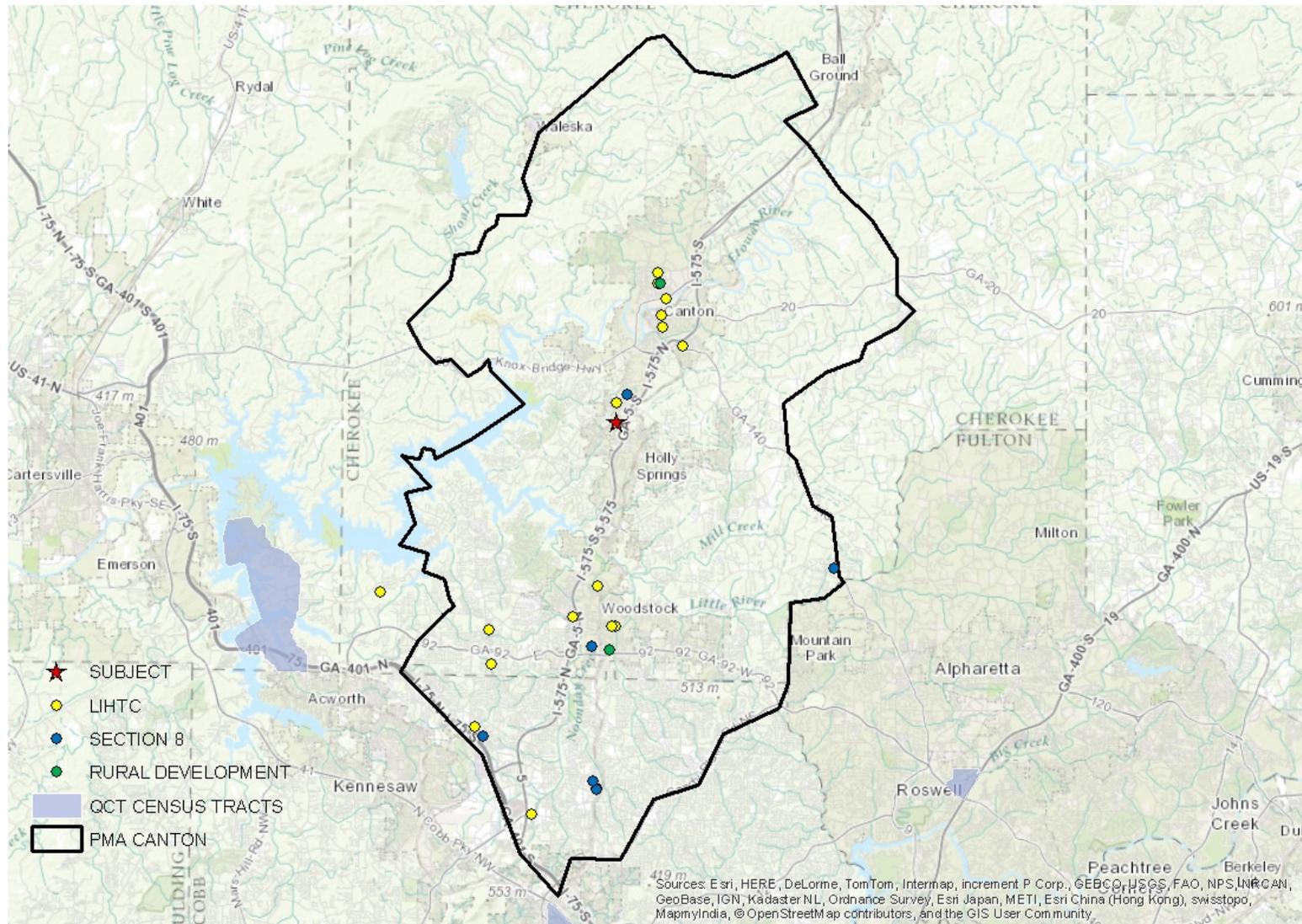
The crime risk indices shown above are based on the national average, which would be indicated as the number 100 in the table above. Any numbers shown deviating from the number 100 would thus be considered to be either above or below the national average. That is, an index of 125 would be 25 percent higher than the national average and an index of 75 would be 25 percent lower than the national average. As illustrated in the previous table, the

total crime risk index in the PMA is lower than the SMA and the nation as a whole. The total crime index in the SMA is higher than the nation as a whole. The Subject will offer video surveillance. Most of the comparables do not offer security features.

8. Existing Assisted Rental Housing Property Map:

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

Property	Address	City	State	Zip Code	Type	Tenancy	Map Color	Included/ Excluded	Reason for Exclusion	Distance from Subject
Brown Street	141 Brown Street	Canton	GA	30114	LIHTC	Family	Yellow	Excluded	Four units	4.1 miles
Canton Mill Lofts	550 RiverStreetone Parkway	Canton	GA	30114	LIHTC	Family		Excluded	Dissimilar design	4.0 miles
Hearthstone Landing	266 Cherokee Street	Canton	GA	30114	LIHTC	Family		Excluded	Tenancy (domestic abuse)	3.9 miles
Hickory Knoll	800 Hickory Knoll Driveive	Canton	GA	30114	LIHTC	Family		Excluded	Inferior age/condition	5.2 miles
Cherokee Summit	5920 Bells Ferry Road	Acworth	GA	30102	LIHTC	Family		Excluded	Tenancy	10.4 miles
Gregory Lane Apts I and II	466 Gregory Lane	Acworth	GA	30102	LIHTC	Family		Excluded	Tenancy	11.2 miles
Whispering Trace	133 Bentley Parkway	Woodstock	GA	30188	LIHTC	Family		Excluded	Inferior age/condition	8.5 miles
The Legacy at Walton Heights	178 Roberts Trail NW	Marietta	GA	30066	LIHTC	Senior		Included	-	14.7 miles
Alexander Ridge Apts	3145 Ridge Road	Canton	GA	30114	LIHTC/Mkt	Family		Included	-	1.0 mile
Alta Ridgewalk Apts	1 Elena Way	Woodstock	GA	30188	LIHTC/Mkt	Family		Excluded	Tenancy	7.2 miles
Hearthside Towne Lake	900 Towne Lake Pkwy	Woodstock	GA	30189	LIHTC/Mkt	Senior		Included	-	7.4 miles
Laurels at Greenwood	1215 Hickory Flat Hwy	Canton	GA	30115	LIHTC/Mkt	Family		Excluded	Tenancy	4.0 miles
River Ridge at Canton	100 River Ridge Drive	Canton	GA	30114	LIHTC/Mkt	Family		Excluded	Tenancy	5.7 miles
Columbia Creek Apts	50 Sandy Circle	Woodstock	GA	30188	LIHTC/Mkt	Family		Excluded	Tenancy	8.1 miles
Peaks at Bells Ferry	100 Peaks Ridge	Acworth	GA	30102	LIHTC/Mkt	Family		Excluded	Tenancy	10.5 miles
Highland Court Senior	4150 George Busbee Parkway	Kennesaw	GA	30144	LIHTC/Mkt	Senior	Included	-	13.9 miles	
Lakeview Apts	383 lakeview Drive	Canton	GA	30114	Rural Development	Family	Green	Excluded	Subsidized	5.2 miles
Laurelwood Apts	106 Meadow Street	Woodstock	GA	30188	Rural Development	Family		Excluded	Subsidized	9.3 miles
Cherokee Residential Services	133 Univeter Road	Canton	GA	30114	Section 8	Disabled	Blue	Excluded	Subsidized	1.2 miles
Colbert Square	211 Woodpark Place	Woodstock	GA	30188	Section 8	Senior		Excluded	Subsidized	9.2 miles
CRS Grimes Road, Inc	255 Grimes Road	Woodstock	GA	30188	Section 8	Disabled		Excluded	Subsidized	10.8 miles
Laurel's Edge	1063 Shiloh Road NW	Kennesaw	GA	30144	Section 8	Senior		Excluded	Subsidized	13.5 miles
Cassie's Corner	3096 Skyview Lane	Marietta	GA	30066	Section 8	Disabled		Excluded	Subsidized	13.7 miles
The Willow House	1002 Brackett Road	Marietta	GA	30066	Section 8	Senior		Excluded	Subsidized	13.7 miles
UCP of Atlanta	967 Worley Drive	Marietta	GA	30066	Section 8	Disabled		Excluded	Subsidized	13.4 miles
Prominence Senior Village	Prominence Point Parkway	Canton	GA	30114	LIHTC/Mkt	Senior	Red Star	SUBJECT	-	-



Canton, GA



Note: One property appears to be located outside of the PMA; however, it is located along the PMA boundaries.

9. Road/Infrastructure

Proposed Improvements:

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

10. Access, Ingress/Egress and

Visibility of site:

The Subject site is accessible from Prominence Point Parkway, a four-lane road. Prominence Point Parkway runs northeast to Marietta Highway and south to Holly Street. The Subject site is located approximately 0.6 miles west of Interstate 575. Interstate 575 runs south and converges with Interstate 75 in Marietta, GA. The Subject site has average visibility from Prominence Point Parkway. Overall, access and visibility are considered average to good.

11. Environmental Concerns:

None visible upon site inspection.

12. Conclusion:

The Subject site is located off of Prominence Point Parkway in Canton, Georgia 30114. It will be located immediately north of The Goddard School and immediately southwest of the Publix anchored shopping center. The Subject site is part of Tax ID Parcel #15N13008. The Subject site is located in a mixed-use neighborhood that consists of single-family homes, undeveloped land, and commercial uses in good to excellent condition. Residential uses in the immediate neighborhood appeared to be well-occupied. Commercial uses in the neighborhood appeared to be approximately 95 percent occupied at the time of inspection. Overall, the Subject site is considered a desirable building site for senior rental housing.

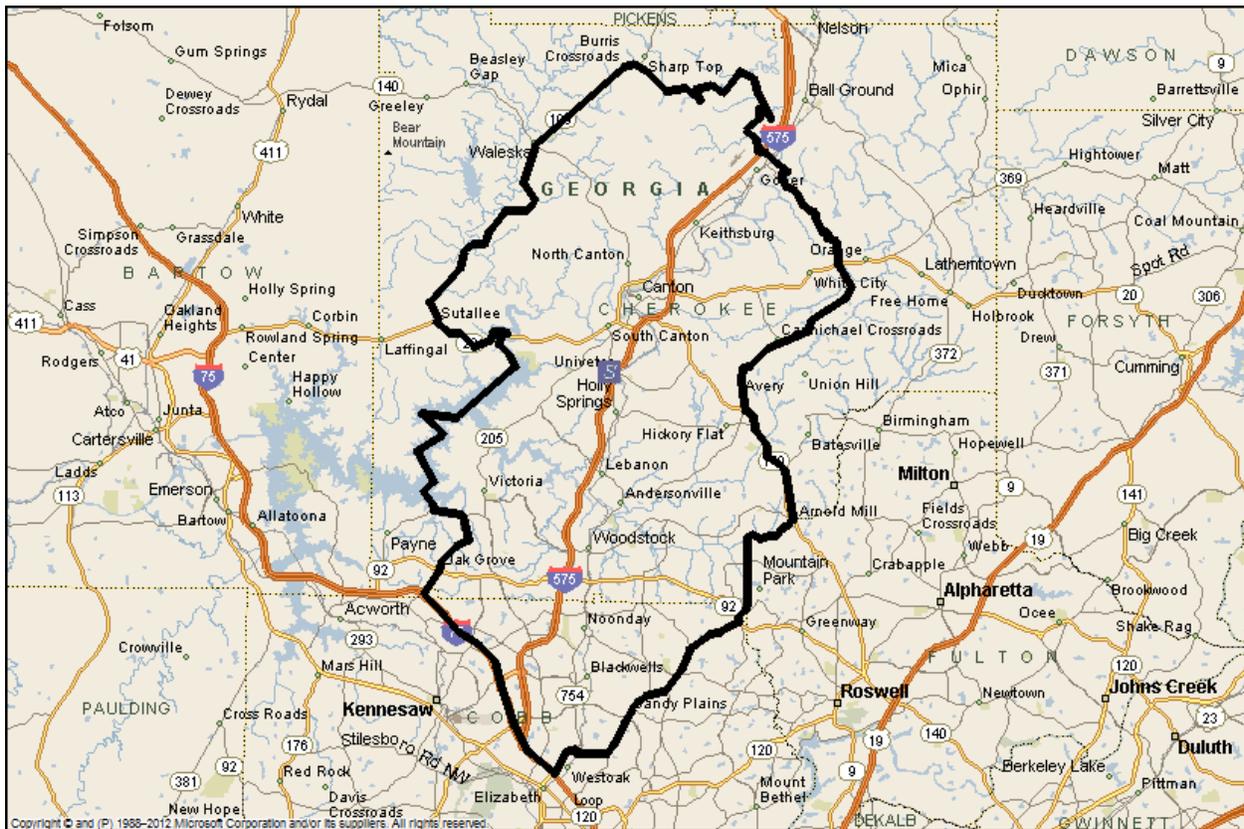
D. MARKET AREA

MARKET AREA

Primary Market Area

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

Primary Market Area Map



The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied, to determine if the Primary Market Area (PMA) and the Secondary Market Area (SMA) are areas of growth or contraction.

The PMA includes the cities of Canton, Holly Springs, and Woodstock, as well as portions of Kennesaw and Marietta in Cobb County. This area is bound by Highway 108 to the north, Allatoona Lake and Highway 108 to the west, Interstate 75 and Sandy Plains Road NE to the south, and East Cherokee Drive, Highway 140, and the Cherokee County/Fulton County border to the east. The determination of this market area was influenced by conversations with surveyed property managers, who reported that the majority of rental traffic originates from throughout Cherokee County and northern Cobb County. The drivetime zone is approximately

20 minutes from the Subject site, which we believe is reasonable given the suburban nature of part of the PMA. Furthermore, managers at all of the senior LIHTC comparables reported that many tenants are relocating from out of state to be near family.

The Secondary Market Area (SMA) is determined to be the Atlanta-Sandy Springs-Roswell, Georgia Metropolitan Statistical Area (MSA), which consists of Barrow, Bartow, Butts, Carroll, Cherokee, Clayton, Cobb, Coweta, Dawson, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Haralson, Heard, Henry, Jasper, Lamar, Meriwether, Newton, Paulding, Pickens, Pike, Rockdale, Spalding, and Walton Counties.

We believe the Subject will experience leakage from outside the PMA boundaries; however, per the GA DCA 2016 market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The furthest PMA boundary from the Subject site is approximately 14.3 miles.

E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

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

1. Population Trends

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

TOTAL POPULATION

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	192,483	-	4,263,438	-	281,421,906	-
2010	256,424	3.3%	5,286,728	2.4%	308,745,538	1.0%
2015	271,382	1.1%	5,527,230	0.9%	318,536,439	0.6%
Projected Mkt Entry						
June 2018	281,774	1.3%	5,717,098	1.2%	325,586,685	0.8%
2020	289,196	1.3%	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	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	25,521	-	646,403	-	59,266,437	-
2010	51,284	10.1%	1,028,311	5.9%	76,750,713	3.0%
2015	63,115	4.4%	1,235,028	3.8%	87,809,032	2.7%
Projected Mkt Entry						
June 2018	69,663	3.6%	1,356,341	3.4%	93,796,460	2.3%
2020	74,340	3.6%	1,442,993	3.4%	98,073,194	2.3%

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

POPULATION BY AGE GROUP

Atlanta-Sandy Springs-Roswell, GA MSA

Age Cohort	2000	2010	2015	Projected Mkt Entry	
				June 2018	2020
0-4	318,972	380,735	371,886	379,440	384,835
5-9	326,062	394,306	387,048	388,442	389,437
10-14	314,313	390,992	399,704	406,599	411,524
15-19	290,180	378,372	376,375	388,806	397,686
20-24	289,654	341,650	385,828	377,450	371,466
25-29	364,046	377,057	389,860	415,186	433,276
30-34	382,158	386,120	387,615	409,851	425,733
35-39	396,792	417,987	383,343	401,024	413,654
40-44	360,050	415,233	414,369	401,549	392,391
45-49	307,308	411,635	398,674	401,471	403,469
50-54	267,500	364,330	397,500	390,940	386,254
55-59	186,754	301,331	350,838	365,235	375,518
60-64	131,059	252,453	285,360	311,167	329,601
65-69	101,856	170,690	234,503	251,507	263,653
70-74	82,809	114,130	151,299	184,257	207,799
75-79	65,303	81,144	94,524	114,161	128,188
80-84	42,357	57,082	61,073	68,224	73,331
85+	36,265	51,481	57,431	61,790	64,903
Total	4,263,438	5,286,728	5,527,230	5,717,098	5,852,718

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	192,483	166,962	25,521	4,263,438	3,617,035	646,403
2010	256,424	205,140	51,284	5,286,728	4,258,417	1,028,311
2015	271,385	208,270	63,115	5,527,230	4,292,202	1,235,028
Projected Mkt Entry						
June 2018	281,775	212,112	69,663	5,717,098	4,360,757	1,356,341
2020	289,196	214,856	74,340	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 1.3 percent annual rate from 2015 to 2020, a growth rate above that of the MSA and the nation as a whole during the same time period. However, senior population growth in the PMA is expected to increase at an annual rate of 3.6 percent from 2015 through 2020, which is considered robust when compared to the nation. Senior population growth in the PMA will outpace that of the MSA and nation as a whole through 2020. The strong growth in senior population in the PMA and MSA is a positive indication of future demand for senior housing.

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	67,125	-	1,559,712	-	105,480,101	-
2010	92,079	3.7%	1,943,885	2.5%	116,716,292	1.1%
2015	97,857	1.2%	2,033,479	0.9%	120,746,349	0.7%
Projected Mkt Entry June 2018	101,772	1.4%	2,104,968	1.2%	123,506,223	0.8%
2020	104,568	1.4%	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 Change	Number	Annual Change	Number	Annual Change
2000	15,325	-	389,452	-	36,459,725	-
2010	29,747	9.4%	612,737	5.7%	45,892,687	2.6%
2015	34,567	3.1%	689,646	2.4%	50,825,452	2.0%
Projected Mkt Entry June 2018	39,090	4.5%	771,555	4.1%	54,466,104	2.5%
2020	42,320	4.5%	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 Change	Number	Annual Change	Number	Annual Change
2000	2.85	-	2.68	-	2.59	-
2010	2.77	-0.3%	2.68	0.0%	2.58	-0.1%
2015	2.76	-0.1%	2.68	0.0%	2.57	0.0%
Projected Mkt Entry June 2018	2.76	-0.1%	2.68	0.0%	2.57	0.0%
2020	2.76	-0.1%	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 above that of the MSA and nation as a whole through 2020. However, projected senior household growth of 4.5 percent annually between 2015 and 2020 in the PMA is significantly higher than the projected general household growth during the same time period. Senior household growth in the PMA and MSA will increase at a rate greater than households of all ages over the next several years. The average household size in the PMA is projected to decline slightly in the PMA with a nominal annual change of 0.1 percent. The average household sizes in the MSA and nation are projected to remain stable through 2020.

2b. Households by Tenure

The table below depicts senior household growth by tenure from 2010 through 2020.

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied	Percentage	Renter-Occupied	Percentage
	Units	Owner-Occupied	Units	Renter-Occupied
2000	13,610	88.8%	1,714	11.2%
2010	25,752	86.6%	3,995	13.4%
2015	29,687	85.9%	4,880	14.1%
Projected Mkt Entry				
June 2018	33,558	85.85%	5,532	14.15%
2020	36,323	85.8%	5,997	14.2%

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

Owner-occupied housing units dominate the PMA. In fact, the percentage of senior renter-occupied housing units in the PMA is similar to the national average. The percentage of renter-occupied units in the PMA is expected to slightly increase through 2020, which is a positive indication of future demand for affordable senior housing.

2c. Households by Income

The following table depicts senior renter household income in 2010, 2015, June 2018, and 2020 for the PMA.

