



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

PARK WEST

Located at
**2961 LENORA CHURH ROAD
SNELLVILLE, GWINNETT COUNTY, GEORGIA 30078**

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

Prepared For

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

Re: Market Study for Park West, located in Snellville, Gwinnett County, Georgia 30078.

Dear Mr. Gooding:

At your request, Novogradac & Company LLP performed a market study of the rental market in the Snellville, Gwinnett 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 Park West (Subject), a proposed development consisting of 71 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.

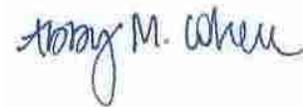
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Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company, LLP can be of further assistance. It has been our pleasure to assist you with this project.

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:

The Subject site is located at 2961 Lenora Church Road, Snellville, Gwinnett County, Georgia 30078.

The Subject will consist of 71 two and three-bedroom units located in six, 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 at or 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)
2BR/1.5BA	9	985	\$770	\$134	\$904	\$921
3BR/2BA	62	1,115	\$850	\$167	\$1,017	\$1,064
Total	71					

(1)Utility allowance provided by the Georgia Department of Community Affairs, effective 7/1/2015

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

The Subject will offer balconies/patios, blinds, carpeting, central heat and air conditioning, coat closets, ceiling fans, and walk-in closets. Appliances will include a dishwasher, microwave, oven, refrigerator, and in-unit washer/dryer connections. In terms of common area amenities, the Subject will offer a business center/computer lab, community room, central laundry, an exercise facility, on-site management, picnic area, a playground, and off-street parking. 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 mixed-use neighborhood in the southern portion of Snellville, 1.3 miles south of downtown. The nearby residential and commercial uses are in fair to good condition. Briscoe Park is located to the northeast and east of the Subject site, which offers softball fields, playgrounds, multi-purpose fields, indoor rental rooms, outdoor open-air pavilions, a swimming pool, 1.2-

mile paved walking trail, six-acre lake, tennis courts, and basketball courts. Further east are single-family homes in average to good condition. To the south of the Subject is Parkside Apartments, a market rate property, in average condition which has not been utilized as a comparable in this report due the fact that the property generally consists of quad-plexes with individual owners that we were unable to contact. Further south, uses consists of commercial uses and a house of worship in average condition. Adjacent to the north and northwest of the Subject site is Kings Gate Condominiums. This is a generally owner-occupied property, as such; it has not been utilized as a comparable in this report. Further northwest is Park East Apartments, which has not been utilized as a comparable property due to a dissimilar unit mix. To the west of the Subject is undeveloped wooded land as well as a facility for the Gwinnet County Department of Water Resources. According to Zillow.com, single-family homes in the Subject's neighborhood have recently sold for \$78,000 to \$180,000. The nearby retail 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 Webb Gin House Road Southwest to the north, the Gwinnett County Line to the south, Bermuda Road and Five Forks Trickum Road Southwest to the east, and the Loganville Highway Southwest and Gwinnett County Line to the west. The area includes the city of Snellville and nearby surrounding areas. 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, the majority of tenants originate from the local Snellville area and Gwinnett County. The north boundary of the PMA is approximately 3.9 miles from the Subject site; the eastern boundary of the PMA is approximately 7.0 miles from the Subject site; the southern boundary of the PMA is approximately 5.0 miles from the Subject site; and the western boundary of the PMA is approximately 5.3 miles from the Subject site.

4. Community Demographic

Data:

From 2010 to 2015, the total population in the PMA increased 1.2 percent annually. This increase is projected to continue 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 34.6 percent and the majority of renter households will consist of two 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.

5. Economic Data:

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.

6. Project-Specific Affordability And Demand Analysis:

Our demand analysis indicates that there are approximately 561 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
2BR at 60% AMI	137	0	137	9	6.6%	1 month
3BR at 60% AMI	245	0	245	62	25.3%	4 months
Overall at 60% AMI	381		381	71	18.6%	

The overall capture rate is 18.6 percent. The capture rate for the two-bedroom units is 6.6 percent and the capture rate for the three-bedrooms is 25.3 percent. These capture

rates are within the Georgia DCA guidelines. We believe that the capture rates are 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, 2,907 units in 11 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 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 13.9 percent, averaging 3.1 percent. The average weighted vacancy rate among the LIHTC comparables is 1.3 percent, while the average weighted vacancy rate among the market rate comparables is 3.9 percent. In addition, the overall vacancy rate among the comparables located in the PMA is 0.8 percent. Among the comparables, 2800 at Sweetwater reported the highest vacancy rate. This property is undergoing renovations, and most of the current vacancies are being held off-line for renovations. However, the contact could not comment on the exact number of units being held vacant for this reason, or when these units would be ready for occupancy. Excluding this comparable, the average weighted vacancy rate decreases to 1.7 percent. 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 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
2 BR	\$770	\$825	\$1,795	\$1,168	-34%
3 BR	\$850	\$920	\$1,959	\$1,274	-33%

As illustrated, the Subject’s proposed 60 percent rents are well below the surveyed average when compared to both the LIHTC and market rate comparables. In addition, The Subject’s proposed 60 percent AMI rents are below the surveyed minimum market rate rents. We believe this is reasonable as the Subject, upon completion, will offer generally competitive amenities and will be 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:

Due to development timing, absorption data was not available for the PMA. However, we were able to obtain absorption information from other recently opened properties throughout the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area. The absorption information for these properties is detailed in the following table.

ABSORPTION						
Property Name	City	Type	Tenancy	Opening Date	Total Units	Absorption Rate (Units per Month)
Avalon Station	Suwanee	Market	Family	May-16	244	42
Alexan 1133	Decatur	Market	Family	Feb-16	167	19
The Meridian at Redwine	East Point	Market	Family	Nov-15	258	18
Columbia Mill	Atlanta	LIHTC/Market	Family	Jan-14	100	20
Heights at Old Peachtree	Suwanee	Market	Family	Mar-13	258	29
Average						26

The absorption rate for the surveyed properties ranges from 18 to 42 units absorbed per month with an average of 26 units absorbed per month. Suwanee has generally similar access to services and amenities in Atlanta as the Subject, while the remaining comparables offer slightly superior access to Atlanta. Based on the comparables, we anticipate that the Subject will absorb at a rate of 17 to 22 units per month, for 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:	Park West	Total # Units:	71
Location:	2961 Lenora Church Road	# LIHTC Units:	71
	Snellville, Gwinnett County, Georgia 30078		
PMA Boundary:	North: Webb Gin House Road Southwest, South: Gwinnett County Line, East: Bermuda Road and Five Forks Trickum Road Southwest, West: Loganville Highway Southwest and Gwinnett County Line		
	Farthest Boundary Distance to Subject:		7.0 miles

Rental Housing Stock (found on page 104)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	11	2,907	88	97.0%
Market-Rate Housing	7	1,973	76	96.1%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	N/Ap	N/Ap	N/Ap	N/Ap
LIHTC	4	934	12	98.7%
Stabilized Comps	10	2,583	43	98.3%
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
9	2BR at 60% AMI	1.5	985	\$770	\$1,168	\$0.94	34%	\$1,795	\$1.64
62	3BR at 60% AMI	2	1,115	\$850	\$1,274	\$0.90	33%	\$1,959	\$1.79

Demographic Data (found on pages 30 and 46)

	2015		May-18		2020	
Renter Households	9,734	20.4%	10,282	20.7%	10,673	20.8%
Income-Qualified Renter HHs (LIHTC)	1,859	19.1%	1,964	19.1%	2,039	19.1%

Targeted Income-Qualified Renter Household Demand (found on pages 46-55)

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall*
Renter Household Growth	N/Ap	N/Ap	105	N/Ap	N/Ap	105
Existing Households (Overburdened + Substandard)	N/Ap	N/Ap	456	N/Ap	N/Ap	456
Homeowner conversion (Seniors)	N/Ap	N/Ap	0	N/Ap	N/Ap	0
Total Primary Market Demand	N/Ap	N/Ap	561	N/Ap	N/Ap	561
Less Comparable/Competitive Supply	N/Ap	N/Ap	0	N/Ap	N/Ap	0
Adjusted Income-qualified Renter HHs**	N/Ap	N/Ap	561	N/Ap	N/Ap	561

Capture Rates (found on pages 49, 52, and 55)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall*
Capture Rate:	N/Ap	N/Ap	18.6%	N/Ap	N/Ap	18.6%

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address and Development Location:	The Subject site is located at 2961 Lenora Church Road, Snellville, Gwinnett County, Georgia 30078.
Construction Type:	The Subject will consist of 71 two and three-bedroom units located in six, 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 Subject's 71 units will operate with Project-Based Rental Assistance.
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 June 2018.
Conclusion:	The Subject will consist of six 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

Park West

Comp # Subject
Effective Rent 10/6/2016
Location 2961 Lenora Church Road
 Snellville, GA 30078
 Gwinnett County
Units 71
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?
2	1.5	Garden (3 stories)	9	985	\$770	\$0	@60%	n/a	N/A	N/A	no
3	2	Garden (3 stories)	62	1,115	\$850	\$0	@60%	n/a	N/A	N/A	no

Amenities

In-Unit	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Ceiling Fan Microwave Oven Refrigerator Washer/Dryer hookup	Security	none
Property	Parking spaces: 142 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 Lenora Church Road. An aerial photograph of the Subject site is below.

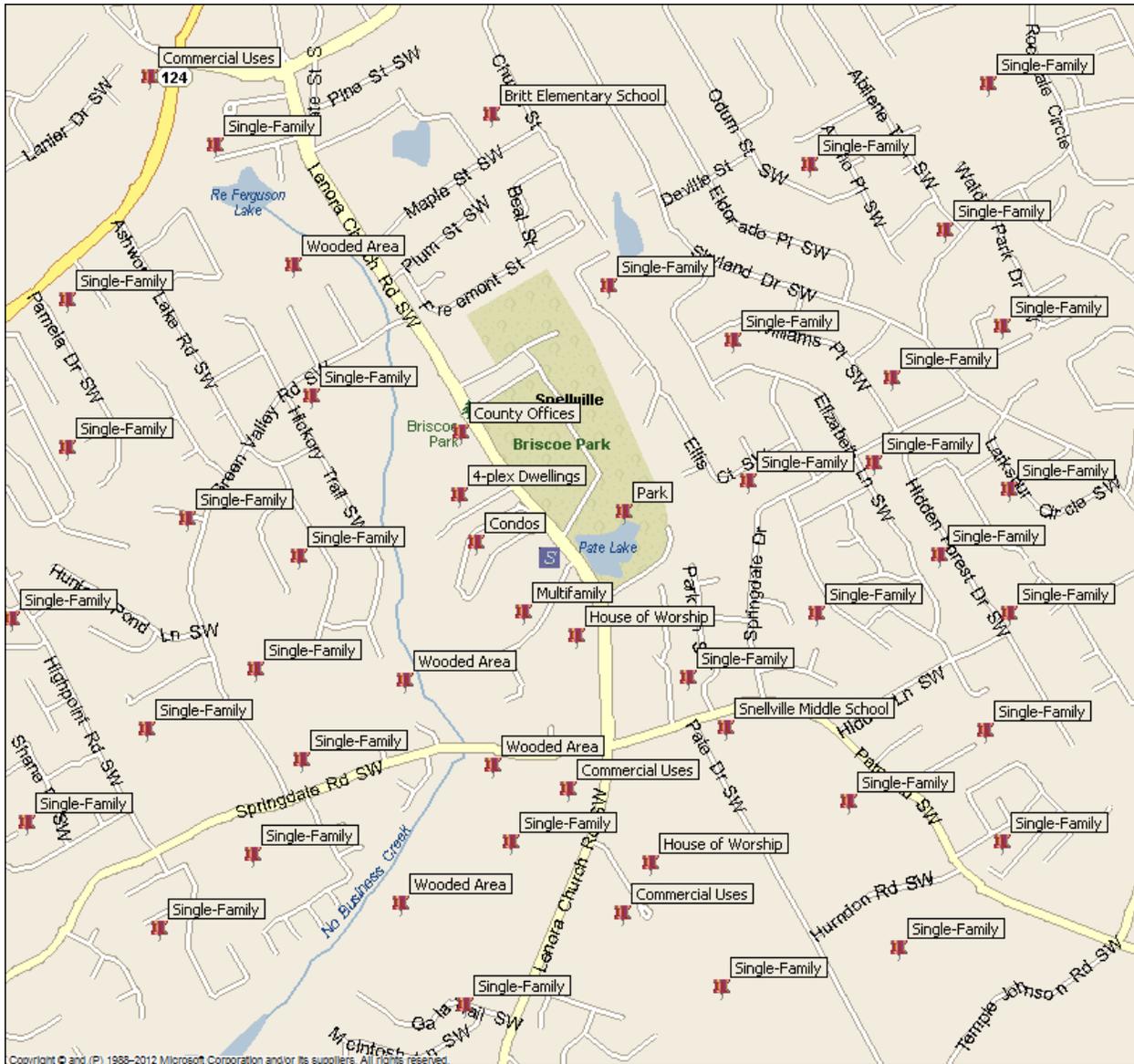


Visibility/Views:

The Subject has good visibility from Lenora Church Road. Views from the Subject site are of multifamily developments, a park, and lake. 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 with retail and commercial uses nearby. The nearby residential and commercial uses are in average to good condition. To the east of the Subject is Briscoe Park. To the immediate north and south are multifamily developments in average condition. To the west of the Subject is undeveloped wooded land, as well as a facility for the Gwinnet County Department of Water Resources. The majority of commercial and retail uses are located along Main Street, approximately 1.1 miles north of the Subject site. Overall, nearby retail appeared to be approximately 80 to 90 percent occupied at the time of inspection.

Positive/Negative Attributes of Site: There are no significant negative attributes of the Subject site. Positive attributes include close proximity to retail, commercial, and recreation uses.

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 1.7 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 north



View of Subject site facing northeast



View of Subject site facing west



View of Subject site facing southwest



View of Subject site facing west



View of Subject site facing northwest



View of Subject site facing southwest



View of Subject site facing south



View of Subject site facing southwest



View of Subject site facing east



View of Subject site facing south



View of Subject site facing east



View along Lenora Church Road facing north



View along Lenora Church Road facing south



View along Parkside Way SW facing southwest



Parkside Apartments to the south



View of Briscoe Park to the east



Kings Gate Condominiums to the north



Commercial use to the south



House of worship to the south



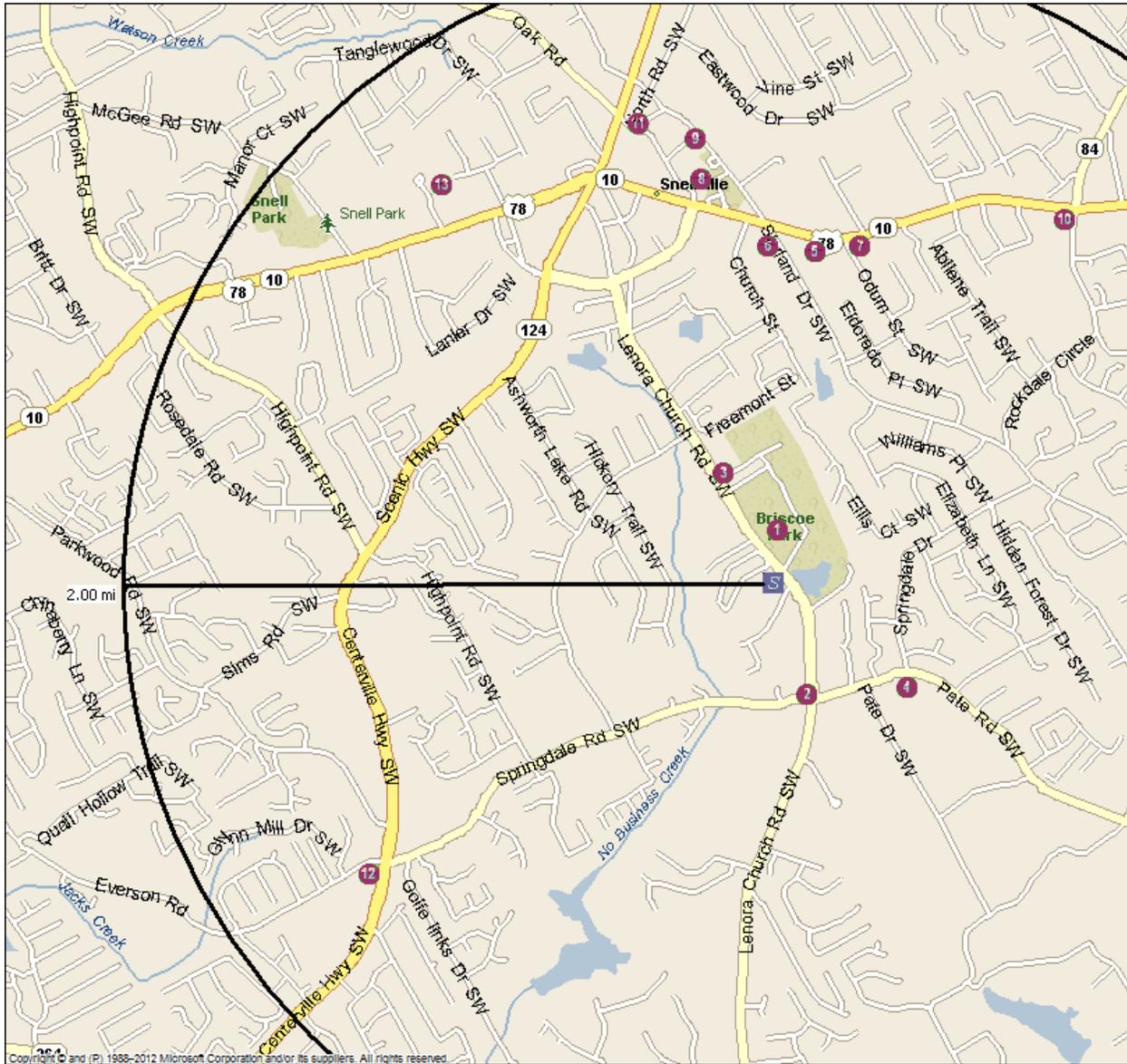
Gas station to the south



Duplex to the south

5. Proximity to Locational Amenities:

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



LOCALATIONAL AMENITIES

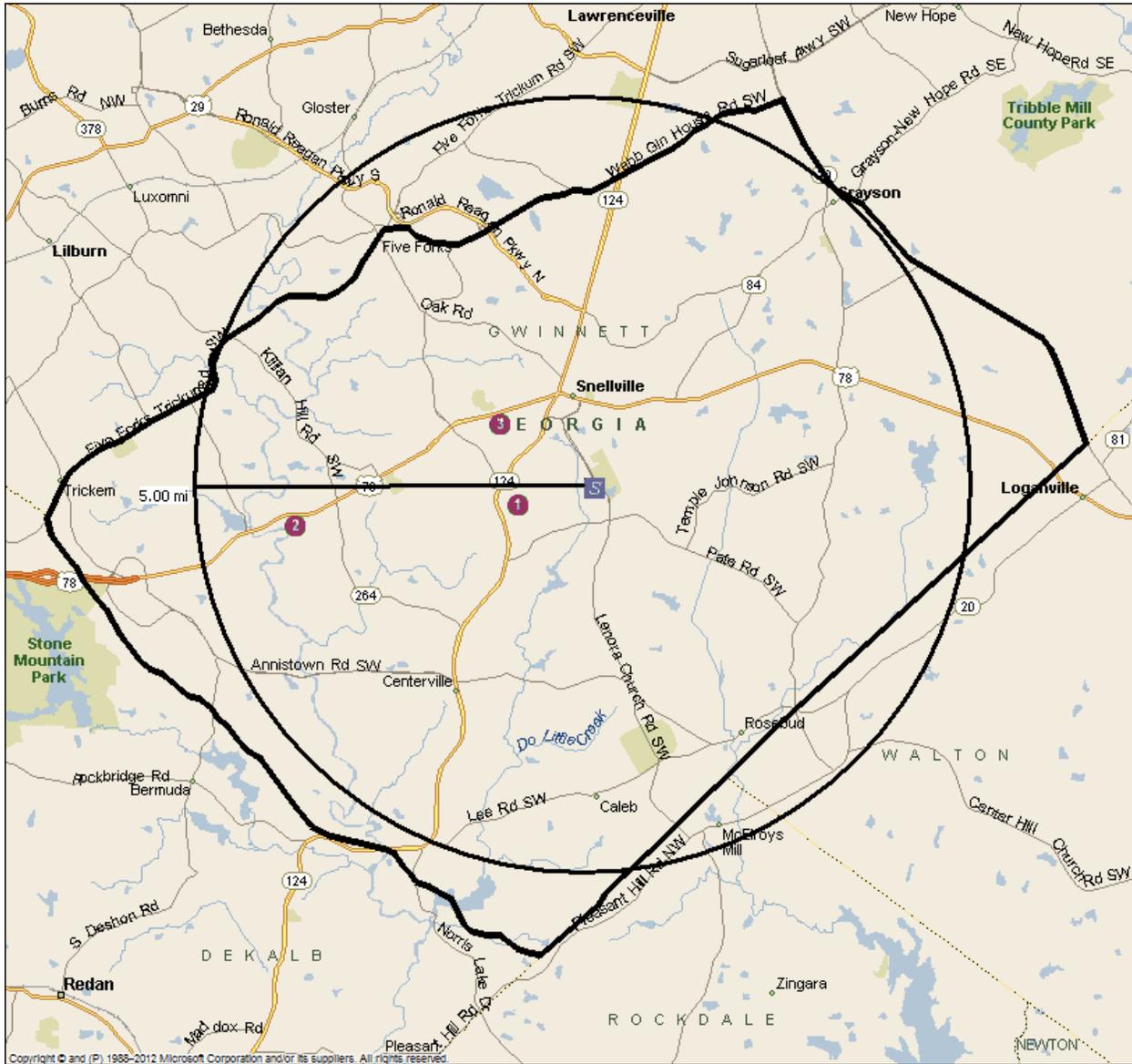
Map #	Amenity or Service	Distance	Map #	Amenity or Service	Distance
1	Briscoe Park	Adjacent	8	Snellville City Hall	1.3 miles
2	Texaco	0.4 miles	9	Snellville City Police Dept.	1.4 miles
3	Gwinnett County Public Library	0.4 miles	10	CVS Pharmacy	1.4 miles
4	Snellville Middle School	0.5 miles	11	Post Office	1.5 miles
5	South Gwinnett High School	1.1 miles	12	Kroger	1.6 miles
6	Britt Elementary School	1.1 miles	13	Eastside Medical Center - South	1.7 miles
7	PNC Bank	1.1 miles	-	-	-

