REAL PROPERTY RESEARCH GROUP
WASHINGTON/BALTIMORE ■ ATLANTA

Market Feasibility Analysis

Abbington Manor Senior Apartments

Acworth, Cobb County, Georgia

Prepared for:

Rea Ventures Group, LLC

Effective Date: May 2, 2017

Site Inspection: April 28, 2017

10400 Little Patuxent Parkway ■ Suite 450 ■ Columbia, Maryland 21044 ■ 410.772.1004 ■ Fax 866.243.5057
3227 South Cherokee Lane ■ Suite 1360 ■ Woodstock, Georgia 30188 ■ 770.517.2666 ■ Fax 866.243.5057

TABLE OF CONTENTS

1. EXECUTIVE SUMMARY 1
2. INTRODUCTION 8
A. Overview of Subject 8
B. Purpose of Report 8
C. Format of Report 8
D. Client, Intended User, and Intended Use 8
E. Applicable Requirements 8
F. Scope of Work 8
G. Report Limitations 9
3. PROJECT DESCRIPTION 10
A. Project Overview 10
B. Project Type and Target Market 10
C. Building Types and Placement 10
D. Detailed Project Description 11
4. SITE EVALUATION 13
A. Site Analysis 13
1. Site Location 13
2. Existing Uses 14
3. Size, Shape, and Topography 14
4. General Description of Land Uses Surrounding the Subject Site 15
5. Land Uses Surrounding the Subject Site 16
B. Neighborhood Analysis 17
1. General Description of Neighborhood 17
2. Neighborhood Planning Activities 17
3. Public Safety 17
C. Site Visibility and Accessibility 18
1. Visibility 18
2. Vehicular Access 19
3. Availability of Public Transit 19
4. Availability of Inter-Regional Transit 19
5. Accessibility Improvements under Construction and Planned 19
6. Environmental Concerns 19
D. Residential Support Network 19
1. Key Facilities and Services near the Subject Site 19
2. Essential Services 20
3. Commercial Goods and Services 21
4. Recreational Amenities 22
5. Location of Low Income Housing 22
E. Site Conclusion 22
5. MARKET AREA 23
A. Introduction 23
B. Delineation of Market Area 23
6. COMMUNITY DEMOGRAPHIC DATA 25
A. Introduction and Methodology 25
B. Trends in Population and Households 25
1. Recent Past Trends 25
2. Projected Trends 25
3. Building Permit Trends 26
4. Trends in Older Adult Households 27
C. Demographic Characteristics 27

1. Age Distribution and Household Type 27
2. Renter Household Characteristics 29
3. Income Characteristics 30

7. EMPLOYMENT TREND 33

A. Introduction 33
B. Labor Force, Resident Employment, and Unemployment 33
1. Trends in County Labor Force and Resident Employment 33
2. Trends in County Unemployment Rate 33
C. Commutation Patterns 33
D. At-Place Employment 35
1. Trends in Total At-Place Employment 35
2. At-Place Employment by Industry Sector 36
3. Major Employers 37
4. Regional Economic Snapshot 38
5. Recent Economic Expansions and Contractions 38
E. Local Economic Conclusions and Forecasts 39

8. PROJECT-SPECIFIC AFFORDABILITY & DEMAND ANALYSIS 40

A. Affordability Analysis 40
1. Methodology 40
2. Affordability Analysis 41
3. Conclusions of Affordability 43
B. Demand Estimates and Capture Rates 43
1. Methodology 43
2. Demand Analysis 43
3. DCA Demand Conclusions 44

9. COMPETITIVE RENTAL ANALYSIS 46

A. Introduction and Sources of Information 46
B. Overview of Market Area Housing Stock 46
C. Survey of Age-Restricted Rental Communities 48
1. Introduction to the Age-Restricted Rental Housing Survey 48
2. Location 48
3. Age-Restricted Rental Housing Characteristics 48
4. Vacancy Rates 49
5. Unit Distribution 49
6. Absorption History 49
7. Effective Rents 49
8. Payment of Utility Costs 50
9. Unit Features 50
10. Community Amenities 51
D. Survey of General Occupancy Rental Communities 51
1. Introduction to the Rental Housing Survey 51
2. Location 52
3. Vacancy Rates 52
4. Effective Rents 52
5. DCA Average Market Rent 53
E. Multi-Family Pipeline 55
F. Housing Authority Data 55
G. Existing Low Income Rental Housing 55
H. Impact of Abandoned, Vacant, or Foreclosed Homes 56

10. FINDINGS AND CONCLUSIONS 58

A. Key Findings 58
1. Site and Neighborhood Analysis 58
2. Economic Context 58

3. Population and Household Trends 59
4. Demographic Analysis 59
5. Competitive Housing Analysis 60
B. Target Markets 60
C. Product Evaluation 60
D. Price Position 61
11. ABSORPTION AND STABILIZATION RATES 63
A. Absorption Estimate 63
B. Impact on Existing Market 63
12. INTERVIEWS 64
13. CONCLUSIONS AND RECOMMENDATIONS 64
APPENDIX 1 UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS 65
APPENDIX 2 ANALYST CERTIFICATIONS 67
APPENDIX 3 NCHMA CERTIFICATION 68
APPENDIX 4 ANALYST RESUMES 69
APPENDIX 5 DCA CHECKLIST 72
APPENDIX 7 RENTAL COMMUNITY PROFILES 77

TABLES, FIGURES AND MAPS

Table 1 Proposed Rent and Unit Mix Summary, Abbington Manor 11
Table 2 Proposed Features and Amenities, Abbington Manor 11
Table 3 Key Facilities and Services 20
Table 4 Population and Household Projections 25
Table 5 Persons per Household, Abbington Manor Market Area 26
Table 6 Building Permits by Structure Type, Tri-County Market Area 26
Table 7 Trends in Senior Householders, Abbington Manor Market Area 27
Table 8 2017 Age Distribution 28
Table 9 2010 Households by Household Type 28
Table 10 Households by Tenure 29
Table 11 Senior Households by Tenure, Age 62+ 29
Table 12 Renter Households by Age of Householder 30
Table 13 2010 Renter Households by Household Size 30
Table 14 2017 Household Income 31
Table 15 2017 Senior Household Income, Households 62+ 31
Table 16 2017 Senior Household Income by Tenure, Households 62+ 31
Table 17 Substandard and Cost Burdened Calculations 32
Table 18 Labor Force and Unemployment Rates, Cobb County 34
Table 19 2011-2015 Commuting Patterns, Abbington Manor Market Area 34
Table 20 Major Employers, Cobb County 37
Table 21 Regional At-Place Employment 38
Table 22 2019 Total and Renter Income Distribution, Households 62+ 40
Table 23 LIHTC Income and Rent Limits, Atlanta-Sandy Springs-Roswell HUD Metro FMR Area 41
Table 24 2019 Affordability Analysis, Abbington Manor 42
Table 25 Homeownership to Rental Housing Conversion 44
Table 26 Overall Demand Estimates, Abbington Manor 44
Table 27 Demand Estimates by Floor Plan (No Overlap), Abbington Manor 45
Table 28 Dwelling Units by Structure and Tenure 46
Table 29 Dwelling Units by Year Built and Tenure 47
Table 30 Value of Owner Occupied Housing Stock 47
Table 31 Salient Characteristics, Senior Communities 50
Table 32 Rental Summary, Subsidized Senior Rental Units 50

Table 33 Utility Arrangement and Unit Features ... 51
Table 34 Community Amenities ... 51
Table 35 Rental Summary, General Occupancy Communities ... 53
Table 36 Average Rents, Comparable Properties ... 54
Table 37 Average Market Rent and Rent Advantage Summary ... 54
Table 38 Subsidized Communities, Abbington Manor Market Area ... 55
Table 39 Foreclosure Rate, ZIP Code 30101, March 2017 ... 57
Table 40 Recent Foreclosure Activity, ZIP Code 30101 ... 57

Figure 1 Site Plan ... 10
Figure 2 Views of Subject Site ... 14
Figure 3 Satellite Image of Subject Site ... 15
Figure 4 Views of Surrounding Land Uses ... 16
Figure 5 At-Place Employment, Cobb County ... 35
Figure 6 Total Employment by Sector, 2016 Q3 ... 36
Figure 7 Change in Employment by Sector 2011-2016 Q3 ... 37
Figure 8 Price Position ... 62

Map 1 Site Location ... 13
Map 2 2016 CrimeRisk, Subject Site and Surrounding Areas ... 18
Map 3 Location of Key Facilities and Services ... 21
Map 4 Abbington Manor Market Area ... 24
Map 5 Major Employers ... 38
Map 6 Surveyed Senior Rental Communities ... 48
Map 7 Surveyed Comparable General Occupancy Rental Communities ... 52
Map 8 Subsidized Rental Communities ... 56

1. EXECUTIVE SUMMARY

Rea Ventures Group, LLC has retained Real Property Research Group, Inc. (RPRG) to conduct a comprehensive market feasibility analysis for Abbington Manor, a proposed senior-oriented rental community in Acworth, Cobb County, Georgia. As proposed, Abbington Manor will be financed in part by percent Low Income Housing Tax Credits (LIHTC), allocated by the Georgia Department of Community Affairs (DCA), and will be restricted to households with householder age 62 and older. As Abbington Manor will also apply for 221(d)(4) FHA mortgage insurance, tenancy restrictions at the subject property will comply with FHA guidelines that allow non-elderly persons and children under the age of 18 to live at the subject property as long as one householder is age 62 or older (referred to by FHA as 62+ HOH). The following report, including the executive summary, is based on DCA's 2017 market study requirements.

1. Project Description

- The site for Abbington Manor is located at the northeast corner of Baker Road and Regions Drive NW, in Acworth, Cobb County, Georgia. The physical address of the site is 3368 Baker Road.

- Abbington Manor will be a newly constructed senior-oriented rental community restricted to households with a householder age 62 and older.

- Seventy of Abbington Manor's 92 proposed units (76 percent) will benefit from tax credits and will target renter households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size. The remaining 22 units (24 percent) will be market rate and unencumbered by tenant rent and income restrictions.

- A detailed summary of the subject property, including the rent and unit configuration, is shown in the table below. The rents shown will include trash removal.

Unit Mix/Rents								
Type	Bed	Bath	Income Target	Quantity	Square Feet	Developer Rent	Utility Allowance	Gross Rent
Mid Rise	1	1	50%	10	710	$516	$110	$626
Mid Rise	1	1	60%	20	710	$566	$110	$676
Mid Rise	2	2	50%	10	984	$611	$140	$751
Mid Rise	2	2	60%	30	984	$672	$140	$812
Mid Rise	2	2	Market	22	984	$912	$140	$1,052
			Total	92				

Source: Rea Ventures Group, LLC   Rents include the cost of trash removal.

- The newly constructed units at the subject property will offer kitchens equipped with a range, a refrigerator, a dishwasher, garbage disposal, and microwave. In addition, all units will include washer and dryer connections, central heating and air-conditioning, ceiling fans, window blinds, nine foot ceilings, and grab bars. The proposed unit features at Abbington Manor will be comparable to existing senior LIHTC rental communities in the market area and will be well received by the target market.

- Abbington Manor will offer extensive community amenities including a community room with kitchenette, fitness center with instructional room, media room, computer center, library, covered porch, two health screening rooms, a furnished arts and crafts /

activity center, elevators, secured building entrances, and a covered drop-off. The amenities offered at the subject property will be competitive with existing senior LIHTC rental communities in the market area are appropriate for the target market.

2. **Site Description / Evaluation:**

The subject site is a suitable location for senior rental housing, as it is compatible with surrounding land uses and has ample access to major traffic arteries, community amenities, senior services, and shopping opportunities.

- The site for Abbington Manor is located at the northeast corner of Baker Road and Regions Drive NW, in Acworth, Cobb County, Georgia.
- The site consists of grassy and wooded land with two single-family detached homes that will be razed prior to construction of the subject property. Surrounding land uses include single-family detached homes, townhomes, three multi-family rental communities, various commercial and light industrial uses, and Interstate 75.
- Community amenities, shopping, medical services, and recreational venues are all easily accessible within two miles of the subject site.
- Abbington Manor will have excellent visibility and accessibility from Regions Drive NW and Baker Road, the latter of which is a moderate to heavily traveled two-lane roadway primarily serving residential traffic in northern Acworth. The subject property will also benefit from traffic generated by surrounding land uses including single-family subdivisions to the south and east and commercial / light industrial uses to the west.
- The subject site is located in a census tract with a CrimeRisk below the national average. Abbington Manor will also have secured building access, enhancing overall security of the community. We do not expect crime or the perception of crime to negatively impact the subject property's marketability.

3. **Market Area Definition**

- The Abbington Manor Market Area consists of twenty-one Census tracts in Cobb, Bartow, and Cherokee Counties and includes all or portions of three municipalities (Acworth, Emerson, and Kennesaw). The boundaries of the Abbington Manor Market Area are Kellogg Creek Road / Lake Altoona to the north (4.3 miles), Kennesaw Due West Road / Cherokee Street to the east (5.7 miles), Kennesaw Due West Road / Burnt Hickory Road to the south (5.0 miles), Paulding County / Cartersville Highway to the northwest (9.2 miles).

4. **Community Demographic Data**

- The Abbington Manor Market Area experienced strong senior household growth (62+) from 2010 to 2017, a trend expected to continue through 2019. Over the next two years, senior household growth is expected to outpace total household growth on a percentage basis.
  - The Abbington Manor Market Area added 2,779 people (2.3 percent) and 993 households (2.4 percent) annually between the 2000 and 2010 Census counts. Esri projections indicate the market area continued to grow through 2017, albeit at a slower pace than in the previous decade. The market area is projected to add 1,837 people (1.3 percent) and 589 households (1.2 percent) annually over the next two years.
  - Households with householders age 62+ are projected to increase by 561 or 4.7 percent per year from 2017 to 2019. The total number of households with

householders age 62+ in the Abbington Manor Market Area is projected to be 12,739 in 2019.

- Seniors (persons age 62 and older) comprise 13.8 percent of the population in the Abbington Manor Market Area. Adults age 35-61 comprise the largest percentage of the population in the Abbington Manor Market Area at 37.9 percent.
- Households with at least two adults and no children comprised 38.8 percent of households in the Abbington Manor Market Area and 38.3 percent of households in the Tri-County Market Area. The Abbington Manor Market Area has a lower percentage of single-person households (18.8 percent) compared to the Tri-County Market Area (23.8 percent).
- Esri estimates twenty-seven percent of all households in the Abbington Manor Market Area were renters as of 2017. Esri projects the Abbington Manor Market Area will add 574 renter households over the next two years, though the overall renter percentage in the Abbington Manor Market Area will remain stable.
- Esri estimates 16.3 percent of senior households (62+) were renters in the Abbington Manor Market Area as of 2017.
- RPRG estimates the 2017 median income for all senior households (age 62 or older) in the Abbington Manor Market Area is $52,562 per year, $723 (1.4 percent) lower than the $53,285 senior median income in the Tri-County Market Area. The 2017 median income for senior renter householders (age 62 and older) in the Abbington Manor Market Area is $40,286. Roughly 31 percent of all senior renter householders (62+) in the Abbington Manor Market Area have an annual income from $15,000 to $34,999 and 36.6 percent earn $35,000 to $74,999 per year.
- We do not believe foreclosed, abandoned, or vacant single/multi-family homes will impact the subject property's ability to lease its units given its senior-oriented nature.

5. <u>Economic Data:</u>

Cobb County's economy quickly rebounded from heavy job losses suffered as a result of the 2009 national recession with strong job growth and declining unemployment in each of the last five years. Economic conditions in Cobb County are expected to remain strong over the next two to three years with significant development activity, driven by the new Atlanta Braves stadium (SunTrust Park) and its adjoining mixed-use development (The Battery Atlanta), projected to add nearly 10,000 new jobs by 2018.

- Cobb County has added more than 52,000 net jobs since 2012 with annual increases of more than 10,000 jobs in four of the past five years.
- Cobb County's 2016 annual average unemployment rate of 4.5 percent is below both state and national rates. This unemployment rate is less than half of the recession-era peak.
- Reflecting Cobb County, Bartow County, and Cherokee County's position as Metro Atlanta suburbs, more than 40 percent of all workers in the Abbington Manor Market Area work outside their county of residence and 47.4 percent commute at least 30 minutes to work.
- Trade-Transportation-Utilities and Professional Business are the two largest employment sectors in Cobb County, accounting for 43.3 percent of all jobs (as of 2016 Q3) compared to 33.0 percent nationally. Five sectors contain roughly six to 12 percent of the county's total employment including Education-Health (11.5 percent), Leisure-Hospitality (11.0 percent), Government (9.8 percent), Construction (7.1 percent), and Financial Activities (6.3 percent).
- Ten of 11 economic sectors added jobs in Cobb County from 2011 to 2016(Q3) with the largest percentage gains in Information (41.1 percent), Construction (40.0 percent), Leisure-

Hospitality (34.1 percent), Financial Activities (29.5 percent), and Professional Business (21.4 percent).

- Several recent economic expansions and investment projects in Cobb County and western Cherokee County have taken place within the past year or are expected to occur by 2018. The largest and most notable of these is the is the construction of SunTrust Park (new Atlanta Braves stadium), its adjoining mixed-use development (The Battery Atlanta), and a planned Cumberland mixed-use development near the intersection of Interstate 75 and Interstate 285. SunTrust Park, The Battery Atlanta, and the Cumberland development are projected to have a combined economic impact of 610 million in Cobb County over the next 30 years including the addition of nearly 10,000 new jobs by 2018.
- Thirteen companies announced layoffs or closures in Cobb County and western Cherokee County since 2016. The most notable of these economic contractions were the layoff of 521 employees by WellStar and the closure of Hanna and Associates, which had 200 employees.
- Given the senior-oriented and mixed-income nature of the subject property, it is less likely to be affected by changes in economic conditions; however, economic growth in Cobb County is expected to remain strong in the near term and will continue to support additional housing demand.

6. Project Specific Affordability and Demand Analysis:

- Abbington Manor will contain 92 units reserved for households earning at or below 50 percent, 60 percent, and 100 percent (market rate units) of the Area Median Income (AMI), adjusted for household size.

- The proposed 50 percent units will target senior renter households with incomes from $18,780 to $27,000. A projected 266 renter households (62+) will earn within this range in 2019. The 20 units proposed at 50 percent AMI will result in a capture rate of 7.5 percent.
- The proposed 60 percent units will target senior renter households with incomes from $20,280 to $32,400. A projected 400 renter households (62+) will earn within this range in 2019. The 50 units proposed at 60 percent AMI will result in a capture rate of 12.5 percent.
- The proposed market rate units (100 percent AMI) will target senior renter households with incomes from $31,560 to $54,000. A projected 470 renter households (62+) will earn within this range in 2019. The 22 units proposed at 60 percent AMI will result in a capture rate of 4.7 percent.

- All LIHTC units will target senior renter households with incomes from $18,780 to $32,400. A projected 448 renter households (62+) will earn within this range in 2019. The 70 proposed LIHTC units will result in a capture rate of 15.6 percent.

- Overall, 890 senior renter households (62+) will be income qualified for the proposed units at Abbington Manor. The overall capture rate is 10.3 percent.

- All of the Abbington Manor Market Area's renter capture rates by floor plan and income level are within reasonable and achievable levels for an age-restricted rental community (62+) and indicate sufficient income-qualified renter households to support the project's 92 proposed units.

- Abbington Manor's DCA demand capture rates by income level are 11.4 percent for 50 percent units, 22.3 percent for 60 percent units, and 27.3 percent for all LIHTC units, 7.1 percent for market rate units, and 16.8 percent for the project overall. Abbington Manor's capture rates by floor plan range from 7.1 percent to 22.5 percent.

- All of Abbington Manor's DCA demand capture rates are below DCA's threshold of 30 percent and indicate sufficient demand will exist in the Abbington Manor Market Area to support the 92 proposed units.

7. Competitive Rental Analysis

RPRG surveyed three senior rental communities and 14 general occupancy communities in the Abbington Manor Market Area. Both the senior and general occupancy rental markets were performing very well particularly among LIHTC units.

- All three surveyed senior rental communities in the Abbington Manor Market Area were fully occupied with waiting lists at the time of our survey. This includes 213 LIHTC and market rate units and 115 deeply subsidized units. The overall vacancy rate among surveyed general occupancy communities was also low at 2.8 percent including a vacancy rate of just 0.9 percent among LIHTC properties.
- Surveyed senior LIHTC communities reported average net rents as follows:
    - **One bedroom** units had an average effective rent of $782. Based on an average unit size of 690 square feet, this equates to an average rent per square foot of $1.13. Effective one bedroom rents ranged from $690 to $691 for 60 percent LIHTC units and from $740 to $1,100 for market rate units.
    - **Two bedroom** units had an average effective rent of $941. Based on an average unit size of 1,031 square feet, this equates to an average rent per square foot of $0.91. The effective two bedroom 50 percent rent (offered at one community) was $835. Two bedroom 60 percent rents ranged from $781 to $830 and effective market rate rents ranged from $920 to $1,300.
- The average rents reported above include LIHTC units targeting households earning from 50 percent to 60 percent of the Area Median Income (AMI) as well as market rate units.
- Among surveyed general occupancy rental communities, average effective rents were as follows:
    - **One-bedroom units** reported an average effective rent of $863 with an average unit size of 823 square feet or $1.05 per square foot.
    - **Two-bedroom units** reported an average effective of $1,022 with an average unit size of 1,101 square feet or $0.93 per square foot.
- The "average market rent" among comparable communities is $903 for one-bedroom units and $1,067 for two-bedroom units. The proposed 50 percent and 60 percent rents at Abbington Manor will result in rent advantages of at least 37 percent for all floor plans. While the proposed market rate units cannot be expected to maintain a rent advantage, the proposed two bedroom market rate rent has a rent advantage of 14.5 percent. The overall rent advantage for the community is 36.2 percent.
- Three senior rental communities are in various stages of planning and construction in the Abbington Manor Market Area; however, all three are market rate service-enriched communities that are not comparable to the proposed Abbington Manor. No senior LIHTC communities are currently planned or under construction in the Abbington Manor Market Area other than the subject property.

8. Absorption/Stabilization Estimates

- Based on the experiences of recently constructed senior LIHTC communities in the market area, strong projected senior household growth, reasonable affordability and demand capture rates, strong senior and general occupancy rental market conditions, and the product to be constructed, we conservatively estimate Abbington Manor will lease-up at a rate of 15 units per month. At this rate, the subject property will reach a stabilized occupancy of at least 93 percent in approximately five to six months.

- Given the strong rental market conditions among both senior and general occupancy rental communities, including waiting lists for LIHTC units, we do not believe the development of the subject property will have an adverse impact on existing rental communities in the Abbington Manor Market Area including those with tax credits. With strong senior household growth projected in the Abbington Manor Market Area over the next two years, demand for affordable senior rental housing is likely to remain strong in the near-term.

9. Overall Conclusion / Recommendation

Based on an analysis of projected senior household growth trends, affordability and demand estimates, current rental market conditions, and socio-economic and demographic characteristics of the Abbington Manor Market Area, RPRG believes that the subject property will be able to successfully reach and maintain a stabilized occupancy of at least 93 percent following its entrance into the rental market. The subject property will be competitively positioned with existing senior communities in and near the Abbington Manor Market Area and the units will be well received by the target market. We recommend proceeding with the project as planned.

DCA Summary Table and Form:

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band	Proposed Rents
50% Units	**$18,780 - $27,000**										
One Bedroom Units	$18,780 - $22,799	10	6.2%	85	0	85	11.8%	1 month	$903	$694 - $1,153	$516
Two Bedroom Units	$22,530 - $27,000	10	7.0%	97	0	97	10.3%	1 month	$1,067	$799 - $1,374	$611
60% Units	**$20,280 - $32,400**										
One Bedroom Units	$20,280 - $24,599	20	6.6%	91	0	91	21.9%	2 months	$903	$694 - $1,153	$566
Two Bedroom Units	$24,600 - $32,400	30	12.5%	173	40	133	22.5%	2 months	$1,067	$799 - $1,374	$672
100% Units	**$31,560 - $54,000**										
Two Bedroom Units	$31,830 - $54,000	22	22.1%	305	0	305	7.2%	2-3 months	$1,067	$799 - $1,374	$912
Project Total	**$18,780 - $54,000**										
50% Units	$18,780 - $27,000	20	12.8%	176	0	176	11.4%	2 months			
60% Units	$20,280 - $32,400	50	19.2%	264	40	224	22.3%	3-4 months			
LIHTC Units	$18,780 - $32,400	70	21.5%	296	40	256	27.3%	4-5 months			
100% Units	$31,560 - $54,000	22	22.5%	311	0	311	7.1%	2-3 months			
Total Units	$18,780 - $54,000	92	42.6%	588	40	548	16.8%	5-6 months			

SUMMARY TABLE:

Development Name:	Abbington Manor Senior Apartments	Total # Units:	92
Location:	3368 Baker Road, Acworth, Cobb County, GA	# LIHTC Units:	**70**
PMA Boundary:	North: Kellogg Creek Road / Lake Altoona; East: Kennesaw Due West Road / Cherokee Street; South: Kennesaw Due West Road / Burnt Hickory Road; West: Paulding County / Cartersville Highway	Farthest Boundary Distance to Subject:	9.2 miles

RENTAL HOUSING STOCK – (found on pages 11, 49, 52-53)

Type	# Properties	Total Units	Vacant Units	Average Occupancy*
All Rental Housing	17	3,394	85	97.5%
Market-Rate Housing	10	2,182	77	96.5%
Assisted/Subsidized Housing not to include LIHTC	N/A	N/A	N/A	N/A
LIHTC	7	991	7	100%
Stabilized Comps	17	3,394	85	99.3%
Properties in construction & lease up	N/A	N/A	N/A	N/A

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
10	1	1	710	**$516**	**$903**	**$1.16**	**42.9%**	**$1,220**	**$1.20**
20	1	1	710	**$566**	**$903**	**$1.16**	**37.3%**	**$1,220**	**$1.20**
10	2	2	984	**$611**	**$1,067**	**$0.98**	**42.7%**	**$1,141**	**$1.18**
30	2	2	984	**$672**	**$1,067**	**$0.98**	**37.0%**	**$1,389**	**$1.10**
22	2	2	984	**$912**	**$1,067**	**$0.98**	**14.5%**	**$1,389**	**$1.10**

DEMOGRAPHIC DATA (found on pages 41)

	2012		2017		2019	
Renter Households (62+)	1,460	15.9%	1,889	16.2%	2,088	16.4%
Income-Qualified Renter HHs (LIHTC)	331	22.6%	400	21.1%	448	21.1%
Income-Qualified Renter HHs (MR)	490	33.5%	482	25.5%	470	22.5%

TARGETED INCOME-QUALIFIED RENTER HOUSEHOLD DEMAND (found on page 43)

Type of Demand	50% AMI	60% AMI	LIHTC	Market		Overall
Renter Household Growth	32	48	54	56		107
Existing Households (Overburd + Substand)	125	188	210	221		418
Homeowner Conversion (Seniors)	3	5	6	6		12
Secondary Market Demand (10%)	16	24	26	28		52
Total Primary Market Demand	**176**	**264**	**296**	**311**		**588**
Less Comparable/Competitive Supply	0	40	40	0		40
Adjusted Income-qualified Renter HHs	**176**	**224**	**256**	**311**		**548**

Demand estimates calculated without PBRA*

CAPTURE RATES (found on page 43)

Targeted Population	50% AMI	60% AMI	LIHTC	Market		Overall
Capture Rate	**11.4%**	**22.3%**	**27.3%**	**7.1%**		**16.8%**

2. INTRODUCTION

A. Overview of Subject

The subject of this report is Abbington Manor, a proposed 92-unit senior-oriented rental community in Acworth, Cobb County, Georgia. Abbington Manor will be financed in part by Low Income Housing Tax Credits (LIHTC), allocated by the Georgia Department of Community Affairs (DCA), and will be restricted to households with householder age 62 and older. Seventy of Abbington Manor's 92 proposed units (76 percent) will benefit from tax credits and will target renter households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size. The remaining 22 units (24 percent) will be market rate and unencumbered by tenant rent and income restrictions.

