



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

SWIFT CREEK

Located at

**2591 WHITES MILL ROAD
DECATUR, DEKALB COUNTY, GEORGIA 30034**

**Effective Date: October 6, 2016
Report Date: November 30, 2016**

Prepared For

**Mr. Thompson Gooding
Oracle Consulting Services
1221 South 4th Street
Louisville, KY 40203**

Prepared By

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**NOVOGRADAC
& COMPANY** LLP®
CERTIFIED PUBLIC ACCOUNTANTS

November 30, 2016

Mr. Thompson Gooding
Oracle Consulting Services
1221 South 4th Street
Louisville, KY 40203

Re: Market Study for Swift Creek, located in Decatur, DeKalb County, Georgia 30034.

Dear Mr. Gooding:

At your request, Novogradac & Company LLP performed a market study of the rental market in the Decatur, DeKalb County, Georgia area relative to the above-referenced proposed Low-Income Housing Tax Credit (LIHTC) project. The purpose of this market study is to assess the viability of the new construction of Swift Creek (Subject), a proposed development consisting of 60 units. Units will be restricted to family households earning 60 percent of the Area Median Income (AMI) or less. 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. We are concurrently preparing an appraisal for the Subject for application purposes. 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, 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. The 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.

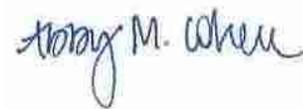
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Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company, LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,



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ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the consultant has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the consultant assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
4. The report was made assuming responsible ownership and capable management of the property. The analyses and projections are based on the basic assumption that the apartment complex will be managed and staffed by competent personnel and that the property will be professionally advertised and aggressively promoted
5. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
6. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
7. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the consultant did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
8. A consulting analysis market study for a property is made as of a certain day. Due to the principles of change and anticipation the value estimate is only valid as of the date of valuation. The real estate market is non-static and change and market anticipation is analyzed as of a specific date in time and is only valid as of the specified date.
9. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the

author or the firm with which he or she is connected. Neither all nor any part of the report, or copy thereof shall be disseminated to the general public by the use of advertising, public relations, news, sales, or other media for public communication without the prior written consent and approval of the appraiser. Nor shall the appraiser, firm, or professional organizations of which the appraiser is a member be identified without written consent of the appraiser.

10. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional appraisal organization with which the appraiser is affiliated: specifically, the Appraisal Institute.
11. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
12. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
13. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the appraisal report.
14. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which conclusions contained in this report is based.
15. On all proposed developments, Subject to satisfactory completion, repairs, or alterations, the consulting report is contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time with good quality materials.
16. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums except as reported to the consultant and contained in this report.
17. The party for whom this report is prepared has reported to the consultant there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
18. Unless stated otherwise, no percolation tests have been performed on this property. In making the appraisal, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use, as detailed in this report.

19. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The consultant does not warrant the condition or adequacy of such systems.
20. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the 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.

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A. EXECUTIVE SUMMARY AND CONCLUSION

EXECUTIVE SUMMARY AND CONCLUSIONS

1. Project Description:

Swift Creek (Subject) is a proposed new construction family LIHTC development located at 2591 Whites Mill Road in Decatur, DeKalb County, Georgia 30034. The Subject will consist of five, three-story residential buildings, as well as one building housing the management office, community room, computer lab, and fitness center. The design will feature wood frame construction with brick façade and hardi-plank siding.

The following table illustrates the proposed unit mix including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowance based on information supplied by the client. As illustrated, the proposed LIHTC rents are set below the maximum allowable level for all units.

PROPOSED RENTS						
Unit Type	Number of Units	Unit Size (SF)	Net LIHTC Rents	Utility Allowance (1)	Gross LIHTC Rents	Maximum Allowable Gross LIHTC (2)
<i>60% AMI</i>						
3BR/2BA	60	1,145	\$845	\$125	\$970	\$1,064

(1) Utility Allowance provided by the Housing Authority of DeKalb County, effective 10/1/2015

(2) Rents in effect as of January 1, 2016

The Subject will offer balconies/patios, blinds, carpeting, central heat and air conditioning, coat closets, and ceiling fans. Appliances will include a dishwasher, microwave, oven, refrigerator, and washer/dryer connections. Property amenities will include a computer lab, community room, exercise facility, picnic area, playground, central laundry, off-street parking, and on-site management. Overall, the Subject’s amenities will be competitive with those at the comparable properties.

2. Site Description/Evaluation:

The Subject site is located in a primarily residential in the southern portion of Decatur. The nearby residential and commercial uses are in average to good condition. To the immediate north and west of the Subject site is The Woodridge Apartment Homes in average condition that has been used as a comparable. Further north is Interstate 20 which generally traverses east/west and provides access to downtown Atlanta. To the east of the Subject is Laurel Mill Apartments in average condition, which has not been

used as a comparable due to the fact that it is currently undergoing renovations and the property manager was not able to provide details on rents or vacancy. Further east is undeveloped wooded area. To the south of the Subject are single-family homes in average to good condition, which according to Zillow.com, have recently sold for \$50,000 to \$154,900. The nearby retail, located along Candler Road approximately 1.1 miles east of the Subject, appeared to be approximately 80 to 90 percent occupied at the time of inspection. Overall, the Subject site is considered a desirable building site for low-income family multifamily housing and the Subject will be compatible with surrounding uses.

3. Market Area Definition:

The Primary Market Area (PMA) is defined by DeKalb Avenue Northeast, West Howard Avenue, and Mountain Drive to the north, Interstate 285 to the east and south, and Moreland Avenue Southeast to the west. The PMA includes the southern section of the city of Decatur and nearby surrounding unincorporated areas of DeKalb County. The area was defined based on interviews with the local Housing Authority and property managers at comparable properties. According to management at the majority of the comparables, including all of the LIHTC comparables, the majority of tenants originate from the local Decatur area and DeKalb County. The north boundary of the PMA is approximately 4.0 miles from the Subject site; the eastern boundary of the PMA is approximately 2.6 miles from the Subject site; the southern boundary of the PMA is approximately 1.1 miles from the Subject site; and the western boundary of the PMA is approximately 3.3 miles from the Subject site.

4. Community Demographic Data:

From 2010 to 2015, the total population increased by 0.1 percent; however, the population is projected to increase at a faster rate of 0.6 percent through 2020. Similarly, the number of households in the PMA, over the same period of time, is projected to increase. Through 2020, the projected percentage of renter households in the PMA earning less than \$40,000 annually will be 63.4 percent and the majority of renter households will consist of one or two persons. Overall, the projected trends are positive indicators for the Subject's affordable units. Based on the low vacancy rates and waiting lists experienced by many of the rental properties in the market, and the demand analysis

illustrated later in this report, there appears to be adequate demand for the Subject’s affordable units.

5. Economic Data:

The Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA) experienced employment growth from 2005 to 2007. Total employment decreased from 2007 to 2010. It should be noted that the MSA lost a significant number of jobs in 2009, which was due to the most recent national recession. Of note, the job loss in the MSA in 2010 was significantly greater than the nation, and the MSA reached its peak unemployment rate of 5.9 percent the year before in 2009. However, total employment has increased and has continued to increase annually from 2011 to 2016 year-to-date. Between July 2015 and July 2016, total employment increased by 4.3 percent in the MSA, compared to a 1.8 percent increase in the nation. In 2014, total employment reached pre-recessionary levels and continues to grow. Additionally, as of July 2016, the unemployment rate in the MSA was 5.1 percent, which is comparable to the nation. Overall, it appears the MSA was affected by the recent national recession, but appears to have recovered and is in a state of growth. The local economy appears to be diverse with low-paying jobs in many employment sectors such as education, retail trade, health care/social assistance, and government that are anticipated to generate demand for affordable housing in the PMA.

6. Project-Specific Affordability And Demand Analysis:

Our demand analysis indicates that there are approximately 1,000 income qualified renter households in the PMA. The following table illustrates capture rates for the Subject’s units.

CAPTURE RATE ANALYSIS CHART						
Bedrooms/AMI Level	Total Demand	Additions To Supply	Net Demand	Units Proposed	Capture Rate	Absorption
3BR at 60% AMI	266	0	266	60	22.5%	Four Months

The overall capture rate is 22.5 percent, which is within the Georgia DCA guidelines. We believe that the capture rate is reasonable for the Subject based on its target population, and there is adequate demand based on our conclusions.

7. Competitive Rental Analysis:

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property. To evaluate the competitive position of

the Subject, 1,877 units in nine rental properties were surveyed in depth. The data in the PMA is considered good on which to base our conclusions. The comparable properties in our survey include a range of units targeting several different AMI levels and unrestricted units. The Subject will offer 60 percent AMI units. The Subject's proposed 60 percent rents offer an advantage over the average rents at the comparable properties.

Vacancy rates in the market range from zero to 5.7 percent, averaging 3.5 percent. The average weighted vacancy rate among the LIHTC comparables is 0.9 percent, while the average weighted vacancy rate among the market rate comparables is 3.5 percent. Three of the five LIHTC comparables were fully occupied and all reported vacancy rates of 2.0 percent or lower. Given the generally similar to superior condition and age of the Subject to the comparables and overall stable vacancy rates in the market, we believe the Subject will operate with a vacancy rate of five percent or less.

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

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

SUBJECT COMPARISON TO "MARKET RENTS"					
Unit Type	Subject's Proposed LIHTC Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
3 BR	\$845	\$824	\$1,325	\$1,140	-26%

As illustrated, the Subject's proposed 60 percent rents are well below the surveyed average when compared to the comparables. We believe this is reasonable as the Subject, upon completion, will offer competitive amenities and will

be generally superior in condition to the comparables. Further, the Subject's proposed LIHTC rents are set below the maximum allowable levels. Overall, we believe that the Subject's proposed rents are achievable in the market and will offer a significant advantage when compared to the average rents being achieved at comparable properties.

8. Absorption/Stabilization Estimate:

We were able to obtain recent absorption information from two comparable properties. Columbia Mill, a 100-unit LIHTC/market rate comparable was constructed in 2014. Management noted an absorption rate of 20 units per month, or an absorption period of approximately five months. Retreat at Edgewood, a 100-unit LIHTC comparable opened in November of 2011 and completed lease up in April 2012, which equates to an absorption pace of approximately 20 units per month. In addition, Retreat at Edgewood Phase II, a 40-unit LIHTC comparable was originally constructed in 2012. Management noted an absorption rate of 12 units per month, or an absorption period of approximately three months. Based on the comparables, we anticipate that the Subject will absorb 14 to 18 units per month, or an absorption period of approximately three to four months. It should be noted that per DCA guidelines, absorption has been calculated to 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. The Subject will be generally superior in terms of age and condition to the comparables. The Subject's proposed 60 percent AMI rents are below the surveyed minimum market rate rents, which indicates that the Subject's rents will offer a significant advantage to the local market rents. Overall, we believe there is demand for the Subject given its excellent condition, low capture rates, and competitive amenities and unit sizes.

Summary Table:

Development Name:	Swift Creek	Total # Units:	60
Location:	2591 White Mill Road	# LIHTC Units:	60
	Decatur, DeKalb County, Georgia 30034		
PMA Boundary:	North: DeKalb Avenue Northeast, West Howard Avenue, and Mountain Drive; East: Interstate 285; South: Interstate 285; West: Moreland Avenue Southeast		
	Farthest Boundary Distance to Subject:		4.0 miles

Rental Housing Stock (found on page 99)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	9	1,877	52	97.2%
Market-Rate Housing	4	1,333	47	96.5%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	N/Ap	N/Ap	N/Ap	N/Ap
LIHTC	5	544	5	99.1%
Stabilized Comps	9	1,877	52	97.2%
Properties in Construction & Lease Up	N/Ap	N/Ap	N/Ap	N/Ap

Subject Development					Average Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
60	3BR at 60% AMI	2	1,145	\$845	\$1,140	\$0.77	26%	\$1,325	\$1.21

Demographic Data (found on pages 29 and 44)

	2015		May-18		2020	
Renter Households	19,877	46.4%	20,322	46.3%	20,662	58.7%
Income-Qualified Renter HHs (LIHTC)	1,829	9.2%	1,870	9.2%	1,901	9.2%

Targeted Income-Qualified Renter Household Demand (found on pages 46)

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall*
Renter Household Growth	N/Ap	N/Ap	48	N/Ap	N/Ap	48
Existing Households (Overburdened + Substandard)	N/Ap	N/Ap	776	N/Ap	N/Ap	776
Homeowner conversion (Seniors)	N/Ap	N/Ap	0	N/Ap	N/Ap	0
Total Primary Market Demand	N/Ap	N/Ap	824	N/Ap	N/Ap	824
Less Comparable/Competitive Supply	N/Ap	N/Ap	0	N/Ap	N/Ap	0
Adjusted Income-qualified Renter HHs**	N/Ap	N/Ap	824	N/Ap	N/Ap	824

Capture Rates (found on pages 47)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall*
Capture Rate:	N/Ap	N/Ap	22.5%	N/Ap	N/Ap	22.5%

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address and Development Location:	The Subject site is located at 2591 Whites Mill Road, Decatur, DeKalb County, Georgia 30034.
Construction Type:	The Subject will consist of five, three-story residential buildings, as well as one building housing the management office, community room, computer lab, and fitness center. The design will feature wood frame construction with brick façade and hardi-plank siding.
Occupancy Type:	The Subject will target family households.
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 upon completion.
Proposed Development Amenities:	See following property profile.
Scope of Renovations:	The Subject will be new construction.
Current Rents:	The Subject will be new construction.
Current Occupancy:	The Subject will be new construction.
Current Tenant Income:	The Subject will be new construction.
Placed in Service Date:	The Subject's approximate market entry date is May 2018.
Conclusion:	The Subject will consist of five excellent quality, three-story residential buildings, as well as one, one-story clubhouse. As new construction, the Subject will not suffer from deferred maintenance or functional obsolescence.

PROPERTY PROFILE REPORT

Swift Creek

Comp# Subject
Effective 10/6/2016
Location 2591 Whites Mill Road
 Decatur, GA 30034
 Dekalb County
Units 60
Type Garden (3 stories)
Year Built / Renovated Proposed 2018
Tenant Characteristics Families



Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?
3	2	Garden (3 stories)	60	1,145	\$845	\$0	@ 60%	n/a	N/A	N/A	no

Amenities

In-Unit	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Ceiling Fan Hand Rails Microwave Oven Pull Cords Refrigerator Washer/Dryer hookup	Security	none
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Exercise Facility Central Laundry Off-Street Parking On-Site Management Picnic Area Playground	Premium	none
Services	none	Other	Classes

C. SITE EVALUATION

SITE EVALUATION

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

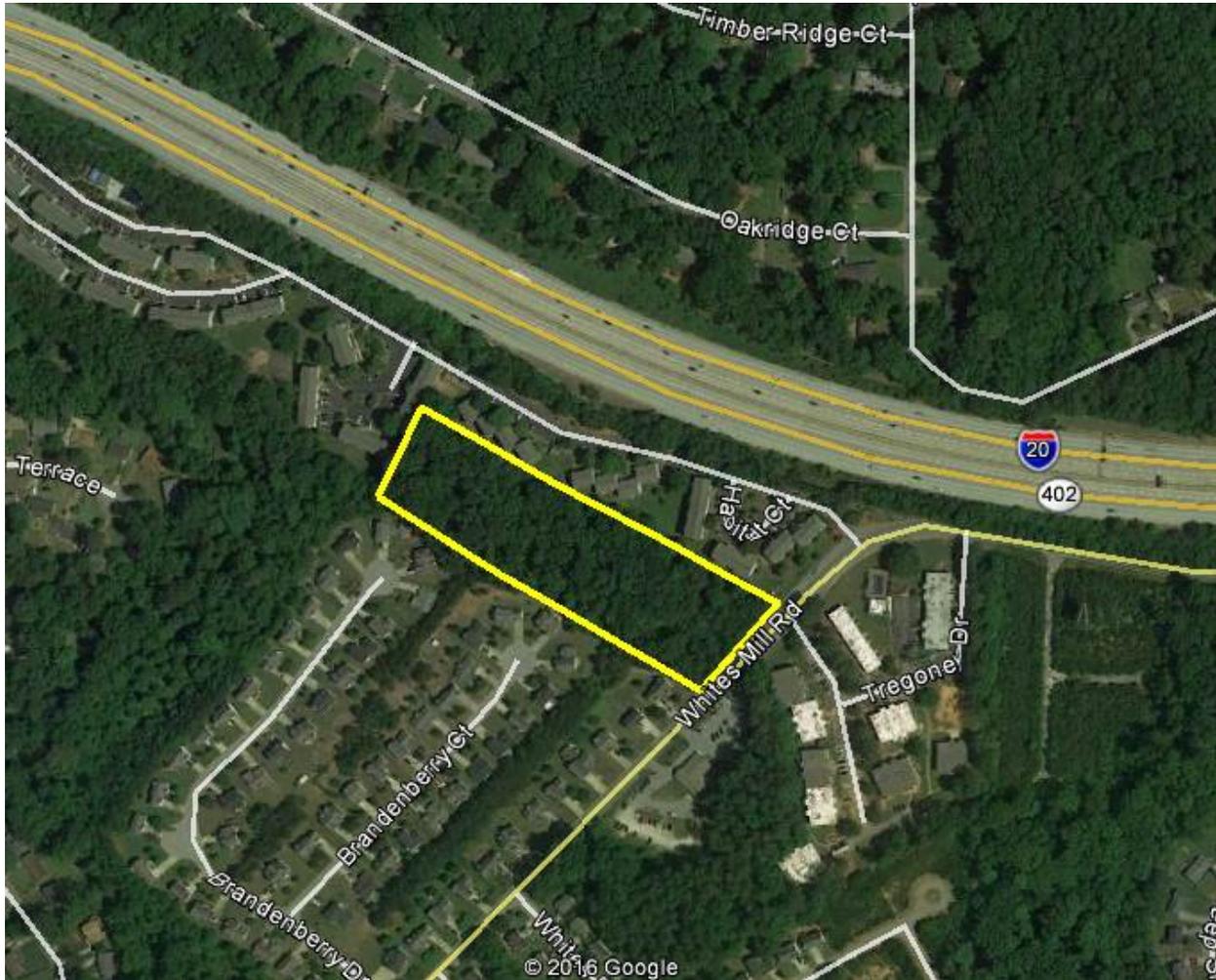
Will Hoedl inspected the site on October 6, 2016.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

The Subject site has frontage along the west side of Whites Mill Road. An aerial photograph of the Subject site is below.

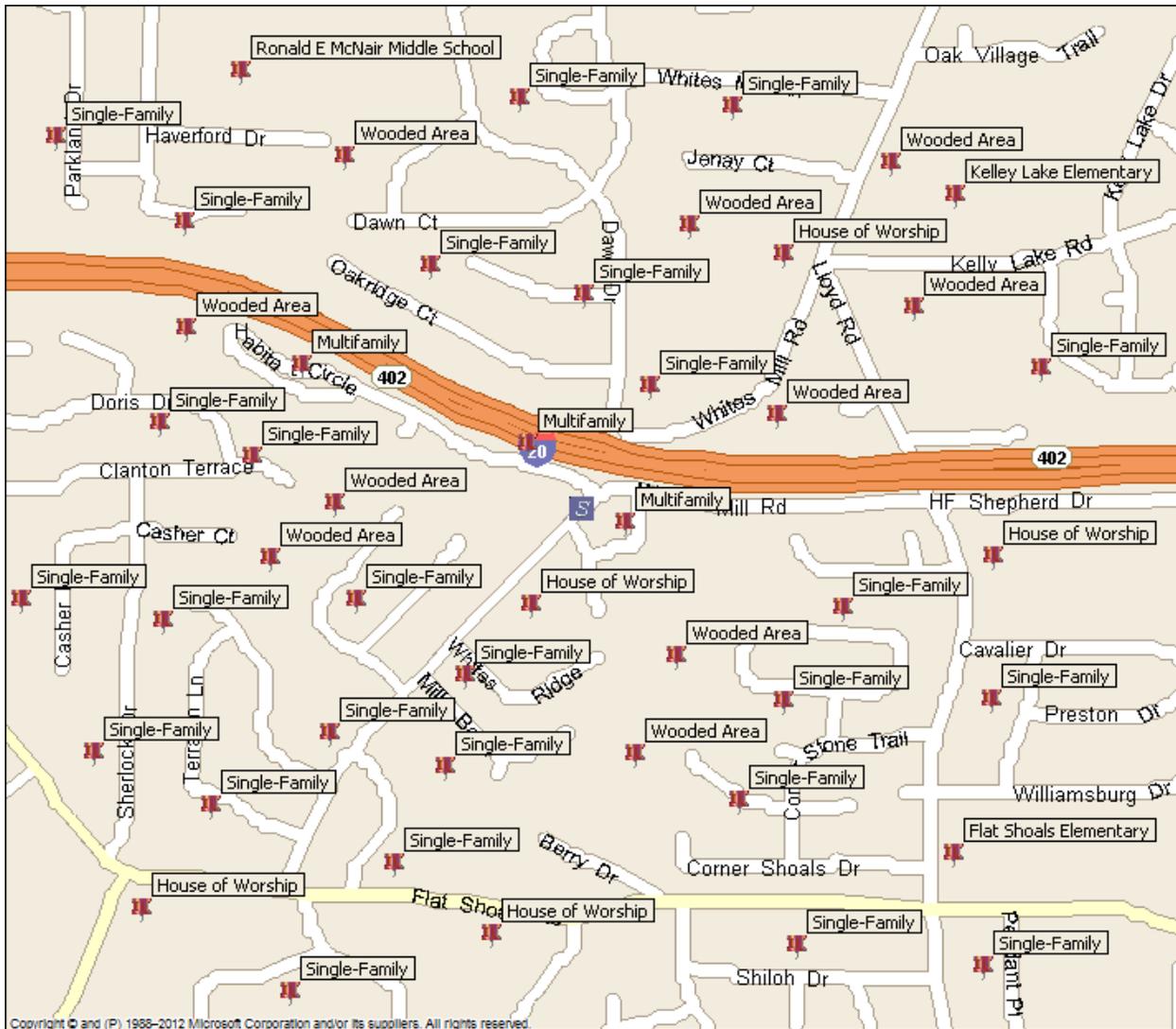


Visibility/Views:

The Subject has good visibility from Whites Mill Road. Views from the Subject site are of undeveloped land, single-family homes, and multifamily developments. Overall, views are considered average.

Surrounding Uses:

The following map and pictures illustrate the surrounding land uses.



The Subject site is located in a primarily residential neighborhood. The nearby residential uses are in average to good condition. To the immediate north, west, and east of the Subject are two multifamily developments, both in average condition, as well as undeveloped land to the west. To the immediate south are single-family homes in average to good condition and a house of worship in good condition.

Positive/Negative Attributes of Site: There are no significant negative attributes of the Subject site. Positive attributes include close proximity to retail, education, and public transportation. It should be noted that some noise is evident at the Subject site from Interstate 20; however, this is largely mitigated by the separation created by a sound barrier, tree line, and The Woodbridge Apartment Homes and we do not believe it will negatively impact the marketability of the Subject.

3. Physical Proximity to Locational Amenities:

There are restaurants, gas stations, schools, grocery stores, and other retail located within close proximity of the Subject site. In addition, all amenities are located within 2.0 miles of the Subject site. Overall, the proximity of these amenities is considered to be desirable for family households.

