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

**SCOTT BOULEVARD
SENIOR RESIDENCES**

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

SCOTT BOULEVARD SENIOR RESIDENCES

1665 Scott Boulevard
North Decatur, DeKalb County, Georgia 30033

Effective Date: April 30, 2017
Report Date: May 22, 2017

Prepared for:
Mr. Jon Toppen
Real Estate Developer
Scott Boulevard Senior, LP
1718 Peachtree Street NW, Suite 684
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Assignment Code: TAP600V.005

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May 22, 2017

Mr. Jon Toppen
Real Estate Developer
Scott Boulevard Senior, LP
1718 Peachtree Street NW, Suite 684
Atlanta, Georgia 30309

Re: Market Study - Application for Scott Boulevard Senior Residences, located in North Decatur, DeKalb County, Georgia

Dear Mr. Toppen:

At your request, Novogradac & Company LLP has performed a study of the multifamily rental market in the North Decatur, DeKalb 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 90-unit senior LIHTC project. It will be a newly constructed affordable LIHTC project, with 90 revenue generating units, 72 units restricted to senior households ages 62 and older earning 50 and 60 percent of the Area Median Income (AMI) or less. The Subject will also offer 18 unrestricted market rate units for seniors. All of the Subject's units will be one-bedroom units. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

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

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

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

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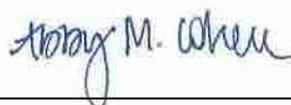
MR. JON TOPPEN
SCOTT BOULEVARD SENIOR, LP
MAY 22, 2017
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The authors of this report certify that we are not part of the development team, owner of the Subject property, general contractor, nor are we affiliated with any member of the development team 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



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A. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

Scott Boulevard Senior Residences will be a newly constructed senior property located in North Decatur, DeKalb County, Georgia, which will consist of one five-story, residential building.

The following table illustrates the proposed unit mix.

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
1BR/1BA	700	18	\$527	50% AMI \$106	\$633	\$633	\$820
1BR/1BA	700	54	\$653	60% AMI \$106	\$759	\$759	\$820
1BR/1BA	700	<u>18</u>	\$1,095	Market Rate N/A	\$1,095	N/A	\$820
Total		90					

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 at the maximum allowable rents. The Subject will offer generally superior in-unit amenities in comparison to the LIHTC and market-rate comparable properties and similar property amenities. The Subject will offer a computer lab, wellness center 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. Overall we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

2. Site Description/Evaluation

The Subject site is located on Scott Boulevard and has good visibility and accessibility. The Subject site is currently vacant land. Surrounding uses consist of multifamily, commercial, retail, and single-family uses. There are a number of new construction commercial and residential uses immediately west and south of the Subject site. Based on our inspection of the neighborhood, retail appeared to be 95 percent occupied. The Subject site is considered "Somewhat Walkable" by WalkScore. Crime risk indices in the Subject's area are above national averages. The Subject site is considered a desirable building site for affordable senior rental housing. The uses surrounding the Subject site are in good condition and the site has good proximity to locational amenities, which are within 2.4 miles of the Subject site.

3. Market Area Definition

The PMA is defined by Briarcliff Road and the Northeast Expressway to the north, the Downtown Connector to the west, Glenwood Road to the south and the Perimeter to the east. This area includes the Cities of Decatur and as well as portions of Atlanta. The approximate distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

- North: 6.8 miles
- East: 6.5 miles
- South: 7.3 miles
- West: 8.2 miles

The PMA was defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a significant portion of their tenants come from out of state. 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 8.2 miles.

4. Community Demographic Data

The population in the PMA and the SMA increased significantly from 2000 to 2017. The rate of population and household growth is projected to continue to increase through 2021. The current senior population of the PMA is 32,711 and is expected to be 38,336 in 2021. Renter households are concentrated in the lowest income cohorts, with 68.1 percent of senior renters in the PMA earning less than \$49,999 annually. The Subject will target households earning between \$18,990 and \$54,000; therefore, the Subject should be well-positioned to service this market. Overall, population growth and the concentration of renter households at the lowest income cohorts indicate significant demand for affordable senior 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 town of Decatur is experiencing a foreclosure rate of one in every 1,385 homes, while Dekalb County is experiencing foreclosure rate of one in every 1,624 homes and Georgia experienced one foreclosure in every 1,898 housing units. Overall, Decatur is experiencing a similar foreclosure rate to the nation, but higher than Dekalb County and Georgia as a whole. The Subject's neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

5. Economic Data

Employment in the PMA is concentrated in four industries which represent approximately 54.2 percent of total local employment. Three of those industries, professional/scientific/technology services, educational services and healthcare/social assistance, are resilient during periods of economic downturn. Additionally, the county's largest employers are in the education and healthcare fields. Overall, the county experienced moderate employment growth between 2011 and 2017. As of February 2017, total employment in the county was higher than ever before, having eclipsed its prerecession peak in 2014. The unemployment rate in the MSA as of February 2017 was the same as the national unemployment rate and significantly lower than its 2010 high of 10.3 percent.

Overall, employment growth and the declining unemployment rate indicate that the MSA has made a recovery from the most recent national recession. Recent business expansions in several industries suggest both the health of the county's historically stable industries such as healthcare and education and the growth of smaller industries such as professional/scientific/technology services. The growing local economy is a positive indicator of demand for rental housing and the Subject's proposed units.

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	\$18,990	\$27,000	18	421	1	420	4.3%	\$527
1BR at 60% AMI	\$22,770	\$32,400	54	441	172	269	20.1%	\$653
1BR Unrestricted	\$32,850	\$54,000	18	699	2	697	2.6%	\$1,095
1BR Overall	\$18,990	\$54,000	90	1,354	175	1,179	7.6%	-
50% AMI Overall	\$18,990	\$27,000	18	421	1	420	4.3%	-
60% AMI Overall	\$22,770	\$32,400	54	441	172	269	20.1%	-
Unrestricted Overall	\$32,850	\$54,000	18	699	2	697	2.6%	-
All Affordable	\$18,990	\$32,400	72	655	173	482	14.9%	-
Overall	\$18,990	\$54,000	90	1,354	175	1,179	7.6%	-

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. All of the Subject’s capture rates are within DCA thresholds.

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 12 “true” comparable properties containing 2,096 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.

The availability of LIHTC data is considered good; we have included four age-restricted LIHTC developments. However, only one of these properties is located inside the PMA. The remaining surveyed LIHTC properties are located just outside of the PMA, within 8.7 miles of the Subject site. The LIHTC properties offer good to excellent condition, similar to the proposed Subject. The availability of market rate data is also considered good. However, there are limited age-restricted market rate properties in the PMA. We have included one age-restricted market rate property and seven family market rate properties. All of the market rate comparable properties are located inside the PMA within 2.5 miles of the Subject site. The majority of the market rate comparable properties are located within one mile of the Subject site.

When comparing the Subject’s rents to the average comparable rent, we have not included surveyed rents at lower AMI levels given that this artificially lowers the average surveyed rent. 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 rents at the 50 and 60 percent of AMI levels, and there is a distinct difference at comparable properties between rents at the two AMI levels, we have not included the 50 percent of AMI rents in the average comparable rent for the 60 percent of AMI comparison.

The overall average and the maximum and minimum adjusted rents for the comparable 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%	\$527	\$502	\$1,780	\$1,010	92%
1 BR @ 60%	\$653	\$523	\$1,780	\$1,068	64%
1 BR Market	\$1,095	\$658	\$1,780	\$1,156	6%

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

The two newest market rate properties in the Subject’s neighborhood are The Point on Scott and The Reserve at Decatur. These developments both opened in 2016 and are located within one half mile of the Subject site. However, these properties offer slightly superior in-unit amenity packages, which include in-unit washers and dryers, and superior community amenity packages that include swimming pools and jacuzzis. These properties have reported rents well above the Subject’s proposed restricted and unrestricted rents. The Subject’s unrestricted rents will have an advantage of 24 to 37 percent over these properties and its restricted rents will have advantages of 108 to 184 percent.

The highest rents in the market are reported to be at The Orleans of Decatur and Gables Montclair. Both of these properties are considered to be in a similar location to the Subject. The Orleans of Decatur is expected to be slightly inferior to the proposed Subject while Gables Montclair is considered slightly superior to the proposed Subject. Both properties were built in 2002 and offer slightly inferior conditions to the Subject’s anticipated condition upon completion. The Orleans of Decatur’s highest rents are for units significantly larger than the Subject’s proposed units, as are Gables Montclair. Gables Montclair offers a similar in-unit amenity package to the proposed Subject, while The Orleans of Decatur offers a slightly inferior in-unit amenity package as it lacks ceiling fans and microwaves. The Orleans of Decatur also offers inferior community amenities to the proposed Subject given its lack of computer lab and community room. In contrast, Gables Montclair offers a slightly superior community amenity package to the proposed Subject as it includes a car wash and swimming pool. Overall, the Subject’s proposed rents for its LIHTC and market rate units are well below the rents offered at these developments. Therefore, we believe the Subject’s proposed rents are achievable.

8. Absorption/Stabilization Estimate

We were able to obtain absorption information from three of the comparable properties, which is illustrated following table.

ABSORPTION

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
The Point on Scott	Market	Family	2016	250	13
The Reserve at Decatur	Market	Family	2016	298	14
Columbia Senior Residences At Forrest Hills	LIHTC	Senior	2014	80	10
Antioch Villas And Gardens	LIHTC	Senior	2012	106	35
Retreat At Madison Place	LIHTC	Senior	2007	160	14

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The Subject is a new construction, age-restricted LIHTC property, similar to three of the comparables that were able to report absorption. Additionally, two nearby market rate properties opened recently and we able to report absorption information. These properties reported absorption paces ranging from 10 to 35 units per month. The most

recently opened developments reported the absorption paces of 10 to 14 units per month. We believe the Subject would likely experience a similar absorption pace to Columbia Senior Residences at Forrest Hills, as this is an age-restricted development. We also expect the Subject would experience a slightly slower absorption pace to The Point on Scott and The Reserve at Decatur, which are family properties and tend to experience faster absorption paces to senior development. We have estimated an absorption pace for the Subject of 10 units per month, indicating an absorption pace of just over eight months to stabilize 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 1.2 percent, which is considered very low. Additionally, all of the surveyed LIHTC properties have reported waiting lists, some of which are up to three years in length. These factors indicate demand for affordable housing. The Subject will offer generally slightly superior in-unit amenities in comparison to the LIHTC and market-rate comparable properties and similar property amenities. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties and offer an advantage in the market. Additionally, the Subject will offer all one-bedroom units, which are reportedly in high demand in the market. As such, the Subject will be filling a void in the market for income-restricted, one-bedroom units. In general, the Subject will be slightly superior to 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 the 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.

SCOTT BOULEVARD SENIOR RESIDENCES – NORTH DECATUR, GEORGIA – MARKET STUDY

Summary Table: (must be completed by the analyst and included in the executive summary)										
Development Name:		Scott Boulevard Senior Residences						Total # Units:		90
Location:		1665 Scott Boulevard						# LIHTC Units:		72
		North Decatur, Georgia 30033								
PMA Boundary:		North: Northeast Expressway; South: Glenwood Road; East: the Perimeter; West: Downtown Connector								
		Farthest Boundary Distance to Subject:								8.2 miles
Rental Housing Stock (found on page 75)										
Type	# Properties*	Total Units	Vacant Units	Average Occupancy						
All Rental Housing	88	12,400	607	95.1%						
Market-Rate Housing	20	3,216	75	97.7%						
Assisted/Subsidized Housing not to include LIHTC	33	6,034	197	96.7%						
LIHTC	33	2,602	43	98.3%						
Stabilized Comps	86	11,852	315	97.3%						
Properties in Construction & Lease Up	2	548	292	N/Ap						
*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	
18	1BR at 50% AMI	1	700	\$527	\$976	\$1.39	85%	\$1,780	\$2.00	
54	1BR at 60% AMI	1	700	\$653	\$1,035	\$1.48	58%	\$1,780	\$2.00	
18	1BR Market	1	700	\$1,095	\$1,125	\$1.61	3%	\$1,780	\$2.00	
Demographic Data (found on page 28)										
	2010		2017		July 2019					
Renter Households	5,555	31.48%	9,287	40.94%	10,570	41.99%				
Income-Qualified Renter HHs (LIHTC)	1,811	32.61%	3,028	32.61%	3,447	32.61%				
Targeted Income-Qualified Renter Household Demand (found on pages 44 to 65)										
Type of Demand	30%	50%	60%	Market-rate	All Affordable	Overall*				
Renter Household Growth	-	100	117	214	165	379				
Existing Households (Overburdened + Substandard)	-	379	384	581	580	1161				
Homeowner conversion (Seniors)	-	9	10	16	15	31				
Total Primary Market Demand	-	488	511	811	760	1571				
Less Comparable/Competitive Supply	-	2	203	6	205	211				
Adjusted Income-qualified Renter HHs**	-	486	308	805	555	1360				
Capture Rates (found on page 65)										
Targeted Population	30%	50%	60%	Market-rate	All Affordable	Overall				
Capture Rate:	-	4.3%	20.1%	2.6%	14.9%	7.6%				

*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 site is located at 1665 Scott Boulevard in North Decatur, DeKalb County, Georgia 30033. The Subject site is currently vacant.
- 2. Construction Type:** The Subject will consist of one five-story, residential building. The Subject will be new construction.
- 3. Occupancy Type:** Seniors ages 62 and older.
- 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.

SCOTT BOULEVARD SENIOR RESIDENCES – NORTH DECATUR, GEORGIA – MARKET STUDY

Scott Boulevard Senior Residences											
Location	1665 Scott Boulevard Decatur, GA 30033 DeKalb County										
Units	90										
Type	Midrise (5 stories)										
Year Built / Renovated	Proposed										
Market											
Program	@50%, @60%, Market					Leasing Pace	n/a				
Annual Turnover Rate	N/A					Change in Rent (Past Year)	n/a				
Units/Month Absorbed	N/A					Concession					
Section 8 Tenants	N/A										
Utilities											
A/C	not included – central					Other Electric	not included				
Cooking	not included – electric					Water	not included				
Water Heat	not included – electric					Sewer	not included				
Heat	not included – electric					Trash Collection	not included				
Unit Mix (face rent)											
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?
1	1	Midrise (5 stories)	18	700	\$527	\$0	@50%	n/a	N/A	N/A	N/A
1	1	Midrise (5 stories)	54	700	\$653	\$0	@60%	n/a	N/A	N/A	N/A
1	1	Midrise (5 stories)	18	700	\$1,095	\$0	Market	n/a	N/A	N/A	N/A
Amenities											
In-Unit	Balcony/Patio		Property		Business			Security		Limited Access	
	Blinds				Center/Computer Lab					Video	
	Carpeting				Clubhouse/Meeting					Surveillance	
	Central A/C				Room/Community			Premium		none	
	Coat Closet				Room			Other		Movie theater,	
	Dishwasher				Elevators					activity/game	
	Ceiling Fan				Exercise Facility					room,	
	Garbage Disposal				Garage					community	
	Grab Bars				Central Laundry					garden	
	Microwave				Off-Street Parking			Services		none	
	Oven				On-Site Management						
	Pull Cords				Recreation Areas						
	Refrigerator										
	Walk-In Closet										
	Washer/Dryer hookup										
Comments											
Utility allowances are \$106 for one-bedroom LIHTC units at 50 and 60 percent of AMI. Additional amenities include a movie theater, wellness center, an activity/game room, community garden, and a park.											

- 10. Scope of Renovations:** The Subject will be new construction.
- 11. Placed in Service Date:** Construction on the Subject is expected to begin in summer 2018 and be completed in July 2019.
- Conclusion:** The Subject will be an excellent-quality, elevator-serviced, midrise apartment complex, comparable or superior to most of the inventory in the area. As 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:** Brian Neukam visited the site on April 30, 2017.
2. **Physical Features of the Site:** The following illustrates the physical features of the site.

Frontage: The Subject site has frontage along Scott Boulevard.

Visibility/Views: The Subject will be located on Scott Boulevard. Visibility and views from the site will be good and initially will include commercial, retail, and residential uses.

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



Source: Google Earth, May 2017.

The Subject site is located on the southeast side of Scott Boulevard. The Subject site is currently vacant land. Adjacent northwest of the Subject site are Tuxworth Springs Condominiums. Also, located north of the subject across Scott Boulevard is a medical office

building. To the northeast of the Subject site is a restaurant and additional commercial uses. Adjacent east of the subject is an extended stay hotel. Farther east of the Subject site are The Reserve at Decatur apartments, which is a luxury multifamily development opened in 2016. This development has been included as a comparable in our report. To the south of the Subject site are commercial uses and a car dealership. Southwest of the Subject site are several new construction commercial uses including a grocery store and restaurants. The Point on Scott apartments is another new luxury multifamily development located southwest of the Subject site. This development has also been included as a comparable in our report. Adjacent west of the Subject site across Scott Boulevard are single-family homes. Based on our inspection of the neighborhood, retail appeared to be 95 percent occupied. The Subject site is considered “Somewhat Walkable” by *WalkScore* with a score of 65. The Subject site is considered a desirable building site for affordable senior rental housing. The Subject site is located in a mixed use neighborhood. The uses surrounding the Subject are in good condition and the site has good proximity to locational amenities, which are within 2.4 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. We did not witness any negative attributes in the Subject site’s immediate neighborhood.

3. Physical Proximity to Locational Amenities:

The Subject is located within 2.4 miles of all locational amenities. Additionally, it is within 0.8 miles from DeKalb Medical Center at North Decatur, which is a major employer in the area.

4. Pictures of Site and Adjacent Uses:

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



Subject site



Subject site



Subject site



Subject site



Views west on Scott Boulevard from Subject site



Views east on Scott Boulevard from Subject site



New construction commercial uses west of the Subject site



New construction commercial uses west of the Subject site



New construction commercial uses west of the Subject site



New construction commercial uses west of the Subject site



New construction commercial uses west of the Subject site



New construction commercial uses west of the Subject site



Medical office north of Subject site



Extended stay hotel east of Subject site



Event space east of the Subject site



Single-family homes northwest of the Subject site



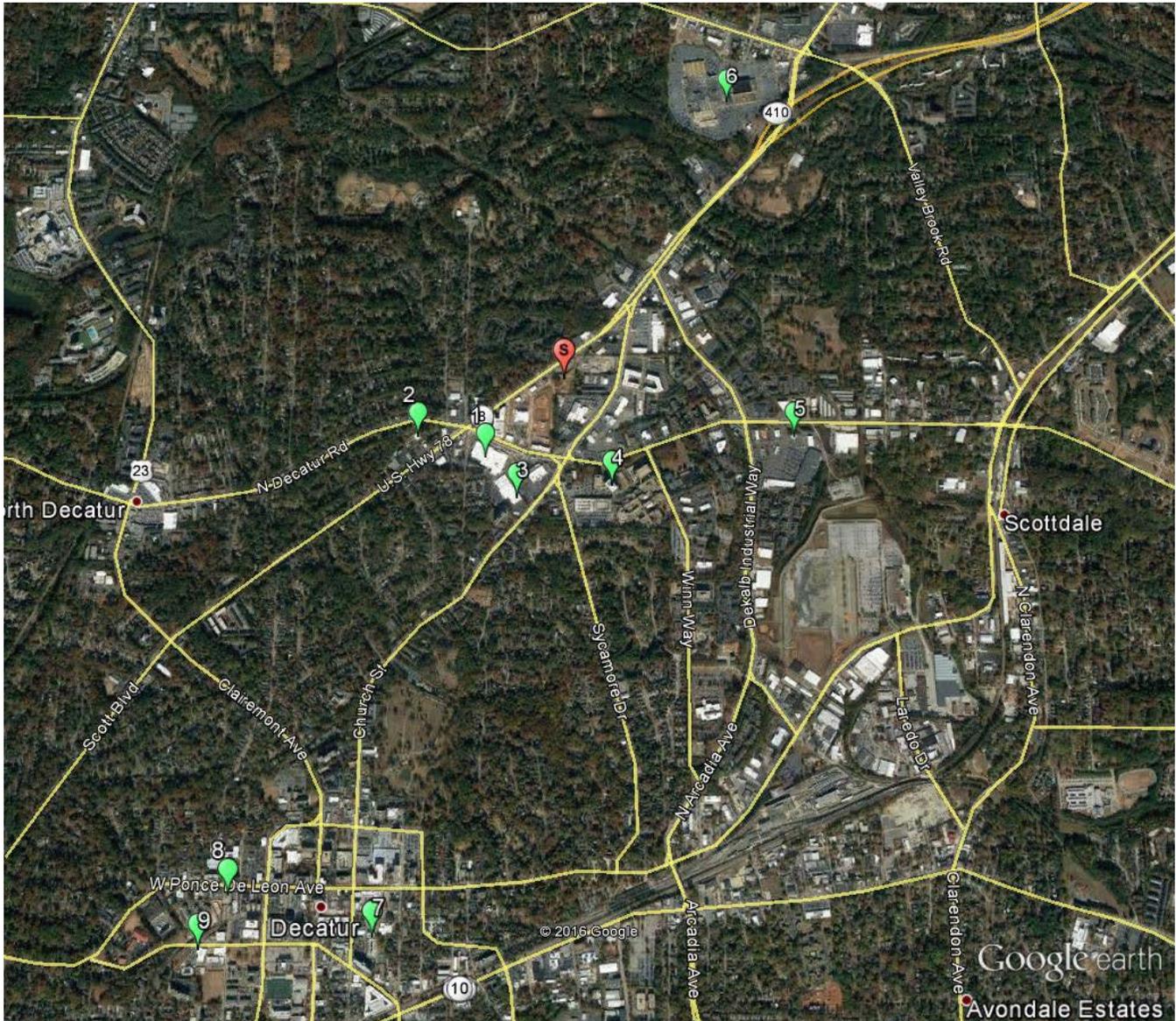
Single-family homes northwest of the Subject site



Single-family homes northwest of the Subject site

5. Proximity to Locational Amenities:

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



Source: Google Earth, May 2017.

LOCATIONAL AMENITIES

Number	Service or Amenity	Distance from Subject
1	Walmart Supercenter/Pharmacy	0.4 miles
2	Arbor Montessori School	0.5 miles
3	Suburban Plaza Shopping Center	0.5 miles
4	DeKalb Medical at North Decatur	0.8 miles
5	Chase Bank	1.1 miles
6	US Post Office	1.4 miles
7	DeKalb County Public Library	1.9 miles
8	DeKalb County Fire Rescue	2.0 miles
9	Decatur Police Dept	2.4 miles

6. Description of Land Uses

The Subject site is located on the southeast side of Scott Boulevard

also known as US Highway 78. The Subject is located in a mixed-use neighborhood. It is adjacent to The Reserve at Decatur, which is located east of the Subject site. The multifamily luxury development was built in 2016 and is currently in excellent condition. This development has been included as a comparable in our report. The 330 unit property offers one, two, and three-bedroom units. Southwest of the Subject site there are several new commercial uses in excellent condition. Farther southwest, is The Point on Scott apartments, which is another new multifamily development near the Subject site. Construction of the property was completed in 2017. The Point on Scott is a 250-unit development that offers one, two, and three-bedroom units. This development has been included as a comparable in our report. Several commercial and retail uses are located north, south, and west of the Subject site. Based on our inspection of the neighborhood, retail appeared to be 95 percent occupied. The Subject site is considered “Somewhat Walkable” by WalkScore with a rating of 65 out of 100. The Subject site is considered a desirable building site for affordable senior rental housing. The uses surrounding the Subject site are in good condition and the site has good proximity to locational amenities, which are within 2.4 miles of the Subject site.

7. Crime:

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

2017 CRIME INDICES

	PMA	Atlanta-Sandy Springs-Roswell, GA MSA
Total Crime*	282	139
Personal Crime*	275	130
Murder	290	155
Rape	152	88
Robbery	350	163
Assault	252	118
Property Crime*	283	140
Burglary	272	147
Larceny	273	134
Motor Vehicle Theft	397	178

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

*Unweighted aggregations

The total crime indices in the PMA are generally above that of the MSA and nation. The Subject will offer security features such as limited access and video surveillance. The majority of the comparable properties offer security features, similar to the Subject.