6. Description of Land Uses:

The Subject site is located in a mixed-use neighborhood in the southern portion of Snellville, 1.3 miles south of downtown. The nearby residential and commercial uses are in fair to good condition. Briscoe Park is located to the northeast and east of the Subject site which offers softball fields, playgrounds, multi-purpose fields, indoor rental rooms, outdoor open-air pavilions, a swimming pool, 1.2-mile paved walking trail, six-acre lake, tennis courts, and basketball courts. Further east are single-family homes in average to good condition. To the south of the Subject is Parkside Apartments, a market rate property, in average condition which has not been utilized as a comparable in this report due the fact that the property generally consists of quad-plexes with individual owners that we were unable to contact. Further south, uses consists of commercial uses and a house of worship in average condition. Adjacent to the north and northwest of the Subject site is Kings Gate Condominiums. This is a generally owner-occupied property, as such; it has not been utilized as a comparable in this report. Further northwest is Park East Apartments, which has not been utilized as a comparable property due to a dissimilar unit mix. To the west of the Subject is undeveloped wooded land as well as a facility for the Gwinnet County Department of Water Resources. According to Zillow.com, single-family homes in the Subject's neighborhood have recently sold for \$78,000 to \$180,000. The nearby retail 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								
Map #	Property Name	Address	City	Zip Code	Type	Tenancy	Included/ Excluded	Reason for Exclusion
1	Gwinnett County Residential Services	3094 Ashly Forest Dr	Snellville	30078	Section 8	Disabled	Excluded	Subsidized
2	Rainbow Heights	2165 Ross Rd	Snellville	30039	Section 8	Family	Excluded	Subsidized
3	Sussex Court Residential Services	2275 Sussex Ct	Snellville	30078	Section 8	Disabled	Excluded	Subsidized

9. Road/Infrastructure

Proposed Improvements:

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

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

The Subject will have access via the west side of Lenora Church Road, which is moderately traveled, generally north/south traversing, four-lane road that provides access to downtown Snellville, 1.3 miles to the north of the Subject site. Lenora Church Road also provides access to Main Street (U.S. 78), 1.3 miles north of the Subject site, an east/west traversing highway that provides access to Atlanta approximately 20 miles to the west of the Subject site. U.S. 78 also provides access to Athens, approximately 35 miles east of the Subject site. Overall, visibility and access to and from the site are considered good.

11. Environmental Concerns:

None visible upon site inspection.

12. Zoning:

According to the Snellville Planning and Zoning Department, the Subject site is zone RM (Multi-Family Residence). This district is intended primarily for multifamily dwellings. The principal residential uses permitted under this zoning code are multifamily developments including duplexes apartments, condominiums, and row houses. For multiple-family units a minimum of 12,000 square feet of lot area shall be reserved for the first family and 4,000 square feet for each additional family, with a maximum density of eight units per acre. The Subject site is 8.9 acres, or approximately 387,684 square feet. The Subject will be developed to a density of 7.98 units per acre. It permits a maximum building height of 40 feet, or three stories. The Subject's buildings will be three stories in height. Parking requirements will be 2.0 parking spaces per unit. The Subject will offer 71 units. Therefore, it would require 142 parking spaces. The Subject appears to be a legal, conforming use.

13. Conclusion:

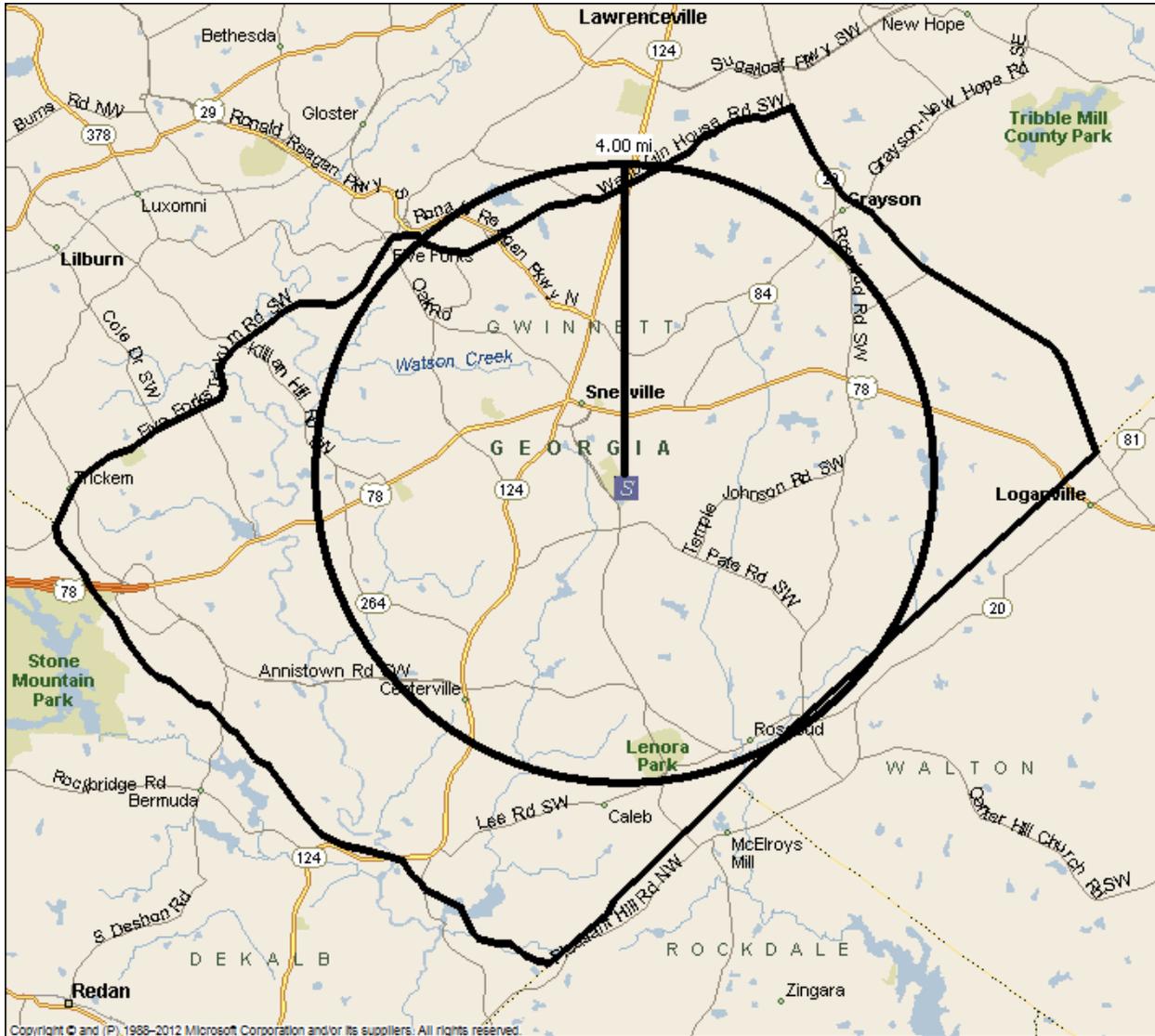
The Subject site is located in a mixed-use neighborhood in the southern portion of Snellville. As a new construction, the Subject will offer good visibility and excellent curb appeal. Overall, visibility and access to and from the site are considered good. The Subject site is considered a desirable location for low-income family rental housing and it is expected that the Subject will have positive impact on the local neighborhood.

D. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



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

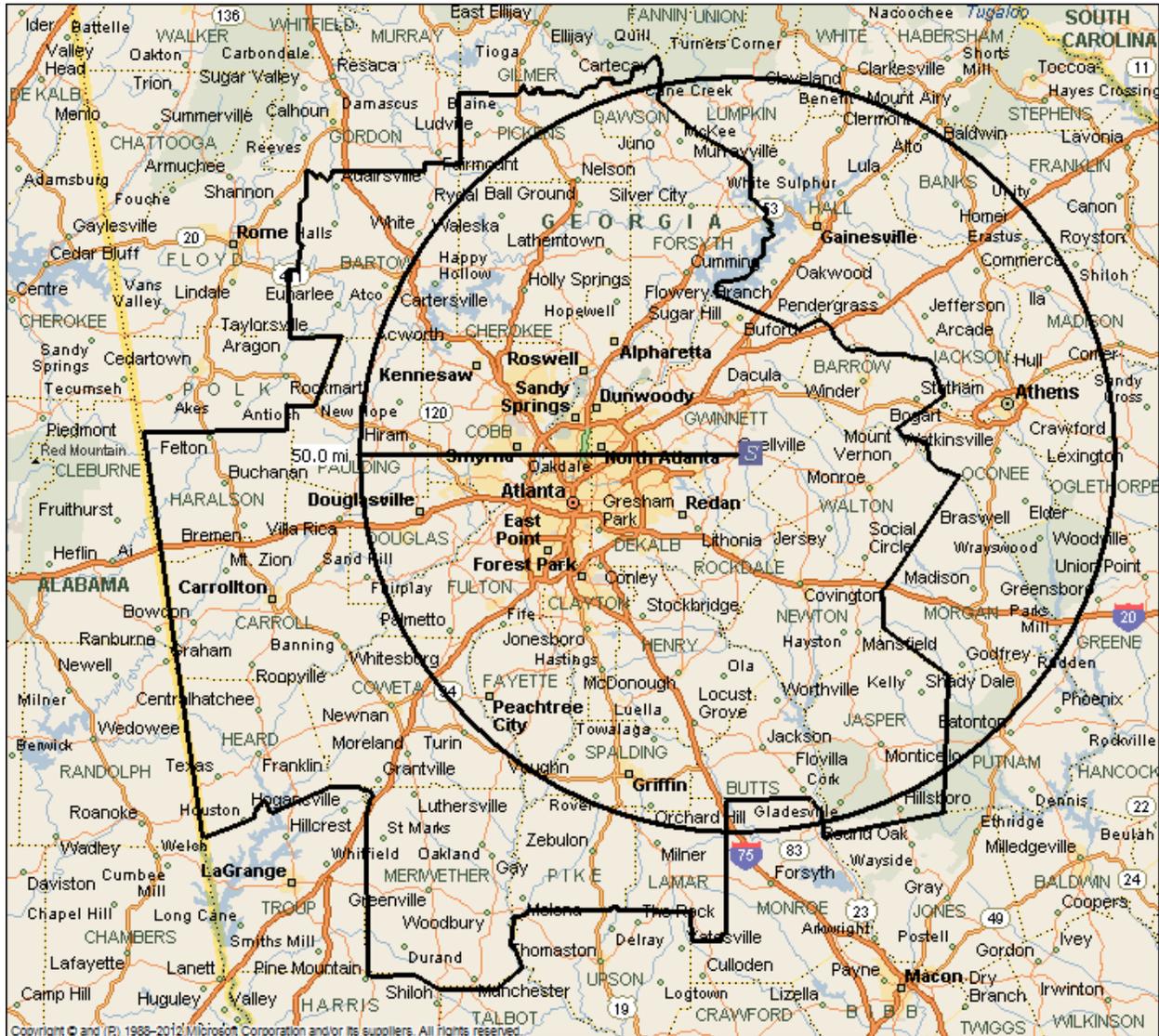
The boundaries of the PMA are as follows:

North:	Webb Gin House Road Southwest
South:	Gwinnett County Line
East:	Bermuda Road, Five Forks Trickum Road Southwest, Gwinnett County Line
West:	Loganville Highway Southwest and Gwinnett County Line

The area includes the city of Snellville and nearby surrounding areas. 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, the majority of tenants originate from the local Snellville area and Gwinnett County. The north boundary of the PMA is approximately 3.9 miles from the Subject site; the eastern boundary of the PMA is approximately 7.0 miles from the Subject site; the southern boundary of the PMA is approximately 5.0 miles from the Subject site; and the western boundary of the PMA is approximately 5.3 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 7.0 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	99,869	-	4,263,438	-	281,421,906	-
2010	134,219	3.4%	5,286,728	2.4%	308,745,538	1.0%
2015	142,327	1.2%	5,527,230	0.9%	318,536,439	0.6%
Projected Mkt Entry	148,979	1.6%	5,717,098	1.2%	325,586,685	0.8%
2020	153,731	1.6%	5,852,718	1.2%	330,622,575	0.8%

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

POPULATION BY AGE GROUP					
PMA					
Age Cohort	2000	2010	2015	Projected Mkt Entry	2020
0-4	6,523	8,928	9,005	9,338	9,575
5-9	7,928	10,674	9,903	10,046	10,148
10-14	9,158	11,656	11,187	11,205	11,218
15-19	8,267	10,922	10,545	10,774	10,937
20-24	4,817	6,879	9,298	8,784	8,416
25-29	5,308	6,728	8,784	9,670	10,303
30-34	6,890	8,439	8,262	9,840	10,967
35-39	9,110	10,372	9,213	9,990	10,545
40-44	9,919	10,737	10,624	10,355	10,163
45-49	9,217	11,355	10,403	10,379	10,361
50-54	7,908	10,213	11,125	10,681	10,363
55-59	4,870	8,606	10,005	10,322	10,549
60-64	2,823	6,817	8,307	9,134	9,724
65-69	2,207	4,268	6,346	7,121	7,674
70-74	1,919	2,756	3,849	4,946	5,730
75-79	1,417	2,084	2,366	2,969	3,400
80-84	877	1,517	1,628	1,807	1,935
85+	710	1,268	1,479	1,622	1,724
Total	99,868	134,219	142,329	148,981	153,732

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

From 2010 to 2015, the total population in the PMA increased 1.2 percent annually, a trend that is projected to continue through 2020. During the same period of time, the population in the MSA is also projected to increase, albeit at a slightly slower rate than the PMA.

As of 2015, the largest age cohorts are the 10 to 14 and 50 to 54 cohorts. Approximately 61.0 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		MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	33,269	-	1,559,712	-	105,480,101	-
2010	45,210	3.6%	1,943,885	2.5%	116,716,292	1.1%
2015	47,600	1.0%	2,033,479	0.9%	120,746,349	0.7%
Projected Mkt Entry	49,711	1.5%	2,104,968	1.2%	123,506,223	0.8%
2020	51,219	1.5%	2,156,032	1.2%	125,477,562	0.8%

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

AVERAGE HOUSEHOLD SIZE						
<i>Year</i>	PMA		MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	2.99	-	2.68	-	2.59	-
2010	2.96	-0.1%	2.68	0.0%	2.58	-0.1%
2015	2.98	0.1%	2.68	0.0%	2.57	0.0%
Projected Mkt Entry	2.99	0.1%	2.68	0.0%	2.57	0.0%
2020	2.99	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 increased from 2000 to 2010, and continued increasing from 2010 to 2015, albeit at a slower rate. 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 increase. Over the same period of time, the total household growth rate of the PMA is projected to exceed that of the MSA and the nation.

The PMA experienced a slight increase in average household sizes from 2010 to 2015, while the MSA and the nation have remained stable. Through the market entry date, the average household size in the PMA is expected to increase at a rate of 0.1 percent per annum. The average household size in the MSA and the nation are 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	29,344	88.2%	3,925	11.8%
2010	37,632	83.2%	7,578	16.8%
2015	37,866	79.6%	9,734	20.4%
Projected Mkt Entry	39,429	79.3%	10,282	20.7%
2020	40,546	79.2%	10,673	20.8%

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

As of 2015, approximately 79.6 percent of total households in the PMA were owner-occupied, while the remaining 20.4 percent are renter-occupied. The percentage of total renter households in the PMA is below 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 increase slightly.

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	1,288	2.9%	1,881	4.0%	2,095	4.2%	2,248	4.4%
\$10,000-19,999	2,439	5.4%	3,814	8.0%	4,227	8.5%	4,522	8.8%
\$20,000-29,999	3,204	7.1%	4,531	9.5%	5,008	10.1%	5,348	10.4%
\$30,000-39,999	3,631	8.0%	4,900	10.3%	5,298	10.7%	5,583	10.9%
\$40,000-49,999	4,332	9.6%	5,154	10.8%	5,453	11.0%	5,667	11.1%
\$50,000-59,999	3,582	7.9%	4,260	8.9%	4,483	9.0%	4,643	9.1%
\$60,000-74,999	5,587	12.4%	5,679	11.9%	5,828	11.7%	5,934	11.6%
\$75,000-99,999	7,848	17.4%	7,373	15.5%	7,551	15.2%	7,679	15.0%
\$100,000-124,999	5,661	12.5%	4,605	9.7%	4,540	9.1%	4,493	8.8%
\$125,000-149,999	3,034	6.7%	2,078	4.4%	2,037	4.1%	2,007	3.9%
\$150,000-199,999	2,941	6.5%	2,328	4.9%	2,228	4.5%	2,156	4.2%
\$200,000+	1,660	3.7%	997	2.1%	964	1.9%	941	1.8%
Total	45,210	100.0%	47,600	100.0%	49,711	100.0%	51,219	100.0%

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

As of 2015, approximately 31.8 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 34.6 percent. The increase 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	1,714	22.6%	2,199	22.6%	2,325	22.6%	2,415	22.6%
With 2 Persons	1,606	21.2%	2,037	20.9%	2,147	20.9%	2,225	20.8%
With 3 Persons	1,439	19.0%	1,853	19.0%	1,957	19.0%	2,032	19.0%
With 4 Persons	1,344	17.7%	1,706	17.5%	1,792	17.4%	1,853	17.4%
With 5+ Persons	1,475	19.5%	1,938	19.9%	2,061	20.0%	2,149	20.1%
Total Renter Households	7,578	100.0%	9,734	100.0%	10,282	100.0%	10,673	100.0%

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

Approximately 77.4 percent of the renter households in the PMA consist of two 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 stable. However, the number of renter households that consist of three to five or more households is projected to increase by 536 households. Overall, the projected trends should bode well for the Subject's proposed two and three-bedroom units.

Conclusion

From 2010 to 2015, the total population in the PMA increased 1.2 percent annually. This increase is projected to continue 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 34.6 percent and the majority of renter households will consist of two 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, which is comprised of 29 counties, is still experiencing the effects of the most recent national recession. 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. 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 Gwinnett County.

TOTAL JOBS – GWINNETT COUNTY, GA		
Year	Covered Employment	% Change
2006	392,746	-
2007	404,504	2.9%
2008	402,076	-0.6%
2009	380,094	-5.8%
2010	379,794	-0.1%
2011	389,936	2.6%
2012	400,616	2.7%
2013	408,407	1.9%
2014	417,599	2.2%
2015	426,604	2.1%
2016 YTD Average	437,294	2.4%
July-15	427,916	-
July-16	446,399	4.1%

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

*2016 data is through July

Total employment in Gwinnett 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 began increasing in 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 Gwinnett County has recovered from the recent national recession.

