



**NOVOGRADAC
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CERTIFIED PUBLIC ACCOUNTANTS

**A MARKET CONDITIONS AND
PROJECT EVALUATION SUMMARY
OF:
CLAFLIN
SCHOOL**

A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF: CLAFLIN SCHOOL

1532 5th Avenue
Columbus, Muscogee County, Georgia 31901

Effective Date: April 22, 2017
Report Date: May 1, 2017

Prepared for:
Mr. Thompson Gooding
Vice President
Oracle Consulting Services, LLC
119 S. Sherrin Avenue, Suite 230
Louisville, KY 40207

Assignment Code: ODG600V.013

Prepared by:
Novogradac & Company LLP
4520 East-West Highway, Suite 615
Bethesda, MD 20814
240-235-1701





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May 1, 2017

Mr. Thompson Gooding
Vice President
Oracle Consulting Services, LLC
119 S. Sherrin Avenue, Suite 230
Louisville, KY 40207

Re: Market Study - Application for Claflin School, located in Columbus, Muscogee County, Georgia

Dear Mr. Gooding:

At your request, Novogradac & Company LLP has performed a study of the multifamily rental market in the Columbus, Muscogee County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project.

The purpose of this market study is to assess the viability of the proposed 44-unit family LIHTC project. It will be an adaptive reuse of two historic structures and the new construction of one structure. The property will offer 44 revenue generating units, restricted to households earning 50 and 60 percent of the Area Median Income (AMI) or less. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

The scope of this report meets the requirements of Georgia Department of Community Affairs (DCA), including the following:

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

Novogradac & Company LLP adheres to the market study guidelines promulgated by the National Council of Housing Market Analysts (NCHMA). The NCHMA certification and checklist can be found in the Addenda of this report. Please refer to the checklist to find the sections in which content is located.

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

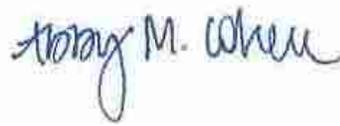
market study guidelines. We inform the reader that other users of this document may underwrite the LIHTC rents to a different standard than contained in this report.

The authors of this report certify that we are not part of the development team, owner of the Subject property, general contractor, nor are we affiliated with any member of the development team engaged in the development of the Subject property or the development's partners or intended partners. Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,
Novogradac & Company LLP



Rebecca S. Arthur, MAI
Partner
Novogradac & Company LLP
Rebecca.Arthur@novoco.com



Abby Cohen
Principal
Abby.Cohen@novoco.com



Lauren Smith
Analyst
Lauren.Smith@novoco.com



Michael Jones
Junior Analyst
Michael.Jones@novoco.com

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A. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

Clafin School is an existing historic structure located in Columbus, Muscogee County, Georgia proposed as a LIHTC multifamily development. The property will consist of an adaptive reuse of a two historic structures and the new construction of one structure. Following construction, the Subject will operate as a LIHTC rental development for families. The property will consist of a one-story lowrise historic building, a two-story lowrise historic building and one new construction, two-story, garden-style building.

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

PROPOSED RENTS							
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2016 LIHTC Maximum Allowable Gross Rent	HUD Fair Market Rents
<i>50% AMI</i>							
1BR/1BA - Historic	650	5	\$365	\$116	\$481	\$486	\$658
2BR/1BA - New	850	1	\$433	\$145	\$578	\$583	\$777
2BR/1BA - Historic	850	1	\$433	\$145	\$578	\$583	\$777
3BR/2BA - New	1,100	1	\$477	\$191	\$668	\$673	\$1,077
3BR/2BA - Historic	1,100	1	\$477	\$191	\$668	\$673	\$1,077
<i>60% AMI</i>							
2BR/1BA - New	850	6	\$549	\$145	\$694	\$700	\$777
2BR/1BA - Historic	850	11	\$544	\$145	\$689	\$700	\$777
3BR/2BA - New	1,100	11	\$606	\$191	\$797	\$808	\$1,077
3BR/2BA - Historic	1,100	7	\$610	\$191	\$801	\$808	\$1,077
Total		44					

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

The proposed rents for the Subject’s units at the 50 and 60 percent of AMI levels are slightly below the maximum allowable rents. The Subject will offer generally slightly inferior in-unit amenities in comparison to the LIHTC and market-rate comparable properties and slightly superior property amenities. The Subject will offer a computer lab, community room and exercise facility, which many of the comparables will lack. However, the Subject will lack a swimming pool which is offered at several of the comparable developments. In terms of in-unit amenities, the Subject will lack balconies/patios, garbage disposals, microwaves, coat closets and walk-in closets. We recommend the addition of garbage disposals, which are offered at all of the comparable properties except one.

2. Site Description/Evaluation

The Subject site is located on the east side of 5th Avenue. The Subject site is currently a former school building. North of the Subject site are industrial uses and railroad tracks. Directly east of the Subject site are industrial uses and a cemetery. Vacant land, a house of worship, and commercial uses are south of the Subject site. Vacant wooded land and small industrial uses are located west of the Subject site. This 44-unit LIHTC property will offer one, two, and three-bedroom units to families. Based on our inspection of the neighborhood, retail appeared to be 80 percent occupied. However, there are a limited number of retail uses in the Subject’s immediate neighborhood. The Subject site is considered “Car-Dependent” by Walkscore with a rating of 48 out of 100. The Subject site is located in an industrial neighborhood. The uses surrounding the Subject are in average to good condition, and the site has good proximity to locational amenities, which are within 6.3 miles of the Subject site. Crime risk indices in the Subject’s area are considered elevated in

comparison to national crime risk indices and crime in the MSA. The Subject site is considered a desirable building site for rental housing.

3. Market Area Definition

The Primary Market Area (PMA) is defined by the Manchester Expressway to the north, the Georgia-Alabama state line to the west, Hawthorne Drive to the south and Interstate 185 to the east. This area includes the majority of the city of Columbus. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 2.4 miles
East: 2.9 miles
South: 4.6 miles
West: 0.5 miles

The PMA was defined based on interviews with the local housing authority and property managers at comparable properties. Property managers indicated that the majority of their tenants are from Columbus, with some tenants originating from other areas of Georgia and Alabama. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2017 market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 4.6 miles. The SMA is defined as the Columbus, GA-AL Metropolitan Statistical Area (MSA), which consists of three counties in Georgia and one county in Alabama and encompasses 1,960 square miles.

4. Community Demographic Data

The PMA and MSA exhibited modest population increases from 2010 through 2017, slightly lower than the MSA and the nation. Through 2021, the population is projected to experience moderate growth across the PMA, MSA and nation. Renter households are concentrated in the lowest income cohorts, accounting for approximately 58 percent of renters in the PMA earning less than \$40,000 annually. Overall, while population growth has been modest, the high percentage of renter households and the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

According to *RealtyTrac* statistics, one in every 1,588 housing units nationwide was in some stage of foreclosure as of March 2017. The city of Columbus is experiencing a foreclosure rate of one in every 1,214 homes, while Muscogee County is experiencing foreclosure rate of one in every 1,217 homes and Georgia experienced one foreclosure in every 1,898 housing units. Overall, Columbus is experiencing a higher foreclosure rate than the nation and the state of Georgia but a similar rate of Muscogee County, indicating a healthy housing market. The Subject's neighborhood does not have a significant amount of abandoned or vacancy structures that would impact the marketability of the Subject.

5. Economic Data

Employment within the PMA is concentrated in the healthcare/social assistance, accommodation/food services and retail trade industries, accounting for 42.3 percent of total employment. Healthcare/social assistance is historically resilient during periods of economic downturn. The military also plays a large role in the Columbus economy. Muscogee County is home to Fort Benning, a United States Army base that supports more than 120,000 active-duty military, family members, reserve soldiers, retirees and civilian employees. The Budget Control Act (BAC), which was signed in 2011, has impacted Fort Benning, which experienced a cut of 1,050 soldiers in 2015. This cut was part of a larger Army plan to reduce its force from 490,000 to 450,000 soldiers.

As of December 2016, total employment in the MSA was 2.1 percent below its pre-recession peak, while national employment was 3.9 percent above its pre-recession peak. The most recent data indicates the local economy experienced growth of 2.5 percent from December 2015 to December 2016, 1.1 percent higher than national growth during the same period. As of December 2016, the unemployment rate in the MSA was 6.3 percent, 180 basis points above the national unemployment rate at the same period. The MSA was severely impacted by the recession, and while it has demonstrated recent employment growth, it has yet to recover its recessionary job losses.

6. Project-Specific Affordability and Demand Analysis

The following table illustrates the demand and capture rates for the Subject’s proposed units.

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR at 50% AMI	\$16,491	\$20,750	5	567	0	567	0.9%	\$365
1BR Overall	\$16,491	\$20,750	5	773	0	773	0.6%	-
2BR at 50% AMI	\$19,817	\$23,350	2	494	0	494	0.4%	\$433
2BR at 60% AMI	\$23,794	\$28,020	17	362	0	362	4.7%	\$477
2BR Overall	\$19,817	\$28,020	19	673	0	673	2.8%	-
3BR at 50% AMI	\$22,903	\$28,000	2	216	0	216	0.9%	\$544-\$549
3BR at 60% AMI	\$27,326	\$33,600	18	158	0	158	11.4%	\$606-\$610
3BR Overall	\$22,903	\$33,600	20	294	0	294	6.8%	-
50% AMI Overall	\$16,491	\$28,000	9	1,277	0	1,277	0.7%	-
60% AMI Overall	\$23,794	\$33,600	35	521	0	521	6.7%	-
Overall	\$16,491	\$33,600	44	1,739	0	1,739	2.5%	-

We believe these calculated capture rates are reasonable, particularly as these calculations do not considered demand from outside the PMA or standard rental household turnover.

7. Competitive Rental Analysis

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 10 “true” comparable properties containing 2,044 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided on the following pages. A map illustrating the location of the Subject in relation to comparable properties is also provided on the following pages. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

We have included five LIHTC properties and the availability of LIHTC data is considered good. One of the comparable LIHTC properties, Johnston Mill Lofts, is a conversion of an historic building, similar to the Subject. The remaining LIHTC properties are garden-style and townhouse developments. All of the LIHTC properties are located in the PMA within 4.5 miles of the Subject. However, only two of the developments are located downtown in a similar urban setting to the Subject. Additionally, none of the comparable LIHTC properties offer units at the 50 percent of AMI levels for comparison with the Subject.

We have also included five market rate properties. The availability of market rate data is also considered good. All of the market rate properties are located within 4.8 miles of the Subject. Three of these properties

are located in the PMA and two are located on the border of the PMA. However, none of these properties are historic conversions and all were built in the 1970's or earlier. Overall, the availability of data is considered good and adequate to determine our conclusions in this report.

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

SUBJECT COMPARISON TO COMPARABLE RENTS

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR @ 50%	\$365	\$422	\$732	\$548	50%
2 BR @ 50%	\$433	\$436	\$877	\$666	54%
3 BR @ 50%	\$477	\$536	\$1,284	\$747	57%
2 BR @ 60%	\$549	\$436	\$877	\$666	21%
3 BR @ 60%	\$610	\$536	\$1,284	\$747	23%

As illustrated the Subject's proposed 50 and 60 percent rents are well below the surveyed average when compared to the comparables, both LIHTC and market-rate. All of the Subject's proposed rents are below or within the surveyed range of LIHTC and market rents.

The highest unrestricted asking rents are the market rate units at Johnston Mill Lofts. However, these rents are likely unachievable in the market. This property has reported an elevated vacancy rate and most of their vacancies are concentrated in the market rate rates. Therefore, we believe lower rents than the current rents at this property are reasonable. However, Johnston Mill Lofts' current rents are well below the rents at the remaining market rate properties surveyed. This indicates there is likely a premium for historic rehabilitation properties located in downtown Columbus, which is a similar design to the Subject. Therefore, we believe the Subject's proposed rents, which are well below the current rents at this property, are reasonable.

In contrast, the lowest reported rents in the market are at Cross Creek. This development offers larger unit sizes than the Subject, but is considered an inferior property. This development lacks a computer lab and exercise facility, which the Subject will offer. Additionally, this development was built in the 1970's and exhibits average condition, inferior to the Subject's anticipated condition. Therefore, the Subject could achieve rents well above the rents at this property. As the Subject's proposed rents are well below the current rents at this property, we believe the Subject's rents are achievable. Overall, we believe that the Subject's proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

8. Absorption/Stabilization Estimate

We were unable to obtain absorption data from any of the comparable properties. However, we have included absorption information from Waverly Terrace Apartments, a senior property, which opened in January 2017. As of our March 2017 interview, this property had tenants in 35 of its 80 units and had leased an additional 16 units, indicating a total of 51 units have signed leases. This indicates an absorption pace of 17 units per month. Given the Subject will target families, we believe a slightly more rapid absorption pace estimate is reasonable. Therefore, we have concluded the Subject will experience an absorption pace of 20 units per month, indicating an absorption period of two months to reach stabilization at 93 percent occupancy.

9. Overall Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average

vacancy rate of 2.8 percent, which is considered low. Only one of the affordable comparable properties reported an elevated vacancy rate. However, this property, Johnston Mill Lofts, reported the majority of their vacancies are in the unrestricted units. The majority of the comparable LIHTC properties also maintain waiting lists. These factors indicate demand for affordable housing. The Subject will offer generally inferior in-unit amenities in comparison to the LIHTC and market-rate comparable properties but slightly superior property amenities. The Subject will lack balconies/patios, garbage disposals, microwaves, in-unit washers and dryers and walk-in closets but offer a computer lab, community room and exercise facility which several of the comparable properties lack. We recommend the addition of garbage disposals, which are offered at all of the comparable properties except one. However, we believe that the proposed amenities will allow the Subject to effectively compete in the family LIHTC market.

As new construction and newly renovated, the Subject will be in excellent condition upon completion and will be considered slightly superior to superior in terms of condition to the majority of the comparable properties. However, the Subject's proposed unit sizes will be among the smallest of the surveyed comparable properties and be at a disadvantage in the market. The Subject's proposed rents are set slightly below the maximum allowable levels. Only two of the comparable properties reported achieving rents at these levels. However, these properties have been held harmless to higher maximum allowable levels than the Subject. Therefore, the rents at this property are well above the rents proposed for the Subject's units. The Subject's rents are similar to the rents at the LIHTC properties which reported achieving rents below the maximum allowable levels. In general, the Subject will be slightly superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

CLAFLIN SCHOOL – COLUMBUS, GEORGIA – MARKET STUDY

Summary Table: (must be completed by the analyst and included in the executive summary)		
Development Name:	Clafin School Apartments	Total # Units: 44
Location:	1532 5th Avenue Columbus, Muscogee County 31901	# LIHTC Units: 44
PMA Boundary:	North: Manchester Expressway; South: Hawthorne Drive; East: Interstate 185; West: Georgia-Alabama State line	
	Farthest Boundary Distance to Subject:	4.6 miles

Rental Housing Stock (found on page 61)				
Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	43	5,165	243	95.3%
Market-Rate Housing	9	1,310	59	95.5%
Assisted/Subsidized Housing not to include LIHTC	17	2,392	106	95.6%
LIHTC	16	1,383	33	97.6%
Stabilized Comps	42	5,085	198	96.1%
Properties in Construction & Lease Up	1	80	45	43.8%

*Only includes properties in PMA

Subject Development					Average Market Rent*			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
5	1BR at 50% AMI	1	650	\$365	\$548	\$0.84	50%	\$732	\$0.76
1	2BR at 50% AMI	1	850	\$433	\$666	\$0.78	54%	\$840	\$0.78
1	2BR at 50% AMI	1	850	\$433	\$666	\$0.78	54%	\$840	\$0.78
1	3BR at 50% AMI	2	1,100	\$477	\$747	\$0.68	57%	\$1,284	\$0.76
1	3BR at 50% AMI	2	1,100	\$477	\$747	\$0.68	57%	\$1,284	\$1.07
6	2BR at 60% AMI	1	850	\$549	\$666	\$0.78	21%	\$840	\$0.78
11	2BR at 60% AMI	1	850	\$544	\$666	\$0.78	22%	\$840	\$0.78
11	3BR at 60% AMI	2	1,100	\$606	\$747	\$0.68	23%	\$1,284	\$0.76
7	3BR at 60% AMI	2	1,100	\$610	\$747	\$0.68	22%	\$1,284	\$1.07

Demographic Data (found on page 28)						
	2010		2017		August 2018	
Renter Households	14,372	100.00%	15,848	69.60%	15,985	69.68%
Income-Qualified Renter HHS (LIHTC)	4,178	29.07%	4,607	29.07%	4,647	29.07%

Targeted Income-Qualified Renter Household Demand (found on pages 43 to 58)						
Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall*
Renter Household Growth	-	-26	-15	-	-	-29
Existing Households (Overburdened + Substandard)	-	1,482	1,083	-	-	2,013
Homeowner conversion (Seniors)	-	-	-	-	-	-
Total Primary Market Demand	-	1,457	1,069	-	-	1,984
Less Comparable/Competitive Supply	-	-	-	-	-	-
Adjusted Income-qualified Renter HHS**	-	1,457	1,069	-	-	1,984

Capture Rates (found on page 58)						
Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate:	-	0.70%	6.72%	-	-	2.53%

*Includes LIHTC and unrestricted (when applicable)
 **Not adjusted for demand by bedroom-type.

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

- | | |
|---|--|
| 1. Project Address and Development Location: | The Subject is located at 1532 5th Avenue in Columbus, Muscogee County, Georgia 31901. The Subject is an adaptive reuse of two historic structures and one new construction structure. |
| 2. Construction Type: | The Subject will consist of three residential buildings including one, one-story, lowrise historic building built in 1921 a two-story lowrise historic building originally built in 1948 and one two-story, new construction, garden-style building. The Subject will be the adaptive reuse of an historic existing property and new construction. A total of 24 units will be in the Subject’s historic building and 20 units will be new construction. |
| 3. Occupancy Type: | Families. |
| 4. Special Population Target: | None. |
| 5. Number of Units by Bedroom Type and AMI Level: | See following property profile. |
| 6. Unit Size, Number of Bedrooms and Structure Type: | See following property profile. |
| 7. Rents and Utility Allowances: | See following property profile. |
| 8. Existing or Proposed Project-Based Rental Assistance: | See following property profile. |
| 9. Proposed Development Amenities: | See following property profile. |

Clafin School Apartments											
Location	1532 5th Avenue Columbus, GA 31901 Muscogee County										
Units	44										
Type	Various										
Year Built / Renovated	2019 / n/a										
Market											
Program	@50%, @60%			Leasing Pace	n/a						
Annual Turnover Rate	N/A			Change in Rent (Past Year)	n/a						
Units/Month Absorbed	n/a			Concession							
Section 8 Tenants	N/A										
Utilities											
A/C	not included – central			Other Electric	not included						
Cooking	not included – electric			Water	not included						
Water Heat	not included – electric			Sewer	not included						
Heat	not included – electric			Trash Collection	included						
Unit Mix (face rent)											
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?
1	1	Lowrise (2 stories)	5	650	\$365	\$0	@50%	n/a	N/A	N/A	N/A
2	1	Garden (2 stories)	1	850	\$433	\$0	@50%	n/a	N/A	N/A	N/A
2	1	Garden (2 stories)	6	850	\$549	\$0	@60%	n/a	N/A	N/A	N/A
2	1	Lowrise (2 stories)	1	850	\$433	\$0	@50%	n/a	N/A	N/A	N/A
2	1	Lowrise (2 stories)	11	850	\$544	\$0	@60%	n/a	N/A	N/A	N/A
3	2	Garden (2 stories)	1	1,100	\$477	\$0	@50%	n/a	N/A	N/A	N/A
3	2	Garden (2 stories)	11	1,100	\$606	\$0	@60%	n/a	N/A	N/A	N/A
3	2	Lowrise (2 stories)	1	1,100	\$477	\$0	@50%	n/a	N/A	N/A	N/A
3	2	Lowrise (2 stories)	7	1,100	\$610	\$0	@60%	n/a	N/A	N/A	N/A
Amenities											
In-Unit	Blinds			Property	Computer Lab		Security	Video			
	Dishwasher				Community Room			Surveillance			
	Ceiling Fan				Courtyard		Premium	none			
	Oven				Exercise Facility		Other	none			
	Refrigerator				Central Laundry		Services	Adult			
	Washer/Dryer hookup				Off-Street Parking			Education			
					On-Site Management						
					Playground						
Comments											
The proposed utility allowances are \$116, \$145 and \$191 for the property's one, two and three-bedroom units.											

10. Scope of Renovations:

The Subject will be new construction and an adaptive reuse of a historic building. No tenants currently reside at the property, which was formerly used as a school.

11. Placed in Service Date: The Subject’s historic buildings were originally built in 1921 and 1948. Construction on the Subject is expected to begin in the late spring of 2018 and be completed in the summer of 2019.

Conclusion: The Subject will be an excellent-quality apartment complex, superior to most of the inventory in the area. As newly renovated and new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

C. SITE EVALUATION

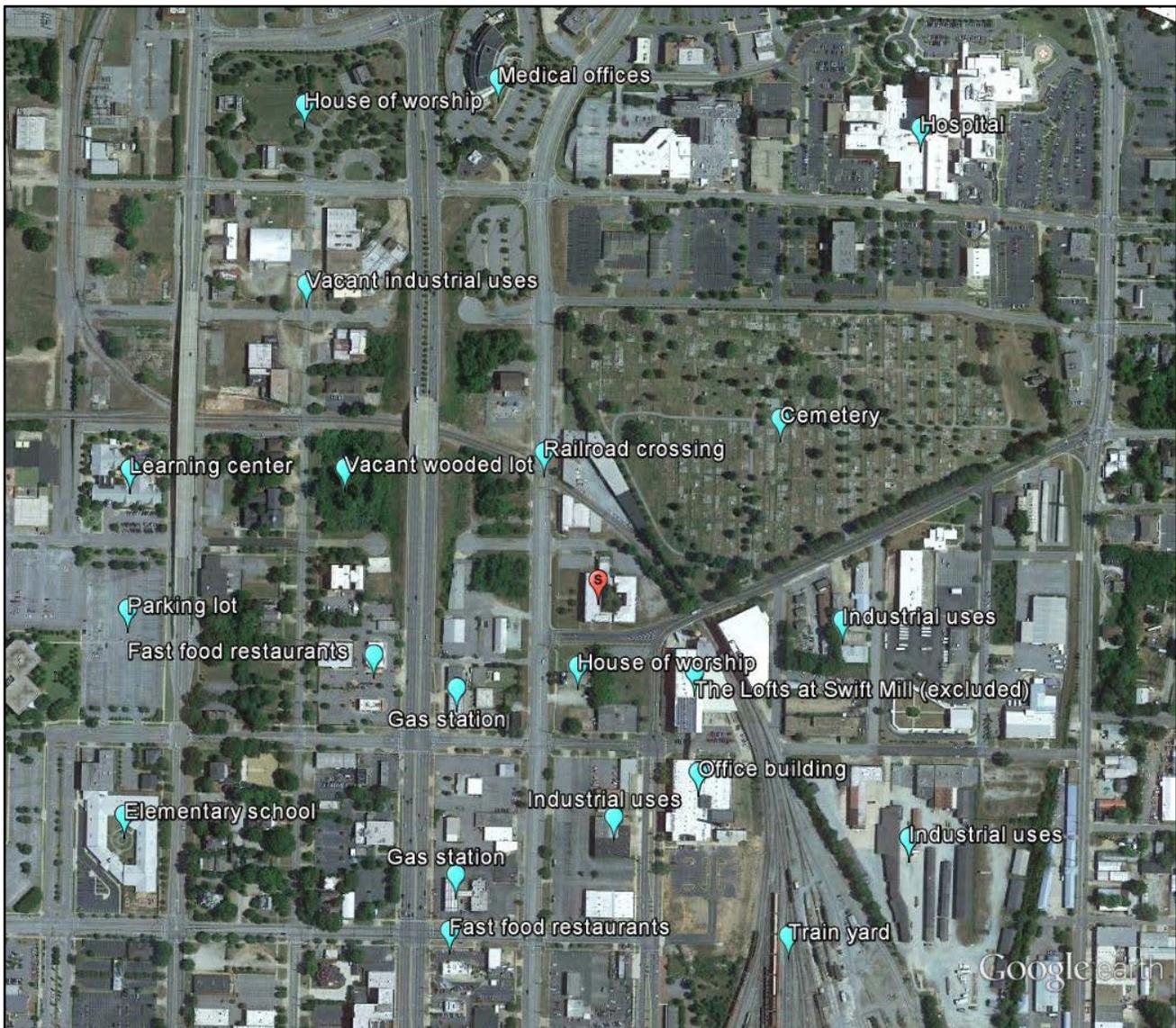
1. **Date of Site Visit and Name of Inspector:** Michael Jones visited the site on April 22, 2017.

2. **Physical Features of the Site:** The following describes the physical features of the site.

Frontage: The Subject has frontage along the east side of 5th Avenue and the north side of Linwood Boulevard.

Visibility/Views: The Subject is visible from Linwood Boulevard to the south and 5th Avenue to the west. The Subject has views of industrial uses and a cemetery to the north, railroad tracks and a cemetery to the east, a vacant lot and a house of worship to the south, and a vacant lot and industrial uses to the west. Overall, visibility and views are average.

Surrounding Uses: The following map illustrates the surrounding land uses.



Source: Google Earth, April 2017

The Subject site is located on the east side of 5th Avenue. The Subject site is currently a former school building. North of the Subject site are industrial uses and railroad tracks. Directly east of the Subject site are industrial uses and a cemetery. Vacant land, a house of worship, and commercial uses are south of the Subject site. Vacant wooded land and small industrial uses are located west of the Subject site. This 44-unit LIHTC property will offer one, two, and three-bedroom units to families. Based on our inspection of the neighborhood, retail appeared to be 80 percent occupied. However, there are a limited number of retail uses in the Subject’s immediate neighborhood. The Subject site is considered “Car-Dependent” by Walkscore with a rating of 48 out of 100. The Subject site is located in an industrial neighborhood. The uses surrounding the Subject are in average to good condition, and the site has good proximity to locational amenities, which are within 6.3 miles of the Subject site.

Positive/Negative Attributes of Site:

The Subject’s proximity to retail and other locational amenities as well as its surrounding uses, which are in good condition, are considered positive attributes. Additionally, the Subject site is within 0.6 miles of the Midtown Medical Center and additional healthcare facilities. However, the site is located adjacent to railroad tracks, which may add noise pollution to the immediate area.

3. Physical Proximity to Locational Amenities:

The Subject is located within 6.3 miles of all locational amenities. Additionally, it is within 10.2 miles of the military base, which is the area’s largest employer.

4. Pictures of Site and Adjacent Uses:

The following are pictures of the Subject site and adjacent uses.



View of the Subject site



View of the Subject site



View north along 5th Ave from the Subject site



View south along 5th Ave from the Subject site



View across 5th Ave from the Subject site



View across 5th Ave from the Subject site



View of the north side of the Subject



View of the north side of the Subject Site



View north of the Subject



View south of the Subject



Commercial use in Subject neighborhood



House of Worship in the Subject neighborhood



Commercial use in Subject neighborhood



Medical Facility in Subject neighborhood



YMCA in Subject neighborhood



Industrial use in Subject neighborhood



Typical Single-family home in Subject neighborhood



Typical Single-family home in Subject neighborhood



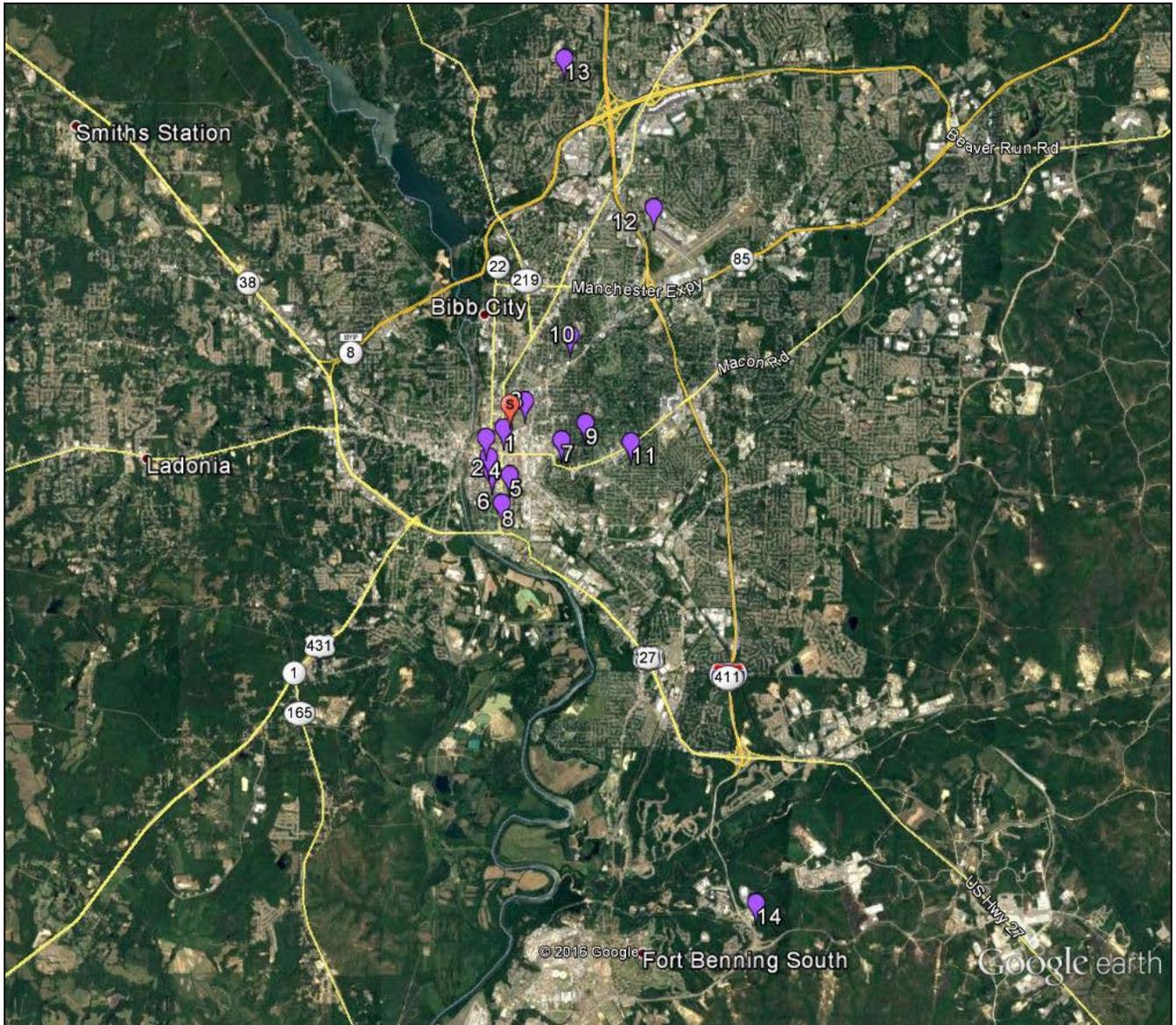
Typical Single-family home in Subject neighborhood



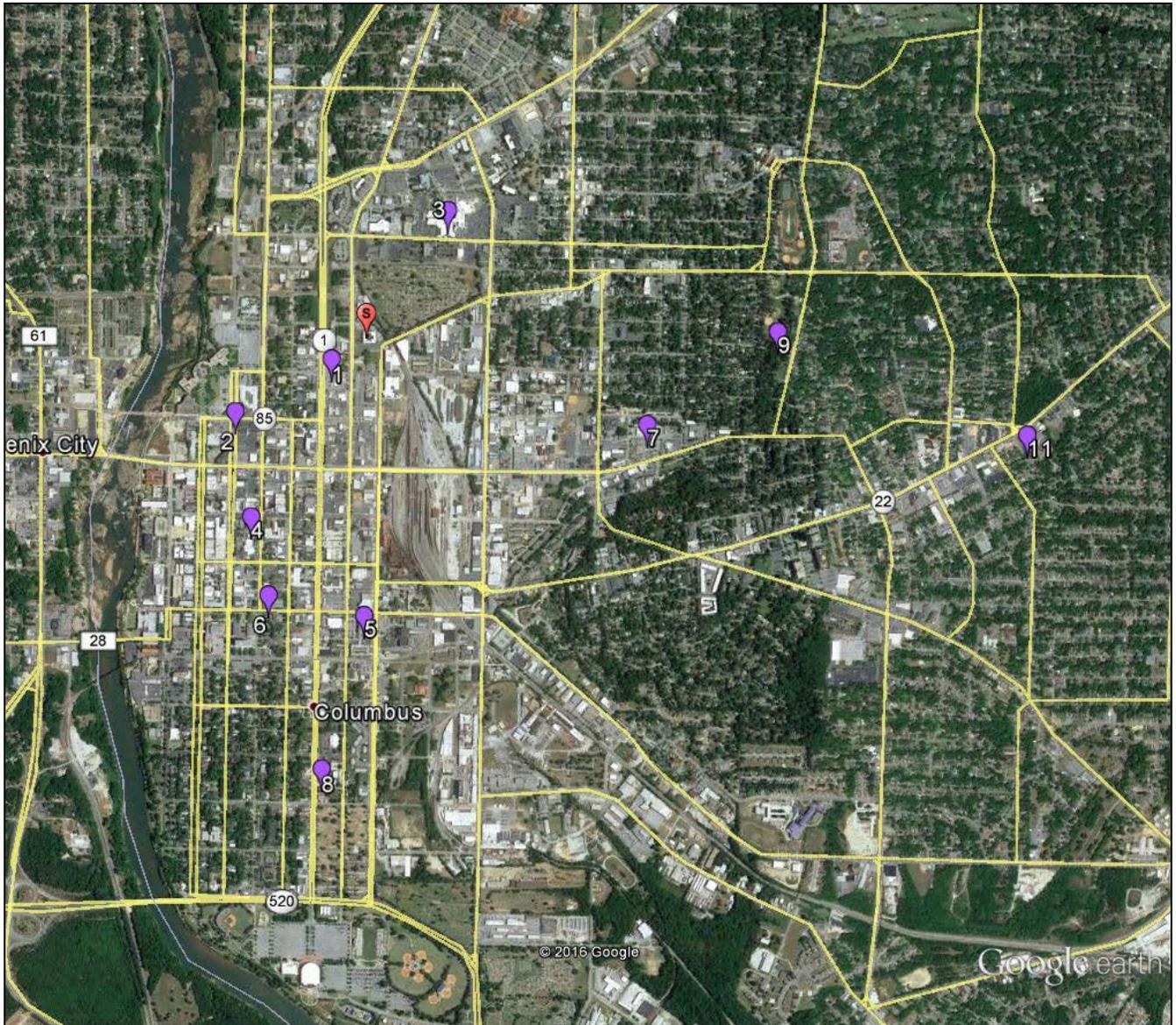
Typical Single-family home in Subject neighborhood

5. Proximity to Locational Amenities:

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



Source: Google Earth, April 2017.