RENTER HOUSEHOLD INCOME DISTRIBUTION 55+ - PMA

Income Cohort	2010		2015		Projected Mkt Entry June 2018		2020	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	305	7.6%	429	8.8%	469	8.5%	498	8.3%
\$10,000-19,999	733	18.3%	1,036	21.2%	1,139	20.6%	1,213	20.2%
\$20,000-29,999	480	12.0%	640	13.1%	705	12.7%	751	12.5%
\$30,000-39,999	457	11.4%	574	11.8%	657	11.9%	716	11.9%
\$40,000-49,999	348	8.7%	390	8.0%	448	8.1%	489	8.1%
\$50,000-59,999	319	8.0%	411	8.4%	472	8.5%	516	8.6%
\$60,000-74,999	338	8.5%	384	7.9%	441	8.0%	482	8.0%
\$75,000-99,999	377	9.4%	379	7.8%	448	8.1%	498	8.3%
\$100,000-124,999	227	5.7%	245	5.0%	299	5.4%	338	5.6%
\$125,000-149,999	132	3.3%	130	2.7%	139	2.5%	146	2.4%
\$150,000-199,999	176	4.4%	181	3.7%	210	3.8%	231	3.8%
\$200,000+	102	2.5%	82	1.7%	105	1.9%	121	2.0%
Total	3,995	100.0%	4,880	100.0%	5,532	100.0%	5,997	100.0%

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

Approximately 43 percent of senior renter households in the PMA earn less than \$30,000. The income limits for the LIHTC units will range from \$18,630 to \$32,760. The minimum income limit for the market rate units will be \$21,900 and there will not be a maximum income limit for these units. As such, a significant portion of renter households will income qualify to reside at one of the Subject’s unit types, and the Subject should be well-positioned to service this market.

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

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

	2010		2015		Projected Mkt Entry June 2018		2020	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	2,101	52.6%	2,562	52.5%	2,917	52.7%	3,170	52.9%
With 2 Persons	949	23.8%	1,177	24.1%	1,355	24.5%	1,483	24.7%
With 3 Persons	414	10.4%	495	10.1%	560	10.1%	607	10.1%
With 4 Persons	264	6.6%	322	6.6%	353	6.4%	374	6.2%
With 5+ Persons	267	6.7%	324	6.6%	347	6.3%	363	6.1%
Total Renter Households	3,995	100.0%	4,880	100.0%	5,532	100.0%	5,997	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 and three-person households. These three cohorts are projected to remain the largest through 2020. In 2015, the one and two-person households accounted for approximately 77 percent of renter households in the PMA. The Subject will target one and two-person households. Therefore, the strong presence of one to two-person 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 strong senior population and household growth from 2015 through 2020. Senior population growth in the PMA is expected to increase at an annual rate of 3.6 percent from 2015 through 2020. Senior population growth in the PMA will outpace that of the MSA and nation as a whole through 2020. Owner-occupied housing units dominate the PMA and MSA. In fact, the percentage of senior renter-occupied housing units in the PMA is similar to the national average. The percentage of renter-occupied units in the PMA is expected to slightly increase through 2020, which is a positive indication of future demand for affordable senior housing. Approximately 43 percent of senior renter households in the PMA earn less than \$30,000. The income limits for the LIHTC units will range from \$18,630 to \$32,760. The minimum income limit for the market rate units will be \$21,900 and there will not be a maximum income limit for these units. As such, a significant portion of renter households will income qualify to reside at one of the Subject's unit types, and the Subject should be well-positioned to service this market.

F. EMPLOYMENT TRENDS

EMPLOYMENT TRENDS

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

1. Total Jobs

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

Total Jobs in Cherokee County, Georgia		
Year	Total Employment	% Change
2006	100,633	-
2007	105,748	0.69%
2008	106,486	-5.99%
2009	100,467	2.16%
2010	102,687	1.77%
2011	104,542	2.24%
2012	106,938	1.57%
2013	108,641	3.56%
2014	112,650	1.17%
2015	113,989	0.00%
2016 YTD Average	113,989	-0.78%
Feb-15	113,104	-
Feb-16	115,635	2.19%

Source: U.S. Bureau of Labor Statistics

YTD as of December 2015

As illustrated in the table above, Cherokee County experienced a weakened economy during the most recent national recession. The county experienced the effects of the downturn in 2009 with a 5.99 percent decrease in total jobs over that year. However, covered employment has increased each year from 2010 to February 2016. From February 2015 to February 2016, covered employment increased by 2.19 percent. The local economy appears healthy and has recovered from the most recent economic recession.

2. Total Jobs by Industry

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

February 2016 Covered Employment Cherokee County, Georgia

	Number	Percent
Total, all industries	46,072	-
Goods-producing	8,548	-
Natural resources and mining	189	0.41%
Construction	4,044	8.78%
Manufacturing	4,315	9.37%
Service-providing	37,524	-
Trade, transportation, and utilities	12,267	26.63%
Information	591	1.28%
Financial activities	2,315	5.02%
Professional and business services	5,568	12.09%
Education and health services	6,666	14.47%
Leisure and hospitality	8,008	17.38%
Other services	1,743	3.78%
Unclassified	366	0.79%

Source: Bureau of Labor Statistics, 2015

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

2015 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Agric/Forestry/Fishing/Hunting	461	0.4%	1,941,156	1.3%
Mining	72	0.1%	997,794	0.7%
Construction	10,044	8.5%	9,392,204	6.4%
Manufacturing	7,356	6.2%	15,651,841	10.6%
Wholesale Trade	5,108	4.3%	3,742,526	2.5%
Retail Trade	16,484	13.9%	17,089,319	11.6%
Transportation/Warehousing	4,039	3.4%	6,200,837	4.2%
Utilities	766	0.6%	1,190,608	0.8%
Information	4,213	3.6%	2,965,498	2.0%
Finance/Insurance	6,939	5.9%	7,026,905	4.8%
Real Estate/Rental/Leasing	3,235	2.7%	2,759,067	1.9%
Prof/Scientific/Tech Services	11,246	9.5%	9,981,082	6.8%
Mgmt of Companies/Enterprises	634	0.5%	115,436	0.1%
Admin/Support/Waste Mgmt Srvcs	5,520	4.7%	6,242,568	4.2%
Educational Services	11,437	9.7%	13,529,510	9.2%
Health Care/Social Assistance	11,393	9.6%	20,205,674	13.7%
Arts/Entertainment/Recreation	2,329	2.0%	3,193,724	2.2%
Accommodation/Food Services	7,166	6.1%	10,915,815	7.4%
Other Services (excl Publ Adm)	6,098	5.2%	7,548,482	5.1%
Public Administration	3,698	3.1%	7,099,307	4.8%
Total Employment	118,238	100.0%	147,789,353	100.0%

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

As depicted in the previous table, employment in the PMA is dominated by the retail trade sector, which accounts for 13.9 percent of total employment, followed by educational services, health care/social assistance, and prof/scientific/tech services sectors. Combined the four largest sectors account for approximately 43 percent of total employment within the PMA. Compared to the nation as a whole, the Subject's PMA exhibits a higher percentage of employment within sectors such as prof/scientific/tech services, retail trade, and construction. Conversely, the PMA has a lower percentage of employment within the health care/social assistance, manufacturing, public administration, and accommodation/food services sectors when compared to the nation.

3. Major Employers

The following table details the top employers in Cherokee County.

MAJOR EMPLOYERS			
Cherokee County, GA			
#	Employer	Industry	Number Employed
1	Pilgrim's Pride	Poultry Processing	800
2	Chart Industries, Inc.	Biomedical	552
3	Inalfa Roof Systems	Manufacturing	268
4	Universal Alloy Corporation	Aerospace	260
5	Piolax Corporation	Manufacturing	250
6	Belnick, Inc.	Distribution	250
7	Roytec Industries	Manufacturing	250
8	Meyn America, Inc.	Manufacturing	225
9	Hydro-Chem	Biomedical	161
10	L.A.T. Sportswear, Inc.	Fashion Apparel	104
11	International Thermocast Corp.	Manufacturing	100
12	Kirk-Rudy, Inc.	Manufacturing	95
13	ERB Industries, Inc.	Manufacturing	95
14	Schoen Insulation Services	Manufacturing	85
15	Playnation Play Systems	Manufacturing	85
16	Morrison Products, Inc.	Manufacturing	75
17	Pillow Perfect, Inc.	Retail	70
18	Awnex, Inc.	Manufacturing	70
19	Transtechnik Corporation, Inc.	Manufacturing	65
20	Nor-Ral Composite Solutions	Manufacturing	55
Total			3,915

Source: Cherokee Office of Economic Development, Novogradac & Company LLP, 5/2016

As illustrated in the previous table, the largest private employers in Cherokee County are in the biomedical, retail, aerospace, automobile, poultry processing and manufacturing trade sectors. Additionally, the Cherokee County Chamber of Commerce reported that Cherokee County Government, Cherokee County School District, Kroger Company, Northside Hospital-Cherokee, Publix Supermarkets, and Wal-Mart Associates, Inc., are also major employers in the county, although the chamber of commerce was unable to provide their number of employees. According to the Cherokee Office of Economic Development, Pilgrim's Pride is the largest employer in the Canton area, employing approximately 800 workers, which represents approximately 20 percent of employment among the largest employers in the county. It should be noted that Cherokee County is part of the Atlanta MSA and many area residents commute to other areas of the MSA for employment.

Expansions/Contractions

According to the Georgia Department of Economic Development, there have been four Worker Adjustment and Retraining Notification (WARN) notices issued in the PMA from January 2014 through 2015, the most recent data available.

WARN NOTICES-CHEROKEE COUNTY

Effective Date	Company Name	City	Type	# of Jobs Lost
7/1/2014	Timken	Ball Ground	Layoff	39
10/24/2014	Timken	Ball Ground	Closure	17
12/31/2014	Radius Global Solutions	Woodstock	Layoff	27
TOTAL				83

Source: Georgia Department of Economic Development, Novogradac & Company LLP, 5/2016

As illustrated above, none of the WARN notices issued in Cherokee County were in Canton. Further, the number of jobs losses is minimal when compared to the year-over-year growth in employment in the MSA.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA and nation from 2001 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 May 2016

*2016 data is through Dec

Total employment increased each year from 2003 to 2007. These increases were significant but were followed by employment decreases from 2008 to 2010 as a result of the most recent economic recession. The MSA appears relatively healthy as total employment increased each year from 2011 through February 2016. As of 2015, total employment in the MSA exceeded pre-recessionary levels. Total employment in the nation exceeded pre-recessionary levels in 2014. From February 2015 to February 2016, total employment has increased by 2.2 percent in the MSA compared to an increase of 2.0 percent nationally.

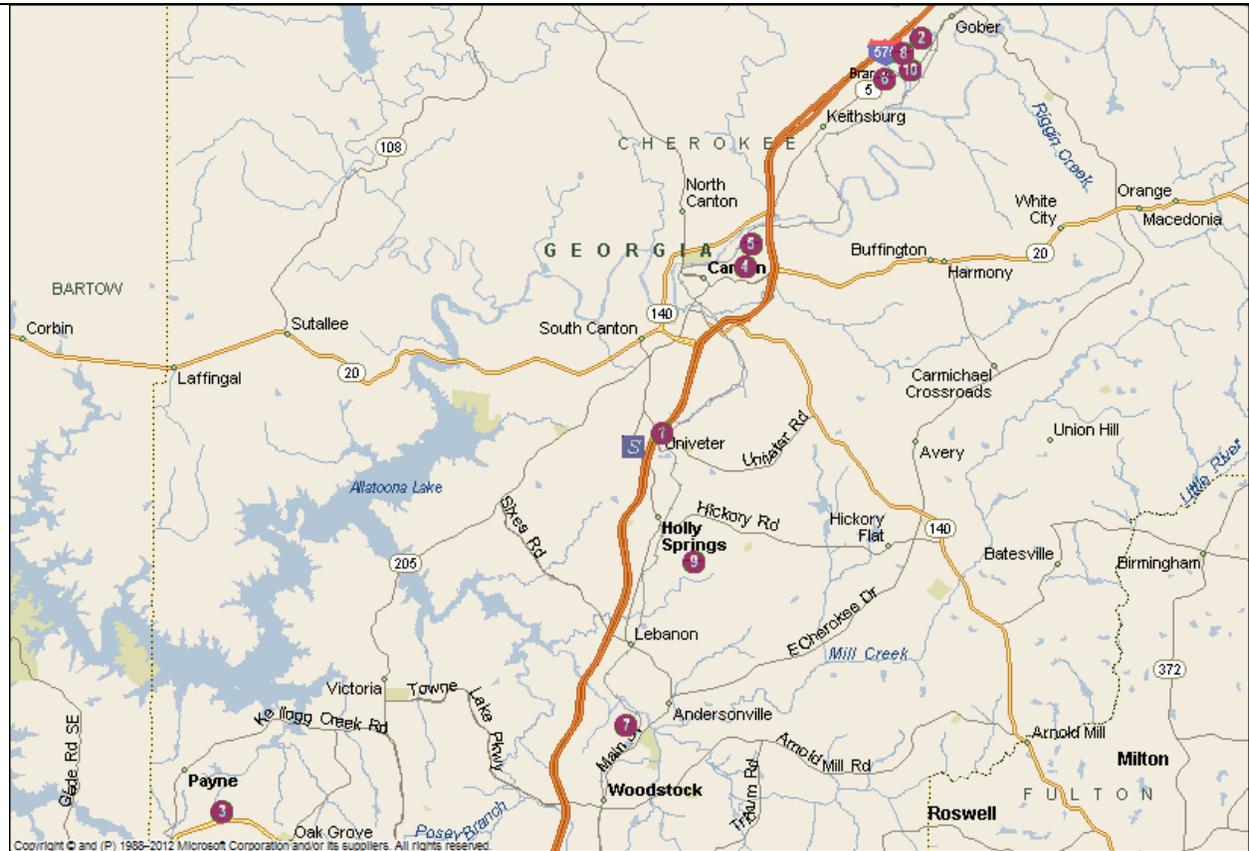
Prior to the most recent economic recession, the unemployment rate in the MSA was generally in line with or below that of the nation. However, the unemployment rate in the MSA experienced a slightly more significant increase during the most recent national recession and has been generally above the nation since 2008. From February 2015 to February 2016, the unemployment rate in the MSA decreased 0.7 percentage points, compared to a decrease of 0.6 percentage points nationally. The unemployment rate in the MSA as of February 2016 was 5.3 percent, which was 0.1 percentage points above the national rate of 5.2 percent. The current unemployment rate in the MSA represents a significant decrease from recessionary levels but has yet to reach pre-recessionary levels. Overall, the increasing total employment and decreasing unemployment rate are positive signs for the local economy, which has fully recovered from the most recent national recession.

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in the Atlanta Metropolitan Area.

MAJOR EMPLOYERS				
Cherokee County, GA				
#	Employer	Industry	Number Employed	Distance from Subject
1	Pilgrim's Pride	Poultry Processing	800	1.7 miles
2	Chart Industries, Inc.	Biomedical	552	10.8 miles
3	Inalfa Roof Systems	Manufacturing	268	12.7 miles
4	Universal Alloy Corporation	Aerospace	260	5.7 miles
5	Piolax Corporation	Manufacturing	250	5.8 miles
6	Belnick, Inc.	Distribution	250	9.5 miles
7	Roytec Industries	Manufacturing	250	6.7 miles
8	Meyn America, Inc.	Manufacturing	225	10.5 miles
9	Hydro-Chem	Biomedical	161	3.3 miles
10	L.A.T. Sportswear, Inc.	Fashion Apparel	104	10.0 miles

Source: Cherokee Office of Economic Development, Novogradac & Company LLP, 5/2016



Conclusion

The largest industries in the PMA are retail trade, educational services, health care/social assistance, and prof/scientific/tech services. Together, these four industries comprise almost 43 percent of total employment in the PMA. The largest private employers in Cherokee County are in the biomedical, retail, aerospace, automobile, poultry processing and manufacturing trade sectors. Additionally, the Cherokee County Chamber of Commerce reported that Cherokee County Government, Cherokee County School District, Kroger Company, Northside Hospital-Cherokee, Publix Supermarkets, and Wal-Mart Associates, Inc., are also major employers in the county, although the chamber of commerce was unable to provide their number of employees. The MSA appears relatively healthy as total employment increased each year from 2011 through February 2016. As of 2015, total employment in the MSA exceeded pre-recessionary levels. Total employment in the nation exceeded pre-recessionary levels in 2014. From February 2015 to February 2016, total employment increased by 2.2 percent in the MSA compared to an increase of 2.0 percent nationally. From February 2015 to February 2016, the unemployment rate in the MSA decreased 0.7 percentage points, compared to a decrease of 0.6 percentage points nationally. The unemployment rate in the MSA as of February 2016 was 5.3 percent, which was 0.1 percentage points above the national rate of 5.2 percent. The current unemployment rate in the MSA represents a significant decrease from recessionary levels but has yet to reach pre-recessionary levels. Overall, the increasing total employment and decreasing unemployment rate are positive signs for the local economy, which has fully recovered from the most recent national recession.

G. PROJECT-SPECIFIC DEMAND ANALYSIS

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

1. Income Restrictions

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

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

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

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

2. Affordability

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

3. Demand

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

3A. Demand from New Households

The number of new households entering the market is the first level of demand calculated. We have utilized June 2018, the anticipated date of market entry, as the base year for the analysis. Therefore, 2015 household population estimates are inflated to June 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 June 2018. This number takes the overall growth from 2015 to June 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 were no properties awarded LIHTC in the PMA in 2014 or 2015.

White Circle Phase I was allocated LIHTC in 2015 and will target families. It will be located at 1631-1657 White Circle in Marietta, approximately 14.1 miles south of the Subject, but just outside the PMA. Due to this proposed property being located outside the PMA and targeting families, we have not removed these units from the demand analysis.

The following table illustrates the total number of units removed based on existing properties as well as new properties to the market area that have been allocated, placed in service, or stabilizing between 2014 and present. We are not aware of any new senior market rate properties under construction, planned, or recently completed in the PMA.

Additions To Supply (Cumulative)/Existing Units	50%	60%	Market Rate	Overall
One Bedroom	0	0	0	0
Two Bedroom	0	0	0	0
Total	0	0	0	0

PMA Occupancy

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

PMA OCCUPANCY

#	Property Name	Occupancy Rate	Type	Tenancy	Included/ Excluded	Reason for Exclusion	Distance from Subject
1	Hearthside Towne Lake	99.0%	LIHTC/Mkt	Senior	Included	-	7.4 miles
2	Highland Court Apartments	96.7%	LIHTC/Mkt	Senior	Included	-	13.9 miles
3	The Legacy At Walton Heights	100.0%	LIHTC	Senior	Included	-	14.7 miles
	Average	98.6%					

The previous table illustrates senior occupancy in the PMA. 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.

None of the Subject's units will operate with PBRA and the Subject is proposed; therefore, there are no existing tenants. We have conducted the Demand Analysis based upon the 69 revenue-generating units proposed at the Subject.