B. Purpose of Report

The purpose of this market study is to perform a market feasibility analysis through an examination of the economic context, a demographic analysis of the defined market area, a competitive housing analysis, a derivation of demand, and an affordability/penetration analysis.

C. Format of Report

The report format is comprehensive and conforms to DCA's 2017 Market Study Manual. The market study also considered the National Council of Housing Market Analysts' (NCHMA) recommended Model Content Standards and Market Study Index.

D. Client, Intended User, and Intended Use

The Client is Rea Ventures Group, LLC (Developer). Along with the Client, the Intended Users are DCA, potential lenders, and investors.

E. Applicable Requirements

This market study is intended to conform to the requirements of the following:

- DCA's 2017 Market Study Manual and Qualified Allocation Plan (QAP).
- The National Council of Housing Market Analyst's (NCHMA) Model Content Standards and Market Study Index.

F. Scope of Work

To determine the appropriate scope of work for the assignment, we considered the intended use of the market study, the needs of the user, the complexity of the property, and other pertinent factors. Our concluded scope of work is described below:

- Please refer to Appendix 5 for a detailed list of DCA requirements as well as the corresponding pages of requirements within the report.
- Michael Riley (Senior Analyst) conducted a site visit on April 28, 2017.
- Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers, Jennifer with the Acworth Community Development Department, Daryl Simmons – Zoning Administrator for the City of Kennesaw, Brandon Johnson – Zoning Administrator for the Bartow County Planning and Zoning Department, and staff with the Cobb County

Planning Department, the Cherokee County Planning and Land Use Department, and the Marietta Housing Authority.

- This report utilizes HUD’s 2016 Rent and Income Limits per DCA’s 2017 Qualified Allocation Plan (QAP).
- All pertinent information obtained was incorporated in the appropriate section(s) of this report.

G. Report Limitations

The conclusions reached in a market assessment are inherently subjective and should not be relied upon as a determinative predictor of results that will actually occur in the marketplace. There can be no assurance that the estimates made or assumptions employed in preparing this report will in fact be realized or that other methods or assumptions might not be appropriate. The conclusions expressed in this report are as of the date of this report, and an analysis conducted as of another date may require different conclusions. The actual results achieved will depend on a variety of factors, including the performance of management, the impact of changes in general and local economic conditions, and the absence of material changes in the regulatory or competitive environment. Reference is made to the statement of Underlying Assumptions and Limiting Conditions contained in Appendix I of this report.

3. PROJECT DESCRIPTION

A. Project Overview

Abbington Manor will offer 92 newly constructed rental units restricted to households with householder age 62 or older. As Abbington Manor will also apply for 221(d)(4) FHA mortgage insurance, tenancy restrictions at the subject property will comply with FHA guidelines that allow non-elderly persons and children under the age of 18 to live at the subject property as long as one householder is age 62 or older (referred to by FHA as 62+ HOH). Seventy-six percent of the units at Abbington Manor will benefit from Low Income Housing Tax Credits and will target households earning up to 50 percent and 60 percent of the Area Median Income (AMI), adjusted for household size. Twenty-four percent of the units will be market rate.

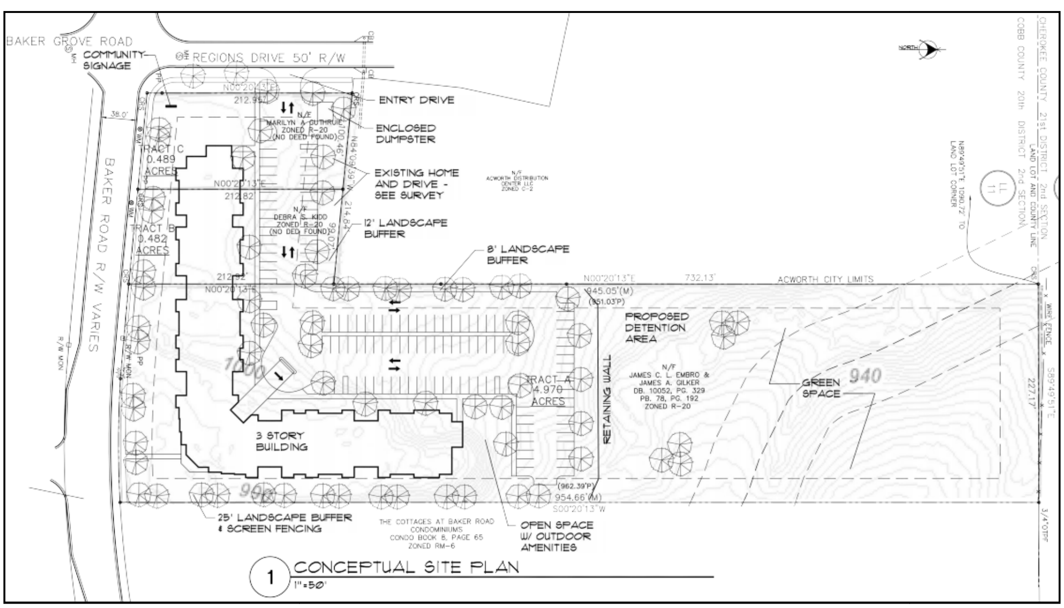
B. Project Type and Target Market

Abbington Manor's LIHTC units will target low to moderate income senior households (62+) earning at or below 50 percent and 60 percent of the Area Median Income (AMI) while the proposed market rate units will target senior households (62+) earning at or near the Area Median Income. The proposed unit mix includes one and two bedroom units, which will appeal to single persons, couples, and potentially some households with dependents.

C. Building Types and Placement

Abbington Manor's 92 units will be contained within one three-story mid-rise building with a brick, wood shingle, and HardiPlank siding exterior. The building will be positioned in the southern portion of the site, fronting Baker Road and Regions Drive NW, and will feature a covered drop-off, secured entrances, interior corridors, and elevator access. The community will be accessible from an entrance on Regions Drive NW and will include free surface parking in an adjacent lot. Abbington Manor's community amenities will be located within or adjacent to the residential building.

Figure 1 Site Plan



Source: Rea Ventures Group, LLC

D. Detailed Project Description

- Abbington Manor will offer 70 LIHTC units and 22 market rate units including 30 one-bedroom units and 62 two-bedroom units (Table 1). Twenty units (24 percent) will target households earning up to 50 percent AMI, fifty units (60 percent) will target households earning up to 60 percent AMI, and 22 units (26 percent) will be market rate.
- Proposed unit sizes are 710 square feet for one bedroom units and 984 square feet for two bedroom units.
- One bedroom units will have one bathroom and two bedroom units will have two bathrooms.
- Rents include the cost of trash removal. Tenants will bear the cost of all other utilities. All appliances and the heating/cooling for each unit will be electric.
- Proposed unit features and community amenities will be extensive and targeted to seniors (Table 2).

Table 1 Proposed Rent and Unit Mix Summary, Abbington Manor

Abbington Manor Senior Apartments 3368 Baker Road Acworth, Cobb County, GA 30101								
Unit Mix/Rents								
Type	Bed	Bath	Income Target	Quantity	Square Feet	Developer Rent	Utility Allowance	Gross Rent
Mid Rise	1	1	50%	10	710	$516	$110	$626
Mid Rise	1	1	60%	20	710	$566	$110	$676
Mid Rise	2	2	50%	10	984	$611	$140	$751
Mid Rise	2	2	60%	30	984	$672	$140	$812
Mid Rise	2	2	Market	22	984	$912	$140	$1,052
		Total		92				

Source: Rea Ventures Group, LLC Rents include the cost of trash removal.

Table 2 Proposed Features and Amenities, Abbington Manor

Unit Features	Community Amenities
• Refrigerator, oven/stove, dishwasher, microwave, and garbage disposal in the kitchen • Washer/dryer connections • Ceiling fans • Central heat/air-conditioning • Window blinds • Carpet in bedrooms, vinyl plank flooring in high traffic areas • Grab bars in showers	• Community room with kitchenette • Fitness center with instructional room • Library, media room, and computer center • Covered porch • Two health screening rooms • Furnished arts and crafts / activity center • Elevators • Secured building entrances

Source: Rea Ventures Group, LLC

Abbington Manor is expected to begin construction in June 2018 and will be completed / have first move-ins in June 2019.

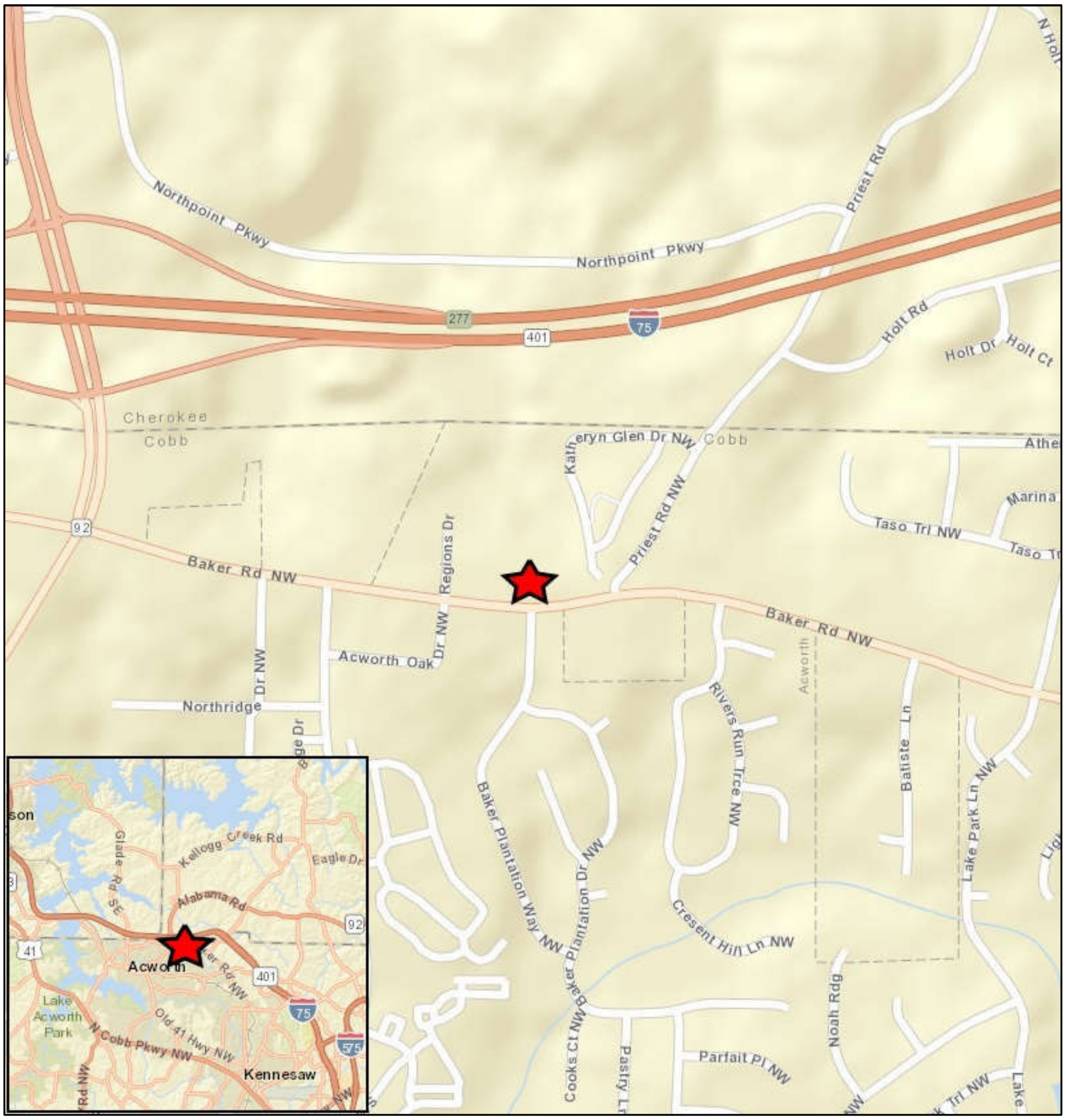
4. SITE EVALUATION

A. Site Analysis

1. Site Location

The site for Abbington Manor is located at the northeast corner of Baker Road and Regions Drive NW, in Acworth, Cobb County, Georgia. The physical address of the site is 3368 Baker Road (Map 1, Figure 2).

Map 1 Site Location



2. Existing Uses

The site consists of grassy and wooded land with two single-family detached homes that will be razed prior to construction of the subject property (Figure 2).

3. Size, Shape, and Topography

The subject site encompasses 5.9 acres in an irregular shape and has a hilly topography with a moderate slope down from south to north.

Figure 2 Views of Subject Site

A single-family home on the site facing north from Baker Road.

A single-family home on the site facing northeast from Baker Road.

The site facing north from Baker Road.

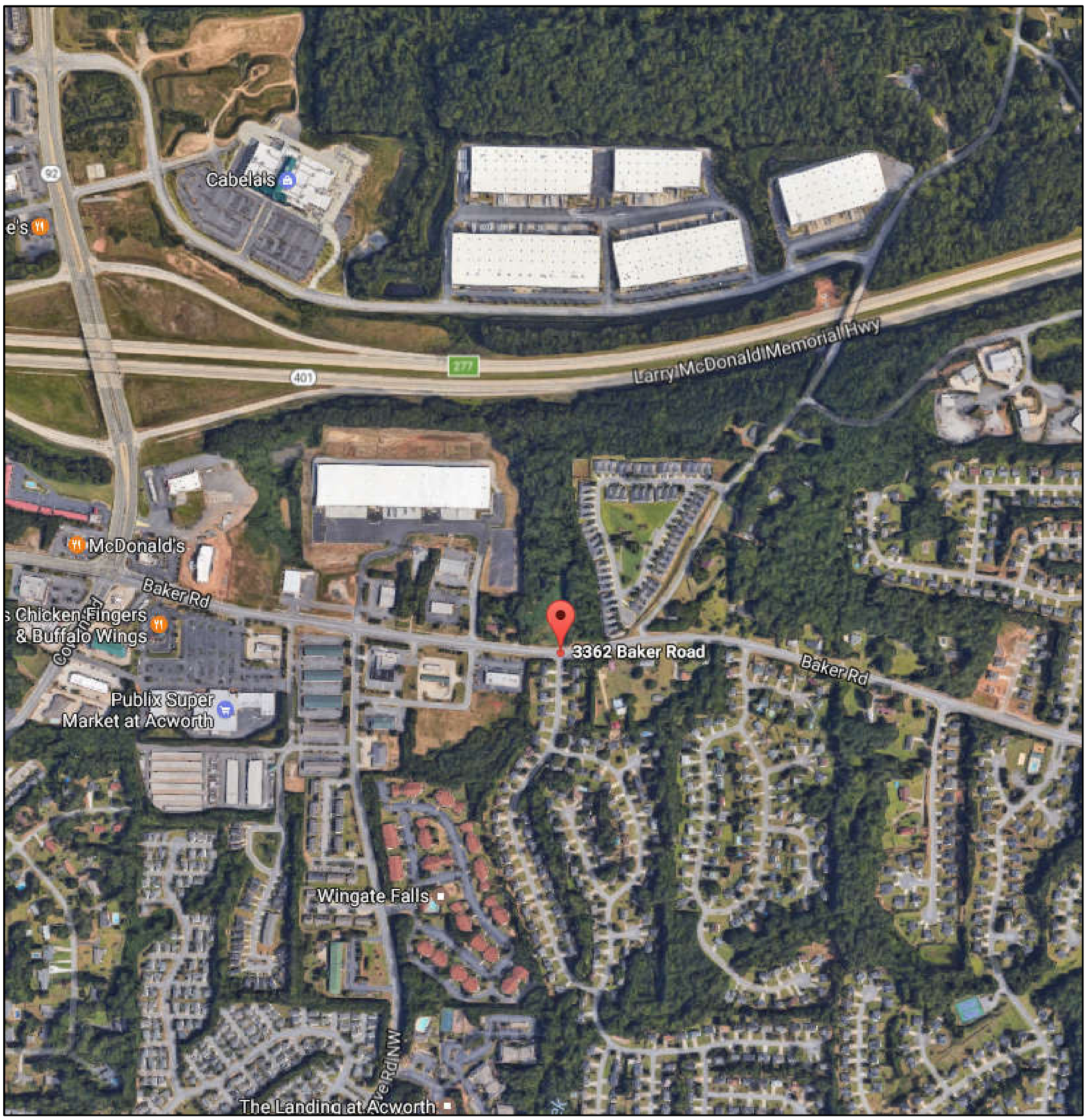
Baker Road facing east, site on left.

Baker Road facing west, site on right.

4. General Description of Land Uses Surrounding the Subject Site

The site for Abbington Manor is located is an established area of northeast Acworth and is surrounded by a mixture of residential, commercial, and light industrial land uses (Figure 3). Residential uses in the immediate area (one-half mile) consist of single-family detached homes, townhomes, and three multi-family rental communities (Wingate Falls, The Landing at Acworth, and Gazebo Park Apartments). Commercial and light industrial uses include various retailers and service providers, including a Publix grocery store, and several warehouse and distribution facilities near the U.S. Highway 92 / Interstate 75 interchange to the northwest. Other notable nearby land uses include Chattahoochee Technical College – North Metro Campus, Clark Creek Elementary School, and Logan Farm Park.

Figure 3 Satellite Image of Subject Site



5. Land Uses Surrounding the Subject Site

The land uses directly bordering the subject site are as follows (Figure 4):

- **North**: Interstate 75
- **East:** The Cottages at Baker Road
- **South:** Various commercial uses / Single-family detached homes
- **West:** Dollar General / Advance Auto Parts / Atlanta Packaging

Figure 4 Views of Surrounding Land Uses

Baker Plantation single-family home neighborhood bordering the site to the south.

A retail strip center bordering the site to the south.

The Cottages at Baker Road bordering the site to the east.

A single-family detached home bordering the site to the south.

Atlanta Packaging bordering the site to the northeast.

B. Neighborhood Analysis

1. General Description of Neighborhood

Acworth is an established suburban city in northwest Cobb County, situated between Kennesaw to the southeast and Cartersville to the northwest. Positioned along the Interstate 75 corridor, Acworth largely serves as a bedroom community for working households throughout the Metro Atlanta area. Acworth's housing stock primarily consists of lower density structures including single-family detached homes and townhome/duplex style units, many of which are newer and generally well maintained. A small number of multi-family rental communities also exist in and around the city, most of which were constructed in the late 1990's or early 2000's. Independent (non-service enriched) senior rental housing options in Acworth include three communities: two LIHTC properties built within the last six years (Legacy at Walton Overlook and Legacy at Walton Park) and one HUD Section 202 community (Barrington Square). Acworth also has two recently constructed senior independent and assisted living facilities (Dogwood Forest and Celebration Village).

2. Neighborhood Planning Activities

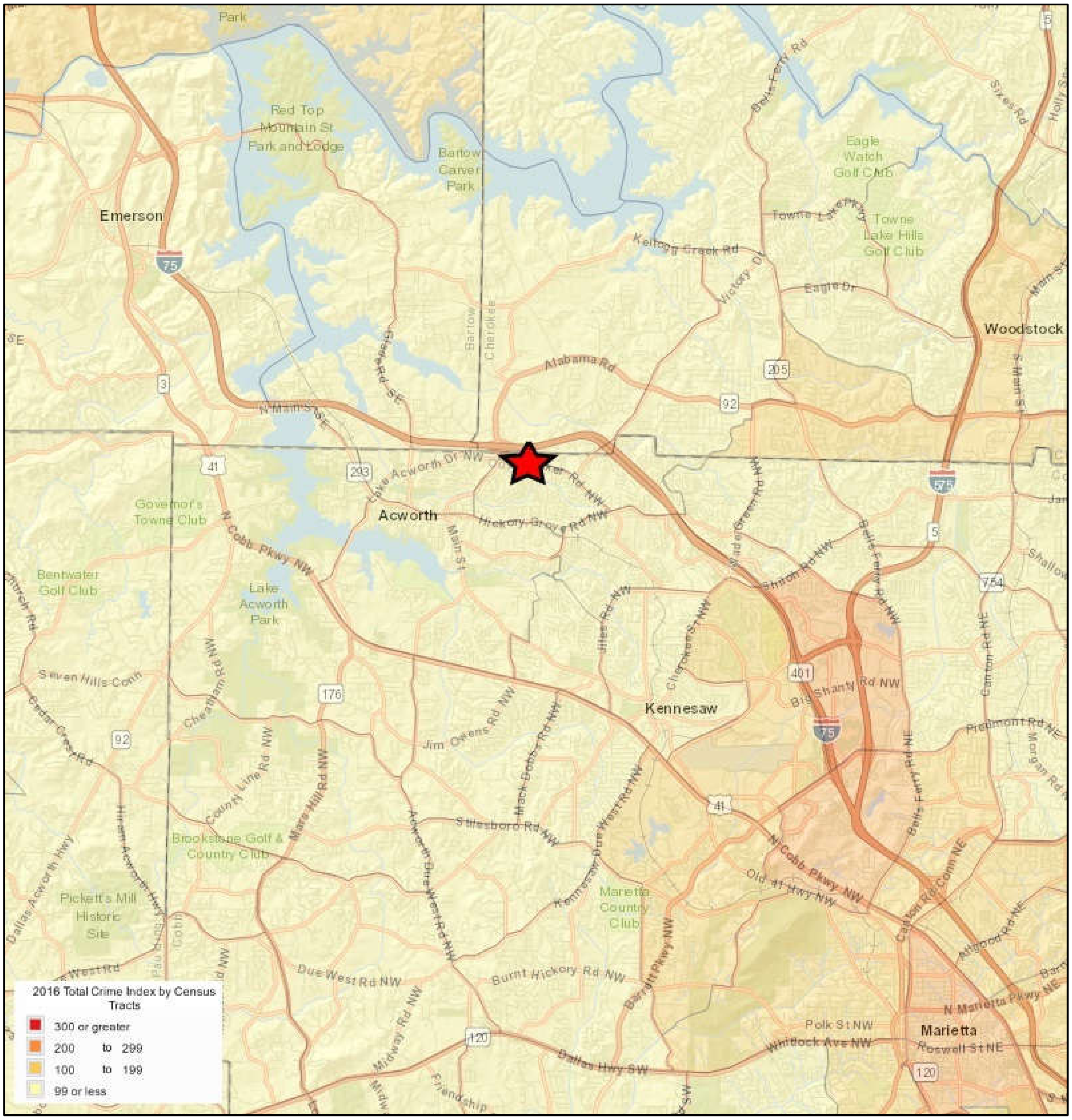
Like many suburban communities in Metro Atlanta, much of Acworth's growth over the past decade has been driven by newly constructed single-family neighborhoods on the periphery of the city; however, a variety of infill development and redevelopment activity has taken place in and around downtown Acworth and near Interstate 75 over the past five years. The most recent development activity in the subject site's immediate area includes a Cabela's sporting goods store, located within the Cherokee Commerce retail center at the U.S. Highway 92 / Interstate 75 interchange to the north, and several light industrial facilities in two new industrial parks (Cherokee Village Square and Cherokee 75 Corporate Park) along U.S. Highway 92.

3. Public Safety

The analysis tool for crime is CrimeRisk data provided by Applied Geographic Solutions (AGS). CrimeRisk is a block-group level index that measures the relative risk of crime compared to a national average. AGS analyzes known socio-economic indicators for local jurisdictions that report crime statistics to the FBI under the Uniform Crime Reports (UCR) program. An index of 100 reflects a total crime risk on par with the national average, with values below 100 reflecting below average risk and values above 100 reflecting above average risk. In accordance with the reporting procedures used in the UCR reports, aggregate indexes have been prepared for personal and property crimes separately as well as a total index. However, it must be recognized that these are unweighted indexes, in that a murder is weighted no more heavily than purse snatching in this computation. The analysis provides a useful measure of the relative overall crime risk in an area but should be used in conjunction with other measures.

The 2016 CrimeRisk Index is displayed in gradations from yellow (least risk) to red (most risk) for the census tracts near the subject site (Map 2). The subject site's census tract is light yellow, indicating a crime risk (99 or less) below the national average (100). Abbington Manor will also have secured building access, enhancing overall security of the community. We do not expect crime or the perception of crime to negatively impact the subject property's marketability.

Map 2 2016 CrimeRisk, Subject Site and Surrounding Areas



C. Site Visibility and Accessibility

1. Visibility

Abbington Manor will have excellent visibility from Regions Drive NW and Baker Road, the latter of which is a moderate to heavily traveled two-lane roadway primarily serving residential traffic in northern Acworth. The subject property will also benefit from traffic generated by surrounding land uses including single-family subdivisions to the south and east and commercial / light industrial uses to the west.

2. Vehicular Access

Abbington Manor will be accessible from entrance on Regions Drive NW, which is a lightly traveled two-lane access road serving adjacent commercial and light industrial uses bordering the subject site to the west. Regions Drive NW immediately connects to Baker Road to the south, which is a primary east / west thoroughfare for residential traffic in northern Acworth, and contains a stop light to manage traffic flow. Problems with ingress or egress to / from the subject site are not expected.