Source: Google Maps, April 2017.

LOCATIONAL AMENITIES

Map #	Amenity or Service	Distance from Subject
1	Shell Gas Station	0.2 miles
2	Downtown Elementary	0.5 miles
3	Midtown Medical Center	0.5 miles
4	U.S. Post Office	0.8 miles
5	Columbus (GA) Police Department	0.9 miles
6	Columbus Fire Department	1.0 miles
7	Piggle Wiggly Grocery Store	1.2 miles
8	Mildred L Terry Branch Library	1.4 miles
9	Weracoba Park	1.7 miles
10	Jordan High School	1.9 miles
11	Walgreens Pharmacy	2.4 miles
12	Walmart	4.4 miles
13	Double Churches Middle School	6.3 miles
14	Fort Benning	10.2 miles

6. Description of Land Uses

The Subject is located in a primarily industrial neighborhood in downtown Columbus. Nearby land uses generally consist of industrial and commercial uses. The proposed development is a family property with 44 units. Other nearby land uses includes multifamily development and a cemetery.

7. Crime:

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

2017 CRIME INDICES

	PMA	Columbus, GA-AL MSA
Total Crime*	268	172
Personal Crime*	181	120
Murder	233	165
Rape	72	94
Robbery	295	159
Assault	136	103
Property Crime*	280	179
Burglary	292	190
Larceny	280	178
Motor Vehicle Theft	248	158

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

*Unweighted aggregations

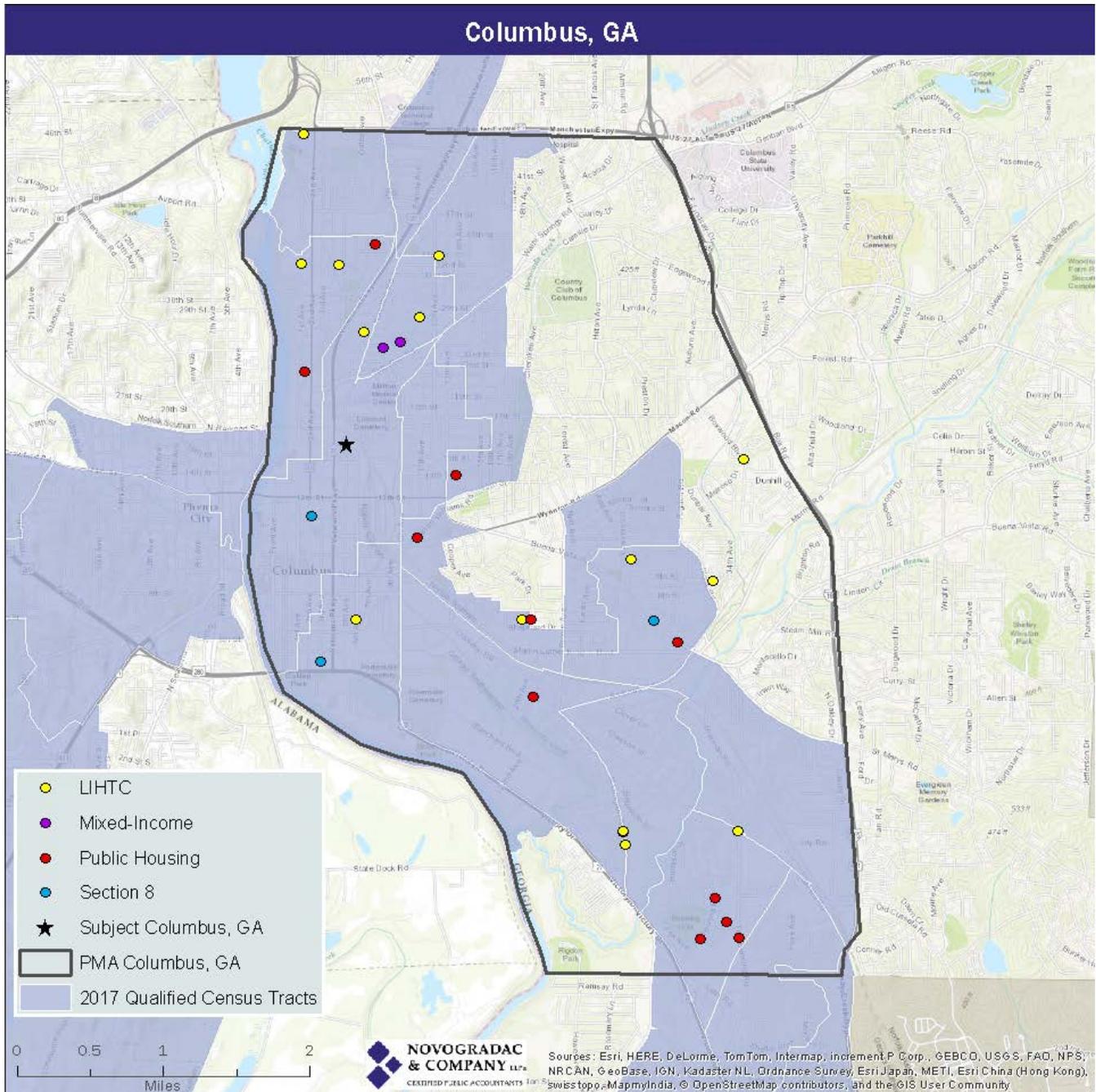
The total crime indices in the PMA are significantly above that of the MSA and the nation. The PMA surpasses the MSA in almost every crime segment.

8. Existing Assisted Rental Housing Property Map:

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

AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Location	Tenancy	# of Units	Distance from Subject	Map Color
Claflin School Apartments	LIHTC	Columbus	Family	44	-	Star
Johnston Mill Lofts	LIHTC	Columbus	Family	335	1.5 miles	Yellow
Liberty Garden Townhomes	LIHTC	Columbus	Family	88	1.2 miles	
Midtown Square	LIHTC	Columbus	Family	144	3.3 miles	
Avalon Apartments	LIHTC	Columbus	Family	232	4.5 miles	
Lumpkin Park	LIHTC	Columbus	Family	192	4.3 miles	
Springfield Crossing	LIHTC	Columbus	Family	120	4.3 miles	
Victory Crossing Apartments	LIHTC	Columbus	Family	172	4.1 miles	
McLeod Square	LIHTC	Columbus	Family	40	1.8 miles	
Pear Tree Place	LIHTC	Columbus	Family	11	1.7 miles	
Lyndolyn Apartments	LIHTC	Columbus	Family	34	2.6 miles	
Waverly Terrace Senior	LIHTC	Columbus	Senior	80	1.4 miles	
32nd Ave	LIHTC	Columbus	Family	6	3.2 miles	
Fay Project I	LIHTC	Columbus	Family	3	2.6 miles	
Fay Project II	LIHTC	Columbus	Family	2	2.2 miles	
Knight Project	LIHTC	Columbus	Family	2	2.2 miles	
24th Street Project	LIHTC	Columbus	Family	2	0.8 miles	
Ashley Station Phase I	Mixed-Income	Columbus	Family	184	0.9 miles	
Ashley Station Phase II	Mixed-Income	Columbus	Family	183	0.9 miles	
Columbus Gardens Apartments	Section 8	Columbus	Family	116	1.6 miles	Cyan
Ralston Towers	Section 8	Columbus	Senior	269	0.9 miles	
Renaissance Villa Apartments	Section 8	Columbus	Family	72	2.8 miles	Red
Willow Glen	Public Housing	Columbus	Disabled	28	3.0 miles	
Arbor Pointe Apartments I	Public Housing	Columbus	Family	148	5.0 miles	
Arbor Pointe Apartments II	Public Housing	Columbus	Family	148	5.0 miles	
Arbor Pointe Apartments III	Public Housing	Columbus	Senior	120	5.0 miles	
Chase Homes	Public Housing	Columbus	Family	108	1.0 miles	
E. J. Knight Apartments	Public Housing	Columbus	Family	92	4.7 miles	
Elizabeth Canty Homes	Public Housing	Columbus	Family	249	2.7 miles	
Farley Homes	Public Housing	Columbus	Family	102	2.2 miles	
Nicholson Terrace	Public Housing	Columbus	Senior	100	1.3 miles	
Rivers Homes	Public Housing	Columbus	Senior	24	1.1 miles	
Warren Williams Homes	Public Housing	Columbus	Family	160	1.1 miles	
Wilson Homes	Public Housing	Columbus	Family	289	1.8 miles	



9. Road, Infrastructure or Proposed Improvements:

We did not witness any road, infrastructure or proposed improvements during our field work.

10. Access, Ingress-Egress and Visibility of Site:

The Subject site will be accessible from Linwood Boulevard to the south and 16th Street to the north. Linwood Boulevard is a moderately trafficked road that provides access from the eastern portions of Columbus to downtown over the railroad tracks. Overall, access and visibility are considered good.

11. Conclusion:

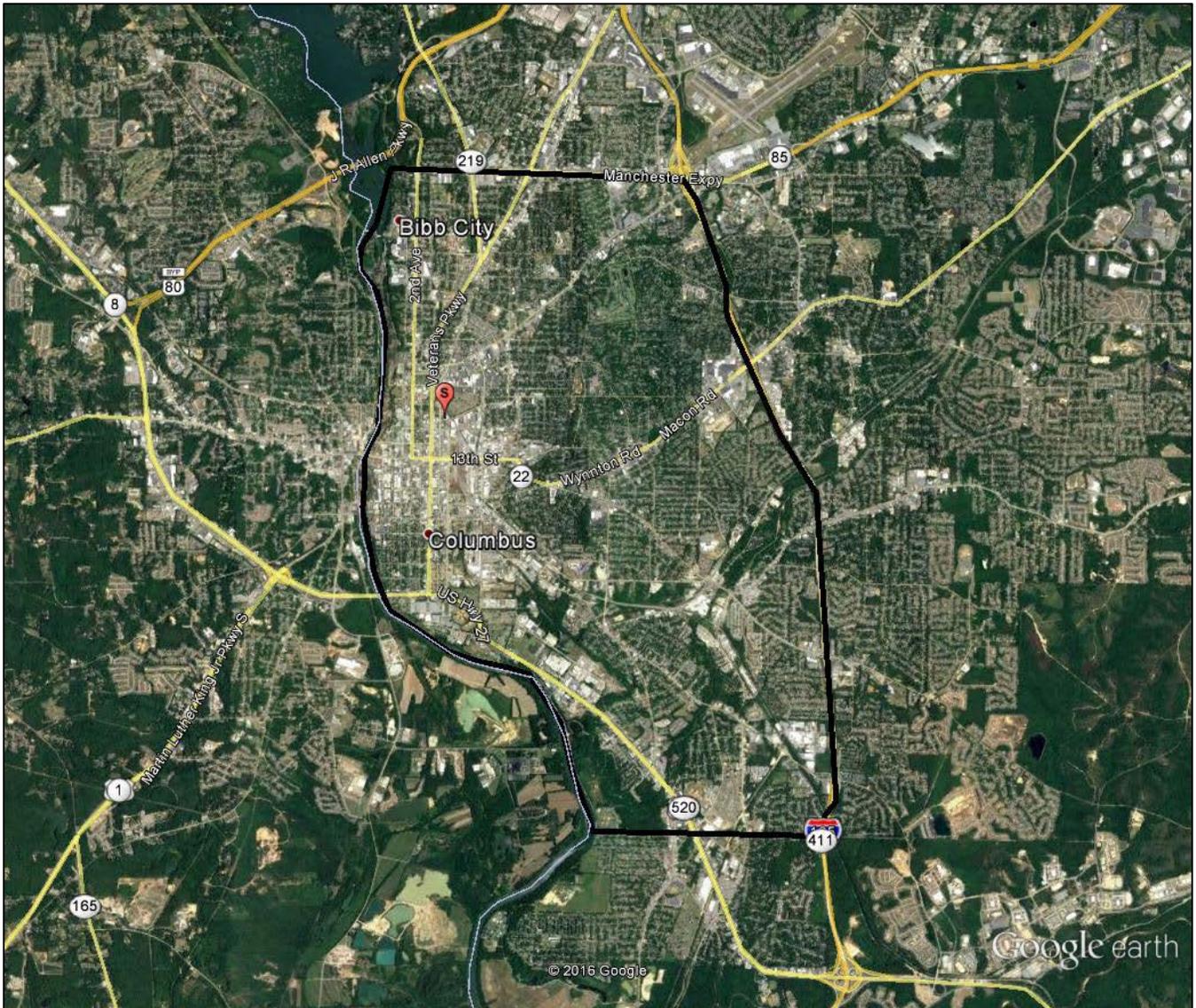
The Subject site is located on the east side of 5th Avenue. The Subject site is currently a former school building. North of the Subject site are industrial uses and railroad tracks. Directly east of the Subject site are industrial uses and a cemetery. Vacant land, a house of worship, and commercial uses are south of the Subject site. Vacant wooded land and small industrial uses are located west of the Subject site. This 44-unit LIHTC property will offer one, two, and three-bedroom units to families. Based on our inspection of the neighborhood, retail appeared to be 80 percent occupied. However, there are a limited number of retail uses in the Subject's immediate neighborhood. The Subject site is considered "Car-Dependent" by *Walkscore* with a rating of 48 out of 100. The Subject site is located in an industrial neighborhood. The uses surrounding the Subject are in average to good condition, and the site has good proximity to locational amenities, which are within 6.3 miles of the Subject site. Crime risk indices in the Subject's area are considered elevated in comparison to national crime risk indices and crime in the MSA. The Subject site is considered a desirable building site for rental housing.

D. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



Source: Google Earth, April 2017.

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

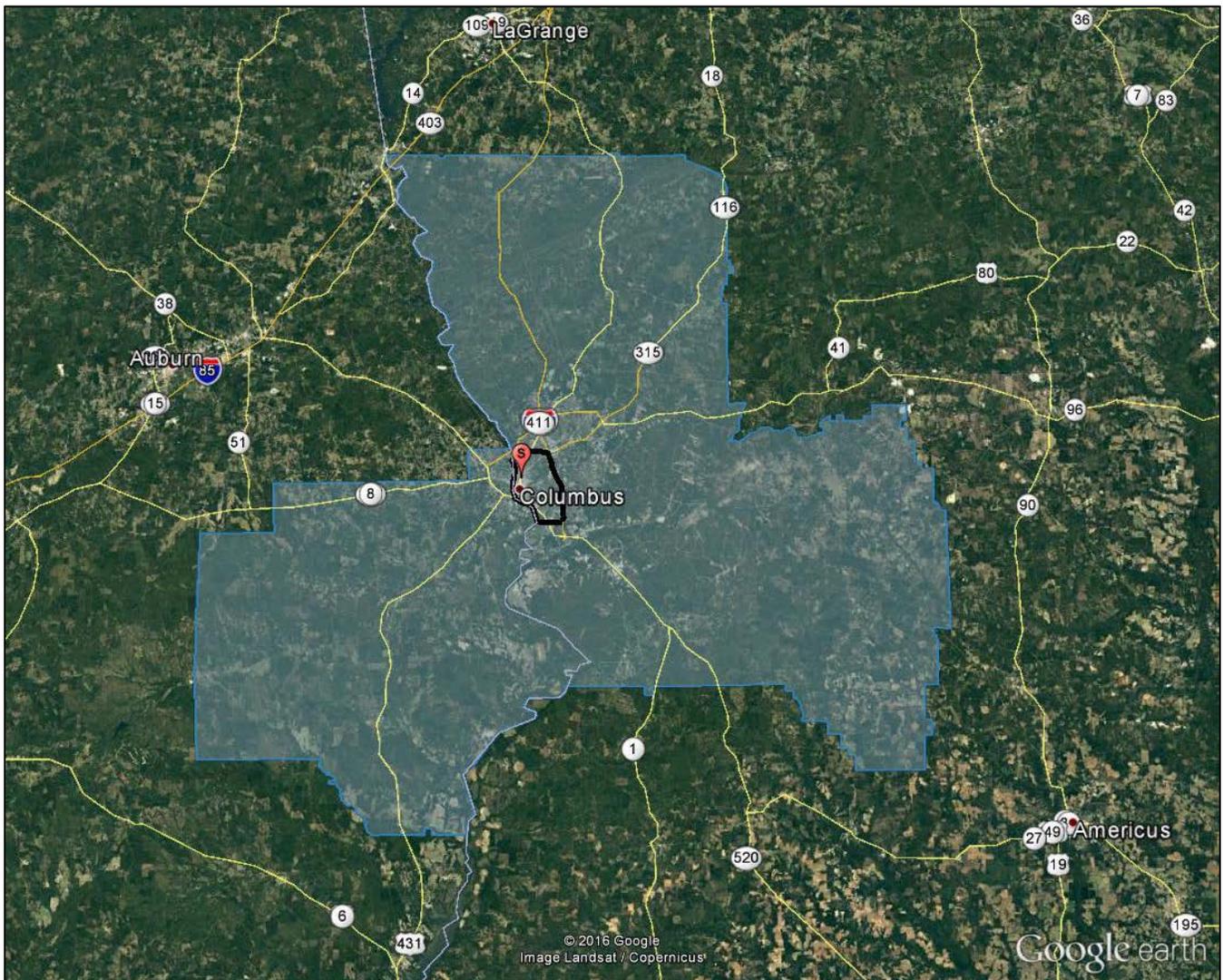
The Primary Market Area (PMA) is defined by the Manchester Expressway to the north, the Georgia-Alabama state line to the west, Hawthorne Drive to the south and Interstate 185 to the east. This area includes the

majority of the city of Columbus. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

- North: 2.4 miles
- East: 2.9 miles
- South: 4.6 miles
- West: 0.5 miles

The PMA was defined based on interviews with the local housing authority and property managers at comparable properties. Property managers indicated that the majority of their tenants are from Columbus, with some tenants originating from other areas of Georgia and Alabama. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2017 market study guidelines, we have not accounted for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 4.6 miles. The SMA is defined as the Columbus, GA-AL Metropolitan Statistical Area (MSA), which consists of three counties in Georgia and one county in Alabama and encompasses 1,960 square miles.

Secondary Market Area Map



Source: Google Earth, April 2017.

E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

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

1. Population Trends

The following tables illustrate (a) Total Population and (b) Population by Age Group within the population in the MSA, the PMA and nationally from 2000 through 2021.

1a. Total Population

The following table illustrates the total population within the PMA, MSA and nation from 2000 through 2021.

Year	POPULATION					
	PMA		Columbus, GA-AL MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	56,567	-	281,688	-	281,421,906	-
2010	52,559	-0.7%	294,865	0.5%	308,745,538	1.0%
2017	54,493	0.2%	315,638	0.4%	323,580,626	0.3%
Projected Mkt Entry August 2018	54,843	0.5%	319,765	1.0%	327,303,363	0.8%
2021	55,784	0.5%	330,875	1.0%	337,326,118	0.8%

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

As seen in the previous table, the PMA exhibited modest population increases from 2010 through 2017, slightly lower than the MSA and the nation. Through 2021, the population is projected to experience moderate growth across the PMA, MSA and nation. We believe that the positive population trends bode well for future demand for housing in the Subject's market area.

1b. Total Population by Age Group

The following table illustrates the total population within the PMA and SMA and nation from 2000 to 2021.

POPULATION BY AGE GROUP

Age Cohort	PMA				
	2000	2010	2017	Projected Mkt	2021
0-4	4,525	4,370	4,259	4,279	4,297
5-9	4,563	3,566	3,895	3,887	3,879
10-14	3,993	3,151	3,430	3,509	3,581
15-19	3,833	3,845	3,399	3,480	3,555
20-24	4,345	4,597	4,424	4,243	4,077
25-29	4,366	4,299	4,462	4,416	4,374
30-34	3,779	3,548	3,913	3,954	3,992
35-39	4,031	3,092	3,355	3,475	3,586
40-44	4,047	3,007	3,105	3,204	3,296
45-49	3,617	3,544	3,098	3,112	3,124
50-54	3,129	3,697	3,439	3,286	3,146
55-59	2,394	3,091	3,485	3,394	3,310
60-64	1,945	2,569	2,996	3,160	3,311
65-69	1,929	1,844	2,472	2,611	2,738
70-74	1,952	1,348	1,695	1,943	2,172
75-79	1,648	1,160	1,226	1,334	1,434
80-84	1,239	952	884	911	935
85+	1,230	879	958	968	978
Total	56,565	52,559	54,495	55,167	55,785

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

POPULATION BY AGE GROUP

Age Cohort	Columbus, GA-AL MSA				
	2000	2010	2017	Projected Mkt	2021
0-4	20,297	21,542	21,854	22,188	22,496
5-9	21,817	20,299	21,378	21,547	21,702
10-14	20,838	20,131	20,834	21,360	21,844
15-19	22,496	22,475	21,118	21,469	21,791
20-24	23,108	23,344	24,680	23,725	22,847
25-29	21,317	22,334	24,349	24,479	24,599
30-34	19,904	19,428	22,382	23,234	24,018
35-39	21,665	18,679	19,705	21,043	22,273
40-44	21,263	18,251	18,799	19,344	19,846
45-49	18,720	20,405	18,618	18,660	18,699
50-54	15,896	20,367	20,423	19,737	19,106
55-59	12,218	18,015	20,245	20,193	20,145
60-64	9,956	14,920	18,028	18,963	19,824
65-69	9,482	10,893	15,098	16,273	17,354
70-74	8,635	8,135	10,637	12,366	13,957
75-79	6,442	6,557	7,408	8,326	9,171
80-84	4,198	5,018	5,159	5,494	5,803
85+	3,436	4,072	4,923	5,171	5,400
Total	281,688	294,865	315,638	323,574	330,875

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

The largest age cohorts in the PMA are between 20 and 34, which is largely driven by the presence of Fort Benning Army Base.

2. Household Trends

The following tables illustrate (a) Total Households and Average Household Size, (b) Household Tenure, (c) Households by Income, (d) Renter Households by Size within the population in the MSA, the PMA and nationally from 2000 through 2017.

2a. Total Number of Households and Average Household Size

The following tables illustrate the total number of households and average household size within the PMA, MSA and nation from 2000 through 2021.

HOUSEHOLDS						
Year	PMA		Columbus, GA-AL MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	23,562	-	103,952	-	105,480,101	-
2010	21,967	-0.7%	113,239	0.9%	116,716,292	1.1%
2017	22,770	0.2%	120,959	0.4%	121,786,233	0.3%
Projected Mkt Entry August 2018	22,940	0.5%	122,576	1.0%	123,115,492	0.8%
2021	23,396	0.5%	126,928	1.0%	126,694,268	0.8%

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

AVERAGE HOUSEHOLD SIZE						
Year	PMA		Columbus, GA-AL MSA		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	2.33	-	2.57	-	2.59	-
2010	2.29	-0.2%	2.50	-0.2%	2.58	-0.1%
2017	2.28	0.0%	2.51	0.0%	2.59	0.0%
Projected Mkt Entry August 2018	2.28	-0.1%	2.51	0.0%	2.59	0.1%
2021	2.27	-0.1%	2.51	0.0%	2.60	0.1%

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

The PMA exhibited modest household increases from 2010 through 2017, slightly lower than the MSA and the nation. Average household size remained stable across all areas through the same period of time. The rate of household growth is projected to increase across the PMA, MSA and nation through 2021, while average household size will experience minimal changes.

2b. Households by Tenure

The table below depicts household growth by tenure from 2000 through 2021.

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	9,117	38.7%	14,445	61.3%
2017	6,922	30.4%	15,848	69.6%
Projected Mkt Entry August 2018	6,955	30.3%	15,985	69.7%
2021	7,042	30.1%	16,354	69.9%

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

As seen in the previous table, there is higher demand for renter-occupied units than owner-occupied units. The percentage of renter-occupied units in the PMA increased from 2000 to 2017 and is projected to increase through 2021. Through the same period of time, the number of owner-occupied units is expected to increase, while the proportion will decrease. The national homeownership rate as of fourth quarter 2016 was 63.7 percent, significantly above the PMA. Renter-occupied units represent the majority of the housing stock, a trend that has been increasing, is a positive indicator of rental demand in the PMA.

2c. Household Income

The following table depicts renter household income in the PMA in 2017, market entry, and 2021.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2017		Projected Mkt Entry August 2018		2021	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	3,700	23.3%	3,661	22.9%	3,555	21.7%
\$10,000-19,999	3,076	19.4%	3,064	19.2%	3,031	18.5%
\$20,000-29,999	2,893	18.3%	2,866	17.9%	2,794	17.1%
\$30,000-39,999	1,765	11.1%	1,771	11.1%	1,789	10.9%
\$40,000-49,999	1,228	7.7%	1,283	8.0%	1,430	8.7%
\$50,000-59,999	960	6.1%	966	6.0%	983	6.0%
\$60,000-74,999	852	5.4%	866	5.4%	905	5.5%
\$75,000-99,999	643	4.1%	684	4.3%	794	4.9%
\$100,000-124,999	332	2.1%	369	2.3%	468	2.9%
\$125,000-149,999	118	0.7%	139	0.9%	197	1.2%
\$150,000-199,999	142	0.9%	148	0.9%	167	1.0%
\$200,000+	140	0.9%	167	1.0%	242	1.5%
Total	15,848	100.0%	15,985	100.0%	16,354	100.0%

Source: HISTA Data / Ribbon Demographics 2017, Novogradac & Company LLP, April 2017

RENTER HOUSEHOLD INCOME DISTRIBUTION - Columbus, GA-AL MSA

Income Cohort	2017		Projected Mkt Entry August 2018		2021	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	8,183	14.7%	8,295	14.7%	8,595	14.7%
\$10,000-19,999	8,222	14.8%	8,334	14.8%	8,636	14.8%
\$20,000-29,999	7,884	14.2%	7,992	14.2%	8,281	14.2%
\$30,000-39,999	6,654	12.0%	6,745	12.0%	6,989	12.0%
\$40,000-49,999	5,981	10.8%	6,062	10.8%	6,282	10.8%
\$50,000-59,999	4,592	8.3%	4,654	8.3%	4,823	8.3%
\$60,000-74,999	4,746	8.5%	4,811	8.5%	4,985	8.5%
\$75,000-99,999	4,529	8.2%	4,591	8.2%	4,757	8.2%
\$100,000-124,999	1,846	3.3%	1,871	3.3%	1,938	3.3%
\$125,000-149,999	997	1.8%	1,011	1.8%	1,048	1.8%
\$150,000-199,999	965	1.7%	979	1.7%	1,014	1.7%
\$200,000+	956	1.7%	969	1.7%	1,004	1.7%
Total	55,557	100.0%	56,314	100.0%	58,352	100.0%

Source: HISTA Data / Ribbon Demographics 2017, Novogradac & Company LLP, April 2017

Depicted above, the largest concentration of renter households in the PMA is in the lowest four income cohorts, earning \$0 to \$39,999 per year and accounting for approximately 58 percent of renter households. That percentage is projected to remain stable through 2021. The large share of low-income renter households is a positive indicator for the subject’s proposed affordable units.

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

The following table illustrates household size for all households in 2017, 2018 and 2021. To determine the number of renter households by number of persons per household, the total number of households is adjusted by the percentage of renter households.

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA

Household Size	2017		Projected Mkt Entry August 2018		2021	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	6,663	42%	6,751	42%	6,987	43%
2 Persons	4,112	26%	4,131	26%	4,183	26%
3 Persons	2,387	15%	2,404	15%	2,451	15%
4 Persons	1,476	9%	1,487	9%	1,515	9%
5+ Persons	1,210	8%	1,212	8%	1,218	7%
Total Households	15,848	100%	15,985	100%	16,354	100%

Source: HISTA Data / Ribbon Demographics 2017, Novogradac & Company LLP, April 2017

The majority of renter households in the PMA are one and two-person households.