Capture Rates

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

Prominence Senior Village					
PMA					
	2015		Projected Mkt Entry June 2018		Percent
	#	%	#	%	Growth
\$0-9,999	429	8.8%	469	8.5%	8.6%
\$10,000-19,999	1,036	21.2%	1,139	20.6%	9.1%
\$20,000-29,999	640	13.1%	705	12.7%	9.2%
\$30,000-39,999	574	11.8%	657	11.9%	12.6%
\$40,000-49,999	390	8.0%	448	8.1%	12.8%
\$50,000-59,999	411	8.4%	472	8.5%	13.0%
\$60,000-74,999	384	7.9%	441	8.0%	12.9%
\$75,000-99,999	379	7.8%	448	8.1%	15.5%
\$100,000-124,999	245	5.0%	299	5.4%	18.2%
\$125,000-149,999	130	2.7%	139	2.5%	6.9%
\$150,000-199,999	181	3.7%	210	3.8%	13.8%
\$200,000+	82	1.7%	105	1.9%	21.8%
Total	4,880	100.0%	5,532	100.0%	11.8%

Renter Household Income Distribution Projected Market Entry June 2018			
Prominence Senior Village			
	PMA		Change 2015 to Prj Mrkt Entry June 2018
	Projected Mkt Entry June 2018		
	#	%	#
\$0-9,999	469	8.5%	55
\$10,000-19,999	1,139	20.6%	134
\$20,000-29,999	705	12.7%	83
\$30,000-39,999	657	11.9%	77
\$40,000-49,999	448	8.1%	53
\$50,000-59,999	472	8.5%	56
\$60,000-74,999	441	8.0%	52
\$75,000-99,999	448	8.1%	53
\$100,000-124,999	299	5.4%	35
\$125,000-149,999	139	2.5%	16
\$150,000-199,999	210	3.8%	25
\$200,000+	105	1.9%	12
Total	5,532	100.0%	652

Tenure Prj Mrkt Entry June 2018	
Renter	14.2%
Owner	85.8%
Total	100.0%

Renter Household Size for Prj Mrkt Entry June 2018		
Size	Number	Percentage
1 Person	2,917	52.7%
2 Person	1,355	24.5%
3 Person	560	10.1%
4 Person	353	6.4%
5+ Person	347	6.3%
Total	5,532	100.0%

Renter Household Size for 2000		
Size	Number	Percentage
1 Person	3,081	25.6%
2 Person	3,412	28.3%
3 Person	2,188	18.2%
4 Person	1,730	14.4%
5+ Person	1,629	13.5%
Total	12,040	100.0%

50% AMI

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

Percent of AMI Level			50%		
Minimum Income Limit			\$18,630		
Maximum Income Limit			\$27,300		
New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry June 2018			Renter Households within Bracket		
Income Category			Income Brackets	Percent within Cohort	
\$0-9,999	55.25	8.5%		0.0%	0
\$10,000-19,999	134.26	20.6%	1,369	13.7%	18
\$20,000-29,999	83.05	12.7%	7,300	73.0%	61
\$30,000-39,999	77.38	11.9%		0.0%	0
\$40,000-49,999	52.73	8.1%		0.0%	0
\$50,000-59,999	55.62	8.5%		0.0%	0
\$60,000-74,999	51.98	8.0%		0.0%	0
\$75,000-99,999	52.80	8.1%		0.0%	0
\$100,000-124,999	35.23	5.4%		0.0%	0
\$125,000-149,999	16.41	2.5%		0.0%	0
\$150,000-199,999	24.72	3.8%		0.0%	0
\$200,000+	12.34	1.9%		0.0%	0
	652	100.0%			79
Percent of renter households within limits versus total number of renter households					12.12%

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

Percent of AMI Level			50%		
Minimum Income Limit			\$18,630		
Maximum Income Limit			\$27,300		
Total Renter Households PMA Prj Mrkt Entry June 2018			Households within Bracket		
Income Category			Income Brackets	Percent within Cohort	
\$0-9,999	469	8.5%		0.0%	0
\$10,000-19,999	1,139	20.6%	\$1,369	13.7%	156
\$20,000-29,999	705	12.7%	\$7,300	73.0%	515
\$30,000-39,999	657	11.9%		0.0%	0
\$40,000-49,999	448	8.1%		0.0%	0
\$50,000-59,999	472	8.5%		0.0%	0
\$60,000-74,999	441	8.0%		0.0%	0
\$75,000-99,999	448	8.1%		0.0%	0
\$100,000-124,999	299	5.4%		0.0%	0
\$125,000-149,999	139	2.5%		0.0%	0
\$150,000-199,999	210	3.8%		0.0%	0
\$200,000+	105	1.9%		0.0%	0
	5,532	100.0%			671
Percent of renter households within limits versus total number of renter households					12.12%

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 June 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%
\$64,732
\$77,653
\$12,921
20.0%
3.3%
3.3%
Two year adjustment
1.0000
\$27,300
\$27,300
2
50%
\$621
\$621.00

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

STEP 1 Please refer to text for complete explanation.

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

Income Target Population		50%
New Renter Households PMA		652
Percent Income Qualified		12.1%
New Renter Income Qualified Households		79

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population		50%
Total Existing Demand		5,532
Income Qualified		12.1%
Income Qualified Renter Households		671
Percent Rent Overburdened Prj Mrkt Entry June 2018		27.1%
Rent Overburdened Households		182

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		671
Percent Living in Substandard Housing		0.3%
Households Living in Substandard Housing		2

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

Senior Households Converting from Homeownership

Income Target Population		50%
Total Senior Homeowners		33558
Rural Versus Urban	0.02%	
Senior Demand Converting from Homeownership		5

Total Demand

Total Demand from Existing Households		189
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		189
Total New Demand		79
Total Demand (New Plus Existing Households)		268

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

By Bedroom Demand

One Person	52.7%	141
Two Persons	24.5%	66
Three Persons	10.1%	27
Four Persons	6.4%	17
Five Persons	6.3%	17
Total	100.0%	268

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	30%	42
Of two-person households in 1BR units	20%	13
Of one-person households in 2BR units	70%	99
Of two-person households in 2BR units	80%	53
Of three-person households in 3BR units	40%	11
Of four-person households in 3BR units	80%	14
Of five-person households in 3BR units	70%	12
Of four-person households in 4BR units	20%	3
Of five-person households in 4BR units	30%	5
Total Demand		268
Check		OK

Total Demand by Bedroom		50%
1 BR		56
2 BR		151
Total Demand		207

Additions To Supply 2015 to Prj Mrkt Entry June 2018		50%
1 BR		0
2 BR		0
Total		0

Net Demand		50%
1 BR		56
2 BR		151
Total		207

Net Demand		50%
1 BR		56
2 BR		151
Total		207

Developer's Unit Mix		50%
1 BR		3
2 BR		12
Total		15

Capture Rate Analysis		50%
1 BR		5.4%
2 BR		7.9%
Total		7.2%

60% AMI

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

Percent of AMI Level			60%		
Minimum Income Limit			\$21,480		
Maximum Income Limit			\$32,760		
New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry June 2018			Income Brackets		Renter Households within Bracket
Income Category				Percent within Cohort	
\$0-9,999	55.25	8.5%		0.0%	0
\$10,000-19,999	134.26	20.6%		0.0%	0
\$20,000-29,999	83.05	12.7%	8,519	85.2%	71
\$30,000-39,999	77.38	11.9%	2,760	27.6%	21
\$40,000-49,999	52.73	8.1%		0.0%	0
\$50,000-59,999	55.62	8.5%		0.0%	0
\$60,000-74,999	51.98	8.0%		0.0%	0
\$75,000-99,999	52.80	8.1%		0.0%	0
\$100,000-124,999	35.23	5.4%		0.0%	0
\$125,000-149,999	16.41	2.5%		0.0%	0
\$150,000-199,999	24.72	3.8%		0.0%	0
\$200,000+	12.34	1.9%		0.0%	0
	652	100.0%			92
Percent of renter households within limits versus total number of renter households					14.13%

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

Percent of AMI Level			60%		
Minimum Income Limit			\$21,480		
Maximum Income Limit			\$32,760		
Total Renter Households PMA Prj Mrkt Entry June 2018			Income Brackets		Households within Bracket
Income Category				Percent within Cohort	
\$0-9,999	469	8.5%		0.0%	0
\$10,000-19,999	1,139	20.6%		0.0%	0
\$20,000-29,999	705	12.7%	\$8,519	85.2%	601
\$30,000-39,999	657	11.9%	\$2,760	27.6%	181
\$40,000-49,999	448	8.1%		0.0%	0
\$50,000-59,999	472	8.5%		0.0%	0
\$60,000-74,999	441	8.0%		0.0%	0
\$75,000-99,999	448	8.1%		0.0%	0
\$100,000-124,999	299	5.4%		0.0%	0
\$125,000-149,999	139	2.5%		0.0%	0
\$150,000-199,999	210	3.8%		0.0%	0
\$200,000+	105	1.9%		0.0%	0
	5,532	100.0%			782
Percent of renter households within limits versus total number of renter households					14.13%

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 June 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%
\$64,732
\$77,653
\$12,921
20.0%
3.3%
3.3%
Two year adjustment
1.0000
\$32,760
\$32,760
2
60%
\$716
\$716.00

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

STEP 1 Please refer to text for complete explanation.

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

Income Target Population		60%
New Renter Households PMA		652
Percent Income Qualified		14.1%
New Renter Income Qualified Households		92

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

Income Target Population		60%
Total Existing Demand		5,532
Income Qualified		14.1%
Income Qualified Renter Households		782
Percent Rent Overburdened Prj Mrkt Entry June 2018		27.1%
Rent Overburdened Households		212

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		782
Percent Living in Substandard Housing		0.3%
Households Living in Substandard Housing		3

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

Senior Households Converting from Homeownership

Income Target Population		60%
Total Senior Homeowners		33558
Rural Versus Urban	0.02%	
Senior Demand Converting from Homeownership		6

Total Demand

Total Demand from Existing Households		220
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		220
Total New Demand		92
Total Demand (New Plus Existing Households)		312

Demand from Seniors Who Convert from Homeownership		6
Percent of Total Demand From Homeownership Conversion		1.9%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	52.7%	165
Two Persons	24.5%	76
Three Persons	10.1%	32
Four Persons	6.4%	20
Five Persons	6.3%	20
Total	100.0%	312

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	30%	49
Of two-person households in 1BR units	20%	15
Of one-person households in 2BR units	70%	115
Of two-person households in 2BR units	80%	61
Of three-person households in 2BR units	60%	19
Of three-person households in 3BR units	40%	13
Of four-person households in 3BR units	80%	16
Of five-person households in 3BR units	70%	14
Of four-person households in 4BR units	20%	4
Of five-person households in 4BR units	30%	6

Total Demand		312
Check		OK

Total Demand by Bedroom 60%

1 BR		65
2 BR		176
Total Demand		241

Additions To Supply 2015 to Prj Mrkt Entry June 2018 60%

1 BR		0
2 BR		0
Total		0

Net Demand 60%

1 BR		65
2 BR		176
Total		241

Net Demand 60%

1 BR		65
2 BR		176
Total		241

Developer's Unit Mix 60%

1 BR		5
2 BR		29
Total		34

Capture Rate Analysis 60%

1 BR		7.7%
2 BR		16.4%
Total		14.1%

Market Rate

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

Percent of AMI Level		Market Rate			
Minimum Income Limit		\$21,900			
Maximum Income Limit		\$75,000 2			
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry June 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	55.25			
\$10,000-19,999	134.26	20.6%		0	
\$20,000-29,999	83.05	12.7%	8,099	81.0%	67
\$30,000-39,999	77.38	11.9%	9,999	100.0%	77
\$40,000-49,999	52.73	8.1%	9,999	100.0%	53
\$50,000-59,999	55.62	8.5%	\$9,999	100.0%	56
\$60,000-74,999	51.98	8.0%	\$14,999	100.0%	52
\$75,000-99,999	52.80	8.1%		0.0%	0
\$100,000-124,999	35.23	5.4%		0.0%	0
\$125,000-149,999	16.41	2.5%		0.0%	0
\$150,000-199,999	24.72	3.8%		0.0%	0
\$200,000+	12.34	1.9%		0.0%	0
	652	100.0%			305
Percent of renter households within limits versus total number of renter households					46.79%

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

Percent of AMI Level		Market Rate			
Minimum Income Limit		\$21,900			
Maximum Income Limit		\$75,000 2			
Income Category	Total Renter Households PMA Prj Mrkt Entry June 2018		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	469			
\$10,000-19,999	1,139	20.6%		0	
\$20,000-29,999	705	12.7%	\$8,099	81.0%	571
\$30,000-39,999	657	11.9%	\$9,999	100.0%	657
\$40,000-49,999	448	8.1%	\$9,999	100.0%	448
\$50,000-59,999	472	8.5%	\$9,999	100.0%	472
\$60,000-74,999	441	8.0%	\$14,999	100.0%	441
\$75,000-99,999	448	8.1%		0.0%	0
\$100,000-124,999	299	5.4%		0.0%	0
\$125,000-149,999	139	2.5%		0.0%	0
\$150,000-199,999	210	3.8%		0.0%	0
\$200,000+	105	1.9%		0.0%	0
	5,532	100.0%			2,588
Percent of renter households within limits versus total number of renter households					46.79%

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 October 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%
\$64,732
\$77,653
\$12,921
20.0%
3.3%
3.3%
Two year adjustment
1.0000
\$75,000
\$75,000
\$2
Market Rate
\$730
\$730.00

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

STEP 1 Please refer to text for complete explanation.

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

	Market Rate
Income Target Population	
New Renter Households PMA	652
Percent Income Qualified	46.8%
New Renter Income Qualified Households	305

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

	Market Rate
Income Target Population	
Total Existing Demand	5,532
Income Qualified	46.8%
Income Qualified Renter Households	2,588
Percent Rent Overburdened Prj Mrkt Entry June 2018	27.1%
Rent Overburdened Households	701

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	2,588
Percent Living in Substandard Housing	0.3%
Households Living in Substandard Housing	9

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

Senior Households Converting from Homeownership

	Market Rate
Income Target Population	
Total Senior Homeowners	33558
Rural Versus Urban	0.02%
Senior Demand Converting from Homeownership	7

Total Demand

Total Demand from Existing Households		716
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		716
Total New Demand		305
Total Demand (New Plus Existing Households)		1,021

Demand from Seniors Who Convert from Homeownership	7
Percent of Total Demand From Homeownership Conversion	0.7%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	52.7%	538
Two Persons	24.5%	250
Three Persons	10.1%	103
Four Persons	6.4%	65
Five Persons	6.3%	64
Total	100.0%	1,021

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	30%	162
Of two-person households in 1BR units	20%	50
Of one-person households in 2BR units	70%	377
Of two-person households in 2BR units	80%	200
Of three-person households in 2BR units	60%	62
Of three-person households in 3BR units	40%	41
Of four-person households in 3BR units	80%	52
Of five-person households in 3BR units	70%	45
Of four-person households in 4BR units	20%	13
Of five-person households in 4BR units	30%	19
Total Demand		1,021
Check		OK

Total Demand by Bedroom	Market Rate
1 BR	212
2 BR	577
Total Demand	789

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

Net Demand	Market Rate
1 BR	212
2 BR	577
Total	789

Net Demand	Market Rate
1 BR	212
2 BR	577
Total	789

Developer's Unit Mix	Market Rate
1 BR	4
2 BR	16
Total	20

Capture Rate Analysis	Market Rate
1 BR	1.9%
2 BR	2.8%
Total	2.5%

All Affordable

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

Percent of AMI Level			Overall - Affordable		
Minimum Income Limit			\$18,630		
Maximum Income Limit			\$32,760		
			2		
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry June 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket
	Count	%			
\$0-9,999	55.25	8.5%		0.0%	0
\$10,000-19,999	134.26	20.6%	1,369	13.7%	18
\$20,000-29,999	83.05	12.7%	9,999	100.0%	83
\$30,000-39,999	77.38	11.9%	2,760	27.6%	21
\$40,000-49,999	52.73	8.1%		0.0%	0
\$50,000-59,999	55.62	8.5%		0.0%	0
\$60,000-74,999	51.98	8.0%		0.0%	0
\$75,000-99,999	52.80	8.1%		0.0%	0
\$100,000-124,999	35.23	5.4%		0.0%	0
\$125,000-149,999	16.41	2.5%		0.0%	0
\$150,000-199,999	24.72	3.8%		0.0%	0
\$200,000+	12.34	1.9%		0.0%	0
	652	100.0%			123
Percent of renter households within limits versus total number of renter households					18.84%

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

Percent of AMI Level			Overall - Affordable		
Minimum Income Limit			\$18,630		
Maximum Income Limit			\$32,760		
			2		
Income Category	Total Renter Households PMA Prj Mrkt Entry June 2018		Income Brackets	Percent within Cohort	Households within Bracket
	Count	%			
\$0-9,999	469	8.5%		0.0%	0
\$10,000-19,999	1,139	20.6%	\$1,369	13.7%	156
\$20,000-29,999	705	12.7%	\$9,999	100.0%	705
\$30,000-39,999	657	11.9%	\$2,760	27.6%	181
\$40,000-49,999	448	8.1%		0.0%	0
\$50,000-59,999	472	8.5%		0.0%	0
\$60,000-74,999	441	8.0%		0.0%	0
\$75,000-99,999	448	8.1%		0.0%	0
\$100,000-124,999	299	5.4%		0.0%	0
\$125,000-149,999	139	2.5%		0.0%	0
\$150,000-199,999	210	3.8%		0.0%	0
\$200,000+	105	1.9%		0.0%	0
	5,532	100.0%			1,042
Percent of renter households within limits versus total number of renter households					18.84%

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	\$64,732
2015 Median Income	\$77,653
Change from 2015 to Prj Mrkt Entry June 2018	\$12,921
Total Percent Change	20.0%
Average Annual Change	3.3%
Inflation Rate	3.3%
Maximum Allowable Income	\$32,760
Maximum Allowable Income Inflation Adjusted	\$32,760
Maximum Number of Occupants	2
Rent Income Categories	Overall - Affordable
Initial Gross Rent for Smallest Unit	\$621
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$621.00

Two year adjustment	1.0000
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Persons in Household	OBR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	30%	70%	0%	0%	0%	100%
2	0%	20%	80%	0%	0%	0%	100%
3	0%	0%	60%	40%	0%	0%	100%
4	0%	0%	0%	80%	20%	0%	100%
5+	0%	0%	0%	70%	30%	0%	100%

STEP 1 Please refer to text for complete explanation.

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

	Overall - Affordable
Income Target Population	
New Renter Households PMA	652
Percent Income Qualified	18.8%
New Renter Income Qualified Households	123

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

Demand from Existing Households 2015

Demand from Rent Overburdened Households

	Overall - Affordable
Income Target Population	
Total Existing Demand	5,532
Income Qualified	18.8%
Income Qualified Renter Households	1,042
Percent Rent Overburdened Prj Mrkt Entry June 2018	27.1%
Rent Overburdened Households	282

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,042
Percent Living in Substandard Housing	0.3%
Households Living in Substandard Housing	4

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

Senior Households Converting from Homeownership

	Overall - Affordable
Income Target Population	
Total Senior Homeowners	33558
Rural Versus Urban	0.02%
Senior Demand Converting from Homeownership	7

Total Demand

Total Demand from Existing Households		292
Adjustment Factor - Leakage from SMA (use 115% for DCA)	100%	0
Adjusted Demand from Existing Households		292
Total New Demand		123
Total Demand (New Plus Existing Households)		415

Demand from Seniors Who Convert from Homeownership		7
Percent of Total Demand From Homeownership Conversion		1.6%
Is this Demand Over 2.0 percent of Total Demand?		No

By Bedroom Demand

One Person	52.7%	219
Two Persons	24.5%	102
Three Persons	10.1%	42
Four Persons	6.4%	26
Five Persons	6.3%	26
Total	100.0%	415

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	30%	66
Of two-person households in 1BR units	20%	20
Of one-person households in 2BR units	70%	153
Of two-person households in 2BR units	80%	81
Of three-person households in 2BR units	60%	25
Of three-person households in 3BR units	40%	17
Of four-person households in 3BR units	80%	21
Of five-person households in 3BR units	70%	18
Of four-person households in 4BR units	20%	5
Of five-person households in 4BR units	30%	8
Total Demand		415
Check		OK

Total Demand by Bedroom	Overall - Affordable
1 BR	86
2 BR	235
Total Demand	320

Additions To Supply 2015 to Prj Mrkt Entry June 2018	Overall - Affordable
1 BR	0
2 BR	0
Total	0

Net Demand	Overall - Affordable
1 BR	86
2 BR	235
Total	320

Net Demand	Overall - Affordable
1 BR	86
2 BR	235
Total	320

Developer's Unit Mix	Overall - Affordable
1 BR	8
2 BR	41
Total	49

Capture Rate Analysis	Overall - Affordable
1 BR	9.3%
2 BR	17.5%
Total	15.3%

Conclusions

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

- The number of senior households in the PMA is expected to increase 22 percent between 2015 and 2020.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

CAPTURE RATE ANALYSIS CHART

Unit Type	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band Min-Max	Proposed Rents
1BR @ 50% AMI	3	56	0	56	5.4%	4 months	\$840	\$562-\$1,142	\$485
2BR @ 50% AMI	12	151	0	151	7.9%	4 months	\$969	\$657-\$1,356	\$580
50% AMI Overall	15	207	0	207	7.2%	4 months	\$840-\$969	\$562-\$1,356	\$485-\$580
1BR @ 60% AMI	5	65	0	65	7.7%	4 months	\$863	\$653-\$1,142	\$504-\$580
2BR @ 60% AMI	29	176	0	176	16.4%	4 months	\$1,004	\$781-\$1,356	\$675
60% AMI Overall	34	241	0	241	14.1%	4 months	\$863-\$1,004	\$653-\$1,356	\$504-\$675
1BR @ Market	4	212	0	212	1.9%	4 months	\$904	\$723-\$1,142	\$730
2BR @ Market	16	577	0	577	2.8%	4 months	\$1,059	\$851-\$1,356	\$825
Market Overall	20	789	0	789	2.5%	4 months	\$904-\$1,059	\$723-\$1,356	\$730-\$825
Affordable Overall	49	320	0	320	15.3%	4 months	\$840-\$1,004	\$562-\$1,356	\$485-\$675

Demand and Net Demand

	HH at 50% AMI (\$18,630 to \$27,300)	HH at 60% AMI (\$21,480 to \$32,760)	HH at Market Rate (\$21,900 to \$75,000)	All Tax Credit Households (\$18,630 to \$32,760)
Demand from New Households (age and income appropriate)	79	92	305	123
PLUS	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	2	3	9	4
PLUS	+	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	182	212	701	282
PLUS	+	+	+	+
Secondary Market Demand adjustment IF ANY Subject to 15% Limitation	0	0	0	0
Sub Total	263	306	1,015	409
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	5	6	7	7
Equals Total Demand	268	312	1,021	415
Less	-	-	-	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market	0	0	0	0
Equals Net Demand	268	312	1,021	415

As the analysis illustrates, the Subject’s capture rates range from 1.9 to 16.4 percent, with an overall capture rate of 15.3 percent for the affordable units. Therefore, we believe there is adequate demand for the Subject.

H. COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes nine “true” comparable properties containing 1,808 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 average. We have included three senior LIHTC properties, all of which are located in the PMA. Two of the three senior LIHTC comparables also offer unrestricted market rate units. We also included one family LIHTC/market rate comparable located one mile from the Subject site. Alexander Ridge offers one and two-bedroom 50 percent, 60 percent, and market rate units, similar to the proposed Subject. Therefore, it has been included as a comparable. Due to the availability of senior LIHTC data, we have excluded most of the family LIHTC properties in the PMA. Senior market rate data was very limited; therefore we have included five conventional family properties located in the PMA. Management at one market rate comparable, Riverview Apartments, indicated that approximately half of the tenants (50 percent) are seniors. The market rate comparables were constructed between 2000 and 2009. Overall, the availability of LIHTC and market rate data is considered adequate to support our conclusions.

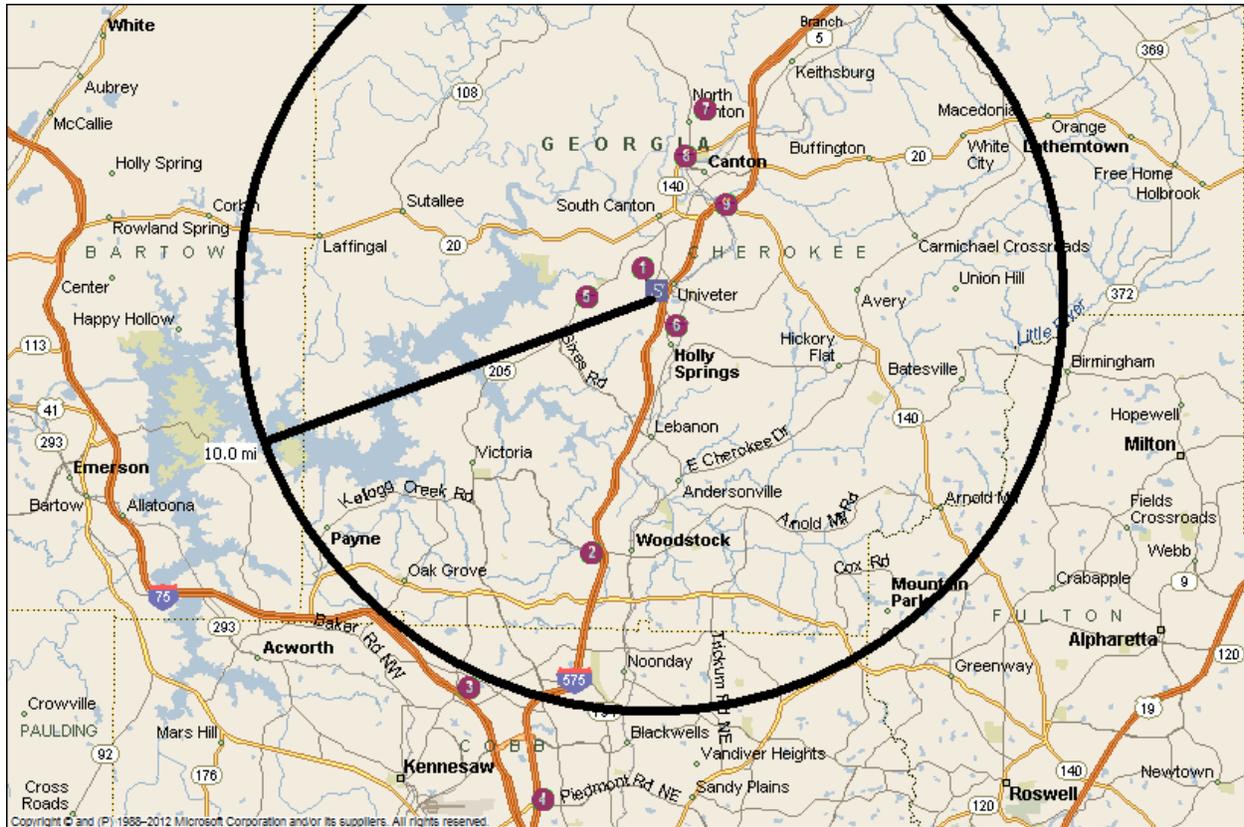
Excluded Properties

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

EXCLUDED PROPERTIES IN PMA				
Name	City	Type	Tenancy	Reason for Exclusion
Canton Mill Lofts	Canton	LIHTC	Family	Tenancy, dissimilar design
Cherokee Summit	Acworth	LIHTC	Family	Tenancy, several closer properties
Columbia Creek	Woodstock	LIHTC/Mkt	Family	Tenancy, several closer properties
Gregory Lane Apartments	Acworth	LIHTC	Family	Tenancy, inferior age/condition
The Peaks of Bells Ferry	Acworth	LIHTC/Mkt	Family	Tenancy, several closer properties
Whispering Trace	Woodstock	LIHTC	Family	Tenancy, inferior age/condition
Hearthstone Landing Apts	Canton	LIHTC	Family	Targeted to individuals that experienced domestic abuse
Canterbury Ridge Apts	Canton	Market	Family	Tenancy, several newer comparables
Laurels at Greenwood	Canton	LIHTC/Mkt	Family	Tenancy, unit mix
Alta Ridgewalk	Woodstock	LIHTC/Mkt	Family	Tenancy, several closer properties
River Ridge at Canton	Canton	LIHTC/Mkt	Family	Tenancy, several closer properties

Canterbury Ridge Apartments is located approximately one mile from the Subject site. This property was constructed in 1999 and offers one, two, and three-bedroom units. It operated as a family LIHTC property through December 31, 2014. According to the property manager, the compliance period has ended and units are now leased at market rates upon turnover. According to management, most of the units are still filled by tenants that met the previous Section 42 LIHTC qualifications. This property is not a good indication of achievable LIHTC or market rents in the local market. Therefore, it has been excluded from our analysis.

Comparable Rental Property Map



COMPARABLE PROPERTIES

#	Property Name	City	Tenancy	Type	Distance
1	Alexander Ridge Apartments	Canton	Family	LIHTC/Market	1.0 miles
2	Hearthside Towne Lake	Woodstock	Senior	LIHTC/Market	7.4 miles
3	Highland Court Apartments	Kennesaw	Senior	LIHTC/Market	13.9 miles
4	The Legacy At Walton Heights	Marietta	Senior	LIHTC	14.7 miles
5	Atlantic Bridgemill (FKA Bell Bridgemill)	Canton	Family	Market	3.4 miles
6	Harbor Creek	Canton	Family	Market	1.4 miles
7	Heritage At Riverstone	Canton	Family	Market	5.9 miles
8	Riverview Apartments	Canton	Family	Market	4.4 miles
9	Walden Crossing Apartments	Canton	Family	Market	3.9 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	MATRIX	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate					
Subject	Prominence Senior Village Located Off Of Prominence Point Parkway Canton, GA 30114 Cherokee County	n/a	Lowrise (age-restricted) (3 stories) Proposed	@50%, @60%, Market	1BR / 1BA	3	4.30%	@50%	\$485	690	no		N/A	N/A					
					1BR / 1BA	2	2.90%	@60%	\$504	690	no		N/A	N/A					
					1BR / 1BA	3	4.30%	@60%	\$580	690	no		N/A	N/A					
					1BR / 1BA	4	5.80%	Market	\$730	690	n/a		N/A	N/A					
					2BR / 1BA	12	17.40%	@50%	\$580	880	no		N/A	N/A					
					2BR / 1BA	29	42.00%	@60%	\$675	880	no		N/A	N/A					
					2BR / 1BA	16	23.20%	Market	\$825	880	n/a		N/A	N/A					
					69	100%							N/A	N/A					
1	Alexander Ridge Apartments 3145 Ridge Road Canton, GA 30114 Cherokee County	1 mile	Garden (3 stories) 1999 / n/a	@50%, @60%, Market	1BR / 1BA	N/A	N/A	@50%	\$562	801	yes	Yes-1 HH	0	N/A					
					1BR / 1BA	N/A	N/A	@60%	\$693	801	yes	No	0	N/A					
					1BR / 1BA	N/A	N/A	Market	\$850	801	n/a	No	0	N/A					
					2BR / 2BA	N/A	N/A	@50%	\$657	1,002	yes	No	1	N/A					
					2BR / 2BA	N/A	N/A	@60%	\$824	1,002	yes	No	0	N/A					
					2BR / 2BA	N/A	N/A	Market	\$1,000	1,002	n/a	No	0	N/A					
					3BR / 2BA	N/A	N/A	@50%	\$741	1,200	yes	No	0	N/A					
					3BR / 2BA	N/A	N/A	@60%	\$933	1,200	yes	No	0	N/A					
					3BR / 2BA	N/A	N/A	Market	\$1,100	1,200	n/a	No	1	N/A					
										272	100%							2	0.70%
2	Hearthside Towne Lake 900 Towne Lake Parkway Woodstock, GA 30189 Cherokee County	7.4 miles	Midrise (age-restricted) (4 stories) 2011 / n/a	@50%, @60%, Market, Non-Rental	1BR / 1BA	3	3.00%	@50%	\$582	752	yes	Yes	0	0.00%					
					1BR / 1BA	14	14.00%	@60%	\$715	752	yes	Yes	0	0.00%					
					1BR / 1BA	4	4.00%	Market	\$1,063	752	n/a	Yes	0	0.00%					
					2BR / 1BA	9	9.00%	@50%	\$701	942	yes	Yes	0	0.00%					
					2BR / 1BA	38	38.00%	@60%	\$831	942	yes	Yes	0	0.00%					
					2BR / 1BA	11	11.00%	Market	\$1,156	942	n/a	Yes	0	0.00%					
					2BR / 1BA	1	1.00%	Non-Rental	N/A	942	n/a		0	0.00%					
					2BR / 2BA	3	3.00%	@50%	\$701	1,014	yes	Yes	0	0.00%					
					2BR / 2BA	14	14.00%	@60%	\$856	1,014	yes	Yes	1	7.10%					
					2BR / 2BA	3	3.00%	Market	\$1,356	1,014	n/a	Yes	0	0.00%					
										100	100%							1	1.00%
					3	Highland Court Apartments 4150 George Busbee Parkway Kennesaw, GA 30144 Cobb County	13.9 miles	Midrise (age-restricted) (4 stories) 2003 / n/a	LIHTC/Market	1BR / 1BA	2	1.60%	@50%	\$572	650	yes	Yes	0	0.00%
										1BR / 1BA	16	13.10%	@60%	\$653	650	no	Yes	0	0.00%
1BR / 1BA	6	4.90%	Market	\$723						650	n/a	Yes	0	0.00%					
1BR / 1BA	2	1.60%	Non-Rental	N/A						N/A	n/a		0	0.00%					
2BR / 1BA	3	2.50%	@50%	\$686						860	yes	Yes	2	66.70%					
2BR / 1BA	57	46.70%	@60%	\$781						860	no	Yes	2	3.50%					
2BR / 1BA	8	6.60%	Market	\$851						920	n/a	Yes	0	0.00%					
2BR / 2BA	2	1.60%	@50%	\$686						900	yes	Yes	0	0.00%					
2BR / 2BA	16	13.10%	@60%	\$836						900	no	Yes	0	0.00%					
2BR / 2BA	10	8.20%	Market	\$966						992	n/a	Yes	0	0.00%					
										122	100%							4	3.30%
4	The Legacy At Walton Heights 178 Roberts Trail NW Marietta, GA 30066 Cobb County	14.7 miles	Garden (age-restricted) (4 stories) 2013 / n/a	@50%, @60%	1BR / 1BA	5	5.00%	@50%	\$567	750	yes	Yes	0	0.00%					
					1BR / 1BA	35	35.00%	@60%	\$697	750	yes	Yes	0	0.00%					
					2BR / 2BA	10	10.00%	@50%	\$677	1,232	yes	Yes	0	0.00%					
					2BR / 2BA	50	50.00%	@60%	\$833	1,232	yes	Yes	0	0.00%					
										100	100%							0	0.00%
5	Atlantic Bridgemill (FKA Bell Bridgemill) 1000 Preston Glen Circle Canton, GA 30114 Cherokee County	3.4 miles	Garden (4 stories) 2000 / n/a	Market	1BR / 1BA	28	10.90%	Market	\$959	767	n/a	Yes	N/A	N/A					
					1BR / 1.5BA	12	4.70%	Market	\$1,058	916	n/a	Yes	N/A	N/A					
					1BR / 1.5BA	14	5.50%	Market	\$1,142	1,046	n/a	Yes	N/A	N/A					
					2BR / 2BA	42	16.40%	Market	\$1,032	1,062	n/a	Yes	N/A	N/A					
					2BR / 2BA	48	18.80%	Market	\$978	1,188	n/a	Yes	N/A	N/A					
					2BR / 2BA	24	9.40%	Market	\$1,122	1,189	n/a	Yes	N/A	N/A					
					2BR / 2BA	30	11.70%	Market	\$1,122	1,328	n/a	Yes	N/A	N/A					
					3BR / 2BA	18	7.00%	Market	\$1,222	1,296	n/a	Yes	N/A	N/A					
					3BR / 2BA	40	15.60%	Market	\$1,322	1,422	n/a	Yes	N/A	N/A					
										256	100%							20	7.80%
6	Harbor Creek 501 Harbor Creek Parkway Canton, GA 30115 Cherokee County	1.4 miles	Garden (3 stories) 2007 / n/a	Market	1BR / 1BA	N/A	N/A	Market	\$868	806	n/a	No	N/A	N/A					
					2BR / 2BA	N/A	N/A	Market	\$1,102	1,143	n/a	No	N/A	N/A					
					2BR / 2BA	N/A	N/A	Market	\$1,222	1,178	n/a	No	N/A	N/A					
					2BR / 2BA	N/A	N/A	Market	\$1,163	1,181	n/a	No	N/A	N/A					
					3BR / 2BA	N/A	N/A	Market	\$1,290	1,435	n/a	No	N/A	N/A					
										316	100%							15	4.70%
7	Heritage At Riverstone 101 Heritage Drive Canton, GA 30114 Cherokee County	5.9 miles	Garden (3 stories) 2000 / n/a	Market	1BR / 1BA	35	14.60%	Market	\$926	725	n/a	No	N/A	N/A					
					1BR / 1BA	35	14.60%	Market	\$931	925	n/a	No	N/A	N/A					
					2BR / 2BA	70	29.20%	Market	\$1,006	1,099	n/a	No	N/A	N/A					
					2BR / 2BA	64	26.70%	Market	\$1,044	1,122	n/a	No	N/A	N/A					
					3BR / 2BA	36	15.00%	Market	\$1,201	1,326	n/a	No	N/A	N/A					
					240	100%							5	2.10%					
8	Riverview Apartments 59 Anderson Avenue Canton, GA 30114 Cherokee County	4.4 miles	Garden (4 stories) 2009 / n/a	Market	1BR / 1BA	3	2.20%	Market	\$791	750	n/a	No	0	0.00%					
					1BR / 1BA	2	1.40%	Market	\$811	860	n/a	No	0	0.00%					
					1BR / 1BA	57	41.30%	Market	\$741	560	n/a	No	0	0.00%					
					1BR / 1BA	8	5.80%	Market	\$831	780	n/a	No	0	0.00%					
					1BR / 1BA	1	0.70%	Market	\$821	1,000	n/a	No	0	0.00%					
					2BR / 1BA	60	43.50%	Market	\$851	768	n/a	No	0	0.00%					
					2BR / 2BA	2	1.40%	Market	\$1,001	1,200	n/a	No	0	0.00%					
					2BR / 2BA	1	0.70%	Market	\$941	1,082	n/a	No	0	0.00%					
					3BR / 2BA	4	2.90%	Market	\$1,561	2,755	n/a	No	0	0.00%					
										138	100%							0	0.00%
9	Walden Crossing Apartments 100 Walden Crossing Dr Canton, GA 30115 Cherokee County	3.9 miles	Garden (4 stories) 2002 / n/a	Market	1BR / 1BA	N/A	N/A	Market	\$892	732	n/a	No	N/A	N/A					
					1BR / 1BA	N/A	N/A	Market	\$962	916	n/a	No	N/A	N/A					
					1BR / 1BA	N/A	N/A	Market	\$992	1,013	n/a	No	N/A	N/A					
					2BR / 2BA	N/A	N/A	Market	\$1,107	1,157	n/a	No	N/A	N/A					
					2BR / 2BA	N/A	N/A	Market	\$1,107	1,252	n/a	No	N/A	N/A					
					3BR / 2BA	N/A	N/A	Market	\$1,227	1,425	n/a	No	N/A	N/A					
					3BR / 2BA	N/A	N/A	Market	\$1,227	1,532	n/a	No	N/A	N/A					
										264	100%							9	3.40%

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

Effective Rent Date:	May-16	Units Surveyed:	1808	Weighted Occupancy:	96.90%
		Market Rate	1214	Market Rate	96.00%
		Tax Credit	594	Tax Credit	98.80%