8. Existing Assisted Rental Housing Property Map:

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

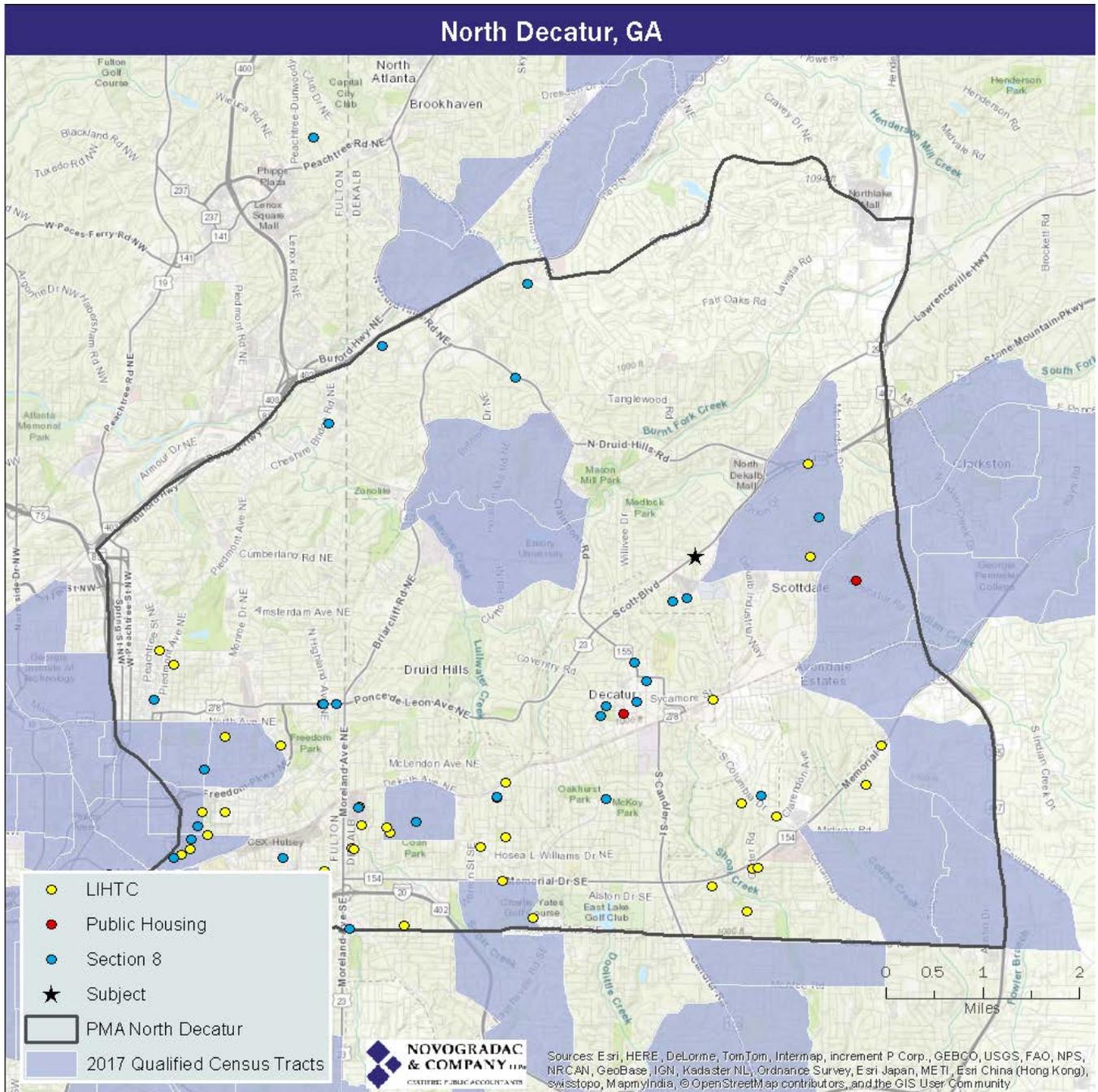
SCOTT BOULEVARD SENIOR RESIDENCES – NORTH DECATUR, GEORGIA – MARKET STUDY

AFFORDABLE PROPERTIES IN THE PMA

Property Name	Program	Location	Tenancy	# of Units	Distance from Subject	Map Color
Scott Boulevard Senior	LIHTC	North Decatur	Senior	90	-	Star
Columb Avondale Senior	LIHTC	Decatur	Senior	92	2.5 miles	Yellow
Reserve at Mills Creek	LIHTC	Scottdale	Senior	100	2.1 miles	
Retreat at Mills Creek	LIHTC	Scottdale	Senior	80	2.1 miles	
Columbia Senior Forrest Hills	LIHTC	Decatur	Senior	80	4 miles	
Columbia Townhomes Edgewd II	LIHTC	Atlanta	Family	40	5.2 miles	
Retreat at Edgewood	LIHTC	Atlanta	Family	100	4.8 miles	
Grady Senior	LIHTC	Atlanta	Senior	124	7 miles	
Marcus Street Sr. Residences	LIHTC	Atlanta	Senior	78	6.4 miles	
William Holmes Borders Sr. Res	LIHTC	Atlanta	Senior	130	6.8 miles	
MLK Village Tower	LIHTC	Atlanta	Family	96	7.7 miles	
Columbia Sr Res Edgewood	LIHTC	Atlanta	Family	136	5.1 miles	
Kirkwood Gardens	LIHTC	Atlanta	Family	43	4.2 miles	
Auburn Glen Apartments	LIHTC	Atlanta	Family	271	6.7 miles	
Brittany Place Apartments	LIHTC	Decatur	Family	216	6.4 miles	
Cedar Creek Apts.	LIHTC	Decatur	Family	168	1.9 miles	
Cedar Creek West Apts.	LIHTC	Decatur	Family	164	1.7 miles	
Myrtle Street Apartments	LIHTC	Atlanta	Family	32	6.8 miles	
Valena Henderson Village	LIHTC	Atlanta	Family	39	7 miles	
Prince Avondale Apartments	LIHTC	Avondale Estates	Family	85	5.8 miles	
Telephone Factory	LIHTC	Atlanta	Family	65	5.6 miles	
Henderson Place	LIHTC	Atlanta	Family	58	6.7 miles	
Oakland Court	LIHTC	Atlanta	Family	232	5.1 miles	
Forrest Heights Apts.	LIHTC	Decatur	Family	62	4 miles	
Courtyards at Glenview	LIHTC	Atlanta	Family	176	4.9 miles	
Amberwood Village	LIHTC	Atlanta	Family	30	6.5 miles	
Delano Place Cooperative	LIHTC	Decatur	Family	58	4.8 miles	
O'Hern House	LIHTC	Atlanta	Family	76	7 miles	
Carter Road	LIHTC	Decatur	Family	3	4.3 miles	
College Avenue	LIHTC	Atlanta	Family	6	3.4 miles	
Norwood Av./93	LIHTC	Atlanta	Family	2	3.9 miles	
Rupert Road	LIHTC	Decatur	Family	8	4.4 miles	
Thomas Road/1219	LIHTC	Decatur	Family	1	3.6 miles	
White Oak Crossing	LIHTC	Decatur	Family	16	5.1 miles	
Wylie Street	LIHTC	Atlanta	Family	4	5.7 miles	
Blake Ave./476	LIHTC	Atlanta	Family	1	6.1 miles	
Morgan St./500-04	LIHTC	Atlanta	Family	2	6 miles	
Allen Wilson	Public Housing	Decatur	Family	151	2.5 miles	Red
Juniper & 10th High Rise	Section 8	Atlanta	Senior	149	7.1 miles	
Trinity Walk I and II	Section 8	Decatur	Family	121	2.6 miles	
Briarcliff Summit	Section 8	Atlanta	Senior	201	4.7 miles	
Columbia Senior Residences MLK	Section 8	Atlanta	Senior	122	7.7 miles	
Columbia Citihomes	Section 8	Atlanta	Family	84	5 miles	
Villages of East Lake I and II	Section 8	Atlanta	Family	542	5.2 miles	
Fulton Cotton Mill Lofts	Section 8	Atlanta	Family	206	7.3 miles	
Presley Woods Apts.	Section 8	Atlanta	Family	40	3.6 miles	

SCOTT BOULEVARD SENIOR RESIDENCES – NORTH DECATUR, GEORGIA – MARKET STUDY

Property Name	Program	Location	Tenancy	# of Units	Distance from Subject	Map Color
Ahepa One Apartments	Section 8	Decatur	Senior	68	4.2 miles	
Ashley Auburn Pointe	Section 8	Atlanta	Family	304	7.1 miles	
Bedford Pine Apartments	Section 8	Atlanta	Family	653	6.2 miles	
Booth Residence	Section 8	Atlanta	Senior	100	4.5 miles	
Branan Towers	Section 8	Atlanta	Family	176	6.8 miles	
Briarcliff Oaks Apartments	Section 8	Atlanta	Senior	125	5.4 miles	
Capital Gateway Apartments Phase I	Section 8	Atlanta	Family	269	7.7 miles	
Capitol Gateway Phase II	Section 8	Atlanta	Family	152	7.7 miles	
City Lights I	Section 8	Atlanta	Family	80	6.5 miles	
Clairmont Oaks	Section 8	Decatur	Family	298	1.8 miles	
Community Housing, Inc.	Section 8	Decatur	Senior	4	3.8 miles	
Decatur Christian Towers	Section 8	Decatur	Family	216	1.1 miles	
Edgewood Court Apartments	Section 8	Atlanta	Family	204	5 miles	
Fountainview Center	Section 8	Atlanta	Family	72	4.3 miles	
Lenox Woods Apartments	Section 8	Atlanta	Family	151	5.7 miles	
Lutheran Towers	Section 8	Atlanta	Family	205	6.6 miles	
Maggie Russell Tower	Section 8	Atlanta	Family	150	6.5 miles	
Park Trace Apartments	Section 8	Decatur	Family	170	3 miles	
Philips Towers	Section 8	Atlanta	Family	225	2.3 miles	
Reynoldstown Senior Residences	Section 8	Atlanta	Senior	78	6.4 miles	
Shepherd Center	Section 8	Decatur	Senior	14	3.9 miles	
Valley Brook Crossing Apt.	Section 8	Decatur	Family	170	1.8 miles	
Veranda At Auburn Pointe	Section 8	Atlanta	Family	324	7.1 miles	
Wheat Street Towers	Section 8	Atlanta	Family	210	7.1 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 accessed from a private street via Scott Boulevard. Scott Boulevard is a four-lane road also known as US Highway 78. It provides access to the City of Atlanta to the southwest and Interstate 285 to the northeast. Overall, access and visibility are considered good.

11. Conclusion:

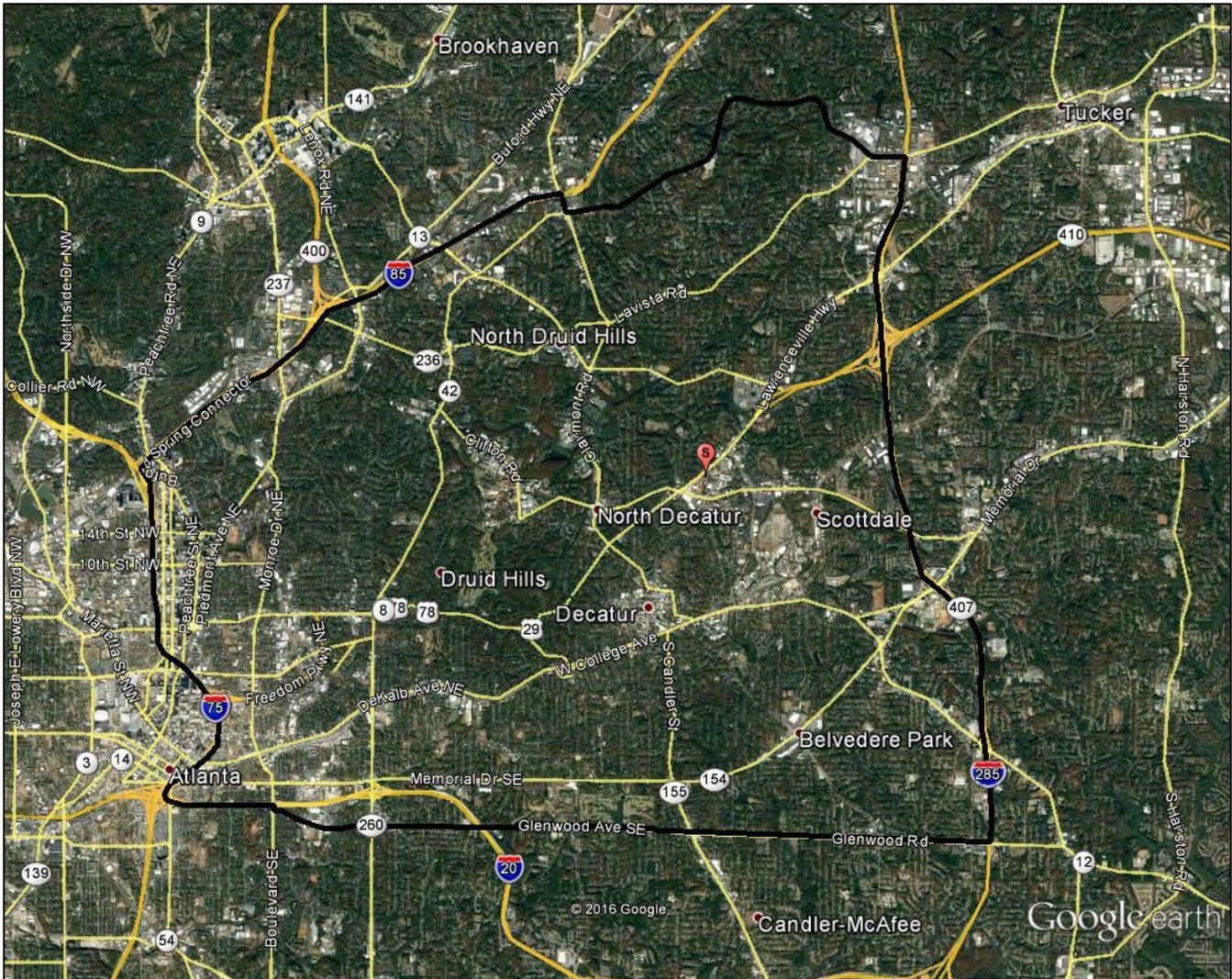
The Subject site is located on Scott Boulevard and has good visibility and accessibility. The Subject site is currently vacant land. Surrounding uses consist of multifamily, commercial, retail, and single-family uses. There are a number of new construction commercial and residential uses immediately west and south of the Subject site. Based on our inspection of the neighborhood, retail appeared to be 95 percent occupied. The Subject site is considered “Somewhat Walkable” by *WalkScore*. Crime risk indices in the Subject’s area are above national averages. The Subject site is considered a desirable building site for affordable senior rental housing. The uses surrounding the Subject site are in good condition and the site has good proximity to locational amenities, which are within 2.4 miles of the Subject site.

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, May 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 MSA are areas of growth or contraction.

The PMA is defined by Briarcliff Road and the Northeast Expressway to the north, the Downtown Connector to the west, Glenwood Road to the south and the Perimeter to the east. This area includes the Cities of Decatur and as well as portions of Atlanta. The approximate distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 6.8 miles
East: 6.5 miles
South: 7.3 miles
West: 8.2 miles

The PMA was defined based on interviews with the local housing authority and property managers at comparable properties. Many property managers indicated that a significant portion of their tenants come from out of state. 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 8.2 miles. The SMA is defined as the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 8,726 square miles.

E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

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

1. Population Trends

The following tables illustrate (a) Total Population, (b) Population by Age Group, and (c) Number of Elderly and Non-Elderly within 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.

POPULATION						
Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	211,353	-	4,263,438	-	281,421,906	-
2010	218,315	0.3%	5,286,728	2.4%	308,745,538	1.0%
2017	233,061	0.4%	5,665,958	0.4%	323,580,626	0.3%
Projected Mkt Entry July 2019	240,086	1.2%	5,864,633	1.4%	330,453,372	0.8%
2021	247,111	1.2%	6,063,308	1.4%	337,326,118	0.8%

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

SENIOR POPULATION, 62+						
Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	26,616	-	407,225	-	41,475,021	-
2010	26,545	0.0%	625,999	5.4%	50,358,738	2.1%
2017	32,711	1.3%	803,915	1.6%	60,304,482	1.1%
Projected Mkt Entry July 2019	35,524	3.4%	894,866	4.5%	65,313,023	3.3%
2021	38,336	3.4%	985,817	4.5%	70,321,565	3.3%

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

Between 2010 and 2017 there was approximately 1.3 percent annual senior population growth in the PMA, which slower than growth in both the MSA but faster than the nation. Over the next five years, the population growth in the PMA a is projected to increase to an annual rate of 3.4 percent, which lags the MSA projections but is slightly faster than national senior growth. Overall, we believe that population growth in the PMA and MSA is a positive indication of demand for the Subject’s proposed units.

1b. Total Population by Age Group

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

POPULATION BY AGE GROUP

Age Cohort	PMA				
	2000	2010	2017	Projected Mkt Entry July 2019	2021
0-4	11,332	12,974	12,495	12,727	12,958
5-9	10,585	10,384	11,223	11,321	11,419
10-14	9,829	8,362	10,214	10,501	10,788
15-19	11,182	10,234	11,507	11,901	12,294
20-24	18,956	20,232	20,560	20,709	20,858
25-29	25,329	24,805	24,867	25,953	27,038
30-34	23,431	22,352	23,577	24,305	25,032
35-39	20,125	19,719	19,767	20,252	20,737
40-44	16,931	17,437	17,412	17,640	17,868
45-49	14,578	15,526	15,738	15,806	15,873
50-54	12,174	13,649	14,650	14,766	14,882
55-59	7,932	12,087	13,699	13,826	13,952
60-64	5,887	10,023	11,602	12,148	12,693
65-69	5,281	6,213	9,102	9,792	10,481
70-74	5,236	4,193	5,873	6,983	8,092
75-79	4,974	3,433	3,838	4,373	4,908
80-84	3,805	3,109	3,000	3,109	3,217
85+	3,788	3,583	3,937	3,980	4,022
Total	211,355	218,315	233,061	240,087	247,112

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

POPULATION BY AGE GROUP

Age Cohort	Atlanta-Sandy Springs-Roswell, GA MSA				
	2000	2010	2017	Projected Mkt Entry July 2019	2021
0-4	318,972	380,735	380,008	389,130	398,252
5-9	326,062	394,306	392,983	397,083	401,183
10-14	314,313	390,992	406,441	412,846	419,251
15-19	290,180	378,372	385,702	396,917	408,131
20-24	289,654	341,650	389,646	387,231	384,816
25-29	364,046	377,057	408,658	426,569	444,480
30-34	382,158	386,120	403,640	429,405	455,170
35-39	396,792	417,987	399,148	417,616	436,084
40-44	360,050	415,233	415,330	414,027	412,724
45-49	307,308	411,635	404,741	403,553	402,364
50-54	267,500	364,330	397,839	397,737	397,635
55-59	186,754	301,331	359,211	369,914	380,616
60-64	131,059	252,453	296,741	319,352	341,963
65-69	101,856	170,690	241,279	259,640	278,000
70-74	82,809	114,130	160,967	190,291	219,614
75-79	65,303	81,144	100,456	118,460	136,464
80-84	42,357	57,082	63,423	70,845	78,267
85+	36,265	51,481	59,745	64,020	68,294
Total	4,263,438	5,286,728	5,665,958	5,864,633	6,063,308

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

The largest age cohorts in the PMA are between 25 and 34, which indicates the presence of families. However, the percentage of people in the PMA ages 60 and older is expected to increase through 2021.

1c. Number of Elderly and Non-Elderly

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

NUMBER OF ELDERLY AND NON-ELDERLY

Year	Total	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		
		Non-Elderly	Elderly (62+)	Total Population	Non-Elderly	Elderly (62+)
2000	211,353	174,450	26,616	4,263,438	3,617,035	407,225
2010	218,315	175,674	26,545	5,286,728	4,258,417	625,999
2017	233,061	182,010	32,711	5,665,958	4,384,136	803,915
Projected Mkt Entry July 2019	240,086	185,878	35,524	5,864,633	4,472,113	894,866
2021	247,111	189,746	38,336	6,063,308	4,560,090	985,817

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

The elderly population in the PMA is expected to increase significantly through market entry and 2021.

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, (e) Elderly Households 62+ 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 WITH SENIOR HOUSEHOLDER, 62+

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	17,602	-	253,346	-	26,202,060	-
2010	17,648	0.0%	362,824	4.3%	30,451,108	1.6%
2017	22,683	1.7%	567,275	3.3%	37,341,086	1.3%
Projected Mkt Entry July 2019	25,172	4.4%	585,777	1.3%	39,869,663	2.7%
2021	27,661	4.4%	604,278	1.3%	42,398,240	2.7%

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

AVERAGE HOUSEHOLD SIZE

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.07	-	2.68	-	2.59	-
2010	1.99	-0.4%	2.68	0.0%	2.58	-0.1%
2017	2.00	0.0%	2.70	0.1%	2.59	0.0%
Projected Mkt Entry July 2019	2.00	0.0%	2.71	0.1%	2.59	0.1%
2021	2.00	0.0%	2.72	0.1%	2.60	0.1%

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

As illustrated in the previous tables, the number senior households in the Subject’s PMA increased from 2010 to 2017. This trend is expected to continue through 2021 at a higher rate than in the preceding time period. The PMA is expected to experience a 4.4 percent household growth from market entry through 2021. The average household size in the PMA is significantly smaller than the national average at 2.00 persons in 2017. This indicates the Subject’s one-bedroom units will likely serve the market well. Over the next five years, the average household size is projected to remain relatively similar.

2b. Households by Tenure

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

PMA TENURE PATTERNS OF SENIORS 62+

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	11,414	64.8%	6,188	35.2%
2017	13,396	59.1%	9,287	40.9%
Projected Mkt Entry July 2019	14,602	58.0%	10,570	42.0%
2021	15,807	57.1%	11,854	42.9%

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

As the table illustrates, households within the PMA reside in predominately owner-occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a larger percentage of renters in the PMA than the nation. This percentage is projected to increase over the next five years.

2c. Household Income

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 62+

Income Cohort	2017		Projected Mkt Entry July 2019		2021	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,692	18.2%	1,829	17.3%	1,967	16.6%
\$10,000-19,999	1,973	21.2%	2,118	20.0%	2,262	19.1%
\$20,000-29,999	1,127	12.1%	1,249	11.8%	1,371	11.6%
\$30,000-39,999	777	8.4%	898	8.5%	1,018	8.6%
\$40,000-49,999	764	8.2%	858	8.1%	953	8.0%
\$50,000-59,999	490	5.3%	573	5.4%	656	5.5%
\$60,000-74,999	584	6.3%	713	6.7%	842	7.1%
\$75,000-99,999	518	5.6%	642	6.1%	766	6.5%
\$100,000-124,999	375	4.0%	445	4.2%	515	4.3%
\$125,000-149,999	285	3.1%	360	3.4%	434	3.7%
\$150,000-199,999	256	2.8%	316	3.0%	376	3.2%
\$200,000+	445	4.8%	569	5.4%	693	5.8%
Total	9,287	100.0%	10,570	100.0%	11,854	100.0%

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

RENTER HOUSEHOLD INCOME DISTRIBUTION - Atlanta-Sandy Springs-Roswell, GA MSA, 62+

Income Cohort	2017		Projected Mkt Entry July 2019		2021	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	17,494	12.1%	18,089	12.1%	18,683	12.1%
\$10,000-19,999	26,977	18.7%	27,895	18.7%	28,812	18.7%
\$20,000-29,999	19,546	13.6%	20,211	13.6%	20,875	13.6%
\$30,000-39,999	14,950	10.4%	15,458	10.4%	15,967	10.4%
\$40,000-49,999	12,158	8.4%	12,572	8.4%	12,985	8.4%
\$50,000-59,999	9,565	6.6%	9,890	6.6%	10,215	6.6%
\$60,000-74,999	9,401	6.5%	9,721	6.5%	10,041	6.5%
\$75,000-99,999	10,459	7.3%	10,814	7.3%	11,170	7.3%
\$100,000-124,999	7,879	5.5%	8,147	5.5%	8,415	5.5%
\$125,000-149,999	5,544	3.8%	5,732	3.8%	5,921	3.8%
\$150,000-199,999	4,635	3.2%	4,792	3.2%	4,950	3.2%
\$200,000+	5,596	3.9%	5,786	3.9%	5,977	3.9%
Total	144,203	100.0%	149,107	100.0%	154,011	100.0%

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

The Subject will target tenants earning between \$18,990 and \$54,000. As the table above depicts, approximately 68.1 percent of renter households in the PMA are earning incomes up to and \$49,999. Significant portions of senior renter households are likely to income qualify to reside at one of the Subject's unit types, and the Subject should be well-positioned to service this market. The large percentage of senior households earning among the lowest income cohorts demonstrates a strong need for quality affordable housing.

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

The following table illustrates household size for all households in 2017, 2019 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, 62+

Household Size	2017		Projected Mkt Entry July 2019		2021	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
1 Person	6,650	72%	7,553	72%	8,455	72%
2 Persons	1,704	18%	1,946	19%	2,187	19%
3 Persons	514	6%	600	6%	686	6%
4 Persons	253	3%	293	3%	333	3%
5+ Persons	166	2%	88	1%	11	0%
Total Households	9,287	100%	10,480	100%	11,672	100%

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

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

Conclusion

The population in the PMA and the SMA increased significantly from 2000 to 2017. The rate of population and household growth is projected to continue to increase through 2021. The current senior population of the PMA is 32,711 and is expected to be 38,336 in 2021. Renter households are concentrated in the lowest income cohorts, with 68.1 percent of senior renters in the PMA earning less than \$49,999 annually. The Subject will target households earning between \$18,990 and \$54,000; therefore, the Subject should be well-positioned to service this market. Overall, population growth and the concentration of renter households at the lowest income cohorts indicate significant demand for affordable senior rental housing in the market.

F. EMPLOYMENT TRENDS

Employment Trends

1. Total Jobs

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

Total Jobs in DeKalb County, Georgia		
Year	Total Employment	% Change
2006	366,471	-
2007	374,934	-1.91%
2008	367,914	-7.22%
2009	343,126	-6.01%
2010	323,687	1.30%
2011	327,936	2.24%
2012	335,451	0.70%
2013	337,823	1.27%
2014	342,178	2.13%
2015	349,619	11.38%
2016 YTD Average	394,503	-11.30%
Dec-15	354,466	-
Dec-16	369,809	4.15%

Source: U.S. Bureau of Labor Statistics

As illustrated in the table above, DeKalb County experienced a weakening economy during the most recent national recession. The county began feeling the effects of the downturn in 2008 with its first employment decrease of the decade. Employment growth slowly rebounded, and DeKalb County exhibited moderate employment growth from 2010 through 2015. Total employment is continuing to grow in DeKalb County and surpassed its pre-recession peak in 2016.

2. Total Jobs by Industry

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

**January 2017 Covered Employment
DeKalb County, Georgia**

	Number	Percent
Total, all industries	253,263	-
Goods-producing	-	-
Natural resources and mining	78	0.03%
Construction	10,518	4.15%
Manufacturing	13,266	5.24%
Service-providing	-	-
Trade, transportation, and utilities	61,398	24.24%
Information	9,882	3.90%
Financial activities	17,572	6.94%
Professional and business services	43,914	17.34%
Education and health services	60,739	23.98%
Leisure and hospitality	26,289	10.38%
Other services	8,338	3.29%
Unclassified	1,269	0.50%

Source: Bureau of Labor Statistics, 2017

The largest employment sector in DeKalb County, according to the Bureau of Labor Statistics, is the trade/transportation/utilities industry, followed by education and health services, professional and business services, and leisure and hospitality. The education, health services, and professional and business services industries historically are considered to be stable employers and could provide some additional stability to the local economy during a recession. The trade/transportation/utilities and leisure and hospitality industries are historically unstable sectors. However, due to the close proximity to Atlanta, a major tourism and business city in Georgia, these industries (specifically trade and transportation) continue to prosper. It should be noted that differences in the total jobs and total jobs by industry are due to rounding. 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
Prof/Scientific/Tech Services	23,090	17.9%	10,269,978	6.8%
Educational Services	19,483	15.1%	14,359,370	9.5%
Healthcare/Social Assistance	15,898	12.3%	21,304,508	14.1%
Retail Trade	11,526	8.9%	17,169,304	11.3%
Accommodation/Food Services	9,431	7.3%	11,574,403	7.6%
Public Administration	6,256	4.9%	7,093,689	4.7%
Finance/Insurance	5,672	4.4%	6,942,986	4.6%
Manufacturing	5,390	4.2%	15,499,826	10.2%
Other Services (excl Publ Adm)	5,282	4.1%	7,463,834	4.9%
Information	4,686	3.6%	2,862,063	1.9%
Admin/Support/Waste Mgmt Svcs	4,444	3.5%	6,511,707	4.3%
Transportation/Warehousing	4,069	3.2%	6,128,217	4.0%
Arts/Entertainment/Recreation	3,654	2.8%	3,416,474	2.3%
Construction	2,963	2.3%	9,342,539	6.2%
Real Estate/Rental/Leasing	2,868	2.2%	2,946,196	1.9%
Wholesale Trade	2,856	2.2%	4,066,471	2.7%
Utilities	985	0.8%	1,344,219	0.9%
Agric/Forestry/Fishing/Hunting	107	0.1%	2,253,044	1.5%
Mgmt of Companies/Enterprises	83	0.1%	89,612	0.1%
Mining	61	0.0%	749,242	0.5%
Total Employment	128,804	100.0%	151,387,682	100.0%

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

As shown above, professional/scientific/technological services, educational services, healthcare/social assistance, and retail trade are the largest industries in the PMA. Combined they account for approximately 54.2 percent of total employment within the PMA. Industries that are overrepresented in the PMA include professional/scientific/technological services and educational services. Employment in these sectors is supported by the PMA’s proximity to the several institutions of higher education, and Interstate 20 and Interstates 75 and 85, all major thoroughfares in the region. As illustrated below, the county’s largest employers are concentrated in these sectors. By contrast, industries underrepresented in the PMA include manufacturing and construction.

3. Major Employers

The table below shows the largest employers in DeKalb County, GA.