Conclusion

The PMA and MSA exhibited modest population increases from 2010 through 2017, slightly lower than the MSA and the nation. Through 2021, the population is projected to experience moderate growth across the PMA, MSA and nation. Renter households are concentrated in the lowest income cohorts, accounting for approximately 58 percent of renters in the PMA earning less than \$40,000 annually. Overall, while population growth has been modest, the high percentage of renter households and the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

F. EMPLOYMENT TRENDS

Employment Trends

The PMA and the Columbus, GA-AL MSA are economically reliant on healthcare and Fort Benning, a major military base. Employment is concentrated in industries relating to or supporting the base, which is the largest employer in the region. Industries related to hospitality also represent major employment sectors in the PMA. Employment levels decreased during the national recession and have not surpassed pre-recession highs, indicating that the local economy is still in a recovery phase.

1. Total Jobs

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

Year	Total Employment	% Change
2007	78,614	-
2008	78,746	0.17%
2009	79,219	0.60%
2010	80,259	1.30%
2011	81,170	1.12%
2012	82,624	1.76%
2013	78,653	-5.05%
2014	73,646	-6.80%
2015	75,204	2.07%
2016	76,376	1.53%
2017 YTD Average	76,333	-0.06%
Feb-16	75,322	-
Feb-17	76,289	1.27%

Source: U.S. Bureau of Labor Statistics
YTD as of December 2015

As illustrated in the table above, Muscogee County did not experience job losses in 2008 like the majority of the nation during the recession. However, the county did experience employment losses in 2013 and 2014, while the nation was in the midst of the recovery. Year-to-date employment in 2017 has declined slightly but employment in the last 12 months has increased.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Muscogee County as of February 2017.

**February 2017 Covered Employment
Muscogee County, Georgia**

	Number	Percent
Total, all industries	73,978	-
Goods-producing	-	-
Natural resources and mining	113	0.15%
Construction	2,927	3.96%
Manufacturing	6,171	8.34%
Service-providing	-	-
Trade, transportation, and utilities	15,025	20.31%
Information	1,108	1.50%
Financial activities	11,476	15.51%
Professional and business services	10,183	13.76%
Education and health services	12,944	17.50%
Leisure and hospitality	11,364	15.36%
Other services	2,483	3.36%
Unclassified	184	0.25%

Source: Bureau of Labor Statistics, 2015

Trade, transportation and utilities is the largest industry in Muscogee County, followed by education and health services. Trade and transportation are particularly vulnerable in economic downturns and are historically volatile industries, with the exception of utilities. The following table illustrates employment by industry for the PMA as of 2017 (most recent year available).

2017 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Healthcare/Social Assistance	3,123	15.6%	21,304,508	14.1%
Accommodation/Food Services	2,870	14.4%	11,574,403	7.6%
Retail Trade	2,471	12.4%	17,169,304	11.3%
Manufacturing	1,744	8.7%	15,499,826	10.2%
Finance/Insurance	1,454	7.3%	6,942,986	4.6%
Educational Services	1,396	7.0%	14,359,370	9.5%
Admin/Support/Waste Mgmt Svcs	1,211	6.1%	6,511,707	4.3%
Construction	1,047	5.2%	9,342,539	6.2%
Public Administration	1,036	5.2%	7,093,689	4.7%
Other Services (excl Publ Adm)	944	4.7%	7,463,834	4.9%
Prof/Scientific/Tech Services	623	3.1%	10,269,978	6.8%
Transportation/Warehousing	545	2.7%	6,128,217	4.0%
Arts/Entertainment/Recreation	517	2.6%	3,416,474	2.3%
Real Estate/Rental/Leasing	416	2.1%	2,946,196	1.9%
Wholesale Trade	240	1.2%	4,066,471	2.7%
Information	229	1.1%	2,862,063	1.9%
Utilities	98	0.5%	1,344,219	0.9%
Agric/Forestry/Fishing/Hunting	23	0.1%	2,253,044	1.5%
Mgmt of Companies/Enterprises	12	0.1%	89,612	0.1%
Mining	0	0.0%	749,242	0.5%
Total Employment	19,999	100.0%	151,387,682	100.0%

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

Employment within the PMA is concentrated in the healthcare/social assistance, accommodation/food services and retail trade industries, accounting for 42.3 percent of total employment. The high concentration of healthcare/social assistance is attributable to Midtown Medical Center, located 0.5 miles north of the Subject site. The healthcare/social assistance, retail trade, accommodation/food services, finance/insurance and public administration sectors employ a larger percentage within the PMA relative to the nation. By contrast, manufacturing, educational services, construction and professional/scientific/technical services employ a significantly smaller percentage within the PMA relative to the nation as a whole. Manufacturing and construction are typically volatile, which bodes well for the local economy. Overall, PMA employment appears well-diversified, with concentrations in sectors which are typically more resilient during periods of economic downturn.

3. Major Employers

The table below shows the largest employers in Columbus, GA.

MAJOR EMPLOYERS: COLUMBUS, GA			
Rank	Company	Industry	# Employed
1	Fort Benning	Military	40,000
2	TSYS	Technology	4,690
3	Muscogee County School District	Education	4,300
4	Aflac	Insurance	3,670
5	Columbus Regional Healthcare System, Inc.	Healthcare	3,180
6	Columbus Consolidated Government	Government	3,130
7	KIA Motors Manufacturing Georgia Inc.	Manufacturing	3,000
8	St. Francis Hospital Inc.	Healthcare	3,000
9	BlueCross BlueShield of Georgia	Healthcare	1,650
10	Columbus State University	Education	1,360
11	Pratt & Whitney	Manufacturing	1,000
12	Synovus Financial Corp.	Finance	930
13	Johnson Controls Inc.	Manufacturing	925
14	Callaway Gardens	Hospitality	900
15	Glovis	Logistics	900
16	MeadWestvaco Mahrt Operations	Packaging	900
17	NCR Corporation	Technology	725
18	Hughston Clinic, P.C.	Healthcare	700
19	West Central Georgia Regional Hospital	Healthcare	665
20	Interface	Manufacturing	630
21	Heatcraft North America (Kysor-Warren)	Manufacturing	625
22	Columbus Bank and Trust Company	Finance	620
23	Snyder's-Lance Inc.	Food processing	600
24	Chassis (DMI Columbus, LLC)	Manufacturing	550
25	AT&T GA	Telecommunications	500
26	Columbus Technical College	Education	390
27	Goodwill Industries of the Southern Rivers, Inc.	Nonprofit	355
28	Road America	Communication	350
29	Hostess	Food processing	320
30	Kellogg's Snacks	Food processing	320
31	Batson-Cook Company	Construction	300
32	Swift Spinning, Inc.	Manufacturing	300

Source: Greater Columbus Georgia Chamber of Commerce, retrieved April 2017

Columbus' major employers are primarily concentrated within the military, healthcare, education sectors, and manufacturing. While healthcare and education are historically stable industries, manufacturing is historically unstable, especially during times of recession.

Expansions/Contractions

The following table illustrates the layoffs and closures of significance that have occurred or been announced since January 1, 2014 in Muscogee County according to the Georgia Department of Economic Development Workforce Division.

WARN NOTICES: MUSCOGEE COUNTY (2014 - YTD 2017)

Company Name	Industry	Number of Employees Affected
Exelis	Defense	550
Lockheed Martin Corp Information	Defense	86
Lockheed Martin Corp Info System Global Solutions	Defense	68
Kellogg Columbus Bakery	Food processing	325
Litho-Krome	Manufacturing	46
Vectrus	Engineering Services	540
ALOG Corporation	Maintenance/Facilities Services	159
Kellogg Columbus Bakery	Food processing	99
Road America Motor Club	Automotive	285
Bellsouth Telecommunications, LLC	Telecommunications	75

As illustrated in the above table, there have been 2,233 employees in the area impacted by layoffs or closures since 2014. Approximately 63 percent of announced layoffs directly affected the Fort Benning Army Base.

According to the Columbus, GA Chamber of Commerce, the following business expansions and openings were announced since 2014 for the city of Columbus.

EXPANSIONS/NEW ADDITIONS: COLUMBUS, GA

Company	Industry	Jobs Created
Pratt & Whitney	Manufacturing	500
Heckler & Koch	Manufacturing	84
Hammett Steel LLC	Manufacturing	20
Convergys Corporation	Technology	450
Path-Tec	Management	100
BD&K Foods	Food Preparation	35

Source: Columbus, GA Chamber of Commerce, March 2017

- Pratt & Whitney, a manufacturer of aircraft engines and power units, announced in February 2017 that they plan to create more than 500 jobs and invest \$386 million to expand their Columbus facility over the next five years.
- Heckler & Koch, a manufacturer of firearms, announced in January 2017 that they plan to invest \$28.5 million to expand their Columbus facility. The expansion is expected to create 84 new jobs over the next two years.
- Hammett Steel, LLC, a fabricator of steel, announced in October 2016 that they acquired a new facility in Columbus and plan to add more than 20 jobs.
- Convergys Corporation, announced in May 2016, a technology management company, announced in May 2016 that they plan to add 450 jobs over the next 18 months.
- Path-Tec, a provider of management solutions, acquired a new facility in Columbus in October 2015 and pledged to add 100 new jobs over the next five years.
- BD&K Foods, a provider of fully-prepared meals, acquired a new facility in Columbus in September 2015 and pledged to add 35 new jobs.

Military

The major public employers in Columbus are concentrated primarily in the military and healthcare sectors. The healthcare sector tends to be very stable. Many of these public and private employers are large corporations that provide employment for a broad range of workers including skilled, unskilled, and service occupations. The military sector may be more volatile in the future with planned troop reductions in the coming years. The military plays a large role in the Columbus economy. Muscogee County is home to Fort Benning, a United States Army base that supports more than 120,000 active-duty military, family members, reserve soldiers, retirees and civilian employees. The base is home to multiple tenant units include the United States Army Armor School, The United States Infantry School, and elements of the 75th Ranger Regiment. The Budget Control Act (BAC), which was signed in 2011, continues to impact Fort Benning. In 2015, the 3rd Armored Brigade, 3rd Infantry Division was cut by about 1,050 soldiers to create the 1st Battalion, 28th Infantry Regiment Task Force. This cut was part of a larger Army plan to reduce its force from 490,000 to 450,000 soldiers.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the Columbus, GA-AL MSA from 2001 to December 2016.

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Columbus, GA-AL MSA			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2001	116,524	-	-4.5%	136,933,000	-	-8.0%
2002	116,357	-0.1%	-4.6%	136,485,000	-0.3%	-8.3%
2003	118,645	2.0%	-2.7%	137,736,000	0.9%	-7.5%
2004	118,700	0.0%	-2.7%	139,252,000	1.1%	-6.4%
2005	119,930	1.0%	-1.7%	141,730,000	1.8%	-4.8%
2006	121,473	1.3%	-0.4%	144,427,000	1.9%	-3.0%
2007	121,762	0.2%	-0.2%	146,047,000	1.1%	-1.9%
2008	121,955	0.2%	0.0%	145,363,000	-0.5%	-2.3%
2009	117,614	-3.6%	-3.6%	139,878,000	-3.8%	-6.0%
2010	115,159	-2.1%	-5.6%	139,064,000	-0.6%	-6.6%
2011	117,213	1.8%	-3.9%	139,869,000	0.6%	-6.0%
2012	118,827	1.4%	-2.6%	142,469,000	1.9%	-4.3%
2013	118,687	-0.1%	-2.7%	143,929,000	1.0%	-3.3%
2014	117,186	-1.3%	-3.9%	146,305,000	1.7%	-1.7%
2015	115,885	-1.1%	-5.0%	148,833,000	1.7%	0.0%
2016 YTD Average*	117,602	1.5%	-	151,435,833	1.7%	-
Dec-2015	116,493	-	-	149,703,000	-	-
Dec-2016	119,430	2.5%	-	151,798,000	1.4%	-

Source: U.S. Bureau of Labor Statistics April 2017

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Columbus, GA-AL MSA			USA		
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2001	5.0%	-	0.0%	4.7%	-	0.1%
2002	5.7%	0.7%	0.7%	5.8%	1.0%	1.2%
2003	5.6%	0.0%	0.6%	6.0%	0.2%	1.4%
2004	5.6%	0.0%	0.6%	5.5%	-0.5%	0.9%
2005	6.0%	0.4%	1.0%	5.1%	-0.5%	0.5%
2006	5.4%	-0.6%	0.4%	4.6%	-0.5%	0.0%
2007	5.2%	-0.2%	0.2%	4.6%	0.0%	0.0%
2008	6.4%	1.2%	1.4%	5.8%	1.2%	1.2%
2009	9.5%	3.1%	4.5%	9.3%	3.5%	4.7%
2010	10.0%	0.4%	5.0%	9.6%	0.3%	5.0%
2011	9.8%	-0.2%	4.8%	9.0%	-0.7%	4.3%
2012	9.3%	-0.5%	4.3%	8.1%	-0.9%	3.5%
2013	8.6%	-0.7%	3.6%	7.4%	-0.7%	2.8%
2014	7.7%	-0.9%	2.8%	6.2%	-1.2%	1.6%
2015	6.9%	-0.9%	1.9%	5.3%	-0.9%	0.7%
2016 YTD Average*	6.3%	-0.6%	-	4.9%	-0.4%	-
Dec-2015	6.3%	-	-	4.8%	-	-
Dec-2016	6.3%	0.0%	-	4.5%	-0.3%	-

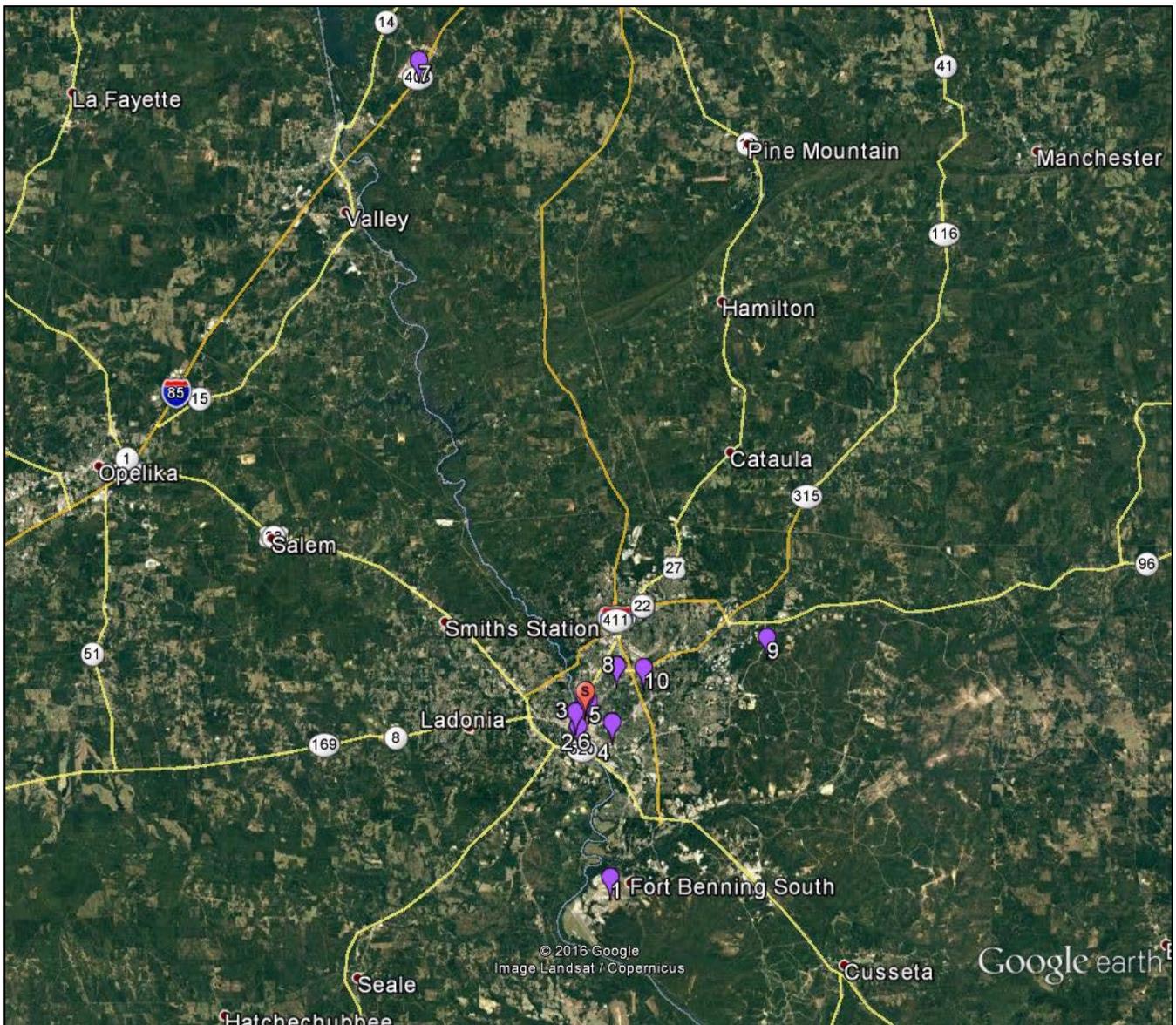
Source: U.S. Bureau of Labor Statistics April 2017

Between 2003 and 2008, total employment in the MSA generally exhibited positive growth, with a pre-recession peak occurring in 2008. The effects of the most recent national recession became evident in 2009, when local employment levels declined by 3.6 percent. The MSA recovered in 2011, with employment rate of growth surpassing the nation. However, the MSA experienced negative growth from 2013 through 2016 and has failed to surpass national growth since rebounding in 2011. As of December 2016, total employment in the MSA was 2.1 percent below its pre-recession peak, while national employment was 3.9 percent above its pre-recession peak. The most recent data indicates the local economy experienced growth of 2.5 percent from December 2015 to December 2016, 1.1 percent higher than national growth during the same period.

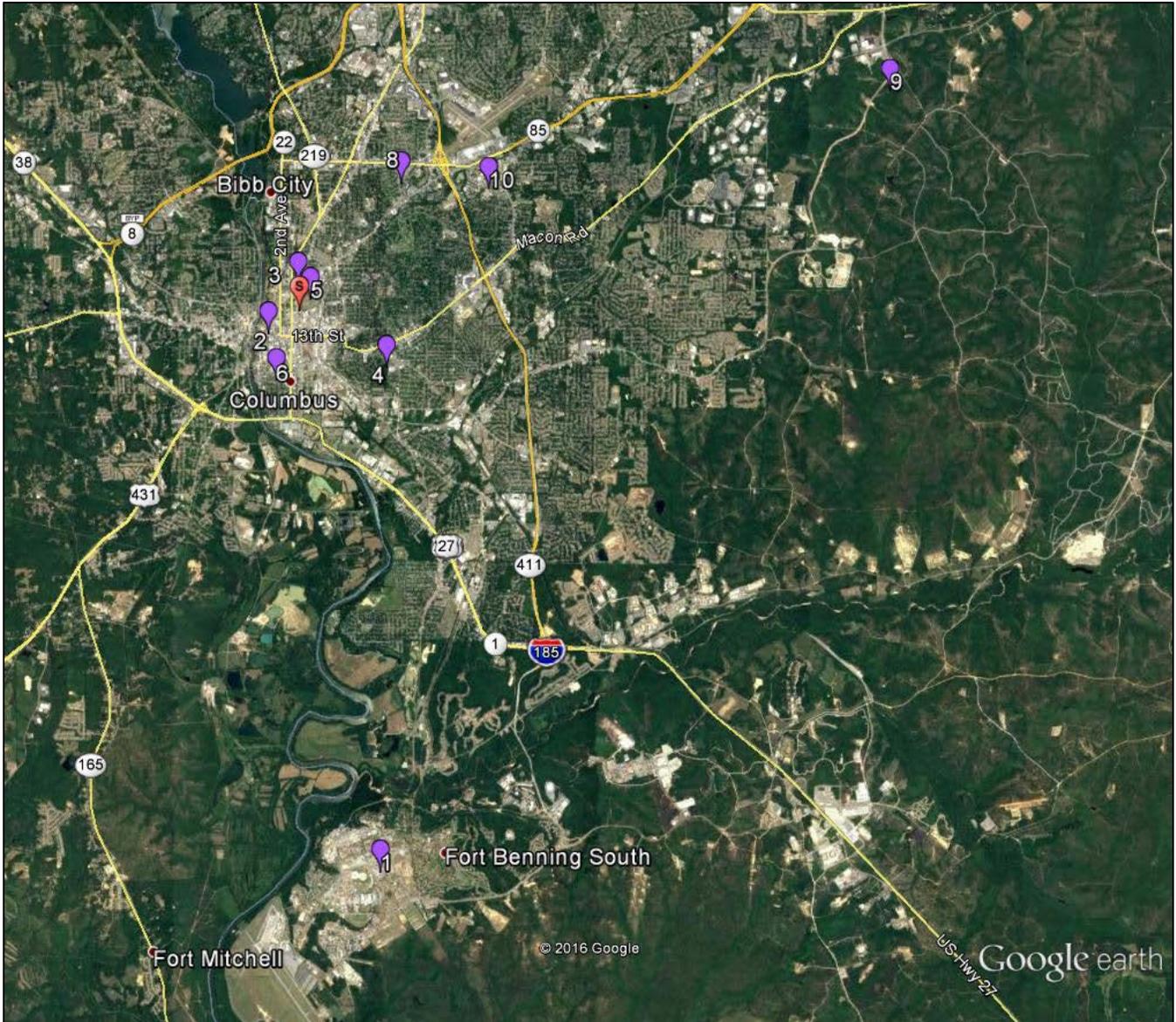
Historically, the MSA has reported a slightly higher unemployment rate than the nation. Since reaching its peak in 2010, the unemployment rate in the MSA has declined through December 2016. As of December 2016, the unemployment rate in the MSA was 6.3 percent, 180 basis points above the national unemployment rate at the same period. The MSA was severely impacted by the recession, and while it has demonstrated recent employment growth, it has yet to recover its recessionary job losses.

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in the Columbus, Georgia area.



Source: Google Earth, April 2017



MAJOR EMPLOYERS: COLUMBUS, GA

Rank	Company	Industry	# Employed
1	Fort Benning	Military	40,000
2	TSYS	Technology	4,690
3	Muscogee County School District	Education	4,300
4	Aflac	Insurance	3,670
5	Columbus Regional Healthcare System, Inc.	Healthcare	3,180
6	Columbus Consolidate Governemnt	Government	3,130
7	KIA Motors Manufacturing Georgia, Inc.	Manufacturing	3,000
8	St. Francis Hospital Inc.	Healthcare	3,000
9	BlueCross BlueShield of Georgia	Healthcare	1,650
10	Columbus State University	Education	1,360

Source: Greater Columbus Georgia Chamber of Commerce, retrieved April 2017

6. Conclusion

Employment within the PMA is concentrated in the healthcare/social assistance, accommodation/food services and retail trade industries, accounting for 42.3 percent of total employment. Healthcare/social assistance is historically resilient during periods of economic downturn. The military also plays a large role in the Columbus economy. Muscogee County is home to Fort Benning, a United States Army base that supports more than 120,000 active-duty military, family members, reserve soldiers, retirees and civilian employees. The Budget Control Act (BAC), which was signed in 2011, has impacted Fort Benning, which experienced a cut of 1,050 soldiers in 2015. This cut was part of a larger Army plan to reduce its force from 490,000 to 450,000 soldiers.

As of December 2016, total employment in the MSA was 2.1 percent below its pre-recession peak, while national employment was 3.9 percent above its pre-recession peak. The most recent data indicates the local economy experienced growth of 2.5 percent from December 2015 to December 2016, 1.1 percent higher than national growth during the same period. As of December 2016, the unemployment rate in the MSA was 6.3 percent, 180 basis points above the national unemployment rate at the same period. The MSA was severely impacted by the recession, and while it has demonstrated recent employment growth, it has yet to recover its recessionary job losses.

G. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS

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

1. Income Restrictions

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

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

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

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

2. Affordability

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

FAMILY INCOME LIMITS - AS PROPOSED

Unit Type	Minimum	Maximum	Minimum	Maximum
	Allowable	Allowable	Allowable	Allowable
	Income	Income	Income	Income
	50% AMI		60% AMI	
1BR/1BA - Historic	\$16,491	\$20,750	-	-
2BR/1BA - New	\$19,817	\$23,350	\$23,794	\$28,020
2BR/1BA - Historic	\$19,817	\$23,350	\$23,623	\$28,020
3BR/2BA - New	\$22,903	\$28,000	\$27,326	\$33,600
3BR/2BA - Historic	\$22,903	\$28,000	\$27,463	\$33,600

3. Demand

The demand for the Subject will be derived from three sources: new households, existing households and elderly homeowners likely to convert to rentership. These calculations are illustrated in the following tables.

3a. Demand from New Households

The number of new households entering the market is the first level of demand calculated. We have utilized 2019, the anticipated date of market entry, as the base year for the analysis. Therefore, 2017 household population estimates are inflated to 2019 by interpolation of the difference between 2017 estimates and 2019 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2019. This number takes the overall growth from 2017 to 2019 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

3b. Demand from Existing Households

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

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

3c. Demand from Elderly Homeowners likely to Convert to Rentership

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

3d. Other

Per the 2017 GA DCA Qualified Allocation Plan (QAP) and Market Study Manual, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we have not accounted for leakage from outside the PMA boundaries in our demand analysis.

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

We have adjusted all of our capture rates based on household size. DCA guidelines indicate that properties with over 20 percent of their proposed units in three and four-bedroom units need to be adjusted to considered larger household sizes. We have incorporated household size adjustments in our capture rates for all of the Subject's units.

4. New Demand, Capture Rates and Stabilization Conclusions

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

Additions to Supply

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

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

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

There has only been one property that opened or was allocated credits in the PMA since 2014. Waverly Terrace Apartments opened in January 2017. This development offers a total of 80 age-restricted LIHTC units. This property is in its initial absorption period and only 29 units have not yet been leased. As this property targets seniors, we have not deducted any units from our demand analysis.

The following table illustrates the total number of units removed based on existing properties as well as new properties to the market area that have been allocated, placed in service, or stabilizing between 2014 and present.

ADDITIONS TO SUPPLY 2016

Unit Type	30% AMI	40% AMI	50% AMI	60% AMI	Unrestricted	Overall
0BR	0	0	0	0	0	0
1BR	0	0	0	0	0	0
2BR	0	0	0	0	0	0
3BR	0	0	0	0	0	0
4BR	0	0	0	0	0	0
5BR	0	0	0	0	0	0
Total	0	0	0	0	0	0

PMA Occupancy

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

PMA OCCUPANCY

Property Name	Program	Location	Tenancy	# of Units	Occupancy
Claflin School Apartments	LIHTC	Columbus	Family	44	-
Johnston Mill Lofts	LIHTC	Columbus	Family	335	93.7%
Liberty Garden Townhomes	LIHTC	Columbus	Family	88	100.0%
Midtown Square	LIHTC	Columbus	Family	144	98.6%
Avalon Apartments	LIHTC	Columbus	Family	232	98.3%
Lumpkin Park	LIHTC	Columbus	Family	192	99.5%
Springfield Crossing	LIHTC	Columbus	Family	120	97.5%
Victory Crossing Apartments	LIHTC	Columbus	Family	172	N/A
McLeod Square	LIHTC	Columbus	Family	40	95.0%
Pear Tree Place	LIHTC	Columbus	Family	11	N/A
Lyndolyn Apartments	LIHTC	Columbus	Family	34	N/A
32nd Ave	LIHTC	Columbus	Family	6	100.0%
Fay Project I	LIHTC	Columbus	Family	3	100.0%
Fay Project II	LIHTC	Columbus	Family	2	100.0%
Knight Project	LIHTC	Columbus	Family	2	100.0%
24th Street Project	LIHTC	Columbus	Family	2	100.0%
Ashley Station Phase I	Mixed-Income	Columbus	Family	184	95.1%
Ashley Station Phase II	Mixed-Income	Columbus	Family	183	95.6%
Greystone at Country Club Apartments	Market	Columbus	Family	200	97.5%
The Lodge Apartments	Market	Columbus	Family	237	97.9%
Willow Creek Apartments	Market	Columbus	Family	285	96.8%
Club Hill Apartments	Market	Columbus	Family	232	94.4%
Cloister Apartments	Market	Columbus	Family	112	97.3%
Gardenbrook Apartments	Market	Columbus	Family	72	93.1%
Peacock Woods Apartments	Market	Columbus	Family	68	91.2%
Hillcrest Apartments	Market	Columbus	Family	34	85.3%
Village Square Apartments	Market	Columbus	Family	70	88.6%
Average PMA Occupancy					96.3%

The average occupancy rate of competitive developments in the PMA is 96.3 percent.