3. Availability of Public Transit

CobbLinc offers fixed-route bus service throughout the more densely populated portions of the county (Marietta, Kennesaw, and Smyrna) as well as park and ride facilities with express routes connecting to the Metro Atlanta Rapid Transit Authority (MARTA). The closest bus stop to the proposed Abbington Manor is the Acworth park and ride facility on Lake Acworth Drive, located roughly one-half mile to the west.

4. Availability of Inter-Regional Transit

The subject site is convenient to numerous regional thoroughfares including Interstate 75, U.S. Highway 92, and U.S. Highway 41. Interstate 285 and multiple additional state and U.S. Highways are also accessible within a larger proximate distance of fifteen miles via Interstate 75, which provides access to downtown Atlanta and other portions of Metro Atlanta. The closest major airport to Abbington Manor is Hartsfield-Jackson International Airport, approximately 21 miles to the southwest.

5. Accessibility Improvements under Construction and Planned

Roadway Improvements under Construction and Planned

RPRG reviewed information from local stakeholders to assess whether any capital improvement projects affecting road, transit, or pedestrian access to the subject site are currently underway or likely to commence within the next few years. Observations made during the site visit contributed to the process. No significant roadway projects were identified that would have a direct impact on the subject site.

Transit and Other Improvements under Construction and/or Planned

No planned transit improvements were identified.

6. Environmental Concerns

No visible environmental site concerns were identified.

D. Residential Support Network

1. Key Facilities and Services near the Subject Site

The appeal of any given community is often based in part on its proximity to those facilities and services required on a daily basis. Key facilities and services and their driving distances from the subject site are listed in Table 3 and their locations are plotted on Map 3.

Table 3 Key Facilities and Services

Establishment	Type	Address	City	Driving Distance
Dollar General	General Retail	4961 Regions Dr. NW	Acworth	0.1 mile
Chevron	Convenience Store	3453 Baker Rd.	Acworth	0.2 mile
Family Dollar	General Retail	3454 Baker Rd.	Acworth	0.2 mile
Publix	Grocery	3507 Baker Rd.	Acworth	0.4 mile
CVS	Pharmacy	3513 Baker Rd.	Acworth	0.4 mile
Walgreens	Pharmacy	6090 Lake Acworth Dr.	Acworth	0.5 mile
Shell	Convenience Store	5160 Cowan Rd.	Acworth	0.5 mile
Cobb Linc	Public Transit	6045 Lake Acworth Dr.	Acworth	0.5 mile
Acworth Police Department	Police	4440 Acworth Industrial Dr. NW	Acworth	1.6 miles
BB&T	Bank	4900 Ross Rd. NW	Acworth	1.8 miles
Logan Farm Park	Public Park	4762 Logan Rd.	Acworth	1.9 miles
Cobb County Fire Department	Fire	4550 Cowan Rd.	Acworth	2.2 miles
Acworth Primary Care	Doctor/Medical	4465 Lemon St.	Acworth	2.2 miles
Emory at Acworth	Doctor/Medical	4791 S Main St.	Acworth	2.2 miles
Acworth Public Library	Library	4569 Dallas St.	Acworth	2.3 miles
US Post Office	Post Office	4915 N Main St.	Acworth	2.5 miles
North Cobb Senior Center	Senior Center	3900 S Main St.	Acworth	2.5 miles
Regions Bank	Bank	4590 Morningside Dr.	Acworth	2.5 miles
Walmart	General Retail	3826 Cobb Pkwy.	Acworth	4.7 miles
Town Center at Cobb	Mall	400 Ernest W Barrett Pkwy. NW	Kennesaw	8.1 miles
Wellstar Kennestone Hospital	Hospital	677 Church St.	Marietta	11 miles

Source: Field and Internet Research, RPRG, Inc.

2. Essential Services

Health Care

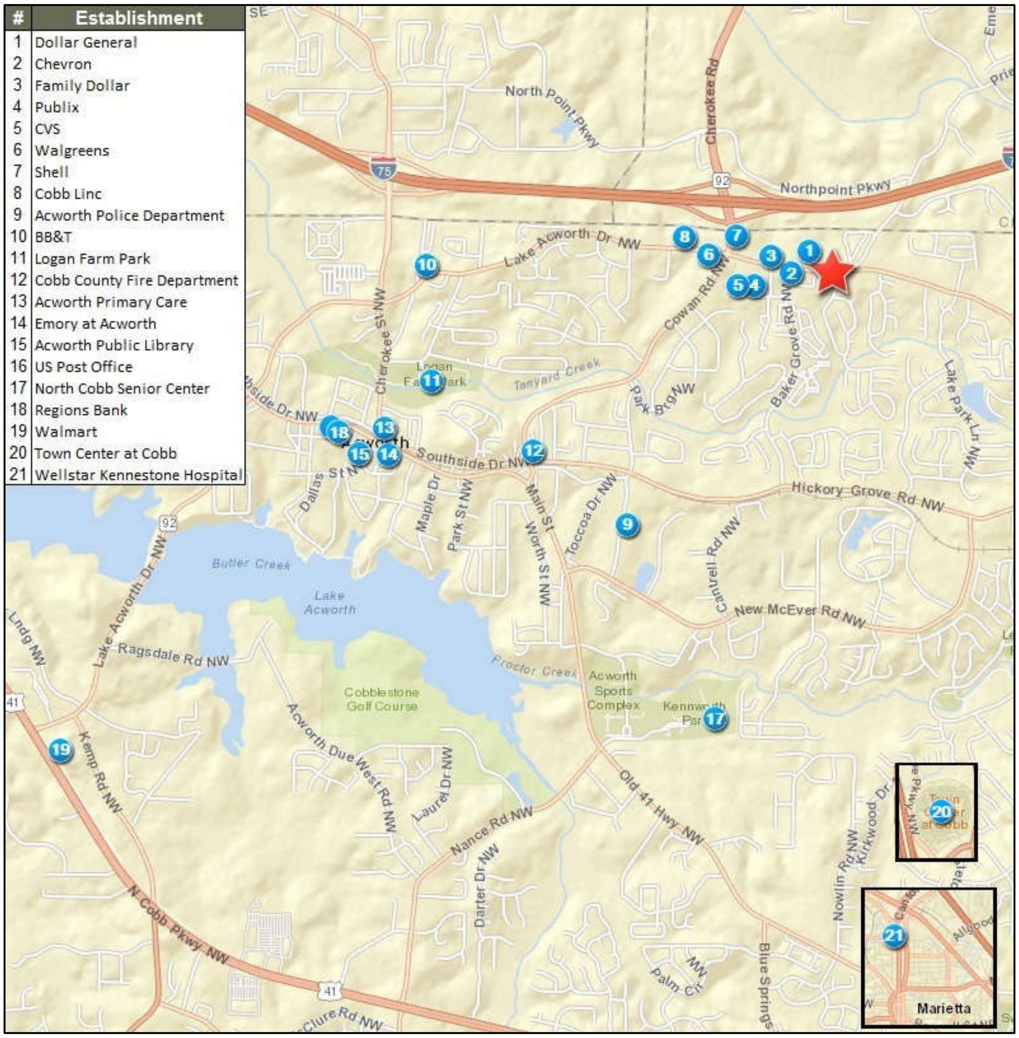
The closest major medical center to the subject site is Kennestone Hospital, a 633 bed full-service facility located in downtown Marietta ten miles to the southeast. Kennestone Hospital offers a variety of treatment options including 24 hour emergency medicine, intensive care, obstetrics, surgical services, rehabilitation, dialysis, neonatal intensive care, outpatient services, and general practice.

Numerous smaller clinics and doctors' offices are also located within three miles of the subject site, the closest of which is Emory at Acworth just over two miles to the southwest.

Senior Centers

The closest senior services facility to the subject site is the North Cobb Senior Center, located 1.7 miles to the southeast. Open to adult citizens ages 55 and older, the facility offers a wide variety of programs, classes, activities, social events, and trips.

Map 3 Location of Key Facilities and Services



3. Commercial Goods and Services

Convenience Goods

The term "convenience goods" refers to inexpensive, nondurable items that households purchase on a frequent basis and for which they generally do not comparison shop. Examples of convenience goods are groceries, fast food, health and beauty aids, household cleaning products, newspapers, and gasoline.

The subject site is located within one-half mile of several retailers, most of which are located along Baker Road near its intersection with U.S. Highway 92 to the west. This area contains a variety of retailers, restaurants, and service providers including a full-service grocery store (Publix) and pharmacy (CVS). Additional shopping opportunities are also located in downtown Acworth and along Cherokee Street within two miles of the subject site.

Shoppers Goods

The term "shoppers goods" refers to larger ticket merchandise that households purchase on an infrequent basis and for which they usually comparison shop. The category is sometimes called "comparison goods." Examples of shoppers' goods are apparel and accessories, furniture and home furnishings, appliances, jewelry, and sporting goods.

A larger collection of big-box retailers, restaurants, and service providers is located roughly four miles southwest of the subject site along U.S. Highway 41. The closest regional shopping area to the subject site is centered on Town Center at Cobb Mall, located approximately seven miles to the southeast on Earnest Barrett Parkway. This full service shopping mall, anchored by Sears, JC Penny, Belk, Macy's, and Macy's Furniture Gallery, features over 150 retailers and a food court. As part of a larger, more densely developed commercial corridor, numerous big-box retailers, including Wal-Mart, Target, Best Buy, Old Navy, Barnes and Noble, and Borders are also located in this area.

4. Recreational Amenities

The site for Abbington Manor is convenient to a variety of recreational amenities, the closest of which is Logan Farm Park two miles the southwest. Logan Farm Park contains one baseball/softball diamond, a recreation field, playground, walking/jogging trail, picnic area, fishing pond, and hiking trail. Other notable recreational amenities in the immediate area (approximately five miles) include Dallas Landing Park, Cauble Park, Cobb County Regional Park, Newberry Park, Proctor's Landing (boat launch and beach on Lake Acworth), Kenworth Park, the Acworth Sports Complex, the Old Highway 41 Recreation Area, Swift-Cantrell Park, the North Cobb Senior Center, and the Acworth Public Library. Kennesaw Mountain National Battlefield Park and Red Top Mountain State Park are also located within ten miles of the subject site.

5. Location of Low Income Housing

A list and map of existing low-income housing in the Abbington Manor Market Area are provided in the Existing Low Income Rental Housing section of this report, starting on page 55.

E. Site Conclusion

The subject site is compatible with surrounding land uses and is convenient to neighborhood amenities including shopping, healthcare facilities, and senior services. The subject site will also have excellent visibility and accessibility from Regions Drive NW and Baker Road, which serve residential traffic in northern Acworth. The site is suitable for the proposed development of affordable senior rental housing.

5. MARKET AREA

A. Introduction

The primary market area for the proposed Abbington Manor is defined as the geographic area from which future residents of the community would primarily be drawn and in which competitive rental housing alternatives are located. In defining the primary market area, RPRG sought to accommodate the joint interests of conservatively estimating housing demand and reflecting the realities of the local rental housing marketplace. For the purposes of this analysis, the market area will be referred to as the Abbington Manor Market Area.

B. Delineation of Market Area

The Abbington Manor Market Area consists of twenty-one Census tracts in Cobb, Bartow, and Cherokee Counties and includes all or portions of three municipalities (Acworth, Emerson, and Kennesaw) (Map 4). The boundaries of the Abbington Manor Market Area and their approximate distance from the subject site are:

North: Kellogg Creek Road / Lake Altoona .... (4.3 miles)

East: Kennesaw Due West Road / Cherokee Street .... (5.7 miles)

South: Kennesaw Due West Road / Burnt Hickory Road .... (5.0 miles)

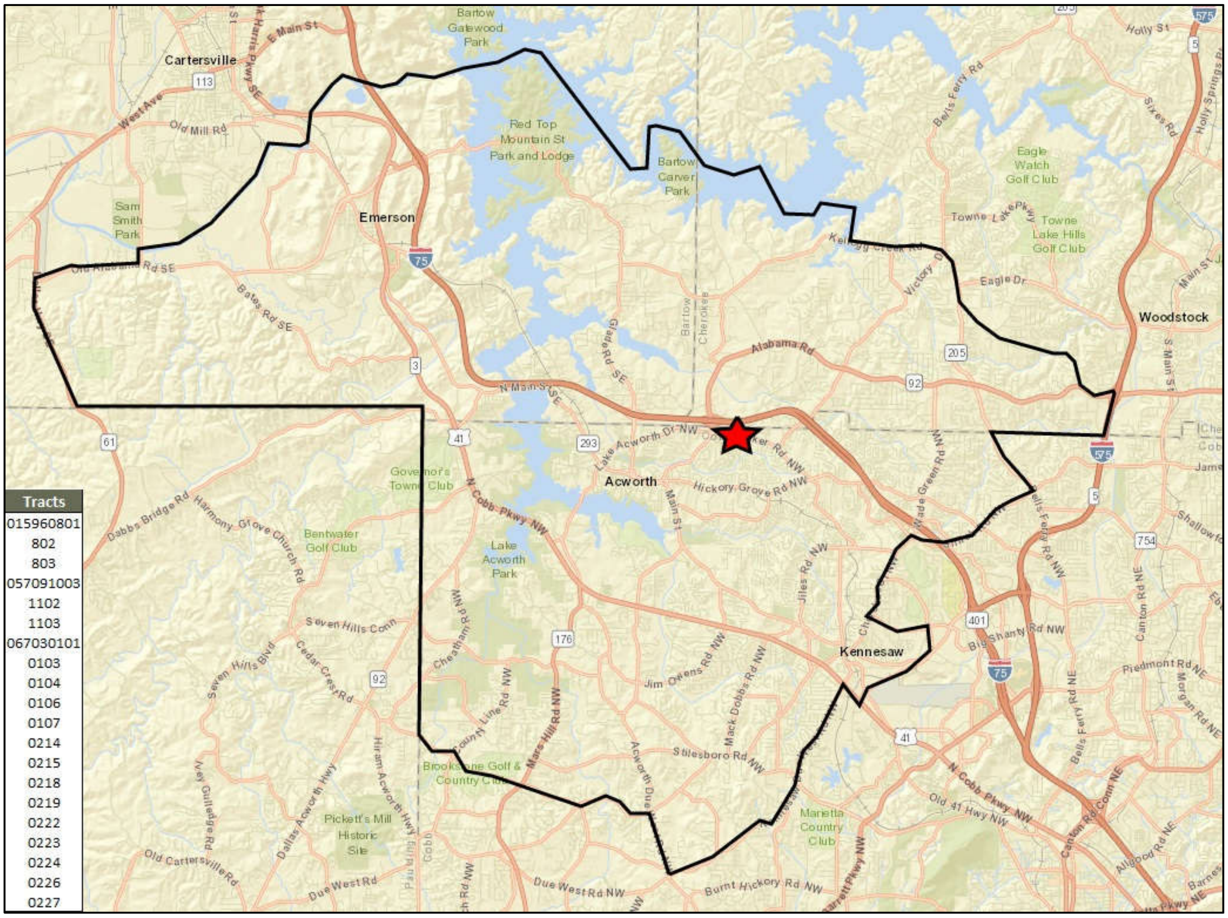
West: Paulding County / Cartersville Highway .... (3.6 miles)

Northwest: Etowah River.. (9.2 miles)

The Abbington Manor Market Area encompasses the suburban areas in and around the city of Acworth including unincorporated portions of northwest Cobb County, southeast Bartow County and southwest Cherokee County. Based on the consistency of the housing stock and ease of access via Interstate 75 and U.S. Highway 41, we believe senior residents living throughout the Abbington Manor Market Area would consider the subject property as a potential shelter option. The Abbington Manor Market Area does not include the more densely developed portions of eastern Cobb County or the city of Marietta, as these are distinct and separate submarkets and contain a significant number of renter households.

As appropriate for this analysis, the Abbington Manor Market Area is compared to a Tri-County Market Area consisting of Cobb, Bartow, and Cherokee Counties, which is considered the secondary market area. Demand estimates are based only on the Abbington Manor Market Area.

Map 4 Abbington Manor Market Area



6. COMMUNITY DEMOGRAPHIC DATA

A. Introduction and Methodology

RPRG analyzed recent trends in population and households in the Abbington Manor Market Area and Tri-County Market Area using U.S. Census data and data from Esri, a national data vendor which prepares small area estimates and projections of population and households. Building permit trends collected from the HUD State of the Cities Data Systems (SOCDS) database were also considered.

B. Trends in Population and Households

1. Recent Past Trends

Between 2000 and 2010 Census counts, the population of the Abbington Manor Market Area increased by 27,794 people (26.1 percent) or 2,779 people (2.3 percent) annually. During the same period, the Abbington Manor Market Area household base grew by 9,925 households (26.7 percent) or 993 households (2.4 percent) per year (Table 4).

The population and household base of the Tri-County Market Area grew by 2.0 percent annually from 2000 to 2010.

2. Projected Trends

Esri projections indicate the Abbington Manor Market Area continued to grow over the last seven years, though at a slower pace than in the previous decade. The Abbington Manor Market Area added 1,837 people (1.3 percent) and 589 households (1.2 percent) per year from 2010 to 2017. Population and household growth is projected to increase over the next two years with the Abbington Manor Market Area projected to add 2,960 people (2.0 percent) and 995 households (1.9 percent) per year from 2017 to 2019.

The Tri-County Market Area's population and household base are projected to grow by 1.4 percent to 1.5 percent annually through 2019.

Table 4 Population and Household Projections

	Tri-County Market Area					Abbington Manor Market Area				
		Total Change		Annual Change			Total Change		Annual Change	
Population	**Count**	**#**	**%**	**#**	**%**	**Count**	**#**	**%**	**#**	**%**
2000	825,689					106,359				
2010	1,002,581	176,892	21.4%	17,689	2.0%	134,153	27,794	26.1%	2,779	2.3%
2017	1,092,415	89,834	9.0%	12,833	1.2%	147,012	12,859	9.6%	1,837	1.3%
2019	1,125,441	33,026	3.0%	16,513	1.5%	152,933	5,921	4.0%	2,960	2.0%
		Total Change		Annual Change			Total Change		Annual Change	
Households	**Count**	**#**	**%**	**#**	**%**	**Count**	**#**	**%**	**#**	**%**
2000	304,164					37,138				
2010	371,774	67,610	22.2%	6,761	2.0%	47,063	9,925	26.7%	993	2.4%
2017	402,009	30,235	8.1%	4,319	1.1%	51,186	4,123	8.8%	589	1.2%
2019	413,639	11,630	2.9%	5,815	1.4%	53,175	1,989	3.9%	995	1.9%

Source: 2000 Census; 2010 Census; Esri; and Real Property Research Group, Inc.

The average household size in the Abbington Manor Market Area of 2.87 persons per household in 2017 is expected to remain constant through 2019 (Table 5).

Table 5 Persons per Household, Abbington Manor Market Area

Persons Per Household Abbington Manor Market Area			
Year	2010	2017	2019
Population	134,153	147,012	152,933
Group Quarters	71	71	71
Households	47,063	51,186	53,175
Household Size	2.85	2.87	2.87

Source: 2010 Census; Esri; and RPRG, Inc.

3. Building Permit Trends

RPRG examines building permit trends to help determine if the housing supply is meeting demand, as measured by new households. From 2000 to 2009, an average of 8,588 new housing units were authorized per year in the Tri-County Market Area compared to annual household growth of 6,761 between the 2000 and 2010 census counts (Table 6). The Tri-County Market Area permitted an average of 4,098 units per year from 2010 to 2016, below Esri's estimated annual household growth of 4,319 over the last seven years.

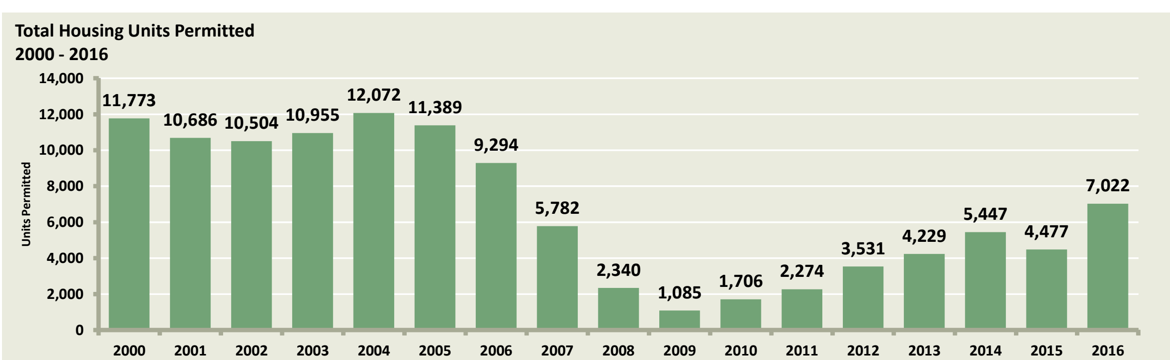
The Tri-County Market Area permitted 10,686 to 12,072 housing units per year from 2000 to 2005 during the for-sale housing boom of the early and mid 2000's; however, permit activity in the Tri-County Market Area sharply declined to a low of 1,085 units in 2009 as a result of the national recession and national housing market downturn. Building permit activity remained well below previous levels over the last six years but has gradually increased to over 7,022 housing units per year in 2016.

Single-family detached homes comprised 79 percent of all units permitted in the Tri-County Market Area since 2000 while nearly all remaining units permitted were multi-family structures with five or more units.

Table 6 Building Permits by Structure Type, Tri-County Market Area

Tri-County Market Area	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2000-2016	Annual Average
Single Family	9,559	8,313	8,883	9,317	10,267	10,235	7,834	4,685	1,986	944	1,244	1,402	2,007	3,147	3,188	3,672	4,265	90,948	5,350
Two Family	40	28	10	26	22	24	74	72	12	0	10	22	20	34	18	14	18	444	26
3 - 4 Family	45	61	77	96	111	31	168	324	98	35	73	26	58	106	162	136	68	1,675	99
5+ Family	2,129	2,284	1,534	1,516	1,672	1,099	1,218	701	244	106	379	824	1,446	942	2,079	655	2,671	21,499	1,265
Total	**11,773**	**10,686**	**10,504**	**10,955**	**12,072**	**11,389**	**9,294**	**5,782**	**2,340**	**1,085**	**1,706**	**2,274**	**3,531**	**4,229**	**5,447**	**4,477**	**7,022**	**114,566**	**6,739**

Source: U.S. Census Bureau, C-40 Building Permit Reports.



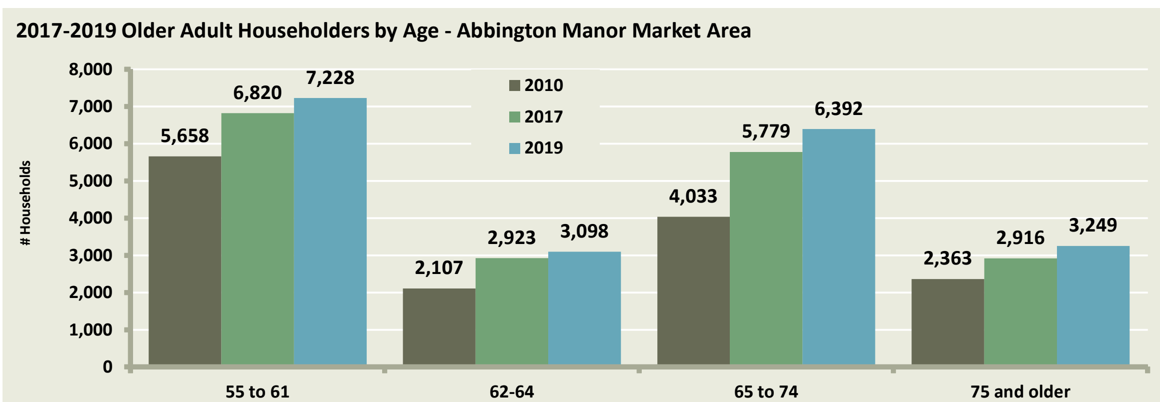
4. Trends in Older Adult Households

Esri estimates older adult and senior household growth significantly outpaced total household growth in the Abbington Manor Market Area (on a percentage basis) from 2010 to 2017; senior household growth includes both net migration and aging in place. Abbington Manor Market Area households with a householder age 62+ increased from 8,503 as of the 2010 Census to 11,618 in 2017, a growth rate of 36.6 percent or 4.6 percent annually (Table 7). Abbington Manor Market Area senior households (62+) are projected to increase at an annual rate of 4.7 percent over the next two years, reaching a total of 12,739 in 2019.

Table 7 Trends in Senior Householders, Abbington Manor Market Area

							Change 2010 to 2017				Change 2017 to 2019			
Abbington Manor Market Area							Total		Annual		Total		Annual	
Age of Householder	2010		2017		2019		#	%	#	%	#	%	#	%
55 to 61	5,658	40.0%	6,820	37.0%	7,228	36.2%	1,162	20.5%	166	2.7%	408	6.0%	204	2.9%
62-64	2,107	14.9%	2,923	15.9%	3,098	15.5%	816	38.8%	117	4.8%	175	6.0%	87	2.9%
65 to 74	4,033	28.5%	5,779	31.3%	6,392	32.0%	1,746	43.3%	249	5.3%	614	10.6%	307	5.2%
75 and older	2,363	16.7%	2,916	15.8%	3,249	16.3%	553	23.4%	79	3.0%	333	11.4%	166	5.6%
Householders 62+	**8,503**		**11,618**		**12,739**		**3,115**	**36.6%**	**445**	**4.6%**	**1,121**	**9.6%**	**561**	**4.7%**
All Households	**47,063**		**51,186**		**53,175**		**4,123**	**8.8%**	**589**	**1.2%**	**1,989**	**3.9%**	**995**	**1.9%**

Source: 2010 Census; Esri; RPRG



C. Demographic Characteristics

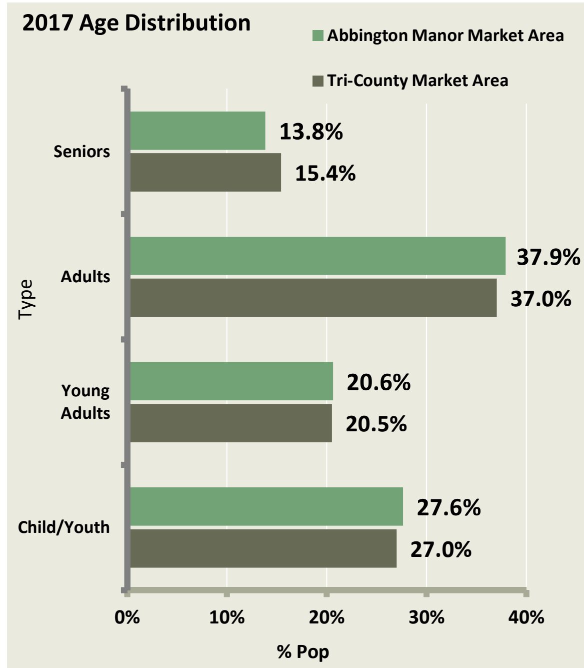
1. Age Distribution and Household Type

Esri estimates the Abbington Manor Market Area's population has a median age of 35 as of 2017, younger than the Tri-County Market Area's median age of 36 (Table 8). Seniors (persons age 62 and older) comprised 13.8 percent of the Abbington Manor Market Area's population and 15.4 percent of the Tri-County Market Area's population. Adults age 35 to 61 were the largest age cohort in both areas, accounting for 37.9 percent of the population in the Abbington Manor Market Area and 37.0 percent in the Tri-County Market Area. Among the remaining age cohorts, Children/Youth under the age of 20 comprised 27.6 percent of the population in the Abbington Manor Market Area compared to 27.0 percent of the population in the Tri-County Market Area while Young Adults age 20 to 34 accounted for roughly 21 percent of the population in both areas.