LARGEST EMPLOYERS: DEKALB COUNTY, GA

Rank	Company	Industry	Number of Employees
1	Emory University	Educational Services	10,000+
2	Dekalb Medical Ctr Pharmacy	Healthcare	1,000 to 4,999
3	Emory University Hospital	Healthcare	1,000 to 4,999
4	Dekalb County Police Info	Public Administration	1,000 to 4,999
5	Allscripts	Healthcare	1,000 to 4,999
6	Georgia Perimeter College	Educational Services	1,000 to 4,999
7	Centers For Disease Control	Healthcare	1,000 to 4,999
8	Dekalb Medical At N Decatur	Healthcare	1,000 to 4,999
9	Granite Pro Inc	Manufacturing	1,000 to 4,999
10	Quest Diagnostics	Healthcare	1,000 to 4,999

Source: Georgia Department of Labor, Georgia Labor Market Explorer, April 2017

As seen in the previous table, the top employers within DeKalb County are concentrated in the educational services and healthcare industries. The largest employer in the county, Emory University, is also ranked as the second largest employer in the metro-Atlanta area.

Expansions/Contractions

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

WARN NOTICES - DEKALB COUNTY, GA - 2014-2017

Company	Industry	Number of Employees Affected
Macy's Customer Fulfillment Center	Wholesale Trade	133
Hawker Beechcraft	Transportation/Warehousing	42
Holiday Inn Alanta Perimeter	Accommodation/Food Services	43
EchoStar Technologies LLC	Information	137
GA State University	Educational Services	25
Crawford and Company	Finance/Insurance	21
Sears Holding Corporation	Management of Companies/Enterprises	48
Quad Graphics	Manufacturing	110
DeKalb County Government	Public Administration	88
Hood Packaing Corporation	Admin/Support/Waste Mgmt Services	59
Georgia-Pacific Corrugated LLC	Manufacturing	80
CCP North America Inc.	Prof/Scientific/Tech Services	57
RCO Legal, P.S.	Prof/Scientific/Tech Services	133
Total		976

Source: Georgia Department of Economic Development, Workforce Division, March 2017

As illustrated in the above table, there have been 976 employees in the area impacted by layoffs or closures since 2014. Despite these job losses that have been reported, there has been some growth occurring in the area.

EXPANSIONS/NEW ADDITIONS - DEKALB COUNTY, GA - 2014-2017

Company	Industry	Number of Employees
Home Chef	Retail Trade	1,200
Seven Oaks Company	Real Estate/Rental/Leasing	1,350
Cox Automotive HQ	Information	1,200
Synet Global Solutions	Information	500
Children's Health Care of Atlanta	Healthcare	143
Sprouts Farmers Market	Retail Trade	100
Source One Direct	Prof/Scientific/Tech Services	100
The Task Force for Global Health	Healthcare	85
Eurofins Genomics	Prof/Scientific/Tech Services	78
Total		3,471

As illustrated, there were several additions in a variety of industries including retail trade, healthcare, and professional/scientific/technology services. Between 2014 and 2017, there were more than 3,000 new jobs created, which helps to counteract the 976 layoffs in the county during the same period. Home Chef added the greatest number of employees over this period. Home Chef is a weekly meal delivery service company based in Illinois with locations throughout the United States. The company has added approximately 1,200 employees in DeKalb County in the past three years.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA from 2002 to February 2017.

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Atlanta-Sandy Springs-Roswell, GA MSA			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2002	2,324,880	-	-16.6%	136,485,000	-	-9.9%
2003	2,347,173	1.0%	-15.8%	137,736,000	0.9%	-9.0%
2004	2,382,163	1.5%	-14.6%	139,252,000	1.1%	-8.0%
2005	2,445,674	2.7%	-12.3%	141,730,000	1.8%	-6.4%
2006	2,538,141	3.8%	-9.0%	144,427,000	1.9%	-4.6%
2007	2,618,825	3.2%	-6.1%	146,047,000	1.1%	-3.6%
2008	2,606,822	-0.5%	-6.5%	145,363,000	-0.5%	-4.0%
2009	2,452,057	-5.9%	-12.1%	139,878,000	-3.8%	-7.6%
2010	2,440,037	-0.5%	-12.5%	139,064,000	-0.6%	-8.2%
2011	2,486,895	1.9%	-10.8%	139,869,000	0.6%	-7.6%
2012	2,545,474	2.4%	-8.7%	142,469,000	1.9%	-5.9%
2013	2,573,040	1.1%	-7.7%	143,929,000	1.0%	-5.0%
2014	2,620,911	1.9%	-6.0%	146,305,000	1.7%	-3.4%
2015	2,684,068	2.4%	-3.7%	148,833,000	1.7%	-1.7%
2016	2,788,476	3.9%	0.0%	151,436,000	1.7%	0.0%
2017 YTD Average	2,839,862	1.8%	-	151,060,500	-0.2%	-
Feb-2016	2,754,575	-	-	150,060,000	-	-
Feb-2017	2,855,099	3.6%	-	151,594,000	1.0%	-

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

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Atlanta-Sandy Springs-Roswell, GA MSA			USA		
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2002	5.0%	-	0.6%	5.8%	-	1.2%
2003	4.9%	-0.2%	0.5%	6.0%	0.2%	1.4%
2004	4.8%	-0.1%	0.4%	5.5%	-0.5%	0.9%
2005	5.4%	0.6%	0.9%	5.1%	-0.5%	0.5%
2006	4.7%	-0.7%	0.2%	4.6%	-0.5%	0.0%
2007	4.4%	-0.2%	0.0%	4.6%	0.0%	0.0%
2008	6.2%	1.7%	1.7%	5.8%	1.2%	1.2%
2009	9.9%	3.8%	5.5%	9.3%	3.5%	4.7%
2010	10.3%	0.4%	5.9%	9.6%	0.3%	5.0%
2011	9.9%	-0.4%	5.5%	9.0%	-0.7%	4.3%
2012	8.8%	-1.1%	4.4%	8.1%	-0.9%	3.5%
2013	7.8%	-1.0%	3.4%	7.4%	-0.7%	2.8%
2014	6.8%	-1.0%	2.3%	6.2%	-1.2%	1.6%
2015	5.7%	-1.1%	1.3%	5.3%	-0.9%	0.7%
2016	5.1%	-0.6%	0.7%	4.9%	-0.4%	0.3%
2017 YTD Average	5.1%	0.0%	-	5.0%	0.1%	-
Feb-2016	5.2%	-	-	5.2%	-	-
Feb-2017	4.9%	-0.3%	-	4.9%	-0.3%	-

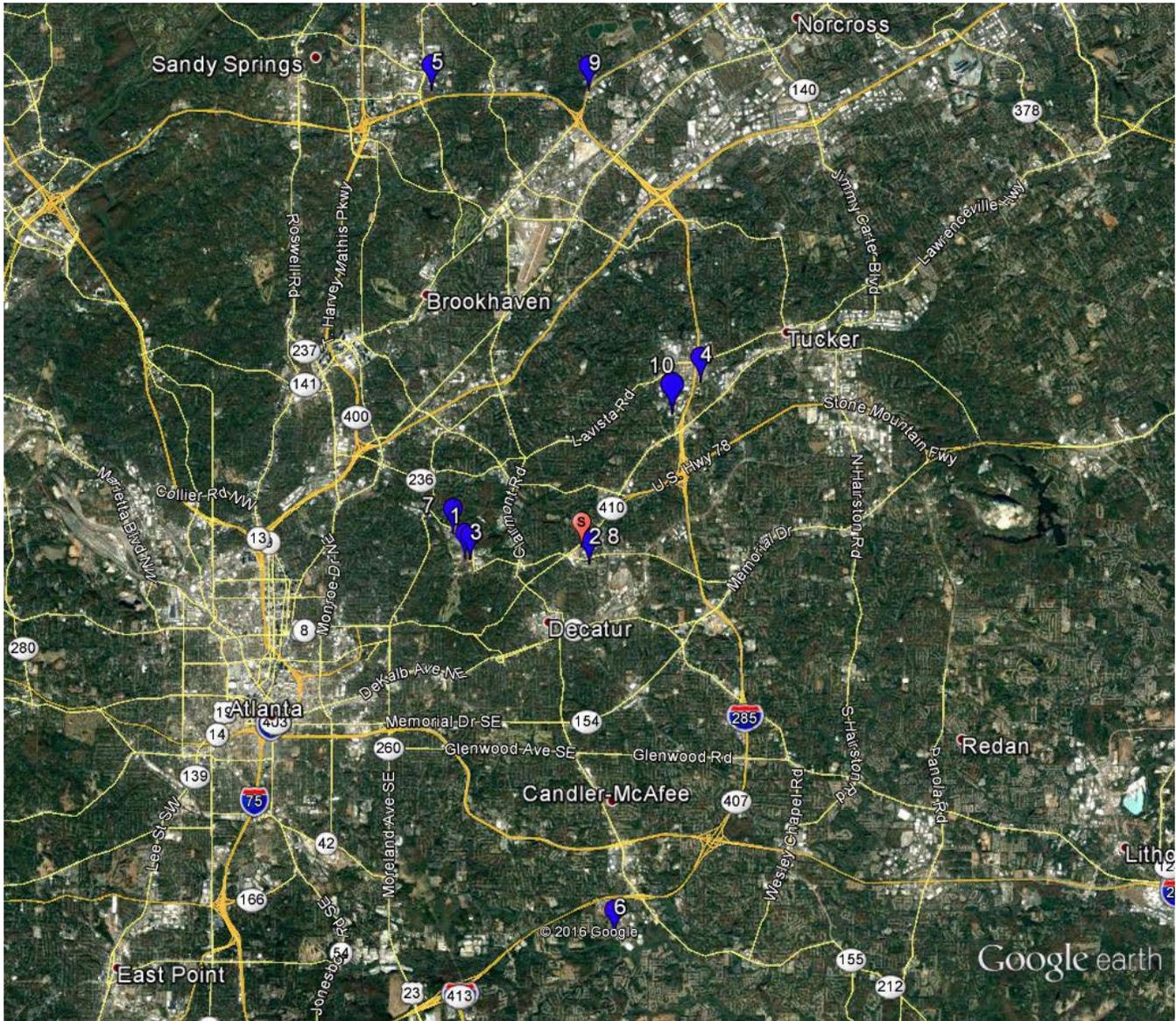
Source: U.S. Bureau of Labor Statistics May 2017

Between 2003 and 2007, total employment in the MSA exhibited positive growth, with a pre-recession peak occurring in 2007. These increases were significant but were followed by employment decreases from 2008 to 2010 as a result of the most recent economic recession. The MSA appears relatively healthy as total employment increased each year from 2011 through February 2017. As of 2014, total employment in the MSA exceeded pre-recessionary levels. Furthermore, the total employment growth in the MSA from February 2016 to February 2017 increased by 3.6 percent in the MSA compared to an increase of 1.0 percent nationally during the same time period.

Prior to the most recent economic recession, the unemployment rate in the MSA was generally similar to or below that of the nation. However, the unemployment rate in the MSA experienced a slightly more significant increase during the most recent national recession and has been generally above the nation since 2008. From February 2016 to February 2017, the unemployment rate in the MSA and nation decreased 0.2 percentage points. The unemployment rate in the MSA and nation as of February 2017 was 4.9 percent. The current unemployment rate in the MSA represents a significant decrease from recessionary levels but has yet to reach pre-recessionary levels. Overall, the increasing total employment and decreasing unemployment rate are positive signs for the local economy, which bodes well for affordable housing demand in the area.

5. Map of Site and Major Employment Concentrations

The following map and table details the largest employers in DeKalb County, Georgia.



Source: Google Earth, May 2017.

LARGEST EMPLOYERS: DEKALB COUNTY, GA

Rank	Company	Industry	Number of Employees
1	Emory University	Educational Services	10,000+
2	Dekalb Medical Ctr Pharmacy	Healthcare	1,000 to 4,999
3	Emory University Hospital	Healthcare	1,000 to 4,999
4	Dekalb County Police Info	Public Administration	1,000 to 4,999
5	Allscripts	Healthcare	1,000 to 4,999
6	Georgia Perimeter College	Educational Services	1,000 to 4,999
7	Centers For Disease Control	Healthcare	1,000 to 4,999
8	Dekalb Medical At N Decatur	Healthcare	1,000 to 4,999
9	Granite Pro Inc	Manufacturing	1,000 to 4,999
10	Quest Diagnostics	Healthcare	1,000 to 4,999

Source: Georgia Department of Labor, Georgia Labor Market Explorer, April 2017

6. Conclusion

Employment in the PMA is concentrated in four industries which represent approximately 54.2 percent of total local employment. Three of those industries, professional/scientific/technology services, educational services and healthcare/social assistance, are resilient during periods of economic downturn. Additionally, the county’s largest employers are in the education and healthcare fields. Overall, the county experienced moderate employment growth between 2011 and 2017. As of February 2017, total employment in the county was higher than ever before, having eclipsed its prerecession peak in 2014. The unemployment rate in the MSA as of February 2017 was the same as the national unemployment rate and significantly lower than its 2010 high of 10.3 percent.

Overall, employment growth and the declining unemployment rate indicate that the MSA has made a recovery from the most recent national recession. Recent business expansions in several industries suggest both the health of the county’s historically stable industries such as healthcare and education and the growth of smaller industries such as professional/scientific/technology services. The growing local economy is a positive indicator of demand for rental housing and the Subject’s proposed units.

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. We have utilized a maximum allowable income for the Subject’s market rate units at 100 percent of the AMI.

2. Affordability

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

SENIOR 62+ INCOME LIMITS - AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	50% AMI		60% AMI		Market Rate	
1BR/1BA	\$18,990	\$27,000	\$22,770	\$32,400	\$32,850	\$54,000

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.

COMPETITIVE SUPPLY 2015 - PRESENT

Property Name	Program	Location	Tenancy	Status	# of Competitive Units
Retreat at Mills Creek	LIHTC/Public Housing	Scottsdale	Senior	Complete	64
Reserve at Mills Creek	LIHTC/Public Housing	Scottsdale	Senior	Complete	48
Trinity Walk I	Section 8	Decatur	Mixed	Under construction	0
Trinity Walk II	Section 8	Decatur	Senior	Under construction	0
Columbia Avondale Senior Apartments	LIHTC/Public Housing	Decatur	Senior	Under construction	62
Juniper and 10th Highrise	Section 8	Atlanta	Senior	Under renovation	0

- Reserve at Mills Creek and Retreat at Mills Creek are recently completed senior developments located in Scottsdale, 2.1 miles from the Subject site. These properties were awarded tax credits in 2013 and 2014 for the new construction of 100 and 80 age-restricted units, respectively. These developments are phases of the replacement of Tobie Grant public housing development. Reserve at Mills Creek completed construction in the spring of 2016 while Retreat at Mills Creek completed construction in December 2016. We were unable to interview these properties in depth for rent, vacancy and absorption information. These developments offer 45 subsidized units and 134 LIHTC units. As this property only recently opened, we have removed the competitive LIHTC units at this development from our demand analysis. These properties offers a total of 134 LIHTC units; however, only the 112 one-bedroom units are considered competitive with the Subject.
- Trinity Walk I and II were awarded tax credits in 2014. These developments are the replacement of an existing Section 8 development. In total, these properties will create a total of 121 new affordable units in the market. There are 49 family units and 72 senior units between these two phases. All of these units will continue to operate with a Section 8 subsidy upon completion. Therefore, we have not deducted any units at these properties from our demand analysis.
- Columbia Avondale Senior Apartments was awarded tax credits in 2015. This property is an under construction development located 2.5 miles from the Subject site. Columbia Avondale Senior Apartments will consist of 92 one and two-bedroom units. A total of six of these units are market rate, 15 are subsidized and the remaining 71 units are LIHTC. We have removed only the competitive LIHTC and market rate units at this development from our demand analysis. Of these units, only 62 are one-bedroom units and considered competitive with the Subject.
- Juniper and 10th Highrise was awarded tax credits in 2015. This development is an existing, 149-unit, age-restricted property that will be renovated using LIHTC. However, all units at this property are currently subsidized and expected to retain their subsidies following renovations. Therefore, we have not deducted any of these units from our demand analysis.

We have deducted a total of 172 competitive LIHTC units from our demand analysis at these six developments. Additionally, we have deducted two market rate units at these properties which are expected to compete with the Subject’s unrestricted units.

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 2015 and present.

ADDITIONS TO SUPPLY 2016

Unit Type	30% AMI	40% AMI	50% AMI	60% AMI	Unrestricted	Overall
OBR						0
1BR			1	172	2	175
2BR						0
3BR						0
4BR						0
5BR						0
Total	0	0	1	172	2	175

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
Scott Boulevard Senior	LIHTC	North Decatur	Senior	90	N/A
Columb Avondale Senior	LIHTC	Decatur	Senior	92	N/A
Reserve at Mills Creek	LIHTC	Scottsdale	Senior	100	N/A
Retreat at Mills Creek	LIHTC	Scottsdale	Senior	80	N/A
Columbia Senior Forrest Hills	LIHTC	Decatur	Senior	80	100.0%
Grady Senior	LIHTC	Atlanta	Senior	124	N/A
Marcus Street Sr. Residences	LIHTC	Atlanta	Senior	78	N/A
William Holmes Borders Sr. Res	LIHTC	Atlanta	Senior	130	N/A
Clairmont Crest	Market	Decatur	Senior	200	100.0%
Average PMA Occupancy					100.0%

The average occupancy rate of competitive developments in the PMA is 100.0 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, 62+

Income Cohort	2017		Projected Mkt Entry July 2019		2021	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
\$0-9,999	1,692	18.2%	1,829	17.3%	1,967	16.6%
\$10,000-19,999	1,973	21.2%	2,118	20.0%	2,262	19.1%
\$20,000-29,999	1,127	12.1%	1,249	11.8%	1,371	11.6%
\$30,000-39,999	777	8.4%	898	8.5%	1,018	8.6%
\$40,000-49,999	764	8.2%	858	8.1%	953	8.0%
\$50,000-59,999	490	5.3%	573	5.4%	656	5.5%
\$60,000-74,999	584	6.3%	713	6.7%	842	7.1%
\$75,000-99,999	518	5.6%	642	6.1%	766	6.5%
\$100,000-124,999	375	4.0%	445	4.2%	515	4.3%
\$125,000-149,999	285	3.1%	360	3.4%	434	3.7%
\$150,000-199,999	256	2.8%	316	3.0%	376	3.2%
\$200,000+	445	4.8%	569	5.4%	693	5.8%
Total	9,287	100.0%	10,570	100.0%	11,854	100.0%

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

50% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - 50%

Minimum Income Limit		\$18,990		Maximum Income Limit		\$27,000	
New Renter Households - Total							
Income Category	Change in Households PMA 2017 to Prj Mrkt Entry July 2019		Income Brackets	Percent within Cohort		Renter Households within Bracket	
\$0-9,999	138	10.7%		0.0%		0	
\$10,000-19,999	144	11.3%	1,009	10.1%		15	
\$20,000-29,999	122	9.5%	7,000	70.0%		85	
\$30,000-39,999	120	9.4%		0.0%		0	
\$40,000-49,999	95	7.4%		0.0%		0	
\$50,000-59,999	83	6.5%		0.0%		0	
\$60,000-74,999	129	10.0%		0.0%		0	
\$75,000-99,999	124	9.7%		0.0%		0	
\$100,000-124,999	70	5.4%		0.0%		0	
\$125,000-149,999	74	5.8%		0.0%		0	
\$150,000-199,999	60	4.7%		0.0%		0	
\$200,000+	124	9.7%		0.0%		0	
Total	1,284	100.0%		7.8%		100	

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - 50%

Minimum Income Limit		\$18,990		Maximum Income Limit		\$27,000	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort		Households within Bracket	
\$0-9,999	1,692	18.2%		0.0%		0	
\$10,000-19,999	1,973	21.2%	1,009	10.1%		199	
\$20,000-29,999	1,127	12.1%	7,000	70.0%		789	
\$30,000-39,999	777	8.4%		0.0%		0	
\$40,000-49,999	764	8.2%		0.0%		0	
\$50,000-59,999	490	5.3%		0.0%		0	
\$60,000-74,999	584	6.3%		0.0%		0	
\$75,000-99,999	518	5.6%		0.0%		0	
\$100,000-124,999	375	4.0%		0.0%		0	
\$125,000-149,999	285	3.1%		0.0%		0	
\$150,000-199,999	256	2.8%		0.0%		0	
\$200,000+	445	4.8%		0.0%		0	
Total	9,287	100.0%		10.6%		988	

ASSUMPTIONS - 50%

ASSUMPTIONS - 50%						
Tenancy		Senior	% of Income towards Housing			40%
Rural/Urban		Urban	Maximum # of Occupants			2
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	100%	0%	0%	0%	
2	0%	80%	20%	0%	0%	
3	0%	0%	0%	100%	0%	
4	0%	0%	0%	70%	30%	
5+	0%	0%	0%	30%	70%	

Demand from New Renter Households 2017 to July 2019

Income Target Population	50%
New Renter Households PMA	1,284
Percent Income Qualified	7.8%
New Renter Income Qualified Households	100

Demand from Existing Households 2017

Demand from Rent Overburdened Households

Income Target Population	50%
Total Existing Demand	9,287
Income Qualified	10.6%
Income Qualified Renter Households	988
Percent Rent Overburdened Prj Mrkt Entry July 2019	37.8%
Rent Overburdened Households	374

Demand from Living in Substandard Housing

Income Qualified Renter Households	988
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	5

Senior Households Converting from Homeownership

Income Target Population	50%
Total Senior Homeowners	14,602
Rural Versus Urban	0.07%
Senior Demand Converting from Homeownership	9

Total Demand

Total Demand from Existing Households	388
Total New Demand	100
Total Demand (New Plus Existing Households)	488

Demand from Seniors Who Convert from Homeownership	9
Percent of Total Demand From Homeownership Conversion	1.94%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	71.5%	349
Two Persons	18.4%	90
Three Persons	5.7%	28
Four Persons	2.8%	14
Five Persons	1.7%	8
Total	100.0%	488

SCOTT BOULEVARD SENIOR RESIDENCES – NORTH DECATUR, GEORGIA – MARKET STUDY

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
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	100%	349
Of two-person households in 1BR units	80%	72
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	0%	0
Of two-person households in 2BR units	20%	18
Of three-person households in 2BR units	0%	0
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	100%	28
Of four-person households in 3BR units	70%	9
Of five-person households in 3BR units	30%	2
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%	4
Of five-person households in 4BR units	35%	3
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%	3
Total Demand		488

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	421	-	1	=	420
2 BR	-	-	-	=	-
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	421		1		420

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR		/	-	=	-
1 BR	18	/	420	=	4.3%
2 BR		/	-	=	-
3 BR		/	-	=	-
4 BR		/	-	=	-
5 BR		/	-	=	-
Total	18		420		4.3%

60% AMI

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - 60%

Minimum Income Limit		\$22,770		Maximum Income Limit		\$32,400	
New Renter Households - Total							
Income Category	Change in Households PMA 2017 to Prj Mrkt Entry July 2019		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	138	10.7%		0.0%	0		
\$10,000-19,999	144	11.3%		0.0%	0		
\$20,000-29,999	122	9.5%	7,229	72.3%	88		
\$30,000-39,999	120	9.4%	2,400	24.0%	29		
\$40,000-49,999	95	7.4%		0.0%	0		
\$50,000-59,999	83	6.5%		0.0%	0		
\$60,000-74,999	129	10.0%		0.0%	0		
\$75,000-99,999	124	9.7%		0.0%	0		
\$100,000-124,999	70	5.4%		0.0%	0		
\$125,000-149,999	74	5.8%		0.0%	0		
\$150,000-199,999	60	4.7%		0.0%	0		
\$200,000+	124	9.7%		0.0%	0		
Total	1,284	100.0%		9.1%	117		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - 60%

Minimum Income Limit		\$22,770		Maximum Income Limit		\$32,400	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	1,692	18.2%		0.0%	0		
\$10,000-19,999	1,973	21.2%		0.0%	0		
\$20,000-29,999	1,127	12.1%	7,229	72.3%	815		
\$30,000-39,999	777	8.4%	2,400	24.0%	187		
\$40,000-49,999	764	8.2%		0.0%	0		
\$50,000-59,999	490	5.3%		0.0%	0		
\$60,000-74,999	584	6.3%		0.0%	0		
\$75,000-99,999	518	5.6%		0.0%	0		
\$100,000-124,999	375	4.0%		0.0%	0		
\$125,000-149,999	285	3.1%		0.0%	0		
\$150,000-199,999	256	2.8%		0.0%	0		
\$200,000+	445	4.8%		0.0%	0		
Total	9,287	100.0%		10.8%	1,002		

ASSUMPTIONS - 60%

Tenancy	Senior	% of Income towards Housing				40%
Rural/Urban	Urban	Maximum # of Occupants				2
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	100%	0%	0%	0%	
2	0%	80%	20%	0%	0%	
3	0%	0%	0%	100%	0%	
4	0%	0%	0%	70%	30%	
5+	0%	0%	0%	30%	70%	

Demand from New Renter Households 2017 to July 2019

Income Target Population	60%
New Renter Households PMA	1,284
Percent Income Qualified	9.1%
New Renter Income Qualified Households	117

Demand from Existing Households 2017

Demand from Rent Overburdened Households

Income Target Population	60%
Total Existing Demand	9,287
Income Qualified	10.8%
Income Qualified Renter Households	1,002
Percent Rent Overburdened Prj Mrkt Entry July 2019	37.8%
Rent Overburdened Households	379

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,002
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	5

Senior Households Converting from Homeownership

Income Target Population	60%
Total Senior Homeowners	14,602
Rural Versus Urban	0.07%
Senior Demand Converting from Homeownership	10

Total Demand

Total Demand from Existing Households	394
Total New Demand	117
Total Demand (New Plus Existing Households)	511

Demand from Seniors Who Convert from Homeownership	10
Percent of Total Demand From Homeownership Conversion	1.999%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	71.5%	365
Two Persons	18.4%	94
Three Persons	5.7%	29
Four Persons	2.8%	14
Five Persons	1.7%	9
Total	100.0%	511

SCOTT BOULEVARD SENIOR RESIDENCES – NORTH DECATUR, GEORGIA – MARKET STUDY

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
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	100%	365
Of two-person households in 1BR units	80%	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	0%	0
Of two-person households in 2BR units	20%	19
Of three-person households in 2BR units	0%	0
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	100%	29
Of four-person households in 3BR units	70%	10
Of five-person households in 3BR units	30%	3
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%	4
Of five-person households in 4BR units	35%	3
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%	3
Total Demand		511

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	441	-	172	=	269
2 BR	-	-	-	=	-
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	441		172		269

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR		/	-	=	-
1 BR	54	/	269	=	20.1%
2 BR		/	-	=	-
3 BR		/	-	=	-
4 BR		/	-	=	-
5 BR		/	-	=	-
Total	54		269		20.1%