One Bedroom One Bath		Two Bedrooms One Bath		One Bedroom One Bath		Two Bedrooms One Bath	
Property	Average	Property	Average	Property	Average	Property	Average
RENT				RENT PER SQUARE FOOT			
Hearthside Towne Lake * (M)	\$1,063	Harbor Creek (2BA)	\$1,222	Hearthside Towne Lake * (M)	\$1.41	Hearthside Towne Lake * (M)	\$1.23
Walden Crossing Apartments	\$992	Harbor Creek (2BA)	\$1,163	Riverview Apartments	\$1.32	Riverview Apartments	\$1.11
Walden Crossing Apartments	\$962	Hearthside Towne Lake * (M)	\$1,156	Heritage At Riverstone	\$1.28	Harbor Creek (2BA)	\$1.04
Atlantic Bridgemill (FKA Bell Bridgemill)	\$959	Atlantic Bridgemill (FKA Bell Bridgemill) (2BA)	\$1,122	Atlantic Bridgemill (FKA Bell Bridgemill)	\$1.25	Alexander Ridge Apartments * (2BA M)	\$1.00
Heritage At Riverstone	\$931	Atlantic Bridgemill (FKA Bell Bridgemill) (2BA)	\$1,122	Walden Crossing Apartments	\$1.22	Harbor Creek (2BA)	\$0.98
Heritage At Riverstone	\$926	Walden Crossing Apartments (2BA)	\$1,107	Highland Court Apartments * (M)	\$1.11	Atlantic Bridgemill (FKA Bell Bridgemill) (2BA)	\$0.97
Walden Crossing Apartments	\$892	Walden Crossing Apartments (2BA)	\$1,107	Harbor Creek	\$1.08	Harbor Creek (2BA)	\$0.96
Harbor Creek	\$868	Harbor Creek (2BA)	\$1,102	Riverview Apartments	\$1.07	Walden Crossing Apartments (2BA)	\$0.96
Alexander Ridge Apartments * (M)	\$850	Heritage At Riverstone (2BA)	\$1,044	Alexander Ridge Apartments * (M)	\$1.06	Atlantic Bridgemill (FKA Bell Bridgemill) (2BA)	\$0.94
Riverview Apartments	\$831	Atlantic Bridgemill (FKA Bell Bridgemill) (2BA)	\$1,032	Prominence Senior Village * (M)	\$1.06	Prominence Senior Village * (M)	\$0.94
Riverview Apartments	\$821	Heritage At Riverstone (2BA)	\$1,006	Riverview Apartments	\$1.05	Heritage At Riverstone (2BA)	\$0.93
Riverview Apartments	\$811	Alexander Ridge Apartments * (2BA M)	\$1,000	Walden Crossing Apartments	\$1.05	Highland Court Apartments * (M)	\$0.92
Riverview Apartments	\$791	Atlantic Bridgemill (FKA Bell Bridgemill) (2BA)	\$978	Heritage At Riverstone	\$1.01	Heritage At Riverstone (2BA)	\$0.92
Riverview Apartments	\$741	Highland Court Apartments * (M)	\$851	Highland Court Apartments * (60%)	\$1.00	Highland Court Apartments * (60%)	\$0.91
Prominence Senior Village * (M)	\$730	Riverview Apartments	\$851	Walden Crossing Apartments	\$0.98	Walden Crossing Apartments (2BA)	\$0.88
Highland Court Apartments * (M)	\$723	The Legacy At Walton Heights * (2BA 60%)	\$833	Hearthside Towne Lake * (60%)	\$0.95	Hearthside Towne Lake * (60%)	\$0.88
Hearthside Towne Lake * (60%)	\$715	Hearthside Towne Lake * (60%)	\$831	Riverview Apartments	\$0.94	Atlantic Bridgemill (FKA Bell Bridgemill) (2BA)	\$0.84
The Legacy At Walton Heights * (60%)	\$697	Prominence Senior Village * (M)	\$825	The Legacy At Walton Heights * (60%)	\$0.93	Atlantic Bridgemill (FKA Bell Bridgemill) (2BA)	\$0.82
Alexander Ridge Apartments * (60%)	\$693	Alexander Ridge Apartments * (2BA 60%)	\$824	Highland Court Apartments * (50%)	\$0.88	Alexander Ridge Apartments * (2BA 60%)	\$0.82
Highland Court Apartments * (60%)	\$653	Highland Court Apartments * (60%)	\$781	Alexander Ridge Apartments * (60%)	\$0.87	Highland Court Apartments * (50%)	\$0.80
Hearthside Towne Lake * (50%)	\$582	Hearthside Towne Lake * (50%)	\$701	Prominence Senior Village * (60%)	\$0.84	Prominence Senior Village * (60%)	\$0.77
Prominence Senior Village * (60%)	\$580	Highland Court Apartments * (50%)	\$686	Riverview Apartments	\$0.82	Hearthside Towne Lake * (50%)	\$0.74
Highland Court Apartments * (50%)	\$572	The Legacy At Walton Heights * (2BA 50%)	\$677	Hearthside Towne Lake * (50%)	\$0.77	The Legacy At Walton Heights * (2BA 60%)	\$0.68
The Legacy At Walton Heights * (50%)	\$567	Prominence Senior Village * (60%)	\$675	The Legacy At Walton Heights * (50%)	\$0.76	Prominence Senior Village * (50%)	\$0.66
Alexander Ridge Apartments * (50%)	\$562	Alexander Ridge Apartments * (2BA 50%)	\$657	Prominence Senior Village * (60%)	\$0.73	Alexander Ridge Apartments * (2BA 50%)	\$0.66
Prominence Senior Village * (60%)	\$504	Prominence Senior Village * (50%)	\$580	Prominence Senior Village * (50%)	\$0.70	The Legacy At Walton Heights * (2BA 50%)	\$0.55
Prominence Senior Village * (50%)	\$485			Alexander Ridge Apartments * (50%)	\$0.70		
SQUARE FOOTAGE							
Walden Crossing Apartments	1,013	Atlantic Bridgemill (FKA Bell Bridgemill) (2BA)	1,328				
Riverview Apartments	1,000	Walden Crossing Apartments (2BA)	1,252				
Heritage At Riverstone	925	The Legacy At Walton Heights * (2BA 50%)	1,232				
Walden Crossing Apartments	916	The Legacy At Walton Heights * (2BA 60%)	1,232				
Riverview Apartments	860	Atlantic Bridgemill (FKA Bell Bridgemill) (2BA)	1,189				
Harbor Creek	806	Atlantic Bridgemill (FKA Bell Bridgemill) (2BA)	1,188				
Alexander Ridge Apartments * (50%)	801	Harbor Creek (2BA)	1,181				
Alexander Ridge Apartments * (60%)	801	Harbor Creek (2BA)	1,178				
Alexander Ridge Apartments * (M)	801	Walden Crossing Apartments (2BA)	1,157				
Riverview Apartments	780	Harbor Creek (2BA)	1,143				
Atlantic Bridgemill (FKA Bell Bridgemill)	767	Heritage At Riverstone (2BA)	1,122				
Hearthside Towne Lake * (50%)	752	Heritage At Riverstone (2BA)	1,099				
Hearthside Towne Lake * (60%)	752	Atlantic Bridgemill (FKA Bell Bridgemill) (2BA)	1,062				
Hearthside Towne Lake * (M)	752	Alexander Ridge Apartments * (2BA 50%)	1,002				
The Legacy At Walton Heights * (50%)	750	Alexander Ridge Apartments * (2BA 60%)	1,002				
The Legacy At Walton Heights * (60%)	750	Alexander Ridge Apartments * (2BA M)	1,002				
Riverview Apartments	750	Hearthside Towne Lake * (50%)	942				
Walden Crossing Apartments	732	Hearthside Towne Lake * (60%)	942				
Heritage At Riverstone	725	Hearthside Towne Lake * (M)	942				
Prominence Senior Village * (50%)	690	Highland Court Apartments * (M)	920				
Prominence Senior Village * (60%)	690	Prominence Senior Village * (50%)	880				
Prominence Senior Village * (60%)	690	Prominence Senior Village * (60%)	880				
Prominence Senior Village * (M)	690	Prominence Senior Village * (M)	880				
Highland Court Apartments * (50%)	650	Highland Court Apartments * (50%)	860				
Highland Court Apartments * (60%)	650	Highland Court Apartments * (60%)	860				
Highland Court Apartments * (M)	650	Riverview Apartments	768				
Riverview Apartments	560						

PROPERTY PROFILE REPORT

Alexander Ridge Apartments

Effective Rent Date	5/03/2016
Location	3145 Ridge Road Canton, GA 30114 Cherokee County
Distance	1 mile
Units	272
Vacant Units	2
Vacancy Rate	0.7%
Type	Garden (3 stories)
Year Built/Renovated	1999 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Canterbury Ridge, River Ridge, Walden Crossing
Tenant Characteristics	Varied tenancy from Cherokee County and Atlanta metro area
Contact Name	Corey
Phone	770-479-5970



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	44%
Units/Month Absorbed	N/A
HCV Tenants	25%
Leasing Pace	Pre-leased to 30 days
Annual Chg. in Rent	Increased 1-13%
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)	N/A	801	\$562	\$0	@50%	Yes-1 HH	0	N/A	yes	None
1	1	Garden (3 stories)	N/A	801	\$693	\$0	@60%	No	0	N/A	yes	None
1	1	Garden (3 stories)	N/A	801	\$850	\$0	Market	No	0	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,002	\$657	\$0	@50%	No	1	N/A	yes	None
2	2	Garden (3 stories)	N/A	1,002	\$824	\$0	@60%	No	0	N/A	yes	None
2	2	Garden (3 stories)	N/A	1,002	\$1,000	\$0	Market	No	0	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,200	\$741	\$0	@50%	No	0	N/A	yes	None
3	2	Garden (3 stories)	N/A	1,200	\$933	\$0	@60%	No	0	N/A	yes	None
3	2	Garden (3 stories)	N/A	1,200	\$1,100	\$0	Market	No	1	N/A	N/A	None

Alexander Ridge Apartments, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$562	\$0	\$562	\$0	\$562	1BR / 1BA	\$693	\$0	\$693	\$0	\$693
2BR / 2BA	\$657	\$0	\$657	\$0	\$657	2BR / 2BA	\$824	\$0	\$824	\$0	\$824
3BR / 2BA	\$741	\$0	\$741	\$0	\$741	3BR / 2BA	\$933	\$0	\$933	\$0	\$933

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$850	\$0	\$850	\$0	\$850
2BR / 2BA	\$1,000	\$0	\$1,000	\$0	\$1,000
3BR / 2BA	\$1,100	\$0	\$1,100	\$0	\$1,100

Amenities

In-Unit

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

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

Security

In-Unit Alarm
 Limited Access
 Patrol
 Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
 Clubhouse/Meeting
 Central Laundry
 On-Site Management
 Playground

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

Premium

None

Other

None

Comments

The contact reported a high demand for rental housing in the area. They property's two vacancies are preleased.

Alexander Ridge Apartments, continued

Trend Report

Vacancy Rates

3Q13	1Q14	2Q15	2Q16
5.5%	2.9%	5.1%	0.7%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$565	\$0	\$565	\$565
2014	1	N/A	\$562	\$0	\$562	\$562
2015	2	N/A	\$562	\$0	\$562	\$562
2016	2	N/A	\$562	\$0	\$562	\$562

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$670	\$0	\$670	\$670
2014	1	N/A	\$669	\$0	\$669	\$669
2015	2	N/A	\$669	\$0	\$669	\$669
2016	2	N/A	\$657	\$0	\$657	\$657

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$755	\$0	\$755	\$755
2014	1	N/A	\$755	\$0	\$755	\$755
2015	2	N/A	\$755	\$0	\$755	\$755
2016	2	N/A	\$741	\$0	\$741	\$741

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$625	\$0	\$625	\$625
2014	1	N/A	\$700	\$0	\$700	\$700
2015	2	N/A	\$700	\$0	\$700	\$700
2016	2	N/A	\$693	\$0	\$693	\$693

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$725	\$0	\$725	\$725
2014	1	N/A	\$835	\$0	\$835	\$835
2015	2	N/A	\$835	\$0	\$835	\$835
2016	2	N/A	\$824	\$0	\$824	\$824

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$799	\$0	\$799	\$799
2014	1	N/A	\$945	\$0	\$945	\$945
2015	2	N/A	\$945	\$0	\$945	\$945
2016	2	N/A	\$933	\$0	\$933	\$933

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$665	\$0	\$665	\$665
2014	1	N/A	\$740	\$0	\$740	\$740
2015	2	N/A	\$760	\$0	\$760	\$760
2016	2	N/A	\$850	\$0	\$850	\$850

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$799	\$0	\$799	\$799
2014	1	N/A	\$840	\$0	\$840	\$840
2015	2	N/A	\$900	\$0	\$900	\$900
2016	2	N/A	\$1,000	\$0	\$1,000	\$1,000

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$865	\$0	\$865	\$865
2014	1	N/A	\$950	\$0	\$950	\$950
2015	2	N/A	\$1,000	\$0	\$1,000	\$1,000
2016	2	N/A	\$1,100	\$0	\$1,100	\$1,100

Alexander Ridge Apartments, continued

Trend: Comments

- 3Q13** The contact was unable to provide vacancy by unit type data but reported 15 vacant units. Of the 109 LIHTC units, seven are vacant. Of the 163 market rate units, eight are vacant. The property does not maintain a formal waiting list.
- 1Q14** Since August 2013, asking rents increased by three percent for market rate one-bedroom units, two percent for 60 percent AMI three-bedroom units, and three percent for market rate three-bedroom units. All other rents did not change. Management also notated that the currently vacant market rate three-bedroom units have been pre-leased.
- 2Q15** Management reported that there is a waiting list for the 50 percent units and one-bedroom 60 percent units. The length of the waiting list was not available. Management could not provide the unit mix or number of vacancies for each unit type. Most of the vacancies are LIHTC units. The percentage of seniors living at the property was unavailable.
- 2Q16** The contact reported a high demand for rental housing in the area. They property's two vacancies are preleased.

PROPERTY PROFILE REPORT

Hearthside Towne Lake

Effective Rent Date	5/03/2016
Location	900 Towne Lake Parkway Woodstock, GA 30189 Cherokee County
Distance	7.4 miles
Units	100
Vacant Units	1
Vacancy Rate	1.0%
Type	Midrise (age-restricted) (4 stories)
Year Built/Renovated	2011 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	No other senior LIHTC properties nearby
Tenant Characteristics	Seniors 62+, many downsizing from homes or moving from out of state
Contact Name	Donna
Phone	770-852-2225



Market Information

Program	@50%, @60%, Market, Non-Rental
Annual Turnover Rate	15%
Units/Month Absorbed	9
HCV Tenants	15%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased, amount N/Av
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	3	752	\$619	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Midrise (4 stories)	14	752	\$752	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Midrise (4 stories)	4	752	\$1,100	\$0	Market	Yes	0	0.0%	N/A	None
2	1	Midrise (4 stories)	9	942	\$745	\$0	@50%	Yes	0	0.0%	yes	None
2	1	Midrise (4 stories)	38	942	\$875	\$0	@60%	Yes	0	0.0%	yes	None
2	1	Midrise (4 stories)	11	942	\$1,200	\$0	Market	Yes	0	0.0%	N/A	None
2	1	Midrise (4 stories)	1	942	N/A	\$0	Non-Rental	N/A	0	0.0%	N/A	None
2	2	Midrise (4 stories)	3	1,014	\$745	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Midrise (4 stories)	14	1,014	\$900	\$0	@60%	Yes	1	7.1%	yes	None
2	2	Midrise (4 stories)	3	1,014	\$1,400	\$0	Market	Yes	0	0.0%	N/A	None

Hearthside Towne Lake, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$619	\$0	\$619	-\$37	\$582	1BR / 1BA	\$752	\$0	\$752	-\$37	\$715
2BR / 1BA	\$745	\$0	\$745	-\$44	\$701	2BR / 1BA	\$875	\$0	\$875	-\$44	\$831
2BR / 2BA	\$745	\$0	\$745	-\$44	\$701	2BR / 2BA	\$900	\$0	\$900	-\$44	\$856
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Non-Rental	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$1,100	\$0	\$1,100	-\$37	\$1,063	2BR / 1BA	N/A	\$0	N/A	-\$44	N/A
2BR / 1BA	\$1,200	\$0	\$1,200	-\$44	\$1,156						
2BR / 2BA	\$1,400	\$0	\$1,400	-\$44	\$1,356						

Amenities

In-Unit

Blinds	Carpeting
Central A/C	Dishwasher
Ceiling Fan	Garbage Disposal
Hand Rails	Microwave
Oven	Refrigerator
Walk-In Closet	Washer/Dryer hookup

Security

Limited Access
Perimeter Fencing

Services

None

Property

Business Center/Computer Lab	Clubhouse/Meeting
Elevators	Exercise Facility
Central Laundry	Non-shelter Services
Off-Street Parking	On-Site Management
Picnic Area	

Premium

Hairdresser / Barber

Other

Library, walking trails

Comments

The contact reported that property typically remains fully occupied. The current vacancy is due to one of the tenants moving to an assisted living facility. The contact also reported a strong demand for affordable senior housing in the area. The contact was unable to report the number of households on the property's waiting list, however, she did note that they are currently leasing available units to households placed on the waiting list in 2012.

Hearthside Towne Lake, continued

Trend Report

Vacancy Rates

1Q10	2Q15	2Q16
N/A	0.0%	1.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$540	\$0	\$540	\$503
2015	2	0.0%	\$619	\$0	\$619	\$582
2016	2	0.0%	\$619	\$0	\$619	\$582

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$640	\$0	\$640	\$596
2015	2	0.0%	\$745	\$0	\$745	\$701
2016	2	0.0%	\$745	\$0	\$745	\$701

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$665	\$0	\$665	\$621
2015	2	0.0%	\$745	\$0	\$745	\$701
2016	2	0.0%	\$745	\$0	\$745	\$701

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$640	\$0	\$640	\$603
2015	2	0.0%	\$752	\$0	\$752	\$715
2016	2	0.0%	\$752	\$0	\$752	\$715

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$735	\$0	\$735	\$691
2015	2	0.0%	\$875	\$0	\$875	\$831
2016	2	0.0%	\$875	\$0	\$875	\$831

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$765	\$0	\$765	\$721
2015	2	0.0%	\$900	\$0	\$900	\$856
2016	2	7.1%	\$900	\$0	\$900	\$856

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$750	\$0	\$750	\$713
2015	2	0.0%	\$1,100	\$0	\$1,100	\$1,063
2016	2	0.0%	\$1,100	\$0	\$1,100	\$1,063

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$850	\$0	\$850	\$806
2015	2	0.0%	\$1,200	\$0	\$1,200	\$1,156
2016	2	0.0%	\$1,200	\$0	\$1,200	\$1,156

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	\$900	\$0	\$900	\$856
2015	2	0.0%	\$1,400	\$0	\$1,400	\$1,356
2016	2	0.0%	\$1,400	\$0	\$1,400	\$1,356

Trend: Non-Rental

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	1	N/A	N/A	\$0	N/A	N/A
2015	2	0.0%	N/A	\$0	N/A	N/A
2016	2	0.0%	N/A	\$0	N/A	N/A

Trend: Comments

1Q10 N/A

2Q15 Management reported voucher usage of 15 percent or less. The waiting list consists of approximately 200 households. The number of households waiting for LIHTC and market rate units was not available. However, management reported strong demand for both affordable and market rate units. Management indicated that rents have increased over the past year but could not provide the percentage or dollar amount.

2Q16 The contact reported that property typically remains fully occupied. The current vacancy is due to one of the tenants moving to an assisted living facility. The contact also reported a strong demand for affordable senior housing in the area. The contact was unable to report the number of households on the property's waiting list, however, she did note that they are currently leasing available units to households placed on the waiting list in 2012.