Rehab Developments and PBRA

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

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

5. Capture Rates

The above calculations and derived capture rates are illustrated in the following tables. Note that the demographic data used in the following tables, including tenure patterns, household size and income

distribution through the projected market entry date of 2019 were illustrated in the previous section of this report.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA

Income Cohort	2017		Projected Mkt Entry August 2018		2021	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
\$0-9,999	3,700	23.3%	3,661	22.9%	3,555	21.7%
\$10,000-19,999	3,076	19.4%	3,064	19.2%	3,031	18.5%
\$20,000-29,999	2,893	18.3%	2,866	17.9%	2,794	17.1%
\$30,000-39,999	1,765	11.1%	1,771	11.1%	1,789	10.9%
\$40,000-49,999	1,228	7.7%	1,283	8.0%	1,430	8.7%
\$50,000-59,999	960	6.1%	966	6.0%	983	6.0%
\$60,000-74,999	852	5.4%	866	5.4%	905	5.5%
\$75,000-99,999	643	4.1%	684	4.3%	794	4.9%
\$100,000-124,999	332	2.1%	369	2.3%	468	2.9%
\$125,000-149,999	118	0.7%	139	0.9%	197	1.2%
\$150,000-199,999	142	0.9%	148	0.9%	167	1.0%
\$200,000+	140	0.9%	167	1.0%	242	1.5%
Total	15,848	100.0%	15,985	100.0%	16,354	100.0%

Source: HISTA Data / Ribbon Demographics 2017, Novogradac & Company LLP, April 2017

50% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - 50%

Minimum Income Limit		\$16,491		Maximum Income Limit		\$28,000	
New Renter Households - Total							
Income Category	Change in Households PMA 2017 to Prj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	-39	-28.6%		0.0%	0		
\$10,000-19,999	-12	-8.9%	3,508	35.1%	-4		
\$20,000-29,999	-27	-19.6%	8,000	80.0%	-21		
\$30,000-39,999	7	4.8%		0.0%	0		
\$40,000-49,999	55	39.9%		0.0%	0		
\$50,000-59,999	6	4.6%		0.0%	0		
\$60,000-74,999	14	10.4%		0.0%	0		
\$75,000-99,999	41	29.8%		0.0%	0		
\$100,000-124,999	37	26.9%		0.0%	0		
\$125,000-149,999	21	15.5%		0.0%	0		
\$150,000-199,999	7	4.9%		0.0%	0		
\$200,000+	28	20.2%		0.0%	0		
Total	137	100.0%		-18.8%	-26		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - 50%

Minimum Income Limit		\$16,491		Maximum Income Limit		\$28,000	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	3,700	23.3%		0.0%	0		
\$10,000-19,999	3,076	19.4%	3,508	35.1%	1,079		
\$20,000-29,999	2,893	18.3%	8,000	80.0%	2,314		
\$30,000-39,999	1,765	11.1%		0.0%	0		
\$40,000-49,999	1,228	7.7%		0.0%	0		
\$50,000-59,999	960	6.1%		0.0%	0		
\$60,000-74,999	852	5.4%		0.0%	0		
\$75,000-99,999	643	4.1%		0.0%	0		
\$100,000-124,999	332	2.1%		0.0%	0		
\$125,000-149,999	118	0.7%		0.0%	0		
\$150,000-199,999	142	0.9%		0.0%	0		
\$200,000+	140	0.9%		0.0%	0		
Total	15,848	100.0%		21.4%	3,393		

ASSUMPTIONS - 50%

ASSUMPTIONS - 50%						
Tenancy		Family		% of Income towards Housing		35%
Rural/Urban		Urban		Maximum # of Occupants		5
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	10%	80%	10%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	60%	40%	0%	
4	0%	0%	0%	70%	30%	
5+	0%	0%	0%	30%	70%	

Demand from New Renter Households 2017 to August 2018

Income Target Population	50%
New Renter Households PMA	137
Percent Income Qualified	-18.8%
New Renter Income Qualified Households	-26

Demand from Existing Households 2017

Demand from Rent Overburdened Households

Income Target Population	50%
Total Existing Demand	15,848
Income Qualified	21.4%
Income Qualified Renter Households	3,393
Percent Rent Overburdened Prj Mrkt Entry August 2018	43.2%
Rent Overburdened Households	1,465

Demand from Living in Substandard Housing

Income Qualified Renter Households	3,393
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	18

Senior Households Converting from Homeownership

Income Target Population	50%
Total Senior Homeowners	0
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	0

Total Demand

Total Demand from Existing Households	1,482
Total New Demand	-26
Total Demand (New Plus Existing Households)	1,457

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

By Bedroom Demand

One Person	42.2%	615
Two Persons	25.8%	376
Three Persons	15.0%	219
Four Persons	9.3%	135
Five Persons	7.6%	110
Total	100.0%	1,457

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	10%	62
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	80%	492
Of two-person households in 1BR units	20%	75
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	62
Of two-person households in 2BR units	80%	301
Of three-person households in 2BR units	60%	131
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	88
Of four-person households in 3BR units	70%	95
Of five-person households in 3BR units	30%	33
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	41
Of five-person households in 4BR units	35%	39
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	35%	39
Total Demand		1,457

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	567	-	0	=	567
2 BR	494	-	0	=	494
3 BR	216	-	0	=	216
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	1,277		0		1,277

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR		/	-	=	-
1 BR	5	/	567	=	0.9%
2 BR	2	/	494	=	0.4%
3 BR	2	/	216	=	0.9%
4 BR		/	-	=	-
5 BR		/	-	=	-
Total	9		1,277		0.7%

60% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - 60%

Minimum Income Limit		\$23,623		Maximum Income Limit		\$33,600	
New Renter Households - Total							
Income Category	Change in Households PMA 2017 to Prj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	-39	-28.6%		0.0%	0		
\$10,000-19,999	-12	-8.9%		0.0%	0		
\$20,000-29,999	-27	-19.6%	6,376	63.8%	-17		
\$30,000-39,999	7	4.8%	3,600	36.0%	2		
\$40,000-49,999	55	39.9%		0.0%	0		
\$50,000-59,999	6	4.6%		0.0%	0		
\$60,000-74,999	14	10.4%		0.0%	0		
\$75,000-99,999	41	29.8%		0.0%	0		
\$100,000-124,999	37	26.9%		0.0%	0		
\$125,000-149,999	21	15.5%		0.0%	0		
\$150,000-199,999	7	4.9%		0.0%	0		
\$200,000+	28	20.2%		0.0%	0		
Total	137	100.0%		-10.8%	-15		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - 60%

Minimum Income Limit		\$23,623		Maximum Income Limit		\$33,600	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	3,700	23.3%		0.0%	0		
\$10,000-19,999	3,076	19.4%		0.0%	0		
\$20,000-29,999	2,893	18.3%	6,376	63.8%	1,845		
\$30,000-39,999	1,765	11.1%	3,600	36.0%	635		
\$40,000-49,999	1,228	7.7%		0.0%	0		
\$50,000-59,999	960	6.1%		0.0%	0		
\$60,000-74,999	852	5.4%		0.0%	0		
\$75,000-99,999	643	4.1%		0.0%	0		
\$100,000-124,999	332	2.1%		0.0%	0		
\$125,000-149,999	118	0.7%		0.0%	0		
\$150,000-199,999	142	0.9%		0.0%	0		
\$200,000+	140	0.9%		0.0%	0		
Total	15,848	100.0%		15.6%	2,480		

ASSUMPTIONS - 60%

Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	10%	80%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	60%	40%	0%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	30%	70%

Tenancy	Family	% of Income towards Housing	35%
Rural/Urban	Urban	Maximum # of Occupants	5

Demand from New Renter Households 2017 to August 2018

Income Target Population	60%
New Renter Households PMA	137
Percent Income Qualified	-10.8%
New Renter Income Qualified Households	-15

Demand from Existing Households 2017

Demand from Rent Overburdened Households

Income Target Population	60%
Total Existing Demand	15,848
Income Qualified	15.6%
Income Qualified Renter Households	2,480
Percent Rent Overburdened Prj Mrkt Entry August 2018	43.2%
Rent Overburdened Households	1,071

Demand from Living in Substandard Housing

Income Qualified Renter Households	2,480
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	13

Senior Households Converting from Homeownership

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

Total Demand

Total Demand from Existing Households	1,083
Total New Demand	-15
Total Demand (New Plus Existing Households)	1,069

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

By Bedroom Demand

One Person	42.2%	451
Two Persons	25.8%	276
Three Persons	15.0%	161
Four Persons	9.3%	99
Five Persons	7.6%	81
Total	100.0%	1,069

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	10%	45
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	80%	361
Of two-person households in 1BR units	20%	55
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	45
Of two-person households in 2BR units	80%	221
Of three-person households in 2BR units	60%	96
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	64
Of four-person households in 3BR units	70%	70
Of five-person households in 3BR units	30%	24
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	30
Of five-person households in 4BR units	35%	28
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	35%	28
Total Demand		1,069

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	-	-	-	=	-
2 BR	362	-	0	=	362
3 BR	158	-	0	=	158
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	521		0		521

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR		/	-	=	-
1 BR		/	-	=	-
2 BR	17	/	362	=	4.7%
3 BR	18	/	158	=	11.4%
4 BR		/	-	=	-
5 BR		/	-	=	-
Total	35		521		6.7%

Overall

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$16,491		Maximum Income Limit		\$33,600	
New Renter Households - Total							
Income Category	Change in Households PMA 2017 to Prj Mrkt Entry August 2018		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	-39	-28.6%		0.0%	0		
\$10,000-19,999	-12	-8.9%	3,508	35.1%	-4		
\$20,000-29,999	-27	-19.6%	9,999	100.0%	-27		
\$30,000-39,999	7	4.8%	3,600	36.0%	2		
\$40,000-49,999	55	39.9%		0.0%	0		
\$50,000-59,999	6	4.6%		0.0%	0		
\$60,000-74,999	14	10.4%		0.0%	0		
\$75,000-99,999	41	29.8%		0.0%	0		
\$100,000-124,999	37	26.9%		0.0%	0		
\$125,000-149,999	21	15.5%		0.0%	0		
\$150,000-199,999	7	4.9%		0.0%	0		
\$200,000+	28	20.2%		0.0%	0		
Total	137	100.0%		-21.0%	-29		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$16,491		Maximum Income Limit		\$33,600	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	3,700	23.3%		0.0%	0		
\$10,000-19,999	3,076	19.4%	3,508	35.1%	1,079		
\$20,000-29,999	2,893	18.3%	9,999	100.0%	2,893		
\$30,000-39,999	1,765	11.1%	3,600	36.0%	635		
\$40,000-49,999	1,228	7.7%		0.0%	0		
\$50,000-59,999	960	6.1%		0.0%	0		
\$60,000-74,999	852	5.4%		0.0%	0		
\$75,000-99,999	643	4.1%		0.0%	0		
\$100,000-124,999	332	2.1%		0.0%	0		
\$125,000-149,999	118	0.7%		0.0%	0		
\$150,000-199,999	142	0.9%		0.0%	0		
\$200,000+	140	0.9%		0.0%	0		
Total	15,848	100.0%		29.1%	4,607		

ASSUMPTIONS - Overall

Tenancy	Family	% of Income towards Housing				35%
Rural/Urban	Urban	Maximum # of Occupants				5
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	10%	80%	10%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	60%	40%	0%	
4	0%	0%	0%	70%	30%	
5+	0%	0%	0%	30%	70%	

Demand from New Renter Households 2017 to August 2018

Income Target Population	Overall
New Renter Households PMA	137
Percent Income Qualified	-21.0%
New Renter Income Qualified Households	-29

Demand from Existing Households 2017

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	15,848
Income Qualified	29.1%
Income Qualified Renter Households	4,607
Percent Rent Overburdened Prj Mrkt Entry August 2018	43.2%
Rent Overburdened Households	1989

Demand from Living in Substandard Housing

Income Qualified Renter Households	4,607
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	24

Senior Households Converting from Homeownership

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

Total Demand

Total Demand from Existing Households	2,013
Total New Demand	-29
Total Demand (New Plus Existing Households)	1,984

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

By Bedroom Demand

One Person	42.2%	838
Two Persons	25.8%	513
Three Persons	15.0%	298
Four Persons	9.3%	184
Five Persons	7.6%	150
Total	100.0%	1,984

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	10%	84
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	80%	670
Of two-person households in 1BR units	20%	103
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	84
Of two-person households in 2BR units	80%	410
Of three-person households in 2BR units	60%	179
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	40%	119
Of four-person households in 3BR units	70%	129
Of five-person households in 3BR units	30%	45
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	55
Of five-person households in 4BR units	35%	53
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	35%	53
Total Demand		1,984

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	773	-	0	=	773
2 BR	673	-	0	=	673
3 BR	294	-	0	=	294
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	1,739		0		1,739

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR		/	-	=	-
1 BR	5	/	773	=	0.6%
2 BR	19	/	673	=	2.8%
3 BR	20	/	294	=	6.8%
4 BR		/	-	=	-
5 BR		/	-	=	-
Total	44		1,739		2.5%

Conclusions

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

- The number of households in the PMA is expected to increase 0.5 percent between 2017 and 2021.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

The following table illustrates demand and net demand for the Subject's units. Note that these capture rates are not based on appropriate bedroom types, as calculated previously.

DEMAND AND NET DEMAND

DCA Conclusion Tables (Family)	HH at 50% AMI (\$16,419 to \$28,000)	HH at 60% AMI (\$23,623 to \$33,600)	All Tax Credit Households
Demand from New Households (age and income appropriate)	-26	-15	-29
PLUS	+	+	+
Demand from Existing Renter Households - Substandard Housing	18	13	24
PLUS	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	1,465	1,071	1,989
Sub Total	1,457	1,069	1,984
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	0	0	0
Equals Total Demand	1,457	1,069	1,984
Less	-	-	-
Competitive New Supply	0	0	0
Equals Net Demand	1,457	1,069	1,984

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rents	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR at 50% AMI	\$16,491	\$20,750	5	567	0	567	0.9%	2 months	\$548	\$422	\$732	\$365
1BR Overall	\$16,491	\$20,750	5	773	0	773	0.6%	2 months	-	-	-	-
2BR at 50% AMI	\$19,817	\$23,350	2	494	0	494	0.4%	2 months	\$666	\$436	\$877	\$433
2BR at 60% AMI	\$23,794	\$28,020	17	362	0	362	4.7%	2 months	\$666	\$436	\$877	\$477
2BR Overall	\$19,817	\$28,020	19	673	0	673	2.8%	2 months	-	-	-	-
3BR at 50% AMI	\$22,903	\$28,000	2	216	0	216	0.9%	2 months	\$747	\$536	\$1,284	\$544-\$549
3BR at 60% AMI	\$27,326	\$33,600	18	158	0	158	11.4%	2 months	\$747	\$536	\$1,284	\$606-\$610
3BR Overall	\$22,903	\$33,600	20	294	0	294	6.8%	2 months	-	-	-	-
50% AMI Overall	\$16,491	\$28,000	9	1,277	0	1,277	0.7%	2 months	-	-	-	-
60% AMI Overall	\$23,794	\$33,600	35	521	0	521	6.7%	2 months	-	-	-	-
Overall	\$16,491	\$33,600	44	1,739	0	1,739	2.5%	2 months	-	-	-	-

As the analysis illustrates, the Subject’s capture rates at the 50 percent AMI level will range from 0.4 to 0.9 percent, with an overall capture rate of 0.7 percent. The Subject’s 60 percent AMI capture rates range from 4.7 to 11.4 percent, with an overall capture rate of 6.7 percent. The overall capture rate for the project’s 50 and 60 percent units is 2.5 percent. Therefore, we believe there is adequate demand for the Subject.

H. COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 10 “true” comparable properties containing 2,044 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided on the following pages. A map illustrating the location of the Subject in relation to comparable properties is also provided on the following pages. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

We have included five LIHTC properties and the availability of LIHTC data is considered good. One of the comparable LIHTC properties, Johnston Mill Lofts, is a conversion of an historic building, similar to the Subject. The remaining LIHTC properties are garden-style and townhouse developments. All of the LIHTC properties are located in the PMA within 4.5 miles of the Subject. However, only two of the developments are located downtown in a similar urban setting to the Subject. Additionally, none of the comparable LIHTC properties offer units at the 50 percent of AMI levels for comparison with the Subject.

We have also included five market rate properties. The availability of market rate data is also considered good. All of the market rate properties are located within 4.8 miles of the Subject. Three of these properties are located in the PMA and two are located on the border of the PMA. However, none of these properties are historic conversions and all were built in the 1970’s or earlier. Overall, the availability of data is considered good and adequate to determine our conclusions in this report.

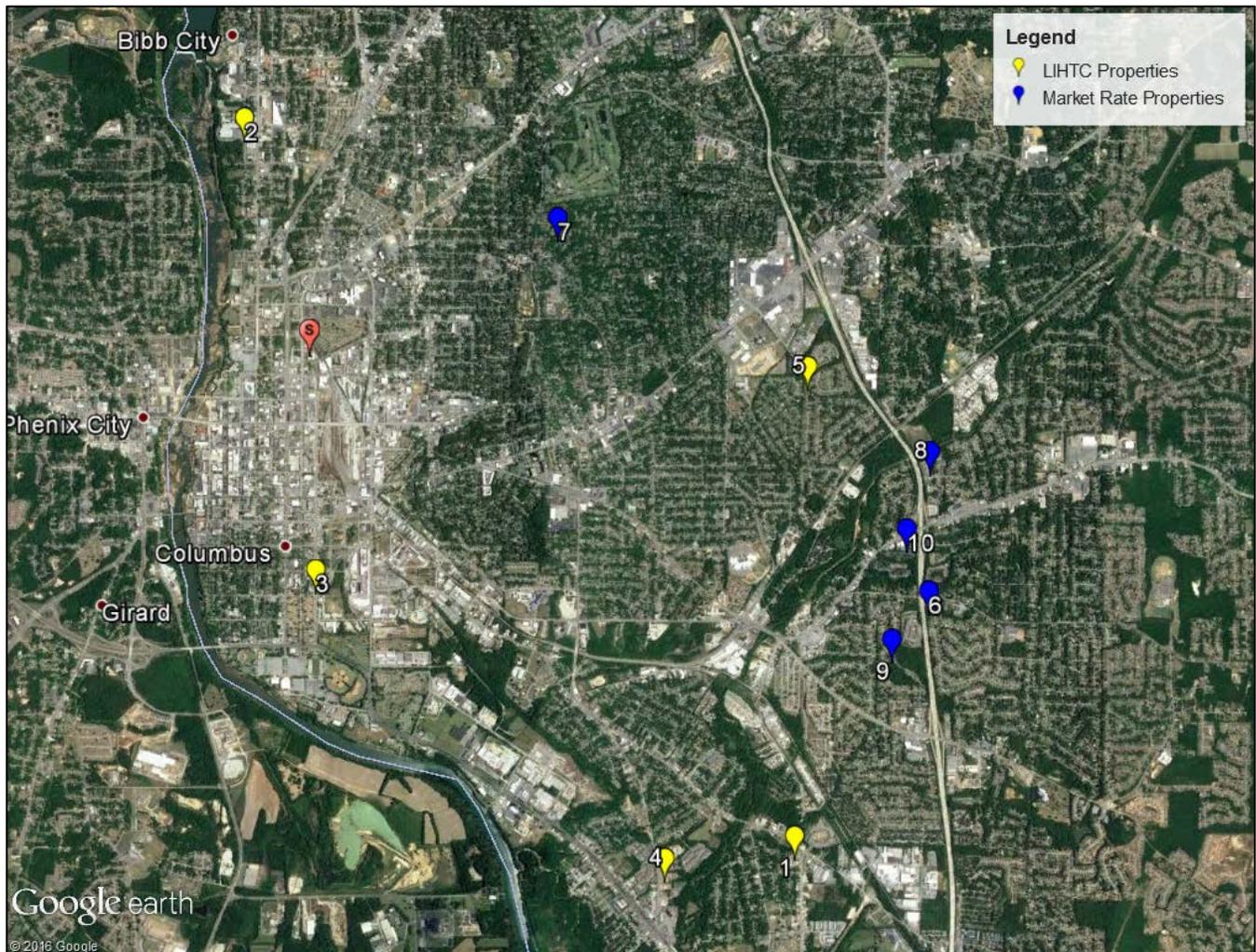
Excluded Properties

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

EXCLUDED PROPERTIES

Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion
Claflin School Apartments	LIHTC	Columbus	Family	44	-
Springfield Crossing	LIHTC	Columbus	Family	120	More comparable properties available
Victory Crossing Apartments	LIHTC	Columbus	Family	172	Under renovation
McLeod Square	LIHTC	Columbus	Family	40	More comparable properties available
Pear Tree Place	LIHTC	Columbus	Family	11	More comparable properties available
Lyndolyn Apartments	LIHTC	Columbus	Family	34	More comparable properties available
Waverly Terrace Senior	LIHTC*	Columbus	Senior	80	Dissimilar tenancy
32nd Ave	LIHTC	Columbus	Family	6	Too few units
Fay Project I	LIHTC	Columbus	Family	3	Too few units
Fay Project II	LIHTC	Columbus	Family	2	Too few units
Knight Project	LIHTC	Columbus	Family	2	Too few units
24th Street Project	LIHTC	Columbus	Family	2	Too few units
Ashley Station Phase I	Mixed-Income	Columbus	Family	184	More comparable properties available
Ashley Station Phase II	Mixed-Income	Columbus	Family	183	More comparable properties available
Columbus Gardens Apartments	Section 8	Columbus	Family	116	Subsidized
Ralston Towers	Section 8	Columbus	Senior	269	Subsidized
Renaissance Villa Apartments	Section 8	Columbus	Family	72	Subsidized
Willow Glen	Public Housing	Columbus	Disabled	28	Subsidized
Arbor Pointe Apartments I	Public Housing	Columbus	Family	148	Subsidized
Arbor Pointe Apartments II	Public Housing	Columbus	Family	148	Subsidized
Arbor Pointe Apartments III	Public Housing	Columbus	Senior	120	Subsidized
Chase Homes	Public Housing	Columbus	Family	108	Subsidized
E. J. Knight Apartments	Public Housing	Columbus	Family	92	Subsidized
Elizabeth Canty Homes	Public Housing	Columbus	Family	249	Subsidized
Farley Homes	Public Housing	Columbus	Family	102	Subsidized
Nicholson Terrace	Public Housing	Columbus	Senior	100	Subsidized
Rivers Homes	Public Housing	Columbus	Senior	24	Subsidized
Warren Williams Homes	Public Housing	Columbus	Family	160	Subsidized
Wilson Homes	Public Housing	Columbus	Family	289	Subsidized
Club Hill Apartments	Market	Columbus	Family	232	More comparable properties available
Cloister Apartments	Market	Columbus	Family	112	More comparable properties available
Gardenbrook Apartments	Market	Columbus	Family	72	More comparable properties available
Peacock Woods Apartments	Market	Columbus	Family	68	More comparable properties available
Hillcrest Apartments	Market	Columbus	Family	34	More comparable properties available
Village Square Apartments	Market	Columbus	Family	70	More comparable properties available

Comparable Rental Property Map



Source: Google Earth, January 2017.

COMPARABLE PROPERTIES

#	Property Name	Type	Distance
1	Avalon Apartments	@60%	4.5 miles
2	Johnston Mill Lofts	@60%, Market	1.5 miles
3	Liberty Gardens Townhomes	@60%	1.2 miles
4	Lumpkin Park Apartments	@60%	4.3 miles
5	Midtown Square	@60%	3.3 miles
6	Cross Creek	Market	4.5 miles
7	Greystone At Country Club	Market	2.0 miles
8	Pembrook Apartments	Market	4.8 miles
9	The Lodge Apartments	Market	4.5 miles
10	Willow Creek Apartments	Market	4.1 miles

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

SUMMARY MATRIX															
Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate	
Subject	Claflin School Apartments 1532 5th Avenue Columbus, GA 31901 Muscookee County	n/a	Various 2019 / n/a	@50%, @60%	1BR / 1BA (Lowrise)	5	11.4%	@50%	\$365	650	n/a		N/A	N/A	
					2BR / 1BA (Garden)	1	2.3%	@50%	\$433	850	n/a	N/A	N/A		
					2BR / 1BA (Garden)	6	13.6%	@60%	\$549	850	n/a	N/A	N/A		
					2BR / 1BA (Lowrise)	1	2.3%	@50%	\$433	850	n/a	N/A	N/A		
					2BR / 1BA (Lowrise)	11	25.0%	@60%	\$544	850	n/a	N/A	N/A		
					3BR / 2BA (Garden)	1	2.3%	@50%	\$477	1,100	n/a	N/A	N/A		
					3BR / 2BA (Garden)	11	25.0%	@60%	\$606	1,100	n/a	N/A	N/A		
					3BR / 2BA (Lowrise)	1	2.3%	@50%	\$477	1,100	n/a	N/A	N/A		
					3BR / 2BA (Lowrise)	7	15.9%	@60%	\$610	1,100	n/a	N/A	N/A		
										44	100.0%				
1	Avalon Apartments 3737 Cusseta Rd Columbus, GA 31903 Muscookee County	4.5 miles	Garden (2 stories) 2009 / n/a	@60%	1BR / 1BA	54	23.30%	@60%	\$479	682	no	Yes	1	1.90%	
					2BR / 2BA	60	25.90%	@60%	\$534	949	no	Yes	1	1.70%	
					2BR / 2BA	N/A	N/A	@60%	\$546	949	no	Yes	N/A	N/A	
					2BR / 2BA	N/A	N/A	@60%	\$522	949	no	Yes	N/A	N/A	
					3BR / 2BA	80	34.50%	@60%	\$605	1,100	no	Yes	0	0.00%	
					3BR / 2BA	N/A	N/A	@60%	\$624	1,100	no	Yes	N/A	N/A	
					3BR / 2BA	N/A	N/A	@60%	\$586	1,100	no	Yes	N/A	N/A	
					4BR / 2BA	38	16.40%	@60%	\$667	1,280	no	Yes	0	0.00%	
					4BR / 2BA	N/A	N/A	@60%	\$684	1,280	no	Yes	N/A	N/A	
					4BR / 2BA	N/A	N/A	@60%	\$649	1,280	no	Yes	N/A	N/A	
					232	100%							4	1.70%	
2	Johnston Mill Lofts 3201 First Ave Columbus, GA 31904 Muscookee County	1.5 miles	Conversion (4 stories) 1900/2002 /	@60%, Market	1BR / 1BA	97	29.00%	@60%	\$551	960	yes	No	N/A	N/A	
					1BR / 1BA	8	2.40%	Market	\$732	960	n/a	No	N/A	N/A	
					2BR / 2BA	71	21.20%	@60%	\$678	1,076	yes	No	N/A	N/A	
					2BR / 2BA	155	46.30%	Market	\$840	1,076	n/a	No	N/A	N/A	
					3BR / 2BA	2	0.60%	@60%	\$706	1,200	yes	No	N/A	N/A	
					3BR / 2BA	2	0.60%	Market	\$1,284	1,200	n/a	No	N/A	N/A	
					335	100%							21	6.30%	
3	Liberty Gardens 675 6th Avenue Columbus, GA 31901 Muscookee County	1.2 miles	Townhouse 1990 / n/a	@60%	2BR / 2BA	52	59.10%	@60%	\$436	920	no	No	0	0.00%	
					3BR / 2BA	36	40.90%	@60%	\$536	1,100	no	No	0	0.00%	
					88	100%								0	0.00%
4	Lumpkin Park Apartments 3351 N Lumpkin Road Columbus, GA 31903 Muscookee County	4.3 miles	Garden (3 stories) 2008 / n/a	@60%	2BR / 2BA	128	66.70%	@60%	\$544	1,131	no	No	0	0.00%	
					3BR / 2BA	64	33.30%	@60%	\$622	1,277	no	Yes	1	1.60%	
					192	100%								1	0.50%
5	Midtown Square 1400 Boxwood Blvd Columbus, GA 31906 Muscookee County	3.3 miles	Garden (2 stories) 2002 / n/a	@60%	2BR / 2BA	24	16.70%	@60%	\$670	1,175	yes	Yes	0	0.00%	
					3BR / 2BA	120	83.30%	@60%	\$780	1,350	yes	Yes	2	1.70%	
					144	100%								2	1.40%
6	Cross Creek 3911 Steam Mill Road Columbus, GA 31907 Muscookee County	4.5 miles	Garden (2 stories) 1976 / n/a	Market	1BR / 1BA	50	25.00%	Market	\$422	840	n/a	No	2	4.00%	
					2BR / 1.5BA	100	50.00%	Market	\$555	980	n/a	No	12	12.00%	
					2BR / 1.5BA	N/A	N/A	Market	\$622	980	n/a	No	N/A	N/A	
					2BR / 1.5BA	N/A	N/A	Market	\$597	980	n/a	No	N/A	N/A	
					3BR / 2BA	50	25.00%	Market	\$606	1,040	n/a	No	2	4.00%	
					200	100%							16	8.00%	
7	Greystone At Country Club 2001 Country Club Rd Columbus, GA 31906 Muscookee County	2.0 miles	Various 1964 / n/a	Market	1BR / 1BA (Garden)	N/A	N/A	Market	\$584	900	n/a	Yes	0	N/A	
					1BR / 1BA (Garden)	N/A	N/A	Market	\$659	900	n/a	N/A	N/A		
					1BR / 1BA (Garden)	N/A	N/A	Market	\$509	900	n/a	N/A	N/A		
					2BR / 1BA (Garden)	N/A	N/A	Market	\$682	878	n/a	Yes	2	N/A	
					2BR / 1BA (Garden)	N/A	N/A	Market	\$752	878	n/a	N/A	N/A		
					2BR / 1BA (Garden)	N/A	N/A	Market	\$612	878	n/a	N/A	N/A		
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$712	1,269	n/a	Yes	1	N/A	
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$770	1,525	n/a	Yes	0	N/A	
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$727	1,331	n/a	N/A	N/A		
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$877	1,575	n/a	N/A	N/A		
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$697	1,206	n/a	N/A	N/A		
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$662	1,475	n/a	N/A	N/A		
					2BR / 2BA (Garden)	N/A	N/A	Market	\$762	1,250	n/a	Yes	2	N/A	
					2BR / 2BA (Garden)	N/A	N/A	Market	\$807	1,250	n/a	N/A	N/A		
2BR / 2BA (Garden)	N/A	N/A	Market	\$717	1,250	n/a	N/A	N/A							
3BR / 2BA (Garden)	N/A	N/A	Market	\$801	1,575	n/a	Yes	0	N/A						
					200	100%							5	2.50%	
8	Pembroke Apartments 3807 Pembroke Court Columbus, GA 31907 Muscookee County	4.8 miles	Various (2 stories) 1968 / 1997	Market	1BR / 1BA (Garden)	N/A	N/A	Market	\$489	887	n/a	No	0	N/A	
					1BR / 1BA (Townhouse)	N/A	N/A	Market	\$509	N/A	n/a	No	1	N/A	
					2BR / 1BA (Garden)	N/A	N/A	Market	\$507	1,065	n/a	No	0	N/A	
					2BR / 1BA (Townhouse)	N/A	N/A	Market	\$532	N/A	n/a	No	4	N/A	
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$577	N/A	n/a	No	0	N/A	
					3BR / 2BA (Garden)	17	13.00%	Market	\$721	1,350	n/a	No	0	0.00%	
					3BR / 2.5BA (Townhouse)	16	12.20%	Market	\$686	1,350	n/a	No	0	0.00%	
					131	100%							5	3.80%	
9	The Lodge Apartments 464 West Oakley Drive Columbus, GA 31906 Muscookee County	4.5 miles	Garden (3 stories) 1973 / n/a	Market	1BR / 1BA	N/A	N/A	Market	\$517	728	n/a	No	N/A	N/A	
					1BR / 1BA	N/A	N/A	Market	\$534	736	n/a	No	N/A	N/A	
					1BR / 1BA	N/A	N/A	Market	\$499	719	n/a	No	N/A	N/A	
					2BR / 1BA	N/A	N/A	Market	\$602	1,012	n/a	No	2	N/A	
					2BR / 2BA	N/A	N/A	Market	\$647	1,120	n/a	No	2	N/A	
					3BR / 2BA	N/A	N/A	Market	\$736	1,316	n/a	No	1	N/A	
					237	100%							5	2.10%	
10	Willow Creek Apartments 3700 Buena Vista Road Columbus, GA 31906 Muscookee County	4.1 miles	Various (3 stories) 1977 / n/a	Market	1BR / 1BA (Garden)	113	39.60%	Market	\$555	671	n/a	No	3	2.70%	
					1BR / 1BA (Garden)	N/A	N/A	Market	\$585	697	n/a	No	N/A	N/A	
					1BR / 1BA (Garden)	N/A	N/A	Market	\$525	644	n/a	No	N/A	N/A	
					2BR / 1BA (Garden)	92	32.30%	Market	\$703	859	n/a	No	3	3.30%	
					2BR / 1BA (Garden)	N/A	N/A	Market	\$730	920	n/a	No	N/A	N/A	
					2BR / 1BA (Garden)	N/A	N/A	Market	\$675	797	n/a	No	N/A	N/A	
					2BR / 1.5BA (Townhouse)	72	25.30%	Market	\$740	1,083	n/a	No	3	4.20%	
3BR / 2BA (Townhouse)	8	2.80%	Market	\$865	1,446	n/a	Yes	0	0.00%						
					285	100%							9	3.20%	