Market Rate

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Market

Minimum Income Limit		\$32,850		Maximum Income Limit		\$54,000	
New Renter Households - Total							
Income Category	Change in Households PMA 2017 to Prj Mrkt Entry July 2019		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	138	10.7%		0.0%	0		
\$10,000-19,999	144	11.3%		0.0%	0		
\$20,000-29,999	122	9.5%		0.0%	0		
\$30,000-39,999	120	9.4%	7,149	71.5%	86		
\$40,000-49,999	95	7.4%	9,999	100.0%	95		
\$50,000-59,999	83	6.5%	4,000	40.0%	33		
\$60,000-74,999	129	10.0%		0.0%	0		
\$75,000-99,999	124	9.7%		0.0%	0		
\$100,000-124,999	70	5.4%		0.0%	0		
\$125,000-149,999	74	5.8%		0.0%	0		
\$150,000-199,999	60	4.7%		0.0%	0		
\$200,000+	124	9.7%		0.0%	0		
Total	1,284	100.0%		16.7%	214		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Market

Minimum Income Limit		\$32,850		Maximum Income Limit		\$54,000	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	1,692	18.2%		0.0%	0		
\$10,000-19,999	1,973	21.2%		0.0%	0		
\$20,000-29,999	1,127	12.1%		0.0%	0		
\$30,000-39,999	777	8.4%	7,149	71.5%	556		
\$40,000-49,999	764	8.2%	9,999	100.0%	764		
\$50,000-59,999	490	5.3%	4,000	40.0%	196		
\$60,000-74,999	584	6.3%		0.0%	0		
\$75,000-99,999	518	5.6%		0.0%	0		
\$100,000-124,999	375	4.0%		0.0%	0		
\$125,000-149,999	285	3.1%		0.0%	0		
\$150,000-199,999	256	2.8%		0.0%	0		
\$200,000+	445	4.8%		0.0%	0		
Total	9,287	100.0%		16.3%	1,515		

ASSUMPTIONS - Market

Tenancy	Senior	% of Income towards Housing				40%
Rural/Urban	Urban	Maximum # of Occupants				2
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	100%	0%	0%	0%	
2	0%	80%	20%	0%	0%	
3	0%	0%	0%	100%	0%	
4	0%	0%	0%	70%	30%	
5+	0%	0%	0%	30%	70%	

Demand from New Renter Households 2017 to July 2019

Income Target Population	Market
New Renter Households PMA	1,284
Percent Income Qualified	16.7%
New Renter Income Qualified Households	214

Demand from Existing Households 2017

Demand from Rent Overburdened Households

Income Target Population	Market
Total Existing Demand	9,287
Income Qualified	16.3%
Income Qualified Renter Households	1,515
Percent Rent Overburdened Prj Mrkt Entry July 2019	37.8%
Rent Overburdened Households	573

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,515
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	8

Senior Households Converting from Homeownership

Income Target Population	Market
Total Senior Homeowners	14,602
Rural Versus Urban	0.11%
Senior Demand Converting from Homeownership	16

Total Demand

Total Demand from Existing Households	597
Total New Demand	214
Total Demand (New Plus Existing Households)	811

Demand from Seniors Who Convert from Homeownership	16
Percent of Total Demand From Homeownership Conversion	1.98%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	71.5%	580
Two Persons	18.4%	149
Three Persons	5.7%	46
Four Persons	2.8%	22
Five Persons	1.7%	14
Total	100.0%	811

SCOTT BOULEVARD SENIOR RESIDENCES – NORTH DECATUR, GEORGIA – MARKET STUDY

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
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	100%	580
Of two-person households in 1BR units	80%	119
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	0%	0
Of two-person households in 2BR units	20%	30
Of three-person households in 2BR units	0%	0
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	100%	46
Of four-person households in 3BR units	70%	16
Of five-person households in 3BR units	30%	4
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%	7
Of five-person households in 4BR units	35%	5
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%	5

Total Demand 811

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	699	-	2	=	697
2 BR	-	-	-	=	-
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	699		2		697

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	/	/	-	=	-
1 BR	18	/	697	=	2.6%
2 BR	/	/	-	=	-
3 BR	/	/	-	=	-
4 BR	/	/	-	=	-
5 BR	/	/	-	=	-
Total	18		697		2.6%

Overall LIHTC

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC

Minimum Income Limit		\$18,990		Maximum Income Limit		\$32,400	
New Renter Households - Total							
Income Category	Change in Households PMA 2017 to Prj Mrkt Entry July 2019		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	138	10.7%		0.0%	0		
\$10,000-19,999	144	11.3%	1,009	10.1%	15		
\$20,000-29,999	122	9.5%	9,999	100.0%	122		
\$30,000-39,999	120	9.4%	2,400	24.0%	29		
\$40,000-49,999	95	7.4%		0.0%	0		
\$50,000-59,999	83	6.5%		0.0%	0		
\$60,000-74,999	129	10.0%		0.0%	0		
\$75,000-99,999	124	9.7%		0.0%	0		
\$100,000-124,999	70	5.4%		0.0%	0		
\$125,000-149,999	74	5.8%		0.0%	0		
\$150,000-199,999	60	4.7%		0.0%	0		
\$200,000+	124	9.7%		0.0%	0		
Total	1,284	100.0%		12.9%	165		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC

Minimum Income Limit		\$18,990		Maximum Income Limit		\$32,400	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	1,692	18.2%		0.0%	0		
\$10,000-19,999	1,973	21.2%	1,009	10.1%	199		
\$20,000-29,999	1,127	12.1%	9,999	100.0%	1,127		
\$30,000-39,999	777	8.4%	2,400	24.0%	187		
\$40,000-49,999	764	8.2%		0.0%	0		
\$50,000-59,999	490	5.3%		0.0%	0		
\$60,000-74,999	584	6.3%		0.0%	0		
\$75,000-99,999	518	5.6%		0.0%	0		
\$100,000-124,999	375	4.0%		0.0%	0		
\$125,000-149,999	285	3.1%		0.0%	0		
\$150,000-199,999	256	2.8%		0.0%	0		
\$200,000+	445	4.8%		0.0%	0		
Total	9,287	100.0%		16.3%	1,513		

ASSUMPTIONS - Overall LIHTC

Tenancy	Senior	% of Income towards Housing				40%
Rural/Urban	Urban	Maximum # of Occupants				2
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	100%	0%	0%	0%	
2	0%	80%	20%	0%	0%	
3	0%	0%	0%	100%	0%	
4	0%	0%	0%	70%	30%	
5+	0%	0%	0%	30%	70%	

Demand from New Renter Households 2017 to July 2019

Income Target Population	Overall LIHTC
New Renter Households PMA	1,284
Percent Income Qualified	12.9%
New Renter Income Qualified Households	165

Demand from Existing Households 2017

Demand from Rent Overburdened Households

Income Target Population	Overall LIHTC
Total Existing Demand	9,287
Income Qualified	16.3%
Income Qualified Renter Households	1,513
Percent Rent Overburdened Prj Mrkt Entry July 2019	37.8%
Rent Overburdened Households	572

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,513
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	8

Senior Households Converting from Homeownership

Income Target Population	Overall LIHTC
Total Senior Homeowners	14,602
Rural Versus Urban	0.1%
Senior Demand Converting from Homeownership	15

Total Demand

Total Demand from Existing Households	595
Total New Demand	165
Total Demand (New Plus Existing Households)	760

Demand from Seniors Who Convert from Homeownership	15
Percent of Total Demand From Homeownership Conversion	1.9%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	71.5%	543
Two Persons	18.4%	140
Three Persons	5.7%	43
Four Persons	2.8%	21
Five Persons	1.7%	13
Total	100.0%	760

SCOTT BOULEVARD SENIOR RESIDENCES – NORTH DECATUR, GEORGIA – MARKET STUDY

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
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	100%	543
Of two-person households in 1BR units	80%	112
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	0%	0
Of two-person households in 2BR units	20%	28
Of three-person households in 2BR units	0%	0
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	100%	43
Of four-person households in 3BR units	70%	15
Of five-person households in 3BR units	30%	4
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%	6
Of five-person households in 4BR units	35%	5
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%	5
Total Demand		760

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	655	-	173	=	482
2 BR	-	-	-	=	-
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	655		173		482

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR		/	-	=	-
1 BR	72	/	482	=	14.9%
2 BR		/	-	=	-
3 BR		/	-	=	-
4 BR		/	-	=	-
5 BR		/	-	=	-
Total	72		482		14.9%

Overall

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$18,990		Maximum Income Limit		\$54,000	
New Renter Households - Total							
Income Category	Change in Households PMA 2017 to Prj Mrkt Entry July 2019		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	138	10.7%		0.0%	0		
\$10,000-19,999	144	11.3%	1,009	10.1%	15		
\$20,000-29,999	122	9.5%	9,999	100.0%	122		
\$30,000-39,999	120	9.4%	9,549	95.5%	115		
\$40,000-49,999	95	7.4%	9,999	100.0%	95		
\$50,000-59,999	83	6.5%	4,000	40.0%	33		
\$60,000-74,999	129	10.0%		0.0%	0		
\$75,000-99,999	124	9.7%		0.0%	0		
\$100,000-124,999	70	5.4%		0.0%	0		
\$125,000-149,999	74	5.8%		0.0%	0		
\$150,000-199,999	60	4.7%		0.0%	0		
\$200,000+	124	9.7%		0.0%	0		
Total	1,284	100.0%		29.6%	379		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$18,990		Maximum Income Limit		\$54,000	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	1,692	18.2%		0.0%	0		
\$10,000-19,999	1,973	21.2%	1,009	10.1%	199		
\$20,000-29,999	1,127	12.1%	9,999	100.0%	1,127		
\$30,000-39,999	777	8.4%	9,549	95.5%	742		
\$40,000-49,999	764	8.2%	9,999	100.0%	764		
\$50,000-59,999	490	5.3%	4,000	40.0%	196		
\$60,000-74,999	584	6.3%		0.0%	0		
\$75,000-99,999	518	5.6%		0.0%	0		
\$100,000-124,999	375	4.0%		0.0%	0		
\$125,000-149,999	285	3.1%		0.0%	0		
\$150,000-199,999	256	2.8%		0.0%	0		
\$200,000+	445	4.8%		0.0%	0		
Total	9,287	100.0%		32.6%	3,028		

ASSUMPTIONS - Overall

Tenancy	Senior	% of Income towards Housing				40%
Rural/Urban	Urban	Maximum # of Occupants				2
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	100%	0%	0%	0%	
2	0%	80%	20%	0%	0%	
3	0%	0%	0%	100%	0%	
4	0%	0%	0%	70%	30%	
5+	0%	0%	0%	30%	70%	

Demand from New Renter Households 2017 to July 2019

Income Target Population	Overall
New Renter Households PMA	1,284
Percent Income Qualified	29.6%
New Renter Income Qualified Households	379

Demand from Existing Households 2017

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	9,287
Income Qualified	32.6%
Income Qualified Renter Households	3,028
Percent Rent Overburdened Prj Mrkt Entry July 2019	37.8%
Rent Overburdened Households	1146

Demand from Living in Substandard Housing

Income Qualified Renter Households	3,028
Percent Living in Substandard Housing	0.5%
Households Living in Substandard Housing	16

Senior Households Converting from Homeownership

Income Target Population	Overall
Total Senior Homeowners	14,602
Rural Versus Urban	0.21%
Senior Demand Converting from Homeownership	31

Total Demand

Total Demand from Existing Households	1,192
Total New Demand	379
Total Demand (New Plus Existing Households)	1,571

Demand from Seniors Who Convert from Homeownership	31
Percent of Total Demand From Homeownership Conversion	1.95%
Is this Demand Over 2 percent of Total Demand?	No

By Bedroom Demand

One Person	71.5%	1,123
Two Persons	18.4%	289
Three Persons	5.7%	89
Four Persons	2.8%	44
Five Persons	1.7%	27
Total	100.0%	1,571

SCOTT BOULEVARD SENIOR RESIDENCES – NORTH DECATUR, GEORGIA – MARKET STUDY

To place Person Demand into Bedroom Type Units

Of one-person households in studio units	0%	0
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	100%	1123
Of two-person households in 1BR units	80%	231
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	0%	0
Of two-person households in 2BR units	20%	58
Of three-person households in 2BR units	0%	0
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	100%	89
Of four-person households in 3BR units	70%	31
Of five-person households in 3BR units	30%	8
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%	13
Of five-person households in 4BR units	35%	9
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%	9
Total Demand		1,571

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,354	-	175	=	1,179
2 BR	-	-	-	=	-
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	1,354		175		1,179

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR		/	-	=	-
1 BR	90	/	1,179	=	7.6%
2 BR		/	-	=	-
3 BR		/	-	=	-
4 BR		/	-	=	-
5 BR		/	-	=	-
Total	90		1,179		7.6%

Conclusions

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

- The number of senior households in the PMA is expected to increase 4.4 percent annually 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

	HH at 50% AMI (\$18,990 to \$27,000)	HH at 60% AMI (\$22,700 to \$32,400)	HH > 60% AMI (\$32,850 to \$54,000)	All Affordable	Overall Project
Demand from New Households (age and income appropriate)	100	117	214	165	379
PLUS	+	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	5	5	8	8	16
PLUS	+	+	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	374	379	573	572	1,146
Sub Total	479	501	795	745	1,541
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	9	10	16	15	31
Equals Total Demand	488	511	811	760	1,571
Less	-	-	-	-	-
Competitive New Supply	2	203	6	205	211
Equals Net Demand	486	308	805	555	1,360

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	\$18,990	\$27,000	18	421	1	420	4.3%	Eight months	\$976	\$502	\$1,780	\$527
1BR at 60% AMI	\$22,770	\$32,400	54	441	172	269	20.1%	Eight months	\$1,035	\$523	\$1,780	\$653
1BR Unrestricted	\$32,850	\$54,000	18	699	2	697	2.6%	Eight months	\$1,125	\$658	\$1,780	\$1,095
1BR Overall	\$18,990	\$54,000	90	1,354	175	1,179	7.6%	Eight months	-	-	-	-
50% AMI Overall	\$18,990	\$27,000	18	421	1	420	4.3%	Eight months	-	-	-	-
60% AMI Overall	\$22,770	\$32,400	54	441	172	269	20.1%	Eight months	-	-	-	-
Unrestricted Overall	\$32,850	\$54,000	18	699	2	697	2.6%	Eight months	-	-	-	-
All Affordable	\$18,990	\$32,400	72	655	173	482	14.9%	Eight months	-	-	-	-
Overall	\$18,990	\$54,000	90	1,354	175	1,179	7.6%	Eight months	-	-	-	-

As the analysis illustrates, the Subject’s capture rate at the 50 percent AMI level is 4.3 percent. The Subject’s 60 percent AMI capture rate is 20.1 percent. The capture rate for the Subject’s unrestricted units is 2.6 percent. All of the LIHTC units at the Subject have a capture rate of 14.9 percent. The overall capture rate for the project is 7.6 percent. These capture rates are all within DCA thresholds. 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 12 “true” comparable properties containing 2,096 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.

The availability of LIHTC data is considered good; we have included four age-restricted LIHTC developments. However, only one of these properties is located inside the PMA. The remaining surveyed LIHTC properties are located just outside of the PMA, within 8.7 miles of the Subject site. The LIHTC properties offer good to excellent condition, similar to the proposed Subject. The availability of market rate data is also considered good. However, there are limited age-restricted market rate properties in the PMA. We have included one age-restricted market rate property and seven family market rate properties. All of the market rate comparable properties are located inside the PMA within 2.5 miles of the Subject site. The majority of the market rate comparable properties are located within one mile of the Subject site.

Excluded Properties

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

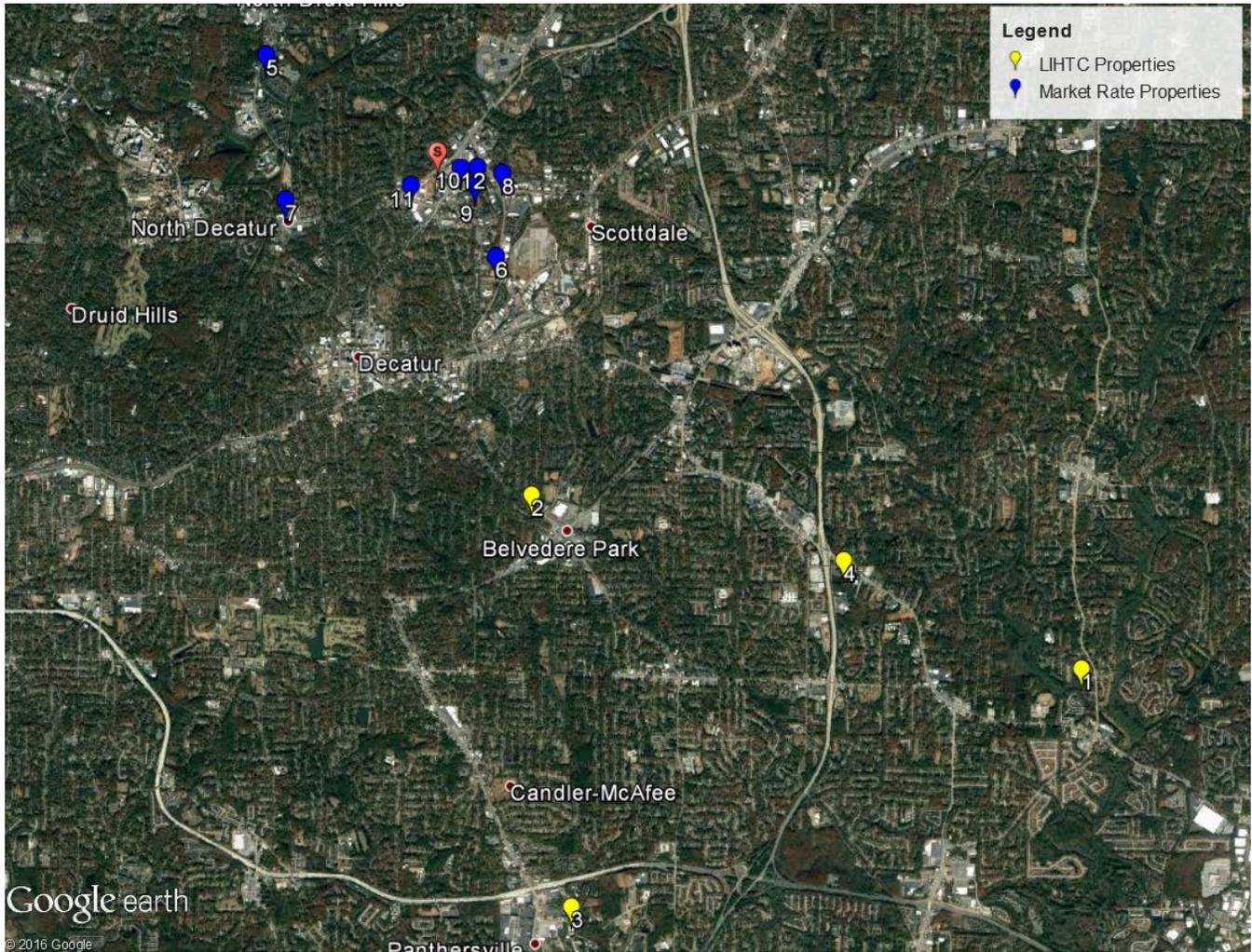
EXCLUDED PROPERTIES

Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion
Scott Boulevard Senior	LIHTC	North Decatur	Senior	90	-
Columb Avondale Senior	LIHTC	Decatur	Senior	92	Under construction
Reserve at Mills Creek	LIHTC	Scottsdale	Senior	100	Under construction
Retreat at Mills Creek	LIHTC	Scottsdale	Senior	80	Under construction
Columbia Townhomes Edgewd II	LIHTC	Atlanta	Family	40	Dissimilar tenancy
Retreat at Edgewood	LIHTC	Atlanta	Family	100	Dissimilar tenancy
Grady Senior	LIHTC	Atlanta	Senior	124	Unable to contact
Marcus Street Sr. Residences	LIHTC	Atlanta	Senior	78	Unable to contact
William Holmes Borders Sr. Res	LIHTC	Atlanta	Senior	130	Unable to contact
MLK Village Tower	LIHTC	Atlanta	Family	96	Dissimilar tenancy
Columbia Sr Res Edgewood	LIHTC	Atlanta	Family	136	Dissimilar tenancy
Kirkwood Gardens	LIHTC	Atlanta	Family	43	Dissimilar tenancy
Auburn Glen Apartments	LIHTC	Atlanta	Family	271	Dissimilar tenancy
Brittany Place Apartments	LIHTC	Decatur	Family	216	Dissimilar tenancy
Cedar Creek Apts.	LIHTC	Decatur	Family	168	Dissimilar tenancy
Cedar Creek West Apts.	LIHTC	Decatur	Family	164	Dissimilar tenancy
Myrtle Street Apartments	LIHTC	Atlanta	Family	32	Dissimilar tenancy
Valena Henderson Village	LIHTC	Atlanta	Family	39	Dissimilar tenancy
Prince Avondale Apartments	LIHTC	Avondale	Family	85	Dissimilar tenancy
Telephone Factory	LIHTC	Atlanta	Family	65	Dissimilar tenancy
Henderson Place	LIHTC	Atlanta	Family	58	Dissimilar tenancy
Oakland Court	LIHTC	Atlanta	Family	232	Dissimilar tenancy
Forrest Heights Apts.	LIHTC	Decatur	Family	62	Dissimilar tenancy
Courtyards at Glenview	LIHTC	Atlanta	Family	176	Dissimilar tenancy
Amberwood Village	LIHTC	Atlanta	Family	30	Dissimilar tenancy
Delano Place Cooperative	LIHTC	Decatur	Family	58	Dissimilar tenancy
O'Hern House	LIHTC	Atlanta	Family	76	Dissimilar tenancy
Carter Road	LIHTC	Decatur	Family	3	Too few units
College Avenue	LIHTC	Atlanta	Family	6	Too few units
Norwood Av./93	LIHTC	Atlanta	Family	2	Too few units
Rupert Road	LIHTC	Decatur	Family	8	Too few units
Thomas Road/1219	LIHTC	Decatur	Family	1	Too few units
White Oak Crossing	LIHTC	Decatur	Family	16	Dissimilar tenancy
Wylie Street	LIHTC	Atlanta	Family	4	Too few units
Blake Ave./476	LIHTC	Atlanta	Family	1	Too few units
Morgan St./500-04	LIHTC	Atlanta	Family	2	Too few units
Allen Wilson	Public Housing	Decatur	Family	151	Subsidized
Juniper & 10th High Rise	Section 8	Atlanta	Senior	149	Under construction
Trinity Walk I and II	Section 8	Decatur	Family	121	Under construction
Briarcliff Summit	Section 8	Atlanta	Senior	201	Subsidized
Columbia Senior Residences MLK	Section 8	Atlanta	Senior	122	Subsidized
Columbia Cithomes	Section 8	Atlanta	Family	84	Subsidized
Villages of East Lake I and II	Section 8	Atlanta	Family	542	Subsidized
Fulton Cotton Mill Lofts	Section 8	Atlanta	Family	206	Subsidized

SCOTT BOULEVARD SENIOR RESIDENCES – NORTH DECATUR, GEORGIA – MARKET STUDY

Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion
Presley Woods Apts.	Section 8	Atlanta	Family	40	Subsidized
Ahepa One Apartments	Section 8	Decatur	Senior	68	Subsidized
Ashley Auburn Pointe	Section 8	Atlanta	Family	304	Subsidized
Bedford Pine Apartments	Section 8	Atlanta	Family	653	Subsidized
Booth Residence	Section 8	Atlanta	Senior	100	Subsidized
Branan Towers	Section 8	Atlanta	Family	176	Subsidized
Briarcliff Oaks Apartments	Section 8	Atlanta	Senior	125	Subsidized
Capital Gateway Apartments	Section 8	Atlanta	Family	269	Subsidized
Capitol Gateway Phase II	Section 8	Atlanta	Family	152	Subsidized
City Lights I	Section 8	Atlanta	Family	80	Subsidized
Clairmont Oaks	Section 8	Decatur	Family	298	Subsidized
Community Housing, Inc.	Section 8	Decatur	Senior	4	Subsidized
Decatur Christian Towers	Section 8	Decatur	Family	216	Subsidized
Edgewood Court Apartments	Section 8	Atlanta	Family	204	Subsidized
Fountainview Center	Section 8	Atlanta	Family	72	Subsidized
Lenox Woods Apartments	Section 8	Atlanta	Family	151	Subsidized
Lutheran Towers	Section 8	Atlanta	Family	205	Subsidized
Maggie Russell Tower	Section 8	Atlanta	Family	150	Subsidized
Park Trace Apartments	Section 8	Decatur	Family	170	Subsidized
Philips Towers	Section 8	Atlanta	Family	225	Subsidized
Reynoldstown Senior Residences	Section 8	Atlanta	Senior	78	Subsidized
Shepherd Center	Section 8	Decatur	Senior	14	Subsidized
Valley Brook Crossing Apt.	Section 8	Decatur	Family	170	Subsidized
Veranda At Auburn Pointe	Section 8	Atlanta	Family	324	Subsidized
Wheat Street Towers	Section 8	Atlanta	Family	210	Subsidized
Adair Oaks	Market	Decatur	Family	64	More comparable properties available
Ashford Pavilion	Market	Decatur	Family	144	More comparable properties available
Avery Glen Apartments	Market	Decatur	Family	118	More comparable properties available
Avondale Station	Market	Decatur	Family	212	More comparable properties available
Creekview Townhomes	Market	Decatur	Family	42	More comparable properties available
Decatur Crossing	Market	Scottdale	Family	180	More comparable properties available
Decatur One East	Market	Decatur	Family	168	More comparable properties available
Emory Woods	Market	Decatur	Family	260	More comparable properties available
Gateway At Cedar Brook	Market	Decatur	Family	164	More comparable properties available
Ice House Lofts	Market	Decatur	Family	92	More comparable properties available
North Decatur Garden Apartments	Market	Decatur	Family	50	More comparable properties available
Parkway Grand Apartments	Market	Decatur	Family	313	More comparable properties available
Pines On Scott	Market	Decatur	Family	57	More comparable properties available
The Place On Ponce	Market	Decatur	Family	234	More comparable properties available

Comparable Rental Property Map



Source: Google Earth, May 2017.