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
Retail Trade	8,177	13.2%	17,089,319	11.6%
Health Care/Social Assistance	6,920	11.2%	20,205,674	13.7%
Educational Services	6,618	10.7%	13,529,510	9.2%
Prof/Scientific/Tech Services	5,467	8.8%	9,981,082	6.8%
Construction	4,449	7.2%	9,392,204	6.4%
Manufacturing	3,800	6.1%	15,651,841	10.6%
Other Services (excl Publ Adm)	3,644	5.9%	7,548,482	5.1%
Finance/Insurance	3,325	5.4%	7,026,905	4.8%
Accommodation/Food Services	3,168	5.1%	10,915,815	7.4%
Wholesale Trade	2,935	4.7%	3,742,526	2.5%
Admin/Support/Waste Mgmt Svcs	2,628	4.2%	6,242,568	4.2%
Information	2,532	4.1%	2,965,498	2.0%
Public Administration	2,493	4.0%	7,099,307	4.8%
Transportation/Warehousing	2,200	3.6%	6,200,837	4.2%
Real Estate/Rental/Leasing	1,716	2.8%	2,759,067	1.9%
Arts/Entertainment/Recreation	1,084	1.8%	3,193,724	2.2%
Utilities	363	0.6%	1,190,608	0.8%
Mgmt of Companies/Enterprises	190	0.3%	115,436	0.1%
Agric/Forestry/Fishing/Hunting	125	0.2%	1,941,156	1.3%
Mining	36	0.1%	997,794	0.7%
Total Employment	61,870	100.0%	147,789,353	100.0%

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

The largest sector in the PMA is the retail trade sector, followed by the health care/social services, and educational services sectors. These three sectors account for 35.1 percent of employment in the PMA. The PMA is overly represented in sectors such as retail trade, educational services, professional/scientific/tech services, wholesale trade, and information sectors, and underrepresented in the health care/social assistance, manufacturing, accommodation/food services, and agriculture/forestry/fishing/hunting 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 Gwinnett County, GA as provided by the Gwinnett Chamber, Economic Development.

MAJOR EMPLOYERS – GWINNETT COUNTY, GA		
Employer	Industry	Number Employed
Gwinnett County Public School System	Education	19,813
Gwinnett County Government	Government	4,825
Gwinnett Medical Center	Healthcare	4,120
Publix Super Market	Retail	1,321
Wal-Mart	Retail	2,780
State of Georgia	Government	2,552
Kroger	Retail	2,162
United States Postal Service	Government	2,151
Cisco Systems, Inc.	Manufacturing	1,600
Primerica	Insurance	1,530

Source: Gwinnett Chamber, Economic Development, 9/2016

The largest employer in Gwinnett County is the Gwinnett County Public School System. Four of the top 10 employers in the MSA 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 the MSA include health care, retail, manufacturing, and insurance industries.

Expansions/Contractions

We attempted to speak with Eric G. Van Ottern, Economic Development Manager with the City of Snellville Economic Development Department regarding business expansions and contractions in Snellville; however, our phone calls and emails were not returned.

Through internet research we discovered that two new restaurants, Taco Bell and Cookout had started construction in early 2016. Additionally, 156 new business licenses have been issued since January 2016. In October 2015, YSS Athletics, an athletic apparel company, expanded their headquarters and manufacturing operations, which doubled their previous office and manufacturing space.

Additionally we contacted the Gwinnett County Economic Development Chamber and were directed to their web-site. The following information details significant economic growth in Gwinnett County over the past year.

- Hendrick Automotive Group opened a consolidated regional headquarters in Gwinnett in August 2016. Since 2015, Hendrick Automotive Group, the largest privately held automotive retail organization in the United States, has invested nearly \$22 million in expansion and relocation projects in Gwinnett County. These expansions are anticipated to create nearly 200 jobs over the next three years. The company currently employs 1,065 employees in Georgia, with nearly 1,000 of those jobs in Gwinnett County.

- Halocarbon Products Corporation (Halocarbon), a leading worldwide producer of specialty fluorochemicals, non-flammable oils, greases and waxes, and inhalation anesthetics announced the location of its corporate headquarters in the City of Peachtree Corners, in Gwinnett County. The headquarters, which opened in August of 2016, will house the executive team, and the company plans to add ten to 20 additional staff members over the next two years.
- Hollis Cobb Associates, a leading accounts receivable management company, expanded its regional headquarters in Duluth in July, 2016. The expansion included the construction of a new 27,000 square foot facility. The facility will allow the company to house their rapidly expanding workforce and is anticipated to bring 200 new jobs to Georgia and Gwinnett County over the next few years.
- ThredUP, an online marketplace for consumers to buy and sell secondhand women's and children's clothing, established a distribution and warehouse operation in Gwinnett County in May of 2016. This project represents more than 300 new jobs to the Gwinnett community. ThredUP has grown more than 200 percent annually since 2011 and closed an \$81 million investment deal led by Goldman Sachs Investment Partners in late 2015.
- Biolife, a plasma collection center, opened in Gwinnett County in April of 2016. It created 50 new jobs and implemented a \$7 million capital investment in the city of Centerville.
- Incomm, a prepaid product and transaction services company, will add 120 new jobs to the area and a capital investment of \$20 million in an expansion in Peachtree Corners and Suwanee. Most of these positions will be in the information and technology field. This project is anticipated to be complete by mid-2017.
- Conway, Inc., the world's only full-service agency in the global corporate investment industry, announced in February of 2016, that it added 15 jobs to its current location and expects to add 25 more employees by the end of this year. The company is located in Peachtree Corners.
- Shake-N-Go and Model Model, a wig and hair accessories company located in Duluth, expanded its product distribution operation in January of 2016. It acquired a 100,000 square foot warehouse and plans to add 100 employees to its operation over the next five years.
- Kraiburg TPE opened a newly constructed manufacturing facility in Hamilton Mill in December of 2015. The 70,000 square foot building represents a \$15 million investment and the addition of 20 new jobs to the area.

The table on the following page details the new business and expansions in Gwinnett County.

NEW BUSINESS AND EXPANSIONS - GWINNETT CO.						
Date	Business Name	Industry	Location	Expansion/ New	Jobs Created	Investment Value
Apr-17	Incomm	Financial	Peachtree Corners/Suwanee	Expansion	120	\$20,000,000
Aug-16	Hendrick Automotive	Retail	Duluth	Expansion	200	\$22,000,000
Aug-16	Halocarbon	Manufacturing	Peachtree Corners	New	15	N/Av
Jul-16	Hollis Cobb	Financial	Duluth	Expansion	200	N/Av
May-16	threadUP	Online Retail	Duluth	New	300	N/av
Apr-16	Biolife	Medical	Centerville	New	50	\$7,000,000
Feb-16	Conway, Inc.	Financial	Peachtree Corners	Expansion	40	N/Av
Jan-16	Shake-n-Go/Model Model	Retail	Duluth	Expansion	100	N/Av
Dec-15	Kraiburg TPE	Manufacturing	Hamilton Mill	New	20	\$15,000,000
	Total				830	\$64,000,000

Source: Gwinnett Economic Development Chamber, 9/2016

According to the Gwinnett Economic Development Chamber, some 830 new positions have been added, or will be added over the next few years, to Gwinnett County.

The table on the following page illustrates business closures and layoffs within Gwinnett County from 2012 to May 2016, according to the Georgia Department of Labor's Worker Adjustment and Retraining Notification (WARN) filings.

WARN NOTICES – GWINNETT COUNTY				
Company	Jobs	Location	Industry	Date
2016				
Concentrix Corporation	454	Norcross	Technology	3/15/2016
Daichi Sankyo, Inc.	20	Duluth	Manufacturing	3/7/2016
World Class Distribution, Inc.	24	Suwanee	Distribution	3/7/2016
Berry Plastics	102	Morrow	Manufacturing	2/29/2016
Esterline Technologies Company	65	Duluth	Manufacturing	2/18/2016
Tatitlek Corporation	22	Suwanee	Technology	2/14/2016
Sparton Corporation	82	Lawrenceville	Manufacturing	2/10/2016
Nordstrom	174	Buford	Retail	2/3/2016
Full Steam Staffing, LLC	200	Suwanee	Staffing	2/2/2016
Total	1,143			
2015				
CoStar Group	79	Norcross	Real Estate	12/15/2015
Silverleaf Resorts	186	Buford	Entertainment	12/11/2015
General Electric Power and Water	250	Duluth	Utility	9/28/2015
Remington Outdoor Company	28	Lawrenceville	Retail	2/28/2015
Total	543			
2014				
Swisher	56	Lawrenceville	Service Industry	12/5/2014
Volvo Logistics Services Americas	26	Duluth	Distribution	12/2/2014
BrandsMart U.S.A.	107	Buford	Retail	9/27/2014
UTC Building & Industrial Systems	73	Duluth	Technology	6/30/2014
General Dynamics SATCOM	40	Duluth	Technology	6/13/2014
NDC Systems, L.P.	105	Suwanee	Technology	6/3/2014
Office Depot	118	Norcross	Retail	5/23/2014
Sodexo	118	Lawrenceville	Food Service	5/12/2014
Avon Protection Systems, Inc.	45	Lawrenceville	Manufacturing	5/5/2014
Avon	25	Suwanee	Retail	3/31/2014
Archiver's	15	Buford	Retail	2/15/2014
Total	728			
2013				
Abacus Corporation	53	Sugar Hill	Finance	12/23/2013
Bank of America	113	Buford	Finance	10/31/2013
Rockwell Collins	51	Duluth	Aerospace	10/18/2013
NCO Financial Systems, Inc.	94	Norcross	Collections	10/1/2013
Web Industries, Inc.	6	Suwanee	Technology	9/30/2013
Belk	35	Duluth	Retail	8/1/2013
Intuit, Inc.	9	Norcross	Technology	7/29/2013
Menlo	144	Suwanee	Logistics	3/21/2013
The Atlanta Journal Constitution	105	Duluth	News Media	3/14/2013
Belk #439	35	Duluth	Retail	3/14/2013
Avon	250	Suwanee	Retail	2/14/2013
Goodwill	37	Lawrenceville	Retail	1/28/2013
Total	932			
2012				
HMS Host	92	Lawrenceville	Food Service	12/4/2012
Ricoh	76	Duluth	Business Services	9/10/2012
Web Industries, Inc.	42	Suwanee	Technology	9/7/2012
Video Products Distributors, Inc.	93	Suwanee	Media	7/12/2012
CCS Medical/ MP Total Care	104	Lawrenceville	Medical Supplies	6/5/2012
Ryder	34	Lawrenceville	Retail	1/9/2012
Total	441			
GRAND TOTAL	3,787			

Source: Georgia Department of Economic Development, 9/2016

As illustrated in the previous table, Gwinnett County experienced a significant number of WARN filings from 2012 to 2016 with a total of 3,787 jobs affected.

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	Atlanta-Sandy Springs-Roswell, GA MSA				USA			
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change
2002	2,324,880	-	5.0%	-	136,933,000	-	4.7%	-
2003	2,347,173	1.0%	4.9%	-0.2%	136,485,000	-0.3%	5.8%	1.1%
2004	2,382,163	1.5%	4.8%	-0.1%	137,736,000	0.9%	6.0%	0.2%
2005	2,445,674	2.7%	5.4%	0.6%	139,252,000	1.1%	5.5%	-0.5%
2006	2,538,141	3.8%	4.7%	-0.7%	141,730,000	1.8%	5.1%	-0.4%
2007	2,618,825	3.2%	4.4%	-0.2%	144,427,000	1.9%	4.6%	-0.5%
2008	2,606,822	-0.5%	6.2%	1.7%	146,047,000	1.1%	4.6%	0.0%
2009	2,452,057	-5.9%	9.9%	3.8%	145,362,000	-0.5%	5.8%	1.2%
2010	2,440,037	-0.5%	10.3%	0.4%	139,877,000	-3.8%	9.3%	3.5%
2011	2,486,895	1.9%	9.9%	-0.4%	139,064,000	-0.6%	9.6%	0.3%
2012	2,546,478	2.4%	8.8%	-1.1%	139,869,000	0.6%	8.9%	-0.7%
2013	2,574,339	1.1%	7.8%	-1.0%	142,469,000	1.9%	8.1%	-0.8%
2014	2,619,867	1.8%	6.7%	-1.1%	143,929,000	1.0%	7.4%	-0.7%
2015	2,677,863	2.2%	5.6%	-1.2%	146,305,000	1.7%	6.2%	-1.2%
2016 YTD Average*	2,744,413	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%

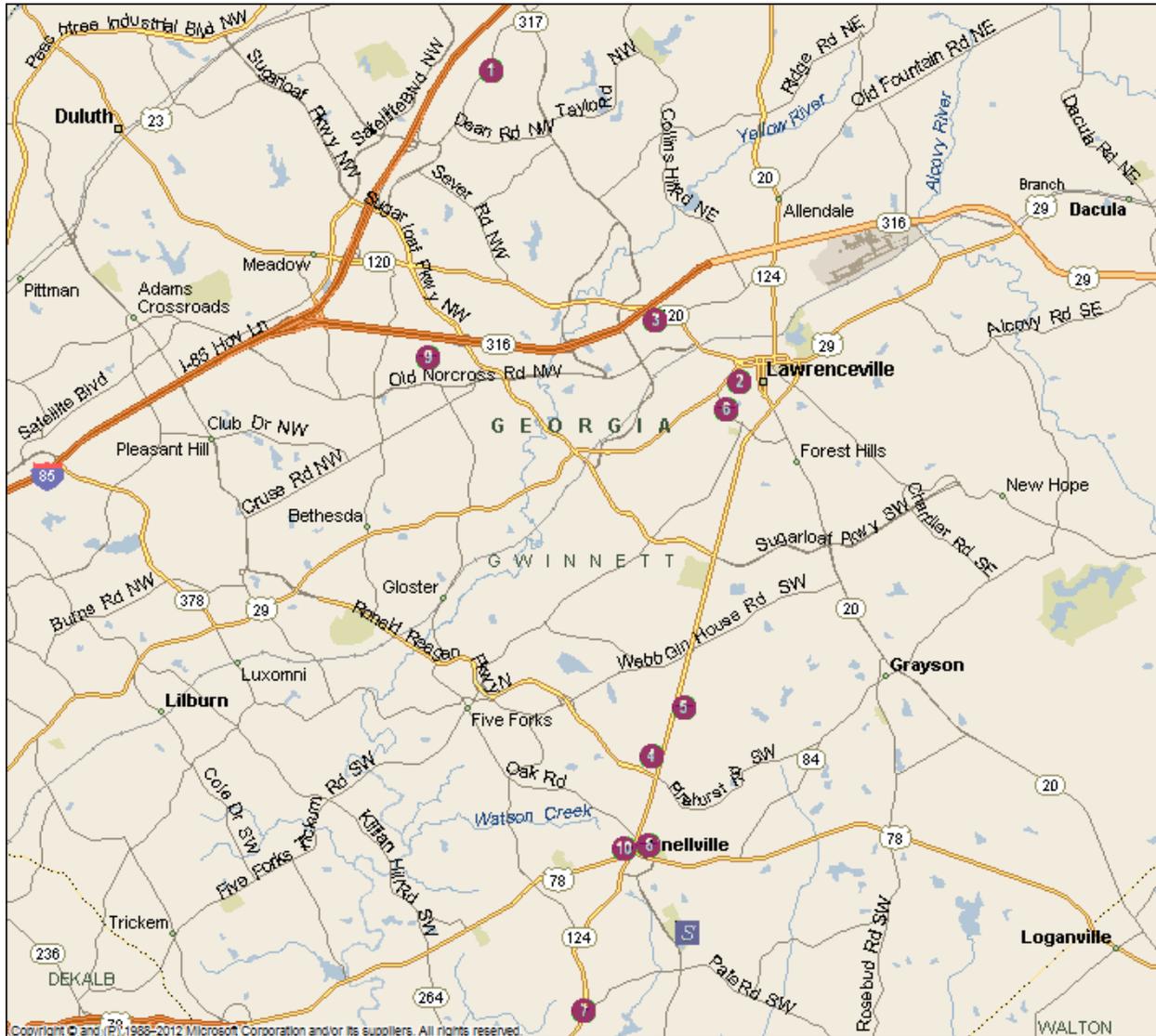
Source: U.S. Bureau of Labor Statistics, October 2016

*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 Gwinnett County, GA.



MAJOR EMPLOYERS			
Map #	Employer	Industry	Number Employed
1	Gwinnett County Public School System	Education	19,813
2	Gwinnett County Government	Government	4,825
3	Gwinnett Medical Center	Healthcare	4,120
4	Publix Super Market	Retail	1,321
5	Wal-Mart	Retail	2,780
6	State of Georgia	Government	2,552
7	Kroger	Retail	2,162
8	United States Postal Service	Government	2,151
9	Cisco Systems, Inc.	Manufacturing	1,600
10	Primerica	Insurance	1,530

Source: Gwinnett Chamber Economic Development, 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.

2. AFFORDABILITY

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

3. Demand

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

3A. Demand from New Households

The number of new households entering the market is the first level of demand calculated. We have utilized June 2018, the anticipated date of market entry, as the base year for the analysis. Therefore, 2015 household population estimates are inflated to June 2018 by interpolation of the difference between 2015 estimates and 2020 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. In the following tables this calculation is identified as Step 1. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in October 2016. This number takes the overall growth from 2015 to June 2018 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

3B. Demand from Existing Households

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

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

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

3C. Secondary Market Area

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

3D. Other

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

4. NET DEMAND, CAPTURE RATES AND STABILIZATION CALCULATIONS

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed or placed in service from 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. Evermore Senior Village, which was allocated LIHTCs in 2016, will consist of 58 units targeting seniors earning 50 and 60 percent of the AMI or below, as well as 28 market rate units. As a senior LIHTC property, we do not believe that Evermore Senior Village 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
Gwinnett County Residential Services	Section 8	Disabled	N/av
Rainbow Heights	Section 8	Family	100.0%
Sussex Court Residential Services	Section 8	Disabled	N/av
Cambridge Downs Apartment Homes	Market	Family	100.0%
Stonecreek on the Green Apartments*	Market	Family	98.0%
Killian Hill Apartments	Market	Family	97.0%
The Columns at Killian Hill*	Market	Family	96.0%
Villas at Loganville*	Market	Family	98.3%
The Grove at Stone Mountain*	Market	Family	100.0%
Columns at Paxton Lane*	Market	Family	99.7%
Grayson Park Apartments*	Market	Family	96.0%
Parkside Apartments	Market	Family	100.0%
Total			98.5%

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

Renter Household Income Distribution 2015 to Projected Market Entry June 2018					
Park West					
PMA					
	2015		Projected Mkt Entry June 2018		Percent Growth
	#	%	#	%	
\$0-9,999	655	6.7%	708	6.9%	7.5%
\$10,000-19,999	1,413	14.5%	1,564	15.2%	9.7%
\$20,000-29,999	1,246	12.8%	1,328	12.9%	6.2%
\$30,000-39,999	1,548	15.9%	1,636	15.9%	5.4%
\$40,000-49,999	1,250	12.8%	1,314	12.8%	4.9%
\$50,000-59,999	791	8.1%	850	8.3%	6.9%
\$60,000-74,999	787	8.1%	794	7.7%	0.9%
\$75,000-99,999	969	10.0%	1,016	9.9%	4.6%
\$100,000-124,999	419	4.3%	418	4.1%	-0.3%
\$125,000-149,999	276	2.8%	278	2.7%	0.7%
\$150,000-199,999	299	3.1%	290	2.8%	-3.3%
\$200,000+	80	0.8%	84	0.8%	5.5%
Total	9,734	100.0%	10,282	100.0%	5.3%

Renter Household Income Distribution Projected Market Entry June 2018			
Park West			
	PMA		Change 2015 to Prj Mrkt Entry June 2018
	Projected Mkt Entry June 2018		
	#	%	#
\$0-9,999	708	6.9%	38
\$10,000-19,999	1,564	15.2%	83
\$20,000-29,999	1,328	12.9%	71
\$30,000-39,999	1,636	15.9%	87
\$40,000-49,999	1,314	12.8%	70
\$50,000-59,999	850	8.3%	45
\$60,000-74,999	794	7.7%	42
\$75,000-99,999	1,016	9.9%	54
\$100,000-124,999	418	4.1%	22
\$125,000-149,999	278	2.7%	15
\$150,000-199,999	290	2.8%	15
\$200,000+	84	0.8%	4
Total	10,282	100.0%	548