CLAFLIN SCHOOL – COLUMBUS, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.							
Effective Rent Date:		Apr-17	Units Surveyed:		2044	Weighted Occupancy:	96.70%
			Market Rate		1053	Market Rate	96.20%
			Tax Credit		991	Tax Credit	97.20%
One Bedroom One Bath		Two Bedrooms One Bath			Three Bedrooms Two Bath		
RENT	Property	Average	Property	Average	Property	Average	
	Johnston Mill Lofts * (M)	\$732	Johnston Mill Lofts * (2BA M)	\$840	Johnston Mill Lofts * (M)	\$1,284	
	Greystone At Country Club	\$659	Greystone At Country Club	\$752	Willow Creek Apartments	\$865	
	Willow Creek Apartments	\$585	Willow Creek Apartments	\$730	Greystone At Country Club	\$801	
	Greystone At Country Club	\$584	Willow Creek Apartments	\$703	Midtown Square * (60%)	\$780	
	Willow Creek Apartments	\$555	Greystone At Country Club	\$682	The Lodge Apartments	\$736	
	Johnston Mill Lofts * (60%)	\$551	Johnston Mill Lofts * (2BA 60%)	\$678	Pembroke Apartments	\$721	
	The Lodge Apartments	\$534	Willow Creek Apartments	\$675	Johnston Mill Lofts * (60%)	\$706	
	Willow Creek Apartments	\$525	Midtown Square * (2BA 60%)	\$670	Avalon Apartments * (60%)	\$624	
	The Lodge Apartments	\$517	Cross Creek (1.5BA)	\$622	Lumpkin Park Apartments * (60%)	\$622	
	Greystone At Country Club	\$509	Greystone At Country Club	\$612	Claflin School Apartments * (60%)	\$610	
	Pembroke Apartments	\$509	The Lodge Apartments	\$602	Claflin School Apartments * (60%)	\$606	
	The Lodge Apartments	\$499	Cross Creek (1.5BA)	\$597	Cross Creek	\$606	
	Pembroke Apartments	\$489	Cross Creek (1.5BA)	\$555	Avalon Apartments * (60%)	\$605	
	Avalon Apartments * (60%)	\$479	Claflin School Apartments * (60%)	\$549	Avalon Apartments * (60%)	\$586	
	Cross Creek	\$422	Avalon Apartments * (2BA 60%)	\$546	Liberty Gardens Townhomes * (60%)	\$536	
	Claflin School Apartments * (50%)	\$365	Lumpkin Park Apartments * (2BA 60%)	\$544	Claflin School Apartments * (50%)	\$477	
			Claflin School Apartments * (60%)	\$544	Claflin School Apartments * (50%)	\$477	
			Avalon Apartments * (2BA 60%)	\$534			
			Pembroke Apartments	\$532			
			Avalon Apartments * (2BA 60%)	\$522			
			Pembroke Apartments	\$507			
			Liberty Gardens Townhomes * (2BA 60%)	\$436			
			Claflin School Apartments * (50%)	\$433			
			Claflin School Apartments * (50%)	\$433			
SQUARE FOOTAGE	Johnston Mill Lofts * (60%)	960	Midtown Square * (2BA 60%)	1,175	Greystone At Country Club	1,575	
	Johnston Mill Lofts * (M)	960	Lumpkin Park Apartments * (2BA 60%)	1,131	Willow Creek Apartments	1,446	
	Greystone At Country Club	900	Johnston Mill Lofts * (2BA 60%)	1,076	Midtown Square * (60%)	1,350	
	Greystone At Country Club	900	Johnston Mill Lofts * (2BA M)	1,076	Pembroke Apartments	1,350	
	Greystone At Country Club	900	Pembroke Apartments	1,065	The Lodge Apartments	1,316	
	Pembroke Apartments	887	The Lodge Apartments	1,012	Lumpkin Park Apartments * (60%)	1,277	
	Cross Creek	840	Cross Creek (1.5BA)	980	Johnston Mill Lofts * (60%)	1,200	
	The Lodge Apartments	736	Cross Creek (1.5BA)	980	Johnston Mill Lofts * (M)	1,200	
	The Lodge Apartments	728	Cross Creek (1.5BA)	980	Avalon Apartments * (60%)	1,100	
	The Lodge Apartments	719	Avalon Apartments * (2BA 60%)	949	Avalon Apartments * (60%)	1,100	
	Willow Creek Apartments	697	Avalon Apartments * (2BA 60%)	949	Avalon Apartments * (60%)	1,100	
	Avalon Apartments * (60%)	682	Avalon Apartments * (2BA 60%)	949	Claflin School Apartments * (50%)	1,100	
	Willow Creek Apartments	671	Liberty Gardens Townhomes * (2BA 60%)	920	Claflin School Apartments * (60%)	1,100	
	Claflin School Apartments * (50%)	650	Willow Creek Apartments	920	Claflin School Apartments * (50%)	1,100	
	Willow Creek Apartments	644	Greystone At Country Club	878	Claflin School Apartments * (60%)	1,100	
	Pembroke Apartments	N/A	Greystone At Country Club	878	Liberty Gardens Townhomes * (60%)	1,100	
			Greystone At Country Club	878	Cross Creek	1,040	
			Willow Creek Apartments	859			
			Claflin School Apartments * (50%)	850			
			Claflin School Apartments * (60%)	850			
			Claflin School Apartments * (50%)	850			
			Claflin School Apartments * (60%)	850			
			Willow Creek Apartments	797			
			Pembroke Apartments	N/A			
RENT PER SQUARE FOOT	Willow Creek Apartments	\$0.84	Greystone At Country Club	\$0.86	Johnston Mill Lofts * (M)	\$1.07	
	Willow Creek Apartments	\$0.83	Willow Creek Apartments	\$0.85	Willow Creek Apartments	\$0.60	
	Willow Creek Apartments	\$0.82	Willow Creek Apartments	\$0.82	Johnston Mill Lofts * (60%)	\$0.59	
	Johnston Mill Lofts * (M)	\$0.76	Willow Creek Apartments	\$0.79	Cross Creek	\$0.58	
	Greystone At Country Club	\$0.73	Johnston Mill Lofts * (2BA M)	\$0.78	Midtown Square * (60%)	\$0.58	
	The Lodge Apartments	\$0.73	Greystone At Country Club	\$0.78	Avalon Apartments * (60%)	\$0.57	
	The Lodge Apartments	\$0.71	Greystone At Country Club	\$0.70	The Lodge Apartments	\$0.56	
	Avalon Apartments * (60%)	\$0.70	Claflin School Apartments * (60%)	\$0.65	Avalon Apartments * (60%)	\$0.55	
	The Lodge Apartments	\$0.69	Claflin School Apartments * (60%)	\$0.64	Claflin School Apartments * (60%)	\$0.55	
	Greystone At Country Club	\$0.65	Cross Creek (1.5BA)	\$0.63	Claflin School Apartments * (60%)	\$0.55	
	Johnston Mill Lofts * (60%)	\$0.57	Johnston Mill Lofts * (2BA 60%)	\$0.63	Pembroke Apartments	\$0.53	
	Greystone At Country Club	\$0.57	Cross Creek (1.5BA)	\$0.61	Avalon Apartments * (60%)	\$0.53	
	Claflin School Apartments * (50%)	\$0.56	The Lodge Apartments	\$0.59	Greystone At Country Club	\$0.51	
	Pembroke Apartments	\$0.55	Avalon Apartments * (2BA 60%)	\$0.58	Liberty Gardens Townhomes * (60%)	\$0.49	
	Cross Creek	\$0.50	Midtown Square * (2BA 60%)	\$0.57	Lumpkin Park Apartments * (60%)	\$0.49	
	Pembroke Apartments	\$0.00	Cross Creek (1.5BA)	\$0.57	Claflin School Apartments * (50%)	\$0.43	
			Avalon Apartments * (2BA 60%)	\$0.56	Claflin School Apartments * (50%)	\$0.43	
			Avalon Apartments * (2BA 60%)	\$0.55			
			Claflin School Apartments * (50%)	\$0.51			
			Claflin School Apartments * (50%)	\$0.51			
			Lumpkin Park Apartments * (2BA 60%)	\$0.48			
			Pembroke Apartments	\$0.48			
			Liberty Gardens Townhomes * (2BA 60%)	\$0.47			
			Pembroke Apartments	\$0.00			

PROPERTY PROFILE REPORT

Avalon Apartments

Effective Rent Date	3/29/2017
Location	3737 Cusseta Rd Columbus, GA 31903 Muscookee County
Distance	4.5 miles
Units	232
Vacant Units	4
Vacancy Rate	1.7%
Type	Garden (2 stories)
Year Built/Renovated	2009 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Arbor Pointe, Eagle's Trace, Lumpkin Park
Tenant Characteristics	Predominately young families; no military
Contact Name	Kacey
Phone	706-689-7883



Market Information

Program	@60%
Annual Turnover Rate	15%
Units/Month Absorbed	N/A
HCV Tenants	45%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased one percent
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	54	682	\$520	\$0	@60%	Yes	1	1.9%	no	None
2	2	Garden (2 stories)	60	949	\$582	\$0	@60%	Yes	1	1.7%	no	AVG
2	2	Garden (2 stories)	N/A	949	\$594	\$0	@60%	Yes	N/A	N/A	no	HIGH
2	2	Garden (2 stories)	N/A	949	\$570	\$0	@60%	Yes	N/A	N/A	no	LOW
3	2	Garden (2 stories)	80	1,100	\$664	\$0	@60%	Yes	0	0.0%	no	AVG
3	2	Garden (2 stories)	N/A	1,100	\$683	\$0	@60%	Yes	N/A	N/A	no	HIGH
3	2	Garden (2 stories)	N/A	1,100	\$645	\$0	@60%	Yes	N/A	N/A	no	LOW
4	2	Garden (2 stories)	38	1,280	\$738	\$0	@60%	Yes	0	0.0%	no	AVG
4	2	Garden (2 stories)	N/A	1,280	\$755	\$0	@60%	Yes	N/A	N/A	no	HIGH
4	2	Garden (2 stories)	N/A	1,280	\$720	\$0	@60%	Yes	N/A	N/A	no	LOW

Avalon Apartments, continued

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$520	\$0	\$520	-\$41	\$479
2BR / 2BA	\$570 - \$594	\$0	\$570 - \$594	-\$48	\$522 - \$546
3BR / 2BA	\$645 - \$683	\$0	\$645 - \$683	-\$59	\$586 - \$624
4BR / 2BA	\$720 - \$755	\$0	\$720 - \$755	-\$71	\$649 - \$684

Amenities

In-Unit

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

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

Security

Limited Access
 Patrol
 Perimeter Fencing
 Video Surveillance

Services

None

Property

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

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

Premium

None

Other

Cyber cafe, cabana, walking

Comments

According to the contact, the maximum allowable rents are achievable in the market. The contact was unable to confirm if management plans to increase rents at the property in the future. Rents vary slightly based on the unit floor location. The waiting list is one month in length.

Avalon Apartments, continued

Trend Report

Vacancy Rates

3Q12	2Q13	4Q16	1Q17
4.3%	30.2%	0.9%	1.7%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	\$479	\$0	\$479	\$438
2013	2	N/A	\$479	\$0	\$479	\$438
2016	4	0.0%	\$520	\$0	\$520	\$479
2017	1	1.9%	\$520	\$0	\$520	\$479

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	\$587	\$0	\$587	\$539
2013	2	N/A	\$587	\$0	\$587	\$539
2016	4	0.0%	\$583	\$0	\$583	\$535
2017	1	N/A	\$570 - \$594	\$0	\$570 - \$594	\$522 - \$546

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	\$619	\$0	\$619	\$560
2013	2	N/A	\$619	\$0	\$619	\$560
2016	4	0.0%	\$658	\$0	\$658	\$599
2017	1	N/A	\$645 - \$683	\$0	\$645 - \$683	\$586 - \$624

4BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2012	3	N/A	\$740	\$0	\$740	\$669
2013	2	N/A	\$740	\$0	\$740	\$669
2016	4	5.3%	\$738	\$0	\$738	\$667
2017	1	N/A	\$720 - \$755	\$0	\$720 - \$755	\$649 - \$684

Trend: Comments

- 3Q12** Management reported a vacancy rate of approximately four percent at the property and an average monthly turnover of about six units per month. Management reported that they do not have a large military presence at all on-site because the military are overqualified for their 60 percent LIHTC income cohorts. Management stated they would estimate their housing choice voucher tenancy to be around 45 percent.
- However, management representative Kim informed us that she has worked for LIHTC properties and market properties in the area and commented that she believes there to be a strong desire for a new construction market property near the military base. The management representative commented that the military presence does not want to live in north Columbus where the newer multifamily properties are located as it is just an unnecessary commute, but that the only other viable alternative would be to live on base, which is not nearly as nice or offer the amenities a tenant could get at a multifamily property. Management representative Kim informed us that these properties in north Columbus are pulling rents 40 to 50 percent higher than rental communities in the Lumpkin Road/Fort Benning area sub market.
- Also of note was that the property manager referenced that they do lose some tenancy to properties in Phenix City, Alabama, as it is close to the Fort Benning military base also.
- Management reported tenancy to be primarily local, coming from Columbus but as of late have been seeing more people come from New York, Philadelphia and New Jersey to work locally.
- 2Q13** Property manager reported that a recent fire gutted one of the apartment buildings, making a large number of units unusable. This directly accounts for approximately 35 of the total 70 listed vacancies, and the property manager stated that some tenants adjacent to the burned building left voluntarily and it is difficult to rent those units. The building is being completely renovated and rebuilt, however, and should be back online within the next 6 months. Senior tenancy is low, at less than 10 percent.
- 4Q16** According to the contact, the maximum allowable rents in the market are achievable. Rents vary slightly based on the floor the unit is on. The waiting list is a month long.
- 1Q17** According to the contact, the maximum allowable rents are achievable in the market. The contact was unable to confirm if management plans to increase rents at the property in the future. Rents vary slightly based on the unit floor location. The waiting list is one month in length.

Avalon Apartments, continued

Photos



PROPERTY PROFILE REPORT

Johnston Mill Lofts

Effective Rent Date	3/29/2017
Location	3201 First Ave Columbus, GA 31904 Muscookee County
Distance	1.5 miles
Units	335
Vacant Units	21
Vacancy Rate	6.3%
Type	Conversion (4 stories)
Year Built/Renovated	1900/2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	60% of market rate occupants are military
Contact Name	Angelique
Phone	706-494-0388



Market Information

Program	@60%, Market
Annual Turnover Rate	43%
Units/Month Absorbed	N/A
HCV Tenants	2%
Leasing Pace	Within one month
Annual Chg. in Rent	See comments
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Conversion (4 stories)	97	960	\$536	\$0	@60%	No	N/A	N/A	yes	None
1	1	Conversion (4 stories)	8	960	\$717	\$0	Market	No	N/A	N/A	N/A	None
2	2	Conversion (4 stories)	71	1,076	\$663	\$0	@60%	No	N/A	N/A	yes	None
2	2	Conversion (4 stories)	155	1,076	\$825	\$0	Market	No	N/A	N/A	N/A	None
3	2	Conversion (4 stories)	2	1,200	\$691	\$0	@60%	No	N/A	N/A	yes	None
3	2	Conversion (4 stories)	2	1,200	\$1,269	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$536	\$0	\$536	\$15	\$551	1BR / 1BA	\$717	\$0	\$717	\$15	\$732
2BR / 2BA	\$663	\$0	\$663	\$15	\$678	2BR / 2BA	\$825	\$0	\$825	\$15	\$840
3BR / 2BA	\$691	\$0	\$691	\$15	\$706	3BR / 2BA	\$1,269	\$0	\$1,269	\$15	\$1,284

Johnston Mill Lofts, continued

Amenities

In-Unit

Blinds
Coat Closet
Ceiling Fan
Microwave
Refrigerator
Walk-In Closet

Central A/C
Dishwasher
Garbage Disposal
Oven
Skylights
Washer/Dryer hookup

Security

Limited Access
Video Surveillance

Services

None

Property

Basketball Court
Central Laundry
On-Site Management
Swimming Pool

Exercise Facility
Off-Street Parking
Playground
Tennis Court

Premium

None

Other

Concrete floors

Comments

The property manager stated that there are currently 21 vacancies at the property, but was unable to provide a breakdown by unit type. The property manager stated they typically maintain an occupancy rate between 90 and 95 percent. The property manager also stated that they recently switched their rental system to YieldStar. None of the utilities are included in the rent. The one-bedroom market rents have decreased by one percent in the past year but the remaining rents have increased by up to five percent.

Johnston Mill Lofts, continued

Trend Report

Vacancy Rates

2Q06	3Q07	2Q13	1Q17
3.9%	17.0%	8.1%	6.3%

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$460	\$0	\$460	\$475
2007	3	0.0%	\$474	\$0	\$474	\$489
2013	2	0.0%	\$468	\$0	\$468	\$483
2017	1	N/A	\$536	\$0	\$536	\$551

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$565	\$0	\$565	\$580
2007	3	0.0%	\$567	\$0	\$567	\$582
2013	2	0.0%	\$558	\$0	\$558	\$573
2017	1	N/A	\$663	\$0	\$663	\$678

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$660	\$0	\$660	\$675
2007	3	0.0%	\$644	\$0	\$644	\$659
2013	2	0.0%	\$597	\$0	\$597	\$612
2017	1	N/A	\$691	\$0	\$691	\$706

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$660	\$0	\$660	\$675
2007	3	N/A	\$675	\$0	\$675	\$690
2013	2	N/A	\$750	\$0	\$750	\$765
2017	1	N/A	\$717	\$0	\$717	\$732

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$760	\$0	\$760	\$775
2007	3	N/A	\$749	\$0	\$749	\$764
2013	2	N/A	\$795	\$0	\$795	\$810
2017	1	N/A	\$825	\$0	\$825	\$840

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$1,100	\$0	\$1,100	\$1,115
2007	3	N/A	\$1,100	\$0	\$1,100	\$1,115
2013	2	N/A	\$1,115	\$0	\$1,115	\$1,130
2017	1	N/A	\$1,269	\$0	\$1,269	\$1,284

Trend: Comments

- 2Q06** Current Interview (06/01/06): Johnston Mill Lofts is an old cotton mill that was converted into loft style apartments. The property offers both market rate and tax credit units. All tax credit units are restricted to 60 percent of the AMI. There are 336 total units, only four of which are three-bedroom units. Although the exact number of vacancies could not be given, management estimated that there are approximately 13 units that are currently unoccupied. Although the property does accept Section 8 vouchers, there are currently no Section 8 tenants. Management stated that tenants tend to be younger, with a majority in their late twenties and early thirties. Management estimated that about 60 percent of their market rate units are occupied by military personnel. Locally, management noted that Kia has announced the opening of a plant in nearby West Point, Georgia.
- 3Q07** The leasing agent reported that the property is 83 percent occupied because of a recent deployment of military personnel from Fort Benning. However, all of the tax credit units are leased. The leasing agent states that percent occupancy in the market is in the high 80's and that most tax credit properties have their rents at the maximum allowable. Rent for the tax credit one-bedroom increased three percent; the market one-bedroom rent increased two percent; the tax credit two-bedroom increased 0.3 percent; the market two-bedroom decreased one percent; the tax credit three-bedroom decreased two percent; and, the market three-bedroom remained the same.
- 2Q13** Rent levels have risen for market rate units since the last interview and have remained fairly level for LIHTC units. Occupancy is higher than it was in 2007, currently sitting at 92%.
- 1Q17** The property manager stated that there are currently 21 vacancies at the property, but was unable to provide a breakdown by unit type. The property manager stated they typically maintain an occupancy rate between 90 and 95 percent. The property manager also stated that they recently switched their rental system to YieldStar. None of the utilities are included in the rent. The one-bedroom market rents have decreased by one percent in the past year but the remaining rents have increased by up to five percent.

Photos



Liberty Gardens Townhomes, continued

Trend Report

Vacancy Rates

1Q07	3Q07	1Q08	1Q17
0.0%	0.0%	0.0%	0.0%

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	1	0.0%	\$416	\$0	\$416	\$368
2007	3	0.0%	\$432	\$0	\$432	\$384
2008	1	0.0%	\$432	\$0	\$432	\$384
2017	1	0.0%	\$484	\$0	\$484	\$436

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	1	0.0%	\$509	\$0	\$509	\$450
2007	3	0.0%	\$509	\$0	\$509	\$450
2008	1	0.0%	\$509	\$0	\$509	\$450
2017	1	0.0%	\$595	\$0	\$595	\$536

Trend: Comments

- 1Q07** The property is currently maintaining a waiting list with approximately four to five households. Management estimated that 40 tenants are using housing choice vouchers at this time.
- 3Q07** The leasing agent stated that the property has a low turnover because the rent is affordable. The prospective tenants on the waiting list are primarily waiting for two-bedroom units. According to the contact, the waiting list has increased recently because tenants from Baker Village, a Section 8 property, are being relocated so that the Columbus Housing Authority can demolish the property in order to redevelop it. Consequently, the reported percent of Housing Choice Voucher tenants residing at the property has increased from 45 percent in March to 65 percent in August 2007. The contact did not know why rents are not at the maximum allowable but she stated that rents probably cannot increase much more than their current rates.
- 1Q08** Rents have not changed since our last survey in August 2007. However, there were 30 names on the waiting list in August and now there are currently none. There are still zero vacancies.
- 1Q17** Rents have not changed since our last survey in August 2007. However, there were 30 households on the waiting list in August and now there are currently none. There are still zero vacancies.

Photos



PROPERTY PROFILE REPORT

Lumpkin Park Apartments

Effective Rent Date	3/29/2017
Location	3351 N Lumpkin Road Columbus, GA 31903 Muscogee County
Distance	4.3 miles
Units	192
Vacant Units	1
Vacancy Rate	0.5%
Type	Garden (3 stories)
Year Built/Renovated	2008 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Marla
Phone	706-507-7666



Market Information

Program	@60%
Annual Turnover Rate	32%
Units/Month Absorbed	N/A
HCV Tenants	50%
Leasing Pace	Within 10 days
Annual Chg. in Rent	Increased one percent
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (3 stories)	128	1,131	\$592	\$0	@60%	No	0	0.0%	no	None
3	2	Garden (3 stories)	64	1,277	\$681	\$0	@60%	Yes	1	1.6%	no	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2BA	\$592	\$0	\$592	-\$48	\$544
3BR / 2BA	\$681	\$0	\$681	-\$59	\$622

Amenities

In-Unit

Balcony/Patio	Blinds
Carpeting	Central A/C
Coat Closet	Dishwasher
Exterior Storage	Garbage Disposal
Microwave	Oven
Refrigerator	Walk-In Closet
Washer/Dryer	Washer/Dryer hookup

Security

Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
On-Site Management
Swimming Pool

Clubhouse/Meeting
Playground

Premium

None

Other

None

Lumpkin Park Apartments, continued

Comments

The contact stated that the property typically maintains an occupancy rate between 95 and 98 percent, but they have hovered around 99 percent in the last few months. There are no military tenants due to the LIHTC restriction. Management noted a short waiting list for the three-bedroom units.

Lumpkin Park Apartments, continued

Trend Report

Vacancy Rates

1Q07	1Q08	4Q16	1Q17
N/A	N/A	4.7%	0.5%

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	1	N/A	\$582	\$0	\$582	\$534
2008	1	N/A	\$569	\$0	\$569	\$521
2016	4	4.7%	\$592	\$0	\$592	\$544
2017	1	0.0%	\$592	\$0	\$592	\$544

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	1	N/A	\$659	\$0	\$659	\$600
2008	1	N/A	\$646	\$0	\$646	\$587
2016	4	4.7%	\$681	\$0	\$681	\$622
2017	1	1.6%	\$681	\$0	\$681	\$622

Trend: Comments

1Q07 N/A

1Q08 N/A

4Q16 Management noted a short waiting list for the three-bedroom units.

1Q17 The contact stated that the property typically maintains an occupancy rate between 95 and 98 percent, but they have hovered around 99 percent in the last few months. There are no military tenants due to the LIHTC restriction. Management noted a short waiting list for the three-bedroom units.

Lumpkin Park Apartments, continued

Photos



PROPERTY PROFILE REPORT

Midtown Square

Effective Rent Date	3/29/2017
Location	1400 Boxwood Blvd Columbus, GA 31906 Muscogee County
Distance	3.3 miles
Units	144
Vacant Units	2
Vacancy Rate	1.4%
Type	Garden (2 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None
Tenant Characteristics	Majority from Muscogee County
Contact Name	Karen
Phone	706-561-1083



Market Information

Program	@60%
Annual Turnover Rate	33%
Units/Month Absorbed	16
HCV Tenants	21%
Leasing Pace	Within three weeks
Annual Chg. in Rent	Increased four to seven percent
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	24	1,175	\$655	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	120	1,350	\$765	\$0	@60%	Yes	2	1.7%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2BA	\$655	\$0	\$655	\$15	\$670
3BR / 2BA	\$765	\$0	\$765	\$15	\$780

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Oven
Washer/Dryer hookup

Blinds
Central A/C
Garbage Disposal
Refrigerator

Security

In-Unit Alarm
Perimeter Fencing
Video Surveillance

Services

None

Property

Car Wash
Exercise Facility
On-Site Management
Swimming Pool

Clubhouse/Meeting
Off-Street Parking
Playground
Tennis Court

Premium

None

Other

Afterschool program

Midtown Square, continued

Comments

The contact stated that the waiting list is eight households in length. None of the utilities are included in the rent. There are no washer/dryers available for rent. There is also no central laundry available. According to the contact, the three-bedroom units take a longer than the two-bedroom units to lease.

Midtown Square, continued

Trend Report

Vacancy Rates

4Q07	2Q13	4Q16	1Q17
0.0%	0.0%	4.9%	1.4%

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	0.0%	\$562	\$0	\$562	\$577
2013	2	0.0%	\$545	\$0	\$545	\$560
2016	4	4.2%	\$628	\$0	\$628	\$643
2017	1	0.0%	\$655	\$0	\$655	\$670

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	0.0%	\$643	\$0	\$643	\$658
2013	2	0.0%	\$615	\$0	\$615	\$630
2016	4	5.0%	\$715	\$0	\$715	\$730
2017	1	1.7%	\$765	\$0	\$765	\$780

Trend: Comments

- 4Q07** Rents declined by \$2 on the 3 BR/2 BA units since our last survey in August 2007.
- 2Q13** Rents have declined slightly since last interviewed, although occupancy is consistently high. Property manager attributed this to the all-LIHTC unit mix and stated that she believed rent rates could be significantly higher for market-rate units. Property manager did not know the percentage of tenants utilizing Section 8 vouchers, so that info is from the previous interview.
- 4Q16** According to the contact, the three-bedroom units take a little longer than the two-bedroom units to occupy.
- 1Q17** The contact stated that the waiting list is eight households in length. None of the utilities are included in the rent. There are no washer/dryers available for rent. There is also no central laundry available. According to the contact, the three-bedroom units take a longer than the two-bedroom units to lease.

Photos



PROPERTY PROFILE REPORT

Cross Creek

Effective Rent Date	3/29/2017
Location	3911 Steam Mill Road Columbus, GA 31907 Muscogee County
Distance	4.5 miles
Units	200
Vacant Units	16
Vacancy Rate	8.0%
Type	Garden (2 stories)
Year Built/Renovated	1976 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Willow Creek
Tenant Characteristics	Mixed tenancy
Contact Name	Valerian
Phone	706-689-5150



Market Information

Program	Market
Annual Turnover Rate	42%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased one to three percent
Concession	Two months rent half off on a 13 month

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	50	840	\$505	\$42	Market	No	2	4.0%	N/A	None
2	1.5	Garden (2 stories)	100	980	\$658	\$55	Market	No	12	12.0%	N/A	AVG
2	1.5	Garden (2 stories)	N/A	980	\$670	\$0	Market	No	N/A	N/A	N/A	HIGH
2	1.5	Garden (2 stories)	N/A	980	\$645	\$0	Market	No	N/A	N/A	N/A	LOW
3	2	Garden (2 stories)	50	1,040	\$725	\$60	Market	No	2	4.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$505	\$42	\$463	-\$41	\$422
2BR / 1.5BA	\$645 - \$670	\$0 - \$55	\$603 - \$670	-\$48	\$555 - \$622
3BR / 2BA	\$725	\$60	\$665	-\$59	\$606

Cross Creek, continued

Amenities

In-Unit

Blinds
Central A/C
Ceiling Fan
Oven
Washer/Dryer hookup

Carpeting
Dishwasher
Garbage Disposal
Refrigerator

Security

Patrol
Video Surveillance

Services

None

Property

Car Wash
Central Laundry
On-Site Management
Tennis Court

Clubhouse/Meeting
Off-Street Parking
Swimming Pool

Premium

None

Other

None

Comments

Rental rate ranges for two-bedroom units are attributable to upgraded units with newer appliances, cabinets, and flooring. The contact was unable to confirm the number of units that have upgrades. There is currently one household on the waiting list for one-bedroom units. The two vacant one-bedroom units are pre-leased. Two of the 12 vacant two-bedroom units are pre-leased. One of the two, three-bedroom units is pre-leased.

Cross Creek, continued

Trend Report

Vacancy Rates

1Q09	2Q14	4Q16	1Q17
4.0%	6.0%	11.5%	8.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$450	\$0	\$450	\$409
2014	2	18.0%	\$480	\$10	\$470	\$429
2016	4	2.0%	\$495	\$41	\$454	\$413
2017	1	4.0%	\$505	\$42	\$463	\$422

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	8.0%	\$555	\$0	\$555	\$507
2014	2	3.0%	\$610	\$10	\$600	\$552
2016	4	20.0%	\$643	\$54	\$589	\$541
2017	1	N/A	\$645 - \$670	\$0 - \$55	\$603 - \$670	\$555 - \$622

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$670	\$0	\$670	\$611
2014	2	0.0%	\$705 - \$720	\$10	\$695 - \$710	\$636 - \$651
2016	4	4.0%	\$733	\$61	\$672	\$613
2017	1	4.0%	\$725	\$60	\$665	\$606

Trend: Comments

- 1Q09** Management stated that they have a few two and three-bedroom deluxe units that rent for \$25 more than the normal rental rate. Deluxe apartments have updated appliances and ceramic tile. Management reported that three of the vacant two-bedroom units are pre-leased.
- 2Q14** According to the contact, the higher asking rent for three-bedroom units is due to updated appliances. The property maintains a waiting list of 11 households for the three-bedroom units.
- 4Q16** Rents vary based off whether the unit is renovated. Renovations include new appliances, cabinets, and flooring. According to the contact, vacancy is elevated due to its close proximity to Fort Benning, which has experienced a population decrease.
- 1Q17** Rental rate ranges for two-bedroom units are attributable to upgraded units with newer appliances, cabinets, and flooring. The contact was unable to confirm the number of units that have upgrades. There is currently one household on the waiting list for one-bedroom units. The two vacant one-bedroom units are pre-leased. Two of the 12 vacant two-bedroom units are pre-leased. One of the two, three-bedroom units is pre-leased.