COMPARABLE PROPERTIES

#	Property Name	Tenancy	Type	Distance
1	Antioch Villas And Gardens	Senior	@50%, @60%, PBRA, Market	8.7 miles
2	Columbia Senior Residences At Forrest Hills	Senior	@50%, @60%, Market, Section 8	4.0 miles
3	Magnolia Circle	Senior	@50%, @60%, Market	6.9 miles
4	Retreat At Madison Place	Senior	@60%	5.6 miles
5	Clairmont Crest	Senior	Market	2.5 miles
6	Clarion Apartments	Family	Market	1.6 miles
7	Gables Montclair	Family	Market	1.5 miles
8	Paces Park	Family	Market	0.8 miles
9	Park Summit Apartments	Family	Market	0.9 miles
10	The Orleans Of Decatur	Family	Market	0.8 miles
11	The Point on Scott	Family	Market	0.2 miles
12	The Reserve at Decatur	Family	Market	0.5 miles

SCOTT BOULEVARD SENIOR RESIDENCES – NORTH DECATUR, GEORGIA – MARKET STUDY

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	Scott Boulevard Senior Residences 1665 Scott Boulevard Decatur, GA 30033 DeKalb County	n/a	Midrise (5 stories) Proposed /	@50%, @60%, Market	1BR / 1BA	18	20.00%	@50%	\$527	700	n/a		N/A	N/A					
					1BR / 1BA	54	60.00%	@60%	\$653	700	n/a	N/A	N/A						
					1BR / 1BA	18	20.00%	Market	\$1,095	700	n/a	N/A	N/A						
					90	100%							N/A	N/A					
1	Antioch Villas And Gardens 4735 Bishop Ming Boulevard Stone Mountain, GA 30088 DeKalb County	8.7 miles	Various (age-2012 / n/a)	@50%, @60%, @60% (Project Based Rental Assistance - PBRA), Market	Studio / 1BA (Lowrise)	2	1.90%	@50%	\$530	524	yes	Yes	0	0.00%					
					Studio / 1BA (Lowrise)	2	1.90%	@60%	\$631	524	yes	Yes	0	0.00%					
					Studio / 1BA (Lowrise)	1	0.90%	@60% (PBRA)	N/A	524	n/a	Yes	0	0.00%					
					1BR / 1BA (Lowrise)	12	11.30%	@50%	\$622	626	yes	Yes	0	0.00%					
					1BR / 1BA (Midrise)	15	14.20%	@60%	\$672	626	yes	Yes	0	0.00%					
					1BR / 1BA (Midrise)	16	15.10%	@60% (PBRA)	N/A	626	n/a	Yes	0	0.00%					
					1BR / 1BA (One-story)	10	9.40%	@60%	\$672	690	yes	No	1	10.00%					
					1BR / 1BA (One-story)	4	3.80%	@60% (PBRA)	N/A	690	n/a	Yes	0	0.00%					
					1BR / 1BA (One-story)	6	5.70%	Market	\$890	690	n/a	Yes	0	0.00%					
					2BR / 1BA (Lowrise)	6	5.70%	@60%	\$785	831	yes	Yes	0	0.00%					
					2BR / 1BA (Lowrise)	2	1.90%	Market	\$913	831	n/a	Yes	0	0.00%					
					2BR / 1BA (Midrise)	2	1.90%	@50%	\$624	831	yes	Yes	0	0.00%					
					2BR / 1BA (Midrise)	2	1.90%	@60% (PBRA)	N/A	831	n/a	Yes	0	0.00%					
					2BR / 2BA (One-story)	16	15.10%	@60%	\$785	908	yes	Yes	1	6.20%					
					2BR / 2BA (One-story)	2	1.90%	@60% (PBRA)	N/A	908	n/a	Yes	0	0.00%					
					2BR / 2BA (One-story)	8	7.50%	Market	\$1,068	908	n/a	Yes	1	12.50%					
										106	100%							3	2.80%
2	Columbia Senior Residences At Forrest Hills 1004 Columbia Drive Decatur, GA 30030 DeKalb County	4.0 miles	Lowrise (age-3 stories) 2014 / n/a	@50%, @60%, Market, Section 8	1BR / 1BA	N/A	N/A	@50%	\$502	734	yes	Yes	0	N/A					
					1BR / 1BA	N/A	N/A	@60%	\$636	734	yes	Yes	0	N/A					
					1BR / 1BA	N/A	N/A	Market	\$1,045	734	n/a	No	0	N/A					
					1BR / 1BA	N/A	N/A	Market	\$1,045	757	n/a	No	0	N/A					
					1BR / 1BA	N/A	N/A	Section 8	N/A	734	n/a	0	N/A						
					2BR / 1BA	N/A	N/A	@50%	\$558	981	yes	Yes	0	N/A					
					2BR / 1BA	N/A	N/A	@60%	\$758	981	yes	Yes	0	N/A					
					2BR / 1BA	N/A	N/A	Market	\$1,195	981	n/a	No	0	N/A					
					2BR / 1BA	N/A	N/A	Market	\$1,250	981	n/a	No	0	N/A					
					2BR / 1BA	N/A	N/A	Section 8	N/A	981	n/a	0	N/A						
										80	100%							0	0.00%
3	Magnolia Circle 100 Dash Lewis Dr Decatur, GA 30034 DeKalb County	6.9 miles	Garden (age-2 stories) 2003 / n/a	@50%, @60%, Market	1BR / 1BA	14	16.70%	@50%	\$503	690	no	Yes	2	14.30%					
					1BR / 1BA	12	14.30%	@60%	\$523	760	no	Yes	0	0.00%					
					1BR / 1BA	6	7.10%	Market	\$658	690	n/a	Yes	0	0.00%					
					2BR / 2BA	21	25.00%	@50%	\$597	1,000	no	Yes	0	0.00%					
					2BR / 2BA	20	23.80%	@60%	\$617	1,030	no	Yes	0	0.00%					
					2BR / 2BA	11	13.10%	Market	\$732	1,000	n/a	Yes	0	0.00%					
										84	100%							2	2.40%
4	Retreat At Madison Place 3907 Redwing Circle Decatur, GA 30032 DeKalb County	5.6 miles	Midrise (age-4 stories) 2007 / n/a	@60%	1BR / 1BA	60	37.50%	@60%	\$694	701	yes	Yes	0	0.00%					
					2BR / 2BA	100	62.50%	@60%	\$822	971	yes	No	0	0.00%					
					160	100%								0	0.00%				
5	Clairmont Crest 1861 Clairmont Road Decatur, GA 30033 DeKalb County	2.5 miles	Midrise (age-5 stories) 1985 / 2014	Market, Non-Rental	Studio / 1BA	11	5.50%	Market	\$815	500	n/a	Yes	0	0.00%					
					Studio / 1BA	2	1.00%	Non-Rental	N/A	500	n/a	N/A	0	0.00%					
					1BR / 1BA	141	70.50%	Market	\$888	700	n/a	Yes	0	0.00%					
					1BR / 1BA	1	0.50%	Non-Rental	N/A	700	n/a	N/A	0	0.00%					
					2BR / 2BA	45	22.50%	Market	\$1,017	1,100	n/a	Yes	0	0.00%					
					200	100%								0	0.00%				
6	Clarion Apartments 10 Rimington Lane Decatur, GA 30030 DeKalb County	1.6 miles	Garden (3 stories) 1990 / n/a	Market	1BR / 1BA	42	19.40%	Market	\$1,000	742	n/a	No	1	2.40%					
					1BR / 1BA	35	16.10%	Market	\$1,225	759	n/a	No	2	5.70%					
					1BR / 1BA	35	16.10%	Market	\$1,096	850	n/a	No	1	2.90%					
					2BR / 2BA	27	12.40%	Market	\$1,305	1,072	n/a	No	2	7.40%					
					2BR / 2BA	25	11.50%	Market	\$1,305	1,102	n/a	No	1	4.00%					
					2BR / 2BA	25	11.50%	Market	\$1,397	1,140	n/a	No	1	4.00%					
					3BR / 2BA	28	12.90%	Market	\$1,401	1,373	n/a	No	1	3.60%					
										217	100%							9	4.10%
										22	12.00%	Market	\$1,470	993	n/a	No	0	0.00%	
7	Gables Montclair 100 Ladson Court Decatur, GA 30033 DeKalb County	1.5 miles	Various 2001-2002 /	Market	1BR / 1BA (Garden)	30	16.40%	Market	\$1,365	1,177	n/a	No	2	6.70%					
					1BR / 1.5BA (Townhouse)	32	17.50%	Market	\$1,835	1,312	n/a	Yes	1	3.10%					
					2BR / 2BA (Garden)	20	10.90%	Market	\$2,162	1,528	n/a	Yes	0	0.00%					
					2BR / 2.5BA (Townhouse)	34	18.60%	Market	\$2,417	1,817	n/a	Yes	0	0.00%					
					3BR / 2.5BA (Townhouse)	29	15.80%	Market	\$3,800	2,071	n/a	Yes	0	0.00%					
					3BR / 2.5BA (Townhouse)	16	8.70%	Market	\$3,828	2,225	n/a	Yes	0	0.00%					
										183	100%							3	1.60%
					8	Paces Park 100 Paces Park Drive Decatur, GA 30033 DeKalb County	0.8 miles	Various 2000 / n/a	Market	1BR / 1BA (Garden)	N/A	N/A	Market	\$1,005	747	n/a	No	1	N/A
										1BR / 1BA (Garden)	N/A	N/A	Market	\$1,140	754	n/a	No	1	N/A
										1BR / 1BA (Garden)	N/A	N/A	Market	\$1,055	885	n/a	No	0	N/A
2BR / 2BA (Garden)	N/A	N/A	Market	\$1,485						1,107	n/a	No	0	N/A					
2BR / 2BA (Garden)	N/A	N/A	Market	\$1,365						1,213	n/a	No	1	N/A					
2BR / 2BA (Townhouse)	N/A	N/A	Market	\$1,525						1,430	n/a	No	0	N/A					
3BR / 2BA (Garden)	N/A	N/A	Market	\$1,670						1,421	n/a	No	0	N/A					
					250	100%							3	1.20%					
9	Park Summit Apartments 2778 North Decatur Road Decatur, GA 30033 DeKalb County	0.9 miles	Garden (3 stories) 1991 / On-	Market	Studio / 1BA	24	16.20%	Market	\$975	522	n/a	No	N/A	N/A					
					1BR / 1BA	28	18.90%	Market	\$1,075	710	n/a	No	N/A	N/A					
					1BR / 1BA	28	18.90%	Market	\$1,172	827	n/a	No	N/A	N/A					
					2BR / 1BA	14	9.50%	Market	\$1,365	927	n/a	No	N/A	N/A					
					2BR / 2BA	20	13.50%	Market	\$1,405	1,160	n/a	No	N/A	N/A					
					2BR / 2BA	20	13.50%	Market	\$1,595	1,243	n/a	No	N/A	N/A					
					3BR / 2BA	8	5.40%	Market	\$1,688	1,291	n/a	No	N/A	N/A					
					3BR / 2BA	6	4.10%	Market	\$1,712	1,379	n/a	No	N/A	N/A					
										148	100%							7	4.70%
										66	55.00%	Market	\$1,375	689	n/a	No	2	3.00%	
10	The Orleans Of Decatur 2676 Millscott Drive Decatur, GA 30033 DeKalb County	0.8 miles	Midrise (4 stories) 2002 / n/a	Market	1BR / 1BA	0	0.00%	Market	\$1,780	1,076	n/a	No	0	N/A					
					1BR / 1BA	0	0.00%	Market	\$970	596	n/a	No	0	N/A					
					1BR / 1BA	0	0.00%	Market	\$970	596	n/a	No	0	N/A					
					2BR / 1BA	15	12.50%	Market	\$1,285	866	n/a	No	0	0.00%					
					2BR / 2BA	20	16.70%	Market	\$1,665	1,231	n/a	No	0	0.00%					
					2BR / 2BA	0	0.00%	Market	\$1,950	1,316	n/a	No	0	N/A					
					2BR / 2BA	0	0.00%	Market	\$1,380	1,146	n/a	No	0	N/A					
					3BR / 2BA	19	15.80%	Market	\$1,850	1,302	n/a	No	2	10.50%					
										120	100%							4	3.30%
11	The Point On Scott 2532 N Decatur Road Decatur, GA 30033 DeKalb County	0.2 miles	Midrise (5 stories) 2016 / n/a	Market	Studio / 1BA	5	2.00%	Market	\$1,340	585	n/a	No	4	80.00%					
					1BR / 1BA	100	40.00%	Market	\$1,500	793	n/a	No	74	74.00%					
					2BR / 2BA	122	48.80%	Market	\$1,986	1,165	n/a	No	90	73.80%					
					2BR / 2BA	23	9.20%	Market	\$2,824	1,623	n/a	No	17	73.90%					
										250	100%							185	74.00%
12	The Reserve At Decatur 2600 Millscott Drive Decatur, GA 30033 DeKalb County	0.5 miles	Midrise (5 stories) 2016 / n/a	Market	Studio / 1BA	10	3.40%	Market	\$1,185	620	n/a	No	4	40.00%					
					1BR / 1BA	167	56.00%	Market	\$1,359	742	n/a	No	60	35.90%					
					2BR / 2BA	99	33.20%	Market	\$1,869	1,102	n/a	35	35.40%						
					3BR / 2BA	22	7.40%	Market	\$2,305	1,460	n/a	No	8	36.40%					
					298	100%							107	35.90%					

SCOTT BOULEVARD SENIOR RESIDENCES – NORTH DECATUR, 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:		1548		
				Market Rate		1118		
				Tax Credit		430		
				Weighted Occupancy:		98.00%		
				Market Rate		97.70%		
				Tax Credit		98.80%		
One Bedroom One Bath								
RENT	Property	Average	SQUARE FOOTAGE	Property	Average	RENT PER SQUARE FOOT	Property	Average
	The Orleans Of Decatur	\$1,780		The Orleans Of Decatur	1,076		The Orleans Of Decatur	\$2.00
	The Point on Scott	\$1,500		Gables Montclair	993		The Point on Scott	\$1.89
	Gables Montclair	\$1,470		Paces Park	885		The Reserve at Decatur	\$1.83
	The Orleans Of Decatur	\$1,375		Clarion Apartments	850		The Orleans Of Decatur	\$1.65
	The Reserve at Decatur	\$1,359		Park Summit Apartments	827		The Orleans Of Decatur	\$1.63
	Clarion Apartments	\$1,225		The Point on Scott	793		Clarion Apartments	\$1.61
	Park Summit Apartments	\$1,172		Magnolia Circle * (60%)	760		Scott Boulevard Senior Residences * (M)	\$1.56
	Paces Park	\$1,140		Clarion Apartments	759		Park Summit Apartments	\$1.51
	Clarion Apartments	\$1,096		Columbia Senior Residences At Forrest Hills * (M)	757		Paces Park	\$1.51
	Scott Boulevard Senior Residences * (M)	\$1,095		Paces Park	754		Gables Montclair	\$1.48
	Park Summit Apartments	\$1,075		Paces Park	747		Columbia Senior Residences At Forrest Hills * (M)	\$1.42
	Paces Park	\$1,055		The Reserve at Decatur	742		Park Summit Apartments	\$1.42
	Columbia Senior Residences At Forrest Hills * (M)	\$1,045		Clarion Apartments	742		Columbia Senior Residences At Forrest Hills * (M)	\$1.38
	Columbia Senior Residences At Forrest Hills * (M)	\$1,045		Columbia Senior Residences At Forrest Hills * (50%)	734		Clarion Apartments	\$1.35
	Paces Park	\$1,005		Columbia Senior Residences At Forrest Hills * (60%)	734		Paces Park	\$1.35
	Clarion Apartments	\$1,000		Columbia Senior Residences At Forrest Hills * (M)	734		Antioch Villas And Gardens * (M)	\$1.29
	The Orleans Of Decatur	\$970		Park Summit Apartments	710		Clarion Apartments	\$1.29
	Antioch Villas And Gardens * (M)	\$890		Retreat At Madison Place * (60%)	701		Clairmont Crest	\$1.27
	Clairmont Crest	\$888		Scott Boulevard Senior Residences * (50%)	700		Paces Park	\$1.19
	Retreat At Madison Place * (60%)	\$694		Scott Boulevard Senior Residences * (60%)	700		Antioch Villas And Gardens * (60%)	\$1.07
	Antioch Villas And Gardens * (60%)	\$672		Scott Boulevard Senior Residences * (M)	700		Antioch Villas And Gardens * (50%)	\$0.99
	Antioch Villas And Gardens * (60%)	\$672		Clairmont Crest	700		Retreat At Madison Place * (60%)	\$0.99
	Magnolia Circle * (M)	\$658		Antioch Villas And Gardens * (60%)	690		Antioch Villas And Gardens * (60%)	\$0.97
	Scott Boulevard Senior Residences * (60%)	\$653		Antioch Villas And Gardens * (M)	690		Magnolia Circle * (M)	\$0.95
	Columbia Senior Residences At Forrest Hills * (60%)	\$636		Magnolia Circle * (50%)	690		Scott Boulevard Senior Residences * (60%)	\$0.93
	Antioch Villas And Gardens * (50%)	\$622		Magnolia Circle * (M)	690		Columbia Senior Residences At Forrest Hills * (60%)	\$0.87
	Scott Boulevard Senior Residences * (50%)	\$527		The Orleans Of Decatur	689		Scott Boulevard Senior Residences * (50%)	\$0.75
	Magnolia Circle * (60%)	\$523		Antioch Villas And Gardens * (50%)	626		Magnolia Circle * (50%)	\$0.73
	Magnolia Circle * (50%)	\$503		Antioch Villas And Gardens * (60%)	626		Magnolia Circle * (60%)	\$0.69
	Columbia Senior Residences At Forrest Hills * (50%)	\$502		The Orleans Of Decatur	596		Columbia Senior Residences At Forrest Hills * (50%)	\$0.68

PROPERTY PROFILE REPORT

Antioch Villas And Gardens

Effective Rent Date 4/18/2017

Location 4735 Bishop Ming Boulevard
Stone Mountain, GA 30088
DeKalb County

Distance 8.7 miles

Units 106

Vacant Units 3

Vacancy Rate 2.8%

Type Various (age-restricted)

Year Built/Renovated 2012 / N/A

Marketing Began N/A

Leasing Began 4/03/2012

Last Unit Leased N/A

Major Competitors Retreat at Madison, Spring Chase II

Tenant Characteristics Dekalb County residents aged 55 and older

Contact Name Kenya Wyatt

Phone 678-367-2918 EXT.1



Market Information

Program @50%, @60%, @60% (Project Based)

Annual Turnover Rate 10%

Units/Month Absorbed 35

HCV Tenants 24%

Leasing Pace Within two weeks

Annual Chg. in Rent N/A

Concession None

Utilities

A/C included -- central

Cooking included -- electric

Water Heat included -- gas

Heat included -- electric

Other Electric included

Water included

Sewer included

Trash Collection included

Antioch Villas And Gardens, continued

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Lowrise (3 stories)	2	524	\$652	\$0	@50%	Yes	0	0.0%	yes	None
0	1	Lowrise (3 stories)	2	524	\$753	\$0	@60%	Yes	0	0.0%	yes	None
0	1	Lowrise (3 stories)	1	524	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None
1	1	Lowrise (3 stories)	12	626	\$757	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Midrise (3 stories)	15	626	\$807	\$0	@60%	Yes	0	0.0%	yes	None
1	1	Midrise (3 stories)	16	626	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None
1	1	One-story	10	690	\$807	\$0	@60%	No	1	10.0%	yes	None
1	1	One-story	4	690	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None
1	1	One-story	6	690	\$1,025	\$0	Market	Yes	0	0.0%	N/A	None
2	1	Lowrise (3 stories)	6	831	\$967	\$0	@60%	Yes	0	0.0%	yes	None
2	1	Lowrise (3 stories)	2	831	\$1,095	\$0	Market	Yes	0	0.0%	N/A	None
2	1	Midrise (3 stories)	2	831	\$806	\$0	@50%	Yes	0	0.0%	yes	None
2	1	Midrise (3 stories)	2	831	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None
2	2	One-story	16	908	\$967	\$0	@60%	Yes	1	6.2%	yes	None
2	2	One-story	2	908	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None
2	2	One-story	8	908	\$1,250	\$0	Market	Yes	1	12.5%	N/A	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$652	\$0	\$652	-\$122	\$530	Studio / 1BA	\$753	\$0	\$753	-\$122	\$631
1BR / 1BA	\$757	\$0	\$757	-\$135	\$622	1BR / 1BA	\$807	\$0	\$807	-\$135	\$672
2BR / 1BA	\$806	\$0	\$806	-\$182	\$624	2BR / 1BA	\$967	\$0	\$967	-\$182	\$785
						2BR / 2BA	\$967	\$0	\$967	-\$182	\$785

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$1,025	\$0	\$1,025	-\$135	\$890
2BR / 1BA	\$1,095	\$0	\$1,095	-\$182	\$913
2BR / 2BA	\$1,250	\$0	\$1,250	-\$182	\$1,068

Antioch Villas And Gardens, continued

Amenities

In-Unit

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

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

Security

Intercom (Phone)
Limited Access
Perimeter Fencing
Video Surveillance

Services

Shuttle Service

Property

Business Center/Computer Lab
Courtyard
Exercise Facility
Neighborhood Network
On-Site Management
Recreation Areas
Theatre

Clubhouse/Meeting
Elevators
Central Laundry
Off-Street Parking
Picnic Area
Service Coordination

Premium

None

Other

Library, offices for home

Comments

The contact stated that the waiting list is approximately three years in length. The vacant units will be filled from the waiting list.

Antioch Villas And Gardens, continued

Photos



PROPERTY PROFILE REPORT

Columbia Senior Residences At Forrest Hills

Effective Rent Date	4/22/2017
Location	1004 Columbia Drive Decatur, GA 30030 DeKalb County County
Distance	4 miles
Units	80
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (age-restricted) (3 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	11/01/2014
Last Unit Leased	7/01/2015
Major Competitors	None identified
Tenant Characteristics	Seniors 62+, mostly from the local area; most previous homeowners
Contact Name	Carla
Phone	404-289-5289



Market Information

Program	@50%, @60%, Market, Section 8
Annual Turnover Rate	1%
Units/Month Absorbed	10
HCV Tenants	20%
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	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	Lowrise (3 stories)	N/A	734	\$502	\$0	@50%	Yes	0	N/A	yes	None
1	1	Lowrise (3 stories)	N/A	734	\$636	\$0	@60%	Yes	0	N/A	yes	None
1	1	Lowrise (3 stories)	N/A	734	\$1,045	\$0	Market	No	0	N/A	N/A	None
1	1	Lowrise (3 stories)	N/A	757	\$1,045	\$0	Market	No	0	N/A	N/A	None
1	1	Lowrise (3 stories)	N/A	734	N/A	\$0	Section 8	N/A	0	N/A	N/A	None
2	1	Lowrise (3 stories)	N/A	981	\$558	\$0	@50%	Yes	0	N/A	yes	None
2	1	Lowrise (3 stories)	N/A	981	\$758	\$0	@60%	Yes	0	N/A	yes	None
2	1	Lowrise (3 stories)	N/A	981	\$1,195	\$0	Market	No	0	N/A	N/A	None
2	1	Lowrise (3 stories)	N/A	981	\$1,250	\$0	Market	No	0	N/A	N/A	None
2	1	Lowrise (3 stories)	N/A	981	N/A	\$0	Section 8	N/A	0	N/A	N/A	None

Columbia Senior Residences At Forrest Hills, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$502	\$0	\$502	\$0	\$502	1BR / 1BA	\$636	\$0	\$636	\$0	\$636
2BR / 1BA	\$558	\$0	\$558	\$0	\$558	2BR / 1BA	\$758	\$0	\$758	\$0	\$758
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Section 8	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$1,045	\$0	\$1,045	\$0	\$1,045	1BR / 1BA	N/A	\$0	N/A	\$0	N/A
2BR / 1BA	\$1,195 - \$1,250	\$0	\$1,195 - \$1,250	\$0	\$1,195 - \$1,250	2BR / 1BA	N/A	\$0	N/A	\$0	N/A

Amenities

In-Unit

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

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

Security

Intercom (Buzzer)
Limited Access
Perimeter Fencing
Video Surveillance

Services

None

Property

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

Clubhouse/Meeting
Exercise Facility
Off-Street Parking
Theatre

Premium

None

Other

None

Comments

The waitlist is over a year long according to the property manager.

Photos



PROPERTY PROFILE REPORT

Magnolia Circle

Effective Rent Date 5/04/2017

Location 100 Dash Lewis Dr
Decatur, GA 30034
DeKalb County

Distance 6.9 miles

Units 84

Vacant Units 2

Vacancy Rate 2.4%

Type Garden (age-restricted) (2 stories)

Year Built/Renovated 2003 / N/A

Marketing Began N/A

Leasing Began 7/01/2003

Last Unit Leased N/A

Major Competitors None identified

Tenant Characteristics 62+; 25% out of state; 25% prev. homeowners;
Many from Panola Rd (Decatur) and Evans Mill Rd (Lithonia) area

Contact Name Donna Rose

Phone 404-243-1553



Market Information

Program @50%, @60%, Market

Annual Turnover Rate 3%

Units/Month Absorbed 14

HCV Tenants 20%

Leasing Pace Within one week

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 (2 stories)	14	690	\$565	\$0	@50%	Yes	2	14.3%	no	None
1	1	Garden (2 stories)	12	760	\$585	\$0	@60%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	6	690	\$720	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	21	1,000	\$680	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	20	1,030	\$700	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	11	1,000	\$815	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$565	\$0	\$565	-\$62	\$503	1BR / 1BA	\$585	\$0	\$585	-\$62	\$523
2BR / 2BA	\$680	\$0	\$680	-\$83	\$597	2BR / 2BA	\$700	\$0	\$700	-\$83	\$617
Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
1BR / 1BA	\$720	\$0	\$720	-\$62	\$658						
2BR / 2BA	\$815	\$0	\$815	-\$83	\$732						

Magnolia Circle, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Coat Closet
Garbage Disposal
Oven
Refrigerator

Blinds
Central A/C
Dishwasher
Hand Rails
Pull Cords
Washer/Dryer hookup

Security

Patrol
Perimeter Fencing

Services

None

Property

Business Center/Computer Lab
Central Laundry
On-Site Management

Clubhouse/Meeting
Off-Street Parking

Premium

None

Other

Social Director, Arts & Crafts

Comments

There are over 100 households on the waiting list. Management reported that the demand for affordable senior housing in Decatur is strong. The contact stated that while the maximum allowable rents are not being achieved at this property, they believed them to be achievable in the market. The property offers two parking spaces per unit, and parking is included with rent.

Magnolia Circle, continued

Photos



PROPERTY PROFILE REPORT

Retreat At Madison Place

Effective Rent Date 4/06/2017
Location 3907 Redwing Circle
 Decatur, GA 30032
 Dekalb County
Distance 5.6 miles
Units 160
Vacant Units 0
Vacancy Rate 0.0%
Type Midrise (age-restricted) (4 stories)
Year Built/Renovated 2007 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors None identified
Tenant Characteristics Seniors 55+; average age is 55 to 62; 60%+ previous homeowners; 5% employed
Contact Name Paula
Phone (404) 289-8393



Market Information

Program @60%
Annual Turnover Rate 30%
Units/Month Absorbed 14
HCV Tenants 10%
Leasing Pace Within one week
Annual Chg. in Rent None
Concession None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	60	701	\$756	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Midrise (4 stories)	100	971	\$905	\$0	@60%	No	0	0.0%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$756	\$0	\$756	-\$62	\$694
2BR / 2BA	\$905	\$0	\$905	-\$83	\$822

Retreat At Madison Place, continued

Amenities

In-Unit

Blinds
Central A/C
Dishwasher
Garbage Disposal
Oven
Refrigerator

Carpeting
Coat Closet
Ceiling Fan
Hand Rails
Pull Cords
Washer/Dryer hookup

Security

Limited Access
Perimeter Fencing

Services

Adult Education
Shuttle Service

Property

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

Clubhouse/Meeting
Exercise Facility
Off-Street Parking
Picnic Area

Premium

None

Other

Walking trails, game room,

Comments

The contact stated that management maintains a waiting list for the one-bedroom units that is approximately nine households in length. There is no waiting list for the two-bedroom units. The property offers 160 surface level parking spaces and there is no additional charge. The contact stated that there is strong demand in the area for affordable senior housing.