Table 8 2017 Age Distribution

2017 Age Distribution	Tri-County Market Area		Abbington Manor Market Area	
	#	%	#	%
Children/Youth	**295,142**	**27.0%**	**40,627**	**27.6%**
Under 5 years	71,250	6.5%	9,365	6.4%
5-9 years	74,075	6.8%	10,108	6.9%
10-14 years	77,573	7.1%	11,079	7.5%
15-19 years	72,244	6.6%	10,075	6.9%
Young Adults	**224,295**	**20.5%**	**30,320**	**20.6%**
20-24 years	69,635	6.4%	9,153	6.2%
25-34 years	154,660	14.2%	21,167	14.4%
Adults	**404,549**	**37.0%**	**55,733**	**37.9%**
35-44 years	156,524	14.3%	21,052	14.3%
45-54 years	155,758	14.3%	22,322	15.2%
55-61 years	92,267	8.4%	12,359	8.4%
Seniors	**168,429**	**15.4%**	**20,332**	**13.8%**
62-64 years	39,543	3.6%	5,297	3.6%
65-74 years	83,623	7.7%	9,961	6.8%
75-84 years	33,764	3.1%	3,929	2.7%
85 and older	11,499	1.1%	1,146	0.8%
TOTAL	**1,092,415**	**100%**	**147,012**	**100%**
Median Age	**36**		**35**	

Source: Esri; RPRG, Inc.

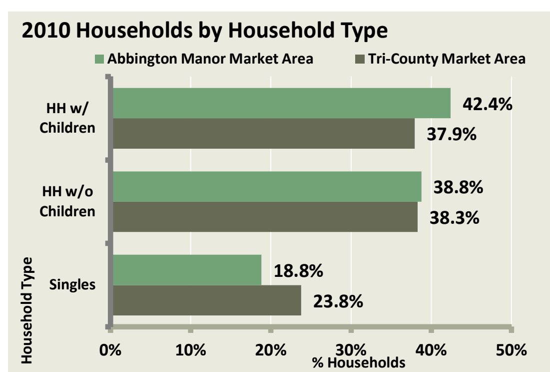


The Abbington Manor Market Area has a high percentage of families as 42.4 percent of all households contained children as of the 2010 Census compared to 37.9 percent of households in the Tri-County Market Area (Table 9). Households with at least two adults and no children comprised 38.8 percent of households in the Abbington Manor Market Area and 38.3 percent of households in the Tri-County Market Area. The Abbington Manor Market Area has a lower percentage of single-person households (18.8 percent) compared to the Tri-County Market Area (23.8 percent).

Table 9 2010 Households by Household Type

2010 Households by Household Type	Tri-County Market Area		Abbington Manor Market Area	
	#	%	#	%
Married w/Children	99,381	26.7%	14,688	31.2%
Other w/ Children	41,633	11.2%	5,275	11.2%
Households w/ Children	**141,014**	**37.9%**	**19,963**	**42.4%**
Married w/o Children	97,735	26.3%	12,474	26.5%
Other Family w/o Children	22,096	5.9%	2,908	6.2%
Non-Family w/o Children	22,527	6.1%	2,865	6.1%
Households w/o Children	**142,358**	**38.3%**	**18,247**	**38.8%**
Singles	**88,402**	**23.8%**	**8,853**	**18.8%**
Total	**371,774**	**100%**	**47,063**	**100%**

Source: 2010 Census; RPRG, Inc.



2. Renter Household Characteristics

The Abbington Manor Market Area's 2010 renter percentage was 22.5 percent, lower than the Tri-County Market Area's renter percentage of 30.3 percent (Table 10). Esri estimates the Abbington Manor Market Area's renter percentage increased to 27.0 percent in 2017 compared to 34.3 percent in the Tri-County Market Area. Renter households accounted for 77.6 percent of the Abbington Manor Market Area's net household change and 83.8 percent of the Tri-County Market Area's net household change during this period. Esri projections indicate the Abbington Manor Market Area and Tri-County Market Area renter percentages will remain relatively stable over the next two years with renter households increasing by 574 in the Abbington Manor Market Area and 4,296 in the Tri-County Market Area over this period.

Approximately 16 percent of senior households (62+) in the Abbington Manor Market Area were renters in 2017 compared to 19.3 percent of senior households in the Tri-County Market Area (Table 11).

Table 10 Households by Tenure

Tri-County Market Area	2000		2010		Change 2000-2010		2017		Change 2010-2017		2019		Change 2017-2019	
Housing Units	#	%	#	%	#	%	#	%	#	%	#	%	#	%
Owner Occupied	217,018	71.3%	259,121	69.7%	42,103	62.3%	264,019	65.7%	4,898	16.2%	271,353	65.6%	7,334	63.1%
Renter Occupied	87,146	28.7%	112,653	30.3%	25,507	37.7%	137,990	34.3%	25,337	83.8%	142,286	34.4%	4,296	36.9%
Total Occupied	**304,164**	**100%**	**371,774**	**100%**	**67,610**	**100%**	**402,009**	**100%**	**30,235**	**100%**	**413,639**	**100%**	**11,630**	**100%**
Total Vacant	14,052		36,899				37,086				37,238			
TOTAL UNITS	**318,216**		**408,673**				**439,095**				**450,877**			

Abbington Manor Market Area	2000		2010		Change 2000-2010		2017		Change 2010-2017		2019		Change 2017-2019	
Housing Units	#	%	#	%	#	%	#	%	#	%	#	%	#	%
Owner Occupied	31,336	84.4%	36,466	77.5%	5,130	51.7%	37,390	73.0%	924	22.4%	38,805	73.0%	1,415	71.1%
Renter Occupied	5,802	15.6%	10,597	22.5%	4,795	48.3%	13,795	27.0%	3,198	77.6%	14,370	27.0%	574	28.9%
Total Occupied	**37,138**	**100%**	**47,063**	**100%**	**9,925**	**100%**	**51,186**	**100%**	**4,123**	**100%**	**53,175**	**100%**	**1,989**	**100%**
Total Vacant	1,626		3,653				3,828				4,019			
TOTAL UNITS	**38,764**		**50,716**				**55,014**				**57,193**			

Source: U.S. Census of Population and Housing, 2000, 2010; Esri, RPRG, Inc.

Table 11 Senior Households by Tenure, Age 62+

Senior Households 62+	Tri-County Market Area		Abbington Manor Market Area	
2017 Households	#	%	#	%
Owner Occupied	79,885	80.7%	9,728	83.7%
Renter Occupied	19,142	19.3%	1,889	16.3%
Total Occupied	**99,027**	**100.0%**	**11,618**	**100.0%**

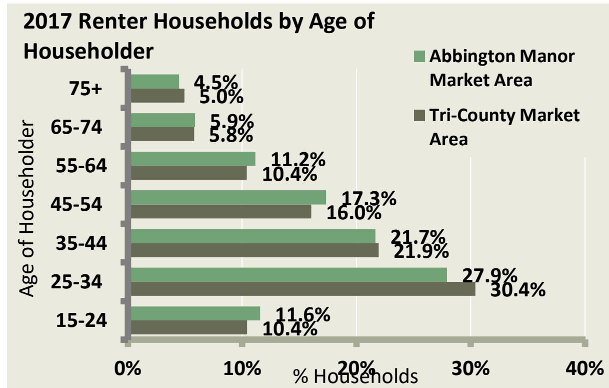
Source: 2000 Census; 2010 Census; ESRI; RPRG

Working age households form the core of renter households in the market area as 49.6 percent of all householders are age 25 to 44. Older adults and seniors age 55 and older account for approximately 22 percent of all renters in the market area (Table 12). Only 11.6 percent of renters in the Abbington Manor Market Area are under 25 years old. Tri-County Market Area renter householders have a similar age distribution to the Abbington Manor Market Area with a slightly higher proportion of renters age 25 to 44.

Table 12 Renter Households by Age of Householder

Renter Households	Tri-County Market Area		Abbington Manor Market Area	
Age of HHldr	#	%	#	%
15-24 years	14,413	10.4%	1,596	11.6%
25-34 years	41,962	30.4%	3,854	27.9%
35-44 years	30,273	21.9%	2,987	21.7%
45-54 years	22,137	16.0%	2,393	17.3%
55-64 years	14,375	10.4%	1,538	11.2%
65-74 years	7,991	5.8%	810	5.9%
75+ years	6,838	5.0%	617	4.5%
Total	**137,990**	**100%**	**13,795**	**100%**

Source: Esri, Real Property Research Group, Inc.

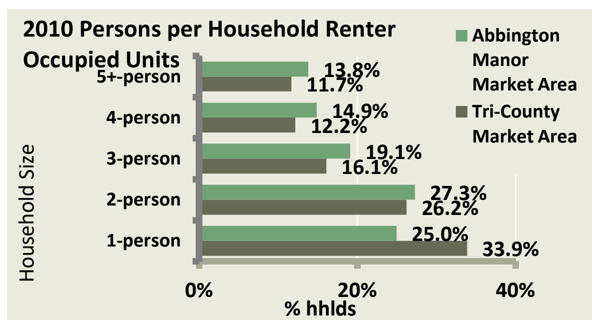


Roughly 52 percent of all renter households in the Abbington Manor Market Area contained one or two people as of the 2010 Census (Table 13). Three and four person households comprised 34 percent of Abbington Manor Market Area renter households and large households (5+ persons) accounted for 13.8 percent of renter households. In comparison, the Tri-County Market Area had a higher percentage of one and two-person renter households and a lower percentage of large households relative to the Abbington Manor Market Area.

Table 13 2010 Renter Households by Household Size

Renter Occupied	Tri-County Market Area		Abbington Manor Market Area	
	#	%	#	%
1-person hhld	38,178	33.9%	2,646	25.0%
2-person hhld	29,541	26.2%	2,890	27.3%
3-person hhld	18,098	16.1%	2,024	19.1%
4-person hhld	13,701	12.2%	1,575	14.9%
5+-person hhld	13,135	11.7%	1,462	13.8%
TOTAL	**112,653**	**100%**	**10,597**	**100%**

Source: 2010 Census



3. Income Characteristics

According to income distributions provided by Esri, the 2017 median income of households in the Abbington Manor Market Area is $71,753, $3,673 or 5.4 percent higher than the Tri-County Market Area's median of $68,080 (Table 14). Senior households (62+) in the Abbington Manor Market Area have a 2017 median household income of $52,562 per year, $723 (1.4 percent) lower than the $53,285 senior median income in the Tri-County Market Area (Table 15). Roughly 24 percent of senior households (62+) in the Abbington Manor Market Area earn from $15,000 to $34,999 and 32.4 percent earn from $35,000 to $74,999 annually.

Based on the U.S. Census Bureau's American Community Survey (ACS) data and breakdown of tenure and household estimates, the 2017 median income for senior householders (age 62 and older) in the Abbington Manor Market Area is $40,286 for renters and $55,873 for owners (Table 16). Roughly 31 percent of all senior renter householders (62+) in the Abbington Manor Market Area have an annual income from $15,000 to $34,999 and 36.6 percent earn $35,000 to $74,999 per year.

Table 14 2017 Household Income

Estimated 2017 Household Income		Tri-County Market Area #	Tri-County Market Area %	Abbington Manor Market Area #	Abbington Manor Market Area %
less than	$15,000	34,190	8.5%	3,621	7.1%
$15,000	$24,999	33,581	8.4%	3,624	7.1%
$25,000	$34,999	36,588	9.1%	4,699	9.2%
$35,000	$49,999	45,212	11.2%	5,522	10.8%
$50,000	$74,999	71,117	17.7%	9,340	18.2%
$75,000	$99,999	55,870	13.9%	8,583	16.8%
$100,000	$149,999	67,926	16.9%	9,598	18.8%
$150,000	Over	57,525	14.3%	6,198	12.1%
Total		**402,009**	**100%**	**51,186**	**100%**
Median Income		**$68,080**		**$71,753**	

Source: Esri; Real Property Research Group, Inc.

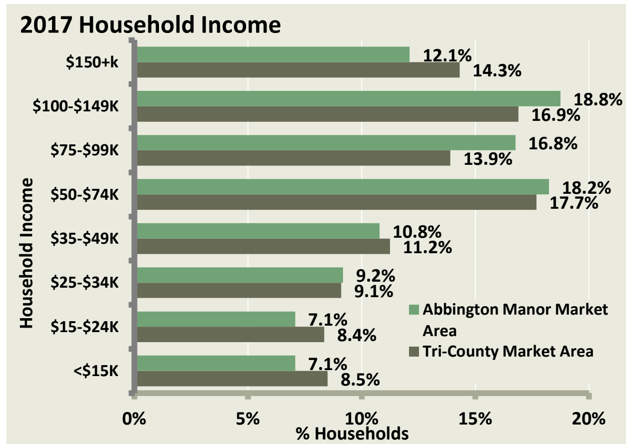


Table 15 2017 Senior Household Income, Households 62+

2017 HH Income for Householders 62+		Tri-County Market Area #	Tri-County Market Area %	Abbington Manor Market Area #	Abbington Manor Market Area %
less than	$15,000	10,722	10.8%	1,198	10.3%
$15,000	$24,999	12,180	12.3%	1,412	12.2%
$25,000	$34,999	11,186	11.3%	1,427	12.3%
$35,000	$49,999	13,066	13.2%	1,543	13.3%
$50,000	$74,999	17,953	18.1%	2,223	19.1%
$75,000	$99,999	10,576	10.7%	1,412	12.2%
$100,000	$149,999	12,908	13.0%	1,452	12.5%
$150,000	$199,999	5,139	5.2%	520	4.5%
$200,000	over	5,298	5.4%	429	3.7%
Total		**99,027**	**100%**	**11,618**	**100%**
Median Income		**$53,285**		**$52,562**	

Source: American Community Survey 2011-2015 Estimates, RPRG, Inc.

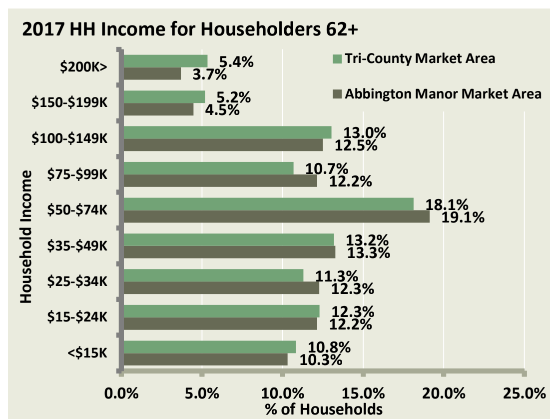
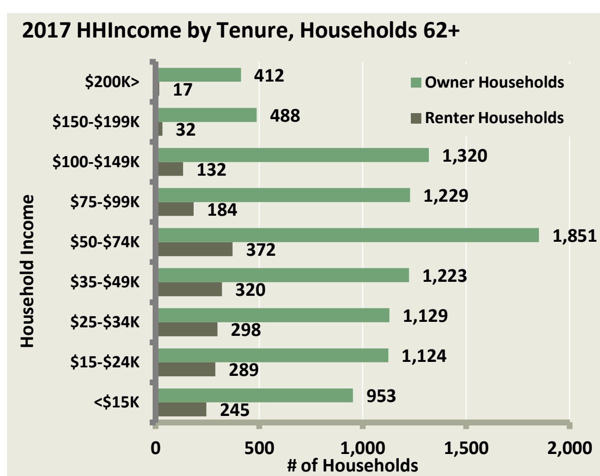


Table 16 2017 Senior Household Income by Tenure, Households 62+

Abbington Manor Market Area Householders 62+		Renter Households #	Renter Households %	Owner Households #	Owner Households %
less than	$15,000	245	13.0%	953	9.8%
$15,000	$24,999	289	15.3%	1,124	11.5%
$25,000	$34,999	298	15.8%	1,129	11.6%
$35,000	$49,999	320	16.9%	1,223	12.6%
$50,000	$74,999	372	19.7%	1,851	19.0%
$75,000	$99,999	184	9.7%	1,229	12.6%
$100,000	$149,999	132	7.0%	1,320	13.6%
$150,000	$199,999	32	1.7%	488	5.0%
$200,000	over	17	0.9%	412	4.2%
Total		**1,889**	**100%**	**9,728**	**100%**
Median Income		**$40,286**		**$55,873**	

Source: American Community Survey 2011-2015 Estimates, RPRG, Inc.



Fifty-four percent of senior renter households (65+) in the Abbington Manor Market Area pay at least 40 percent of their income for rent (Table 28). Approximately three percent of all renter households in the Abbington Manor Market Area live in substandard rental housing; however, this only includes overcrowded rental housing units and rental housing units with incomplete plumbing.

Table 17 Substandard and Cost Burdened Calculations

Rent Cost Burden		
Total Households	#	%
Less than 10.0 percent	461	3.6%
10.0 to 14.9 percent	1,023	7.9%
15.0 to 19.9 percent	1,343	10.4%
20.0 to 24.9 percent	1,899	14.7%
25.0 to 29.9 percent	1,492	11.6%
30.0 to 34.9 percent	1,336	10.3%
35.0 to 39.9 percent	981	7.6%
40.0 to 49.9 percent	1,007	7.8%
50.0 percent or more	2,776	21.5%
Not computed	599	4.6%
Total	12,917	100%
> 40% income on rent	**3,783**	**30.7%**

Households 65+	#	%
Less than 20.0 percent	105	11.1%
20.0 to 24.9 percent	56	5.9%
25.0 to 29.9 percent	34	3.6%
30.0 to 34.9 percent	77	8.1%
35.0 percent or more	578	61.0%
Not computed	98	10.3%
Total	948	100%
> 35% income on rent	**578**	**68.0%**
> 40% income on rent		**54.0%**

Source: American Community Survey 2011-2015

Substandardness	
Total Households	
Owner occupied:	
Complete plumbing facilities:	35,396
1.00 or less occupants per room	34,994
1.01 or more occupants per room	402
Lacking complete plumbing facilities:	73
Overcrowded or lacking plumbing	475
Renter occupied:	
Complete plumbing facilities:	12,868
1.00 or less occupants per room	12,569
1.01 or more occupants per room	299
Lacking complete plumbing facilities:	49
Overcrowded or lacking plumbing	348
Substandard Housing	**823**
% Total Stock Substandard	**1.7%**
% Rental Stock Substandard	**2.7%**

7. EMPLOYMENT TREND

A. Introduction

This section of the report focuses primarily on economic trends and conditions in Cobb County, the jurisdiction in which Abbington Manor will be located. For purposes of comparison, economic trends in Georgia and the nation are also discussed.

B. Labor Force, Resident Employment, and Unemployment

1. Trends in County Labor Force and Resident Employment

Cobb County's labor force has steadily expanded since 2006, adding an average of nearly 4,000 workers per year in eight of the last nine years (Table 18). During this period, the county's labor force rose from 372,993 in 2006 to 409,718 in 2016, a net increase of 36,725 workers or 9.8 percent. The employed portion of the labor force has increased by 46,515 people since 2010 while those classified as unemployed has been nearly halved from 35,426 workers in 2010 to 18,332 workers in 2016.

2. Trends in County Unemployment Rate

Cobb County's unemployment rate has been comparable to or less than state and national levels since 2006, falling below national levels by at least one percentage point in several years. After ranging from 4.1 percent to 4.3 percent from 2006 to 2008, Cobb County's unemployment rate increased to a high of 9.3 percent in 2010 following the national recession, which was below both the state and national highs. Unemployment rates in all three areas have decreased in each of the last six years, reaching 4.5 percent in Cobb County, 5.4 percent in Georgia, and 4.9 percent nationally in 2016.

C. Commutation Patterns

According to 2011-2015 American Community Survey (ACS) data, 47.4 percent of workers residing in the Abbington Manor Market Area spent 30 minutes or more commuting to work. Roughly 29 percent of Abbington Manor Market Area workers commuted 15 to 29 minutes while 16.6 percent commuted less than 15 minutes (Table 19).

Just over half (56.8 percent) of Abbington Manor Market Area workers worked in their county of residence. Approximately 41 percent of Abbington Manor Market Area workers worked in another Georgia county, reflecting the suburban nature of the Abbington Manor Market Area and the relative proximity/accessibility to employment concentrations throughout Metro Atlanta. Less than two percent of Abbington Manor Market Area workers were employed outside the state.

Table 18 Labor Force and Unemployment Rates, Cobb County

Annual Unemployment Rates - Not Seasonally Adjusted

Annual Unemployment	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Labor Force	372,993	380,566	381,680	374,868	380,297	384,688	388,793	389,121	393,541	398,123	409,718
Employment	357,118	365,319	360,319	340,632	344,871	350,725	358,787	363,027	370,284	378,321	391,386
Unemployment	15,875	15,247	21,361	34,236	35,426	33,963	30,006	26,094	23,257	19,802	18,332
Unemployment Rate											
Cobb County	4.3%	4.0%	5.6%	9.1%	9.3%	8.8%	7.7%	6.7%	5.9%	5.0%	4.5%
Georgia	4.7%	4.5%	6.2%	9.9%	10.5%	10.2%	9.2%	8.2%	7.1%	6.0%	5.4%
United States	4.6%	4.6%	5.8%	9.3%	9.6%	8.8%	8.3%	7.4%	6.2%	5.3%	4.9%

Source: U.S. Department of Labor, Bureau of Labor Statistics

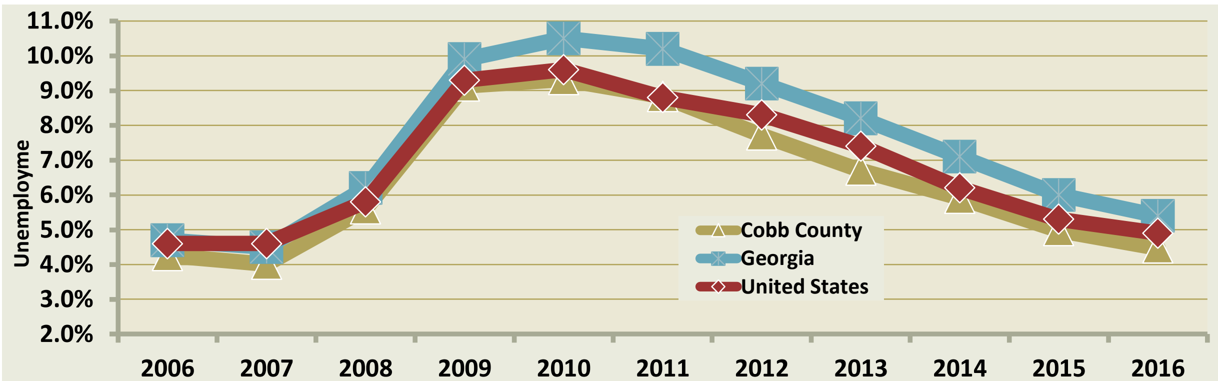


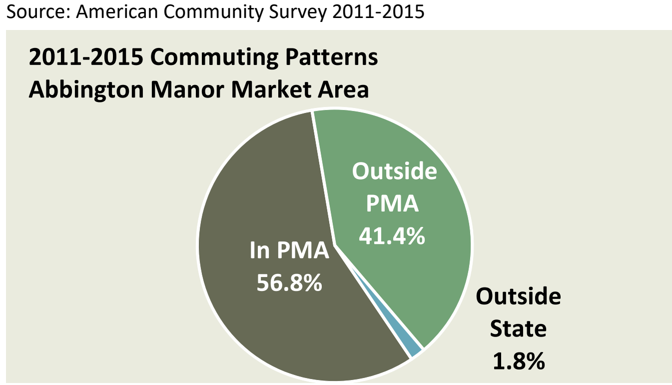
Table 19 2011-2015 Commuting Patterns, Abbington Manor Market Area

Travel Time to Work		
Workers 16 years+	**#**	**%**
Did not work at home:	64,149	93.2%
Less than 5 minutes	994	1.4%
5 to 9 minutes	4,178	6.1%
10 to 14 minutes	6,277	9.1%
15 to 19 minutes	7,908	11.5%
20 to 24 minutes	8,392	12.2%
25 to 29 minutes	3,573	5.2%
30 to 34 minutes	10,232	14.9%
35 to 39 minutes	1,832	2.7%
40 to 44 minutes	3,058	4.4%
45 to 59 minutes	8,456	12.3%
60 to 89 minutes	7,299	10.6%
90 or more minutes	1,950	2.8%
Worked at home	4,654	6.8%
Total	**68,803**	

Source: American Community Survey 2011-2015

Place of Work		
Workers 16 years and over	**#**	**%**
Worked in state of residence:	67,586	98.2%
Worked in county of residence	39,069	56.8%
Worked outside county of residence	28,517	41.4%
Worked outside state of residence	1,217	1.8%
Total	**68,803**	**100%**

Source: American Community Survey 2011-2015



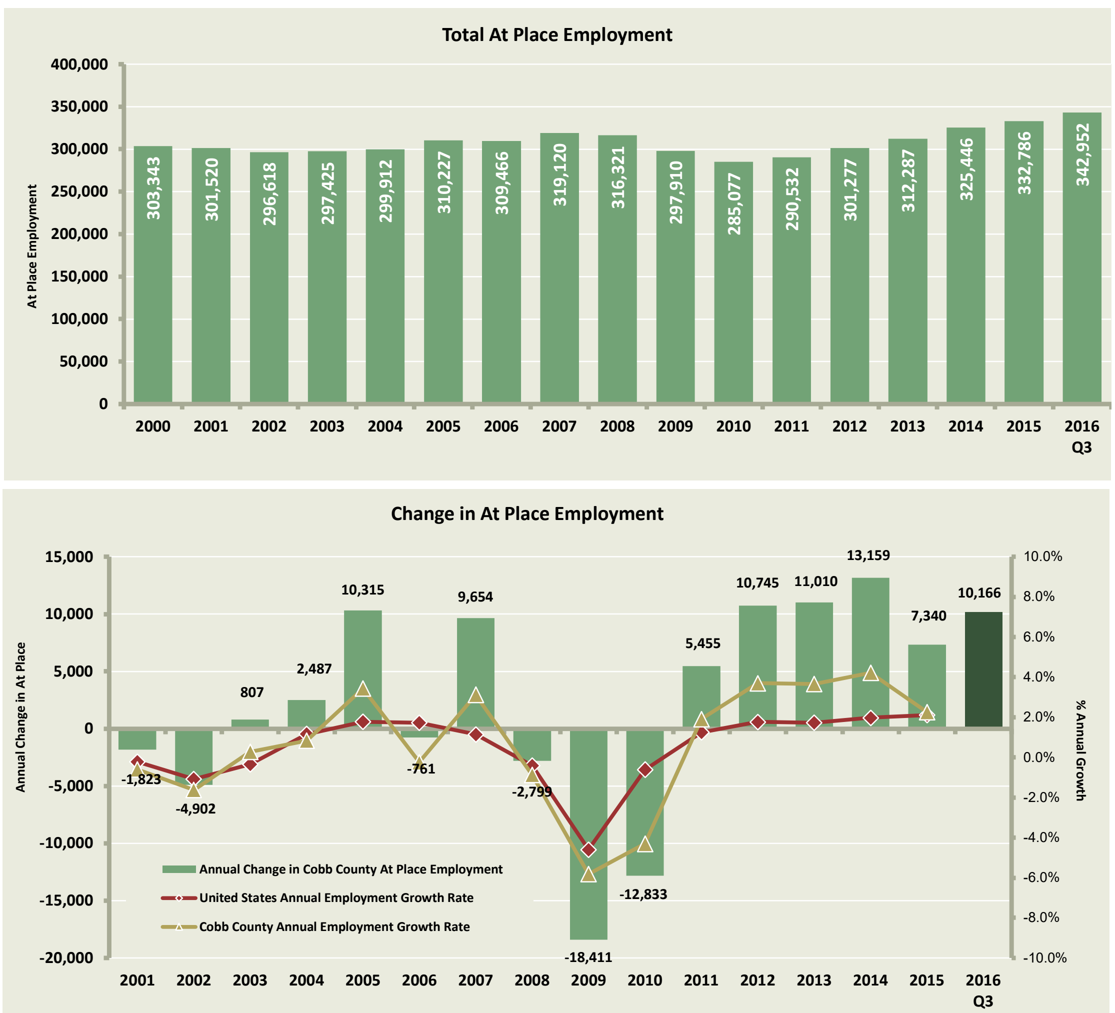
D. At-Place Employment

1. Trends in Total At-Place Employment

Cobb County's At-Place-Employment grew by 12,978 net jobs (4.3 percent) from 2000 to 2008, prior to losing 31,245 jobs (9.9 percent of the 2008 employment base) from 2009 to 2010 during and immediately following the national recession (Figure 5). Following this low point, Cobb County swiftly rebounded with strong job growth in each the last five years. The county added 47,709 net jobs from 2010 to 2015 (an increase of 16.7 percent since 2010) more than recouping the jobs lost in 2009 and 2010. Through the three quarters of 2016, Cobb County's At-Place Employment continued to expand with the addition of more than 10,000 jobs relative to the 2015 annual average At-Place Employment.