4. Pictures of Site and Adjacent Uses:



View of Subject site facing northwest



View of Subject site facing west



View of Subject site facing southwest



View of Subject site facing south



View of Subject site facing south



View of Subject site facing south



View of Subject site facing east



View of Subject site facing northeast



View along Whites Mill Road facing northeast



View along Whites Mill Road facing southwest



View of The Woodridge Apartment Homes to the west



View of The Woodridge Apartment Homes to the north



The Woodridge Apartment Homes to the north



View toward Interstate 20 from The Woodridge Apartment Homes



Bus stop located along Whites Mill Road



View of Laurel Mill Apartments to the east



Laurel Mill Apartments to the east



Single-family homes to the south of the Subject site (facing the Subject site)



Single-family home to the south of the Subject site (facing the Subject site)



Single-family home to the south



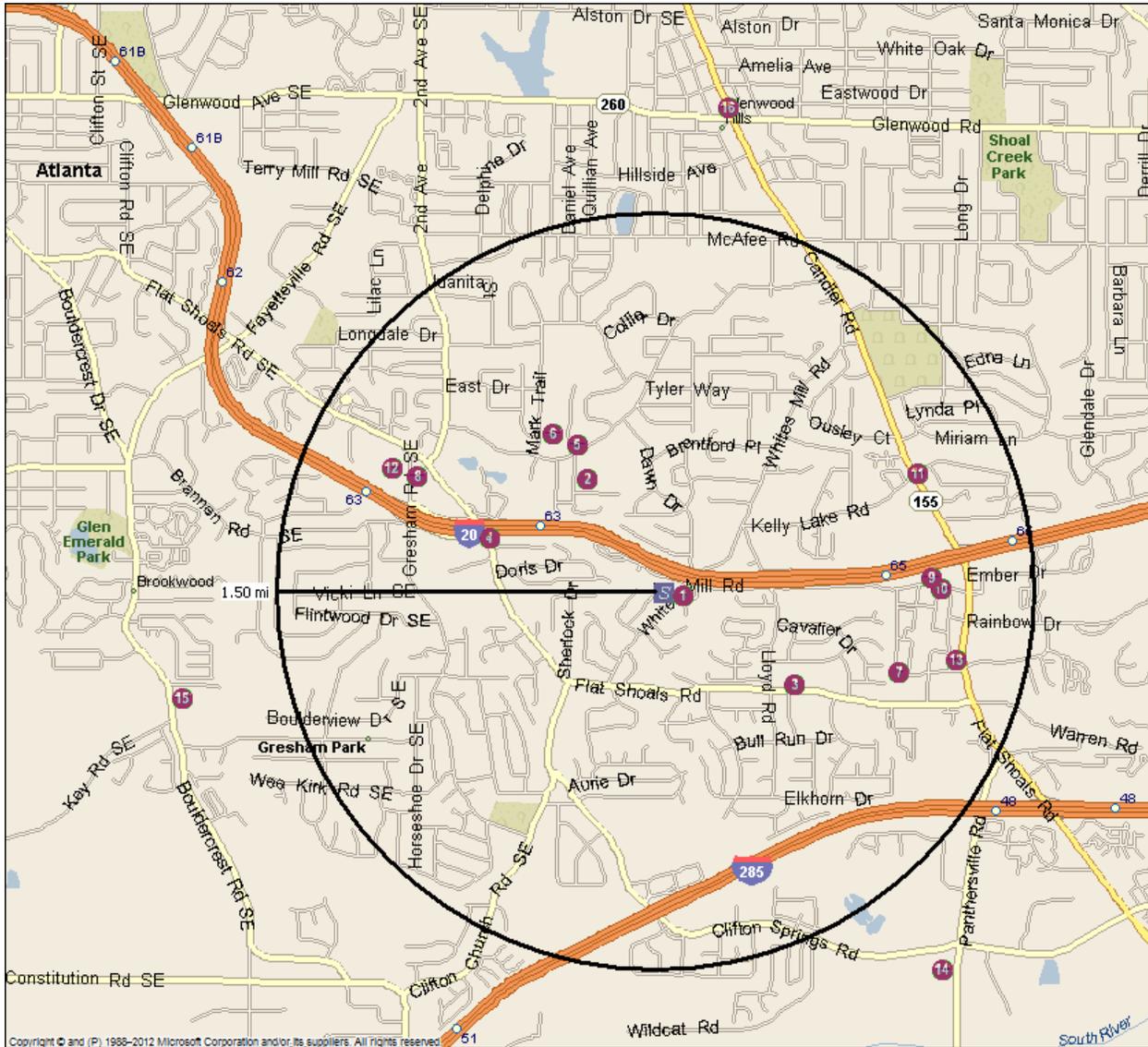
Single-family home to the south



House of worship to the south

5. Proximity to Locational Amenities:

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



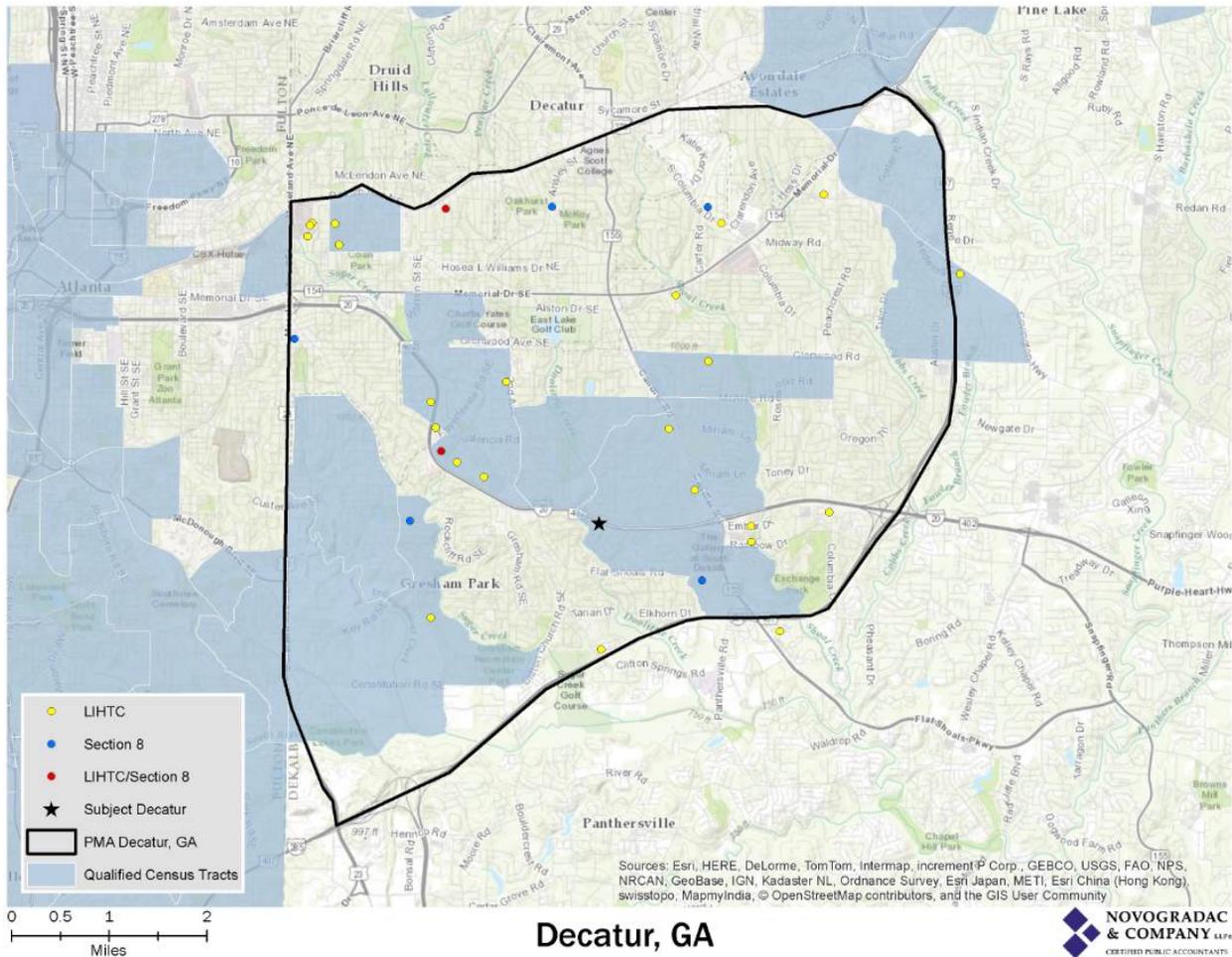
LOCALATIONAL AMENITIES					
Map #	Amenity or Service	Distance	Map #	Amenity or Service	Distance
1	Bus Stop	<0.1 miles	9	DeKalb County Police Station	1.0 mile
2	Ronald E. McNair Middle School	0.6 miles	10	SunTrust Bank	1.1 miles
3	Flat Shoals Elementary School	0.6 miles	11	CVS Pharmacy	1.1 miles
4	Texaco	0.8 miles	12	Walmart Supercenter	1.2 miles
5	Mark Trail Park	0.7 miles	13	Big Bear Super Market	1.2 miles
6	NH Scott Recreation	0.8 miles	14	Georgia State University - Perimeter College	1.9 miles
7	Post Office	1.0 mile	15	Ronald E. McNair High School	2.0 miles
8	Gresham Library	1.1 miles	16	Oakhurst Medical Center	2.0 miles

6. Description of Land Uses:

The Subject site is located in a primarily residential in the southern portion of Decatur. The nearby residential and commercial uses are in average to good condition. To the immediate north and west of the Subject site is The Woodridge Apartment Homes in average condition that has been used as a comparable. Further north is Interstate 20 which generally traverses east/west and provides access to downtown Atlanta. To the east of the Subject is Laurel Mill Apartments in average condition, which has not been used as a comparable due to the fact that it is currently undergoing renovations and the property manager was not able to provide details on rents or vacancy. Further east is undeveloped wooded area. To the south of the Subject are single-family homes in average to good condition, which according to Zillow.com, have recently sold for \$50,000 to \$154,900. The nearby retail, located along Candler Road approximately 1.1 miles east of the Subject, appeared to be approximately 80 to 90 percent occupied at the time of inspection. Overall, the Subject site is considered a desirable building site for low-income family multifamily housing and the Subject will be compatible with surrounding uses.

**7. Existing Assisted Rental Housing
Property Map:**

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



RENT ASSISTED PROPERTIES IN PMA								
Property Name	Address	City	Zip	Type	Tenancy	Map Color	Included/ Excluded	Reason for Exclusion
Brittany Apartments	3308 Covington Dr	Decatur	30032	LIHTC	Family		Excluded	Inferior Condition
Candler Forest	2145 Candler Rd	Decatur	30032	LIHTC	Family		Excluded	Unable to Contact
Columbia Citi Homes	165 Marion Pl NE	Atlanta	30307	LIHTC	Family		Excluded	Dissimilar Unit Mix
Columbia Mill	2239 Flat Shoals Rd SE	Atlanta	30316	LIHTC	Family		Included	N/A
Columbia Senior Residences at Edgewood	1281 Caroline St NE	Atlanta	30307	LIHTC	Senior		Excluded	Age-Restricted
Columbia Village	100 Jessica Ave	Decatur	30032	LIHTC	Family		Included	N/A
Delano Place	1575 Line St	Decatur	30032	LIHTC	Family		Excluded	Dissimilar Unit Mix
DIC Eagles Nest	3002 Ember Dr	Decatur	30034	LIHTC	Family		Excluded	Inferior Condition
Eagles Run I & II	2000 Bouldercrest Rd SE	Atlanta	30316	LIHTC	Family		Excluded	Dissimilar Unit Mix
Forest at Columbia	2505 Columbia Dr	Decatur	30034	LIHTC	Family		Excluded	Unable to Contact
Forest Heights Apartments	1048 Columbia Dr	Decatur	30030	LIHTC	Family		Excluded	Dissimilar Unit Mix
Magnolia Circle	100 Dash Lewis Dr	Decatur	30034	LIHTC	Senior		Excluded	Age-Restricted
Oakland Court Apartments	97 Sanderson St NE	Atlanta	30307	LIHTC	Family		Excluded	Dissimilar Unit Mix
Orchard Walk	3800 Flat Shoals Parkway	Decatur	30034	LIHTC	Family		Included	N/A
Retreat At Edgewood	150 Hutchinson Street NE	Atlanta	30307	LIHTC	Family		Included	N/A
Retreat At Edgewood II	37 Hutchinson Street NE	Atlanta	30307	LIHTC	Family		Included	N/A
Retreat at Madison Place	3907 Redwing Cir	Decatur	30035	LIHTC	Senior		Excluded	Age-Restricted
Robins Landing Apartments	3529 Robins Landing Way	Decatur	30032	LIHTC	Family		Excluded	Unable to Contact
Summit Trail	2045 Graham Cir SE	Atlanta	30316	LIHTC	Young Adult		Excluded	Dissimilar Tenancy
The Broadway at East Atlanta	1930 Flat Shoals Rd SE	Atlanta	30316	LIHTC	Family		Excluded	Dissimilar Unit Mix
Thornberry Apartments	2435 Aylesbury Loop	Decatur	30034	LIHTC	Family		Excluded	Unable to Contact
Vineyards of Flatshoals	2115 Vineyard Walk SE	Atlanta	30316	LIHTC	Family		Excluded	Dissimilar Unit Mix
Whispering Pines	2784 Kelly Lake Rd	Decatur	30032	LIHTC	Family		Excluded	Dissimilar Unit Mix
Highlands at East Atlanta	2051 Flat Shoals Rd SE	Atlanta	30316	LIHTC/Section 8	Family		Excluded	Inferior Condition
Presley Woods	265 Kirkwood Rd NE	Atlanta	30317	LIHTC/Section 8	Family		Excluded	Dissimilar Unit Mix
Allegre Point Senior Residences	3391 Flat Shoals Rd	Decatur	30034	Section 8	Senior		Excluded	Age-Restricted
Branan Towers	1200 Glenwood Ave SE	Atlanta	30316	Section 8	Senior		Excluded	Age-Restricted
Community Housing, Inc.	1179 Russell Dr	Decatur	30030	Section 8	Disabled		Excluded	Subsidized
Paradise East Apartments	1504 Bouldercrest Rd SE	Atlanta	30316	Section 8	Family		Excluded	Subsidized
Shepherd Center	321 W Hill St	Decatur	30030	Section 8	Family		Excluded	Subsidized

9. Road/Infrastructure Proposed Improvements:

The Flat Shoals Parkway/Interstate 285 interchange project is currently under construction approximately 1.7 miles southwest of the Subject. The reconstruction of the interchange includes the construction of two bridges, a new Interstate 285 overpass bridge along Flat Shoals Parkway/ and a new Panthersville Road Bridge over Interstate 285. The project is expected to be completed by October 2017.

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

The Subject will have access via the west side Whites Mill Road, which is a moderately-travelled collector street. Whites Mill Road provides access to Candler Road to the east and Flat Shoals Road to the south. Flat Shoals Road also provides access to Candler Road to the east. Candler Road is a heavily-traveled arterial that provides access Interstate 20. Interstate 20 traverses east/west and provides access to downtown Atlanta and Birmingham, Alabama to the west and Interstate 285 and Columbia, South Carolina to the east. Overall, visibility and access to and from the site are considered average.

11. Environmental Concerns: None visible upon site inspection.

12. Zoning:

According to the DeKalb County Department of Planning and Sustainability, the Subject site is zoned MR-2 (Medium Density Residential – 2) in the Interstate-20 Overlay District. The MR-2 zoning allow cottage housing, attached, multi-family and mixed residential developments. This zoning district allows for a maximum base density of 12 units per acre and a maximum density of 24 units per acre with bonuses. It permits a maximum building height of 45 feet, or three stories. The Subject is also located within the Interstate-20 Overlay District, Tier 2 (Medium-Intensity), which is intended to allow medium-density development in a mixed-use development. The maximum allowable density is 40 dwelling units per acre with a maximum building height of eight stories. According to the DeKalb County Department of Planning and Sustainability, when a property is located in an overlay district, the overlay shall govern. The Subject will be developed to a density of 15.5 units per acre. The Subject's buildings will be three stories in height. Parking requirements will be 1.5 parking spaces per unit. The Subject will offer 60 units. Therefore, it would require 90 parking spaces. The Subject will offer 90 parking spaces. The Subject appears to be a legal, conforming use.

13. Conclusion:

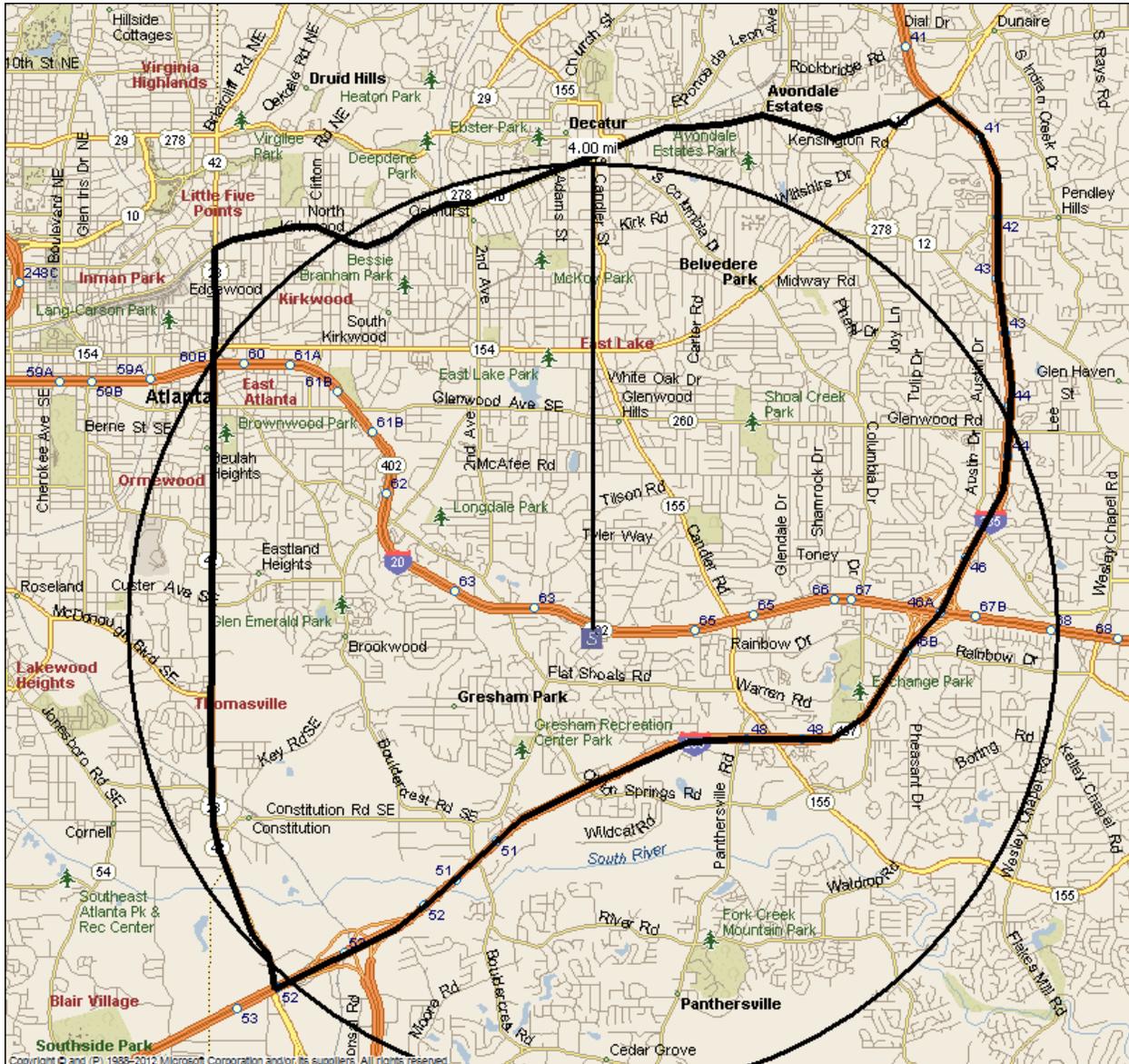
The Subject site is located in a primarily residential in the southern portion of Decatur. The nearby residential and commercial uses are in average to good condition. Overall, the Subject site is considered a desirable building site for low-income family multifamily housing and the Subject will be compatible with surrounding uses.

D. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied, to determine if the Primary Market Area (PMA) and the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA) are areas of growth or contraction.

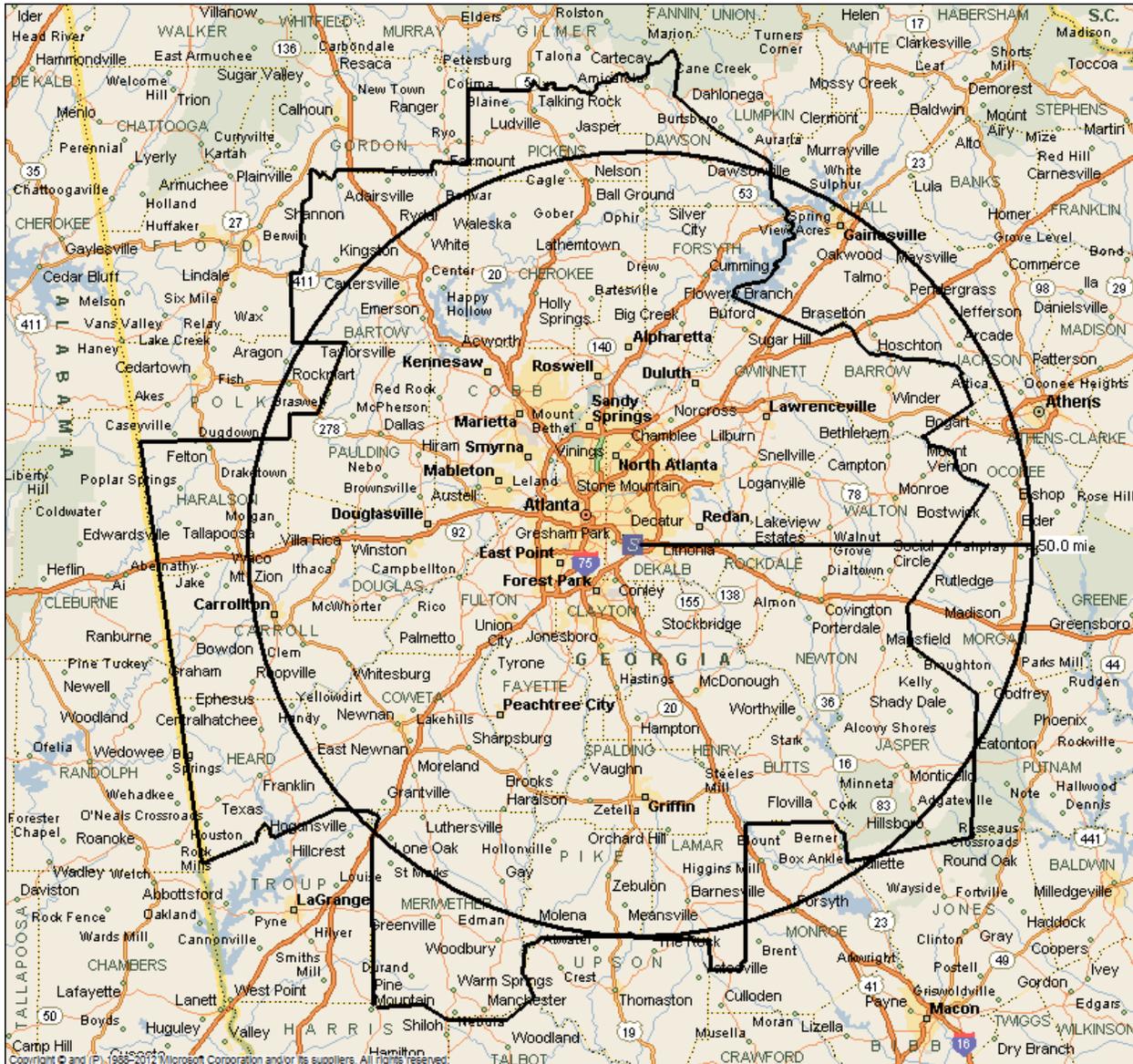
The boundaries of the PMA are as follows:

North:	DeKalb Avenue Northeast, West Howard Avenue, and Mountain Drive
South:	Interstate 285
East:	Interstate 285
West:	Moreland Avenue Southeast

The area includes the southern section of the city of Decatur and nearby surrounding unincorporated areas of DeKalb County. The area was defined based on interviews with the local housing authority and property managers at comparable properties. According to management at the majority of the comparables, including all of the LIHTC comparables, the majority of tenants originate from the local Decatur area and DeKalb County. The north boundary of the PMA is approximately 4.0 miles from the Subject site; the eastern boundary of the PMA is approximately 2.6 miles from the Subject site; the southern boundary of the PMA is approximately 1.1 miles from the Subject site; and the western boundary of the PMA is approximately 3.3 miles from the Subject site. We have estimated that approximately 15 percent of the Subject's tenants originate from outside these boundaries. While we do believe the Subject will experience leakage from outside the PMA boundaries, 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 is 4.0 miles.