Photos



PROPERTY PROFILE REPORT

Clairmont Crest

Effective Rent Date	4/11/2017
Location	1861 Clairmont Road Decatur, GA 30033 DeKalb County
Distance	2.5 miles
Units	200
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (age-restricted) (5 stories)
Year Built/Renovated	1985 / 2014
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Clairmont Place, Williamsburg
Tenant Characteristics	Seniors 50+, average age is 72; 50% previous homeowners
Contact Name	Kathy
Phone	404-325-9077



Market Information

Program	Market, Non-Rental
Annual Turnover Rate	4%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased up to two percent
Concession	None

Utilities

A/C	not included -- wall
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
0	1	Midrise (5 stories)	11	500	\$875	\$0	Market	Yes	0	0.0%	N/A	None
0	1	Midrise (5 stories)	2	500	N/A	\$0	Non-Rental	N/A	0	0.0%	N/A	None
1	1	Midrise (5 stories)	141	700	\$950	\$0	Market	Yes	0	0.0%	N/A	None
1	1	Midrise (5 stories)	1	700	N/A	\$0	Non-Rental	N/A	0	0.0%	N/A	None
2	2	Midrise (5 stories)	45	1,100	\$1,100	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Non-Rental	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$875	\$0	\$875	-\$60	\$815	Studio / 1BA	N/A	\$0	N/A	-\$60	N/A
1BR / 1BA	\$950	\$0	\$950	-\$62	\$888	1BR / 1BA	N/A	\$0	N/A	-\$62	N/A
2BR / 2BA	\$1,100	\$0	\$1,100	-\$83	\$1,017						

Clairmont Crest, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Garbage Disposal
Oven
Walk-In Closet
Washer/Dryer hookup

Blinds
Coat Closet
Exterior Storage
Hand Rails
Refrigerator
Wall A/C

Security

Limited Access
Patrol

Services

Shuttle Service

Property

Clubhouse/Meeting
Exercise Facility
Central Laundry
On-Site Management
Swimming Pool

Elevators
Garage
Off-Street Parking
Picnic Area

Premium

Hairdresser / Barber
Medical Professional

Other

None

Comments

There is a one-year waitlist for one-bedroom units and two-year waitlist for two-bedroom units.

Clairmont Crest, continued

Photos



PROPERTY PROFILE REPORT

Clarion Apartments

Effective Rent Date	5/03/2017
Location	10 Rimington Lane Decatur, GA 30030 DeKalb County
Distance	1.6 miles
Units	217
Vacant Units	9
Vacancy Rate	4.1%
Type	Garden (3 stories)
Year Built/Renovated	1990 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Jackson Square and Paces Park
Tenant Characteristics	Mostly from Decatur and Atlanta
Contact Name	DeAnna
Phone	404-508-9360



Market Information

Program	Market
Annual Turnover Rate	4%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Increased seven to 17 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)	42	742	\$1,000	\$0	Market	No	1	2.4%	N/A	None
1	1	Garden (3 stories)	35	759	\$1,225	\$0	Market	No	2	5.7%	N/A	None
1	1	Garden (3 stories)	35	850	\$1,096	\$0	Market	No	1	2.9%	N/A	None
2	2	Garden (3 stories)	27	1,072	\$1,305	\$0	Market	No	2	7.4%	N/A	None
2	2	Garden (3 stories)	25	1,102	\$1,305	\$0	Market	No	1	4.0%	N/A	None
2	2	Garden (3 stories)	25	1,140	\$1,397	\$0	Market	No	1	4.0%	N/A	None
3	2	Garden (3 stories)	28	1,373	\$1,401	\$0	Market	No	1	3.6%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$1,000 - \$1,225	\$0	\$1,000 - \$1,225	\$0	\$1,000 - \$1,225
2BR / 2BA	\$1,305 - \$1,397	\$0	\$1,305 - \$1,397	\$0	\$1,305 - \$1,397
3BR / 2BA	\$1,401	\$0	\$1,401	\$0	\$1,401

Clarion 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
Walk-In Closet

Security

In-Unit Alarm
Patrol

Services

None

Property

Car Wash
Exercise Facility
Jacuzzi
Non-shelter Services
On-Site Management
Playground
Swimming Pool

Clubhouse/Meeting
Garage
Central Laundry
Off-Street Parking
Picnic Area
Sport Court
Tennis Court

Premium

None

Other

Indoor racquetball court

Comments

The contact reported that the property has decreased its vacancy rate over the last few years. The contact also reported that the area appears to be increasing in marketability and demand. The property does not accept Housing Choice Vouchers

Clarion Apartments, continued

Photos



PROPERTY PROFILE REPORT

Gables Montclair

Effective Rent Date	5/04/2017
Location	100 Ladson Court Decatur, GA 30033 DeKalb County
Distance	1.5 miles
Units	183
Vacant Units	3
Vacancy Rate	1.6%
Type	Various
Year Built/Renovated	2001-2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None Identified
Tenant Characteristics	Mixed tenancy
Contact Name	Keisha
Phone	404-321-0167



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased up to 20 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	22	993	\$1,470	\$0	Market	No	0	0.0%	N/A	None
1	1.5	Townhouse	30	1,177	\$1,365	\$0	Market	No	2	6.7%	N/A	None
2	2	Garden	32	1,312	\$1,835	\$0	Market	Yes	1	3.1%	N/A	None
2	2.5	Townhouse	20	1,528	\$2,162	\$0	Market	Yes	0	0.0%	N/A	None
2	2.5	Townhouse	34	1,817	\$2,417	\$0	Market	Yes	0	0.0%	N/A	None
3	2.5	Townhouse	29	2,071	\$3,800	\$0	Market	Yes	0	0.0%	N/A	None
3	2.5	Townhouse	16	2,225	\$3,828	\$0	Market	Yes	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$1,470	\$0	\$1,470	\$0	\$1,470
1BR / 1.5BA	\$1,365	\$0	\$1,365	\$0	\$1,365
2BR / 2BA	\$1,835	\$0	\$1,835	\$0	\$1,835
2BR / 2.5BA	\$2,162 - \$2,417	\$0	\$2,162 - \$2,417	\$0	\$2,162 - \$2,417
3BR / 2.5BA	\$3,800 - \$3,828	\$0	\$3,800 - \$3,828	\$0	\$3,800 - \$3,828

Gables Montclair, continued

Amenities

In-Unit

Balcony/Patio
Cable/Satellite/Internet
Central A/C
Dishwasher
Fireplace
Microwave
Refrigerator
Walk-In Closet

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

Security

None

Services

None

Property

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

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

Premium

None

Other

Bay windows, roman tubs,

Comments

The contact reported that occupancy typically remains between 97 to 99 percent. When asked to characterize the rental market in the Decatur area, the contact reported that the market was strong and healthy. The contact reported that demand for the property's units is high and they do maintain a waiting list, although, she was unable to report the number of people on it. The property does not accept Housing Choice Vouchers and is not offering any concessions.

Gables Montclair, continued

Trend: Comments

1Q14	Management stated that the waiting list for two-bedroom apartments is 20 households long.
1Q15	Management reported that the waiting list is currently 50 households long and is currently on two and three-bedroom units. The property is currently undergoing renovations that include appliance upgrades and adding granite counter tops. The contact reported that the two-bedroom and three-bedroom units include two-car garages, and that the one-bedroom units include one-car garages in the rent. Management was unable to provide the number of off-street parking spaces the property offers.
1Q16	The contact reported that occupancy typically remains between 97 to 99 percent. When asked to characterize the rental market in the Decatur area, the contact reported that the market was strong and healthy. The contact reported that demand for the property's units is high and they do maintain a waiting list, although, she was unable to report the number of people on it. The property does not accept Housing Choice Vouchers and is not offering any concessions.
2Q17	N/A

PROPERTY PROFILE REPORT

Paces Park

Effective Rent Date	5/04/2017
Location	100 Paces Park Drive Decatur, GA 30033 DeKalb County
Distance	0.8 miles
Units	250
Vacant Units	3
Vacancy Rate	1.2%
Type	Various
Year Built/Renovated	2000 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Jackson Square, Grayson Park
Tenant Characteristics	University and hospital employees
Contact Name	Leasing agent
Phone	404.294.1616



Market Information

Program	Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased up to 14 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 (4 stories)	N/A	747	\$1,005	\$0	Market	No	1	N/A	N/A	None
1	1	Garden (4 stories)	N/A	754	\$1,140	\$0	Market	No	1	N/A	N/A	None
1	1	Garden (4 stories)	N/A	885	\$1,055	\$0	Market	No	0	N/A	N/A	None
2	2	Garden (4 stories)	N/A	1,107	\$1,485	\$0	Market	No	0	N/A	N/A	None
2	2	Garden (4 stories)	N/A	1,213	\$1,365	\$0	Market	No	1	N/A	N/A	None
2	2	Townhouse	N/A	1,430	\$1,525	\$0	Market	No	0	N/A	N/A	None
3	2	Garden	N/A	1,421	\$1,670	\$0	Market	No	0	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$1,005 - \$1,140	\$0	\$1,005 - \$1,140	\$0	\$1,005 - \$1,140
2BR / 2BA	\$1,365 - \$1,525	\$0	\$1,365 - \$1,525	\$0	\$1,365 - \$1,525
3BR / 2BA	\$1,670	\$0	\$1,670	\$0	\$1,670

Paces Park, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Fireplace
Oven
Washer/Dryer hookup

Blinds
Central A/C
Ceiling Fan
Garbage Disposal
Refrigerator

Security

In-Unit Alarm
Limited Access
Perimeter Fencing

Services

None

Property

Car Wash
Exercise Facility
Off-Street Parking
Swimming Pool

Clubhouse/Meeting
Central Laundry
On-Site Management
Tennis Court

Premium

None

Other

None

Comments

Management indicated that prices vary daily because they use the Yieldstar system.

PROPERTY PROFILE REPORT

Park Summit Apartments

Effective Rent Date	5/04/2017
Location	2778 North Decatur Road Decatur, GA 30033 DeKalb County
Distance	0.9 miles
Units	148
Vacant Units	7
Vacancy Rate	4.7%
Type	Garden (3 stories)
Year Built/Renovated	1991 / On-going
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Jackson Square and Paces Park
Tenant Characteristics	Young professionals, small families, 3% seniors
Contact Name	Christy
Phone	404.508.1117



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased two to nine percent
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Garden (3 stories)	24	522	\$975	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	28	710	\$1,075	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	28	827	\$1,172	\$0	Market	No	N/A	N/A	N/A	None
2	1	Garden (3 stories)	14	927	\$1,365	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	20	1,160	\$1,405	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	20	1,243	\$1,595	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	8	1,291	\$1,688	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	6	1,379	\$1,712	\$0	Market	No	N/A	N/A	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$975	\$0	\$975	\$0	\$975
1BR / 1BA	\$1,075 - \$1,172	\$0	\$1,075 - \$1,172	\$0	\$1,075 - \$1,172
2BR / 1BA	\$1,365	\$0	\$1,365	\$0	\$1,365
2BR / 2BA	\$1,405 - \$1,595	\$0	\$1,405 - \$1,595	\$0	\$1,405 - \$1,595
3BR / 2BA	\$1,688 - \$1,712	\$0	\$1,688 - \$1,712	\$0	\$1,688 - \$1,712

Park Summit Apartments, continued

Amenities

In-Unit

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

Blinds
Central A/C
Dishwasher
Ceiling Fan
Garbage Disposal
Refrigerator
Walk-In Closet

Security

In-Unit Alarm
Limited Access
Patrol
Perimeter Fencing

Services

None

Property

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

Clubhouse/Meeting
Garage
Off-Street Parking
Swimming Pool

Premium

None

Other

None

Comments

The contact reported rental rates fluctuate throughout the year and are currently significantly higher than last year based on improved demand. Units are constantly updated as they become available based on the condition and budget.

Park Summit Apartments, continued

Photos



PROPERTY PROFILE REPORT

The Orleans Of Decatur

Effective Rent Date	5/04/2017
Location	2676 Millscott Drive Decatur, GA 30033 DeKalb County
Distance	0.8 miles
Units	120
Vacant Units	4
Vacancy Rate	3.3%
Type	Midrise (4 stories)
Year Built/Renovated	2002 / 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	Patrice
Phone	404-292-0224



Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased up to 10 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	Midrise (4 stories)	66	689	\$1,375	\$0	Market	No	2	3.0%	N/A	AVG*
1	1	Midrise (4 stories)	0	1,076	\$1,780	\$0	Market	No	0	N/A	N/A	HIGH*
1	1	Midrise (4 stories)	0	596	\$970	\$0	Market	No	0	N/A	N/A	LOW*
2	1	Midrise (4 stories)	15	866	\$1,285	\$0	Market	No	0	0.0%	N/A	None
2	2	Midrise (4 stories)	20	1,231	\$1,665	\$0	Market	No	0	0.0%	N/A	AVG*
2	2	Midrise (4 stories)	0	1,316	\$1,950	\$0	Market	No	0	N/A	N/A	HIGH*
2	2	Midrise (4 stories)	0	1,146	\$1,380	\$0	Market	No	0	N/A	N/A	LOW*
3	2	Midrise (4 stories)	19	1,302	\$1,850	\$0	Market	No	2	10.5%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$970 - \$1,780	\$0	\$970 - \$1,780	\$0	\$970 - \$1,780
2BR / 1BA	\$1,285	\$0	\$1,285	\$0	\$1,285
2BR / 2BA	\$1,380 - \$1,950	\$0	\$1,380 - \$1,950	\$0	\$1,380 - \$1,950
3BR / 2BA	\$1,850	\$0	\$1,850	\$0	\$1,850

The Orleans Of Decatur, continued

Amenities

In-Unit

Balcony/Patio
Carpet/Hardwood
Dishwasher
Oven
Walk-In Closet

Blinds
Coat Closet
Garbage Disposal
Refrigerator
Washer/Dryer hookup

Security

Intercom (Buzzer)
Limited Access
Perimeter Fencing

Services

None

Property

Elevators
Garage
On-Site Management
Swimming Pool

Exercise Facility
Central Laundry
Picnic Area

Premium

None

Other

None

Comments

This property does not accept Housing Choice Vouchers. Some units have fireplaces and/or washer/dryer units. Management charges \$150 per garage space when the customer asks for one. There is no monthly fee. As a result, we have divided the \$150 parking fee by 12 months in order to determine a monthly garage parking fee.

PROPERTY PROFILE REPORT

The Point On Scott

Effective Rent Date	5/15/2016
Location	2532 N Decatur Road Decatur, GA 30033 DeKalb County
Distance	0.2 miles
Units	250
Vacant Units	185
Vacancy Rate	74.0%
Type	Midrise (5 stories)
Year Built/Renovated	2016 / N/A
Marketing Began	N/A
Leasing Began	11/15/2016
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Manager
Phone	404-414-4382



Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	13
HCV Tenants	N/A
Leasing Pace	N/A
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	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (5 stories)	5	585	\$1,340	\$0	Market	No	4	80.0%	N/A	None
1	1	Midrise (5 stories)	100	793	\$1,500	\$0	Market	No	74	74.0%	N/A	None
2	2	Midrise (5 stories)	122	1,165	\$1,986	\$0	Market	No	90	73.8%	N/A	None
3	2	Midrise (5 stories)	23	1,623	\$2,824	\$0	Market	No	17	73.9%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$1,340	\$0	\$1,340	\$0	\$1,340
1BR / 1BA	\$1,500	\$0	\$1,500	\$0	\$1,500
2BR / 2BA	\$1,986	\$0	\$1,986	\$0	\$1,986
3BR / 2BA	\$2,824	\$0	\$2,824	\$0	\$2,824

The Point On Scott, continued

Amenities

In-Unit

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

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

Security

Intercom (Buzzer)
Limited Access

Services

None

Property

Clubhouse/Meeting
Elevators
Garage
Off-Street Parking
Picnic Area

Courtyard
Exercise Facility
Hot Tub
On-Site Management
Swimming Pool

Premium

None

Other

None

Comments

The property is still in its initial leasing period.

PROPERTY PROFILE REPORT

The Reserve At Decatur

Effective Rent Date	5/15/2017
Location	2600 Milscott Drive Decatur, GA 30033 DeKalb County
Distance	0.5 miles
Units	298
Vacant Units	107
Vacancy Rate	35.9%
Type	Midrise (5 stories)
Year Built/Renovated	2016 / N/A
Marketing Began	N/A
Leasing Began	2/01/2016
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	N/A
Phone	N/A



Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	14
HCV Tenants	0%
Leasing Pace	N/A
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	not included
Sewer	not included
Trash Collection	not included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (5 stories)	10	620	\$1,185	\$0	Market	No	4	40.0%	N/A	None
1	1	Midrise (5 stories)	167	742	\$1,359	\$0	Market	No	60	35.9%	N/A	None
2	2	Midrise (5 stories)	99	1,102	\$1,869	\$0	Market	N/A	35	35.4%	N/A	None
3	2	Midrise (5 stories)	22	1,460	\$2,305	\$0	Market	No	8	36.4%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$1,185	\$0	\$1,185	\$0	\$1,185
1BR / 1BA	\$1,359	\$0	\$1,359	\$0	\$1,359
2BR / 2BA	\$1,869	\$0	\$1,869	\$0	\$1,869
3BR / 2BA	\$2,305	\$0	\$2,305	\$0	\$2,305

The Reserve At Decatur, continued

Amenities

In-Unit

Balcony/Patio
Carpet/Hardwood
Coat Closet
Garbage Disposal
Oven
Walk-In Closet
Washer/Dryer hookup

Blinds
Central A/C
Dishwasher
Microwave
Refrigerator
Washer/Dryer

Security

Intercom (Buzzer)
Limited Access

Services

None

Property

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

Clubhouse/Meeting
Elevators
Hot Tub
On-Site Management
Swimming Pool

Premium

None

Other

None

Comments

The property is still in its initial leasing period.

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	Tenancy	Housing Choice Voucher Tenants
Antioch Villas And Gardens	LIHTC	Senior	24%
Columbia Senior Residences At Forrest Hills	LIHTC	Senior	20%
Magnolia Circle	LIHTC	Senior	20%
Retreat At Madison Place	LIHTC	Senior	10%
Clairmont Crest	Market	Senior	0%
Clarion Apartments	Market	Family	0%
Gables Montclair	Market	Family	0%
Paces Park	Market	Family	0%
Park Summit Apartments	Market	Family	0%
The Orleans Of Decatur	Market	Family	0%
The Point on Scott	Market	Family	0%
The Reserve at Decatur	Market	Family	0%

Housing Choice Voucher usage in this market ranges from zero to 24 percent. The majority of LIHTC properties have a low reliance on tenants with vouchers. The comparable market rate properties do not accept Housing Choice Vouchers. Thus, it appears that the Subject will not need to rely on voucher residents in order to maintain a high occupancy level. We believe the Subject would maintain a voucher usage of 20 percent upon completion.

Lease Up History

We were able to obtain absorption information from three of the comparable properties, which is illustrated following table.

ABSORPTION						
Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month	
The Point on Scott	Market	Family	2016	250	13	
The Reserve at Decatur	Market	Family	2016	298	14	
Columbia Senior Residences At Forrest Hills	LIHTC	Senior	2014	80	10	
Antioch Villas And Gardens	LIHTC	Senior	2012	106	35	
Retreat At Madison Place	LIHTC	Senior	2007	160	14	

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The Subject is a new construction, age-restricted LIHTC property, similar to three of the comparables that were able to report absorption. Additionally, two nearby market rate properties opened recently and we able to report absorption information. These properties reported absorption paces ranging from 10 to 35 units per month. The most recently opened developments reported the absorption paces of 10 to 14 units per month. We believe the Subject would likely experience a similar absorption pace to Columbia Senior Residences at Forrest Hills, as this is an age-restricted development. We also expect the Subject would experience a slightly slower absorption pace to The Point on Scott and The Reserve at Decatur, which are family properties and tend to experience faster absorption paces to senior development. We have estimated an absorption pace for the Subject of 10 units per month, indicating an absorption pace of just over eight months to stabilize 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.

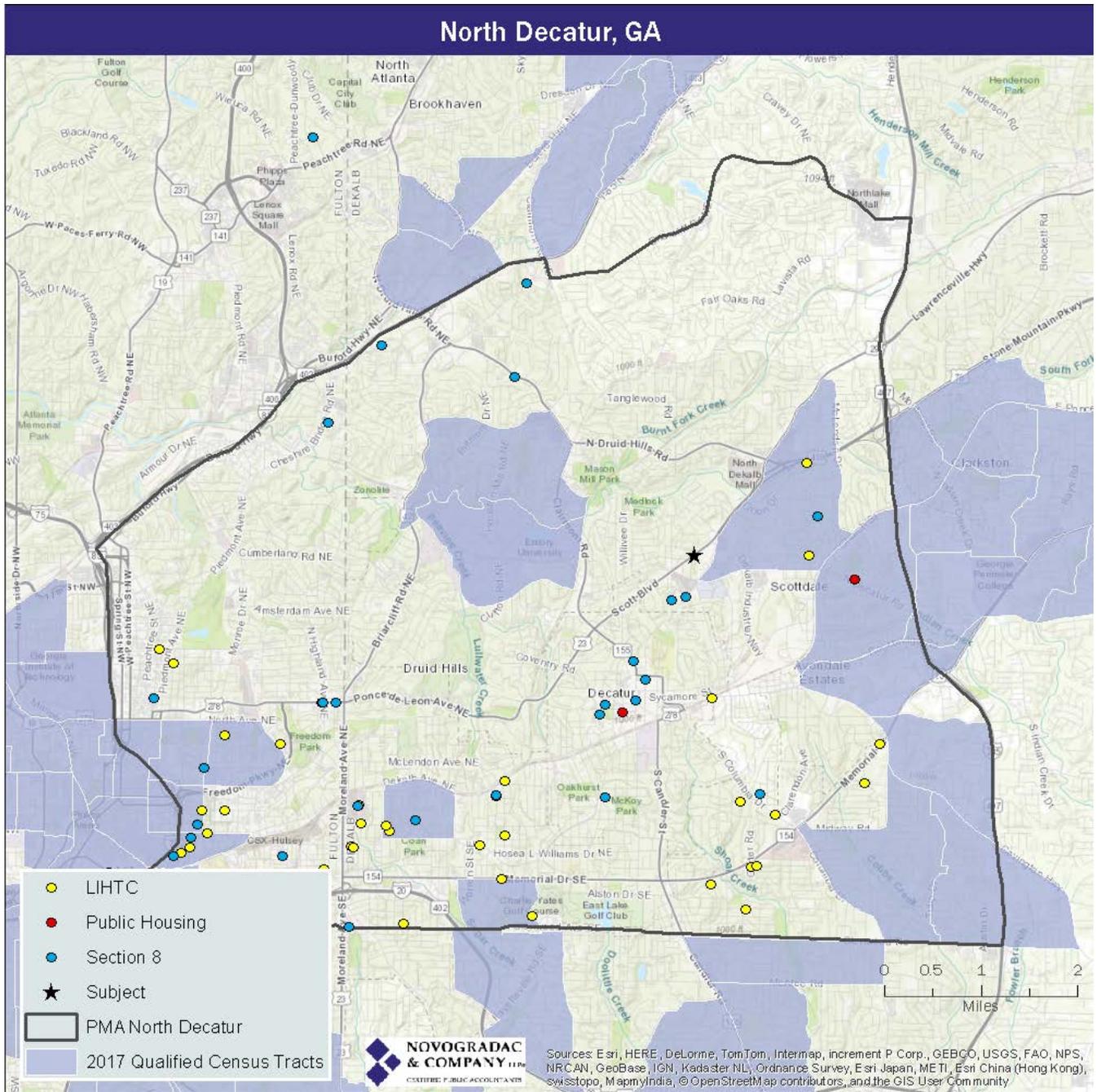
Competitive Project Map

COMPETITIVE PROJECTS

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color	
Scott Boulevard Senior	LIHTC	North Decatur	Senior	90	N/A	Star	
Columb Avondale Senior	LIHTC	Decatur	Senior	92	N/A	Yellow	
Reserve at Mills Creek	LIHTC	Scottdale	Senior	100	N/A		
Retreat at Mills Creek	LIHTC	Scottdale	Senior	80	N/A		
Columbia Senior Forrest Hills	LIHTC	Decatur	Senior	80	100.0%		
Columbia Townhomes Edgewd II	LIHTC	Atlanta	Family	40	N/A		
Retreat at Edgewood	LIHTC	Atlanta	Family	100	96.0%		
Grady Senior	LIHTC	Atlanta	Senior	124	N/A		
Marcus Street Sr. Residences	LIHTC	Atlanta	Senior	78	N/A		
William Holmes Borders Sr. Res	LIHTC	Atlanta	Senior	130	N/A		
MLK Village Tower	LIHTC	Atlanta	Family	96	N/A		
Columbia Sr Res Edgewood	LIHTC	Atlanta	Family	136	97.8%		
Kirkwood Gardens	LIHTC	Atlanta	Family	43	97.7%		
Auburn Glen Apartments	LIHTC	Atlanta	Family	271	96.7%		
Brittany Place Apartments	LIHTC	Decatur	Family	216	99.5%		
Cedar Creek Apts.	LIHTC	Decatur	Family	168	98.2%		
Cedar Creek West Apts.	LIHTC	Decatur	Family	164	N/A		
Myrtle Street Apartments	LIHTC	Atlanta	Family	32	93.8%		
Valena Henderson Village	LIHTC	Atlanta	Family	39	N/A		
Prince Avondale Apartments	LIHTC	Avondale Estates	Family	85	96.5%		
Telephone Factory	LIHTC	Atlanta	Family	65	93.8%		
Henderson Place	LIHTC	Atlanta	Family	58	84.5%		
Oakland Court	LIHTC	Atlanta	Family	232	N/A		
Forrest Heights Apts.	LIHTC	Decatur	Family	62	N/A		
Courtyards at Glenview	LIHTC	Atlanta	Family	176	N/A		
Amberwood Village	LIHTC	Atlanta	Family	30	90.0%		
Delano Place Cooperative	LIHTC	Decatur	Family	58	N/A		
O'Hern House	LIHTC	Atlanta	Family	76	N/A		
Carter Road	LIHTC	Decatur	Family	3	N/A		
College Avenue	LIHTC	Atlanta	Family	6	N/A		
Norwood Av./93	LIHTC	Atlanta	Family	2	N/A		
Rupert Road	LIHTC	Decatur	Family	8	N/A		
Thomas Road/1219	LIHTC	Decatur	Family	1	N/A		
White Oak Crossing	LIHTC	Decatur	Family	16	93.8%		
Wylie Street	LIHTC	Atlanta	Family	4	N/A		
Blake Ave./476	LIHTC	Atlanta	Family	1	N/A		
Morgan St./500-04	LIHTC	Atlanta	Family	2	N/A		
Allen Wilson	Public Housing	Decatur	Family	151	94.0%		Red
Juniper & 10th High Rise	Section 8	Atlanta	Senior	149	N/A		Blue
Trinity Walk I and II	Section 8	Decatur	Family	121	N/A		
Briarcliff Summit	Section 8	Atlanta	Senior	201	95.5%		
Columbia Senior Residences MLK	Section 8	Atlanta	Senior	122	N/A		
Columbia Cithomes	Section 8	Atlanta	Family	84	98.8%		
Villages of East Lake I and II	Section 8	Atlanta	Family	542	95.0%		
Fulton Cotton Mill Lofts	Section 8	Atlanta	Family	206	92.7%		
Presley Woods Apts.	Section 8	Atlanta	Family	40	N/A		

SCOTT BOULEVARD SENIOR RESIDENCES – NORTH DECATUR, GEORGIA – MARKET STUDY

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color
Ahepa One Apartments	Section 8	Decatur	Senior	68	94.1%	
Ashley Auburn Pointe	Section 8	Atlanta	Family	304	99.0%	
Bedford Pine Apartments	Section 8	Atlanta	Family	653	N/A	
Booth Residence	Section 8	Atlanta	Senior	100	98.0%	
Branan Towers	Section 8	Atlanta	Family	176	98.3%	
Briarcliff Oaks Apartments	Section 8	Atlanta	Senior	125	99.2%	
Capital Gateway Apartments Phase	Section 8	Atlanta	Family	269	N/A	
Capitol Gateway Phase II	Section 8	Atlanta	Family	152	N/A	
City Lights I	Section 8	Atlanta	Family	80	100.0%	
Clairmont Oaks	Section 8	Decatur	Family	298	89.6%	
Community Housing, Inc.	Section 8	Decatur	Senior	4	N/A	
Decatur Christian Towers	Section 8	Decatur	Family	216	98.1%	
Edgewood Court Apartments	Section 8	Atlanta	Family	204	95.6%	
Fountainview Center	Section 8	Atlanta	Family	72	N/A	
Lenox Woods Apartments	Section 8	Atlanta	Family	151	95.4%	
Lutheran Towers	Section 8	Atlanta	Family	205	94.1%	
Maggie Russell Tower	Section 8	Atlanta	Family	150	92.0%	
Park Trace Apartments	Section 8	Decatur	Family	170	88.8%	
Philips Towers	Section 8	Atlanta	Family	225	N/A	
Reynoldstown Senior Residences	Section 8	Atlanta	Senior	78	91.0%	
Shepherd Center	Section 8	Decatur	Senior	14	N/A	
Valley Brook Crossing Apt.	Section 8	Decatur	Family	170	98.2%	
Veranda At Auburn Pointe	Section 8	Atlanta	Family	324	94.1%	
Wheat Street Towers	Section 8	Atlanta	Family	210	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.