Tenure Prj Mrkt Entry June 2018	
Renter	20.7%
Owner	79.3%
Total	100.0%

Renter Household Size for Prj Mrkt Entry June 2018		
Size	Number	Percentage
1 Person	2,325	22.6%
2 Person	2,147	20.9%
3 Person	1,957	19.0%
4 Person	1,792	17.4%
5+ Person	2,061	20.0%
Total	10,282	100.0%

Renter Household Size for 2000		
Size	Number	Percentage
1 Person	849	21.6%
2 Person	1,151	29.3%
3 Person	780	19.9%
4 Person	641	16.3%
5+ Person	503	12.8%
Total	3,925	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		\$30,994			
Maximum Income Limit		\$43,740			
Income Category	New Renter Households - Total Change in Households PMA 2015 to Prj Mrkt Entry June 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	38			
\$10,000-19,999	83	15.2%		0.0%	0
\$20,000-29,999	71	12.9%		0.0%	0
\$30,000-39,999	87	15.9%	9,005	90.1%	79
\$40,000-49,999	70	12.8%	3,740	37.4%	26
\$50,000-59,999	45	8.3%		0.0%	0
\$60,000-74,999	42	7.7%		0.0%	0
\$75,000-99,999	54	9.9%		0.0%	0
\$100,000-124,999	22	4.1%		0.0%	0
\$125,000-149,999	15	2.7%		0.0%	0
\$150,000-199,999	15	2.8%		0.0%	0
\$200,000+	4	0.8%		0.0%	0
	548	100.0%			105
Percent of renter households within limits versus total number of renter households					19.1%

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

Percent of AMI Level		60%			
Minimum Income Limit		\$30,994			
Maximum Income Limit		\$43,740			
Income Category	Total Renter Households PMA Prj Mrkt Entry June 2018		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	708			
\$10,000-19,999	1,564	15.2%		0.0%	0
\$20,000-29,999	1,328	12.9%		0.0%	0
\$30,000-39,999	1,636	15.9%	\$9,005	90.1%	1,474
\$40,000-49,999	1,314	12.8%	\$3,740	37.4%	492
\$50,000-59,999	850	8.3%		0.0%	0
\$60,000-74,999	794	7.7%		0.0%	0
\$75,000-99,999	1,016	9.9%		0.0%	0
\$100,000-124,999	418	4.1%		0.0%	0
\$125,000-149,999	278	2.7%		0.0%	0
\$150,000-199,999	290	2.8%		0.0%	0
\$200,000+	84	0.8%		0.0%	0
	10,282	100.0%			1,965
Percent of renter households within limits versus total number of renter households					19.1%

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

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2015 Median Income

Change from 2015 to Prj Mrkt Entry June 2018

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

No		
Family		
Urban		
35%		
\$65,844		
\$73,530		
\$7,686		
10.5%		
0.1%		
0.1%	Two year adjustment	1.0000
\$43,740		
\$43,740		
5		
60%		
\$904		
\$904		

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%	20%	80%	0%	0%	100%
4	0%	0%	20%	70%	10%	0%	100%
5+	0%	0%	0%	60%	40%	0%	100%

STEP 1 Please refer to text for complete explanation.

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

Income Target Population		60%
New Renter Households PMA		548
Percent Income Qualified		19.1%
New Renter Income Qualified Households		105

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

Demand from Existing Households 2015

Demand form Rent Overburdened Households

Income Target Population		60%
Total Existing Demand		10,282
Income Qualified		19.1%
Income Qualified Renter Households		1,965
Percent Rent Overburdened Prj Mrkt Entry June 2018		23.0%
Rent Overburdened Households		453

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		1,965
Percent Living in Substandard Housing		0.2%
Households Living in Substandard Housing		3

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

Senior Households Converting from Homeownership

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

Total Demand

Total Demand from Existing Households		456
Adjustment Factor - Leakage from SMA	100%	0
Adjusted Demand from Existing Households		456
Total New Demand		105
Total Demand (New Plus Existing Households)		561

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	22.6%	127
Two Persons	20.9%	117
Three Persons	19.0%	107
Four Persons	17.4%	98
Five Persons	20.0%	112
Total	100.0%	561

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	80%	101
Of two-person households in 1BR units	20%	23
Of one-person households in 2BR units	20%	25
Of two-person households in 2BR units	60%	70
Of three-person households in 2BR units	20%	21
Of four-person households in 2BR units	20%	20
Of two-person households in 3BR units	20%	23
Of three-person households in 3BR units	80%	85
Of four-person households in 3BR units	70%	68
Of five-person households in 3BR units	60%	67
Of four-person households in 4BR units	10%	10
Of five-person households in 4BR units	40%	45
Total Demand		561
Total Demand by Bedroom		60%
2 BR		137
3 BR		245
Total Demand		381
Additions To Supply 2015 to Prj Mrkt Entry June 2018		60%
2 BR		0
3 BR		0
Total		0
Net Demand		60%
2 BR		137
3 BR		245
Total		381
Net Demand		60%
2 BR		137
3 BR		245
Total		381
Developer's Unit Mix		60%
2 BR		9
3 BR		62
Total		71
Capture Rate Analysis		60%
2 BR		6.6%
3 BR		25.3%
Total		18.6%

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 renter households in the PMA is expected to increase 0.4 percent between 2015 and 2020. This represents an increase of 939 households.
- The Subject is able to attract a wide range of household sizes in offering two and three-bedroom units.
- 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
2BR at 60% AMI	137	0	137	9	6.6%	One month	\$1,168	\$825 - \$1,795	\$770
3BR at 60% AMI	245	0	245	62	25.3%	Four Months	\$1,274	\$920 - \$1,959	\$850
Overall at 60% AMI	381	0	381	71	18.6%	Four Months			

Demand and Net Demand	
HH at 60% AMI (\$30,994 to \$43,740)	
Demand from New Households (age and income appropriate)	105
PLUS	+
Demand from Existing Renter Households - Substandard Housing	3
PLUS	+
Demand from Existing Renter Households - Rent Overburdened Households	453
PLUS	+
Secondary Market Demand adjustment IF ANY Subject to 15% Limitation	0
Sub Total	561
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable)	0
Equals Total Demand	561
Less	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market	0
Equals Net Demand	561

As the analysis illustrates, the Subject's capture rates at the 60 percent AMI level are 6.6 for the two-bedroom units and 25.3 percent for the three-bedroom units, with an overall capture rate of 18.6 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 11 “true” comparable properties containing 2,907 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 poor, as there are no existing LIHTC developments within the PMA. Due to the lack of LIHTC comparables in the PMA it was necessary to expand our search to the surrounding areas. The four LIHTC comparables used in this report are located 6.3 to 9.2 miles from the Subject site.

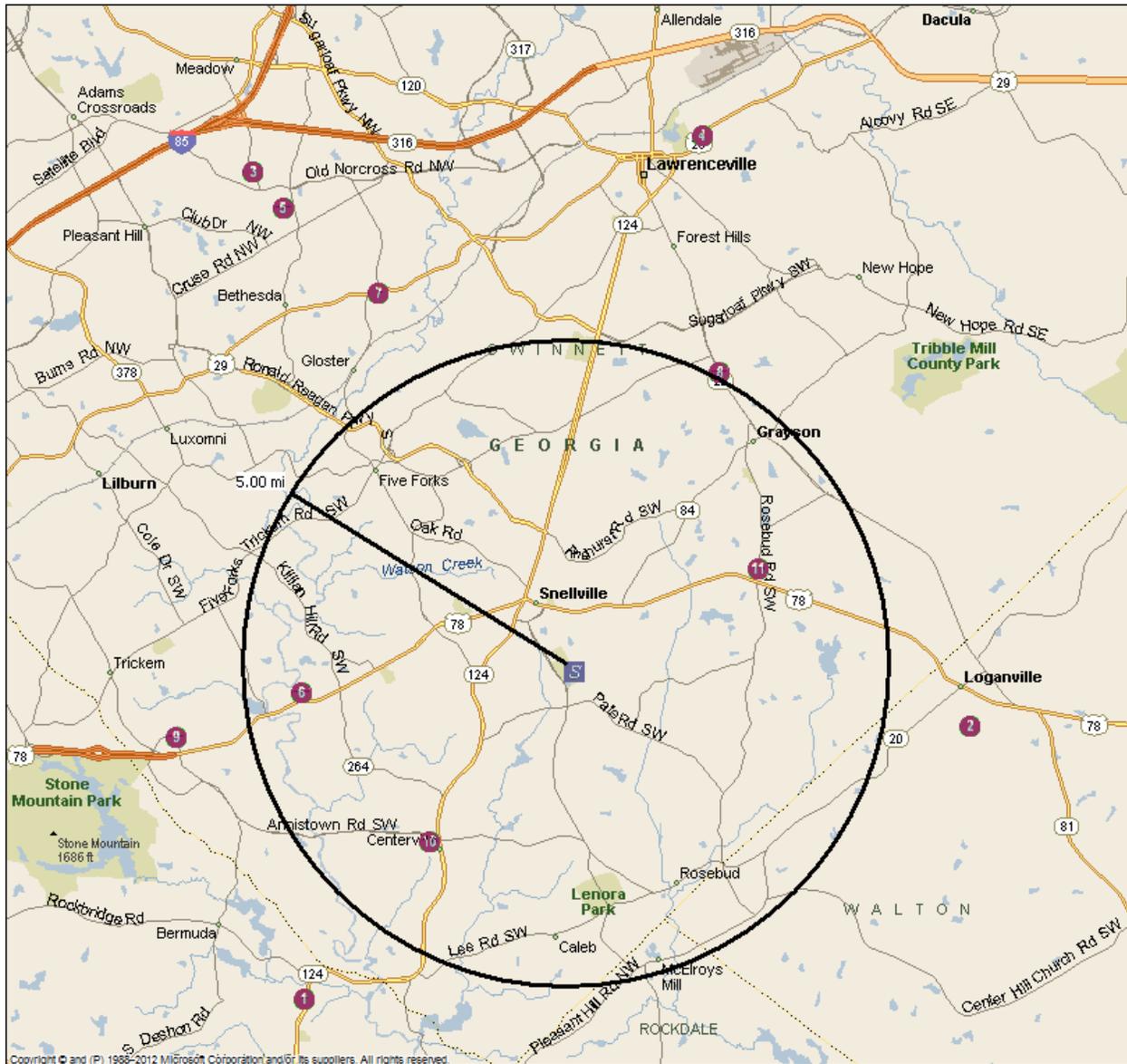
We have also included seven market rate comparables. Again, due to the lack of good quality market rate properties with comparable unit mixes and sizes in the area, it was necessary to search outside of the PMA to find comparable properties. Four of the market rate properties are located within the PMA, between 3.2 and 6.0 miles from the Subject site. The remaining comparables are located outside the PMA between 5.4 and 8.5 miles away from the Subject site. Overall, we consider the availability of market data to be adequate.

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
Gwinnett County Residential Services	3094 Ashly Forest Dr	Section 8	Disabled	Subsidized
Rainbow Heights	2165 Ross Rd	Section 8	Family	Subsidized
Sussex Court Residential Services	2275 Sussex Ct	Section 8	Disabled	Subsidized
Cambridge Downs Apartment Homes	2945 Rosebud Rd	Market	Family	Unable to contact
Killian Hill Apartments	1501 Wiloaks Dr	Market	Family	Inferior Quality
Parkside Apartments	Parkside Way	Market	Family	Unable to contact
Park East	Dorian Drive	Market	Family	Unable to contact

Comparable Rental Property Map



COMPARABLE PROPERTIES				
#	Property Name	City	Type	Distance
1	Alexander At Stonecrest*	Lithonia	LIHTC/Market	6.3 miles
2	Alexander Crossing Apartments*	Loganville	LIHTC/Market	6.3 miles
3	Magnolia Pointe*	Duluth	LIHTC/Market	9.2 miles
4	Magnolia Village*	Lawrenceville	LIHTC/Market	8.7 miles
5	2800 at Sweetwater*	Lawrenceville	Market	8.5 miles
6	Columns At Paxton Lake	Lilburn	Market	4.1 miles
7	Durant At Sugarloaf*	Lawrenceville	Market	6.6 miles
8	Grayson Park Apartments*	Grayson	Market	5.4 miles
9	Highland Grove	Stone Mountain	Market	6.0 miles
10	Stonecreek On The Green	Snellville	Market	3.2 miles
11	Villas At Loganville	Loganville	Market	3.5 miles

*Located outside of the 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	Park West 2961 Lenora Church Road Snellville, GA 30078 Gwinnett County	n/a	Garden (3 stories) Proposed	LIHTC	2BR / 1.5BA	9	12.7%	@60%	\$770	985	n/a	N/A	N/A	N/A
					3BR / 2BA	62	87.3%	@60%	\$850	1,115	n/a	N/A	N/A	N/A
						71	100%							N/A
1	Alexander At Stonecrest 100 Leslie Oaks Drive Lithonia, GA 30058 DeKalb County	6.3 miles	Garden (3 stories) 2002 / n/a	LIHTC/ Market	1BR / 1BA	38	14.5%	@60%	\$717	974	no	Yes	0	0.0%
					1BR / 1BA	56	21.4%	Market	\$917	974	n/a	No	1	1.8%
					2BR / 2BA	45	17.2%	@60%	\$845	1,209	no	Yes	0	0.0%
					2BR / 2BA	67	25.6%	Market	\$1,045	1,209	n/a	No	1	1.5%
					3BR / 2BA	22	8.4%	@60%	\$960	1,407	no	Yes	0	0.0%
					3BR / 2BA	34	13.0%	Market	\$1,160	1,407	n/a	No	0	0.0%
						262	100%							
2	Alexander Crossing Apartments 200 Alexander Crossing Loganville, GA 30052 Walton County	6.3 miles	Townhouse (2 stories) 2003 / n/a	LIHTC/ Market	2BR / 2.5BA	120	50.0%	@60%	\$873	1,256	yes	Yes	0	0.0%
					2BR / 2.5BA	48	20.0%	Market	\$1,083	1,256	n/a	No	0	0.0%
					3BR / 2BA	48	20.0%	@60%	\$997	1,506	yes	Yes	0	0.0%
					3BR / 2BA	24	10.0%	Market	\$1,277	1,506	n/a	No	0	0.0%
						240	100%							
3	Magnolia Pointe 1475 Boggs Rd Duluth, GA 30096 Gwinnett County	9.2 miles	Garden (2 stories) 2000 / n/a	LIHTC/ Market	1BR / 1BA	13	5.4%	@50%	\$588	737	yes	No	N/A	N/A
					1BR / 1BA	11	4.5%	@60%	\$720	737	yes	No	N/A	N/A
					1BR / 1BA	36	14.9%	Market	\$770	737	n/a	No	N/A	N/A
					2BR / 2BA	22	9.1%	@50%	\$698	1,008	yes	No	N/A	N/A
					2BR / 2BA	18	7.4%	@60%	\$825	1,008	yes	No	N/A	N/A
					2BR / 2BA	70	28.9%	Market	\$875	1,008	n/a	No	N/A	N/A
					3BR / 2BA	16	6.6%	@50%	\$794	1,163	yes	No	N/A	N/A
					3BR / 2BA	16	6.6%	@60%	\$920	1,163	yes	No	N/A	N/A
					3BR / 2BA	40	16.5%	Market	\$995	1,163	n/a	No	N/A	N/A
						242	100%							
4	Magnolia Village 287 East Crogan Lawrenceville, GA 30045 Gwinnett County	8.7 miles	Garden (3 stories) 2002 / n/a	LIHTC/ Market	1BR / 1BA	19	10.0%	@50%	\$662	975	yes	Yes	0	0.0%
					1BR / 1BA	8	4.2%	@60%	\$787	975	yes	Yes	0	0.0%
					1BR / 1BA	9	4.7%	Market	\$862	975	n/a	Yes	0	0.0%
					2BR / 2BA	47	24.7%	@50%	\$775	1,175	yes	Yes	0	0.0%
					2BR / 2BA	47	24.7%	@60%	\$904	1,175	yes	Yes	0	0.0%
					2BR / 2BA	24	12.6%	Market	\$979	1,175	n/a	Yes	0	0.0%
					3BR / 2BA	20	10.5%	@50%	\$865	1,375	yes	Yes	0	0.0%
					3BR / 2BA	8	4.2%	@60%	\$1,023	1,375	yes	Yes	0	0.0%
					3BR / 2BA	8	4.2%	Market	\$1,098	1,375	n/a	Yes	0	0.0%
						190	100%							
5	2800 at Sweetwater 2800 Herrington Woods Ct. Lawrenceville, GA 30044 Gwinnett County	8.5 miles	Various 1997 / 2016	Market	1BR / 1BA (Garden)	124	38.3%	Market	\$895	709	n/a	No	11	8.9%
					2BR / 2BA (Garden)	144	44.4%	Market	\$1,037	962	n/a	No	21	14.6%
					3BR / 2.5BA (Townhouse)	32	9.9%	Market	\$1,367	1,300	n/a	No	7	21.9%
					4BR / 2.5BA (Townhouse)	24	7.4%	Market	\$1,587	1,472	n/a	No	6	25.0%
						324	100%							
6	Columns At Paxton Lake 4305 Paxton Lane Libum, GA 30047 Gwinnett County	4.1 miles	Garden (3 stories) 1995 / 2016	Market	1BR / 1BA	101	34.1%	Market	\$1,031	888	n/a	No	0	0.0%
					2BR / 2BA	64	21.6%	Market	\$1,133	1,154	n/a	No	0	0.0%
					2BR / 2BA	64	21.6%	Market	\$1,158	1,218	n/a	No	1	1.6%
					3BR / 2BA	34	11.5%	Market	\$1,297	1,405	n/a	No	0	0.0%
					3BR / 2BA	33	11.1%	Market	\$1,322	1,428	n/a	No	0	0.0%
						296	100%							
7	Durant At Sugarloaf 50 Saint Marlowe Drive Lawrenceville, GA 30044 Gwinnett County	6.6 miles	Garden 2002 / n/a	Market	1BR / 1BA	60	20.0%	Market	\$897	715	n/a	No	0	0.0%
					1BR / 1BA	48	16.0%	Market	\$943	910	n/a	No	0	0.0%
					2BR / 1BA	62	20.7%	Market	\$1,084	1,110	n/a	No	2	3.2%
					2BR / 2BA	36	12.0%	Market	\$1,101	1,180	n/a	No	5	13.9%
					2BR / 2BA	62	20.7%	Market	\$1,113	1,300	n/a	No	0	0.0%
					2BR / 2BA	8	2.7%	Market	\$1,143	1,362	n/a	No	0	0.0%
					3BR / 2BA	24	8.0%	Market	\$1,310	1,435	n/a	No	0	0.0%
	300	100%								7	2.3%			

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	Grayson Park Apartments 1525 Grayson Highway Grayson, GA 30017 Gwinnett County	5.4 miles	Various (3 stories) 2003 / n/a	Market	1BR / 1BA (Garden)	92	19.8%	Market	\$1,108	687	n/a	No	4	4.3%
					1BR / 1BA (Garden)	93	20.0%	Market	\$1,178	899	n/a	No	3	3.2%
					2BR / 2BA (Garden)	34	7.3%	Market	\$1,470	1,283	n/a	No	2	5.9%
					2BR / 2BA (Townhouse)	43	9.3%	Market	\$1,795	1,485	n/a	No	1	2.3%
					2BR / 2.5BA (Garden)	108	23.3%	Market	\$1,415	1,064	n/a	No	4	3.7%
					3BR / 2BA (Townhouse)	39	8.4%	Market	\$1,959	1,882	n/a	No	2	5.1%
					3BR / 2.5BA (Garden)	55	11.9%	Market	\$1,694	1,599	n/a	No	1	1.8%
					464	100%							17	3.7%
9	Highland Grove 1900 Glenn Club Dr Stone Mountain, GA 30087 DeKalb County	6 miles	Garden (3 stories) 1988 / n/a	Market	Studio / 1BA	N/A	N/A	Market	\$762	711	n/a	Yes	0	N/A
					Studio / 1BA	N/A	N/A	Market	\$737	649	n/a	Yes	0	N/A
					1BR / 1BA	N/A	N/A	Market	\$851	808	n/a	Yes	0	N/A
					1BR / 1BA	N/A	N/A	Market	\$836	729	n/a	Yes	0	N/A
					2BR / 2BA	N/A	N/A	Market	\$1,078	1,078	n/a	Yes	0	N/A
					2BR / 2BA	N/A	N/A	Market	\$977	961	n/a	Yes	0	N/A
					3BR / 2BA	N/A	N/A	Market	\$1,259	1,259	n/a	Yes	0	N/A
					3BR / 2BA	N/A	N/A	Market	\$1,234	1,196	n/a	Yes	0	N/A
					268	100%							0	0.0%
10	Stonecreek On The Green 3974 Annistown Road Snellville, GA 30039 Gwinnett County	3.2 miles	Garden (3 stories) 2003 / n/a	Market	1BR / 1BA	47	32.2%	Market	\$1,197	884	n/a	No	0	0.0%
					1BR / 1BA	47	32.2%	Market	\$1,082	884	n/a	No	1	2.1%
					2BR / 2BA	18	12.3%	Market	\$1,369	1,161	n/a	No	0	0.0%
					2BR / 2BA	18	12.3%	Market	\$1,259	1,161	n/a	No	1	5.6%
					3BR / 2BA	8	5.5%	Market	\$1,438	1,354	n/a	No	0	0.0%
					3BR / 2BA	8	5.5%	Market	\$1,438	1,354	n/a	No	1	12.5%
										146	100%			
11	Villas At Loganville 2935 Rosebud Road Southwest Loganville, GA 30052 Gwinnett County	3.5 miles	Various 2010 / n/a	Market	2BR / 2BA (Garden)	35	20.0%	Market	\$1,318	1,332	n/a	No	0	0.0%
					2BR / 2BA (Garden)	20	11.4%	Market	\$1,215	1,186	n/a	No	0	0.0%
					2BR / 2BA (Garden)	20	11.4%	Market	\$1,203	1,186	n/a	No	1	5.0%
					2BR / 2BA (Townhouse)	30	17.1%	Market	\$1,556	1,626	n/a	No	0	0.0%
					2BR / 2BA (Townhouse)	25	14.3%	Market	\$1,531	1,603	n/a	No	0	0.0%
					2BR / 2BA (Townhouse)	25	14.3%	Market	\$1,491	1,603	n/a	No	2	8.0%
					3BR / 2BA (Townhouse)	20	11.4%	Market	\$1,876	1,626	n/a	No	0	0.0%
					175	100%							3	1.7%

RENT AND SQUARE FOOTAGE RANKING -- All rents adjusted for utilities and concessions extracted from the market.						
Effective Rent Date:		Oct-16	Units Surveyed:	2,907	Weighted Occupancy:	97.0%
			Market Rate	1,973	Market Rate	96.1%
			Tax Credit	934	Tax Credit	98.7%
Two Bedrooms One and a half Bath			Three Bedrooms Two Bath			
RENT	Property	Average	Property	Average	Property	Average
	Grayson Park Apartments (2BA)	\$1,795	Grayson Park Apartments	\$1,959		
	Villas At Loganville (2BA)	\$1,556	Villas At Loganville	\$1,876		
	Villas At Loganville (2BA)	\$1,531	Stonecreek On The Green	\$1,438		
	Villas At Loganville (2BA)	\$1,491	Stonecreek On The Green	\$1,438		
	Grayson Park Apartments (2BA)	\$1,470	2800 At Sweetwater (2.5BA)	\$1,367		
	Stonecreek On The Green (2BA)	\$1,369	Columns At Paxton Lake	\$1,322		
	Villas At Loganville (2BA)	\$1,318	Durant At Sugarloaf	\$1,310		
	Stonecreek On The Green (2BA)	\$1,259	Columns At Paxton Lake	\$1,297		
	Villas At Loganville (2BA)	\$1,215	Alexander Crossing Apartments * (M)	\$1,277		
	Villas At Loganville (2BA)	\$1,203	Highland Grove	\$1,259		
	Columns At Paxton Lake (2BA)	\$1,158	Highland Grove	\$1,234		
	Durant At Sugarloaf (2BA)	\$1,143	Alexander At Stonecrest * (M)	\$1,160		
	Columns At Paxton Lake (2BA)	\$1,133	Magnolia Village * (M)	\$1,098		
	Durant At Sugarloaf (2BA)	\$1,113	Magnolia Village * (60%)	\$1,023		
	Durant At Sugarloaf (2BA)	\$1,101	Alexander Crossing Apartments * (60%)	\$997		
	Alexander Crossing Apartments * (2.5BA M)	\$1,083	Magnolia Pointe * (M)	\$995		
	Highland Grove (2BA)	\$1,078	Alexander At Stonecrest * (60%)	\$960		
	Alexander At Stonecrest * (2BA M)	\$1,045	Magnolia Pointe * (60%)	\$920		
	2800 At Sweetwater (2BA)	\$1,037	Magnolia Village * (50%)	\$865		
	Magnolia Village * (2BA M)	\$979	Park West * (60%)	\$850		
	Highland Grove (2BA)	\$977	Magnolia Pointe * (50%)	\$794		
	Magnolia Village * (2BA 60%)	\$904				
	Magnolia Pointe * (2BA M)	\$875				
	Alexander Crossing Apartments * (2.5BA 60%)	\$873				
	Alexander At Stonecrest * (2BA 60%)	\$845				
	Magnolia Pointe * (2BA 60%)	\$825				
	Magnolia Village * (2BA 50%)	\$775				
	Park West * (60%)	\$770				
	Magnolia Pointe * (2BA 50%)	\$698				
SQUARE FOOTAGE	Villas At Loganville (2BA)	1,626	Grayson Park Apartments	1,882		
	Villas At Loganville (2BA)	1,603	Villas At Loganville	1,626		
	Villas At Loganville (2BA)	1,603	Alexander Crossing Apartments * (60%)	1,506		
	Grayson Park Apartments (2BA)	1,485	Alexander Crossing Apartments * (M)	1,506		
	Durant At Sugarloaf (2BA)	1,362	Durant At Sugarloaf	1,435		
	Villas At Loganville (2BA)	1,332	Columns At Paxton Lake	1,428		
	Durant At Sugarloaf (2BA)	1,300	Alexander At Stonecrest * (60%)	1,407		
	Grayson Park Apartments (2BA)	1,283	Alexander At Stonecrest * (M)	1,407		
	Alexander Crossing Apartments * (2.5BA 60%)	1,256	Columns At Paxton Lake	1,405		
	Alexander Crossing Apartments * (2.5BA M)	1,256	Magnolia Village * (50%)	1,375		
	Columns At Paxton Lake (2BA)	1,218	Magnolia Village * (60%)	1,375		
	Alexander At Stonecrest * (2BA 60%)	1,209	Magnolia Village * (M)	1,375		
	Alexander At Stonecrest * (2BA M)	1,209	Stonecreek On The Green	1,354		
	Villas At Loganville (2BA)	1,186	Stonecreek On The Green	1,354		
	Villas At Loganville (2BA)	1,186	2800 At Sweetwater (2.5BA)	1,300		
	Durant At Sugarloaf (2BA)	1,180	Highland Grove	1,259		
	Magnolia Village * (2BA 50%)	1,175	Highland Grove	1,196		
	Magnolia Village * (2BA 60%)	1,175	Magnolia Pointe * (50%)	1,163		
	Magnolia Village * (2BA M)	1,175	Magnolia Pointe * (60%)	1,163		
	Stonecreek On The Green (2BA)	1,161	Magnolia Pointe * (M)	1,163		
	Stonecreek On The Green (2BA)	1,161	Park West * (60%)	1,115		
	Columns At Paxton Lake (2BA)	1,154				
	Highland Grove (2BA)	1,078				
	Magnolia Pointe * (2BA 50%)	1,008				
	Magnolia Pointe * (2BA 60%)	1,008				
	Magnolia Pointe * (2BA M)	1,008				
	Park West * (60%)	985				
	2800 At Sweetwater (2BA)	962				
	Highland Grove (2BA)	961				
RENT PER SQUARE FOOT	Grayson Park Apartments (2BA)	\$1.21	Villas At Loganville	\$1.15		
	Stonecreek On The Green (2BA)	\$1.18	Stonecreek On The Green	\$1.06		
	Grayson Park Apartments (2BA)	\$1.15	Stonecreek On The Green	\$1.06		
	Stonecreek On The Green (2BA)	\$1.08	2800 At Sweetwater (2.5BA)	\$1.05		
	2800 At Sweetwater (2BA)	\$1.08	Grayson Park Apartments	\$1.04		
	Villas At Loganville (2BA)	\$1.02	Highland Grove	\$1.03		
	Highland Grove (2BA)	\$1.02	Highland Grove	\$1.00		
	Villas At Loganville (2BA)	\$1.01	Columns At Paxton Lake	\$0.93		
	Highland Grove (2BA)	\$1.00	Columns At Paxton Lake	\$0.92		
	Villas At Loganville (2BA)	\$0.99	Durant At Sugarloaf	\$0.91		
	Columns At Paxton Lake (2BA)	\$0.98	Magnolia Pointe * (M)	\$0.86		
	Villas At Loganville (2BA)	\$0.96	Alexander Crossing Apartments * (M)	\$0.85		
	Villas At Loganville (2BA)	\$0.96	Alexander At Stonecrest * (M)	\$0.82		
	Columns At Paxton Lake (2BA)	\$0.95	Magnolia Village * (M)	\$0.80		
	Durant At Sugarloaf (2BA)	\$0.93	Magnolia Pointe * (60%)	\$0.79		
	Villas At Loganville (2BA)	\$0.93	Park West * (60%)	\$0.76		
	Magnolia Pointe * (2BA M)	\$0.87	Magnolia Village * (60%)	\$0.74		
	Alexander At Stonecrest * (2BA M)	\$0.86	Magnolia Pointe * (50%)	\$0.68		
	Alexander Crossing Apartments * (2.5BA M)	\$0.86	Alexander At Stonecrest * (60%)	\$0.68		
	Durant At Sugarloaf (2BA)	\$0.86	Alexander Crossing Apartments * (60%)	\$0.66		
	Durant At Sugarloaf (2BA)	\$0.84	Magnolia Village * (50%)	\$0.63		
	Magnolia Village * (2BA M)	\$0.83				
	Magnolia Pointe * (2BA 60%)	\$0.82				
	Park West * (60%)	\$0.78				
	Magnolia Village * (2BA 60%)	\$0.77				
	Alexander At Stonecrest * (2BA 60%)	\$0.70				
	Alexander Crossing Apartments * (2.5BA 60%)	\$0.70				
	Magnolia Pointe * (2BA 50%)	\$0.69				
	Magnolia Village * (2BA 50%)	\$0.66				

PROPERTY PROFILE REPORT

Alexander At Stonecrest

Effective Rent Date	9/12/2016
Location	100 Leslie Oaks Drive Lithonia, GA 30058 DeKalb County
Distance	6.3 miles
Units	262
Vacant Units	2
Vacancy Rate	0.8%
Type	Garden (3 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	2/08/2007
Major Competitors	Wesley Providence, Greens at Stone Creek
Tenant Characteristics	Mixed tenancy, average household size is 2
Contact Name	Katie
Phone	770-482-7759



Market Information

Program	@60%, Market
Annual Turnover Rate	14%
Units/Month Absorbed	N/A
HCV Tenants	19%
Leasing Pace	Within two weeks
Annual Chg. in Rent	1-14% increase since 1Q 2015
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	38	974	\$693	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	56	974	\$893	\$0	Market	No	1	1.8%	N/A	None
2	2	Garden (3 stories)	45	1,209	\$815	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	67	1,209	\$1,015	\$0	Market	No	1	1.5%	N/A	None
3	2	Garden (3 stories)	22	1,407	\$923	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	34	1,407	\$1,123	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$693	\$0	\$693	\$24	\$717	1BR / 1BA	\$893	\$0	\$893	\$24	\$917
2BR / 2BA	\$815	\$0	\$815	\$30	\$845	2BR / 2BA	\$1,015	\$0	\$1,015	\$30	\$1,045
3BR / 2BA	\$923	\$0	\$923	\$37	\$960	3BR / 2BA	\$1,123	\$0	\$1,123	\$37	\$1,160

Alexander At Stonecrest, continued

Amenities

In-Unit

Balcony/Patio
Carpet/Hardwood
Coat Closet
Ceiling Fan
Hand Rails
Oven
Walk-In Closet

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

Security

In-Unit Alarm
Limited Access
Patrol
Perimeter Fencing
Video Surveillance

Services

None

Property

Car Wash
Exercise Facility
Off-Street Parking
Playground

Clubhouse/Meeting
Central Laundry
On-Site Management
Swimming Pool

Premium

None

Other

None

Comments

The property maintains separate waiting lists for each LIHTC bedroom type. There are five households on the waiting list for one-bedroom units, seven households on the waiting list for two-bedroom units, and three households on the waiting list for three-bedroom units.

Alexander At Stonecrest, continued

Trend Report

Vacancy Rates

4Q07	4Q08	1Q15	3Q16
2.7%	6.1%	4.2%	0.8%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$695	\$0	\$695	\$719
2008	4	N/A	\$695	\$29	\$666	\$690
2015	1	0.0%	\$687	\$0	\$687	\$711
2016	3	0.0%	\$693	\$0	\$693	\$717

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$835	\$0	\$835	\$865
2008	4	N/A	\$825	\$34	\$791	\$821
2015	1	11.1%	\$813	\$0	\$813	\$843
2016	3	0.0%	\$815	\$0	\$815	\$845

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$955	\$0	\$955	\$992
2008	4	N/A	\$945	\$39	\$906	\$943
2015	1	13.6%	\$895	\$0	\$895	\$932
2016	3	0.0%	\$923	\$0	\$923	\$960

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$735	\$0	\$735	\$759
2008	4	N/A	\$795	\$33	\$762	\$786
2015	1	3.6%	\$795	\$0	\$795	\$819
2016	3	1.8%	\$893	\$0	\$893	\$917

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$939	\$0	\$939	\$969
2008	4	N/A	\$939	\$39	\$900	\$930
2015	1	0.0%	\$895	\$0	\$895	\$925
2016	3	1.5%	\$1,015	\$0	\$1,015	\$1,045

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$1,100	\$0	\$1,100	\$1,137
2008	4	N/A	\$1,100	\$46	\$1,054	\$1,091
2015	1	2.9%	\$1,010	\$0	\$1,010	\$1,047
2016	3	0.0%	\$1,123	\$0	\$1,123	\$1,160

Trend: Comments

- 4Q07** The contact is a relatively new leasing agent. The contact stated that the property is much nicer than the other tax credit properties in the area.
- 4Q08** Contact stated that two of the vacancies currently have applications on file. There was a seven percent increase on the one-bedroom market rate units, and a one percent decrease on the two and three-bedroom units at the 60% AMI level. Although contact was unable to specify vacancies per bedroom type, she did state that the majority of the vacancies were in the two-bedroom units.
- 1Q15** Management stated that there is a short waiting list and all vacant LIHTC units have pending applications.
- 3Q16** The property maintains separate waiting lists for each LIHTC bedroom type. There are five households on the waiting list for one-bedroom units, seven households on the waiting list for two-bedroom units, and three households on the waiting list for three-bedroom units.

Alexander At Stonecrest, continued

Photos



PROPERTY PROFILE REPORT

Alexander Crossing Apartments

Effective Rent Date	8/31/2016
Location	100 Alexander Crossing Loganville, GA 30052 Walton County
Distance	6.3 miles
Units	240
Vacant Units	0
Vacancy Rate	0.0%
Type	Townhouse (2 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Cambridge, The Muses
Tenant Characteristics	Mixed tenancy
Contact Name	Erica
Phone	770-466-2281



Market Information

Program	@60%, Market
Annual Turnover Rate	32%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Within one week
Annual Chg. in Rent	0-7% increase since 2Q2015
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	2.5	Townhouse (2 stories)	120	1,256	\$790	\$0	@60%	Yes	0	0.0%	yes	None
2	2.5	Townhouse (2 stories)	48	1,256	\$1,000	\$0	Market	No	0	0.0%	N/A	None
3	2	Townhouse (2 stories)	48	1,506	\$895	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Townhouse (2 stories)	24	1,506	\$1,175	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2.5BA	\$790	\$0	\$790	\$83	\$873	2BR / 2.5BA	\$1,000	\$0	\$1,000	\$83	\$1,083
3BR / 2BA	\$895	\$0	\$895	\$102	\$997	3BR / 2BA	\$1,175	\$0	\$1,175	\$102	\$1,277

Alexander Crossing Apartments, continued

Amenities

In-Unit

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

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

Security

In-Unit Alarm
Perimeter Fencing

Services

None

Property

Car Wash
Exercise Facility
On-Site Management
Swimming Pool

Clubhouse/Meeting
Off-Street Parking
Playground

Premium

None

Other

None

Comments

The contact reported that the property typically remains fully occupied. A waiting list of ten households is currently maintained for the LIHTC units. The market rate units are currently undergoing upgrades that included new stainless steel appliances, hardwood floors, counter tops, light fixtures, and blinds. The two-bedroom units range from \$1,000 to \$1,300 and the three-bedroom units range from \$1,175 to \$1,400 based on the aforementioned upgrades.

Alexander Crossing Apartments, continued

Trend Report

Vacancy Rates

2Q15	1Q16	2Q16	3Q16
0.0%	1.3%	0.0%	0.0%

Trend: @60%

2BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$790	\$0	\$790	\$873
2016	1	0.0%	\$790	\$0	\$790	\$873
2016	2	0.0%	\$790	\$0	\$790	\$873
2016	3	0.0%	\$790	\$0	\$790	\$873

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$895	\$0	\$895	\$997
2016	1	2.1%	\$895	\$0	\$895	\$997
2016	2	0.0%	\$895	\$0	\$895	\$997
2016	3	0.0%	\$895	\$0	\$895	\$997

Trend: Market

2BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	N/A	\$950 - \$955	\$0	\$950 - \$955	\$1,033 - \$1,038
2016	1	4.2%	\$965	\$0	\$965	\$1,048
2016	2	0.0%	\$998	\$0	\$998	\$1,081
2016	3	0.0%	\$1,000	\$0	\$1,000	\$1,083

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$1,100	\$0	\$1,100	\$1,202
2016	1	0.0%	\$1,115	\$0	\$1,115	\$1,217
2016	2	0.0%	\$1,175	\$0	\$1,175	\$1,277
2016	3	0.0%	\$1,175	\$0	\$1,175	\$1,277

Trend: Comments

2Q15 The contact reported that the property maintains a small waiting list for units renting at 60% of AMI, however the length of the waiting list was not disclosed. Management indicated that the waiting list was recently purged. The contact reported that the price discrepancy between two-bedroom units is due to few units offering bay windows. Since our last interview in March 2015, rents on three-bedroom units have increased less than one percent on units at 60% of AMI and have increased five percent on market rate units. Management was unable to comment on the number of parking spaces the property offers or on the parking utilization rate at the property. The contact indicated that there is a strong demand for affordable housing in the local area.

1Q16 The contact reported that the property maintains a waiting list for units the income restricted units with approximately 75 households.

2Q16 The contact reported that the property typically remains fully occupied.

3Q16 The contact reported that the property typically remains fully occupied. A waiting list of ten households is currently maintained for the LIHTC units. The market rate units are currently undergoing upgrades that included new stainless steel appliances, hardwood floors, counter tops, light fixtures, and blinds. The two-bedroom units range from \$1,000 to \$1,300 and the three-bedroom units range from \$1,175 to \$1,400 based on the aforementioned upgrades.

Alexander Crossing Apartments, continued

Photos



PROPERTY PROFILE REPORT

Magnolia Pointe

Effective Rent Date	9/16/2016
Location	1475 Boggs Rd Duluth, GA 30096 Gwinnett County
Distance	9.2 miles
Units	242
Vacant Units	10
Vacancy Rate	4.1%
Type	Garden (2 stories)
Year Built/Renovated	2000 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Meridian Pointe, Palisades Club, Tanglewood
Tenant Characteristics	Age span from 21-46, average household five persons
Contact Name	Wanda
Phone	(770) 717-5353



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	20%
Leasing Pace	Within one week
Annual Chg. in Rent	0-6% increase since 1Q2015
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)	13	737	\$588	\$0	@50%	No	N/A	N/A	yes	None
1	1	Garden (2 stories)	11	737	\$720	\$0	@60%	No	N/A	N/A	yes	None
1	1	Garden (2 stories)	36	737	\$770	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	22	1,008	\$698	\$0	@50%	No	N/A	N/A	yes	None
2	2	Garden (2 stories)	18	1,008	\$825	\$0	@60%	No	N/A	N/A	yes	None
2	2	Garden (2 stories)	70	1,008	\$875	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	16	1,163	\$794	\$0	@50%	No	N/A	N/A	yes	None
3	2	Garden (2 stories)	16	1,163	\$920	\$0	@60%	No	N/A	N/A	yes	None
3	2	Garden (2 stories)	40	1,163	\$995	\$0	Market	No	N/A	N/A	N/A	None

Magnolia Pointe, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$588	\$0	\$588	\$0	\$588	1BR / 1BA	\$720	\$0	\$720	\$0	\$720
2BR / 2BA	\$698	\$0	\$698	\$0	\$698	2BR / 2BA	\$825	\$0	\$825	\$0	\$825
3BR / 2BA	\$794	\$0	\$794	\$0	\$794	3BR / 2BA	\$920	\$0	\$920	\$0	\$920

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$770	\$0	\$770	\$0	\$770
2BR / 2BA	\$875	\$0	\$875	\$0	\$875
3BR / 2BA	\$995	\$0	\$995	\$0	\$995

Amenities

In-Unit

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

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

Security

Patrol

Services

None

Property

Business Center/Computer Lab
 Exercise Facility
 Off-Street Parking
 Playground

Clubhouse/Meeting
 Central Laundry
 On-Site Management
 Swimming Pool

Premium

None

Other

None

Comments

The contact was not able to report if any vacant units had been preleased.

Magnolia Pointe, continued

Trend Report

Vacancy Rates

4Q14	1Q15	2Q16	3Q16
2.9%	2.9%	5.8%	4.1%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	4	0.0%	\$598	\$0	\$598	\$598
2015	1	0.0%	\$595	\$0	\$595	\$595
2016	2	0.0%	\$595	\$0	\$595	\$595
2016	3	N/A	\$588	\$0	\$588	\$588

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	4	0.0%	\$707	\$0	\$707	\$707
2015	1	0.0%	\$699	\$0	\$699	\$699
2016	2	0.0%	\$699	\$0	\$699	\$699
2016	3	N/A	\$698	\$0	\$698	\$698

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	4	0.0%	\$805	\$0	\$805	\$805
2015	1	0.0%	\$799	\$0	\$799	\$799
2016	2	0.0%	\$798	\$0	\$798	\$798
2016	3	N/A	\$794	\$0	\$794	\$794

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	4	0.0%	\$609	\$0	\$609	\$609
2015	1	0.0%	\$700	\$0	\$700	\$700
2016	2	0.0%	\$645	\$0	\$645	\$645
2016	3	N/A	\$720	\$0	\$720	\$720

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	4	5.6%	\$724	\$0	\$724	\$724
2015	1	0.0%	\$775	\$0	\$775	\$775
2016	2	0.0%	\$745	\$0	\$745	\$745
2016	3	N/A	\$825	\$0	\$825	\$825

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	4	6.2%	\$849	\$0	\$849	\$849
2015	1	0.0%	\$870	\$0	\$870	\$870
2016	2	0.0%	\$885	\$0	\$885	\$885
2016	3	N/A	\$920	\$0	\$920	\$920

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	4	2.8%	\$649	\$0	\$649	\$649
2015	1	5.6%	\$770	\$0	\$770	\$770
2016	2	11.1%	\$770	\$0	\$770	\$770
2016	3	N/A	\$770	\$0	\$770	\$770

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	4	4.3%	\$749	\$0	\$749	\$749
2015	1	5.7%	\$795	\$0	\$795	\$795
2016	2	7.1%	\$795	\$0	\$795	\$795
2016	3	N/A	\$875	\$0	\$875	\$875

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2014	4	2.5%	\$875	\$0	\$875	\$875
2015	1	2.5%	\$975	\$0	\$975	\$975
2016	2	12.5%	\$975	\$0	\$975	\$975
2016	3	N/A	\$995	\$0	\$995	\$995

Trend: Comments

- 4Q14** The contact reported current occupancy has been typical during most of 2014.
- 1Q15** Management reported that the property does not maintain a waiting list currently. Occupancy was reported as typical for the winter months. The contact was unable to disclose why the prices for the units at the 50 percent AMI level decreased. The property offers approximately two parking spaces per unit. The contact was unable to comment on the parking utilization rate at the property. Since our last interview in 2014, prices for units operating at the 50 percent AMI level have decreased one percent, units at the 60 percent AMI level have increased two to 14 percent, and market rate units have increased seven to 18 percent.
- 2Q16** N/A
- 3Q16** The contact was not able to report if any vacant units had been preleased.

Magnolia Pointe, continued

Photos



PROPERTY PROFILE REPORT

Magnolia Village

Effective Rent Date	9/13/2016
Location	287 East Crogan Lawrenceville, GA 30045 Gwinnett County
Distance	8.7 miles
Units	190
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Alexander Mills
Tenant Characteristics	Mixed tenancy but few seniors
Contact Name	Mia
Phone	770-237-3910



Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	13%
Units/Month Absorbed	5-8
HCV Tenants	5%
Leasing Pace	Pre-leased
Annual Chg. in Rent	5-10% increase since 3Q2013
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)	19	975	\$575	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	8	975	\$700	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	9	975	\$775	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	47	1,175	\$671	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	47	1,175	\$800	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	24	1,175	\$875	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (3 stories)	20	1,375	\$742	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	8	1,375	\$900	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (3 stories)	8	1,375	\$975	\$0	Market	Yes	0	0.0%	N/A	None

Magnolia Village, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$575	\$0	\$575	\$87	\$662	1BR / 1BA	\$700	\$0	\$700	\$87	\$787
2BR / 2BA	\$671	\$0	\$671	\$104	\$775	2BR / 2BA	\$800	\$0	\$800	\$104	\$904
3BR / 2BA	\$742	\$0	\$742	\$123	\$865	3BR / 2BA	\$900	\$0	\$900	\$123	\$1,023

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$775	\$0	\$775	\$87	\$862
2BR / 2BA	\$875	\$0	\$875	\$104	\$979
3BR / 2BA	\$975	\$0	\$975	\$123	\$1,098

Amenities

In-Unit

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

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

Security

Limited Access
 Patrol
 Perimeter Fencing

Services

Afterschool Program

Property

Car Wash
 Exercise Facility
 Off-Street Parking
 Playground
 Tennis Court

Clubhouse/Meeting
 Central Laundry
 On-Site Management
 Swimming Pool

Premium

None

Other

None

Comments

The property maintains a waiting list approximately six to eight months in length.

Magnolia Village, continued

Trend Report

Vacancy Rates

1Q13	3Q13	2Q16	3Q16
3.2%	1.1%	0.5%	0.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$570	\$0	\$570	\$657
2013	3	0.0%	\$570	\$0	\$570	\$657
2016	2	0.0%	\$575	\$0	\$575	\$662
2016	3	0.0%	\$575	\$0	\$575	\$662

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$655	\$0	\$655	\$759
2013	3	0.0%	\$655	\$0	\$655	\$759
2016	2	0.0%	\$671	\$0	\$671	\$775
2016	3	0.0%	\$671	\$0	\$671	\$775

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$760	\$0	\$760	\$883
2013	3	0.0%	\$760	\$0	\$760	\$883
2016	2	0.0%	\$742	\$0	\$742	\$865
2016	3	0.0%	\$742	\$0	\$742	\$865

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$635	\$0	\$635	\$722
2013	3	0.0%	\$635	\$0	\$635	\$722
2016	2	0.0%	\$700	\$0	\$700	\$787
2016	3	0.0%	\$700	\$0	\$700	\$787

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$735	\$0	\$735	\$839
2013	3	0.0%	\$735	\$0	\$735	\$839
2016	2	0.0%	\$800	\$0	\$800	\$904
2016	3	0.0%	\$800	\$0	\$800	\$904

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	0.0%	\$830	\$0	\$830	\$953
2013	3	0.0%	\$830	\$0	\$830	\$953
2016	2	0.0%	\$900	\$0	\$900	\$1,023
2016	3	0.0%	\$900	\$0	\$900	\$1,023

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	N/A	\$725	\$0	\$725	\$812
2013	3	11.1%	\$725	\$0	\$725	\$812
2016	2	0.0%	\$775	\$0	\$775	\$862
2016	3	0.0%	\$775	\$0	\$775	\$862

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	N/A	\$825	\$0	\$825	\$929
2013	3	4.2%	\$825	\$0	\$825	\$929
2016	2	4.2%	\$875	\$0	\$875	\$979
2016	3	0.0%	\$875	\$0	\$875	\$979

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	1	N/A	\$925	\$0	\$925	\$1,048
2013	3	0.0%	\$925	\$0	\$925	\$1,048
2016	2	0.0%	\$925	\$0	\$925	\$1,048
2016	3	0.0%	\$975	\$0	\$975	\$1,098

Magnolia Village, continued

Trend: Comments

- 1Q13** Management indicated that have six vacancies currently and that all vacancies are in the market units, but not sure how many vacancies there were per floor plan. Management indicated that they did not believe the LIHTC rents to be at maximum allowable, but were not certain.
- 3Q13** None at this time.
- 2Q16** The contact reported strong demand for affordable housing in the area. The property's one vacancy is preleased. The property typically remains above 98 percent in terms of occupancy. The contact reported that the property maintains a waiting list as follows: 1BR - 100 households, 2BR - 200 households, and 3BR - 60 households.
- 3Q16** The property maintains a waiting list approximately six to eight months in length.

Magnolia Village, continued

Photos



PROPERTY PROFILE REPORT

2800 At Sweetwater (fka Pointe At Sugarloaf)

Effective Rent Date	9/07/2016
Location	2800 Herrington Woods Ct. Lawrenceville, GA 30044 Gwinnett County
Distance	8.5 miles
Units	324
Vacant Units	45
Vacancy Rate	13.9%
Type	Various
Year Built/Renovated	1997 / 2016
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Families and singles
Contact Name	Maja
Phone	770-277-5999



Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	5-14% increase since 1Q2015
Concession	50% discount on first month's rent

Utilities

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

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)	124	709	\$865	\$36	Market	No	11	8.9%	N/A	None
2	2	Garden (3 stories)	144	962	\$995	\$41	Market	No	21	14.6%	N/A	None
3	2.5	Townhouse (2 stories)	32	1,300	\$1,320	\$55	Market	No	7	21.9%	N/A	None
4	2.5	Townhouse (2 stories)	24	1,472	\$1,525	\$64	Market	No	6	25.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$865	\$36	\$829	\$66	\$895
2BR / 2BA	\$995	\$41	\$954	\$83	\$1,037
3BR / 2.5BA	\$1,320	\$55	\$1,265	\$102	\$1,367
4BR / 2.5BA	\$1,525	\$64	\$1,461	\$126	\$1,587

2800 At Sweetwater (fka Pointe At Sugarloaf), continued

Amenities

In-Unit

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

Carpet/Hardwood
Coat Closet
Ceiling Fan
Oven
Walk-In Closet

Security

Patrol

Services

None

Property

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

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

Premium

None

Other

None

Comments

The property was formerly known as Pointe at Sugarloaf. The property is currently undergoing major exterior and interior renovations. As units become vacant they are being held off-line until renovations are complete. While the contact was not able to provide an exact number, she indicated that the majority of the current vacancies are attributed to the renovations. Further, the property is offering concessions as it undergoes renovations. She also stated that none of the renovated units are ready for occupancy.

2800 At Sweetwater (fka Pointe At Sugarloaf), continued

Trend Report

Vacancy Rates

1Q13	1Q15	2Q16	3Q16
4.6%	9.0%	0.3%	13.9%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$775 - \$876	\$0	\$775 - \$876	\$841 - \$942
2016	2	N/A	\$799	\$0	\$799	\$865
2016	3	8.9%	\$865	\$36	\$829	\$895

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$880 - \$1,004	\$0	\$880 - \$1,004	\$963 - \$1,087
2016	2	N/A	\$899	\$0	\$899	\$982
2016	3	14.6%	\$995	\$41	\$954	\$1,037

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$1,115 - \$1,119	\$0	\$1,115 - \$1,119	\$1,217 - \$1,221
2016	2	N/A	\$1,099	\$0	\$1,099	\$1,201
2016	3	21.9%	\$1,320	\$55	\$1,265	\$1,367

4BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$1,329 - \$1,428	\$0	\$1,329 - \$1,428	\$1,455 - \$1,554
2016	2	N/A	\$1,299	\$0	\$1,299	\$1,425
2016	3	25.0%	\$1,525	\$64	\$1,461	\$1,587

Trend: Comments

1Q13 Management indicated that the property is currently running a special where the remainder of the month is free, plus \$100 off February, which is represented in the concessions. The price ranges in the units indicate differences in location, as well as some units that have been sitting longer than others, and are offered at special pricing.

Management representative was not able to provide the annual turnover rate and stated they would have the property manager contact me with that figure. Housing choice voucher tenancy was estimated to be at 30 percent.

An in-unit washer/dryer can be rented for \$38 per month.

1Q15 Management reported that the property became a market rate property and changed its name to the Pointe at Sugar Loaf in 2014. Occupancy was reported as typical for the winter season at the property and the property is 94.75 percent pre-leased. The property operates on the LRO system and rents fluctuate daily based on demand. Management reported that the property offers two parking spaces per unit. The contact was unable to comment on the parking utilization rate at the property. Management was unable to provide vacancy by unit type or information regarding the unit mix at the property.

2Q16 The turnover rate and percentage of seniors living on the property were not available.

3Q16 The property was formerly known as Pointe at Sugarloaf. The property is currently undergoing major exterior and interior renovations. As units become vacant they are being held off-line until renovations are complete. While the contact was not able to provide an exact number, she indicated that the majority of the current vacancies are attributed to the renovations. Further, the property is offering concessions as it undergoes renovations. She also stated that none of the renovated units are ready for occupancy.

Photos



PROPERTY PROFILE REPORT

Columns At Paxton Lake

Effective Rent Date	9/07/2016
Location	4305 Paxton Lane Lilburn, GA 30047 Gwinnett County
Distance	4.1 miles
Units	296
Vacant Units	1
Vacancy Rate	0.3%
Type	Garden (3 stories)
Year Built/Renovated	1995 / 2016
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy
Contact Name	Bridgett
Phone	770.736.0040



Market Information

Program	Market
Annual Turnover Rate	16%
Units/Month Absorbed	15
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	3-5% increase
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	101	888	\$965	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	64	1,154	\$1,050	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	64	1,218	\$1,075	\$0	Market	No	1	1.6%	N/A	None
3	2	Garden (3 stories)	34	1,405	\$1,195	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	33	1,428	\$1,220	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$965	\$0	\$965	\$66	\$1,031
2BR / 2BA	\$1,050 - \$1,075	\$0	\$1,050 - \$1,075	\$83	\$1,133 - \$1,158
3BR / 2BA	\$1,195 - \$1,220	\$0	\$1,195 - \$1,220	\$102	\$1,297 - \$1,322

Columns At Paxton Lake, continued

Amenities

In-Unit

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

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

Security

Limited Access
Patrol
Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Carport
Exercise Facility
Jacuzzi
Off-Street Parking
Picnic Area
Swimming Pool

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

Premium

None

Other

None

Comments

The property does not accept Housing Choice Vouchers. The property has a variety of different floor plans for each bedroom type.

Columns At Paxton Lake, continued

Trend Report

Vacancy Rates

2Q05	3Q16
7.8%	0.3%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2005	2	N/A	\$745 - \$785	\$100 - \$130	\$615 - \$685	\$681 - \$751
2016	3	0.0%	\$965	\$0	\$965	\$1,031

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2005	2	N/A	\$845	\$125	\$720	\$803

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2005	2	N/A	\$870 - \$935	\$130 - \$140	\$740 - \$795	\$823 - \$878
2016	3	0.8%	\$1,050 - \$1,075	\$0	\$1,050 - \$1,075	\$1,133 - \$1,158

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2005	2	N/A	\$1,000 - \$1,045	\$100	\$900 - \$945	\$1,002 - \$1,047
2016	3	0.0%	\$1,195 - \$1,220	\$0	\$1,195 - \$1,220	\$1,297 - \$1,322

Trend: Comments

- 2Q05** This is a market rate property located in the Lilburn submarket. The property is currently 95 percent occupied and is offering concessions in the form of reduced rental rates. All utilities are electric and are paid for by the residents.
- There are three one-bedrooms, 18 two-bedrooms, and 2 three-bedroom units.
- 3Q16** The property does not accept Housing Choice Vouchers. The property has a variety of different floor plans for each bedroom type.

Photos



PROPERTY PROFILE REPORT

Durant At Sugarloaf

Effective Rent Date	8/03/2016
Location	50 Saint Marlowe Drive Lawrenceville, GA 30044 Gwinnett County
Distance	6.6 miles
Units	300
Vacant Units	7
Vacancy Rate	2.3%
Type	Garden (3 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Wellington Ridge
Tenant Characteristics	Approximately 50% families. Approximately 50% of tenants from the Lawrenceville/Snellville/Duluth area & 30% from out of state
Contact Name	Tina
Phone	770.237.9441



Market Information

Program	Market
Annual Turnover Rate	38%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	4-13% increase since 1Q2015
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)	60	715	\$810	\$0	Market	No	0	0.0%	N/A	None
1	1	Garden (3 stories)	48	910	\$856	\$0	Market	No	0	0.0%	N/A	None
2	1	Garden (3 stories)	62	1,110	\$980	\$0	Market	No	2	3.2%	N/A	None
2	2	Garden (3 stories)	36	1,180	\$997	\$0	Market	No	5	13.9%	N/A	None
2	2	Garden (3 stories)	62	1,300	\$1,009	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	8	1,362	\$1,039	\$0	Market	No	0	0.0%	N/A	None
3	2	Garden (3 stories)	24	1,435	\$1,187	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$810 - \$856	\$0	\$810 - \$856	\$87	\$897 - \$943
2BR / 1BA	\$980	\$0	\$980	\$104	\$1,084
2BR / 2BA	\$997 - \$1,039	\$0	\$997 - \$1,039	\$104	\$1,101 - \$1,143
3BR / 2BA	\$1,187	\$0	\$1,187	\$123	\$1,310

Durant At Sugarloaf, continued

Amenities

In-Unit

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

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

Security

Limited Access
Perimeter Fencing

Services

None

Property

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

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

Premium

None

Other

None

Comments

Contact reported 96 percent historic occupancy and noted rents change daily. A premium of \$15 to \$40 exists for lower-level units and lake view units. This profile reflects rents without the premium.

Durant At Sugarloaf, continued

Trend Report

Vacancy Rates

1Q15	1Q16	2Q16	3Q16
2.0%	5.0%	1.0%	2.3%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	1.9%	\$719 - \$823	\$0	\$719 - \$823	\$806 - \$910
2016	1	N/A	\$768 - \$794	\$0	\$768 - \$794	\$855 - \$881
2016	2	N/A	\$809 - \$876	\$0	\$809 - \$876	\$896 - \$963
2016	3	0.0%	\$810 - \$856	\$0	\$810 - \$856	\$897 - \$943

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	0.0%	\$915	\$0	\$915	\$1,019
2016	1	N/A	\$925	\$0	\$925	\$1,029
2016	2	N/A	\$993	\$0	\$993	\$1,097
2016	3	3.2%	\$980	\$0	\$980	\$1,084

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	2.8%	\$888 - \$1,000	\$0	\$888 - \$1,000	\$992 - \$1,104
2016	1	N/A	\$927 - \$1,021	\$0	\$927 - \$1,021	\$1,031 - \$1,125
2016	2	N/A	\$974 - \$1,043	\$0	\$974 - \$1,043	\$1,078 - \$1,147
2016	3	4.7%	\$997 - \$1,039	\$0	\$997 - \$1,039	\$1,101 - \$1,143

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	4.2%	\$1,070	\$0	\$1,070	\$1,193
2016	1	N/A	\$1,087	\$0	\$1,087	\$1,210
2016	2	N/A	\$1,206	\$0	\$1,206	\$1,329
2016	3	0.0%	\$1,187	\$0	\$1,187	\$1,310

Trend: Comments

1Q15 N/A

1Q16 Starting rents were provided based on 12 month lease terms. Occupancy rates have ranged between 95 and 98 percent during the past year.

2Q16 Management indicated that the market rate rental market is strong in the local area.

3Q16 Contact reported 96 percent historic occupancy and noted rents change daily. A premium of \$15 to \$40 exists for lower-level units and lake view units. This profile reflects rents without the premium.

Photos



PROPERTY PROFILE REPORT

Grayson Park Apartments

Effective Rent Date	9/07/2016
Location	1525 Grayson Highway Grayson, GA 30017 Gwinnett County
Distance	5.4 miles
Units	464
Vacant Units	17
Vacancy Rate	3.7%
Type	Various (3 stories)
Year Built/Renovated	2003 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Logansville Villas, Cambridge Downs
Tenant Characteristics	Eastside Medical
Contact Name	Brittany
Phone	678-985-1955



Market Information

Program	Market
Annual Turnover Rate	29%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	7-12% increase since 2Q 2016
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	92	687	\$1,021	\$0	Market	No	4	4.3%	N/A	None
1	1	Garden	93	899	\$1,091	\$0	Market	No	3	3.2%	N/A	None
2	2	Garden	34	1,283	\$1,366	\$0	Market	No	2	5.9%	N/A	None
2	2	Townhouse (2 stories)	43	1,485	\$1,691	\$0	Market	No	1	2.3%	N/A	None
2	2.5	Garden	108	1,064	\$1,311	\$0	Market	No	4	3.7%	N/A	None
3	2	Townhouse (2 stories)	39	1,882	\$1,836	\$0	Market	No	2	5.1%	N/A	None
3	2.5	Garden	55	1,599	\$1,571	\$0	Market	No	1	1.8%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$1,021 - \$1,091	\$0	\$1,021 - \$1,091	\$87	\$1,108 - \$1,178
2BR / 2BA	\$1,366 - \$1,691	\$0	\$1,366 - \$1,691	\$104	\$1,470 - \$1,795
2BR / 2.5BA	\$1,311	\$0	\$1,311	\$104	\$1,415
3BR / 2BA	\$1,836	\$0	\$1,836	\$123	\$1,959
3BR / 2.5BA	\$1,571	\$0	\$1,571	\$123	\$1,694

Grayson Park Apartments, continued

Amenities

In-Unit

Balcony/Patio
Carpet/Hardwood
Coat Closet
Fireplace
Oven
Walk-In Closet

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

Security

In-Unit Alarm
Perimeter Fencing
Video Surveillance

Services

None

Property

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

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

Premium

None

Other

None

Comments

The property was formerly known as Tree Corner and has been under new ownership since 2013. The property does not accept Housing Choice Vouchers. A premium of \$100 is charged for units with attached garages, which have not been reflected in the table. The contact was not able to report if any vacant units had been preleased.

Grayson Park Apartments, continued

Trend Report

Vacancy Rates

2Q12	3Q13	2Q16	3Q16
N/A	0.5%	0.5%	3.7%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$760 - \$840	\$35 - \$117	\$643 - \$805	\$730 - \$892
2013	3	N/A	\$800 - \$899	\$0	\$800 - \$899	\$887 - \$986
2016	2	N/A	\$916 - \$926	\$0	\$916 - \$926	\$1,003 - \$1,013
2016	3	3.8%	\$1,021 - \$1,091	\$0	\$1,021 - \$1,091	\$1,108 - \$1,178

2BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$1,380	\$117	\$1,263	\$1,367
2013	3	N/A	\$940	\$0	\$940	\$1,044
2016	2	N/A	\$1,111	\$0	\$1,111	\$1,215
2016	3	3.7%	\$1,311	\$0	\$1,311	\$1,415

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$905 - \$955	\$60 - \$70	\$845 - \$885	\$949 - \$989
2013	3	N/A	\$995 - \$1,335	\$0	\$995 - \$1,335	\$1,099 - \$1,439
2016	2	N/A	\$1,106 - \$1,551	\$0	\$1,106 - \$1,551	\$1,210 - \$1,655
2016	3	3.9%	\$1,366 - \$1,691	\$0	\$1,366 - \$1,691	\$1,470 - \$1,795

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	2	N/A	\$1,240 - \$1,597	\$103 - \$212	\$1,137 - \$1,385	\$1,260 - \$1,508
2013	3	N/A	\$1,270	\$0	\$1,270	\$1,393
2016	2	N/A	\$1,461	\$0	\$1,461	\$1,584
2016	3	1.8%	\$1,571	\$0	\$1,571	\$1,694

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2013	3	N/A	\$1,525	\$0	\$1,525	\$1,648
2016	2	N/A	\$1,666	\$0	\$1,666	\$1,789
2016	3	5.1%	\$1,836	\$0	\$1,836	\$1,959

Trend: Comments

2Q12	Management stated it does not disclose occupancy and turnover information.
3Q13	Contact noted they recently renovated the interior of the clubhouse. There is a \$16 charge for community lights and trash that shows up on the residents water bills.
2Q16	The contact reported that the property is at its typical occupancy level.
3Q16	The property was formerly known as Tree Corner and has been under new ownership since 2013. The property does not accept Housing Choice Vouchers. A premium of \$100 is charged for units with attached garages, which have not been reflected in the table. The contact was not able to report if any vacant units had been preleased.

Grayson Park Apartments, continued

Photos



PROPERTY PROFILE REPORT

Highland Grove

Effective Rent Date	9/07/2016
Location	1900 Glenn Club Drive Stone Mountain, GA 30087 DeKalb County
Distance	6 miles
Units	268
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	1988 / 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	Sylvia
Phone	770.879.0400



Market Information

Program	Market
Annual Turnover Rate	13%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	2-3% increase
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Garden (3 stories)	N/A	711	\$705	\$0	Market	Yes	0	N/A	N/A	HIGH
0	1	Garden (3 stories)	N/A	649	\$680	\$0	Market	Yes	0	N/A	N/A	LOW
1	1	Garden (3 stories)	N/A	808	\$780	\$0	Market	Yes	0	N/A	N/A	HIGH
1	1	Garden (3 stories)	N/A	729	\$765	\$0	Market	Yes	0	N/A	N/A	LOW
2	2	Garden (3 stories)	N/A	1,078	\$995	\$0	Market	Yes	0	N/A	N/A	HIGH
2	2	Garden (3 stories)	N/A	961	\$894	\$0	Market	Yes	0	N/A	N/A	LOW
3	2	Garden (3 stories)	N/A	1,259	\$1,165	\$0	Market	Yes	0	N/A	N/A	HIGH
3	2	Garden (3 stories)	N/A	1,196	\$1,140	\$0	Market	Yes	0	N/A	N/A	LOW

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$680 - \$705	\$0	\$680 - \$705	\$57	\$737 - \$762
1BR / 1BA	\$765 - \$780	\$0	\$765 - \$780	\$71	\$836 - \$851
2BR / 2BA	\$894 - \$995	\$0	\$894 - \$995	\$83	\$977 - \$1,078
3BR / 2BA	\$1,140 - \$1,165	\$0	\$1,140 - \$1,165	\$94	\$1,234 - \$1,259

Highland Grove, continued

Amenities

In-Unit

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

Blinds
Central A/C
Dishwasher
Ceiling Fan
Garbage Disposal
Refrigerator

Security

None

Services

None

Property

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

Clubhouse/Meeting
Garage
Off-Street Parking
Picnic Area
Swimming Pool

Premium

None

Other

None

Comments

The property does not accept Housing Choice Vouchers. The range in rent is due to sunrooms, balconies, and differences in square footage. The property maintains a waiting list approximately two months in length. Garage parking is available for tenants and ranges in price from \$45 to \$65 per month, which has not been reflected in the table.

Highland Grove, continued

Trend Report

Vacancy Rates

1Q05	2Q05	2Q07	3Q16
1.9%	1.9%	N/A	0.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2005	1	N/A	\$560	\$30	\$530	\$601
2005	2	N/A	\$560	\$30	\$530	\$601
2007	2	N/A	\$625	\$0	\$625	\$696
2016	3	N/A	\$765 - \$780	\$0	\$765 - \$780	\$836 - \$851

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2005	1	N/A	\$769	\$48	\$721	\$804
2005	2	N/A	\$769	\$48	\$721	\$804
2007	2	N/A	\$883	\$0	\$883	\$966
2016	3	N/A	\$894 - \$995	\$0	\$894 - \$995	\$977 - \$1,078

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2005	1	N/A	\$949	\$63	\$886	\$980
2005	2	N/A	\$949	\$63	\$886	\$980
2007	2	N/A	\$1,020	\$0	\$1,020	\$1,114
2016	3	N/A	\$1,140 - \$1,165	\$0	\$1,140 - \$1,165	\$1,234 - \$1,259

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	3	N/A	\$680 - \$705	\$0	\$680 - \$705	\$737 - \$762

Trend: Comments

1Q05	This property is a market rate property that is in average condition. Concession include a \$199 move-in fee which includes the first month's rent. This property accepts Section 8 housing vouchers.
2Q05	This property is a market rate property that is in average condition. Concession include a \$199 move-in fee which includes the first month's rent. This property accepts Section 8 housing vouchers. This property is scheduled to be demolished and the proposed Walton Village development will be constructed on this site.
2Q07	Rents for the one- and two-bedroom units are averages of \$610-\$640 and \$865-\$900 respectively. Varying amenities in the units account for the differing rents. Management reported vacancies but did not state how many per unit type or in total. There are vacancies for all unit types but mostly one-bedrooms. Management also noted that rents have increased since last year but did not know by how much. Judging by the profile trends, rent increased approximately 12 percent for the one-bedrooms, 15 percent for the two-bedrooms, and 8 percent for the three-bedrooms since 2005.
3Q16	The property does not accept Housing Choice Vouchers. The range in rent is due to sunrooms, balconies, and differences in square footage. The property maintains a waiting list approximately two months in length. Garage parking is available for tenants and ranges in price from \$45 to \$65 per month, which has not been reflected in the table.

Highland Grove, continued

Photos



PROPERTY PROFILE REPORT

Stonecreek On The Green

Effective Rent Date	9/13/2016
Location	3974 Annistown Road Snellville, GA 30039 Gwinnett County
Distance	3.2 miles
Units	146
Vacant Units	3
Vacancy Rate	2.1%
Type	Garden (3 stories)
Year Built/Renovated	2003 / 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	Carreesha
Phone	770-979-8822



Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Changes Daily
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	47	884	\$1,110	\$0	Market	No	0	0.0%	N/A	HIGH
1	1	Garden (3 stories)	47	884	\$995	\$0	Market	No	1	2.1%	N/A	LOW
2	2	Garden (3 stories)	18	1,161	\$1,265	\$0	Market	No	0	0.0%	N/A	HIGH
2	2	Garden (3 stories)	18	1,161	\$1,155	\$0	Market	No	1	5.6%	N/A	LOW
3	2	Garden (3 stories)	8	1,354	\$1,315	\$0	Market	No	0	0.0%	N/A	HIGH
3	2	Garden (3 stories)	8	1,354	\$1,315	\$0	Market	No	1	12.5%	N/A	LOW

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$995 - \$1,110	\$0	\$995 - \$1,110	\$87	\$1,082 - \$1,197
2BR / 2BA	\$1,155 - \$1,265	\$0	\$1,155 - \$1,265	\$104	\$1,259 - \$1,369
3BR / 2BA	\$1,315	\$0	\$1,315	\$123	\$1,438

Stonecreek On The Green, continued

Amenities

In-Unit

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

Blinds
Central A/C
Dishwasher
Ceiling Fan
Garbage Disposal
Refrigerator

Security

In-Unit Alarm
Limited Access
Perimeter Fencing

Services

None

Property

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

Car Wash
Courtyard
Central Laundry
On-Site Management
Playground

Premium

None

Other

None

Comments

The property does not accept Housing Choice Vouchers. The range in rents is due to floor level and view.

Photos



PROPERTY PROFILE REPORT

Villas At Loganville

Effective Rent Date	9/08/2016
Location	2935 Rosebud Road Southwest Loganville, GA 30052 Gwinnett County
Distance	3.5 miles
Units	175
Vacant Units	3
Vacancy Rate	1.7%
Type	Various
Year Built/Renovated	2010 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Young families, professionals, many work transfers
Contact Name	Tracy
Phone	770-985-4949



Market Information

Program	Market
Annual Turnover Rate	28%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Changes Daily
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (3 stories)	35	1,332	\$1,214	\$0	Market	No	0	0.0%	N/A	None
2	2	Garden (3 stories)	20	1,186	\$1,111	\$0	Market	No	0	0.0%	N/A	HIGH
2	2	Garden (3 stories)	20	1,186	\$1,099	\$0	Market	No	1	5.0%	N/A	LOW
2	2	Townhouse (2 stories)	30	1,626	\$1,452	\$0	Market	No	0	0.0%	N/A	None
2	2	Townhouse (2 stories)	25	1,603	\$1,427	\$0	Market	No	0	0.0%	N/A	HIGH
2	2	Townhouse (2 stories)	25	1,603	\$1,387	\$0	Market	No	2	8.0%	N/A	LOW
3	2	Townhouse (2 stories)	20	1,626	\$1,753	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2BA	\$1,099 - \$1,452	\$0	\$1,099 - \$1,452	\$104	\$1,203 - \$1,556
3BR / 2BA	\$1,753	\$0	\$1,753	\$123	\$1,876

Villas At Loganville, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Ceiling Fan
Microwave
Refrigerator
Washer/Dryer hookup

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

Security

In-Unit Alarm
Perimeter Fencing

Services

None

Property

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

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

Premium

None

Other

None

Comments

The rents vary based on a variety of factors including vaulted ceilings, kitchen and bath upgrades, patio/balcony, floor level, and view. The property does not accept Housing Choice Vouchers.

Photos



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

Housing Choice Vouchers

TENANTS WITH VOUCHERS		
Comparable Property	Type	Housing Choice Voucher Tenants
Alexander At Stonecrest*	LIHTC/Market	19%
Alexander Crossing Apartments*	LIHTC/Market	10%
Magnolia Pointe*	LIHTC/Market	20%
Magnolia Village*	LIHTC/Market	5%
2800 at Sweetwater*	Market	0%
Columns At Paxton Lake	Market	0%
Durant At Sugarloaf*	Market	0%
Grayson Park Apartments*	Market	0%
Highland Grove	Market	0%
Stonecreek On The Green	Market	0%
Villas At Loganville	Market	0%
Average		4%

*Located outside of PMA

As illustrated in the table, all of the LIHTC properties reported having shares of Housing Choice Voucher tenants. None of the market rate properties reported currently having tenants utilizing housing choice vouchers. The average number of voucher tenants at the LIHTC properties is 14.0 percent and the overall market average is 4.0 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
\$802	\$861	\$996	\$1,315

The gross rents proposed at the Subject are well below the current Housing Choice Voucher payment standards for the local area.

Absorption

Due to development timing, absorption data was not available for the PMA. However, we were able to obtain absorption information from other recently opened properties throughout the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area. The absorption information for these properties is detailed in the following table.

ABSORPTION						
Property Name	City	Type	Tenancy	Opening Date	Total Units	Units Absorbed / Month
Avalon Station	Suwanee	Market	Family	May-16	244	42
Alexan 1133	Decatur	Market	Family	Feb-16	167	19
The Meridian at Redwine	East Point	Market	Family	Nov-15	258	18
Columbia Mill	Atlanta	LIHTC/Market	Family	Jan-14	100	20
Heights at Old Peachtree	Suwanee	Market	Family	Mar-13	258	29
Average						26

The absorption rate for the surveyed properties ranges from 18 to 42 units absorbed per month with an average of 26 units absorbed per month. Suwanee has generally similar access to services and amenities in Atlanta as the Subject, while the remaining comparables offer slightly superior access to Atlanta. Based on the comparables, we anticipate that the Subject will absorb at a rate of 17 to 22 units per month, for 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 Snellville, GA.

3. COMPETITIVE PROJECT MAP

There are no competitive properties within the PMA.

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	10	11	11
Property Information													
Property Type	Garden (3 stories)	Garden (3 stories)	Townhouse (2 stories)	Garden (2 stories)	Garden (3 stories)	Various (2-3 stories)	Garden (3 stories)	Garden (3 stories)	Various (3 stories)	Garden (3 stories)	Garden (3 stories)	Garden (3 stories)	Various (2-3 stories)
Year Built / Renovated	n/a / n/a	2002 / n/a	2003 / n/a	2000 / n/a	2002 / n/a	1997 / 2016	1995 / 2016	2002 / n/a	2003 / n/a	1988 / n/a	2003 / n/a	2001 / 2014	2010 / n/a
Market (Conv.)/ Subsidy Type	LIHTC	LIHTC/ Market	LIHTC/ Market	LIHTC/ Market	LIHTC/ Market	Market	Market	Market	Market	Market	Market	Market	Market
Utility Adjustments													
Cooking	no	no	no	no	no	no	no	no	no	yes	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	yes	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no	no	no
Water	yes	no	no	yes	no	no	no	no	no	no	no	no	no
Sewer	yes	yes	no	yes	no	no	no	no	no	no	no	no	no
Trash Collection	yes	yes	yes	yes	no	yes	yes	no	no	no	no	yes	no
In-Unit Amenities													
Balcony/Patio	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpet/Hardwood	no	yes	no	no	no	yes	no	no	yes	no	no	no	no
Carpeting	yes	no	yes	yes	yes	no	yes	no	no	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	yes	yes	yes	no	yes	yes	no	yes	yes	yes	no
Ceiling Fan	yes	yes	yes	no	no	yes	yes	no	no	yes	yes	yes	yes
Fireplace	no	no	no	no	no	no	yes	no	yes	yes	yes	yes	no
Garbage Disposal	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Hand Rails	no	no	no	no	no	no	no	no	no	no	no	no	no
Microwave	yes	yes	yes	no	no	no	no	no	no	no	no	yes	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	no	no	no	no	no	no	no	no	no	no	no	no	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Vaulted Ceilings	no	no	yes	no	no	no	no	no	no	no	no	yes	no
Walk-In Closet	no	yes	yes	yes	yes	yes	yes	yes	yes	no	no	yes	yes
Washer/Dryer	no	no	no	no	no	no	no	no	no	no	no	no	no
Washer/Dryer hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Property Amenities													
Computer Lab	yes	no	no	yes	no	yes	yes	yes	yes	no	yes	yes	yes
Car Wash	no	yes	yes	no	yes	no	yes	yes	no	yes	yes	yes	yes
Carport	no	no	no	no	no	no	yes	no	no	no	no	no	no
Community Room	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Courtyard	no	no	no	no	no	no	no	no	no	no	yes	no	no
Exercise Facility	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Garage	no	no	no	no	no	no	yes	yes	yes	yes	no	yes	yes
Jacuzzi	no	no	no	no	no	no	yes	no	yes	no	no	no	no
Central Laundry	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Picnic Area	yes	no	no	no	no	yes	yes	no	yes	yes	yes	yes	yes
Playground	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	no
Swimming Pool	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Tennis Court	no	no	no	no	yes	no	yes	yes	yes	yes	no	yes	yes
Volleyball Court	no	no	no	no	no	yes	no	no	no	no	no	yes	no
Wi-Fi	no	no	no	no	no	no	no	no	no	no	no	yes	no
Garage Fee	N/A	N/A	N/A	N/A	N/A	N/A	\$75.00	\$75.00	\$125.00	\$45.00	N/A	N/A	N/A
Security													
In-Unit Alarm	no	yes	yes	no	no	no	no	no	yes	no	yes	yes	yes
Limited Access	no	yes	no	no	yes	no	yes	yes	no	no	yes	yes	no
Patrol	no	yes	no	yes	yes	yes	yes	no	no	no	no	no	no
Perimeter Fencing	no	yes	yes	no	yes	no	yes	yes	yes	no	yes	yes	yes
Video Surveillance	no	yes	no	no	no	no	no	no	yes	no	no	no	no

The Subject will offer balconies/patios, blinds, carpeting, central heat and air conditioning, coat closets, ceiling fans, and walk-in closets. Appliances will include a dishwasher, microwave, oven, refrigerator, and in-unit washer/dryer connections. Eight of the comparables offer exterior storage, five offer fireplaces, all offer garbage disposals, two offer vaulted ceilings, and 10 offer walk-in closets, all of which are in-unit amenities that the Subject will lack. Conversely, one comparable does not offer balconies or patios, four do not offer ceiling fans, and eight do not offer microwaves, 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 slightly inferior to similar.

In terms of common area amenities, the Subject will offer a business center/computer lab, community room, central laundry, an exercise facility, on-site management, picnic area, playground, and off-street parking. Four of the comparables do not offer a business center/computer lab, one does not offer central laundry, five do not offer picnic areas, and two do not offer playgrounds, all of which are amenities that the Subject will offer. Conversely, nine comparables offer a car wash, one offers carports, six offer garages, two offer a Jacuzzi, all offer swimming pools, seven offer tennis courts, two offer a volleyball court, and one offers community wireless internet connectivity, all of which are amenities the Subject will lack. Therefore, the Subject’s common area amenity package will be considered slightly inferior to similar to the LIHTC and market rate comparables. Additionally, only one of the comparable properties offers no form of security feature, as such the Subject will be considered slightly inferior to similar 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 table on the following page illustrates the vacancy rates in the market.

OVERALL VACANCY				
Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Alexander At Stonecrest*	LIHTC/Market	262	2	0.8%
Alexander Crossing Apartments*	LIHTC/Market	240	0	0.0%
Magnolia Pointe*	LIHTC/Market	242	10	4.1%
Magnolia Village*	LIHTC/Market	190	0	0.0%
2800 at Sweetwater*	Market	324	45	13.9%
Columns At Paxton Lake	Market	296	1	0.3%
Durant At Sugarloaf*	Market	300	7	2.3%
Grayson Park Apartments*	Market	464	17	3.7%
Highland Grove	Market	268	0	0.0%
Stonecreek On The Green	Market	146	3	2.0%
Villas At Loganville	Market	175	3	1.7%
Total LIHTC		934	12	1.3%
Total Market		1,973	76	3.9%
Total PMA		885	7	0.8%
Total		2,907	88	3.0%

*located outside of PMA

As illustrated, vacancy rates in the market range from zero to 13.9 percent, averaging 3.0 percent. The average weighted vacancy rate among the LIHTC comparables is 1.3 percent, while the average weighted vacancy rate among the market rate comparables is 3.9 percent. In addition, the overall vacancy rate among the comparables located in the PMA is 0.8 percent. Among the comparables, 2800 at Sweetwater reported the highest vacancy rate. This property is undergoing renovations, and most of the current vacancies are being held off-line for renovations. However, the contact could not comment on the exact number of units being held vacant for this reason, or when these units would be ready for occupancy. Excluding this comparable, the average weighted vacancy rate decreases to 1.7 percent. 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 contacted John Dennis, Zoning Administrator with the City of Snellville regarding new, proposed, or under construction multifamily developments in Snellville. According to Mr. Dennis, there were no new, proposed, or under construction multifamily developments at this time.

In addition, we contacted Alicia Daniels, Assistant City Clerk with the City of Stone Mountain, Heather Hoth, Assistant City Administrator with the City of Grayson, and Nina Ramsey, Deputy Director with the City of Loganville regarding new, proposed, or under construction multifamily developments in their respective areas. However, they were all unaware of any new, proposed, or under construction multifamily developments.

According to DCA allocation lists since 2014, there has been one property allocated tax credits in the Subject's PMA. Evermore Senior Village, which was allocated LIHTCs in 2016, will consist of 58 units targeting seniors earning 50 and 60 percent of the AMI or below, as well as 28 market rate units. The development will consist of one, three-story elevator-serviced lowrise building with 73 units and 13 two-bedroom one-story cottage units. As a senior LIHTC/market rate property, we do not believe that Evermore Senior Village will be competitive to the Subject.

8. Rental Advantage

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

SIMILARITY MATRIX								
#	Property Name	Type	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall
1	Alexander At Stonecrest	LIHTC/Market	Similar	Slightly Inferior	Superior	Superior	Inferior	5
2	Alexander Crossing	LIHTC/Market	Slightly Superior	Inferior	Similar	Superior	Inferior	-5
3	Magnolia Pointe	LIHTC/Market	Similar	Similar	Slightly Superior	Superior	Similar	15
4	Magnolia Village	LIHTC/Market	Similar	Similar	Slightly Inferior	Superior	Slightly Inferior	0
5	2800 at Sweetwater	Market	Similar	Similar	Slightly Superior	Slightly Superior	Slightly Inferior	5
6	Columns At Paxton Lake	Market	Inferior	Inferior	Similar	Slightly Superior	Inferior	0
7	Durant At Sugarloaf	Market	Inferior	Similar	Slightly Superior	Superior	Inferior	-5
8	Grayson Park Apartments	Market	Slightly Inferior	Similar	Superior	Superior	Inferior	5
9	Highland Grove	Market	Inferior	Slightly Inferior	Slightly Inferior	Superior	Similar	-20
10	Stonecreek On The Green	Market	Slightly Inferior	Slightly Inferior	Slightly Superior	Superior	Slightly Inferior	5
11	The Prescott	Market	Slightly Inferior	Inferior	Slightly Superior	Superior	Inferior	-10
12	Villas At Loganville	Market	Slightly Inferior	Slightly Inferior	Similar	Superior	Inferior	-10
13	Wildwood At Stone Mountain	Market	Slightly Inferior	Slightly Inferior	Superior	Superior	Slightly Inferior	5

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

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

LIHTC RENT COMPARISON - @60%		
Property Name	2BR	3BR
Park West (Subject)	\$770	\$850
LIHTC Maximum (Net)	\$787	\$897
Hold Harmless LIHTC Maximum Rents	\$865	\$986
Alexander At Stonecrest*	\$845	\$960
Alexander Crossing Apartments*	\$873	\$997
Magnolia Pointe*	\$825	\$920
Magnolia Village*	\$904	\$1,023
Average (excluding Subject)	\$862	\$975
Novoco Achievable Rent	\$787	\$897

*Located outside of the PMA

The Subject’s proposed two and three-bedroom LIHTC rents are below the maximum allowable levels at the 60 percent AMI threshold. All four of the comparables 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 rents are below the comparable range. The Subject, upon completion, will be considered the most similar to Alexander at Stonecrest and Magnolia Village. These comparables reported vacancy rates of 0.8 percent and zero percent, respectively, and both maintain waiting lists. 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 inferior to slightly inferior, its in-unit amenity package will be similar to slightly inferior, and its age and condition will be superior. Additionally, the Subject’s location will be 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 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
2 BR	\$770	\$825	\$1,795	\$1,168	-34%
3 BR	\$850	\$920	\$1,959	\$1,274	-33%

As illustrated, the Subject’s proposed 60 percent rents are well below the surveyed average when compared to both the LIHTC and market rate comparables. In addition, The Subject’s proposed 60 percent AMI rents are below the surveyed minimum market rate rents. We believe this is reasonable as the Subject, upon completion, will offer generally competitive amenities and will be 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

There are no DCA funded properties in the PMA.

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	29,344	88.2%	3,925	11.8%
2010	37,632	83.2%	7,578	16.8%
2015	37,866	79.6%	9,734	20.4%
Market Entry	39,429	79.3%	10,282	20.7%
2020	40,546	79.2%	10,673	20.8%

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

As of 2015, approximately 79.6 percent of total households in the PMA were owner-occupied, while the remaining 20.4 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 increase slightly.

Historical Vacancy

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

HISTORICAL VACANCY RATES							
Comparable Property	Type	Total Units	1QTR 2013	4QTR 2014	1QTR 2015	2QTR 2016	3QTR 2016
Alexander At Stonecrest*	LIHTC/Market	262	-	-	4.2%	-	0.8%
Alexander Crossing Apartments*	LIHTC/Market	240	-	0.4%	1.3%	0.0%	0.0%
Magnolia Pointe*	LIHTC/Market	242	5.8%	2.9%	2.9%	5.8%	4.1%
Magnolia Village*	LIHTC/Market	190	3.2%	-	-	0.5%	0.0%
2800 at Sweetwater*	Market	324	4.6%	-	9.0%	0.3%	13.9%
Columns At Paxton Lake	Market	296	-	-	-	-	0.3%
Durant At Sugarloaf*	Market	300	-	2.3%	2.0%	1.0%	2.3%
Grayson Park Apartments*	Market	464	-	-	-	0.5%	3.7%
Highland Grove	Market	268	-	-	-	-	0.0%
Stonecreek On The Green	Market	146	-	-	-	-	2.0%
Villas At Loganville	Market	175	-	-	-	-	1.7%
Total		2,907	4.5%	1.9%	3.9%	1.4%	3.0%

*Located outside of PMA

As illustrated in the table, we have limited historical occupancy information for the comparable properties. However, it appears Alexander at Stonecrest and Magnolia Village have demonstrated improved performance, vacancy has remained very low at Alexander Crossing Apartments, while 2800 at Sweetwater is demonstrating above average vacancy due to renovations. 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
Alexander At Stonecrest*	LIHTC/Market	1-14% increase since 1Q 2015
Alexander Crossing Apartments*	LIHTC/Market	0-7% increase since 2Q2015
Magnolia Pointe*	LIHTC/Market	0-6% increase since 1Q2015
Magnolia Village*	LIHTC/Market	5-10% increase since 3Q2013
2800 at Sweetwater*	Market	5-14% increase since 1Q2015
Columns At Paxton Lake	Market	3-5% increase
Durant At Sugarloaf*	Market	4-13% increase since 1Q2015
Grayson Park Apartments*	Market	7-12% increase since 2Q 2016
Highland Grove	Market	2-3% increase
Stonecreek On The Green	Market	Changes Daily
Villas At Loganville	Market	Changes Daily

*Located outside of PMA

As illustrated above, all four LIHTC comparables reported rent increases over the past year, which ranged from five to 149 percent. In addition, five of the seven market rate comparables reported rent increases of two to 14 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 1,829 homes in Gwinnett County, GA was in foreclosure, as of August 2016. Nationally, one in every 1,388 homes was in foreclosure in the nation, and one in every 1,545 homes was in foreclosure in Georgia. As indicated, Gwinnett County has a lower foreclosure rate than the state and the nation.

12. Primary Housing Void

All of the LIHTC comparables reported low to moderate vacancy rates ranging from zero to 4.1 percent and several LIHTC and market rate comparables maintain waiting lists. The other excluded low-income rental housing in the PMA that we contacted also is 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. Effect of Subject on Other Affordable Units in Market

There are no competing LIHTC properties in the PMA. The Subject will be generally superior in condition to all of the LIHTC comparables located just outside the PMA. The LIHTC comparables were built between 2000 and 2003 and maintain low vacancy levels. Additionally, three of the four LIHTC comparables maintain waiting lists. Based on the strong performance of the majority of the LIHTC comparables, as well as the low capture rates, we do not anticipate that the Subject will have a negative 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. 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 indicate 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

Due to development timing, absorption data was not available for the PMA. However, we were able to obtain absorption information from other recently opened properties throughout the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area. The absorption information for these properties is detailed in the following table.

ABSORPTION						
Property Name	City	Type	Tenancy	Opening Date	Total Units	Absorption Rate (Units per Month)
Avalon Station	Suwanee	Market	Family	May-16	244	42
Alexan 1133	Decatur	Market	Family	Feb-16	167	19
The Meridian at Redwine	East Point	Market	Family	Nov-15	258	18
Columbia Mill	Atlanta	LIHTC/Market	Family	Jan-14	100	20
Heights at Old Peachtree	Suwanee	Market	Family	Mar-13	258	29
Average						26

The absorption rate for the surveyed properties ranges from 18 to 42 units absorbed per month with an average of 26 units absorbed per month. Suwanee has generally similar access to services and amenities in Atlanta as the Subject, while the remaining comparables offer slightly superior access to Atlanta. Based on the comparables, we anticipate that the Subject will absorb at a rate of 17 to 22 units per month, for 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

Housing Authority

We spoke with Sharon El, Administrative Assistant with the Georgia Department of Community Affairs, to gather information pertaining to the use of Housing Choice Vouchers. Ms. El reported that the Housing Authority currently issues 17,000 Housing Choice Vouchers to 149 counties throughout Georgia, 15,877 of which are in use, including 1,149 in Gwinnett County. The waiting list is currently closed and consists of 20,525 households. The waiting list is purged annually. The payment standards for Gwinnett County are listed below.

PAYMENT STANDARDS			
Studio	One-Bedroom	Two-Bedroom	Three-Bedroom
\$802	\$861	\$996	\$1,315

Source: Georgia Department of Community Affairs, 9/2016

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

Planning

We contacted John Dennis, Zoning Administrator with the City of Snellville regarding new, proposed, or under construction multifamily developments in Snellville. According to Mr. Dennis, there were no new, proposed, or under construction multifamily developments at this time.

In addition, we contacted Alicia Daniels, Assistant City Clerk with the City of Stone Mountain, Heather Hoth, Assistant City Administrator with the City of Grayson, and Nina Ramsey, Deputy Director with the City of Loganville regarding new, proposed, or under construction multifamily developments in their respective areas. However, they were all unaware of any new, proposed, or under construction multifamily developments.

According to DCA allocation lists since 2014, there has been one property allocated tax credits in the Subject's PMA. Evermore Senior Village, which was allocated LIHTCs in 2016, will consist of 58 units targeting seniors earning 50 and 60 percent of the AMI or below, as well as 28 market rate units. The development will consist of one, three-story elevator-serviced lowrise building with 73 units and 13 two-bedroom one-story cottage units. As a senior LIHTC/market rate property, we do not believe that Evermore Senior Village will be competitive to the Subject.

Snellville-Gwinnett Economic Development Chamber

We attempted to speak with Eric G. Van Ottern, Economic Development Manager with the City of Snellville Economic Development Department regarding business expansions and contractions in Snellville; however, our phone calls and emails were not returned.

Through internet research we discovered that two new restaurants, Taco Bell and Cookout had started construction in early 2016. Additionally, 156 new business licenses have been issued since January 2016. In October 2015, YSS Athletics, an athletic apparel company, expanded their headquarters and manufacturing operations, which doubled their previous office and manufacturing space.

Additionally we contacted the Gwinnett County Economic Development Chamber and were directed to their web-site. The following information details significant economic growth in Gwinnett County over the past year.

- Hendrick Automotive Group opened a consolidated regional headquarters in Gwinnett in August 2016. Since 2015, Hendrick Automotive Group, the largest privately held automotive retail organization in the United States, has invested nearly \$22 million in expansion and relocation projects in Gwinnett County. These expansions are anticipated to create nearly 200 jobs over the next three years. The company currently employs 1,065 employees in Georgia, with nearly 1,000 of those jobs in Gwinnett County.
- Halocarbon Products Corporation (Halocarbon), a leading worldwide producer of specialty fluorochemicals, non-flammable oils, greases and waxes, and inhalation anesthetics announced the location of its corporate headquarters in the City of Peachtree Corners, in Gwinnett County. The headquarters, which opened in August of 2016, will house the executive team, and the company plans to add ten to 20 additional staff members over the next two years.
- Hollis Cobb Associates, a leading accounts receivable management company, expanded its regional headquarters in Duluth in July, 2016. The expansion included the construction of a new 27,000 square foot facility. The facility will allow the company to house their rapidly expanding workforce and is anticipated to bring 200 new jobs to Georgia and Gwinnett County over the next few years.
- ThredUP, an online marketplace for consumers to buy and sell secondhand women's and children's clothing, established a distribution and warehouse operation in Gwinnett County in May of 2016. This project represents more than 300 new jobs to the Gwinnett community. ThredUP has grown more than 200 percent annually since 2011 and closed an \$81 million investment deal led by Goldman Sachs Investment Partners in late 2015.
- Biolife, a plasma collection center, opened in Gwinnett County in April of 2016. It created 50 new jobs and implemented a \$7 million capital investment in the city of Centerville.
- Incomm, a prepaid product and transaction services company, will add 120 new jobs to the area and a capital investment of \$20 million in an expansion in Peachtree Corners and Suwanee. Most of these positions will be in the information and technology field. This project is anticipated to be complete by mid-2017.
- Conway, Inc., the world's only full-service agency in the global corporate investment industry, announced in February of 2016, that it added 15 jobs to its current location and expects to add 25 more employees by the end of this year. The company is located in Peachtree Corners.
- Shake-N-Go and Model Model, a wig and hair accessories company located in Duluth, expanded its product distribution operation in January of 2016. It acquired a 100,000

square foot warehouse and plans to add 100 employees to its operation over the next five years.

- KRAIBURG TPE opened a newly constructed manufacturing facility in Hamilton Mill in December of 2015. The 70,000 square foot building represents a \$15 million investment and the addition of 20 new jobs to the area.

The table below details the new business and expansions in Gwinnett County.

NEW BUSINESS AND EXPANSIONS - GWINNETT CO.						
Date	Business Name	Industry	Location	Expansion/ New	Jobs Created	Investment Value
Apr-17	Incomm	Financial	Peachtree Corners/Suwanee	Expansion	120	\$20,000,000
Aug-16	Hendrick Automotive	Retail	Duluth	Expansion	200	\$22,000,000
Aug-16	Halocarbon	Manufacturing	Peachtree Corners	New	15	N/Av
Jul-16	Hollis Cobb	Financial	Duluth	Expansion	200	N/Av
May-16	threadUP	Online Retail	Duluth	New	300	N/av
Apr-16	Biolife	Medical	Centerville	New	50	\$7,000,000
Feb-16	Conway, Inc.	Financial	Peachtree Corners	Expansion	40	N/Av
Jan-16	Shake-n-Go/Model Model	Retail	Duluth	Expansion	100	N/Av
Dec-15	Kraiburg TPE	Manufacturing	Hamilton Mill	New	20	\$15,000,000
	Total				830	\$64,000,000

Source: Gwinnett Economic Development Chamber, 9/2016

According to the Gwinnett Economic Development Chamber, some 830 new positions have been added, or will be added over the next few years, to Gwinnett County.

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

- The Subject site is located in a mixed-use neighborhood in the southern portion of Snellville. As a new construction, the Subject will offer good visibility and excellent curb appeal. Overall, visibility and access to and from the site are considered good. The Subject site is considered a desirable location for low-income family rental housing and it is expected that the Subject will have positive impact on the local neighborhood.
- From 2010 to 2015, the total population in the PMA increased 1.2 percent annually. This increase is projected to continue 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 34.6 percent and the majority of renter households will consist of two 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.
- 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.
- The Subject's capture rates at the 60 percent AMI level are 6.6 for the two-bedroom units and 25.3 percent for the three-bedroom units, with an overall capture rate of 18.6 percent. Therefore, we believe there is more than adequate demand for the Subject. Further, the derived capture rates are within the Georgia DCA guidelines.
- Due to development timing, absorption data was not available for the PMA. However, we were able to obtain absorption information from other recently opened properties throughout the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area. The absorption information for these properties is detailed in the following table.

ABSORPTION						
Property Name	City	Type	Tenancy	Opening Date	Total Units	Absorption Rate (Units per Month)
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Average						26

The absorption rate for the surveyed properties ranges from 18 to 42 units absorbed per month with an average of 26 units absorbed per month. Suwanee has generally similar access to services and amenities in Atlanta as the Subject, while the remaining comparables offer slightly superior access to Atlanta. Based on the comparables, we anticipate that the Subject will absorb at a rate of 17 to 22 units per month, for 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 13.9 percent, averaging 3.1 percent. The average weighted vacancy rate among the LIHTC comparables is 1.3 percent, while the average weighted vacancy rate among the market rate comparables is 3.9 percent. In addition, the overall vacancy rate among the comparables located in the PMA is 0.8 percent. Among the comparables, 2800 at Sweetwater reported the highest vacancy rate. This property is undergoing renovations, and most of the current vacancies are being held off-line for renovations. However, the contact could not comment on the exact number of units being held vacant for this reason, or when these units would be ready for occupancy. Excluding this comparable, the average weighted vacancy rate decreases to 1.7 percent. 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	2BR	3BR
Park West (Subject)	\$770	\$850
LIHTC Maximum (Net)	\$787	\$897
Hold Harmless LIHTC Maximum Rents	\$865	\$986
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Average (excluding Subject)	\$862	\$975
Novoco Achievable Rent	\$787	\$897

*Located outside of the PMA

The Subject’s proposed two and three-bedroom LIHTC rents are below the maximum allowable levels at the 60 percent AMI threshold. All four of the comparables 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 rents are below the comparable range. The Subject, upon completion, will be considered the most similar to Alexander at Stonecrest and Magnolia Village. These comparables reported vacancy rates of 0.8 percent and zero percent, respectively, and both maintain waiting lists. 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 inferior to slightly inferior, its in-unit amenity package will be similar to slightly inferior, and its age and condition will be superior. Additionally, the Subject’s location will be 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 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
2 BR	\$770	\$825	\$1,795	\$1,168	-34%
3 BR	\$850	\$920	\$1,959	\$1,274	-33%

As illustrated, the Subject’s proposed 60 percent rents are well below the surveyed average when compared to both the LIHTC and market rate comparables. In addition, The Subject’s proposed 60 percent AMI rents are below the surveyed minimum market rate rents. We believe this is reasonable as the Subject, upon completion, will offer generally competitive amenities and will be 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. 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 indicate 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

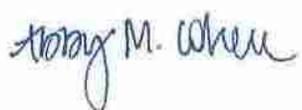
- We have no recommended changes to the Subject that would alter marketability. At the proposed rent levels, the Subject will be supportable as a LIHTC development and in fact, the proposed rents may be increased to the maximum allowable levels.

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 12, 2016

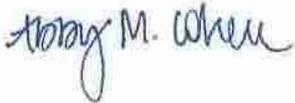
Date

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

October 12, 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.