As illustrated by the lines in the bottom portion of Figure 5, Cobb County was more heavily impacted during the recent national recession than the country as a whole but has outpaced the nation in At-Place Employment Growth over the last five years.

Figure 5 At-Place Employment, Cobb County



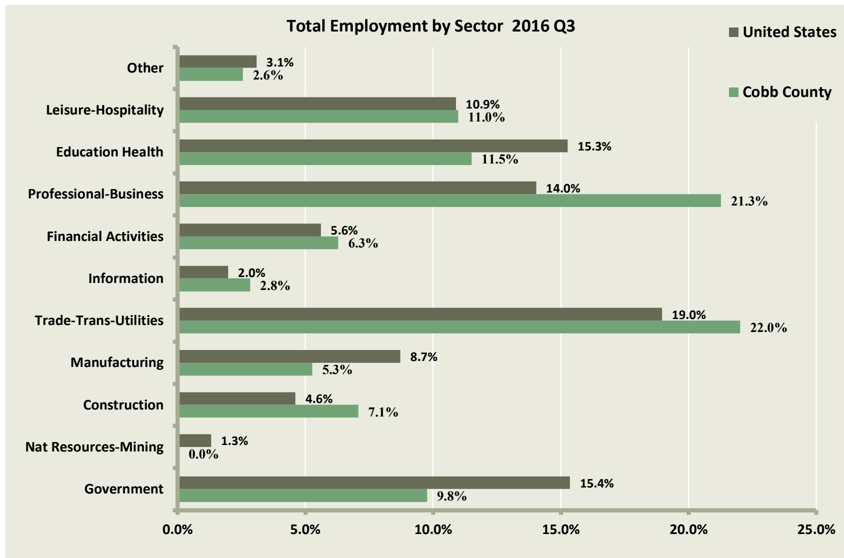
Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages

2. At-Place Employment by Industry Sector

Trade-Transportation-Utilities and Professional Business are the two largest employment sectors in Cobb County, accounting for 43.3 percent of all jobs (as of 2016 Q3) compared to 33.0 percent nationally (Figure 6). Five sectors contain roughly six to 12 percent of the county's total employment including Education-Health (11.5 percent), Leisure-Hospitality (11.0 percent), Government (9.8 percent), Construction (7.1 percent), and Financial Activities (6.3 percent). Among these sectors, the county has a notably higher percentage of Construction jobs and a much smaller percentage of Education-Health and Government jobs relative to national proportions.

Figure 6 Total Employment by Sector, 2016 Q3

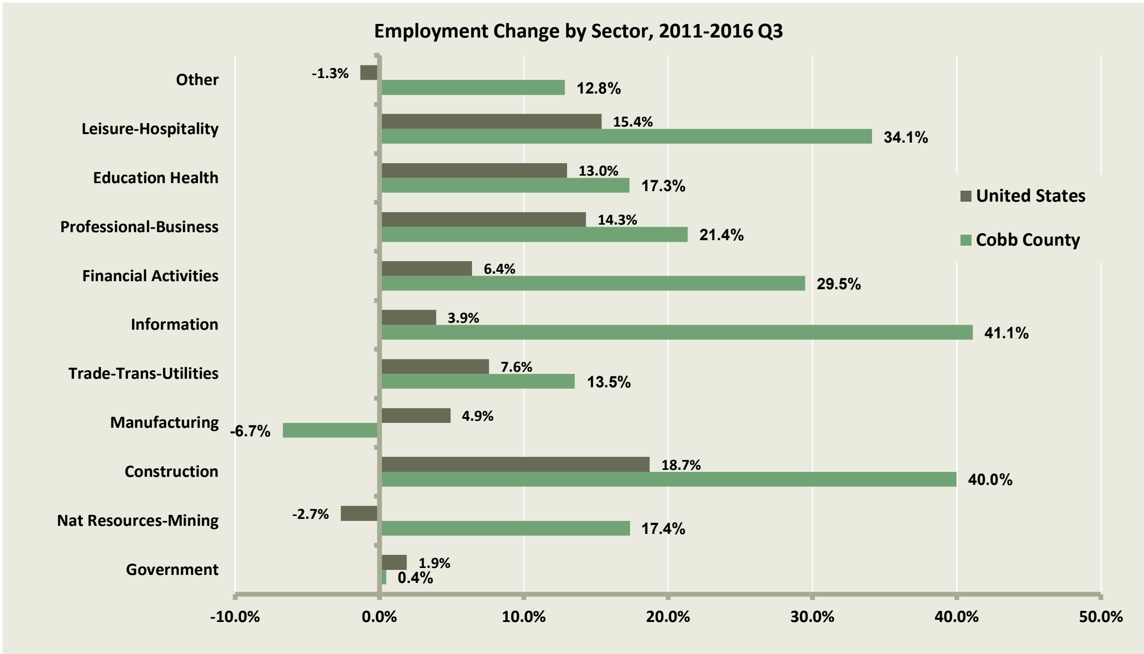
Employment by Industry Sector Q3 2016	
Sector	Jobs
Government	**33,462**
Federal	2,492
State	6,064
Local	24,906
Private Sector	**309,490**
Goods-Producing	42,466
Nat. Res-Mining	129
Construction	24,254
Manufacturing	18,083
Service Providing	265,631
Trade-Trans-Utilities	75,514
Information	9,732
Financial Activities	21,564
Professional-Business	72,950
Education-Health	39,464
Leisure-Hospitality	37,634
Other	8,772
Unclassified	1,393
Total Employment	**342,952**



Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages

Ten of 11 economic sectors added jobs in Cobb County from 2011 to 2016(Q3) with the largest percentage gains in Information (41.1 percent), Construction (40.0 percent), Leisure-Hospitality (34.1 percent), Financial Activities (29.5 percent), and Professional Business (21.4 percent) (Figure 7). Gains in the Trade-Transportation-Utilities and Education-Health sectors, while lower on a percentage basis, were also significant in terms of total employment. Manufacturing was the only sector to lose jobs during this period with a 6.7 percent loss.

Figure 7 Change in Employment by Sector 2011-2016 Q3



Source: U.S. Department of Labor, Bureau of Labor Statistics, Quarterly Census of Employment and Wages

3. Major Employers

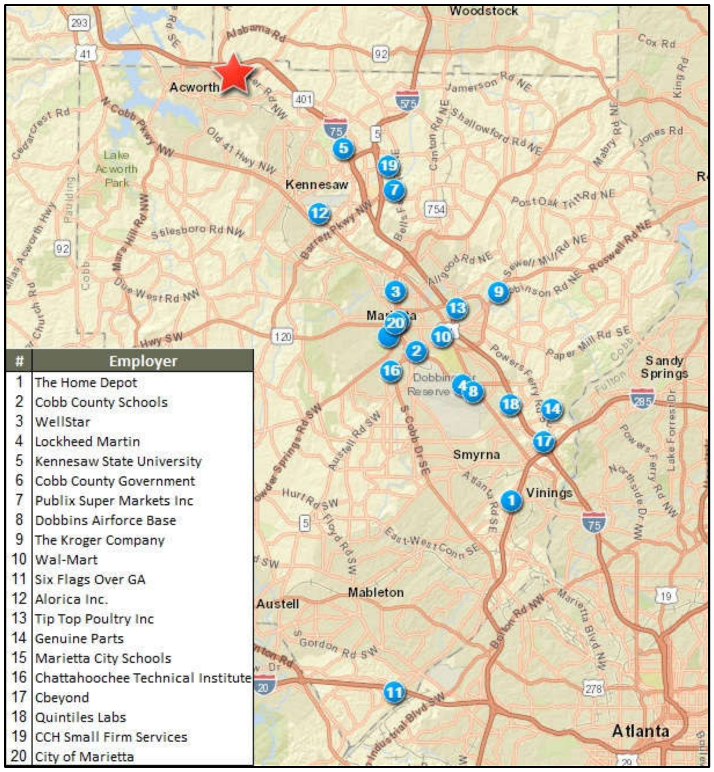
Many of Cobb County's major employers are within close proximity of the subject site including clusters along Cobb Parkway (U.S. Highway 41) and Interstate 75 (Table 20). Home Depot, Cobb County Public Schools, and WellStar Health System are the three largest employers in the county, each with more than 12,000 employed at several locations throughout the county (Table 20).

Table 20 Major Employers, Cobb County

Rank	Name	Sector	Employment
1	The Home Depot	Retail	20,000
2	Cobb County Schools	Education	18,751
3	WellStar	Medical	12,746
4	Lockheed Martin	Manufacturing	6,900
5	Kennesaw State University	Education	4,404
6	Cobb County Government	Government	4,210
7	Publix Super Markets Inc	Retail	2,988
8	Dobbins Airforce Base	Government	2,547
9	The Kroger Company	Retail	2,383
10	Wal-Mart	Retail	2,258
11	Six Flags Over GA	Leisure - Hospitality	2,010
12	Alorica Inc.	Professional - Business	1,950
13	Tip Top Poultry Inc	Manufacturing	1,435
14	Genuine Parts	Manufacturing	1,274
15	Marietta City Schools	Education	1,139
16	Chattahoochee Technical Institute	Education	1,100
17	Cbeyond	Professional - Business	925
18	Quintiles Labs	Professional - Business	819
19	CCH Small Firm Services	Professional - Business	752
20	City of Marietta	Government	719

Source: Cobb County Government

Map 5 Major Employers



4. Regional Economic Snapshot

The Abbington Manor Market Area has a high a percentage of commuters (roughly 41 percent based on 2011-2015 ACS data), many of whom work in major employment centers in Cherokee County, Bartow County, and Fulton County (City of Atlanta) along the Interstate 75 corridor. As a result, economic growth in these counties has a direct impact on population and household growth in the Abbington Manor Market Area. As such, we have examined recent changes in At-Place Employment in Bartow, Cherokee, and Fulton Counties to provide insight into economic conditions within the region.

All three counties have experienced significant At-Place Employment growth over the last five years, adding more than 109,000 jobs for an increase of 13.7 percent. The three counties have also added an additional 29,579 jobs through the third quarter of 2016, an increase of 3.4 percent.

Table 21 Regional At-Place Employment

Regional At-Place Employment Growth, 2011 - 2016 Q3							5-Year Growth		2016 Q3 Growth	
County / Year	2011	2012	2013	2014	2015	2016 Q3	#	%	#	%
Bartown County	31,411	31,357	31,394	32,603	34,329	35,225	2,918	9.3%	896	2.6%
Cherokee County	44,123	45,609	47,636	49,914	53,283	55,589	9,160	20.8%	2,306	4.3%
Fulton County	724,059	721,170	745,613	766,233	791,562	817,938	67,503	9.3%	26,376	3.3%
Total	**799,593**	**798,136**	**824,643**	**848,750**	**879,174**	**908,753**	**109,160**	**13.7%**	**29,579**	**3.4%**

Source: U.S. Department of Labor, Bureau of Labor Statistics

5. Recent Economic Expansions and Contractions

According to information provided by the Cobb County Economic Development Department, Cobb County Chamber of Commerce, and Cherokee Economic Development Department, several recent economic expansions and investment projects have taken place within the past year or are expected to occur by 2018 in Cobb County and western Cherokee County. Details on each expansion or investment project are as follows:

- The largest and most notable economic expansion in the county is the construction of SunTrust Park (new Atlanta Braves stadium) and its adjoining mixed-use development (The Battery Atlanta) near the intersection of Interstate 75 and Interstate 285. SunTrust Park and The Battery Atlanta, which will contain a 265 room Omni hotel, 330,000 square feet of office space, 455,000 square feet of retail space, and 600 residential units, will result in the addition of 5,025 permanent jobs to the county. SunTrust Park opened in April 2017 while The Battery Atlanta will open in phases from 2017 to 2018. The construction of SunTrust Park and The Battery Atlanta has also spurred significant additional development throughout the Cumberland area of the county that is expected to add 1.15 million square feet of office space, 123,000 square feet of retail space, 640 hotel rooms, and 2,474 residential units by 2018. This Cumberland area development is projected to bring 1,877 permanent new jobs to the county. SunTrust Park, The Battery Atlanta, and the Cumberland development are projected to have a combined economic impact of 610 million in the county over the next 30 years.
- A 50-acre mixed-use development called Kennesaw Marketplace is currently under construction at the intersection of U.S. Highway 41 and Earnest Barrett Parkway in Kennesaw. Kennesaw Marketplace will contain 305,000 square feet of retail space and 190 senior rental units, which are expected to create 1,600 to 2,000 new jobs. The first phase of the development opened in late 2016 while the second phase of development is expected to open later this year.
- Atlanta United recently opened a new state-of-the art training facility in Marietta along Franklin Road. The project represents an investment of 50 million and added 80 new high-wage jobs.
- Fed-Ex Ground and Skyline 20 West each have new warehouse facilities under construction in south Cobb County, which are expected to add a combined 300 new jobs.
- Adidas is constructing a new 74,000 square-foot facility in the Cherokee 75 Corporate Park roughly two miles north of the subject site. The new facility is expected to add 160 new jobs when it opens in late 2017.

Thirteen companies announced layoffs or closures in Cobb County and western Cherokee County since 2016. The most notable of these economic contractions were the layoff of 521 employees by WellStar and the closure of Hanna and Associates, which had 200 employees. The eleven other economic contractions included both closures and layoffs that resulted in the combined loss of 513 jobs.

E. Local Economic Conclusions and Forecasts

Cobb County's economy quickly rebounded from heavy job losses suffered as a result of the 2009 national recession with strong job growth and declining unemployment in each of the last five years. Economic conditions in Cobb County are expected to remain strong over the next two to three years with significant development activity, driven by the new Atlanta Braves stadium (SunTrust Park) and its adjoining mixed-use development (The Battery Atlanta), projected to add nearly 10,000 new jobs by 2018. While the demand for senior housing is not as closely tied to economic growth as general rental housing, the strong economic conditions in Cobb County will continue to support new housing demand in the near-term and have a positive impact on the proposed Abbington Manor.

8. PROJECT-SPECIFIC AFFORDABILITY & DEMAND ANALYSIS

A. Affordability Analysis

1. Methodology

The Affordability Analysis tests the percentage of age and income-qualified households (62+) in the market area that the subject community must capture in order to achieve full occupancy.

The first component of the Affordability Analysis involves looking at the total household income distribution and renter household income distribution among primary market area households with householder age 62 and older for the target year of 2019. RPRG calculated the income distribution for both total households and renter households (62+) based on the relationship between owner and renter household incomes by income cohort from the 2011-2015 American Community Survey along with estimates and projected income growth as projected by Esri (Table 22).

A housing unit is typically said to be affordable to households that would be expending a certain percentage of their annual income or less on the expenses related to living in that unit. In the case of rental units, these expenses are generally of two types – monthly contract rents paid to landlords and payment of utility bills for which the tenant is responsible. The sum of the contract rent and utility bills is referred to as a household's 'gross rent burden'. For the Affordability Analysis of this age restricted community, RPRG employs a 40 percent gross rent burden.

HUD has computed a 2016 median household income of $67,500 for the Atlanta-Sandy Springs-Roswell HUD Metro FMR Area. We have utilized 2016 income limits based on DCA's 2017 Qualified Allocation Plan (QAP). Based on that median income, adjusted for household size, the maximum income limit and minimum income requirements are computed for each floor plan (Table 23). The minimum income limits are calculated assuming up to 40 percent of income is spent on total housing cost (rent plus utilities). The maximum allowable incomes for LIHTC units are based on an average household size of 1.5 persons for one bedroom units and a maximum household size of two persons for two bedroom units. Maximum gross rents, however, are based on the federal regulation of 1.5 persons per bedroom. While the proposed market rate units will not have maximum income limits, we have applied an artificial maximum income limit of 100 percent AMI to be conservative.

Table 22 2019 Total and Renter Income Distribution, Households 62+

Abbington Manor Market Area		Total Households		Renter Households	
2019 Income		#	%	#	%
less than	$15,000	1,288	10.1%	270	13.0%
$15,000	$24,999	1,523	12.0%	320	15.3%
$25,000	$34,999	1,569	12.3%	337	16.1%
$35,000	$49,999	1,339	10.5%	285	13.7%
$50,000	$74,999	2,520	19.8%	433	20.7%
$75,000	$99,999	1,642	12.9%	219	10.5%
$100,000	$149,999	1,734	13.6%	162	7.8%
$150,000	Over	1,123	8.8%	61	2.9%
Total		**12,739**	**100%**	**2,088**	**100%**
Median Income		**$56,453**		**$41,147**	

Source: American Community Survey 2011-2015 Projections, RPRG, Inc.

Table 23 LIHTC Income and Rent Limits, Atlanta-Sandy Springs-Roswell HUD Metro FMR Area

HUD 2016 Median Household Income		
Atlanta-Sandy Springs-Roswell, GA HUD Metro FMR Area		$67,500
Very Low Income for 4 Person Household		$33,750
2016 Computed Area Median Gross Income		**$67,500**
Utility Allowance:	1 Bedroom	$110
	2 Bedroom	$140

Household Income Limits by Household Size:

Household Size	30%	40%	50%	60%	80%	100%	120%	150%	200%
1 Person	$14,190	$18,920	$23,650	$28,380	$37,840	$47,300	$56,760	$70,950	$94,600
2 Persons	$16,200	$21,600	$27,000	$32,400	$43,200	$54,000	$64,800	$81,000	$108,000
3 Persons	$18,240	$24,320	$30,400	$36,480	$48,640	$60,800	$72,960	$91,200	$121,600
4 Persons	$20,250	$27,000	$33,750	$40,500	$54,000	$67,500	$81,000	$101,250	$135,000
5 Persons	$21,870	$29,160	$36,450	$43,740	$58,320	$72,900	$87,480	$109,350	$145,800
6 Persons	$23,490	$31,320	$39,150	$46,980	$62,640	$78,300	$93,960	$117,450	$156,600

Imputed Income Limits by Number of Bedroom (Assuming 1.5 persons per bedroom):

Persons	# Bed-rooms	30%	40%	50%	60%	80%	100%	120%	150%	200%
1.5	1	$15,195	$20,260	$25,325	$30,390	$40,520	$50,650	$60,780	$75,975	$101,300
2	2	$16,200	$21,600	$27,000	$32,400	$43,200	$54,000	$64,800	$81,000	$108,000

LIHTC Tenant Rent Limits by Number of Bedrooms (assumes 1.5 persons per bedroom:

	30%		40%		50%		60%		80%	
# Persons	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net
1 Bedroom	$379	$269	$506	$396	$633	$523	$759	$649	$1,013	$903
2 Bedroom	$456	$316	$608	$468	$760	$620	$912	$772	$1,216	$1,076

Source: U.S. Department of Housing and Urban Development

2. Affordability Analysis

This analysis looks at the affordability of the proposed units at the subject property (Table 24).

- Looking at the one bedroom units at 50 percent AMI, the overall shelter cost at the proposed rent would be $626 ($516 net rent plus a $110 allowance to cover all utilities except trash removal).
- By applying a 40 percent rent burden to this gross rent, we determined that a 50 percent AMI one-bedroom unit would be affordable to households (62+) earning at least $18,780 per year. A projected 10,875 households (62+) in the Abbington Manor Market Area will earn at least this amount in 2019.
- The maximum income limit for a one bedroom unit at 50 percent AMI is $25,325 based on an average household size of 1.5 persons. An estimated 9,877 senior households (62+) will have incomes above this maximum in 2019.
- Subtracting the 9,877 senior households (62+) with incomes above the maximum income limit from the 10,875 senior households (62+) that could afford to rent this unit, RPRG computes that an estimated 998 senior households (62+) in the Abbington Manor Market Area will be within the target income segment for the one bedroom units at 50 percent AMI.
- The capture rate for the 10 one-bedroom units at 50 percent AMI is 1.0 percent for all senior households (62+).
- We then determined that 210 senior renter households (62+) with incomes between the minimum income required and maximum income allowed will reside in the market in 2019.

The community will need to capture 4.8 percent of these senior renter households to lease up the ten units in this floor plan.

- Using the same methodology, we determined the band of qualified households for the remaining floor plan types at the community. We also computed the capture rates for each AMI level and for all units. The remaining renter capture rates by floor plan range from 4.7 percent to 11.1 percent.

- By AMI level, renter capture rates are 7.5 percent for 50 percent units, 12.5 percent for 60 percent units, 15.6 percent for all LIHTC units, 4.7 percent for market rate units, and 10.3 percent for the project overall.

Table 24 2019 Affordability Analysis, Abbington Manor

50% Units	One Bedroom Units		Two Bedroom Units	
	Min.	Max.	Min.	Max.
Number of Units	10		10	
Net Rent	$516		$611	
Gross Rent	$626		$751	
% Income for Shelter	40%		40%	
Income Range (Min, Max)	$18,780	$25,325	$22,530	$27,000
Total Households				
Range of Qualified Hhlds	10,875	9,877	10,304	9,614
# Qualified Households		998		690
Total HH Capture Rate		**1.0%**		**1.4%**
Renter Households				
Range of Qualified Hhlds	1,696	1,486	1,576	1,430
# Qualified Hhlds		210		146
Renter HH Capture Rate		**4.8%**		**6.8%**

60% Units	One Bedroom Units		Two Bedroom Units	
Number of Units	20		30	
Net Rent	$566		$672	
Gross Rent	$676		$812	
% Income for Shelter	40%		40%	
Income Range (Min, Max)	$20,280	$30,390	$24,360	$32,400
Total Households				
Range of Qualified Hhlds	10,647	9,082	10,025	8,767
# Qualified Households		1,564		1,258
Unit Total HH Capture Rate		**1.3%**		**2.4%**
Renter Households				
Range of Qualified Hhlds	1,648	1,316	1,518	1,248
# Qualified Hhlds		332		270
Renter HH Capture Rate		**6.0%**		**11.1%**

100% Units	Two Bedroom Units	
Number of Units	22	
Net Rent	$912	
Gross Rent	$1,052	
% Income for Shelter	40%	
Income Range (Min, Max)	$31,560	$54,000
Total Households		
Range of Qualified Hhlds	8,899	6,617
# Qualified Households		2,282
Total HH Capture Rate		**1.0%**
Renter Households		
Range of Qualified Hhlds	1,276	806
# Qualified Households		470
Renter HH Capture Rate		**4.7%**

Income Target	# Units	All Households = 12,739					Renter Households = 2,088			
		Band of Qualified Hhlds			# Qualified HHs	Capture Rate	Band of Qualified Hhlds		# Qualified HHs	Capture Rate
		Income	$18,780	$27,000			$18,780	$27,000		
50% Units	20	*Households*	10,875	9,614	1,261	**1.6%**	1,696	1,430	266	**7.5%**
		Income	$20,280	$32,400			$20,280	$32,400		
60% Units	50	*Households*	10,647	8,767	1,880	**2.7%**	1,648	1,248	400	**12.5%**
		Income	$18,780	$32,400			$18,780	$32,400		
LIHTC Units	70	*Households*	10,875	8,767	2,108	**3.3%**	1,696	1,248	448	**15.6%**
		Income	$31,560	$54,000			$31,560	$54,000		
100% Units	22	*Households*	8,899	6,617	2,282	**1.0%**	1,276	806	470	**4.7%**
		Income	$18,780	$54,000			$18,780	$54,000		
Total Units	92	*Households*	10,875	6,617	4,258	**2.2%**	1,696	806	890	**10.3%**

Source: Income Projections, RPRG, Inc.