Photos



PROPERTY PROFILE REPORT

Greystone At Country Club

Effective Rent Date 3/29/2017
Location 2001 Country Club Rd
Columbus, GA 31906
Muscogee County
Distance 2 miles
Units 200
Vacant Units 5
Vacancy Rate 2.5%
Type Various
Year Built/Renovated 1964 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors None identified
Tenant Characteristics None identified
Contact Name Shanice
Phone 706-327-0268



Market Information

Program Market
Annual Turnover Rate 24%
Units/Month Absorbed N/A
HCV Tenants 0%
Leasing Pace Within three weeks
Annual Chg. in Rent Increased one percent
Concession None

Utilities

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

Greystone At Country Club, continued

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	N/A	900	\$625	\$0	Market	Yes	0	N/A	N/A	AVG
1	1	Garden (2 stories)	N/A	900	\$700	\$0	Market	N/A	N/A	N/A	N/A	HIGH
1	1	Garden (2 stories)	N/A	900	\$550	\$0	Market	N/A	N/A	N/A	N/A	LOW
2	1	Garden (2 stories)	N/A	878	\$730	\$0	Market	Yes	2	N/A	N/A	AVG
2	1	Garden (2 stories)	N/A	878	\$800	\$0	Market	N/A	N/A	N/A	N/A	HIGH
2	1	Garden (2 stories)	N/A	878	\$660	\$0	Market	N/A	N/A	N/A	N/A	LOW
2	1.5	Townhouse (2 stories)	N/A	1,269	\$760	\$0	Market	Yes	1	N/A	N/A	AVG
2	1.5	Townhouse (2 stories)	N/A	1,525	\$818	\$0	Market	Yes	0	N/A	N/A	AVG
2	1.5	Townhouse (2 stories)	N/A	1,331	\$775	\$0	Market	N/A	N/A	N/A	N/A	HIGH
2	1.5	Townhouse (2 stories)	N/A	1,575	\$925	\$0	Market	N/A	N/A	N/A	N/A	HIGH
2	1.5	Townhouse (2 stories)	N/A	1,206	\$745	\$0	Market	N/A	N/A	N/A	N/A	LOW
2	1.5	Townhouse (2 stories)	N/A	1,475	\$710	\$0	Market	N/A	N/A	N/A	N/A	LOW
2	2	Garden (2 stories)	N/A	1,250	\$810	\$0	Market	Yes	2	N/A	N/A	AVG
2	2	Garden (2 stories)	N/A	1,250	\$855	\$0	Market	N/A	N/A	N/A	N/A	HIGH
2	2	Garden (2 stories)	N/A	1,250	\$765	\$0	Market	N/A	N/A	N/A	N/A	LOW
3	2	Garden (2 stories)	N/A	1,575	\$860	\$0	Market	Yes	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$550 - \$700	\$0	\$550 - \$700	-\$41	\$509 - \$659
2BR / 1BA	\$660 - \$800	\$0	\$660 - \$800	-\$48	\$612 - \$752
2BR / 1.5BA	\$710 - \$925	\$0	\$710 - \$925	-\$48	\$662 - \$877
2BR / 2BA	\$765 - \$855	\$0	\$765 - \$855	-\$48	\$717 - \$807
3BR / 2BA	\$860	\$0	\$860	-\$59	\$801

Amenities

In-Unit

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

Blinds
Central A/C
Dishwasher
Garbage Disposal
Oven
Washer/Dryer

Security

In-Unit Alarm

Services

None

Property

Central Laundry
Swimming Pool

On-Site Management

Premium

None

Other

None

Comments

The contact stated that rental ranges are attributable to unit renovations and square footage. The contact was unable to provide the number of renovated units and a unit mix breakdown.

Greystone At Country Club, continued

Trend Report

Vacancy Rates

2Q06	1Q17
N/A	2.5%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$560	\$0	\$560	\$519
2017	1	N/A	\$550 - \$700	\$0	\$550 - \$700	\$509 - \$659

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2017	1	N/A	\$710 - \$925	\$0	\$710 - \$925	\$662 - \$877

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$548	\$0	\$548	\$500
2017	1	N/A	\$660 - \$800	\$0	\$660 - \$800	\$612 - \$752

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$660 - \$708	\$0	\$660 - \$708	\$612 - \$660
2017	1	N/A	\$765 - \$855	\$0	\$765 - \$855	\$717 - \$807

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$675	\$0	\$675	\$616
2017	1	N/A	\$860	\$0	\$860	\$801

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2006	2	N/A	\$425	\$0	\$425	\$425

Trend: Comments

2Q06 Current Interview (06/06/06): Management was only willing to give current rents and vacancies. Greystone at Country Club is a market rate property that offers one-, two-, and three-bedroom garden style units as well as two-bedroom townhouses. Rent on one bedroom units ranges from \$510 to \$610. Rent on two-bedroom, one bath units ranges from \$485 to \$610 and rent on two-bedroom, two bath units ranges from \$650 to \$750. The two-bedroom, two bath townhome has a rent range of \$590 to \$825. The three bedroom unit rents for \$675. There are currently no vacancies, however management believes that a few units will open up in late July. Some units are all electric while others are heated by gas.

1Q17 The contact stated that rental ranges are attributable to unit renovations and square footage. The contact was unable to provide the number of renovated units and a unit mix breakdown.

Photos



PROPERTY PROFILE REPORT

Pembrook Apartments

Effective Rent Date	3/29/2017
Location	3807 Pembrook Court Columbus, GA 31907 Muscookee County
Distance	4.8 miles
Units	131
Vacant Units	5
Vacancy Rate	3.8%
Type	Various (2 stories)
Year Built/Renovated	1968 / 1997
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Willow Creek
Tenant Characteristics	Singles and families from Muscookee County, 25 percent military
Contact Name	Judy Reis
Phone	706-563-1021



Market Information

Program	Market
Annual Turnover Rate	18%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks.
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	N/A	887	\$530	\$0	Market	No	0	N/A	N/A	None
1	1	Townhouse	N/A	N/A	\$550	\$0	Market	No	1	N/A	N/A	None
2	1	Garden	N/A	1,065	\$555	\$0	Market	No	0	N/A	N/A	None
2	1	Townhouse	N/A	N/A	\$580	\$0	Market	No	4	N/A	N/A	None
2	1.5	Townhouse	N/A	N/A	\$625	\$0	Market	No	0	N/A	N/A	None
3	2	Garden	17	1,350	\$780	\$0	Market	No	0	0.0%	N/A	None
3	2.5	Townhouse	16	1,350	\$745	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$530 - \$550	\$0	\$530 - \$550	-\$41	\$489 - \$509
2BR / 1BA	\$555 - \$580	\$0	\$555 - \$580	-\$48	\$507 - \$532
2BR / 1.5BA	\$625	\$0	\$625	-\$48	\$577
3BR / 2BA	\$780	\$0	\$780	-\$59	\$721
3BR / 2.5BA	\$745	\$0	\$745	-\$59	\$686

Pembroke Apartments, continued

Amenities

In-Unit

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

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

Security

None

Services

None

Property

Basketball Court
Central Laundry
On-Site Management
Swimming Pool

Clubhouse/Meeting
Off-Street Parking
Playground
Tennis Court

Premium

None

Other

None

Comments

According to our contact, the rental market has weakened in the last six to nine months due to deployment of troops. Military personnel make up a considerable portion of the area's tenant base.

The contact stated that rental rates have not increased in the last two years.

The more expensive one-bedroom units have been renovated and an added washer/dryer connection.

Pembroke Apartments, continued

Trend Report

Vacancy Rates

4Q07	1Q08	4Q16	1Q17
4.6%	4.6%	3.1%	3.8%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$460 - \$550	\$0	\$460 - \$550	\$419 - \$509
2008	1	N/A	\$460 - \$550	\$0	\$460 - \$550	\$419 - \$509
2016	4	N/A	\$530 - \$550	\$0	\$530 - \$550	\$489 - \$509
2017	1	N/A	\$530 - \$550	\$0	\$530 - \$550	\$489 - \$509

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	N/A	\$570 - \$595	\$0	\$570 - \$595	\$522 - \$547
2008	1	N/A	\$570 - \$595	\$0	\$570 - \$595	\$522 - \$547
2016	4	N/A	\$625	\$0	\$625	\$577
2017	1	N/A	\$625	\$0	\$625	\$577

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	4.4%	\$515	\$0	\$515	\$467
2008	1	4.4%	\$515	\$0	\$515	\$467
2016	4	N/A	\$555 - \$580	\$0	\$555 - \$580	\$507 - \$532
2017	1	N/A	\$555 - \$580	\$0	\$555 - \$580	\$507 - \$532

3BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	6.2%	\$680	\$0	\$680	\$621
2008	1	6.2%	\$680	\$0	\$680	\$621
2016	4	6.2%	\$745	\$0	\$745	\$686
2017	1	0.0%	\$745	\$0	\$745	\$686

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2007	4	0.0%	\$690	\$0	\$690	\$631
2008	1	0.0%	\$690	\$0	\$690	\$631
2016	4	0.0%	\$780	\$0	\$780	\$721
2017	1	0.0%	\$780	\$0	\$780	\$721

Pembroke Apartments, continued

Trend: Comments

- 4Q07** According to our contact, the rental market has weakened in the last six to nine months due to deployment of troops. Military personnel make up a considerable portion of the area's tenant base.
- The rental range of the 1 BR/1 BA exists because the more expensive units have been remodeled and had washer/dryer connections added. The more expensive 2 BR/1.5 BA units have washer/dryer connections.
- 1Q08** N/A
- 4Q16** According to our contact, the rental market has weakened in the last six to nine months due to deployment of troops. Military personnel make up a considerable portion of the area's tenant base.
- The rental range of the 1BR/1BA exists because the more expensive units have been remodeled and had washer/dryer connections added. The more expensive 2BR/1.5BA units have washer/dryer connections.
- 1Q17** According to our contact, the rental market has weakened in the last six to nine months due to deployment of troops. Military personnel make up a considerable portion of the area's tenant base.
- The contact stated that rental rates have not increased in the last two years.
- The more expensive one-bedroom units have been renovated and an added washer/dryer connection.

Pembroke Apartments, continued

Photos



PROPERTY PROFILE REPORT

The Lodge Apartments

Effective Rent Date	3/30/2017
Location	464 West Oakley Drive Columbus, GA 31906 Muscogee County
Distance	4.5 miles
Units	237
Vacant Units	5
Vacancy Rate	2.1%
Type	Garden (3 stories)
Year Built/Renovated	1973 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Willow Creek
Tenant Characteristics	Families and singles from throughout Muscogee County, eight percent military
Contact Name	Betty
Phone	706- 689-4402



Market Information

Program	Market
Annual Turnover Rate	13%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased one percent
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	728	\$558	\$0	Market	No	N/A	N/A	N/A	AVG
1	1	Garden (3 stories)	N/A	736	\$575	\$0	Market	No	N/A	N/A	N/A	HIGH
1	1	Garden (3 stories)	N/A	719	\$540	\$0	Market	No	N/A	N/A	N/A	LOW
2	1	Garden (3 stories)	N/A	1,012	\$650	\$0	Market	No	2	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,120	\$695	\$0	Market	No	2	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,316	\$795	\$0	Market	No	1	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$540 - \$575	\$0	\$540 - \$575	-\$41	\$499 - \$534
2BR / 1BA	\$650	\$0	\$650	-\$48	\$602
2BR / 2BA	\$695	\$0	\$695	-\$48	\$647
3BR / 2BA	\$795	\$0	\$795	-\$59	\$736

The Lodge Apartments, continued

Amenities

In-Unit

Balcony/Patio
Cable/Satellite/Internet
Central A/C
Dishwasher
Garbage Disposal
Refrigerator
Washer/Dryer hookup

Blinds
Carpeting
Coat Closet
Ceiling Fan
Oven
Walk-In Closet

Security

Patrol

Services

None

Property

Clubhouse/Meeting
Off-Street Parking
Picnic Area
Tennis Court

Central Laundry
On-Site Management
Swimming Pool
Volleyball Court

Premium

None

Other

None

Comments

Management stated that basic cable is included in the monthly rent. Rents on the one-bedroom units vary slightly due to small size differences. The property does not accept Housing Choice Vouchers. Washer/dryer hookups are available in two and three-bedroom units. The contact was unable to provide a breakdown of number of units per unit mix, but confirmed that there are a total of 237.

The Lodge Apartments, continued

Trend Report

Vacancy Rates

1Q09	2Q14	4Q16	1Q17
2.5%	2.7%	6.9%	2.1%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	3.1%	\$490	\$0	\$490	\$449
2014	2	1.5%	\$550	\$0	\$550	\$509
2016	4	N/A	\$545	\$0	\$545	\$504
2017	1	N/A	\$540 - \$575	\$0	\$540 - \$575	\$499 - \$534

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	2.5%	\$600	\$0	\$600	\$552
2014	2	7.5%	\$640	\$0	\$640	\$592
2016	4	N/A	\$650	\$0	\$650	\$602
2017	1	N/A	\$650	\$0	\$650	\$602

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	2.5%	\$630	\$0	\$630	\$582
2014	2	2.5%	\$680	\$0	\$680	\$632
2016	4	N/A	\$680	\$0	\$680	\$632
2017	1	N/A	\$695	\$0	\$695	\$647

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$735	\$0	\$735	\$676
2014	2	5.0%	\$785	\$0	\$785	\$726
2016	4	N/A	\$795	\$0	\$795	\$736
2017	1	N/A	\$795	\$0	\$795	\$736

Trend: Comments

1Q09 Management stated that basic cable is included in the monthly rent.

2Q14 N/A

4Q16 Management stated that basic cable is included in the monthly rent. Rents on the one-bedroom units vary slightly due to small size differences. Vacancy is elevated to a decrease of population at Fort Benning.

1Q17 Management stated that basic cable is included in the monthly rent. Rents on the one-bedroom units vary slightly due to small size differences. The property does not accept Housing Choice Vouchers. Washer/dryer hookups are available in two and three-bedroom units. The contact was unable to provide a breakdown of number of units per unit mix, but confirmed that there are a total of 237.

The Lodge Apartments, continued

Photos



PROPERTY PROFILE REPORT

Willow Creek Apartments

Effective Rent Date	3/29/2017
Location	3700 Buena Vista Road Columbus, GA 31906 Muscookee County
Distance	4.1 miles
Units	285
Vacant Units	9
Vacancy Rate	3.2%
Type	Various (3 stories)
Year Built/Renovated	1977 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	The Lodge, Cross Creek
Tenant Characteristics	None identified
Contact Name	Tess
Phone	706-687-5672



Market Information

Program	Market
Annual Turnover Rate	13%
Units/Month Absorbed	N/A
HCV Tenants	7%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased one to four percent
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	113	671	\$540	\$0	Market	No	3	2.7%	N/A	AVG
1	1	Garden (3 stories)	N/A	697	\$570	\$0	Market	No	N/A	N/A	N/A	HIGH
1	1	Garden (3 stories)	N/A	644	\$510	\$0	Market	No	N/A	N/A	N/A	LOW
2	1	Garden (3 stories)	92	859	\$688	\$0	Market	No	3	3.3%	N/A	AVG
2	1	Garden (3 stories)	N/A	920	\$715	\$0	Market	No	N/A	N/A	N/A	HIGH
2	1	Garden (3 stories)	N/A	797	\$660	\$0	Market	No	N/A	N/A	N/A	LOW
2	1.5	Townhouse (2 stories)	72	1,083	\$725	\$0	Market	No	3	4.2%	N/A	None
3	2	Townhouse (2 stories)	8	1,446	\$850	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$510 - \$570	\$0	\$510 - \$570	\$15	\$525 - \$585
2BR / 1BA	\$660 - \$715	\$0	\$660 - \$715	\$15	\$675 - \$730
2BR / 1.5BA	\$725	\$0	\$725	\$15	\$740
3BR / 2BA	\$850	\$0	\$850	\$15	\$865

Willow Creek Apartments, continued

Amenities

In-Unit

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

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

Security

Patrol
Perimeter Fencing

Services

None

Property

Clubhouse/Meeting
Jacuzzi
Off-Street Parking
Playground
Swimming Pool
Volleyball Court

Exercise Facility
Central Laundry
Picnic Area
Sport Court
Tennis Court

Premium

None

Other

Walking Trail

Comments

Rental rates increased one percent on 2BR/1BA units and decreased one percent on 2BR/2BA unit. The waiting list is six households in length for three-bedroom units. Water, sewer and trash is added onto rent at a charge of \$30/month for one-bedroom units, \$40/month for two-bedroom units and \$50/month for three-bedroom units.

Willow Creek Apartments, continued

Trend Report

Vacancy Rates

1Q09	2Q14	4Q16	1Q17
0.4%	1.1%	3.2%	3.2%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.9%	\$465	\$0	\$465	\$480
2014	2	1.8%	\$566	\$0	\$566	\$581
2016	4	1.8%	\$565	\$24	\$541	\$556
2017	1	N/A	\$510 - \$570	\$0	\$510 - \$570	\$525 - \$585

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$645	\$0	\$645	\$660
2014	2	0.0%	\$717	\$0	\$717	\$732
2016	4	2.8%	\$700	\$29	\$671	\$686
2017	1	4.2%	\$725	\$0	\$725	\$740

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$590	\$0	\$590	\$605
2014	2	1.1%	\$649	\$0	\$649	\$664
2016	4	4.3%	\$659	\$27	\$632	\$647
2017	1	N/A	\$660 - \$715	\$0	\$660 - \$715	\$675 - \$730

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	1	0.0%	\$780	\$0	\$780	\$795
2014	2	0.0%	\$850	\$0	\$850	\$865
2016	4	12.5%	\$850	\$35	\$815	\$830
2017	1	0.0%	\$850	\$0	\$850	\$865

Trend: Comments

- 1Q09** Management reported that rents change daily based on availability. Respective base rents for the units are: \$485, \$585, \$650, and \$780.
- 2Q14** According to the contact, the property is under new ownership. The property maintains a waiting list for three-bedroom units, but the contact was unable to provide its length.
- 4Q16** Rents have increased one percent on 2BR/1BA units and decreased one percent on 2BR/2BA unit. The contact indicated Section 8 Housing Choice Vouchers are accepted, but could not determine how many tenants utilized them.
- 1Q17** Rental rates increased one percent on 2BR/1BA units and decreased one percent on 2BR/2BA unit. The waiting list is six households in length for three-bedroom units. Water, sewer and trash is added onto rent at a charge of \$30/month for one-bedroom units, \$40/month for two-bedroom units and \$50/month for three-bedroom units.

Willow Creek Apartments, continued

Photos



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

Housing Choice Vouchers

The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS		
Comparable Property	Type	Housing Choice Voucher Tenants
Avalon Apartments	LIHTC	45%
Johnston Mill Lofts	LIHTC/Market	2%
Liberty Gardens Townhomes	LIHTC	N/A
Lumpkin Park Apartments	LIHTC	50%
Midtown Square	LIHTC	21%
Cross Creek	Market	0%
Greystone At Country Club	Market	0%
Pembrook Apartments	Market	0%
The Lodge Apartments	Market	0%
Willow Creek Apartments	Market	7%

Housing Choice Voucher usage in this market ranges from zero to 50 percent. The majority of LIHTC properties have a low reliance on tenants with vouchers. The market rate properties generally do not accept Housing Choice Vouchers. As a LIHTC property, we expect the Subject will operate with a vacancy rate of 20 percent or less.

Lease Up History

We were unable to obtain absorption data from any of the comparable properties. However, we have included absorption information from Waverly Terrace Apartments, a senior property, which opened in January 2017. As of our March 2017 interview, this property had tenants in 35 of its 80 units and had leased an additional 16 units, indicating a total of 51 units have signed leases. This indicates an absorption pace of 17 units per month. Given the Subject will target families, we believe a slightly more rapid absorption pace estimate is reasonable. Therefore, we have concluded the Subject will experience an absorption pace of 20 units per month, indicating an absorption period of two months to reach stabilization at 93 percent occupancy.

Phased Developments

The Subject is not part of a multi-phase development.

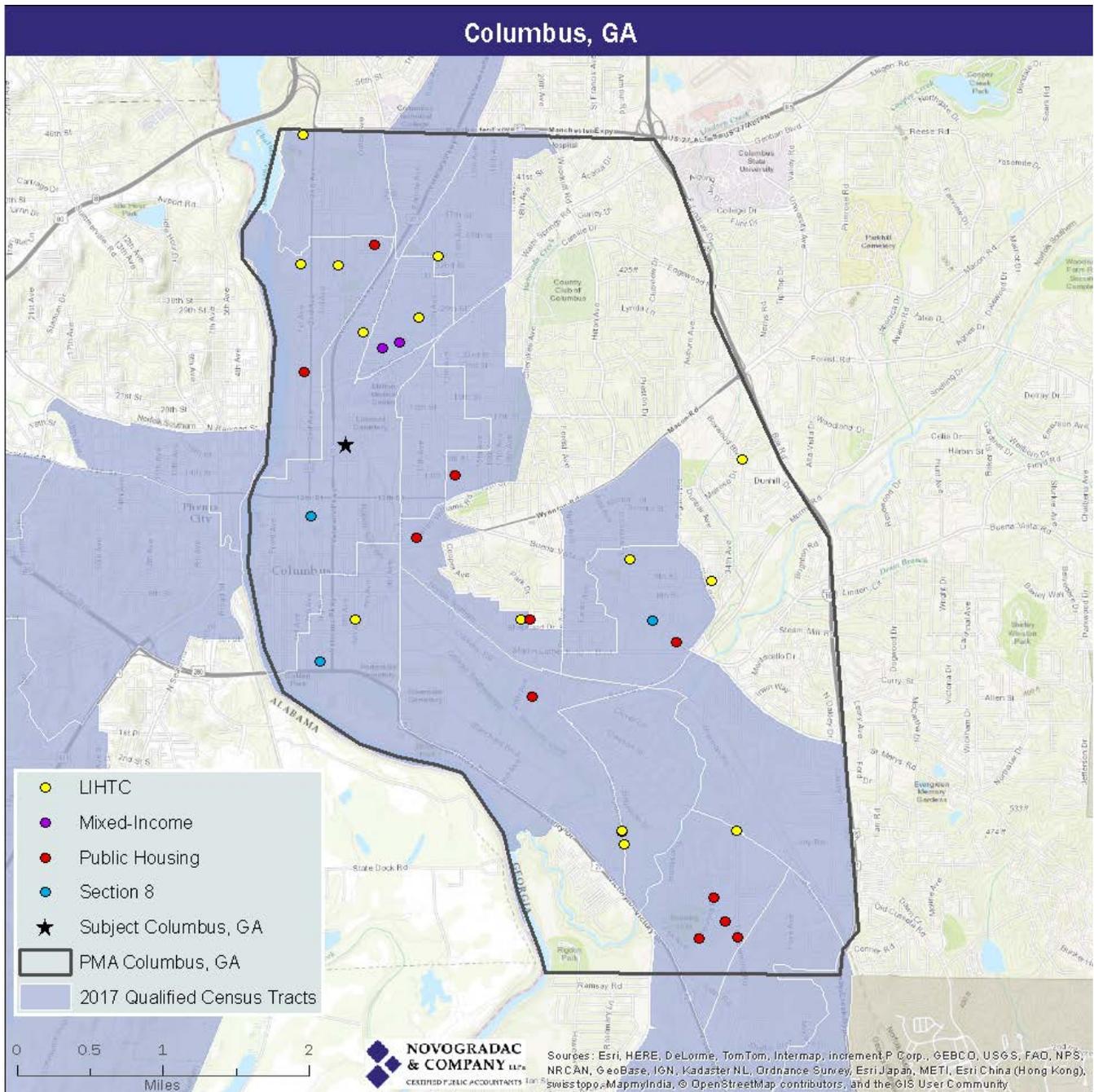
Rural Areas

The Subject is not located in a rural area.

Competitive Project Map

COMPETITIVE PROJECTS

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color	
Claflin School Apartments	LIHTC	Columbus	Family	44	-	Star	
Johnston Mill Lofts	LIHTC	Columbus	Family	335	93.7%	Yellow	
Liberty Garden Townhomes	LIHTC	Columbus	Family	88	100.0%		
Midtown Square	LIHTC	Columbus	Family	144	98.6%		
Avalon Apartments	LIHTC	Columbus	Family	232	98.3%		
Lumpkin Park	LIHTC	Columbus	Family	192	99.5%		
Springfield Crossing	LIHTC	Columbus	Family	120	97.5%		
Victory Crossing Apartments	LIHTC	Columbus	Family	172	N/A		
McLeod Square	LIHTC	Columbus	Family	40	95.0%		
Pear Tree Place	LIHTC	Columbus	Family	11	N/A		
Lyndolyn Apartments	LIHTC	Columbus	Family	34	N/A		
Waverly Terrace Senior	LIHTC*	Columbus	Senior	80	43.8%		
32nd Ave	LIHTC	Columbus	Family	6	100.0%		
Fay Project I	LIHTC	Columbus	Family	3	100.0%		
Fay Project II	LIHTC	Columbus	Family	2	100.0%		
Knight Project	LIHTC	Columbus	Family	2	100.0%		
24th Street Project	LIHTC	Columbus	Family	2	100.0%		
Ashley Station Phase I	Mixed-Income	Columbus	Family	184	95.1%		Purple
Ashley Station Phase II	Mixed-Income	Columbus	Family	183	95.6%		
Columbus Gardens Apartments	Section 8	Columbus	Family	116	96.6%		Cyan
Ralston Towers	Section 8	Columbus	Senior	269	N/A		
Renaissance Villa Apartments	Section 8	Columbus	Family	72	87.5%	Red	
Willow Glen	Public Housing	Columbus	Disabled	28	N/A		
Arbor Pointe Apartments I	Public Housing	Columbus	Family	148	97.3%		
Arbor Pointe Apartments II	Public Housing	Columbus	Family	148	98.0%		
Arbor Pointe Apartments III	Public Housing	Columbus	Senior	120	97.5%		
Chase Homes	Public Housing	Columbus	Family	108	94.4%		
E. J. Knight Apartments	Public Housing	Columbus	Family	92	88.0%		
Elizabeth Canty Homes	Public Housing	Columbus	Family	249	88.0%		
Farley Homes	Public Housing	Columbus	Family	102	N/A		
Nicholson Terrace	Public Housing	Columbus	Senior	100	N/A		
Rivers Homes	Public Housing	Columbus	Senior	24	N/A		
Warren Williams Homes	Public Housing	Columbus	Family	160	88.1%		
Wilson Homes	Public Housing	Columbus	Family	289	N/A		



3. Amenities

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

CLAFLIN SCHOOL – COLUMBUS, GEORGIA – MARKET STUDY

UNIT MATRIX REPORT

	Claflin School Apartment	Avalon Apartments	Johnston Mill Lofts	Liberty Gardens Townhome	Lumpkin Park Apartments	Midtown Square	Cross Creek	Greystone At Country Club	Pembroke Apartments	The Lodge Apartments	Willow Creek Apartment
	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	LIHTC	Market	Market	Market	Market	Market
Property Information											
Property Type	Various	Garden (2 stories)	Conversion (4 stories)	Townhouse	Garden (3 stories)	Garden (2 stories)	Garden (2 stories)	Various	Various (2 stories)	Garden (3 stories)	Various (3 stories)
Year Built / Renovated	2019 / n/a	2009 / n/a	1900 / 2002	1990 / n/a	2008 / n/a	2002 / n/a	1976 / n/a	1964 / n/a	1968 / 1997	1973 / n/a	1977 / n/a
Utility Adjustments											
Cooking	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no
Water	no	yes	no	yes	yes	no	yes	yes	yes	yes	no
Sewer	no	yes	no	yes	yes	no	yes	yes	yes	yes	no
Trash Collection	yes	yes	no	yes	yes	no	yes	yes	yes	yes	no
In-Unit Amenities											
Balcony/Patio	no	yes	no	yes	yes	yes	no	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	no	yes	yes	no	yes	no	no	yes	yes	yes	yes
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	no	no	no	yes	no	no	no	no	no	yes
Ceiling Fan	yes	yes	yes	no	no	no	yes	yes	yes	yes	yes
Fireplace	no	no	no	no	no	no	no	no	no	no	yes
Garbage Disposal	no	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
Microwave	no	yes	yes	no	yes	no	no	yes	no	no	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Skylights	no	no	yes	no	no	no	no	no	no	no	no
Walk-In Closet	no	yes	yes	no	yes	no	no	no	yes	yes	no
Washer/Dryer	no	no	no	no	yes	no	no	yes	yes	no	yes
Washer/Dryer hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Property Amenities											
Basketball Court	no	no	yes	no	no	no	no	no	yes	no	no
Computer Lab	yes	yes	no	no	yes	no	no	no	no	no	no
Car Wash	no	no	no	no	no	yes	yes	no	no	no	no
Community Room	yes	yes	no	no	yes	yes	yes	no	yes	yes	yes
Courtyard	yes	yes	no	no	no	no	no	no	no	no	no
Exercise Facility	yes	yes	yes	no	no	yes	no	no	no	no	yes
Jacuzzi	no	no	no	no	no	no	no	no	no	no	yes
Central Laundry	yes	yes	yes	yes	no	no	yes	yes	yes	yes	yes
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no
Picnic Area	no	yes	no	no	no	no	no	no	no	yes	yes
Playground	yes	yes	yes	yes	yes	yes	no	no	yes	no	yes
Sport Court	no	no	no	no	no	no	no	no	no	no	yes
Swimming Pool	no	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
Tennis Court	no	no	yes	no	no	yes	yes	no	yes	yes	yes
Volleyball Court	no	no	no	no	no	no	no	no	no	yes	yes
Services											
Adult Education	yes	no	no	no	no	no	no	no	no	no	no
Security											
In-Unit Alarm	no	no	no	no	no	yes	no	yes	no	no	no
Limited Access	no	yes	yes	no	no	no	no	no	no	no	no
Patrol	no	yes	no	no	no	no	yes	no	no	yes	yes
Perimeter Fencing	no	yes	no	no	yes	yes	no	no	no	no	yes
Video Surveillance	yes	yes	yes	no	no	yes	yes	no	no	no	no

The Subject will offer generally slightly inferior in-unit amenities in comparison to the LIHTC and market-rate comparable properties and slightly superior property amenities. The Subject will offer a computer lab, community room and exercise facility, which many of the comparables will lack. However, the Subject will lack a swimming pool which is offered at several of the comparable developments. In terms of in-unit amenities, the Subject will lack balconies/patios, garbage disposals, microwaves, coat closets and walk-in closets. We recommend the addition of garbage disposals, which are offered at all of the comparable properties except one.

4. Comparable Tenancy

The Subject will target families. All of the comparable properties also target families.

5. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY				
Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Avalon Apartments	LIHTC	232	4	1.7%
Johnston Mill Lofts	LIHTC/Market	335	21	6.3%
Liberty Gardens Townhomes	LIHTC	88	0	0.0%
Lumpkin Park Apartments	LIHTC	192	1	0.5%
Midtown Square	LIHTC	144	2	1.4%
Cross Creek	Market	200	16	8.0%
Greystone At Country Club	Market	200	5	2.5%
Pembrook Apartments	Market	131	5	3.8%
The Lodge Apartments	Market	237	5	2.1%
Willow Creek Apartments	Market	285	9	3.2%
LIHTC Total		991	28	2.8%
Market Total		1,053	40	3.8%
Total		2,044	68	3.3%

The overall vacancy rate in the market is low at 3.3 percent. The LIHTC properties reported a slightly lower vacancy rate at 2.8 percent. Of the stabilized LIHTC properties, only one, Johnston Mill Lofts, has reported an elevated vacancy rate. However, the contact at this property indicated a number of the vacancies at this development are in the market rate units. We believe the market rents at this property, which are at the top of the market, are above achievable levels and have contributed to the elevated vacancy rate at the property at this time. All of the remaining LIHTC properties have reported strong occupancy rates. Additionally, all of these properties currently maintain waiting lists. This indicates strong demand for affordable housing in the market.

The market rate properties reported a higher overall vacancy rate of 3.8 percent. One of the market rate properties reported elevated vacancy rates. The contact at Cross Creek reported their elevated vacancy rates are attributable to the slow winter season and frequent changes in personnel at Fort Benning. The managers at other market rate properties in the PMA also indicate winter is a slow leasing time and base deployments can affect occupancy. On base personnel changes will not directly affect the Subject or other LIHTC properties. Overall, we believe there is strong demand for affordable housing in the market. We anticipate the Subject will operate with a vacancy rate of five percent or less upon completion.