For comparison purposes, the secondary market area (SMA) for the Subject is considered to be the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 29 counties in northern Georgia. Following is a map of the SMA.

Secondary Market Area Map



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 PMA and Atlanta-Sandy Springs-Roswell, GA MSA are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and MSA.

1. Population Trends

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

TOTAL POPULATION						
Year	PMA		MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	124,304	-	4,263,438	-	281,421,906	-
2010	108,274	-1.3%	5,286,728	2.4%	308,745,538	1.0%
2015	109,039	0.1%	5,527,230	0.9%	318,536,439	0.6%
Projected Mkt Entry	110,969	0.6%	5,711,673	1.2%	325,385,249	0.8%
2020	112,444	0.6%	5,852,718	1.2%	330,622,575	0.8%

Source: ESRI Demographics 2015, Novogradac & Company LLP, 9/2016

POPULATION BY AGE GROUP					
Age Cohort	PMA				
	2000	2010	2015	Projected Mkt Entry	2020
0-4	8,908	7,552	7,038	7,019	7,005
5-9	9,780	6,160	7,132	6,969	6,844
10-14	9,382	5,837	6,048	6,648	7,106
15-19	9,594	6,865	6,136	6,326	6,471
20-24	10,050	7,754	7,468	7,201	6,996
25-29	10,347	9,105	7,900	8,144	8,330
30-34	10,347	9,532	8,782	8,339	8,000
35-39	10,184	8,757	8,663	8,468	8,318
40-44	9,571	7,799	8,080	8,180	8,256
45-49	8,897	7,565	7,329	7,620	7,842
50-54	7,909	7,209	7,097	7,103	7,108
55-59	5,550	6,695	6,762	6,806	6,840
60-64	4,421	6,137	6,301	6,419	6,510
65-69	3,197	4,211	5,662	5,734	5,789
70-74	2,413	2,946	3,719	4,381	4,888
75-79	1,726	1,909	2,420	2,783	3,060
80-84	1,156	1,232	1,382	1,598	1,763
85+	873	1,009	1,122	1,232	1,316
Total	124,305	108,274	109,041	110,968	112,442

Source: ESRI Demographics 2015, Novogradac & Company LLP, 9/2016

From 2000 to 2010, the total population in the PMA decreased 1.3 percent annually. From 2010 to 2015, the total population increased by 0.1 percent; however, the population is projected to increase at a faster rate of 0.6 percent through 2020. During the same period of time, the population in the MSA is projected to increase, albeit at a faster rate than the PMA.

As of 2015, the largest age cohorts are the 30 to 34 and 35 to 39 cohorts. Approximately 61.7 percent the population in the PMA is comprised of those aged 44 or younger. Overall, the notable presence of families and the projected total population trends in the PMA should bode well for the Subject's affordable units.

2. Household Trends

2a. Total Number of Households, Average Household Size

TOTAL NUMBER OF HOUSEHOLDS						
Year	PMA		Decatur, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	42,804	-	1,559,712	-	105,480,101	-
2010	41,910	-0.2%	1,943,885	2.5%	116,716,292	1.1%
2015	42,879	0.4%	2,033,479	0.9%	120,746,349	0.7%
Projected Mkt Entry	43,857	0.8%	2,102,926	1.2%	123,427,370	0.8%
2020	44,604	0.8%	2,156,032	1.2%	125,477,562	0.8%

Source: ESRI Demographics 2015, Novogradac & Company LLP, 9/2016

AVERAGE HOUSEHOLD SIZE						
Year	PMA		Decatur, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.79	-	2.68	-	2.59	-
2010	2.45	-1.2%	2.68	0.0%	2.58	-0.1%
2015	2.42	-0.2%	2.68	0.0%	2.57	0.0%
Projected Mkt Entry	2.41	-0.1%	2.68	0.0%	2.57	0.0%
2020	2.41	-0.1%	2.67	0.0%	2.57	0.0%

Source: ESRI Demographics 2015, Novogradac & Company LLP, 9/2016

The number of total households in the PMA decreased slightly from 2000 to 2010, but increased from 2010 to 2015. Over the same period of time, both the MSA and nation experienced moderate total household growth. Through market entry and 2020, the number of total households in the PMA is projected to continue to increase. Over the same period of time, the total household growth rate of the MSA is projected to exceed that of the PMA and the nation.

Historically, the PMA has experienced declines in average household sizes, while the MSA and nation have remained stable. Through the market entry date, the average household size in the PMA is expected to decline at a rate of 0.1 percent per annum. The average household size in the nation is expected to remain unchanged through this time period.

2b. Households by Tenure

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

TENURE PATTERNS - TOTAL POPULATION				
PMA				
	Owner-Occupied Units		Renter-Occupied Units	
<i>Year</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
2000	24,482	57.2%	18,322	42.8%
2010	24,414	58.3%	17,496	41.7%
2015	23,002	53.6%	19,877	46.4%
Projected Mkt Entry	23,535	53.7%	20,322	46.3%
2020	23,942	53.7%	20,662	46.3%

Source: ESRI Demographics 2015, Novogradac & Company LLP, 7/2016

As of 2015, approximately 53.6 percent of total households in the PMA were owner-occupied, while the remaining 46.4 percent are renter-occupied. The percentage of total renter households in the PMA is above the national average of 37.0 percent (not shown). Through the market entry date and 2020, the percentage of total renter-occupied housing units in the PMA is projected to decrease slightly, while the total number of renter households is expected to increase.

2c. Households by Income

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

HOUSEHOLD INCOME DISTRIBUTION - PMA								
Income Cohort	2010		2015		Projected Mkt Entry		2020	
	#	%	#	%	#	%	#	%
\$0-9,999	4,486	10.7%	6,425	15.0%	7,000	16.0%	7,439	16.7%
\$10,000-19,999	5,702	13.6%	7,358	17.2%	7,945	18.1%	8,395	18.8%
\$20,000-29,999	5,565	13.3%	6,782	15.8%	7,237	16.5%	7,586	17.0%
\$30,000-39,999	4,279	10.2%	4,627	10.8%	4,758	10.8%	4,857	10.9%
\$40,000-49,999	4,163	9.9%	3,730	8.7%	3,817	8.7%	3,884	8.7%
\$50,000-59,999	3,401	8.1%	3,108	7.2%	2,987	6.8%	2,896	6.5%
\$60,000-74,999	4,067	9.7%	3,287	7.7%	3,122	7.1%	2,996	6.7%
\$75,000-99,999	4,137	9.9%	3,412	8.0%	3,249	7.4%	3,125	7.0%
\$100,000-124,999	2,525	6.0%	1,893	4.4%	1,715	3.9%	1,578	3.5%
\$125,000-149,999	1,369	3.3%	843	2.0%	790	1.8%	749	1.7%
\$150,000-199,999	1,305	3.1%	1,027	2.4%	883	2.0%	774	1.7%
\$200,000+	912	2.2%	389	0.9%	353	0.8%	326	0.7%
Total	41,910	100.0%	42,879	100.0%	43,857	100.0%	44,604	100.0%

Source: Ribbon Demographics 2015, Novogradac & Company LLP, 9/2016

As of 2015, approximately 58.8 percent of households have annual incomes less than \$40,000. Through 2020, the percentage of households earning less than \$40,000 annually is projected to increase to 63.4 percent. The significant percentage of low-income households in the PMA is a positive indicator for demand of the Subject's affordable units.

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

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

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA								
	2010		2015		Projected Mkt Entry		2020	
	#	%	#	%	#	%	#	%
With 1 Person	5,875	33.6%	6,856	34.5%	7,109	35.0%	7,303	35.3%
With 2 Persons	4,425	25.3%	5,029	25.3%	5,133	25.3%	5,213	25.2%
With 3 Persons	3,030	17.3%	3,424	17.2%	3,486	17.2%	3,533	17.1%
With 4 Persons	2,028	11.6%	2,252	11.3%	2,275	11.2%	2,293	11.1%
With 5+ Persons	2,138	12.2%	2,316	11.7%	2,318	11.4%	2,320	11.2%
Total Renter Households	17,496	100.0%	19,877	100.0%	20,322	100.0%	20,662	100.0%

Source: Ribbon Demographics 2014, Novogradac & Company LLP, 9/2016

Approximately 40.2 percent of the renter households in the PMA consist of three to five or more persons, as of 2015. Through market entry and 2020, the distribution of renter households by number of persons is projected to remain largely unchanged. Overall, the projected trends should bode well for the Subject's proposed three-bedroom units.

Conclusion

From 2010 to 2015, the total population increased by 0.1 percent; however, the population is projected to increase at a faster rate of 0.6 percent through 2020. Similarly, the number of households in the PMA, over the same period of time, is projected to increase. Through 2020, the projected percentage of renter households in the PMA earning less than \$40,000 annually will be 63.4 percent and the many of renter households will consist of three to five or more persons. Overall, the projected trends are positive indicators for the Subject's affordable units. Based on the low vacancy rates and waiting lists experienced by many of the rental properties in the market, and the demand analysis illustrated later in this report, there appears to be adequate demand for the Subject's affordable units.

F. EMPLOYMENT TRENDS

EMPLOYMENT TRENDS

The Atlanta-Sandy Springs-Roswell, GA MSA experienced employment growth from 2005 to 2007. Total employment decreased from 2007 to 2010. It should be noted that the MSA lost a significant number of jobs in 2009, which was due to the most recent national recession. However, total employment has increased and has continued to increase annually from 2011 to 2016 year-to-date. Between July 2015 and July 2016, total employment increased by 4.3 percent in the MSA, compared to a 1.8 percent increase in the nation. In 2014, total employment reached pre-recessionary levels and continues to grow. Additionally, as of July 2016, the unemployment rate in the MSA was 5.1 percent, which is comparable to the nation. Overall, it appears the MSA was affected by the recent national recession, but appears to have recovered and is in a state of growth. The local economy appears to be diverse and low-paying jobs in the education, retail trade, manufacturing, and government sectors are expected to generate demand for affordable housing in the PMA.

1. Total Jobs

The following table illustrates the total jobs (also known as “covered employment”) in DeKalb County.

TOTAL JOBS - DEKALB COUNTY, GA		
Year	Covered Employment	% Change
2006	366,471	-
2007	374,934	2.3%
2008	367,914	-1.9%
2009	343,126	-7.2%
2010	323,687	-6.0%
2011	327,936	1.3%
2012	335,451	2.2%
2013	337,823	0.7%
2014	342,178	1.3%
2015	349,619	2.1%
2016 YTD Average	358,177	2.4%
July-15	350,438	-
July-16	365,462	4.1%

Source: U.S. Bureau of Labor Statistics, 9/2016

*2016 data is through July

Total employment in DeKalb County decreased from 2007 to 2010. The most notable employment decrease was in 2009, which was due to the effects of the most recent national recession. However, total employment levels in the county have increased annually from 2011 through 2016 year-to-date. From July 2015 to July 2016, total employment increased 4.1 percent. Overall, the recent economic data suggests that DeKalb County remains affected by the lingering effects from the most recent national recession, but appears to have begun a recovery.

2. Total Jobs by Industry

The following table illustrates the annual total jobs by employment sectors within the PMA and USA as of 2015.

2015 EMPLOYMENT BY INDUSTRY				
Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Health Care/Social Assistance	6,943	14.4%	20,205,674	13.7%
Educational Services	5,373	11.1%	13,529,510	9.2%
Retail Trade	4,625	9.6%	17,089,319	11.6%
Accommodation/Food Services	4,176	8.7%	10,915,815	7.4%
Transportation/Warehousing	3,532	7.3%	6,200,837	4.2%
Public Administration	3,314	6.9%	7,099,307	4.8%
Other Services (excl Publ Adm)	2,878	6.0%	7,548,482	5.1%
Admin/Support/Waste Mgmt Svcs	2,847	5.9%	6,242,568	4.2%
Prof/Scientific/Tech Services	2,792	5.8%	9,981,082	6.8%
Manufacturing	2,465	5.1%	15,651,841	10.6%
Construction	2,217	4.6%	9,392,204	6.4%
Finance/Insurance	2,011	4.2%	7,026,905	4.8%
Information	1,634	3.4%	2,965,498	2.0%
Real Estate/Rental/Leasing	1,222	2.5%	2,759,067	1.9%
Wholesale Trade	990	2.1%	3,742,526	2.5%
Arts/Entertainment/Recreation	817	1.7%	3,193,724	2.2%
Utilities	291	0.6%	1,190,608	0.8%
Mgmt of Companies/Enterprises	53	0.1%	115,436	0.1%
Agric/Forestry/Fishing/Hunting	30	0.1%	1,941,156	1.3%
Mining	0	0.0%	997,794	0.7%
Total Employment	48,210	100.0%	147,789,353	100.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, 9/2016

The largest sector in the PMA is the health care/social assistance sector, followed by the educational services and retail trade sectors. These three sectors account for 35.1 percent of employment in the PMA. The PMA is overly represented in sectors such as educational services, accommodation/food services, transportation/warehousing, public administration, and administrative/support/waste management services sectors, and underrepresented in the healthcare/social assistance, retail trade, professional/scientific/tech services, manufacturing, and construction sectors compared to the nation as a whole. It should be noted that while the health care/social assistance and educational services sectors are historically stable industries, the retail trade industry is at risk of job loss and closures during times of economic downturn.

3. Major Employers

The table below illustrates the major employers in Decatur, GA as provided by the Decatur Downtown Development Authority.

MAJOR EMPLOYERS - DECATUR, GA		
Company	Industry	Number Employed
DeKalb County Government	Government	1000
Emory University Health Systems	Healthcare	822
City Schools of Decatur	Education	556
Agnes Scott College	Education	274
U.S. Postal Service	Government	200
City of Decatur	Government	200
Task Force for Global Health	Healthcare	118
DeVry	Education	120
Decatur Hospital (DeKalb Medical Center)	Healthcare	150
Columbia Theological Seminary	Education	75
Utility Software, Inc.	Tech Manufacturing	56
Gimme Games	Entertainment	50
Wells Fargo	Financial	45

Source: Decatur Downtown Development Authority, 9/2016

The largest employer in Decatur is the DeKalb County Government. Seven of the top 13 employers in the city are from the government and education sectors. Lower skilled employees in these industries are likely to have incomes in line with the Subject's income restrictions. Other industries represented in the major employers in Decatur include healthcare and manufacturing.

Expansions/Contractions

We spoke with Lyn Menne, Assistant City Manager with the City of Decatur Community and Economic Development Department, regarding the current economic environment in Decatur, Georgia. Ms. Menne reported that several retail and restaurant businesses were opening in the area including: Truman Restaurant, Mellow Mushroom, Scout, Found, Coco & Mischa, Cooking up a Storm, and Rocket Fizz. A couple businesses have recently expanded including: Little Shop of Stories and Task Force for Global Health. Lastly, Ms. Menne noted the closing the restaurant Colbeh. According to Ms. Menne, no businesses have experienced a layoff.

Through further internet research, we found that Whole Foods Market is in advanced discussions to come to the intersection of North Decatur Road and Church Street in Decatur. Additionally, The 17 Steps Gift Shop, Salon Red, and Boogaloo's also all closed in 2016.

We also attempted to contact the Georgia Department of Economic Development to obtain Worker Adjustment and Retraining Notification (WARN) filings for DeKalb County; however, as of the date of this report, our emails have not been returned.

4. Employment and Unemployment Trends

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

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

Year	<u>Atlanta-Sandy Springs-Roswell, GA MSA</u>				<u>USA</u>			
	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*	2,744,413	2.5%	5.0%	-0.5%	150,990,143	3.2%	5.0%	-1.2%
Jul-2015	2,683,424	-	6.0%	-	149,722,000	-	5.6%	-
Jul-2016	2,799,438	4.3%	5.1%	-0.9%	152,437,000	1.8%	5.1%	-0.5%

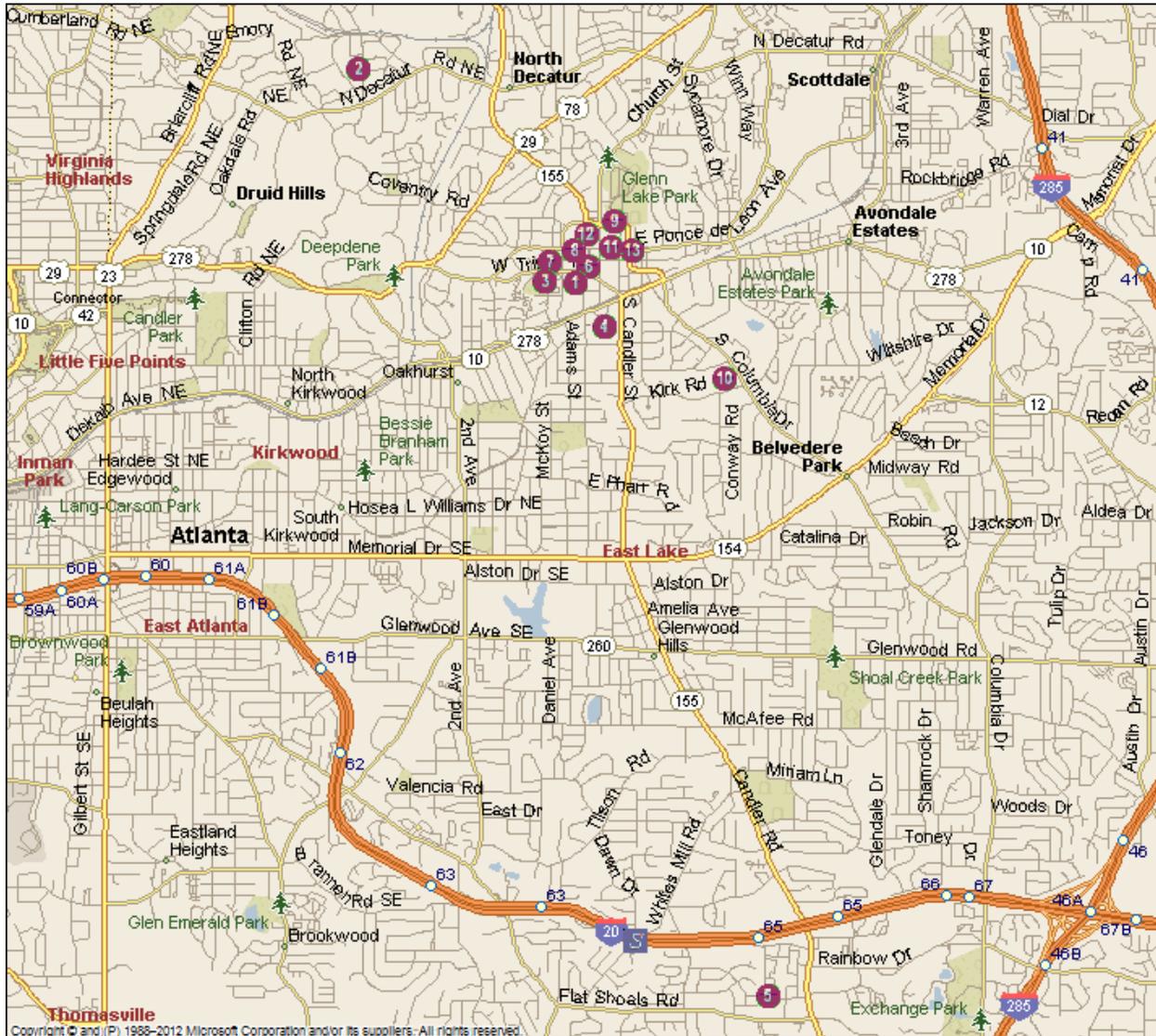
Source: U.S. Bureau of Labor Statistics, October 2016

*2016 data is through July

The MSA experienced employment growth from 2005 to 2007. Total employment decreased from 2007 to 2010. It should be noted that the MSA lost a significant number of jobs in 2009, which was due to the most recent national recession. Of note, the job loss in the MSA in 2010 was significantly greater than the nation, and the MSA reached its peak unemployment rate of 5.9 percent the year before in 2009. However, total employment has increased and has continued to increase annually from 2011 to 2016 year-to-date. Between July 2015 and July 2016, total employment increased by 4.3 percent in the MSA, compared to a 1.8 percent increase in the nation. In 2014, total employment reached pre-recessionary levels and continues to grow. Additionally, as of July 2016, the unemployment rate in the MSA was 5.1 percent, which is comparable to the nation. Overall, it appears the MSA was affected by the recent national recession, but appears to have recovered and is in a state of growth.

5. Map of Site and Major Employment Concentrations

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



MAJOR EMPLOYERS - DECATUR, GA			
Map #	Company	Industry	Number Employed
1	DeKalb County Government	Government	1,000
2	Emory University Health Systems	Healthcare	822
3	City Schools of Decatur	Education	556
4	Agnes Scott College	Education	274
5	U.S. Postal Service	Government	200
6	City of Decatur	Government	200
7	Task Force for Global Health	Healthcare	118
8	DeVry	Education	120
9	Decatur Hospital (DeKalb Medical Center)	Healthcare	150
10	Columbia Theological Seminary	Education	75
11	Utility Software, Inc.	Tech Manufacturing	56
12	Gimme Games	Entertainment	50
13	Wells Fargo	Financial	45

Source: Decatur Downtown Development Authority, 9/2016

Conclusion

The MSA experienced employment growth from 2005 to 2007. Total employment decreased from 2007 to 2010. It should be noted that the MSA lost a significant number of jobs in 2009, which was due to the most recent national recession. Of note, the job loss in the MSA in 2010 was significantly greater than the nation, and the MSA reached its peak unemployment rate of 5.9 percent the year before in 2009. However, total employment has increased and has continued to increase annually from 2011 to 2016 year-to-date. Between July 2015 and July 2016, total employment increased by 4.3 percent in the MSA, compared to a 1.8 percent increase in the nation. In 2014, total employment reached pre-recessionary levels and continues to grow. Additionally, as of July 2016, the unemployment rate in the MSA was 5.1 percent, which is comparable to the nation. Overall, it appears the MSA was affected by the recent national recession, but appears to have recovered and is in a state of growth. The local economy appears to be diverse with low-paying jobs in many employment sectors such as education, retail trade, health care/social assistance, and government that are anticipated to generate demand for affordable housing in the PMA.

PROJECT-SPECIFIC DEMAND ANALYSIS

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).

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 and market rate project.

The maximum income levels for the LIHTC restricted units are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from the DCA website. For the unrestricted market rate units, the maximum income is based on 140 percent AMI.

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 May 2018, the anticipated date of market entry, as the base year for the analysis. Therefore, 2015 household population estimates are inflated to May 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 September 2016. This number takes the overall growth from 2015 to May 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. The third source (**2c.**) is those seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. It should be noted that per DCA guidelines, we have lowered demand from seniors who convert to homeownership to be at or below 2.0 percent of total demand.

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

3C. Secondary Market Area

Per the 2016 GA DCA Qualified Allocation Plan (QAP) and Market Study Manual, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we have not accounted for leakage from outside the PMA boundaries in our demand analysis.

3D. Other

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

4. NET DEMAND, CAPTURE RATES AND STABILIZATION CALCULATIONS

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed or placed in service from 2013 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.

Based on DCA's allocation lists since 2014, there has been one property allocated tax credits in the Subject's PMA. Columbia Avondale Senior, which was allocated LIHTCs in 2015, will consist of 92 age-restricted units. The one and two-bedroom units at the property will be restricted at the 50 and 60 percent AMI level, including 15 units that will benefit from project-based rental assistance, as well as market rate units. A construction timeline is not available. As a senior LIHTC property, we do not believe that Columbia Avondale Senior will be competitive to the Subject. Therefore, its units have not been removed from the demand analysis.