3. Conclusions of Affordability

All of the Abbington Manor Market Area's renter capture rates by floor plan and income level are within reasonable and achievable levels for an age-restricted rental community (62+) and indicate sufficient income-qualified renter households to support the project's 92 proposed units.

B. Demand Estimates and Capture Rates

1. Methodology

DCA's demand methodology for elderly communities (62+) consists of four components:

- The first component of demand is household growth. This number is the number of income-qualified senior renter households (62+) anticipated to move into the market area between the base year (2015) and 2018, per Georgia DCA market study guidelines.
- The second component is income-qualified renter households living in substandard housing. "Substandard" is defined as having more than 1.01 persons per room and/or lacking complete plumbing facilities. According to U.S. Census ACS data, 2.7 percent of the renter occupied units in the Abbington Manor Market Area are considered "substandard" (Table 17).
- The third component of demand is cost burdened renters, which is defined as those renter households paying more than 40 percent of household income for housing costs. According to 2011-2015 American Community Survey (ACS) data, 54.0 percent of Abbington Manor Market Area senior renter households (65+) are categorized as cost burdened (Table 17). This cost burdened percentage is applied to the current senior household base (62+).
- The final component of demand is from homeowners converting to rental housing. There is a lack of detailed local or regional information regarding the movership of elderly homeowners to rental housing. According to the American Housing Survey conducted for the U.S. Census Bureau in 2011, 3.0 percent of elderly households move each year in the Atlanta MSA. Of those moving within the past twelve months and reporting tenure, 31.8 percent moved from owned to rental housing (Table 25). This equates to 1.0 percent of all senior households converting from owners to renters. Given the lack of local information, this source is considered to be the most current and accurate. This component of demand is limited to two percent of total demand per DCA's requirements.

The data assumptions used in the calculation of these demand estimates are detailed at the bottom of Table 26. Income qualification percentages for demand estimates are derived by using the Affordability Analysis detailed in Table 24, but are adjusted to remove overlap among bedroom sizes within the same AMI level.

The first three components of DCA demand are augmented by 10 percent to account for secondary market demand. While no longer specifically part of DCA's demand methodology, this component of demand is relevant for senior-oriented communities that often attract a significant proportion of tenants from well beyond primary market area boundaries.

2. Demand Analysis

According to DCA's demand methodology, all comparable units built or approved since the base year (2015) are to be subtracted from the demand estimates to arrive at net demand. This includes forty 60 percent AMI LIHTC units at Legacy at Walton Park, which was placed in service in 2015. The remaining LIHTC units at Legacy at Walton Park were not subtracted from demand as they contain PBRA and are not comparable to the proposed LIHTC units at Abbington Manor.

Abbington Manor's DCA demand capture rates by income level are 11.4 percent for 50 percent units, 22.3 percent for 60 percent units, and 27.3 percent for all LIHTC units, 7.1 percent for market rate units, and 16.8 percent for the project overall (Table 26). Abbington Manor's capture rates by floor plan range from 7.2 percent to 22.5 percent (Table 27).

3. DCA Demand Conclusions

All of Abbington Manor's DCA demand capture rates are below DCA's threshold of 30 percent and indicate sufficient demand will exist in the Abbington Manor Market Area to support the 92 proposed units.

Table 25 Homeownership to Rental Housing Conversion

Homeownership to Rental Housing Conversion		
Tenure of Previous Residence - Renter Occupied Units	Atlanta MSA	
Senior Households 65+	#	%
Total Households	293,600	
Total Households Moving within the Past Year	**8,800**	**3.0%**
Total Moved from Home, Apt., Mfg./Mobile Home	8,500	96.6%
Moved from Owner Occupied Housing	**2,700**	**31.8%**
Moved from Renter Occupied Housing	5,800	68.2%
Total Moved from Other Housing or Not Reported	300	3.4%
% of Senior Households Moving Within the Past Year		**3.0%**
% of Senior Movers Converting from Homeowners to Renters		**31.8%**
% of Senior Households Converting from Homeowners to Renters		**1.0%**

Source: American Housing Survey, 2011

Table 26 Overall Demand Estimates, Abbington Manor

Income Target	50% Units	60% Units	LIHTC Units	100% Units	Total Units
Minimum Income Limit	$18,780	$20,280	$18,780	$31,560	$18,780
Maximum Income Limit	$27,000	$32,400	$32,400	$54,000	$54,000
(A) Renter Income Qualification Percentage	**12.8%**	**19.2%**	**21.5%**	**22.5%**	**42.6%**
Demand from New Renter Households *Calculation (C-B) *F*A*	32	48	54	56	107
PLUS					
Demand from Existing Renter HHs (Substandard) *Calculation B*D*F*A*	6	9	10	10	20
PLUS					
Demand from Existing Renter HHhs (Overburdened) *Calculation B*E*F*A*	119	179	200	210	398
PLUS					
Secondary Market Demand Adjustment (10%)*	16	24	26	28	52
SUBTOTAL	**173**	**259**	**290**	**305**	**577**
PLUS					
Demand Elderly Homeowner Conversion* (Max. 2%)	3	5	6	6	12
TOTAL DEMAND	**176**	**264**	**296**	**311**	**588**
LESS					
Comparable Units Built or Planned Since 2015	0	40	40	0	40
Net Demand	**176**	**224**	**256**	**311**	**548**
Proposed Units	20	50	70	22	92
Capture Rate	**11.4%**	**22.3%**	**27.3%**	**7.1%**	**16.8%**

* Limited to a maximum of 15% of total demand

Demand Calculation Inputs	
A). % of Renter Hhlds with Qualifying Income	see above
B). 2015 Householders 62+	10,626
B). 2018 Householders 62+	12,165
D). Substandard Housing (% of Rental Stock)	2.7%
E). Rent Overburdened (% Senior Households)	54.0%
F). Renter Percentage (Senior Households)	16.3%
G). Elderly Homeowner Turnover	1.0%

Table 27 Demand Estimates by Floor Plan (No Overlap), Abbington Manor

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate
50% Units	**$18,780 - $27,000**						
One Bedroom Units	$18,780 - $22,799	10	6.2%	85	0	85	11.8%
Two Bedroom Units	$22,530 - $27,000	10	7.0%	97	0	97	10.3%
60% Units	**$20,280 - $32,400**						
One Bedroom Units	$20,280 - $24,599	20	6.6%	91	0	91	21.9%
Two Bedroom Units	$24,600 - $32,400	30	12.5%	173	40	133	22.5%
100% Units	**$31,560 - $54,000**						
Two Bedroom Units	$31,830 - $54,000	22	22.1%	305	0	305	7.2%

9. COMPETITIVE RENTAL ANALYSIS

A. Introduction and Sources of Information

This section presents data and analyses pertaining to the supply of rental housing in the Abbington Manor Market Area. We pursued several avenues of research in an attempt to identify multifamily rental projects that are in the planning stages or under construction in the Abbington Manor Market Area. We spoke to planning and zoning officials with the city of Acworth, Cobb County, Cherokee County, and the city of Kennesaw. We also reviewed the list of recent LIHTC awards from DCA. The rental survey was conducted in April / May 2017.

B. Overview of Market Area Housing Stock

Based on the 2011-2015 ACS survey, the rental housing stock in the market area is notably less dense than the Tri-County Market Area. Single-family homes, townhomes, and mobile homes account for 67 percent of all renter-occupied units in the market area compared to 45.7 percent of rental units in the Tri-County Market Area. Multi-family structures (i.e., buildings with five or more units) comprised 29.7 percent of market area rental units compared to 46.4 percent of Tri-County Market Area rental units (Table 28).

The housing stock in the Abbington Manor Market Area is significantly newer than in the Tri-County Market Area. The median year built of rental units in the Abbington Manor Market Area is 1992 compared to 1986 in the Tri-County Market Area (Table 29). Roughly 22 percent of rental units in the market area were built since 2000 and 59.8 percent were built from 1980 to 1999. The market area's owner occupied housing stock has a median year built of 1993 versus 1991 in the Tri-County Market Area.

According to 2011-2015 ACS data, the median value among owner-occupied housing units in the Abbington Manor Market Area was $168,067, which is $21,885 or 11.5 percent lower than the Tri-County Market Area median of $189,952 (Table 30). ACS estimates home values based upon values from homeowners' assessments of the values of their homes. This data is traditionally a less accurate and reliable indicator of home prices in an area than actual sales data, but offers insight of relative housing values among two or more areas.

Table 28 Dwelling Units by Structure and Tenure

Owner Occupied	Tri-County Market Area		Abbington Manor Market Area	
	#	%	#	%
1, detached	228,923	89.2%	32,291	91.1%
1, attached	17,142	6.7%	1,146	3.2%
2	563	0.2%	131	0.4%
3-4	1,006	0.4%	98	0.3%
5-9	1,167	0.5%	127	0.4%
10-19	915	0.4%	0	0.0%
20+ units	798	0.3%	13	0.0%
Mobile home	6,179	2.4%	1,634	4.6%
TOTAL	**256,693**	**100%**	**35,440**	**100%**

Source: American Community Survey 2011-2015

Renter Occupied	Tri-County Market Area		Abbington Manor Market Area	
	#	%	#	%
1, detached	44,057	34.8%	6,938	53.9%
1, attached	8,574	6.8%	519	4.0%
2	3,181	2.5%	205	1.6%
3-4	6,933	5.5%	222	1.7%
5-9	15,145	12.0%	597	4.6%
10-19	22,182	17.5%	1,604	12.5%
20+ units	21,387	16.9%	1,625	12.6%
Mobile home	5,191	4.1%	1,159	9.0%
TOTAL	**126,650**	**100%**	**12,869**	**100%**

Source: American Community Survey 2011-2015

Table 29 Dwelling Units by Year Built and Tenure

Owner Occupied	Tri-County Market Area #	Tri-County Market Area %	Abbington Manor Market Area #	Abbington Manor Market Area %
2014 or later	425	0.2%	18	0.1%
2010 to 2013	4,438	1.7%	638	1.8%
2000 to 2009	65,911	25.7%	9,133	25.7%
1990 to 1999	64,036	24.9%	12,845	36.2%
1980 to 1989	59,213	23.1%	7,386	20.8%
1970 to 1979	33,132	12.9%	3,501	9.9%
1960 to 1969	15,948	6.2%	1,067	3.0%
1950 to 1959	7,981	3.1%	459	1.3%
1940 to 1949	2,844	1.1%	185	0.5%
1939 or earlier	2,855	1.1%	237	0.7%
TOTAL	**256,783**	**100%**	**35,469**	**100%**
MEDIAN YEAR BUILT	**1991**		**1993**	

Source: American Community Survey 2011-2015

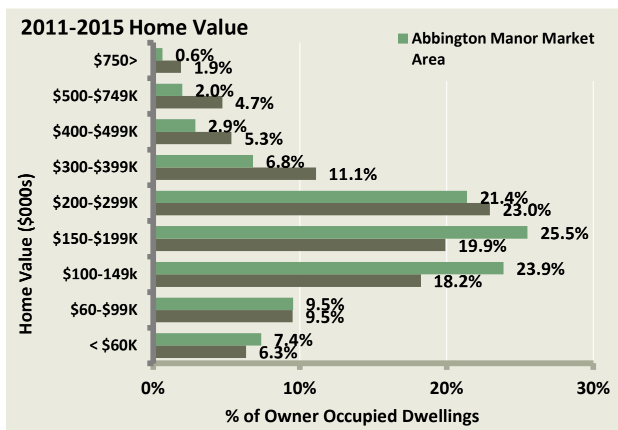
Renter Occupied	Tri-County Market Area #	Tri-County Market Area %	Abbington Manor Market Area #	Abbington Manor Market Area %
2014 or later	79	0.1%	0	0.0%
2010 to 2013	1,612	1.3%	158	1.2%
2000 to 2009	23,410	18.5%	2,686	20.8%
1990 to 1999	28,591	22.6%	4,661	36.1%
1980 to 1989	32,123	25.4%	3,064	23.7%
1970 to 1979	20,976	16.6%	1,267	9.8%
1960 to 1969	9,624	7.6%	563	4.4%
1950 to 1959	5,628	4.4%	140	1.1%
1940 to 1949	1,793	1.4%	157	1.2%
1939 or earlier	2,862	2.3%	221	1.7%
TOTAL	**126,698**	**100%**	**12,917**	**100%**
MEDIAN YEAR BUILT	**1986**		**1992**	

Source: American Community Survey 2011-2015

Table 30 Value of Owner Occupied Housing Stock

2011-2015 Home Value		Tri-County Market Area #	Tri-County Market Area %	Abbington Manor Market Area #	Abbington Manor Market Area %
less than	$60,000	16,252	6.3%	2,611	7.4%
$60,000	$99,999	24,421	9.5%	3,383	9.5%
$100,000	$149,999	46,842	18.2%	8,471	23.9%
$150,000	$199,999	51,156	19.9%	9,048	25.5%
$200,000	$299,999	58,939	23.0%	7,587	21.4%
$300,000	$399,999	28,483	11.1%	2,416	6.8%
$400,000	$499,999	13,714	5.3%	1,019	2.9%
$500,000	$749,999	12,104	4.7%	707	2.0%
$750,000	over	4,872	1.9%	227	0.6%
Total		**256,783**	**100%**	**35,469**	**100%**
Median Value		**$189,952**		**$168,067**	

Source: American Community Survey 2011-2015



C. Survey of Age-Restricted Rental Communities

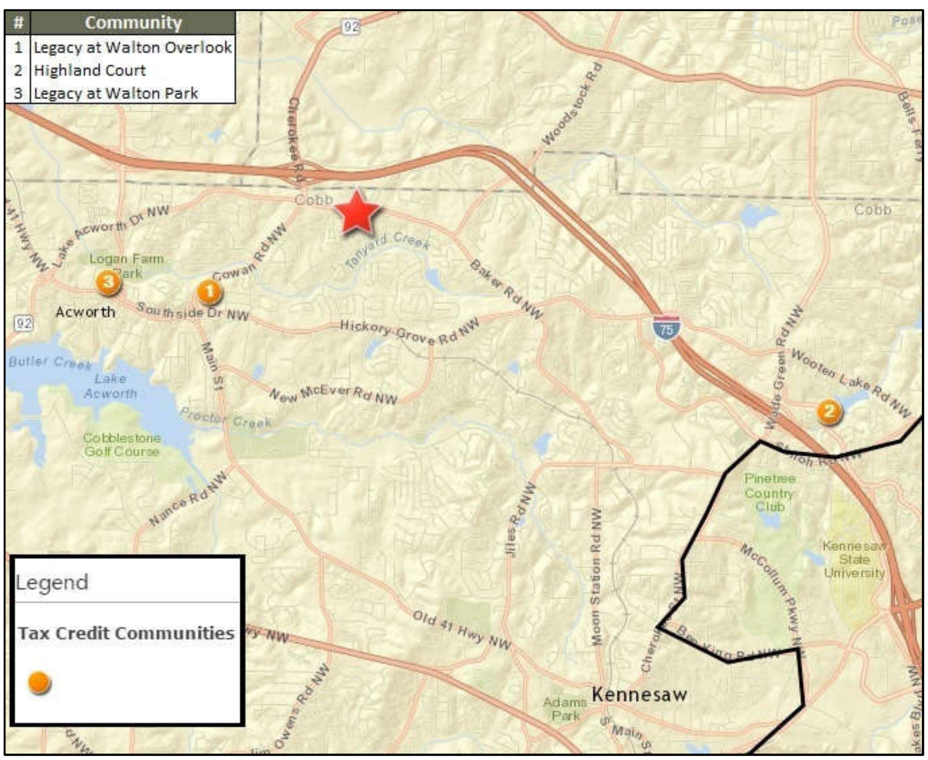
1. Introduction to the Age-Restricted Rental Housing Survey

RPRG surveyed three independent senior rental communities in the Abbington Manor Market Area, all of which were funded through the Low Income Housing Tax Credit (LIHTC) program. One additional senior rental community (Barrington Square) was also identified in the Abbington Manor Market Area but could not be reached at the time of our survey; however, Barrington Square is deeply subsidized through the HUD Section 202 Program and has Project Based Rental Assistance (PBRA) on all units. As tenants receiving PBRA only pay a percentage of their adjusted gross income toward rent and are not subject to minimum rent or income restrictions, this deeply subsidized community is not comparable to the proposed Abbington Manor. Profile sheets with detailed information on each surveyed community, including photographs, are attached as Appendix 7.

2. Location

Legacy at Walton Overlook and Legacy at Walton Park are both located in Acworth and within three miles of the subject site to the southwest. Highland Court is located in eastern Cobb County on the east side of Interstate 75, roughly five miles southeast of the subject site (Map 6). The subject site has comparable surrounding land uses and proximity to community amenities as the three surveyed senior rental communities and will not have a significant advantage or disadvantage in location.

Map 6 Surveyed Senior Rental Communities



3. Age-Restricted Rental Housing Characteristics

All three surveyed senior rental communities consist of three to five-story mid-rise buildings with brick/stone and fiber cement siding exteriors, covered/secured entrances, interior access hallways, and elevator service (Table 31). The three senior communities have an average age of 2011 with Legacy at Walton Overlook and Legacy at Walton Park both built within the last five years.

4. Vacancy Rates

All three surveyed senior rental communities were fully occupied with waiting lists at the time of our survey. This includes 213 LIHTC and market rate units and 115 deeply subsidized units (Table 31, Table 32).

5. Unit Distribution

All surveyed senior communities offer two bedroom units and two communities offer one bedroom units (Table 31). Among the 213 LIHTC and market rate units, 18.8 percent are one bedroom units and 81.2 percent are two bedroom units.

6. Absorption History

The only senior community able to provide an absorption history was Legacy at Walton Overlook, which leased its 108 units from July 2012 to mid-December 2012. Based on this approximate five and half month period, the Legacy at Walton Overlook had an average absorption rate of roughly 20 units per month. It is important to note, however, this absorption rate included the lease of 55 PBRA units.

7. Effective Rents

Unit rents presented in Table 31 are net or effective rents, as opposed to street or advertised rents. To arrive at effective rents, we apply adjustments to street rents to equalize the impact of utility expenses across complexes. Specifically, the net rents represent the hypothetical situation where trash removal utility costs are included in monthly rents at all communities, with tenants responsible for all other utility costs.

- **One bedroom** units had an average effective rent of $782. Based on an average unit size of 690 square feet, this equates to an average rent per square foot of $1.13. Effective one bedroom rents ranged from $690 to $691 for 60 percent LIHTC units and from $740 to $1,100 for market rate units.
- **Two bedroom** units had an average effective rent of $941. Based on an average unit size of 1,031 square feet, this equates to an average rent per square foot of $0.91. The effective two bedroom 50 percent rent (offered at one community) was $835. Two bedroom 60 percent rents ranged from $781 to $830 and effective market rate rents ranged from $920 to $1,300.

It is important to note the average rents reported above include LIHTC units targeting households earning from 50 percent to 60 percent of the Area Median Income (AMI) as well as market rate units.

Table 31 Salient Characteristics, Senior Communities

Community	Type	Total Units	Vacant Units	Vacancy Rate	One Bedroom Units: Units	One Bedroom Units: Rent (1)	One Bedroom Units: SF	One Bedroom Units: Rent/SF	Two Bedroom Units: Units	Two Bedroom Units: Rent (1)	Two Bedroom Units: SF	Two Bedroom Units: Rent/SF
Subject	**Mid-Rise**	**92**			**30**	**$549**	**709**	**$0.77**	**62**	**$747**	**984**	**$0.76**
	50% units	20			10	$516	710	$0.73	10	$611	984	$0.62
	60% units	50			20	$566	710	$0.80	30	$672	984	$0.68
	Market units	22							22	$912	984	$0.93
1. Legacy at Walton Overlook	**Mid-Rise**	**53**	**0**	**0.0%**	**16**	**$921**	**750**	**$1.23**	**37**	**$899**	**1,208**	**$0.74**
Year Built: 2012	60% units	38	0		7	$691	750	$0.92	31	$821	1,208	$0.68
	Market units	15	0		9	$1,100	750	$1.47	6	$1,300	1,208	$1.08
2. Highland Court	**Mid-Rise**	**120**	**0**	**0.0%**	**24**	**$703**	**650**	**$1.08**	**96**	**$847**	**873**	**$0.97**
Year Built: 2007	50% units	7	0		2	$690	650	$1.06	5	$835	878	$0.95
	60% units	89	0		16	$690	650	$1.06	73	$830	870	$0.95
	Market units	24	0		6	$740	650	$1.14	18	$920	884	$1.04
3. Legacy at Walton Park	**Mid-Rise**	**40**	**0**	**0.0%**					**40**	**$781**	**1,137**	**$0.69**
Year Built: 2014	60% units	40	0						40	$781	1137	$0.69
	Overall Total	**213**	**0**	**0.0%**								
	Unsubsidized Total/Average	**213**			**40**	**$782**	**690**	**$1.13**	**173**	**$941**	**1,031**	**$0.91**
	% of Total Unsubsidized	**100.0%**			**18.8%**				**81.2%**			

50% Units	7	3.3%	2	5.0%	5	2.9%
60% units	167	78.4%	23	57.5%	144	83.2%
Market units	39	18.3%	15	37.5%	24	13.9%
	213	**100%**	**40**	18.8%	**173**	81.2%

(1) Rent is adjusted to include only Trash and incentives

Source: Field Survey, RPRG, Inc. April 2017.

Table 32 Rental Summary, Subsidized Senior Rental Units

#	Community	Year Built/ Rehabbed	Structure Type	Total Units	Vacant Units	Vacancy Rate	AVG 1BR Rent (1)	AVG 2BR Rent (1)	Waiting List
1	Legacy at Walton Overlook*	2012	Mid Rise	55	0	0.0%	$945	$945	Yes
3	Legacy at Walton Park*	2014	Mid Rise	60	0	0.0%	$817		Yes
	Total			**115**	**0**	**0.0%**			
	Average	**2013**		**58**			**$881**	**$945**	

LIHTC Communities*

(1) Rent is contract rent, and not adjusted for utilities or incentives

Source: Field Survey, RPRG, Inc. April 2017.

8. Payment of Utility Costs

All three surveyed senior rental communities include the cost of trash removal in rent, comparable to the proposed Abbington Manor (Table 33).

9. Unit Features

All three surveyed senior rental communities provide dishwashers, washer/dryer connections, grab bars, and emergency call systems as standard unit features. Legacy at Walton Overlook also provides a microwave in each unit. Abbington Manor's proposed unit features will be comparable to surveyed senior LIHTC communities in the market area and will include dishwashers and microwaves in the kitchen, grab bars in the bathrooms, emergency call systems, and washer/dryer connections.

Table 33 Utility Arrangement and Unit Features

Community	Heat Type	Utilities included in Rent: Heat	Cooking	Electric	Water	Trash	Dish-washer	Micro-wave	Unit Laundry	Grab Bar	Emergency Pull
Subject	Elec	☐	☐	☐	☐	☒	STD	STD	Hook Ups	STD	STD
Legacy at Walton Overlook	Elec	☐	☐	☐	☐	☒	STD	STD	Hook Ups	STD	STD
Highland Court	Elec	☐	☐	☐	☐	☒	STD		Hook Ups	STD	STD
Legacy at Walton Park	Elec	☐	☐	☐	☐	☒	STD		Hook Ups	STD	STD

Source: Field Survey, RPRG, Inc. April 2017.

10. Community Amenities

All of the surveyed senior communities offer extensive community amenities. The most common community amenities offered include a multi-purpose room (three properties), an arts and crafts room (three properties), computer center (three properties), a fitness center (three properties), and a community garden (three properties). Abbington Manor's community amenities will include a community room with kitchenette, fitness center with instructional room, computer center, library, furnished arts and crafts room / activity center, media room, covered porch, and two wellness / health rooms. These amenities will be competitive with existing senior LIHTC communities in the market area and are appropriate for the target market.

Table 34 Community Amenities

Community	Multipurpose Room	Gardening	Walking Paths	Library	Arts& Crafts	Theatre	Health Room	Fitness Center	Barber Shop	Computer Center
Subject	☒	☐	☐	☒	☒	☒	☒	☒	☐	☒
Legacy at Walton Overlook	☒	☒	☐	☒	☒	☒	☐	☒	☐	☒
Highland Court	☒	☒	☒	☒	☒	☒	☒	☒	☒	☒
Legacy at Walton Park	☒	☒	☐	☐	☒	☐	☐	☒	☐	☒

Source: Field Survey, RPRG, Inc. April 2017.

D. Survey of General Occupancy Rental Communities

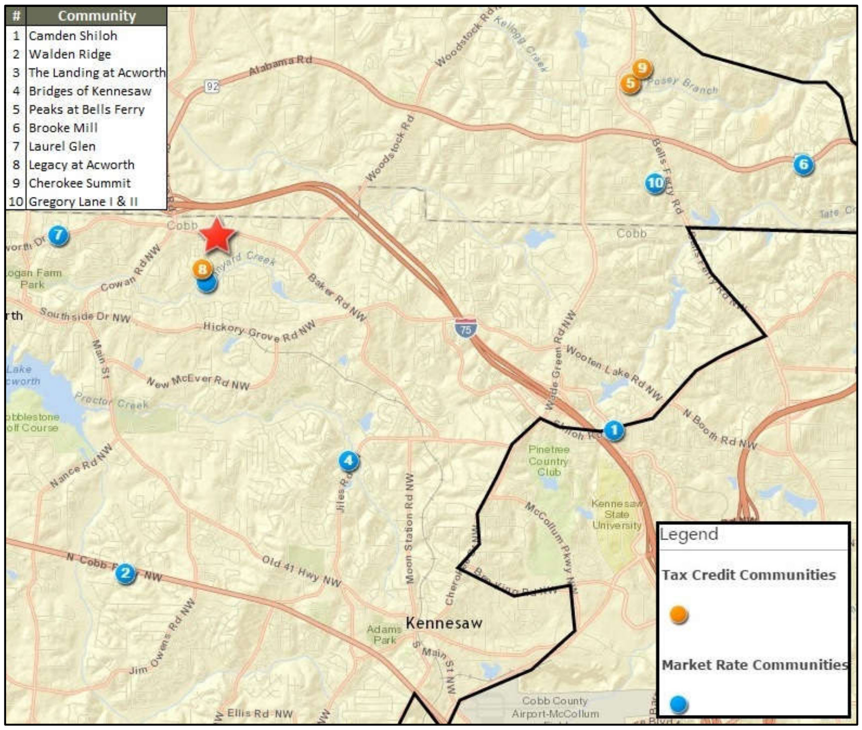
1. Introduction to the Rental Housing Survey

In addition to senior-oriented rental communities, RPRG surveyed 14 general occupancy multi-family rental communities in the Abbington Manor Market Area. Although these properties are not considered direct competition to the subject property, they do represent an alternative rental housing option for seniors in the market area. Accordingly, we believe these communities can have some impact on the pricing and positioning of Abbington Manor. Their performance also lends insight into the overall health and competitiveness of the rental environment in the market area. Profile sheets with detailed information on each surveyed community are attached as Appendix 7.