6. Properties Under Construction and Proposed

There are no developments planned, proposed or under construction in the PMA.

7. Rental Advantage

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

SIMILARITY MATRIX

#	Property Name	Type	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Avalon Apartments	LIHTC	Slightly Superior	Superior	Similar	Slightly Inferior	Slightly Superior	10
2	Johnston Mill Lofts	LIHTC/Market	Similar	Superior	Similar	Inferior	Superior	0
3	Liberty Gardens Townhomes	LIHTC	Inferior	Slightly Superior	Similar	Inferior	Slightly Superior	-15
4	Lumpkin Park Apartments	LIHTC	Slightly Inferior	Superior	Similar	Slightly Inferior	Superior	0
5	Midtown Square	LIHTC	Similar	Slightly Superior	Similar	Inferior	Superior	-5
6	Cross Creek	Market	Slightly Inferior	Slightly Superior	Similar	Inferior	Slightly Superior	-10
7	Greystone At Country Club	Market	Inferior	Superior	Similar	Inferior	Superior	-10
8	Pembrook Apartments	Market	Similar	Superior	Similar	Inferior	Similar	0
9	The Lodge Apartments	Market	Similar	Superior	Similar	Inferior	Superior	0
10	Willow Creek Apartments	Market	Superior	Superior	Similar	Inferior	Similar	10

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

The AMI in Muscogee County in 2015 was the highest level the county has ever experienced. Therefore, any of the comparable properties placed in service before 2015 have been “held harmless” to higher rent and income limits than the Subject. All of the comparable LIHTC properties were placed in service prior to 2015 and operate with higher maximum allowable income and rent limits as the Subject’s proposed income and rent limits. Per the Georgia DCA 2017 guidelines, the market study analyst must use the maximum rent and income limits effective as of January 1, 2017. Therefore, we have utilized the 2016 maximum income and rent limits.

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

LIHTC RENT COMPARISON - @50%

Property Name	1BR	2BR	3BR
Clafin School Apartments (Subject)	\$365	\$433	\$477
LIHTC Maximum (Net)	\$370	\$438	\$482

LIHTC RENT COMPARISON - @60%

Property Name	2BR	3BR
Claflin School Apartments (Subject)	\$549	\$610
	\$544	\$606
LIHTC Maximum (Net)	\$555	\$617
Held Harmless LIHTC Maximum (Net)	\$641	\$717
Avalon Apartments	\$546	\$624
Johnston Mill Lofts	\$678	\$706
Liberty Gardens Townhomes	\$436	\$536
Lumpkin Park Apartments	\$544	\$622
Midtown Square	\$670	\$780
Average (excluding Subject)	\$575	\$654

The Subject’s proposed rents at the 50 and 60 percent of AMI levels are set slightly below the maximum allowable rents. None of the comparable properties offer rents at the 50 percent of AMI level. Therefore, we have determined the achievability of the Subject’s 50 percent of AMI rents based on the Subject’s 60 percent of AMI rents in comparison to the market. The Subject’s 50 percent of AMI rents are below the rents at all of the surveyed comparables. Liberty Garden Townhomes reported the lowest rents of the comparable properties. However, this development was built in 1990 and offers an inferior condition to the Subject. This property also lacks a computer lab, community room and exercise facility, which the Subject will offer. Overall, we believe the Subject’s rents at the 50 percent of AMI level, which are the lowest surveyed in the market, will be achievable.

All of the comparable properties offer rents at the 60 percent of AMI level. Of these properties, only Johnston Mill Lofts and Midtown Square have reported achieving the maximum allowable rents. However, these are among the oldest of the surveyed comparable LIHTC properties. The newer LIHTC comparables, Avalon Apartments and Lumpkin Park Apartments, both reported rents below the maximum allowable levels. However, these properties have reported low vacancy rates and waiting lists, indicating demand for affordable housing in the market is high. The Subject will offer a superior condition to all four of these properties. Additionally, none of the comparable properties offer in-unit washers and dryers, which the Subject will include. The Subject’s proposed rents are well below the current rents at Johnston Mill Lofts and Midtown Square, which are at the held harmless maximum allowable levels. However, Avalon Apartments and Lumpkin Park Apartments, which reported they are achieving rents below the maximum allowable levels, have rents similar to or slightly above the Subject’s proposed rents. Therefore, the Subject’s proposed rents appear achievable and are generally similar to the surveyed LIHTC properties. We believe this also indicates the Subject’s rents at the 50 percent of AMI level, which are equally below the maximum allowable rents, are also achievable.

Analysis of “Market Rents”

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

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

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

SUBJECT COMPARISON TO COMPARABLE RENTS

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR @ 50%	\$365	\$422	\$732	\$548	50%
2 BR @ 50%	\$433	\$436	\$877	\$666	54%
3 BR @ 50%	\$477	\$536	\$1,284	\$747	57%
2 BR @ 60%	\$549	\$436	\$877	\$666	21%
3 BR @ 60%	\$610	\$536	\$1,284	\$747	23%

As illustrated the Subject’s proposed 50 and 60 percent rents are well below the surveyed average when compared to the comparables, both LIHTC and market-rate. All of the Subject’s proposed rents are below or within the surveyed range of LIHTC and market rents.

The highest unrestricted asking rents are the market rate units at Johnston Mill Lofts. However, these rents are likely unachievable in the market. This property has reported an elevated vacancy rate and most of their vacancies are concentrated in the market rate rates. Therefore, we believe lower rents than the current rents at this property are reasonable. However, Johnston Mill Lofts’ current rents are well below the rents at the remaining market rate properties surveyed. This indicates there is likely a premium for historic rehabilitation properties located in downtown Columbus, which is a similar design to the Subject. Therefore, we believe the Subject’s proposed rents, which are well below the current rents at this property, are reasonable.

In contrast, the lowest reported rents in the market are at Cross Creek. This development offers larger unit sizes than the Subject, but is considered an inferior property. This development lacks a computer lab and exercise facility, which the Subject will offer. Additionally, this development was built in the 1970’s and exhibits average condition, inferior to the Subject’s anticipated condition. Therefore, the Subject could achieve rents well above the rents at this property. As the Subject’s proposed rents are well below the current rents at this property, we believe the Subject’s rents are achievable. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

8. LIHTC Competition – DCA Funded Properties within the PMA

Capture rates for the Subject are considered low for all bedroom types and AMI levels. If allocated, the Subject will be slightly superior to superior to the existing LIHTC housing stock. The average LIHTC vacancy rate is low at 2.8 percent. Of the five LIHTC properties, only one has a vacancy rate above 1.7 percent. The high vacancy at Johnston Mill Lofts is primarily concentrated in this properties market rate units. There have been no family LIHTC properties allocated tax credits in the PMA in the past several years. We do not believe that the addition of the Subject to the market will impact the existing LIHTC properties that are currently performing well.

9. Rental Trends in the PMA

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

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	9,117	38.7%	14,445	61.3%
2017	6,922	30.4%	15,848	69.6%
Projected Mkt Entry August 2018	6,955	30.3%	15,985	69.7%
2021	7,042	30.1%	16,354	69.9%

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2017

As seen in the previous table, there is higher demand for renter-occupied units than owner-occupied units. The percentage of renter-occupied units in the PMA increased from 2000 to 2017 and is projected to increase through 2021. Through the same period of time, the number of owner-occupied units is expected to increase, while the proportion will decrease. The national homeownership rate as of fourth quarter 2016 was 63.7 percent, significantly above the PMA. Renter-occupied units represent the majority of the housing stock, a trend that has been increasing, is a positive indicator of rental demand in the PMA.

Historical Vacancy

The following table details historical vacancy levels for the properties included as comparables.

HISTORICAL VACANCY

Comparable Property	Type	Total Units	2QTR 2013	2QTR 2014	4QTR 2016	1QTR 2017
Avalon Apartments	LIHTC	232	30.20%	N/A	0.90%	1.70%
Johnston Mill Lofts	LIHTC/Mark	335	8.10%	N/A	N/A	6.30%
Liberty Gardens Townhomes	LIHTC	88	N/A	N/A	N/A	0.00%
Lumpkin Park Apartments	LIHTC	192	N/A	N/A	4.70%	0.50%
Midtown Square	LIHTC	144	0.00%	N/A	4.90%	1.40%
Cross Creek	Market	200	N/A	6.00%	11.50%	8.00%
Greystone At Country Club	Market	200	N/A	N/A	N/A	2.50%
Pembroke Apartments	Market	131	N/A	N/A	3.10%	3.80%
The Lodge Apartments	Market	237	N/A	2.70%	6.90%	2.10%
Willow Creek Apartments	Market	285	N/A	1.10%	3.20%	3.20%

Overall vacancy rates at the LIHTC comparables have decreased over the past several quarters. Current vacancy rates at these properties are low. Vacancy at the market rate properties has remained stable over the past several quarters. Overall, we believe that the current performance of the LIHTC comparable properties, as well as their historically low to moderate vacancy rates, indicate demand for affordable rental housing in the Subject's market.

Change in Rental Rates

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

RENT GROWTH		
Comparable Property	Rent Structure	Rent Growth
Avalon Apartments	LIHTC	Increased one percent
Johnston Mill Lofts	LIHTC/Market	Decreased one percent to increased five percent
Liberty Gardens Townhomes	LIHTC	Increased one percent
Lumpkin Park Apartments	LIHTC	Increased one percent
Midtown Square	LIHTC	Increased four to seven percent
Cross Creek	Market	Increased one to three percent
Greystone At Country Club	Market	Increased one percent
Pembroke Apartments	Market	None
The Lodge Apartments	Market	Increased one percent
Willow Creek Apartments	Market	Increased one to four percent

The LIHTC properties have reported growth of up to seven percent in the past year. The market rate properties reported modest rent growth. We anticipate that the Subject will be able to achieve moderate rent growth in the future as a LIHTC property.

10. Impact of Foreclosed, Abandoned and Vacant Structures

According to *RealtyTrac* statistics, one in every 1,588 housing units nationwide was in some stage of foreclosure as of March 2017. The city of Columbus is experiencing a foreclosure rate of one in every 1,214 homes, while Muscogee County is experiencing foreclosure rate of one in every 1,217 homes and Georgia experienced one foreclosure in every 1,898 housing units. Overall, Columbus is experiencing a higher foreclosure rate than the nation and the state of Georgia but a similar rate of Muscogee County, indicating a healthy housing market. The Subject’s neighborhood does not have a significant amount of abandoned or vacancy structures that would impact the marketability of the Subject.

11. Primary Housing Void

The Subject will be one of only a few LIHTC properties in downtown Columbus. Additionally, the Subject will be new construction and newly renovated. Of the properties in downtown Columbus, most will be 10 years old by the time construction on the Subject is complete. This indicates there is a limited amount of excellent condition affordable rental housing in the downtown Columbus area. Low vacancies at the existing LIHTC properties also indicate there is strong demand for additional affordable housing in the area.

12. Effect of Subject on Other Affordable Units in Market

The LIHTC and other affordable developments in the PMA have reported low vacancy rates and waiting lists. Therefore, we believe there is strong demand for affordable housing in the market. The development of the Subject likely will not impact any existing affordable properties in the PMA. Additionally, there are a limited number of affordable properties in the downtown area from which the Subject would likely draw tenants.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of 2.8 percent, which is considered low. Only one of the affordable comparable properties reported an elevated vacancy rate. However, this property, Johnston Mill Lofts, reported the majority of their vacancies are in the unrestricted units. The majority of the comparable LIHTC properties also maintain waiting lists. These factors indicate demand for affordable housing. The Subject will offer generally inferior

in-unit amenities in comparison to the LIHTC and market-rate comparable properties but slightly superior property amenities. The Subject will lack balconies/patios, garbage disposals, microwaves, in-unit washers and dryers and walk-in closets but offer a computer lab, community room and exercise facility which several of the comparable properties lack. We recommend the addition of garbage disposals, which are offered at all of the comparable properties except one. However, we believe that the proposed amenities will allow the Subject to effectively compete in the family LIHTC market.

As new construction and newly renovated, the Subject will be in excellent condition upon completion and will be considered slightly superior to superior in terms of condition to the majority of the comparable properties. However, the Subject's proposed unit sizes will be among the smallest of the surveyed comparable properties and be at a disadvantage in the market. The Subject's proposed rents are set slightly below the maximum allowable levels. Only two of the comparable properties reported achieving rents at these levels. However, these properties have been held harmless to higher maximum allowable levels than the Subject. Therefore, the rents at this property are well above the rents proposed for the Subject's units. The Subject's rents are similar to the rents at the LIHTC properties which reported achieving rents below the maximum allowable levels. In general, the Subject will be slightly superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

I. ABSORPTION AND STABILIZATION RATES

ABSORPTION AND STABILIZATION RATE

We were unable to obtain absorption data from any of the comparable properties. However, we have included absorption information from Waverly Terrace Apartments, a senior property, which opened in January 2017. As of our March 2017 interview, this property had tenants in 35 of its 80 units and had leased an additional 16 units, indicating a total of 51 units have signed leases. This indicates an absorption pace of 17 units per month. Given the Subject will target families, we believe a slightly more rapid absorption pace estimate is reasonable. Therefore, we have concluded the Subject will experience an absorption pace of 20 units per month, indicating an absorption period of two months to reach stabilization at 93 percent occupancy.

J. INTERVIEWS

The Housing Authority of Columbus, GA

We spoke with Renee Carmack-Berklin, Voucher Program Operations Manager with The Housing Authority of Columbus, GA. Mrs. Carmack-Berklin stated that there are currently 2,773 vouchers in use within Columbus. Of that total, 725 are project based vouchers spread throughout nine different multifamily developments. The Housing Authority does maintain a waiting list that is currently 875 households in length. The waiting list has been closed since January 27, 2017, at which time it was open for five days. The Housing Authority does not give preference for their waiting list. There are currently no re-open the waiting list in the near future. According to Mrs. Carmack-Berklin, there is a large need for one-bedroom units in Columbus.

PAYMENT STANDARDS

Unit Type	Standard
One-bedroom	\$593
Two-bedroom	\$700
Three-bedroom	\$974

Source: The Housing Authority of Columbus, GA; April 2017

The Subject’s proposed rents are set below the current payment standards. Therefore, tenants with Housing Choice Vouchers will not pay out of pocket for rent.

Planning

We spoke with Mr. Will Johnson, Planning Division Chief with the city of Columbus Planning Division regarding proposed, under construction and recently completed multifamily projects in Columbus. According to Mr. Johnson, there is currently a proposed, senior, LIHTC project on Warm Springs Road. Construction on the 80-unit multifamily development is planned for summer 2018. Mr. Johnson stated that the market has been saturated with market rate developments and there are none proposed or under construction at this time.

Columbus, GA Chamber of Commerce

According to the Columbus, GA Chamber of Commerce, the following business expansions and openings were announced since 2014 for the city of Columbus.

EXPANSIONS/NEW ADDITIONS: COLUMBUS, GA

Company	Industry	Jobs Created
Pratt & Whitney	Manufacturing	500
Heckler & Koch	Manufacturing	84
Hammett Steel LLC	Manufacturing	20
Convergys Corporation	Technology	450
Path-Tec	Management	100
BD&K Foods	Food Preparation	35

Source: Columbus, GA Chamber of Commerce, March 2017

- Pratt & Whitney, a manufacturer of aircraft engines and power units, announced in February 2017 that they plan to create more than 500 jobs and invest \$386 million to expand their Columbus facility over the next five years.
- Heckler & Koch, a manufacturer of firearms, announced in January 2017 that they plan to invest \$28.5 million to expand their Columbus facility. The expansion is expected to create 84 new jobs over the next two years.
- Hammett Steel, LLC, a fabricator of steel, announced in October 2016 that they acquired a new facility in Columbus and plans to add more than 20 jobs.

- Convergys Corporation, announced in May 2016, a technology management company, announced in May 2016 that they plan to add 450 jobs over the next 18 months.
- Path-Tec, a provider of management solutions, acquired a new facility in Columbus in October 2015 and pledged to add 100 new jobs over the next five years.
- BD&K Foods, a provider of fully-prepared meals, acquired a new facility in Columbus in September 2015 and pledged to add 35 new jobs.

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

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

The PMA and MSA exhibited modest population increases from 2010 through 2017, slightly lower than the MSA and the nation. Through 2021, the population is projected to experience moderate growth across the PMA, MSA and nation. Renter households are concentrated in the lowest income cohorts, accounting for approximately 58 percent of renters in the PMA earning less than \$40,000 annually. Overall, while population growth has been modest, the high percentage of renter households and the concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

Employment Trends

Employment within the PMA is concentrated in the healthcare/social assistance, accommodation/food services and retail trade industries, accounting for 42.3 percent of total employment. Healthcare/social assistance is historically resilient during periods of economic downturn. The military also plays a large role in the Columbus economy. Muscogee County is home to Fort Benning, a United States Army base that supports more than 120,000 active-duty military, family members, reserve soldiers, retirees and civilian employees. The Budget Control Act (BAC), which was signed in 2011, has impacted Fort Benning, which experienced a cut of 1,050 soldiers in 2015. This cut was part of a larger Army plan to reduce its force from 490,000 to 450,000 soldiers.

As of December 2016, total employment in the MSA was 2.1 percent below its pre-recession peak, while national employment was 3.9 percent above its pre-recession peak. The most recent data indicates the local economy experienced growth of 2.5 percent from December 2015 to December 2016, 1.1 percent higher than national growth during the same period. As of December 2016, the unemployment rate in the MSA was 6.3 percent, 180 basis points above the national unemployment rate at the same period. The MSA was severely impacted by the recession, and while it has demonstrated recent employment growth, it has yet to recover its recessionary job losses.

Capture Rates

The following table illustrates the demand and capture rates for the Subject’s proposed units.

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR at 50% AMI	\$16,491	\$20,750	5	567	0	567	0.9%	\$365
1BR Overall	\$16,491	\$20,750	5	773	0	773	0.6%	-
2BR at 50% AMI	\$19,817	\$23,350	2	494	0	494	0.4%	\$433
2BR at 60% AMI	\$23,794	\$28,020	17	362	0	362	4.7%	\$477
2BR Overall	\$19,817	\$28,020	19	673	0	673	2.8%	-
3BR at 50% AMI	\$22,903	\$28,000	2	216	0	216	0.9%	\$544-\$549
3BR at 60% AMI	\$27,326	\$33,600	18	158	0	158	11.4%	\$606-\$610
3BR Overall	\$22,903	\$33,600	20	294	0	294	6.8%	-
50% AMI Overall	\$16,491	\$28,000	9	1,277	0	1,277	0.7%	-
60% AMI Overall	\$23,794	\$33,600	35	521	0	521	6.7%	-
Overall	\$16,491	\$33,600	44	1,739	0	1,739	2.5%	-

We believe these calculated capture rates are reasonable, particularly as these calculations do not considered demand from outside the PMA or standard rental household turnover.

Absorption

We were unable to obtain absorption data from any of the comparable properties. However, we have included absorption information from Waverly Terrace Apartments, a senior property, which opened in January 2017. As of our March 2017 interview, this property had tenants in 35 of its 80 units and had leased an additional 16 units, indicating a total of 51 units have signed leases. This indicates an absorption pace of 17 units per month. Given the Subject will target families, we believe a slightly more rapid absorption pace estimate is reasonable. Therefore, we have concluded the Subject will experience an absorption pace of 20 units per month, indicating an absorption period of two months to reach stabilization at 93 percent occupancy.

Vacancy Trends

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Property Name	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Avalon Apartments	LIHTC	232	4	1.7%
Johnston Mill Lofts	LIHTC/Market	335	21	6.3%
Liberty Gardens Townhomes	LIHTC	88	0	0.0%
Lumpkin Park Apartments	LIHTC	192	1	0.5%
Midtown Square	LIHTC	144	2	1.4%
Cross Creek	Market	200	16	8.0%
Greystone At Country Club	Market	200	5	2.5%
Pembrook Apartments	Market	131	5	3.8%
The Lodge Apartments	Market	237	5	2.1%
Willow Creek Apartments	Market	<u>285</u>	<u>9</u>	<u>3.2%</u>
LIHTC Total		991	28	2.8%
Market Total		1,053	40	3.8%
Total		2,044	68	3.3%

The overall vacancy rate in the market is low at 3.3 percent. The LIHTC properties reported a slightly lower vacancy rate at 2.8 percent. Of the stabilized LIHTC properties, only one, Johnston Mill Lofts, has reported an elevated vacancy rate. However, the contact at this property indicated a number of the vacancies at this development are in the market rate units. We believe the market rents at this property, which are at the top of the market, are above achievable levels and have contributed to the elevated vacancy rate at the property at this time. All of the remaining LIHTC properties have reported strong occupancy rates. Additionally, all of these properties currently maintain waiting lists. This indicates strong demand for affordable housing in the market.

The market rate properties reported a higher overall vacancy rate of 3.8 percent. One of the market rate properties reported elevated vacancy rates. The contact at Cross Creek reported their elevated vacancy rates are attributable to the slow winter season and frequent changes in personnel at Fort Benning. The managers at other market rate properties in the PMA also indicate winter is a slow leasing time and base deployments can affect occupancy. On base personnel changes will not directly affect the Subject or other LIHTC properties. Overall, we believe there is strong demand for affordable housing in the market. We anticipate the Subject will operate with a vacancy rate of five percent or less upon completion.

Strengths of the Subject

Strengths of the Subject will include its location, condition and community amenities. The Subject will be located in downtown Columbus, in a high density community with close access to a number of locational

amenities. Johnston Mill Lofts is also located in downtown Columbus in an industrial community. This property has reported a significant premium over the other surveyed unrestricted properties. The Subject will be new construction and a historic renovation and exhibit excellent condition upon completion. The other surveyed affordable properties in the market will be 10 years or more old once the Subject is complete. Additionally, the Subject will offer a competitive in-unit amenity package that will include a computer lab, community room and exercise facility. Overall, there is strong demand for affordable housing in the market and the Subject will be a competitive development within the existing housing market.

Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of 2.8 percent, which is considered low. Only one of the affordable comparable properties reported an elevated vacancy rate. However, this property, Johnston Mill Lofts, reported the majority of their vacancies are in the unrestricted units. The majority of the comparable LIHTC properties also maintain waiting lists. These factors indicate demand for affordable housing. The Subject will offer generally inferior in-unit amenities in comparison to the LIHTC and market-rate comparable properties but slightly superior property amenities. The Subject will lack balconies/patios, garbage disposals, microwaves, in-unit washers and dryers and walk-in closets but offer a computer lab, community room and exercise facility which several of the comparable properties lack. We recommend the addition of garbage disposals, which are offered at all of the comparable properties except one. However, we believe that the proposed amenities will allow the Subject to effectively compete in the family LIHTC market.

As new construction and newly renovated, the Subject will be in excellent condition upon completion and will be considered slightly superior to superior in terms of condition to the majority of the comparable properties. However, the Subject's proposed unit sizes will be among the smallest of the surveyed comparable properties and be at a disadvantage in the market. The Subject's proposed rents are set slightly below the maximum allowable levels. Only two of the comparable properties reported achieving rents at these levels. However, these properties have been held harmless to higher maximum allowable levels than the Subject. Therefore, the rents at this property are well above the rents proposed for the Subject's units. The Subject's rents are similar to the rents at the LIHTC properties which reported achieving rents below the maximum allowable levels. In general, the Subject will be slightly superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

Recommendations

The Subject's proposed unit sizes are among the smallest of the surveyed comparables in the market. We recommend larger proposed unit sizes in order for the Subject to be competitive in the market. We also recommend the addition of garbage disposals, which are offered at all of the comparable properties except one. However, we believe the Subject will be successful as proposed.

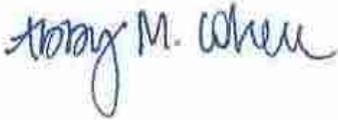
L. SIGNED STATEMENT REQUIREMENTS

I affirm that I (or one of the persons signing below) have made a physical inspection of the market area and the Subject property and that information has been used in the full study of the need and demand for the proposed units. The report was written according to DCA's market study requirements, the information included is accurate and the report can be relied upon by DCA as a true assessment of the low-income housing rental market. To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.



Rebecca S. Arthur, MAI
Partner
Novogradac & Company LLP

May 1, 2017
Date



Abby Cohen
Principal
Novogradac & Company LLP

May 1, 2017
Date



Lauren Smith
Analyst
Novogradac & Company LLP

May 1, 2017
Date



Michael Jones
Junior Analyst
Novogradac & Company LLP

May 1, 2017
Date

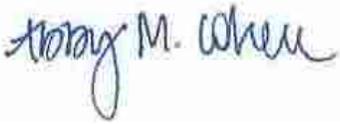
M. MARKET STUDY REPRESENTATION

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



Rebecca S. Arthur, MAI
Partner
Novogradac & Company LLP

May 1, 2017
Date



Abby Cohen
Principal
Novogradac & Company LLP

May 1, 2017
Date



Lauren Smith
Analyst
Novogradac & Company LLP

May 1, 2017
Date



Michael Jones
Junior Analyst
Novogradac & Company LLP

May 1, 2017
Date

ADDENDUM A
Assumptions and Limiting Conditions

ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the market analyst has relied extensively upon such data in the formulation of all analyses.
2. The legal description as supplied by the client is assumed to be correct and the author assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. All encumbrances, including mortgages, liens, leases, and servitudes, were disregarded in this valuation unless specified in the report. It was recognized, however, that the typical purchaser would likely take advantage of the best available financing, and the effects of such financing on property value were considered.
4. All information contained in the report, which others furnished, was assumed to be true, correct, and reliable. A reasonable effort was made to verify such information, but the author assumes no responsibility for its accuracy.
5. The report was made assuming responsible ownership and capable management of the property.
6. The sketches, photographs, and other exhibits in this report are solely for the purpose of assisting the reader in visualizing the property. The author made no property survey, and assumes no liability in connection with such matters. It was also assumed there is no property encroachment or trespass unless noted in the report.
7. The author of this report assumes no responsibility for hidden or unapparent conditions of the property, subsoil or structures, or the correction of any defects now existing or that may develop in the future. Equipment components were assumed in good working condition unless otherwise stated in this report.
8. It is assumed that there are no hidden or unapparent conditions for the property, subsoil, or structures, which would render it more or less valuable. No responsibility is assumed for such conditions or for engineering, which may be required to discover such factors.
9. The investigation made it reasonable to assume, for report purposes, that no insulation or other product banned by the Consumer Product Safety Commission has been introduced into the Subject premises. Visual inspection by the market analyst did not indicate the presence of any hazardous waste. It is suggested the client obtain a professional environmental hazard survey to further define the condition of the Subject soil if they deem necessary.
10. Any distribution of total property value between land and improvements applies only under the existing or specified program of property utilization. Separate valuations for land and buildings must not be used in conjunction with any other study or market study and are invalid if so used.
11. Possession of the report, or a copy thereof, does not carry with it the right of publication, nor may it be reproduced in whole or in part, in any manner, by any person, without the prior written consent of the author particularly as to value conclusions, the identity of the author or the firm with which he or she is connected. Neither all nor any part of the report, or copy thereof shall be disseminated to the general public by the use of advertising, public relations, news, sales, or other media for public communication without the prior written consent and approval of the market analyst. Nor shall the market analyst,

firm, or professional organizations of which the market analyst is a member be identified without written consent of the market analyst.

12. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional organization with which the market analyst is affiliated.
13. The author of this report is not required to give testimony or attendance in legal or other proceedings relative to this report or to the Subject property unless satisfactory additional arrangements are made prior to the need for such services.
14. The opinions contained in this report are those of the author and no responsibility is accepted by the author for the results of actions taken by others based on information contained herein.
15. Opinions of value contained herein are estimates. There is no guarantee, written or implied, that the Subject property will sell or lease for the indicated amounts.
16. All applicable zoning and use regulations and restrictions are assumed to have been complied with, unless nonconformity has been stated, defined, and considered in the market study report.
17. It is assumed that all required licenses, permits, covenants or other legislative or administrative authority from any local, state, or national governmental or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
18. On all studies, Subject to satisfactory completion, repairs, or alterations, the report and conclusions are contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time.
19. All general codes, ordinances, regulations or statutes affecting the property have been and will be enforced and the property is not Subject to flood plain or utility restrictions or moratoriums, except as reported to the market analyst and contained in this report.
20. The party for whom this report is prepared has reported to the market analyst there are no original existing condition or development plans that would Subject this property to the regulations of the Securities and Exchange Commission or similar agencies on the state or local level.
21. Unless stated otherwise, no percolation tests have been performed on this property. In making the market study, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use.
22. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The market analyst does not warrant the condition or adequacy of such systems.
23. No in-depth inspection of existing insulation was made. It is specifically assumed no Urea Formaldehyde Foam Insulation (UFFI), or any other product banned or discouraged by the Consumer Product Safety Commission has been introduced into the property. The market analyst reserves the right to review and/or modify this market study if said insulation exists on the Subject property.
24. Estimates presented in this report are assignable to parties to the development's financial structure.