PMA Occupancy

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

OVERALL PMA OCCUPANCY

Property Name	Type	Tenancy	Occupancy Rate
Summit Trail	LIHTC	Young Adults	100.0%
Oakland Court Apartments	LIHTC	Family	N/Av
DIC Eagles Nest	LIHTC	Family	N/Av
Delano Place	LIHTC	Family	N/Av
Villages of Eastlake I & II*	LIHTC/Market	Family	95.5%
Columbia Village Townhomes*	LIHTC	Family	100.0%
Eagles Run I & II	LIHTC	Family	N/Av
Forest Heights Apartments	LIHTC	Family	N/Av
Forest at Columbia	LIHTC	Family	N/Av
Robins Landing Apartments	LIHTC	Family	N/Av
Thornberry Apartments	LIHTC	Family	N/Av
Columns at East Hill	LIHTC	Family	N/Av
Presley Woods	LIHTC/Section 8	Family	N/Av
Columbia Citi Homes	LIHTC	Family	N/Av
Brittany Apartments	LIHTC	Family	N/Av
Magnolia Circle	LIHTC	Family	N/Av
Retreat at Edgewood*	LIHTC	Family	100.0%
Vineyards of Flatsgoals	LIHTC	Family	98.0%
Whispering Pines	LIHTC	Family	N/Av
Columbia Senior Residences at Edgewood	LIHTC	Senior	99.0%
Highlands at East Atlanta	LIHTC/Section 8	Family	98.0%
Retreat at Madison Place	LIHTC	Family	99.0%
Candler Forest	LIHTC	Family	N/Av
Branan Towers	Section 8	Senior	100.0%
Paradise East Apartments	Section 8	Family	100.0%
Allegre Point Senior Residences	Section 8	Senior	N/Av
Community Housing, Inc.	Section 8	Disabled	N/Av
Shepherd Center	Section 8	Family	N/Av
Avondale Station	Market	Family	N/Av
The Elements at Kirkwood	Market	Family	N/Av
Creekside Vista*	Market	Family	99.0%
Coach Townhomes	Market	Family	N/Av
Rainbow Forest Apartments	Market	Family	N/Av
Spring Valley Apartments	Market	Family	N/Av
Ashford East Village*	Market	Family	97.6%
Manor V Apartments	Market	Family	100.0%
Wynhollow Apartments	Market	Family	N/Av
Colony Ridge Apartments	Market	Family	N/Av
Midway Manor Apartments	Market	Family	N/Av
The Broadway at East Atlanta	Market	Family	N/Av
Edgewood Court Apartments	Market	Family	N/Av
Maple Walk Apartments	Market	Family	N/Av
Oak Tree Villas	Market	Family	N/Av
Windrush Apartments	Market	Family	99.0%
Kenridge Apartment Homes	Market	Family	97.0%
Ridge Stone Townhomes	Market	Family	96.0%
Redan Cove Apartments	Market	Family	100.0%
Waterford Manor Apartment Homes	Market	Family	N/Av
Valley Bridge Apartments	Market	Family	N/Av
Kingstown Apartments	Market	Family	100.0%
Candler East*	Market	Family	100.0%
Creekside Forest	Market	Family	N/Av
Aspen Woods	Market	Family	N/Av
Sorelle Apartments*	Market	Family	97.5%
Laurel Mill Apartments	Market	Family	N/Av
The Woodridge Apartment Homes*	Market	Family	94.3%
Columbia Mill*	LIHTC/Market	Family	100.0%
Hidden Villas*	Market	Family	100.0%
Orchard Walk Apartments*	LIHTC/Market	Family	98.0%
			98.7%

*Used as a comparable property

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.

Capture Rates

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

Renter Household Income Distribution 2015 to Projected Market Entry May 2018						
Swift Creek						
PMA						
	2015		Projected Mkt Entry May 2018		Percent Growth	
	#	%	#	%		
\$0-9,999	4,186	21.1%	4,447	21.9%	5.9%	
\$10,000-19,999	4,418	22.2%	4,657	22.9%	5.1%	
\$20,000-29,999	3,649	18.4%	3,847	18.9%	5.1%	
\$30,000-39,999	2,346	11.8%	2,311	11.4%	-1.5%	
\$40,000-49,999	1,694	8.5%	1,702	8.4%	0.5%	
\$50,000-59,999	1,145	5.8%	1,092	5.4%	-4.8%	
\$60,000-74,999	984	5.0%	908	4.5%	-8.4%	
\$75,000-99,999	757	3.8%	710	3.5%	-6.7%	
\$100,000-124,999	339	1.7%	314	1.5%	-8.0%	
\$125,000-149,999	149	0.7%	144	0.7%	-3.2%	
\$150,000-199,999	152	0.8%	133	0.7%	-14.2%	
\$200,000+	57	0.3%	57	0.3%	-0.3%	
Total	19,877	100.0%	20,322	100.0%	2.2%	

Renter Household Income Distribution Projected Market Entry May 2018			
Swift Creek			
	Projected Mkt Entry May 2018		Change 2015 to Prj Mrkt Entry May 2018
	#	%	#
	\$0-9,999	4,447	21.9%
\$10,000-19,999	4,657	22.9%	102
\$20,000-29,999	3,847	18.9%	84
\$30,000-39,999	2,311	11.4%	51
\$40,000-49,999	1,702	8.4%	37
\$50,000-59,999	1,092	5.4%	24
\$60,000-74,999	908	4.5%	20
\$75,000-99,999	710	3.5%	16
\$100,000-124,999	314	1.5%	7
\$125,000-149,999	144	0.7%	3
\$150,000-199,999	133	0.7%	3
\$200,000+	57	0.3%	1
Total	20,322	100.0%	445

Tenure Prj Mrkt Entry May 2018	
Renter	46.3%
Owner	53.7%
Total	100.0%

Renter Household Size for Prj Mrkt Entry May 2018		
Size	Number	Percentage
1 Person	7,109	35.0%
2 Person	5,133	25.3%
3 Person	3,486	17.2%
4 Person	2,275	11.2%
5+ Person	2,318	11.4%
Total	20,322	100.0%

Renter Household Size for 2000		
Size	Number	Percentage
1 Person	4,717	25.7%
2 Person	4,590	25.1%
3 Person	3,447	18.8%
4 Person	2,557	14.0%
5+ Person	3,011	16.4%
Total	18,322	100.0%

60 Percent AMI Demand

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

Percent of AMI Level		60%			
Minimum Income Limit		\$33,257			
Maximum Income Limit		\$43,740			
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry May 2018		Renter Households within Bracket		
	Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	97.33	21.9%		0.0%	0
\$10,000-19,999	101.93	22.9%		0.0%	0
\$20,000-29,999	84.21	18.9%		0.0%	0
\$30,000-39,999	50.58	11.4%	6,742	67.4%	34
\$40,000-49,999	37.25	8.4%	3,740	37.4%	14
\$50,000-59,999	23.91	5.4%		0.0%	0
\$60,000-74,999	19.88	4.5%		0.0%	0
\$75,000-99,999	15.54	3.5%		0.0%	0
\$100,000-124,999	6.88	1.5%		0.0%	0
\$125,000-149,999	3.16	0.7%		0.0%	0
\$150,000-199,999	2.92	0.7%		0.0%	0
\$200,000+	1.24	0.3%		0.0%	0
	445	100.0%			48
Percent of renter households within limits versus total number of renter households					10.8%

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

Percent of AMI Level		60%			
Minimum Income Limit		\$33,257			
Maximum Income Limit		\$43,740			
Income Category	Total Renter Households PMA Prj Mrkt Entry May 2018		Households within Bracket		
	Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	4,447	21.9%		0.0%	0
\$10,000-19,999	4,657	22.9%		0.0%	0
\$20,000-29,999	3,847	18.9%		0.0%	0
\$30,000-39,999	2,311	11.4%	\$6,742	67.4%	1,558
\$40,000-49,999	1,702	8.4%	\$3,740	37.4%	637
\$50,000-59,999	1,092	5.4%		0.0%	0
\$60,000-74,999	908	4.5%		0.0%	0
\$75,000-99,999	710	3.5%		0.0%	0
\$100,000-124,999	314	1.5%		0.0%	0
\$125,000-149,999	144	0.7%		0.0%	0
\$150,000-199,999	133	0.7%		0.0%	0
\$200,000+	57	0.3%		0.0%	0
	20,322	100.0%			2,195
Percent of renter households within limits versus total number of renter households					10.8%

Does the Project Benefit from Rent Subsidy? (Y/N)	No
Type of Housing (Family vs Senior)	Family
Location of Subject (Rural versus Urban)	Urban
Percent of Income for Housing	35%
2000 Median Income	\$36,167
2015 Median Income	\$41,334
Change from 2015 to Prj Mkt Entry May 2018	\$5,167
Total Percent Change	12.5%
Average Annual Change	0.1%
Inflation Rate	0.1%
Maximum Allowable Income	\$43,740
Maximum Allowable Income Inflation Adjusted	\$43,740
Maximum Number of Occupants	5
Rent Income Categories	60%
Initial Gross Rent for Smallest Unit	\$970
Initial Gross Rent for Smallest Unit Inflation Adjusted	\$970.00

Two year adjustment	1.0000
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Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	80%	20%	0%	0%	0%	100%
2	0%	20%	60%	20%	0%	0%	100%
3	0%	0%	40%	60%	0%	0%	100%
4	0%	0%	20%	70%	10%	0%	100%
5+	0%	0%	0%	80%	20%	0%	100%

STEP 1 Please refer to text for complete explanation.

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

Income Target Population		60%
New Renter Households PMA		445
Percent Income Qualified		10.8%
New Renter Income Qualified Households		48

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		20,322
Income Qualified		10.8%
Income Qualified Renter Households		2,195
Percent Rent Overburdened Prj Mrkt Entry May 2018		34.6%
Rent Overburdened Households		760

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		2,195
Percent Living in Substandard Housing		0.7%
Households Living in Substandard Housing		16

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

Senior Households Converting from Homeownership

Income Target Population		60%
Total Senior Homeowners		0
Rural Versus Urban	2.0%	
Senior Demand Converting from Homeownership		0

Total Demand

Total Demand from Existing Households		776
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		776
Total New Demand		48
Total Demand (New Plus Existing Households)		824

Demand from Seniors Who Convert from Homeownership		0
Percent of Total Demand From Homeownership Conversion		0.0%
Is this Demand Over 2 percent of Total Demand?		No

By Bedroom Demand

One Person	35.0%	288
Two Persons	25.3%	208
Three Persons	17.2%	141
Four Persons	11.2%	92
Five Persons	11.4%	94
Total	100.0%	824

To place Person Demand into Bedroom Type Units		
Of one-person households in 1BR units	80%	231
Of two-person households in 1BR units	20%	42
Of one-person households in 2BR units	20%	58
Of two-person households in 2BR units	60%	125
Of three-person households in 2BR units	40%	57
Of four-person households in 2BR units	20%	18
Of two-person households in 3BR units	20%	42
Of three-person households in 3BR units	60%	85
Of four-person households in 3BR units	70%	65
Of five-person households in 3BR units	80%	75
Of four-person households in 4BR units	10%	9
Of five-person households in 4BR units	20%	19
Total Demand		824
Total Demand by Bedroom		60%
3 BR		266
Total Demand		266
Additions To Supply 2015 to Prj Mrkt Entry May 2018		60%
3 BR		0
Total		0
Net Demand		60%
3 BR		266
Total		266
Net Demand		60%
3 BR		266
Total		266
Developer's Unit Mix		60%
3 BR		60
Total		60
Capture Rate Analysis		60%
3 BR		22.5%
Total		22.5%

Conclusions

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

- The number of households in the PMA is expected to increase 2.3 percent between 2015 to the market entry date. The percentage of renter-occupied households in the PMA is expected to remain stable through the market entry date, although the total number of renter-occupied units is expected to increase by 785 households by 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									
Bedrooms/AMI Level	Total Demand	Additions To Supply	Net Demand	Units Proposed	Capture Rate	Absorption	Average Market Rate	Market Rents Band Min-Max	Proposed Rents
3BR at 60% AMI	266	0	266	60	22.5%	Four Months	\$1,015	\$820 - \$1,325	\$845

Demand and Net Demand	
HH at 60% AMI (\$34,697 to \$43,740)	
Demand from New Households (age and income appropriate)	48
PLUS	+
Demand from Existing Renter Households - Substandard Housing	16
PLUS	+
Demand from Existing Renter Households - Rent Overburdened Households	760
=	
Sub Total	824
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	0
Equals Total Demand	824
Less	-
New Supply	0
Equals Net Demand	824

As the analysis illustrates, the Subject's capture rates at the 60 percent AMI level is 22.5 percent. Therefore, we believe there is more than adequate demand for the Subject. Further, the derived capture rates are within the Georgia DCA guidelines.

H. COMPETITIVE RENTAL ANALYSIS

COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Project

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 1,877 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided in this section. A map illustrating the location of the Subject in relation to comparable properties is also provided in this section. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

The availability of LIHTC comparables is considered adequate. Four of the five LIHTC comparables are located in the PMA and within 4.2 miles of the Subject and one LIHTC comparable is located just outside the PMA within 1.9 miles of the Subject, which we believe is reasonable.

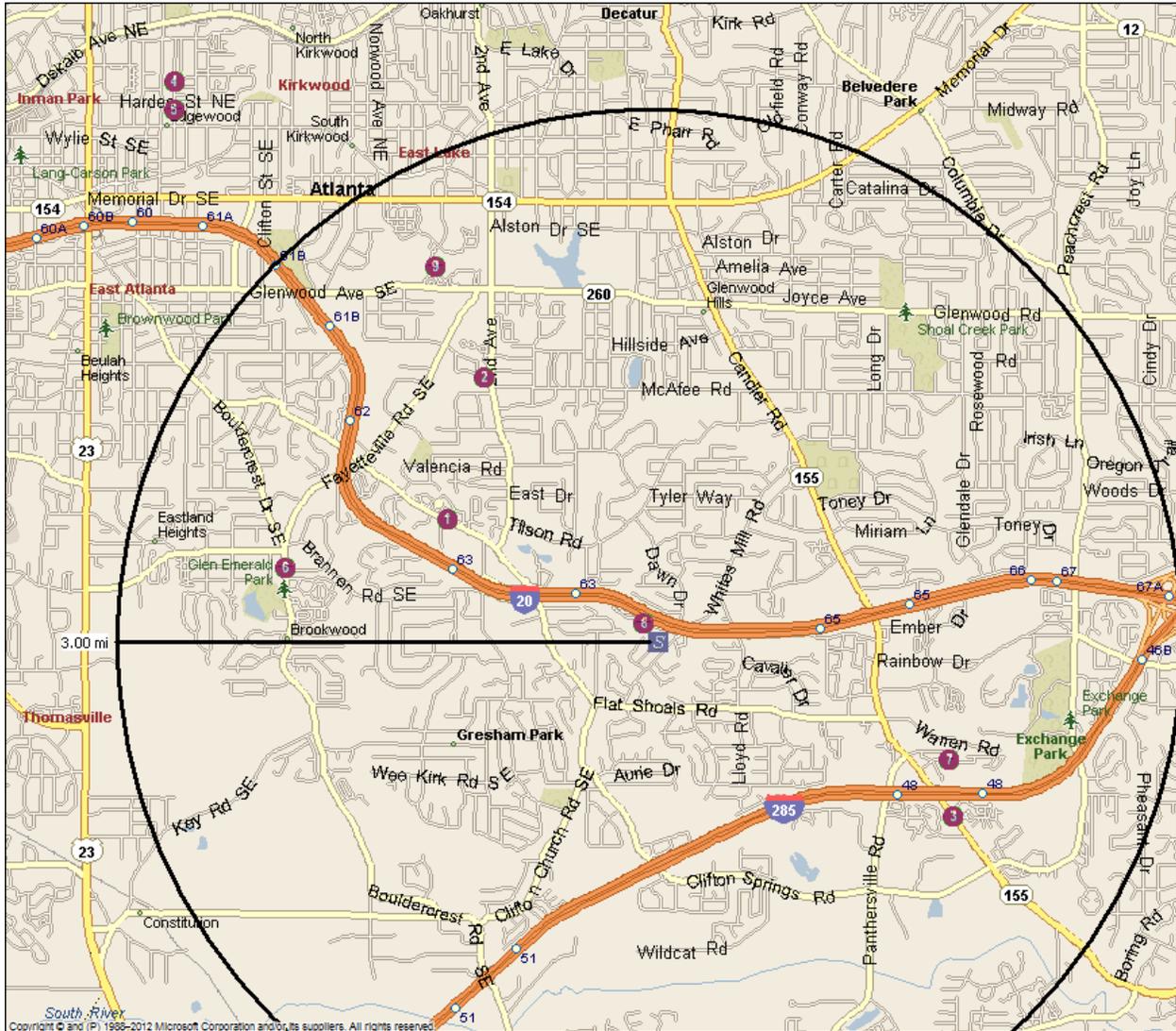
Aside from the LIHTC comparables, we have also included four market rate comparables. All of the market rate comparables are located within the PMA and within 2.5 miles of the Subject. Overall, we consider the availability of market data to be good.

Excluded Properties

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

EXCLUDED PROPERTIES IN THE PMA				
Property Name	Address	Type	Tenancy	Reason for Exclusion
Summit Trail	2045 Graham Cir SE	LIHTC	Young Adult	Dissimilar Tenancy
Oakland Court Apartments	97 Sanderson St NE	LIHTC	Family	Dissimilar Unit Mix
DIC Eagles Nest	3002 Ember Dr	LIHTC	Family	Inferior Condition
Delano Place	1575 Line St	LIHTC	Family	Dissimilar Unit Mix
Eagles Run I & II	2000 Bouldercrest Rd SE	LIHTC	Family	Dissimilar Unit Mix
Forest Heights Apartments	1048 Columbia Dr	LIHTC	Family	Dissimilar Unit Mix
The Broadway at East Atlanta	135 E Hill St	LIHTC	Family	Dissimilar Unit Mix
Presley Woods	265 Kirkwood Rd NE	LIHTC/Section 8	Family	Dissimilar Unit Mix
Columbia Citi Homes	165 Marion Pl NE	LIHTC	Family	Dissimilar Unit Mix
Brittany Apartments	3308 Covington Dr	LIHTC	Family	Inferior Condition
Magnolia Circle	100 Dash Lewis Dr	LIHTC	Senior	Age-Restricted
Vineyards of Flat Shoals	2115 Vineyard Walk SE	LIHTC	Family	Dissimilar Unit Mix
Whispering Pines	2784 Kelly Lake Rd	LIHTC	Family	Dissimilar Unit Mix
Columbia Senior Residences at Edgewood	1281 Caroline St NE	LIHTC	Senior	Age-Restricted
Highlands at East Atlanta	2051 Flat Shoals Rd SE	LIHTC/Section 8	Family	Inferior Condition
Retreat at Madison Place	3907 Redwing Cir	LIHTC	Senior	Age-Restricted
Candler Forest	2145 Candler Rd	LIHTC	Family	Unable to Contact
Thornberry Apartments	2435 Aylesbury Loop	LIHTC	Family	Unable to Contact
Robins Landing Apartments	3529 Robins Landing Way	LIHTC	Family	Unable to Contact
Forest at Columbia	2505 Columbia Dr	LIHTC	Family	Unable to Contact
Branan Towers	1200 Glenwood Ave SE	Section 8	Senior	Age-Restricted
Paradise East Apartments	1504 Bouldercrest Rd SE	Section 8	Family	Subsidized
Allegre Point Senior Residences	3391 Flat Shoals Rd	Section 8	Senior	Age-Restricted
Community Housing, Inc.	1179 Russell Dr	Section 8	Disabled	Subsidized
Shepherd Center	321 W Hill St	Section 8	Family	Subsidized
Avondale Station	703 Twin Oaks Dr	Market	Family	Dissimilar Unit Mix
The Element at Kirkwood	2035 Memorial Dr SE	Market	Family	Dissimilar Unit Mix
Aspen Woods	3379 Flat Shoals Rd	Market	Family	Unable to Contact
Spring Valley Apartments	2823 Misty Waters Dr	Market	Family	Unable to Contact
Sorelle Apartments	2399 Parkland Dr NE	Market	Family	Dissimilar Unit Mix
Candler East	2425 Candler Rd	Market	Family	Inferior Quality
Hidden Villas	2929 Panthersville Road	Market	Family	Inferior Quality
Coach Townhomes	2721 White Oak Dr	Market	Family	Dissimilar Unit Mix
Rainbow Forest Apartments	3100 Rainbow Forest Cir	Market	Family	Inferior Quality
Manor V Apartments	1403 Custer Ave SE	Market	Family	Dissimilar Unit Mix
Wynhollow Apartments	3859 Austin Cir	Market	Family	Inferior Quality
Colony Ridge Apartments	4373 Glenwood Rd	Market	Family	Inferior Quality
Midway Manor Apartments	3626 Midway Rd	Market	Family	Dissimilar Unit Mix
The Broadway at East Atlanta	1930 Flat Shoals Rd SE	Market	Family	Dissimilar Unit Mix
Edgewood Court Apartments	1572 Hardee St NE	Market	Family	Inferior Quality
Maple Walk Apartments	1160 Maple Walk Cir	Market	Family	Dissimilar Unit Mix
Oak Tree Villas	3564 Kensington Rd	Market	Family	Dissimilar Unit Mix
Windrush Apartments	3841 Kensington Rd	Market	Family	Inferior Quality
Kenridge Apartment Homes	3893 Kensington Rd	Market	Family	Dissimilar Unit Mix
Ridge Stone Townhomes	1055 Holcombe Rd	Market	Family	Inferior Quality
Redan Cove Apartments	3737 Redan Rd	Market	Family	Dissimilar Unit Mix
Waterford Manor Apartment Homes	4015 Covington Hwy	Market	Family	Dissimilar Unit Mix
Valley Bridge Apartments	3937 Glenwood Rd	Market	Family	Inferior Quality
Kingstown Apartments	1609 Line St	Market	Family	Dissimilar Unit Mix
Creekside Forest	3000 Ember Dr	Market	Family	Inferior Quality
Laurel Mill Apartments	2566 Whites Mill Rd	Market	Family	Inferior Quality

Comparable Rental Property Map



COMPARABLE PROPERTIES				
#	Property Name	City	Type	Distance
1	Columbia Mill	Atlanta	LIHTC/Market	1.4 miles
2	Columbia Village	Decatur	LIHTC	1.8 miles
3	Orchard Walk Apartments*	Decatur	LIHTC/Market	1.9 miles
4	Retreat At Edgewood	Atlanta	LIHTC	4.2 miles
5	Retreat At Edgewood Phase II	Atlanta	LIHTC/Market	4.4 miles
6	Ashford East Village	Atlanta	Market	2.2 miles
7	Creekside Vista	Decatur	Market	1.8 miles
8	The Woodridge Apartment Homes	Decatur	Market	0.1 miles
9	Villages Of East Lake I And II	Atlanta	Market/PBRA	2.5 miles