SCOTT BOULEVARD SENIOR RESIDENCES – NORTH DECATUR, GEORGIA – MARKET STUDY

AMENITY MATRIX

	Scott Boulevard Senior Residences	Antioch Villas And Gardens	Columbia Senior Residences	Magnolia Circle	Retreat At Madison Place	Clairmont Crest	Clarion Apartments	Gables Montclair	Paces Park	Park Summit Apartments	The Orleans Of Decatur	The Point On Scott	The Reserve At Decatur
Program Tenancy	LIHTC Senior	LIHTC Senior	LIHTC Senior	LIHTC Senior	LIHTC Senior	Market Senior	Market Family	Market Family	Market Family	Market Family	Market Family	Market Family	Market Family
Property Information													
Property Type	Midrise (5 stories)	Various	Lowrise (3 stories)	Garden (2 stories)	Midrise (4 stories)	Midrise (5 stories)	Garden (3 stories)	Various	Various	Garden (3 stories)	Midrise (4 stories)	Midrise (5 stories)	Midrise (5 stories)
Year Built / Renovated	Proposed / n/a	2012 / n/a	2014 / n/a	2003 / n/a	2007 / n/a	1985 / 2014	1990 / n/a	2001-2002	2000 / n/a	1991 / On-going	2002 / n/a	2016 / n/a	2016 / n/a
Utility Adjustments													
Cooking	no	yes	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	yes	no	no	no	no	no	no	no	no	no	no	no
Heat	no	yes	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	yes	no	no	no	no	no	no	no	no	no	no	no
Water	no	yes	no	yes	yes	yes	no	no	no	no	no	no	no
Sewer	no	yes	no	yes	yes	yes	no	no	no	no	no	no	no
Trash Collection	no	yes	no	yes	yes	yes	no	no	no	no	no	no	no
In-Unit Amenities													
Balcony/Patio	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes
Coat Closet	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Exterior Storage	no	yes	no	no	no	yes	yes	yes	no	yes	no	no	yes
Ceiling Fan	yes	yes	yes	no	yes	no	yes	no	yes	yes	no	yes	yes
Fireplace	no	no	no	no	no	no	yes	yes	yes	yes	no	no	no
Garbage Disposal	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Grab Bars	yes	no	no	no	no	no	no	no	no	no	no	no	no
Hand Rails	no	yes	no	yes	yes	yes	no	no	no	no	no	no	no
Microwave	yes	yes	no	no	no	no	yes	yes	no	no	no	yes	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	yes	yes	no	yes	yes	no	no	no	no	no	no	no	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Walk-In Closet	yes	yes	yes	no	no	yes	yes	yes	no	yes	yes	yes	yes
Wall A/C	no	no	no	no	no	yes	no	no	no	no	no	no	no
Washer/Dryer	no	no	no	no	no	no	no	no	no	no	no	yes	yes
W/D hookup	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Property Amenities													
Computer Lab	yes	yes	yes	yes	yes	no	no	yes	no	no	no	yes	yes
Car Wash	no	no	no	no	no	no	yes	yes	yes	yes	no	no	no
Community Room	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
Elevators	yes	yes	yes	no	yes	yes	no	no	no	no	yes	yes	yes
Exercise Facility	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes
Garage	yes	no	no	no	no	yes	yes	yes	no	yes	yes	yes	no
Jacuzzi	no	no	no	no	no	no	yes	no	no	no	no	yes	yes
Central Laundry	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	no	no
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Service Coordination	no	yes	no	no	no	no	no	no	no	no	no	no	no
Swimming Pool	no	no	no	no	no	yes	yes	yes	yes	yes	yes	yes	yes
Tennis Court	no	no	no	no	no	no	yes	no	yes	yes	no	no	no
Theatre	no	yes	yes	no	yes	no	no	no	no	no	no	no	no
Wellness Center	yes	no	no	no	no	no	no	no	no	no	no	no	no
Garage Fee	N/A	N/A	N/A	N/A	N/A	\$25.00	\$50.00	N/A	N/A	\$125.00	\$13.00	N/A	N/A
Services													
Adult Education	no	no	no	no	yes	no	no	no	no	no	no	no	no
Shuttle Service	no	yes	no	no	yes	yes	no	no	no	no	no	no	no
Security													
In-Unit Alarm	no	no	no	no	no	no	yes	no	yes	yes	no	no	no
Intercom (Buzzer)	no	yes	yes	no	no	no	no	no	no	no	yes	yes	yes
Limited Access	yes	yes	yes	no	yes	yes	no	no	yes	yes	yes	yes	yes
Patrol	no	no	no	yes	no	yes	yes	no	no	yes	no	no	no
Perimeter Fencing	no	yes	yes	yes	yes	no	no	no	yes	yes	yes	no	no
Video Surveillance	yes	yes	yes	no	no	no	no	no	no	no	no	no	no
Premium Amenities													
Hairdresser / Barber	no	no	no	no	no	yes	no	no	no	no	no	no	no
Medical Professional	no	no	no	no	no	yes	no	no	no	no	no	no	no

The Subject will offer generally superior in-unit amenities in comparison to the LIHTC and market-rate comparable properties and similar property amenities. The Subject will offer a computer lab, exercise facility, and wellness center, which many of the comparables will lack. However, the Subject will lack a swimming pool which is offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

4. Comparable Tenancy

The Subject will target seniors ages 62 and older. All of the comparable LIHTC properties also target seniors. However, there is a limited supply of senior market rate properties in the PMA. We have included one age-restricted market rate property, Clairmont Crest. The remaining comparable market rate properties target families.

5. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Property Name	Rent	Tenancy	Total Units	Vacant Units	Vacancy Rate
Antioch Villas And Gardens	LIHTC	Senior	106	3	2.8%
Columbia Senior Residences At Forrest Hills	LIHTC	Senior	80	0	0.0%
Magnolia Circle	LIHTC	Senior	84	2	2.4%
Retreat At Madison Place	LIHTC	Senior	160	0	0.0%
Clairmont Crest	Market	Senior	200	0	0.0%
Clarion Apartments	Market	Family	217	9	4.1%
Gables Montclair	Market	Family	183	3	1.6%
Paces Park	Market	Family	250	3	1.2%
Park Summit Apartments	Market	Family	148	7	4.7%
The Orleans Of Decatur	Market	Family	120	4	3.3%
The Point on Scott*	Market	Family	250	185	74.0%
The Reserve at Decatur*	Market	Family	298	107	35.9%
LIHTC Total			430	5	1.2%
Market Total*			1,118	26	2.3%
Total*			1,548	31	2.0%

*The Point on Scott and The Reserve at Decatur are in their initial leasing periods and have not been included in the totals.

Overall vacancy in the market is low at 2.0 percent. Total LIHTC vacancy is lower, at 1.2 percent. Only two of the LIHTC properties have reported any vacancies at this time. Additionally, both of these properties maintain waiting lists from which their vacancies are expected to be leased. Antioch Villas and Gardens has reported a waiting list reported to be three years in length. Columbia Senior Residences at Forrest Hills reported a waiting list one year in length, Magnolia Circle reported 100 households on their waiting list and Retreat at Madison Place reported a nine household waiting list. This indicates there is significant demand for age-restricted affordable housing in the PMA.

The vacancy rates among the market-rate comparable properties range from zero to 4.7 percent, averaging 2.3 percent, which is considered low. The one age-restricted, market rate property reported no vacancies at this time and a waiting list reported to be two years in length. The remaining market rate properties reported low vacancy rates overall. Based on these factors, we believe that there is sufficient demand for additional affordable housing in the market and the Subject would operate with a vacancy rate of five percent or less upon completion.

6. Properties Under Construction and Proposed

The following section details properties currently planned, proposed or under construction.

Trinity Walk I and II

- a. Location: 421 W Trinity Place, Decatur, GA
- b. Owner: Housing Authority of the City of Decatur, GA
- c. Total number of units: 121 units
- d. Unit configuration: One, two and three-bedroom units
- e. Rent structure: 50, 60 percent AMI (All project-based subsidy)
- f. Estimated market entry: 2017
- g. Relevant information: Replacement of demolished public housing development

Columbia Avondale Senior Apartments

- a. Location: 2615 East College Avenue, Decatur, GA
- b. Owner: Columbia Ventures
- c. Total number of units: 92 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: 50, 60 percent AMI, Market Rate, HOME, PBRA
- f. Estimated market entry: September 2018
- g. Relevant information: Under construction

Juniper and 10th Highrise

- a. Location: 150 10th Street NE, Atlanta, GA
- b. Owner: New Columbia Residential
- c. Total number of units: 149 units
- d. Unit configuration: One-bedroom units
- e. Rent structure: 50, 60 percent AMI (All project-based subsidy)
- f. Estimated market entry: December 2017
- g. Relevant information: Rehabilitation of existing subsidized development

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	Tenancy	Property Amenities	Unit Features	Location	Age / Condition	Unit Size	Overall Comparison
1	Antioch Villas And Gardens	LIHTC	Senior	Similar	Similar	Slightly Inferior	Similar	Similar	-5
2	Columbia Senior Residences	LIHTC	Senior	Similar	Slightly Inferior	Slightly Inferior	Similar	Similar	-10
3	Magnolia Circle	LIHTC	Senior	Slightly Inferior	Slightly Inferior	Slightly Inferior	Slightly Inferior	Similar	-20
4	Retreat At Madison Place	LIHTC	Senior	Similar	Slightly Inferior	Slightly Inferior	Slightly Inferior	Similar	-15
5	Clairmont Crest	Market	Senior	Similar	Slightly Inferior	Similar	Slightly Inferior	Similar	-10
6	Clarion Apartments	Market	Family	Superior	Similar	Similar	Inferior	Slightly Superior	5
7	Gables Montclair	Market	Family	Slightly Superior	Similar	Similar	Slightly Inferior	Superior	10
8	Paces Park	Market	Family	Similar	Inferior	Similar	Slightly Inferior	Slightly Superior	-10
9	Park Summit Apartments	Market	Family	Similar	Slightly Inferior	Similar	Inferior	Similar	-15
10	The Orleans Of Decatur	Market	Family	Slightly Inferior	Inferior	Similar	Slightly Inferior	Similar	-20
11	The Point on Scott	Market	Family	Superior	Slightly Superior	Similar	Similar	Slightly Superior	20
12	The Reserve at Decatur	Market	Family	Superior	Slightly Superior	Similar	Similar	Slightly Superior	20

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

Two of the comparable LIHTC properties were built in 2010 or earlier. The AMI in Dekalb County peaked in 2010. Therefore, comparable properties built prior to 2010 have been “held harmless.” These properties will 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
Scott Boulevard Senior Residences (Subject)	\$527
LIHTC Maximum (Net)	\$527
Held Harmles LIHTC Maximum (Net)	\$587
Antioch Villas And Gardens	\$622
Columbia Senior Residences At Forrest Hills	\$502
Magnolia Circle	\$503
Average (excluding Subject)	\$542

LIHTC RENT COMPARISON - @60%

Property Name	1BR
Scott Boulevard Senior Residences (Subject)	\$653
LIHTC Maximum (Net)	\$653
Held Harmles LIHTC Maximum (Net)	\$726
Antioch Villas And Gardens	\$672
Columbia Senior Residences At Forrest Hills	\$636
Magnolia Circle	\$523
Retreat At Madison Place	\$694
Average (excluding Subject)	\$631

All of the Subject’s proposed rents are set at the maximum allowable levels. All of the comparable properties reported their rents to also be at the maximum allowable levels, with the exception of Magnolia Circle. Some rents at the comparable properties appear to be below the maximum allowable levels, but this is likely due to a difference in utility allowance. The Subject’s proposed rents at the 50 percent of AMI level are below the rents at Antioch Villas and Gardens and at the 60 percent of AMI level are below Antioch and Retreat at Madison Place. These properties reported the highest LIHTC rents in the market. Antioch Villas and Gardens is one of the newest LIHTC properties in the market as it was built in 2012 and exhibits excellent condition, similar to the Subject’s anticipated condition upon completion. Retreat at Madison was built in 2007 and exhibits good condition, slightly inferior to the Subject. Both properties are located in slightly inferior locations to the Subject site based on lower median household incomes. Antioch Villas and Gardens has a similar in-unit amenity package to the proposed Subject while Retreat at Madison Place offers a slightly inferior in-unit amenity package as it lacks balconies/patios, microwaves and walk-in closets. Both properties offer similar community amenity packages to the proposed Subject. Additionally, these developments have reported their one-bedroom units are similar in size to the Subject’s proposed one-bedroom units. Therefore, we believe the Subject’s proposed rents, which are below the rents at these developments, are achievable. Additionally, both of these properties have reported waiting lists up to three years in length.

Columbia Senior Residences at Forrest Hills reported rents slightly below the Subject’s proposed rents. The rents at this development are reported to be at the maximum allowable levels. This property is the most similar development to the Subject site. Built in 2014, Columbia Senior Residences at Forrest Hills is considered to be in excellent condition, similar to the Subject’s anticipated condition upon completion. However, this property is located in a slightly inferior location to the Subject site based on lower median household income levels. Columbia Senior Residences at Forrest Hills offers similar one-bedroom unit sizes to the Subject’s proposed units and a similar community amenity package. The in-unit amenities at Columbia Senior Residences at Forrest Hills are considered to be slightly inferior to the Subject’s proposed in-unit amenities, as this development lacks microwaves. Therefore, we believe the Subject’s proposed rents, which are slightly above the rents at this property, are reasonable. Additionally, Columbia Senior Residences at Forrest Hills reported a waiting list estimated to be one year in length, indicating strong demand for additional affordable senior housing in the market.

Magnolia Circle is the only LIHTC property to report their rents are below the maximum allowable levels at both the 50 and 60 percent of AMI levels. The contact at this property could not indicate the reason rents are below the maximum allowable levels but did indicate that the maximum rents are achievable in the market. This property’s 100 household waiting list also supports that higher rents are likely achievable. Additionally, the Subject will be considered superior to this development upon completion. Magnolia Circle was built in 2003 and exhibits good condition, slightly inferior to the Subject’s anticipated condition upon completion. This development is located 6.9 miles from the Subject site in a slightly inferior location based on lower median household income levels. Magnolia Circle and the Subject will offer similar one-bedroom

unit sizes. However, this property offers slightly inferior in-unit and community amenity packages to those proposed for the Subject as it lacks microwaves, walk-in closets, an exercise facility and garage parking. Therefore, we believe the Subject’s proposed rents, which are above the rents at this development, are reasonable. We believe the Subject will be well received in the market and the proposed rents are appropriately placed.

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 comparable rent, we have not included surveyed rents at lower AMI levels given that this artificially lowers the average surveyed rent. 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 rents at the 50 and 60 percent of AMI levels, and there is a distinct difference at comparable properties between rents at the two AMI levels, we have not included the 50 percent of AMI rents in the average comparable rent for the 60 percent of AMI comparison.

The overall average and the maximum and minimum adjusted rents for the comparable 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%	\$527	\$502	\$1,780	\$1,010	92%
1 BR @ 60%	\$653	\$523	\$1,780	\$1,068	64%
1 BR Market	\$1,095	\$658	\$1,780	\$1,156	6%

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

The two newest market rate properties in the Subject’s neighborhood are The Point on Scott and The Reserve at Decatur. These developments both opened in 2016 and are located within one half mile of the Subject site. However, these properties offer slightly superior in-unit amenity packages, which include in-unit washers and dryers, and superior community amenity packages that include swimming pools and jacuzzis. These properties have reported rents well above the Subject’s proposed restricted and unrestricted rents. The Subject’s unrestricted rents will have an advantage of 24 to 37 percent over these properties and its restricted rents will have advantages of 108 to 184 percent.

The highest rents in the market are reported to be at The Orleans of Decatur and Gables Montclair. Both of these properties are considered to be in a similar location to the Subject. The Orleans of Decatur is expected to be slightly inferior to the proposed Subject while Gables Montclair is considered slightly superior to the

proposed Subject. Both properties were built in 2002 and offer slightly inferior conditions to the Subject’s anticipated condition upon completion. The Orleans of Decatur’s highest rents are for units significantly larger than the Subject’s proposed units, as are Gables Montclair. Gables Montclair offers a similar in-unit amenity package to the proposed Subject, while The Orleans of Decatur offers a slightly inferior in-unit amenity package as it lacks ceiling fans and microwaves. The Orleans of Decatur also offers inferior community amenities to the proposed Subject given its lack of computer lab and community room. In contrast, Gables Montclair offers a slightly superior community amenity package to the proposed Subject as it includes a car wash and swimming pool. Overall, the Subject’s proposed rents for its LIHTC and market rate units are well below the rents offered at these developments. Therefore, we believe the Subject’s proposed rents are achievable.

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 1.2 percent. Additionally, all of the LIHTC properties in the PMA have reported waiting lists at this time, which are up to three years in length.

Retreat at Mills Creek and Reserve at Mills Creek are both senior LIHTC developments in the PMA that opened in 2016. These properties have reached a stabilized occupancy and have not impacted the existing age-restricted housing in the PMA. Columbia Avondale Senior Apartments is the only proposed LIHTC development in the PMA other than the Subject. This development will offer 62 competitive units with the Subject. We do not believe the construction of this property at the same time as the Subject will negatively impact existing properties in the PMA. Additionally, the Subject has low capture rates even removing the competitive units at this development. Nearly all of the existing affordable housing stock has reported low vacancy rates.

9. Rental Trends in the PMA

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

PMA TENURE PATTERNS OF SENIORS 62+

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	11,414	64.8%	6,188	35.2%
2017	13,396	59.1%	9,287	40.9%
Projected Mkt Entry July 2019	14,602	58.0%	10,570	42.0%
2021	15,807	57.1%	11,854	42.9%

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

As the table illustrates, households within the PMA reside in predominately owner occupied residences. Nationally, approximately two-thirds of the population resides in owner-occupied housing units, and one-third resides in renter-occupied housing units. Therefore, there is a larger percentage of renters in the PMA than the nation. This percentage is projected to increase over the next five years.

Historical Vacancy

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

HISTORICAL VACANCY

Comparable Property	Rent Structure	Tenancy	Total Units	1QTR	2QTR	1QTR	3QTR	1QTR	4QTR	1QTR	2QTR
				2014	2014	2015	2015	2016	2016	2017	2017
Antioch Villas And Gardens	LIHTC	Senior	106	0.0%	N/A	0.0%	N/A	N/A	2.8%	5.7%	2.8%
Columbia Senior Residences	LIHTC	Senior	80	N/A	N/A	N/A	1.3%	0.0%	0.0%	N/A	0.0%
Magnolia Circle	LIHTC	Senior	84	N/A	0.0%	0.0%	N/A	0.0%	0.0%	1.2%	2.4%
Retreat At Madison Place	LIHTC	Senior	160	2.5%	N/A	0.0%	3.8%	6.9%	0.6%	0.0%	0.0%
Clairmont Crest	Market	Senior	200	0.0%	N/A	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Clarion Apartments	Market	Family	217	4.1%	4.1%	2.3%	5.1%	0.9%	N/A	N/A	4.1%
Gables Montclair	Market	Family	183	1.1%	N/A	1.1%	N/A	1.1%	N/A	N/A	1.6%
Paces Park	Market	Family	250	N/A	N/A	N/A	0.0%	N/A	N/A	N/A	1.2%
Park Summit Apartments	Market	Family	148	2.0%	N/A	2.7%	N/A	2.7%	N/A	N/A	4.7%
The Orleans Of Decatur	Market	Family	120	N/A	N/A	N/A	0.8%	N/A	N/A	N/A	3.3%
The Point on Scott	Market	Family	250	N/A	74.0%						
The Reserve at Decatur	Market	Family	298	N/A	35.9%						

The comparable LIHTC properties have all reported generally low vacancy rates for the past several years. The market rate properties current vacancy rates are similar to their historical vacancy rates. Overall, we believe that the current performance of the LIHTC comparable properties, as well as their historically low 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	Tenancy	Rent Growth
Antioch Villas And Gardens	LIHTC	Senior	N/A
Columbia Senior Residences At Forrest Hills	LIHTC	Senior	None
Magnolia Circle	LIHTC	Senior	None
Retreat At Madison Place	LIHTC	Senior	None
Clairmont Crest	Market	Senior	Increased up to two percent
Clarion Apartments	Market	Family	Increased seven to 17 percent
Gables Montclair	Market	Family	Increased up to 20 percent
Paces Park	Market	Family	Increased up to 14 percent
Park Summit Apartments	Market	Family	Increased two to nine percent
The Orleans Of Decatur	Market	Family	Increased up to 10 percent
The Point on Scott	Market	Family	N/A
The Reserve at Decatur	Market	Family	N/A

The LIHTC properties have reported no rent growth in the past year. This is the result of minimal AMI growth in Dekalb County. However, the market rate properties reported rent growth up to 20 percent. We anticipate that the Subject will be able to achieve rent growth in line with the maximum allowable rent guidelines 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 town of Decatur is experiencing a foreclosure rate of one in every 1,385 homes, while Dekalb County is experiencing foreclosure rate of one in every 1,624 homes and Georgia experienced one foreclosure in every 1,898 housing units. Overall, Decatur is experiencing a similar foreclosure rate to the nation, but higher than Dekalb County and Georgia as a whole. The Subject’s

neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

11. Primary Housing Void

There are few existing senior LIHTC properties in the PMA. Additionally, these properties have reported strong occupancy rates and extensive waiting lists. The property managers at these developments have reported that demand is particularly high for one-bedroom units. The Subject will offer only one-bedroom units, which will serve a need in the market. Approximately 72 percent of senior households in the PMA are one-person households, which the Subject's one-bedroom units will serve. The Subject will also offer 14 market rate units for seniors. There is a very limited supply of age-restricted market rate housing in the PMA. We have included one comparable property, Clairmont Crest, which serves this population. This development has reported no vacancies at this time and maintains a waiting list estimated to be one to two years in length. Overall, the Subject will target an underserved population in the market with rental housing for both low income and market rate seniors.

12. Effect of Subject on Other Affordable Units in Market

The existing properties in the market have reported low vacancy rates and extensive waiting lists. We do not believe the Subject's development will impact the existing LIHTC properties in the PMA. Retreat at Mills Creek and Reserve at Mills Creek are both senior LIHTC developments that opened in 2016. These properties have reached a stabilized occupancy and have not impacted the existing age-restricted housing in the PMA. Columbia Avondale Senior Apartments is the only proposed LIHTC development in the PMA other than the Subject. This development will offer 62 competitive units with the Subject. We do not believe the construction of this property at the same time as the Subject will negatively impact existing properties in the PMA. Additionally, the Subject has low capture rates even removing the competitive units at this development. Nearly all of the existing affordable housing stock has reported low vacancy rates. Based on the strong market, particularly amongst affordable senior developments, we do not believe the Subject will impact existing developments in the PMA. We do not believe the Subject will have any adverse impact on any assisted rental housing properties in the market area.

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 1.2 percent, which is considered very low. Additionally, all of the surveyed LIHTC properties have reported waiting lists, some of which are up to three years in length. These factors indicate demand for affordable housing. The Subject will offer generally slightly superior in-unit amenities in comparison to the LIHTC and market-rate comparable properties and similar property amenities. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties and offer an advantage in the market. Additionally, the Subject will offer all one-bedroom units, which are reportedly in high demand in the market. As such, the Subject will be filling a void in the market for income-restricted, one-bedroom units. In general, the Subject will be slightly superior to 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 the 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 RATES

We were able to obtain absorption information from three of the comparable properties, which is illustrated following table.

ABSORPTION

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
The Point on Scott	Market	Family	2016	250	13
The Reserve at Decatur	Market	Family	2016	298	14
Columbia Senior Residences At Forrest Hills	LIHTC	Senior	2014	80	10
Antioch Villas And Gardens	LIHTC	Senior	2012	106	35
Retreat At Madison Place	LIHTC	Senior	2007	160	14

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The Subject is a new construction, age-restricted LIHTC property, similar to three of the comparables that were able to report absorption. Additionally, two nearby market rate properties opened recently and we able to report absorption information. These properties reported absorption paces ranging from 10 to 35 units per month. The most recently opened developments reported the absorption paces of 10 to 14 units per month. We believe the Subject would likely experience a similar absorption pace to Columbia Senior Residences at Forrest Hills, as this is an age-restricted development. We also expect the Subject would experience a slightly slower absorption pace to The Point on Scott and The Reserve at Decatur, which are family properties and tend to experience faster absorption paces to senior development. We have estimated an absorption pace for the Subject of 10 units per month, indicating an absorption pace of just over eight months to stabilize at 93 percent occupancy.

J. INTERVIEWS

Housing Authority of DeKalb County

We spoke with Ms. Tometia Smith with the Housing Authority of DeKalb County about the issuance of Housing Choice Vouchers in the area. Ms. Smith indicated that both the Housing Authority of DeKalb County and the Decatur Housing Authority administer Housing Choice Vouchers in the Subject’s area. Ms. Smith reported that the Housing Authority of DeKalb County issues a total of 6,298 vouchers, of which 3,027 are tenant-based. As of March 2017, the Housing Authority of DeKalb County has issued 4,650 project-based and tenant-based vouchers. The waiting list for tenant-based vouchers is currently closed. The payment standards for DeKalb County are listed below.