Hearthside Towne Lake, continued

Photos



PROPERTY PROFILE REPORT

Highland Court Apartments

Effective Rent Date	5/03/2016
Location	4150 George Busbee Parkway Kennesaw, GA 30144 Cobb County
Distance	13.9 miles
Units	122
Vacant Units	4
Vacancy Rate	3.3%
Type	Midrise (age-restricted) (4 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	11/01/2003
Leasing Began	12/19/2003
Last Unit Leased	12/15/2004
Major Competitors	Alta Ridenour, Ashley Minor
Tenant Characteristics	Senior 62+, avg age 81, mostly from Atlanta area
Contact Name	Jawanda
Phone	770-419-7330



Market Information

Program	LIHTC/Market
Annual Turnover Rate	10%
Units/Month Absorbed	N/A
HCV Tenants	4%
Leasing Pace	Within two weeks
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	2	650	\$609	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Midrise (4 stories)	16	650	\$690	\$0	@60%	Yes	0	0.0%	no	None
1	1	Midrise (4 stories)	6	650	\$760	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Midrise (4 stories)	2	N/A	N/A	\$0	Non-Rental	N/A	0	0.0%	N/A	None
2	1	Midrise (4 stories)	3	860	\$730	\$0	@50%	Yes	2	66.7%	yes	None
2	1	Midrise (4 stories)	57	860	\$825	\$0	@60%	Yes	2	3.5%	no	None
2	1	Midrise (4 stories)	8	920	\$895	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Midrise (4 stories)	2	900	\$730	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Midrise (4 stories)	16	900	\$880	\$0	@60%	Yes	0	0.0%	no	None
2	2	Midrise (4 stories)	10	992	\$1,010	\$0	Market	Yes	0	0.0%	N/A	None

Highland Court Apartments, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$609	\$0	\$609	-\$37	\$572	1BR / 1BA	\$690	\$0	\$690	-\$37	\$653
2BR / 1BA	\$730	\$0	\$730	-\$44	\$686	2BR / 1BA	\$825	\$0	\$825	-\$44	\$781
2BR / 2BA	\$730	\$0	\$730	-\$44	\$686	2BR / 2BA	\$880	\$0	\$880	-\$44	\$836
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Non-Rental	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$760	\$0	\$760	-\$37	\$723	1BR / 1BA	N/A	\$0	N/A	-\$37	N/A
2BR / 1BA	\$895	\$0	\$895	-\$44	\$851						
2BR / 2BA	\$1,010	\$0	\$1,010	-\$44	\$966						

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Hand Rails
Pull Cords
Washer/Dryer hookup

Blinds
Central A/C
Garbage Disposal
Oven
Refrigerator

Security

Intercom (Buzzer)
Limited Access

Services

Adult Education
Shuttle Service

Property

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

Clubhouse/Meeting
Exercise Facility
Off-Street Parking

Premium

Hairdresser / Barber

Other

Wellness Center

Comments

The contact reported that the property is generally at typical occupancy. Recent turnover is due to previous tenants becoming sick or passing away. The aggregate waiting list is approximately seven households.

Highland Court Apartments, continued

Trend Report

Vacancy Rates

3Q10	2Q14	2Q15	2Q16
5.7%	3.3%	0.8%	3.3%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$611	\$0	\$611	\$574
2014	2	0.0%	\$607	\$0	\$607	\$570
2015	2	0.0%	\$609	\$0	\$609	\$572
2016	2	0.0%	\$609	\$0	\$609	\$572

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	33.3%	\$715	\$0	\$715	\$671
2014	2	0.0%	\$725	\$0	\$725	\$681
2015	2	33.3%	\$730	\$0	\$730	\$686
2016	2	66.7%	\$730	\$0	\$730	\$686

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	50.0%	\$730	\$0	\$730	\$686
2014	2	0.0%	\$730	\$0	\$730	\$686
2015	2	0.0%	\$730	\$0	\$730	\$686
2016	2	0.0%	\$730	\$0	\$730	\$686

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$730	\$0	\$730	\$693
2014	2	16.7%	\$760	\$0	\$760	\$723
2015	2	0.0%	\$760	\$0	\$760	\$723
2016	2	0.0%	\$760	\$0	\$760	\$723

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	12.5%	\$875	\$0	\$875	\$831
2014	2	0.0%	\$885	\$0	\$885	\$841
2015	2	0.0%	\$895	\$0	\$895	\$851
2016	2	0.0%	\$895	\$0	\$895	\$851

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	20.0%	\$975	\$0	\$975	\$931
2014	2	0.0%	\$1,005	\$0	\$1,005	\$961
2015	2	0.0%	\$1,010	\$0	\$1,010	\$966
2016	2	0.0%	\$1,010	\$0	\$1,010	\$966

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	\$715	\$0	\$715	\$678
2014	2	18.8%	\$690	\$0	\$690	\$653
2015	2	0.0%	\$690	\$0	\$690	\$653
2016	2	0.0%	\$690	\$0	\$690	\$653

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	1.8%	\$765	\$0	\$765	\$721
2014	2	0.0%	\$775	\$0	\$775	\$731
2015	2	0.0%	\$825	\$0	\$825	\$781
2016	2	3.5%	\$825	\$0	\$825	\$781

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	6.2%	\$785	\$0	\$785	\$741
2014	2	0.0%	\$795	\$0	\$795	\$751
2015	2	0.0%	\$880	\$0	\$880	\$836
2016	2	0.0%	\$880	\$0	\$880	\$836

Trend: Non-Rental

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2010	3	0.0%	N/A	\$0	N/A	N/A
2014	2	0.0%	N/A	\$0	N/A	N/A
2015	2	0.0%	N/A	\$0	N/A	N/A
2016	2	0.0%	N/A	\$0	N/A	N/A

Highland Court Apartments, continued

Trend: Comments

- 3Q10** There were five households on the waiting list for one-bedroom units only and three units that were pre-leased. Occupancy was lower than usual as there had been a number of seniors leaving the property for health reasons. Reportedly, this was an aberration, and management was optimistic that occupancy would rise by September. The property was normally at least 98 percent occupied.
- 2Q14** The property has a waiting list of three applicants on the two bedroom one bathrooms. Seniors at the property usually like amenities that allows them to be together such as the outdoor seating area, lake area, and garden area. Contact stated that the demand for senior housing is rising and there needs to be more in the area.
- 2Q15** The waiting list consists of three households for one-bedroom units and two households for two-bedroom units. Management estimated that 60 percent of the tenants were previously homeowners. Additionally, approximately 80 percent of the two-bedroom units are filled by one-person households.
- 2Q16** The contact reported that the property is generally at typical occupancy. Recent turnover is due to previous tenants becoming sick or passing away. The aggregate waiting list is approximately seven households.

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 14.7 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	\$0	\$567	1BR / 1BA	\$697	\$0	\$697	\$0	\$697
2BR / 2BA	\$677	\$0	\$677	\$0	\$677	2BR / 2BA	\$833	\$0	\$833	\$0	\$833

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	\$555
2016	2	0.0%	\$567	\$0	\$567	\$567

2BR / 2BA

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

Trend: @60%

1BR / 1BA

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

2BR / 2BA

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

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.

Photos



PROPERTY PROFILE REPORT

Atlantic Bridgemill (FKA Bell Bridgemill)

Effective Rent Date	5/03/2016
Location	1000 Preston Glen Circle Canton, GA 30114 Cherokee County
Distance	3.4 miles
Units	256
Vacant Units	20
Vacancy Rate	7.8%
Type	Garden (4 stories)
Year Built/Renovated	2000 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Harbor Creek, Walden Crossing
Tenant Characteristics	Mostly from Canton and Cherokee County
Contact Name	Andrea
Phone	770-704-6888



Market Information

Program	Market
Annual Turnover Rate	50%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased to 30 days
Annual Chg. in Rent	Changes Daily
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (4 stories)	28	767	\$937	\$0	Market	Yes	N/A	N/A	N/A	AVG
1	1.5	Garden (4 stories)	12	916	\$1,036	\$0	Market	Yes	N/A	N/A	N/A	AVG
1	1.5	Garden (4 stories)	14	1,046	\$1,120	\$0	Market	Yes	N/A	N/A	N/A	AVG
2	2	Garden (4 stories)	42	1,062	\$1,010	\$0	Market	Yes	N/A	N/A	N/A	AVG
2	2	Garden (4 stories)	48	1,188	\$956	\$0	Market	Yes	N/A	N/A	N/A	AVG
2	2	Garden (4 stories)	24	1,189	\$1,100	\$0	Market	Yes	N/A	N/A	N/A	AVG
2	2	Garden (4 stories)	30	1,328	\$1,100	\$0	Market	Yes	N/A	N/A	N/A	AVG
3	2	Garden (4 stories)	18	1,296	\$1,200	\$0	Market	Yes	N/A	N/A	N/A	AVG
3	2	Garden (4 stories)	40	1,422	\$1,300	\$0	Market	Yes	N/A	N/A	N/A	AVG

Atlantic Bridgemill (FKA Bell Bridgemill), continued

Trend Report

Vacancy Rates

3Q13	1Q14	2Q15	2Q16
3.4%	1.3%	2.7%	7.8%

Trend: Market

1BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$730 - \$881	\$0	\$730 - \$881	\$752 - \$903
2014	1	0.0%	\$947 - \$1,033	\$0	\$947 - \$1,033	\$969 - \$1,055
2015	2	N/A	\$952 - \$1,033	\$0	\$952 - \$1,033	\$974 - \$1,055
2016	2	N/A	\$1,036 - \$1,120	\$0	\$1,036 - \$1,120	\$1,058 - \$1,142

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$660 - \$820	\$0	\$660 - \$820	\$682 - \$842
2014	1	N/A	\$877 - \$887	\$0	\$877 - \$887	\$899 - \$909
2015	2	N/A	\$868	\$0	\$868	\$890
2016	2	N/A	\$937	\$0	\$937	\$959

1BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$826 - \$863	\$0	\$826 - \$863	\$848 - \$885

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$824 - \$1,071	\$0	\$824 - \$1,071	\$846 - \$1,093
2014	1	N/A	\$815 - \$1,035	\$0	\$815 - \$1,035	\$837 - \$1,057
2015	2	N/A	\$885 - \$1,014	\$0	\$885 - \$1,014	\$907 - \$1,036
2016	2	N/A	\$956 - \$1,100	\$0	\$956 - \$1,100	\$978 - \$1,122

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$947 - \$1,067	\$0	\$947 - \$1,067	\$969 - \$1,089
2014	1	N/A	\$1,014 - \$1,120	\$0	\$1,014 - \$1,120	\$1,036 - \$1,142
2015	2	N/A	\$1,094 - \$1,104	\$0	\$1,094 - \$1,104	\$1,116 - \$1,126
2016	2	N/A	\$1,200 - \$1,300	\$0	\$1,200 - \$1,300	\$1,222 - \$1,322

Trend: Comments

3Q13 The contact noted that Wi-Fi is available at the clubhouse.

1Q14 According to the contact, the property has 50 garage parking spaces available at a monthly premium of \$100. A waiting list is maintained as permitted. Additionally, Angel mentioned that four three-bedroom units will become vacant within the next three months.

2Q15 The waiting list consists of three households. Management could not provide the breakdown of vacancies. The percentage of seniors living on the site was not available. Rents change on a daily basis. On average, rents have increased 10 percent over the past year.

2Q16 The contact was unable to provide vacancy breakdown, but did report an occupancy of 92 percent, which is typical. Property uses LRO pricing and prices change daily. Additionally, the property is currently undergoing renovations in select units. Select kitchens are being upgraded with granite countertops and stainless steel appliances.

Atlantic Bridgemill (FKA Bell Bridgemill), continued

Photos



PROPERTY PROFILE REPORT

Harbor Creek

Effective Rent Date 5/03/2016
Location 501 Harbor Creek Parkway
 Canton, GA 30115
 Cherokee County
Distance 1.4 miles
Units 316
Vacant Units 15
Vacancy Rate 4.7%
Type Garden (3 stories)
Year Built/Renovated 2007 / 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 Anare
Phone 770-224-7316



Market Information

Program Market
Annual Turnover Rate N/A
Units/Month Absorbed N/A
HCV Tenants 0%
Leasing Pace Within three weeks
Annual Chg. in Rent Increased, amount N/Av
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	806	\$846	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,143	\$1,080	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,178	\$1,200	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,181	\$1,141	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,435	\$1,268	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$846	\$0	\$846	\$22	\$868
2BR / 2BA	\$1,080 - \$1,200	\$0	\$1,080 - \$1,200	\$22	\$1,102 - \$1,222
3BR / 2BA	\$1,268	\$0	\$1,268	\$22	\$1,290

Harbor Creek, continued

Amenities

In-Unit

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

Blinds
Central A/C
Dishwasher
Fireplace
Microwave
Refrigerator
Walk-In Closet

Security

Limited Access
Perimeter Fencing

Services

None

Property

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

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

Premium

None

Other

None

Comments

The contact reported that typical occupancy is usually between 95 and 97 percent. She also stated that demand for rental housing varies in the area.

Harbor Creek, continued

Trend Report

Vacancy Rates

3Q13	2Q15	2Q16
N/A	0.3%	4.7%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$680	\$0	\$680	\$702
2015	2	N/A	\$894	\$0	\$894	\$916
2016	2	N/A	\$846	\$0	\$846	\$868

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$780 - \$960	\$0	\$780 - \$960	\$802 - \$982
2015	2	N/A	\$985 - \$1,169	\$0	\$985 - \$1,169	\$1,007 - \$1,191
2016	2	N/A	\$1,080 - \$1,200	\$0	\$1,080 - \$1,200	\$1,102 - \$1,222

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$1,015	\$0	\$1,015	\$1,037
2015	2	N/A	\$1,190	\$0	\$1,190	\$1,212
2016	2	N/A	\$1,268	\$0	\$1,268	\$1,290

Trend: Comments

3Q13 N/A

2Q15 Management could not provide the unit mix, turnover rate, or change in rents. The percentage of seniors living onsite was unavailable. There are 15 garage parking spaces that rent for \$120 per space per month. The garages have a utilization rate of 100 percent.

2Q16 The contact reported that typical occupancy is usually between 95 and 97 percent. She also stated that demand for rental housing varies in the area.

PROPERTY PROFILE REPORT

Heritage At Riverstone

Effective Rent Date	5/03/2016
Location	101 Heritage Drive Canton, GA 30114 Cherokee County
Distance	5.9 miles
Units	240
Vacant Units	5
Vacancy Rate	2.1%
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	Walden Crossing, River Ridge
Tenant Characteristics	Mixed tenancy
Contact Name	Sarah
Phone	770-704-6757



Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	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)	35	725	\$926	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	35	925	\$931	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	70	1,099	\$1,006	\$0	Market	No	N/A	N/A	N/A	AVG
2	2	Garden (3 stories)	64	1,122	\$1,044	\$0	Market	No	N/A	N/A	N/A	AVG
3	2	Garden (3 stories)	36	1,326	\$1,201	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$926 - \$931	\$0	\$926 - \$931	\$0	\$926 - \$931
2BR / 2BA	\$1,006 - \$1,044	\$0	\$1,006 - \$1,044	\$0	\$1,006 - \$1,044
3BR / 2BA	\$1,201	\$0	\$1,201	\$0	\$1,201

Heritage At Riverstone, continued

Amenities

In-Unit

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

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

Security

Limited Access
Perimeter Fencing

Services

None

Property

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

Clubhouse/Meeting
Garage
Off-Street Parking
Playground

Premium

None

Other

None

Comments

The property utilizes LRO pricing, and rents change on a daily basis. The contact reported that the property is 100% preleased, as is typical, and is at approximately 96 percent physical occupancy. The property does not maintain a waiting list. The contact reported that turnover has recently increased due to several short-term leases for tenants in need of temporary housing while they are constructing homes.

Heritage At Riverstone, continued

Trend Report

Vacancy Rates

3Q13	1Q14	2Q15	2Q16
6.7%	1.3%	2.1%	2.1%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$700 - \$735	\$0	\$700 - \$735	\$700 - \$735
2014	1	N/A	\$771 - \$901	\$0	\$771 - \$901	\$771 - \$901
2015	2	N/A	\$876 - \$921	\$0	\$876 - \$921	\$876 - \$921
2016	2	N/A	\$926 - \$931	\$0	\$926 - \$931	\$926 - \$931

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$800 - \$850	\$0	\$800 - \$850	\$800 - \$850
2014	1	N/A	\$861 - \$956	\$0	\$861 - \$956	\$861 - \$956
2015	2	N/A	\$1,051 - \$1,071	\$0	\$1,051 - \$1,071	\$1,051 - \$1,071
2016	2	N/A	\$1,006 - \$1,044	\$0	\$1,006 - \$1,044	\$1,006 - \$1,044

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$900	\$0	\$900	\$900
2014	1	N/A	\$1,076 - \$1,106	\$0	\$1,076 - \$1,106	\$1,076 - \$1,106
2015	2	N/A	\$1,371	\$0	\$1,371	\$1,371
2016	2	N/A	\$1,201	\$0	\$1,201	\$1,201

Trend: Comments

- 3Q13** The contact reported that there were 11 vacant units, but was unable to indicate which unit types. The contact was also unable to estimate a turnover rate.
- 1Q14** The rent structure for all units changed in July 2014. Amanda noted that the property experienced some push back from residents at first, however, most tenants resigned their leases over the summer.
- 2Q15** Rents change on a daily basis. There are some seniors living at the property but an estimate was not available.
- 2Q16** The property utilizes LRO pricing, and rents change on a daily basis. The contact reported that the property is 100% preleased, as is typical, and is at approximately 96 percent physical occupancy. The property does not maintain a waiting list. The contact reported that turnover has recently increased due to several short-term leases for tenants in need of temporary housing while they are constructing homes.

PROPERTY PROFILE REPORT

Riverview Apartments

Effective Rent Date	5/03/2016
Location	59 Anderson Avenue Canton, GA 30114 Cherokee County Intersection: N Etowah Dr
Distance	4.4 miles
Units	138
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (4 stories)
Year Built/Renovated	2009 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	River Ridge
Tenant Characteristics	50% seniors
Contact Name	Michael
Phone	678-880-8437



Market Information

Program	Market
Annual Turnover Rate	43%
Units/Month Absorbed	10.5
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased 1-12%
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 (4 stories)	3	750	\$769	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (4 stories)	2	860	\$789	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (4 stories)	57	560	\$719	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (4 stories)	8	780	\$809	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (4 stories)	1	1,000	\$799	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (4 stories)	60	768	\$829	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (4 stories)	2	1,200	\$979	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (4 stories)	1	1,082	\$919	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (4 stories)	4	2,755	\$1,539	\$0	Market	No	0	0.0%	N/A	None

Riverview Apartments, continued

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$719 - \$809	\$0	\$719 - \$809	\$22	\$741 - \$831
2BR / 1BA	\$829	\$0	\$829	\$22	\$851
2BR / 2BA	\$919 - \$979	\$0	\$919 - \$979	\$22	\$941 - \$1,001
3BR / 2BA	\$1,539	\$0	\$1,539	\$22	\$1,561

Amenities

In-Unit

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

Blinds
Carpeting
Coat Closet
Exterior Storage
Microwave
Pull Cords
Vaulted Ceilings
Whirlpool Tub
Washer/Dryer hookup

Security

Limited Access
Video Surveillance

Services

None

Property

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

Clubhouse/Meeting
Elevators
On-Site Management

Premium

None

Other

None

Comments

The contact reported that the demand rental housing in the area is high, with typical occupancy between 98 and 100 percent.

Riverview Apartments, continued

Trend Report

Vacancy Rates

3Q13	1Q14	2Q15	2Q16
0.0%	0.0%	0.7%	0.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$599 - \$710	\$0	\$599 - \$710	\$621 - \$732
2014	1	0.0%	\$649 - \$779	\$0	\$649 - \$779	\$671 - \$801
2015	2	0.0%	\$679 - \$779	\$0	\$679 - \$779	\$701 - \$801
2016	2	0.0%	\$719 - \$809	\$0	\$719 - \$809	\$741 - \$831

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$679	\$0	\$679	\$701
2014	1	0.0%	\$769	\$0	\$769	\$791
2015	2	1.7%	\$799	\$0	\$799	\$821
2016	2	0.0%	\$829	\$0	\$829	\$851

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$725 - \$875	\$0	\$725 - \$875	\$747 - \$897
2014	1	0.0%	\$819 - \$899	\$0	\$819 - \$899	\$841 - \$921
2015	2	0.0%	\$819 - \$899	\$0	\$819 - \$899	\$841 - \$921
2016	2	0.0%	\$919 - \$979	\$0	\$919 - \$979	\$941 - \$1,001

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	0.0%	\$1,500	\$83	\$1,417	\$1,439
2014	1	0.0%	\$1,499	\$0	\$1,499	\$1,521
2015	2	0.0%	\$1,494	\$0	\$1,494	\$1,516
2016	2	0.0%	\$1,539	\$0	\$1,539	\$1,561

Trend: Comments

3Q13	The contact offered no additional comments.
1Q14	Since February 2014, asking rents have increased two to eleven percent for all units with exception to the three-bedroom units, which remained relatively the same.
2Q15	N/A
2Q16	The contact reported that the demand rental housing in the area is high, with typical occupancy between 98 and 100 percent.