*Located just outside PMA

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

SUMMARY MATRIX														
Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
Subject	Swift Creek 2591 Whites Mill Road Decatur, GA 30034 DeKalb County	n/a	Garden (3 stories) Proposed	LIHTC	3BR / 2BA	60	100.0%	@ 60%	\$845	1,145	no		N/A	N/A
						60	100%						N/A	N/A
1	Columbia Mill 2239 Flat Shoals Rd SE Atlanta, GA 30316 DeKalb County	1.4 miles	Various (2 stories) 2014 / n/a	LIHTC/ Market	1BR / 1BA (Garden)	10	10.0%	@ 50%	\$570	670	yes	Yes	0	0.0%
					1BR / 1BA (Garden)	10	10.0%	@ 60%	\$700	766	yes	Yes	0	0.0%
					1BR / 1BA (Garden)	5	5.0%	Market	\$947	766	n/a	Yes	0	0.0%
					2BR / 2BA (Garden)	17	17.0%	@ 50%	\$680	1,031	yes	Yes	0	0.0%
					2BR / 2BA (Garden)	17	17.0%	@ 60%	\$836	1,031	yes	Yes	0	0.0%
					2BR / 2BA (Garden)	5	5.0%	Market	\$1,078	1,031	n/a	Yes	0	0.0%
					2BR / 2.5BA (Townhouse)	6	6.0%	@ 60%	\$836	1,182	yes	Yes	0	0.0%
					2BR / 2.5BA (Townhouse)	6	6.0%	Market	\$1,098	1,182	n/a	Yes	0	0.0%
					3BR / 2BA (Garden)	10	10.0%	@ 50%	\$751	1,235	yes	Yes	0	0.0%
					3BR / 2BA (Garden)	10	10.0%	@ 60%	\$931	1,235	yes	Yes	0	0.0%
					3BR / 2BA (Garden)	4	4.0%	Market	\$1,240	1,235	n/a	Yes	0	0.0%
					100	100%						0	0.0%	
2	Columbia Village 100 Jessica Ave Decatur, GA 30032 DeKalb County	1.8 miles	One-story 1999 / n/a	LIHTC	2BR / 2BA	20	20.0%	@ 50%	\$773	1,008	yes	No	0	0.0%
					2BR / 2BA	28	28.0%	@ 60%	\$843	1,008	yes	No	0	0.0%
					3BR / 2BA	18	18.0%	@ 50%	\$866	1,142	yes	No	0	0.0%
					3BR / 2BA	25	25.0%	@ 60%	\$955	1,142	yes	No	0	0.0%
					4BR / 2BA	9	9.0%	@ 60%	\$1,076	1,334	yes	No	0	0.0%
					100	100%						0	0.0%	
3	Orchard Walk Apartments 3800 Flat Shoals Parkway Decatur, GA 30034 DeKalb County	1.9 miles	Various (2 stories) 1978 / 2005	LIHTC/ Market	2BR / 1.5BA (Garden)	N/A	N/A	@ 60%	\$768	1,218	no	No	0	N/A
					2BR / 1.5BA (Garden)	N/A	N/A	Market	\$783	1,218	n/a	No	2	N/A
					2BR / 2BA (Townhouse)	N/A	N/A	@ 60%	\$783	1,245	no	No	0	N/A
					2BR / 2BA (Townhouse)	N/A	N/A	Market	\$833	1,245	n/a	No	0	N/A
					3BR / 2BA (Garden)	N/A	N/A	@ 60%	\$855	1,425	no	No	1	N/A
					3BR / 2BA (Garden)	N/A	N/A	Market	\$940	1,425	n/a	No	1	N/A
					3BR / 2.5BA (Townhouse)	N/A	N/A	@ 60%	\$875	1,522	no	No	0	N/A
					3BR / 2.5BA (Townhouse)	N/A	N/A	Market	\$950	1,522	n/a	No	0	N/A
					204	100%						4	2.0%	
4	Retreat At Edgewood 150 Hutchinson Street NE Atlanta, GA 30307 DeKalb County	4.2 miles	Various (2 stories) 2011 / n/a	LIHTC	1BR / 1BA (Garden)	10	10.0%	@ 60%	\$677	732	no	No	1	10.0%
					1BR / 1BA (Garden)	10	10.0%	@ 60%	\$677	789	no	No	0	0.0%
					2BR / 1.5BA (Townhouse)	12	12.0%	@ 60%	\$777	1,174	no	No	0	0.0%
					2BR / 2BA (Townhouse)	12	12.0%	@ 60%	\$777	1,253	no	No	0	0.0%
					2BR / 2BA (Townhouse)	12	12.0%	@ 60%	\$777	1,538	no	No	0	0.0%
					2BR / 2.5BA (Townhouse)	12	12.0%	@ 60%	\$777	1,229	no	No	0	0.0%
					2BR / 2.5BA (Townhouse)	12	12.0%	@ 60%	\$777	1,333	no	No	0	0.0%
					3BR / 2.5BA (Townhouse)	7	7.0%	@ 60%	\$865	1,362	no	No	0	0.0%
					3BR / 2.5BA (Townhouse)	7	7.0%	@ 60%	\$865	1,568	no	No	0	0.0%
					3BR / 2.5BA (Townhouse)	6	6.0%	@ 60%	\$865	1,697	no	No	0	0.0%
					100	100%						1	1.0%	
5	Retreat At Edgewood Phase II 37 Hutchinson Street NE Atlanta, GA 30307 DeKalb County	4.4 miles	Various (2 stories) 2012 / n/a	LIHTC/ Market	1BR / 1BA (Garden)	2	5.0%	@ 50%	\$582	873	no	No	0	0.0%
					1BR / 1BA (Garden)	27	67.5%	@ 60%	\$710	873	no	No	0	0.0%
					1BR / 1BA (Garden)	1	2.5%	Market	\$892	809	n/a	No	0	0.0%
					3BR / 2.5BA (Townhouse)	2	5.0%	@ 50%	\$738	1,595	no	No	0	0.0%
					3BR / 2.5BA (Townhouse)	7	17.5%	@ 60%	\$911	1,595	no	No	0	0.0%
					3BR / 2.5BA (Townhouse)	1	2.5%	Market	\$1,236	1,469	n/a	No	0	0.0%
										40	100%			
6	Ashford East Village 1438 Bouldercrest Road SE Atlanta, GA 30316 DeKalb County	2.2 miles	Various (2 stories) 1979 / Ongoing	Market	1BR / 1BA (Garden)	60	16.2%	Market	\$1,070	815	n/a	No	2	3.3%
					1BR / 1BA (Garden)	35	9.4%	Market	\$1,000	650	n/a	No	0	0.0%
					2BR / 1BA (Garden)	30	8.1%	Market	\$1,075	780	n/a	No	0	0.0%
					2BR / 1BA (Garden)	62	16.7%	Market	\$1,175	945	n/a	No	3	4.8%
					2BR / 1.5BA (Townhouse)	92	24.8%	Market	\$1,275	1,155	n/a	No	2	2.2%
					3BR / 2BA (Garden)	62	16.7%	Market	\$1,325	1,095	n/a	No	2	3.2%
					3BR / 2BA (Garden)	30	8.1%	Market	\$1,200	980	n/a	No	0	0.0%
										371	100%			
7	Creekside Vista 3100 Lumby Drive Decatur, GA 30034 DeKalb County	1.8 miles	Garden (3 stories) 2008 / n/a	Market	1BR / 1BA	N/A	N/A	Market	\$887	766	n/a	No	1	N/A
					1BR / 1BA	N/A	N/A	Market	\$887	788	n/a	No	0	N/A
					2BR / 2BA	N/A	N/A	Market	\$998	1,083	n/a	No	1	N/A
					2BR / 2BA	N/A	N/A	Market	\$998	1,119	n/a	No	0	N/A
					3BR / 2BA	N/A	N/A	Market	\$1,070	1,349	n/a	No	0	N/A
					208	100%						2	1.0%	

SUMMARY MATRIX														
Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
8	The Woodridge Apartment Homes 2567 Whites Mill Road Decatur, GA 30034 DeKalb County	0.1 miles	Garden (3 stories) 1976 / 2016	Market	1BR / 1BA	65	30.7%	Market	\$508	800	n/a	No	0	0.0%
					2BR / 2BA	108	50.9%	Market	\$599	1,150	n/a	No	8	7.4%
					3BR / 2BA	39	18.4%	Market	\$824	1,500	n/a	No	4	10.3%
						212	100%							12
9	Villages Of East Lake I And II 460 East Lake Blvd. Atlanta, GA 30317 DeKalb County	2.5 miles	Various 1998/2000 / n/a	Market/ PBRA	1BR / 1BA (Garden)	15	2.8%	Market	\$957	926	n/a	No	N/A	N/A
					1BR / 1BA (Garden)	8	1.5%	Market	\$977	1,026	n/a	No	N/A	N/A
					1BR / 1BA (Garden)	15	2.8%	PBRA	N/A	926	n/a	Yes	N/A	N/A
					1BR / 1BA (Garden)	8	1.5%	PBRA	N/A	1,026	n/a	Yes	N/A	N/A
					2BR / 1.5BA (Townhouse)	25	4.6%	Market	\$1,132	1,200	n/a	No	N/A	N/A
					2BR / 1.5BA (Townhouse)	26	4.8%	PBRA	N/A	1,200	n/a	Yes	N/A	N/A
					2BR / 2BA (Garden)	15	2.8%	Market	\$1,052	1,165	n/a	No	N/A	N/A
					2BR / 2BA (Garden)	84	15.5%	Market	\$1,082	1,282	n/a	No	N/A	N/A
					2BR / 2BA (Garden)	5	0.9%	Market	\$1,098	1,322	n/a	No	N/A	N/A
					2BR / 2BA (Garden)	15	2.8%	PBRA	N/A	1,165	n/a	Yes	N/A	N/A
					2BR / 2BA (Garden)	84	15.5%	PBRA	N/A	1,282	n/a	Yes	N/A	N/A
					2BR / 2BA (Garden)	5	0.9%	PBRA	N/A	1,322	n/a	Yes	N/A	N/A
					3BR / 2BA (Garden)	25	4.6%	Market	\$1,190	1,319	n/a	No	N/A	N/A
					3BR / 2BA (Garden)	20	3.7%	Market	\$1,255	1,400	n/a	No	N/A	N/A
					3BR / 2BA (Garden)	47	8.7%	Market	\$1,190	1,544	n/a	No	N/A	N/A
					3BR / 2BA (Garden)	3	0.6%	Market	\$1,255	1,585	n/a	No	N/A	N/A
					3BR / 2BA (Garden)	26	4.8%	PBRA	N/A	1,319	n/a	Yes	N/A	N/A
					3BR / 2BA (Garden)	20	3.7%	PBRA	N/A	1,400	n/a	Yes	N/A	N/A
					3BR / 2BA (Garden)	47	8.7%	PBRA	N/A	1,544	n/a	Yes	N/A	N/A
					3BR / 2BA (Garden)	3	0.6%	PBRA	N/A	1,585	n/a	Yes	N/A	N/A
					4BR / 2BA (Garden)	18	3.3%	Market	\$1,475	1,812	n/a	No	N/A	N/A
					4BR / 2BA (Garden)	18	3.3%	PBRA	N/A	1,812	n/a	Yes	N/A	N/A
					4BR / 2.5BA (Townhouse)	5	0.9%	Market	\$1,425	1,650	n/a	No	N/A	N/A
4BR / 2.5BA (Townhouse)	5	0.9%	PBRA	N/A	1,650	n/a	Yes	N/A	N/A					
					542	100%							24	4.4%

PROPERTY PROFILE REPORT

Columbia Mill

Effective Rent Date	9/08/2016
Location	2239 Flat Shoals Rd SE Atlanta, GA 30316 DeKalb County
Distance	1.4 miles
Units	100
Vacant Units	0
Vacancy Rate	0.0%
Type	Various (2 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	5/09/2014
Major Competitors	Vineyards at Flat Shoals
Tenant Characteristics	Mixed tenancy
Contact Name	Jeri
Phone	404-241-7441



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	5%
Units/Month Absorbed	20
HCV Tenants	15%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Decreased 3% to increased 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 (2 stories)	10	670	\$508	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	10	766	\$638	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	5	766	\$885	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	17	1,031	\$597	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	17	1,031	\$753	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	5	1,031	\$995	\$0	Market	Yes	0	0.0%	N/A	None
2	2.5	Townhouse (2 stories)	6	1,182	\$753	\$0	@60%	Yes	0	0.0%	yes	None
2	2.5	Townhouse (2 stories)	6	1,182	\$1,015	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden	10	1,235	\$646	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden	10	1,235	\$826	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden	4	1,235	\$1,135	\$0	Market	Yes	0	0.0%	N/A	None

Columbia Mill, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$508	\$0	\$508	\$62	\$570	1BR / 1BA	\$638	\$0	\$638	\$62	\$700
2BR / 2BA	\$597	\$0	\$597	\$83	\$680	2BR / 2BA	\$753	\$0	\$753	\$83	\$836
3BR / 2BA	\$646	\$0	\$646	\$105	\$751	2BR / 2.5BA	\$753	\$0	\$753	\$83	\$836
						3BR / 2BA	\$826	\$0	\$826	\$105	\$931

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$885	\$0	\$885	\$62	\$947
2BR / 2BA	\$995	\$0	\$995	\$83	\$1,078
2BR / 2.5BA	\$1,015	\$0	\$1,015	\$83	\$1,098
3BR / 2BA	\$1,135	\$0	\$1,135	\$105	\$1,240

Amenities

In-Unit

Balcony/Patio
 Carpeting
 Coat Closet
 Garbage Disposal
 Refrigerator
 Washer/Dryer hookup

Blinds
 Central A/C
 Dishwasher
 Oven
 Walk-In Closet

Security

In-Unit Alarm
 Intercom (Video)
 Limited Access
 Perimeter Fencing

Services

None

Property

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

Clubhouse/Meeting
 Central Laundry
 On-Site Management
 Playground

Premium

None

Other

None

Comments

The contact was unable to provide the length of the waiting list.

Columbia Mill, continued

Trend Report

Vacancy Rates

2Q06	1Q07	4Q15	3Q16
10.0%	3.3%	1.0%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$455	\$0	\$455	\$517
2007	1	N/A	\$499	\$0	\$499	\$561
2015	4	0.0%	\$508	\$0	\$508	\$570
2016	3	0.0%	\$508	\$0	\$508	\$570

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$555	\$0	\$555	\$638
2007	1	N/A	\$599	\$0	\$599	\$682

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	4	0.0%	\$597	\$0	\$597	\$680
2016	3	0.0%	\$597	\$0	\$597	\$680

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$655	\$0	\$655	\$760
2007	1	N/A	\$699	\$0	\$699	\$804
2015	4	0.0%	\$646	\$0	\$646	\$751
2016	3	0.0%	\$646	\$0	\$646	\$751

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	4	0.0%	\$638	\$0	\$638	\$700
2016	3	0.0%	\$638	\$0	\$638	\$700

2BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	4	0.0%	\$753	\$0	\$753	\$836
2016	3	0.0%	\$753	\$0	\$753	\$836

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	4	5.9%	\$753	\$0	\$753	\$836
2016	3	0.0%	\$753	\$0	\$753	\$836

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	4	0.0%	\$826	\$0	\$826	\$931
2016	3	0.0%	\$826	\$0	\$826	\$931

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	4	0.0%	\$785	\$0	\$785	\$847
2016	3	0.0%	\$885	\$0	\$885	\$947

2BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	4	0.0%	\$1,050	\$0	\$1,050	\$1,133
2016	3	0.0%	\$1,015	\$0	\$1,015	\$1,098

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	4	0.0%	\$959	\$0	\$959	\$1,042
2016	3	0.0%	\$995	\$0	\$995	\$1,078

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	4	0.0%	\$1,085	\$0	\$1,085	\$1,190
2016	3	0.0%	\$1,135	\$0	\$1,135	\$1,240

Columbia Mill, continued

Trend: Comments

- 2Q06** Columbia Mill has not had any changes in the rents since we last surveyed them. Leasing staff was unsure of their annual turnover rate but stated that when units become available they rent very quickly.
- 1Q07** Contact had no comments about the property.
- 4Q15** The length of the waiting list was not available.
- 3Q16** The contact was unable to provide the length of the waiting list.

Photos



PROPERTY PROFILE REPORT

Columbia Village

Effective Rent Date	9/09/2016
Location	100 Jessica Ave Decatur, GA 30032 DeKalb County
Distance	1.8 miles
Units	100
Vacant Units	0
Vacancy Rate	0.0%
Type	One-story
Year Built/Renovated	1999 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Village of East Lake
Tenant Characteristics	Common employers are daycare centers, hospitals, and schools
Contact Name	Lily
Phone	404.377.2445



Market Information

Program	@50%, @60%
Annual Turnover Rate	5%
Units/Month Absorbed	N/A
HCV Tenants	15%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Kept at 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
2	2	One-story	20	1,008	\$690	\$0	@50%	No	0	0.0%	yes	None
2	2	One-story	28	1,008	\$760	\$0	@60%	No	0	0.0%	yes	None
3	2	One-story	18	1,142	\$761	\$0	@50%	No	0	0.0%	yes	None
3	2	One-story	25	1,142	\$850	\$0	@60%	No	0	0.0%	yes	None
4	2	One-story	9	1,334	\$950	\$0	@60%	No	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2BA	\$690	\$0	\$690	\$83	\$773	2BR / 2BA	\$760	\$0	\$760	\$83	\$843
3BR / 2BA	\$761	\$0	\$761	\$105	\$866	3BR / 2BA	\$850	\$0	\$850	\$105	\$955
						4BR / 2BA	\$950	\$0	\$950	\$126	\$1,076

Columbia Village, continued

Amenities

In-Unit

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

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

Security

In-Unit Alarm
Limited Access
Perimeter Fencing
Video Surveillance

Services

None

Property

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

Clubhouse/Meeting
Off-Street Parking
Picnic Area

Premium

None

Other

None

Comments

The contact was unable to provide rents for the 50 percent AMI units.

Columbia Village, continued

Trend Report

Vacancy Rates

3Q12	2Q13	3Q13	3Q16
4.0%	5.0%	5.0%	0.0%

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	\$667	\$0	\$667	\$750
2013	2	N/A	\$690	\$0	\$690	\$773
2013	3	N/A	\$690	\$0	\$690	\$773
2016	3	0.0%	\$690	\$0	\$690	\$773

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	\$781	\$0	\$781	\$886
2013	2	N/A	\$761	\$0	\$761	\$866
2013	3	N/A	\$761	\$0	\$761	\$866
2016	3	0.0%	\$761	\$0	\$761	\$866

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	\$850	\$0	\$850	\$976

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	\$761	\$0	\$761	\$844
2013	2	N/A	\$735	\$0	\$735	\$818
2013	3	N/A	\$735	\$0	\$735	\$818
2016	3	0.0%	\$760	\$0	\$760	\$843

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	\$850	\$0	\$850	\$955
2013	2	N/A	\$850	\$0	\$850	\$955
2013	3	N/A	\$850	\$0	\$850	\$955
2016	3	0.0%	\$850	\$0	\$850	\$955

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	\$950	\$0	\$950	\$1,076
2013	2	N/A	\$950	\$0	\$950	\$1,076
2013	3	N/A	\$950	\$0	\$950	\$1,076
2016	3	0.0%	\$950	\$0	\$950	\$1,076

Trend: Comments

- 3Q12** There is currently no waiting list.
 Manager did provide any other details regarding the property.
- 2Q13** The property manager reported that rental demand is picking up and all of the units are pre-leased. Some of rents have decreased slightly, while the two-bedroom @50 increased.
- 3Q13** The property manager reported that rental demand is adequate, and all of the units are pre-leased. Some of rents have decreased slightly, but rents for two-bedroom units at 50 percent of the AMI have increased. The manager stated that the slight decrease is to remain competitive in the market.
- 3Q16** The contact was unable to provide rents for the 50 percent AMI units.

Photos



PROPERTY PROFILE REPORT

Orchard Walk Apartments

Effective Rent Date	9/06/2016
Location	3800 Flat Shoals Parkway Decatur, GA 30034 DeKalb County
Distance	1.9 miles
Units	204
Vacant Units	4
Vacancy Rate	2.0%
Type	Various (2 stories)
Year Built/Renovated	1978 / 2005
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Creekside Vista
Tenant Characteristics	Mostly from southern DeKalb County
Contact Name	Shantel
Phone	404-243-8585



Market Information

Program	@60%, Market
Annual Turnover Rate	12%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Within 15 days
Annual Chg. in Rent	Decreased 5% to increased 5%
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
2	1.5	Garden (2 stories)	N/A	1,218	\$685	\$0	@60%	No	0	N/A	no	None
2	1.5	Garden (2 stories)	N/A	1,218	\$700	\$0	Market	No	2	N/A	N/A	None
2	2	Townhouse (2 stories)	N/A	1,245	\$700	\$0	@60%	No	0	N/A	no	None
2	2	Townhouse (2 stories)	N/A	1,245	\$750	\$0	Market	No	0	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,425	\$750	\$0	@60%	No	1	N/A	no	None
3	2	Garden (2 stories)	N/A	1,425	\$835	\$0	Market	No	1	N/A	N/A	None
3	2.5	Townhouse (2 stories)	N/A	1,522	\$770	\$0	@60%	No	0	N/A	no	None
3	2.5	Townhouse (2 stories)	N/A	1,522	\$845	\$0	Market	No	0	N/A	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 1.5BA	\$685	\$0	\$685	\$83	\$768	2BR / 1.5BA	\$700	\$0	\$700	\$83	\$783
2BR / 2BA	\$700	\$0	\$700	\$83	\$783	2BR / 2BA	\$750	\$0	\$750	\$83	\$833
3BR / 2BA	\$750	\$0	\$750	\$105	\$855	3BR / 2BA	\$835	\$0	\$835	\$105	\$940
3BR / 2.5BA	\$770	\$0	\$770	\$105	\$875	3BR / 2.5BA	\$845	\$0	\$845	\$105	\$950

Orchard Walk Apartments, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Garbage Disposal
Refrigerator
Washer/Dryer hookup

Blinds
Central A/C
Dishwasher
Oven
Walk-In Closet

Security

Intercom (Buzzer)
Limited Access
Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Off-Street Parking
Swimming Pool

Central Laundry
On-Site Management

Premium

None

Other

None

Comments

The contact had no additional comments.

Orchard Walk Apartments, continued

Trend Report

Vacancy Rates

3Q14	4Q15	3Q16
1.5%	1.0%	2.0%

Trend: @60%

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	3	N/A	\$655	\$27	\$628	\$711
2015	4	N/A	\$685	\$0	\$685	\$768
2016	3	N/A	\$685	\$0	\$685	\$768

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	3	N/A	\$660	\$28	\$632	\$715
2015	4	N/A	\$665	\$0	\$665	\$748
2016	3	N/A	\$700	\$0	\$700	\$783

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	3	N/A	\$753	\$31	\$722	\$827
2015	4	N/A	\$755	\$0	\$755	\$860
2016	3	N/A	\$770	\$0	\$770	\$875

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	3	N/A	\$725	\$30	\$695	\$800
2015	4	N/A	\$745	\$0	\$745	\$850
2016	3	N/A	\$750	\$0	\$750	\$855

Trend: Market

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	3	N/A	\$675	\$28	\$647	\$730
2015	4	N/A	\$735	\$0	\$735	\$818
2016	3	N/A	\$700	\$0	\$700	\$783

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	3	N/A	\$690	\$29	\$661	\$744
2015	4	N/A	\$715	\$0	\$715	\$798
2016	3	N/A	\$750	\$0	\$750	\$833

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	3	N/A	\$785	\$33	\$752	\$857
2015	4	N/A	\$830	\$0	\$830	\$935
2016	3	N/A	\$845	\$0	\$845	\$950

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	3	N/A	\$745	\$31	\$714	\$819
2015	4	N/A	\$820	\$0	\$820	\$925
2016	3	N/A	\$835	\$0	\$835	\$940

Trend: Comments

3Q14	The vacant units were estimated by the property representative. The representative was unable to comment on the number of tenants using Housing Choice Vouchers.
4Q15	Management was unable to provide the number of tenants using Housing Choice Vouchers.
3Q16	The contact had no additional comments.