PAYMENT STANDARDS

Unit Type	Standard
One-bedroom	\$820

Source: Housing Authority of DeKalb County, 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 made several attempts to contact the City of Atlanta Planning Department for information regarding proposed or planned multifamily developments in the Subject’s PMA. However, as of the date of this report our calls have not been returned. We have identified a number of under construction or proposed developments in the PMA. Several properties were awarded tax credits and were previously discussed in this report. Further research revealed the following properties proposed, planned, or under construction within the PMA.

- Spoke Apartments is currently under construction at 1450 La France Street approximately 4.6 miles southwest of the Subject site and has a projected market entry date of December 2017. Upon completion, this property will offer 224 market-rate units to families. It is not considered competitive with the Subject because it will target a family tenancy, and we have not deducted its units from our demand analysis.
- The Reserve at Decatur and The Point on Scott are two new construction, market rate properties. Both of these developments are in their initial leasing process. We have included both developments as comparable properties in this report. As these developments are market rate and target families, we have not deducted any units from these properties in our demand analysis.

Atlanta Department of Planning and Community Development

We attempted to contact Lanii Thomas, Senior Public Relations Manager for the City of Atlanta Department of Planning and Community Development in regard to expansions planned in the Atlanta area. However, as of the date of this report, our phone calls have yet to be returned.

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

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

The population in the PMA and the SMA increased significantly from 2000 to 2017. The rate of population and household growth is projected to continue to increase through 2021. The current senior population of the PMA is 32,711 and is expected to be 38,336 in 2021. Renter households are concentrated in the lowest income cohorts, with 68.1 percent of senior renters in the PMA earning less than \$49,999 annually. The Subject will target households earning between \$18,990 and \$54,000; therefore, the Subject should be well-positioned to service this market. Overall, population growth and the concentration of renter households at the lowest income cohorts indicate significant demand for affordable senior rental housing in the market.

Employment Trends

Employment in the PMA is concentrated in four industries which represent approximately 54.2 percent of total local employment. Three of those industries, professional/scientific/technology services, educational services and healthcare/social assistance, are resilient during periods of economic downturn. Additionally, the county's largest employers are in the education and healthcare fields. Overall, the county experienced moderate employment growth between 2011 and 2017. As of February 2017, total employment in the county was higher than ever before, having eclipsed its prerecession peak in 2014. The unemployment rate in the MSA as of February 2017 was the same as the national unemployment rate and significantly lower than its 2010 high of 10.3 percent.

Overall, employment growth and the declining unemployment rate indicate that the MSA has made a recovery from the most recent national recession. Recent business expansions in several industries suggest both the health of the county's historically stable industries such as healthcare and education and the growth of smaller industries such as professional/scientific/technology services. The growing local economy is a positive indicator of demand for rental housing and the Subject's proposed units.

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	\$18,990	\$27,000	18	421	1	420	4.3%	\$527
1BR at 60% AMI	\$22,770	\$32,400	54	441	172	269	20.1%	\$653
1BR Unrestricted	\$32,850	\$54,000	18	699	2	697	2.6%	\$1,095
1BR Overall	\$18,990	\$54,000	90	1,354	175	1,179	7.6%	-
50% AMI Overall	\$18,990	\$27,000	18	421	1	420	4.3%	-
60% AMI Overall	\$22,770	\$32,400	54	441	172	269	20.1%	-
Unrestricted Overall	\$32,850	\$54,000	18	699	2	697	2.6%	-
All Affordable	\$18,990	\$32,400	72	655	173	482	14.9%	-
Overall	\$18,990	\$54,000	90	1,354	175	1,179	7.6%	-

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. All of the Subject's capture rates are within DCA thresholds.

Absorption

We were able to obtain absorption information from three of the comparable properties, which is illustrated following table.

ABSORPTION

Property Name	Type	Tenancy	Year Built	Number of Units	Units Absorbed / Month
The Point on Scott	Market	Family	2016	250	13
The Reserve at Decatur	Market	Family	2016	298	14
Columbia Senior Residences At Forrest Hills	LIHTC	Senior	2014	80	10
Antioch Villas And Gardens	LIHTC	Senior	2012	106	35
Retreat At Madison Place	LIHTC	Senior	2007	160	14

Per DCA guidelines, we have calculated the absorption to 93 percent occupancy. The Subject is a new construction, age-restricted LIHTC property, similar to three of the comparables that were able to report absorption. Additionally, two nearby market rate properties opened recently and we able to report absorption information. These properties reported absorption paces ranging from 10 to 35 units per month. The most recently opened developments reported the absorption paces of 10 to 14 units per month. We believe the Subject would likely experience a similar absorption pace to Columbia Senior Residences at Forrest Hills, as this is an age-restricted development. We also expect the Subject would experience a slightly slower absorption pace to The Point on Scott and The Reserve at Decatur, which are family properties and tend to experience faster absorption paces to senior development. We have estimated an absorption pace for the Subject of 10 units per month, indicating an absorption pace of just over eight months to stabilize at 93 percent occupancy.

Vacancy Trends

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Property Name	Rent	Tenancy	Total Units	Vacant Units	Vacancy Rate
Antioch Villas And Gardens	LIHTC	Senior	106	3	2.8%
Columbia Senior Residences At Forrest Hills	LIHTC	Senior	80	0	0.0%
Magnolia Circle	LIHTC	Senior	84	2	2.4%
Retreat At Madison Place	LIHTC	Senior	160	0	0.0%
Clairmont Crest	Market	Senior	200	0	0.0%
Clarion Apartments	Market	Family	217	9	4.1%
Gables Montclair	Market	Family	183	3	1.6%
Paces Park	Market	Family	250	3	1.2%
Park Summit Apartments	Market	Family	148	7	4.7%
The Orleans Of Decatur	Market	Family	120	4	3.3%
The Point on Scott*	Market	Family	250	185	74.0%
The Reserve at Decatur*	Market	Family	298	107	35.9%
LIHTC Total			430	5	1.2%
Market Total*			1,118	26	2.3%
Total*			1,548	31	2.0%

*The Point on Scott and The Reserve at Decatur are in their initial leasing periods and have not been included in the totals.

Overall vacancy in the market is low at 2.0 percent. Total LIHTC vacancy is lower, at 1.2 percent. Only two of the LIHTC properties have reported any vacancies at this time. Additionally, both of these properties maintain waiting lists from which their vacancies are expected to be leased. Antioch Villas and Gardens has reported a waiting list reported to be three years in length. Columbia Senior Residences at Forrest Hills

reported a waiting list one year in length, Magnolia Circle reported 100 households on their waiting list and Retreat at Madison Place reported a nine household waiting list. This indicates there is significant demand for age-restricted affordable housing in the PMA.

The vacancy rates among the market-rate comparable properties range from zero to 4.7 percent, averaging 2.3 percent, which is considered low. The one age-restricted, market rate property reported no vacancies at this time and a waiting list reported to be two years in length. The remaining market rate properties reported low vacancy rates overall. Based on these factors, we believe that there is sufficient demand for additional affordable housing in the market and the Subject would operate with a vacancy rate of five percent or less upon completion.

Strengths of the Subject

The Subject will be new construction and exhibit excellent condition upon completion. The Subject will also be the newest LIHTC development in the market. Additionally, the Subject's location is considered a strength. A number of new construction commercial uses are within walking distance of the Subject. These uses include a grocery store, medical offices and restaurants, all of which are expected to be appeal to potential senior tenants. The Subject's amenity packages are also competitive in the market and include in-unit microwaves and garage parking, which few of the existing developments in the market offer. The Subject's unit mix is also considered a strength. The Subject will consist of all one-bedroom units. Market participants have reported that one-bedroom units are in high demand in the market. Additionally, approximately 72 percent of senior households are one person households. This indicates that the majority of the potential renter pool would likely reside in a one-bedroom unit. Overall, we believe the Subject will be successful as proposed.

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 1.2 percent, which is considered very low. Additionally, all of the surveyed LIHTC properties have reported waiting lists, some of which are up to three years in length. These factors indicate demand for affordable housing. The Subject will offer generally slightly superior in-unit amenities in comparison to the LIHTC and market-rate comparable properties and similar property amenities. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered similar to superior in terms of condition to the majority of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties and offer an advantage in the market. Additionally, the Subject will offer all one-bedroom units, which are reportedly in high demand in the market. As such, the Subject will be filling a void in the market for income-restricted, one-bedroom units. In general, the Subject will be slightly superior to 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 the 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

We recommend the Subject as proposed.

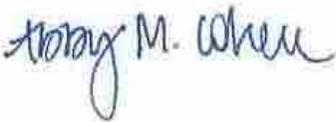
L. SIGNED STATEMENT REQUIREMENTS

I affirm that I (or one of the persons signing below) have made a physical inspection of the market area and the Subject property and that information has been used in the full study of the need and demand for the proposed units. 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.



H. Blair Kincer, MAI
Partner
Novogradac & Company LLP

May 17, 2017
Date



Abby Cohen
Principal
Novogradac & Company LLP

May 17, 2017
Date



Brian Neukam
Manager
Novogradac & Company LLP

May 17, 2017
Date



Lauren Smith
Analyst
Novogradac & Company LLP

May 17, 2017
Date

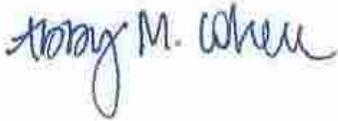
M. MARKET STUDY REPRESENTATION

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.



H. Blair Kincer, MAI
Partner
Novogradac & Company LLP

May 17, 2017
Date



Abby Cohen
Principal
Novogradac & Company LLP

May 17, 2017
Date



Brian Neukam
Manager
Novogradac & Company LLP

May 17, 2017
Date



Lauren Smith
Analyst
Novogradac & Company LLP

May 17, 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



Subject site



Subject site



Subject site



Subject site



Views west on Scott Boulevard from Subject site



Views east on Scott Boulevard from Subject site



New construction commercial uses west of the Subject site



New construction commercial uses west of the Subject site



New construction commercial uses west of the Subject site



New construction commercial uses west of the Subject site



New construction commercial uses west of the Subject site



New construction commercial uses west of the Subject site



Medical office north of Subject site



Extended stay hotel east of Subject site



Event space east of the Subject site



Single-family homes northwest of the Subject site



Single-family homes northwest of the Subject site



Single-family homes northwest of the Subject site

ADDENDUM C
Qualifications

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI, CRE

I. Education

Duquesne University, Pittsburgh, Pennsylvania
Masters in Business Administration
Graduated Summa Cum Laude

West Virginia University, Morgantown, West Virginia
Bachelor of Science in Business Administration
Graduated Magna Cum Laude

II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)
Member, The Counselors of Real Estate (CRE)
LEED Green Associate
Member, National Council of Housing Market Analysts (NCHMA)
Past Member Frostburg Housing Authority

Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut
Certified General Real Estate Appraiser, No. GA12288 – District of Columbia
Certified General Real Estate Appraiser, No. CG1694 – State of Maine
Certified General Real Estate Appraiser, No. 1326 – State of Maryland
Certified General Real Estate Appraiser, No. 103789 – State of Massachusetts
Certified General Real Estate Appraiser, No. 46000039124 – State of New York
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania
Certified General Real Estate Appraiser, No. CGA.0020047 – State of Rhode Island
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia
Certified General Real Estate Appraiser, No. 1081 – State of Wyoming

III. Professional Experience

Partner, Novogradac & Company LLP
Vice President, Capital Realty Advisors, Inc.
Vice President - Acquisitions, The Community Partners Development Group, LLC
Commercial Loan Officer/Work-Out Specialist, First Federal Savings Bank of Western MD
Manager - Real Estate Valuation Services, Ernst & Young LLP
Senior Associate, Joseph J. Blake and Associates, Inc.
Senior Appraiser, Chevy Chase, F.S.B.
Senior Consultant, Pannell Kerr Forster

IV. Professional Training

Have presented at and attended various IPED and Novogradac conferences regarding the affordable housing industry. Have done presentations on the appraisal and market analysis of Section 8 and 42 properties. Have spoken regarding general market analysis topics.

Obtained the MAI designation in 1998 and maintained continuing education requirements since. Completed additional professional development programs administered by the Appraisal Institute in the following topic areas:

- 1) Valuation of the Components of a Business Enterprise
- 2) Valuation of Sustainable Buildings

V. Real Estate Assignments – Examples

In general, have managed and conducted numerous market analyses and appraisals for all types of commercial real estate since 1988.

- Performed numerous appraisals for the US Army Corps of Engineers US Geological Survey and the GSA. Property types included Office, Hotel, Residential, Land, Gymnasium, warehouse space, border patrol office. Properties located in varied locations such as the Washington, DC area, Yuma, AZ, Moscow, ID, Blaine, WA, Lakewood, CO, Seattle, WA
- Performed appraisals of commercial properties such as hotels, retail strip centers, grocery stores, shopping centers etc for properties in various locations throughout Pennsylvania, New Jersey, Maryland, New York for Holiday, Fenoglio, Fowler, LP and Three Rivers Bank.
- Have managed and conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis. An area of special concentration has been the category of Senior Independent living properties. Work has been national in scope.
- Provided appraisal and market studies for a large portfolio of properties located throughout the United States. The reports provided included a variety of property types including vacant land, office buildings, multifamily rental properties, gas stations, hotels, retail buildings, industrial and warehouse space, country clubs and golf courses, etc. The portfolio included more than 150 assets and the work was performed for the SBA through Metec Asset Management LLP.
- Have managed and conducted numerous appraisals of affordable housing (primarily LIHTC developments). 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 numerous appraisals in 17 states of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. These appraisals meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide.
- 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 appraisals of affordable and market rate multi-family properties for Fannie DUS Lenders. Currently have ongoing assignment relationships with several DUS Lenders.
- In accordance with HUD's Section 8 Renewal Policy and Chapter 9, Mr. Kincer has completed numerous Rent Comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.
- Completed Fair Market Value analyses for solar panel installations, wind turbine installations, and other renewable energy assets in connection with financing and structuring analyses performed by various clients. The clients include lenders, investors, and developers. The reports are used by clients and their advisors to evaluate certain tax consequences applicable to ownership. Additionally, the reports have been used in the ITC funding process and in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009.

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
BRIAN NEUKAM**

EDUCATION

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

State of Georgia Certified General Real Property Appraiser No. 329471

PROFESSIONAL TRAINING

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

EXPERIENCE

Novogradac & Company LLP, Manager, September 2015- Present

J Lawson & Associates, Associate Appraiser, October 2013- September 2015

Carr, Lawson, Cantrell, & Associates, Associate Appraiser, July 2007-October 2013

REAL ESTATE ASSIGNMENTS

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

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

STATEMENT OF PROFESSIONAL QUALIFICATIONS

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.

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	Scott Boulevard Senior Residences 1665 Scott Boulevard Decatur, GA 30033 DeKalb County	n/a	Midrise (5 stories) Proposed / n/a	@50%, @60%, Market	1BR / 1BA	18	20.00%	@50%	\$527	700	n/a		N/A	N/A					
					1BR / 1BA	54	60.00%	@60%	\$653	700	n/a	N/A	N/A						
					1BR / 1BA	18	20.00%	Market	\$1,095	700	n/a	N/A	N/A						
						90	100%					N/A	N/A						
1	Antioch Villas And Gardens 4735 Bishop Ming Boulevard Stone Mountain, GA 30088 DeKalb County	8.7 miles	Various (age-2012 / n/a)	@50%, @60%, @60% (Project Based Rental Assistance - PBRA), Market	Studio / 1BA (Lowrise)	2	1.90%	@50%	\$530	524	yes	Yes	0	0.00%					
					Studio / 1BA (Lowrise)	2	1.90%	@60%	\$631	524	yes	Yes	0	0.00%					
					Studio / 1BA (Lowrise)	1	0.90%	@60% (PBRA)	N/A	524	n/a	Yes	0	0.00%					
					1BR / 1BA (Lowrise)	12	11.30%	@50%	\$622	626	yes	Yes	0	0.00%					
					1BR / 1BA (Midrise)	15	14.20%	@60%	\$672	626	yes	Yes	0	0.00%					
					1BR / 1BA (Midrise)	16	15.10%	@60% (PBRA)	N/A	626	n/a	Yes	0	0.00%					
					1BR / 1BA (One-story)	10	9.40%	@60%	\$672	690	yes	No	1	10.00%					
					1BR / 1BA (One-story)	4	3.80%	@60% (PBRA)	N/A	690	n/a	Yes	0	0.00%					
					1BR / 1BA (One-story)	6	5.70%	Market	\$890	690	n/a	Yes	0	0.00%					
					2BR / 1BA (Lowrise)	6	5.70%	@60%	\$785	831	yes	Yes	0	0.00%					
					2BR / 1BA (Lowrise)	2	1.90%	Market	\$913	831	n/a	Yes	0	0.00%					
					2BR / 1BA (Midrise)	2	1.90%	@50%	\$624	831	yes	Yes	0	0.00%					
					2BR / 1BA (Midrise)	2	1.90%	@60% (PBRA)	N/A	831	n/a	Yes	0	0.00%					
					2BR / 2BA (One-story)	16	15.10%	@60%	\$785	908	yes	Yes	1	6.20%					
					2BR / 2BA (One-story)	2	1.90%	@60% (PBRA)	N/A	908	n/a	Yes	0	0.00%					
					2BR / 2BA (One-story)	8	7.50%	Market	\$1,068	908	n/a	Yes	1	12.50%					
					106	100%							3	2.80%					
2	Columbia Senior Residences At Forrest Hills 100 Dash Columbia Drive Decatur, GA 30030 DeKalb County	4.0 miles	Lowrise (age-3 stories) 2014 / n/a	@50%, @60%, Market, Section 8	1BR / 1BA	N/A	N/A	@50%	\$502	734	yes	Yes	0	N/A					
					1BR / 1BA	N/A	N/A	@60%	\$636	734	yes	Yes	0	N/A					
					1BR / 1BA	N/A	N/A	Market	\$1,045	734	n/a	No	0	N/A					
					1BR / 1BA	N/A	N/A	Market	\$1,045	757	n/a	No	0	N/A					
					1BR / 1BA	N/A	N/A	Section 8	N/A	734	n/a	No	0	N/A					
					2BR / 1BA	N/A	N/A	@50%	\$558	981	yes	Yes	0	N/A					
					2BR / 1BA	N/A	N/A	@60%	\$758	981	yes	Yes	0	N/A					
					2BR / 1BA	N/A	N/A	Market	\$1,195	981	n/a	No	0	N/A					
					2BR / 1BA	N/A	N/A	Market	\$1,250	981	n/a	No	0	N/A					
					2BR / 1BA	N/A	N/A	Section 8	N/A	981	n/a	No	0	N/A					
										80	100%							0	0.00%
					3	Magnolia Circle 100 Dash Lewis Dr Decatur, GA 30034 DeKalb County	6.9 miles	Garden (age-2 stories) 2003 / n/a	@50%, @60%, Market	1BR / 1BA	14	16.70%	@50%	\$503	690	no	Yes	2	14.30%
1BR / 1BA	12	14.30%	@60%	\$523						760	no	Yes	0	0.00%					
1BR / 1BA	6	7.10%	Market	\$658						690	n/a	Yes	0	0.00%					
2BR / 2BA	21	25.00%	@50%	\$597						1,000	no	Yes	0	0.00%					
2BR / 2BA	20	23.80%	@60%	\$617						1,030	no	Yes	0	0.00%					
2BR / 2BA	11	13.10%	Market	\$732						1,000	n/a	Yes	0	0.00%					
										84	100%							2	2.40%
4	Retreat At Madison Place 3907 Redwing Circle Decatur, GA 30032 DeKalb County	5.6 miles	Midrise (age-4 stories) 2007 / n/a	@60%	1BR / 1BA	60	37.50%	@60%	\$694	701	yes	Yes	0	0.00%					
					2BR / 2BA	100	62.50%	@60%	\$822	971	yes	No	0	0.00%					
										160	100%						0	0.00%	
5	Clairmont Crest 1861 Clairmont Road Decatur, GA 30033 DeKalb County	2.5 miles	Midrise (age-5 stories) 1985 / 2014	Market, Non-Rental	Studio / 1BA	11	5.50%	Market	\$815	500	n/a	Yes	0	0.00%					
					Studio / 1BA	2	1.00%	Non-Rental	N/A	500	n/a	N/A	0	0.00%					
					1BR / 1BA	141	70.50%	Market	\$888	700	n/a	Yes	0	0.00%					
					1BR / 1BA	1	0.50%	Non-Rental	N/A	700	n/a	N/A	0	0.00%					
					2BR / 2BA	45	22.50%	Market	\$1,017	1,100	n/a	Yes	0	0.00%					
					200	100%							0	0.00%					
6	Clarion Apartments 10 Rimington Lane Decatur, GA 30030 DeKalb County	1.6 miles	Garden (3 stories) 1990 / n/a	Market	1BR / 1BA	42	19.40%	Market	\$1,000	742	n/a	No	1	2.40%					
					1BR / 1BA	35	16.10%	Market	\$1,225	759	n/a	No	2	5.70%					
					1BR / 1BA	35	16.10%	Market	\$1,096	850	n/a	No	1	2.90%					
					2BR / 2BA	27	12.40%	Market	\$1,305	1,072	n/a	No	2	7.40%					
					2BR / 2BA	25	11.50%	Market	\$1,305	1,102	n/a	No	1	4.00%					
					2BR / 2BA	25	11.50%	Market	\$1,397	1,140	n/a	No	1	4.00%					
					2BR / 2BA	28	12.90%	Market	\$1,401	1,373	n/a	No	1	3.60%					
										217	100%							9	4.10%
7	Gables Montclair 100 Ladson Court Decatur, GA 30033 DeKalb County	1.5 miles	Various 2001-2002 /	Market	1BR / 1BA (Garden)	22	12.00%	Market	\$1,470	993	n/a	No	0	0.00%					
					1BR / 1.5BA (Townhouse)	30	16.40%	Market	\$1,365	1,177	n/a	No	2	6.70%					
					2BR / 2BA (Garden)	32	17.50%	Market	\$1,835	1,312	n/a	Yes	1	3.10%					
					2BR / 2.5BA (Townhouse)	20	10.90%	Market	\$2,162	1,528	n/a	Yes	0	0.00%					
					2BR / 2.5BA (Townhouse)	34	18.60%	Market	\$2,417	1,817	n/a	Yes	0	0.00%					
					3BR / 2.5BA (Townhouse)	29	15.80%	Market	\$3,800	2,071	n/a	Yes	0	0.00%					
					3BR / 2.5BA (Townhouse)	16	8.70%	Market	\$3,828	2,225	n/a	Yes	0	0.00%					
										183	100%							3	1.60%
					8	Paces Park 100 Paces Park Drive Decatur, GA 30033 DeKalb County	0.8 miles	Various 2000 / n/a	Market	1BR / 1BA (Garden)	N/A	N/A	Market	\$1,005	747	n/a	No	1	N/A
										1BR / 1BA (Garden)	N/A	N/A	Market	\$1,140	754	n/a	No	1	N/A
1BR / 1BA (Garden)	N/A	N/A	Market	\$1,055						885	n/a	No	0	N/A					
2BR / 2BA (Garden)	N/A	N/A	Market	\$1,485						1,107	n/a	No	0	N/A					
2BR / 2BA (Garden)	N/A	N/A	Market	\$1,365						1,213	n/a	No	1	N/A					
2BR / 2BA (Townhouse)	N/A	N/A	Market	\$1,525						1,430	n/a	No	0	N/A					
3BR / 2BA (Garden)	N/A	N/A	Market	\$1,670						1,421	n/a	No	0	N/A					
										250	100%							3	1.20%
9	Park Summit Apartments 2778 North Decatur Road Decatur, GA 30033 DeKalb County	0.9 miles	Garden (3 stories) 1991 / On-	Market	Studio / 1BA	24	16.20%	Market	\$975	522	n/a	No	N/A	N/A					
					1BR / 1BA	28	18.90%	Market	\$1,075	710	n/a	No	N/A	N/A					
					1BR / 1BA	28	18.90%	Market	\$1,172	827	n/a	No	N/A	N/A					
					2BR / 1BA	14	9.50%	Market	\$1,365	927	n/a	No	N/A	N/A					
					2BR / 2BA	20	13.50%	Market	\$1,405	1,160	n/a	No	N/A	N/A					
					2BR / 2BA	20	13.50%	Market	\$1,595	1,243	n/a	No	N/A	N/A					
					3BR / 2BA	8	5.40%	Market	\$1,688	1,291	n/a	No	N/A	N/A					
					3BR / 2BA	6	4.10%	Market	\$1,712	1,379	n/a	No	N/A	N/A					
										148	100%							7	4.70%
10	The Orleans Of Decatur 2676 Millscott Drive Decatur, GA 30033 DeKalb County	0.8 miles	Midrise (4 stories) 2002 / n/a	Market	1BR / 1BA	66	55.00%	Market	\$1,375	689	n/a	No	2	3.00%					
					1BR / 1BA	0	0.00%	Market	\$1,780	1,076	n/a	No	0	N/A					
					1BR / 1BA	0	0.00%	Market	\$970	596	n/a	No	0	N/A					
					2BR / 1BA	15	12.50%	Market	\$1,285	866	n/a	No	0	0.00%					
					2BR / 2BA	20	16.70%	Market	\$1,665	1,231	n/a	No	0	0.00%					
					2BR / 2BA	0	0.00%	Market	\$1,950	1,316	n/a	No	0	N/A					
					2BR / 2BA	0	0.00%	Market	\$1,380	1,146	n/a	No	0	N/A					
					3BR / 2BA	19	15.80%	Market	\$1,850	1,302	n/a	No	2	10.50%					
										120	100%							4	3.30%
11	The Point On Scott 2532 N Decatur Road Decatur, GA 30033 DeKalb County	0.2 miles	Midrise (5 stories) 2016 / n/a	Market	Studio / 1BA	5	2.00%	Market	\$1,340	585	n/a	No	4	80.00%					
					1BR / 1BA	100	40.00%	Market	\$1,500	793	n/a	No	74	74.00%					
					2BR / 2BA	122	48.80%	Market	\$1,986	1,165	n/a	No	90	73.80%					
					3BR / 2BA	23	9.20%	Market	\$2,824	1,623	n/a	No	17	73.90%					
										250	100%							185	74.00%
12	The Reserve At Decatur 2600 Millscott Drive Decatur, GA 30033 DeKalb County	0.5 miles	Midrise (5 stories) 2016 / n/a	Market	Studio / 1BA	10	3.40%	Market	\$1,185	620	n/a	No	4	40.00%					
					1BR / 1BA	167	56.00%	Market	\$1,359	742	n/a	No	60	35.90%					
					2BR / 2BA	99	33.20%	Market	\$1,869	1,102	n/a	No	35	35.40%					
					3BR / 2BA	22	7.40%	Market	\$2,305	1,460	n/a	No	8	36.40%					
										298	100%							107	35.90%

ADDENDUM E
Subject Site Plan