Riverview Apartments, continued

Photos



PROPERTY PROFILE REPORT

Walden Crossing Apartments

Effective Rent Date	5/03/2016
Location	100 Walden Crossing Dr Canton, GA 30115 Cherokee County Intersection: Hickory Flat Highway
Distance	3.9 miles
Units	264
Vacant Units	9
Vacancy Rate	3.4%
Type	Garden (4 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Heritage Park
Tenant Characteristics	Varied tenancy from Atlanta metro area
Contact Name	Derrick
Phone	866-638-4617



Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Increase 0-6%
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 (4 stories)	N/A	732	\$870	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (4 stories)	N/A	916	\$940	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (4 stories)	N/A	1,013	\$970	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (4 stories)	N/A	1,157	\$1,085	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (4 stories)	N/A	1,252	\$1,085	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (4 stories)	N/A	1,425	\$1,205	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (4 stories)	N/A	1,532	\$1,205	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$870 - \$970	\$0	\$870 - \$970	\$22	\$892 - \$992
2BR / 2BA	\$1,085	\$0	\$1,085	\$22	\$1,107
3BR / 2BA	\$1,205	\$0	\$1,205	\$22	\$1,227

Walden Crossing Apartments, continued

Amenities

In-Unit

Balcony/Patio
Cable/Satellite/Internet
Carpeting
Coat Closet
Exterior Storage
Garbage Disposal
Pull Cords
Skylights
Walk-In Closet

Blinds
Carpet/Hardwood
Central A/C
Dishwasher
Ceiling Fan
Oven
Refrigerator
Vaulted Ceilings
Washer/Dryer hookup

Security

Limited Access
Video Surveillance

Services

None

Property

Business Center/Computer Lab
Clubhouse/Meeting
Exercise Facility
Central Laundry
On-Site Management
Playground
Tennis Court

Car Wash
Elevators
Jacuzzi
Off-Street Parking
Picnic Area
Swimming Pool

Premium

None

Other

Playroom, Dog Park

Comments

The contact reported that the property is at a typically occupancy level of 97 percent. Rents have increased zero to six percent in the past year.

Walden Crossing Apartments, continued

Trend Report

Vacancy Rates

3Q13	1Q14	2Q15	2Q16
3.8%	1.9%	3.4%	3.4%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$750 - \$875	\$0	\$750 - \$875	\$772 - \$897
2014	1	N/A	\$820 - \$915	\$0	\$820 - \$915	\$842 - \$937
2015	2	N/A	\$835 - \$915	\$0	\$835 - \$915	\$857 - \$937
2016	2	N/A	\$870 - \$970	\$0	\$870 - \$970	\$892 - \$992

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$975	\$0	\$975	\$997
2014	1	N/A	\$995 - \$1,025	\$0	\$995 - \$1,025	\$1,017 - \$1,047
2015	2	N/A	\$1,000 - \$1,115	\$0	\$1,000 - \$1,115	\$1,022 - \$1,137
2016	2	N/A	\$1,085	\$0	\$1,085	\$1,107

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$1,150	\$0	\$1,150	\$1,172
2014	1	N/A	\$1,170 - \$1,190	\$0	\$1,170 - \$1,190	\$1,192 - \$1,212
2015	2	N/A	\$1,140 - \$1,205	\$0	\$1,140 - \$1,205	\$1,162 - \$1,227
2016	2	N/A	\$1,205	\$0	\$1,205	\$1,227

Trend: Comments

3Q13	No additional comments.
1Q14	Since June 2014, asking rents for all units have increased about five percent. According to the property contact, turnover has slowed down from the originally estimated 55 percent to 25 percent.
2Q15	The unit mix and number of vacancies for each unit type was not available. Management could not provide the number of seniors living at the property.
2Q16	The contact reported that the property is at a typically occupancy level of 97 percent. Rents have increased zero to six percent in the past year.

Walden Crossing Apartments, continued

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	Rent Structure	Tenancy	Housing Choice Voucher Tenants
Alexander Ridge Apartments	LIHTC/Market	Family	25%
Hearthside Towne Lake	LIHTC/Market	Senior	15%
Highland Court Apartments	LIHTC/Market	Senior	4%
The Legacy At Walton Heights	LIHTC	Senior	N/Av
Atlantic Bridgemill (FKA Bell Bridgemill)	Market	Family	0%
Harbor Creek	Market	Family	0%
Heritage At Riverstone	Market	Family	0%
Riverview Apartments	Market	Family	0%
Walden Crossing Apartments	Market	Family	0%

Voucher usage at the comparable properties ranges from zero to 25 percent. Five of the nine comparables reported no voucher usage. The senior LIHTC properties reported voucher usage ranging from four to 15 percent. We believe the Subject will have a relatively low voucher usage of 10 to 15 percent following stabilization.

Waiting Lists

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

WAITING LISTS			
Comparable Property	Rent Structure	Tenancy	Waiting List
Alexander Ridge Apartments	LIHTC/Market	Family	1 household (1 Bdrm @ 50% AMI).
Hearthside Towne Lake	LIHTC/Market	Senior	Yes. Length unknown. Since 2012.
Highland Court Apartments	LIHTC/Market	Senior	Yes. 7 households.
The Legacy At Walton Heights	LIHTC	Senior	Yes. 40 households.
Atlantic Bridgemill (FKA Bell Bridgemill)	Market	Family	Yes. Length unknown.
Harbor Creek	Market	Family	None.
Heritage At Riverstone	Market	Family	None.
Riverview Apartments	Market	Family	None.
Walden Crossing Apartments	Market	Family	None.

Five of the nine comparables currently maintain waiting lists, which includes all of the LIHTC properties and one market rate property. The Legacy at Walton Heights, a senior LIHTC property located in Marietta approximately 14.7 miles from the proposed Subject, maintains the highest waiting list with 40 households. Most of the remaining comparable properties maintain short to moderate waiting lists. The presence of waiting lists at the LIHTC comparables, especially all of the senior LIHTC comparable properties, is a positive indication of a strong 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 three comparable properties, two of which are restricted to seniors. All of these properties are located within the PMA and have been used as comparables in our report.

ABSORPTION

Property name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed / Month
The Legacy At Walton Heights	LIHTC	Senior	2013	100	20
Hearthside Towne Lake	LIHTC/Market	Senior	2011	100	9
Riverview Apartments	Market	Family	2009	138	10

As illustrated in the previous table, the comparable properties reported absorption rates of nine to 20 units per month, with an average of 13 units per month. The Legacy at Walton Heights is the newest senior LIHTC property in the market. It is located 14.7 miles south of the Subject within the PMA. This property experienced an absorption rate of 20 units per month. Hearthside Towne Lake was built in 2011 and experienced an absorption rate of nine units per month. The Legacy at Walton Heights and Hearthside Towne Lake are 99 to 100 percent occupied with waiting lists. Based on the surveyed properties, we expect the Subject to experience an absorption pace of 15 units per month, which equates to an absorption period of approximately four months for the Subject to reach the Georgia DCA-defined 93 percent occupancy.

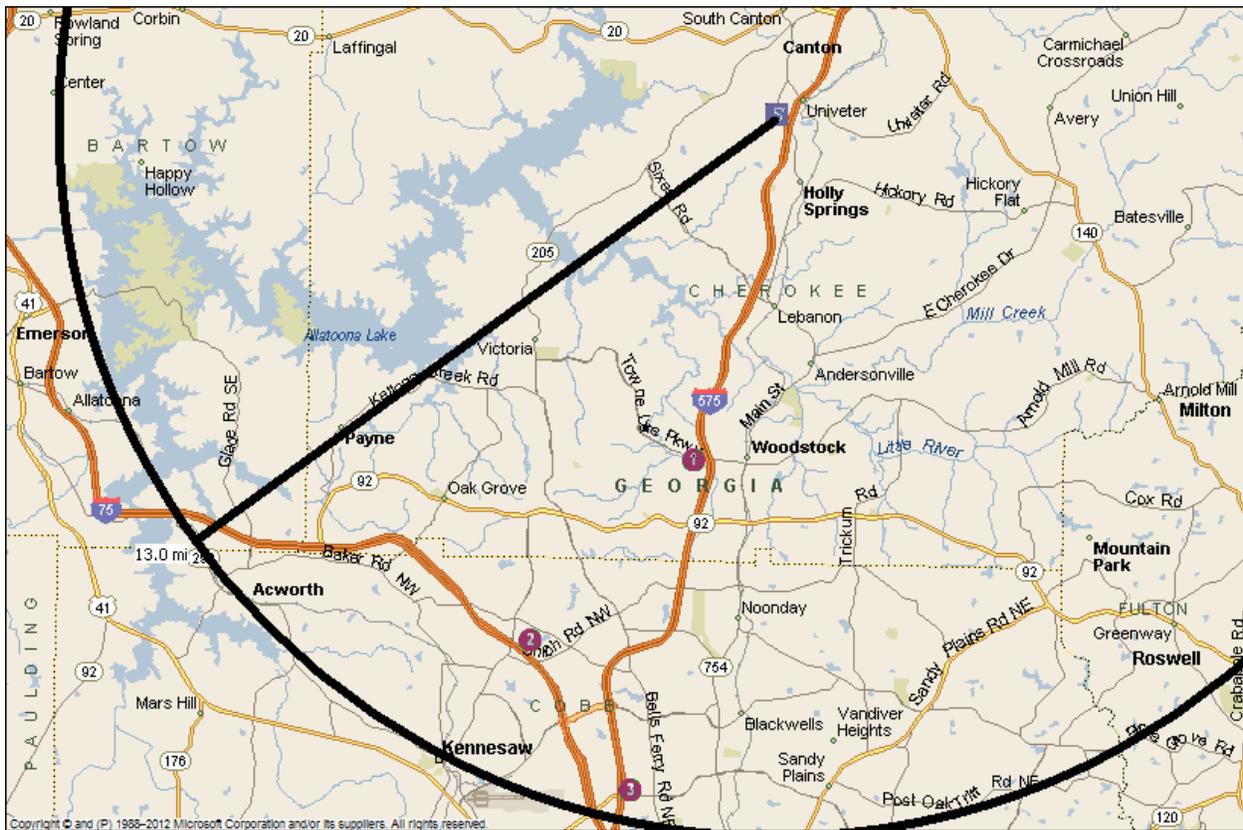
Phased Developments

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



PMA OCCUPANCY

#	Property Name	Occupancy Rate	Type	Tenancy	Included/ Excluded	Reason for Exclusion	Distance from Subject
1	Hearthside Towne Lake	99.0%	LIHTC/Mkt	Senior	Included	-	7.4 miles
2	Highland Court Apartments	96.7%	LIHTC/Mkt	Senior	Included	-	13.9 miles
3	The Legacy At Walton Heights	100.0%	LIHTC	Senior	Included	-	14.7 miles
	Average	98.6%					

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

	Prominence Senior Village	Alexander Ridge Apartments	Hearthside Towne Lake	Highland Court Apartments	The Legacy At Walton Heights	Atlantic Bridgemill (FKA Bell Bridgemill)	Harbor Creek	Heritage At Riverstone	Riverview Apartments	Walden Crossing Apartments
Comp #	Subject	1	2	3	4	5	6	7	8	9
Property Information										
Property Type	Lowrise (age-restricted) (3 stories)	Garden (3 stories)	Midrise (age-restricted) (4 stories)	Midrise (age-restricted) (4 stories)	Garden (age-restricted) (4 stories)	Garden (4 stories)	Garden (3 stories)	Garden (3 stories)	Garden (4 stories)	Garden (4 stories)
Year Built / Renovated	Proposed / n/a	1999 / n/a	2011 / n/a	2003 / n/a	2013 / n/a	2000 / n/a	2007 / n/a	2000 / n/a	2009 / n/a	2002 / n/a
Market (Conv.)/Subsidy Type			@50%, @60%, Market, Non-Rental	LIHTC/Market	@50%, @60%	Market	Market	Market	Market	Market
Utility Adjustments										
Cooking	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no
Water	no	no	yes	yes	no	no	no	no	no	no
Sewer	no	no	yes	yes	no	no	no	no	no	no
Trash Collection	yes	yes	yes	yes	yes	no	no	yes	no	no
In-Unit Amenities										
Balcony/Patio	no	yes	no	yes	yes	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Cable/Satellite/Internet	no	no	no	no	no	no	no	no	no	yes
Carpet/Hardwood	no	no	no	no	no	no	no	no	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	no	yes	no	no	no	yes	yes	no	yes	yes
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	yes	no	no	yes	yes	yes	no	yes	yes
Ceiling Fan	yes	yes	yes	no	yes	yes	no	no	yes	yes
Fireplace	no	no	no	no	no	yes	yes	yes	no	no
Garbage Disposal	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
Hand Rails	yes	no	yes	yes	yes	no	no	no	no	no
Microwave	yes	yes	yes	no	no	yes	yes	no	yes	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	no	no	no	yes	yes	no	no	no	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Skylights	no	no	no	no	no	no	no	no	no	yes
Vaulted Ceilings	no	no	no	no	no	no	yes	yes	yes	yes
Walk-In Closet	no	yes	yes	no	yes	yes	yes	yes	yes	yes
Whirlpool Tub	no	no	no	no	no	no	no	no	yes	no
Washer/Dryer	no	no	no	no	no	no	no	no	yes	no
Washer/Dryer hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Property Amenities										
Business Center/Computer Lab	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Car Wash	no	yes	no	no	no	no	yes	no	no	yes
Clubhouse/Meeting Room/Community Room	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Courtyard	no	no	no	no	yes	no	no	no	yes	no
Elevators	yes	no	yes	yes	yes	no	no	no	yes	yes
Exercise Facility	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
Garage	no	no	no	no	no	yes	yes	yes	no	no
Jacuzzi	no	no	no	no	no	no	no	no	no	yes
Central Laundry	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
Non-shelter Services	no	no	yes	no	no	no	no	no	no	no
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Picnic Area	yes	yes	yes	no	yes	yes	no	no	yes	yes
Playground	no	yes	no	no	no	yes	yes	yes	no	yes
Service Coordination	no	no	no	no	yes	no	no	no	no	no
Swimming Pool	no	yes	no	no	no	yes	yes	yes	no	yes
Tennis Court	no	no	no	no	no	yes	yes	no	no	yes
Garage Fee	N/A	N/A	N/A	N/A	N/A	\$100.00	\$120.00	\$89.00	N/A	N/A
Services										
Adult Education	no	no	no	yes	no	no	no	no	no	no
Shuttle Service	no	no	no	yes	no	no	no	no	no	no
Security										
In-Unit Alarm	no	yes	no	no	no	yes	no	no	no	no
Intercom (Buzzer)	no	no	no	yes	no	no	no	no	no	no
Limited Access	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Patrol	no	yes	no	no	no	no	no	no	no	no
Perimeter Fencing	no	yes	yes	no	yes	no	yes	yes	no	no
Video Surveillance	no	no	no	no	no	no	no	no	yes	yes
Premium Amenities										
Hairdresser / Barber	no	no	yes	yes	no	no	no	no	no	no
Other Amenities										
Other	Craft room, library	n/a	Library, walking trails	Wellness Center	Library, theater	Pet park	n/a	n/a	n/a	Playroom, Dog Park

Highland Court Apartments and The Legacy at Walton Heights offer a balcony/patio and pull cords, neither of which will be offered by the Subject. Most of the comparables offer a balcony/patio, exterior storage, and a walk-in closet, none of which will be offered by the Subject. The Subject will offer similar to slightly inferior in-unit amenities in comparison to the senior comparables. The Subject’s in-unit amenities package will be slightly inferior to inferior to most of the market rate comparables.

The Subject will offer similar to slightly inferior common area amenities in comparison to the senior comparables. Most of the family market rate properties offer playgrounds, swimming pools, and tennis courts, amenities not offered by the proposed Subject. These amenities are not typical for senior LIHTC properties in the market. The Subject’s common area amenities package will be slightly inferior to inferior to most of the market rate 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 LIHTC and market rate data, we have also included one LIHTC family property and five unrestricted family properties.

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY					
Comparable Property	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Alexander Ridge Apartments	LIHTC/Market	Family	272	2	0.70%
Hearthside Towne Lake	LIHTC/Market	Senior	100	1	1.00%
Highland Court Apartments	LIHTC/Market	Senior	122	4	3.30%
The Legacy At Walton Heights	LIHTC	Senior	100	0	0.00%
Atlantic Bridgemill (FKA Bell Bridgemill)	Market	Family	256	20	7.80%
Harbor Creek	Market	Family	316	15	4.70%
Heritage At Riverstone	Market	Family	240	5	2.10%
Riverview Apartments	Market	Family	138	0	0.00%
Walden Crossing Apartments	Market	Family	<u>264</u>	<u>2</u>	<u>3.40%</u>
Total			1,808	56	3.10%

The comparable properties reported vacancy rates of zero to 7.8 percent, with a weighted average of 3.1 percent. The comparable senior properties reported vacancy rates of zero to 3.3 percent. The market rate comparables reported vacancy rates of zero to 7.8 percent, with a weighted average of 4.0 percent. Of the five market rate comparables, only one has a vacancy rate above 5.0 percent. Atlantic Bridgemill (f/k/a Bell Bridgemill) has a vacancy rate of 7.8 percent and is considered an outlier. Management reported that the vacancy rate is typical. Therefore, it appears that the vacancy issues at this comparable are property specific. Overall, the market is performing well. Based on the overall strong performance of the comparables, we expect the Subject to maintain a vacancy rate of five percent or less following stabilization.

If allocated, we do not believe that the Subject will impact the performance of the existing senior LIHTC properties, as they reported significant demand for affordable senior housing in the local market.

7. Properties Under Construction and Proposed

According to the Georgia Department of Community Affairs, there were no properties awarded LIHTC in the PMA in 2014 or 2015.

White Circle Phase I was allocated LIHTC in 2015 and will target families. It will be located at 1631-1657 White Circle in Marietta.

1. White Circle Phase I will be located approximately 14.1 miles southwest of the Subject site and approximately 1.0 mile *outside* of the PMA.
2. The property will offer 71 units.
3. The property will consist of one, two, and three-bedroom units.
4. The property will offer units restricted at 60 percent of the AMI and project-based rental assistance (PBRA) units.
5. The anticipated LIHTC rents are \$570, \$680, and \$780 for the one, two, and three-bedroom 60 percent AMI units, respectively. The anticipated rents for the PBRA units are \$800 and \$900 for the two and three-bedroom units, respectively.

White Circle Phase I is located outside the PMA and will target families, not senior tenants like the Subject. Therefore, we have not removed these units from the demand analysis and this property will not be directly competitive with the Subject.

8. Rental Advantage

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

Similarity Matrix

#	Property Name	Type	Tenancy	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Alexander Ridge Apartments	LIHTC/Market	Family	Slightly Superior	Slightly Superior	Similar	Inferior	Slightly Superior	5
2	Hearthside Towne Lake	LIHTC/Market	Senior	Similar	Similar	Similar	Similar	Similar	0
3	Highland Court Apartments	LIHTC/Market	Senior	Similar	Similar	Similar	Slightly Inferior	Inferior	-15
4	The Legacy At Walton Heights	LIHTC	Senior	Slightly Superior	Slightly Superior	Slightly Inferior	Similar	Slightly Superior	10
5	Atlantic Bridgemill (FKA Bell Bridgemill)	Market	Family	Superior	Superior	Superior	Inferior	Similar	20
6	Harbor Creek	Market	Family	Superior	Slightly Superior	Similar	Slightly Inferior	Superior	20
7	Heritage At Riverstone	Market	Family	Slightly Superior	Similar	Inferior	Inferior	Slightly Superior	-10
8	Riverview Apartments	Market	Family	Slightly Inferior	Superior	Inferior	Similar	Inferior	-15
9	Walden Crossing Apartments	Market	Family	Superior	Superior	Similar	Slightly Inferior	Slightly Superior	20

*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. The Subject, Alexander Ridge, and Hearthside Towne Lake are located in Cherokee County. Highland Court Apartments and The Legacy at Walton Heights are located in Cobb County. Cherokee and Cobb County had the same 2015 50 and 60 percent AMI income and rent restrictions.