Orchard Walk Apartments, continued

Photos



PROPERTY PROFILE REPORT

Retreat At Edgewood

Effective Rent Date 8/02/2016
Location 150 Hutchinson Street NE
 Atlanta, GA 30307
 Dekalb County
Distance 4.2 miles
Units 100
Vacant Units 1
Vacancy Rate 1.0%
Type Various (2 stories)
Year Built/Renovated 2011 / N/A
Marketing Began N/A
Leasing Began 11/22/2011
Last Unit Leased 4/30/2012
Major Competitors None identified
Tenant Characteristics Mixed tenancy
Contact Name Terri
Phone 404-577-9001



Market Information

Program @60%
Annual Turnover Rate 23%
Units/Month Absorbed 20
HCV Tenants 0%
Leasing Pace Within one month
Annual Chg. in Rent Increased 3 to 4% since 4Q15
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 (2 stories)	10	732	\$615	\$0	@60%	No	1	10.0%	no	None
1	1	Garden (2 stories)	10	789	\$615	\$0	@60%	No	0	0.0%	no	None
2	1.5	Townhouse (2 stories)	12	1,174	\$694	\$0	@60%	No	0	0.0%	no	None
2	2	Townhouse (2 stories)	12	1,253	\$694	\$0	@60%	No	0	0.0%	no	None
2	2	Townhouse (2 stories)	12	1,538	\$694	\$0	@60%	No	0	0.0%	no	None
2	2.5	Townhouse (2 stories)	12	1,229	\$694	\$0	@60%	No	0	0.0%	no	None
2	2.5	Townhouse (2 stories)	12	1,333	\$694	\$0	@60%	No	0	0.0%	no	None
3	2.5	Townhouse (2 stories)	7	1,362	\$760	\$0	@60%	No	0	0.0%	no	None
3	2.5	Townhouse (2 stories)	7	1,568	\$760	\$0	@60%	No	0	0.0%	no	None
3	2.5	Townhouse (2 stories)	6	1,697	\$760	\$0	@60%	No	0	0.0%	no	None

Retreat At Edgewood, continued

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$615	\$0	\$615	\$62	\$677
2BR / 1.5BA	\$694	\$0	\$694	\$83	\$777
2BR / 2BA	\$694	\$0	\$694	\$83	\$777
2BR / 2.5BA	\$694	\$0	\$694	\$83	\$777
3BR / 2.5BA	\$760	\$0	\$760	\$105	\$865

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Exterior Storage
Garbage Disposal
Refrigerator
Washer/Dryer

Blinds
Central A/C
Dishwasher
Ceiling Fan
Oven
Walk-In Closet
Washer/Dryer hookup

Security

In-Unit Alarm

Services

None

Property

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

Clubhouse/Meeting
Garage
On-Site Management
Playground

Premium

None

Other

None

Comments

Management reported strong demand for affordable housing in the local area. The property currently has one vacant one-bedroom unit, which has a pending application. The rents at the property have increased three to four percent since the fourth quarter of 2015. Although the property has a high occupancy rate it does not maintain a waiting list. They operate on a first come first serve basis.

Retreat At Edgewood, continued

Trend Report

Vacancy Rates

3Q13	4Q15	2Q16	3Q16
0.0%	0.0%	0.0%	1.0%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$590	\$0	\$590	\$652
2015	4	0.0%	\$590	\$0	\$590	\$652
2016	2	0.0%	\$590	\$0	\$590	\$652
2016	3	5.0%	\$615	\$0	\$615	\$677

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$669	\$0	\$669	\$752
2015	4	0.0%	\$669	\$0	\$669	\$752
2016	2	0.0%	\$669	\$0	\$669	\$752
2016	3	0.0%	\$694	\$0	\$694	\$777

2BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$669	\$0	\$669	\$752
2015	4	0.0%	\$669	\$0	\$669	\$752
2016	2	0.0%	\$669	\$0	\$669	\$752
2016	3	0.0%	\$694	\$0	\$694	\$777

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$669	\$0	\$669	\$752
2015	4	0.0%	\$669	\$0	\$669	\$752
2016	2	0.0%	\$669	\$0	\$669	\$752
2016	3	0.0%	\$694	\$0	\$694	\$777

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$735	\$0	\$735	\$840
2015	4	0.0%	\$735	\$0	\$735	\$840
2016	2	0.0%	\$735	\$0	\$735	\$840
2016	3	0.0%	\$760	\$0	\$760	\$865

Trend: Comments

3Q13	The contact reported that demand for apartments at the Retreat at Edgewood has been strong, the wait list has been approximately six months or less.
4Q15	Management reported strong demand for affordable housing in the local area.
2Q16	N/A
3Q16	Management reported strong demand for affordable housing in the local area. The property currently has one vacant one-bedroom unit, which has a pending application. The rents at the property have increased three to four percent since the fourth quarter of 2015. Although the property has a high occupancy rate it does not maintain a waiting list. They operate on a first come first serve basis.

Photos



PROPERTY PROFILE REPORT

Retreat At Edgewood Phase II

Effective Rent Date	8/02/2016
Location	37 Hutchinson Street NE Atlanta, GA 30307 DeKalb County
Distance	4.4 miles
Units	40
Vacant Units	0
Vacancy Rate	0.0%
Type	Various (2 stories)
Year Built/Renovated	2012 / N/A
Marketing Began	N/A
Leasing Began	9/04/2012
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy
Contact Name	Terri
Phone	404-577-9001



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	27%
Units/Month Absorbed	12
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Increased 3 to 5% since 4Q15
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 (2 stories)	2	873	\$520	\$0	@50%	No	0	0.0%	no	None
1	1	Garden (2 stories)	27	873	\$648	\$0	@60%	No	0	0.0%	no	None
1	1	Garden (2 stories)	1	809	\$830	\$0	Market	No	0	0.0%	N/A	None
3	2.5	Townhouse (2 stories)	2	1,595	\$633	\$0	@50%	No	0	0.0%	no	None
3	2.5	Townhouse (2 stories)	7	1,595	\$806	\$0	@60%	No	0	0.0%	no	None
3	2.5	Townhouse (2 stories)	1	1,469	\$1,131	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$520	\$0	\$520	\$62	\$582	1BR / 1BA	\$648	\$0	\$648	\$62	\$710
3BR / 2.5BA	\$633	\$0	\$633	\$105	\$738	3BR / 2.5BA	\$806	\$0	\$806	\$105	\$911
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
1BR / 1BA	\$830	\$0	\$830	\$62	\$892						
3BR / 2.5BA	\$1,131	\$0	\$1,131	\$105	\$1,236						

Retreat At Edgewood Phase II, continued

Amenities

In-Unit

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

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

Security

In-Unit Alarm
Patrol
Video Surveillance

Services

None

Property

Business Center/Computer Lab
Garage
Picnic Area

Clubhouse/Meeting
Off-Street Parking
Playground

Premium

None

Other

None

Comments

Management reported strong demand for affordable housing in the local area. Although the property is 100 percent occupied it does not maintain a waiting list. They operate on a first come first serve basis. It should be noted that the development's sponsor, Mayson Avenue Cooperative, is a non profit that was created to maintain affordable rental housing in the Edgewood neighborhood and rents are kept affordable.

Retreat At Edgewood Phase II, continued

Trend Report

Vacancy Rates

4Q15	1Q16	2Q16	3Q16
2.5%	2.5%	2.5%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	4	0.0%	\$495	\$0	\$495	\$557
2016	1	0.0%	\$495	\$0	\$495	\$557
2016	2	0.0%	\$495	\$0	\$495	\$557
2016	3	0.0%	\$520	\$0	\$520	\$582

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	4	0.0%	\$608	\$0	\$608	\$713
2016	1	0.0%	\$608	\$0	\$608	\$713
2016	2	0.0%	\$608	\$0	\$608	\$713
2016	3	0.0%	\$633	\$0	\$633	\$738

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	4	0.0%	\$623	\$0	\$623	\$685
2016	1	0.0%	\$623	\$0	\$623	\$685
2016	2	0.0%	\$623	\$0	\$623	\$685
2016	3	0.0%	\$648	\$0	\$648	\$710

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	4	14.3%	\$781	\$0	\$781	\$886
2016	1	14.3%	\$781	\$0	\$781	\$886
2016	2	14.3%	\$781	\$0	\$781	\$886
2016	3	0.0%	\$806	\$0	\$806	\$911

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	4	0.0%	\$809	\$0	\$809	\$871
2016	1	0.0%	\$809	\$0	\$809	\$871
2016	2	0.0%	\$809	\$0	\$809	\$871
2016	3	0.0%	\$830	\$0	\$830	\$892

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	4	0.0%	\$1,081	\$0	\$1,081	\$1,186
2016	1	0.0%	\$1,081	\$0	\$1,081	\$1,186
2016	2	0.0%	\$1,081	\$0	\$1,081	\$1,186
2016	3	0.0%	\$1,131	\$0	\$1,131	\$1,236

Trend: Comments

4Q15 Management reported strong demand for affordable housing in the local area.

1Q16 N/A

2Q16 N/A

3Q16 Management reported strong demand for affordable housing in the local area. Although the property is 100 percent occupied it does not maintain a waiting list. They operate on a first come first serve basis. It should be noted that the development's sponsor, Mayson Avenue Cooperative, is a non profit that was created to maintain affordable rental housing in the Edgewood neighborhood and rents are kept affordable.

Retreat At Edgewood Phase II, continued

Photos



PROPERTY PROFILE REPORT

Ashford East Village

Effective Rent Date	9/12/2016
Location	1438 Bouldercrest Road SE Atlanta, GA 30316 DeKalb County
Distance	2.2 miles
Units	371
Vacant Units	9
Vacancy Rate	2.4%
Type	Various (2 stories)
Year Built/Renovated	1979 / Ongoing
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	1/25/2005
Major Competitors	Broadway at East Atlanta
Tenant Characteristics	Mixed tenancy, mostly families
Contact Name	Tora
Phone	404-748-4466



Market Information

Program	Market
Annual Turnover Rate	10%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Increased 10-15%
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	60	815	\$1,070	\$0	Market	No	2	3.3%	N/A	None
1	1	Garden (2 stories)	35	650	\$1,000	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (2 stories)	30	780	\$1,075	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (2 stories)	62	945	\$1,175	\$0	Market	No	3	4.8%	N/A	None
2	1.5	Townhouse (2 stories)	92	1,155	\$1,275	\$0	Market	No	2	2.2%	N/A	None
3	2	Garden (2 stories)	62	1,095	\$1,325	\$0	Market	No	2	3.2%	N/A	None
3	2	Garden (2 stories)	30	980	\$1,200	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$1,000 - \$1,070	\$0	\$1,000 - \$1,070	\$0	\$1,000 - \$1,070
2BR / 1BA	\$1,075 - \$1,175	\$0	\$1,075 - \$1,175	\$0	\$1,075 - \$1,175
2BR / 1.5BA	\$1,275	\$0	\$1,275	\$0	\$1,275
3BR / 2BA	\$1,200 - \$1,325	\$0	\$1,200 - \$1,325	\$0	\$1,200 - \$1,325

Ashford East Village, continued

Amenities

In-Unit

Balcony/Patio
Carpet/Hardwood
Coat Closet
Ceiling Fan
Microwave
Refrigerator
Washer/Dryer

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

Security

Limited Access
Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Courtyard
Off-Street Parking
Picnic Area
Sport Court
Wi-Fi

Clubhouse/Meeting
Exercise Facility
On-Site Management
Playground
Swimming Pool

Premium

None

Other

None

Comments

Renovated units include new hardwood floors in living areas, new cabinets and granite countertops in kitchens and bathrooms, black appliances, paint, and fixtures throughout. The rent profile reflects renovated rents. Non-renovated units rent for a discount of \$100 to \$175 per month. Each unit offers an in-unit washer/dryer. This property does not accept Housing Choice Vouchers.

Ashford East Village, continued

Trend Report

Vacancy Rates

2Q05	4Q06	4Q15	3Q16
3.7%	21.7%	5.9%	2.4%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2005	2	N/A	\$525	\$0	\$525	\$525
2006	4	20.7%	\$525	\$0	\$525	\$525
2015	4	N/A	\$800	\$0	\$800	\$800
2016	3	2.1%	\$1,000 - \$1,070	\$0	\$1,000 - \$1,070	\$1,000 - \$1,070

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2005	2	N/A	\$655	\$105	\$550	\$550
2006	4	22.5%	\$655	\$0	\$655	\$655
2015	4	N/A	\$925	\$0	\$925	\$925
2016	3	2.2%	\$1,275	\$0	\$1,275	\$1,275

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2005	2	N/A	\$595	\$96	\$499	\$499
2006	4	21.3%	\$595	\$0	\$595	\$595
2015	4	N/A	\$825	\$0	\$825	\$825
2016	3	3.3%	\$1,075 - \$1,175	\$0	\$1,075 - \$1,175	\$1,075 - \$1,175

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2005	2	N/A	\$725	\$26	\$699	\$699
2006	4	22.5%	\$725	\$0	\$725	\$725
2015	4	N/A	\$1,090	\$0	\$1,090	\$1,090
2016	3	2.2%	\$1,200 - \$1,325	\$0	\$1,200 - \$1,325	\$1,200 - \$1,325

Trend: Comments

2Q05	Sun Valley Apartments currently has 12 vacant units and no waiting list. Concessions are in the form of reduced rental rates. 1 bedroom units do not offer any concessions.
4Q06	All rents have remained the same since the last interview. The property currently has 70 vacancies, which management estimated were evenly distributed between bedroom types. Management stated that the property changed management companies three months ago and is now managed by Evergreen Ventures. The current concession is no application fee, a \$150 security deposit, and a \$100 administration fee. Management stated that the property has had good retention since the new management took over, and management's goal is to have the property close to 100 percent occupied within one month. The property no longer accepts Section 8 vouchers. Management reported that most tenants are from the south Atlanta area.
4Q15	The two-bedroom rents decreased two to three percent since October 2015. The three-bedroom rents increased one percent since October 2015. Management could not provide an explanation for the rent decreases. The property offers a dog park and bocce/shuffleboard courts.
3Q16	Renovated units include new hardwood floors in living areas, new cabinets and granite countertops in kitchens and bathrooms, black appliances, paint, and fixtures throughout. The rent profile reflects renovated rents. Non-renovated units rent for a discount of \$100 to \$175 per month. Each unit offers an in-unit washer/dryer. This property does not accept Housing Choice Vouchers.

Photos



PROPERTY PROFILE REPORT

Creekside Vista

Effective Rent Date	9/14/2016
Location	3100 Lumby Drive Decatur, GA 30034 DeKalb County
Distance	1.8 miles
Units	208
Vacant Units	2
Vacancy Rate	1.0%
Type	Garden (3 stories)
Year Built/Renovated	2008 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy
Contact Name	Jaea
Phone	404-212-9669



Market Information

Program	Market
Annual Turnover Rate	23%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased to MR
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	766	\$825	\$0	Market	No	1	N/A	N/A	None
1	1	Garden (3 stories)	N/A	788	\$825	\$0	Market	No	0	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,083	\$915	\$0	Market	No	1	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,119	\$915	\$0	Market	No	0	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,349	\$965	\$0	Market	No	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$825	\$0	\$825	\$62	\$887
2BR / 2BA	\$915	\$0	\$915	\$83	\$998
3BR / 2BA	\$965	\$0	\$965	\$105	\$1,070

Creekside Vista, continued

Amenities

In-Unit

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

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

Security

Limited Access
Perimeter Fencing

Services

None

Property

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

Clubhouse/Meeting
Exercise Facility
Off-Street Parking
Picnic Area
Swimming Pool

Premium

None

Other

Tanning Salon

Comments

The property is a former tax credit property that converted to market rate in October 2015 under new ownership through foreclosure. The property does not accept Housing Choice Vouchers. A unit mix was not provided.

Creekside Vista, continued

Photos



The Woodridge Apartment Homes, continued

Comments

The property was formerly known as Highland Club. The property accepts Housing Choice Vouchers; however, the contact was unsure how many were being utilized at this time. The property is running a concession where tenants receive \$300 off the first month's rent, \$200 off the second month's rent, and \$100 off the third month's rent. The property renovated some of their units in spring 2016. The renovations included new appliances, counter tops, light fixtures, and carpet.

The Woodridge Apartment Homes, continued

Trend Report

Vacancy Rates

2Q05	3Q16
N/A	5.7%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2005	2	N/A	\$545	\$65	\$480	\$480
2016	3	0.0%	\$558	\$50	\$508	\$508

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2005	2	N/A	\$619	\$44	\$575	\$575
2016	3	7.4%	\$649	\$50	\$599	\$599

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2005	2	N/A	\$830	\$0	\$830	\$830
2016	3	10.3%	\$874	\$50	\$824	\$824

Trend: Comments

- 2Q05** Highland Club is a garden style market rate property with 212 units. Section 8 vouchers are accepted. The contact at the property had only been there 2 weeks and had minimal information on the community.
- 3Q16** The property was formerly known as Highland Club. The property accepts Housing Choice Vouchers; however, the contact was unsure how many were being utilized at this time. The property is running a concession where tenants receive \$300 off the first month's rent, \$200 off the second month's rent, and \$100 off the third month's rent. The property renovated some of their units in spring 2016. The renovations included new appliances, counter tops, light fixtures, and carpet.

The Woodridge Apartment Homes, continued

Photos



PROPERTY PROFILE REPORT

Villages Of East Lake I And II

Effective Rent Date 9/13/2016
Location 460 East Lake Blvd.
Atlanta, GA 30317
DeKalb County
Distance 2.5 miles
Units 542
Vacant Units 24
Vacancy Rate 4.4%
Type Various
Year Built/Renovated 1998/2000 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased 2/03/2005
Major Competitors None identified
Tenant Characteristics Mixed tenancy
Contact Name Property Manager
Phone 404-373-9598



Market Information

Program Market/PBRA
Annual Turnover Rate 25%
Units/Month Absorbed N/A
HCV Tenants 0%
Leasing Pace Within one month
Annual Chg. in Rent Increased 0-4%
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

Villages Of East Lake I And II, continued

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	15	926	\$895	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	8	1,026	\$915	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	15	926	N/A	\$0	PBRA	Yes	N/A	N/A	N/A	None
1	1	Garden (3 stories)	8	1,026	N/A	\$0	PBRA	Yes	N/A	N/A	N/A	None
2	1.5	Townhouse (2 stories)	25	1,200	\$1,049	\$0	Market	No	N/A	N/A	N/A	None
2	1.5	Townhouse (2 stories)	26	1,200	N/A	\$0	PBRA	Yes	N/A	N/A	N/A	None
2	2	Garden (3 stories)	15	1,165	\$969	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	84	1,282	\$999	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	5	1,322	\$1,015	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	15	1,165	N/A	\$0	PBRA	Yes	N/A	N/A	N/A	None
2	2	Garden (3 stories)	84	1,282	N/A	\$0	PBRA	Yes	N/A	N/A	N/A	None
2	2	Garden (3 stories)	5	1,322	N/A	\$0	PBRA	Yes	N/A	N/A	N/A	None
3	2	Garden (3 stories)	25	1,319	\$1,085	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	20	1,400	\$1,150	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	47	1,544	\$1,085	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	3	1,585	\$1,150	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	26	1,319	N/A	\$0	PBRA	Yes	N/A	N/A	N/A	None
3	2	Garden (3 stories)	20	1,400	N/A	\$0	PBRA	Yes	N/A	N/A	N/A	None
3	2	Garden (3 stories)	47	1,544	N/A	\$0	PBRA	Yes	N/A	N/A	N/A	None
3	2	Garden (3 stories)	3	1,585	N/A	\$0	PBRA	Yes	N/A	N/A	N/A	None
4	2	Garden (3 stories)	18	1,812	\$1,349	\$0	Market	No	N/A	N/A	N/A	None
4	2	Garden (3 stories)	18	1,812	N/A	\$0	PBRA	Yes	N/A	N/A	N/A	None
4	2.5	Townhouse (2 stories)	5	1,650	\$1,299	\$0	Market	No	N/A	N/A	N/A	None
4	2.5	Townhouse (2 stories)	5	1,650	N/A	\$0	PBRA	Yes	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	PBRA	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$895 - \$915	\$0	\$895 - \$915	\$62	\$957 - \$977	1BR / 1BA	N/A	\$0	N/A	\$62	N/A
2BR / 1.5BA	\$1,049	\$0	\$1,049	\$83	\$1,132	2BR / 1.5BA	N/A	\$0	N/A	\$83	N/A
2BR / 2BA	\$969 - \$1,015	\$0	\$969 - \$1,015	\$83	\$1,052 - \$1,098	2BR / 2BA	N/A	\$0	N/A	\$83	N/A
3BR / 2BA	\$1,085 - \$1,150	\$0	\$1,085 - \$1,150	\$105	\$1,190 - \$1,255	3BR / 2BA	N/A	\$0	N/A	\$105	N/A
4BR / 2BA	\$1,349	\$0	\$1,349	\$126	\$1,475	4BR / 2BA	N/A	\$0	N/A	\$126	N/A
4BR / 2.5BA	\$1,299	\$0	\$1,299	\$126	\$1,425	4BR / 2.5BA	N/A	\$0	N/A	\$126	N/A

Villages Of East Lake I And II, continued

Amenities

In-Unit

Balcony/Patio
Carpet/Hardwood
Coat Closet
Exterior Storage
Garbage Disposal
Refrigerator
Washer/Dryer hookup

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

Security

In-Unit Alarm
Limited Access
Patrol
Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Clubhouse/Meeting
Off-Street Parking
Picnic Area
Sport Court
Tennis Court

Car Wash
Central Laundry
On-Site Management
Playground
Swimming Pool

Premium

None

Other

Public golf course

Comments

Village of East Lake I was built in 1998 and Village of East Lake II was built in 2000. Village of East Lake I has gas powered cooking, heat and water. Village of East Lake II had electric powered heat, cooking and hot water. Village of East Lake II's utility structure was used to calculate utility adjustments since it has more units.

Villages Of East Lake I And II, continued

Trend Report

Vacancy Rates

2Q11	2Q12	1Q13	3Q16
0.0%	7.7%	7.7%	4.4%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	0.0%	\$719	\$0	\$719	\$781
2012	2	N/A	\$795	\$50	\$745	\$807
2013	1	N/A	\$795	\$50	\$745	\$807
2016	3	N/A	\$895 - \$915	\$0	\$895 - \$915	\$957 - \$977

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	0.0%	\$819	\$0	\$819	\$902
2012	2	N/A	\$899 - \$999	\$50	\$849 - \$949	\$932 - \$1,032
2013	1	N/A	\$899 - \$999	\$50	\$849 - \$949	\$932 - \$1,032
2016	3	N/A	\$1,049	\$0	\$1,049	\$1,132

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	0.0%	\$819	\$0	\$819	\$902
2012	2	N/A	\$819 - \$999	\$50	\$769 - \$949	\$852 - \$1,032
2013	1	N/A	\$819 - \$999	\$50	\$769 - \$949	\$852 - \$1,032
2016	3	N/A	\$969 - \$1,015	\$0	\$969 - \$1,015	\$1,052 - \$1,098

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	0.0%	\$919	\$0	\$919	\$1,024
2012	2	N/A	\$969 - \$1,069	\$50	\$919 - \$1,019	\$1,024 - \$1,124
2013	1	N/A	\$969 - \$1,069	\$50	\$919 - \$1,019	\$1,024 - \$1,124
2016	3	N/A	\$1,085 - \$1,150	\$0	\$1,085 - \$1,150	\$1,190 - \$1,255

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	0.0%	\$919	\$0	\$919	\$1,024
2012	2	N/A	\$969 - \$1,069	\$50	\$919 - \$1,019	\$1,024 - \$1,124
2013	1	N/A	\$969 - \$1,069	\$50	\$919 - \$1,019	\$1,024 - \$1,124
2016	3	N/A	\$1,085 - \$1,150	\$0	\$1,085 - \$1,150	\$1,190 - \$1,255

4BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	0.0%	\$1,019	\$0	\$1,019	\$1,145
2012	2	N/A	\$1,210	\$50	\$1,160	\$1,286
2013	1	N/A	\$1,210	\$50	\$1,160	\$1,286
2016	3	N/A	\$1,299	\$0	\$1,299	\$1,425

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	0.0%	\$1,019	\$0	\$1,019	\$1,145
2012	2	N/A	\$1,210	\$50	\$1,160	\$1,286
2013	1	N/A	\$1,210	\$50	\$1,160	\$1,286
2016	3	N/A	\$1,349	\$0	\$1,349	\$1,475

Trend: PBRA

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	0.0%	N/A	\$0	N/A	N/A
2012	2	N/A	N/A	\$0	N/A	N/A
2013	1	N/A	N/A	\$0	N/A	N/A
2016	3	N/A	N/A	\$0	N/A	N/A

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	0.0%	N/A	\$0	N/A	N/A
2012	2	N/A	N/A	\$0	N/A	N/A
2013	1	N/A	N/A	\$0	N/A	N/A
2016	3	N/A	N/A	\$0	N/A	N/A

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	0.0%	N/A	\$0	N/A	N/A
2012	2	N/A	N/A	\$0	N/A	N/A
2013	1	N/A	N/A	\$0	N/A	N/A
2016	3	N/A	N/A	\$0	N/A	N/A

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	0.0%	N/A	\$0	N/A	N/A
2012	2	N/A	N/A	\$0	N/A	N/A
2013	1	N/A	N/A	\$0	N/A	N/A
2016	3	N/A	N/A	\$0	N/A	N/A

4BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	0.0%	N/A	\$0	N/A	N/A
2012	2	N/A	N/A	\$0	N/A	N/A
2013	1	N/A	N/A	\$0	N/A	N/A
2016	3	N/A	N/A	\$0	N/A	N/A

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	0.0%	N/A	\$0	N/A	N/A
2012	2	N/A	N/A	\$0	N/A	N/A
2013	1	N/A	N/A	\$0	N/A	N/A
2016	3	N/A	N/A	\$0	N/A	N/A

Villages Of East Lake I And II, continued

Trend: Comments

- 2Q11** Management noted that the waiting list for PBRA units is currently closed and is not expected to open for five years or more. An estimate on the number of households on this waiting list was unavailable. Waster and sewer utilities are no longer included in the rent and a flat rate of \$25, \$35, \$45, and \$55 is charged for one, two, three, and four-bedroom units, respectively.
- 2Q12** The concession is \$300 off the first month, \$200 off the second month and \$100 off the third month, on a 12-month lease.
- Property manager stated that the higher priced units have been upgraded/renovated. Thus far, since February 2012, 72 units have been upgraded.
- East Lake Village I was built in 1996 and East Lake Village II was built in 2000. Property manager could not specify the number of units in each phase, but did indicate that East Lake Village II has more units than East Lake Village I. East Lake Village I has gas powered cooking, heat and water. East Lake Village II had electric powered heat, cooking and hot water. East Lake Village II's utility structure was used to calculate utility adjustments since it has more units.
- 1Q13** N/A
- 3Q16** Village of East Lake I was built in 1998 and Village of East Lake II was built in 2000. Village of East Lake I has gas powered cooking, heat and water. Village of East Lake II had electric powered heat, cooking and hot water. Village of East Lake II's utility structure was used to calculate utility adjustments since it has more units.