2. Location

Three of the surveyed general occupancy communities are located within three miles of the subject site (Map 7). Of the remaining general occupancy communities, four are located to the northeast near U.S. Highway 92 and two are located to the south in the city of Kennesaw. All of the surveyed general occupancy rental communities have similar surrounding land use characteristics and do not have a significant advantage or disadvantage in location relative to the subject site.

Map 7 Surveyed Comparable General Occupancy Rental Communities



3. Vacancy Rates

The 14 surveyed general occupancy rental communities combine to offer 3,066 units, of which 85 or 2.8 percent were reported vacant (Table 35). The four LIHTC rental communities reported seven of 778 units vacant, a rate of just 0.9 percent.

4. Effective Rents

Unit rents presented in Table 35 are net or effective rents, as opposed to street or advertised rents. To arrive at effective rents, we apply adjustments to street rents in order to control for current rental incentives and to equalize the impact of utility expenses across complexes. Specifically, the net rents represent the hypothetical situation where trash removal is included in monthly rents at all communities.

The average effective rent for a one-bedroom unit was $863 with an average unit size of 823 square feet or $1.05 per square foot. Two-bedroom effective rents averaged $1,022 with an average unit size of 1,101 square feet or $0.93 per square foot.

Table 35 Rental Summary, General Occupancy Communities

Map #	Community	Type	Total Units	Vacant Units	Vacancy Rate	One Bedroom Units Rent(1)	SF	Rent/SF	Two Bedroom Units Rent(1)	SF	Rent/SF
	Subject - 50% AMI	Mid-Rise	20			$516	710	$0.73	$611	984	$0.62
	Subject - 60% AMI	Mid-Rise	50			$566	710	$0.80	$672	984	$0.68
	Subject - Market	Mid-Rise	22						$912	984	$0.93
1	Camden Shiloh	Gar	232	3	1.3%	$996	847	$1.18	$1,364	1,239	$1.10
2	Walden Ridge	Gar	210	3	1.4%	$1,153	879	$1.31	$1,360	1,252	$1.09
3	The Landing at Acworth	Gar	240	10	4.2%	$1,042	817	$1.28	$1,175	1,158	$1.02
4	Bridges of Kennesaw	Gar/TH	296	5	1.7%	$885	876	$1.01	$1,140	1,179	$0.97
5	Cobblestone Landing	Gar	138	0	0.0%	$978	975	$1.00	$1,105	1,175	$0.94
6	Peaks at Bells Ferry	Gar	48	0	0.0%	$925	874	$0.97	$1,070	1,149	$0.93
7	Colonial Grand at Shiloh	Gar	498	37	7.4%	$929	726	$1.28	$1,059	1,115	$0.95
8	Brooke Mill	Gar	319	17	5.3%	$921	772	$1.19	$1,057	1,097	$0.96
9	Laurel Glen	Gar	81	0	0.0%	$695	576	$1.21	$975	864	$1.13
6	Peaks at Bells Ferry* 60% AMI	Gar	200	0	0.0%	$812	874	$0.93	$970	1,149	$0.84
10	Legacy at Acworth	Gar	106	1	0.9%	$825	835	$0.99	$933	1,056	$0.88
11	Waldan Pond	Gar	124	2	1.6%	$765	750	$1.02	$920	1,060	$0.87
12	Cherokee Summit* 60% AMI	Gar	272	7	2.6%	$746	975	$0.77	$907	1,150	$0.79
5	Cobblestone Landing* 60% AMI	Gar	34	0	0.0%	$734	975	$0.75	$868	1,175	$0.74
10	Legacy at Acworth* 60% AMI	Gar	86	0	0.0%	$715	835	$0.86	$850	1,056	$0.80
13	Gregory Lane I & II	Gar	112	0	0.0%				$830	976	$0.85
14	Amberlake	Gar	70	0	0.0%	$694	576	$1.20	$799	864	$0.92
	Total/Average		**3,066**	**85**	**2.8%**	**$863**	**823**	**$1.05**	**$1,022**	**1,101**	**$0.93**
	LIHTC Total/Average		**778**	**7**	**0.9%**	**$818**	**918**	**$0.89**	**$962**	**1142**	**$0.84**

(1) Rent is adjusted to include only Trash and incentives ***LIHTC Community**

Source: Field Survey, RPRG, Inc. April 2017.

5. DCA Average Market Rent

To determine average "market rents" as outlined in DCA's 2017 Market Study Manual, market rate rents were averaged at the most comparable communities to Abbington Manor. These communities include market rate units at two senior communities and thirteen general occupancy communities in the Abbington Manor Market Area. It is important to note, these "average market rents" are not adjusted to reflect differences in age, unit size, or amenities relative to the subject property.

DCA's "average market rent" among comparable communities is $903 for one-bedroom units and $1,067 for two-bedroom units (Table 36). The proposed 50 percent and 60 percent rents at Abbington Manor will result in rent advantages of at least 37 percent for all floor plans (Table 37). While the proposed market rate units cannot be expected to maintain a rent advantage, the proposed two bedroom market rate rent has a rent advantage of 14.5 percent. The overall rent advantage for the community is 36.1 percent.

Table 36 Average Rents, Comparable Properties

		One Bedroom Units			Two Bedroom Units		
Community	Type	Rent(1)	SF	Rent/SF	Rent(1)	SF	Rent/SF
Subject - 50% AMI	Mid-Rise	$516	710	$0.73	$611	984	$0.62
Subject - 60% AMI	Mid-Rise	$566	710	$0.80	$672	984	$0.68
Subject - Market	Mid-Rise				$912	984	$0.93
Senior Rental Communities							
Legacy at Walton Overlook	Mid-Rise	$1,100	750	$1.47	$1,300	1,208	$1.08
Highland Court	Mid-Rise	$740	650	$1.14	$920	884	$1.04
General Occupancy Rental Communities							
Camden Shiloh	Gar	$996	847	$1.18	$1,364	1,239	$1.10
Walden Ridge	Gar	$1,153	879	$1.31	$1,360	1,252	$1.09
The Landing at Acworth	Gar	$1,042	817	$1.28	$1,175	1,158	$1.02
Bridges of Kennesaw	Gar/TH	$885	876	$1.01	$1,140	1,179	$0.97
Cobblestone Landing	Gar	$978	975	$1.00	$1,105	1,175	$0.94
Peaks at Bells Ferry	Gar	$925	874	$0.97	$1,070	1,149	$0.93
Colonial Grand at Shiloh	Gar	$929	726	$1.28	$1,059	1,115	$0.95
Brooke Mill	Gar	$921	772	$1.19	$1,057	1,097	$0.96
Laurel Glen	Gar	$695	576	$1.21	$975	864	$1.13
Legacy at Acworth	Gar	$825	835	$0.99	$933	1,056	$0.88
Waldan Pond	Gar	$765	750	$1.02	$920	1,060	$0.87
Gregory Lane I & II	Gar				$830	976	$0.85
Amberlake	Gar	$694	576	$1.20	$799	864	$0.92
Total/Average		**$903**	**779**	**$1.16**	**$1,067**	**1,085**	**$0.98**

(1) Rent is adjusted to include only Trash and incentives

Source: Field Survey, RPRG, Inc. April 2017.

Table 37 Average Market Rent and Rent Advantage Summary

	1 BR	2 BR
Average Market Rent	**$903**	**$1,067**
Proposed Rent (50% AMI)	$516	$611
Advantage ($)	$387	$456
Advantage (%)	42.9%	42.7%
Total Units	10	10
Proposed Rent (60% AMI)	$566	$672
Advantage ($)	$337	$395
Advantage (%)	37.3%	37.0%
Total Units	20	30
Proposed Rent (Market)		$912
Advantage ($)		$155
Advantage (%)		14.5%
Total Units		22
Overall Rent Advantage		**36.1%**

E. Multi-Family Pipeline

Based on information provided by local planning officials and DCA's list of LIHTC allocations, three senior rental communities are in various stages of planning and construction in the Abbington Manor Market Area. These include additional phases of the Continuing Care Retirement Communities (CCRC) Dogwood Forest and Celebration Village, both of which offer a variety of senior housing types including independent living, assisted living, and memory care, and one assisted living community that is proposed but does not currently have a name. While all three of these communities will offer market rate senior living units, they all include additional services such as meals and housekeeping, and will be priced significantly higher (thousands of dollars) per month more than independent senior rental units without services in the market area. As a result, none of these senior service-enriched rental communities are comparable to the proposed Abbington Manor.

F. Housing Authority Data

The Marietta Housing Authority serves the Abbington Manor Market Area. The Marietta Housing Authority converted all public housing units to Section 8 through HUD's RAD program. The Housing Authority has 50 family units in Acworth with 150 on the waiting list and 114 age restricted units in Marietta with over 200 on the waiting list. The housing authority manages roughly 3,000 Housing Choice Vouchers with a lengthy waiting list. The waiting list for project based vouchers for seniors age 62 and older is currently open.

G. Existing Low Income Rental Housing

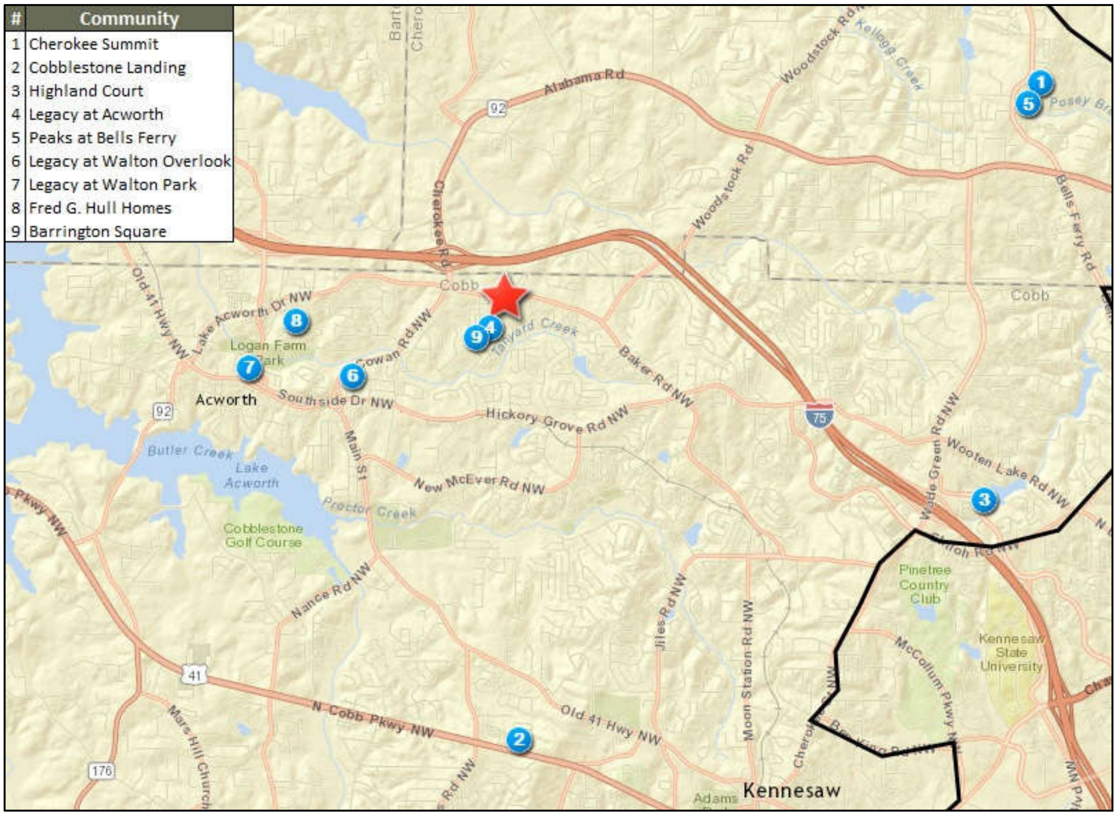
Table 38 and Map 8 detail existing low-income rental housing properties, including those with tax credits in the market area. All LIHTC communities were surveyed and included in this report. In total, seven LIHTC communities are inside the market area including four targeting families and three targeting seniors.

Table 38 Subsidized Communities, Abbington Manor Market Area

Community	Subsidy	Type	Address	City	State	Distance
Cherokee Summit	LIHTC	Family	5920 Bells Ferry Rd.	Acworth	GA	5.2 miles
Cobblestone Landing	LIHTC	Family	3050 Cobb Pkwy.	Kennesaw	GA	5.6 miles
Highland Court	LIHTC	Senior	4150 George Busbee Pkwy.	Kennesaw	GA	5 miles
Legacy at Acworth	LIHTC	Family	4801 Baker Grove Rd. NW	Acworth	GA	0.4 mile
Peaks at Bells Ferry	LIHTC	Family	100 Peaks Ridge	Acworth	GA	5.1 miles
Legacy at Walton Overlook	LIHTC/PBRA	Senior	4645 Spring St.	Acworth	GA	1.3 miles
Legacy at Walton Park	LIHTC/PBRA	Senior	4862 School St.	Acworth	GA	2.3 miles
Fred G. Hull Homes	Public Housing	Mixed	4173 Kienel Dr.	Acworth	GA	1.6 miles
Barrington Square	Section 8	Senior	4700 Baker Grove Rd.	Acworth	GA	0.5 mile

Source: HUD, GA DCA, Marietta Housing Authority

Map 8 Subsidized Rental Communities



H. Impact of Abandoned, Vacant, or Foreclosed Homes

Based on field observations and the age of the existing housing stock, a limited number of abandoned / vacant single-family homes exist in the Abbington Manor Market Area. In addition, to understand the state of foreclosure in the community around the subject site, we tapped data available through RealtyTrac, a web site aimed primarily at assisting interested parties in the process of locating and purchasing properties in foreclosure and at risk of foreclosure. RealtyTrac classifies properties in its database into several different categories, among them three that are relevant to our analysis: 1.) pre-foreclosure property – a property with loans in default and in danger of being repossessed or auctioned, 2.) auction property – a property that lien holders decide to sell at public auctions, once the homeowner's grace period has expired, in order to dispose of the property as quickly as possible, and 3.) bank-owned property – a unit that has been repossessed by lenders. We included properties within these three foreclosure categories in our analysis. We queried the RealtyTrac database for ZIP code 30101 in which the subject property will be located and the broader areas of Acworth, Cobb County, Georgia, and the United States for comparison purposes.

Our RealtyTrac search showed 2017 foreclosure rates of 0.06 percent for ZIP Code 30101, 0.06 percent for Acworth, 0.04 percent for Cobb County, 0.05 percent for Georgia, and 0.06 percent for the nation (Table 39). The number of foreclosures in the subject property's ZIP Code has generally been consistent over the past year outside a spike in October 2016 (Table 40).

While the conversion of such properties can affect the demand for new multi-family rental housing in some markets, the impact on senior-oriented communities is typically limited. In many instances, senior householders "downsize" living accommodations (move from a larger unit to a smaller unit) due to the higher upkeep and long-term cost. As such, the convenience of on-site amenities and the more congregate style living offered at age restricted communities is preferable to lower density unit types, such as single-family detached homes, most common to abandonment and/or foreclosure. Overall, we do not believe foreclosed, abandoned, or vacant single/multi-family homes will impact the subject property's ability to lease its units.

Table 39 Foreclosure Rate, ZIP Code 30101, March 2017

Geography	March 2017 Foreclosure Rate
ZIP Code: 30101	0.06%
Acworth	0.06%
Cobb County	0.04%
Georgia	0.05%
National	0.06%

Source: Realtytrac.com

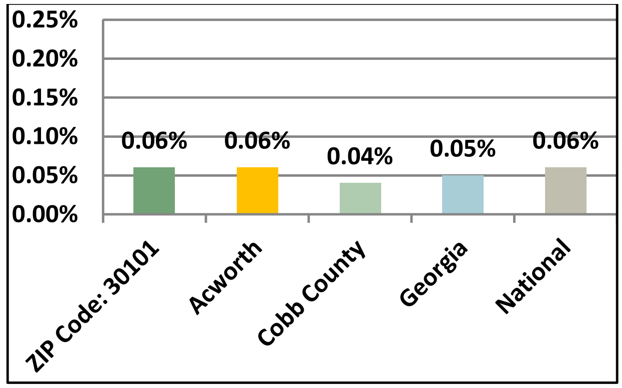
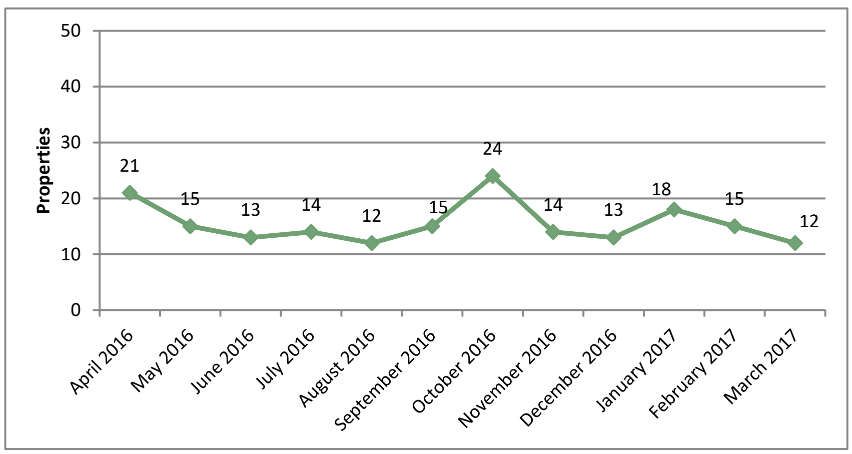


Table 40 Recent Foreclosure Activity, ZIP Code 30101

ZIP Code: 30101	
Month	# of Foreclosures
April 2016	21
May 2016	15
June 2016	13
July 2016	14
August 2016	12
September 2016	15
October 2016	24
November 2016	14
December 2016	13
January 2017	18
February 2017	15
March 2017	12

Source: Realtytrac.com



10. FINDINGS AND CONCLUSIONS

A. Key Findings

Based on the preceding review of the subject project and demographic and competitive housing trends in the Abbington Manor Market Area, RPRG offers the following key findings:

1. Site and Neighborhood Analysis

The subject site is a suitable location for senior rental housing, as it is compatible with surrounding land uses and has ample access to major traffic arteries, community amenities, senior services, and shopping opportunities.

- The site for Abbington Manor is located at the northeast corner of Baker Road and Regions Drive NW, in Acworth, Cobb County, Georgia.
- Surrounding land uses include single-family detached homes, townhomes, three multi-family rental communities, various commercial and light industrial uses, and Interstate 75.
- Community amenities, shopping, medical services, and recreational venues are all easily accessible within two miles of the subject site.
- Abbington Manor will have excellent visibility and accessibility from Regions Drive NW and Baker Road, the latter of which is a moderate to heavily traveled two-lane roadway primarily serving residential traffic in northern Acworth. The subject property will also benefit from traffic generated by surrounding land uses including single-family subdivisions to the south and east and commercial / light industrial uses to the west.

2. Economic Context

Cobb County's economy quickly rebounded from heavy job losses suffered as a result of the 2009 national recession with strong job growth and declining unemployment in each of the last five years. Economic conditions in Cobb County are expected to remain strong over the next two to three years with significant development activity, driven by the new Atlanta Braves stadium (SunTrust Park) and its adjoining mixed-use development (The Battery Atlanta), projected to add nearly 10,000 new jobs by 2018.

- Cobb County has added more than 52,000 net jobs since 2012 with annual increases of more than 10,000 jobs in four of the past five years.
- Cobb County's 2016 annual average unemployment rate of 4.5 percent is below both state and national rates. This unemployment rate is less than half of the recession-era peak.
- Reflecting Cobb County, Bartow County, and Cherokee County's position as Metro Atlanta suburbs, more than 40 percent of all workers in the Abbington Manor Market Area work outside the county in which they reside and 47.4 percent commutes at least 30 minutes to work.
- Several recent economic expansions and investment projects in Cobb County and western Cherokee County have taken place within the past year or are expected to occur by 2018. The largest and most notable of these is the is the construction of SunTrust Park (new Atlanta Braves stadium), its adjoining mixed-use development (The Battery Atlanta), and a planned Cumberland mixed-use development near the intersection of Interstate 75 and Interstate 285. SunTrust Park, The Battery Atlanta, and the Cumberland development are projected to have a combined economic impact of 610 million in Cobb County over the next 30 years including the addition of nearly 10,000 new jobs by 2018.

- Thirteen companies announced layoffs or closures in Cobb County and western Cherokee County since 2016. The most notable of these economic contractions were the layoff of 521 employees by WellStar and the closure of Hanna and Associates, which had 200 employees.
- Given the senior-oriented and mixed-income nature of the subject property, it is less likely to be affected by changes in economic conditions; however, economic growth in Cobb County is expected to remain strong in the near term and will continue to support additional housing demand.

3. Population and Household Trends

The Abbington Manor Market Area experienced strong senior household growth (62+) from 2010 to 2017, a trend expected to continue through 2019. Over the next two years, senior household growth is expected to outpace total household growth on a percentage basis.

- The Abbington Manor Market Area added 2,779 people (2.3 percent) and 993 households (2.4 percent) annually between the 2000 and 2010 Census counts. Esri projections indicate the market area continued to grow through 2017, albeit at a slower pace than in the previous decade. The market area is projected to add 1,837 people (1.3 percent) and 589 households (1.2 percent) annually over the next two years.
- Households with householders age 62+ are projected to increase by 561 or 4.7 percent per year from 2017 to 2019. The total number of households with householders age 62+ in the Abbington Manor Market Area is projected to be 12,739 in 2019.

4. Demographic Analysis

The demographics of the Abbington Manor Market Area and Tri-County Market Area reflect their suburban. Abbington Manor Market Area households are slightly younger and more affluent when compared to the Tri-County Market Area and have a somewhat lower propensity to rent.

- Seniors (persons age 62 and older) comprise 13.8 percent of the population in the Abbington Manor Market Area. Adults age 35-61 comprise the largest percentage of the population in the Abbington Manor Market Area at 37.9 percent.
- Households with at least two adults and no children comprised 38.8 percent of households in the Abbington Manor Market Area and 38.3 percent of households in the Tri-County Market Area. The Abbington Manor Market Area has a lower percentage of single-person households (18.8 percent) compared to the Tri-County Market Area (23.8 percent).
- Esri estimates twenty-seven percent of all households in the Abbington Manor Market Area were renters as of 2017. Esri projects the Abbington Manor Market Area will add 574 renter households over the next two years, though the overall renter percentage in the Abbington Manor Market Area will remain stable.
- Esri estimates 16.3 percent of senior households (62+) were renters in the Abbington Manor Market Area as of 2017.
- RPRG estimates the 2017 median income for all senior households (age 62 or older) in the Abbington Manor Market Area is $52,562 per year, $723 (1.4 percent) lower than the $53,285 senior median income in the Tri-County Market Area. The 2017 median income for senior renter householders (age 62 and older) in the Abbington Manor Market Area is $40,286. Roughly 31 percent of all senior renter householders (62+) in the Abbington Manor Market Area have an annual income from $15,000 to $34,999 and 36.6 percent earn $35,000 to $74,999 per year.

5. Competitive Housing Analysis

RPRG surveyed three senior rental communities and 14 general occupancy communities in the Abbington Manor Market Area. Both the senior and general occupancy rental markets were performing very well particularly among LIHTC units.

- All three surveyed senior rental communities in the Abbington Manor Market Area were fully occupied with waiting lists at the time of our survey. This includes 213 LIHTC and market rate units and 115 deeply subsidized units. The overall vacancy rate among surveyed general occupancy communities was also low at 2.8 percent including a vacancy rate of just 0.9 percent among LIHTC properties.
- Surveyed senior LIHTC communities reported average net rents as follows:
  - **One bedroom** units had an average effective rent of $782. Based on an average unit size of 690 square feet, this equates to an average rent per square foot of $1.13. Effective one bedroom rents ranged from $690 to $691 for 60 percent LIHTC units and from $740 to $1,100 for market rate units.
  - **Two bedroom** units had an average effective rent of $941. Based on an average unit size of 1,031 square feet, this equates to an average rent per square foot of $0.91. The effective two bedroom 50 percent rent (offered at one community) was $835. Two bedroom 60 percent rents ranged from $781 to $830 and effective market rate rents ranged from $920 to $1,300.
- The average rents reported above include LIHTC units targeting households earning from 50 percent to 60 percent of the Area Median Income (AMI) as well as market rate units.
- Among surveyed general occupancy rental communities, average effective rents were as follows:
  - **One-bedroom units** reported an average effective rent of $863 with an average unit size of 823 square feet or $1.05 per square foot.
  - **Two-bedroom units** reported an average effective of $1,022 with an average unit size of 1,101 square feet or $0.93 per square foot.
- The "average market rent" among comparable communities is $903 for one-bedroom units and $1,067 for two-bedroom units. The proposed 50 percent and 60 percent rents at Abbington Manor will result in rent advantages of at least 37 percent for all floor plans. While the proposed market rate units cannot be expected to maintain a rent advantage, the proposed two bedroom market rate rent has a rent advantage of 14.5 percent. The overall rent advantage for the community is 36.1 percent.
- No independent senior rental communities are currently planned or under construction in the Abbington Manor Market Area.

B. Target Markets

Abbington Manor's LIHTC units will target low to moderate income senior households (62+) earning at or below 50 percent and 60 percent of the Area Median Income (AMI) while the proposed market rate units will target senior households (62+) earning at or near the Area Median Income. The proposed unit mix includes one and two bedroom units, which will appeal to single persons, couples, and potentially some households with dependents.