LIHTC Rent Comparison - @50%

Property Name	1BR	2BR
Prominence Senior Village (Subject)	\$485	\$580
2015 LIHTC Maximum (Net)	\$504	\$595
2010 Hold Harmless LIHTC Maximum (Net)	\$537	\$636
Alexander Ridge Apartments	\$562	\$657
Hearthside Towne Lake	\$582	\$701
Highland Court Apartments	\$572	\$686
The Legacy At Walton Heights	\$567	\$677
Average (excluding Subject)	\$571	\$680

LIHTC Rent Comparison - @60%

Property Name	1BR	2BR
Prominence Senior Village (Subject)	\$504-\$580	\$675
2015 LIHTC Maximum (Net)	\$632	\$749
2010 Hold Harmless LIHTC Maximum (Net)	\$672	\$798
Alexander Ridge Apartments	\$693	\$824
Hearthside Towne Lake	\$715	\$831-\$856
Highland Court Apartments	\$653	\$781-\$836
The Legacy At Walton Heights	\$697	\$833
Average (excluding Subject)	\$690	\$829

The Subject’s proposed 50 percent AMI rents are set below the 2015 maximum allowable levels. The Subject’s proposed 60 percent AMI rents are also set below the maximum allowable levels. Some of the comparable properties have been “held harmless” to the recent decrease in AMI and have a higher maximum allowable gross rent level than the Subject, which will be completed in 2018. When rents are “held harmless” a property owner is not required to decrease rents in light of a decrease in the AMI. Instead, the property may continue operating with rent restrictions based upon the higher AMI level prior to the decrease. Per the Georgia DCA 2016 guidelines, the market study analyst must use the maximum rent and income limits from the same year as the utility allowance. The Georgia DCA utility allowance is effective as of 2015; therefore, we have utilized the 2015 maximum income and rent limits.

With the exception of Highland Court Apartments, all of the comparable properties reported achieving maximum allowable 50 and 60 percent AMI rents. Highland Court’s 60 percent rents are below the maximum allowable levels. Hearthside Towne Lake is the most similar LIHTC property when compared to the Subject. It is located 7.4 miles south of the Subject in a similar location. Hearthside Towne Lake was built in 2011 and offers one and two-bedroom units restricted to seniors age 62 and older. The property is 99 percent occupied with an extensive waiting list dating back to 2012. Management reported that the property typically remains fully occupied. The current vacancy is due to one of the tenants moving to an assisted living facility. Management also reported a strong demand for affordable senior housing in the area. The

Subject will be similar to Hearthside Towne Lake in terms of in-unit amenities, common area amenities, unit sizes, and age/condition. Therefore, we believe the Subject's proposed rents are reasonable and achievable. The Subject's rents are also supported by the remaining comparable properties.

The comparable affordable senior properties are exhibiting a weighted average vacancy rate of 1.6 percent, which is considered excellent. Further, all of the affordable senior comparables maintain waiting lists. We believe the low vacancy rate and existence of waiting lists at the comparable properties demonstrates demand for affordable senior housing in the market. We believe the Subject is feasible as proposed.

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 Rents in the Market

@50%					
Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR	\$485	\$562	\$1,142	\$840	73%
2 BR	\$580	\$657	\$1,356	\$969	67%
@60%					
Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR	\$504-\$580	\$653	\$1,142	\$863	49%-71%
2 BR	\$675	\$781	\$1,356	\$1,004	49%
Market Rate					
Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR	\$730	\$723	\$1,142	\$904	24%
2 BR	\$825	\$851	\$1,356	\$1,059	28%

The Subject’s proposed one and two-bedroom LIHTC rents will offer a 49 to 73 percent advantage over the average market rents. The Subject’s proposed one and two-bedroom market rate rents will offer a 24 to 28 percent advantage over the average market rents.

9. LIHTC Competition – DCA Funded Properties within the PMA

According to the Georgia Department of Community Affairs, there were no properties awarded LIHTC in the PMA in 2014 or 2015.

If allocated, we do not believe that the Subject will impact the performance of the existing senior LIHTC properties, as they reported low vacancy rates. Based upon the strong performance of the senior LIHTC comparables in the PMA, we believe there is adequate demand for the proposed Subject.

10. Rental Trends in the PMA

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

PMA TENURE PATTERNS OF SENIORS 55+

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	13,610	88.8%	1,714	11.2%
2010	25,752	86.6%	3,995	13.4%
2015	29,687	85.9%	4,880	14.1%
Projected Mkt Entry				
June 2018	33,558	85.85%	5,532	14.15%
2020	36,323	85.8%	5,997	14.2%

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

Owner-occupied housing units dominate the PMA and MSA. In fact, the percentage of senior renter-occupied housing units in the PMA is similar to the national average of approximately 13

percent. The percentage of renter-occupied units in the PMA is expected to slightly increase through 2020, which is a positive indication of future demand for affordable senior housing.

Historical Vacancy

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

CHANGE IN VACANCY RATES

Comparable Property	Rent Structure	Tenancy	Total Units	2QTR 2012	3QTR 2013	1QTR 2014	2QTR 2015	2QTR 2016
Alexander Ridge Apartments	LIHTC/Market	Family	272	9.60%	5.50%	2.90%	5.10%	0.70%
Hearthside Towne Lake	LIHTC/Market	Senior	100	N/A	N/A	N/A	0.00%	1.00%
Highland Court Apartments	LIHTC/Market	Senior	122	N/A	N/A	N/A	0.80%	3.30%
The Legacy At Walton Heights	LIHTC	Senior	100	N/A	N/A	N/A	2.00%	0.00%
Atlantic Bridgemill (FKA Bell Bridgemill)	Market	Family	256	N/A	3.40%	1.30%	2.70%	7.80%
Harbor Creek	Market	Family	316	N/A	N/A	N/A	0.30%	4.70%
Heritage At Riverstone	Market	Family	240	6.70%	6.70%	1.30%	2.10%	2.10%
Riverview Apartments	Market	Family	138	2.90%	0.00%	0.00%	0.70%	0.00%
Walden Crossing Apartments	Market	Family	264	6.10%	3.80%	1.90%	3.40%	3.40%

As illustrated in the table, we were able to obtain the historical vacancy rates at several of the comparable properties over the last four years. However, we were not able to obtain all the historical vacancy rates for each individual year. In general, it appears that vacancy rates have trended downward over the past several years.

Change in Rental Rates

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

RENT GROWTH

Comparable Property	Rent Structure	Tenancy	Rent Growth
Alexander Ridge Apartments	LIHTC/Market	Family	Increased 1-13%
Hearthside Towne Lake	LIHTC/Market	Senior	Increased, amount N/Av
Highland Court Apartments	LIHTC/Market	Senior	None
The Legacy At Walton Heights	LIHTC	Senior	Increased to max
Atlantic Bridgemill (FKA Bell Bridgemill)	Market	Family	Changes Daily
Harbor Creek	Market	Family	Increased, amount N/Av
Heritage At Riverstone	Market	Family	Change daily
Riverview Apartments	Market	Family	Increased 1-12%
Walden Crossing Apartments	Market	Family	Increase 0-6%

All but one of the comparables reported rent growth over the past year. Rent growth ranged from one to 13 percent at the comparables. Four of the comparables reported that rents increased but could not provide the exact percentage. We anticipate that the Subject will be able to achieve moderate rent growth in the short term.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to www.RealtyTrac.com, one in every 1,071 homes in the Subject's zip code (30114) was in foreclosure, as of May 2016. Nationally, one in every 1,212 homes was in foreclosure and one in every 1,109 homes in Georgia was in foreclosure. As indicated, the Subject's local market has a higher foreclosure rate than Georgia and the nation as a whole. The median list price for a home in the Subject's market was \$269,900 compared to \$179,900 in Georgia and \$215,000 in the nation. Overall, it appears that the local market is faring slightly poorer than the

state and nation as a whole in terms of foreclosure rates. However, we witnessed few abandoned homes in the Subject's immediate neighborhood.

12. Primary Housing Void

The comparable senior properties are 3.3 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. Effect of Subject on Other Affordable Units in Market

The comparable senior properties are 3.3 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. The surveyed comparables are performing well, with a weighted vacancy rate of 3.1 percent. The comparable senior properties reported vacancy rates of zero to 3.3 percent. These rates indicate strong demand for affordable senior housing. Additionally, all of the senior and family affordable properties maintain waiting lists and all of the senior affordable comparables' property managers indicated strong demand for affordable senior housing in the market. The Subject will offer a similar to slightly superior product when compared to the surveyed senior properties. Due to the low vacancy rates at the comparables, the waiting lists present in the market, and the reported demand for additional affordable senior housing in the Subject's market area, we believe that the Subject is feasible as proposed and will fill a void in the market and will perform well.

I. ABSORPTION & STABILIZATION RATES

Stabilization/Absorption Rate

We were able to obtain absorption information from three comparable properties, two of which are restricted to seniors. All of these properties are located within the PMA and have been used as comparables in our report.

ABSORPTION

Property name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed / Month
The Legacy At Walton Heights	LIHTC	Senior	2013	100	20
Hearthside Towne Lake	LIHTC/Market	Senior	2011	100	9
Riverview Apartments	Market	Family	2009	138	10

As illustrated in the previous table, the comparable properties reported absorption rates of nine to 20 units per month, with an average of 13 units per month. The Legacy at Walton Heights is the newest senior LIHTC property in the market. It is located 14.7 miles south of the Subject within the PMA. This property experienced an absorption rate of 20 units per month. Hearthside Towne Lake was built in 2011 and experienced an absorption rate of nine units per month. The Legacy at Walton Heights and Hearthside Towne Lake are 99 to 100 percent occupied with waiting lists. Based on the surveyed properties, we expect the Subject to experience an absorption pace of 15 units per month, which equates to an absorption period of approximately four months for the Subject to reach the Georgia DCA-defined 93 percent occupancy.

J. INTERVIEWS

Housing Authority of Cherokee County

We spoke with Nancy Dove of the Georgia Department of Community Affairs Athens Office to gather information about the Housing Choice Voucher program in Cherokee County. The Athens Office administers the Housing Choice Voucher program for the northern portion of Georgia, which includes 49 counties. According to Ms. Dove, approximately 206 Housing Choice Vouchers are designated for distribution within Cherokee County, and all of the vouchers are currently in use. Ms. Dove also indicated there are approximately 312 households on the waiting list in Cherokee County. Preferences are given to those that either live or work within Cherokee County. The one and two-bedroom payment standards in Cherokee County are \$861 and \$996, respectively. The Subject's proposed rents are below the payment standards for all unit types and set asides.

Planning

We spoke to Ken Patton with the City of Canton Planning Department to gather information on all multifamily projects in the planning or construction stages within Canton. Mr. Patton noted that they have had an influx of single-family homes being built, and some multifamily developments that are in the planning stages. However, Mr. Patton was unable to provide details on any multifamily developments in the planning stages. During our site inspection, we did not observe any new multifamily development in the Subject's immediate neighborhood. The recently completed and proposed affordable housing developments in the PMA were detailed earlier in the report.

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

K. CONCLUSIONS AND RECOMMENDATIONS

Conclusions

- The PMA is expected to experience strong senior population and household growth from 2015 through 2020. Senior population growth in the PMA is expected to increase at an annual rate of 3.6 percent from 2015 through 2020. Senior population growth in the PMA will outpace that of the MSA and nation as a whole through 2020. Owner-occupied housing units dominate the PMA and MSA. In fact, the percentage of senior renter-occupied housing units in the PMA is similar to the national average. The percentage of renter-occupied units in the PMA is expected to slightly increase through 2020, which is a positive indication of future demand for affordable senior housing. Approximately 43 percent of senior renter households in the PMA earn less than \$30,000. The income limits for the LIHTC units will range from \$18,630 to \$32,760. The minimum income limit for the market rate units will be \$21,900 and there will not be a maximum income limit for these units. As such, a significant portion of renter households will income qualify to reside at one of the Subject's unit types, and the Subject should be well-positioned to service this market.
- The largest industries in the PMA are retail trade, educational services, health care/social assistance, and prof/scientific/tech services. Together, these four industries comprise almost 43 percent of total employment in the PMA. The largest private employers in Cherokee County are in the biomedical, retail, aerospace, automobile, poultry processing and manufacturing trade sectors. Additionally, the Cherokee County Chamber of Commerce reported that Cherokee County Government, Cherokee County School District, Kroger Company, Northside Hospital-Cherokee, Publix Supermarkets, and Wal-Mart Associates, Inc., are also major employers in the county, although the chamber of commerce was unable to provide their number of employees. The MSA appears relatively healthy as total employment increased each year from 2011 through February 2016. As of 2015, total employment in the MSA exceeded pre-recessionary levels. Total employment in the nation exceeded pre-recessionary levels in 2014. From February 2015 to February 2016, total employment increased by 2.2 percent in the MSA compared to an increase of 2.0 percent nationally. From February 2015 to February 2016, the unemployment rate in the MSA decreased 0.7 percentage points, compared to a decrease of 0.6 percentage points nationally. The unemployment rate in the MSA as of February 2016 was 5.3 percent, which was 0.1 percentage points above the national rate of 5.2 percent. The current unemployment rate in the MSA represents a significant decrease from recessionary levels but has yet to reach pre-recessionary levels. Overall, the increasing total employment and decreasing unemployment rate are positive signs for the local economy, which has fully recovered from the most recent national recession.
- The Subject's capture rates range from 1.9 to 16.4 percent, with an overall capture rate of 15.3 percent for the affordable units. Therefore, we believe there is adequate demand for the Subject.
- We were able to obtain absorption information from three comparable properties, two of which are restricted to seniors. All of these properties are located within the PMA and have been used as comparables in our report.

ABSORPTION

Property name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed / Month
The Legacy At Walton Heights	LIHTC	Senior	2013	100	20
Hearthside Towne Lake	LIHTC/Market	Senior	2011	100	9
Riverview Apartments	Market	Family	2009	138	10

As illustrated in the previous table, the comparable properties reported absorption rates of nine to 20 units per month, with an average of 13 units per month. The Legacy at Walton Heights is the newest senior LIHTC property in the market. It is located 14.7 miles south of the Subject within the PMA. This property experienced an absorption rate of 20 units per month. Hearthside Towne Lake was built in 2011 and experienced an absorption rate of nine units per month. The Legacy at Walton Heights and Hearthside Towne Lake are 99 to 100 percent occupied with waiting lists. Based on the surveyed properties, we expect the Subject to experience an absorption pace of 15 units per month, which equates to an absorption period of approximately four months for the Subject to reach the Georgia DCA-defined 93 percent occupancy.

- The comparable properties reported vacancy rates of zero to 7.8 percent, with an average of 3.1 percent. The comparable senior properties reported vacancy rates of zero to 3.3 percent. Overall, the market is performing well. Based on the overall strong performance of the comparables, we expect the Subject to maintain a vacancy rate of five percent or less following stabilization.

If allocated, we do not believe that the Subject will impact the performance of the existing senior LIHTC properties, as they reported significant demand for affordable senior housing in the local market.

- Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The surveyed comparables are performing well, with a weighted vacancy rate of 3.1 percent. The comparable senior properties reported vacancy rates of zero to 3.3 percent. These rates indicate strong demand for affordable senior housing. Additionally, all of the senior and family affordable properties maintain waiting lists and all of the senior affordable comparables' property managers indicated strong demand for affordable senior housing in the market. The Subject will offer a similar to slightly superior product when compared to the surveyed senior properties. Due to the low vacancy rates at the comparables, the waiting lists present in the market, and the reported demand for additional affordable senior housing in the Subject's market area, we believe that the Subject is feasible as proposed and will fill a void in the market and will perform well.

Recommendations

- We recommend the Subject as proposed.

L. SIGNED STATEMENT REQUIREMENTS

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



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

June 8, 2016
Date



Edward R. Mitchell, MAI
Manager

June 8, 2016
Date



Rana Barnes
Analyst

June 8, 2016
Date



Talia Gbolahan
Junior 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

June 8, 2016

Date



Edward R. Mitchell, MAI
Manager

June 8, 2016

Date



Rana Barnes
Analyst

June 8, 2016

Date



Talia Gbolahan
Junior 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 Investment Member (CCIM), Commercial Investment Real Estate Institute
Certified Valuation Analyst (CVA), National Association of Certified Valuators and Analysts (NACVA)

Member, Urban Land Institute

Member, National Council of Housing Market Analysts (NCHMA)

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

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 (CIRES) 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

EDWARD R. MITCHELL, MAI

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. Certifications & Licenses

- Alabama State Certified General Real Property Appraiser #G01192
- Florida State Certified General Real Property Appraiser #RZ3784
- Georgia State Certified General Real Property Appraiser #4649
- Mississippi State Certified Real Property Appraiser #GA 1135
- North Carolina State Certified General Real Property Appraiser #A7996
- South Carolina State Certified General Property Appraiser #7354
- West Virginia State Certified Real Property Appraiser #CG 524
- Licensed Real Estate Salesperson (Georgia)

**STATEMENT OF PROFESSIONAL QUALIFICATIONS
RANA BARNES**

I. Education

Western Kentucky University, Bachelor of Arts in Print Journalism
Western Kentucky University, Associate of Arts in Paralegal Studies

State of Georgia Certified General Real Property Appraiser No. 325547

II. Professional Training

National USPAP and USPAP Updates
General Appraiser Market Analysis and Highest & Best Use
General Appraiser Sales Comparison Approach
General Appraiser Site Valuation and Cost Approach
General Appraiser Income Capitalization Approach I and II
General Appraiser Report Writing and Case Studies

III. Experience

Novogradac & Company LLP, Senior Real Estate Analyst, July 2015 - Present
Quentin Ball Appraisal Co., LLC, Senior Appraiser, October 2007 - July 2015

IV. Real Estate Assignments

A representative sample of due diligence, consulting or valuation assignments includes:

- Prepare market studies and appraisals throughout the U.S. for proposed and existing family and senior Low-Income Housing Tax Credit (LIHTC), market rate, HOME financed, USDA Rural Development, and HUD subsidized properties. Appraisal assignments involve determining the as is, as if complete, and as if complete and stabilized values.
- Complete Section 8 rent comparability studies (RCS) in accordance with HUD's Section 8 Renewal Policy and Chapter 9 for various property owners and local housing authorities. These properties are typically undergoing recertification under HUD's Mark to Market Program.
- Conduct physical inspections of subject properties and comparables to determine condition and evaluate independent physical condition assessments.
- Performed valuations of a variety of commercial properties throughout the Southeast which included hotels, gas stations and convenience stores, churches, funeral homes, full service and fast-food restaurants, stand-alone retail, strip shopping centers, distribution warehouse and manufacturing facilities, cold storage facilities, residential and commercial zoned land, and residential subdivision lots. Intended uses included first mortgage, refinance, foreclosure/repossession (REO), and divorce.
- Employed discounted cash flow analysis (utilizing Argus or Excel) to value income-producing properties and prepare or analyze cash flow forecasts.
- Reviewed and analyzed real estate leases, including identifying critical lease data such as commencement/expiration dates, various lease option types, rent and other income, repair and maintenance obligations, Common Area Maintenance (CAM), taxes, insurance, and other important lease clauses.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

Talia Gbolahan

I. Education

University of South Alabama- Mobile, AL
Bachelors of Arts, Political Science

II. Professional Experience

Junior Analyst, Novogradac & Company LLP, August 2015 – Present
Fraud Analyst, Bank of America, October 2014-August 2015

III. Research Assignments

A representative sample of work on various types of projects:

- Assist in performing and writing market studies and appraisals of proposed and existing Low-Income Housing Tax credit (LIHTC) properties
- Research web-based rent reasonableness systems and contact local housing authorities for utility allowance schedules, payment standards, and housing choice voucher information
- Assisted numerous market and feasibility studies for family and senior affordable housing. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of market-rate and Low-Income Housing Tax Credit (LIHTC) properties. Analysis typically includes: unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis.