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*Commercial Real Estate Services*

# COMPLETE SELF-CONTAINED APPRAISAL REPORT

**OF THE PROPOSED RENOVATED**

**MAGGIE RUSSELL TOWER**
**400 RALPH MCGILL BOUEVARD**
**ATLANTA, FULTON COUNTY, GEORGIA**

**EHA File 16-170**

**DATE OF VALUE**
**September 12, 2016**

**DATE OF REPORT**
**December 22, 2016**

**PREPARED FOR**

**Mr. Jerome Russell**
**H. J. Russell and Company**
**504 Fair Street SW**
**Atlanta, Georgia 30313**

**For Use By The**
**Georgia Department of Community Affairs**

**Appraisal Prepared By**
**Everson, Huber and Associates**
**Stephen M. Huber**
**3535 Roswell Road**
**Marietta, Georgia 30062**



*The Principals and Associate Appraisers at EHA are Designated Members, Candidates for Designation, Practicing Affiliates, or Affiliates of the Appraisal Institute.*

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December 22, 2016

Mr. Jerome Russell
H. J. Russell and Company
504 Fair Street SW
Atlanta, Georgia 30313
And
Georgia Department of Community Affairs

RE: A Complete Self-Contained Appraisal Report of the
Proposed Renovated
Maggie Russell Tower
400 Ralph McGill Boulevard
Atlanta, Fulton County, Georgia 30312

EHA File 16-170

Dear Mr. Russell:

At your request and authorization, we conducted the inspections, investigations, and analyses necessary to appraise the above referenced property. We have prepared a complete appraisal report presented in a self-contained format in accordance with the Georgia Department of Community Affairs (DCA) Appraisal Manual. The purpose of this appraisal is to estimate the market value of the fee simple interest in the subject property "as is," market value of the fee simple interest in the underlying site "as if vacant," and prospective market value of the fee simple interest in the subject property "upon completion and stabilization" of the proposed renovations using both restricted and hypothetical unrestricted rents. We were also requested to estimate prospective unrestricted market value at loan maturity and value of the tax credits. The values are predicated on market conditions prevailing on September 12, 2016, which is the date of our last inspection. This appraisal is intended for use by the addressee for internal decision making purposes and may be used and/or relied upon by the Department of Community Affairs and/or assigned to other lenders or participants in the transaction.

The subject property is the 150-unit Maggie Russell Tower apartment complex situated on a 1.662-acre site. It is located at the northwestern corner of Ralph McGill Boulevard and Parkway Drive, 200 yards west of Boulevard, 0.3 mile north of Freedom Parkway, approximately ½ mile east of Interstate 75/85, approximately ½ mile south of US 29/278, and about one mile northeast of the Atlanta CBD. The nine-story tower was built in 1982 and is considered to be in overall average condition. There are 125 one-bedroom, 17 one-bedroom handicap, and eight two-bedroom units. Unit sizes range from 576 to 744 square feet. All of the units are subject to Section 8 contract rents (HAP contract) that are age restricted to 62 and older. The property includes surface parking, a laundry room, community room, TV room, outdoor gazebo and courtyard, and a leasing office. The community is currently 97% occupied according to the provided rent roll. The property is proposed for renovation that will be financed with proceeds from the syndication of federal and state low income housing tax credits. The renovation will pertain to all of the units and common area of the subject. Apartment unit improvements include upgraded finishes, kitchens, ceiling fans, window coverings, and HVAC units. Building improvements are to include the interior foyer area. According to the developer, the renovation is anticipated to begin by June 2017 and is anticipated to be complete within approximately one year.

The subject is more fully described, legally and physically, within the attached report. Additional data, information and calculations leading to the value conclusion are in the report following this letter. This document in its entirety, including all assumptions and limiting conditions, is an integral part of this letter.

The attached narrative appraisal report contains the most pertinent data and analyses upon which our opinions are based. The appraisal was prepared in accordance with the requirements of the Code of Professional Ethics and Standards of Professional Conduct of the Appraisal Institute. In addition, this appraisal was prepared in conformance with our interpretation of the guidelines and recommendations set forth in the Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Foundation, the Interagency Appraisal and Evaluation Guidelines, the Office of the Comptroller of the Currency, and the Financial Institutions Reform, Recovery and Enforcement Act (FIRREA).

Our opinions of value were formed based on our experience in the field of real property valuation, as well as the research and analysis set forth in this appraisal. Our concluded opinions of market value, subject to the attached Assumptions and Limiting Conditions and Certification, are as follows:

# EHA

EVERSON,
HUBER &
ASSOCIATES, LC

*Commercial Real Estate Services*



| APPRAISAL VALUE ESTIMATES | |
|---|---|
| Market Value of the Fee Simple Interest in the Subject "As Is," as of September 12, 2016: | $8,200,000 |
| Per Unit (150): | $54,667 |
| Prospective Market Value of the Fee Simple Interest in the Subject "Upon Completion," Subject to Restricted Rents, As of June 1, 2018: | $10,050,000 |
| Per Unit (150): | $67,000 |
| Prospective Market Value of Fee Simple Interest in the Subject "At Stabilization," Subject to Restricted Rents, As of December 1, 2018: | $10,300,000 |
| Per Unit (150): | $68,667 |
| Hypothetical Prospective Market Value of the Fee Simple Interest in the Subject "Upon Completion," Assuming Unrestricted/Market Rents, As of June 1, 2018: | $11,250,000 |
| Per Unit (150): | $75,000 |
| Hypothetical Prospective Market Value of the Fee Simple Interest in the Subject "At Stabilization," Assuming Unrestricted/Market Rents, As of December 1, 2018: | $11,500,000 |
| Per Unit (150): | $76,667 |
| Prospective Unrestricted Value At Loan Maturity: | $12,700,000 |
| Value of Tax Credits, As of June 1, 2018: | $9,700,000 |
| Market Value of the Fee Simple Interest in the Underlying Subject Site "As Is," as of September 12, 2016: | $1,400,000 |

It was a pleasure assisting you in this matter. If you have any questions concerning the analysis, or if we can be of further service, please call.

Respectfully submitted,

EVERSON, HUBER & ASSOCIATES, LC

By:

A. Mason Carter
Registered Appraiser
Georgia Certificate No. 319489

Stephen M. Huber
Principal
Certified General Appraiser
Georgia Certificate No. CG001350
shuber@ehalc.com

We certify that to the best of our knowledge and belief:

1. The statements of fact contained in this report are true and correct.
2. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions and are our personal, impartial, and unbiased professional analyses, opinions, and conclusions.
3. We have no present or prospective interest in the property that is the subject of this report and no personal interest with respect to the parties involved.
4. We have previously prepared a HUD 223(f) report in September 2013, February 2014, and January 2015. We have also performed a Rent Comparability Study in February 2016. We have performed no other services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
5. We have no bias with respect to the property that is the subject of this report or to the parties involved with this assignment.
6. Our engagement in this assignment was not contingent upon developing or reporting predetermined results.
7. Our compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
8. Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice.
9. Stephen M. Huber and A. Mason Carter made a personal inspection of the subject property. A. Mason Carter assisted in the preparation of this report under the supervision of Timothy P. Huber and Stephen M. Huber.
10. Doug Rivers provided professional assistance, consisting primarily of market research and comparable data verification, to the persons signing this certification.
11. The reported analyses, opinions and conclusions were developed, and this report has been prepared in conformity with the requirements of the Code of Professional Ethics and Standards of Professional Appraisal Practice of the Appraisal Institute.
12. The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.
13. As of the date of this report, we have completed the Standards and Ethics Education Requirement for Associate Members of the Appraisal Institute.
14. The Racial/ethnic composition of the neighborhood surrounding the property in no way affected the appraisal determination.
15. The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Georgia Real Estate Appraiser Classification and Regulation Act, the Rules and Regulations of the Georgia Real Estate Appraisers Board.
16. We have extensive experience in the appraisal of commercial properties and Stephen M. Huber and Timothy P. Huber are appropriately certified by the State of Georgia to appraise properties of this type.

A. Mason Carter
Registered Appraiser
Georgia Certificate No. 319489

Stephen M. Huber
Principal
Certified General Appraiser
Georgia Certificate No. CG001350

**Property Name/Address:** Maggie Russell Tower
400 Ralph McGill Boulevard
Atlanta, Fulton County, Georgia 30312

**Location:** Northwestern corner of Ralph McGill Boulevard and Parkway Drive, 200 yards west of Boulevard, 0.3 mile north of Freedom Parkway, approximately ½ mile east of Interstate 75/85, approximately ½ mile south of US 29/278, and about one mile northeast of the Atlanta CBD.

**Appraisal Identification:** EHA 16-170

**Assessor Parcel No.:** 14-0047-0008-156-8

**Property Identification:** The subject property is the 150-unit Maggie Russell Tower apartment complex situated on a 1.662-acre site. The nine-story tower was built in 1982 and is considered to be in overall average condition. There are 125 one-bedroom, 17 one-bedroom handicap, and eight two-bedroom units. Unit sizes range from 576 to 744 square feet. All of the units are subject to Section 8 contract rents (HAP contract) that are age restricted to 62 and older. The property includes surface parking, a laundry room, community room, TV room, outdoor gazebo and courtyard, and a leasing office. The community is currently 97% occupied according to the provided rent roll. The property is proposed for renovation that will be financed with proceeds from the syndication of federal and state low income housing tax credits. The renovation will pertain to all of the units and common area of the subject. Apartment unit improvements include upgraded finishes, kitchens, ceiling fans, window coverings, and HVAC units. Building improvements are to include the interior foyer area. According to the developer, the renovation is anticipated to begin in June 2017 and is anticipated to be complete within approximately one year.

**Highest and Best Use** As If Vacant: Development with a multifamily use
As Improved: Continued operation as an apartment complex

**Purpose of the Appraisal:** To estimate the market value of the fee simple interest in the subject property "as is," market value of the fee simple interest in the underlying site "as if vacant," and prospective market value of the fee simple interest in the subject property "upon completion and stabilization" of the proposed renovations using both restricted and hypothetical unrestricted rents. We were also requested to estimate prospective unrestricted market value at loan maturity and value of the tax credits.

**Intended Use:** This appraisal is intended for use by the addressee for internal decision making purposes and may be used and/or relied upon by the Department of Community Affairs.

**Property Rights:** Fee Simple

**Date of Inspection/Value:** September 12, 2016

**Date of Report:** December 22, 2016

**Estimated Marketing Time:** 12 months or less

**Appraiser Qualifications:** Appraisers' education, experience and qualifications are provided in the addenda.

**Valuation:**

| APPRAISAL VALUE ESTIMATES | |
|---|---|
| Market Value of the Fee Simple Interest in the Subject "As Is," as of September 12, 2016: | $8,200,000 |
| Per Unit (150): | $54,667 |
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| Prospective Market Value of Fee Simple Interest in the Subject "At Stabilization," Subject to Restricted Rents, As of December 1, 2018: | $10,300,000 |
| Per Unit (150): | $68,667 |
| Hypothetical Prospective Market Value of the Fee Simple Interest in the Subject "Upon Completion," Assuming Unrestricted/Market Rents, As of June 1, 2018: | $11,250,000 |
| Per Unit (150): | $75,000 |
| Hypothetical Prospective Market Value of the Fee Simple Interest in the Subject "At Stabilization," Assuming Unrestricted/Market Rents, As of December 1, 2018: | $11,500,000 |
| Per Unit (150): | $76,667 |
| Prospective Unrestricted Value At Loan Maturity: | $12,700,000 |
| Value of Tax Credits, As of June 1, 2018: | $9,700,000 |
| Market Value of the Fee Simple Interest in the Underlying Subject Site "As Is," as of September 12, 2016: | $1,400,000 |

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## PROPERTY IDENTIFICATION

The subject property is the 150-unit Maggie Russell Tower apartment complex situated on a 1.662-acre site. It is located at the northwestern corner of Ralph McGill Boulevard and Parkway Drive, 200 yards west of Boulevard, 0.3 mile north of Freedom Parkway, approximately ½ mile east of Interstate 75/85, approximately ½ mile south of US 29/278, and about one mile northeast of the Atlanta CBD. The nine-story tower was built in 1982 and is considered to be in overall average condition. There are 125 one-bedroom, 17 one-bedroom handicap, and eight two-bedroom units. Unit sizes range from 576 to 744 square feet. All of the units are subject to Section 8 contract rents (HAP contract) that are age restricted to 62 and older. The property includes surface parking, a laundry room, community room, TV room, outdoor gazebo and courtyard, and a leasing office. The community is currently 97% occupied according to the provided rent roll. The property is proposed for renovation that will be financed with proceeds from the syndication of federal and state low income housing tax credits. The renovation will pertain to all of the units and common area of the subject. Apartment unit improvements include upgraded finishes, kitchens, ceiling fans, window coverings, and HVAC units. Building improvements are to include the interior foyer area. According to the developer, the renovation is anticipated to begin in June 2017 and is anticipated to be complete within approximately one year. The subject is identified as tax parcel 14-0047-0008-156-8 with an address of 400 Ralph McGill Boulevard.

## OWNERSHIP AND PROPERTY HISTORY

According to the Fulton County Tax Assessor's office, the subject is currently owned by Bedford Tower Apartments, Ltd who has reportedly owned the subject since it was built. To the best of our knowledge, there have been no transactions affecting title to the property during the past three years. The subject is currently operating as a senior apartment building and is scheduled for extensive renovation of all units, amenities, parking areas, landscaping, and other site improvements. The renovation will be financed with proceeds from the syndication of federal and state low income housing tax credits. According to the developer, the renovation is anticipated to begin in June 2017 and is anticipated to be complete within approximately one year.

## PURPOSE AND INTENDED USE OF THE APPRAISAL

The purpose of this appraisal is to estimate the market value of the fee simple interest in the subject property "as is," market value of the fee simple interest in the underlying site "as if vacant," and prospective market value of the fee simple interest in the subject property "upon completion and stabilization" of the proposed renovations using both restricted and hypothetical unrestricted rents. We were also requested to estimate prospective unrestricted market value at loan maturity and value of the tax credits. This appraisal is intended for use by the addressee for internal decision making purposes and may be used and/or relied upon by the Department of Community Affairs.

## DATES OF INSPECTION, VALUATION AND REPORT

The values reported are predicated upon market conditions prevailing on September 12, 2016, which is the date of our last inspection. The date of report is December 22, 2016.

## DEFINITION OF MARKET VALUE

Market value is one of the central concepts of the appraisal practice. Market value is differentiated from other types of value in that it is created by the collective patterns of the market. Market value means the most probable price that a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby[1]:

1. Buyer and seller are typically motivated.
2. Both parties are well informed or well advised, and acting in what they consider their own best interests.
3. A reasonable time is allowed for exposure in the open market;
4. Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto.
5. The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

## PROPERTY RIGHTS APPRAISED

We appraised the fee simple interest in the subject property. Real properties have multiple rights inherent with ownership. These include the right to use the real estate, to occupy, to sell, to lease, or to give away, among other rights. Often referred to as the "bundle of rights", an owner who enjoys all the rights in this bundle owns the fee simple title.

> "Fee title" is the greatest right and title that an individual can hold in real property. It is "free and clear" ownership subject only to the governmental rights of police power, taxation, eminent domain, and escheat reserved to federal, state, and local governments[2].

Since the property is appraised subject to short-term leases, this could be construed to be the leased fee estate. However, we are recognizing the interest appraised as fee simple with the stipulated qualification.

## SCOPE OF THE APPRAISAL / APPRAISAL DEVELOPMENT AND REPORTING PROCESS

We completed the following steps for this assignment:

1. Analyzed regional, city, neighborhood, site, and improvement data.

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[1] The Office of the Comptroller of the Currency under 12 CFR, Part 34, Subpart C-Appraisals, ♣34.42(f), August 24, 1990. This definition is compatible with the definition of market value contained in *The Dictionary of Real Estate Appraisal*, Third Edition, and the Uniform Standards of Professional Appraisal Practice adopted by the Appraisal Standards Board of The Appraisal Foundation, 2016-2017 edition. This definition is also compatible with the OTS, FDIC, NCUA, and the Board of Governors of the Federal Reserve System definition of market value.

[2] *The Dictionary of Real Estate Appraisal*, Appraisal Institute, Fourth Edition, 2002; and *The Appraisal of Real Estate*, 13th Edition, Appraisal Institute, 2008.

2. Inspected the subject site and improvements (interior and exterior), comparables and neighborhood.
3. Reviewed data regarding taxes, zoning, utilities, easements, and county services.
4. Considered comparable land sales and improved sales, as well as comparable rentals. Confirmed data with principals, managers, real estate agents representing principals, public records and / or various other data sources.
5. Analyzed the data to arrive at concluded estimates of value via each applicable approach.
6. Reconciled the results of each approach to value employed into a probable range of market value and finally an estimate of value for the subject, as defined herein.
7. Estimated reasonable exposure and marketing times associated with the value estimate.

The site and improvement descriptions included in this report are based on a review of planning, construction, and financial documents provided by the developer; public information; and our experience with typical construction features for apartment complexes. We were provided with a unit mix, a copy of the HAP contract, historical operating statements (2011, 2012, 2014, 2015, and YTD 2016, a rent roll dated July 2016, a renovation scope of work report, and various other professionally prepared documents referenced throughout the report. The available information is adequate for valuation purposes.

To develop an opinion of value, we have prepared a complete self-contained appraisal report that is intended to comply with the reporting requirements set forth under Standards Rule 2-2(a) of the Uniform Standards of Professional Appraisal Practice (USPAP). The value estimate reflects all known information about the subject, market conditions, and available data. This report incorporates comprehensive discussions of the data, reasoning and analysis used to develop an opinion of value. It also includes thorough descriptions of the subject and the market for the property type. The depth of discussion contained in this report is specific to the client's needs and for the intended use stated within the report.

## SPECIAL APPRAISAL INSTRUCTIONS

The purpose of this appraisal is to estimate the market value of the fee simple interest in the subject property “as is,” and prospective market value of the fee simple interest in the subject property “upon completion and stabilization” of the proposed renovations using both restricted and hypothetical unrestricted rents. The following are generally accepted definitions that pertain to the value estimates provided in this report.

### Market Value "As Is" on Appraisal Date

An estimate of the market value of a property in the condition observed upon inspection and as it physically and legally exists without hypothetical conditions, assumptions, or qualifications as of the date the appraisal is prepared. Market value "as is" assumes a typical marketing period, which we have estimated at 12 months or less.

### Prospective Value Upon Completion of Construction

The value presented assumes all proposed construction, conversion, or rehabilitation is hypothetically completed, or under other specified hypothetical conditions, as of the future date when such construction completion is projected to occur. If anticipated market conditions indicate that stabilized occupancy is not likely as of the date of completion, this estimate shall reflect the market value of the property in its then "as is" leased state (future cash flows must reflect additional lease-up costs, including tenant improvements and leasing commissions, for all areas not pre-leased). For properties where individual units are to be sold over a period of time, this value should represent that point in time when all construction and development cost have been expensed for that phase, or those phases, under valuation.

### Prospective Value Upon Achieving Stabilized Occupancy

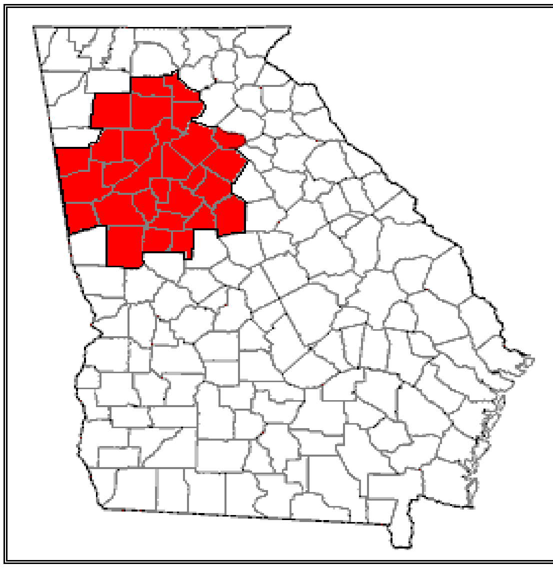
The value presented assumes the property has attained the optimum level of long-term occupancy which an income producing real estate project is expected to achieve under competent management after exposure for leasing in the open market for a reasonable period of time at terms and conditions comparable to competitive offerings. The date of stabilization must be estimated and stated within the report.

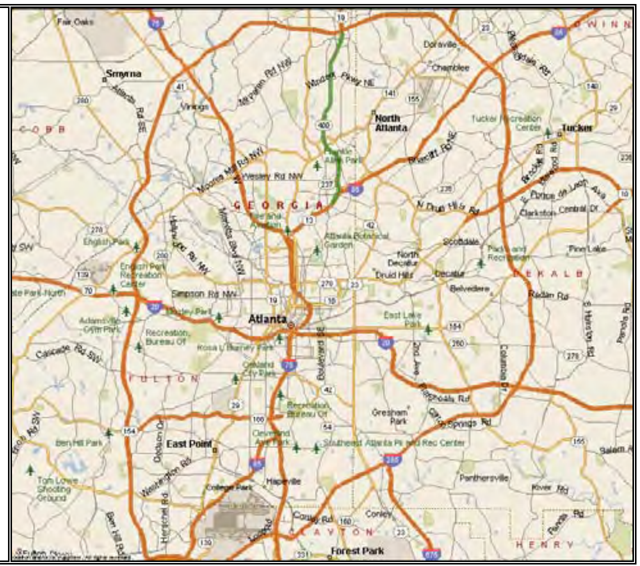
### Hypothetical Condition on Appraisal Date

That which is contrary to what exists but is supposed for purpose of analysis. Hypothetical conditions assume conditions contrary to known facts about physical, legal or economic characteristics of the subject property or about conditions external to the property, such as market conditions or trends, or the integrity of data used in an analysis.

## REGIONAL OVERVIEW

The following section of the report provides an overview of the 28-county Atlanta Metropolitan Statistical Area or MSA.






### Location and Population

Located in the central, northwestern portion of Georgia, Atlanta is the state's capital and largest city. At almost 5.8 million, the current population of the Atlanta MSA has shown moderately strong growth in recent years. As can be seen in the following table, between 2000 and 2010, the MSA grew at a rate over twice as fast as the nation and 1/3 faster than the state of Georgia. From 2010 to 2015, the MSA population growth has doubled the national average and significantly exceeded that of the State of Georgia. Since 2010, the fastest growing counties are Forsyth, Fulton, Cherokee and Gwinnett.

Chief among the factors driving continued expansion of the MSA population are employment opportunities, transportation, climate, standard of living, and Atlanta's dominant position in the southeast for national and international business, industry, and trade. While it is true that most of the growth in the MSA has occurred in the north, available land in that sector is becoming scarce (as the MSA hits the north Georgia mountains and heads towards the Alabama border to the west) and the pattern may more strongly turn to the south and west, where affordable land is available and the strong interstate system facilitates commuting patterns.

The following table shows the Atlanta MSA population trend, county by county, from 1990 to July 2015 (latest available).

| ATLANTA METROPOLITAN STATISTICAL AREA (MSA) POPULATION | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | | | | | 2000 to 2010 Chge. | | 2010 to 2015 Chge. | |
| | 1990 | 2000 | 2010 | Jul-15 | Number | Percent | Number | Percent |
| Barrow | 29,721 | 46,144 | 69,367 | 75,370 | 23,223 | 50% | 6,003 | 9% |
| Bartow | 55,911 | 76,019 | 100,157 | 102,747 | 24,138 | 32% | 2,590 | 3% |
| Butts | 15,326 | 19,522 | 23,655 | 23,593 | 4,133 | 21% | -62 | 0% |
| Carroll | 71,422 | 87,268 | 110,527 | 114,545 | 23,259 | 27% | 4,018 | 4% |
| Cherokee | 91,000 | 141,903 | 214,346 | 235,900 | 72,443 | 51% | 21,554 | 10% |
| Clayton | 184,100 | 236,517 | 259,424 | 273,955 | 22,907 | 10% | 14,531 | 6% |
| Cobb | 453,400 | 607,751 | 688,078 | 741,334 | 80,327 | 13% | 53,256 | 8% |
| Coweta | 53,853 | 89,215 | 127,317 | 138,427 | 38,102 | 43% | 11,110 | 9% |
| Dawson | 9,429 | 15,999 | 22,330 | 23,312 | 6,331 | 40% | 982 | 4% |
| DeKalb | 553,800 | 665,865 | 691,893 | 734,871 | 26,028 | 4% | 42,978 | 6% |
| Douglas | 71,700 | 92,174 | 132,403 | 140,733 | 40,229 | 44% | 8,330 | 6% |
| Fayette | 62,800 | 91,263 | 106,567 | 110,714 | 15,304 | 17% | 4,147 | 4% |
| Forsyth | 44,083 | 98,407 | 175,511 | 212,438 | 77,104 | 78% | 36,927 | 21% |
| Fulton | 670,800 | 816,006 | 920,581 | 1,010,562 | 104,575 | 13% | 89,981 | 10% |
| Gwinnett | 356,500 | 588,448 | 805,321 | 895,823 | 216,873 | 37% | 90,502 | 11% |
| Hall | 95,984 | 139,677 | 179,684 | 193,535 | 40,007 | 29% | 13,851 | 8% |
| Haralson | 21,966 | 25,690 | 28,780 | 28,854 | 3,090 | 12% | 74 | 0% |
| Heard | 8,628 | 11,012 | 11,834 | 11,539 | 822 | 7% | -295 | -2% |
| Henry | 59,200 | 119,341 | 203,922 | 217,739 | 84,581 | 71% | 13,817 | 7% |
| Jasper | 8,453 | 11,426 | 13,900 | 13,365 | 2,474 | 22% | -535 | -4% |
| Lamar | 13,038 | 15,912 | 18,317 | 18,201 | 2,405 | 15% | -116 | -1% |
| Meriwether | 22,441 | 22,534 | 21,992 | 21,190 | -542 | -2% | -802 | -4% |
| Newton | 41,808 | 62,001 | 99,958 | 105,473 | 37,957 | 61% | 5,515 | 6% |
| Paulding | 41,611 | 81,678 | 142,324 | 152,238 | 60,646 | 74% | 9,914 | 7% |
| Pickens | 14,432 | 22,983 | 29,431 | 30,309 | 6,448 | 28% | 878 | 3% |
| Pike | 10,224 | 13,688 | 17,869 | 17,941 | 4,181 | 31% | 72 | 0% |
| Rockdale | 54,500 | 70,111 | 85,215 | 88,856 | 15,104 | 22% | 3,641 | 4% |
| Spalding | 54,457 | 58,417 | 64,073 | 64,051 | 5,656 | 10% | -22 | 0% |
| Walton | 38,586 | 60,687 | 83,768 | 88,399 | 23,081 | 38% | 4,631 | 6% |
| MSA Total | 3,209,173 | 4,387,658 | 5,448,544 | 5,886,014 | 1,060,886 | 24% | 437,470 | 8% |
| State: Georgia | 6,478,216 | 8,186,453 | 9,687,653 | 10,214,860 | 3,736,644 | 18% | 527,207 | 5% |
| U.S. | 248,709,873 | 281,421,906 | 308,745,538 | 321,418,820 | 72,708,947 | 10% | 12,673,282 | 4% |
| Source: U.S. Census Bureau | | | | | | | | |

## Employment By Industry

A key factor in Atlanta's population growth is the strength of its regional economy. Atlanta has a vigorous, diverse economic base. Only broad based, overall declines in the national economy are likely to affect the region’s economy to any significant extent. A breakdown of employment by industry sector within the MSA (from The Georgia Department of Labor) is presented next. Similar data for the State of Georgia is shown for comparison purposes.

| MSA INDUSTRY MIX VS. STATE | | | | | |
|---|---|---|---|---|---|
| | State of Georgia | | | Atlanta MSA | |
| | 2015(04) | % of Total | # | 2015(04) | % of Total |
| Construction | 156,300 | 3.7% | | 104,700 | 4.1% |
| Manufacturing | 372,100 | 8.7% | | 153,900 | 6.0% |
| Finance/Info | 345,400 | 8.1% | | 252,900 | 9.9% |
| Wholesale Trade | 214,600 | 5.0% | | 155,800 | 6.1% |
| Retail Trade | 481,300 | 11.3% | | 276,900 | 10.8% |
| Professional/Business | 635,800 | 14.9% | | 473,700 | 18.5% |
| Health Care/Education | 541,100 | 12.7% | | 316,500 | 12.3% |
| Leisure/Hospitality | 453,300 | 10.7% | | 270,700 | 10.5% |
| Transport/Warehousing/Utilities | 197,800 | 4.6% | | 135,000 | 5.3% |
| Other Services | 154,700 | 3.6% | | 94,900 | 3.7% |
| Government | 693,400 | 16.3% | | 330,000 | 12.9% |
| All Other | 8,800 | 0.2% | | 1,300 | 0.1% |
| **Total Non-Farm** | **4,254,600** | **100.0%** | | **2,566,300** | **100.0%** |
| *Source: Georgia Department of Labor* | | | | | |

Noteworthy is the larger Professional/Business sector in the MSA (largest MSA sector) and the smaller Government sector. The Government sector is the second largest in the MSA, however. The Finance/Info sector in the MSA is also larger than the State.

## Unemployment

The unemployment rates for the Atlanta MSA are detailed below. The MSA rate stays reasonably in line with state and national averages.

| UNEMPLOYMENT RATES - ANNUAL AVERAGES | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | Sep-16 |
| Atlanta MSA | 6.2% | 9.6% | 10.2% | 9.6% | 8.7% | 7.9% | 6.8% | 4.9% | 4.9% |
| Georgia | 6.2% | 9.6% | 10.2% | 9.8% | 9.0% | 8.2% | 7.2% | 5.5% | 5.0% |
| U.S. | 5.8% | 9.3% | 9.6% | 8.9% | 8.1% | 7.4% | 6.2% | 5.0% | 5.0% |
| *Source: Bureau of Labor Statistics, Federal Reserve Bank of St. Louis* | | | | | | | | | |

## Largest Employers

As indicated in the following chart, Atlanta's top employer is Delta Airlines, followed by Emory University, Gwinnett County Public Schools, and AT & T. It is important to note that several of Atlanta's highest profile companies do not quite make the list of largest employers. For example, Coca Cola, Turner Broadcasting, Georgia Pacific, Bank of America, and the Georgia Institute of Technology ($14^{th}$) were under the threshold.

| MAJOR EMPLOYERS - ATLANTA REGION | | |
|---|---|---|
| Rank | Company | Atlanta Employees |
| 1 | Delta Airlines | 30,000 |
| 2 | Emory University | 23,841 |
| 3 | Gwinnett County Public Schools | 19,921 |
| 4 | AT & T | 18,076 |
| 5 | Cobb County Public Schools | 13,633 |
| 6 | Fulton County Public Schools | 10,989 |
| 7 | WellStar Health System | 10,581 |
| 8 | Publix Super Markets | 9,714 |
| 9 | US Postal Service | 9,385 |
| 10 | Home Depot | 9,000 |
| Source: *Atlanta Business Chronicle, Book of Lists 2014 - 2015* | | |

Over the last decade major changes have taken place in the Atlanta employment arena. Lockheed, once a leader, has dropped to 18th and may continue to decline. Both GM and Ford decreased their presence in the area with major plant closures. Delta, which is still quite strong, emerged from bankruptcy and merged with Northwest Airlines, and although the Ford and GM plants closed, Kia opened a new $1 billion 2.2 million square-foot auto plant in 2009 just outside the metro area's southwestern boundary near LaGrange, GA. Another major employer began hiring in the Atlanta vicinity in 2013. Caterpillar opened a large plant in Athens, Georgia (just outside eastern edge of the MSA). By end of 2015 the plant expects to have hired 1,400 new workers at the Athens plant with indications that another 2,800 new positions would evolve from satellite parts and service plants in the area.

Four other major job announcements in 2015-16 are worthy of note: Daimler AG announced it had selected metro Atlanta as the home of its new Mercedes-Benz USA headquarters. The company plans to build a $100M facility and hire about 1,000 employees. Also, State Farm Insurance announced it could employ as many as 8,000 at its new Dunwoody facility (construction underway). Also in 2015, Keurig Green Mountain announced a new manufacturing facility in Douglasville that will create 550 new jobs. In August 2016, NCR announced that, as part of the movement of their HQ facility from Duluth, Georgia to Midtown Atlanta another estimated 1,800 jobs. Also in August Honeywell announced it was building a new software center and Building and Technologies center in downtown Atlanta, adding 730 new (software) positions. Earlier in the summer of 2016, Georgia Pacific announced an expansion of their Atlanta operation, adding 600 new jobs.

**Income, Median Age, Home Value, and Education**

According to a demographic report by STDBOnline, for 2016, the average household income estimate is $81,382 (2010 figure was $85,998), with a median of $57,205. The median home value for the MSA is $192,312 (versus 2010 figure of $145,533). As per the

2016 estimate, 89% of the population had completed high school, and 36% had at a four-year college degree or advanced degree.

## MARKET SECTOR SNAPSHOTS

### Retail

According to the *CoStar Retail Report, Second Quarter 2016,* the Atlanta retail market experienced a slight improvement in market conditions in the second quarter 2016. The vacancy rate went from 7.0% in the previous quarter to 6.8% in the current quarter. Net absorption was positive at 836,312 square feet, and vacant sublease space decreased by (1,495) square feet. Quoted rental rates increased from first quarter 2016 levels, ending at $12.69 per square foot per year. A total of 32 retail buildings with 260,618 square feet of retail space were delivered to the market in the quarter, with 3,225,605 square feet still under construction at the end of the quarter.

### Multi-Family

According to the MPF Research A*tlanta Apartment Market Report – Second Quarter 2016*, Atlanta continues to have inconsistent performance throughout the metro submarkets with revenue growth inside the perimeter and in the northern suburbs. Apartment occupancy and rent growth continue to be strong. *MPF* believes Atlanta's recovery has peaked and conditions have begun to stabilize. Apartment demand topped net supply in the second quarter – 5,627 units to 1,873 units. Occupancy increased 0.8 point quarter-over-quarter, but was down 0.4 point year-over-year. Rents climbed 1.5% quarter-over-quarter. Strongest submarkets are inside the perimeter and in the northern suburbs.

### Office

According to the *PwC Real Estate Investor Survey, Third Quarter 2016*, the Atlanta office market can expect expansion before it reaches its peak in this real estate cycle. Primary reasons cited include steady economic growth, robust leasing velocity, solid fundamentals, limited new construction and a low cost of doing business. The market's average initial year market rent change rate has steadily improved over the past three years. This assumption holds steady this quarter at 3.50%, and it surpasses the aggregate average of 2.77%. Despite these positive attributes, some investors believe that Atlanta is nearing a plateau. Buyers are concerned about today's historically low cap rates and the potential impact of an economic recession on office-space-using job growth. Cap rates had the eleventh consecutive quarterly decline. The average overall cap rate sits at 7.07% as of the end of the third quarter 2016.

According to the *CoStar Office Report, Second Quarter 2016*, the Atlanta Office market ended the second quarter of 2016 with a vacancy rate of 12.0%. The vacancy rate was down relative to the previous quarter, with net absorption totaling positive 895,214 square feet in the second quarter. Vacant sublease space decreased in the quarter, ending the quarter at 1,469,538 square feet. Rental rates ended the second quarter at $21.28, an increase over the previous quarter. A total of three buildings delivered to the market in the quarter totaling 66,887 square feet, with 4,641,630 square feet still under construction at the end of the quarter.

Tallying office building sales of 15,000 square feet or larger, Atlanta office sales figures fell during first quarter 2016 in terms of dollar volume compared to the fourth quarter of 2015. Total office building sales activity in 2016 was up compared to 2015. In the first three months of 2016, the market saw 46 office sales transactions with a total volume of $676,808,161. The price per square foot averaged $137.55. In the same first three months of 2015, the market posted 25 transactions with a total volume of $559,987,360. The price per square foot averaged $196.87. Cap rates have been lower in 2016, averaging 7.57% compared to the same period in 2015 when they averaged 7.77%

**Industrial**

According to the *CoStar Industrial Report, Second Quarter 2016*, the Atlanta Industrial market ended the second quarter 2016 with a vacancy rate of 7.1%. The vacancy rate was down over the previous quarter, with net absorption totaling positive 5,532,792 square feet in the second quarter. Vacant sublease space increased in the quarter, ending the quarter at 2,655,700 square feet. Rental rates ended the second quarter at $4.31, no change over the previous quarter. A total of 12 buildings delivered to the market in the quarter totaling 4,364,916 square feet, with 15,503,493 square feet still under construction at the end of the quarter.

Tallying industrial building sales of 15,000 square feet or larger, Atlanta industrial sales figures fell during the first quarter 2016 in terms of dollar volume compared to the previous quarter. Total year-to-date industrial building sales activity in 2016 is up compared to the previous year. In the first three months of 2016, the market saw 72 industrial sales transactions with a total volume of $333,624,691. The price per square foot has averaged $41.86 this year. In the first three months of 2015, the market posted 51 transactions with a total volume of $151,669,056. The price per square foot averaged $31.95. Cap rates in 2016 are lower, averaging 7.72%, compared to the previous year when they averaged 8.77%.

**Housing**

According to a January 26, 2016 article published in the Atlanta Journal Constitution, average Atlanta home prices slipped in the late fall of 2015. However, the long-term trend has been up: Atlanta prices were still 5.7% higher than a year earlier, beating the national average of 5.4%. The average for the Atlanta market has been surging for more than three years, particularly on the north side of town. Atlanta's average price has risen 52.3 percent since its low in 2012, but is still 7.9 below the previous crest, reached in mid-2007.

According to *Zillow,* from July 2015 to July 2016 home prices rose 10.7%. Their economic team's recent forecast for 2016 expects to see home prices rise 5.4%. Other housing analysts have made similar comments and predictions regarding the Atlanta housing market in 2016, which support additional gains. However, prices will probably fall short of the double-digit increases recorded over the last couple of years.

In April 2016, the Atlanta Business Chronicle reported that the metro Atlanta housing market saw a 6.1% jump in prices in February, according to the latest S&P/Case-Shiller Home Price Indices. "Home prices continue to rise twice as fast as inflation, but the pace is easing off in the most recent numbers," said David M. Blitzer, managing director and chairman of the index committee at S&P Dow Jones Indices. "The slower growth rate is evident in the monthly seasonally adjusted numbers: six cities experienced smaller monthly gains in February compared to January, when no city saw growth."

While financing is not an issue for home buyers, rising prices are a concern in many parts of the country, Blitzer added. "The visible supply of homes on the market is low at 4.8 months in the last report," he said. "Homeowners looking to sell their house and trade up to a larger house or a more desirable location are concerned with finding that new house. Additionally, the pace of new single family home construction and sales has not completely recovered from the recession."

According to the most recent (July 2016) Summary of Commentary on Current Economic Conditions by Federal Reserve Districts, residential real estate contacts across the District continued to report slow but steady growth. Most builders indicated that construction activity was up from the year-ago level. The majority of builders and brokers said home sales were up slightly compared with one year earlier. Most indicated that buyer traffic was equal to or higher than the previous year's level. Builder reports on inventory levels were mixed, while the majority of brokers reported that inventory levels were down from the year earlier level. Builders and brokers continued to note modest gains in home prices. As the summer season approaches, the majority of builders and brokers anticipate sales over the next three months to be comparable or slightly higher than the year-ago level. The majority of builders expect construction activity to increase slightly over the next three months.

### Convention Trade

Tourism is a major business in Atlanta. The city hosts on average about 17,000,000 visitors a year. The industry typically generates between three and four billion in annual revenues. Convention and trade show business ranks as Atlanta's largest industry. Estimates vary, but overall annual attendance is approximately three million, with delegates spending an average of almost $200 per person, per day. To accommodate visitors there are approximately 92,000 hotel rooms in the 28-county metro area. As other cities continue to offer increasing competition for Atlanta's convention business, namely Orlando, Miami, Las Vegas and New Orleans, the city continually strives to improve its facilities. The largest facility, the Georgia World Congress Center (GWCC), completed its expansion from 950,000 to 1.4 million square feet of exhibit space, in 2002. The top trade shows and conventions booked during 2015/16 in Atlanta are shown next.

| TOP TRADE SHOWS AND CONVENTIONS IN ATLANTA FOR 2015/2016 | | |
|---|---|---|
| **Show** | **Estimated or expected No. of Attendees** | **Location** |
| AmericasMart Gift & Home Furnishings Market Jan. | 91,000 | AmericasMart Atlanta |
| AmericasMart Gift & Home Furnishings Market Jan. | 90,000 | AmericasMart Atlanta |
| 2015 Neighborhood Awards | 84,000 | GWCC |
| SEC Football Championship | 74,000 | Georgia Dome |
| Chick-fil-a Bowl | 72,000 | Georgia Dome |
| Chick-fil-a College Kick-Off Game | 70,000 | Georgia Dome |
| Dragon Con | 60,000 | AmericasMart Atlanta |
| Cheersport | 60,000 | GWCC |
| Alcoholics Anonymous 80th International Convention | 57,000 | GWCC |
| Primerica International Convention | 50,000 | GWCC |
| Source: *Atlanta Business Chronicle, Book of Lists 2015-16* | | |

**Transportation**

The Atlanta region's continued emphasis on upgrading the transportation system is a significant factor in the area's economic growth and development. The main focus on improvement has been primarily in three areas over the recent past: the Metropolitan Atlanta Rapid Transit Authority (MARTA) commuter railway project; Hartsfield-Jackson Atlanta International Airport; and the interstate highway system.

MARTA is a public agency that provides mass rail transportation. Its transit system consists of extensive bus service (over 150 routes) and a heavy-rail, rapid transit system in DeKalb and Fulton Counties. The rail system consists of north-south and east-west lines that intersect near the center of Atlanta's CBD. The system currently consists of 47 miles of rail and 38 stations, including one at Hartsfield Airport. Cobb, Gwinnett and Clayton counties also have bus transit systems that have routes to the CBD, as well as links to other MARTA routes.

The interstate highway system in and around Atlanta is well developed. Encircling the city is the six- to 10-lane, 64-mile, I-285. The highway system also includes three major freeways that intersect in the middle of town and radiate out in all directions. These are I-20 (east/west), I-75 (northwest/southeast), and I-85 (northeast/southwest). Additionally, the extension of Georgia Highway 400 from I-285 to I-85 near the downtown connector was completed in 1993. This is Atlanta's first toll road and provides multiple-lane, direct access to the central business district for residents of north Fulton and Forsyth Counties.

Hartsfield-Jackson Atlanta International Airport is the world's largest passenger terminal complex and the world's busiest airport (Source: Airports Council International). Since 1998, Hartsfield-Jackson has been the busiest airport in the world, thus making it the busiest airport in the history of aviation.

**Other Features**

Some additional features of Atlanta are 29 degree-granting colleges and universities and the Jimmy Carter Presidential Center. Atlanta is one of few cities with three major professional sports teams: football with the Atlanta Falcons (1998 NFC Champions); basketball with the Atlanta Hawks; and baseball with the Atlanta Braves (1992, 1996, and 2000 National League Champions and 1995 World Series Champions); The Atlanta Thrashers hockey team moved from Atlanta to Winnipeg, Manitoba in June 2011. Additionally, the Atlanta area hosts a major NASCAR race every year (over 100,000 in attendance). Major recreational attractions include Six Flags Over Georgia, Stone Mountain Park, Lakes Sidney Lanier and Allatoona, and multiple museums and theater venues. New attractions in the Atlanta area include the Georgia Aquarium and Atlantic Station.

Over the last decade, Atlanta has been a huge presence in the world of spectator sports. It all started with its selection as the site of the 1996 Summer Olympics. A key factor in that achievement, as well as the city’s hosting of the 1994 and 2000 Super Bowls, 2002 and 2007 NCAA Men’s Basketball Final Four, 2003 NCAA Women’s Basketball Final Four, and major indoor track events, has been the Georgia Dome. This indoor stadium was completed for the Falcons' 1992 football season. A new, state-of-the-art retractable roof stadium is under construction for the Falcons football team and the Atlanta United soccer team. It should be completed in 2017, and the new facility will host the Super Bowl in 2019. Coupled with recent improvements to the nearby Georgia World Congress Center, it has proven to be a big plus for the city. In addition, the Atlanta Braves are also constructing a new state-of-the-art baseball stadium with an adjacent mixed-used development that will include office space, hotel rooms, various retail stores and restaurants, and an entertainment venue. This project is set to be completed in 2017. The spin-off from the events has further enhanced Atlanta’s reputation as a true international city, not to mention the significant economic impact.

## CONCLUSIONS / OUTLOOK

In November 2015, *Georgia Trend* published an analysis of Atlanta's economic outlook. The following is developed from this analysis.

A revival of population growth and the housing recovery will strongly underpin Atlanta's ongoing economic recovery. A high concentration of college-educated workers, business partners, high-tech companies and research universities will continue to attract high-technology companies in life sciences, research and development, IT, professional and business services, and advanced manufacturing. Life sciences companies are attracted by the presence of the CDC and nonprofits such as the American Cancer Society national headquarters. New high-tech industries (e.g., healthcare IT, cyber security and mobile apps) are growing rapidly in Atlanta. The innovation district that's developing around Tech Square has achieved the critical mass needed to attract high-tech companies like NCR to Midtown Atlanta.

Compared to other large metro areas with strong links to global markets, the cost of living and doing business in the Atlanta MSA are low. Access to workers, especially skilled labor, is vital to business success. And, despite the limits that traffic places on workers, many companies are attracted to Atlanta for its large and diverse pool of employees for both occupations that require a college degree and those that do not.

On an annual average basis, the 28-county Atlanta MSA will add 69,600 jobs in 2016, a year-over-year increase of 2.7 percent. That percentage gain will exceed the gains expected for both the state – 2.3 percent – and the nation – 1.4 percent. Atlanta will account for 75 percent of the state's net job growth; however Atlanta's 2016 job increase will be smaller than the gains posted for 2014 – 88,200 – and 2015 – 77,500.

Expectations of below-average top-line growth, the tightening labor market, slightly higher productivity gains and the strong U.S. dollar will be factors behind the slowdown. More positively, a larger share of the new jobs will be full time rather than part time. Many of the headquarters and other large projects recently announced by the Georgia Department of Economic Development will be located in the metro area. Atlanta's outsized information industry will benefit from expanding film and television production as well as surging demand for more sophisticated wireless services and high-volume mobile data applications.

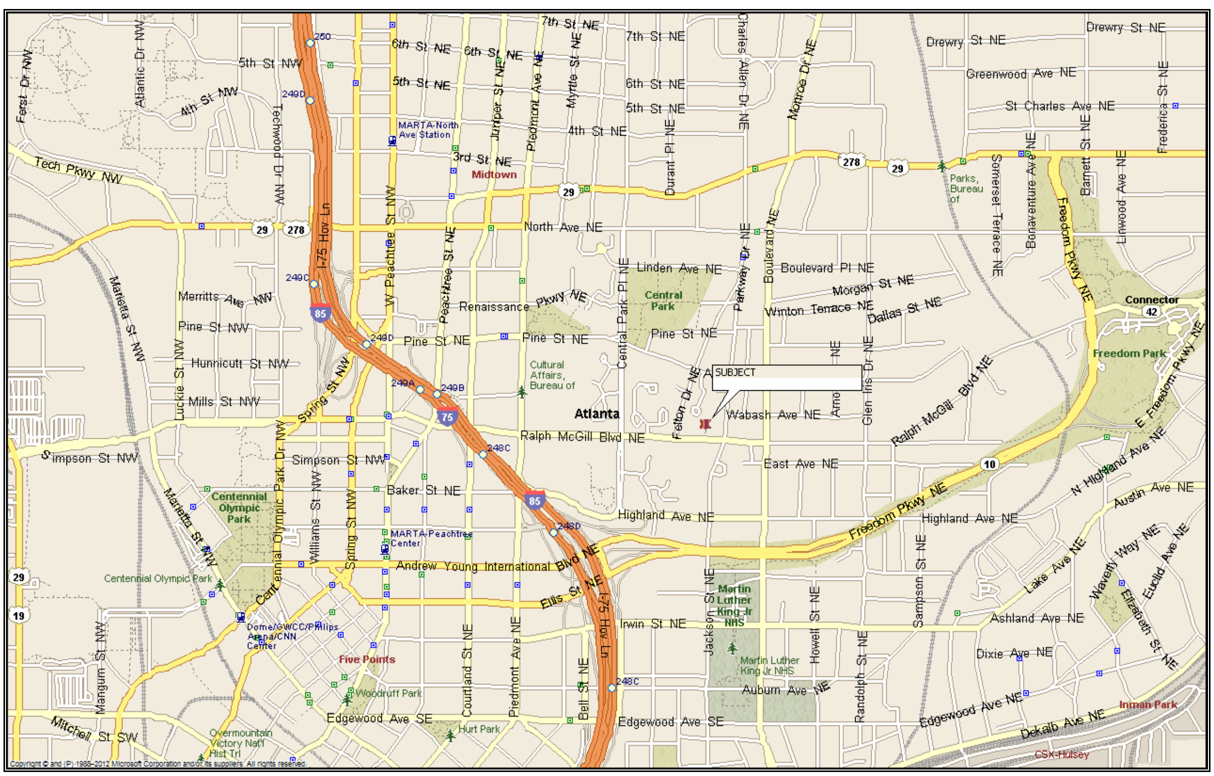
Major improvements at Hartsfield-Jackson Atlanta International Airport bode well for Atlanta's growth. The airport makes the Atlanta area an ideal location to operate corporate headquarters, with multi-state and multi-national companies flying executives and sales people everywhere almost every day. Airport improvements also will help Atlanta to become even more popular as a destination for tourists and people attending business meetings, conventions and trade shows, as well as sporting and cultural events. This, along with cyclical improvements in the national and regional economies, will boost Georgia's hospitality industry. Hotel occupancy rates will be at or near record levels. New attractions such as the Porsche Experience Center and the College Football Hall of Fame will boost Atlanta's appeal to travelers.

Atlanta will continue to develop as an inland port for distribution and warehousing products. The connectivity of Georgia's ports to the interstate system, rail and air cargo is excellent. Sites near Hartsfield-Jackson and its extensive air cargo facilities as well as those near cold storage facilities appeal to manufacturers of perishable biomedical products.

## NEIGHBORHOOD OVERVIEW

### Location

The subject is located at the northwestern corner of Ralph McGill Boulevard and Parkway Drive, approximately ½ mile east of Interstate 75/85, and about one mile northeast of the Atlanta CBD. Neighborhood boundaries are an approximate three-mile radius around the subject. A neighborhood map is presented on the following page with a larger map, as well as a regional map, included in the Addenda.



**Access And Availability Of Utilities**

Access to and within the subject neighborhood is very good. Interstate 75/85 extends through the western portion of the area in a north/south manner and Interstate 20 traverses the area in an east/west direction just south of the subject. These two interstates intersect about 1.5 miles southwest of the subject. Access to both of these roadways is readily available at many intersections within the neighborhood. The subject is approximately ½ mile northeast of the I-85/75/Freedom Parkway interchange and less than 1.5 miles northeast of the I-20/Hill Street interchange.

The local streets are designed in a grid system. A number of them provide multiple lanes and two-way traffic flow, while others provide for one-way flow. Memorial Drive/Highway 154 and Freedom Parkway/Highway 10 provide primary east/west access through the neighborhood. This roadway provides access west through the neighborhood to portions of western metro Atlanta, outside the I-285 perimeter and east, ending just before I-285. Moreland Avenue/Highway 23, Piedmont Avenue/Capital Avenue and Northside Drive/Highway 19 are the primary north/south local traffic arteries serving the area. Each of these roadways handles moderate amounts of traffic and provides access north and south through metropolitan Atlanta, inside of I-285.

Public transportation is readily available in the vicinity of the subject. There are MARTA bus stops in the immediate vicinity, and the Garnett, Five Points, Georgia State and King Memorial MARTA rail stations are located within the subject neighborhood. Utilities available throughout this neighborhood include public water, sanitary sewer, electricity, natural gas and telephone. Police and fire protection are also provided.

**Land Uses**

The immediate area surrounding the subject can generally be described as an older mixed-use district, characterized primarily by institutional, older single- and multi-family residential, and some commercial properties. The area conditions range widely as significant portions are still blighted and others are benefiting from the continued expansion of gentrification.

Increased traffic congestion for the MSA and significant revitalization of "close-in" locations over the last decade has increased the desirability of in-town living. However, within the immediate area there has been less interest in regard to residential development. Multi-family uses in the immediate area are a significant portion of the area's land use, particularly to the north, west, and southwest and are considered to be in overall average condition. Single-family homes can be found to the north and northeast. These homes are generally in only poor to average condition with many being vacant.

Proximate to the west and southwest side of the subject neighborhood, Techwood Homes and Clark Howell redevelopment has removed much of the negative stigma associated with the area, as the project almost completely filled the land area between Centennial Park and the Olympic Village at Georgia Tech's campus. Techwood and Clark Howell were some of the earliest public housing developments in the U.S. The redevelopment replaced these units with a new mixed-income apartment community that has over 700 units. Similar redevelopment of public housing projects has also been undertaken at other sites throughout Atlanta. These include The Village at Castleberry Hill, Magnolia Park, The Villages of East Lake, Collegetown at Harris Homes, Capital Gateway, Auburn Pointe, and Carver Homes. In all of these cases, the existing public housing development was demolished and a new, attractive, mixed-income apartment and/or townhome development was built in its place. This type of redevelopment has spawned supporting single-family residential, loft residential, retail, industrial and other development around these projects. Other redevelopment/revitalization areas include the Chattahoochee Industrial District, the Atlantic Steel sites, and more recently the Amour Industrial District.

Georgia State University (GSU) is located just east of Five Points, approximately one mile southwest of the subject. Also in the area, approximately 2.5 miles southwest of the subject, is the Atlanta university complex (Atlanta University, Spelman, Morris Brown, Morehouse and Clark Atlanta), which occupies much of the central portion of the neighborhood. Underground Atlanta and the City of Atlanta and the Fulton County courthouse complex are less than one mile southwest. Less than 1.25 miles to the southwest of the subject are the World Congress Center, where major conventions and shows are held throughout the year, Georgia Dome (home to the NFL Falcons and scene of major sporting events), and Phillips Arena (home to the NBA Hawks). It is important to note that a new $1.4 billion stadium is currently under construction for the Atlanta Falcons and a new MLS soccer team located adjacent to the Georgia Dome and is anticipated to open in 2017. The Congress Center contains 3.9 million square feet in three main buildings. In total these buildings have twelve exhibit halls, 105 meeting rooms, and two ballrooms. Centennial Olympic Park is located approximately one mile to the southwest. The 21-acre park was developed in 1996 as a symbolic focal point for the Olympic Games. Just east of the Park is the Atlanta Market Center, which totals about 5.0 million square feet and includes the Gift Mart, Apparel Mart, and Merchandise Mart. Also in this vicinity is the 250,000 square foot Georgia Aquarium, World of Coke museum, and the College Football Hall of Fame (opened August 2014), which all surround Centennial Olympic Park.

The Georgia Institute of Technology (Georgia Tech) is located approximately 1.5 miles to the northwest of the subject and is one of the nation's top research universities, with programs focused on advanced science and technology. Georgia Tech's campus occupies 400 acres in the city of Atlanta. Current enrollment includes more than 21,500 undergraduate and graduate students and 900 full time faculty. Georgia Tech is accredited by the Southern Association of Colleges and Schools (SACS) and offers many nationally recognized, top-ranked programs. Georgia Tech is consistently ranked in *U.S. News & World Report*'s top ten public universities in the United States.

Uses immediately adjacent to the subject community include multi family uses to the north and west; small retail and office uses to the east, and the Atlanta Medical Center to the south.

**Area Demographics/Growth and Trends**

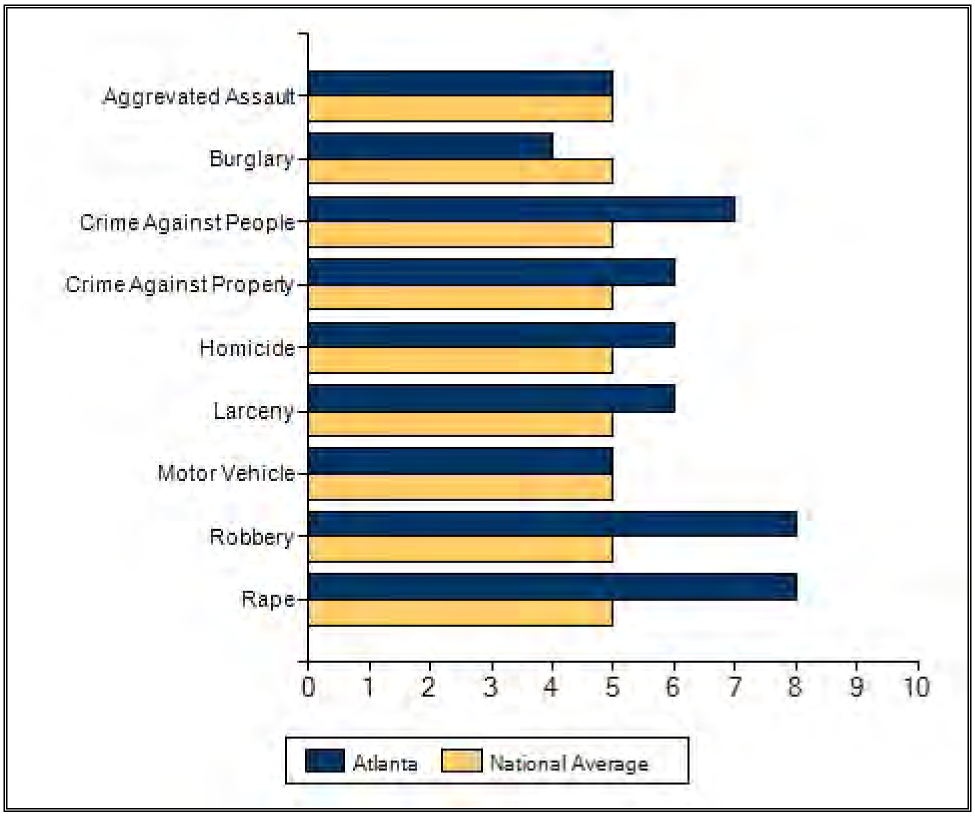
To gain additional insight into the characteristics of the subject's neighborhood, we reviewed a demographic study prepared by ESRI through STDBonline.com. The demographic information in the chart illustrates the conditions of this neighborhood in comparison to the Atlanta MSA.

| DEMOGRAPHICS SUMMARY<br>3 Mile Radius - 3400 Ralph McGill Boulevard, Atlanta, Fulton County, GA 30312 | | | | |
|---|---|---|---|---|
| | **2000** | **2010** | **2016** | **2021** |
| **Population** | 141,276 | 152,223 | 168,757 | 181,610 |
| Growth | | 8% | 11% | 8% |
| **Households** | 60,668 | 70,662 | 78,325 | 85,017 |
| Growth | | 16% | 11% | 9% |
| | | | **3 Mile Ring** | **Atlanta MSA** |
| **Income** | | | | |
| Average HH (2016) | | | $86,933 | $81,382 |
| Median HH (2016) | | | $55,920 | $57,792 |
| Per Capita (2016) | | | $43,035 | $30,041 |
| **Median Home Value** | | | $300,357 | $192,312 |
| **Housing Units** | | | | |
| Renter - Occupied | | | 53% | 34% |
| Owner - Occupied | | | 30% | 56% |
| Vacant | | | 17% | 10% |
| **Education Levels (Adults > 25)** | | | | |
| High School Graduate | | | 93% | 89% |
| 4-Year College Degree / Advanced | | | 60% | 36% |
| **Largest Employ. Categories** | | | | |
| Services | | | 63% | 49% |
| Retail Trade | | | 9% | 12% |
| Finance, Insurance, Real Estate | | | 7% | 7% |
| Transportation/Utilities | | | 5% | 7% |

*Source: ESRI*

As can be seen, the three-mile radius around the subject site has experienced positive growth over the past 15 years and this trend is expected to continue. Housing in the area are more expensive than the MSA, are weighted towards renter-occupancy. Neighborhood households earn higher incomes and have higher educational attainment as compared to the MSA. Employment is diversified but weighted towards services, retail trade and finance, insurance, and transportation/utilities-related professions.

We also referenced *Relocation Essentials* for crime data in the zip code the subject lies within. As shown in the chart below six of the crime categories rate as above the national average (two significantly above), two are at the national average and one is below the national average. The operating performance for the subject does not appear to reflect any abnormal impact from these rates.




In conclusion, the subject property is located in a growing lower-middle-income area of central downtown Atlanta. The area has excellent accessibility, and is well located with respect to availability of labor, supporting services, and surrounding complementary developments. The area's population and households are projected to grow at a moderate pace into the foreseeable future. In addition, the area contains a large amount of older housing which should attract residents to a newly renovated development. These factors suggest the subject area should continue to be a stable location for the subject apartments.

The site and improvement descriptions included in this section are based on a review of planning, construction, and financial documents provided by the developer; public information; and our experience with typical construction features for apartment complexes. We were provided with a unit mix, a copy of the HAP contract, historical operating statements (2011, 2012, 2014, 2015, and YTD 2016, a rent roll dated July 2016, a renovation scope of work report, and various other professionally prepared documents referenced throughout the report. The available information is adequate for valuation purposes.

## SITE DESCRIPTION

| | |
|---|---|
| Address: | Maggie Russell Tower<br>400 Ralph McGill Boulevard<br>Atlanta, Fulton County, Georgia 30312 |
| Location: | Northwestern corner of Ralph McGill Boulevard and Parkway Drive, 200 yards west of Boulevard, 0.3 mile north of Freedom Parkway, approximately ½ mile east of Interstate 75/85, approximately ½ mile south of US 29/278, and about one mile northeast of the Atlanta CBD. |
| Assessor Parcel No.: | 14-0047-0008-156-8 |
| Land Area: | 1.662 acres (72,402 SF) per the survey |
| Shape and Frontage: | The rectangular shaped site has approximately 253' of frontage along the north side of Ralph McGill Boulevard and approximately 284' of frontage along the west side of Parkway Drive. |
| Ingress and Egress: | Access is via one curb cut along the north side of Ralph McGill Boulevard and one curb cut along the west side of Parkway Drive. |
| Soils: | We were not provided a Geotechnical Exploration. We assume the site can support the existing improvements both now and into the future. We have no expertise in this area. We recommend the consultation of a specialist for further questions of this nature. |
| Topography and Drainage: | The subject site is level, building has piped downspouts and paved areas have collection basins. Drainage occurs in a number of directions. The parking/drive areas are sloped to promote subsurface drainage. We are unaware of any drainage issues and assume that none exist. |
| Utilities/Services: | Available utilities include electricity, public water, sanitary sewer, and telephone service. Municipal services that are available include police and fire protection. |

| | |
|---|---|
| Easements: | According to the provided ALTA/ACSM Land Title Survey, there are no detrimental easements impacting the subject property. The Survey notes two easements that are “blanket in nature” for electric power and Comcast communications. No other easements were identified during our inspection. We assume there are easements for utilities that serve the subject. In our analysis, we assume there are no easements that are detrimental to the proposed development. However, we are not qualified in this legal matter. |
| Covenants, Conditions, and Restrictions: | Low Income Housing Tax Credits will provide funding for the proposed renovation with all 150 units restricted to tenants with incomes below 60% of Area Median Income. The compliance period is typically 15 years, but we were not provided any documentation. We are not aware of any other deed restrictions, or restricting covenants, other than zoning. However, this is a legal matter, and we recommend professional counsel for questions of this nature. |
| Flood Zone: | According to a flood map prepared by Floodscape and provided by ESRI, the subject property is identified on Federal Emergency Management Agency Flood Insurance Rate Map Number 13121C0263G, effective date September 18, 2013, and the subject site is located within Zone X. Zone X designations are areas outside of the 100- and 500-year flood hazard areas. |
| Environmental Issues: | We were not provided with an Environmental Assessment Report. No environmental problems were apparent during our inspection, but we are not qualified in this field. This analysis assumes that there is no hazardous material on or in the property, including land and improvements, which would cause a significant loss in value. We reserve the right to adjust our conclusions if any environmental conditions are discovered. |
| Fair Housing: | Appraisers are not an expert in such matters. The impact of such deficiencies are not quantified within this report as they may affect value. Any potential violations of the Fair Housing Act of 1988, Section 504 of the Rehabilitation Act of 1973, and the Americans with Disabilities Act of 1990 and/or 2016 Appraisal Manual DCA 9 of 14 are also not enumerated within this report, nor any accommodations (e.g., wheelchair ramps, handicap parking spaces, etc.) which have been performed to the property or may need to be performed. |
| Conclusion: | The subject site is considered to have adequate overall physical utility for its current use. This conclusion is based on the site’s size, shape, topography, accessibility, and availability of all utilities and services. Additionally, it is our opinion that the improvements reflect good utilization of the site’s physical characteristics. |

## IMPROVEMENT DESCRIPTION

Construction Class: The subject building has a reinforced concrete frame with concrete block and brick exteriors. According to the *Marshall Valuation Service* cost manual, the building qualifies as Class B[1] construction.

Competitive Rating: The subject is perceived in its market as a Class B property in terms of quality, features, amenities and age.

Unit Mix:

| UNIT MIX<br>Maggie Russell Tower | | | |
|---|---|---|---|
| **Type** | **No. Units** | **Size SF** | **Total Unit SF** |
| 1BR/1BA | 125 | 576 | 72,000 |
| 1BR/1BA Handicap | 17 | 600 | 10,200 |
| 2BR/1BA | 8 | 744 | 5,952 |
| **Total / Average** | 150 | 588 | 88,152 |

| | | |
|---|---|---|
| Improvement Summary | Area (SF): | 88,152-SF Rentable / 129,206-SF gross |
| | Year Built: | 1982 |
| | Type: | Mid-rise |
| | Units: | 150 |
| | Floor Plans: | One- and two-bedroom units |
| | Condition: | Average |
| | Buildings/Stories: | One nine-story, interior corridor apartment building with elevator access (2) |
| | Access: | Walk-up with interior corridor |
| Exterior Description | Foundation: | Poured, reinforced concrete |
| | Frame: | Reinforced concrete frame |
| | Exterior Finish: | Concrete block and jumbo brick |
| | Roof: | Flat |
| Interior Living Areas | Walls: | Painted drywall |
| | Windows: | Single-pane glass |
| | Ceiling: | Painted drywall and dropped acoustic tile |
| | Lighting: | Fixtures, fluorescent |
| | Flooring: | Carpet, vinyl tile |

Kitchen Areas: Wood w/ solid laminate countertops, refrigerator, stainless sink, and range/oven

[1] Class B buildings are characterized by reinforced concrete frame in which the columns and beams can be either formed or precast concrete. They may be mechanically stressed. It is a fire-resistant structure. Floors and roofs are formed or precast concrete slabs. The exterior walls will generally be masonry or reinforced concrete curtain walls or any of the many types of wall panels of concrete, metal, glass, or stone, etc. In some Class B buildings, the walls may be partially load- bearing. Interior partitions are often masonry, reinforced concrete or gypsum block, but many lightweight and movable partitions are used where structural walls are not needed. (Source: *Marshall Valuation Service*, January 2016, §1, p. 4-7)

| | | |
|---|---|---|
| Bath: | Porcelain commode, wood vanity cabinet with laminate countertop, single sink, ceramic tile tub/shower combination | |
| Other | HVAC: | Roof mounted units |
| | Electrical/plumbing: | Typical, assumed adequate. Units and common areas are sprinklered. |
| | Interior doors: | Wood |
| | Exterior doors: | Wood |
| | Elevators: | Two |
| | Fire/Safety: | Fully sprinklered with alarm |
| Site Improvements | Parking: | 50 surface parking spaces (including three handicap spaces), presume adequate parking spaces in compliance with local zoning requirements. |
| | Landscaping: | Limited, typical for urban location |

Property Amenities: Common area amenities include surface parking, a laundry room, community room, TV room, outdoor gazebo and courtyard, and a leasing office

Deferred Maintenance/ Capital Issues: Overall, the property is in average physical condition. It is adequately-maintained and clean. No significant deferred maintenance was observed on inspection. It should be noted that we were not provided a Project Capital Needs Assessment (PCNA) report.

Renovations: According to the developer the renovation will pertain to all of the units and common area of the subject. Apartment unit improvements include upgraded finishes, kitchens, ceiling fans, window coverings, and HVAC units. Building improvements are to include the interior foyer area. As noted in a later section, the projected total direct costs (including indirect costs, developer fees or acquisition costs) for the subject is $8,203,928. This equates to $54,693 per apartment unit (150 units) and $93.07 per rentable square foot (88,152 square feet). Total indirect costs are an additional $2,439,245, or $16,262 per unit. Combined direct and indirect costs are $10,643,173 or $70,954 per unit. It should be noted that we were not provided itemized costs.

Utilities: Post renovation the electric, water, sewer, and trash collection will be included in the rent. Our analysis is under this scenario.

Conclusion/Comments: The subject's construction is consistent with older mid-rise apartment complexes in the central metro area and is competitive with other similar-vintage complexes in Atlanta.

**ECONOMIC AGE AND LIFE**

The subject complex was originally built in 1982 and is proposed for a substantial renovation with a total cost per unit of $70,954, which includes direct and indirect costs, but excludes the developer fee. According to *Marshall Valuation Service* cost guide (Section 97, page 10, Multiple Residences, Class D), properties of this type have ‘typical building lives’ of 45 to 55 years. However, this may be extended by a consistent repair schedule. For excellent quality structures the indication is 55 years. It is noted that the foregoing estimates largely pertain to physical life. For purposes of the appraisal we are to estimate *remaining economic life*, which takes other factors into consideration and may vary from remaining physical life. Remaining Economic Life is defined as the estimated period during which improvements will continue to contribute to property value and an estimate of the number of years remaining in the economic life of the structure or structural components as of the date of the appraisal.

Our estimate considers the following factors:

1. The economic make-up of the community and the ongoing demand for the subject type,
2. The relationship between the property and the immediate environment,
3. Architectural design, style and utility from a functional point of view,
4. The trend and rate of change in the characteristics of the neighborhood that affect values,
5. Construction quality, and
6. Physical condition

The subject property is located in an established lower to middle-income area of central metropolitan Atlanta. The area has good accessibility, and is well located with respect to availability of labor, supporting services, and surrounding complementary developments. The area’s population and households are projected to grow at a moderate pace into the foreseeable future.

The subject neighborhood is in a stable life cycle stage, with new development planned and occurring. Some of the competition is the same sort of quality/condition/product type, etc. as the subject, though not age restricted. Some is less upscale. Prevailing underlying land values are stable and recovering, supporting likely ongoing contributory value of the improvements. There are no indications the area will experience any significant changes in the foreseeable future that will impact the economic viability of the subject.

Currently, the subject is good quality construction and is in overall average condition. Post renovation, the subject will be in essentially new condition. The building is interior corridor and served by two elevators. The unit mix and sizes are consistent with competitive properties in the area and fit the senior tenant base well. In addition, the proposed subject has quality, condition and level of amenities that are consistent with other senior communities. There appears to be demand for similar units and this demand should bode well for occupancy at the subject. Considering all of these factors, our estimate of remaining economic life for the subject at completion of renovation is 55 years.

## ZONING ANALYSIS

According to the City of Atlanta Planning and Zoning Office, the subject property is zoned C-4 (Central Area Commercial Residential District). The C-4 district is to provide supporting service functions for those high-intensity modes of mixed-use development in the central area at moderate intensities; to provide areas for the development of commercial structures, high-rise apartment, and office buildings; and to provide the development of high-density employment centers in areas where adequate transportation facilities are available. It appears that the subject apartment complex is in compliance with the current zoning. However, we recommend contacting the local planning and development authority for further questions regarding zoning.

## TAX ANALYSIS

The property is subject to taxation by the City of Atlanta and Fulton County. The 2016 millage rate applicable to the subject is $43.41 per $1,000 of assessed value. Real estate in Georgia is assessed at 40% of the assessor's estimated market value. The 2016 assessment and taxes are illustrated in the following chart. According to the Tax Commissioner’s website, there are no delinquencies for the subject parcel.

**ASSESSMENT AND TAX INFORMATION (2016)**

| Parcel ID | Land Value | Building Value | Total Appraised Value | Assessment (40%) | Millage Rate (Per $1,000) | Taxes |
|---|---|---|---|---|---|---|
| 14-0074-0008-156-8 | $6,714,800 | $96,200 | $6,811,000 | $2,724,400 | $43.41 | $118,266 |

*Source: City of Atlanta and Fulton County Tax Assessor/Commissioner*

The subject will presumably be reappraised at the completion of the renovation; therefore, we analyzed tax assessments at five local comparables, all of which are located within the subject neighborhood and within the city of Atlanta. The comparables were built between 1992 and 2009 with unit counts from 76 to 592. The tax comparables are presented in the following chart.

| 2016 MARKET APARTMENT TAX COMPARABLES | | | | | |
|---|---|---|---|---|---|
| **Comparable** | **One** | **Two** | **Three** | **Four** | **Five** |
| Name: | Auburn Glen | Ashley Collegetown | City View | Alexan 360 | The Prado |
| Address: | 49 Bouleavard | 387 Joseph E. Lowery | 433 Highland Ave | 180 Jackson St. | 400 Central Park Pl. |
| Tax ID No.: | 14 004500020873 | 14 011700030651 | 14 004600050366 | 14 004600071024 | 14 0050LL0191 et al |
| No. of Units: | 271 | 177 | 76 | 592 | 342 |
| Year Built: | 2004 | 2007 | 2003 | 2009 | 1992 |
| Assessed Value Per Unit: | $55,351 | $43,383 | $52,663 | $55,743 | $55,153 |
| *Source: Fulton County Tax Assessor's records* | | | | | |

Although the subject is older than the comparables, its effective age post renovation will be more inline. However, it is worth noting that the subject is comprised of one- and two-bedroom units and has an average unit size of 588 square feet, which are on the small end of the spectrum in terms of size. In addition, the subject is 100% PBRA; thus, it should fall toward the low end or below the assessed value range indicated by the comparables, given lower income expectations. The four comparables present an assessed market value range from $43,383 to $55,743 per unit, with an average of $52,458.

Based on the above, we estimate that the subject's fair market value for tax purposes will fall within a range of $45,000 to $50,000 per unit. We used $48,000 in our analysis, or a total of $7,200,000, which indicates rounded real property ad valorem taxes of a rounded $850 per unit. It should be noted that the developer estimated post-renovation taxes for the subject at $141,451, or $943 per unit. This is summarized in the following chart.

| ASSESSMENT AND TAX ESTIMATE AT COMPLETION | | | | |
|---|---|---|---|---|
| **Total Value** | **Assessed Value** | **Millage Rate** | **Indicated Taxes** | **Per Unit** |
| $7,200,000 | $2,880,000 | $43.410 | $125,021 | $833 |
| Rounded to: | | | | $850 |

For the hypothetical market rent scenario, we increased taxes proportional to the projected higher income, or a rounded 2% ($1,787,520 / $1,816,800 -1 = 1.6%). Given, that the percentage is below 5%, we have applied the same tax amount as the restricted scenario in our analysis.

## APARTMENT INVESTMENT MARKET

The following paragraphs were taken from *Emerging Trends in Real Estate 2016*. According to the study, the highly favored multi-family rental sector has enjoyed a long run of success during this decade. The survey respondents still rate its prospects well, yet the extraordinarily high prices and low cap rates in many locations are giving quite a few of the interviewees pause as they contemplate the future. We may well be seeing the beginning of a shift in investment/development outlook as we go forward in 2016 and later. The executive vice president of a major national developer remarked, "I have never seen the apartment sector so good. That will change. There is too much building in some markets. High rent increases will have to come down." A private equity manager observed, "This is a great market to sell. Investing is more challenging."

Too often, issues in this sector are conflated in an attempt to draw a broadly sketched picture. The urban/suburban choice, for instance, is frequently identified with the rent/buy choice, and that's just not the case. An investment banker stated, "The question is now: do people want to own a house, or do they want to live in the city and rent an apartment? Is property ownership still a main trend?" Many couch the discussion in such a framework. But, for residential investment, a huge range of options means that there are selections for investors and developers in all products. A fine-grained look in this sector is not only essential analytically, but also the key for those who need to pull the trigger on deals. An analyst with one of the major housing data firms believes that the size of generation Y ("a very interesting cohort") should support expanding housing demand for both rentals and ownership housing. It is not an either/or proposition. "The demographic forces are very positive to support residential construction, support multifamily, while serving a growing need for additional single-family housing stock."

Institutions have enjoyed a "golden era" in the apartment market. Robust leasing activity has continued in 2015, pushing occupancy and rent growth higher even as multi-family development accelerated swiftly. NCREIF has reported double-digit total returns continuing, with the garden apartment subsector moving ahead of higher-density residential, largely on the strength of superior net operating income (NOI) growth. According to a mid-year 2015 report by Real Capital Analytics, the garden apartment sector is also seeing stronger investment volume growth in the transaction data. While the pressure of institutional investment competition in this recovery has inexorably pushed cap rates lower for mid- and high-rise multi-family assets, garden apartments have maintained average cap rates above 6 percent, compared with mid-/high-rise going-in rates that average 4.9 percent. Some adopt the Baseball Hall of Famer "Wee" Willy Keeler's advice: "Keep your eye on the ball and hit 'em where they ain't." A West Coast investment manager reported an investment program on Florida's Gulf Coast - still rebounding from the sub-prime mortgage crisis - where good-quality apartment complexes have been acquired at 7.5 percent cap rates at prices in the $50,000 to

$75,000 per unit range. So with many echoing the financier who reported, "Values in New York and San Francisco are just ridiculous," there is a trend in finding multi-family housing opportunities where costs are more manageable, looking more favorably to the garden apartment subsector.

For some investors, the best tactical approach means taking profits in a market that will still be strong in 2016, and redeploying the capital into preferred assets. A Wall Street fund manager comments, "Our portfolio has very much evolved. We are selling out of the older-style apartments at very high prices and replacing them with newer and much more urban properties in the seven or eight target markets where we can create scale." A public pension fund investor calls luxury apartments in urban infill areas the "best bet" for 2016: "We love the big three [Manhattan, San Francisco, Los Angeles] and we also like the multi-family markets in Seattle, Dallas, and Atlanta." Others, such as the president of a Southeast brokerage, also encourage a close look at what is going on in the regional markets with which he is familiar. "Downtown housing has more of a boutique feel than in New York. Millennials here can rent affordably at incomes of $125,000." This interviewee went on to mention that this group's downtown experience has led to interest in close-in for-sale housing as a next step. And as for the proposition that educational choices will drive millennials to traditional suburbs eventually, he notes that charter schools and homeschooling have expanded educational choice: neither needs the traditional suburb to be successful. While many other interviewees still view schools as the stumbling block to city living (as one institutional investor argued, "Unless you can fix the school system in urban areas, as much as millennials say they'll never go to the suburbs, when they have children they probably will"), others concur with the position stated in the previous paragraphs ("I definitely don't think you'll find [gen Y] moving for a school district; they might find a magnet school," as a seasoned appraiser-consultant said in her interview).

With the evolution of 18-hour cities, more places around the country are benefiting from additional diversity and complexity in their populations and economic bases. A Tennessee developer lauds the planning trend to rethink "separation of uses" zoning. He believes that "it is smart to seek an environment where something is going on every night." Mixed-use development in such a context reinforces value across the varied uses. An executive with a retail REIT concurs, "Infill and MXD [mixed-use development] are megatrends, and horizontal MXD is easier than vertical. It is more efficient, too, since you have greater cross-use of the parking requirement over the course of the day." A New York–based firm that intermediates cross-border investment has been doing ground-up apartment development in spots like Altamont Springs outside Orlando; Revere, Massachusetts, near Boston; and the Clayton suburb near St. Louis. "We see these as infill locations, too, not sprawl at the perimeter - and our projects have been exceeding pro-forma projections."

Quite a hangover remains from the U.S. housing market collapse, epitomized by the subprime mortgage - induced bubble a decade ago. More than 7.4 million homeowners are still seriously underwater as of mid-2015, with the market value of the homes 25 percent or more lower than the outstanding mortgage balance, according to Realty Trac. Based on such data, a Wall Street finance specialist sees a slow recovery in the suburban housing markets and a disincentive for home buying for now. Such conditions surely influence the buy/rent decision. Many have spoken of the trauma felt by millennials who saw their families' net worth evaporate in the housing debacle. Those scars, they feel, will be very slow to heal. Moreover, the tenuous situation they experience in terms of job security gives them pause when contemplating a long-term mortgage commitment. "Jobs are not 'sticky' anymore," declares an executive with a global investment and asset manager, "and this impacts on the home purchase and mortgage decision." With such factors in mind, many long-term investors align with an institutional investor who concludes for the years ahead, "We are still bullish on the apartment sector, although there are certainly markets with emerging supply issues. Overall, we think that the demographic tailwind for rental apartments and continued urbanization is a longer-term trend.

A Chicago-based developer described the difference between product for millennials and baby boomers this way: "The gen Y product is a 700-square-foot apartment at $2,000 per month, but empty nesters need 1,500 square feet." This is another instance where granular market analysis is absolutely required. Lest we think this is simply the case in the largest U.S. cities, listen to a Nashville housing investor/developer: "My key demographic is women in their 60s, whose social life centers on their jobs and their church affiliations. They need a low-maintenance home with enough size and community amenity to be happy at this stage in life. The micro unit is not the answer for this group." And a West Coast investor wonders about the durability of the market for such a product: "When people are successful, they don't want to be crammed into micro units." So even as we see a push in demand coming from new household formation, as jobs become more plentiful and release "boomerang" kids into the housing market, there will be a need for a range of development - not just luxury. A challenge for the industry is making the economics of affordable housing work. As one investment manager noted, both ends of the income inequality spectrum need to be satisfied: "We need to ask where workers will be living." One consultant from the Carolinas maintains, "We are going to have to deal with affordable housing in a more holistic way." A private developer in Florida defines the issue even more sharply: "Affordable housing is much more than simply a real estate issue. It is a significant cultural issue. Products will be delivered that will accommodate millennials, small/ young families, workforce housing - and how that housing changes in size of home, style of home, where they are located, and how they're constructed." That challenge will not be going away in 2016, 2017, or 2018. It is safe to label it an "emerging trend."

According to the *PwC Real Estate Investor Survey – Second Quarter 2016*, most investors in the Survey's three regional apartment markets, Mid-Atlantic, Pacific, and Southeast believe that current market conditions favor sellers. However, some are still watching trends that could have a detrimental effect on apartment values during the balance of this year. "One of the key factors behind property value changes will be the availability of investment capital," remarks an investor focused on the Mid-Atlantic region. A participant primarily investing in the Pacific region explains, “we are watching renovations of 1990s product, where owners are investing substantially and turning over a large number of units.” In the Southeast region, concerns include “weakening investor confidence” and “rent concessions in cities with high levels of new supply.”

Investors in the Survey’s three regional apartment markets have varied concerns, such as the growing supply of upscale apartments and the impact on rents in the Mid-Atlantic and Southeast regions, as well as the vast amount of equity chasing value-added opportunities in the Pacific region. “We are worried about some softness entering this area,” states a participant focused on the Mid-Atlantic region. An investor in the Pacific region wonders “if there is a bit of a pricing bubble for value-added buys?” Currently, pricing in the Southeast region apartment market parallels the nation, where the average price is 103.8% of replacement cost. Pricing in the Mid-Atlantic region is the lowest of the three Survey apartment regions at 102.5% of replacement cost and is the highest in the Pacific region at 106.0%. Even though pricing is the highest in the Pacific region, investors foresee the greatest property value increases there in the coming year with an average expected appreciation of 4.6% – higher than the Mid-Atlantic region at 2.5% and the Southeast region at 2.1%.In spite of escalating prices in all three regions, buyers remain eager to purchase apartment assets as evidenced by record sales in 2015. According to Real Capital Analytics, two of the top-five metros for total sales included Los Angeles (ranked third) in the Pacific region and Atlanta (ranked fourth) in the Southeast. The Northern Virginia suburbs (Mid-Atlantic region)and Seattle (Pacific region) ranked fifth and sixth, respectively, in terms of sales volume. Even with robust sales activity, only one region reveals a quarterly decline in its average overall cap rate. In the Pacific region, this key assumption falls 27 basis points. In contrast, it increases 11 basis points in the Mid-Atlantic region and holds steady in the Southeast region. Over the next six months, investors foresee overall cap rates holding steady in each region.

The *PwC Survey* indicates that overall capitalization rates for the national apartment market range from 3.50% to 8.00%, with an average of 5.35% (institutional-grade properties). The average rate is unchanged from the previous quarter and is down one basis point from the same period one year ago. Investors indicated inflation assumptions for market rent generally ranging between 0.00% and 6.00%, with an average of 3.18%, which is unchanged from the prior quarter and up 35 basis points from the same period one year ago. Additionally, these investors quoted an expense inflation rate between 2.00% and 4.00%, with an average of 2.91%, up 10 basis points from the prior quarter and up 17 basis points from the same period one year ago. Internal rate of return (IRR) requirements for the investors ranged from 5.00% to 10.00%, with an average of 7.28%, which is up two basis points from the previous quarter, and down five basis points from the same period one year ago. The average marketing time ranged from one to nine months, with an average of 3.8 months, which is unchanged from the prior quarter and down from 4.1 months one year ago.

The *PwC Survey* indicates that overall capitalization rates for the southeast apartment market range from 3.75% to 7.00%, with an average of 5.30% (institutional-grade properties). The average rate is unchanged from the previous quarter and is down 15 basis points from the same period one year ago. Investors indicated inflation assumptions for market rent generally ranging between 1.00% and 400%, with an average of 3.05%, which is unchanged from the prior quarter and up 10 basis points from the same period one year ago. Additionally, these investors quoted an expense inflation rate between 2.00% and 3.00%, with an average of 2.80%, unchanged from the prior quarter and from the same period one year ago. Internal rate of return (IRR) requirements for the investors ranged from 6.00% to 10.00%, with an average of 7.58%, which is unchanged from the previous quarter, and down two basis points from the same period one year ago. The average marketing time ranged from one to six months, with an average of 3.1 months, which is unchanged from the prior quarter and up from 3.0 months one year ago.

## ATLANTA APARTMENT MARKET

According to the *MPF Research,* A*tlanta Apartment Market Report – Second Quarter 2016*, Atlanta has many strengths, including a business-friendly environment, vast transportation and manufacturing infrastructure and an educated workforce. However, the metro remains split in terms of both the local economy and the local apartment market, which is seeing a late-cycle recovery. Rapid apartment revenue growth in recent quarters follows economic gains inside perimeter submarkets and in the northern suburbs. Economic gains have pushed job growth levels into strong territory. Job growth should continue over the short term, but long-term sustainability remains in question. Stronger job growth has led to improving demand for rental housing. It has absorbed some of the single-family inventory and resulted in higher occupancy and strong rent growth in the apartment market. As a result, apartment occupancy and rent growth levels remain well above historical norms. Atlanta now ranks among the top major US metros for revenue growth in recent quarters. For both occupancy and rent growth, middle- and upper-tier apartments have been the clear leaders, as lower-tier units continue to lag. Upper tier submarkets within the perimeter and in the northern suburbs are experiencing the best performance. New supply has increased, but is concentrated primarily within the perimeter. All told, the Atlanta apartment market is showing strong growth, though not universally, with clear winners and losers among market segments.

### Rents and Occupancy Summary

In the 2nd quarter 2016, quarterly demand was 5,627 units. Completions registered at 1,873 units, coming in ahead of the five-year average (1,400 units). On an annual basis, demand topped net supply, 9,692 units to 7,408 units. In turn, occupancy tightened 0.8 points quarter-over quarter, and was up 0.6 points year-over-year, to 94.8%. Meanwhile, rents climbed 1.5% from the previous quarter and were up 6.0% annually.

### Demand

Apartment demand remains robust, as annual absorption has been between 8,300 and 12,500 units for the last 11 quarters, in line with the five-year average of about 8,400 units. Demand registered 12,476 units in third quarter 2015, the highest annual total since third quarter 2010. With existing middle-and upper- tier product essentially full, much of the recent demand appears to be going to the lease-up of new supply and some back-filling of older, lower-tier units. High supply submarkets continue to see healthy demand levels. Future demand levels depend on the pace of sustainable job growth and to what extent the single-family housing market impacts apartments in Atlanta. Demand should remain solid in stronger performing submarkets, but will likely struggle in weaker areas.

### Investment Market

Transaction volumes in Atlanta remain strong among the highest in the country. The dollar volume of apartment deals landed at $5.5 billion in the year-ending 2$^{nd}$ quarter 2016, down 16.7% year-over-year. The dollar volume of transactions placed Atlanta fifth nationally and second in the South region, behind Washington D.C. A total of 218 multi-family transactions took place in Atlanta over the past year, the third most nationally and the most in the region. Such large transaction volumes reflect relatively high liquidity compared to a majority of country. The average price per unit year-to-date in the Atlanta area was about $93,000, which was roughly $15,000 shy of the South region average. Pricing has increased in recent years as cap rates continued to compress. In the year-ending 2$^{nd}$ quarter 2016, cap rates averaged 6.24%, down 12 basis points from the same period one year ago.

### Single-Family Snapshot

Atlanta is still absorbing excess single-family home inventory left over from the recession. A total of 97,720 homes sold in Atlanta in the year ending 2nd quarter 2016, down 0.6% year over year, but 3.1% above the five-year average. Single-family permit volumes have been on a steady upward trend. Atlanta’s affordable for-sale and rental single-family-home markets remain a competitor to the apartment market. As of 1st quarter 2016, the Atlanta home ownership rate landed ate 62.9%, which is short of the national average by roughly 0.5 points.

## THE SUBJECT'S DOWNTOWN SUBMARKET

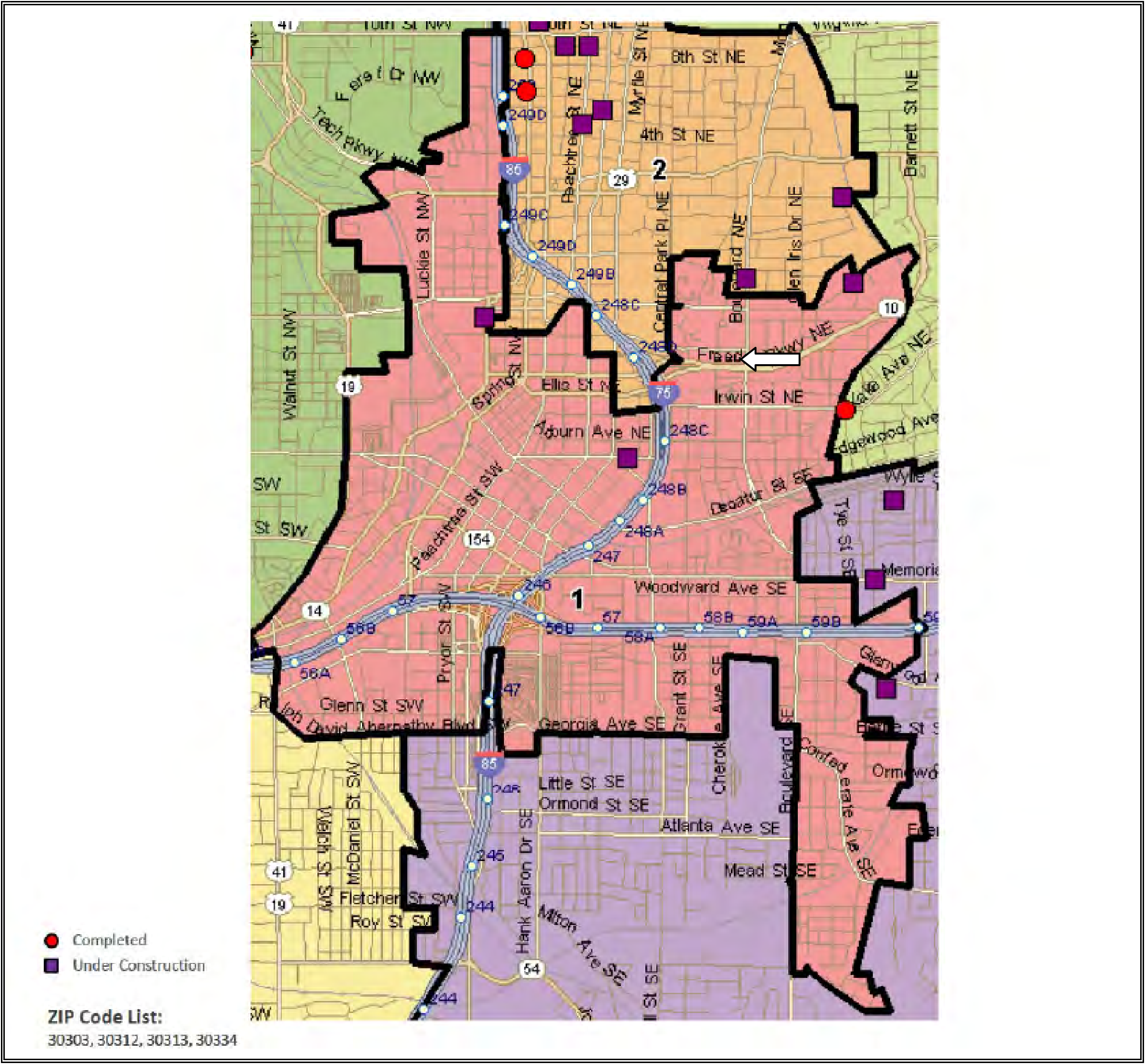
### Inventory

According to MPF Research, the subject is located in the Downtown submarket. According to the *Second Quarter 2016 Report*, the Downtown submarket, inventory is 9,915 apartment units. For the submarket, the five-year average annual supply increase was 155 units, which fluctuated between a low of zero to a high of 292. The supply increase for 2016 is projected at zero units with a quarterly supply of zero units. However, we are aware of two other projects that are nearing completion, which are noted in the chart below.

Absorption figures were not available for the new developments. Given that the subject is and will be a PBRA property, its absorption period for those units will be abbreviated and more to do with the logistics of getting people qualified and moved in rather than traditional market forces. Given current market condition, absorption for a property similar to the proposed renovated subject would be projected at 12 units per month given.

The following chart details the projects recently completed and under construction in the subject's submarket. A map of the submarket follows this chart.

| Construction Activity - Downtown Submarket | | | | | | | |
|---|---|---|---|---|---|---|---|
| Property Name | Address | Property Type | Units | Stories | Construction Stage | Start | Finish |
| The Edge | 200 Edgewood Ave NE | Student | 144 | 7 | U/C | Jun-15 | Jul-16 |
| Anthem on Ashely | 720 Ralph McGill Blvd NE | Conventional | 245 | 6 | U/C | Aug-15 | Mar-17 |
| Post Centennial Park | 325 Centennial Olympic Park Dr NW | Conventional | 407 | 33 | U/C | Feb-16 | Feb-18 |
| Total | | | 796 | | | | |




## Occupancy

We surveyed five comparable apartment complexes in the subject and surrounding submarkets. The comparables reported physical occupancy levels between 94% and 98% with a weighted mean of 96%, indicating strong occupancy for the area.

| RENT COMPARABLES - OCCUPANCY | | | |
|---|---|---|---|
| Complex | # of Units | Vacant | Occupancy |
| 1. Auburn Glenn (MKT & LIHTC) | 271 | 14 | 95% |
| 2. Ashley Auburn Pointe I (MKT & LIHTC) | 154 | 5 | 97% |
| 3. The Villages at Castleberry Hill (MKT & LIHTC) | 450 | 9 | 98% |
| 4. Columbia Mechanicsville (Sr. MKT & LIHTC) | 183 | 5 | 97% |
| 5. Aqshley Collegetown PH II (MKT & LIHTC) | 177 | 11 | 94% |
| Total/Average | 1,235 | 43 | 96% |

Comparable Four is an income restricted, senior apartment while the remaining comparables are non-age income restricted complexes. The senior comparable gives an occupancy of 97%. Based on this information, we estimate a stabilized physical occupancy of 96% for the subject and an economic occupancy of 95%, which considers physical vacancy and collection loss, occasional concessions, and non-revenue units. This loss is applied to apartment and other income.

### Unit Vacancy Rates

Most complex managers do not have and/or divest vacancy rates by specific unit types. When queried, none of the "occupancy" comparable managers noted any abnormal vacancy trends as regard apartment sizes or unit mixes. We therefore project the subject will experience approximate 5% economic vacancies in all unit types.

### Concessions

It does not appear that concessions are a significant factor in this submarket. However, in our competitive rent analysis, we will compare effective rent at the subject to effective rent at the comparables.

## MARKET RENT ANALYSIS

### Competitive Rental Analysis

We found a total of five comparable complexes in the area, one of which is an income restricted, senior apartments, and the remaining are income restricted, non-age restricted properties. While the comparables are income restricted, all offer market rate units, which we used for comparison. All of them are located in the subject’s neighborhood. The comparables are all Class-A/B complexes, built between 2000 and 2007 with unit counts from 177 to 450. The subject’s current contract rents and the comparable rents are presented in the following chart. Further details, as well as photographs and a location map, are presented in the Addenda.

### One-Bedroom Units – Market

| APARTMENT RENT COMPARABLE SUMMARY ONE-BEDROOM UNITS | | | | | | | |
|---|---|---|---|---|---|---|---|
| Comparable | Bath | Size | Market Rent | | LIHTC (60%) | | |
| No. and Name | Qty. | (SF) | Per Unit | Per SF | Per Unit | Per SF | Utilites |
| Subject | 1.0 | 576 | $984 | $2.35 | N/Ap | N/Ap | W,S,T,E |
| Subject | 1.0 | 600 | $984 | $1.74 | N/Ap | N/Ap | W,S,T,E |
| 1. Auburn Glenn (MKT & LIHTC) | 1.0 | 696 | $1,245 | $1.79 | $690 | $0.99 | T |
| 2. Columbia Mechanicsville (MKT & LIHTC) | 1.0 | 750 | $865 | $1.15 | $716 | $0.95 | T |
| 3. Capital Gateway I & II (MKT & LIHTC) | 1.0 | 742 | $1,030 | $1.39 | $717 | $0.97 | T |
| 4. Ashley Collgetown II (MKT & LIHTC) | 1.0 | 802 | $1,030 | $1.28 | $718 | $0.90 | T |
| 5. The Villages at Castleberry Hill (MKT & LIHTC) | 1.0 | 710 | $900 | $1.27 | $690 | $0.97 | T |
| Average of comps | | 740 | $1,014 | $1.38 | 706 | $0.96 | |
| Maximum | | 802 | $1,245 | $1.79 | 718 | $0.99 | |
| Minimum | | 696 | $865 | $1.15 | 690 | $0.90 | |

The subject offers a 576 and 600 square foot one-bedroom, one-bathroom floor plan. The comparable one-bedroom units range in size from 696 to 802 square feet and average 740 square feet. The subject's floor plans are below the range of the comparables. Effective rents at the comparables range from $865 to $1,245 ($1.15 to $1.79 per square foot) and average $1,014 ($1.38 per square foot).

All of the comparables are considered to be similar in overall condition to the subject post-renovation. In addition, the subject offers smaller units than the comparables and smaller units tend to have higher rents per square foot. After making the appropriate adjustments, the comparables range from $951 to $1,071 and average $1,030. Considering all of this information, we concluded a market rent for both of the subject's 1BR-plans of **$1,000**.

### Two-Bedroom Units – Market

| APARTMENT RENT COMPARABLE SUMMARY TWO-BEDROOM UNITS | | | | | | | |
|---|---|---|---|---|---|---|---|
| Comparable | Bath | Size | Market Rent | | LIHTC (60%) | | |
| No. and Name | Qty. | (SF) | Per Unit | Per SF | Per Unit | Per SF | Utilites |
| Subject | 1.0 | 744 | $1,154 | $2.04 | N/Ap | N/Ap | W,S,T,E |
| 1. Auburn Glenn (MKT & LIHTC) | 2.0 | 1,044 | $1,600 | $1.53 | $788 | $0.75 | T |
| 2. Columbia Mechanicsville (MKT & LIHTC) | 2.0 | 1,055 | $999 | $0.95 | $812 | $0.77 | T |
| 3. Capital Gateway I & II (MKT & LIHTC) | 1.0 | 910 | $1,215 | $1.34 | $818 | $0.90 | T |
| 4. Ashley Collgetown II (MKT & LIHTC) | 2.0 | 1,176 | $1,200 | $1.02 | $736 | $0.63 | T |
| 5. The Villages at Castleberry Hill (MKT & LIHTC) | 1.0 | 890 | $950 | $1.07 | $715 | $0.80 | T |
| Average of comps | | 1,015 | $1,193 | $1.18 | 774 | $0.77 | |
| Maximum | | 1,176 | $1,600 | $1.53 | 818 | $0.90 | |
| Minimum | | 890 | $950 | $0.95 | 715 | $0.63 | |

The subject offers a 744 square foot two-bedroom, one-bathroom floor plan. The comparable two-bedroom units range in size from 890 to 1,176 square feet and average 1,015 square feet. The subject's floor plan is below the range of the comparables. Effective rents at the comparables range from $950 to $1,600 ($0.95 to $1.53 per square foot) and average $1,193 ($1.18 per square foot).

All of the comparables are considered to be similar in overall condition to the subject post-renovation. In addition, the subject offers smaller units than the comparables and smaller units tend to have higher rents per square foot. After making the appropriate adjustments, the comparables range from $990 to $1,395 and average $1,150. Considering all of this information, we concluded a market rent for the subject 2BR-plan of **$1,175**.

## SUBJECT'S CHARACTERISTICS AND MARKETABILITY

The subject property is the 150-unit Maggie Russell Tower apartment complex situated on a 1.662-acre site. It is located at the northwestern corner of Ralph McGill Boulevard and Parkway Drive, 200 yards west of Boulevard, 0.3 mile north of Freedom Parkway, approximately ½ mile east of Interstate 75/85, approximately ½ mile south of US 29/278, and about one mile northeast of the Atlanta CBD. The nine-story tower was built in 1982 and is considered to be in overall average condition. There are 125 one-bedroom, 17 one-bedroom handicap, and eight two-bedroom units. Unit sizes range from 576 to 744 square feet. All of the units are subject to Section 8 contract rents (HAP contract) that are age restricted to 62 and older. The property includes surface parking, a laundry room, community room, TV room, outdoor gazebo and courtyard, and a leasing office. The community is currently 97% occupied according to the provided rent roll. The property is proposed for renovation that will be financed with proceeds from the syndication of federal and state low income housing tax credits. The renovation will pertain to all of the units and common area of the subject. Apartment unit improvements include upgraded finishes, kitchens, ceiling fans, window coverings, and HVAC units. Building improvements are to include the interior foyer area. According to the developer, the renovation is anticipated to begin in June 2017 and is anticipated to be complete within approximately one year.

The subject property is located in a growing lower middle-income area of downtown Atlanta. The area has good accessibility, and is well located with respect to availability of labor, supporting services, and surrounding complementary developments. The area's population and households are projected to grow at a moderate pace into the foreseeable future. These factors suggest the subject area should continue to be a stable location for the subject affordable apartments. Overall, the subject is a good quality property in a good location and it is our opinion that if the subject was placed on the market, it would receive a moderate level of demand from a local or regional investor.

## INCOME/RENT RESTRICTIONS

The proposed renovation will be largely funded through the sale of Low Income Housing Tax Credits, as such the property will be subject to income restrictions. Information provided to us indicates all the subject units are to be LIHTC. These units are to be restricted to tenants with incomes below 60% of the area median income, which for Fulton County in 2016 per HUD, is reported at $67,500. The following chart depicts the income limit and rent using this median income figure applicable to Fulton County. Note that the subject's proposed rents include all utilities; therefore, no utility allowance is used.

Although the tenants' incomes and rents will be restricted to levels at or below those shown in the chart, the property will receive contract rent which is based on market rent. HUD will pay the difference between the tenant's contribution and contract rent in the form of a subsidy. It is not uncommon for PBRA/LIHTC properties to have contract rents above the maximum allowable. It is our understanding that this is permissible as long as the tenant's portion of the rent does not exceed the maximum allowable.

| MAXIMUM ALLOWABLE RENT PER AMI LEVEL | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | # Persons | ( | Income Limit | x | Rent % | ) / 12 = | Max. Gross Mo. Rent | - | Utilities | = | Max. Net Mo. Rent |
| 60% Inc. | 1BR | 1.5 | ( | $30,390 | x | 30% | ) / 12 = | $760 | - | $0 | = | $760 |
| 60% Inc. | 2BR | 3.0 | ( | $36,480 | x | 30% | ) / 12 = | $912 | - | $0 | = | $912 |

## REASONABLE EXPOSURE AND MARKETING TIMES

Exposure time is always presumed to precede the effective date of appraisal. It is the estimated length of time the property would have been offered prior to a hypothetical market value sale on the effective date of appraisal. It assumes not only adequate, sufficient, and reasonable time but also adequate, sufficient, and reasonable marketing effort. To arrive at an estimate of exposure time for the subject, we considered direct and indirect market data gathered during the market analysis, the amount of time required for marketing the comparable sales included in this report, broker surveys, as well as information provided by national investor surveys that we regularly review. This information indicated typical exposure periods of less than twelve months for properties similar to the subject. Recent sales of similar quality apartment complexes were marketed for periods of less than twelve months. Therefore, we estimate a reasonable exposure time of 12 months or less.

A reasonable marketing time is the period a prospective investor would forecast to sell the subject immediately after the date of value, at the value estimated. The sources for this information include those used in estimating reasonable exposure time, but also an analysis of the anticipated changes in market conditions following the date of appraisal. Based on the premise that present market conditions are the best indicators of future performance, a prudent investor will forecast that, under the conditions described above, the subject property would require a marketing time of six to 12 months. This seems like a reasonable projection, given the current and projected market conditions.

In appraisal practice, the concept of highest and best use is the premise upon which value is based. The four criteria that the highest and best use must meet are: legal permissibility; physical possibility; financial feasibility; and maximum profitability.

Highest and best use is applied specifically to the use of a site as vacant. In cases where a site has existing improvements, the concluded highest and best use as if vacant may be different from the highest and best use as improved. The existing use will continue, however, until land value, at its highest and best use, exceeds that total value of the property under its existing use plus the cost of removing or altering the existing structure.

## HIGHEST AND BEST USE AS IF VACANT

The subject property is zoned C-4 (Central Area Commercial Residential District), by the City of Atlanta. This district does permit apartment development. Given the subject's specific location and surrounding uses, a zoning change seems unlikely. The site has adequate size and shape, and sufficient access and exposure to allow for nearly all types of allowable uses, but given the surrounding development, it is best suited for some type of moderate- to high-density multi-family use. Other multi-family developments in the area are performing well. Thus, multi-family development does appear to be financially feasible. In our opinion, multi-family development will ultimately result in the maximum productive use of the site. Therefore, the highest and best use, as if vacant, is likely development with a multi-family project. However, it is noted that while towers were commonly constructed for seniors during the subject era, projects constructed over the last decade or so in urban Atlanta have typically been in the size range of four to six stories and 90 to 100 units. Further, the subject is higher density than surrounding uses and among the tallest in the neighborhood. Therefore, if the site were developed today it would likely be at a more moderate density.

## HIGHEST AND BEST USE AS IMPROVED

The subject improvements are reported to be in compliance with the City of Atlanta zoning ordinance. Further, the improvements are well suited for use as an apartment complex. It is possible the improvements could be converted to another use entirely, if the costs were justified. This seems highly unlikely. Our investigation indicates that there is sufficient demand in the area for apartments. Given that use of the improvements is basically limited to the existing or a similar use physically, and the fact that the improvements are financially feasible to operate, we conclude that the highest and best use of the property as improved is for continued use as an apartment building.

Three basic approaches to value are typically considered. The cost, sales comparison, and income capitalization methodologies are described below.

- The **cost approach** is based on the premise that an informed purchaser will pay no more for the subject than the cost to produce an equivalent substitute. This approach is particularly applicable when the subject property is relatively new and represents the highest and best use of the land, or when relatively unique or specialized improvements are located on the site for which there exist few sales or lease comparables. The first step in the cost approach is to estimate land value (at its highest and best use). The second step is to estimate cost of all improvements. Improvement costs are then depreciated to reflect value loss from physical, functional and external causes. Land value and depreciated improvement costs are then added to indicate a total value.

- The **income approach** involves an analysis of the income-producing capacity of the property on a stabilized basis. The steps involved are: analyzing contract rent and comparing it to comparable rentals for reasonableness; estimating gross rent; making deductions for vacancy and collection losses as well as building expenses; and then capitalizing net income at a market-derived rate to yield an indication of value. The capitalization rate represents the relationship between net income and value.

  Related to the direct capitalization method is discounted cash flow (DCF). In this method of capitalizing future income to a present value, periodic cash flows (which consist of net income less capital costs, per period) and a reversion (if any) are estimated and discounted to present value. The discount rate is determined by analyzing current investor yield requirements for similar investments.

- In the **sales comparison** approach, sales of comparable properties, adjusted for differences, are used to indicate a value for the subject. Valuation is typically accomplished using physical units of comparison such as price per square foot, price per square foot excluding land, price per unit, etc., or economic units of comparison such as a net operating income (NOI) or gross rent multiplier (GRM). Adjustments are applied to the physical units of comparison. Economic units of comparison are not adjusted, but rather are analyzed as to relevant differences, with the final estimate derived based on the general comparisons. The reliability of this approach is dependent upon: (a) availability of comparable sales data; (b) verification of the data; (c) degree of comparability; and (d) absence of atypical conditions affecting the sale price.

The purpose of this appraisal is to estimate the market value of the fee simple interest in the subject property "as is," market value of the fee simple interest in the underlying site "as if vacant," and prospective market value of the fee simple interest in the subject property "upon completion and stabilization" of the proposed renovations using both restricted and hypothetical unrestricted rents. We were also requested to estimate prospective unrestricted market value at loan maturity and value of the tax credits.

For our analysis of the underlying land, we used only the sales comparison approach, which is the typical approach used for land valuation. For our valuation of the site and improvements we used the income and sales comparison approaches. The income approach is particularly applicable to this appraisal since the income producing capability is the underlying factor that would attract investors to the subject property. There is an adequate quality and quantity of income and expense data available to render a reliable and defensible value conclusion. We performed the direct capitalization analyses in this approach. It is more direct with fewer subjective variables, and is more commonly relied upon by investors in the subject property type. The sales comparison approach is considered appropriate due to the availability of comparable sales. Given the quality of the comparable sales information that we did obtain, we believe that this approach provides a fairly reliable value estimate.

The cost approach was not included in this analysis. The age of the improvements suggests physical depreciation that is difficult to quantify. Further, the improvements are only feasible to construct with the assistance of substantial incentives. Changes in the market over time make it unlikely the subject would be constructed exactly as it currently exists, a form of economic obsolescence. Therefore, it is our opinion that the cost approach an unreliable method of analysis for estimating market value.

In conclusion, we used two of the three traditional methods of analysis in this appraisal of the fee simple value of the subject. For various reasons that are discussed above, it is our opinion that the typical investor would place most reliance on the income approach.

The sales comparison approach is commonly used in the analysis of multi-family residential land by appraisers, as well as by purchasers and sellers in the market. In this analysis, sale prices of sites that will be put to similar use are compared on a unit basis such as price per allowable or achievable unit, or price per acre. Based on the subject's current use and the variance in densities of the comparables, the appropriate indicator for the subject is the price per unit, which is the most common basis used for apartment land. Typically, when ample sales data can be found, adjustments can be determined and applied to provide a clear indication of value.

## DISCUSSION OF THE COMPARABLES

In our valuation of the subject site, we searched for land sales involving sites that were purchased for development with apartment complexes. It is noted that there has been no new multi-family development in the subject submarket in the past few years. Thus, we expanded our search to include other close-in areas near downtown Atlanta. These comparables are summarized in the following chart. Photographs and a location map are included in the Addenda.

| COMPARABLE MULTI-FAMILY LAND SALES | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| # | Grantor | Grantee | Date of Sale | Price | Land Area (Acres) | Units Planned | Sale Price / Acre | Sale Price / Unit |
| 1 | Bull Realty, Inc. (Broker) | N/Ap | Listing | $1,950,000 | 2.23 | 241 | $874,439 | $8,091 |
| | **Comments:** This property is located along the south side of Memorial Drive, east of Boulevard and west of Moreland Avenue, in Atlanta, Fulton County, GA 30316. The property is zoned for the development of a 241 unit Class-A, market-rate apartment complex. It was reported that this tract of land has been on the market for approximately 2.5 years. The property has a generally level topography and is at grade with its frontage road. All typical utilities are available to the site including sewer. The site is vacant. | | | | | | | |
| 2 | Fuqua BCDC Glenwood Project Owner, LLC | Glenwood Park Apartments, LLC | Apr-15 | $3,000,000 | 2.32 | 216 | $1,293,103 | $13,889 |
| | **Comments:** This property is located along the south side of Glenwood Avenue, west of Bill Kennedy Way, in Atlanta, Fulton County, GA 30316. The property was purchased for the development of an 216 unit Class-A, market-rate senior apartment complex to be known as Glenwood Place. Construction has begun. This complex will be a part of a greater mixed-used development that will feature approximately 24,000 square feet of retail and restaurant spacce and a 118,000 square foot Kroger. The property has a generally level topography and is at grade with its frontage road. All typical utilities are available to the site including sewer. The site was vacant at the time of sale. | | | | | | | |
| 3 | RES-GA Memorial LLC | 841 Memorial Drive Holdings, LLC | Nov-14 | $925,000 | 1.06 | 80 | $872,642 | $11,563 |
| | **Comments:** This property is located along the south side of Memorial Drive, east of Boulevard and west of Moreland Avenue, in Atlanta, Fulton County, GA 30316. The property was purchased for the development of an 80 unit Class-A, market-rate apartment complex to be known as 841 Memorial. Construction is expected to commence in the summer of 2015. The property has a generally level topography and is at grade with its frontage road. All typical utilities are available to the site including sewer. The site was vacant at the time of sale. | | | | | | | |
| 4 | ETPC Company, LLC | Aspire at West Midtown Apartments, LP | Sep-14 | $3,550,000 | 2.26 | 181 | $1,570,796 | $19,613 |
| | **Comments:** Comments: This property is located along the west side of Northside Drive, south of Green Street in Atlanta. According to a representative of the buyer, the site will be developed with a 5-story, 181 unit apartment building with a parking deck. Construction is curretly underway. The site is considered to have average access and exposure. | | | | | | | |
| 5 | Parmenter Clairemont, LLC | Clairemont Apartments, LLC | Apr-14 | $3,050,000 | 1.10 | 176 | $2,777,272 | $17,330 |
| | **Comments:** This property is located along the southwestern side of East Trinity Place west of East Howard Avenue. The property was purchased for the development of an 210 unit Class-A, five-story market-rate apartment complex to be known as Trinity Triangle. The site has sloping topography. The tax parcel number is 15-246-02-024. | | | | | | | |

## DISCUSSION OF ADJUSTMENTS

### Conditions of Sale

Comparable One is a listing; in order to reflect the typical negotiations involved with a listing a downward adjustment is warranted. The remaining sales were reportedly arm's length transactions; therefore, no adjustments are necessary.

### Market Conditions

The sales occurred between April 2014 and April 2015. The market has remained relatively stable during this time period. No adjustments are necessary.

**Location**

The subject property is located in a developed, residential and commercial corridor in Atlanta. Comparables One, Two and Three are considered to have inferior locational characteristics when compared to the subject and are adjusted upward. Comparables Four and Five are considered to have superior locational characteristics as it pertains to more favorable surrounding supporting commercial uses when compared to the subject and are adjusted downward.

**Access/Exposure**

As previously discussed, the subject has good access and exposure along a primary neighborhood artery and at a traffic controlled intersection. Comparables Two, Four and Five are considered to have superior access and exposure as it pertains to their more direct access to major traffic arteries and are adjusted downward. The remaining comparables do not require adjustments.

**Size**

In terms of the total number of planned/permitted units, value typically tends to decrease per unit for larger projects, indicating a volume discount. The subject has 150 apartment units; however, this analysis is performed under the scenario as if the land was vacant and developable. With this in mind, in or experience in the Downtown/Midtown multi-family market, we have seen new senior multi-family projects being constructed as mid-rise buildings with unit counts between 90 and 100 units. In today's landscape, high rise senior multi-family buildings are out of date. If the subject site was vacant in today's climate, it is our opinion that the most probable type of senior multi-family development would be a similar mid-rise building with approximately 100 units. We have adjusted the comparables with this in mind. Therefore, Comparables One, Two, Four, and Five, which are family complexes that are either constructed with or zoned for more units than the subject, requiring varying degrees of upward adjustments. Comparable Three is planned or be developed with similar units as envisioned for the subject and does not require adjustment.

**Zoning / Utility**

All of the comparables are zoned for multi-family development, similar to the subject. Comparable One is considered to have inferior overall utility for future development when compared to the subject and warrants an upward adjustment. Comparable Two is part of a mixed use project with superior utility to the subject and warrants a downward adjustment.

### Topography/Condition

No adjustment necessary.

### Density

On a price per unit basis, a higher density indicates less green space and common area per unit; therefore, a lower density is superior. As mentioned earlier, we have performed this analysis as if 100 units would be constructed if built today. This would provide the subject with a density of about 60 units per acre. Comparables One, Two and Five have higher densities warranting varying degrees of upward adjustments. The remaining comparables are similar enough to not warrant adjustment.

## SUMMARY AND COMMENTS

The following adjustment grid illustrates our thought processes in the comparison of these comparables to the subject. As shown, prior to adjustment, the comparables present a range of price per unit between $8,091 and $19,613, with an overall mean of $14,097 per unit.

| COMPARABLE LAND SALES ADJUSTMENT GRID | | | | | | |
|---|---|---|---|---|---|---|
| **Sale No.** | | **1** | **2** | **3** | **4** | **5** |
| | **Subject** | **1119 Memorial Drive** | **Glenwood Place** | **841 Memorial** | **Aspire Waterworks** | **Trinity Triangle** |
| Date | | Listing | April-15 | November-14 | September-14 | April-14 |
| Sale Price | | $1,950,000 | $3,000,000 | $925,000 | $3,550,000 | $3,050,000 |
| Acres | 1.662 | 2.230 | 2.320 | 1.060 | 2.260 | 1.098 |
| Units | 100 | 241 | 216 | 80 | 181 | 176 |
| Density | 60 | 108 | 93 | 75 | 80 | 160 |
| Price per Unit | | $8,091 | $13,889 | $11,563 | $19,613 | $17,330 |
| Conditions of Sale | | -10% | | | | |
| Market Conditions | | | | | | |
| Adjusted Price/Unit | | $7,282 | $13,889 | $11,563 | $19,613 | $17,330 |
| Physical Adjustments | | | | | | |
| Location | | 10% | 5% | 10% | -10% | -10% |
| Access/Exposure | | | -5% | | -10% | -10% |
| Size (Nbr. Of Units) | | 10% | 10% | | 5% | 5% |
| Zoning/Utility | | 15% | -15% | | | |
| Topography/Condition | | | | | | |
| Density | | 5% | 5% | | | 10% |
| Net Adjustment | | 40% | 0% | 10% | -15% | -5% |
| Adjusted Indication | | $10,195 | $13,889 | $12,719 | $16,671 | $16,463 |
| Indicated Range: | | | $10,195 | to | $16,671 | |
| Adjusted Mean: | | | | $13,987 | | |
| Indicated Range (excld extremes): | | | $12,719 | to | $16,463 | |
| Adjusted Mean (excld extremes): | | | | $14,357 | | |

After application of adjustments, the range of indicated price per unit was between $10,195 and $16,671, with a mean of $13,987 per unit. Excluding the extremes the range narrows between $12,719 and $16,463, with a mean of $14,357 per unit. We have placed equal emphasis on all of the comparables. We conclude $14,000 per unit for the subject. Therefore, we estimate value of the underlying site as follows:

| ESTIMATED LAND VALUE | | | | |
|---|---|---|---|---|
| **# Units** | | **$/Unit** | | **Total** |
| 100 | X | $14,000 | = | $1,400,000 |
| Rounded: | | | | $1,400,000 |

In this section of our report, we will present the developer's estimated costs for the proposed renovation. The information in this section is taken from the developer's cost estimate. The development cost information is presented in the following chart.

| DEVELOPMENT BUDGET<br>Maggie Russell Tower<br>150 Units - 88,152 SF | | | |
|---|---|---|---|
| | Total | Per Unit | Per SF |
| **Total Direct Costs** | $8,203,928 | $54,693 | $93.07 |
| **Total Indirect Costs** | $2,439,245 | $16,262 | $27.67 |
| Percentage of Indirect to Direct Costs | 29.7% | | |
| **Total Direct and Indirect Costs** | $10,643,173 | $70,954 | $120.74 |

**Direct and Indirect Cost**

Direct costs include site work and building improvements, architectural and engineering fees, general requirements, and builder's profit and overhead. Direct costs in this case also include builder overhead and profit. We were not proved a detailed breakdown of the costs. These costs are estimated at $8,203,928, which equates to $54,693 per unit and $93.07 per square foot. Indirect costs include financing fees, professional service fees, tax credit application fees, and other miscellaneous costs. These costs are estimated at $2,439,245, which equates to $16,262 per unit and $27.67 per square foot. Total direct and indirect costs are estimated at $10,643,173, or $70,954 per unit and $120.74 per square foot.

The income capitalization approach to value is based upon an analysis of the economic benefits to be received from ownership of the subject. These economic benefits typically consist of the net operating income projected to be generated by the improvements. There are several methods by which the present value of the income stream may be measured, including direct capitalization and a discounted cash flow analysis. In this section, we used the direct capitalization approach only. We initially estimated potential rental income, followed by projections of other income, vacancy and collection loss, and operating expenses in order to estimate a net operating income. The resultant net operating income is then capitalized into a value indication based on application of an appropriate overall capitalization rate. We were provided operating expenses from 2012, 2013, 2014, 2015, and YTD 2016, along with the developers operating budget.

We have prepared separate income approaches for the subject under three scenarios, including post renovation with restricted rents, post renovation under hypothetical condition as if unrestricted, and “as is” with restricted rents. Theses are presented in that order within this report section. Data used in this section is presented in the addenda as rent and improved sales comparables.

## INCOME APPROACH – POST RENOVATON / RESTRICTED

### Gross Rental Income

Post renovation the subject will have an estimated 88,152 rentable square feet of apartments contained in 150 one- and two-bedroom units. The average unit size is 588 rentable square feet. In a prior report section we presented the current contract rents of $984 for the 1BR and $1,154 for the 2BR units. After renovation, the subject will offer updated exteriors, unit and common area interiors and community amenities. Within the Market Analysis report section we concluded market rents post rehab of $1,000 and $1,175, respectively. For purposes of this analysis we projected rents will be increased to market upon completion of the renovation, and used the estimated market rents in our analysis.

**ESTIMATED MARKET RENTS - MAGGIE RUSSELL TOWER**

| Unit Type | No. Units | Size (SF) | Monthly Unit Rent | Total Income |
|---|---|---|---|---|
| 1BR/1BA (MARKET) | 125 | 576 | $1,000 | $1,500,000 |
| 1BR/1BA (MARKET) | 17 | 600 | $1,000 | $204,000 |
| 2BR/1BA (MARKET) | 8 | 744 | $1,175 | $112,800 |
| Total/Avg. | 150 | 588 | $1,009 | $1,816,800 |

### Other Income

Other Income in the apartment market is derived from laundry income, forfeited deposits, pet fees, application fees, late payment fees, utility reimbursement income, vending machines, etc. IREM shows a range of $291 to $1,293 with a median of $942 per unit. As a percentage of PGI, IREM shows a range of 3.3% to 10.5% with a median of 7.7%. The historic operating statements indicated that other income for the subject was $30 per unit in 2012, $38 per unit in 2013, $43 per unit in 2014, $43 per unit in 2015, and $17 per unit in 2016. The developer's budget included other income at $25 per unit. Based on this information; we used a rounded $50 per unit for other income for the restricted analysis. After consideration of 5% vacancy and collection loss this figure is a rounded $47 per unit, which is inline with the historical operations. For the unrestricted, or market analysis we used $300 per unit, which is below the range indicated by IREM, but is reasonable given that the subject is all efficiency and one-bedroom units.

We acknowledge that under the new HUD MAP guidelines, ineligible income cannot be included in the analysis. Ineligible fee income includes non-recurring and non regular income that is not reliable may not be included in the calculation of other income. With regards to the subject we consider the Service Coordinator as ineligible income as the developer has indicated it may not be retained and did not include it in their budget. Therefore, it was excluded from our projections.

### Vacancy And Collection Loss

As discussed in the Market Analysis section of this report, we estimate a combined vacancy and collection loss of 5%.

### Effective Gross Income

After accounting for other income, and factoring in vacancy and collection loss of 7%, our projected annual effective gross rental income is $1,731,373, or $11,549 per unit.

### Expense Analysis

In deriving an estimate of net income, it is necessary to consider various expenses and allowances ascribable to the operation of a property of this type. We were provided actual operating history for 2012, 2013, 2014, 2015, and 2016 annualized. We were also provided the projected pro-forma budgeted expenses, post renovation. In addition, we reviewed industry standard expenses as published in the 2015 edition of the *Income/Expense Analysis – Conventional Apartments* published by IREM (Institute of Real Estate Management). Further, we considered recent operating expense data from four LIHTC apartment projects within a 3.5-mile radius of the subject in Atlanta, three of which are within one mile of the subject. The subject's historical operating data and budget, IREM data, and expense comparables are summarized in the following charts.

| OWNER'S POST REHAB OPERATING BUDGET - 2016 | | | | |
|---|---|---|---|---|
| Maggie Russell Tower | | | | |
| 150 Units - 88,152 Rentable Sq. Ft. | | | | |
| | | Total | Per Unit | Per SF |
| Potential Gross Rental Income | | $1,774,557 | $11,830 | $20.13 |
| Total Potential Rental Income | | $1,774,557 | $11,830 | $20.13 |
| Vacancy Loss | 4.0% | $70,982 | $473 | $0.81 |
| Total Loss | | $70,982 | $473 | $0.81 |
| Effective Gross Income | | $1,703,575 | $11,357 | $19.33 |
| Other Income | | | | |
| Service Coordinator Grant | | $32,857 | $219 | $0.37 |
| Other Income | 0.2% | $3,693 | $25 | $0.04 |
| Total Other Income | | $36,550 | $244 | $0.41 |
| Effective Gross Income | | $1,740,125 | $11,601 | $19.74 |
| Expenses | | | | |
| Real Estate Taxes | | $141,451 | $943 | $1.60 |
| Insurance | | 32,134 | 214 | 0.36 |
| Management Fee | 3.5% | 90,485 | 603 | 1.03 |
| Utilities | | 67,620 | 451 | 0.77 |
| Salaries & Labor | | 265,293 | 1,769 | 3.01 |
| Maint. & Repairs / Turnkey | | 104,838 | 699 | 1.19 |
| Landscaping | | 13,000 | 87 | 0.15 |
| Advert. & Promotion | | 7,780 | 52 | 0.09 |
| Administrative/Misc. | | 91,540 | 610 | 1.04 |
| Total Operating Expenses | | $814,141 | $5,428 | $9.24 |
| Replacement Reserve | | $0 | 0 | 0.00 |
| Total Expenses | | $814,141 | $5,428 | $9.24 |
| Net Annual Income | | $925,984 | $6,173 | $10.50 |

| HISTORICAL OPERATING STATEMENTS - MAGGIE RUSSELL TOWER 150 Units | 2012 | | 2013 | | 2014 | | 2015 | | YTD 2016 (Jan-October) | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | Per Unit | Total | Per Unit | Total | Per Unit | Total | Per Unit | Total | Annualized | Per Unit |
| **REVENUE** | | | | | | | | | | | |
| Potential Gross Apartment Rental Revenue | $495,572 | $3,304 | $514,048 | $3,427 | $528,248 | $3,522 | $567,566 | $3,784 | $454,577 | $545,492 | $3,637 |
| Tenant Asst Payments (HAP) | $1,162,220 | $7,748 | $1,177,112 | $7,847 | $1,192,168 | $7,948 | $1,180,822 | $7,872 | $1,029,259 | $1,235,111 | $8,234 |
| Net Rental Revenue | $1,657,792 | $11,052 | $1,691,160 | $11,274 | $1,720,416 | $11,469 | $1,748,388 | $11,656 | $1,483,836 | $1,780,603 | $11,871 |
| Vacancy/Concession Loss | ($52,645) | ($351) | ($54,415) | ($363) | ($63,019) | ($420) | ($92,963) | ($620) | ($45,514) | ($54,617) | ($364) |
| Other Income/Misc. | $4,453 | $30 | $5,650 | $38 | $6,493 | $43 | $6,388 | $43 | $2,103 | $2,524 | $17 |
| Total Other Income | $4,453 | $30 | $5,650 | $38 | $6,493 | $43 | $6,388 | $43 | $2,103 | $2,524 | $17 |
| Other as % of Potential Gross Rental Income | 0.3% | | 0.3% | | 0.4% | | 0.4% | | 0.1% | | $0 |
| **Effective Gross Income** | **$1,609,600** | **$10,731** | **$1,642,395** | **$10,949** | **$1,663,890** | **$11,093** | **$1,661,813** | **$11,079** | **$1,440,425** | **$1,728,510** | **$11,523** |
| **EXPENSES** | | | | | | | | | | | |
| Real Estate Taxes | $116,594 | $777 | $125,362 | $836 | $122,746 | $818 | $118,995 | $793 | $99,163 | $118,996 | $793 |
| Insurance | 64,118 | 427 | 34,105 | 227 | 38,719 | 258 | 62,819 | 419 | 26,225 | $31,470 | $210 |
| Management Fee | 84,702 | 565 | 86,687 | 578 | 88,258 | 588 | 87,360 | 582 | 76,025 | $91,230 | $608 |
| Mgmt. as a % of EGI | 5.3% | | 5.3% | | 5.3% | | 5.3% | | | 5.3% | |
| Utilities | $312,875 | $2,086 | $285,498 | $1,903 | $333,399 | $2,223 | $329,900 | $2,199 | $282,254 | $338,705 | $2,258 |
| Salaries and Labor | $212,196 | $1,415 | $227,636 | $1,518 | $262,458 | $1,750 | $201,109 | $1,341 | $229,952 | $275,942 | $1,840 |
| Maintenance & Repairs | $177,061 | $1,180 | $156,118 | $1,041 | $234,910 | $1,566 | $228,290 | $1,522 | $123,249 | $147,899 | $986 |
| Landscaping | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Advertising & Promotion | $794 | $5 | $2,055 | $14 | $5,021 | $33 | $1,169 | $8 | $2,768 | $3,322 | $22 |
| Administrative & Miscellaneous | $56,274 | $375 | $98,631 | $658 | $111,603 | $744 | $73,294 | $489 | $68,049 | $81,659 | $544 |
| **Total Expenses** | **$1,024,614** | **$6,831** | **$1,016,092** | **$6,774** | **$1,197,114** | **$7,981** | **$1,102,936** | **$7,353** | **$907,685** | **$1,089,222** | **$7,261** |
| As a % of EGI | 63.66% | | 61.87% | | 71.95% | | 66.37% | | 63.0% | | |
| **Net Income** | **$584,986** | **$3,900** | **$626,303** | **$4,175** | **$466,776** | **$3,112** | **$558,877** | **$3,726** | **$532,740** | **$639,288** | **$4,262** |
| Capital Improvements | $89,104 | 594 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Net Cash Flow | $495,882 | $3,306 | $626,303 | $4,175 | $466,776 | $3,112 | $558,877 | $3,726 | $532,740 | $639,288 | $4,262 |

Source: The operating statements were reconstructed from the provided historical statements.

## MARKET RATE OPERATING EXPENSE COMPARABLES

| Project Name | Encore Clairmont | | Prelude Encore | | Confidential | | Confidential | |
|---|---|---|---|---|---|---|---|---|
| Location | Atlanta, GA | | Atlanta, GA | | Atlanta, GA | | Atlanta, GA | |
| No. Units | 359 | | 353 | | 315 | | 254 | |
| Avg. Unit Size | 914 | | 959 | | 937 | | 997 | |
| Year Built | 2015 | | 2011 | | 2013 | | 2014 | |
| | 1/15-12/15 | Trended | 1/15-12/15 | Trended | 1/15-12/15 | Trended | 1/15-12/15 | Trended |
| Effective Date/% Trended | 2015 | 0.0% | 2015 | 0.0% | 2015 | 0.0% | 2015 | 0.0% |
| Real Estate Taxes* | $991 | $991 | $1,001 | $1,001 | $2,899 | $2,899 | $304 | $304 |
| Insurance | 194 | 194 | 232 | 232 | 229 | 229 | 247 | 247 |
| Management Fee: | 369 | 369 | 466 | 466 | 512 | 512 | 540 | 540 |
| Management Fee % | 4.0% | | 3.3% | | 3.0% | | 3.0% | |
| Utilities (W/S/E/G/Trash)** | 518 | 518 | 221 | 221 | 467 | 467 | 442 | 442 |
| Salaries & Labor | 1,713 | 1,713 | 1,404 | 1,404 | 1,217 | 1,217 | 1,574 | 1,574 |
| Painting & Decorating | 117 | 117 | 261 | 261 | 223 | 223 | 138 | 138 |
| Maintenance & Repairs | 231 | 231 | 429 | 429 | 295 | 295 | 222 | 222 |
| Total Maintenace | 348 | | 690 | | 518 | | 360 | |
| Landscaping | 88 | 88 | 99 | 99 | 186 | 186 | 150 | 150 |
| Advertising & Promotion | 331 | 331 | 172 | 172 | 229 | 229 | 254 | 254 |
| Administrative/Misc. | 172 | 172 | 309 | 309 | 739 | 739 | 684 | 684 |
| Total Expenses | $4,724 | $4,724 | $4,594 | $4,594 | $6,996 | $6,996 | $4,555 | $4,555 |

*Encore Clairmont was not completed until 2015. Tax liability is estimated based on adjacent 2009 property, Prelude at Clairmont.

*Comp #4 is located in a tax allocation district and pays reduced taxes.

**All Utilities are net of reimbursements.

**2015 IREM INCOME & EXPENSE DATA FOR ATLANTA METRO AREA**

| Income & Expense Category (A) | Annual Inc. & Exp. as % of GPI Low | Median | High | Annual Income & Expenses Per Unit Low | Median | High |
|---|---|---|---|---|---|---|
| **Income** | | | | | | |
| Gross Possible Apartment Rents: | 89.4% | 91.8% | 96.6% | $8,241 | $9,616 | $11,547 |
| Other Income: | 3.3% | 7.7% | 10.5% | $291 | $942 | $1,293 |
| Gross Possible Income: | 100.0% | 100.0% | 100.0% | $8,651 | $10,493 | $12,296 |
| Vacancies/Rent Loss: | 4.8% | 7.3% | 12.6% | $494 | $833 | $1,201 |
| **Total Collections:** | 86.5% | 90.6% | 94.4% | $7,839 | $9,370 | $11,466 |
| **Expenses (B)** | | | | | | |
| Real Estate Taxes | 4.6% | 7.1% | 9.5% | $385 | $724 | $1,036 |
| Insurance | 1.6% | 2.0% | 2.6% | $187 | $208 | $260 |
| Management Fee | 2.9% | 3.8% | 5.1% | $331 | $459 | $534 |
| Total Utilities **(1)** | 5.4% | 7.6% | 10.1% | $754 | $908 | $1,024 |
| Water/sewer (common & Apts) | 4.0% | 5.8% | 7.5% | $453 | $607 | $723 |
| Electric (common & Apts) | 1.2% | 1.7% | 2.2% | $279 | $279 | $279 |
| Gas (common & Apts) | 0.2% | 0.1% | 0.4% | $22 | $22 | $22 |
| Total Utilities **(2)** | 4.0% | 4.7% | 7.6% | $417 | $569 | $804 |
| Water/sewer (common only) | 2.6% | 2.9% | 5.0% | $287 | $389 | $584 |
| Electric (common only) | 1.2% | 1.7% | 2.2% | $130 | $180 | $220 |
| Gas (common only) | 0.2% | 0.1% | 0.4% | $0 | $0 | $0 |
| Salaries and Administrative (C) | 7.5% | 14.4% | 19.3% | $999 | $1,536 | $2,011 |
| Other Administrative | 2.4% | 5.0% | 6.8% | $271 | $482 | $653 |
| Other Payroll | 5.1% | 9.4% | 12.5% | $728 | $1,054 | $1,358 |
| Maintenance & Repairs | 1.7% | 2.9% | 4.8% | $192 | $310 | $588 |
| Painting & Redecorating (D) | 0.9% | 1.3% | 2.2% | $98 | $152 | $293 |
| Grounds Maint. & Amenities (D) | 1.1% | 1.5% | 3.1% | $119 | $165 | $249 |
| Grounds Maintenance | 1.0% | 1.3% | 1.9% | $100 | $137 | $155 |
| Recreational/Amenities | 0.1% | 0.2% | 1.2% | $19 | $28 | $93 |
| Security (D) | 0.1% | 0.9% | 1.7% | $11 | $74 | $338 |
| Other/Miscellaneous | 0.6% | 1.5% | 3.6% | $76 | $196 | $398 |
| Other Tax/Fee/Permit | 0.1% | 0.2% | 0.3% | $11 | $21 | $32 |
| Supplies | 0.1% | 0.6% | 1.5% | $10 | $61 | $132 |
| Building Services | 0.4% | 1.1% | 1.9% | $44 | $144 | $222 |
| Other Operating | 0.2% | 0.4% | 1.7% | $31 | $52 | $177 |
| **Total Expenses:** | 29.9% | 36.9% | 46.3% | $3,191 | $4,238 | $5,471 |
| **Net Operating Income:** | 42.1% | 53.4% | 60.7% | $3,572 | $5,183 | $6,926 |

Notes: Survey for Metro Atlanta includes 18,330 apartment units with an average unit size of 1,034 square feet.
Per Unit expenses are computed by dividing the median per unit expense by the median PSF expense by the and applying the indicated average SF to the High and Low expense PSF figures prvided by IREM.
(A) *Median* is the middle of the range, *Low* means 25% of the sample is below this figure, *High* mean 25% of the sample is above figure.
(B) Line item expenses do not necessarily correspond to totals due to variances in expenses reported and sizes of reporting complexes.
(C) Includes administrative salaries and expenses, as well as maintenance salaries.
(D) Includes salaries associated with these categories.

Source: 2015 *Income/Expense Analyses:Conventional Apartments* by the Institute of Real Estate Management (IREM).

***Real Estate Taxes***

For the post renovation scenario we have applied a real estate tax expense of a rounded $127,500 or **$850** per unit in our analysis.

***Insurance***

For 2012, 2013, 2014, 2015, and 2016 annualized actual insurance expenses for the subject were $376, $427, $227, $258, $419, and $210 respectively. The developer estimated post renovation insurance expense at $214 per unit. IREM indicates a range of $187 to $260 per unit, and a median of $208 per unit. The comparables indicate trended insurance expenses within a range of $194 to $247 per unit with an average of $226. Based upon the foregoing considerations, we forecast insurance expense, post renovation, at **$250** per unit.

***Management Fee***

Management expense for an apartment complex is typically negotiated on a percent of collected revenues (effective gross income, or EGI). This percentage typically ranges from 3.0% to 5.0% for a traditional apartment complex, depending on the size of the complex and position in the market. IREM indicates a range from 2.9% to 5.1% with a median of 3.8%, or $331 to $534 with a median of $459 per unit. The comparables ranged from 3.0% to 4.0% of EGI, or $369 to $540 with an average of $472 per unit. The historical operating statements indicate 5.3%, or between $565 and $608 per unit. The developer projected $603 per unit. Based on the above, we concluded **5.3%** in our analysis, which equates to **$612** per unit.

***Utilities***

This expense covers all energy costs related to the leasing office, vacant units, and common areas, including exterior lighting. At some complexes, it also may include trash removal and water/sewer costs for apartments. In the subject's case, currently and post rehab, landlord will be responsible for water, sewer, electric, and trash collection. In addition, it is interior corridor and served by two elevators. For 2012, 2013, 2014, 2015, and 2016 annualized actual utilities expenses for the subject were $2,086, $1,903, $2,223, $2,199, and $2,258 respectively. The pro-forma budget assumed a change to a tenant paid utility structure, which is now not going to be the situation. Post renovation the subject is to gain more energy efficient appliances, low flow water fixtures, and more efficient HVAC system; however, the developers estimated utilities expense still seems rather low given that the landlord will continue to be responsible for all utilities. IREM figures indicate a range of $754 to $1,024 per unit, and a median of $908 per unit. The comparables indicate utilities expenses within a range of $221 to $518 per unit and average $412, but inclusions are much less. Based upon the foregoing considerations, we forecast utilities expense, post renovation, at **$1,500** per unit.

***Salaries and Labor***

This expense covers all payroll and labor expenses, including direct and indirect expenses. The taxes and benefits portion of this expense also includes the employer's portion of social security taxes, group health insurance and workman's comp insurance. In addition, employees typically incur overtime pay at times. For 2012, 2013, 2014, 2015, and 2016 annualized actual expenses for the subject were $1,415, $1,518 $1,750, $1,341, and $1,840 respectively. IREM indicates a range of $999 to $2,011 per unit, and a median of $1,536 per unit. However, IREM includes many administrative expenses in this category. The comparables indicate payroll expense within a range of $1,217 to $1,713 per unit (exclusive of administrative) and average $1,597 per unit. The developer estimated post renovation salaries and labor, and related expenses, at $1,769 per unit. We have estimated **$1,750** per unit for total payroll.

***Maintenance and Repairs / Painting and Redecorating***

This expense category includes the cost of minor repairs to the apartment units, including painting and redecorating. Interior maintenance amounts to cleaning, electrical repairs, exterminating, contract labor for painting, and plumbing repairs. Exterior maintenance amounts to painting, and replacement or repairs to parking lots, roofs, windows, doors, etc. Maintenance and repairs expenses vary considerably from complex to complex and from year to year due to scheduling of repairs and accounting procedures. Apartment owners often list replacement items under "maintenance and repairs" for more advantageous after-tax considerations.

For 2012, 2013, 2014, 2015, and 2016 annualized actual expenses for the subject were $1,180, $1,041, $1,566, $1,522, and $986 respectively. Data obtained from IREM indicates a range of $290 to $881 per unit, and a median of $462 per unit for the Atlanta area. The comparables present a combined range of $348 to $690 with an average of $479. The provided budget indicates $699 per unit combined for maintenance and redecorating, but this figure may include some salaries and labor. It should also once again be noted that the subject is to receive a substantial renovation and these expenses should be lower for the next few years. In addition, we have separately considered reserves in the amount of $300 per units. Based upon the foregoing considerations, we forecast combined maintenance and repairs and redecorating expense at **$800** per unit.

***Landscaping and Amenities***

Landscaping, or grounds maintenance, includes normal grounds landscaping and maintenance, as well as maintenance of the amenities. The subject is a comparatively small site and has limited landscaping and amenities. For 2012, 2013, 2014, 2015, and 2016 annualized the subject did not separately document a landscaping and amenities expense.

We assume this expense category is included in the repairs and maintenance expense category. IREM indicates a range of $119 to $249 per unit, and a median of $165 per unit. The comparables indicate a range of $88 to $186 with an average of $131. The developer estimated this expense at $87 per unit. Based upon the foregoing considerations, we forecast landscaping and amenities expense, post renovation, at **$100** per unit.

### *Advertising and Promotion*

This expense category accounts for placement of advertising, commissions, signage, brochures, and newsletters. Advertising and promotion costs are generally closely tied to occupancy. If occupancy is considered high and the market is stable, then the need for advertising is not as significant. However, if occupancy is considered to be low or occupancy tends to fluctuate, then advertising becomes much more critical. Our analysis assumes that the property is operating at stabilized levels. For 2012, 2013, 2014, 2015, and 2016 annualized actual expenses for the subject were $5, $14, $33, $8, and $22 respectively. IREM does not separately report advertising expenses. The comparables indicate a range of $172 to $331 per unit with an average of $247, but these properties also have a market rate component. The developer estimated this expense at $52 per unit. Given that the subject is a PBRA property advertising should be nominal. Based upon the above discussion, we included advertising and promotion cost of **$15** per unit.

### *Administrative and Miscellaneous Expense*

This expense includes such items as legal, accounting, office supplies, answering service, telephone, etc. It is noted that market-rate properties typically incur lower administrative expenses as the level of paperwork and administrative responsibility is much lower than that of rent restricted properties. For 2012, 2013, 2014, 2015, and 2016 annualized actual expenses for the subject were $375, $658, $744, $489, and $544 respectively. IREM indicates a range for Other/Miscellaneous of $76 to $398 per unit, and a median of $196 per unit for the Atlanta area. However, as noted earlier, IREM includes most traditional administrative costs within their Salaries and Administrative cost category, with that range $271 to $653 with a median of $482. The comparables indicate a range of $172 to $739 with an average of $476 per unit. The provided operating budget includes $610 per unit. Based upon this data, we projected Administrative and Miscellaneous Expense at **$550** per unit.

### *Reserves for Replacement*

Reserves for replacement is an annual allowance for the periodic replacement of roof covers, paving, carpeting, HVAC units, appliances, and other short-lived items. Investors of apartment properties sometimes establish separate accounts for reserves in the pro forma analysis. IREM does not chart this category and it is not included for the comparables. Typically, reserves range from $200 to $400 per unit, depending on age, condition, and size.

The subject only reported actual capital improvements for 2012 at $594 per unit. The developer did not estimate a post renovation reserve. Post renovation, the property should be in overall good condition with many major components under warranty for at least the first couple of years, which should hold reserves/capital expenditures down over the holding period. However, it is also interior corridor and will be served by an elevator. We included reserves in our analysis at **$300** per unit.

**Summary of Expenses**

The estimated expenses total $1,009,104, which equates to $6,727 per unit ($6,427 without reserves). The developer projected total expenses of $5,428 per unit, which is below our estimate but they assumed a tenant based utility structure and did not include a reserve expense. Total expenses reported by IREM, which do not include reserves, ranged from $3,191 to $5,471 with a median of $4,238 per unit for Atlanta. The comparables indicate trended total expenses between $4,555 and $6,996 with an average of $5,217. For 2012, 2013, 2014, 2015, and 2016 annualized actual expenses for the subject were $6,831, $6,774, $7,981, $7,353, and $7,261 respectively. Our projections are at the lower end of the actual historical figures for the subject, and above developer's estimates, IREM, and the comparables. Based on this information, and considering the subject is proposed for a substantial renovation with anticipated lower utilities and maintenance, our estimates appear reasonable.

**Net Income**

Our estimates of income and expenses for the subject apartments, post renovation, result in a net operating income projection of $723,981, or $4,827 per unit.

**Capitalization of net operating income**

Generally, the best method of estimating an appropriate overall rate is through an analysis of recent sales in the market. The following table summarizes capitalization rates extracted from several recent apartment sales in the metro area. The subject was constructed in 1982. We chose a variety of property types built between 1965 and 1998. It should be noted that Comparables Five and Six were renovated in 2012 and 2009, respectively.

| IMPROVED SALES SUMMARY - MARKET RATE COMPLEXES | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| No. | Name Location | Sale Date | Number of Units | Year Built | Price Per Unit | Avg. Unit Size (SF) | NOI/Unit at Sale | OAR |
| 1 | Audubon Creek, Norcross, GA | Aug-16 | 100 | 1981 | $70,000 | 954 | $4,837 | 6.91% |
| 2 | Park at Tara Lake, Jonesboro, GA | Jul-16 | 230 | 1998 | $60,435 | 1,073 | $4,351 | 7.20% |
| 3 | Broadway at East Atlanta, Atlanta, GA | Jun-16 | 176 | 1967 | $80,000 | 892 | $5,448 | 6.81% |
| 4 | Greens at Windy Hill, Smyrna, GA | May-16 | 188 | 1965 | $69,149 | 1,134 | $4,709 | 6.81% |
| 5 | Huntington Ridge, Norcross, GA | May-16 | 210 | 1973/2012 | $70,000 | 1,213 | $4,375 | 6.25% |
| 6 | Villages of Old Concord, Smyrna, GA | May-16 | 152 | 1969/2009 | $67,434 | 1,273 | $4,323 | 6.41% |

Capitalization rates reflect the relationship between net operating income and the value of receiving that current and probable future income stream during a certain projection period or remaining economic life. In selecting an appropriate capitalization rate for the subject, we considered those rates indicated by recent sales of properties which are similar to the subject with regard to risk and duration of income, quality and condition of improvements, and remaining economic life. Primary factors that influence overall rates include potential for income increases over both the near and long terms, as well as appreciation potential. Adjustments for dissimilar factors that influence the utility and/or marketability of a property, such as specific location within a market area; land/building ratio; functional efficiency, quality, and condition of improvements; and specific features of the building and land improvements, are inherently reflected by the market in the form of varying market rent levels. As rent levels form the basis for net income levels, the market has, in effect, already made the primary adjustments required for those factors, and any significant adjustments to overall rates based upon these dissimilarities would merely distort the market data.

The overall rates of the comparable properties indicate a range from 6.47% to 7.30%, with a mean of 6.88%. Excluding the extremes, the range is 6.66% to 7.20% with a mean of 6.88%. The *Second Quarter 2016 PwC Real Estate Investor Survey* indicates that overall capitalization rates for apartments range from 3.50% to 8.00%, with an average of 5.29% (5.15% for the Southeast Region). This rate is a decrease in the overall average rate of six basis point from the prior quarter and one basis point lower than the same period one year ago. *PwC* also reports that participants are not currently pursuing non-institutional investments in this market.

**Band Of Investment**

We also utilized the mortgage-equity procedure, which is presented in the following chart. Under this procedure, the overall capitalization rate considers the returns on the mortgage and equity positions as well as the equity build-up that accrues as the loan principle is paid off. For properties like the subject, our discussions with conventional lenders and others knowledgeable of financing and equity requirements indicate a typical loan-to-value ratio of 75% to 80%, a fixed interest rate of 4.00% to 5.00% and a 30-year amortization with a balloon in 10 years. For this analysis, we used a 75% loan-to-value, an interest rate of 4.25%, 30-year amortization, a 10-year balloon, and property appreciation of 1.25% annually (reasonable considering the current market). Equity yield rates are more difficult to ascertain. However, based on discussions with investors and valuation experts, and consideration of alternative investment choices and comparing the risks involved with each, we concluded an equity yield rate of 16% is considered reasonable. As shown on the following chart, the indicated overall capitalization rate based on the foregoing parameters equates to approximately 7.00% (rounded to the nearest 0.25%).

**CAPITALIZATION RATE DERIVATION BY MORTGAGE/EQUITY TECHNIQUE**

**ASSUMPTIONS**

| | |
|---|---|
| Mortgage Amortization Term | 30 Years |
| Holding Period | 10 Years |
| Mortgage Interest Rate | 4.25% |
| Loan-to-Value Ratio | 75% |
| Annual Constant for Monthly Payments | 0.059033 |
| Required Equity Yield Rate | 16% |
| Assumed Net Annual Appreciation | 1.25% |

**CALCULATIONS**

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| Basic Rate Calculation: | | | | | | | | | |
| Mortgage: | 75% | x | 0.059033 | = | | | | 0.044275 | |
| Equity: | 25% | x | 0.160000 | = | | | | + 0.040000 | |
| Composite Basic Rate: | | | | | | | | | 0.084275 |
| Credit For Equity Build-up Due to Amortization Over Holding Period: | | | | | | | | | |
| Mortgage (Loan-to-Value Ratio): | | | | 75% | | | | | |
| Sinking Fund Factor @ | 16% | For | | 10 | Years | | = | 0.046901 | |
| Percentage of Loan Principal Repaid After | | | | 10 | Years | | = | 20.5570% | |
| Credit: | 75% | x | 0.046901 | x | 0.205570 | | = | | 0.007231 |
| Appreciation Factor Over the Holding Period: | | | | | | | | | |
| Appreciation Credit @ | 1% | Over | | 10 | Years | | = | 13.2271% | |
| Sinking Fund Factor @ | 16% | For | | 10 | Years | | = | 0.046901 | |
| Credit: | 13.2271% | x | 0.046901 | | | | = | | 0.006204 |

**INDICATED CAPITALIZATION RATE**

| | |
|---|---|
| Basic Rate: | 0.084275 |
| Less Credit For Equity Build-up: | - 0.007231 |
| Less Credit For Appreciation: | - 0.006204 |
| **INDICATED CAPITALIZATION RATE:** | **0.07084** |
| **ROUNDED:** | **7.00%** |

## Capitalization Rate - Conclusion

Given the subject's high expense ratio and associated risk, we feel an overall rate slightly above the comparables is reasonable. Based on the subject's specific income characteristics and information provided from the comparables, surveys and the band of investment, we estimate an overall rate of **7.00%**. For sensitivity purposes, we used a range of 6.50% to 7.50%.

A summary of the stabilized pro forma income and expense statement, including our capitalized value estimate, is presented in the following chart. As shown, our final value estimate by this method of analysis is a rounded **$10,300,000**, or $68,667 per unit, post renovation with restricted rents.

**APPRAISERS PRO FORMA ANALYSIS - RESTRICTED AT STABILIZATION**
**MAGGIE RUSSELL TOWER**
**150 Units - 88,152 Rentable Sq. Ft.**

| | | Total | Per Unit | Per SF |
|---|---|---|---|---|
| Potential Gross Rental Income | | $1,816,800 | $12,112 | $20.61 |
| Plus Other Income | 0.4% | 7,500 | 50 | 0.09 |
| Potential Gross Income | | $1,824,300 | $12,162 | $20.69 |
| Vacancy and Collection Loss | 5.0% | $91,215 | $608 | $1.03 |
| Effective Gross Income | | $1,733,085 | $11,554 | $19.66 |
| Expenses | | | | |
| Real Estate Taxes | | $127,500 | $850 | $1.45 |
| Insurance | | $37,500 | 250 | 0.43 |
| Management Fee | 5.3% | 91,854 | 612 | 1.04 |
| Utilities | | 225,000 | 1,500 | 2.55 |
| Salaries & Labor | | 262,500 | 1,750 | 2.98 |
| Maintenance & Repairs / Turnkey | | 120,000 | 800 | 1.36 |
| Landscaping | | 15,000 | 100 | 0.17 |
| Advertising & Promotion | | 2,250 | 15 | 0.03 |
| Administrative/Misc. | | 82,500 | 550 | 0.94 |
| Total Expenses | | $964,104 | $6,427 | $10.94 |
| Reserves | | 45,000 | 300 | 0.51 |
| Total Operating Expenses | | $1,009,104 | $6,727 | $11.45 |
| Net Income | | $723,981 | $4,827 | $8.21 |
| Overall Rates/Indicated | 6.50% | $11,138,177 | $74,255 | $126.35 |
| Values | 7.00% | $10,342,593 | $68,951 | $117.33 |
| | 7.50% | $9,653,087 | $64,354 | $109.51 |
| **Stabilized Reconciled Value** | | $10,300,000 | $68,667 | $116.84 |

## INCOME APPROACH – POST RENOVATON / HYPOTHETICAL UNRESTRICTED

We were also asked to estimate the market value of the subject post renovation under the hypothetical condition as if unrestricted. We applied the market rent levels, as discussed previously in the market analysis section, to all of the subject's units. Market rate complexes typically also have much higher other income. We used the lower end of the range indicated by IREM. Vacancy and credit loss would likely increase to about 7%, average for the submarket when economic vacancy is included.

| ESTIMATED MARKET RENTS | | | |
|---|---|---|---|
| Unit Type | No. Units | Monthly Unit Rent | Total Income |
| 1BR/1BA (PBRA) | 125 | $1,000 | $1,500,000 |
| 1BR/1BA (PBRA) | 17 | $1,000 | $204,000 |
| 2BR/1BA (PBRA) | 8 | $1,175 | $112,800 |
| Total/Avg. | 150 | $1,009 | $1,816,800 |

A market rate project would also have different expense levels in some categories. Advertising will be higher, while management, salary, maintenance and administrative expenses will be lower. As shown on the following page, our estimated expenses total $930,602 including reserves, which equates to $6,204 per unit. If excluding reserves, the estimated expenses are $5,904 per unit. Total expenses reported by IREM, which do not include reserves, ranged from $3,191 to $5,471 with a median of $4,238 per unit for Atlanta. The comparables indicate trended total expenses between $4,594 and $6,996, with an average of $5,217. For 2012, 2013, 2014, 2015, and 2016 annualized actual expenses for the subject were $6,831, $6,774, $7,981, $7,353, and $7,261 respectively. Our estimate is above the range of IREM and within the range of the comparables and below the subject's historical levels. Some of the difference putting the subject at the high end of the comparables can be attributed to the utility expense. We feel that our estimates are reasonable.

A summary of the stabilized pro forma income and expense statement, including our capitalized value estimate, is presented in the following chart. As shown, our final value estimate by this method of analysis is a rounded **$11,500,000**, or $76,667 per unit, post renovation with unrestricted rents.

| PRO FORMA ANALYSIS - HYPOTHETICAL MARKET AT STABILIZATION<br>MAGGIE RUSSELL TOWER<br>150 Units - 88,152 Rentable Sq. Ft. | | | | |
|---|---|---|---|---|
| | | Total | Per Unit | Per SF |
| Potential Gross Rental Income | | $1,816,800 | $12,112 | $20.61 |
| Plus Other Income | 2.5% | 45,000 | 300 | 0.51 |
| Potential Gross Income | | $1,861,800 | $12,412 | $21.12 |
| Vacancy and Collection Loss | 7.0% | $130,326 | $869 | $1.48 |
| Effective Gross Income | | $1,731,474 | $11,543 | $19.64 |
| Expenses | | | | |
| Real Estate Taxes | | $127,500 | $850 | $1.45 |
| Insurance | | $37,500 | 250 | 0.43 |
| Management Fee | 3.5% | 60,602 | 404 | 0.69 |
| Utilities | | 225,000 | 1,500 | 2.55 |
| Salaries & Labor | | 225,000 | 1,500 | 2.55 |
| Maintenance & Repairs / Turnkey | | 105,000 | 700 | 1.19 |
| Landscaping | | 15,000 | 100 | 0.17 |
| Advertising & Promotion | | 15,000 | 100 | 0.17 |
| Administrative/Misc. | | 75,000 | 500 | 0.85 |
| Total Expenses | | $885,602 | $5,904 | $10.05 |
| Reserves | | 45,000 | 300 | 0.51 |
| Total Operating Expenses | | $930,602 | $6,204 | $10.56 |
| Net Income | | $800,872 | $5,339 | $9.09 |
| Overall Rates/Indicated | 6.50% | $12,321,114 | $82,141 | $139.77 |
| Values | 7.00% | $11,441,034 | $76,274 | $129.79 |
| | 7.50% | $10,678,299 | $71,189 | $121.14 |
| **Stabilized Reconciled Value** | | $11,500,000 | $76,667 | $130.46 |

## INCOME APPROACH – "AS IS" / RESTRICTED

We were also asked to estimate the market value of the subject "as is" with restricted rents. For this portion of our analysis, we relied heavily on the actual performance of the subject. Currently, all of the subject's units are PBRA units and are contracted with the Atlanta Housing Authority at rental rates of $984 and $1,154 per month for the 1BR and 2BR units, respectively. Thus, we used the current contract rents for all units. As seen in the following chart, potential gross income at these rent levels is $1,787,520.

| CURRENT CONTRACT RENTS - AS OF 8/4/2016 | | | |
|---|---|---|---|
| Unit Type | No. Units | Monthly Unit Rent | Total Income |
| 1BR/1BA (PBRA) | 125 | $984 | $1,476,000 |
| 1BR/1BA (PBRA) | 17 | $984 | $200,736 |
| 2BR/1BA (PBRA) | 8 | $1,154 | $110,784 |
| Total/Avg. | 150 | $993 | $1,787,520 |
| Source: HAP Contract | | | |

**Other Income, Vacancy and Effective Gross Income**

As mentioned in our post-renovation analysis, the subject is currently receiving minimal other income ($30 per unit in 2012, $38 per unit in 2013, $43 per unit in 2014, $43 per unit in 2015 and $17 per unit in 2016). We used a rounded $50 per unit. After consideration of 5% vacancy and collection loss this indicates a rounded $47 per unit, which is inline with historical operations. In addition, the subject is currently 97% occupied. PBRA properties typically maintain high occupancy rates between 95% and 100%. It is our understanding that the subject historically has operated in the mid 90% range, which is consistent with our experience with this type property. Thus, we applied a 5% vacancy and collection loss.

Based on these parameters, estimated effective gross income is $1,705,269. For 2012 effective gross income was $1,609,600, for 2013 it was $1,642,395, for 2014 it was $1,663,890, for 2015 it was $1,661,813, and for 2016 annualized it is $1,728,510. Assuming a stabilized operation, our projections are reasonable.

**Expenses and Net Operating Income**

Unless otherwise noted, we used the same expenses as we used in our post-renovation restricted analysis. The "as is" analysis requires the adjustment of only a few expense categories based on our analysis of the historical operating statements, which are explained in detail in the prior post renovation analysis of this report section. We included the current real estate taxes ($788 per unit), we raised utilities to $2,250 per unit (assumes stabilized occupancy), repairs to $900 per unit, and reserves of $350 per unit, which are inline with historical operations. All other categories are the same as those estimated in our post-renovation analysis. Based on these parameters, total expenses, including reserves, are $1,132,645, or $7,551 per unit. Excluding reserves, total expenses are $7,201. For 2012, 2013, 2014, 2015, and 2016 annualized actual expenses (not including capital expenditures) for the subject were $6,831, $6,774, $7,981, $7,353, and $7,261 respectively. Our estimates are within the range of the past few years of actual operations. Our estimates of income and expenses for the subject apartments result in a net operating income projection of $572,624, or $3,817 per unit.

## Capitalization Rate - Conclusion

Given the subject's high expense ratio and associated risk, we feel an overall rate slightly above the comparables is reasonable. Based on the subject's specific income characteristics and information provided from the comparables, surveys and the band of investment, we estimate an overall rate of **7.00%**. For sensitivity purposes, we used a range of 6.50% to 7.50%.

A summary of the income and expense statement, including our capitalized "as is" value estimate, is presented in the following chart. As shown, our final value estimate by this method of analysis is **$8,200,000**, or $54,667 per unit.

| APPRAISERS PRO FORMA ANALYSIS - "AS IS"<br>MAGGIE RUSSELL TOWER<br>150 Units - 88,152 Rentable Sq. Ft. | | Total | Per Unit | Per SF |
|---|---|---|---|---|
| Gross Apartment Rental Income | | $1,787,520 | $11,917 | $20.28 |
| Plus Other Income | | 7,500 | $50 | 0.09 |
| Total Gross Rental Income | | $1,795,020 | $11,967 | $20.36 |
| Vacancy and Collection Loss | 5.0% | $89,751 | $598 | $1.02 |
| Effective Gross Income | | $1,705,269 | $11,368 | $19.34 |
| Expenses | | | | |
| Real Estate Taxes | | $118,266 | $788 | $1.34 |
| Insurance | | 37,500 | 250 | 0.43 |
| Management Fee | 5.3% | 90,379 | 603 | 1.03 |
| Utilities | | 337,500 | 2,250 | 3.83 |
| Salaries & Labor | | 262,500 | 1,750 | 2.98 |
| Maintenance & Repairs / Turnkey | | 135,000 | 900 | 1.53 |
| Landscaping | | 15,000 | 100 | 0.17 |
| Advertising & Promotion | | 1,500 | 10 | 0.02 |
| Administrative/Misc. | | 82,500 | 550 | 0.94 |
| Total Expenses | | $1,080,145 | $7,201 | $12.25 |
| Capital Expenditures | | 52,500 | 350 | 0.60 |
| Total Operating Expenses | | $1,132,645 | $7,551 | $12.85 |
| Net Income | | $572,624 | $3,817 | $6.50 |
| Overall Rates/Indicated | 6.50% | $8,809,593 | $58,731 | $99.94 |
| Values | 7.00% | $8,180,336 | $54,536 | $92.80 |
| | 7.50% | $7,634,981 | $50,900 | $86.61 |
| **Stabilized Reconciled Value** | | $8,200,000 | $54,667 | $93.02 |

The Sales Comparison Approach provides an estimate of market value based on an analysis of recent transactions involving similar properties in the market area. This method is based on the premise that an informed purchaser will pay no more for a property than the cost of acquiring an equally desirable substitute. When there are an adequate number of sales involving truly similar properties, with sufficient information for comparison, a range of values for the subject can be developed. In the analysis of sales, considerations for such factors as changing market conditions over time, location, size, quality, age/condition, and amenities, as well as the terms of the transactions, are all significant variables relating to the relative marketability of the subject property. Any adjustments to the sale price of comparables to provide indications of market value for the subject must be market-derived; thus, the actions of typical buyers and sellers are reflected in the comparison process. Data used in this section is presented in the addenda as improved sales comparables.

There are various units of comparison available in the evaluation of sales data. The sale price per unit (physical adjustment and NOI) and effective gross income multiplier (EGIM) are most commonly used for apartments. We performed an NOI and physical adjustment analysis. Due to the limited availability of expense information on the comparables, we did not perform an EGIM analysis. The summary chart below provides pertinent details, with additional information pertaining to each transaction, along with a location map, included in the Addenda.

**IMPROVED SALES SUMMARY - MARKET RATE COMPLEXES**

| No. | Name Location | Sale Date | Number of Units | Year Built | Price Per Unit | Avg. Unit Size (SF) | NOI/Unit at Sale | OAR |
|---|---|---|---|---|---|---|---|---|
| 1 | Audubon Creek, Norcross, GA | Aug-16 | 100 | 1981 | $70,000 | 954 | $4,837 | 6.91% |
| 2 | Park at Tara Lake, Jonesboro, GA | Jul-16 | 230 | 1998 | $60,435 | 1,073 | $4,351 | 7.20% |
| 3 | Broadway at East Atlanta, Atlanta, GA | Jun-16 | 176 | 1967 | $80,000 | 892 | $5,448 | 6.81% |
| 4 | Greens at Windy Hill, Smyrna, GA | May-16 | 188 | 1965 | $69,149 | 1,134 | $4,709 | 6.81% |
| 5 | Huntington Ridge, Norcross, GA | May-16 | 210 | 1973/2012 | $70,000 | 1,213 | $4,375 | 6.25% |
| 6 | Villages of Old Concord, Smyrna, GA | May-16 | 152 | 1969/2009 | $67,434 | 1,273 | $4,323 | 6.41% |

## DISCUSSION OF SALES

All of the comparable sales used in this analysis are located in metropolitan Atlanta. The sales are of overall average to good quality apartment complexes built between 1965 and 1998. It should be noted that Comparables Five and Six were renovated in 2012 and 2009, respectively. The transactions occurred between May 2016 and August 2016 and involve properties ranging in size from 100 to 230 units. Sale prices per unit range from $60,435 to $80,000. Net operating incomes for the comparables range from $4,323 to $5,448 per unit.

Overall rates indicated by the transactions range between 6.25% and 7.20%, with a mean of 6.73%.

## SALE PRICE PER UNIT / NOI ANALYSIS

We analyzed the NOI per square foot being generated by each comparable as compared to the subject's net operating income. Basically, by developing a ratio between the subject's and the comparable's NOI per square foot, an adjustment factor can be calculated for each of the individual sales. This factor can then be applied to the comparable's price per unit to render indications for the subject. This process illustrates an attempt to isolate the economic reasoning of buyers. In general, it is a fundamental assumption that the physical characteristics of a property (e.g., location, access, design / appeal, condition, etc.) are reflected in the net operating income being generated, and that the resulting price per unit paid for a property has a direct relationship to the net operating income being generated. The following chart depicts the calculations involved in developing adjustment factors to be applied to the respective price per unit for the comparables employed.

| NET OPERATING INCOME (NOI) ANALYSIS - RESTRICTED POST RENOV<br>WHEAT STREET TOWER | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| Sale No. | Subject's NOI/Unit | | Comp. NOI/Unit | | Multiplier | | Sale Price $/Unit | | Adjusted $/Unit For Subject |
| 1 | $4,827 | / | $4,837 | = | 1.00 | X | $70,000 | = | $70,000 |
| 2 | $4,827 | / | $4,351 | = | 1.11 | X | $60,435 | = | $67,083 |
| 3 | $4,827 | / | $5,448 | = | 0.89 | X | $80,000 | = | $71,200 |
| 4 | $4,827 | / | $4,709 | = | 1.02 | X | $69,149 | = | $70,532 |
| 5 | $4,827 | / | $4,375 | = | 1.10 | X | $70,000 | = | $77,000 |
| 6 | $4,827 | / | $4,323 | = | 1.12 | X | $67,434 | = | $75,526 |

As shown above, the adjusted values indicated for the subject range from $67,083 to $77,000 per unit, with an average of $71,890, post renovation assuming restricted rents. We reconciled to $70,000 per unit.

| NET OPERATING INCOME (NOI) ANALYSIS - UNRESTRICTED POST RENOV WHEAT STREET TOWER | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| **Sale No.** | **Subject's NOI/Unit / Comp. NOI/Unit** | | | | **Multiplier** | | **Sale Price $/Unit** | | **Adjusted $/Unit For Subject** |
| 1 | $5,339 | / | $4,837 | = | 1.10 | X | $70,000 | = | $77,000 |
| 2 | $5,339 | / | $4,351 | = | 1.23 | X | $60,435 | = | $74,335 |
| 3 | $5,339 | / | $5,448 | = | 0.98 | X | $80,000 | = | $78,400 |
| 4 | $5,339 | / | $4,709 | = | 1.13 | X | $69,149 | = | $78,138 |
| 5 | $5,339 | / | $4,375 | = | 1.22 | X | $70,000 | = | $85,400 |
| 6 | $5,339 | / | $4,323 | = | 1.24 | X | $67,434 | = | $83,618 |

For the post renovation under the hypothetical condition as if unrestricted analysis, the range is from $74,335 to $85,400 per unit, with an average of $79,482. We reconciled to $77,000 per unit.

| NET OPERATING INCOME (NOI) ANALYSIS - AS IS WHEAT STREET TOWER | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| **Sale No.** | **Subject's NOI/Unit / Comp. NOI/Unit** | | | | **Multiplier** | | **Sale Price $/Unit** | | **Adjusted $/Unit For Subject** |
| 1 | $3,817 | / | $4,837 | = | 0.79 | X | $70,000 | = | $55,300 |
| 2 | $3,817 | / | $4,351 | = | 0.88 | X | $60,435 | = | $53,183 |
| 3 | $3,817 | / | $5,448 | = | 0.70 | X | $80,000 | = | $56,000 |
| 4 | $3,817 | / | $4,709 | = | 0.81 | X | $69,149 | = | $56,011 |
| 5 | $3,817 | / | $4,375 | = | 0.87 | X | $70,000 | = | $60,900 |
| 6 | $3,817 | / | $4,323 | = | 0.88 | X | $67,434 | = | $59,342 |

As shown above, the adjusted values indicated for the subject “as is” range from $53,183 to $60,900 per unit, with an average of $56,789 (assuming restricted rents). We reconciled to $55,000 per unit.

| SALES COMPARISON APPROACH SUMMARY – RESTRICTED AS COMPLETE AND STABILIZED | | |
|---|---|---|
| **# Units** | **$/Unit** | **Indicated Value** |
| 150 | $70,000 | $10,500,000 |
| **Rounded** | | **$10,500,000** |

| SALES COMPARISON APPROACH SUMMARY – HYPOTHETICAL UNRESTRICTED, AS COMPLETE AND STABILIZED | | |
|---|---|---|
| **# Units** | **$/Unit** | **Indicated Value** |
| 150 | $77,000 | $11,550,000 |
| **Rounded** | | **$11,550,000** |

| SALES COMPARISON APPROACH SUMMARY – RESTRICTED AS IS | | |
|---|---|---|
| **# Units** | **$/Unit** | **Indicated Value** |
| 150 | $55,000 | $8,250,000 |
| **Rounded** | | **$8,250,000** |

## PHYSICAL ADJUSTMENT ANALYSIS

For additional support, we are including an adjustment grid for the comparable sales. Adjustments were made for conditions of sale and market conditions, along with common characteristics including location, access/exposure, size, quality/amenities and age/condition.

### Conditions of Sale

The comparable sales were all reportedly arms-length with cash or normal financing. For the restricted rent scenarios, the comparables are adjusted downward to account for limited income expectations of the subject.

### Market Conditions

The sales are recent, and no adjustments are necessary.

### Location

The subject is located in an excellent location in the heart of downtown Atlanta. Comparables One, Two, Four, Five, and Six are located in desirable suburbs, but outside I-285 and warrant varying degrees of upward adjustments. Comparable Three is considered to be most similar to the subject and does not require any adjustment.

### Access/Exposure

The subject is located at a traffic controlled intersection with good access to major roadways. Comparables One, Two, Four, Five, and Six are considered to have inferior access/exposure characteristics compared to the subject and warrant upward adjustments. Comparable Three is considered to be most similar to the subject and does not require any adjustment.

### Size / Number of Units

The subject has 150 units. Typically, smaller properties sell for higher per unit prices. Conversely, larger properties tend to sell for lower per unit prices. This represents something of a quantity discount. Comparable One was adjusted downward for its smaller size. Comparables Two, and Five were adjusted upward given their larger sizes in comparison to the subject. Comparables Three Four and Six were considered similar enough as to not warrant any adjustment.

### Average Unit Size

The subject has an average unit size of 588 square feet. All of the comparables have larger average unit sizes and require varying degrees of downward adjustments.

### Quality / Amenities

Comparables One through Five are considered to have superior quality and/or amenities when compared to the subject “as is”. The comparables have more extensive amenity packages. All of the comparables required varying degrees of downward for the ‘as is’ scenario. Post renovation, the comparables are considered similar to the subject in terms of overall condition and did not warrant any adjustments; however, they did warrant downward adjustments for their perceived superior amenity packages.

### Age

The subject was built in 1982 and has been adequately maintained, though some repairs have been deferred in anticipation of the renovations, and these contribute to a less-than-ideal current property condition. The comparables were built between 1965 and 1998 with Comparables Five and Six being renovated in 2012 and 2009, respectively. We applied varying degrees of downward adjustments for all of the comparables to reflect their perceived superior overall condition when compared to the subject for the ‘as is’ scenario. Post renovation we consider the comparables to be inferior to the subject in terms of overall quality due to the extensive renovations. Upward adjustments are warranted for the post renovation scenarios.

## SUMMARY AND COMMENTS

The following adjustment grid illustrates our thought processes in the comparison of the comparables to the subject. As shown, prior to adjustment, the comparables present a range of price per unit between $60,435 and $80,000, with a mean of $69,503.

| COMPARABLE SALES ADJUSTMENT CHART - RESTRICTED AT COMPLETION AND STABILIZATION | | | | | | | |
|---|---|---|---|---|---|---|---|
| **Sale No.** | **Subject** | **1** | **2** | **3** | **4** | **5** | **6** |
| **Informational Data** | | | | | | | |
| Sale Date | N/Ap | Aug-16 | Jul-16 | Jun-16 | May-16 | May-16 | May-16 |
| Sale Price | N/Ap | $7,000,000 | $13,900,000 | $14,080,000 | $13,000,000 | $14,700,000 | $10,250,000 |
| Building Type | Apartment | Apartment | Apartment | Apartment | Apartment | Apartment | Apartment |
| # Units | 150 | 100 | 230 | 176 | 188 | 210 | 152 |
| Avg. Unit Size | 588 | 954 | 1,073 | 892 | 1,134 | 1,213 | 1,273 |
| Year Built | 1982 | 1981 | 1998 | 1967 | 1965 | 1973/2012 | 1969/2009 |
| Location | Good | Inferior | Inferior | Inferior | Inferior | Inferior | Inferior |
| Price per Unit | N/Ap | $70,000 | $60,435 | $80,000 | $69,149 | $70,000 | $67,434 |
| **Comparative Analysis** | | | | | | | |
| Conditions of Sale | | -10% | -10% | -10% | -10% | -10% | -10% |
| Adjusted Price/SF | | $63,000 | $54,391 | $72,000 | $62,234 | $63,000 | $60,691 |
| Market Conditions | | | | | | | |
| Adjusted Price/SF | | $63,000 | $54,391 | $72,000 | $62,234 | $63,000 | $60,691 |
| **Physical Adjustments** | | | | | | | |
| Location | | 10% | 15% | | 10% | 10% | 10% |
| Access / Exposure | | 10% | 10% | | 10% | 10% | 10% |
| Size (# of units) | | -5% | 10% | | | 5% | |
| Avg. Unit Size | | -5% | -10% | -5% | -10% | -10% | -10% |
| Quality/Amenities | | -5% | -5% | -5% | -5% | -5% | |
| Age/Condition | | 5% | 5% | 5% | 5% | | |
| Net Adjustment | | 10% | 25% | -5% | 10% | 10% | 10% |
| Adjusted Price/SF | | $69,300 | $67,989 | $68,400 | $68,457 | $69,300 | $66,760 |
| Indicated Range: | | | $66,760 | to | $69,300 | | |
| Mean: | | | | $68,368 | | | |
| Indicated Range: (Ex. Extremes) | | | $67,989 | to | $68,457 | | |
| Mean: | | | | $68,282 | | | |

As shown, after adjustments, the indicated range is a narrowed to $66,760 and $69,300, with a mean of $68,368 per unit. Excluding the extremes the range narrows between $67,989 and $68,457, with a mean of $68,282 per unit. Based on this information, we estimate value for the subject at $68,000 per unit. Our estimate of value for the subject property, based on a price per unit method is shown as follows.

| SALES COMPARISON APPROACH VALUE – PRICE PER UNIT | | | | |
|---|---|---|---|---|
| **Indicated Value/Unit** | | **Subject Units** | | **Total** |
| $68,000 | X | 150 | = | $10,200,000 |
| Rounded | | | | $10,200,000 |

| COMPARABLE SALES ADJUSTMENT CHART - HYPOTHETICAL UNRESTRICTED AT COMPLETION AND STABILIZATION | | | | | | | |
|---|---|---|---|---|---|---|---|
| **Sale No.** | **Subject** | **1** | **2** | **3** | **4** | **5** | **6** |
| **Informational Data** | | | | | | | |
| Sale Date | N/Ap | Aug-16 | Jul-16 | Jun-16 | May-16 | May-16 | May-16 |
| Sale Price | N/Ap | $7,000,000 | $13,900,000 | $14,080,000 | $13,000,000 | $14,700,000 | $10,250,000 |
| Building Type | Apartment | Apartment | Apartment | Apartment | Apartment | Apartment | Apartment |
| # Units | 150 | 100 | 230 | 176 | 188 | 210 | 152 |
| Avg. Unit Size | 588 | 954 | 1,073 | 892 | 1,134 | 1,213 | 1,273 |
| Year Built | 1982 | 1981 | 1998 | 1967 | 1965 | 1973/2012 | 1969/2009 |
| Location | Good | Inferior | Inferior | Inferior | Inferior | Inferior | Inferior |
| Price per Unit | N/Ap | $70,000 | $60,435 | $80,000 | $69,149 | $70,000 | $67,434 |
| **Comparative Analysis** | | | | | | | |
| Conditions of Sale | | | | | | | |
| Adjusted Price/SF | | $70,000 | $60,435 | $80,000 | $69,149 | $70,000 | $67,434 |
| Market Conditions | | | | | | | |
| Adjusted Price/SF | | $70,000 | $60,435 | $80,000 | $69,149 | $70,000 | $67,434 |
| **Physical Adjustments** | | | | | | | |
| Location | | 10% | 15% | | 10% | 10% | 10% |
| Access / Exposure | | 10% | 10% | | 10% | 10% | 10% |
| Size (# of units) | | -5% | 10% | | | 5% | |
| Avg. Unit Size | | -5% | -10% | -5% | -10% | -10% | -10% |
| Quality/Amenities | | -5% | -5% | -5% | -5% | -5% | |
| Age/Condition | | 5% | 5% | 5% | 5% | | |
| Net Adjustment | | 10% | 25% | -5% | 10% | 10% | 10% |
| Adjusted Price/SF | | $77,000 | $75,543 | $76,000 | $76,064 | $77,000 | $74,178 |
| Indicated Range: | | | $74,178 | to | $77,000 | | |
| Mean: | | | | $75,964 | | | |
| Indicated Range: (Ex. Extremes) | | | $75,543 | to | $76,064 | | |
| Mean: | | | | $75,869 | | | |

As shown, after adjustments, the indicated range is a narrowed to between $74,178 and $77,000, with a mean of $75,965 per unit. Excluding the extremes the range narrows between $75,543 and $76,064, with a mean of $75,869 per unit. Based on this information, we estimate value for the subject at $76,000 per unit. Our estimate of value for the subject property, based on a price per unit method is shown as follows.

| SALES COMPARISON APPROACH VALUE – PRICE PER UNIT | | | | |
|---|---|---|---|---|
| **Indicated Value/Unit** | | **Subject Units** | | **Total** |
| $76,000 | X | 150 | = | $11,400,000 |
| Rounded | | | | $11,400,000 |

| COMPARABLE SALES ADJUSTMENT CHART - RESTRICTED "AS IS" | | | | | | | |
|---|---|---|---|---|---|---|---|
| **Sale No.** | **Subject** | **1** | **2** | **3** | **4** | **5** | **6** |
| **Informational Data** | | | | | | | |
| Sale Date | N/Ap | Aug-16 | Jul-16 | Jun-16 | May-16 | May-16 | May-16 |
| Sale Price | N/Ap | $7,000,000 | $13,900,000 | $14,080,000 | $13,000,000 | $14,700,000 | $10,250,000 |
| Building Type | Apartment | Apartment | Apartment | Apartment | Apartment | Apartment | Apartment |
| # Units | 150 | 100 | 230 | 176 | 188 | 210 | 152 |
| Avg. Unit Size | 588 | 954 | 1,073 | 892 | 1,134 | 1,213 | 1,273 |
| Year Built | 1982 | 1981 | 1998 | 1967 | 1965 | 1973/2012 | 1969/2009 |
| Location | Good | Inferior | Inferior | Inferior | Inferior | Inferior | Inferior |
| Price per Unit | N/Ap | $70,000 | $60,435 | $80,000 | $69,149 | $70,000 | $67,434 |
| **Comparative Analysis** | | | | | | | |
| Conditions of Sale | | -20% | -20% | -20% | -20% | -20% | -20% |
| Adjusted Price/SF | | $56,000 | $48,348 | $64,000 | $55,319 | $56,000 | $53,947 |
| Market Conditions | | | | | | | |
| Adjusted Price/SF | | $56,000 | $48,348 | $64,000 | $55,319 | $56,000 | $53,947 |
| **Physical Adjustments** | | | | | | | |
| Location | | 10% | 15% | | 10% | 10% | 10% |
| Access / Exposure | | 10% | 10% | | 10% | 10% | 10% |
| Size (# of units) | | -5% | 10% | | | 5% | |
| Avg. Unit Size | | -5% | -10% | -5% | -10% | -10% | -10% |
| Quality/Amenities | | -10% | -10% | -10% | -10% | -10% | -5% |
| Age/Condition | | | -5% | | | -5% | -5% |
| Net Adjustment | | 0% | 10% | -15% | 0% | 0% | 0% |
| Adjusted Price/SF | | $56,000 | $53,183 | $54,400 | $55,319 | $56,000 | $53,947 |
| Indicated Range: | | | $53,183 | to | $56,000 | | |
| Mean: | | | | $54,808 | | | |
| Indicated Range: (Ex. Extremes) | | | $53,947 | to | $55,319 | | |
| Mean: | | | | $54,556 | | | |

As shown, after adjustments, the indicated range is a narrowed to between $53,183 and $56,000, with a mean of $54,808 per unit. Excluding the extremes the range narrows between $53,947 and $55,319, with a mean of $54,556 per unit. Based on this information, we estimate value for the subject at $55,000 per unit. Our estimate of value for the subject property, based on a price per unit method is shown as follows.

| SALES COMPARISON APPROACH VALUE – PRICE PER UNIT – AS IS | | | | |
|---|---|---|---|---|
| **Indicated Value/Unit** | | **Subject Units** | | **Total** |
| $55,000 | X | 150 | = | $8,250,000 |
| Rounded | | | | $8,250,000 |

## SALES COMPARISON APPROACH CONCLUSION

The following table summarizes the value indications provided by the methods of analysis presented in the sales comparison approach.

| SUMMARY OF VALUE ESTIMATES<br>BY SALES COMPARISON APPROACH<br>RESTRICTED RENTS AT COMPLETION & STABILIZATION | |
|---|---|
| **Method** | **Indicated Value** |
| NOI Per Square Foot | $10,500,000 |
| Physical Adjustments | $10,200,000 |
| **Reconciled:** | **$10,400,000** |

| SUMMARY OF VALUE ESTIMATES<br>BY SALES COMPARISON APPROACH<br>HYPTHETICAL UNRESTRICTED AT COMPLETION & STABILIZATION | |
|---|---|
| **Method** | **Indicated Value** |
| NOI Per Square Foot | $11,550,000 |
| Physical Adjustments | $11,400,000 |
| **Reconciled:** | **$11,500,000** |

| SUMMARY OF VALUE ESTIMATES<br>BY SALES COMPARISON APPROACH<br>“AS IS” RESTRICTED RENTS | |
|---|---|
| **Method** | **Indicated Value** |
| NOI Per Square Foot | $8,250,000 |
| Physical Adjustments | $8,250,000 |
| **Reconciled:** | **$8,250,000** |

We were asked to estimate the market value of the fee simple interest in the subject property "as is," market value of the fee simple interest in the underlying site "as if vacant," and prospective market value of the fee simple interest in the subject property "upon completion and stabilization" of the proposed renovations using both restricted and hypothetical unrestricted rents. We were also requested to estimate prospective unrestricted market value at loan maturity and value of the tax credits.

## VALUE ESTIMATE – UNDERLYING SITE "AS IF VACANT"

The sales comparison approach was used to estimate the underlying land value, "as if vacant." Our analysis yielded the following value indication:

**Estimate of Market Value of the Fee Simple Interest in the Underlying Subject Site "As If Vacant," As of September 12, 2016**

**ONE MILLION FOUR HUNDRED THOUSAND DOLLARS**
**$1,400,000**

## FINAL VALUE ESTIMATE – "AS IS"

We used the income and sales comparison approaches to estimate market value for the subject property. The indications from each are presented in the following chart.

| FINAL VALUE ESTIMATES – RESTRICTED AS IS | |
|---|---|
| Income Capitalization Approach | $8,200,000 |
| Sales Comparison Approach | $8,250,000 |

Apartment properties are typically purchased by investors; thus, the income approach most closely parallels the anticipated analysis that would be employed by a likely buyer. Most multifamily buyers place emphasis on this approach, particularly the direct capitalization analysis for existing properties operating at or near stabilization.

The sales comparison approach is predicated on the principle that an investor will pay no more for an existing property than for a comparable property with similar utility. This approach is contingent on the reliability and comparability of available data. We used sales of conventional apartment complexes located in the metro Atlanta market of similar investment quality.

Based on the research and analysis contained in this report, and placing greater weight on the income approach, we estimate the market value of the Fee Simple interest in the subject property, as follows:

**Estimate of Market Value of the Fee Simple Interest in the Subject**
**"As Is," Subject To Restricted Rents, As of September 12, 2016**

**EIGHT MILLION TWO HUNDRED THOUSAND DOLLARS**
**$8,200,000**

## FINAL VALUE ESTIMATE – POST RENOVATION "AT STABILIZATION"

We used the income and sales comparison approaches to estimate market value for the subject property. The indications from each are presented in the following chart.

| FINAL VALUE ESTIMATES – RESTRICTED AS STABILIZED | |
|---|---|
| Income Capitalization Approach | $10,300,000 |
| Sales Comparison Approach | $10,400,000 |
| **FINAL VALUE ESTIMATES – UNRESTRICTED AS STABILIZED** | |
| Income Capitalization Approach | $11,500,000 |
| Sales Comparison Approach | $11,500,000 |

**Estimate of Market Value of the Fee Simple Interest in the Subject**
**"As Complete and Stabilized," Subject To Restricted Rents, As of December 1, 2018**

**TEN MILLION THREE HUNDRED THOUSAND DOLLARS**
**$10,300,000**

**Estimate of Market Value of the Fee Simple Interest in the Subject**
**"As Complete And Stabilized," Subject To Hypothetical Market Rents,**
**As of December 1, 2018**

**ELEVEN MILLION FIVE HUNDRED THOUSAND DOLLARS**
**$11,500,000**

## FINAL VALUE ESTIMATES – "UPON COMPLETION"

In order to estimate the prospective value "upon completion of renovation," we must deduct those additional costs yet to be incurred in order to achieve stabilization. In the case of the subject, this requires consideration of rent loss, and entrepreneurial profit. These costs are then deducted from our reconciled "at stabilization" value estimates of $10,300,000 assuming restricted rents and $11,500,000 assuming unrestricted or market rents.

Rent loss is calculated for the period between the "as is" value and date of stabilization. The subject will need to lease roughly 143 (Restricted) or 140 (Market) units to reach their respective stabilized operating levels of 95% / 93%. Tenants will shift into existing vacant units as units are renovated, so a minimal loss of tenants is anticipated. As discussed in our Market Analysis, competition among apartments in the subject's market is strong. We estimated that the subject should be able to reach a stabilized operating level within six months from the date of completion, April 30, 2017. Our analysis assumes that the units will be taken down evenly over the stabilization period. Our estimated "at stabilization" effective gross rental incomes are $1,733,085 or $144,424 per month (Restricted) and $1,731,474 or $144,290 per month (Unrestricted/Market). The development will never be completely vacant, since tenants will move into units as they are completed. We estimate 50% occupancy upon completion, indicating monthly EGI of $76,013 (Restricted) and $77,575 (Unrestricted/Market). Thus, monthly rent loss at completion equates to $68,411 and $66,715. Further, since this loss will be reduced, over time, to zero by the time the property is stabilized, we estimate that the typical buyer of the property would calculate the total loss by taking one-half of these figures or $34,206 ($68,411/2) and $33,357 ($66,715/2) and then multiplying by the lease-up period of six months. This methodology produces total rent loss of $205,234 and $200,158, respectively.

In addition, investors in destabilized properties expect to make a profit on any additional investment required. According to brokers and buyers/sellers, as well as owners, profit requirements tend to range from 5% to 20% of total cost to achieve stabilization for most property types. The lower end of the range typically applies to single-tenant, build-to-suit type properties with limited risk, while the upper end pertains to multi-tenant, larger properties with extensive marketing and lease-up costs and thus, greater risk. Based on conversations with representatives involved in the sale of similar apartment properties, and considering the subject's condition and the current market conditions, we estimate an appropriate profit for the subject property at 15%. Thus, we applied a 15% profit to the total rent loss estimates, which equates to total deductions of $236,019 (Restricted) and $230,165 (Unrestricted/Market), which we rounded to **$250,000**. Deducting this amount from our stabilized values result in the following "upon completion" value estimates using this methodology:

**Estimate of Market Value of the Fee Simple Interest in the Subject**
**"Upon Completion," Subject To Restricted Rents, As of June 1, 2018**

**TEN MILLION FIFTY THOUSAND DOLLARS**
**$10,050,000**

**Estimate of Hypothetical Market Value of the Fee Simple Interest in the Subject "Upon Completion," Assuming Unrestricted/Market Rents, As of June 1, 2018**

**ELEVEN MILLION TWO HUNDRED FIFTY THOUSAND DOLLARS**
**$11,250,000**

## VALUE ESTIMATE AT LOAN MATURITY ASSUMING UNRESTRICTED RENTS

Assuming annual inflation of 1.50% applied to the NOI at stabilization, the estimate of market value at loan maturity, assuming unrestricted rents, is **$12,700,000**.

| MARKET VALUE AT LOAN MATURITY | | | | |
|---|---|---|---|---|
| **Stabilized NOI** | **Annual Inflation** | **NOI at Loan Maturity (20 yrs)** | **Overall Rate at Maturity** | **Indicated Value at Maturity** |
| $800,872 | 1.50% | $1,078,659.02 | 8.50% | $12,690,106 |
| Rounded | | | | $12,700,000 |

## LOW INCOME HOUSING TAX CREDITS

The subject property will be renovated subject to the Georgia Housing Development Agency Low Income Housing Program, and accordingly is eligible to receive tax credits under Section 42 of the Internal Revenue Code. The subject owner intends to syndicate the tax credits, with the proceeds to comprise the tax credit equity source of funds for development.

The LIHTC program provides incentives to developers to provide affordable housing to low-income residents. According to the program, low income qualifies as having income at or below 60% of the median family income for a particular area. This was discussed in the Market Analysis section of this report. Because the subject is offering a potion of its units to qualified residents, it is allowed to receive Low Income Housing Tax Credits (LIH) to offset future federal and state income taxes. Should the property be sold or foreclosed upon and resold during the compliance period, the remaining amount of tax credits is transferable.

We were provided information that based on provided Letters of Intent they are anticipating proceeds from the syndication of the tax credits in the amount of $3,233,758 for the State Tax Credits and $6,467,514 for the Federal Tax Credits. These figures are reportedly based on $1.00 per federal tax credit and $0.51 per state tax credit, which equates to a combined amount of $1.51 per credit.

The market for tax credits has changed significantly over the past few years, and only recent activity could accurately reflect the current market for tax credits. Research indicates the pool of purchasers and demand for tax credits had diminished when the recession began, and pricing had fallen considerably as a result. Rates selling for $0.70 - $0.75 per dollar of tax credit were common. More recently demand has steadily increased and so has pricing. Several recent agreements we have seen range from $0.85 to $0.99 per dollar for federal and $0.32 to $0.44 per dollar for state (about $1.17 to $1.43 per dollar combined). In addition, the numbers have been steadily increasing.

Based on this data and factoring upward pricing trends, the reported amounts for the subject are considered reasonable overall, although the State amount is aggressive. Therefore, utilizing the foregoing figures, the Tax Credits are projected to generate, upon sale, approximately $9,701,272 ($3,233,758 State + $6,467,514 Federal) in combined proceeds, which we rounded to **$9,700,000**.

The value estimates provided above are subject to the assumptions and limiting conditions stated throughout this report.

1. Unless otherwise noted in the body of the report, we assumed that title to the property or properties appraised is clear and marketable and that there are no recorded or unrecorded matters or exceptions that would adversely affect marketability or value. We are not aware of any title defects nor were we advised of any unless such is specifically noted in the report. We did not examine a title report and make no representations relative to the condition thereof. Documents dealing with liens, encumbrances, easements, deed restrictions, clouds and other conditions that may affect the quality of title were not reviewed. Insurance against financial loss resulting in claims that may arise out of defects in the subject property's title should be sought from a qualified title company that issues or insures title to real property.

2. We assume that improvements are constructed or will be constructed according to approved architectural plans and specifications and in conformance with recommendations contained in or based upon any soils report(s).

3. Unless otherwise noted in the body of this report, we assumed: that any existing improvements on the property or properties being appraised are structurally sound, seismically safe and code conforming; that all building systems (mechanical/electrical, HVAC, elevator, plumbing, etc.) are, or will be upon completion, in good working order with no major deferred maintenance or repair required; that the roof and exterior are in good condition and free from intrusion by the elements; that the property or properties have been engineered in such a manner that it or they will withstand any known elements such as windstorm, hurricane, tornado, flooding, earthquake, or similar natural occurrences; and, that the improvements, as currently constituted, conform to all applicable local, state, and federal building codes and ordinances. We are not engineers and are not competent to judge matters of an engineering nature. We did not retain independent structural, mechanical, electrical, or civil engineers in connection with this appraisal and, therefore, make no representations relative to the condition of improvements. Unless otherwise noted in the body of the report no problems were brought to our attention by ownership or management. We were not furnished any engineering studies by the owners or by the party requesting this appraisal. If questions in these areas are critical to the decision process of the reader, the advice of competent engineering consultants should be obtained and relied upon. It is specifically assumed that any knowledgeable and prudent purchaser would, as a precondition to closing a sale, obtain a satisfactory engineering report relative to the structural integrity of the property and the integrity of building systems. Structural problems and/or building system problems may not be visually detectable. If engineering consultants retained should report negative factors of a material nature, or if such are later discovered, relative to the condition of improvements, such information could have a substantial negative impact on the conclusions reported in this appraisal. Accordingly, if negative findings are reported by engineering consultants, we reserve the right to amend the appraisal conclusions reported herein.

4. All furnishings, equipment and business operations, except as specifically stated and typically considered as part of real property, have been disregarded with only real property being considered in the appraisal. Any existing or proposed improvements, on- or off-site, as well as any alterations or repairs considered, are assumed to be completed in a workmanlike manner according to standard practices based upon information submitted. This report may be subject to amendment upon re-inspection of the subject property subsequent to repairs, modifications, alterations and completed new construction. Any estimate of Market Value is as of the date indicated; based upon the information, conditions and projected levels of operation.

5. We assume that all factual data furnished by the client, property owner, owner's representative, or persons designated by the client or owner to supply said data are accurate and correct unless otherwise noted in the appraisal report. We have no reason to believe that any of the data furnished contain any material error. Information and data referred to in this paragraph include, without being limited to, numerical street addresses, lot and block numbers, Assessor's Parcel Numbers, land dimensions, square footage area of the land, dimensions of the improvements, gross building areas, net rentable areas, usable areas, unit count, room count, rent schedules, income data, historical operating expenses, budgets, and related data. Any material error in any of the above data could have a substantial impact on the conclusions reported. Thus, we reserve the right to amend our conclusions if errors are revealed. Accordingly, the client-addressee should carefully review all assumptions, data, relevant calculations, and conclusions within 30 days after the date of delivery of this report and should immediately notify us of any questions or errors.

6. The date of value to which any of the conclusions and opinions expressed in this report apply, is set forth in the Letter of Transmittal. Further, that the dollar amount of any value opinion herein rendered is based upon the purchasing power of the American Dollar on that date. This appraisal is based on market conditions existing as of the date of this appraisal. Under the terms of the engagement, we will have no obligation to revise this report to reflect events or conditions, which occur subsequent to the date of the appraisal.

However, we will be available to discuss the necessity for revision resulting from changes in economic or market factors affecting the subject.

7. We assume no private deed restrictions, limiting the use of the subject property in any way.

8. Unless otherwise noted in the body of the report, we assume that there are no mineral deposits or subsurface rights of value involved in this appraisal, whether they be gas, liquid, or solid. Nor are the rights associated with extraction or exploration of such elements considered unless otherwise stated in this appraisal report. Unless otherwise stated we also assumed that there are no air or development rights of value that may be transferred.

9. We are not aware of any contemplated public initiatives, governmental development controls, or rent controls that would significantly affect the value of the subject.

10. The estimate of Market Value, which may be defined within the body of this report, is subject to change with market fluctuations over time. Market value is highly related to exposure, time promotion effort, terms, motivation, and conclusions surrounding the offering. The value estimate(s) consider the productivity and relative attractiveness of the property, both physically and economically, on the open market.

11. Unless specifically set forth in the body of the report, nothing contained herein shall be construed to represent any direct or indirect recommendation to buy, sell, or hold the properties at the value stated. Such decisions involve substantial investment strategy questions and must be specifically addressed in consultation form.

12. Unless otherwise noted in the body of this report, we assume that no changes in the present zoning ordinances or regulations governing use, density, or shape are being considered. The property is appraised assuming that all required licenses, certificates of occupancy, consents, or other legislative or administrative authority from any local, state, nor national government or private entity or organization have been or can be obtained or renewed for any use on which the value estimates contained in this report is based, unless otherwise stated.

13. This study may not be duplicated in whole or in part without our written consent, nor may this report or copies hereof be transmitted to third parties without said consent. Exempt from this restriction is duplication for the internal use of the client-addressee and/or transmission to attorneys, accountants, or advisors of the client-addressee. Also exempt from this restriction is transmission of the report to any court, governmental authority, or regulatory agency having jurisdiction over the party/parties for whom this appraisal was prepared, provided that this report and/or its contents shall not be published, in whole or in part, in any public document without our written consent. Finally, this report shall not be advertised to the public or otherwise used to induce a third party to purchase the property or to make a “sale” or “offer for sale” of any “security”, as such terms are defined and used in the Securities Act of 1933, as amended. Any third party, not covered by the exemptions herein, who may possess this report, is advised that they should rely on their own independently secured advice for any decision in connection with this property. We shall have no accountability or responsibility to any such third party.

14. Any value estimate provided in the report applies to the entire property, and any pro ration or division of the title into fractional interests will invalidate the value estimate, unless such pro ration or division of interests has been set forth in the report.

15. The distribution of the total valuation in this report between land and improvements applies only under the existing program of utilization. Component values for land and/or buildings are not intended to be used in conjunction with any other property or appraisal and are invalid if so used.

16. The maps, plats, sketches, graphs, photographs and exhibits included in this report are for illustration purposes only and are to be used only to assist in visualizing matters discussed within this report. Except as specifically stated, data relative to size or area of the subject and comparable properties was obtained from sources deemed accurate and reliable. None of the exhibits are to be removed, reproduced, or used apart from this report.

17. No opinion is intended to be expressed on matters, which may require legal expertise or specialized investigation, or knowledge beyond that customarily employed by real estate appraisers. Values and

opinions expressed presume that environmental and other governmental restrictions/conditions by applicable agencies have been met, including but not limited to seismic hazards, flight patterns, decibel levels/noise envelopes, fire hazards, hillside ordinances, density, allowable uses, building codes, permits, licenses, etc. No survey, engineering study or architectural analysis was provided to us unless otherwise stated within the body of this report. If we were not supplied with a termite inspection, survey or occupancy permit, no responsibility or representation is assumed or made for any costs associated with obtaining same or for any deficiencies discovered before or after they are obtained. No representation or warranty is made concerning obtaining these items. We assume no responsibility for any costs or consequences arising due to the need, or the lack of need, for flood hazard insurance. An agent for the Federal Flood Insurance Program should be contacted to determine the actual need for Flood Hazard Insurance.

18. Acceptance and/or use of this report constitutes full acceptance of the Assumptions and Limiting Conditions and special assumptions set forth in this report. It is the responsibility of the Client, or client's designees, to read in full, comprehend and thus become aware of the aforementioned assumptions and limiting conditions. We assume no responsibility for any situation arising out of the Client's failure to become familiar with and understand the same. The Client is advised to retain experts in areas that fall outside the scope of the real estate appraisal/consulting profession if so desired.

19. We assume that the subject property will be under prudent and competent management and ownership; neither inefficient nor super-efficient.

20. We assume that there is full compliance with all applicable federal, state, and local environmental regulations and laws unless noncompliance is stated, defined and considered in the appraisal report.

21. No survey of the boundaries of the property was undertaken. All areas and dimensions furnished are presumed correct. It is further assumed that no encroachments to the realty exist.

22. All value opinions expressed herein are as of the date of value. In some cases, facts or opinions are expressed in the present tense. All opinions are expressed as of the date of value, unless specifically noted.

23. The *Americans with Disabilities Act* (ADA) became effective January 26, 1992. Notwithstanding any discussion of possible readily achievable barrier removal construction items in this report, we did not perform a specific compliance survey and analysis of this property to determine whether it is in conformance with the various detailed requirements of the ADA. It is possible that a compliance survey of the property together with a detailed analysis of the requirements of the ADA could reveal that the property is not in compliance with one or more of the requirements of the ADA. If so, this fact could have a negative effect on the value estimated herein. Since we have no specific information relating to this issue, nor are we qualified to make such an assessment, the effect of any possible non-compliance was not considered in estimating the value of the subject property.

24. The value estimate rendered in this report is predicated on the assumption that there is no hazardous material on or in the property that would cause a loss in value. We are not qualified to determine the existence or extent of environmental hazards.

Typical Exterior Views Of Subject Property

Typical Exterior Views Of Subject Property



Typical Exterior Views Of Subject Property


Typical Interior Views Of Subject Units

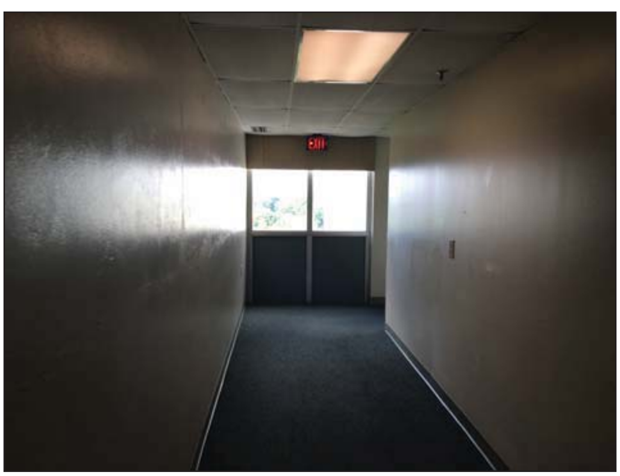

Typical Interior Views Of Subject Units


Typical Interior Views Of Subject Units


Typical Interior Views Of Subject Units



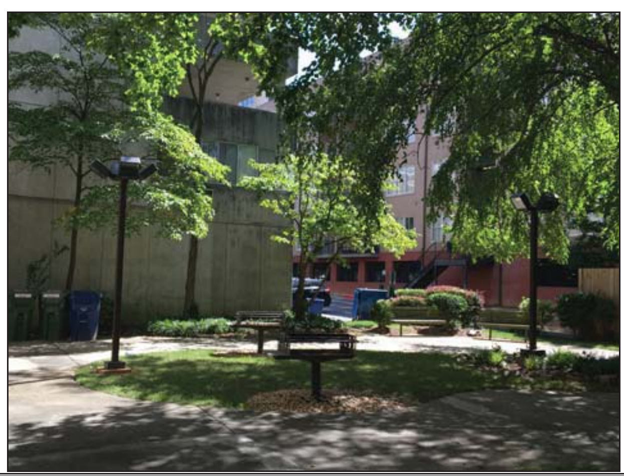
Typical Views Of Common Areas



Typical Views Of Common Areas


**Typical Views Of Amenities**


**Typical Views Of Amenities**

**Typical Views Of Amenities**

Typical Views Of Nearby Properties



Typical Views Of Nearby Properties


Typical Views Of Nearby Properties

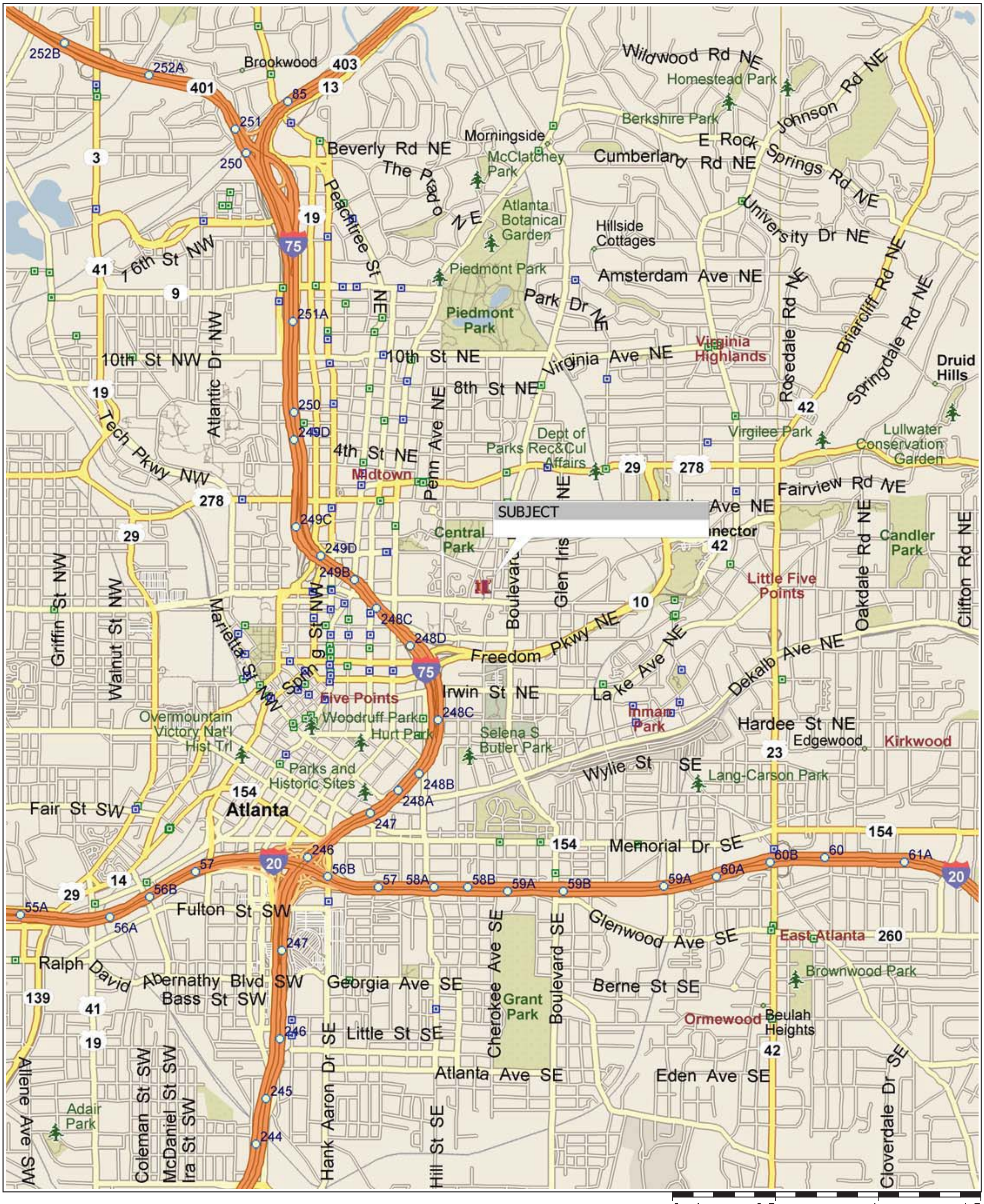
Easterly View Along Ralph McGill Boulevard, Subject On The Left

Westerly View Along Ralph McGill Boulevard, Subject On The Right

Northerly View Along Parkway Drive, Subject On The Left

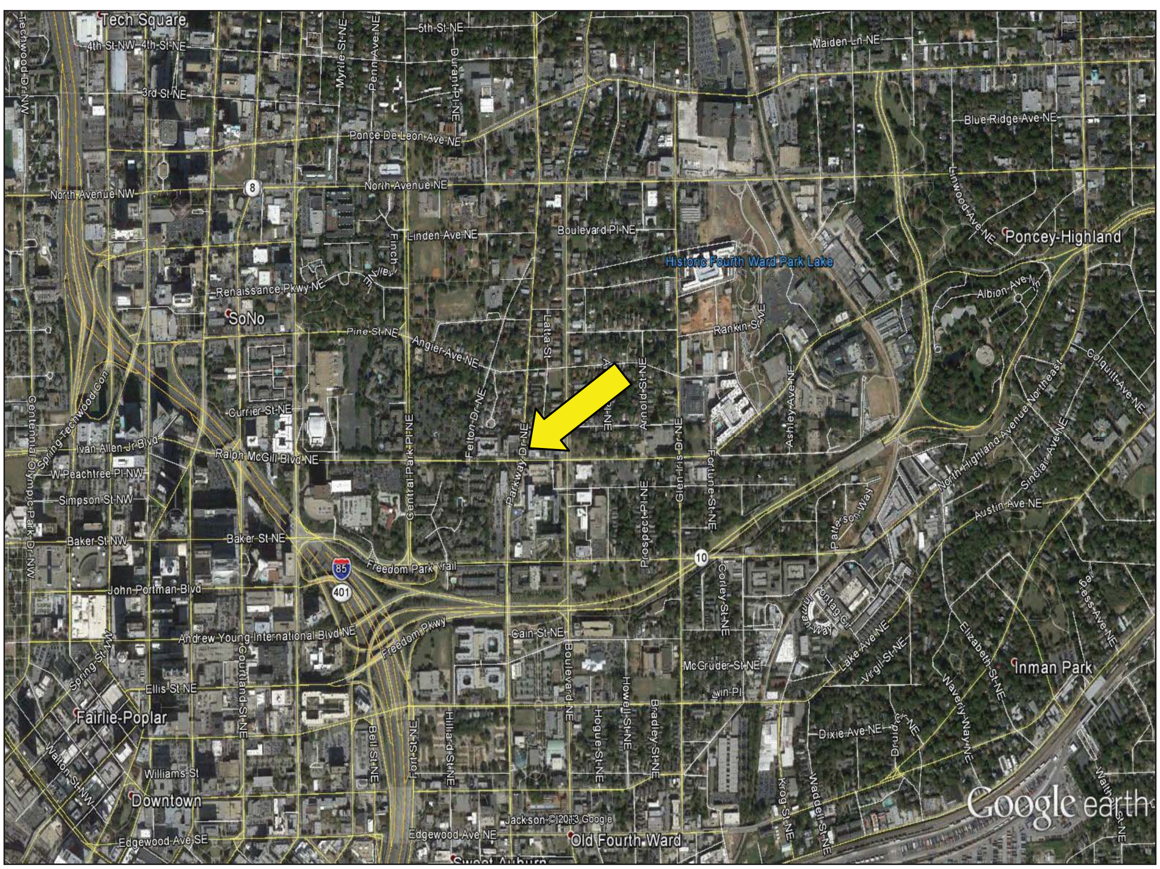
Southerly View Along Parkway Drive, Subject On The Right

# Neighborhood Map



## AERIALS

© 2013 Google
Google earth

Tech Square
4th St NW
4th St NE
5th St NE
3rd St NE
Maiden Ln NE
Myrtle St NE
Penn Ave NE
Durant Pl NE
Ponce De Leon Ave NE
Blue Ridge Ave NE
North Avenue NW
North Avenue NE
8
Linden Ave NE
Boulevard Pl NE
Historic Fourth Ward Park Lake
Poncey-Highland
Linwood Ave NE
Renaissance Pkwy NE
SoNo
Albion Ave NE
Rankin St NE
Pine St NE
Angier Ave NE
Lanta St
Arnold St NE
Colquitt Ave NE
Currier St NE
Felton Dr NE
Parkway Dr NE
Central Park Pl NE
Glen Iris Dr NE
Fortune St NE
Ashley Ave NE
North Highland Avenue Northeast
Ivan Allen Jr Blvd
Ralph McGill Blvd NE
W Peachtree Pl NW
Simpson St NW
Baker St NW
Baker St NE
Prospect Pl NE
Sinclair Ave NE
Austin Ave NE
Patterson Way
85
401
Freedom Park Trail
10
Corley St NE
John Portman Blvd
Andrew Young International Blvd NE
Freedom Pkwy
Cain St NE
Boulevard NE
McGruder St NE
Lake Ave NE
Virgil St NE
Elizabeth St NE
Inman Park
Ellis St NE
Courtland St NE
Hogue St NE
Howell St NE
Bradley St NE
Fairlie-Poplar
Dixie Ave NE
Waverly Way NE
Bell St NE
Fort St NE
Hilliard St NE
Williams St
Downtown
Krog St NE
Jackson
©2013 Google
Google earth
Edgewood Ave SE
Edgewood Ave NE
Old Fourth Ward
Sweet Auburn


MAP SCALE 1" = 500'

250 0 500 1000 FEET

METERS

NFIP

NATIONAL FLOOD INSURANCE PROGRAM

PANEL 0263G

# FIRM

## FLOOD INSURANCE RATE MAP

## FULTON COUNTY, GEORGIA

### AND INCORPORATED AREAS

**PANEL 263 OF 490**

(SEE MAP INDEX FOR FIRM PANEL LAYOUT)

CONTAINS:

| COMMUNITY | NUMBER | PANEL | SUFFIX |
|---|---|---|---|
| ATLANTA, CITY OF | 135157 | 0263 | G |

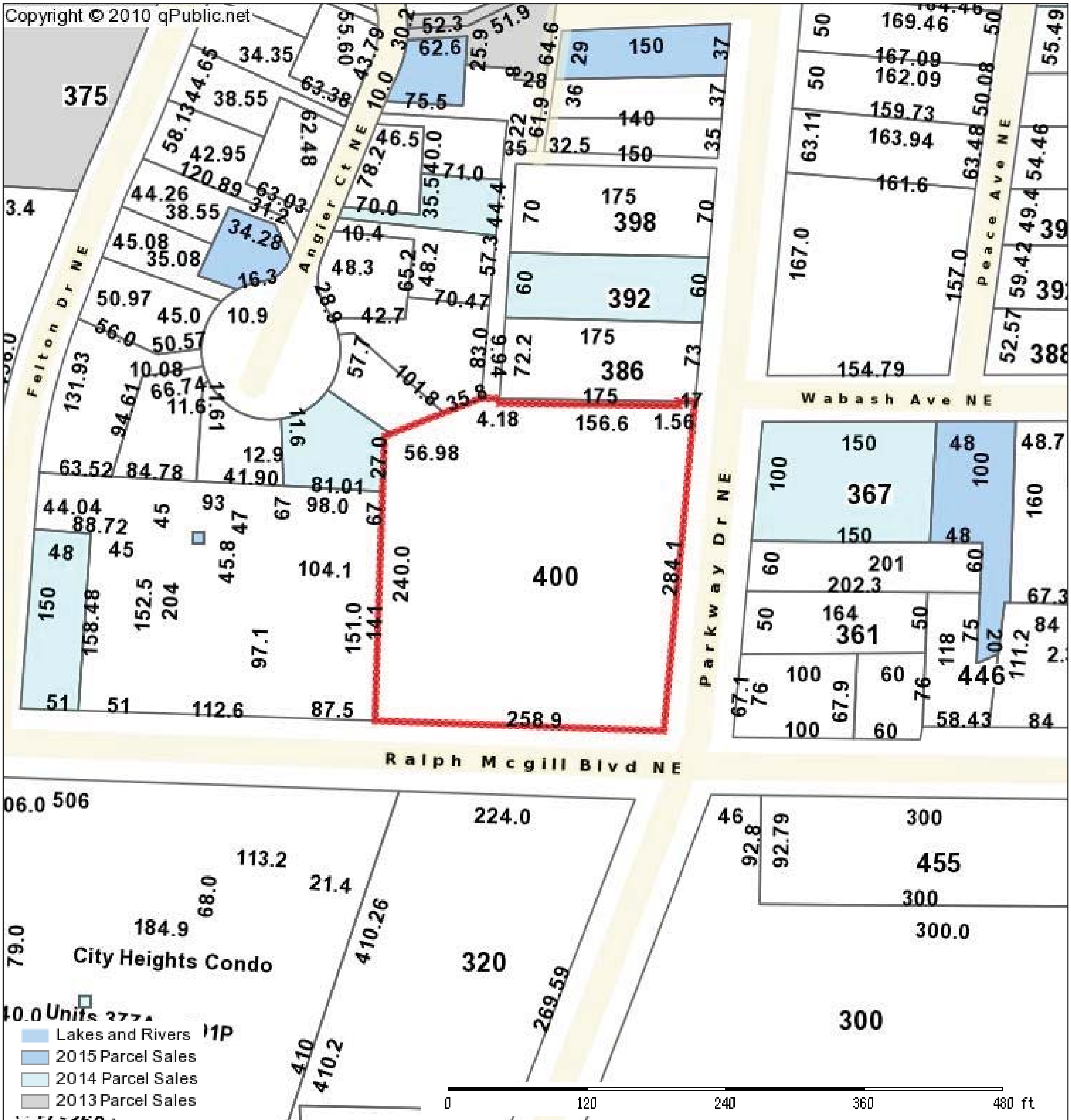
Notice to User: The **Map Number** shown below should be used when placing map orders; the **Community Number** shown above should be used on insurance applications for the subject community.

**MAP NUMBER**
**13121C0263G**

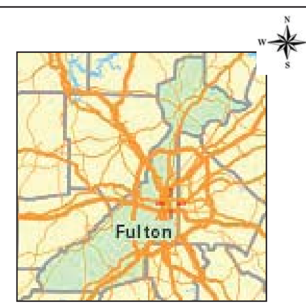
**MAP REVISED**
**SEPTEMBER 18, 2013**

Federal Emergency Management Agency

This is an official copy of a portion of the above referenced flood map. It was extracted using F-MIT On-Line. This map does not reflect changes or amendments which may have been made subsequent to the date on the title block. For the latest product information about National Flood Insurance Program flood maps check the FEMA Flood Map Store at www.msc.fema.gov




| Fulton County Assessor | | | |
|---|---|---|---|
| Parcel: 14 004700081568 Acres: 1.66 | | | |
| Name: | BEDFORD TOWER APTS LTD | Land Value: | 6714800 |
| Site: | 400 RALPH MCGILL BLVD | Building Value: | 96200 |
| Sale: | | Misc Value: | |
| Mail: | 3520 PIEDMONT RD NE STE 410<br>ATLANTA, GA 30305-1512 | Total Value: | 6811000 |





Date printed: 05/04/16 : 15:24:42

## NOTES:

1. NO PORTION OF THIS PROPERTY LIES WITHIN FLOOD ZONE "A", AREAS OF 100 YEAR FLOOD, PER THE FEDERAL EMERGENCY MANAGEMENT AGENCY'S FLOOD INSURANCE RATE MAP FOR FULTON COUNTY, GEORGIA, COMMUNITY PANEL NUMBER 13121C0263G, WITH AN EFFECTIVE DATE OF SEPTEMBER 18, 2013. THE PROPERTY IS SHOWN TO BE IN FLOOD ZONE "X", AREAS DETERMINED TO BE OUTSIDE THE 0.2% ANNUAL CHANCE FLOODPLAIN.

2. THE UNDERGROUND UTILITIES SHOWN HAVE BEEN LOCATED FROM FIELD SURVEY INFORMATION AND EXISTING DRAWINGS.THE SURVEYOR MAKES NO GUARANTEE THAT THE UNDERGROUND UTILITIES SHOWN COMPRISE ALL SUCH UTILITIES IN THE AREA, EITHER IN SERVICE OR ABANDONED.THE SURVEYOR FURTHER DOES NOT WARRANT THAT THE UNDERGROUND UTILITIES SHOWN ARE IN THE EXACT LOCATION INDICATED ALTHOUGH HE DOES CERTIFY THAT THEY ARE LOCATED AS ACCURATELY AS POSSIBLE FROM INFORMATION AVAILABLE.THE SURVEYOR HAS NOT PHYSICALLY LOCATED THE UNDERGROUND UTILITIES.

3. A SOKKIA CX105 TOTAL STATION WAS WAS USED TO OBTAIN THE LINEAR AND ANGULAR MEASUREMENTS USED IN THE PREPARATION OF THIS PLAT.

4.THE FIELD DATA WHICH THE PLAT IS BASED HAS A CLOSURE PRECISION OF ONE FOOT IN 29,711 FEET AND AN AN ANGULAR ERROR OF 11" PER ANGLE POINT, AND WAS ADJUSTED USING THE LEAST SQUARES ADJUSTMENT RULE. THIS PLAT HAS BEEN CALCULATED FOR CLOSURE AND IS FOUND TO BE ACCURATE WITHIN ONE FOOT IN 245,963 FEET.

5. THERE IS NO EVIDENCE OF RECENT STREET OR SIDEWALK REPAIRS AND TO MY KNOWLEDGE THERE IS NO PROPOSED CHANGES IN STREET RIGHT OF WAY LINES.

6. THERE IS NO EVIDENCE OF CURRENT EARTH MOVING WORK, BUILDING CONSTRUCTION OR BUILDING ADDITIONS. THE PARKING AREAS HAVE BEEN RESURFACED AND RE-STRIPED PRIOR TO REVISION 1 UPDATE.

7. THERE IS NO EVIDENCE THAT THE SITE IS USED AS A SOLID WASTE DUMP, SUMP OF SANITARY LANDFILL.

8. NO APPARENT WETLANDS ARE LOCATED ON THE SUBJECT PROPERTY ACCORDING TO THE U.S. FISH AND WILDLIFE SERVICE NATIONAL WETLANDS INVENTORY LOCATED AT WWW.FWS.GOV/WETLANDS.

9. PARKING SUMMARY
47 REGULAR SPACES
3 HANDICAP

10. THE UNDERGROUND UTILITY INFORMATION WAS SUPPLIED BY UTILISURVEY, LLC. FIELD LOCATION AND SKETCHES SUPPLIED WERE USED TO SHOWN THE APPROXIMATE LOCATION OF THE UNDERGROUND UTILITIES. UNDERGROUND UTILITIES WERE LOCATED USING RADIO FREQUENCY TECHNIQUES. THIS METHOD IS CAPABLE OF LOCATING METALLIC UTILITIES AND OTHER UTILITIES WITH TRACER WIRES. OTHER UTILITIES THAT ARE NOT METALLIC OR WITH TRACER WIRES COULD EXIST ON THE PROPERTY. BEFORE AND CONSTRUCTION OR DEMOLISHION, CALL 811, "CALL BEFORE YOU DIG".

11. THE PROPERTY ADDRESS IS 400 RALPH McGILL BOULEVARD

12. PER A ZONING VERIFICATION LETTER FROM THE CITY OF ATLANTA, DATED MARCH 26, 2014, THE PROPERTY IS ZONED C-4, CENTRAL AREA COMMERCIAL-RESIDENTIAL DISTRICT. THE LISTED SETBACKS AND HEIGHT AND FLOOR SPACE RESTRICTIONS PER MUNI -CODE ARE AS FOLLOWS:
FRONT SETBACK = 10 FEET
A. TRANSITIONAL HEIGHT PLANES: WHERE THIS DISTRICT ADJOINS A DISTRICT IN THE R-1 THROUGH R-G CLASSIFICATION WITHOUT AN INTERVENING STREET, HEIGHT WITHIN THE DISTRICT SHALL BE LIMITED AS FOLLOWS: NO PORTION OF ANY STRUCTURE SHALL PROTRUDE THROUGH A HEIGHT-LIMITING PLANE BEGINNING 35 FEET ABOVE THE BUILDABLE AREA BOUNDARY NEAREST TO THE COMMON DISTRICT BOUNDARY AND EXTENDING INWARD OVER THIS DISTRICT AT AN ANGLE OF 45 DEGREES.
TRANSITIONAL YARDS:
(A) SIDE YARD: ADJACENT TO AN R DISTRICT WITHOUT AN INTERVENING STREET, 20 FEET IS REQUIRED WHICH SHALL NOT BE USED FOR THE PURPOSE OF PARKING, PAVING, LOADING, SERVICING OR STORAGE ACTIVITY AND SHALL BE PLANTED AND/OR MAINTAINED IN A NATURAL STATE.
(B) REAR YARD: THERE SHALL BE A REAR YARD OF 20 FEET ADJACENT TO AN R DISTRICT THAT SHALL NOT BE USED FOR PARKING OR PAVING OR FOR THE PURPOSE OF PARKING, LOADING OR SERVICING.
(C) SCREENING: WHERE A LOT IN THIS DISTRICT ABUTS A LOT IN AN R-1 THROUGH R-G DISTRICT ON THE REAR OR SIDE YARD LOT LINE WITHOUT AN INTERVENING STREET, OPAQUE FENCING OR SCREENING NOT LESS THAN SIX FEET IN HEIGHT SHALL BE PROVIDED AND MAINTAINED IN SIGHTLY CONDITION.

BULK LIMITATIONS:
(A) FOR NONRESIDENTIAL USES, FLOOR AREA SHALL NOT EXCEED AN AMOUNT EQUAL TO SEVEN TIMES NET LOT AREA.
(B) FOR RESIDENTIAL USES, FLOOR AREA SHALL NOT EXCEED AN AMOUNT EQUAL TO 3.2 TIMES GROSS LOT AREA AS INDICATED ON TABLE I, "LAND USE INTENSITY RATIOS" (SEE SECTION 16-08.007).
(C) FOR MIXED USE (SEE SECTION 16-29.001(23)), FLOOR AREA SHALL NOT EXCEED THE SUM OF NONRESIDENTIAL (A) AND RESIDENTIAL (B) ABOVE, BUT IN NO EVENT GREATER THAN THE MAXIMUM RATIOS PERMITTED FOR EACH.
(2) MAXIMUM BUILDING COVERAGE: 80 PERCENT OF THE NET LOT AREA.

13. THE DESCRIPTION IN THE SUBJECT DEED DOES NOT FORM A MATHEMATICALLY CLOSED FIGURE BY 1.39' THEREFORE A LEGAL DESCRIPTION BASED ON THIS SURVEY WAS WRITTEN. THE DESCRIPTION DID NOT SPECIFY AND RIGHT OF WAY WIDTHS FOR EITHER OF THE FRONTAGE ROADS. THE RIGHT OF WAYS SHOWN ARE BASED ON MONUMENTS FOUND AND THE AREA MAINTAINED BY THE CITY.

## SURVEY LEGAL DESCRIPTION

ALL THAT TRACT OR PARCEL OF LAND LYING AND BEING IN LAND LOT 47 OF THE 14TH DISTRICT OF FULTON COUNTY, GEORGIA, AND BEING MORE PARTICULARLY DESCRIBED AS FOLLOWS:

BEGINNING AT A NAIL FOUND AT THE INTERSECTION OF THE WESTERLY RIGHT-OF-WAY LINE OF PARKWAY DRIVE AND THE NORTHERLY RIGHT-OF-WAY LINE OF RALPH MCGILL BOULEVARD (FORMERLY FORREST AVENUE)SAID NAIL BEING 28.60? FROM THE CENTERLINE OF PARKWAY DRIVE AND 31.80? FROM THE CENTERLINE OF RALPH MCGILL BOULEVARD; THENCE ALONG SAID RIGHT-OF-WAY LINE OF RALPH MCGILL BOULEVARD, N 89°19'06" W A DISTANCE OF 253.60' TO AN IRON PIN SET; THENCE LEAVING SAID RIGHT OF WAY LINE N 00°55'52" E A DISTANCE OF 93.00' TO AN IRON PIN SET; THENCE N 89°08'08" W A DISTANCE OF 6.00' TO AN IRON PIN SET; THENCE N 00°55'52" E A DISTANCE OF 119.72' TO AN IRON PIN FOUND; THENCE N 01°01'01" E A DISTANCE OF 27.06' TO A POINT; THENCE N 65°50'58" E A DISTANCE OF 98.90' TO A POINT; THENCE S 89°43'53" E A DISTANCE OF 9.90' TO A POINT; THENCE S 04°25'14" W A DISTANCE OF 4.18' TO A POINT; THENCE N 88°51'22" E A DISTANCE OF 88.76' TO A POINT; THENCE N 89°48'18" E A DISTANCE OF 68.01' TO A POINT; THENCE N 00°12'43" E A DISTANCE OF 1.56' TO A POINT; THENCE S 89°51'06" E A DISTANCE OF 18.32' TO AN IRON PIN SET ON THE WESTERLY RIGHT OF WAY LINE OF PARKWAY DRIVE; THENCE ALONG SAID RIGHT OF WAY LINE S 03°53'52" W A DISTANCE OF 283.28' TO A NAIL AND THE TRUE POINT OF BEGINNING.

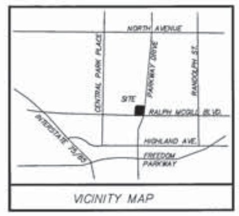
## RECORD LEGAL DESCRIPTION

ALL THAT TRACT OR PARCEL OF LAND LYING AND BEING IN LAND LOT 47 OF THE 14TH DISTRICT OF FULTON COUNTY, GEORGIA, AND BEING MORE PARTICULARLY DESCRIBED AS FOLLOWS:

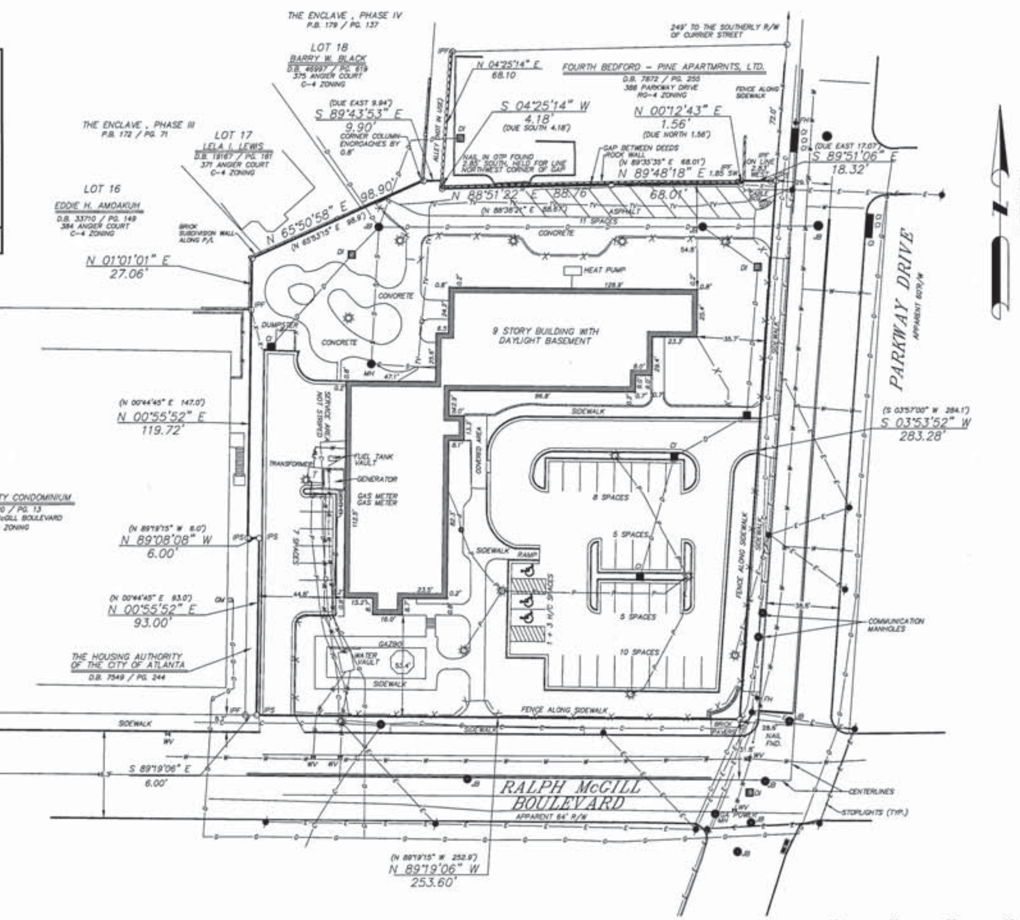
BEGINNING AT A POINT AT THE INTERSECTION OF THE WESTERLY RIGHT-OF-WAY LINE OF PARKWAY DRIVE AND THE NORTHERLY RIGHT-OF-WAY LINE OF FORREST AVENUE; THENCE ALONG SAID RIGHT-OF-WAY LINE OF FORREST AVENUE NORTH 89 DEGREES 19 MINUTES 15 SECONDS WEST, A DISTANCE OF 252.9 FEET TO A POINT; THENCE LEAVING SAID RIGHT-OF-WAY NORTH 00 DEGREES 44 MINUTES 45 SECONDS EAST, A DISTANCE OF 93.0 FEET TO A POINT; THENCE NORTH 89 DEGREES 19 MINUTES 15 SECONDS WEST, A DISTANCE OF 6.0 FEET TO A POINT; THENCE NORTH 00 DEGREES 44 MINUTES 45 SECONDS EAST, A DISTANCE OF 147.0 FEET; THENCE NORTH 65 DEGREES 53 MINUTES 15 SECONDS EAST, A DISTANCE OF 98.9 FEET TO A POINT; THENCE DUE EAST A DISTANCE OF 9.94 FEET TO A POINT; THENCE DUE SOUTH A DISTANCE OF 4.18 FEET TO A POINT; THENCE NORTH 88 DEGREES 38 MINUTES 21 SECONDS EAST, A DISTANCE OF 88.67 FEET TO A POINT; THENCE NORTH 89 DEGREES 35 MINUTES 35 SECONDS EAST, A DISTANCE OF 68.01 FEET TO A POINT; THENCE DUE NORTH A DISTANCE OF 1.56 FEET TO A POINT; THENCE DUE EAST A DISTANCE OF 17.07 FEET TO A POINT ON THE WESTERLY RIGHT-OF-WAY LINE OF PARKWAY DRIVE; THENCE ALONG SAID RIGHT-OF-WAY LINE SOUTH 03 DEGREES 57 MINUTES 00 SECONDS WEST, A DISTANCE OF 284.1 FEET TO A POINT AND THE POINT OF BEGINNING.

## LEGEND

IPS = IRON PIN SET
IPF = IRON PIN FOUND
OTP = OPEN TOP PIPE
CTP = CRIMP TOP PIPE
C/L = CENTERLINE
P/L = PROPERTY LINE
BOC = BACK OF CURB
EP = EDGE OF PAVEMENT
GM = GAS METER
GV = GAS VALVE
MH = MANHOLE
JB = JUNCTION BOX
CI = CURB INLET
DI = DROP INLET
WI = WEIR INLET
HW = HEADWALL
SWCB = SINGLE WING CATCH BASIN
DWCB = DOUBLE WING CATCH BASIN
FH = FIRE HYDRANT
WV = WATER VALVE
—W— = WATER LINE
—S— = SANITARY SEWER LINE
—SD— = STORM DRAIN LINE
—X— = FENCE LINE
N/F = NOW OR FORMERLY
D.B./PG.= DEED BOOK AND PAGE
P.B./PG.= PLAT BOOK AND PAGE
FFE = FINISH FLOOR ELEVATION
(N00°00'00"W 100.00') RECORD CALL
= COMMUNICATION BOX
WM = WATER METER
= SIGN
= TRANSFORMER
—P— = UNDERGROUND POWER
—C— = UNDERGROUND COMMUNICATION
—W— = WATER LINE
—G— = GAS LINE
—E— = OVERHEAD POWER



VICINITY MAP




TOTAL AREA
1.662 ACRES
72,402 SQ. FT.

SURVEYOR'S CERTIFICATE
I hereby certify to the Department of Housing and Urban Development (HUD), Berkadia Commercial Mortgage LLC, H.J. Russell & Company, a Georgia Corporation,Dogwood Title and Abstract Company, Bedford Towers Apts., Ltd. and Stewart Title Guaranty Company, and to their successors and assigns.

This is to certify that this map or plat and the survey on which it is based were made in accordance with the 2011 Minimum Standard Detail Requirements for ALTA/ACSM Land Title Surveys, jointly established and adopted by ALTA and NSPS, and includes items 1, 2, 3, 4, 6(a)(b),7(a), 8, 9, 10(a)(b),11(b),12,13, 16, 17, 18, 19 and 20(a) of Table A thereof.
To the best of my knowledge, belief and information, except as shown on the Survey: there are no encroachments across any property lines; title lines and lines of actual possession are the same; and the premises are not subject to a 100 year return frequency flood hazard, and such condition is shown on the Federal Flood Insurance Rate Map,Community Panel No.13121C0263G with an effective date of September 18, 2013.

The field work was completed on 11/21/2014.

Date of Plat or Map 11/21/2014.

William H. Kelly Jr. Georgia Registered Land Surveyor #2489

## TITLE EXCEPTIONS

Stewart Title Guaranty Company commitment number A3989 with an effective date of January 3, 2014, was used in the preparation of this survey, the listed exceptions are as follows:

11. Covenants, Conditions, and Restrictions as contained in Warranty Deed, dated November 14, 1980, filed and recorded November 14, 1980 in Deed Book 7699, page 241, Fulton County records. Affects the subject property, however all controls expired June 30, 1988.

12. Easement filed and recorded September 25, 1981 in Deed Book 7962, page 36, Fulton County records. Affects the subject property, is blanket in nature for electric power to the site.

13. Grant of Easement filed and recorded November 20, 2009 in Deed Book 48556, page 541, Fulton County records. Affects the subject property, is blanket in nature for Comcast communications to the site.

## REFERENCES

1. FINAL PLAT OF THE ENCLAVE, PHASE 3, RECORDED IN PLAT BOOK 172, PAGE 71, FULTON COUNTY RECORDS.

2. FINAL PLAT OF THE ENCLAVE, PHASE 4, RECORDED IN PLAT BOOK 179, PAGE 137, FULTON COUNTY RECORDS.

3.ASBUILT SURVEY FOR CENTRAL CITY CONDOMINIUM, DATED APRIL 19, 2007 AND RECORDED IN PLAT BOOK 320, PAGE 13, FULTON COUNTY RECORDS.

0 30 60 90

REVISION

| | | |
|---|---|---|
| 1 | 11/21/14 | UPDATE PER SITE INSPECTION |


CORNERSTONE SURVEYING SERVICES, LLC
269 SOMERSET ROSE LANE
SUGAR HILL, GEORGIA 30518
678-644-7705


FOR
BERKADIA COMMERCIAL MORTCAGE LLC AND / OR THE DEPARTMRNT OF HOUSING AND URBAN DEVELOPMENT,
H.J. RUSSELL & COMPANY, A GEORGIA CORPORATION, DOGWOOD TITLE AND ABSTRACT COMPANY
BEDFORD TOWERS APTS., LTD. AND STEWART TITLE GUARANTY COMPANY

LAND LOT 47 14TH DISTRICT FULTON COUNTY GEORGIA

ALTA/ACSM LAND TITLE SURVEY

DRAWN BY: WHK
DATE: 5/07/14
SCALE: 1"= 30'
JOB NUMBER: 14012.00

# Rent Schedule
# Low Rent Housing

**U.S. Department of Housing and Urban Development**
Office of Housing
Federal Housing Commissioner

OMB Approval No. 2502-0012
(exp. 07/31/2017)

See page 3 for Instructions, Public Burden Statement and Privacy Act requirements.

| Project Name | FHA Project Number | Date Rents Will Be Effective (mm/dd/yyyy) |
|---|---|---|
| Maggie Russell Tower | 061-35319 | 03/03/2015 |

**Part A – Apartment Rents**
Show the actual rents you intend to charge, even if the total of these rents is less than the Maximum Allowable Monthly Rent Potential.

| Col. 1 Unit Type (Include Non-revenue Producing Units) | Col. 2 Number of Units | Contract Rents | | Col. 5 Utility Allowances (Effective Date (mm/dd/yyyy) 3 / 3 / 2015) | Col. 6 Gross Rent (Col. 3 + Col. 5) | Market Rents (Sec. 236 Projects Only) | |
|---|---|---|---|---|---|---|---|
| | | Col. 3 Rent Per Unit | Col. 4 Monthly Contract Rent Potential (Col. 2 x Col. 3) | | | Col. 7 Rent Per Unit | Col. 8 Monthly Market Rent Potential (Col. 2 x Col. 7) |
| One (1) Bedroom | 142 | 965 | 137,030 | 0 | 965 | | 0 |
| Two (2) Bedroom | 8 | 1,131 | 9,048 | 0 | 1,131 | | 0 |
| | | | 0 | | 0 | | 0 |
| | | | 0 | | 0 | | 0 |
| | | | 0 | | 0 | | 0 |
| | | | 0 | | 0 | | 0 |
| | | | 0 | | 0 | | 0 |
| | | | 0 | | 0 | | 0 |
| | | | 0 | | 0 | | 0 |
| | | | 0 | | 0 | | 0 |
| | | | 0 | | 0 | | 0 |
| Total Units | 150 | Monthly Contract Rent Potential (Add Col. 4)* | $146,078 | | | Monthly Market Rent Potential (Add Col. 8)* | $0 |
| | | Yearly Contract Rent Potential (Col. 4 Sum x 12)* | $1,752,936 | | | Yearly Market Rent Potential (Col. 8 Sum x 12)* | $0 |

* These amounts may not exceed the Maximum Allowable Monthly Rent Potential approved on the last Rent Computation Worksheet or requested on the Worksheet you are now submitting. Market Rent Potential applies only to Section 236 Projects.

**Part B – Items Included in Rent**

**Equipment/Furnishings in Unit** (Check those included in rent.)

- [x] Range
- [x] Refrigerator
- [x] Air Conditioner
- [ ] Disposal
- [ ] Dishwasher
- [x] Carpet
- [ ] Drapes
- [x] Blinds

**Utilities (Check those included in rent. For each item, (even those not included in rent), enter E, F, or G on line beside that item) E=electric; G=gas; F=fuel oil or coal.**

- [x] Heating E
- [x] Cooling E
- [x] Hot Water E
- [x] Cooking E
- [x] Lights, etc.
- [x] Waste Removal

**Services/Facilities (check those included in rent)**

- [x] Parking
- [x] Laundry
- [ ] Swimming Pool
- [ ] Tennis Courts
- [ ] Nursing Care
- [ ] Linen/Maid Service

**Part C – Charges in Addition to Rent (e.g., parking, cable TV, meals)**

| Purpose | Monthly Charge |
|---|---|
| | $ |
| | $ |
| | $ |
| | $ |
| | $ |
| | $ 0 |

**Part D – Non-Revenue Producing Space**

| Col. 1 Use | Col. 2 Unit Type | Col. 3 Contract Rent |
|---|---|---|
| | | |
| | | |
| | | |
| | | |
| Total Rent Loss Due to Non-Revenue Units | | $ 0 |

**Part E – Commercial Space (retail, offices, garages, etc.)**

| Col. 1 Use | Col. 2 Monthly Rent Potential | Col. 3 Square Footage | Col. 4 Rental Rate Per Sq. Ft. (Col. 2 divided by Col. 3) |
|---|---|---|---|
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | $ 0 | Total Commercial Rent Potential | |

**Part F – Maximum Allowable Rent Potential**

**Enter Maximum Allowable Monthly Rent Potential From Rent Computation Worksheet (to be completed by HUD or lender)** $ 146,078

Affordable Rent Roll with Lease Charges
Property: Maggie Russell Tower (mr)
As Of Date: 07/06/2016
Balance Month: 07/2016



| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Maggie Russell Tower (mr)** | | | | | | | | | | | | | | | |
| **Current/Notice Residents** | | | | | | | | | | | | | | | |
| 1A | mr-b | 0 | Occupied No Notice | t0012530 | Smith, Jimmy | 984.00 | rent | 210.00 | 0.00 | 25.00 | 10/22/2013 | 10/31/2014 | 10/22/2013 | | 767.00 |
| | | | | | | | hap | 774.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 1B | mr-b | 0 | Occupied No Notice | t0015477 | Smith, Freddie | 984.00 | rent | 256.00 | 0.00 | 233.00 | 07/06/2015 | 07/31/2016 | 07/06/2015 | | 714.00 |
| | | | | | | | hap | 728.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 1C | mr-b | 0 | Occupied No Notice | t0012270 | Williams Jr., Robert | 984.00 | rent | 177.00 | 0.00 | 171.00 | 09/04/2013 | 09/30/2014 | 09/04/2013 | | 781.00 |
| | | | | | | | hap | 807.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 1D | mr-b | 0 | Occupied No Notice | t0003431 | Pearson, Ronald | 984.00 | rent | 350.00 | 0.00 | 50.00 | 01/15/2008 | 01/31/2009 | 01/15/2008 | | 970.00 |
| | | | | | | | hap | 634.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 1E | mr-b | 0 | Occupied No Notice | t0015312 | Howard, Victoria | 984.00 | rent | 265.00 | 0.00 | 265.00 | 06/05/2015 | 06/30/2016 | 06/05/2015 | | 719.00 |
| | | | | | | | hap | 719.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 1F | mr-b | 0 | Vacant Rented Ready | VACANT | VACANT | 984.00 | | 0.00 | 0.00 | 0.00 | | | | | 0.00 |
| | | | | | | | **Total** | **0.00** | | | | | | | |
| 1G | mr-b | 0 | Occupied No Notice | t0015090 | Tolbert, William | 984.00 | rent | 471.00 | 0.00 | 450.00 | 04/27/2015 | 04/30/2016 | 04/27/2015 | | 984.00 |
| | | | | | | | hap | 513.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 1H | mr-a | 0 | Occupied No Notice | mr1h | Young, Denise | 984.00 | rent | 216.00 | 0.00 | 123.00 | 09/01/2008 | 09/30/2009 | 09/01/2005 | | 744.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 1I | mr-b | 0 | Occupied No Notice | t0015638 | Hinds, Florence | 984.00 | rent | 333.00 | 0.00 | 333.00 | 09/01/2015 | 09/30/2016 | 09/01/2015 | | 650.00 |
| | | | | | | | hap | 651.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 1J | mr-b | 0 | Occupied No Notice | t0016490 | Davis, Sarah | 984.00 | rent | 216.00 | 0.00 | 732.00 | 03/23/2016 | 03/31/2017 | 03/23/2016 | | 2,231.00 |
| | | | | | | | hap | 768.00 | | | | | | | |

Property: Maggie Russell Tower (mr)
As Of Date: 07/06/2016
Balance Month: 07/2016

| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | Total | 984.00 | | | | | | | |
| 1K | mr-b | 0 | Occupied No Notice | t0015716 | Huh-Carstensen, KumJa | 984.00 | rent | 345.00 | 0.00 | 345.00 | 09/04/2015 | 09/30/2016 | 09/04/2015 | | 1,932.00 |
| | | | | | | | hap | 639.00 | | | | | | | |
| | | | | | | | Total | 984.00 | | | | | | | |
| 1L | mr-b | 0 | Occupied No Notice | t0005489 | Usher, Sarah | 984.00 | rent | 216.00 | 0.00 | 198.00 | 04/06/2009 | 04/30/2010 | 04/06/2009 | | 768.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | Total | 984.00 | | | | | | | |
| 1M | mr-b | 0 | Occupied No Notice | mr8f | Stone, Thomas | 984.00 | rent | 573.00 | 0.00 | 354.33 | 03/28/2014 | 03/31/2015 | 03/28/2014 | | 411.00 |
| | | | | | | | hap | 411.00 | | | | | | | |
| | | | | | | | Total | 984.00 | | | | | | | |
| 1N | mr-b | 0 | Occupied No Notice | mr1a | Ross, Ada | 984.00 | rent | 218.00 | 0.00 | 131.00 | 06/01/2015 | 05/31/2016 | 06/01/2005 | | 766.00 |
| | | | | | | | hap | 766.00 | | | | | | | |
| | | | | | | | Total | 984.00 | | | | | | | |
| 2A | mr-b | 0 | Occupied No Notice | mr2a | Hightower, Nina | 984.00 | rent | 216.00 | 0.00 | 103.00 | 11/01/2008 | 11/30/2009 | 11/01/2005 | | 768.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | Total | 984.00 | | | | | | | |
| 2B | mr-b | 0 | Occupied No Notice | t0009810 | Bryant, Johnny | 984.00 | rent | 246.00 | 0.00 | 225.00 | 12/06/2011 | 12/31/2012 | 12/06/2011 | | 726.00 |
| | | | | | | | hap | 738.00 | | | | | | | |
| | | | | | | | Total | 984.00 | | | | | | | |
| 2C | mr-b | 0 | Occupied No Notice | t0014449 | Dumas, Roy | 984.00 | rent | 214.00 | 0.00 | 210.00 | 10/30/2014 | 11/30/2015 | 10/30/2014 | | 769.00 |
| | | | | | | | hap | 770.00 | | | | | | | |
| | | | | | | | Total | 984.00 | | | | | | | |
| 2D | mr-b | 0 | Occupied No Notice | t0006289 | Webb, Jacquelyn | 984.00 | rent | 216.00 | 0.00 | 199.00 | 11/23/2009 | 11/30/2010 | 11/23/2009 | | 755.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | Total | 984.00 | | | | | | | |
| 2E | mr-b | 0 | Occupied No Notice | t0004668 | Smith, Horace | 984.00 | rent | 275.00 | 0.00 | 241.00 | 09/01/2010 | 09/30/2011 | 09/03/2008 | | 708.00 |
| | | | | | | | hap | 709.00 | | | | | | | |
| | | | | | | | Total | 984.00 | | | | | | | |
| 2F | mr-b | 0 | Occupied No Notice | mr2f | Bazzell, Beatrice | 984.00 | rent | 244.00 | 0.00 | 103.00 | 09/01/2008 | 09/30/2009 | 09/01/2005 | | 714.00 |

| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | hap | 740.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 2G | mr-b | 0 | Occupied No Notice | t0004141 | Tano, Brenda | 984.00 | rent | 250.00 | 0.00 | 216.00 | 07/07/2008 | 07/31/2009 | 07/07/2008 | | 734.00 |
| | | | | | | | hap | 734.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 2H | mr-b | 0 | Occupied No Notice | t0014097 | Pollard, Sharon | 984.00 | rent | 220.00 | 0.00 | 216.00 | 08/01/2014 | 08/31/2015 | 08/01/2014 | | 763.00 |
| | | | | | | | hap | 764.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 2I | mr-a | 0 | Occupied No Notice | t0007937 | Harris, Annie | 984.00 | rent | 216.00 | 0.00 | 198.00 | 10/01/2014 | 09/30/2015 | 12/03/2012 | | 747.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 2J | mr-b | 0 | Occupied No Notice | t0014707 | Butler, Larry | 984.00 | rent | 197.00 | 0.00 | 197.00 | 02/06/2015 | 02/29/2016 | 02/06/2015 | | 771.50 |
| | | | | | | | hap | 787.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 2K | mr-b | 0 | Occupied No Notice | t0008459 | Neal, Frank | 984.00 | rent | 216.00 | 0.00 | 58.00 | 01/15/2011 | 01/31/2012 | 01/20/2011 | | 768.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 2L | mr-b | 0 | Occupied No Notice | t0010695 | Rainey, Alice | 984.00 | rent | 265.00 | 0.00 | 253.00 | 08/01/2014 | 07/31/2015 | 08/03/2012 | | 719.00 |
| | | | | | | | hap | 719.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 2M | mr-c | 0 | Occupied No Notice | t0012114 | Patterson, Bruce | 1,154.00 | rent | 216.00 | 0.00 | 209.00 | 08/02/2013 | 08/31/2014 | 08/02/2013 | | 938.00 |
| | | | | | | | hap | 938.00 | | | | | | | |
| | | | | | | | **Total** | **1,154.00** | | | | | | | |
| 2N | mr-b | 0 | Occupied No Notice | t0015713 | Pass, Roland | 984.00 | rent | 210.00 | 0.00 | 210.00 | 09/03/2015 | 09/30/2016 | 09/03/2015 | | 760.00 |
| | | | | | | | hap | 774.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 2O | mr-b | 0 | Occupied No Notice | mr2o | Johnson, Lillie | 984.00 | rent | 633.00 | 0.00 | 218.00 | 03/01/2008 | 03/31/2009 | 03/01/2005 | | 351.00 |
| | | | | | | | hap | 351.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |

Affordable Rent Roll with Lease Charges
Property: Maggie Russell Tower (mr)
As Of Date: 07/06/2016
Balance Month: 07/2016



| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 2P | mr-b | 0 | Occupied No Notice | mr2g | Pazant, Lauretta | 984.00 | rent | 608.00 | 0.00 | 249.00 | 08/06/2009 | 11/30/2009 | 11/01/2004 | | 372.00 |
| | | | | | | | hap | 376.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 2Q | mr-a | 0 | Vacant Unrented Not Ready | VACANT | VACANT | 984.00 | | 0.00 | 0.00 | 0.00 | | | | | 0.00 |
| | | | | | | | **Total** | **0.00** | | | | | | | |
| 3A | mr-b | 0 | Occupied No Notice | t0011955 | Gibbs Reid, Elsie | 984.00 | rent | 611.00 | 0.00 | 676.00 | 07/03/2013 | 07/31/2014 | 07/03/2013 | | 365.00 |
| | | | | | | | hap | 373.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 3B | mr-b | 0 | Occupied No Notice | t0012271 | Peeples, John | 984.00 | rent | 216.00 | 0.00 | 209.00 | 09/04/2013 | 09/30/2014 | 09/04/2013 | | 752.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 3C | mr-b | 0 | Occupied No Notice | t0010364 | Walton, Connie | 984.00 | rent | 317.00 | 0.00 | 301.00 | 07/20/2012 | 07/31/2013 | 07/20/2012 | | 667.00 |
| | | | | | | | hap | 667.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 3D | mr-b | 0 | Occupied No Notice | t0015091 | Cain, Willie | 984.00 | rent | 170.00 | 0.00 | 196.00 | 04/22/2015 | 04/30/2016 | 04/22/2015 | | 711.00 |
| | | | | | | | hap | 814.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 3E | mr-b | 0 | Occupied No Notice | t0012858 | Wynn, Anne | 984.00 | rent | 222.00 | 0.00 | 190.00 | 01/01/2015 | 12/31/2015 | 01/21/2014 | | 736.00 |
| | | | | | | | hap | 762.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 3F | mr-b | 0 | Occupied No Notice | t0014854 | Gibbons, Cresie | 984.00 | rent | 216.00 | 0.00 | 216.00 | 03/06/2015 | 03/31/2016 | 03/06/2015 | | 732.66 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 3G | mr-b | 0 | Occupied No Notice | t0006014 | Jenkins, Janice | 984.00 | rent | 258.00 | 0.00 | 237.00 | 08/25/2009 | 08/31/2010 | 08/25/2009 | | 681.00 |
| | | | | | | | hap | 726.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 3H | mr-b | 0 | Occupied No Notice | t0011448 | Baxter, James | 984.00 | rent | 439.00 | 0.00 | 442.00 | 02/20/2013 | 02/28/2014 | 02/20/2013 | | 545.00 |
| | | | | | | | hap | 545.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |

Property: Maggie Russell Tower (mr)
As Of Date: 07/06/2016
Balance Month: 07/2016

| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 3I | mr-a | 0 | Occupied No Notice | t0011497 | Lucas, Juanita | 984.00 | rent | 188.00 | 0.00 | 506.00 | 03/04/2013 | 03/31/2014 | 03/04/2013 | | 796.00 |
| | | | | | | | hap | 796.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 3J | mr-b | 0 | Occupied No Notice | t0015838 | Dickerson, Barbara | 984.00 | rent | 154.00 | 0.00 | 154.00 | 10/02/2015 | 10/31/2016 | 10/02/2015 | | 983.00 |
| | | | | | | | hap | 830.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 3K | mr-b | 0 | Occupied No Notice | t0006807 | Young, Timonthy | 984.00 | rent | 216.00 | 0.00 | 192.00 | 01/26/2010 | 01/31/2011 | 01/26/2010 | | 768.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 3L | mr-b | 0 | Occupied No Notice | t0007561 | Kelsey, Aledra | 984.00 | rent | 216.00 | 0.00 | 198.00 | 09/03/2010 | 09/30/2011 | 09/03/2010 | | 768.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 3M | mr-c | 0 | Occupied No Notice | t0014708 | Matthews, Myrna | 1,154.00 | rent | 368.00 | 0.00 | 368.00 | 02/11/2015 | 02/29/2016 | 02/11/2015 | | 786.00 |
| | | | | | | | hap | 786.00 | | | | | | | |
| | | | | | | | **Total** | **1,154.00** | | | | | | | |
| 3N | mr-b | 0 | Occupied No Notice | mr3n | Benton, Allene | 984.00 | rent | 294.00 | 0.00 | 189.00 | 03/01/2010 | 03/31/2011 | 03/01/2005 | | 690.00 |
| | | | | | | | hap | 690.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 3O | mr-b | 0 | Occupied No Notice | t0001885 | Touchstone, Delisa | 984.00 | rent | 314.00 | 0.00 | 243.00 | 04/03/2007 | 05/31/2008 | 04/03/2007 | | 670.00 |
| | | | | | | | hap | 670.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 3P | mr-b | 0 | Occupied No Notice | t0003321 | McGee, Evelyn | 984.00 | rent | 257.00 | 0.00 | 222.00 | 12/31/2007 | 12/31/2008 | 12/31/2007 | | 720.00 |
| | | | | | | | hap | 727.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 3Q | mr-a | 0 | Occupied No Notice | mr3m | Hood, James | 984.00 | rent | 216.00 | 0.00 | 264.00 | 06/25/2010 | 02/01/2011 | 02/01/2005 | | 767.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 4A | mr-b | 0 | Occupied No Notice | t0003843 | Richardson, Georgie | 984.00 | | 0.00 | 0.00 | 252.00 | 05/01/2015 | 04/30/2016 | 05/30/2008 | | 0.00 |
| | | | | | | | **Total** | **0.00** | | | | | | | |

Affordable Rent Roll with Lease Charges
Property: Maggie Russell Tower (mr)
As Of Date: 07/06/2016
Balance Month: 07/2016

| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 4B | mr-b | 0 | Occupied No Notice | mr4b | Frazier, Myra | 984.00 | rent | 382.00 | 0.00 | 131.00 | 02/01/2008 | 02/01/2009 | 02/01/2005 | | 602.00 |
| | | | | | | | hap | 602.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 4C | mr-b | 0 | Occupied No Notice | t0011385 | Wilson, James | 984.00 | rent | 236.00 | 0.00 | 228.00 | 02/01/2013 | 02/28/2014 | 02/01/2013 | | 994.00 |
| | | | | | | | hap | 748.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 4D | mr-b | 0 | Occupied No Notice | t0007068 | Riddick, Hattie | 984.00 | rent | 225.00 | 0.00 | 132.00 | 04/01/2014 | 03/31/2015 | 04/19/2010 | | 662.00 |
| | | | | | | | hap | 759.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 4E | mr-b | 0 | Occupied No Notice | t0013765 | Collins, John | 984.00 | rent | 313.00 | 0.00 | 288.00 | 04/30/2014 | 04/30/2015 | 04/30/2014 | | 984.00 |
| | | | | | | | hap | 671.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 4F | mr-b | 0 | Occupied No Notice | t0016112 | Williams, Marcellus | 984.00 | rent | 216.00 | 0.00 | 216.00 | 11/25/2015 | 10/31/2016 | 11/24/2015 | | 767.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 4G | mr-b | 0 | Occupied No Notice | mr4g | McClendon, Charlene | 984.00 | rent | 216.00 | 0.00 | 130.00 | 11/01/2010 | 11/30/2011 | 11/01/2005 | | 445.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 4H | mr-b | 0 | Occupied No Notice | t0004271 | Johnson, Vivian | 984.00 | rent | 216.00 | 0.00 | 180.00 | 09/03/2008 | 09/30/2009 | 09/03/2008 | | 768.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 4I | mr-a | 0 | Occupied No Notice | t0016484 | O'Neal, Jane | 984.00 | rent | 333.00 | 0.00 | 333.00 | 03/31/2016 | 03/31/2017 | 03/31/2016 | | 651.00 |
| | | | | | | | hap | 651.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 4J | mr-b | 0 | Occupied No Notice | t0016485 | Carter, George | 984.00 | rent | 217.00 | 0.00 | 214.00 | 05/13/2016 | 05/31/2017 | 05/13/2016 | | 2,224.00 |
| | | | | | | | hap | 767.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 4K | mr-b | 0 | Occupied No Notice | mr4k | Wilcox, Milton | 984.00 | rent | 273.00 | 0.00 | 187.61 | 02/01/2014 | 01/30/2015 | 02/01/2005 | | 984.00 |
| | | | | | | | hap | 711.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |

| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 4L | mr-b | 0 | Occupied No Notice | t0010144 | Smith, Gloria | 984.00 | rent | 198.00 | 0.00 | 194.00 | 03/01/2012 | 03/31/2013 | 03/01/2012 | | 782.00 |
| | | | | | | | hap | 786.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 4M | mr-c | 0 | Occupied No Notice | t0000478 | Brooks, Margie | 1,154.00 | rent | 270.00 | 0.00 | 211.00 | 02/01/2006 | 02/28/2007 | 02/01/2006 | | 883.00 |
| | | | | | | | hap | 884.00 | | | | | | | |
| | | | | | | | **Total** | **1,154.00** | | | | | | | |
| 4N | mr-b | 0 | Occupied No Notice | t0007067 | Thomas, Henry | 984.00 | rent | 289.00 | 0.00 | 172.00 | 04/01/2012 | 03/31/2013 | 04/13/2010 | | 690.00 |
| | | | | | | | hap | 695.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 4O | mr-b | 0 | Occupied No Notice | mr4o | Flagg, Zeffere | 984.00 | rent | 340.00 | 0.00 | 284.00 | 10/01/2008 | 10/31/2009 | 10/01/2005 | | 636.00 |
| | | | | | | | hap | 644.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 4P | mr-b | 0 | Occupied No Notice | t0014626 | Nolan, Peggy | 984.00 | rent | 389.00 | 0.00 | 245.00 | 01/06/2015 | 01/31/2016 | 01/06/2015 | | 3,339.00 |
| | | | | | | | hap | 595.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 4Q | mr-a | 0 | Occupied No Notice | t0015862 | Frost, James | 984.00 | rent | 277.00 | 0.00 | 277.00 | 10/13/2015 | 10/31/2016 | 10/13/2015 | | 607.00 |
| | | | | | | | hap | 707.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 5A | mr-b | 0 | Occupied No Notice | t0008672 | Binns, Willie | 984.00 | rent | 246.00 | 0.00 | 156.00 | 02/25/2011 | 02/29/2012 | 02/25/2011 | | 737.00 |
| | | | | | | | hap | 738.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 5B | mr-b | 0 | Occupied No Notice | t0010281 | Sterling Jr., Guy | 984.00 | rent | 201.00 | 0.00 | 205.00 | 04/03/2012 | 04/30/2013 | 04/03/2012 | | 756.00 |
| | | | | | | | hap | 783.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 5C | mr-b | 0 | Occupied No Notice | t0007939 | Johnson, Stella | 984.00 | rent | 320.00 | 0.00 | 294.00 | 10/14/2010 | 10/31/2011 | 10/14/2010 | | 984.00 |
| | | | | | | | hap | 664.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 5D | mr-b | 0 | Occupied No Notice | t0015860 | Wright, Dorothy | 984.00 | rent | 280.00 | 0.00 | 280.00 | 10/06/2015 | 10/31/2016 | 10/06/2015 | | 704.00 |
| | | | | | | | hap | 704.00 | | | | | | | |

| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 5E | mr-b | 0 | Occupied No Notice | t0012422 | Clark, Julius | 984.00 | rent | 191.00 | 0.00 | 209.00 | 09/10/2013 | 09/30/2014 | 10/03/2013 | | 783.87 |
| | | | | | | | hap | 793.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 5F | mr-b | 0 | Occupied No Notice | t0010215 | Davis, Charlene | 984.00 | rent | 216.00 | 0.00 | 205.00 | 04/03/2012 | 04/30/2013 | 04/03/2012 | | 537.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 5G | mr-b | 0 | Occupied No Notice | mr5g | Allen-Bey, Alzea | 984.00 | rent | 294.00 | 0.00 | 223.00 | 03/01/2013 | 02/28/2014 | 03/01/2005 | | 690.00 |
| | | | | | | | hap | 690.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 5H | mr-b | 0 | Occupied No Notice | t0005289 | Martin, Abraham | 984.00 | rent | 210.00 | 0.00 | 192.00 | 02/17/2009 | 02/28/2010 | 02/17/2009 | | 1,004.00 |
| | | | | | | | hap | 774.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 5I | mr-a | 0 | Occupied No Notice | t0006736 | Johnson, Robert | 984.00 | rent | 216.00 | 0.00 | 199.00 | 01/19/2010 | 01/31/2011 | 01/19/2010 | | 981.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 5J | mr-b | 0 | Occupied No Notice | t0011740 | Hill, John | 984.00 | rent | 399.00 | 0.00 | 386.00 | 05/03/2013 | 05/31/2014 | 05/03/2013 | | 462.00 |
| | | | | | | | hap | 585.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 5K | mr-b | 0 | Occupied No Notice | t0009636 | Dixon, Isaiah | 984.00 | rent | 269.00 | 0.00 | 385.00 | 10/03/2011 | 10/31/2012 | 10/03/2011 | | 446.00 |
| | | | | | | | hap | 715.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 5L | mr-b | 0 | Occupied No Notice | t0011736 | Jones, Carolyn | 984.00 | rent | 379.00 | 0.00 | 367.00 | 05/03/2013 | 05/31/2014 | 05/03/2013 | | 984.00 |
| | | | | | | | hap | 605.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 5M | mr-c | 0 | Occupied No Notice | t0004871 | Harris, Priscilla | 1,154.00 | rent | 210.00 | 0.00 | 216.00 | 11/12/2010 | 11/30/2011 | 11/10/2008 | | 1,150.00 |
| | | | | | | | hap | 944.00 | | | | | | | |
| | | | | | | | **Total** | **1,154.00** | | | | | | | |
| 5N | mr-b | 0 | Occupied No Notice | t0013755 | Davis, John | 984.00 | rent | 216.00 | 0.00 | 212.00 | 05/01/2014 | 05/31/2015 | 05/01/2014 | | 768.00 |

| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 5O | mr-b | 0 | Occupied No Notice | t0015825 | Jenkins, Dorothy | 984.00 | rent | 158.00 | 0.00 | 158.00 | 10/02/2015 | 10/31/2016 | 10/02/2015 | | 999.00 |
| | | | | | | | hap | 826.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 5P | mr-b | 0 | Occupied No Notice | t0005345 | Amoah, John | 984.00 | rent | 194.00 | 0.00 | 484.00 | 03/20/2009 | 03/31/2010 | 03/20/2009 | | 746.00 |
| | | | | | | | hap | 790.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 5Q | mr-a | 0 | Occupied No Notice | t0015826 | Grier, Edward | 984.00 | rent | 216.00 | 0.00 | 216.00 | 10/05/2015 | 10/31/2016 | 10/05/2015 | | 740.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 6A | mr-b | 0 | Occupied No Notice | t0015831 | Armour, Betty | 984.00 | rent | 449.00 | 0.00 | 449.00 | 10/30/2015 | 10/31/2016 | 10/30/2015 | | 983.00 |
| | | | | | | | hap | 535.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 6B | mr-b | 0 | Vacant Unrented Not Ready | VACANT | VACANT | 984.00 | | 0.00 | 0.00 | 0.00 | | | | | 0.00 |
| | | | | | | | **Total** | **0.00** | | | | | | | |
| 6C | mr-b | 0 | Occupied No Notice | t0013774 | Sha-Heed, Yahya | 984.00 | rent | 216.00 | 0.00 | 212.00 | 05/01/2014 | 05/31/2015 | 05/01/2014 | | 1,009.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 6D | mr-b | 0 | Occupied No Notice | t0006286 | Frazier, Willie | 984.00 | rent | 210.00 | 0.00 | 192.00 | 12/01/2009 | 12/31/2010 | 12/01/2009 | | 774.00 |
| | | | | | | | hap | 774.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 6E | mr-b | 0 | Occupied No Notice | t0013557 | Kelley, Willie | 984.00 | rent | 216.00 | 0.00 | 212.00 | 04/08/2014 | 04/30/2015 | 04/08/2014 | | 932.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 6F | mr-b | 0 | Occupied No Notice | t0014194 | Wooden, Mary | 984.00 | rent | 371.00 | 0.00 | 374.00 | 09/05/2014 | 09/30/2015 | 09/05/2014 | | 347.00 |
| | | | | | | | hap | 613.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 6G | mr-b | 0 | Occupied No Notice | t0014375 | Stephens, Raliegh | 984.00 | rent | 216.00 | 0.00 | 213.00 | 10/30/2014 | 10/31/2015 | 10/30/2014 | | 768.00 |

| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 6H | mr-b | 0 | Occupied No Notice | t0014108 | Dickerson, Willie | 984.00 | rent | 210.00 | 0.00 | 206.00 | 08/01/2014 | 08/31/2015 | 08/01/2014 | | 984.00 |
| | | | | | | | hap | 774.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 6I | mr-a | 0 | Occupied No Notice | t0012999 | Rogers, Jessie | 984.00 | rent | 275.00 | 0.00 | 292.00 | 03/03/2014 | 03/31/2015 | 03/03/2014 | | 709.00 |
| | | | | | | | hap | 709.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 6J | mr-b | 0 | Occupied No Notice | t0015714 | Bucchannan, Thomas | 984.00 | rent | 237.00 | 0.00 | 237.00 | 10/02/2015 | 10/31/2016 | 10/02/2015 | | 721.00 |
| | | | | | | | hap | 747.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 6K | mr-b | 0 | Occupied No Notice | t0011164 | Jones, Willie | 984.00 | rent | 216.00 | 0.00 | 117.00 | 11/16/2012 | 11/30/2013 | 11/16/2012 | | 981.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 6L | mr-b | 0 | Occupied No Notice | mr5q | Cost, Horace | 984.00 | rent | 216.00 | 0.00 | 128.00 | 02/10/2009 | 02/01/2010 | 02/01/2005 | | 768.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 6M | mr-c | 0 | Occupied No Notice | t0016877 | Whitehead, Donette | 1,154.00 | rent | 173.00 | 0.00 | 0.00 | 06/10/2016 | 06/30/2017 | 06/10/2016 | | 2,135.00 |
| | | | | | | | hap | 981.00 | | | | | | | |
| | | | | | | | **Total** | **1,154.00** | | | | | | | |
| 6N | mr-b | 0 | Occupied No Notice | t0010813 | Williams, Sammy | 984.00 | rent | 237.00 | 0.00 | 226.00 | 08/16/2012 | 08/31/2013 | 08/16/2012 | | 984.00 |
| | | | | | | | hap | 747.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 6O | mr-b | 0 | Vacant Unrented Ready | VACANT | VACANT | 984.00 | | 0.00 | 0.00 | 0.00 | | | | | 0.00 |
| | | | | | | | **Total** | **0.00** | | | | | | | |
| 6P | mr-b | 0 | Occupied No Notice | mr6p | Cates, Mary | 984.00 | rent | 216.00 | 0.00 | 96.00 | 08/01/2005 | 08/01/2006 | 08/01/2005 | | 984.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 6Q | mr-a | 0 | Occupied No Notice | t0013884 | Smith, Larry | 984.00 | rent | 352.00 | 0.00 | 346.00 | 06/03/2014 | 06/30/2015 | 06/03/2014 | | 632.00 |

| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | hap | 632.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 7A | mr-b | 0 | Occupied No Notice | t0010938 | Bullock, Cartstella | 984.00 | rent | 200.00 | 0.00 | 190.00 | 09/20/2012 | 09/30/2013 | 09/20/2012 | | 774.00 |
| | | | | | | | hap | 784.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 7B | mr-b | 0 | Occupied No Notice | mr7b | Lyons, Nellie | 984.00 | rent | 217.00 | 0.00 | 161.00 | 10/01/2005 | 10/01/2006 | 10/01/2005 | | 767.00 |
| | | | | | | | hap | 767.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 7C | mr-b | 0 | Occupied No Notice | t0016095 | Gillespie, Sharon | 984.00 | rent | 248.00 | 0.00 | 248.00 | 11/24/2015 | 11/30/2016 | 11/24/2015 | | 992.00 |
| | | | | | | | hap | 736.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 7D | mr-b | 0 | Occupied No Notice | t0015696 | Thomas Jr., John | 984.00 | rent | 216.00 | 0.00 | 216.00 | 09/03/2015 | 09/30/2016 | 09/03/2015 | | 752.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 7E | mr-b | 0 | Occupied No Notice | t0004493 | Loucas, Shirley | 984.00 | rent | 442.00 | 0.00 | 420.00 | 09/01/2013 | 08/31/2014 | 09/15/2008 | | 542.00 |
| | | | | | | | hap | 542.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 7F | mr-b | 0 | Occupied No Notice | mr7f | Meadows, Hattie | 984.00 | rent | 300.00 | 0.00 | 131.00 | 07/01/2008 | 07/31/2009 | 07/01/2005 | | 684.00 |
| | | | | | | | hap | 684.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 7G | mr-b | 0 | Occupied No Notice | t0016079 | Williams, Leslie | 984.00 | rent | 376.00 | 0.00 | 376.00 | 12/07/2015 | 12/31/2016 | 12/07/2015 | | 984.00 |
| | | | | | | | hap | 608.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 7H | mr-b | 0 | Occupied No Notice | t0011620 | Gilliam, Bobby | 984.00 | rent | 292.00 | 0.00 | 279.00 | 04/05/2013 | 04/30/2014 | 04/05/2013 | | 692.00 |
| | | | | | | | hap | 692.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 7I | mr-a | 0 | Occupied No Notice | t0016489 | Wesley, Margaret | 984.00 | rent | 319.00 | 0.00 | 319.00 | 03/18/2016 | 03/31/2017 | 03/18/2016 | | 649.00 |
| | | | | | | | hap | 665.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |

| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 7J | mr-b | 0 | Occupied No Notice | t0011336 | Anderson, Melvyn | 984.00 | rent | 216.00 | 0.00 | 209.00 | 01/09/2013 | 01/31/2014 | 01/09/2013 | | 984.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 7K | mr-b | 0 | Occupied No Notice | t0010642 | Anthony, David | 984.00 | rent | 210.00 | 0.00 | 35.00 | 07/21/2012 | 07/31/2013 | 07/21/2012 | | 1,075.00 |
| | | | | | | | hap | 774.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 7L | mr-b | 0 | Occupied No Notice | t0009995 | Haynes, Beverly | 984.00 | rent | 321.00 | 0.00 | 186.00 | 02/01/2012 | 02/28/2013 | 02/01/2012 | | 663.00 |
| | | | | | | | hap | 663.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 7M | mr-c | 0 | Occupied No Notice | mr7m | Kirby, Pecola | 1,154.00 | rent | 1,125.00 | 0.00 | 373.00 | 05/01/2014 | 04/30/2015 | 05/01/2005 | | -37.00 |
| | | | | | | | hap | 29.00 | | | | | | | |
| | | | | | | | **Total** | **1,154.00** | | | | | | | |
| 7N | mr-b | 0 | Occupied No Notice | t0016122 | Kimber, James | 984.00 | rent | 97.00 | 0.00 | 97.00 | 11/25/2015 | 11/30/2016 | 11/25/2015 | | 887.00 |
| | | | | | | | hap | 887.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 7O | mr-b | 0 | Occupied No Notice | mr7o | Jennings, Robert | 984.00 | rent | 266.00 | 0.00 | 144.00 | 10/01/2008 | 10/31/2009 | 10/01/2005 | | 718.00 |
| | | | | | | | hap | 718.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 7P | mr-b | 0 | Occupied No Notice | t0003587 | Cunningham, Mamie | 984.00 | rent | 302.00 | 0.00 | 259.00 | 03/10/2008 | 03/31/2009 | 03/10/2008 | | 985.00 |
| | | | | | | | hap | 682.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 7Q | mr-a | 0 | Occupied No Notice | mr9h | Reid, Earnestine | 984.00 | rent | 228.00 | 0.00 | 166.40 | 06/15/2012 | 06/30/2013 | 06/15/2012 | | 747.00 |
| | | | | | | | hap | 756.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 8A | mr-b | 0 | Occupied No Notice | t0009450 | Milam, Carl | 984.00 | rent | 180.00 | 0.00 | 136.00 | 09/15/2011 | 09/30/2012 | 09/15/2011 | | 949.46 |
| | | | | | | | hap | 804.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 8B | mr-b | 0 | Occupied No Notice | t0007331 | Seawood, Annie | 984.00 | rent | 216.00 | 0.00 | 198.00 | 06/01/2015 | 05/30/2016 | 06/14/2010 | | 985.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |

| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 8C | mr-b | 0 | Occupied No Notice | t0008800 | Booker, Oscar | 984.00 | rent | 235.00 | 0.00 | 212.00 | 04/25/2011 | 04/30/2012 | 04/25/2011 | | 728.50 |
| | | | | | | | hap | 749.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 8D | mr-b | 0 | Occupied No Notice | t0008402 | Ray, Evelyn | 984.00 | rent | 216.00 | 0.00 | 166.00 | 01/28/2011 | 01/31/2012 | 01/28/2011 | | 768.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 8E | mr-b | 0 | Occupied No Notice | t0007410 | Jackson, Christine | 984.00 | rent | 413.00 | 0.00 | 358.00 | 07/01/2011 | 07/31/2012 | 07/28/2010 | | 504.00 |
| | | | | | | | hap | 571.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 8F | mr-b | 0 | Occupied No Notice | t0013909 | Mobley, Deborah | 984.00 | rent | 216.00 | 0.00 | 212.00 | 06/01/2015 | 05/31/2016 | 06/03/2014 | | 730.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 8G | mr-b | 0 | Occupied No Notice | t0013536 | Smith, Eric | 984.00 | rent | 389.00 | 0.00 | 382.00 | 04/03/2014 | 04/30/2015 | 04/03/2014 | | 586.00 |
| | | | | | | | hap | 595.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 8H | mr-b | 0 | Occupied No Notice | t0010967 | Maxwell, Annette | 984.00 | rent | 245.00 | 0.00 | 233.00 | 09/26/2012 | 09/30/2013 | 09/26/2012 | | 739.00 |
| | | | | | | | hap | 739.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 8I | mr-a | 0 | Occupied No Notice | t0006849 | McClinton, Mary | 984.00 | rent | 264.00 | 0.00 | 199.00 | 01/26/2010 | 01/31/2011 | 01/26/2010 | | 720.00 |
| | | | | | | | hap | 720.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 8J | mr-b | 0 | Occupied No Notice | t0004914 | Killings, Moses | 984.00 | rent | 293.00 | 0.00 | 254.00 | 04/11/2013 | 04/30/2014 | 04/11/2013 | | 691.00 |
| | | | | | | | hap | 691.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 8K | mr-b | 0 | Occupied No Notice | t0015181 | Johnson, Ronnie | 984.00 | rent | 312.00 | 0.00 | 298.00 | 05/08/2015 | 05/31/2016 | 05/08/2015 | | 981.00 |
| | | | | | | | hap | 672.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 8L | mr-b | 0 | Occupied No Notice | t0011976 | Rolling, Oliver | 984.00 | rent | 220.00 | 0.00 | 213.00 | 08/02/2013 | 08/31/2014 | 08/02/2013 | | 757.00 |
| | | | | | | | hap | 764.00 | | | | | | | |

| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 8M | mr-c | 0 | Occupied No Notice | mr8n | Cluster, Annie | 1,154.00 | rent | 183.00 | 0.00 | 556.00 | 03/26/2012 | 03/31/2013 | 03/26/2012 | | 971.00 |
| | | | | | | | hap | 971.00 | | | | | | | |
| | | | | | | | **Total** | **1,154.00** | | | | | | | |
| 8N | mr-b | 0 | Occupied No Notice | t0015707 | Watson, Clifton | 984.00 | rent | 493.00 | 0.00 | 493.00 | 09/01/2015 | 09/30/2016 | 09/01/2015 | | 491.00 |
| | | | | | | | hap | 491.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 8O | mr-b | 0 | Occupied No Notice | t0015202 | Alexander, Willie | 984.00 | rent | 356.00 | 0.00 | 356.00 | 05/29/2015 | 05/31/2016 | 05/29/2015 | | 429.50 |
| | | | | | | | hap | 628.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 8P | mr-b | 0 | Occupied No Notice | mr8p | Henderson, Lillie | 984.00 | rent | 216.00 | 0.00 | 170.00 | 01/01/2008 | 01/31/2009 | 01/01/2005 | | 768.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 8Q | mr-a | 0 | Occupied No Notice | t0015717 | Stegall, Jimmie | 984.00 | rent | 216.00 | 0.00 | 216.00 | 09/04/2015 | 09/30/2016 | 09/04/2015 | | 1,400.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 9A | mr-b | 0 | Occupied No Notice | t0005606 | Hall, Zachary | 984.00 | rent | 447.00 | 0.00 | 335.00 | 07/01/2011 | 07/31/2012 | 07/01/2009 | | 459.00 |
| | | | | | | | hap | 537.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 9B | mr-b | 0 | Occupied No Notice | mr9b | Cox, James | 984.00 | rent | 216.00 | 0.00 | 159.00 | 09/01/2008 | 09/30/2009 | 09/01/2005 | | 768.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 9C | mr-b | 0 | Occupied No Notice | t0009410 | Hanson, Elizabeth | 984.00 | rent | 203.00 | 0.00 | 486.00 | 08/11/2011 | 08/31/2012 | 08/11/2011 | | 781.00 |
| | | | | | | | hap | 781.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 9D | mr-b | 0 | Occupied No Notice | mr9d | Haynes, Lucille | 984.00 | rent | 210.00 | 0.00 | 164.00 | 06/01/2008 | 06/30/2009 | 06/09/2005 | | 774.00 |
| | | | | | | | hap | 774.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 9E | mr-b | 0 | Occupied No Notice | t0014982 | Sheppard, Addison | 984.00 | rent | 188.00 | 0.00 | 188.00 | 04/03/2015 | 04/30/2016 | 04/03/2015 | | 784.00 |

| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | hap | 796.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 9F | mr-b | 0 | Occupied No Notice | t0009976 | Schwarz, Steven | 984.00 | rent | 334.00 | 0.00 | 313.00 | 01/30/2012 | 01/31/2013 | 01/30/2012 | | 538.00 |
| | | | | | | | hap | 650.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 9G | mr-b | 0 | Occupied No Notice | t0014950 | Plant, Fredrick | 984.00 | rent | 608.00 | 0.00 | 185.00 | 03/24/2015 | 03/31/2016 | 03/24/2015 | | 1,800.50 |
| | | | | | | | hap | 376.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 9H | mr-b | 0 | Occupied No Notice | t0015021 | Johnson, Freddie | 984.00 | rent | 316.00 | 0.00 | 316.00 | 04/07/2015 | 04/30/2016 | 04/07/2015 | | 640.00 |
| | | | | | | | hap | 668.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 9I | mr-a | 0 | Occupied No Notice | t0005906 | Hinton, William | 984.00 | rent | 237.00 | 0.00 | 195.00 | 08/11/2009 | 08/31/2010 | 08/11/2009 | | 984.00 |
| | | | | | | | hap | 747.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 9J | mr-b | 0 | Occupied No Notice | t0010646 | Sanford, Donald | 984.00 | rent | 216.00 | 0.00 | 122.00 | 07/21/2012 | 07/31/2013 | 07/21/2012 | | 984.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 9K | mr-b | 0 | Occupied No Notice | t0014290 | Cody, Leon | 984.00 | rent | 341.00 | 0.00 | 336.00 | 09/19/2014 | 09/30/2015 | 09/19/2014 | | 438.00 |
| | | | | | | | hap | 643.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 9L | mr-b | 0 | Occupied No Notice | t0009780 | Taylor, Servon | 984.00 | rent | 216.00 | 0.00 | 198.00 | 11/21/2011 | 11/30/2012 | 11/21/2011 | | 767.00 |
| | | | | | | | hap | 768.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 9M | mr-c | 0 | Occupied No Notice | t0010384 | Lewis, Helen | 1,154.00 | rent | 210.00 | 0.00 | 199.00 | 05/01/2012 | 05/31/2013 | 05/01/2012 | | 944.00 |
| | | | | | | | hap | 944.00 | | | | | | | |
| | | | | | | | **Total** | **1,154.00** | | | | | | | |
| 9N | mr-b | 0 | Occupied No Notice | t0015087 | Himes, Larry | 984.00 | rent | 333.00 | 0.00 | 333.00 | 04/22/2015 | 04/30/2016 | 04/22/2015 | | 983.00 |
| | | | | | | | hap | 651.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |

| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 9O | mr-b | 0 | Occupied No Notice | t0012925 | Davis, Barbara | 984.00 | rent | 188.00 | 0.00 | 206.00 | 02/07/2014 | 02/28/2015 | 02/07/2014 | | 698.00 |
| | | | | | | | hap | 796.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| 9P | mr-b | 0 | Vacant Unrented Not Ready | VACANT | VACANT | 984.00 | | 0.00 | 0.00 | 0.00 | | | | | 0.00 |
| | | | | | | | **Total** | **0.00** | | | | | | | |
| 9Q | mr-a | 0 | Occupied No Notice | mr9q | Fortson, Cornelia | 984.00 | rent | 512.00 | 0.00 | 319.00 | 07/01/2008 | 07/31/2009 | 07/01/2005 | | 384.00 |
| | | | | | | | hap | 472.00 | | | | | | | |
| | | | | | | | **Total** | **984.00** | | | | | | | |
| **Future Residents/Applicants** | | | | | | | | | | | | | | | |
| 1F | mr-b | 0 | Vacant Rented Ready | t0016891 | Freeman, Judy | 984.00 | | 0.00 | 0.00 | 0.00 | 06/27/2016 | 06/30/2017 | 06/27/2016 | | 0.00 |
| | | | | | | | **Total** | **0.00** | | | | | | | |
| **(mr)** | **Total** | | | | | **148,960.00** | | **143,056.00** | **0.00** | **35,195.34** | | | | | **117,921.99** |

| Summary Groups | Square Footage | Market Rent | Lease Charges | Security Deposit | Other Deposits | # Of Units | % Unit Occupancy | % SqFt Occupancy | Balance |
|---|---|---|---|---|---|---|---|---|---|
| Current/Notice Residents | | | 143,056.00 | 35,195.34 | 305.00 | | | | 117,921.99 |
| Future Residents/Applicants | | | 0.00 | 0.00 | 0.00 | | | | 0.00 |
| Occupied Units | 0.00 | 144,040.00 | | | | 145 | 96.66 | 0.00 | |
| Vacant Units | 0.00 | 4,920.00 | | | | 5 | 3.33 | 0.00 | |
| **Totals** | **0.00** | **148,960.00** | **143,056.00** | **35,195.34** | **305.00** | **150** | **100.00** | **0.00** | **117,921.99** |

**Summary of Charges by Charge Code**
**(Current/Notice residents only)**
Note: 50059 Tenants only.

| Charge Code | Amount |
|---|---|
| hap | 102,868.00 |
| rent | 40,188.00 |
| **Total** | **143,056.00** |

**Summary of Charges by Charge Code**
**(Current/Notice residents only)**

| Unit | Unit Type | Unit Sq Ft | Unit/ Lease Status | Resident | Name | Market Rent | Charge Code | Amount | U.R. Amount | Resident Deposit | Lease From | Lease Expiration | Move In Date | Move Out Date | Balance |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|

Note: This table does not include rent and hap charges for 50059 tenants.

| Charge Code | Amount |
|---|---|
| **Total** | 0.00 |

**MAGGIE RUSSELL APARTMENTS**
**(A SEGMENT OF BEDFORD TOWER APARTMENTS, LTD.,**
**A GEORGIA LIMITED PARTNERSHIP)**

**STATEMENTS OF PROFIT AND (LOSS)**
**YEARS ENDED DECEMBER 31, 2012 AND 2011**

| | | 2012 | 2011 |
|---|---|---|---|
| Rental revenue | Rent revenue - gross potential | $ 495,572 | $ 504,661 |
| | Tenant assistance payments | 1,162,220 | 1,139,924 |
| | Rent revenue - stores and commercial | | |
| | Garage and parking spaces | | |
| | Flexible subsidy revenue | | |
| | Miscellaneous rent revenue | | |
| | Excess rent | | |
| | Rent revenue/insurance | | |
| | Special claims revenue | | |
| | Retained excess income | | |
| | Lease revenue (nursing home or section 232-B&C or AL) | | |
| | **Total rental revenue** ***potential at 100% occupancy*** | **$ 1,657,792** | **$ 1,644,585** |
| Vacancies | Apartments | ( 52,645 ) | ( 52,693 ) |
| | Stores and commercial | ( ) | ( ) |
| | Rental concessions | ( ) | ( ) |
| | Garage and parking spaces | ( ) | ( ) |
| | Miscellaneous | ( ) | ( ) |
| | **Total vacancies** | **( 52,645 )** | **( 52,693 )** |
| | **Net rental revenue** ***rent revenue less vacancies*** | **$ 1,605,147** | **$ 1,591,892** |
| | **Nursing homes and other elderly care revenues** | **$ 48,209** | **$ 55,286** |
| Financial revenue | Financial revenue - project operations | 32 | 42 |
| | Revenue from investments - residual receipts | | |
| | Revenue from investments - reserve for replacements | 120 | 212 |
| | Revenue from investments - miscellaneous | | |
| | **Total financial revenue** | **$ 152** | **$ 254** |
| Other revenue | Laundry and vending | | 2,426 |
| | Tenant charges | 1,620 | 963 |
| | Interest reduction payments revenue | | |
| | Miscellaneous revenue | 2,681 | 1,612 |
| | **Total other revenue** | **4,301** | **5,001** |
| | **Total revenue** | **$ 1,657,809** | **$ 1,652,433** |
| Admin. expenses | Conventions and meetings | | |
| | Management consultants | 3,517 | 3,929 |
| | Advertising and marketing | 794 | 712 |
| | Other renting expenses | 1,724 | 2,067 |
| | Office salaries | 44,863 | 43,930 |
| | Office expenses | 24,829 | 30,153 |
| | Office or model apartment rent | | |
| | Management fee | 84,702 | 84,683 |
| | Manager or superintendent salaries | 45,000 | 51,306 |
| | Administrative rent free unit | | |
| | Legal expenses (project) | 1,814 | 188 |
| | Audit expenses | 5,095 | 4,965 |
| | Bookkeeping fees/accounting services | 7,650 | 6,300 |
| | Bad debts | 2,831 | 1,781 |
| | Miscellaneous administrative expenses | 3,831 | 8,980 |
| | **Total administrative expenses** | **$ 226,650** | **$ 238,994** |
| Utilities expenses | Fuel oil/coal | | |
| | Electricity | 148,434 | 157,681 |
| | Water | 35,550 | 30,485 |
| | Gas | 42,698 | 32,623 |
| | Sewer | 86,193 | 73,948 |
| | **Total utilities expense** | **$ 312,875** | **$ 294,737** |

See notes to financial statements

**MAGGIE RUSSELL APARTMENTS**
**(A SEGMENT OF BEDFORD TOWER APARTMENTS, LTD.,**
**A GEORGIA LIMITED PARTNERSHIP)**

**STATEMENTS OF PROFIT AND (LOSS) (CONTINUED)**
**YEARS ENDED DECEMBER 31, 2012 AND 2011**

| | | 2012 | 2011 |
|---|---|---|---|
| Operating and maint. expenses | Payroll | 65,920 | 66,358 |
| | Supplies | 38,114 | 35,555 |
| | Contract | 119,293 | 112,010 |
| | Operating and maintenance rent free unit | | |
| | Garbage and trash removal | 12,514 | 13,496 |
| | Security payroll/contract | 16,626 | 18,174 |
| | Security rent free unit | | |
| | Heating/cooling repairs and maintenance | 992 | 1,148 |
| | Snow removal | | |
| | Vehicle and maint. equipment operation and repairs | 2,180 | 356 |
| | Lease expense | | |
| | Miscellaneous operating and maintenance expenses | 3,968 | 4,715 |
| | **Total operating and maintenance expenses** | **$ 259,607** | **$ 251,812** |
| Taxes and insurance | Real estate taxes | 116,594 | 134,997 |
| | Payroll taxes (project's share) | 12,304 | 11,908 |
| | Property and liability insurance (hazard) | 64,118 | 56,349 |
| | Fidelity bond insurance | | |
| | Workmen's compensation | 4,624 | 3,799 |
| | Health insurance and other employee benefits | 22,859 | 28,981 |
| | Miscellaneous taxes, licenses, permits and insurance | 4,983 | 4,653 |
| | **Total taxes and insurance** | **$ 225,482** | **$ 240,687** |
| Financial expenses | Interest on first mortgage (or bonds) payable | 103,206 | 115,331 |
| | Interest on other mortgages | | |
| | Interest on notes payable (long-term) | | |
| | Interest on notes payable (short-term) | | |
| | Interest on capital recovery payment | | |
| | Mortgage insurance premium/service charge | 17,674 | 18,659 |
| | Miscellaneous financial expenses | 1,933 | 824 |
| | **Total financial expenses** | **$ 122,813** | **$ 134,814** |
| | **Nursing homes and other elderly care expenses** | **$ 48,887** | **$ 54,390** |
| | **Total cost of operations before depreciation** | **$ 1,196,314** | **$ 1,215,434** |
| | **Profit (loss) before depreciation** | **$ 461,495** | **$ 436,999** |
| | Depreciation expense | 239,776 | 239,414 |
| | Amortization expense | 7,821 | 7,821 |
| | **Operating profit or (loss)** | **$ 213,898** | **$ 189,764** |
| Entity income and expenses | Entity revenue | | |
| | Officer's salaries | | |
| | Incentive performance fee | | |
| | Legal expenses | | |
| | Federal, state, and other income taxes | | |
| | Interest on notes payable | | |
| | Interest on mortgage payable | | |
| | Other expenses | | |
| | **Total entity net (income) expense** | **$ -** | **$ -** |
| Profit or loss | **Profit or loss (net income or loss)** | **$ 213,898** | **$ 189,764** |

See notes to financial statements

# Budget Comparison

Period = Dec 2013

Book = Accrual ; Tree = hud_os_new

| | PTD Actual | PTD Budget | Variance | % Var | YTD Actual | YTD Budget | Variance | % Var | Annual |
|---|---|---|---|---|---|---|---|---|---|
| HUD OPERATING STATEMENT | | | | | | | | | |
| INCOME | | | | | | | | | |
| 512000 Rent Income-Apartments | 41,707.00 | 138,656.00 | -96,949.00 | -69.92 | 514,048.00 | 1,663,872.00 | -1,149,824.00 | -69.11 | 1,663,872.00 |
| 512100 Tenant Assistance Payments | 99,981.00 | 0.00 | 99,981.00 | N/A | 1,177,112.00 | 0.00 | 1,177,112.00 | N/A | 0.00 |
| 522000 Vacancies (Apartments) | -2,717.42 | -4,159.63 | 1,442.21 | 34.67 | -54,414.78 | -49,916.00 | -4,498.78 | -9.01 | -49,916.00 |
| 522001 Prior Period Adjustments | 0.42 | 0.00 | 0.42 | N/A | -2,628.22 | 0.00 | -2,628.22 | N/A | 0.00 |
| 549200 Investment Interest Income | 8.50 | 0.00 | 8.50 | N/A | 32.43 | 0.00 | 32.43 | N/A | 0.00 |
| 591000 Laundry & Vending Income | 51.70 | 100.00 | -48.30 | -48.30 | 248.05 | 1,200.00 | -951.95 | -79.33 | 1,200.00 |
| 592007 NSF and Late Charges | 80.00 | 50.00 | 30.00 | 60.00 | 151.00 | 600.00 | -449.00 | -74.83 | 600.00 |
| 592008 Damages and Cleaning Fees | 51.00 | 75.00 | -24.00 | -32.00 | 1,521.00 | 900.00 | 621.00 | 69.00 | 900.00 |
| 592013 Warrant Fees | 0.00 | 0.00 | 0.00 | N/A | 1,284.00 | 300.00 | 984.00 | 328.00 | 300.00 |
| 599300 Other Revenue | 125.00 | 0.00 | 125.00 | N/A | 2,413.76 | 0.00 | 2,413.76 | N/A | 0.00 |
| 599501 Service Coordinator Grant | 22,390.37 | 4,492.00 | 17,898.37 | 398.45 | 42,055.20 | 53,904.00 | -11,848.80 | -21.98 | 53,904.00 |
| **TOTAL INCOME** | **161,677.57** | **139,213.37** | **22,464.20** | **16.14** | **1,681,822.44** | **1,670,860.00** | **10,962.44** | **0.66** | **1,670,860.00** |
| EXPENDITURES | | | | | | | | | |
| MARKETING EXPENSES | | | | | | | | | |
| 621002 Rental - Utility Cable | 0.00 | 0.00 | 0.00 | N/A | 4.01 | 0.00 | -4.01 | N/A | 0.00 |
| 621007 Advertising | 0.00 | 75.00 | 75.00 | 100.00 | 1,165.72 | 900.00 | -265.72 | -29.52 | 900.00 |
| 625003 Printing - Other | 0.00 | 100.00 | 100.00 | 100.00 | 885.01 | 1,200.00 | 314.99 | 26.25 | 1,200.00 |
| **TOTAL MARKETING EXPENSES** | **0.00** | **175.00** | **175.00** | **100.00** | **2,054.74** | **2,100.00** | **45.26** | **2.16** | **2,100.00** |
| ADMINISTRATIVE EXPENSES | | | | | | | | | |
| 631000 Office Salaries | 6,361.61 | 9,290.00 | 2,928.39 | 31.52 | 72,485.19 | 80,510.00 | 8,024.81 | 9.97 | 80,510.00 |
| 631100 Office Expense | 1,344.11 | 600.00 | -744.11 | -124.02 | 8,546.82 | 7,200.00 | -1,346.82 | -18.71 | 7,200.00 |
| 631101 Telephone - Basic Service | 138.78 | 725.00 | 586.22 | 80.86 | 8,603.17 | 8,700.00 | 96.83 | 1.11 | 8,700.00 |
| 631103 Courier | 21.78 | 0.00 | -21.78 | N/A | 158.62 | 0.00 | -158.62 | N/A | 0.00 |
| 631104 Temporary Office Expense | 0.00 | 0.00 | 0.00 | N/A | 300.00 | 0.00 | -300.00 | N/A | 0.00 |
| 631105 Postage | 0.00 | 10.00 | 10.00 | 100.00 | 51.95 | 120.00 | 68.05 | 56.71 | 120.00 |
| 631108 Copy/Fax Machine | 343.44 | 375.00 | 31.56 | 8.42 | 4,199.75 | 4,500.00 | 300.25 | 6.67 | 4,500.00 |
| 631109 Answering Service | 94.99 | 75.00 | -19.99 | -26.65 | 1,139.88 | 900.00 | -239.88 | -26.65 | 900.00 |
| 632000 Management Fees | 7,487.78 | 7,378.00 | -109.78 | -1.49 | 86,687.24 | 88,552.00 | 1,864.76 | 2.11 | 88,552.00 |
| 633000 Manager Salary | 3,461.54 | 5,192.00 | 1,730.46 | 33.33 | 45,000.03 | 45,004.00 | 3.97 | 0.01 | 45,004.00 |

# Budget Comparison

Period = Dec 2013

Book = Accrual ; Tree = hud_os_new

| | PTD Actual | PTD Budget | Variance | % Var | YTD Actual | YTD Budget | Variance | % Var | Annual |
|---|---|---|---|---|---|---|---|---|---|
| 634000 Legal Expense | 0.00 | 0.00 | 0.00 | N/A | 1,909.00 | 0.00 | -1,909.00 | N/A | 0.00 |
| 634100 Warrants-Disposessery | 253.00 | 75.00 | -178.00 | -237.33 | 2,646.00 | 900.00 | -1,746.00 | -194.00 | 900.00 |
| 635000 Auditing Expense | 0.00 | 0.00 | 0.00 | N/A | 5,245.00 | 5,200.00 | -45.00 | -0.87 | 5,200.00 |
| 635100 Bookkeeping Fees/Acctng Svc. | 750.00 | 750.00 | 0.00 | 0.00 | 9,000.00 | 9,000.00 | 0.00 | 0.00 | 9,000.00 |
| 637000 Bad Debts/Rent | 557.50 | 346.63 | -210.87 | -60.83 | 3,744.94 | 4,160.00 | 415.06 | 9.98 | 4,160.00 |
| 639000 Misc. Admin. Expense | 0.00 | 0.00 | 0.00 | N/A | 170.75 | 0.00 | -170.75 | N/A | 0.00 |
| 639001 Bank Service Charges | 142.53 | 45.00 | -97.53 | -216.73 | 1,621.15 | 540.00 | -1,081.15 | -200.21 | 540.00 |
| 639002 Mileage Reimbursement | 0.00 | 0.00 | 0.00 | N/A | 71.10 | 0.00 | -71.10 | N/A | 0.00 |
| 639004 Computer Lease Expense | 0.00 | 0.00 | 0.00 | N/A | 3,341.60 | 3,020.00 | -321.60 | -10.65 | 3,020.00 |
| 639006 Computer Maintenance | 0.00 | 0.00 | 0.00 | N/A | 216.00 | 0.00 | -216.00 | N/A | 0.00 |
| 639100 Travel and Lodging | 0.00 | 0.00 | 0.00 | N/A | 24.00 | 0.00 | -24.00 | N/A | 0.00 |
| 639200 Temp. Office Expense | 200.00 | 200.00 | 0.00 | 0.00 | 2,200.00 | 2,400.00 | 200.00 | 8.33 | 2,400.00 |
| 639500 Dues and Subscriptions | 0.00 | 0.00 | 0.00 | N/A | 479.27 | 390.00 | -89.27 | -22.89 | 390.00 |
| 639600 Education/Training | 24.45 | 0.00 | -24.45 | N/A | 2,141.45 | 800.00 | -1,341.45 | -167.68 | 800.00 |
| 639700 Employment Service | 70.00 | 0.00 | -70.00 | N/A | 70.00 | 0.00 | -70.00 | N/A | 0.00 |
| 639800 Credit Checks | 0.00 | 140.00 | 140.00 | 100.00 | 1,607.70 | 1,680.00 | 72.30 | 4.30 | 1,680.00 |
| 692000 D.E. Program Drug Prevention | 773.52 | 450.00 | -323.52 | -71.89 | 8,793.22 | 6,150.00 | -2,643.22 | -42.98 | 6,150.00 |
| TOTAL ADMINISTRATIVE EXPENSES | 22,025.03 | 25,651.63 | 3,626.60 | 14.14 | 270,453.83 | 269,726.00 | -727.83 | -0.27 | 269,726.00 |

UTILITIES COST

| | PTD Actual | PTD Budget | Variance | % Var | YTD Actual | YTD Budget | Variance | % Var | Annual |
|---|---|---|---|---|---|---|---|---|---|
| 645000 Utilities-Electricity | 0.00 | 13,093.12 | 13,093.12 | 100.00 | 126,619.12 | 157,117.00 | 30,497.88 | 19.41 | 157,117.00 |
| 645000 Utilities-Water | 0.00 | 3,106.75 | 3,106.75 | 100.00 | 35,094.58 | 37,281.00 | 2,186.42 | 5.86 | 37,281.00 |
| 645200 Utilities-Gas | 0.00 | 4,323.62 | 4,323.62 | 100.00 | 35,598.42 | 51,883.00 | 16,284.58 | 31.39 | 51,883.00 |
| 645300 Utilities-Sewer | 0.00 | 7,409.63 | 7,409.63 | 100.00 | 88,185.68 | 88,916.00 | 730.32 | 0.82 | 88,916.00 |
| TOTAL UTILITIES COST | 0.00 | 27,933.12 | 27,933.12 | 100.00 | 285,497.80 | 335,197.00 | 49,699.20 | 14.83 | 335,197.00 |

MAINTENANCE EXPENSES

| | PTD Actual | PTD Budget | Variance | % Var | YTD Actual | YTD Budget | Variance | % Var | Annual |
|---|---|---|---|---|---|---|---|---|---|
| 651000 Repairs Payroll | 5,043.68 | 7,495.00 | 2,451.32 | 32.71 | 64,292.10 | 64,960.00 | 667.90 | 1.03 | 64,960.00 |
| 651500 Repairs Materials & Supplies | 5,240.63 | 2,500.00 | -2,740.63 | -109.63 | 31,118.18 | 31,000.00 | -118.18 | -0.38 | 31,000.00 |
| 651502 Janitorial Supplies | 0.00 | 0.00 | 0.00 | N/A | 410.68 | 0.00 | -410.68 | N/A | 0.00 |
| 651505 Grounds Supplies | 4,600.00 | 0.00 | -4,600.00 | N/A | 5,200.00 | 6,500.00 | 1,300.00 | 20.00 | 6,500.00 |
| 651506 Decorating Supplies | 0.00 | 0.00 | 0.00 | N/A | 2,833.01 | 2,000.00 | -833.01 | -41.65 | 2,000.00 |
| 652000 Repairs Contract | 3,382.23 | 1,642.00 | -1,740.23 | -105.98 | 30,384.85 | 28,554.00 | -1,830.85 | -6.41 | 28,554.00 |
| 652002 Exterminating Contract | 2,550.00 | 850.00 | -1,700.00 | -200.00 | 7,722.75 | 12,820.00 | 5,097.25 | 39.76 | 12,820.00 |
| 652004 Grounds Contract | 500.00 | 500.00 | 0.00 | 0.00 | 10,600.00 | 6,000.00 | -4,600.00 | -76.67 | 6,000.00 |
| 652005 Elevator Maintenance Contract | 1,624.32 | 815.00 | -809.32 | -99.30 | 11,045.98 | 9,780.00 | -1,265.98 | -12.94 | 9,780.00 |
| 652008 Decorating - Turnkey | 0.00 | 850.00 | 850.00 | 100.00 | 4,940.00 | 10,200.00 | 5,260.00 | 51.57 | 10,200.00 |
| 652009 Decorating - Flooring | 0.00 | 2,000.00 | 2,000.00 | 100.00 | 21,334.38 | 44,000.00 | 22,665.62 | 51.51 | 44,000.00 |
| 652011 Protection Contracts | 0.00 | 2,500.00 | 2,500.00 | 100.00 | 4,299.00 | 20,500.00 | 16,201.00 | 79.03 | 20,500.00 |
| 652500 Garbage and Trash | 1,051.75 | 1,065.00 | 13.25 | 1.24 | 14,340.98 | 12,780.00 | -1,560.98 | -12.21 | 12,780.00 |
| 654600 Air Condition Repair/Maintenan | 0.00 | 0.00 | 0.00 | N/A | 1,553.83 | 1,200.00 | -353.83 | -29.49 | 1,200.00 |

## Budget Comparison

Period = Dec 2013

Book = Accrual ; Tree = hud_os_new

| | PTD Actual | PTD Budget | Variance | % Var | YTD Actual | YTD Budget | Variance | % Var | Annual |
|---|---|---|---|---|---|---|---|---|---|
| 657000 Motor Vehicles Repairs | 0.00 | 0.00 | 0.00 | N/A | 457.58 | 0.00 | -457.58 | N/A | 0.00 |
| 659000 Misc. Maint. & Oper Expense | 0.00 | 0.00 | 0.00 | N/A | 6,706.95 | 0.00 | -6,706.95 | N/A | 0.00 |
| 659007 Gasoline, Oil & Grease | 145.51 | 250.00 | 104.49 | 41.80 | 1,575.46 | 3,000.00 | 1,424.54 | 47.48 | 3,000.00 |
| 659008 Uniforms | 84.24 | 130.00 | 45.76 | 35.20 | 1,572.73 | 1,560.00 | -12.73 | -0.82 | 1,560.00 |
| 659300 Late Fees (Expenses) | 0.00 | 0.00 | 0.00 | N/A | 22.00 | 0.00 | -22.00 | N/A | 0.00 |
| **TOTAL MAINTENANCE EXPENSES** | **24,222.36** | **20,597.00** | **-3,625.36** | **-17.60** | **220,410.46** | **254,854.00** | **34,443.54** | **13.52** | **254,854.00** |
| | | | | | | | | | |
| TAXES AND INSURANCE EXPENSES | | | | | | | | | |
| 671000 Real Estate Taxes | 10,447.00 | 10,446.62 | -0.38 | 0.00 | 125,362.32 | 125,359.00 | -3.32 | 0.00 | 125,359.00 |
| 671100 Payroll Taxes | 1,479.21 | 1,478.88 | -0.33 | -0.02 | 16,080.14 | 17,747.00 | 1,666.86 | 9.39 | 17,747.00 |
| 671900 Misc. Taxes, Licenses & Permit | 0.00 | 0.00 | 0.00 | N/A | 3,698.62 | 3,320.00 | -378.62 | -11.40 | 3,320.00 |
| 672000 Property Insurance | 2,842.00 | 2,842.13 | 0.13 | 0.00 | 34,104.68 | 34,106.00 | 1.32 | 0.00 | 34,106.00 |
| 672001 General Liability Insurance | 2,696.00 | 2,695.50 | -0.50 | -0.02 | 32,350.00 | 32,346.00 | -4.00 | -0.01 | 32,346.00 |
| 672002 Vehicle Insurance | 148.00 | 148.00 | 0.00 | 0.00 | 1,776.00 | 1,776.00 | 0.00 | 0.00 | 1,776.00 |
| 672200 Worker's Compensation | 478.00 | 478.13 | 0.13 | 0.03 | 5,736.68 | 5,738.00 | 1.32 | 0.02 | 5,738.00 |
| 672300 Health & Life Insurance | 1,476.22 | 2,222.13 | 745.91 | 33.57 | 21,069.40 | 26,666.00 | 5,596.60 | 20.99 | 26,666.00 |
| 672301 401K Match | 182.32 | 396.87 | 214.55 | 54.06 | 1,371.61 | 4,762.00 | 3,390.39 | 71.20 | 4,762.00 |
| 672302 Long Term Disability Prem. | 54.78 | 52.37 | -2.41 | -4.60 | 693.19 | 628.00 | -65.19 | -10.38 | 628.00 |
| 672303 Short Term Disability Prem. | 71.75 | 78.50 | 6.75 | 8.60 | 907.76 | 942.00 | 34.24 | 3.63 | 942.00 |
| **TOTAL TAXES AND INSURANCE EXPENSES** | **19,875.28** | **20,839.13** | **963.85** | **4.63** | **243,150.40** | **253,390.00** | **10,239.60** | **4.04** | **253,390.00** |
| | | | | | | | | | |
| INTEREST EXPENSES | | | | | | | | | |
| 682000 Interest on Mortgage payable | 7,134.45 | 7,134.00 | -0.45 | -0.01 | 91,675.00 | 91,585.00 | -90.00 | -0.10 | 91,585.00 |
| 685000 Mortgage Insurance Premium | 1,415.00 | 1,414.50 | -0.50 | -0.04 | 16,978.00 | 16,974.00 | -4.00 | -0.02 | 16,974.00 |
| 689000 Misc. Finan. Expense | 0.00 | 0.00 | 0.00 | N/A | 37.00 | 0.00 | -37.00 | N/A | 0.00 |
| 689100 Int. Expense on Secur. Deposit | 0.00 | 0.00 | 0.00 | N/A | 72.63 | 0.00 | -72.63 | N/A | 0.00 |
| **TOTAL INTEREST EXPENSES** | **8,549.45** | **8,548.50** | **-0.95** | **-0.01** | **108,762.63** | **108,559.00** | **-203.63** | **-0.19** | **108,559.00** |
| | | | | | | | | | |
| **TOTAL OPERATING EXPENSES** | **74,672.12** | **103,744.38** | **29,072.26** | **28.02** | **1,130,329.86** | **1,223,826.00** | **93,496.14** | **7.64** | **1,223,826.00** |
| | | | | | | | | | |
| DEPRECIATION | | | | | | | | | |
| 661001 Amort. of Loan Cost | 651.75 | 651.75 | 0.00 | 0.00 | 7,821.00 | 7,821.00 | 0.00 | 0.00 | 7,821.00 |
| 662000 Depreciation-buildings | 19,341.08 | 19,341.12 | 0.04 | 0.00 | 232,092.96 | 232,093.00 | 0.04 | 0.00 | 232,093.00 |
| **TOTAL DEPRECIATION** | **19,992.83** | **19,992.87** | **0.04** | **0.00** | **239,913.96** | **239,914.00** | **0.04** | **0.00** | **239,914.00** |

Maggie Russell Tower (mr)



## Budget Comparison

Period = Dec 2013

Book = Accrual ; Tree = hud_os_new

| | PTD Actual | PTD Budget | Variance | % Var | YTD Actual | YTD Budget | Variance | % Var | Annual |
|---|---|---|---|---|---|---|---|---|---|
| **NET OPERATING PROFIT / LOSS** | **67,012.62** | **15,476.12** | **51,536.50** | **333.01** | **311,578.62** | **207,120.00** | **104,458.62** | **50.43** | **207,120.00** |
| **BALANCE SHEET CHANGES** | | | | | | | | | |
| 113000 Tenant Accounts Receivable | -405.61 | 0.00 | -405.61 | N/A | -1,900.61 | 0.00 | -1,900.61 | N/A | 0.00 |
| 113300 Tenant A/R - Other | 5.00 | 0.00 | 5.00 | N/A | -196.00 | 0.00 | -196.00 | N/A | 0.00 |
| 113500 Accounts Receivable - HUD | 3,135.00 | 0.00 | 3,135.00 | N/A | 2,707.00 | 0.00 | 2,707.00 | N/A | 0.00 |
| 119100 Tenant Deposits Held in Trust | -8.50 | 0.00 | -8.50 | N/A | -3,169.28 | 0.00 | -3,169.28 | N/A | 0.00 |
| 124000 Prepaid Property Ins.-Hazard | 2,842.00 | 2,842.13 | -0.13 | 0.00 | 34,104.68 | 34,106.00 | -1.32 | 0.00 | 34,106.00 |
| 124100 Prepaid Insurance-Auto | 148.00 | 148.00 | 0.00 | 0.00 | 1,776.00 | 1,776.00 | 0.00 | 0.00 | 1,776.00 |
| 124200 Prepaid Ins.-Gen Liability | 2,696.00 | 2,695.50 | 0.50 | 0.02 | 32,350.00 | 32,346.00 | 4.00 | 0.01 | 32,346.00 |
| 124300 Prepaid Worker's Comp | 478.00 | 478.13 | -0.13 | -0.03 | 5,736.68 | 5,738.00 | -1.32 | -0.02 | 5,738.00 |
| 125000 Prepaid Mortgage Insurance | 1,415.00 | 1,414.50 | 0.50 | 0.04 | 16,978.00 | 16,974.00 | 4.00 | 0.02 | 16,974.00 |
| 131000 Mortgage Escrow Deposits | -9,550.79 | -10,446.62 | 895.83 | 8.58 | -117,695.49 | -125,359.00 | 7,663.51 | 6.11 | -125,359.00 |
| 131001 Mortgage Escrow Deposit Property Ins... | -3,270.08 | -2,842.13 | -427.95 | -15.06 | -39,240.96 | -34,106.00 | -5,134.96 | -15.06 | -34,106.00 |
| 131002 Mortgage Escrow Deposit MIP | -1,414.52 | -1,415.00 | 0.48 | 0.03 | -17,236.59 | -15,318.00 | -1,918.59 | -12.53 | -15,318.00 |
| 131003 Mortgage Escrow Deposits General Liab... | -2,725.31 | -2,695.50 | -29.81 | -1.11 | -30,477.06 | -32,346.00 | 1,868.94 | 5.78 | -32,346.00 |
| 131004 Morgage Escrow Deposit Auto | -146.56 | -148.00 | 1.44 | 0.97 | -1,758.72 | -1,776.00 | 17.28 | 0.97 | -1,776.00 |
| 131005 Mortgage Escrow Deposit Worker's Comp | -367.79 | -478.13 | 110.34 | 23.08 | -4,413.48 | -5,738.00 | 1,324.52 | 23.08 | -5,738.00 |
| 132000 Replacement Reserve | -4,093.00 | -4,005.00 | -88.00 | -2.20 | -48,852.00 | -48,060.00 | -792.00 | -1.65 | -48,060.00 |
| 132001 Reserve for Replace. Reimburse | 14,753.45 | 0.00 | 14,753.45 | N/A | 70,436.31 | 41,900.00 | 28,536.31 | 68.11 | 41,900.00 |
| 142001 Building Improvements | -3,101.93 | -3,500.00 | 398.07 | 11.37 | -51,123.97 | -106,000.00 | 54,876.03 | 51.77 | -106,000.00 |
| 144000 Building Equipment-Portable | 0.00 | 0.00 | 0.00 | N/A | -4,310.31 | -4,200.00 | -110.31 | -2.63 | -4,200.00 |
| 149000 Misc. Fixed Assets | 0.00 | 0.00 | 0.00 | N/A | 0.00 | -3,000.00 | 3,000.00 | 100.00 | -3,000.00 |
| 181000 Permanent Loan Cost | 0.00 | 0.00 | 0.00 | N/A | -16,800.00 | 0.00 | -16,800.00 | N/A | 0.00 |
| 211000 Accounts Payable - Operations | -18,057.29 | 0.00 | -18,057.29 | N/A | -3,940.72 | 0.00 | -3,940.72 | N/A | 0.00 |
| 211001 Accounts Payable Adjustments | 0.00 | 0.00 | 0.00 | N/A | -66,178.61 | 0.00 | -66,178.61 | N/A | 0.00 |
| 212000 Accrued Wages Payable | 0.00 | 0.00 | 0.00 | N/A | -8,456.49 | 0.00 | -8,456.49 | N/A | 0.00 |
| 212200 Deferred Revenue | 125.00 | 0.00 | -125.00 | N/A | 1,500.00 | 0.00 | -1,500.00 | N/A | 0.00 |
| 212300 Accrued Mgmt. Fee Payable | 0.00 | 0.00 | 0.00 | N/A | -6,820.53 | 0.00 | -6,820.53 | N/A | 0.00 |
| 215000 Accrued Property Taxes | 10,447.00 | 10,446.62 | 0.38 | 0.00 | 125,362.32 | 125,359.00 | 3.32 | 0.00 | 125,359.00 |
| 217000 Mortgage Payable - 1st. Mort. | -23,747.02 | -23,747.00 | -0.02 | 0.00 | -278,902.64 | -278,991.00 | 88.36 | 0.03 | -278,991.00 |
| 217700 Payable to owner | 0.00 | 0.00 | 0.00 | N/A | 12,800.00 | 0.00 | 12,800.00 | N/A | 0.00 |
| 219100 Tenant Security Deposits | -247.00 | 0.00 | -247.00 | N/A | 4,296.08 | 0.00 | 4,296.08 | N/A | 0.00 |
| 220000 Prepaid Revenues | 472.11 | 0.00 | 472.11 | N/A | 1,222.11 | 0.00 | 1,222.11 | N/A | 0.00 |
| 313500 Partner Distributions | 0.00 | 0.00 | 0.00 | N/A | -46,530.00 | 0.00 | -46,530.00 | N/A | 0.00 |
| 402000 Accumu. Amortization loan cost | 651.75 | 0.00 | 651.75 | N/A | 7,821.00 | 0.00 | 7,821.00 | N/A | 0.00 |
| 412000 Accumu Deprec.-building | 19,341.08 | 0.00 | 19,341.08 | N/A | 232,092.96 | 0.00 | 232,092.96 | N/A | 0.00 |
| **TOTAL BALANCE SHEET CHANGES** | **-10,876.01** | **-31,252.50** | **20,376.49** | **65.20** | **-201,820.32** | **-396,695.00** | **194,874.68** | **49.12** | **-396,695.00** |
| **NET CASH FLOW** | **56,136.61** | **-15,776.38** | **71,912.99** | **455.83** | **109,758.30** | **-189,575.00** | **299,333.30** | **157.90** | **-189,575.00** |

# Budget Comparison

Period = Dec 2013

Book = Accrual ; Tree = hud_os_new

| | PTD Actual | PTD Budget | Variance | % Var | YTD Actual | YTD Budget | Variance | % Var | Annual |
|---|---|---|---|---|---|---|---|---|---|

**MAGGIE RUSSELL APARTMENTS**
**(A SEGMENT OF BEDFORD TOWER APARTMENTS, LTD.,**
**A GEORGIA LIMITED PARTNERSHIP)**

**STATEMENTS OF PROFIT AND (LOSS)**
**YEARS ENDED DECEMBER 31, 2015 AND 2014**

| | | 2015 | 2014 |
|---|---|---|---|
| Rental revenue | Rent revenue - gross potential | $ 567,566 | $ 528,111 |
| | Tenant assistance payments | 1,180,822 | 1,193,168 |
| | Rent revenue - stores and commercial | | |
| | Garage and parking spaces | | |
| | Flexible subsidy revenue | | |
| | Miscellaneous rent revenue | | |
| | Excess rent | | |
| | Rent revenue/insurance | | |
| | Special claims revenue | 10,950 | |
| | Retained excess income | | |
| | Lease revenue (nursing home or section 232-B&C or AL) | | |
| | **Total rental revenue** *potential at 100% occupancy* | **$ 1,759,338** | **$ 1,721,279** |
| Vacancies | Apartments | ( 92,963 ) | ( 68,681 ) |
| | Stores and commercial | ( ) | ( ) |
| | Rental concessions | ( ) | ( 135 ) |
| | Garage and parking spaces | ( ) | ( ) |
| | Miscellaneous | ( ) | ( ) |
| | **Total vacancies** | **( 92,963 )** | **( 68,816 )** |
| | **Net rental revenue** *rent revenue less vacancies* | **$ 1,666,375** | **$ 1,652,463** |
| | **Nursing homes and other elderly care revenues** | **$ 56,394** | **$ 56,270** |
| Financial revenue | Financial revenue - project operations | 35 | 35 |
| | Revenue from investments - residual receipts | | |
| | Revenue from investments - reserve for replacements | 65 | 111 |
| | Revenue from investments - miscellaneous | | |
| | **Total financial revenue** | **$ 100** | **$ 146** |
| Other revenue | Laundry and vending | 1,041 | 211 |
| | Resident charges | 3,747 | 4,554 |
| | Interest reduction payments revenue | | |
| | Miscellaneous revenue | 1,500 | 5,047 |
| | **Total other revenue** | **6,288** | **9,812** |
| | **Total revenue** | **$ 1,729,157** | **$ 1,718,691** |
| Admin. expenses | Conventions and meetings | | |
| | Management consultants | 4,393 | 1,113 |
| | Advertising and marketing | 1,169 | 2,047 |
| | Other renting expenses | 3,499 | 3,264 |
| | Office salaries | 39,343 | 36,713 |
| | Office expenses | 39,164 | 31,101 |
| | Office or model apartment rent | | |
| | Management fee | 87,360 | 88,258 |
| | Manager or superintendent salaries | 51,310 | 51,361 |
| | Administrative rent free unit | | |
| | Legal expenses (project) | 883 | 1,655 |
| | Audit expenses | 6,035 | 5,375 |
| | Bookkeeping fees/accounting services | 9,000 | 9,000 |
| | Bad debts | 1,260 | 6,392 |
| | Miscellaneous administrative expenses | 3,747 | 5,861 |
| | **Total administrative expenses** | **$ 247,163** | **$ 242,140** |
| Utilities expenses | Fuel oil/coal | | |
| | Electricity | 142,781 | 138,756 |
| | Water | 35,087 | 41,082 |
| | Gas | 49,827 | 50,214 |
| | Sewer | 88,083 | 103,346 |
| | **Total utilities expense** | **$ 315,778** | **$ 333,398** |

**MAGGIE RUSSELL APARTMENTS**
**(A SEGMENT OF BEDFORD TOWER APARTMENTS, LTD.,**
**A GEORGIA LIMITED PARTNERSHIP)**

**STATEMENTS OF PROFIT AND (LOSS) (CONTINUED)**
**YEARS ENDED DECEMBER 31, 2015 AND 2014**

| | | 2015 | 2014 |
|---|---|---|---|
| Operating and maint. expenses | Payroll | 74,425 | 71,307 |
| | Supplies | 34,840 | 35,483 |
| | Contract | 104,645 | 131,966 |
| | Operating and maintenance rent free unit | | |
| | Garbage and trash removal | 14,122 | 15,028 |
| | Security payroll/contract | 58,049 | 39,070 |
| | Security rent free unit | | |
| | Heating/cooling repairs and maintenance | 20,668 | 7,002 |
| | Snow removal | | |
| | Vehicle and maint. equipment operation and repairs | | |
| | Lease expense | | |
| | Miscellaneous operating and maintenance expenses | 10,088 | 10,712 |
| | **Total operating and maintenance expenses** | **$ 316,837** | **$ 310,568** |
| Taxes and insurance | Real estate taxes | 118,995 | 139,114 |
| | Payroll taxes (project's share) | 17,801 | 17,348 |
| | Property and liability insurance (hazard) | 62,819 | 69,758 |
| | Fidelity bond insurance | | |
| | Workmen's compensation | 8,154 | 9,005 |
| | Health insurance and other employee benefits | 10,076 | 20,115 |
| | Miscellaneous taxes, licenses, permits and insurance | 5,313 | 6,520 |
| | **Total taxes and insurance** | **$ 223,158** | **$ 261,860** |
| Financial expenses | Interest on first mortgage (or bonds) payable | 63,363 | 77,112 |
| | Interest on other mortgages | | |
| | Interest on notes payable (long-term) | | |
| | Interest on notes payable (short-term) | | |
| | Interest on capital recovery payment | | |
| | Mortgage insurance premium/service charge | 14,080 | 15,395 |
| | Miscellaneous financial expenses | 3,218 | 1,922 |
| | **Total financial expenses** | **$ 80,661** | **$ 94,429** |
| | **Nursing homes and other elderly care expenses** | **$ 56,543** | **$ 58,958** |
| | **Total cost of operations before depreciation** | **$ 1,240,140** | **$ 1,301,353** |
| | **Profit (loss) before depreciation** | **$ 489,017** | **$ 417,338** |
| | Depreciation expense | 264,498 | 258,551 |
| | Amortization expense | 7,821 | 7,821 |
| | **Operating profit or (loss)** | **$ 216,698** | **$ 150,966** |
| Entity income and expenses | Entity revenue | | |
| | Officer's salaries | | |
| | Incentive performance fee | | |
| | Legal expenses | | |
| | Federal, state, and other income taxes | | |
| | Interest on notes payable | | |
| | Interest on mortgage payable | | |
| | Other expenses | | |
| | **Total entity net (income) expense** | **$ -** | **$ -** |
| Profit or loss | **Profit or loss (net income or loss)** | **$ 216,698** | **$ 150,966** |

See notes to financial statements

# H.J. Russell and Company
**2016 Budget**
**Maggie Russell**

| | Account | Description | January | February | March | April | May | June | July | August | September | October | November | December | Total | Per Unit |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Budget | | | | | | | | | | | | | |
| Income | 5005120000 | Rent Income - Apartments | $145,934 | $145,934 | $148,269 | $148,269 | $148,269 | $148,269 | $148,269 | $148,269 | $148,269 | $148,269 | $148,269 | $148,269 | **$1,774,557** | **$11,830** |
| | 5005120010 | Dwelling Rents | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005120020 | Gain/Loss on Rental Revenue | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005121000 | Tenant Assistance Payments | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005123000 | Special Claims Vacancy | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 6106312000 | Office Non-revenue unit | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 6106331000 | Manager Non-revenue unit | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 6306521000 | O & M Non-revenue unit | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 6306531000 | Security Non-revenue unit | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | | **Gross Potential Income** | **$145,934** | **$145,934** | **$148,269** | **$148,269** | **$148,269** | **$148,269** | **$148,269** | **$148,269** | **$148,269** | **$148,269** | **$148,269** | **$148,269** | **$1,774,557** | **$11,830** |
| | | | | | | | | | | | | | | | | |
| | 5005120110 | Prepaid Rent (Cash Basis) | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005220000 | Vacancies (Apartments) | ($4,378) | ($4,378) | ($4,448) | ($4,448) | ($4,448) | ($4,448) | ($4,448) | ($4,448) | ($4,448) | ($4,448) | ($4,448) | ($4,448) | **($53,237)** | **($355)** |
| | 5005220010 | Prior Period Adjustment | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005270000 | Less:Concessions | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 6106370000 | Bad Debts/Rent | ($1,459) | ($1,459) | ($1,483) | ($1,483) | ($1,483) | ($1,483) | ($1,483) | ($1,483) | ($1,483) | ($1,483) | ($1,483) | ($1,483) | **($17,746)** | **($118)** |
| | | **Total Vacancy and Collection Loss** | **($5,837)** | **($5,837)** | **($5,931)** | **($5,931)** | **($5,931)** | **($5,931)** | **($5,931)** | **($5,931)** | **($5,931)** | **($5,931)** | **($5,931)** | **($5,931)** | **($70,982)** | **($473)** |
| | | | | | | | | | | | | | | | | |
| | | **Net Tenant Income** | **$140,097** | **$140,097** | **$142,338** | **$142,338** | **$142,338** | **$142,338** | **$142,338** | **$142,338** | **$142,338** | **$142,338** | **$142,338** | **$142,338** | **$1,703,575** | **$11,357** |
| | | | | | | | | | | | | | | | | |
| | | **Economic Occupancy** | **96%** | **96%** | **96%** | **96%** | **96%** | **96%** | **96%** | **96%** | **96%** | **96%** | **96%** | **96%** | **96%** | $0 |
| | | | | | | | | | | | | | | | | |
| | | **Other Tenant Income** | | | | | | | | | | | | | | |
| | 5005126000 | Pet Fee | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005130000 | Application Fee | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005920020 | Month to Month Income | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005920040 | Termination Fee | $123 | $123 | $123 | $123 | $123 | $123 | $123 | $123 | $123 | $123 | $123 | $123 | **$1,478** | **$10** |
| | 5005920070 | NSF and Late Charges | $4 | $4 | $4 | $4 | $4 | $4 | $4 | $4 | $4 | $4 | $4 | $4 | **$47** | **$0** |
| | 5005920080 | Damages and Cleaning Fees | $149 | $149 | $149 | $149 | $149 | $149 | $149 | $149 | $149 | $149 | $149 | $149 | **$1,789** | **$12** |
| | 5005920110 | Escrow Forfeits | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005920130 | Warrant Fees | $32 | $32 | $32 | $32 | $32 | $32 | $32 | $32 | $32 | $32 | $32 | $32 | **$379** | **$3** |
| | 5005920140 | Non-Refundable Sec. Deposit | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | | **Total Miscellaneous Income** | **$308** | **$308** | **$308** | **$308** | **$308** | **$308** | **$308** | **$308** | **$308** | **$308** | **$308** | **$308** | **$3,693** | **$25** |
| | | | | | | | | | | | | | | | | |
| | 5005920180 | Water Income | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005920190 | Electric Reimbursement | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005920200 | Gas Reimbursement | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | | **Total Utility Income** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | $0 | $0 |
| | | | | | | | | | | | | | | | | |
| | | **TOTAL TENANT INCOME** | **$140,404** | **$140,404** | **$142,646** | **$142,646** | **$142,646** | **$142,646** | **$142,646** | **$142,646** | **$142,646** | **$142,646** | **$142,646** | **$142,646** | **$1,707,268** | **$11,382** |
| | | | | | | | | | | | | | | | | |
| | | **OTHER INCOME** | | | | | | | | | | | | | | |
| | 5005140000 | Stores and Commercial Income | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005240000 | Vacancies - Stores and Commercial | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | | **TOTAL COMMERCIAL INCOME** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | $0 | $0 |
| | | | | | | | | | | | | | | | | |
| | 5005910000 | Laundry & Vending Income | $41 | $41 | $41 | $41 | $41 | $41 | $41 | $41 | $41 | $41 | $41 | $41 | **$490** | **$3** |
| | 5005190000 | Miscellaneous Rent Revenue | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005191000 | Excess Rent | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005420000 | Interest Reduction Payments | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005492000 | Investment Interest Income | $2 | $2 | $2 | $2 | $2 | $2 | $2 | $2 | $2 | $2 | $2 | $2 | **$26** | **$0** |
| | 5005495000 | Gain/Loss on Asset | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005945000 | Interest Reduction Payments Revenue | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005993000 | Other Revenue/Misc Receipts | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 5005995010 | Service Coordinator Grant | $2,695 | $2,695 | $2,695 | $2,695 | $2,695 | $2,695 | $2,695 | $2,695 | $2,695 | $2,695 | $2,695 | $2,695 | **$32,341** | **$216** |
| | | **TOTAL OTHER MISCELLANEOUS INCOM** | $2,738 | $2,738 | $2,738 | $2,738 | $2,738 | $2,738 | $2,738 | $2,738 | $2,738 | $2,738 | $2,738 | $2,738 | **$32,857** | **$219** |
| | | | | | | | | | | | | | | | | |
| | | **TOTAL OTHER INCOME** | **$2,738** | **$2,738** | **$2,738** | **$2,738** | **$2,738** | **$2,738** | **$2,738** | **$2,738** | **$2,738** | **$2,738** | **$2,738** | **$2,738** | **$32,857** | **$219** |
| | | | | | | | | | | | | | | | | |
| | | **TOTAL INCOME** | **$143,142** | **$143,142** | **$145,384** | **$145,384** | **$145,384** | **$145,384** | **$145,384** | **$145,384** | **$145,384** | **$145,384** | **$145,384** | **$145,384** | **$1,740,125** | **$11,601** |
| | | | | | | | | | | | | | | | | |
| Expenses | 6006204000 | Consultant | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| | 6006210010 | Rental Promotions | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 6006210020 | Rental - Utility Cable | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| | 6006210030 | Marketing Incentive/Giveaways | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |

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|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 6006210040 Referral Commissions | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 6006210060 Rental Incentive/Bonus | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6006210070 Advertising - Misc | $50 | $50 | $50 | $50 | $50 | $50 | $50 | $50 | $50 | $50 | $50 | $50 | **$600** | **$4** |
| 6006210080 Advertising - Newspaper | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6006210090 Advertising - Magazine | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6006210100 Printing | $0 | $500 | $0 | $0 | $0 | $0 | $500 | $0 | $0 | $0 | $0 | $0 | **$1,000** | **$7** |
| 6006210130 Media - Other (Online) | $32 | $32 | $32 | $32 | $32 | $32 | $32 | $32 | $32 | $32 | $32 | $32 | **$380** | **$3** |
| 6006210140 Signs | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6006210150 Special Events & Promotions | $200 | $200 | $200 | $200 | $200 | $1,500 | $200 | $500 | $200 | $200 | $200 | $2,000 | **$5,800** | **$39** |
| 6006210160 Public Relations | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | $0 | **#NAME?** | **#NAME?** |
| 6006250000 Printing - Other | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6006250010 Hotel Rooms Expense | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6006250020 Concessions To Tenant | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| **TOTAL ADVERTISING & PROMOTION EX** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** |

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|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 6106311000 Office Expense | $350 | $350 | $350 | $350 | $350 | $350 | $350 | $350 | $350 | $350 | $350 | $350 | **$4,200** | **$28** |
| 6106311010 Telephone - Basic Service | $680 | $680 | $680 | $680 | $680 | $680 | $680 | $680 | $680 | $680 | $680 | $680 | **$8,160** | **$54** |
| 6106311020 Telephone - Long Distance | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6106311030 Courier | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6106311050 Postage | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6106311060 Paging Service | $300 | $300 | $300 | $300 | $300 | $300 | $300 | $300 | $300 | $300 | $300 | $300 | **$3,600** | **$24** |
| 6106311070 Alarm Monitoring Service | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6106311080 Copy/Fax Machine | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6106311090 Answering Service | $99 | $99 | $99 | $99 | $99 | $99 | $99 | $99 | $99 | $99 | $99 | $99 | **$1,188** | **$8** |
| 6106320000 Management Fees | $7,441 | $7,441 | $7,560 | $7,560 | $7,560 | $7,560 | $7,560 | $7,560 | $7,560 | $7,560 | $7,560 | $7,560 | **$90,485** | **$603** |
| 6106340000 Legal Expense | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6106341000 Warrants-Disposessery | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6106350000 Auditing Expense | $0 | $0 | $4,800 | $0 | $0 | $0 | $0 | $0 | $0 | $2,400 | $0 | $0 | **$7,200** | **$48** |
| 6106351000 Bookkeeping Fees/Acctng Svc. | $750 | $750 | $750 | $750 | $750 | $750 | $750 | $750 | $750 | $750 | $750 | $750 | **$9,000** | **$60** |
| 6106352000 Licenses & Permits | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 6106371000 Bad Debt/Misc. Charges | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 6106390000 Misc. Admin. Expense | $2,907 | $907 | $907 | $907 | $907 | $907 | $907 | $907 | $907 | $907 | $907 | $907 | **$12,884** | **$86** |
| 6106390010 Bank Service Charges | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6106390020 Mileage Reimbursement | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6106390021 Uniforms/Tags | $1,800 | $0 | $0 | $0 | $0 | $0 | $1,800 | $0 | $0 | $0 | $0 | $0 | **$3,600** | **$24** |
| 6106390030 Employment Advertising | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 6106390060 Computer Maintenance | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $5,738 | $0 | $0 | $0 | $0 | **$5,738** | **$38** |
| 6106391000 Travel and Lodging | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6106395000 Dues and Subscriptions | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6106396000 Education/Training | #NAME? | $0 | $0 | $0 | $0 | $0 | #NAME? | $0 | $0 | $0 | $0 | $0 | **#NAME?** | **#NAME?** |
| 6106398000 Credit Checks | $325 | $295 | $443 | $384 | $207 | $295 | $384 | $502 | $472 | $0 | $0 | $59 | **$3,363** | **$22** |
| **TOTAL ADMINISTRATIVE EXPENSE** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** |

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| 6206450000 Utilities - Electricity | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6206450010 Utilities-Electricity (Vacant Unit) | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6206451000 Utilities-Water | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6206452000 Utilities-Gas | $4,500 | $4,500 | $4,500 | $4,500 | $4,500 | $4,500 | $4,500 | $4,500 | $4,500 | $4,500 | $4,500 | $4,500 | **$54,000** | **$360** |
| 6206452010 Utilities-Gas (Vacant Unit) | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6206453000 Utilities-Sewer | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6206454000 Utility Reimbursement | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6206455000 Utilities-Cable | $280 | $280 | $280 | $280 | $280 | $280 | $280 | $280 | $280 | $280 | $280 | $280 | **$3,360** | **$22** |
| 6306525000 Garbage and Trash | $855 | $855 | $855 | $855 | $855 | $855 | $855 | $855 | $855 | $855 | $855 | $855 | **$10,260** | **$68** |
| **Total Utilities Expense** | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |

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| 6106310000 Office Salaries | $10,123 | $6,749 | $6,749 | $6,749 | $6,749 | $6,749 | $6,749 | $10,123 | $6,749 | $6,749 | $6,749 | $6,749 | **$87,733** | **$585** |
| 6106311040 Temporary Office Expense | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 6106330000 Manager Salary | $5,942 | $3,962 | $3,962 | $3,962 | $3,962 | $3,962 | $3,962 | $5,942 | $3,962 | $3,962 | $3,962 | $3,962 | **$51,500** | **$343** |
| 6306510000 Maintenance Payroll | $9,277 | $6,185 | $6,185 | $6,185 | $6,185 | $6,185 | $6,185 | $9,277 | $6,185 | $6,185 | $6,185 | $6,185 | **$80,405** | **$536** |
| 6306590090 Temporary Maintenance Expense | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 6506711000 Payroll Taxes | $1,777 | $1,184 | $1,184 | $1,184 | $1,184 | $1,184 | $1,184 | $1,777 | $1,184 | $1,184 | $1,184 | $1,184 | **$15,398** | **$103** |
| 1001310050 Worker's Compensation | $599 | $599 | $599 | $882 | $882 | $882 | $882 | $882 | $882 | $882 | $882 | $882 | **$9,739** | **$65** |
| 6506723000 Health & Life Insurance | $915 | $915 | $915 | $915 | $915 | $915 | $915 | $915 | $915 | $915 | $915 | $915 | **$10,981** | **$73** |
| 6506723010 401K Match | $634 | $422 | $422 | $422 | $422 | $422 | $422 | $634 | $422 | $422 | $422 | $422 | **$5,491** | **$37** |
| 6506723020 Long Term Disability Prem. | $162 | $162 | $162 | $162 | $162 | $162 | $162 | $162 | $162 | $162 | $162 | $162 | **$1,942** | **$13** |
| 6506723030 Short Term Disability Prem. | $175 | $175 | $175 | $175 | $175 | $175 | $175 | $175 | $175 | $175 | $175 | $175 | **$2,104** | **$14** |
| **Total Payroll Expense** | **$29,604** | **$20,353** | **$20,353** | **$20,637** | **$20,637** | **$20,637** | **$20,637** | **$29,888** | **$20,637** | **$20,637** | **$20,637** | **$20,637** | **$265,293** | **$1,769** |

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|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 6306515000 Repairs Materials & Supplies | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306515010 Exterminating Supplies | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306515020 Janitorial Supplies | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306515030 Laundry Supplies | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306515040 Guest Supplies | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306515050 Grounds Supplies | | | $3,500 | | | | | | $3,500 | | | | **$7,000** | **$47** |
| 6306515060 Decorating Supplies | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 6306515070 Window Treatments | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| Maintenance Supplies Expense Total | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** |

| | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 6306520000 Repairs Contract | | | | | | | | | | | | | $0 | $0 |
| 6306520010 Janitorial Contract | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |

| | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 6306520020 | Exterminating Contract | $2,500 | $2,500 | $2,500 | $2,500 | $2,500 | $2,500 | $2,500 | $2,500 | $2,500 | $2,500 | $2,500 | $2,500 | **$30,000** | **$200** |
| 6306520040 | Grounds Contract | $500 | $500 | $500 | $500 | $500 | $500 | $500 | $500 | $500 | $500 | $500 | $500 | **$6,000** | **$40** |
| 6306520050 | Elevator Maintenance Contract | $833 | $833 | $833 | $833 | $833 | $833 | $833 | $833 | $833 | $833 | $833 | $833 | **$9,996** | **$67** |
| 6306520070 | Decorating - 3 yr Painting | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 6306520080 | Decorating - Turnkey | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 6306520090 | Decorating - Flooring | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 6306520120 | Plumbing Repair Contract (non capital) | $500 | $500 | $500 | $500 | $500 | $500 | $500 | $500 | $500 | $500 | $500 | $500 | **$6,000** | **$40** |
| 6306520130 | Exterior Building Repair Contract (non c | $200 | $200 | $200 | $200 | $200 | $200 | $200 | $200 | $200 | $200 | $200 | $200 | **$2,400** | **$16** |
| 6306520140 | Electrical Repair Contract (non capital) | $100 | $100 | $100 | $100 | $100 | $100 | $100 | $100 | $100 | $100 | $100 | $100 | **$1,200** | **$8** |
| 6306520150 | Parking Paving Sidewalk | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306520160 | Gutter Cleaning Contract | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306520170 | Pressure Washing Contract | #NAME? | #NAME? | $5,000 | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306520171 | Window Repair Contract | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| | Total Maintenance Contract Expense | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** |
| 6306515300 | Occupied - Painting Supplies | $75 | $0 | $0 | $75 | $0 | $0 | $75 | $0 | $0 | $75 | $0 | $0 | **$300** | **$2** |
| 6306515301 | Occupied - Window coverings | $58 | $0 | $0 | $58 | $0 | $0 | $58 | $0 | $0 | $58 | $0 | $0 | **$230** | **$2** |
| 6306520300 | Occupied - cleaning Contract | $150 | $0 | $0 | $150 | $0 | $0 | $150 | $0 | $0 | $150 | $0 | $0 | **$600** | **$4** |
| 6306520301 | Occupied - Carpet Cleaning | $38 | $0 | $0 | $38 | $0 | $0 | $38 | $0 | $0 | $38 | $0 | $0 | **$150** | **$1** |
| 6306520303 | Occupied - Vinyl Repair/Replacement | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 6306520304 | Occupied - Subflooring Repair | $50 | $0 | $0 | $50 | $0 | $0 | $50 | $0 | $0 | $50 | $0 | $0 | **$200** | **$1** |
| 6306520305 | Occupied - Counter Resurfacing | $125 | $0 | $0 | $125 | $0 | $0 | $125 | $0 | $0 | $125 | $0 | $0 | **$500** | **$3** |
| 6306520306 | Occupied - Tub Resurfacing | $100 | $0 | $0 | $100 | $0 | $0 | $100 | $0 | $0 | $100 | $0 | $0 | **$400** | **$3** |
| 6306520307 | Occupied - Cabinet Painting/Repair | $50 | $0 | $0 | $50 | $0 | $0 | $50 | $0 | $0 | $50 | $0 | $0 | **$200** | **$1** |
| 6306520310 | Occupied - Painting Contract | $175 | $0 | $0 | $175 | $0 | $0 | $175 | $0 | $0 | $175 | $0 | $0 | **$700** | **$5** |
| | Occupied Units Expense Total | **$820** | **$0** | **$0** | **$820** | **$0** | **$0** | **$820** | **$0** | **$0** | **$820** | **$0** | **$0** | **$3,280** | **$22** |
| 6306515080 | Turnkey - Painting Supplies | $548 | $548 | $698 | $548 | $398 | $548 | $548 | $698 | $698 | $98 | $98 | $248 | **$5,681** | **$38** |
| 6306515090 | Turnkey - Window Coverings | $420 | $420 | $535 | $420 | $305 | $420 | $420 | $535 | $535 | $75 | $75 | $190 | **$4,356** | **$29** |
| 6306520180 | Turnkey - Carpet Cleaning | $274 | $274 | $349 | $274 | $199 | $274 | $274 | $349 | $349 | $49 | $49 | $124 | **$2,841** | **$19** |
| 6306520200 | Turnkey - Cleaning Contract | $1,097 | $1,097 | $1,397 | $1,097 | $797 | $1,097 | $1,097 | $1,397 | $1,397 | $197 | $197 | $497 | **$11,363** | **$76** |
| 6306520201 | Turnkey - Carpet Cleaning | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 6306520203 | Turnkey - Vinyl Repair/Replacement | $165 | $165 | $210 | $165 | $120 | $165 | $165 | $210 | $210 | $30 | $30 | $75 | **$1,704** | **$11** |
| 6306520204 | Turnkey - Subflooring Repair | $37 | $37 | $47 | $37 | $27 | $37 | $37 | $47 | $47 | $7 | $7 | $17 | **$379** | **$3** |
| 6306520205 | Turnkey - Counter Resurfacing | $274 | $274 | $349 | $274 | $199 | $274 | $274 | $349 | $349 | $49 | $49 | $124 | **$2,841** | **$19** |
| 6306520206 | Turnkey - Tub Resurfacing | $219 | $219 | $279 | $219 | $159 | $219 | $219 | $279 | $279 | $39 | $39 | $99 | **$2,273** | **$15** |
| 6306520207 | Turnkey - Cabinet Painting/Repair | $183 | $183 | $233 | $183 | $133 | $183 | $183 | $233 | $233 | $33 | $33 | $83 | **$1,894** | **$13** |
| 6306520210 | Turnkey - Painting Contract | $1,280 | $1,280 | $1,630 | $1,280 | $930 | $1,280 | $1,280 | $1,630 | $1,630 | $230 | $230 | $580 | **$13,256** | **$88** |
| | Total Turnkey Units Expense | **$4,497** | **$4,497** | **$5,727** | **$4,497** | **$3,267** | **$4,497** | **$4,497** | **$5,727** | **$5,727** | **$807** | **$807** | **$2,037** | **$46,586** | **$311** |
| 6306520060 | Pool Expense | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306520100 | Common Area Maintenance | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306530010 | Gate Repairs | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| | Total Common Area Expense | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** |
| 6306546000 | Air Condition Repair/Maintenan | | | | | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | | | | **#NAME?** | **#NAME?** |
| 6306570000 | Motor Vehicles Repairs | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306590000 | Misc Maint and Operating Expense | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306590020 | Linen and Towel Replacement | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306590030 | Lock & Key Repair | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306590040 | Maint. Equipment Repairs | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306590060 | Maintenance Shop Expense | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306590070 | Gasoline Oil Grease | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| 6306590080 | Uniforms | $148 | $148 | $148 | $148 | $148 | $148 | $148 | $148 | $148 | $148 | $148 | $148 | **$1,776** | **$12** |
| 6306593000 | Late Fees (Expenses) | | | | | | | | | | | | | **$0** | **$0** |
| | Total Other Maintenance Expense | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** |
| 6306520110 | Protection Contracts | $3,500 | $3,500 | $3,500 | $3,500 | $3,500 | $3,500 | $3,500 | $3,500 | $3,500 | $3,500 | $3,500 | $3,500 | **$42,000** | **$280** |
| 6306532000 | Protection Service-Telephone | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| | Total Protection Expense | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| | Operating and Maintenance Total | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** |
| 1001310000 | Real Estate Taxes | $15,914 | $15,914 | $15,914 | $10,412 | $10,412 | $10,412 | $10,412 | $10,412 | $10,412 | $10,412 | $10,412 | $10,412 | **$141,451** | **$943** |
| 1001310010 | Property Insurance | $2,655 | $2,655 | $2,655 | $2,685 | $2,685 | $2,685 | $2,685 | $2,685 | $2,685 | $2,685 | $2,685 | $2,685 | **$32,134** | **$214** |
| 1001310030 | General Liability Insurance | $2,807 | $2,807 | $2,807 | $2,637 | $2,637 | $2,637 | $2,637 | $2,637 | $2,637 | $2,637 | $2,637 | $2,637 | **$32,153** | **$214** |
| 1001310040 | Auto Insurance | $151 | $151 | $151 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$454** | **$3** |
| 6506715000 | Sales Taxes | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 6506719000 | Misc Taxes Licenses and Permits | $0 | $0 | #NAME? | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **#NAME?** | **#NAME?** |
| | Total Taxes and Insurance | **$21,528** | **$21,528** | **#NAME?** | **$15,734** | **$15,734** | **$15,734** | **$15,734** | **$15,734** | **$15,734** | **$15,734** | **$15,734** | **$15,734** | **#NAME?** | **#NAME?** |
| | **Total Expenses** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** |
| | **Net Operating Income** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** |
| 6306520302 | Occupied - Carpet Repair/Replacement | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 6306520190 | Turnkey - Carpet Repair/Replacement (old) | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| 6306520202 | Turnkey - Carpet Repair/Replacement | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401410010 | Land Improvements | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |

| | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1401410020 Parking Lot Repaving | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401410030 Major Sidewalk Repair | ($5,000) | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | ($5,000) | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401420000 Buildings | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401420010 Building Improvements | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| 1401420020 Hot Water Heaters | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401420030 Roof Replacement | ($5,000) | #NAME? | #NAME? | ($5,000) | #NAME? | #NAME? | ($5,000) | #NAME? | #NAME? | ($5,000) | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401420040 Major Total Unit Rehab | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401420050 Cabinet/Countertop Replacement | #NAME? | $0 | #NAME? | $0 | #NAME? | $0 | #NAME? | $0 | #NAME? | $0 | #NAME? | $0 | #NAME? | #NAME? |
| 1401420060 HVAC | $0 | $0 | $0 | ($2,000) | ($2,000) | ($2,000) | ($2,000) | ($2,000) | ($3,500) | ($3,500) | ($3,500) | ($3,500) | ($24,000) | ($160) |
| 1401420070 Plumbing Replacements/Bathtub | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401420080 Furnaces | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401420090 Flooring - carpet vinyl | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401420100 Windows | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401440000 Building Equipment - Portable | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401440010 Refrigerators | ($500) | ($500) | ($500) | ($500) | ($500) | ($500) | ($500) | ($500) | ($500) | ($500) | ($500) | ($500) | ($6,000) | ($40) |
| 1401440020 Stoves/Ranges | ($400) | ($400) | ($400) | ($400) | ($400) | ($400) | ($400) | ($400) | ($400) | ($400) | ($400) | ($400) | ($4,800) | ($32) |
| 1401440030 Dishwashers | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401440040 Washer/Dryer | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401450000 Furniture for Tenant Use | #NAME? | $0 | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401460000 Furnishings | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401465000 Office Furniture and Equipment | ($5,000) | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | ($5,000) | ($33) |
| 1401470000 Maintenance Equipment | ($10,000) | $0 | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401480000 Motor Vehicles | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401490000 Misc Fixed Assets | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| 1401490010 Playground Equipment | #NAME? | #NAME? | $0 | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| 1401490020 Signage Replacement | #NAME? | #NAME? | $0 | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| Total Capital Expenditures | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |
| | | | | | | | | | | | | | | |
| 1001320000 Replacement Reserve | ($4,154) | ($4,154) | ($4,154) | ($4,154) | ($4,154) | ($4,154) | ($4,154) | ($4,154) | ($4,154) | ($4,154) | ($4,154) | ($4,154) | **($49,848)** | **($332)** |
| 1001320010 Replacement Reserve Reimbursement | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| Net Cap Ex and Reserves | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | **#NAME?** | **#NAME?** |
| | | | | | | | | | | | | | | |
| Cash Flow Before Debt Service | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** | **#NAME?** |
| | | | | | | | | | | | | | | |
| Debt Service | | | | | | | | | | | | | | |
| 6606820000 Interest on Mortgage payable | ($4,724) | ($4,622) | ($4,521) | ($4,418) | ($4,316) | ($4,213) | ($4,110) | ($4,006) | ($3,902) | ($3,797) | ($3,692) | ($3,587) | **($49,908)** | **($333)** |
| 1001310020 Mortgage Insurance Premium (MIP) | ($1,212) | ($1,212) | ($1,212) | ($1,212) | ($1,212) | ($1,212) | ($1,212) | ($1,212) | ($1,212) | ($1,212) | ($1,212) | ($1,212) | **($14,546)** | **($97)** |
| **Total Mortgage Interest** | **($5,936)** | **($5,835)** | **($5,733)** | **($5,631)** | **($5,528)** | **($5,425)** | **($5,322)** | **($5,218)** | **($5,114)** | **($5,009)** | **($4,904)** | **($4,799)** | **($64,454)** | **($430)** |
| | | | | | | | | | | | | | | |
| 6606823000 Penalty on Delinquent Tax | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 6606889010 Master Lease Payment | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 6606890000 Misc. Finan. Expense | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 6806920000 D.E. Program Drug Prevention | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| **Total Other Financial Expense** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** | **$0** |
| | | | | | | | | | | | | | | |
| 2002161000 Current Notes Payable - Ford | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | **$0** | **$0** |
| 2002170000 Mortgage Payable - 1st Mortgage | ($26,158) | ($26,259) | ($26,361) | ($26,463) | ($26,566) | ($26,668) | ($26,772) | ($26,876) | ($26,980) | ($27,084) | ($27,189) | ($27,295) | **($320,670)** | **($2,138)** |
| **Total Principal** | **($26,158)** | **($26,259)** | **($26,361)** | **($26,463)** | **($26,566)** | **($26,668)** | **($26,772)** | **($26,876)** | **($26,980)** | **($27,084)** | **($27,189)** | **($27,295)** | **($320,670)** | **($2,138)** |
| | | | | | | | | | | | | | | |
| **Total Debt Service** | ($32,094) | ($32,094) | ($32,094) | ($32,094) | ($32,094) | ($32,094) | ($32,094) | ($32,094) | ($32,094) | ($32,094) | ($32,094) | ($32,094) | ($385,124) | ($2,567) |
| | | | | | | | | | | | | | | |
| **Cash Flow Before Other Balance Sheet Changes** | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? | #NAME? |

# Maggie/Capital Post Re-Development Efficiencies

**Capital Vanira:**
The main costs that can be controlled is water usage.

- Current repairs in progress, unit by unit line and valve repair/replacement could bring your monthly water bill down easily 10%.
- Replacing the plumbing fitting and fixtures could result in another 10%- 15% savings.
- Even harder to quantify would be replacement of the water lines into each building, unless maintenance is reporting a lot of water standing or bubbling up in the areas of those water lines it probably does not present an immediate savings but per the PNA needs to be done to prevent future problems both in repair costs and wasted water.
- With Gas and Power, you are really only talking about the clubhouse. Goal would be to increase the energy efficiency by 15% taking those monthly bills down by the same.
- Breezeway lighting, improving the efficiency of that lighting might result in a 10% savings on those monthly building meter bills. You are probably already using fluorescent fixtures so I wouldn't see dramatic savings there.

## Maggie Russell:

Opportunities are greater but even harder to quantify given the mixed nature of the systems and of the cost sharing.

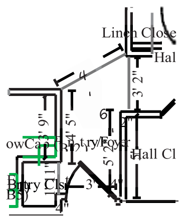
- Water usage would continue to be the area where most savings could be realized, 15% with new low flow fittings/fixtures. We would expect to improve the energy efficiency of the units by 15%.
- The companion (to the units) window and door replacements in the common areas and hallways should result in a 5% to 7% improvement.
- New more efficient, again already largely fluorescent though, lighting in the hallways and common areas could yield a 2% reduction.
- Replacing the cooling towers and similar improvements to the common area HVAC systems should be significant, over 10 and possibly as high as 15%, greater on the electric bill less so on the gas, since major rework on the heating system is not contemplated.
- One other area of minor savings will be the replacement of the laundry room equipment and the equipment in the community kitchen, probably less than 1%.

In both cases possible improvements in the efficiency of outdoor lighting will mainly be eaten up by improved additional outdoor lighting, project improvement but likely an energy wash.

.

## HJR_MAGRSL_1B_SCOPE

### Main Level



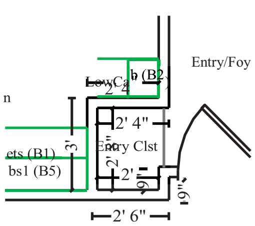

**Entry/Foyer** **Height: 8'**

| | | | |
|---|---|---|---|
| 92.00 | SF Walls | 27.85 | SF Ceiling |
| 119.85 | SF Walls & Ceiling | 27.85 | SF Floor |
| 3.09 | SY Flooring | 11.00 | LF Floor Perimeter |
| 14.00 | LF Ceil. Perimeter | | |

| | | |
|---|---|---|
| **Door** | **3' X 6' 8"** | **Opens into Exterior** |
| **Missing Wall** | **3' 2" X 8'** | **Opens into HALLWAY** |
| **Missing Wall** | **4' 5 5/8" X 8'** | **Opens into LIVING_DININ** |
| **Missing Wall** | **1' 11" X 8'** | **Opens into ENTRY_CLST** |

| DESCRIPTION | QTY |
|---|---|
| 1. 5/8" drywall - hung, taped, floated, ready for paint | 92.00 SF |
| 2. Floor preparation for resilient flooring | 27.85 SF |
| 3. Vinyl plank flooring | 30.64 SF |
| 4. Vinyl cove - 4" wrap | 11.00 LF |
| 5. Seal/prime then paint the walls and ceiling (2 coats) | 119.85 SF |
| 6. Final cleaning - construction - Residential | 27.85 SF |

NOTES:




**Entry Clst** **Height: 8'**

| | | | |
|---|---|---|---|
| 62.00 | SF Walls | 5.65 | SF Ceiling |
| 67.65 | SF Walls & Ceiling | 5.65 | SF Floor |
| 0.63 | SY Flooring | 7.75 | LF Floor Perimeter |
| 7.75 | LF Ceil. Perimeter | | |

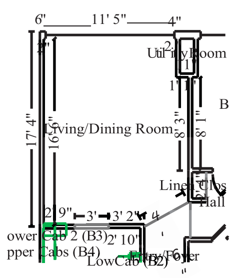
| | | |
|---|---|---|
| **Missing Wall** | **1' 11" X 8'** | **Opens into ENTRY_FOYER** |

| DESCRIPTION | QTY |
|---|---|
| 7. 5/8" drywall - hung, taped, floated, ready for paint | 62.00 SF |

**CONTINUED - Entry Clst**

| DESCRIPTION | QTY |
|---|---|
| 8. Floor preparation for resilient flooring | 5.65 SF |
| 9. Vinyl plank flooring | 6.22 SF |
| 10. Vinyl cove - 4" wrap | 7.75 LF |
| 11. Seal/prime then paint the walls and ceiling (2 coats) | 67.65 SF |
| 12. Shelving - wire (vinyl coated) | 2.75 LF |
| 13. Closet rod | 2.75 LF |
| 14. Final cleaning - construction - Residential | 5.65 SF |

NOTES:




**Living/Dining Room** **Height: 8'**

| | | | |
|---|---|---|---|
| 337.11 | SF Walls | 204.12 | SF Ceiling |
| 541.23 | SF Walls & Ceiling | 204.12 | SF Floor |
| 22.68 | SY Flooring | 49.75 | LF Floor Perimeter |
| 49.75 | LF Ceil. Perimeter | | |

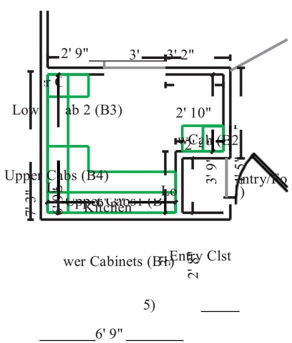
| | | |
|---|---|---|
| **Window** | **11' 5" X 5' 4"** | **Opens into Exterior** |
| **Missing Wall** | **3' X 8'** | **Opens into KITCHEN** |
| **Missing Wall** | **4' 5 5/8" X 8'** | **Opens into ENTRY_FOYER** |

| DESCRIPTION | QTY |
|---|---|
| 15. 5/8" drywall - hung, taped, floated, ready for paint | 337.11 SF |
| 16. Floor preparation for resilient flooring | 204.12 SF |
| 17. Vinyl plank flooring | 224.53 SF |
| 18. Vinyl cove - 4" wrap | 49.75 LF |
| 19. Seal/prime then paint the walls and ceiling (2 coats) | 541.23 SF |
| 20. Ceiling fan & light | 1.00 EA |
| 21. Window blind - PVC - 1" - 14.1 to 20 SF | 4.00 EA |
| 22. Final cleaning - construction - Residential | 204.12 SF |

**CONTINUED - Living/Dining Room**

| DESCRIPTION | QTY |
|---|---|

NOTES:




**Kitchen** **Height: 8'**

| | | | |
|---|---|---|---|
| 221.33 | SF Walls | 38.69 | SF Ceiling |
| 260.02 | SF Walls & Ceiling | 31.28 | SF Floor |
| 3.48 | SY Flooring | 9.83 | LF Floor Perimeter |
| 12.42 | LF Ceil. Perimeter | | |

| Missing Wall | 3' X 8' | Opens into LIVING_DININ |
|---|---|---|

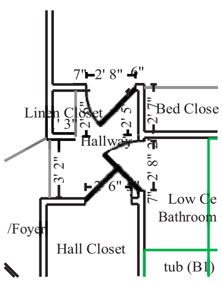
| DESCRIPTION | QTY |
|---|---|
| 23. Rough in plumbing - includes supply and waste lines | 31.28 SF |
| 24. Cabinetry - lower (base) units | 9.83 LF |
| ***All cabinetry to conform with the performance and fabrication requirements of ANSI/KCMA A161.1-2000 and bare the KCMA Certification Seal.*** | |
| 25. Cabinetry - upper (wall) units | 12.25 LF |
| 26. Countertop - post formed plastic laminate | 10.00 LF |
| 27. 4" backsplash for flat laid countertop | 16.00 LF |
| 28. Angle stop valve | 2.00 EA |
| 29. Sink - single - Stainless | 1.00 EA |
| 30. Sink faucet - Kitchen | 1.00 EA |
| 31. P-trap assembly - ABS (plastic) | 1.00 EA |
| 32. Refrigerator - BLACK - top freezer - 17 cf | 1.00 EA |
| 33. Range - BLACK - freestanding - electric | 1.00 EA |
| 34. Microwave oven - over range w/built-in hood | 1.00 EA |
| 35. Backsplash - BLACK - metal behind range | 6.00 SF |
| 36. Stove Top FireStop Microhood 2 each per pair - powder based suppression cannisters | 1.00 EA |

| | | |
|---|---|---|
| 37. | Ductwork - flexible - non-insulated - 3" round - for under cabinet microwave | 25.00 LF |
| 38. | Fluorescent light fixture | 1.00 EA |
| 39. | 5/8" drywall - hung, taped, floated, ready for paint | 221.33 SF |

## CONTINUED - Kitchen

| DESCRIPTION | QTY |
|---|---|
| 40. Floor preparation for resilient flooring | 31.28 SF |
| 41. Vinyl plank flooring | 34.41 SF |
| 42. Vinyl cove - 4" wrap | 9.83 LF |
| 43. Seal/prime then paint the walls and ceiling (2 coats) | 260.02 SF |
| 44. Final cleaning - construction - Residential | 31.28 SF |

NOTES:




### Hallway — Height: 8'

| | | | |
|---|---|---|---|
| 73.11 | SF Walls | 24.42 | SF Ceiling |
| 97.53 | SF Walls & Ceiling | 24.42 | SF Floor |
| 2.71 | SY Flooring | 7.83 | LF Floor Perimeter |
| 15.67 | LF Ceil. Perimeter | | |

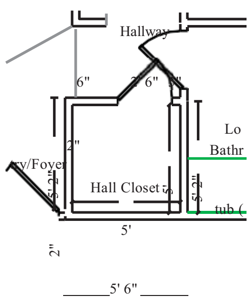
| | | |
|---|---|---|
| **Door** | **2' 8" X 6' 8"** | **Opens into BATHROOM** |
| **Door** | **2' 6" X 6' 8"** | **Opens into HALL_CLOSET** |
| **Missing Wall** | **3' 2" X 8'** | **Opens into ENTRY_FOYER** |
| **Missing Wall** | **2' 6" X 8'** | **Opens into LINEN_CLOSET** |
| **Door** | **2' 8" X 6' 8"** | **Opens into BEDROOM** |

| DESCRIPTION | QTY |
|---|---|
| 45. 5/8" drywall - hung, taped, floated, ready for paint | 73.11 SF |
| 46. Floor preparation for resilient flooring | 24.42 SF |
| 47. Vinyl plank flooring | 26.86 SF |
| 48. Vinyl cove - 4" wrap | 7.83 LF |
| 49. Seal/prime then paint the walls and ceiling (2 coats) | 97.53 SF |
| 50. Final cleaning - construction - Residential | 24.42 SF |

### CONTINUED - Hallway

| DESCRIPTION | QTY |
| --- | --- |

NOTES:



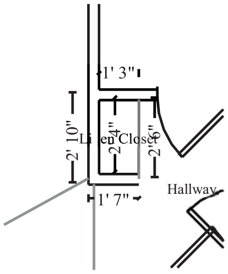

**Hall Closet** **Height: 8'**

| | | | |
| --- | --- | --- | --- |
| 143.33 | SF Walls | 25.00 | SF Ceiling |
| 168.33 | SF Walls & Ceiling | 25.00 | SF Floor |
| 2.78 | SY Flooring | 17.50 | LF Floor Perimeter |
| 20.00 | LF Ceil. Perimeter | | |

**Door** **2' 6" X 6' 8"** **Opens into HALLWAY**

| DESCRIPTION | QTY |
| --- | --- |
| 51. Interior door unit | 1.00 EA |
| 52. Undercut doors for return air, 3/4" minimum open clearance | 1.00 EA |
| 53. Door knob - interior | 1.00 EA |
| 54. 5/8" drywall - hung, taped, floated, ready for paint | 143.33 SF |
| 55. Floor preparation for resilient flooring | 25.00 SF |
| 56. Vinyl plank flooring | 27.50 SF |
| 57. Vinyl cove - 4" wrap | 17.50 LF |
| 58. Seal/prime then paint the walls and ceiling (2 coats) | 168.33 SF |
| 59. Shelving - wire (vinyl coated) | 5.33 LF |
| 60. Closet rod | 5.33 LF |
| 61. Final cleaning - construction - Residential | 25.00 SF |

NOTES:



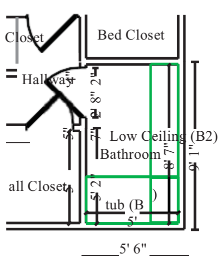

**Linen Closet** **Height: 8'**

| | | | |
|---|---|---|---|
| 38.67 | SF Walls | 2.92 | SF Ceiling |
| 41.58 | SF Walls & Ceiling | 2.92 | SF Floor |
| 0.32 | SY Flooring | 4.83 | LF Floor Perimeter |
| 4.83 | LF Ceil. Perimeter | | |

| Missing Wall | 2' 6" X 8' | Opens into HALLWAY |
|---|---|---|

| DESCRIPTION | QTY |
|---|---|
| 62. 5/8" drywall - hung, taped, floated, ready for paint | 38.67 SF |
| 63. Floor preparation for resilient flooring | 2.92 SF |
| 64. Vinyl plank flooring | 3.21 SF |
| 65. Vinyl cove - 4" wrap | 4.83 LF |
| 66. Seal/prime then paint the walls and ceiling (2 coats) | 41.58 SF |
| 67. Shelving - wire (vinyl coated) | 11.67 LF |
| 68. Final cleaning - construction - Residential | 2.92 SF |

NOTES:




**Bathroom** **Height: 8'**

| | | | |
|---|---|---|---|
| 199.56 | SF Walls | 42.92 | SF Ceiling |
| 242.47 | SF Walls & Ceiling | 42.92 | SF Floor |
| 4.77 | SY Flooring | 14.50 | LF Floor Perimeter |
| 27.17 | LF Ceil. Perimeter | | |

| Door | 2' 8" X 6' 8" | Opens into HALLWAY |
|---|---|---|

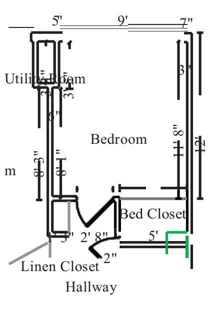
| DESCRIPTION | QTY |
|---|---|
| 69. Rough in plumbing - includes supply and waste lines | 42.92 SF |
| 70. Vanity | 2.50 LF |
| 71. Vanity top - one sink - cultured marble | 2.50 LF |
| 72. Sink faucet - Bathroom | 1.00 EA |
| 73. P-trap assembly - ABS (plastic) | 1.00 EA |
| 74. Toilet - 1.28 gallon flush - elongated bowl | 1.00 EA |

75. Toilet seat 1.00 EA

**CONTINUED - Bathroom**

| DESCRIPTION | QTY |
|---|---|
| 76. Angle stop valve | 3.00 EA |
| 77. Tub/shower faucet - 2.0 gal maximum low-flow anti-scald | 1.00 EA |
| 78. Medicine cabinet | 1.00 EA |
| 79. Towel bar | 1.00 EA |
| 80. Mirror - 1/4" plate glass | 7.50 SF |
| 81. Shower curtain rod | 1.00 EA |
| 82. Bathroom ventilation fan w/light - High grade | 1.00 EA |
| 83. Ductwork - flexible - non-insulated - 3" round | 24.00 LF |
| 84. Humidistat for vent | 1.00 EA |
| 85. 5/8" drywall - hung, taped, floated, ready for paint | 199.56 SF |
| 86. Floor preparation for resilient flooring | 42.92 SF |
| 87. Vinyl floor covering (sheet goods) | 49.35 SF |
| 15 % waste added for Vinyl floor covering (sheet goods). | |
| 88. Vinyl cove - 4" wrap | 14.50 LF |
| 89. Vinyl - metal transition strip | 2.67 LF |
| 90. Seal/prime then paint the walls and ceiling (2 coats) | 242.47 SF |
| 91. Final cleaning - construction - Residential | 42.92 SF |

NOTES:




**Bedroom** **Height: 8'**

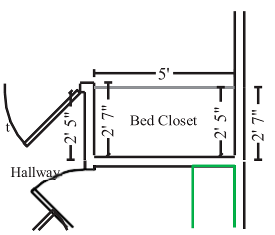
| | | | |
|---|---|---|---|
| 239.56 | SF Walls | 114.12 | SF Ceiling |
| 353.68 | SF Walls & Ceiling | 114.12 | SF Floor |
| 12.68 | SY Flooring | 35.50 | LF Floor Perimeter |
| 38.17 | LF Ceil. Perimeter | | |

| | | |
|---|---|---|
| **Door** | **2' 8" X 6' 8"** | **Opens into HALLWAY** |

| | | |
|---|---|---|
| **Window** | **9' X 5' 4"** | **Opens into Exterior** |
| **Missing Wall** | **5' X 8'** | **Opens into BED_CLOSET** |

| DESCRIPTION | QTY |
|---|---|
| 92. Interior door unit | 1.00 EA |
| 93. Undercut doors for return air, 3/4" minimum open clearance | 1.00 EA |
| 94. Door knob - interior | 1.00 EA |
| 95. 5/8" drywall - hung, taped, floated, ready for paint | 239.56 SF |
| 96. Floor preparation for resilient flooring | 114.12 SF |
| 97. Vinyl plank flooring | 125.53 SF |
| 98. Vinyl cove - 4" wrap | 35.50 LF |
| 99. Seal/prime then paint the walls and ceiling (2 coats) | 353.68 SF |
| 100. Ceiling fan & light | 1.00 EA |
| 101. Window blind - PVC - 1" - 14.1 to 20 SF | 3.00 EA |
| 102. Final cleaning - construction - Residential | 114.12 SF |

NOTES:




**Bed Closet** **Height: 8'**

| | | | |
|---|---|---|---|
| 80.00 | SF Walls | 12.08 | SF Ceiling |
| 92.08 | SF Walls & Ceiling | 12.08 | SF Floor |
| 1.34 | SY Flooring | 10.00 | LF Floor Perimeter |
| 10.00 | LF Ceil. Perimeter | | |

**Missing Wall** **5' X 8'** **Opens into BEDROOM**

| DESCRIPTION | QTY |
|---|---|
| 103. 5/8" drywall - hung, taped, floated, ready for paint | 80.00 SF |
| 104. Floor preparation for resilient flooring | 12.08 SF |
| 105. Vinyl plank flooring | 13.29 SF |
| 106. Vinyl cove - 4" wrap | 10.00 LF |
| 107. Seal/prime then paint the walls and ceiling (2 coats) | 92.08 SF |
| 108. Shelving - wire (vinyl coated) | 5.17 LF |
| 109. Closet rod | 5.17 LF |
| 110. Final cleaning - construction - Residential | 12.08 SF |

**CONTINUED - Bed Closet**

| DESCRIPTION | QTY |
| --- | --- |

NOTES:

**Miscellaneous**

| DESCRIPTION | QTY |
| --- | --- |
| 111. Haul debris - per pickup truck load - including dump fees | 1.00 EA |
| 112. Electrical (Bid Item) | 1.00 EA |
| 113. Heat, Vent, & Air Conditioning (Bid Item) | 1.00 EA |

NOTES:

**Labor Minimums Applied**

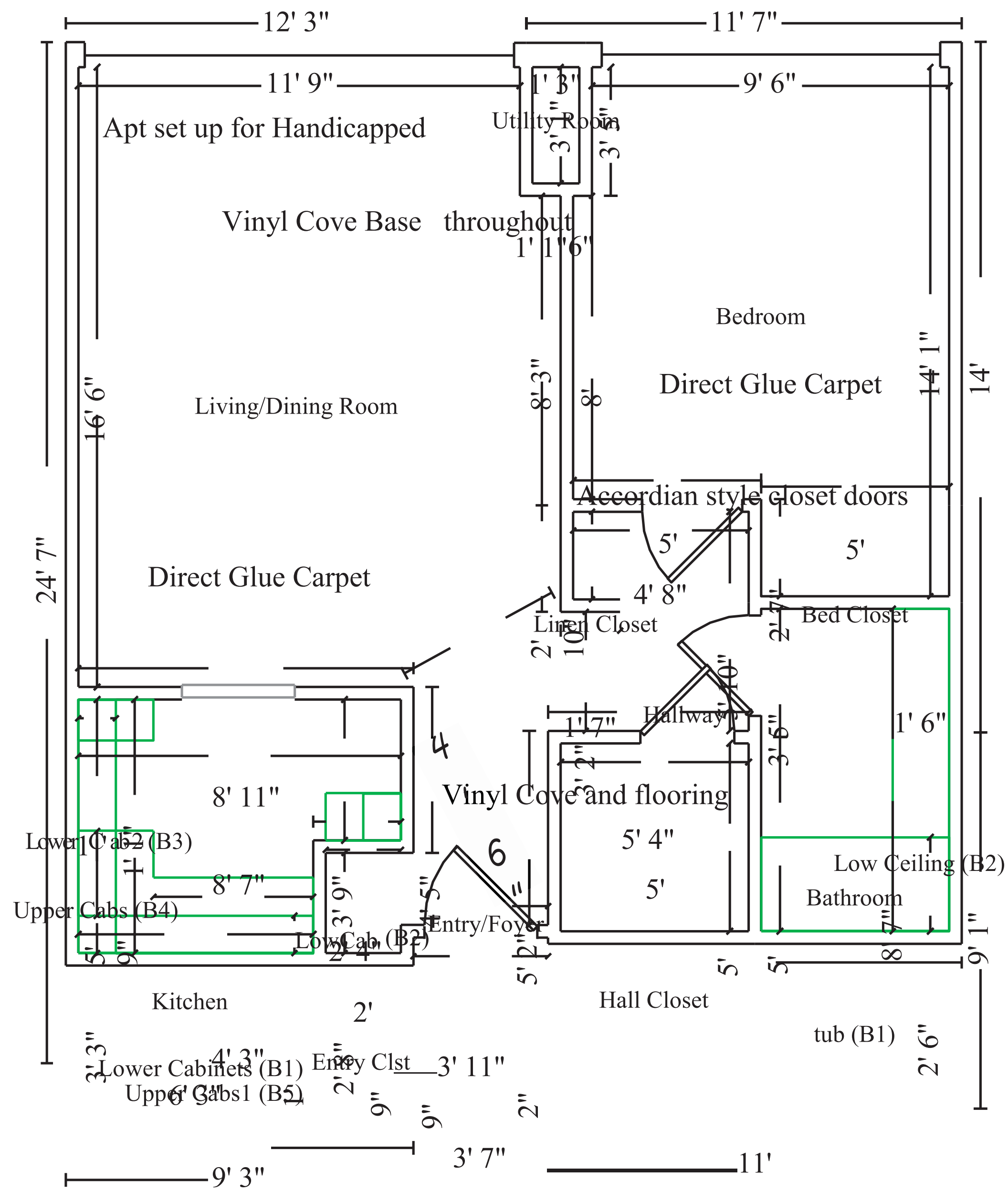
| DESCRIPTION | QTY |
| --- | --- |
| 115. Heat, vent, & air cond. labor minimum | 1.00 EA |
| 116. Finish hardware labor minimum | 1.00 EA |
| 118. Mirror/shower door labor minimum | 1.00 EA |
| 128. General labor - labor minimum | 1.00 EA |
| 129. Tile / marble labor minimum | 1.00 EA |

NOTES:

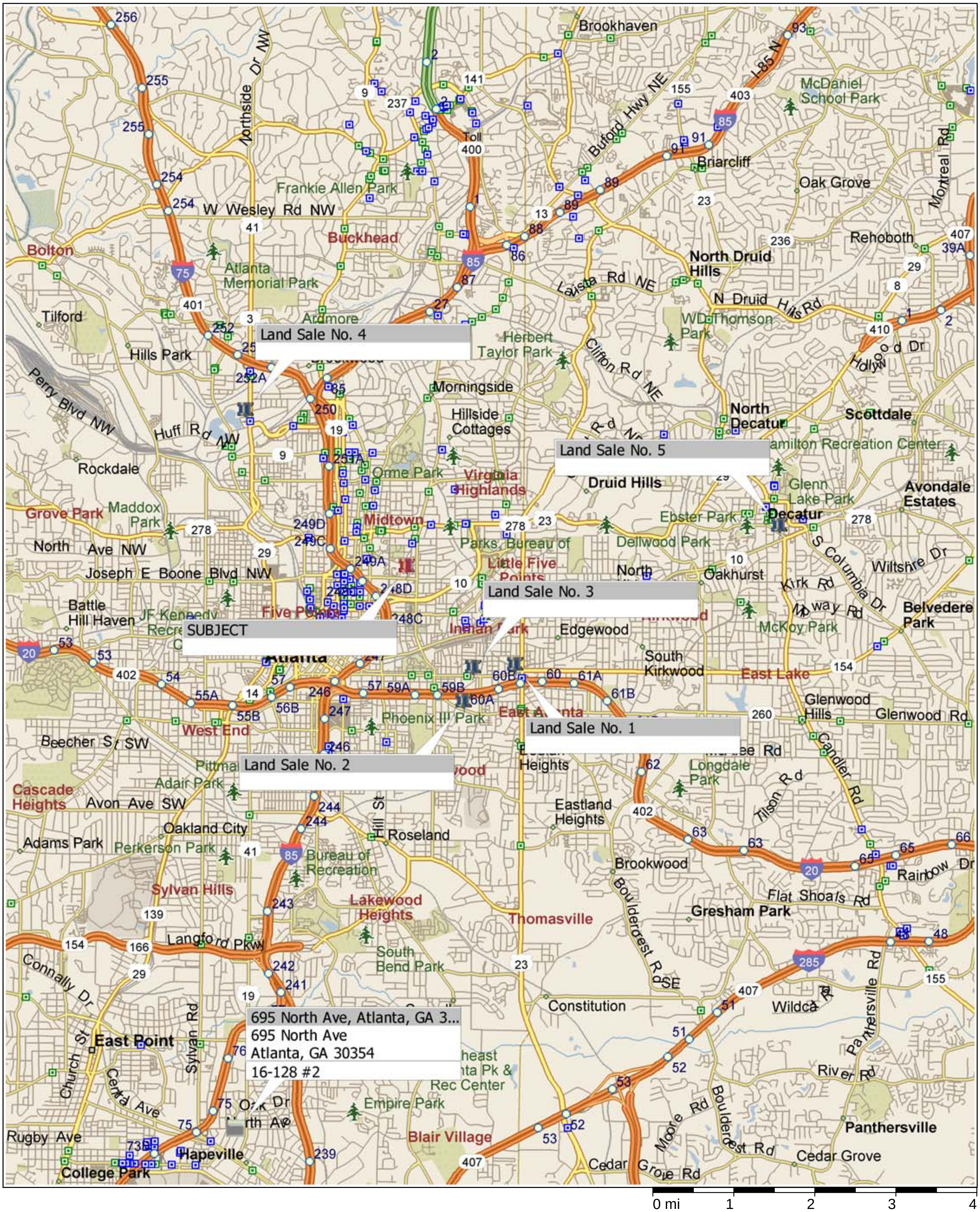
## Grand Total Areas:

| | | | | | |
|---|---|---|---|---|---|
| 1,556.16 | SF Walls | 501.63 | SF Ceiling | 2,057.79 | SF Walls and Ceiling |
| 494.22 | SF Floor | 54.91 | SY Flooring | 177.19 | LF Floor Perimeter |
| 0.00 | SF Long Wall | 0.00 | SF Short Wall | 208.44 | LF Ceil. Perimeter |
| | | | | | |
| 494.22 | Floor Area | 576.80 | Total Area | 1,556.16 | Interior Wall Area |
| 745.61 | Exterior Wall Area | 97.17 | Exterior Perimeter of Walls | | |
| | | | | | |
| 0.00 | Surface Area | 0.00 | Number of Squares | 0.00 | Total Perimeter Length |
| 0.00 | Total Ridge Length | 0.00 | Total Hip Length | | |

Main Level


12' 3"
11' 7"
11' 9"
9' 6"
1' 3"
Utility Room
Apt set up for Handicapped
Vinyl Cove Base throughout
Bedroom
Direct Glue Carpet
Living/Dining Room
14' 1"
14'
24' 7"
16' 6"
8' 3"
8'
Accordian style closet doors
5'
4' 8"
Direct Glue Carpet
Linen Closet
Bed Closet
Hallway
1' 7"
1' 6"
8' 11"
Vinyl Cove and flooring
5' 4"
Lower Cab2 (B3)
8' 7"
Low Ceiling (B2)
Bathroom
Upper Cabs (B4)
LowCab (B2)
Entry/Foyer
Kitchen
2'
Hall Closet
tub (B1)
Lower Cabinets (B1)
Upper Cabs1 (B5)
Entry Clst
3' 11"
4' 3"
2' 6"
9' 1"
3' 7"
9' 3"
11'

# Land Sale Map



Comparable No. 1

Land Sale Comparable No. 2

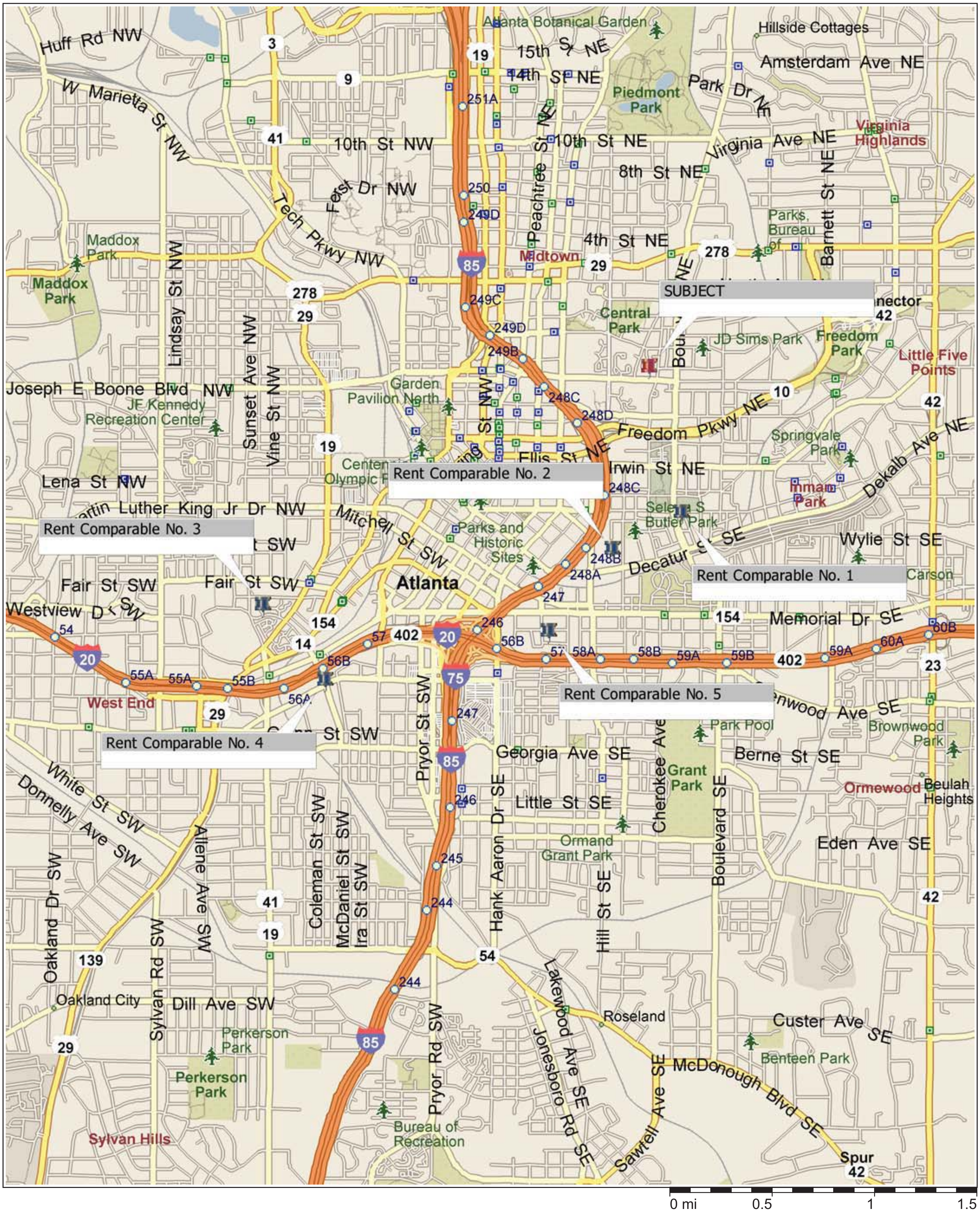

**Land Sale Comparable No. 3**

**Land Sale Comparable No 4**

Land Sale Comparable No. 5

# ADDENDUM F – RENTAL COMPARABLES / MAP

# Rent Comparable Map



**Multi-Family Lease No. 1**

**Property Identification**

| | |
|---|---|
| **Record ID** | 995 |
| **Property Type** | Mid-rise LIHTC |
| **Property Name** | Auburn Glen |
| **Address** | 49 Boulevard Avenue, Atlanta, Fulton County, Georgia 30312 |
| **Location** | Central Atlanta |
| **Tax ID** | 14 004500020873 |
| | |
| **Management Co.** | Cortland Management |
| **Verification** | Tamera - Leasing Agent; 404 584 1300, January 25, 2016; Confirmed by Doug Rivers |

**Unit Mix**

| Unit Type | No. of Units | Size SF | Rent/Mo. | Mo. Rent/SF |
|---|---|---|---|---|
| 1BR1BA MKT | 17 | 696 | $890 | $1.28 |
| 2BR2BA MKT | 20 | 1,044 | $1,295 | $1.24 |
| 3BR2BA MKT | 8 | 1,218 | $1,350 | $1.11 |
| 1BR1BA 60%LIHTC | 107 | 696 | $690 | $0.99 |
| 2BR2BA 60%LIHTC | 114 | 1,044 | $788 | $0.75 |
| 3BR2BA 60%LIHTC | 5 | 1,218 | $868 | $0.71 |

| | |
|---|---|
| **Occupancy** | 95% |
| **Total Units** | 271 |
| **Unit Size Range** | 696 - 1218 |
| **Avg. Unit Size** | 893 |
| **Avg. Rent/Unit** | $811 |

**Multi-Family Lease No. 1 (Cont.)**

| | |
|---|---|
| **Avg. Rent/SF** | $0.91 |
| **Net SF** | 242,034 |

**<u>Physical Data</u>**

| | |
|---|---|
| **No. of Buildings** | 1 |
| **Construction Type** | Masonry |
| **Electrical** | Assumed adequate |
| **HVAC** | Assumed adequate |
| **Stories** | 4 |
| **Utilities with Rent** | Trash Collection |
| **Unit Amenities** | Patios/Balconies, Ceiling Fans, Security System, Washer/Dryer Connections |
| **Project Amenities** | Outdoor Pool, Clubhouse, Laundry, Exercise/Fitness, Playground, Garage, Elevators |
| **Parking** | Covered Parking |
| **Year Built** | 2004 |
| **Condition** | Good |
| **User 4** | Controlled Access |

**<u>Remarks</u>**

Auburn Glenn is a mid-rise, medium-density apartment building that covers nearly 3.5 acres and includes 271 apartment units, apartment amenities, and 10,000 square feet of ground floor commercial space. Auburn Glenn was part of a resurgence of higher density mixed-use urban development in Atlanta. The project is located in the Martin Luther King National Historic District and takes design cues from the adjacent historic Auburn Avenue commercial district. It is a private development by a partnership of for-profit and not-for-profit developers, and has received significant support and funding through the Atlanta Development Authority in exchange for long-term affordability for 75% of the residents.

**Multi-Family Lease No. 2**

**Property Identification**

| | |
|---|---|
| **Record ID** | 1576 |
| **Property Type** | Market, Tax Credit |
| **Property Name** | Ashley Auburn Pointe I |
| **Address** | 357 Auburn Pointe Drive, Atlanta, Fulton County, Georgia 30312 |
| **Location** | Central Atlanta |
| **Owner** | Integral |
| **Management Co.** | Integral |
| **Verification** | Ashley - Leasing Agent ; 404-523-1012, January 26, 2016; Confirmed by Doug Rivers |

**Unit Mix**

| Unit Type | No. of Units | Size SF | Rent/Mo. | Mo. Rent/SF |
|---|---|---|---|---|
| 1/1 MKT | 33 | 756 | $1,175 | $1.55 |
| 1/1 LIHTC | 23 | 756 | $697 | $0.92 |
| 2/2 MKT | 28 | 1,079 | $1,435 | $1.33 |
| 2/2 LIHTC | 56 | 1,079 | $795 | $0.74 |
| 3/2 LIHTC | 7 | 1,264 | $881 | $0.70 |
| 3/2 MKT | 7 | 1,264 | $1,805 | $1.43 |

| | |
|---|---|
| **Occupancy** | 96% |
| **Total Units** | 154 |
| **Unit Size Range** | 756 - 1264 |
| **Avg. Unit Size** | 978 |
| **Avg. Rent/Unit** | $1,028 |
| **Avg. Rent/SF** | $1.05 |

**Multi-Family Lease No. 2 (Cont.)**

| | |
|---|---|
| **Net SF** | 150,668 |

**Physical Data**

| | |
|---|---|
| **Construction Type** | Brick/Stucco |
| **Electrical** | Assumed Adequate |
| **HVAC** | Assumed Adequate |
| **Stories** | 3/4 |
| **Utilities with Rent** | Trash Collection |
| **Unit Amenities** | Patios/Balconies, Ceiling Fans, Security System, Icemakers, Microwaves, Washer/Dryers |
| **Project Amenities** | Outdoor Pool, Clubhouse, Exercise/Fitness, Playground |
| **Parking** | Surface |
| **Year Built** | 2010 |
| **Condition** | Very Good |

**Remarks**

This is a 154-unit, Class-A, mixed-income apartment development within the Auburn Pointe re-development. It includes 40% market-rate, 20% LIHTC (60% AMI), 5% PBRA and 35% authority assisted units. Ashley Auburn Pointe I reached substantial completion on November 22, 2010. All market rate and non-Authority Assisted units leased within 3 months. The occupancy of the subsidized units took a little longer because of the re-occupancy process of residents from the former Grady Homes development. Tenants pay all utilities except trash and there are currently no concessions being offered. Market rents are LRO and fluctuate daily.

**Multi-Family Lease No. 3**

**Property Identification**

| | |
|---|---|
| **Record ID** | 823 |
| **Property Type** | Garden & Townhomes LIHTC |
| **Property Name** | The Villages at Castleberry Hill |
| **Address** | 600 Greensferry Avenue, Atlanta, Fulton County, Georgia 30314 |
| **Location** | Downtown Atlanta |
| **Management Co.** | H J Russell |
| **Verification** | Leasing Agent ; 404-523-1330, January 26, 2016; Confirmed by Doug Rivers |

**Unit Mix**

| Unit Type | No. of Units | Size SF | Rent/Mo. | Mo. Rent/SF |
|---|---|---|---|---|
| 1BR/1BA MKT | 32 | 710 | $830 | $1.17 |
| 1BR/1BA MKT | 32 | 799 | $830 | $1.04 |
| 1BR/1BA LIHTC | 34 | 710 | $690 | $0.97 |
| 2BR/1BA MKT | 32 | 890 | $860 | $0.97 |
| 2BR/1BA LIHTC | 32 | 890 | $715 | $0.80 |
| 2BR 2BA MKT | 32 | 947 | $900 | $0.95 |
| 2BR 2BA LIHTC | 32 | 947 | $750 | $0.79 |
| 2BR 2BA MKT | 32 | 1,064 | $900 | $0.85 |
| 2BR 2BA LIHTC | 32 | 1,064 | $750 | $0.70 |
| 2BR 2BA MKT | 32 | 1,093 | $900 | $0.82 |
| 2BR 2BA LIHTC | 32 | 1,093 | $750 | $0.69 |
| 2B/2.5BA MKT | 16 | 1,188 | $1,205 | $1.01 |
| 3BR 2BA MKT | 32 | 1,138 | $1,095 | $0.96 |
| 3BR 2BA TC | 32 | 1,138 | $850 | $0.75 |

**Multi-Family Lease No. 3 (Cont.)**

| | | | | |
|---|---|---|---|---|
| 2B/2.5BA TC TH | 16 | 1,188 | $890 | $0.75 |

| | |
|---|---|
| **Occupancy** | 98% |
| **Total Units** | 450 |
| **Unit Size Range** | 710 - 1188 |
| **Avg. Unit Size** | 975 |
| **Avg. Rent/Unit** | $847 |
| **Avg. Rent/SF** | $0.87 |
| **Net SF** | 438,892 |

**Physical Data**

| | |
|---|---|
| **Construction Type** | Brick/Vinyl |
| **Electrical** | Assumed Adequate |
| **HVAC** | Assumed Adequate |
| **Stories** | 2/3 |
| **Utilities with Rent** | Trash Collection, Water/Sewer Billed at Flat Rate $35/$40/$45 |
| **Unit Amenities** | Patios/Balconies, Vaulted Ceilings, Security System, Washer/Dryers |
| **Project Amenities** | 2 Outdoor Pools, Clubhouse, Exercise/Fitness, Gated Entry, Daycare, Playgrounds |
| **Parking** | Surface |
| **Year Built** | 1998-2000 |
| **Condition** | Good |

**Remarks**

This is the redevelopment of the John Hope public housing project. This project comprises the block at the southwest corner of Northside Drive and Greensferry Avenue, just southwest of downtown Atlanta. It consists of 450 total units. The property is subject to the requirements of the Low Income Housing Tax Credit Program with rent restrictions imposed on 60% of the units. The 284-unit Phase II achieved stabilized occupancy in September 2000 at a rate of approximately 30 units per month. Additional amenities for Phase II included two activity/community centers, pool, ball field, tennis courts and playgrounds. The 2BR/2.5BA units are townhomes and include a fireplace and garage. Individual unit totals are appraiser estimates based on conversations with agent. No specials are being offered at present.

**Multi-Family Lease No. 4**

**Property Identification**

| | |
|---|---|
| **Record ID** | 1396 |
| **Property Type** | Mixed Income |
| **Property Name** | Columbia Mechanicsville |
| **Address** | 500 McDaniel Street, Atlanta, Fulton County, Georgia 30312 |
| **Location** | Central Atlanta |
| | |
| **Management Co.** | Columbia Residential |
| **Verification** | Leasing Agent - ViviancKia; 404-577-2833, January 26, 2016; Confirmed by Doug Rivers |

**Unit Mix**

| Unit Type | No. of Units | Size SF | Rent/Mo. | Mo. Rent/SF |
|---|---|---|---|---|
| 1BR 1BA MKT | 5 | 750 | $865 | $1.15 |
| 1BR 1BA 50% TC | 2 | 750 | $577 | $0.77 |
| 1BR 1BA 60% TC | 5 | 750 | $716 | $0.95 |
| 2BR 2BA MKT | 28 | 1,005 | $999 | $0.99 |
| 2BR 2BA 50% TC | 5 | 1,005 | $645 | $0.64 |
| 2BR 2BA 60% TC | 15 | 1,005 | $812 | $0.81 |
| 3BR 2BA MKT | 14 | 1,200 | $1,199 | $1.00 |
| 3BR 2BA 50% TC | 3 | 1,200 | $689 | $0.57 |
| 3BR 2BA 60% TC | 9 | 1,200 | $881 | $0.73 |
| 1BR/1BA PBRA | 13 | 750 | $712 | $0.95 |
| 2BR/2BA PBRA | 55 | 1,005 | $792 | $0.79 |
| 3BR/2BA PBRA | 29 | 1,200 | $881 | $0.73 |

**Multi-Family Lease No. 4 (Cont.)**

| | |
|---|---|
| **Occupancy** | 97% |
| **Rent Premiums** | No |
| **Total Units** | 183 |
| **Unit Size Range** | 750 - 1200 |
| **Avg. Unit Size** | 1,029 |
| **Avg. Rent/Unit** | $861 |
| **Avg. Rent/SF** | $0.84 |
| | |
| **Net SF** | 188,265 |

**Physical Data**

| | |
|---|---|
| **Construction Type** | Brick/Stucco |
| **Electrical** | Assumed Adequate |
| **HVAC** | Assumed Adequate |
| **Stories** | 3 |
| **Utilities with Rent** | Trash Collection |
| **Unit Amenities** | Patios/Balconies, Security System, Washer/Dryer Connections |
| **Project Amenities** | Clubhouse, Laundry, Exercise/Fitness |
| **Parking** | Surface |
| **Year Built** | 2007 |
| **Condition** | Good |

**Remarks**

This property is located at the corner of McDaniel and Fulton Street, just south of I-20, and just southwest of Downtown Atlanta. This mixed-income property is Phase I of the multi-phase Mechanicsville development and offers market, 50% and 60% AMI LIHTC units and PBRA units. Tenants pay all utilities except trash and no specials are being offered.

**Multi-Family Lease No. 5**


**Property Identification**

| | |
|---|---|
| **Record ID** | 1055 |
| **Property Type** | Senior Tax Credit |
| **Property Name** | Columbia Senior Residences at MLK Village |
| **Address** | 125 Logan Street SE, Atlanta, Fulton County, Georgia 30312 |
| **Location** | Central Atlanta |
| **Management Co.** | Columbia Residential |
| **Verification** | Sakeenah Hasan; 404-525-3370, January 25, 2016; Confirmed by Doug Rivers |

**Unit Mix**

| Unit Type | No. of Units | Size SF | Rent/Mo. | Mo. Rent/SF |
|---|---|---|---|---|
| 1BD1BA PBRA | 25 | 775 | $717 | $0.93 |
| 1BR1BA 54% PBRA | 95 | 775 | $717 | $0.93 |

| | |
|---|---|
| **Occupancy** | 100% |
| **Total Units** | 120 |
| **Unit Size Range** | 0 - 775 |
| **Avg. Unit Size** | 775 |
| **Avg. Rent/Unit** | $717 |
| **Avg. Rent/SF** | $0.93 |
| **Net SF** | 93,000 |

**Multi-Family Lease No. 5 (Cont.)**

**Physical Data**

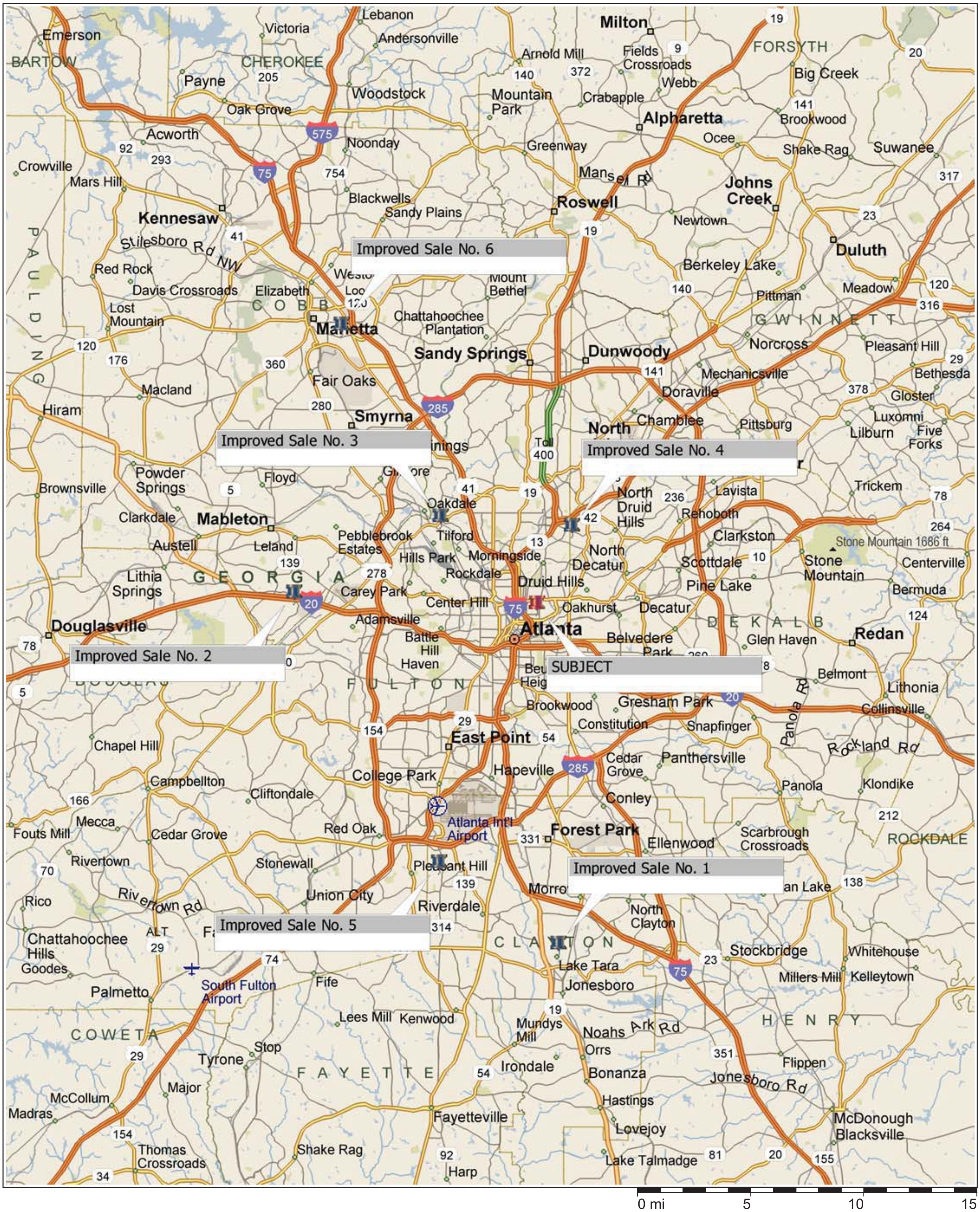
| | |
|---|---|
| **No. of Buildings** | 1 |
| **Construction Type** | Brick/Stucco |
| **Stories** | 4 |
| **Utilities with Rent** | Trash Collection |
| **Unit Amenities** | Security System, Washer/Dryer Connections |
| **Project Amenities** | Laundry, Exercise/Fitness |
| **Parking** | Surface |
| **Year Built** | 2007 |
| **Condition** | Very Good |

**Remarks**

All units are PBRA/AHA and rents above are contract rents.

Columbia Senior at MLK is located along the south side of Memorial Drive, just east of I-75/85, within the Capitol Gateway redevelopment project. Columbia MLK features 121 1BR/1BA units in one four-story building. Units are available to residents 62 years and older. Interior features include 9' ceilings, crown molding, washer and dryer connections, Whirlpool appliances, dishwashers, garbage disposals and all units are pre-wired for security. Community amenities include a community room, business center, walking path, gazebo, picnic area with grill, dining/dance room, game room, community laundry room, hospitality suite, great room with fireplace, theater, piano room, 24-hour emergency maintenance, controlled-access gates and camera-monitored entry. Only trash removal is included with rent. There are 25 market-rate units, 95 LIHTC units (all PBRA) and one non-revenue unit. There is a 1.5 year wait for a unit.

# Improved Sale Map



**Multi-Family Sale No. 1**

**Property Identification**

| | |
|---|---|
| **Record ID** | 1215 |
| **Property Type** | Garden |
| **Property Name** | Pointe Clear Apartment Homes |
| **Address** | 7545 Tara Road, Jonesboro, Clayton County, Georgia 30236 |
| **Tax ID** | 13-0208A-00A-001 |

**Sale Data**

| | |
|---|---|
| **Grantor** | Pointe Clear Apartments, LLC |
| **Grantee** | Pointe Clear Owner, LLC |
| **Sale Date** | July, 2016 |
| **Deed Book/Page** | 10935/0222 |
| **Property Rights** | Leased Fee |
| **Conditions of Sale** | Arm's Length |
| **Financing** | Cash to Seller |
| | |
| **Sale Price** | $13,900,000 |

**Land Data**

| | |
|---|---|
| **Land Size** | 31.700 Acres or 1,380,852 SF |
| **Topography** | Gently rolling |
| **Utilities** | All available |
| **Shape** | Irregular |

**Unit Mix**

| Unit Type | No. of Units | Size SF | Rent/Mo. | Mo. Rent/SF |
|---|---|---|---|---|
| 1/1 | 50 | 804 | | |
| 2/2 | 50 | 1,074 | | |
| 2/2 | 50 | 1,044 | | |
| 3/2 | 80 | 1,260 | | |

**Multi-Family Sale No. 1 (Cont.)**

| | |
|---|---|
| **Total Units** | 230 |
| **Avg. Unit Size** | 1,073 |
| | |
| **Net SF** | 246,900 |

**General Physical Data**

| | |
|---|---|
| **Construction Type** | Wood frame w/siding and brick veneer |
| **Electrical** | Assumed adequate |
| **HVAC** | Pad units |
| **Stories** | 3 |
| **Unit Amenities** | Patios/Balconies, Ceiling Fans, Washer/Dryer Connections, Dishwasher, Disposal |
| **Project Amenities** | Outdoor Pool, Clubhouse, Exercise/Fitness, Playground |
| **Year Built** | 1998 |
| **Condition** | Average |

**Income Analysis**

| | |
|---|---|
| **Net Operating Income** | $1,000,800 |

**Indicators**

| | |
|---|---|
| **Sale Price/Gross SF** | $56.30 |
| **Sale Price/Unit** | $60,435 |
| **Overall or Cap Rate** | 7.2% |
| **NOI/SF** | $4.05 Gross |
| **NOI/Unit** | $4,351 |

**Remarks**

This is a market-rate garden apartment complex located in Jonesboro, GA. It was built in 1998 and is considered to be in overall average condition with average access and exposure.

**Multi-Family Sale No. 2**

**<u>Property Identification</u>**

| | |
|---|---|
| **Record ID** | 1209 |
| **Property Type** | Townhome |
| **Property Name** | Riverside Townhomes |
| **Address** | 214 Twin Hill Road, Austell, Cobb County, Georgia 30168 |
| **Tax ID** | 18-0605-0-001 |

**<u>Sale Data</u>**

| | |
|---|---|
| **Grantor** | Riverside Townhomes, LLC |
| **Grantee** | PD Riverside, LLC |
| **Sale Date** | March, 2016 |
| **Deed Book/Page** | 15318-4823 |
| **Property Rights** | Leased Fee |
| **Conditions of Sale** | Arm's Length |
| **Financing** | Cash to seller |

**Sale Price** $11,100,000

**<u>Land Data</u>**

| | |
|---|---|
| **Land Size** | 18.470 Acres or 804,553 SF |
| **Topography** | Gently rolling |
| **Utilities** | All available |
| **Shape** | Irregular |

**<u>Unit Mix</u>**

| Unit Type | No. of Units | Size SF | Rent/Mo. | Mo. Rent/SF |
|---|---|---|---|---|
| 2/2 | 116 | 1,090 | | |
| 3/2 | 116 | 1,200 | | |

**Total Units** 232

**Multi-Family Sale No. 2 (Cont.)**

| | |
|---|---|
| **Avg. Unit Size** | 1,145 |
| **Net SF** | 265,640 |

**General Physical Data**

| | |
|---|---|
| **No. of Buildings** | 22 |
| **Construction Type** | Wood frame w/siding |
| **Electrical** | Assumed adequate |
| **Stories** | 3 |
| **Unit Amenities** | Patios/Balconies, Ceiling Fans, Microwaves, dishwasher, disposal |
| **Project Amenities** | Outdoor Pool, Laundry, Sports Court, playground |
| **Year Built** | 1971 |
| **Condition** | Average |

**Income Analysis**

| | |
|---|---|
| **Net Operating Income** | $747,030 |

**Indicators**

| | |
|---|---|
| **Sale Price/Gross SF** | $41.79 |
| **Sale Price/Unit** | $47,845 |
| **Occupancy at Sale** | 91% |
| **Overall or Cap Rate** | 6.73% |
| **NOI/SF** | $2.81 Gross |
| **NOI/Unit** | $3,220 |

**Remarks**

This is the sale of a market rate apartment complex located Austell, GA. It was built in 1971 and is considered to be in overall average condition with average access/exposure.

**Multi-Family Sale No. 3**

| | |
|---|---|
| **<u>Property Identification</u>** | |
| **Record ID** | 1216 |
| **Property Type** | Garden |
| **Property Name** | Moores Mill Village |
| **Address** | 2453 Coronet Way, Atlanta, Fulton County, Georgia 30318 |
| **Tax ID** | 17-0230-0007007 |
| **<u>Sale Data</u>** | |
| **Grantor** | 2453 Coronet, LLC |
| **Grantee** | MSC Moores Mill II, LLC |
| **Sale Date** | January, 2016 |
| **Deed Book/Page** | 55801-0603 |
| **Property Rights** | Leased Fee |
| **Conditions of Sale** | Arm's Length |
| **Financing** | Cash to Seller |
| **Sale Price** | $10,400,000 |
| **<u>Land Data</u>** | |
| **Land Size** | 7.100 Acres or 309,276 SF |
| **Topography** | Gently rolling |
| **Utilities** | All available |
| **Shape** | Irregular |

**Unit Mix**

| Unit Type | No. of Units | Size SF | Rent/Mo. | Mo. Rent/SF |
|---|---|---|---|---|
| 1/1 | 48 | 765 | | |
| 2/1 | 112 | 963 | | |
| 3/2 | 12 | 1,093 | | |

**Multi-Family Sale No. 3 (Cont.)**

| | |
|---|---|
| **Total Units** | 172 |
| **Avg. Unit Size** | 917 |
| **Net SF** | 157,692 |

**General Physical Data**

| | |
|---|---|
| **Construction Type** | Wood frame w/brick veneer |
| **Electrical** | Assumed adequate |
| **HVAC** | Pad units |
| **Stories** | 2 |
| **Unit Amenities** | Patios/Balconies, Ceiling Fans, Dishwasher, Disposal |
| **Project Amenities** | Outdoor Pool, Clubhouse, Laundry, Exercise/Fitness, Gated, Playground, Picnic area, Laundry Service |
| **Year Built** | 1965 |
| **Condition** | Average |

**Income Analysis**

| | |
|---|---|
| **Net Operating Income** | $624,000 |

**Indicators**

| | |
|---|---|
| **Sale Price/Gross SF** | $65.95 |
| **Sale Price/Unit** | $60,465 |
| **Occupancy at Sale** | 90% |
| **Overall or Cap Rate** | 6% |
| **NOI/SF** | $3.96 Gross |
| **NOI/Unit** | $3,628 |

**Remarks**

This is a market-rate garden apartment complex located in Atlanta, GA. It was originally built in 1965 and is considered to be in overall average condition with average access and exposure.

**Multi-Family Sale No. 4**

| | |
|---|---|
| **Property Identification** | |
| **Record ID** | 1217 |
| **Property Type** | Garden |
| **Property Name** | Woodland View |
| **Address** | 1195 Woodland Avenue, Atlanta, Fulton County, Georgia 30324 |
| **Tax ID** | 17-0005-0001-096 |
| | |
| **Sale Data** | |
| **Grantor** | 1195 Woodland Apartments, LLC |
| **Grantee** | 300 Woodland, LLC |
| **Sale Date** | January, 2016 |
| **Deed Book/Page** | 5574-0212 |
| **Property Rights** | Leased Fee |
| **Conditions of Sale** | Arm's Length |
| **Financing** | Cash to seller |
| | |
| **Sale Price** | $3,400,000 |
| | |
| **Land Data** | |
| **Land Size** | 1.640 Acres or 71,438 SF |
| **Topography** | Generall level |
| **Utilities** | All available |
| **Shape** | Irregular |

**Unit Mix**

| Unit Type | No. of Units | Size SF | Rent/Mo. | Mo. Rent/SF |
|---|---|---|---|---|
| 1/1 | 24 | 750 | | |
| 2/1 | 30 | 850 | | |

**Total Units** 54

**Multi-Family Sale No. 4 (Cont.)**

| | |
|---|---|
| **Avg. Unit Size** | 806 |
| **Net SF** | 43,500 |

**General Physical Data**

| | |
|---|---|
| **Construction Type** | Wood frame w/brick veneer |
| **Electrical** | Assumed adequate |
| **HVAC** | Pad units |
| **Stories** | 3 |
| **Unit Amenities** | Ceiling Fans, Dishwasher, Disposal |
| **Project Amenities** | Outdoor Pool, Clubhouse, Laundry |
| **Year Built** | 1967 |
| **Condition** | Average |

**Income Analysis**

| | |
|---|---|
| **Net Operating Income** | $226,440 |

**Indicators**

| | |
|---|---|
| **Sale Price/Gross SF** | $78.16 |
| **Sale Price/Unit** | $62,963 |
| **Occupancy at Sale** | 100% |
| **Overall or Cap Rate** | 6.66% |
| **NOI/SF** | $5.21 Gross |
| **NOI/Unit** | $4,193 |

**Remarks**

This is a market-rate garden apartment complex located in Atlanta, GA. It was originally built in 1967 with a brick exterior and is considered to be in overall average condition with average access and exposure. It was reported that the property was on the market for approximately eight months prior to the sale.

## Multi-Family Sale No. 5

| | |
|---|---|
| **Property Identification** | |
| **Record ID** | 1189 |
| **Property Type** | Garden |
| **Property Name** | The Parc at 1875 |
| **Address** | 1875 E Pleasant Hill Rd, Atlanta, Clayton County, Georgia 30349 |
| **Tax ID** | 13-0091D-00A-001 |
| | |
| **Sale Data** | |
| **Grantor** | Poplar Pointe Holding, LLC |
| **Grantee** | The Parc at 1875 Apartments Holdings, LLC |
| **Sale Date** | November, 2015 |
| **Deed Book/Page** | 10805-0513 |
| **Property Rights** | Leased Fee |
| **Conditions of Sale** | Arm's Length |
| **Financing** | Cash to seller |
| | |
| **Sale Price** | $18,000,000 |
| | |
| **Land Data** | |
| **Land Size** | 32.690 Acres or 1,423,976 SF |
| **Topography** | Gently Rolling |
| **Utilities** | All Available |
| **Shape** | Irregular |
| **Landscaping** | Minimal |

**Unit Mix**

| Unit Type | No. of Units | Size SF | Rent/Mo. | Mo. Rent/SF |
|---|---|---|---|---|
| 1/1 | 44 | 712 | | |
| 1/1 | 44 | 874 | | |
| 1/1 | 44 | 835 | | |

**Multi-Family Sale No. 5 (Cont.)**

| | | |
|---|---|---|
| 2/1 | 44 | 1,173 |
| 2/1 | 44 | 1,185 |
| 2/2 | 44 | 1,074 |
| 2/2 | 44 | 1,073 |
| 2/2 | 44 | 1,114 |

**Total Units** 352
**Avg. Unit Size** 1,005

**Net SF** 353,760

**General Physical Data**
**Construction Type** Wood frame w/siding exterior
**Electrical** Assumed Adequate
**HVAC** Assumed Adequate
**Stories** Two
**Unit Amenities** Patios/Balconies, Ceiling Fans
**Project Amenities** Outdoor Pool, Clubhouse, Laundry, Exercise/Fitness, playground
**Year Built** 2001
**Condition** Average

**Income Analysis**
**Net Operating Income** $1,245,600

**Indicators**
**Sale Price/Gross SF** $50.88
**Sale Price/Unit** $51,136
**Occupancy at Sale** 98%
**Overall or Cap Rate** 6.92%
**NOI/SF** $3.52 Gross
**NOI/Unit** $3,539

**Remarks**
This is the sale of a market-rate apartment complex located in South Atlanta. It was built in 2001 and is considered to be in overall average condition. Access and exposure are average.

## Multi-Family Sale No. 6

**Property Identification**

| | |
|---|---|
| **Record ID** | 1120 |
| **Property Name** | Wynridge |
| **Address** | 425 Lake Drive, Marietta, Cobb County, Georgia 30060 |
| **Tax ID** | 17-0433-0-0-3-0 |

**Sale Data**

| | |
|---|---|
| **Grantor** | Wynridge Apartments, LLC |
| **Grantee** | Wynridge Partners, LLC |
| **Sale Date** | May, 2015 |
| **Deed Book/Page** | 15243-2807 |
| **Property Rights** | Leased Fee |
| **Conditions of Sale** | Arm's Length |
| **Financing** | Cash to Seller |
| **Sale Price** | $4,900,000 |

**Land Data**

| | |
|---|---|
| **Land Size** | 8.350 Acres or 363,726 SF |
| **Topography** | Gently rolling |
| **Utilities** | All available |
| **Shape** | Irregular |

**Unit Mix**

| Unit Type | No. of Units | Size SF | Rent/Mo. | Mo. Rent/SF |
|---|---|---|---|---|
| 1/1 | 32 | 842 | | |
| 2/1 | 64 | 996 | | |
| 3/2 | 6 | 1,100 | | |

| | |
|---|---|
| **Total Units** | 102 |

## Multi-Family Sale No. 6 (Cont.)

| | |
|---|---|
| **Avg. Unit Size** | 954 |
| **Net SF** | 97,288 |

**General Physical Data**

| | |
|---|---|
| **Construction Type** | Wood frame with brick exterior |
| **HVAC** | Assumed adequate |
| **Stories** | 2 |
| **Project Amenities** | Clubhouse, playground, grill area |
| **Year Built** | 1969 |
| **Condition** | Average |

**Income Analysis**

| | |
|---|---|
| **Net Operating Income** | $358,190 |

**Indicators**

| | |
|---|---|
| **Sale Price/Net SF** | $50.37 |
| **Sale Price/Unit** | $47,115 |
| **Overall or Cap Rate** | 7.31% |
| **NOI/SF** | $3.68 Net |
| **NOI/Unit** | $3,444 |

**Remarks**

This is an apartment complex located along the east side of Lake Drive, north of S Marietta Pkwy in Marietta, Cobb County. It was built in 1969 with a brick exterior and is considered to be in overall average condition. Access and exposure are considered average.

EHA

EVERSON,
HUBER &
ASSOCIATES, LC

*Commercial Real Estate Services*

3535 Roswell Road, Suite 55
Marietta, Georgia 30062
Phone: (770) 977-3000

Web Site: www.ehalc.com

PRINCIPALS
Larry A. Everson, MAI, CCIM
Stephen M. Huber

ASSOCIATES
Timothy P. Huber
Ingrid N. Ott
Jon A. Reiss
George H. Corry III
A. Mason Carter

RESEARCH
Douglas M. Rivers

ADMINISTRATIVE
Pauline J. Hines

March 31, 2016

Mr. Jerome Russell
H.J. Russell and Company
504 Fair Street SW
Atlanta, Georgia 30313

RE: GA DCA Appraisal Report for:

Maggie Russell Tower (150 units)
400 Ralph McGill Boulevard
Atlanta, Fulton County, Georgia 30312

Dear Mr. Russell:

At your request, we are pleased to submit this letter of engagement to provide an Appraisal Report for the above listed property. The appraisal is to be compliant with the Georgia Department of Community Affairs Appraisal Guide, and will be presented in a comprehensive narrative format. The report is to be used by the addressee in conjunction with a Low income Housing Tax Credit Application.

The subject property is the 150-unit Maggie Russell Tower apartment building situated on a 1.662-acre site. The nine-story tower was built in 1982 and consists of 142 one-bedroom units and eight two-bedroom units. Unit sizes range from 576 to 744 square feet. All of the units are subject to Section 8 contract rents (HAP contract) that are age restricted to 62 and older. The property is proposed for substantial rehabilitation funded largely by the tax credits.

The fee for the DCA Appraisal is $5,000, with half due upon engagement as a retainer, and the balance due upon delivery of the report. We will initially provide an electronic draft report within four to six weeks, to be followed by three (3) hard copies of the report upon request. Timely delivery of the report is dependant on receipt of the signed engagement letter, retainer check, and requested information needed to complete the assignment (list to be provided separately from this letter).

Our compensation is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value estimate, the attainment of a stipulated result, or the occurrence of a subsequent event, such as the approval of a loan. If, for

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whatever reason, financing should not occur, our fee will still be due and payable upon completion of the assignment.

Additional work requested by the client beyond the appraisal will be billed at our prevailing hourly rate. This includes, but is not limited to, preparation for court testimony, depositions, or other proceedings relevant to our value opinion, and actual time devoted to the proceeding.

The report will be prepared in conformity with, and will be subject to, the requirements of the Code of Professional Ethics and Standards of Professional Conduct of the Appraisal Institute. The report will also conform to the Uniform Standards of Professional Appraisal Practice (USPAP) of the Appraisal Foundation.

Please authorize us to proceed by signing below and returning the document back to us via email (shuber@ehalc.com). Information required to complete the assignment may be forwarded to the above address. If you have any questions or wish to discuss this proposal please call Steve Huber at 770-977-3000, extension 302.

We appreciate the opportunity to be of service to you on this assignment.

Respectfully submitted,

EVERSON, HUBER & ASSOCIATES, LC

Stephen M. Huber

Stephen M. Huber, Principal
Certified General Real Property Appraiser
Georgia Certificate No. CG001350

**AGREED AND ACCEPTED**

| | |
|---|---|
| Signature | Title |
| Name (type or print) | Date |

# QUALIFICATIONS OF
# STEPHEN M. HUBER
**EVERSON, HUBER & ASSOCIATES, LC**
3535 Roswell Road, Suite 55, Marietta, Georgia 30062
(770) 977-3000, Ext. 302
E-mail: shuber@ehalc.com

## EXPERIENCE

Twenty-nine years appraisal experience as an independent fee appraiser with regional and national firms based in Atlanta, Georgia. Partner of Everson, Huber & Associates, LC since establishment in January 1995. Prior employers were CB Commercial Real Estate Group, Inc. - Appraisal Services (1991-1995), and McColgan & Company, Inc. (1986-1991). Appraisals have been performed on virtually all types of commercial real estate located throughout the eastern portion of the nation. Property types appraised include apartments, condominiums, subdivisions, hotels, industrial, office, and retail. Numerous major and secondary markets have been visited, including such cities as Atlanta, Augusta, Birmingham, Charlotte, Charleston, Chattanooga, Cincinnati, Columbus, Columbia, Huntsville, Knoxville, Louisville, Macon, Memphis, Miami, Mobile, Montgomery, Nashville, Orlando, Raleigh, Richmond, Savannah, Tampa, Tallahassee, and Washington D.C. Appraisal assignments have been prepared for financial institutions, government entities, insurance companies, portfolio advisors, private investors, and owners.

## CERTIFICATION

Certified General Real Property Appraiser: State of Georgia - Certificate Number CG001350
Certified General Real Property Appraiser: State of Alabama - Certificate Number G00625
Certified General Real Property Appraiser: State of Tennessee - Certificate Number 3855

## EDUCATION

Bachelor of Science in Business Administration, Major in Finance,
Bowling Green State University, Bowling Green, Ohio

Appraisal Institute courses and seminars completed are as follows:

| | |
|---|---|
| Course 1A-1 | Basic Appraisal Principles |
| Course 1A-2 | Basic Valuation Procedures |
| Course 1B-A | Capitalization Theory & Techniques, Part A |
| Course 1B-B | Capitalization Theory & Techniques, Part B |
| Course 2-1 | Case Studies in Real Estate Valuation |
| Course 2-2 | Report Writing and Valuation Analysis |
| Course 410 | Standards of Professional Practice, Part A (USPAP) |
| Course 420 | Standards of Professional Practice, Part B |
| Seminar | Rates, Ratios, and Reasonableness |
| Seminar | Demonstration Appraisal Report Writing - Nonresidential |
| Seminar | Computerized Income Approach to Hotel/Motel Market Studies and Valuations |
| Seminar | Affordable Housing Valuation |

Continuing education courses completed during last five years include:

- 2010-2011 National USPAP
- Appraising And Analyzing Retail Shopping Centers For Mortgage Underwriting
- Subdivision Valuation
- Expert Witness Testimony
- Business Practices And Ethics – Appraisal Institute
- Appraiser Liability
- Private Appraisal Assignments
- Modular Home Appraising
- Tax Free Exchanges
- Valuation of Detrimental Conditions

## PROFESSIONAL

Candidate for Designation of the Appraisal Institute

# STATE OF GEORGIA
# REAL ESTATE APPRAISERS BOARD

## STEPHEN MICHAEL HUBER

## 1350

IS AUTHORIZED TO TRANSACT BUSINESS IN GEORGIA AS A

## CERTIFIED GENERAL REAL PROPERTY APPRAISER

THE PRIVILEGE AND RESPONSIBILITIES OF THIS APPRAISER CLASSIFICATION SHALL CONTINUE IN EFFECT AS LONG AS THE APPRAISER PAYS REQUIRED APPRAISER FEES AND COMPLIES WITH ALL OTHER REQUIREMENTS OF THE OFFICIAL CODE OF GEORGIA ANNOTATED, CHAPTER 43-39-A. THE APPRAISER IS SOLELY RESPONSIBLE FOR THE PAYMENT OF ALL FEES ON A TIMELY BASIS.

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KEITH STONE

62117553

**STEPHEN MICHAEL HUBER**

**#** **1350**
**Status** **ACTIVE**

**ORIGINALLY LICENSED**
**07/11/1991**

**END OF RENEWAL**
**12/31/2016**

**CERTIFIED GENERAL REAL PROPERTY APPRAISER**

THIS LICENSE EXPIRES IF YOU FAIL TO PAY RENEWAL FEES OR IF YOU FAIL TO COMPLETE ANY REQUIRED EDUCATION IN A TIMELY MANNER.

State of Georgia
Real Estate Commission
Suite 1000 - International Tower
229 Peachtree Street, N.E.
Atlanta, GA 30303-1605

WILLIAM L. ROGERS, JR.
Real Estate Commissioner

62117553

**STEPHEN MICHAEL HUBER**

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62117553

**QUALIFICATIONS OF**
**A. MASON CARTER**
**EVERSON, HUBER & ASSOCIATES, LC**
3535 Roswell Road, Suite 55
Marietta, Georgia 30062
(770) 977-3000, Ext. 313
E-Mail: mcarter@ehalc.com

## EXPERIENCE

Associate appraiser with Everson, Huber & Associates, LC, since August 2007. Prior employer was McColgan & Company, LLC as an associate appraiser (2005-2007). Appraisal assignments have been performed on several types of commercial real estate located throughout metro Atlanta and the southeastern United States. These property types include vacant land, light manufacturing buildings, single- and multi-tenant office buildings, single- and multi-tenant warehouse/distribution buildings, shopping centers, residential shopping centers, apartment complexes, and residential subdivisions. Appraisal assignments have been prepared for financial institutions and owners

## EDUCATION

Texas Christian University, Fort Worth, Texas; Major Economics, 2003

Professional courses/test by the Appraisal Institute (These courses fulfill the requirements of Chapter 539-2 under the Rules and Regulations of the Georgia Real Estate Appraisers Board):

- Appraisal Principles
- Appraisal Applications
- USPAP
- Business Practices and Ethics
- Analyzing Operating Expenses
- Forecasting Revenue

## CERTIFICATION

State Registered Real Property Appraiser: State of Georgia–Certificate Number 319489

## PROFESSIONAL

Practicing Affiliate of the Appraisal Institute

# STATE OF GEORGIA
# REAL ESTATE APPRAISERS BOARD

## ASHLEY MASON CARTER

## 319489

IS AUTHORIZED TO TRANSACT BUSINESS IN GEORGIA AS A

## STATE REGISTERED REAL PROPERTY APPRAISER

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JEANMARIE HOLMES
KEITH STONE

27676225

**ASHLEY MASON CARTER**

**#** **319489**
**Status** **ACTIVE**

**ORIGINALLY LICENSED**
**03/06/2007**

**END OF RENEWAL**
**05/31/2017**

**STATE REGISTERED REAL PROPERTY APPRAISER**

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