ADDENDUM B
Subject and Neighborhood Photographs

Photographs of Subject Site and Surrounding Uses



View of the Subject site



View of the Subject site



View north along 5th Ave from the Subject site



View south along 5th Ave from the Subject site



View across 5th Ave from the Subject site



View across 5th Ave from the Subject site



View of the north side of the Subject



View of the north side of the Subject Site



View north of the Subject



View south of the Subject



Commercial use in Subject neighborhood



House of Worship in the Subject neighborhood



Commercial use in Subject neighborhood



Medical Facility in Subject neighborhood



YMCA in Subject neighborhood



Industrial use in Subject neighborhood



Typical Single-family home in Subject neighborhood



Typical Single-family home in Subject neighborhood



Typical Single-family home in Subject neighborhood



Typical Single-family home in Subject neighborhood

ADDENDUM C
Qualifications

STATEMENT OF PROFESSIONAL QUALIFICATIONS
REBECCA S. ARTHUR, MAI

I. Education

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

Appraisal Institute
Designated Member (MAI)

II. Licensing and Professional Affiliation

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

State of Arkansas Certified General Real Estate Appraisal No. CG2682
State of Arizona Certified General Real Estate Appraisal No. 31992
State of California Certified General Real Estate Appraiser No. AG041010
State of Hawaii Certified General Real Estate Appraiser No. CGA-1047
State of Iowa Certified General Real Estate Appraiser No. CG03200
State of Indiana Certified General Real Estate Appraiser No. CG41300037
State of Kansas Certified General Real Estate Appraiser No. G-2153
State of Minnesota Certified General Real Estate Appraiser No. 40219655
State of Missouri Certified General Real Estate Appraiser No. 2004035401
State of Louisiana Certified General Real Estate Appraiser No. 4018
State of Texas Certified General Real Estate Appraiser No. TX-1338818-G

III. Professional Experience

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

IV. Professional Training

USPAP Update, January 2016
Forecasting Revenue, June 2015
Discounted Cash Flow Model, June 2015
Business Practices and Ethics, April 2015
HUD MAP Training – June 2013
The Appraiser as an Expert Witness: Preparation & Testimony, April 2013
How to Analyze and Value Income Properties, May 2011

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

V. Real Estate Assignments

A representative sample of Valuation or Consulting Engagements includes:

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

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

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

VI. Speaking Engagements

A representative sample of industry speaking engagements follows:

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

ABBY M. COHEN

I. Education

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

II. Licensing and Professional Affiliation

Certified General Appraiser, MD License #40032823
Certified General Appraiser, NC License #A8127
Certified General Appraiser, NJ License #42RG00255000
Certified General Appraiser, SC License #7487

Candidate for Designation in the Appraisal Institute
Designated Member of the National Council of Housing Market Analysts (NCHMA)
Member of Commercial Real Estate Women (CREW) Network

III. Professional Experience

Novogradac & Company LLP, Principal
Novogradac & Company LLP, Manager
Novogradac & Company LLP, Senior Real Estate Analyst

IV. Professional Training

7-Hour National USPAP Update, January 2017
Business Practices and Ethics, January 2017
General Appraiser Report Writing and Case Studies, February 2015
General Appraiser Sales Comparison Approach, February 2015
General Appraiser Site Valuation and Cost Approach, February 2015
Expert Witness for Commercial Appraisers, January 2015
Commercial Appraisal Review, January 2015
Real Estate Finance Statistics and Valuation Modeling, December 2014
General Appraiser Income Approach Part II, December 2014
General Appraiser Income Approach Part I, November 2014
General Appraiser Market Analysis and Highest & Best Use, November 2014
IRS Valuation Summit, October 2014
15-Hour National USPAP Equivalent, April 2013
Basic Appraisal Procedures, March 2013
Basic Appraisal Principles, January 2013

V. Publications

Co-authored "Post Rev. Proc. 2014-12 Trend Emerges: Developer Fee Reasonableness Opinions," Novogradac Journal of Tax Credits, March 2016

VI. Real Estate Assignments

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

- Performed a variety of asset management services for a lender including monitoring and reporting property performance on a monthly basis. Data points monitored include economic vacancy, levels of concessions, income and expense levels, NOI and status of capital projects. Data used to determine these effects on the project's ability to meet its income-dependent obligations.
- Performed asset management services for lenders and syndicators on underperforming assets to identify significant issues facing the property and recommend solutions. Scope of work included analysis of deferred maintenance and property condition, security issues, signage, marketing strategy, condition of units upon turnover and staffing plan. Performed a physical inspection of the assets, to include interior and exterior of property and assessed how the property compares to competition. Analyzed operating expense results.
- Prepared market studies for proposed Low-Income Housing Tax Credit, market rate, HOME financed, USDA Rural Development, and HUD subsidized properties, on a national basis. Analysis includes property screenings, market analysis, comparable rent surveys, demand analysis based on the number of income qualified renters in each market, supply analysis, and operating expenses analysis. Property types include proposed multifamily, senior independent living, large family, and acquisition with rehabilitation. Completed market studies in all states.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, USDA Rural Development, and market rate multifamily developments. Analysis includes property screenings, valuation analysis, rent comparability studies, expense comparability analysis, determination of market rents, and general market analysis.
- Assisted in appraisal work for retail and commercial properties in various parts of the country for various lenders. The client utilized the study for underwriting purposes.
- Conducted market studies and appraisals for projects under the HUD Multifamily Accelerated Processing program.
- Prepared Rent Comparability Studies for expiring Section 8 contracts for subsidized properties located throughout the United States. Engagements included site visits to the subject property, interviewing and inspecting potentially comparable properties, and the analyses of collected data including adjustments to comparable data to determine appropriate adjusted market rents using HUD form 92273.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.
- Completed numerous reasonableness opinions related to Revenue Procedure 2014-12. Transactions analyzed include projects involving the use of Historic Tax Credits, New Markets Tax Credits and Investment Tax Credits. Fees and arrangements tested for reasonableness include developer fees, construction management fees, property management fees, asset management fees, various leasing-related payments and overall master lease terms.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

LAUREN E. SMITH

I. Education

Trinity College, Hartford, CT
Bachelor of Arts in American Studies and Art History, *cum laude*

II. Professional Experience

Real Estate Analyst, *Novogradac & Company LLP*, August 2013 – Present
Campaign Intern, *John Larson for U.S. Congress*, September 2012- November 2012
Communications Directorate Intern, *U.S. Census Bureau*, June 2011 – August 2011

III. Real Estate Assignments

A representative sample of work on various types of projects:

- Prepared market studies for proposed new construction and existing Low Income Housing Tax Credit, Section 8, and market rate developments for use by real estate developers, governmental entities, and financial institutions. Property types included special needs and age restricted developments. Studies included property screenings, market and demographic analysis, comparable rent surveys, and supply and demand analysis.
- Assisted in appraisals of proposed new construction, rehabilitation, and existing Low-Income Housing Tax Credit properties, and market rate multifamily developments. Analysis includes property screenings, expense comparability analysis, demographic and economic analysis.
- Performed all aspects of data collection and data mining for use in market studies, feasibility studies, and appraisals.
- Completed numerous analyses of overall reasonableness with regard to Revenue Procedure 2014-12. Transactions analyzed include projects involving the use of Historic Tax Credits, New Markets Tax Credits and Investment Tax Credits. Fees and arrangements tested for reasonableness include developer fees, construction management fees, property management fees, asset management fees, various leasing-related payments and overall master lease terms.
- Performed asset management services for lenders and syndicators on underperforming assets to identify significant issues facing the property and recommend solutions. Scope of work included analysis of deferred maintenance and property condition, security issues, signage, marketing strategy, condition of units upon turnover and staffing plan. Performed a physical inspection of the assets, to include interior and exterior of property and assessed how the property compares to competition. Analyzed operating expense results.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

MICHAEL JONES

I. Education

Louisiana State University- Baton Rouge, LA
Bachelor of Interdisciplinary Studies, Leadership & Society

II. Professional Experience

Junior Analyst, Novogradac & Company LLP, September 2016-Present
Lending & Disbursement Specialist I, Federal Home Loan Bank of Atlanta, May 2015-September 2015

III. Research Assignments

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

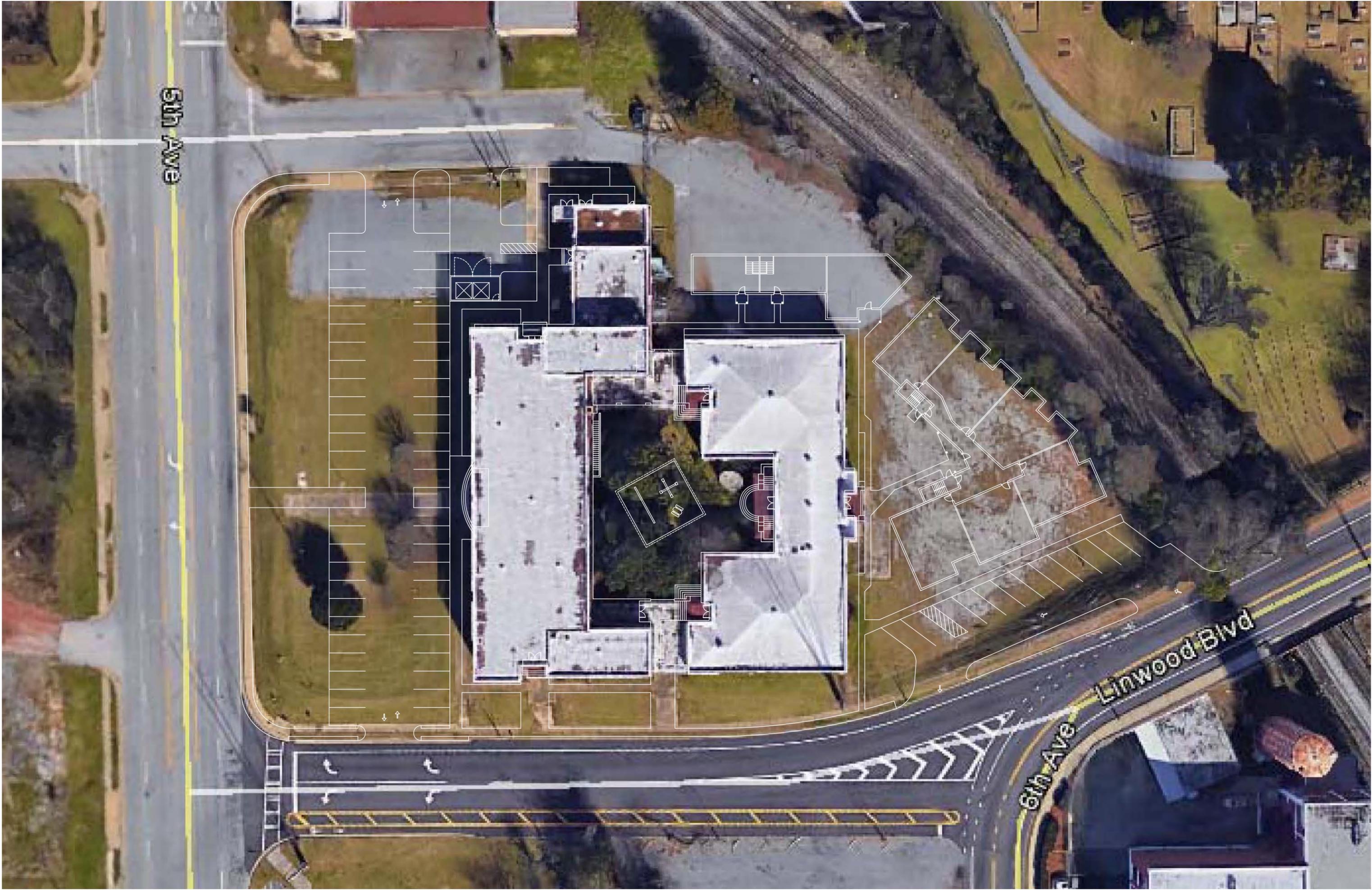
- Assist in performing and writing market studies and appraisals of proposed and existing Low-Income Housing Tax credit (LIHTC) properties
- Research web-based rent reasonableness systems and contact local housing authorities for utility allowance schedules, payment standards, and housing choice voucher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

ADDENDUM D
Summary Matrix

SUMMARY MATRIX

Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate				
Subject	Clafin School Apartments 1532 5th Avenue Columbus, GA 31901 Muscoogie County	n/a	Various 2019 / n/a	@50%, @60%	1BR / 1BA (Lowrise)	5	11.4%	@50%	\$365	650	n/a		N/A	N/A				
					2BR / 1BA (Garden)	1	2.3%	@50%	\$433	850	n/a	N/A	N/A					
					2BR / 1BA (Garden)	6	13.6%	@60%	\$549	850	n/a	N/A	N/A					
					2BR / 1BA (Lowrise)	1	2.3%	@50%	\$433	850	n/a	N/A	N/A					
					2BR / 1BA (Lowrise)	11	25.0%	@60%	\$544	850	n/a	N/A	N/A					
					3BR / 2BA (Garden)	1	2.3%	@50%	\$477	1,100	n/a	N/A	N/A					
					3BR / 2BA (Garden)	11	25.0%	@60%	\$606	1,100	n/a	N/A	N/A					
					3BR / 2BA (Lowrise)	1	2.3%	@50%	\$477	1,100	n/a	N/A	N/A					
					3BR / 2BA (Lowrise)	7	15.9%	@60%	\$610	1,100	n/a	N/A	N/A					
										44	100.0%						N/A	N/A
1	Avalon Apartments 3737 Cusseta Rd Columbus, GA 31903 Muscoogie County	4.5 miles	Garden (2 stories) 2009 / n/a	@60%	1BR / 1BA	54	23.30%	@60%	\$479	682	no	Yes	1	1.90%				
					2BR / 2BA	60	25.90%	@60%	\$534	949	no	Yes	1	1.70%				
					2BR / 2BA	N/A	N/A	@60%	\$546	949	no	Yes	N/A	N/A				
					2BR / 2BA	N/A	N/A	@60%	\$522	949	no	Yes	N/A	N/A				
					3BR / 2BA	80	34.50%	@60%	\$605	1,100	no	Yes	0	0.00%				
					3BR / 2BA	N/A	N/A	@60%	\$624	1,100	no	Yes	N/A	N/A				
					3BR / 2BA	N/A	N/A	@60%	\$586	1,100	no	Yes	N/A	N/A				
					4BR / 2BA	38	16.40%	@60%	\$667	1,280	no	Yes	0	0.00%				
					4BR / 2BA	N/A	N/A	@60%	\$684	1,280	no	Yes	N/A	N/A				
					4BR / 2BA	N/A	N/A	@60%	\$649	1,280	no	Yes	N/A	N/A				
					232	100%						4	1.70%					
2	Johnston Mill Lofts 3201 First Ave Columbus, GA 31904 Muscoogie County	1.5 miles	Conversion (4 stories) 1900/2002 /	@60%, Market	1BR / 1BA	97	29.00%	@60%	\$551	960	yes	No	N/A	N/A				
					1BR / 1BA	8	2.40%	Market	\$732	960	n/a	No	N/A	N/A				
					2BR / 2BA	71	21.20%	@60%	\$678	1,076	yes	No	N/A	N/A				
					2BR / 2BA	155	46.30%	Market	\$840	1,076	n/a	No	N/A	N/A				
					3BR / 2BA	2	0.60%	@60%	\$706	1,200	yes	No	N/A	N/A				
					3BR / 2BA	2	0.60%	Market	\$1,284	1,200	n/a	No	N/A	N/A				
										335	100%						21	6.30%
3	Liberty Gardens 675 6th Avenue Columbus, GA 31901 Muscoogie County	1.2 miles	Townhouse 1990 / n/a	@60%	2BR / 2BA	52	59.10%	@60%	\$436	920	no	No	0	0.00%				
					3BR / 2BA	36	40.90%	@60%	\$536	1,100	no	No	0	0.00%				
						88	100%								0	0.00%		
4	Lumpkin Park Apartments 3351 N Lumpkin Road Columbus, GA 31903 Muscoogie County	4.3 miles	Garden (3 stories) 2008 / n/a	@60%	2BR / 2BA	128	66.70%	@60%	\$544	1,131	no	No	0	0.00%				
					3BR / 2BA	64	33.30%	@60%	\$622	1,277	no	Yes	1	1.60%				
						192	100%								1	0.50%		
5	Midtown Square 1400 Boxwood Blvd Columbus, GA 31906 Muscoogie County	3.3 miles	Garden (2 stories) 2002 / n/a	@60%	2BR / 2BA	24	16.70%	@60%	\$670	1,175	yes	Yes	0	0.00%				
					3BR / 2BA	120	83.30%	@60%	\$780	1,350	yes	Yes	2	1.70%				
						144	100%								2	1.40%		
6	Cross Creek 3911 Steam Mill Road Columbus, GA 31907 Muscoogie County	4.5 miles	Garden (2 stories) 1976 / n/a	Market	1BR / 1BA	50	25.00%	Market	\$422	840	n/a	No	2	4.00%				
					2BR / 1.5BA	100	50.00%	Market	\$555	980	n/a	No	12	12.00%				
					2BR / 1.5BA	N/A	N/A	Market	\$622	980	n/a	No	N/A	N/A				
					2BR / 1.5BA	N/A	N/A	Market	\$597	980	n/a	No	N/A	N/A				
					3BR / 2BA	50	25.00%	Market	\$606	1,040	n/a	No	2	4.00%				
						200	100%								16	8.00%		
7	Greystone At Country Club 2001 Country Club Rd Columbus, GA 31906 Muscoogie County	2.0 miles	Various 1964 / n/a	Market	1BR / 1BA (Garden)	N/A	N/A	Market	\$584	900	n/a	Yes	0	N/A				
					1BR / 1BA (Garden)	N/A	N/A	Market	\$659	900	n/a		N/A	N/A				
					1BR / 1BA (Garden)	N/A	N/A	Market	\$509	900	n/a		N/A	N/A				
					2BR / 1BA (Garden)	N/A	N/A	Market	\$682	878	n/a	Yes	2	N/A				
					2BR / 1BA (Garden)	N/A	N/A	Market	\$752	878	n/a		N/A	N/A				
					2BR / 1BA (Garden)	N/A	N/A	Market	\$612	878	n/a		N/A	N/A				
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$712	1,269	n/a	Yes	1	N/A				
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$770	1,525	n/a	Yes	0	N/A				
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$727	1,331	n/a		N/A	N/A				
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$877	1,575	n/a		N/A	N/A				
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$697	1,206	n/a		N/A	N/A				
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$662	1,475	n/a		N/A	N/A				
					2BR / 2BA (Garden)	N/A	N/A	Market	\$762	1,250	n/a	Yes	2	N/A				
					2BR / 2BA (Garden)	N/A	N/A	Market	\$807	1,250	n/a		N/A	N/A				
					2BR / 2BA (Garden)	N/A	N/A	Market	\$717	1,250	n/a		N/A	N/A				
					3BR / 2BA (Garden)	N/A	N/A	Market	\$801	1,575	n/a	Yes	0	N/A				
					200	100%						5	2.50%					
8	Pembroke Apartments 3807 Pembroke Court Columbus, GA 31907 Muscoogie County	4.8 miles	Various (2 stories) 1968 / 1997	Market	1BR / 1BA (Garden)	N/A	N/A	Market	\$489	887	n/a	No	0	N/A				
					1BR / 1BA (Townhouse)	N/A	N/A	Market	\$509	N/A	n/a	No	1	N/A				
					2BR / 1BA (Garden)	N/A	N/A	Market	\$507	1,065	n/a	No	0	N/A				
					2BR / 1BA (Townhouse)	N/A	N/A	Market	\$532	N/A	n/a	No	4	N/A				
					2BR / 1.5BA (Townhouse)	N/A	N/A	Market	\$577	N/A	n/a	No	0	N/A				
					3BR / 2BA (Garden)	17	13.00%	Market	\$721	1,350	n/a	No	0	0.00%				
					3BR / 2.5BA (Townhouse)	16	12.20%	Market	\$686	1,350	n/a	No	0	0.00%				
						131	100%								5	3.80%		
9	The Lodge Apartments 464 West Oakley Drive Columbus, GA 31906 Muscoogie County	4.5 miles	Garden (3 stories) 1973 / n/a	Market	1BR / 1BA	N/A	N/A	Market	\$517	728	n/a	No	N/A	N/A				
					1BR / 1BA	N/A	N/A	Market	\$534	736	n/a	No	N/A	N/A				
					1BR / 1BA	N/A	N/A	Market	\$499	719	n/a	No	N/A	N/A				
					2BR / 1BA	N/A	N/A	Market	\$602	1,012	n/a	No	2	N/A				
					2BR / 2BA	N/A	N/A	Market	\$647	1,120	n/a	No	2	N/A				
					3BR / 2BA	N/A	N/A	Market	\$736	1,316	n/a	No	1	N/A				
					237	100%						5	2.10%					
10	Willow Creek Apartments 3700 Buena Vista Road Columbus, GA 31906 Muscoogie County	4.1 miles	Various (3 stories) 1977 / n/a	Market	1BR / 1BA (Garden)	113	39.60%	Market	\$555	671	n/a	No	3	2.70%				
					1BR / 1BA (Garden)	N/A	N/A	Market	\$585	697	n/a	No	N/A	N/A				
					1BR / 1BA (Garden)	N/A	N/A	Market	\$525	644	n/a	No	N/A	N/A				
					2BR / 1BA (Garden)	92	32.30%	Market	\$703	859	n/a	No	3	3.30%				
					2BR / 1BA (Garden)	N/A	N/A	Market	\$730	920	n/a	No	N/A	N/A				
					2BR / 1BA (Garden)	N/A	N/A	Market	\$675	797	n/a	No	N/A	N/A				
					2BR / 1.5BA (Townhouse)	72	25.30%	Market	\$740	1,083	n/a	No	3	4.20%				
					3BR / 2BA (Townhouse)	8	2.80%	Market	\$865	1,446	n/a	Yes	0	0.00%				
										285	100%						9	3.20%

ADDENDUM E
Subject Floor Plans



6th Ave

6th Ave
Linwood Blvd

M

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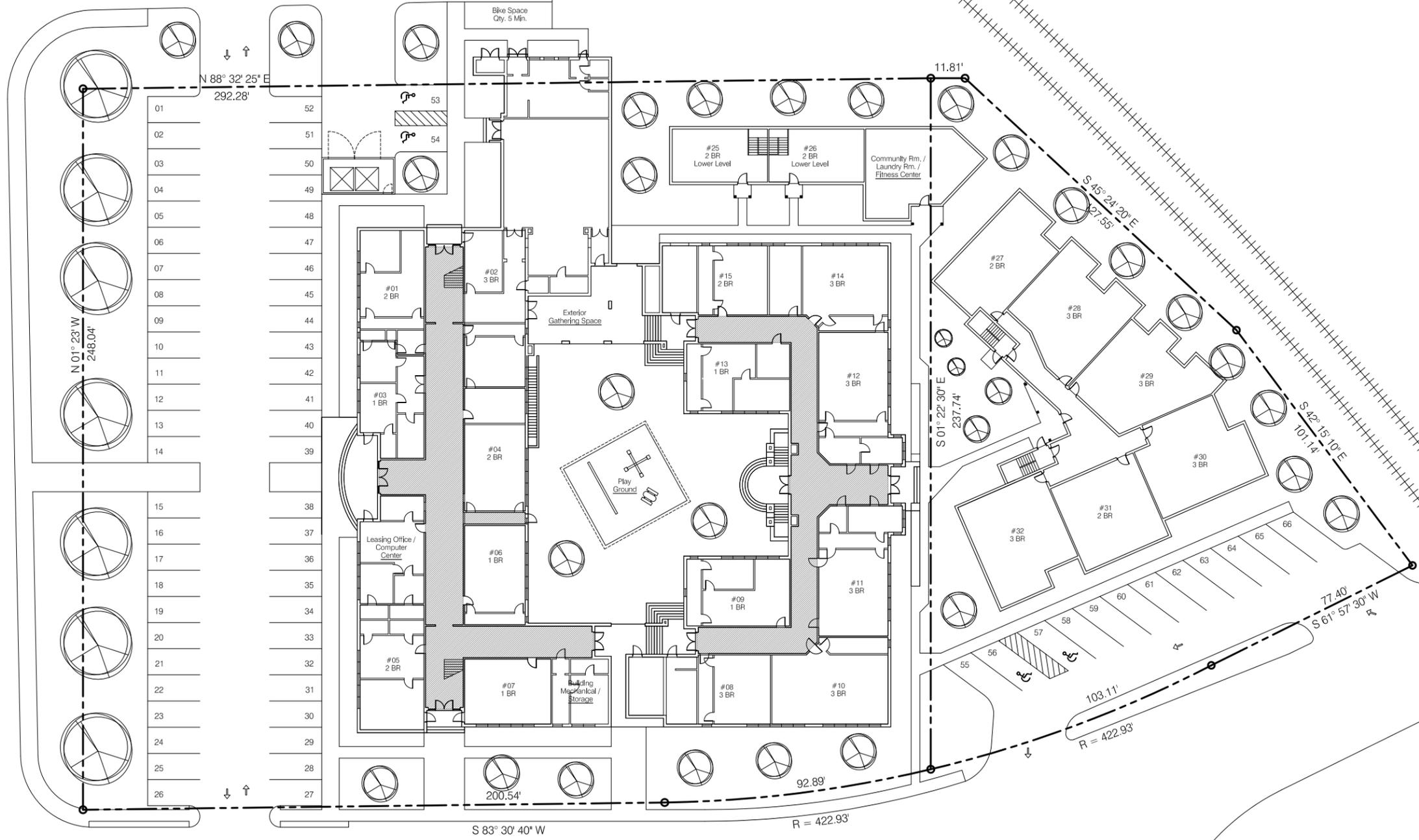
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16th STREET

5th AVENUE.

NORFOLK - SOUTHERN
RAILROAD

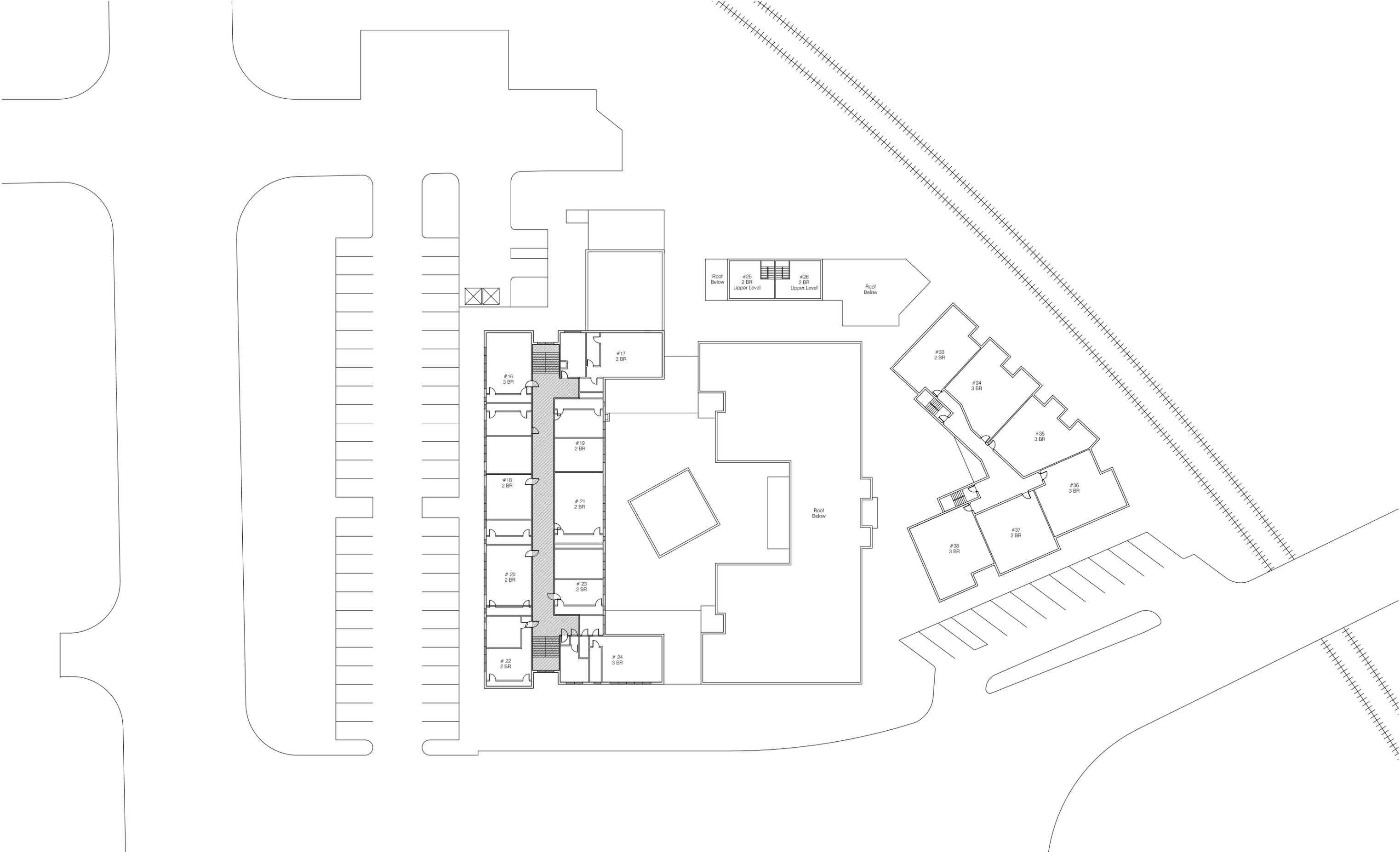


LINWOOD BOULEVARD

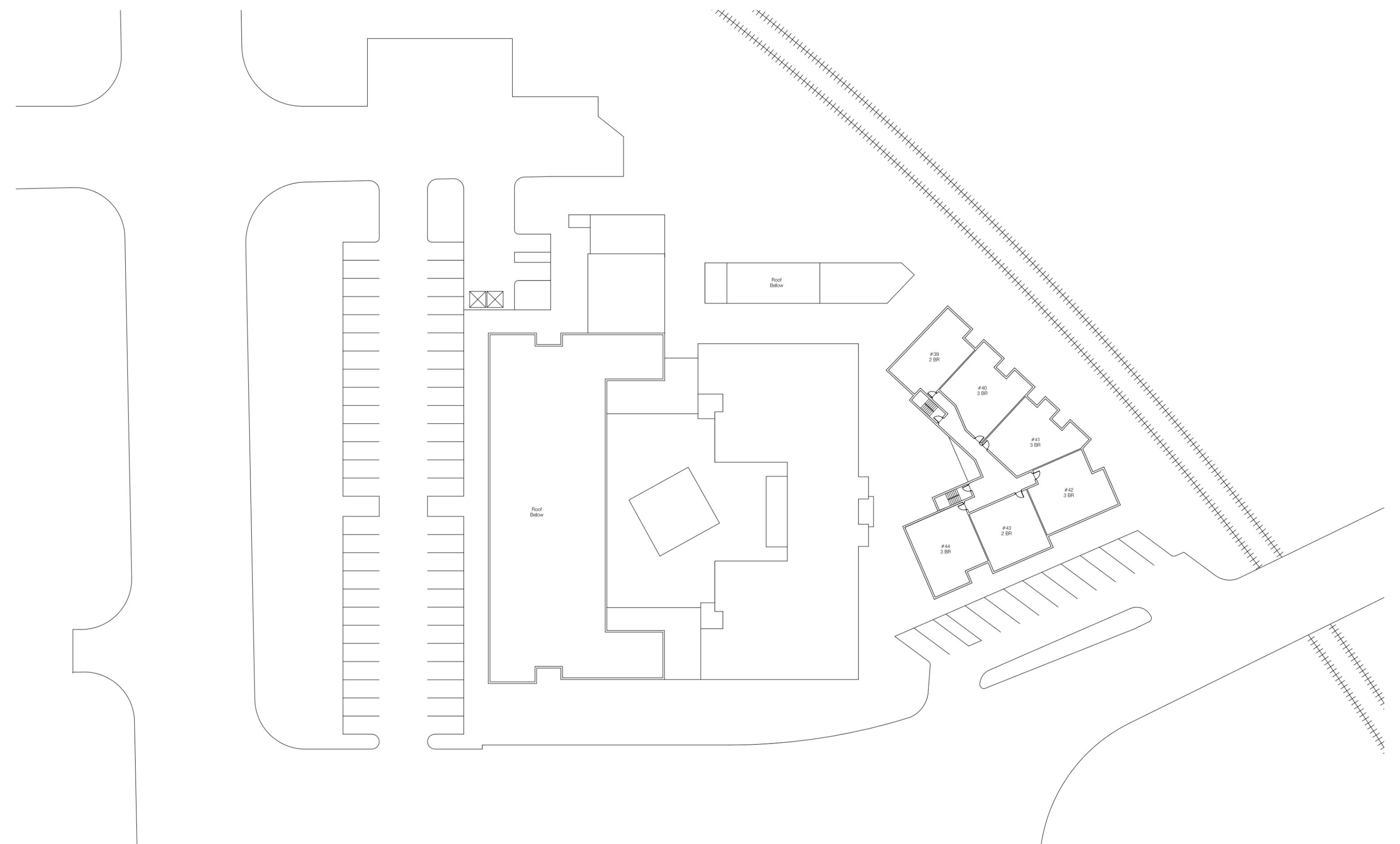
FIRST LEVEL

TOTAL UNIT SUMMARY	
Unit Type	Quantity
1 - BR	05
2 - BR	19
3 - BR	20
Total Units	44

PARKING SUMMARY (1.5 Spaces per Unit)	
Required	44 x 1.5
Provided	66



SECOND LEVEL



THIRD LEVEL