RENT AND SQUARE FOOTAGE RANKING -- All rents adjusted for utilities and concessions extracted from the market.			
Effective Rent Date:		Oct-16	Units Surveyed: 1,877
			Weighted Occupancy: 97.2%
			Market Rate 1,333
			Market Rate 96.5%
			Tax Credit 544
			Tax Credit 99.1%
Three Bedrooms Two Bath			
	Property	Average	
RENT	Ashford East Village	\$1,325	
	Villages Of East Lake I And II	\$1,255	
	Villages Of East Lake I And II	\$1,255	
	Columbia Mill * (M)	\$1,240	
	Retreat At Edgewood Phase II * (2.5BA M)	\$1,236	
	Ashford East Village	\$1,200	
	Villages Of East Lake I And II	\$1,190	
	Villages Of East Lake I And II	\$1,190	
	Creekside Vista	\$1,070	
	Columbia Village * (60%)	\$955	
	Orchard Walk Apartments * (M)	\$940	
	Columbia Mill * (60%)	\$931	
	Retreat At Edgewood Phase II * (2.5BA 60%)	\$911	
	Columbia Village * (50%)	\$866	
	Retreat At Edgewood * (2.5BA 60%)	\$865	
	Retreat At Edgewood * (2.5BA 60%)	\$865	
	Retreat At Edgewood * (2.5BA 60%)	\$865	
	Orchard Walk Apartments * (60%)	\$855	
	Swift Creek * (60%)	\$845	
	The Woodridge Apartment Homes	\$824	
Columbia Mill * (50%)	\$751		
Retreat At Edgewood Phase II * (2.5BA 50%)	\$738		
SQUARE FOOTAGE	Retreat At Edgewood * (2.5BA 60%)	1,697	
	Retreat At Edgewood Phase II * (2.5BA 50%)	1,595	
	Retreat At Edgewood Phase II * (2.5BA 60%)	1,595	
	Villages Of East Lake I And II	1,585	
	Retreat At Edgewood * (2.5BA 60%)	1,568	
	Villages Of East Lake I And II	1,544	
	The Woodridge Apartment Homes	1,500	
	Retreat At Edgewood Phase II * (2.5BA M)	1,469	
	Orchard Walk Apartments * (60%)	1,425	
	Orchard Walk Apartments * (M)	1,425	
	Villages Of East Lake I And II	1,400	
	Retreat At Edgewood * (2.5BA 60%)	1,362	
	Creekside Vista	1,349	
	Villages Of East Lake I And II	1,319	
	Columbia Mill * (50%)	1,235	
	Columbia Mill * (60%)	1,235	
	Columbia Mill * (M)	1,235	
	Swift Creek * (60%)	1,145	
	Columbia Village * (50%)	1,142	
	Columbia Village * (60%)	1,142	
Ashford East Village	1,095		
Ashford East Village	980		
RENT PER SQUARE FOOT	Ashford East Village	\$1.22	
	Ashford East Village	\$1.21	
	Columbia Mill * (M)	\$1.00	
	Villages Of East Lake I And II	\$0.90	
	Villages Of East Lake I And II	\$0.90	
	Retreat At Edgewood Phase II * (2.5BA M)	\$0.84	
	Columbia Village * (60%)	\$0.84	
	Creekside Vista	\$0.79	
	Villages Of East Lake I And II	\$0.79	
	Villages Of East Lake I And II	\$0.77	
	Columbia Village * (50%)	\$0.76	
	Columbia Mill * (60%)	\$0.75	
	Swift Creek * (60%)	\$0.74	
	Orchard Walk Apartments * (M)	\$0.66	
	Retreat At Edgewood * (2.5BA 60%)	\$0.64	
	Columbia Mill * (50%)	\$0.61	
	Orchard Walk Apartments * (60%)	\$0.60	
	Retreat At Edgewood Phase II * (2.5BA 60%)	\$0.57	
	Retreat At Edgewood * (2.5BA 60%)	\$0.55	
	The Woodridge Apartment Homes	\$0.55	
Retreat At Edgewood * (2.5BA 60%)	\$0.51		
Retreat At Edgewood Phase II * (2.5BA 50%)	\$0.46		

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

Housing Choice Vouchers

TENANTS WITH VOUCHERS		
Comparable Property	Type	Housing Choice Voucher Tenants
Columbia Mill	LIHTC/Market	15%
Columbia Village	LIHTC	15%
Orchard Walk Apartments*	LIHTC/Market	10%
Retreat At Edgewood	LIHTC	0%
Retreat At Edgewood Phase II	LIHTC/Market	0%
Ashford East Village	Market	0%
Creekside Vista	Market	0%
The Woodridge Apartment Homes	Market	0%
Villages Of East Lake I And II	Market/PBRA	0%
Average		4%

*Located just outside the PMA

As illustrated in the table, all of the LIHTC properties reported having shares of Housing Choice Voucher tenants, while none of the market rate properties reported Housing Choice Voucher usage. The average number of voucher tenants at the LIHTC properties is eight percent. Overall, the local market does not appear to be dependent on voucher tenants, and we anticipate the Subject would maintain less than 15 percent voucher tenants. The current Payment Standards for studio, one, two, and three-bedroom units are illustrated in the following table.

PAYMENT STANDARDS			
Studio	One-Bedroom	Two-Bedroom	Three-Bedroom
\$755	\$773	\$916	\$1,158

The gross rents proposed at the Subject are well below the current Housing Choice Voucher payment standards for the local area. As such, those with Vouchers would be eligible to live at the Subject, and pay 30 percent of their income toward rent.

Lease Up History

We were able to obtain recent absorption information from two comparable properties. Columbia Mill, a 100-unit LIHTC/market rate comparable was constructed in 2014. Management noted an absorption rate of 20 units per month, or an absorption period of approximately five months. Retreat at Edgewood, a 100-unit LIHTC comparable opened in November of 2011 and completed lease up in April 2012, which equates to an absorption pace of approximately 20 units per month. In addition, Retreat at Edgewood Phase II, a 40-unit LIHTC comparable was originally constructed in 2012. Management noted an absorption rate of 12 units per month, or an absorption period of approximately three months. Based on the comparables, we anticipate that the Subject will absorb 14 to 18 units per month, or an absorption period of approximately three to four months. It should be noted that per DCA guidelines, absorption has been calculated to 93 percent occupancy.

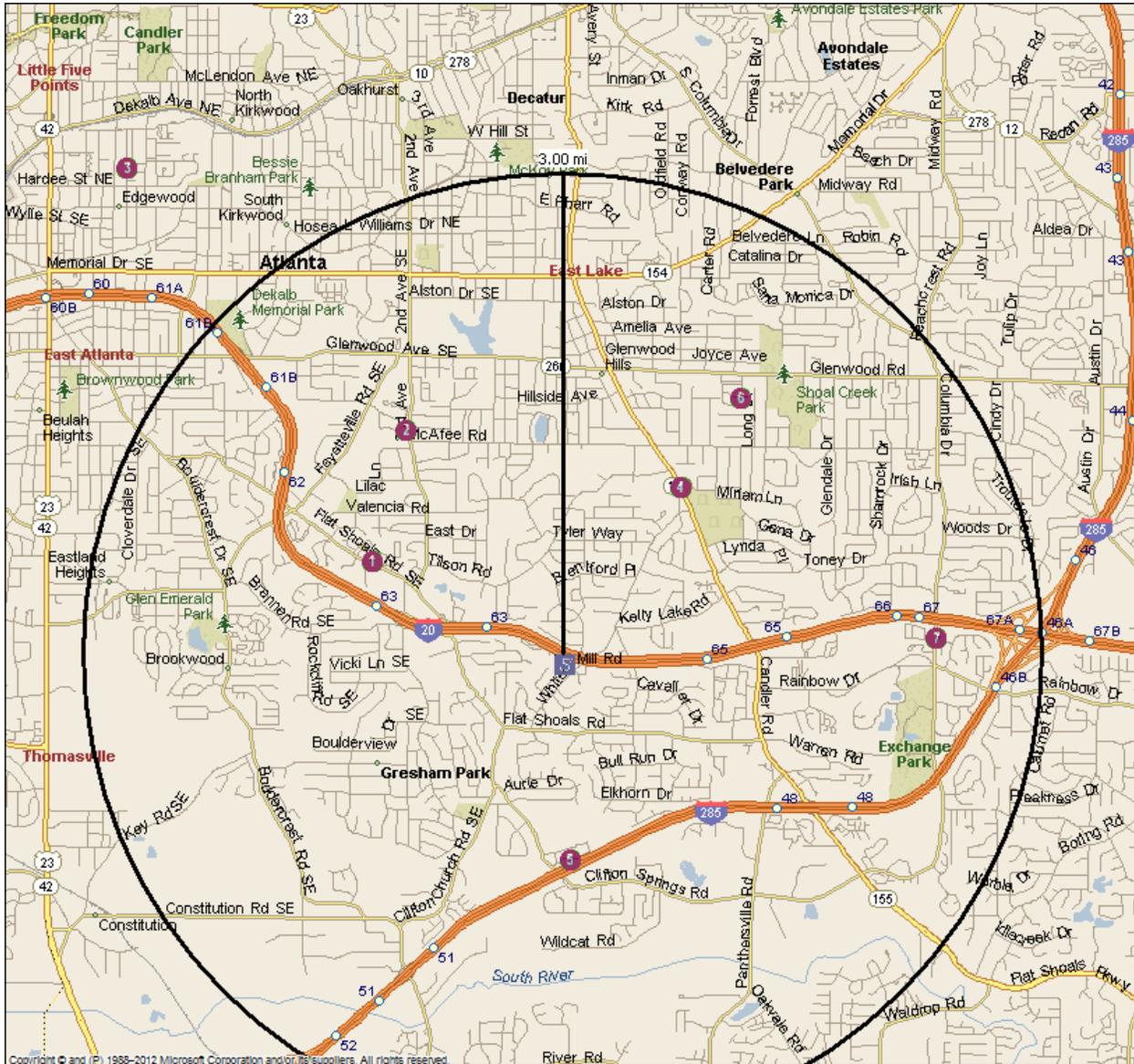
Phased Developments

The Subject is not part of a phased development. As such, this section is not applicable.

Rural Areas

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

3. COMPETITIVE PROJECT MAP



COMPARABLE PROPERTIES						
Map #	Property Name	Address	City	Type	Tenancy	Distance from Subject
1	Columbia Mill*	2239 Flat Shoals Rd SE	Atlanta	LIHTC/Market	Family	1.4 miles
2	Columbia Village*	100 Jessica Ave	Decatur	LIHTC	Family	1.8 miles
3	Retreat at Edgewood I and II*	150 Hutchinson St	Atlanta	LIHTC/Market	Family	4.2 miles
4	Candler Forest	2145 Candler Rd	Decatur	LIHTC	Family	1.4 miles
5	Thornberry Apartments	2435 Aylesbury Loop	Decatur	LIHTC	Family	1.2 miles
6	Robins Landing Apartments	3529 Robins Landing Way	Decatur	LIHTC	Family	2.0 miles
7	Forest at Columbia	2505 Columbia Dr	Decatur	LIHTC	Family	2.3 miles

*Used as a comparable property

4. Amenities

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

Comp#	Subject	1	2	3	4	5	6	7	8	9
Property Information										
Property Type	Garden (3 stories)	Various (2 stories)	One-Story	Various (2 stories)	Various (2 stories)	Various (2 stories)	Various (2 stories)	Garden (3 stories)	Garden (3 stories)	Various (2 - 3 stories)
Year Built / Renovated	Proposed	2014 / n/a	1999 / n/a	1978 / 2005	2011 / n/a	2012 / n/a	1979 / Ongoing	2008 / n/a	1976 / 2016	1998/2000 / n/a
Market (Conv./Subsidy Type)	LIHTC	LIHTC/ Market	LIHTC	LIHTC/ Market	LIHTC	LIHTC/ Market	Market	Market	Market	Market/ PBRA
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	yes	no	no	no	no	no	yes	no	yes	no
Sewer	yes	no	no	no	no	no	yes	no	yes	no
Trash Collection	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
In-Unit Amenities										
Balcony/Patio	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpet/Hardwood	no	no	no	no	no	yes	yes	no	no	yes
Carpeting	yes	yes	yes	yes	yes	yes	no	yes	yes	no
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
Exterior Storage	no	no	no	no	yes	yes	no	yes	no	yes
Ceiling Fan	yes	no	yes	no	yes	yes	yes	yes	no	yes
Garbage Disposal	no	yes	yes	yes	yes	yes	yes	yes	yes	yes
Microwave	yes	no	no	no	no	no	yes	no	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Walk-In Closet	no	yes	yes	yes	yes	yes	yes	yes	no	yes
Washer/Dryer	no	no	no	no	yes	yes	yes	no	no	no
Washer/Dryer hookup	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Property Amenities										
Business Center/Computer Lab	yes	yes	yes	yes	yes	yes	yes	yes	no	yes
Car Wash	no	no	no	no	no	no	no	no	no	yes
Clubhouse/Community Room	yes	yes	yes	no	yes	yes	yes	yes	no	yes
Courtyard	no	no	no	no	no	no	yes	yes	no	no
Exercise Facility	yes	yes	no	no	yes	no	yes	yes	no	no
Garage	no	no	no	no	yes	yes	no	no	no	no
Central Laundry	yes	yes	yes	yes	no	no	no	yes	no	yes
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	no	yes	yes	no	yes
Picnic Area	yes	yes	yes	no	yes	yes	yes	yes	no	yes
Playground	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
Sport Court	no	no	no	no	no	no	yes	no	no	yes
Swimming Pool	no	no	no	yes	no	no	yes	yes	yes	yes
Tennis Court	no	no	no	no	no	no	no	no	no	yes
Wi-Fi	no	no	no	no	no	no	yes	no	no	no
Security										
In-Unit Alarm	no	yes	yes	no	yes	yes	no	no	no	yes
Intercom (Buzzer)	no	no	no	yes	no	no	no	no	no	no
Intercom (Video)	no	yes	no	no	no	no	no	no	no	no
Limited Access	no	yes	yes	yes	no	no	yes	yes	no	yes
Patrol	no	no	no	no	no	yes	no	no	yes	yes
Perimeter Fencing	no	yes	yes	yes	no	no	yes	yes	no	yes
Video Surveillance	no	no	yes	no	no	yes	no	no	no	no

The Subject will offer balconies/patios, blinds, carpeting, central heat and air conditioning, coat closets, and ceiling fans. Appliances will include a dishwasher, microwave, oven, refrigerator, and washer/dryer connections. Four of the comparables offer exterior storage, all of the comparables offer garbage disposals, eight offer walk-in closets, and three offer in-unit washer/dryers, all of which are in-unit amenities that the Subject will lack. However, one of the comparables does not offer dishwashers, three do not offer ceiling fans, eight do not offer microwaves, and one does not offer washer/dryer connections, all of which are amenities that the Subject will offer. Thus, relative to the LIHTC and market rate comparables, the Subject’s in-unit amenity package will be considered similar to slightly inferior.

In terms of common area amenities, the Subject will offer a computer lab, community room, exercise facility, picnic area, playground, central laundry, off-street parking, and on-site management. One of the comparables does not offer a business center/computer lab, two do not offer a clubhouse/community room, five comparables do not offer an exercise facility, two do not offer on-site management, two comparables do not offer a picnic area, and one comparable does not offer a playground, all of which are amenities that the Subject will offer. However, one of the comparables offers a car wash, two offer a sport court, and five offer a swimming pool, which are amenities the Subject will lack. Therefore, the Subject’s common area amenity package will be considered generally similar to slightly superior to the LIHTC and market rate comparables. However, its security features will be considered inferior to the comparable properties.

5. The Subject will not target senior households. Therefore, per DCA’s guidelines, senior properties were not included.

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY				
Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Columbia Mill	LIHTC/Market	100	0	0.0%
Columbia Village	LIHTC	100	0	0.0%
Orchard Walk Apartments*	LIHTC/Market	204	4	2.0%
Retreat At Edgewood	LIHTC	100	1	1.0%
Retreat At Edgewood Phase II	LIHTC/Market	40	0	0.0%
Ashford East Village	Market	371	9	2.4%
Creekside Vista	Market	208	2	1.0%
The Woodridge Apartment Homes	Market	212	12	5.7%
Villages Of East Lake I And II	Market/PBRA	542	24	4.4%
Total LIHTC		544	5	0.9%
Total Market		1,333	47	3.5%
Total		1,877	52	2.8%

As illustrated, vacancy rates in the market range from zero to 5.7 percent, averaging 3.5 percent. The average weighted vacancy rate among the LIHTC comparables is 0.9 percent, while the average weighted vacancy rate among the market rate comparables is 3.5 percent. Three of the

five LIHTC comparables were fully occupied and all reported vacancy rates of 2.0 percent or lower. Given the generally similar to superior condition and age of the Subject to the comparables and overall stable vacancy rates in the market, we believe the Subject will operate with a vacancy rate of five percent or less.

7. Properties Under Construction and Proposed

We obtained information from Courtney Frisch, Planner with the City of Decatur Planning and Zoning Department, in order to identify market rate and LIHTC projects recently constructed or proposed in the PMA. Ms. Frisch indicated that there is one multifamily development currently under construction in the PMA. Avondale Station TOD mixed-use development is currently under construction at the southeast corner of East College Avenue and Sams Street, approximately 4.2 miles north of the Subject. The property will consist of a mix of studios, one, two, and three-bedroom units for a total of 288 market rate units. Ms. Frisch was unaware of a timeline for completion on Avondale Station TOD. According to the developer's website, the development is proposed for a total of 378 market rate units with an estimated completion of the first phase in the second quarter of 2018. Upon completion, the property will not compete with the Subject. Ms. Frisch also indicated that a property known as The Calloway is currently in the early planning stages; however, no plans have been approved or submitted. As proposed, the property would be a market rate property with 329 units and would not compete with the Subject directly.

According to DCA allocation lists since 2014, there has been one property allocated tax credits in the Subject's PMA. Columbia Avondale Senior, which was allocated LIHTCs in 2015, will consist of 92 units targeting seniors and is part of the Avondale Station TOD mixed-use development. As a senior LIHTC property, we do not believe that Columbia Avondale Senior will be competitive to the Subject. In addition, there was one property allocated tax credits in 2016 that will be located just outside the PMA, approximately 1.9 miles southwest of the Subject. This development, known as Abbington Perimeter, will offer 61 one, two, and three-bedroom units restricted at 50 and 60 percent of the AMI, as well as 11 unrestricted market rate units. The property is located outside the Subject's PMA; therefore, its units have not been removed from the demand analysis.

8. Rental Advantage

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

SIMILARITY MATRIX								
#	Property Name	Type	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Columbia Mill	LIHTC/Market	Similar	Similar	Similar	Similar	Slightly Superior	5
2	Columbia Village	LIHTC	Slightly Inferior	Slightly Superior	Similar	Slightly Inferior	Slightly Superior	0
3	Orchard Walk Apartments	LIHTC/Market	Inferior	Similar	Similar	Inferior	Superior	-10
4	Retreat At Edgewood	LIHTC	Superior	Slightly Superior	Slightly Superior	Similar	Superior	30
5	Retreat At Edgewood Phase II	LIHTC/Market	Superior	Similar	Slightly Superior	Similar	Superior	25
6	Ashford East Village	Market	Superior	Superior	Similar	Slightly Inferior	Slightly Inferior	10
7	Creekside Vista	Market	Slightly Superior	Slightly Superior	Similar	Slightly Inferior	Slightly Superior	10
8	The Woodridge Apartment Homes	Market	Inferior	Slightly Inferior	Similar	Inferior	Superior	-15
9	Villages Of East Lake I And II	Market/PBRA	Slightly Superior	Slightly Superior	Slightly Superior	Slightly Inferior	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 60 percent AMI rents in the following table.

LIHTC RENT COMPARISON - @60%	
Property Name	3BR
Swift Creek (Subject)	\$845
LIHTC Maximum (Net)	\$939
Columbia Mill	\$931
Columbia Village	\$955
Orchard Walk Apartments	\$855 - \$875
Retreat At Edgewood	\$865
Retreat At Edgewood Phase II	\$911
Average (excluding Subject)	\$899
Achievable Rent	\$939

The Subject’s proposed three-bedroom LIHTC rents are set below the maximum allowable levels at the 60 percent AMI threshold. Columbia Mill and Columbia Village reported achieving 60 percent rents at the maximum allowable levels. It should be noted that some of the comparable rents may appear to be above maximum allowable rents due to differences in utility allowances used for calculations, as well as placed-in-service dates.

The Subject’s proposed 60 percent rent is below the comparable range. The Subject, upon completion, will be considered the most similar to Columbia Mill and Columbia Village. These comparables are both 100 percent occupied and Columbia Mill maintains a waiting list. The low vacancy rates and presence of the waiting lists at the most similar LIHTC comparables indicates demand in the local area for affordable housing.

Relative to the most similar comparables, the Subject’s property amenity package will be similar to slightly superior, its in-unit amenity package will be similar to slightly inferior, and its age and condition will be similar to slightly superior. Additionally, the Subject’s location will be generally similar. Overall, given the strong occupancy rates and waiting lists of the comparables and reported 60 percent rents achieved at the most similar comparables, we believe the Subject’s proposed 60 percent rents are achievable with upward potential to the maximum allowable level.

Analysis of “Market Rents”

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

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

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

SUBJECT COMPARISON TO "MARKET RENTS"					
Unit Type	Subject's Proposed LIHTC Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
3 BR	\$845	\$824	\$1,325	\$1,140	-26%

As illustrated, the Subject’s proposed 60 percent rents are well below the surveyed average when compared to the comparables. We believe this is reasonable as the Subject, upon completion, will offer competitive amenities and will be generally superior in condition to the comparables. Further, the Subject’s proposed LIHTC rents are set below the maximum allowable levels. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer a significant advantage when compared to the average rents being achieved at comparable properties.

9. LIHTC Competition – DCA Funded Properties within the PMA

Since 2014, according to DCA allocation lists, there has been one property allocated tax credits in the Subject’s PMA. Columbia Avondale Senior, which was allocated LIHTCs in 2015, will consist of 92 age-restricted units. The one and two-bedroom units at the property will be

restricted at the 50 and 60 percent AMI level, including 15 units that will benefit from project-based rental assistance, as well as market rate units. A construction timeline is not available. As a senior LIHTC property, we do not believe that Columbia Avondale Senior will be competitive to the Subject.

10. Rental Trends in the PMA

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

TENURE PATTERNS PMA				
Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	24,482	57.2%	18,322	42.8%
2010	24,414	58.3%	17,496	41.7%
2015	23,002	53.6%	19,877	46.4%
Market Entry	23,535	53.7%	20,322	46.3%
2020	23,942	53.7%	20,662	46.3%

Source: ESRI Demographics 2015, Novogradac & Company LLP, 9/2016

As of 2015, approximately 53.6 percent of total households in the PMA were owner-occupied, while the remaining 46.4 percent are renter-occupied. The percentage of total renter households in the PMA is above the national average of 37.0 percent (not shown). Through the market entry date and 2020, the percentage of total renter-occupied housing units in the PMA is projected to decrease slightly, while the total number of renter households is expected to increase.

Historical Vacancy

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

HISTORICAL VACANCY RATES					
Comparable Property	Type	Total Units	3QTR 2013	4QTR 2015	3QTR 2016
Columbia Mill	LIHTC/Market	100	-	1.0%	0.0%
Columbia Village	LIHTC	100	5.0%	-	0.0%
Orchard Walk Apartments	LIHTC/Market	204	-	1.0%	2.0%
Retreat At Edgewood	LIHTC	100	0.0%	0.0%	1.0%
Retreat At Edgewood Phase II	LIHTC/Market	40	2.5%	2.5%	0.0%
Ashford East Village	Market	371	-	5.9%	2.4%
Creekside Vista	Market	208	-	-	1.0%
The Woodridge Apartment Homes	Market	212	-	-	5.7%
Villages Of East Lake I And II	Market/PBRA	542	-	-	4.4%
		1,877	2.5%	2.1%	2.8%

As illustrated in the table, we have limited historical occupancy information for the comparable properties. However, it appears the comparables have generally demonstrated improved performance and have historically maintained stabilized occupancy rates. Overall, these trends suggest that the local market is performing well.

Change in Rental Rates

The following table illustrates changes in rent at the comparable properties over the past year.

RENT GROWTH		
Comparable Property	Rent Structure	Rent Growth
Columbia Mill	LIHTC/Market	Decreased 3% to increased 13%
Columbia Village	LIHTC	Kept at maximum
Orchard Walk Apartments	LIHTC/Market	Decreased 5% to increased 5%
Retreat At Edgewood	LIHTC	Increased 3 to 4% since 4Q15
Retreat At Edgewood Phase II	LIHTC/Market	Increased 3 to 5% since 4Q15
Ashford East Village	Market	Increased 10-15%
Creekside Vista	Market	Increased to market rate
The Woodridge Apartment Homes	Market	None reported
Villages Of East Lake I And II	Market/PBRA	Increased 0-4%

As illustrated above, two LIHTC comparables reported rent increases over the past year, which ranged from three to five percent, while the remaining LIHTC comparables reported that rents both increased and decreased or were kept at the maximum allowable levels. In addition, three of the four market rate comparables reported rent increases of one to 15 percent. The Subject's rents at 60 percent of AMI are set below maximum allowable levels. Therefore, we anticipate that the Subject will experience moderate rent growth in the future of two to three that is in line with the market.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to www.RealtyTrac.com, one in every 1,568 homes in DeKalb County, GA was in foreclosure, as of August 2016. Nationally, one in every 1,388 homes was in foreclosure and one in every 1,545 homes in Georgia was in foreclosure. As indicated, DeKalb County has a similar foreclosure rate as Georgia and a slightly lower foreclosure rate than the nation as a whole. Overall, it appears that the local market is faring slightly better than the nation as a whole in terms of foreclosure.

12. Primary Housing Void

The majority of the LIHTC comparables reported low vacancy rates ranging from zero to 2.0 percent with three of the five fully occupied. The other excluded low-income rental housing in the PMA that we contacted are also performing well. Based on the previous demand analysis, performance of the Subject and comparable properties, and conversations with local property managers, we believe there is continuing, pent-up demand for affordable rental housing in the local market. In addition, the majority of the housing stock is older construction. There is a void of new construction housing in the market, which the Subject will help fill. The Subject will be superior to the majority of the comparables in the area and thus, provide good quality affordable housing. Overall, the stable market and presence of waiting lists in the local market indicate that there is demand for affordable housing, which the Subject will help to satisfy.

13. Affect of Subject on Other Affordable Units in Market

The Subject will be generally superior in condition to all of the LIHTC comparables. The LIHTC comparables were built or renovated between 1999 and 2014 and the all of the LIHTC comparables maintain low vacancy levels. Based on the strong performance of the majority of the local LIHTC comparables, as well as the low capture rates, we do not anticipate that the Subject will have a negative long-term impact on the affordable units in the market.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property, despite the projected decreases in total population and households in the PMA. The Subject will be generally superior in terms of age and condition to the comparables. The Subject's proposed 60 percent AMI rents are below the surveyed minimum market rate rents, which indicates that the Subject's rents will offer a significant advantage to the local market rents. Overall, we believe there is demand for the Subject given its excellent condition, low capture rates, and competitive amenities and unit sizes.

I. ABSORPTION & STABILIZATION RATES

STABILIZATION/ABSORPTION RATE

We were able to obtain recent absorption information from two comparable properties. Columbia Mill, a 100-unit LIHTC/market rate comparable was constructed in 2014. Management noted an absorption rate of 20 units per month, or an absorption period of approximately five months. Retreat at Edgewood, a 100-unit LIHTC comparable opened in November of 2011 and completed lease up in April 2012, which equates to an absorption pace of approximately 20 units per month. In addition, Retreat at Edgewood Phase II, a 40-unit LIHTC comparable was originally constructed in 2012. Management noted an absorption rate of 12 units per month, or an absorption period of approximately three months. Based on the comparables, we anticipate that the Subject will absorb 14 to 18 units per month, or an absorption period of approximately three to four months. It should be noted that per DCA guidelines, absorption has been calculated to 93 percent occupancy.

J. INTERVIEWS

INTERVIEWS

Decatur Housing Authority

We spoke with Doug Faust, Executive Director with the Decatur Housing Authority, to gather information pertaining to the use of Housing Choice Vouchers. Mr. Faust reported that the Housing Authority currently administers 868 Housing Choice Vouchers for DeKalb County, all of which are in use, as well as 375 port-ins, for a total served of 1,243 Vouchers. The waiting list is currently closed and consists of approximately 500 households. According to Mr. Faust, no one has been chosen from the waiting list in five years. The payment standards for south DeKalb County are listed below.

PAYMENT STANDARDS			
Studio	One-Bedroom	Two-Bedroom	Three-Bedroom
\$755	\$773	\$916	\$1,158

Source: Decatur Housing Authority, 9/2016

The current payment standards are above the Subject's proposed LIHTC rents.

Planning

We obtained information from Courtney Frisch, Planner with the City of Decatur Planning and Zoning Department, in order to identify market rate and LIHTC projects recently constructed or proposed in the PMA. Ms. Frisch indicated that there is one multifamily development currently under construction in the PMA. Avondale Station TOD mixed-use development is currently under construction at the southeast corner of East College Avenue and Sams Street, approximately 4.2 miles north of the Subject. The property will consist of a mix of studios, one, two, and three-bedroom units for a total of 288 market rate units. Ms. Frisch was unaware of a timeline for completion on Avondale Station TOD. According to the developer's website, the development is proposed for a total of 378 market rate units with an estimated completion of the first phase in the second quarter of 2018. Upon completion, the property will not compete with the Subject. Ms. Frisch also indicated that a property known as The Calloway is currently in the early planning stages; however, no plans have been approved or submitted. As proposed, the property would be a market rate property with 329 units and would not compete with the Subject directly.

According to DCA allocation lists since 2014, there has been one property allocated tax credits in the Subject's PMA. Columbia Avondale Senior, which was allocated LIHTCs in 2015, will consist of 92 units targeting seniors and is part of the Avondale Station TOD mixed-use development. As a senior LIHTC property, we do not believe that Columbia Avondale Senior will be competitive to the Subject. In addition, there was one property allocated tax credits in 2016 that will be located just outside the PMA, approximately 1.9 miles southwest of the Subject. This development, known as Abbington Perimeter, will offer 61 one, two, and three-bedroom units restricted at 50 and 60 percent of the AMI, as well as 11 unrestricted market rate units. The property is located outside the Subject's PMA; therefore, its units have not been removed from the demand analysis.

City of Decatur Community and Economic Development Department

We spoke with Lyn Menne, Assistant City Manager with the City of Decatur Community and Economic Development Department, regarding the current economic environment in Decatur, Georgia. Ms. Menne reported that several retail and restaurant businesses were opening in the area including: Truman Restaurant, Mellow Mushroom, Scout, Found, Coco & Mischa, Cooking up a Storm, and Rocket Fizz. A couple businesses have recently expanded including: Little Shop of Stories and Task Force for Global Health. Lastly, Ms. Menne noted the closing the restaurant Colbeh. According to Ms. Menne, no businesses have experienced a layoff.

Through further internet research, we found that Whole Foods Market is in advanced discussions to come to the intersection of North Decatur Road and Church Street in Decatur. Additionally, The 17 Steps Gift Shop, Salon Red, and Boogaloos also all closed in 2016.

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

- The Subject site is located in a primarily residential in the southern portion of Decatur. The nearby residential and commercial uses are in average to good condition. Overall, the Subject site is considered a desirable building site for low-income family multifamily housing and the Subject will be compatible with surrounding uses.
- From 2010 to 2015, the total population increased by 0.1 percent; however, the population is projected to increase at a faster rate of 0.6 percent through 2020. Similarly, the number of households in the PMA, over the same period of time, is projected to increase. Through 2020, the projected percentage of renter households in the PMA earning less than \$40,000 annually will be 63.4 percent and the majority of renter households will consist of one or two persons. Overall, the projected trends are positive indicators for the Subject's affordable units. Based on the low vacancy rates and waiting lists experienced by many of the rental properties in the market, and the demand analysis illustrated later in this report, there appears to be adequate demand for the Subject's affordable units.
- The MSA experienced employment growth from 2005 to 2007. Total employment decreased from 2007 to 2010. It should be noted that the MSA lost a significant number of jobs in 2009, which was due to the most recent national recession. Of note, the job loss in the MSA in 2010 was significantly greater than the nation, and the MSA reached its peak unemployment rate of 5.9 percent the year before in 2009. However, total employment has increased has continued to increase annually from 2011 to 2016 year-to-date. Between July 2015 and July 2016, total employment increased by 4.3 percent in the MSA, compared to a 1.8 percent increase in the nation. In 2014, total employment reached pre-recessionary levels and continues to grow. Additionally, as of July 2016, the unemployment rate in the MSA was 5.1 percent, which is comparable to the nation. Overall, it appears the MSA was affected by the recent national recession, but appears to have recovered and is in a state of growth. The local economy appears to be diverse with low-paying jobs in many employment sectors such as education, retail trade, health care/social assistance, and government that are anticipated to generate demand for affordable housing in the PMA.
- The Subject's capture rates at the 60 percent AMI level is 22.5 percent. Therefore, we believe there is more than adequate demand for the Subject. Further, the derived capture rates are within the Georgia DCA guidelines.
- We were able to obtain recent absorption information from two comparable properties. Columbia Mill, a 100-unit LIHTC/market rate comparable was constructed in 2014. Management noted an absorption rate of 20 units per month, or an absorption period of approximately five months. Retreat at Edgewood, a 100-unit LIHTC comparable opened in November of 2011 and completed lease up in April 2012, which equates to an absorption pace of approximately 20 units per month. In addition, Retreat at Edgewood Phase II, a 40-unit LIHTC comparable was originally constructed in 2012. Management noted an absorption rate of 12 units per month, or an absorption period of approximately three months. Based on the comparables, we anticipate that the Subject will absorb 14 to 18 units per month, or an absorption period of approximately three to four months. It should be noted that per DCA guidelines, absorption has been calculated to 93 percent occupancy.

- Vacancy rates in the market range from zero to 5.7 percent, averaging 3.5 percent. The average weighted vacancy rate among the LIHTC comparables is 0.9 percent, while the average weighted vacancy rate among the market rate comparables is 3.5 percent. Three of the five LIHTC comparables were fully occupied and all reported vacancy rates of 2.0 percent or lower. Given the generally similar to superior condition and age of the Subject to the comparables and overall stable vacancy rates in the market, we believe the Subject will operate with a vacancy rate of five percent or less.
- The rental rates at the LIHTC properties are compared to the Subject’s proposed 60 percent AMI rents in the following table.

LIHTC RENT COMPARISON - @60%	
Property Name	3BR
Swift Creek (Subject)	\$845
LIHTC Maximum (Net)	\$939
Columbia Mill	\$931
Columbia Village	\$955
Orchard Walk Apartments	\$855 - \$875
Retreat At Edgewood	\$865
Retreat At Edgewood Phase II	\$911
Average (excluding Subject)	\$899
Achievable Rent	\$939

- The Subject’s proposed three-bedroom LIHTC rents are set below the maximum allowable levels at the 60 percent AMI threshold. Columbia Mill and Columbia Village reported achieving 60 percent rents at the maximum allowable levels. It should be noted that some of the comparable rents may appear to be above maximum allowable rents due to differences in utility allowances used for calculations, as well as placed-in-service dates.

The Subject’s proposed 60 percent rent is below the comparable range. The Subject, upon completion, will be considered the most similar to Columbia Mill and Columbia Village. These comparables are both 100 percent occupied and Columbia Mill maintains a waiting list. The low vacancy rates and presence of the waiting lists at the most similar LIHTC comparables indicates demand in the local area for affordable housing.

Relative to the most similar comparables, the Subject’s property amenity package will be similar to slightly superior, its in-unit amenity package will be similar to slightly inferior, and its age and condition will be similar to slightly superior. Additionally, the Subject’s location will be generally similar. Overall, given the strong occupancy rates and waiting lists of the comparables and reported 60 percent rents achieved at the most similar comparables, we believe the Subject’s proposed 60 percent rents are achievable with upward potential to the maximum allowable level.

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

SUBJECT COMPARISON TO "MARKET RENTS"					
Unit Type	Subject's Proposed LIHTC Rents	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
3 BR	\$845	\$824	\$1,325	\$1,140	-26%

As illustrated, the Subject’s proposed 60 percent rents are well below the surveyed average when compared to the comparables. We believe this is reasonable as the Subject, upon completion, will offer competitive amenities and will be generally superior in condition to the comparables. Further, the Subject’s proposed LIHTC rents are set below the maximum allowable levels. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer a significant advantage when compared to the average rents being achieved at comparable properties.

- Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property, despite the projected decreases in total population and households in the PMA. The Subject will be generally superior in terms of age and condition to the comparables. The Subject’s proposed 60 percent AMI rents are below the surveyed minimum market rate rents, which indicates that the Subject’s rents will offer a significant advantage to the local market rents. Overall, we believe there is demand for the Subject given its excellent condition, low capture rates, and competitive amenities and unit sizes.

Recommendations

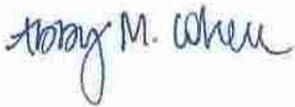
- We have no recommended changes to the Subject that would alter marketability. At the proposed rent levels, the Subject will be supportable as a LIHTC development and in fact, the proposed rents may be increased to the maximum allowable levels.

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. The report was written according to DCA's market study requirements, the information included is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market. 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.



Rebecca S. Arthur, MAI
Partner
Novogradac & Company LLP



Abby Cohen
Manager
Novogradac & Company LLP



Will Hoedl
Senior Analyst
Novogradac & Company LLP

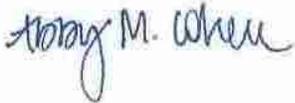
October 6, 2016
Date

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.



Rebecca S. Arthur, MAI
Partner
Novogradac & Company LLP



Abby Cohen
Manager
Novogradac & Company LLP



Will Hoedl
Senior Analyst
Novogradac & Company LLP

10/6/2016

Date

N. QUALIFICATIONS

STATEMENT OF PROFESSIONAL QUALIFICATIONS
REBECCA S. ARTHUR, MAI

I. Education

University of Nebraska, Lincoln, Nebraska
Bachelor of Science in Business Administration – Finance

Appraisal Institute
Designated Member (MAI)

II. Licensing and Professional Affiliation

Designated Member of the Appraisal Institute (MAI)
Kansas City Chapter of the Appraisal Institute Board of Directors – 2013 & 2014
Member of Commercial Real Estate Women (CREW) Network
Member of National Council of Housing Market Analysts (NCHMA)

State of Arizona Certified General Real Estate Appraisal No. 31992
State of California Certified General Real Estate Appraiser No. AG041010
State of Hawaii Certified General Real Estate Appraiser No. CGA-1047
State of Iowa Certified General Real Estate Appraiser No. CG03200
State of Indiana Certified General Real Estate Appraiser No. CG41300037
State of Kansas Certified General Real Estate Appraiser No. G-2153
State of Michigan Certified General Real Estate Appraiser No. 1201074011
State of Minnesota Certified General Real Estate Appraiser No. 40219655
State of Missouri Certified General Real Estate Appraiser No. 2004035401
State of Louisiana Certified General Real Estate Appraiser No. 4018
State of Texas Certified General Real Estate Appraiser No. TX-1338818-G

III. Professional Experience

Partner, Novogradac & Company LLP
Principal, Novogradac & Company LLP
Manager, Novogradac & Company LLP
Real Estate Analyst, Novogradac & Company LLP
Corporate Financial Analyst, Deloitte & Touche LLP

IV. Professional Training

Forecasting Revenue, June 2015
Discounted Cash Flow Model, June 2015
Business Practices and Ethics, April 2015
USPAP Update, May 2014
HUD MAP Training – June 2013
The Appraiser as an Expert Witness: Preparation & Testimony, April 2013
How to Analyze and Value Income Properties, May 2011

Appraising Apartments – The Basics, May 2011
HUD MAP Third Party Tune-Up Workshop, September 2010
HUD MAP Third Party Valuation Training, June 2010
HUD LEAN Third Party Training, January 2010
National Uniform Standards of Professional Appraisal Practice, April 2010
MAI Comprehensive Four Part Exam, July 2008
Report Writing & Valuation Analysis, December 2006
Advanced Applications, October 2006
Highest and Best Use and Market Analysis, July 2005
HUD MAP – Valuation Advance MAP Training, April 2005
Advanced Sales Comparison and Cost Approaches, April 2005
Advanced Income Capitalization, October 2004
Basic Income Capitalization, September 2003
Appraisal Procedures, October 2002
Appraisal Principals, September 2001

V. Real Estate Assignments

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

- In general, have managed and conducted numerous market analyses and appraisals for various types of commercial real estate since 2001, with an emphasis on multifamily housing and land.
- Have managed and conducted numerous market and feasibility studies for multifamily housing. Properties types include Section 42 Low Income Housing Tax Credit (LIHTC) Properties, Section 8, USDA and/or conventional. Local housing authorities, developers, syndicators, HUD and lenders have used these studies to assist in the financial underwriting and design of multifamily properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying, and overall market analysis. The Subjects include both new construction and rehabilitation properties in both rural and metro regions throughout the United States and its territories.
- Have managed and conducted numerous appraisals of multifamily housing. Appraisal assignments typically involved determining the as is, as if complete and the as if complete and stabilized values. Additionally, encumbered LIHTC and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and PILOT agreements.
- Performed market studies and appraisals of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing (MAP) program. These reports meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide for 221(d)(4) and 223(f) programs, as well as the LIHTC PILOT Program.
- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are

used by states, FannieMae, USDA, and the developer in the underwriting process. Market studies are compliant to State, FannieMae, and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.

- Completed numerous FannieMae and FreddieMac appraisals of affordable and market rate multi-family properties for DUS Lenders.
- Managed and Completed numerous Section 8 Rent Comparability Studies in accordance with HUD's Section 8 Renewal Policy and Chapter 9 for various property owners and local housing authorities.
- Managed and conducted various City and County-wide Housing Needs Assessments in order to determine the characteristics of existing housing, as well as determine the need for additional housing within designated areas.
- Performed numerous valuations of the General and/or Limited Partnership Interest in a real estate transaction, as well as LIHTC Year 15 valuation analysis.

VI. Speaking Engagements

A representative sample of industry speaking engagements follows:

- Institute for Professional Education and Development (IPED): Tax Credit Seminars
- Institute for Responsible Housing Preservation (IRHP): Annual Meetings
- Midwest FHA Lenders Conference: Annual Meetings
- National Council of Housing Market Analysts (NCHMA): Seminars and Workshops
- Nebraska's County Assessors: Annual Meeting
- Novogradac & Company LLP: LIHTC, Developer and Bond Conferences
- AHF Live! Affordable Housing Finance Magazine Annual Conference
- Kansas Housing Conference
- California Council for Affordable Housing Meetings

STATEMENT OF PROFESSIONAL QUALIFICATIONS

ABBY M. COHEN

I. Education

The Pennsylvania State University, University Park, PA
Bachelor of Arts

II. Licensing and Professional Affiliation

State of Maryland Appraiser Trainee License #32192
Designated Member of the National Council of Housing Market Analysts (NCHMA)
Member of Commercial Real Estate Women (CREW) Network

III. Professional Experience

Novogradac & Company LLP, Manager
Novogradac & Company LLP, Senior Real Estate Analyst
Novogradac & Company LLP, Real Estate Analyst
Novogradac & Company LLP, Real Estate Researcher
Novogradac & Company LLP, Real Estate Intern

IV. Professional Training

General Appraiser Report Writing and Case Studies, February 2015
General Appraiser Sales Comparison Approach, February 2015
General Appraiser Site Valuation and Cost Approach, February 2015
Expert Witness for Commercial Appraisers, January 2015
Commercial Appraisal Review, January 2015
Real Estate Finance Statistics and Valuation Modeling, December 2014
General Appraiser Income Approach Part II, December 2014
General Appraiser Income Approach Part I, November 2014
General Appraiser Market Analysis and Highest & Best Use, November 2014
IRS Valuation Summit, October 2014
15-Hour National USPAP Equivalent, April 2013
Basic Appraisal Procedures, March 2013
Basic Appraisal Principles, January 2013

V. Real Estate Assignments

A representative sample of Asset Management, Due Diligence, and Valuation Engagements includes:

- Performed a variety of asset management services for a lender including monitoring and reporting property performance on a monthly basis. Data points monitored include economic vacancy, levels of concessions, income and expense levels, NOI and status of capital projects. Data used to determine these effects on the project's ability to meet its income-dependent obligations.
- Performed asset management services for lenders and syndicators on underperforming assets to identify significant issues facing the property and recommend solutions. Scope of work included analysis of deferred maintenance and property condition, security issues, signage, marketing strategy, condition of units upon turnover and staffing plan. Performed a physical inspection of the assets, to include interior and exterior of property and assessed how the property compares to competition. Analyzed operating expense results.

- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation. Completed market studies in all states.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Assisted in appraisal work for retail and commercial properties in various parts of the country for various lenders. The client utilized the study for underwriting purposes.
- Conducted market studies for projects under the HUD Multifamily Accelerated Processing program.
- Assisted in appraisals of proposed new construction properties under the HUD Multifamily Accelerated Processing program.
- Assisted in the preparation of Rent Comparability Studies for expiring Section 8 contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.
- Completed numerous analyses of overall reasonableness with regard to Revenue Procedure 2014-12. Transactions analyzed include projects involving the use of Historic Tax Credits, New Markets Tax Credits and Investment Tax Credits. Fees and arrangements tested for reasonableness include developer fees, construction management fees, property management fees, asset management fees, various leasing-related payments and overall master lease terms.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

William C. Hoedl

I. EDUCATION

University of Denver – Denver, Colorado

Master of Science in Real Estate, 2009

University of Kansas – Lawrence, Kansas

Bachelor of Science in Finance, 2006

II. PROFESSIONAL EXPERIENCE

Real Estate Analyst - Novogradac & Company LLP

Asset Acquisitions Specialist - Madison Liquidity Investors, LLC

Investment Analyst – Resolute Investments, Inc.

Real Estate Analyst – Prior & Associates, LLC

III. REAL ESTATE ASSIGNMENTS

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

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