C. Product Evaluation

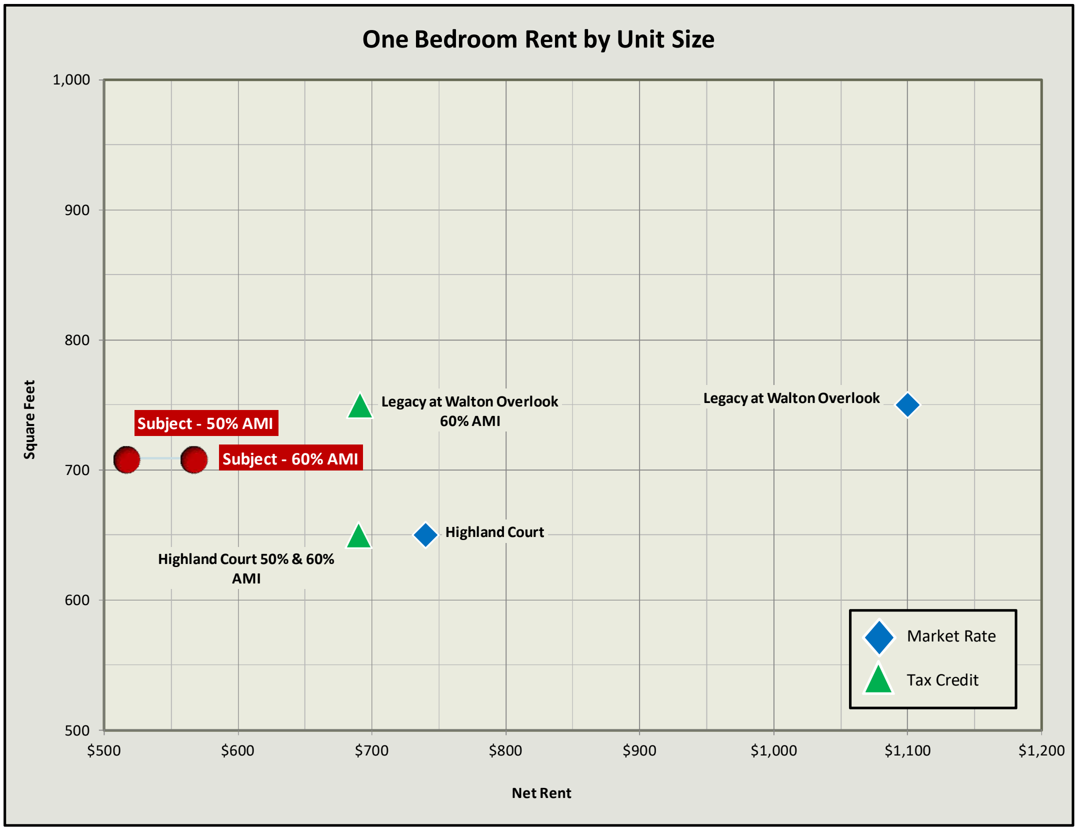
Considered in the context of the competitive environment, the relative position of Abbington Manor is as follows:

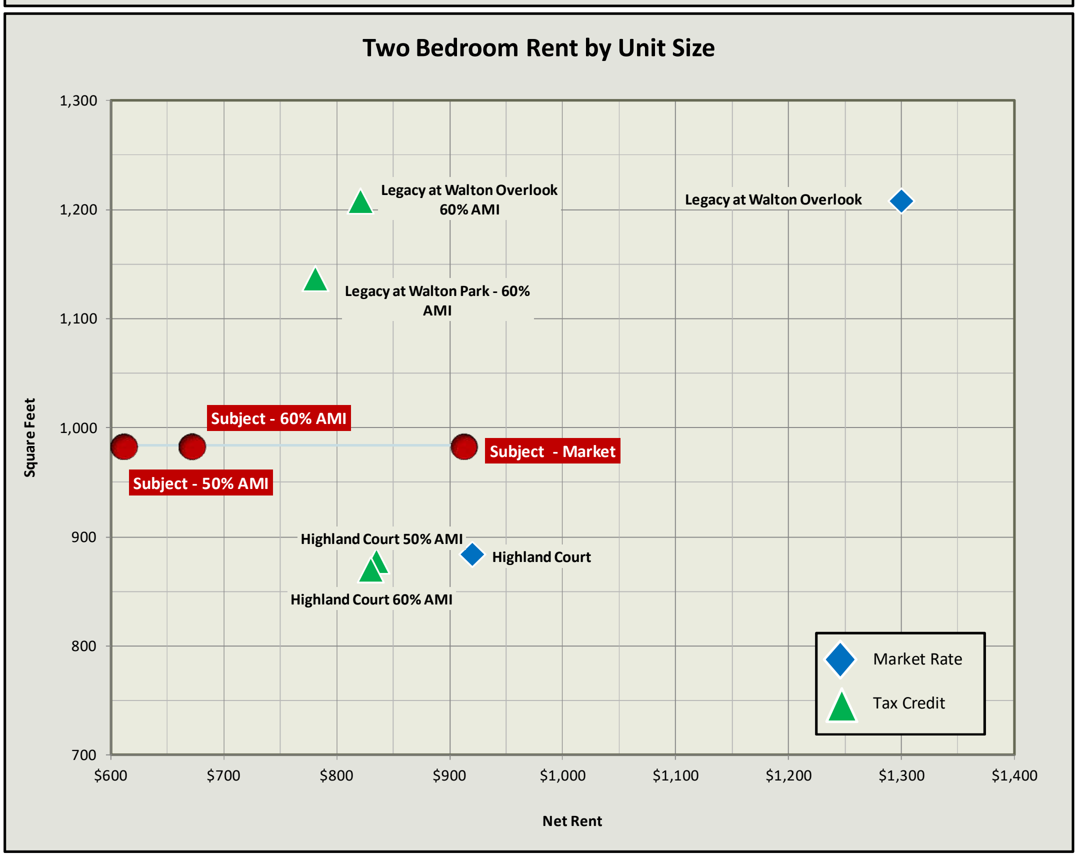
- **Site:** The subject site is suitable for a rental housing development targeted to low and moderate income senior households. The site is comparable to senior rental communities in the Abbington Manor Market Area and surrounding land uses are compatible with multi-family senior-oriented rental housing. The subject site is also convenient to major thoroughfares and community amenities including healthcare facilities, shopping opportunities, restaurants, and recreational facilities within three miles.
- **Unit Distribution:** The proposed unit mix for Abbington Manor includes 30 one bedroom units (33 percent) and 62 two bedroom units (67 percent). This unit distribution is similar to the three surveyed senior rental communities in the market area, all of which are fully occupied with waiting lists. As such, the subject property's proposed unit distribution appears appropriate.
- **Unit Size:** The proposed unit sizes at Abbington Manor are 710 square feet for one-bedroom units and 984 square feet for two-bedroom units. The subject property's proposed unit sizes will be comparable to average unit sizes at existing senior LIHTC communities in the market area with somewhat larger than average one bedroom units and somewhat smaller than average two bedroom units. All of the proposed unit sizes appear reasonable.
- **Unit Features:** The newly constructed units at the subject property will offer kitchens equipped with a range, a refrigerator, a dishwasher, garbage disposal, and microwave. In addition, all units will include washer and dryer connections, central heating and air-conditioning, ceiling fans, window blinds, nine foot ceilings, and grab bars. The proposed unit features at Abbington Manor will be comparable to existing senior LIHTC rental communities in the market area and will be well received by the target market.
- **Community Amenities**: Abbington Manor will offer extensive community amenities including a community room with kitchenette, fitness center with instructional room, media room, furnished arts and crafts room / activity center, computer center, library, covered porch, two health screening rooms, elevators, secured building entrances, and a covered drop-off. The amenities offered at the subject property will be competitive with existing senior LIHTC rental communities in the market area are appropriate for the target market.
- **Marketability:** The subject property will offer a newly constructed mid-rise product that will contain extensive in-unit features and community amenities comparable to those offered at existing senior rental communities in the market area. The subject property will also be located within two to three miles of numerous shopping opportunities, restaurants, community amenities, recreational venues, healthcare facilities, and service providers in Acworth, western Cherokee County, and northwest Cobb County.

D. Price Position

All the proposed 50 percent and 60 percent rents will be priced below all senior LIHTC units with similar income targeting. The proposed two bedroom market rate rents will also be positioned below all two bedroom market rate units offered at surveyed senior rental communities in the market area. As Abbington Manor will offer reasonably sized units, the subject property will also be affordably priced on a rent per square foot basis. All of the proposed rents appear reasonable and appropriate.

Figure 8 Price Position





11. ABSORPTION AND STABILIZATION RATES

A. Absorption Estimate

The only senior rental community in the Abbington Manor Market Area (Legacy at Walton Overlook) reported an average absorption rate of approximately 20 units per month in the last half of 2012; however, this average absorption rate was based on 108 units, of which 55 contained PBRA. In addition to the experiences at recently constructed senior rental communities, the projected absorption rate is based on projected senior household growth, age and income-qualified renter households, affordability/demand estimates, rental market conditions, and the marketability of the proposed site and product.

- Households with householder age 62 or older are projected to increase at an annual rate of 4.7 percent or 561 households per year.
- Nearly 900 senior renter households (62+) will be income-qualified for one or more units proposed at Abbington Manor by its placed-in-service year of 2019.
- Senior rental market conditions are very strong in the Abbington Manor Market Area as all three senior LIHTC communities were fully occupied with waiting lists at the time of our survey. The general occupancy rental market was also performing well with an overall vacancy rate of 2.8 percent and an LIHTC vacancy rate of just 0.9 percent.
- All DCA Demand capture rates are below required thresholds, indicating sufficient demand to support the subject property's 92 proposed units.
- Abbington Manor will offer properly positioned and well designed product that will appeal to low and moderate income senior households (62+) in the Abbington Manor Market Area.

Based on the experiences of recently constructed senior LIHTC communities in the market area, strong projected senior household growth, reasonable affordability and demand capture rates, strong senior and general occupancy rental market conditions, and the product to be constructed, we conservatively estimate Abbington Manor will lease-up at a rate of 15 units per month. At this rate, the subject property will reach a stabilized occupancy of at least 93 percent in approximately five to six months.

B. Impact on Existing Market

Given the strong rental market conditions among both senior and general occupancy rental communities, including waiting lists for LIHTC units, we do not believe the development of the subject property will have an adverse impact on existing rental communities in the Abbington Manor Market Area including those with tax credits. With strong senior household growth projected in the Abbington Manor Market Area over the next two years, demand for affordable senior rental housing is likely to remain strong in the near-term.

12. INTERVIEWS

Primary information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included rental community property managers, Jennifer with the Acworth Community Development Department, Daryl Simmons – Zoning Administrator for the City of Kennesaw, Brandon Johnson – Zoning Administrator for the Bartow County Planning and Zoning Department, and staff with the Cobb County Planning Department, the Cherokee County Planning and Land Use Department, and the Marietta Housing Authority.

13. CONCLUSIONS AND RECOMMENDATIONS

Income/Unit Size	Income Limits	Units Proposed	Renter Income Qualification %	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rent	Market Rents Band	Proposed Rents
50% Units	**$18,780 - $27,000**										
One Bedroom Units	$18,780 - $22,799	10	6.2%	85	0	85	11.8%	1 month	$903	$694 - $1,153	$516
Two Bedroom Units	$22,530 - $27,000	10	7.0%	97	0	97	10.3%	1 month	$1,067	$799 - $1,374	$611
60% Units	**$20,280 - $32,400**										
One Bedroom Units	$20,280 - $24,599	20	6.6%	91	0	91	21.9%	2 months	$903	$694 - $1,153	$566
Two Bedroom Units	$24,600 - $32,400	30	12.5%	173	40	133	22.5%	2 months	$1,067	$799 - $1,374	$672
100% Units	**$31,560 - $54,000**										
Two Bedroom Units	$31,830 - $54,000	22	22.1%	305	0	305	7.2%	2-3 months	$1,067	$799 - $1,374	$912
Project Total	**$18,780 - $54,000**										
50% Units	$18,780 - $27,000	20	12.8%	176	0	176	11.4%	2 months			
60% Units	$20,280 - $32,400	50	19.2%	264	40	224	22.3%	3-4 months			
LIHTC Units	$18,780 - $32,400	70	21.5%	296	40	256	27.3%	4-5 months			
100% Units	$31,560 - $54,000	22	22.5%	311	0	311	7.1%	2-3 months			
Total Units	$18,780 - $54,000	92	42.6%	588	40	548	16.8%	5-6 months			

Based on an analysis of projected senior household growth trends, affordability and demand estimates, current rental market conditions, and socio-economic and demographic characteristics of the Abbington Manor Market Area, RPRG believes that the subject property will be able to successfully reach and maintain a stabilized occupancy of at least 93 percent following its entrance into the rental market. The subject property will be competitively positioned with existing senior communities in and near the Abbington Manor Market Area and the units will be well received by the target market. We recommend proceeding with the project as planned.

Michael Riley
Senior Analyst

Tad Scepaniak
Principal

APPENDIX 1 UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS

In conducting the analysis, we will make the following assumptions, except as otherwise noted in our report:

1. There are no zoning, building, safety, environmental or other federal, state or local laws, regulations or codes which would prohibit or impair the development, marketing or operation of the subject project in the manner contemplated in our report, and the subject project will be developed, marketed and operated in compliance with all applicable laws, regulations and codes.

2. No material changes will occur in (a) any federal, state or local law, regulation or code (including, without limitation, the Internal Revenue Code) affecting the subject project, or (b) any federal, state or local grant, financing or other program which is to be utilized in connection with the subject project.

3. The local, national and international economies will not deteriorate, and there will be no significant changes in interest rates or in rates of inflation or deflation.

4. The subject project will be served by adequate transportation, utilities and governmental facilities.

5. The subject project will not be subjected to any war, energy crisis, embargo, strike, earthquake, flood, fire or other casualty or act of God.

6. The subject project will be on the market at the time and with the product anticipated in our report, and at the price position specified in our report.

7. The subject project will be developed, marketed and operated in a highly professional manner.

8. No projects will be developed which will be in competition with the subject project, except as set forth in our report.

9. There are neither existing judgments nor any pending or threatened litigation, which could hinder the development, marketing or operation of the subject project.

The analysis will be subject to the following limiting conditions, except as otherwise noted in our report:

1. The analysis contained in this report necessarily incorporates numerous estimates and assumptions with respect to property performance, general and local business and economic conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates and the variations may be material.

2. Our absorption estimates are based on the assumption that the product recommendations set forth in our report will be followed without material deviation.

3. All estimates of future dollar amounts are based on the current value of the dollar, without any allowance for inflation or deflation.

4. We have no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal matters, environmental matters, architectural matters, geologic considerations, such as soils and seismic stability, and civil, mechanical, electrical, structural and other engineering matters.

5. Information, estimates and opinions contained in or referred to in our report, which we have obtained from sources outside of this office, are assumed to be reliable and have not been independently verified.

6. The conclusions and recommendations in our report are subject to these Underlying Assumptions and Limiting Conditions and to any additional assumptions or conditions set forth in the body of our report.

APPENDIX 2 ANALYST CERTIFICATIONS

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and is my personal, unbiased professional analyses, opinions, and conclusions.
- I affirm that I have made a physical inspection of the market area and the subject property (Michael Riley only) and that the 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, 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.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Practice as set forth in the Uniform Standards of Professional Appraisal Practice (USPAP) as adopted by the Appraisal Standards Board of the Appraisal Foundation.
- 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.

Michael Riley	Tad Scepaniak
Senior Analyst	Principal
Real Property Research Group, Inc.	Real Property Research Group, Inc.

Warning: Title 18 U.S.C. 1001, provides in part that whoever knowingly and willfully makes or uses a document containing any false, fictitious, or fraudulent statement or entry, in any manner in the jurisdiction of any department or agency of the United States, shall be fined not more than $10,000 or imprisoned for not more than five years or both.

APPENDIX 3 NCHMA CERTIFICATION

This market study has been prepared by Real Property Research Group, Inc., a member in good standing of the National Council of Housing Market Analysts (NCHMA). This study has been prepared in conformance with the standards adopted by NCHMA for the market analysts' industry. These standards include the Standard Definitions of Key Terms Used in Market Studies for Affordable Housing Projects and Model Content Standards for the Content of Market Studies for Affordable Housing Projects. These Standards are designed to enhance the quality of market studies and to make them easier to prepare, understand, and use by market analysts and by the end users. These Standards are voluntary only, and no legal responsibility regarding their use is assumed by the National Council of Housing Market Analysts.

Real Property Research Group, Inc. is duly qualified and experienced in providing market analysis for Affordable Housing. The company's principals participate in NCHMA educational and information sharing programs to maintain the highest professional standards and state-of-the-art knowledge. Real Property Research Group, Inc. is an independent market analyst. No principal or employee of Real Property Research Group, Inc. has any financial interest whatsoever in the development for which this analysis has been undertaken.

While the document specifies Real Property Research Group, Inc., the certification is always signed by the individual completing the study and attesting to the certification.

Real Property Research Group, Inc.

Tad Scepaniak
Name

Principal
Title

May 2, 2017
Date

APPENDIX 4 ANALYST RESUMES

ROBERT M. LEFENFELD

Mr. Lefenfeld is the Managing Principal of the firm with over 30 years of experience in the field of residential market research. Before founding Real Property Research Group in February, 2001, Bob served as an officer of research subsidiaries of the accounting firm of Reznick Fedder & Silverman and Legg Mason. Between 1998 and 2001, Bob was Managing Director of RF&S Realty Advisors, conducting market studies throughout the United States on rental and for sale projects. From 1987 to 1995, Bob served as Senior Vice President of Legg Mason Realty Group, managing the firm's consulting practice and serving as publisher of a Mid-Atlantic residential data service, Housing Market Profiles. Prior to joining Legg Mason, Bob spent ten years with the Baltimore Metropolitan Council as a housing economist. Bob also served as Research Director for Regency Homes between 1995 and 1998, analyzing markets throughout the Eastern United States and evaluating the company's active building operation.

Bob oversees the execution and completion of all of the firm's research assignments, ranging from a strategic assessment of new development and building opportunities throughout a region to the development and refinement of a particular product on a specific site. He combines extensive experience in the real estate industry with capabilities in database development and information management. Over the years, he has developed a series of information products and proprietary databases serving real estate professionals.

Bob has lectured and written extensively on the subject of residential real estate market analysis. He has served as a panel member, speaker, and lecturer at events held by the National Association of Homebuilders, the National Council on Seniors' Housing and various local homebuilder associations. Bob serves as a visiting professor for the Graduate Programs in Real Estate Development, School of Architecture, Planning and Preservation, University of Maryland College Park. He has served as National Chair of the National Council of Affordable Housing Market Analysts (NCAHMA) and is currently a board member of the Baltimore chapter of Lambda Alpha Land Economics Society.

Areas of Concentration:

Strategic Assessments: Mr. Lefenfeld has conducted numerous corridor analyses throughout the United States to assist building and real estate companies in evaluating development opportunities. Such analyses document demographic, economic, competitive, and proposed development activity by submarket and discuss opportunities for development.

Feasibility Analysis: Mr. Lefenfeld has conducted feasibility studies for various types of residential developments for builders and developers. Subjects of these analyses have included for-sale single family and townhouse developments, age-restricted rental and for-sale developments, large multi-product PUDs, urban renovations, and continuing care facilities for the elderly. In addition, he has conducted feasibility work in conjunction with Hope VI applications for redevelopment of public housing sites and analyses of rental developments for 221(d)4 insurance and tax credit applications.

Information Products: Bob has developed a series of proprietary databases to assist clients in monitoring growth trends. Subjects of these databases have included for-sale housing, pipeline information, and rental communities. Information compiled is committed to a Geographic Information System (GIS), allowing the comprehensive integration of data.

Education:

Masters of Urban and Regional Planning; The George Washington University.
Bachelor of Arts, Political Science; Northeastern University.

TAD SCEPANIAK

Tad Scepaniak directs the Atlanta office of Real Property Research Group and leads the firm's affordable housing practice. Tad directs the firm's efforts in the southeast and south central United States and has worked extensively in North Carolina, South Carolina, Georgia, Florida, Tennessee, Iowa, and Michigan. He specializes in the preparation of market feasibility studies for rental housing communities, including market-rate apartments developed under the HUD 221(d)(4) program and affordable housing built under the Low-Income Housing Tax Credit program. Along with work for developer clients, Tad is the key contact for research contracts with the North Carolina, South Carolina, Georgia, Michigan, and Iowa Housing Finance agencies. Tad is also responsible for development and implementation of many of the firm's automated systems.

Tad is National Chair of the National Council of Housing Market Analysts (NCHMA) and previously served as the Vice-Chair and Co-Chair of Standards Committee. He has taken a lead role in the development of the organization's Standard Definitions and Recommended Market Study Content, and he has authored and co-authored white papers on market areas, derivation of market rents, and selection of comparable properties. Tad is also a founding member of the Atlanta chapter of the Lambda Alpha Land Economics Society.

Areas of Concentration:

Low Income Tax Credit Rental Housing: Mr. Scepaniak has worked extensively with the Low Income Tax Credit program throughout the United States, with special emphasis on the Southeast and Mid-Atlantic regions.

Senior Housing: Mr. Scepaniak has conducted feasibility analysis for a variety of senior oriented rental housing. The majority of this work has been under the Low Income Tax Credit program; however his experience includes assisted living facilities and market rate senior rental communities.

Market Rate Rental Housing: Mr. Scepaniak has conducted various projects for developers of market rate rental housing. The studies produced for these developers are generally used to determine the rental housing needs of a specific submarket and to obtain financing.

Public Housing Authority Consultation: Tad has worked with Housing Authorities throughout the United States to document trends rental and for sale housing market trends to better understand redevelopment opportunities. He has completed studies examining development opportunities for housing authorities through the Choice Neighborhood Initiative or other programs in Florida, Georgia, North Carolina, South Carolina, Texas, and Tennessee.

Education:

Bachelor of Science – Marketing; Berry College – Rome, Georgia.

MICHAEL RILEY

Michael Riley entered the field of Real Estate Market Research in 2006, joining Real Property Research Group's (RPRG) Atlanta office as a Research Associate upon college graduation. During Michael's time as a Research Associate, he gathered economic, demographic, and competitive data for market feasibility analyses and other consulting projects completed by the firm. Since 2007, Michael has served as an Analyst for RPRG, conducting a variety of market analyses for affordable and market rate rental housing communities throughout the United States. In total, Michael has conducted work in eleven states and the District of Columbia with particular concentrations in the Southeast and Midwest regions.

Areas of Concentration:

- Low Income Housing Tax Credit Rental Housing – Michael has worked extensively with the Low Income Housing Tax Credit program, evaluating general occupancy, senior oriented, and special needs developments for State allocating agencies, lenders, and developers. His work with the LIHTC program has spanned a wide range of project types, including newly constructed communities, adaptive reuses, and rehabilitations. Michael also has extensive experience analyzing multiple subsidy projects, such as those that contain rental assistance through the HUD Section 8/202 and USDA Section 515 programs.
- Market Rate Rental Housing – Michael has analyzed various projects for lenders and developers of market rate rental housing including those compliant with HUD MAP guidelines under the FHA 221(d)(4) program. The market rate studies produced are often used to determine the rental housing needs of a specific submarket and to obtain financing.

In addition to market analysis responsibilities, Michael has also assisted in the development of research tools for the organization, including a rent comparability table incorporated in many RPRG analyses.

Education:
Bachelor of Business Administration – Finance; University of Georgia, Athens, GA

APPENDIX 5 DCA CHECKLIST

I understand that by initializing (or checking) the following items, I am stating that those items are included and/or addressed in the report. If an item is not checked, a full explanation is included in the report. A list listing of page number(s) is equivalent to check or initializing.

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

I also certify that I have inspected the subject property as well as all rent comparables.

Signed: Date: May 2, 2017

Michael Riley

A. Executive Summary

1. Project Description:
   - i. Brief description of the project location including address and/or position relative to the closest cross-street .... Page(s) 1
   - ii. Construction and Occupancy Types .... Page(s) 1
   - iii. Unit mix, including bedrooms, bathrooms, square footage, Income targeting, rents, and utility allowance .... Page(s) 1
   - iv. Any additional subsidies available, including project based rental assistance (PBRA) .... Page(s) 1
   - v. Brief description of proposed amenities and how they compare with existing properties .... Page(s) 1
2. Site Description/Evaluation:
   - i. A brief description of physical features of the site and adjacent parcels .... Page(s) 2
   - ii. A brief overview of the neighborhood land composition (residential, commercial, industrial, agricultural). .... Page(s) 2
   - iii. A discussion of site access and visibility .... Page(s) 2
   - iv. Any significant positive or negative aspects of the subject site .... Page(s) 2
   - v. A brief summary of the site's proximity to neighborhood services including shopping, medical care, employment concentrations, public transportation, etc .... Page(s) 2
   - vi. An overall conclusion of the site's appropriateness for the proposed development .... Page(s) 2
3. Market Area Definition:
   - i. A brief definition of the primary market area (PMA) including boundaries and their approximate distance from the subject site .... Page(s) 2
4. Community Demographic Data:
   - i. Current and projected household and population counts for the PMA. .... Page(s) 2
   - ii. Household tenure including any trends in rental rates. .... Page(s) 3
   - iii. Household income level. .... Page(s) 3

iv. Discuss Impact of foreclosed, abandoned / vacant, single and multi-family homes, and commercial properties in the PMA of the proposed development. .... Page(s) 3

5. Economic Data:
   i. Trends in employment for the county and/or region.. .... Page(s) 3
   ii. Employment by sector for the primary market area. .... Page(s) 3
   iii. Unemployment trends for the county and/or region for the past five years. .... Page(s) 3
   iv. Brief discussion of recent or planned employment contractions or expansions. .... Page(s) 4
   v. Overall conclusion regarding the stability of the county's economic environment. .... Page(s) 4
6. Project Specific Affordability and Demand Analysis:
   i. Number of renter households income qualified for the proposed development. For senior projects, this should be age and income qualified renter households. .... Page(s) 4
   ii. Overall estimate of demand based on DCA's demand methodology. .... Page(s) 4
   iii. Capture rates for the proposed development including the overall project, all LIHTC units (excluding any PBRA or market rate units), and a conclusion regarding the achievability of these capture rates. .... Page(s) 4
7. Competitive Rental Analysis
   i. An analysis of the competitive properties in the PMA. .... Page(s) 5
   ii. Number of properties. .... Page(s) 5
   iii. Rent bands for each bedroom type proposed. .... Page(s) 5
   iv. Average market rents. .... Page(s) 5
8. Absorption/Stabilization Estimate:
   i. Expected absorption rate of the subject property (units per month). .... Page(s) 6
   ii. Expected absorption rate by AMI targeting. .... Page(s) 6
   iii. Months required for the project to reach a stabilized occupancy of 93 percent. .... Page(s) 6
9. Overall Conclusion:
   i. A narrative detailing key conclusions of the report including the analyst's opinion regarding the proposed development's potential for success. .... Page(s) 6
10. Summary Table .... Page(s) 7

B. Project Description

1. Project address and location. .... Page(s) 11
2. Construction type. .... Page(s) 11
3. Occupancy Type. .... Page(s) 11
4. Special population target (if applicable). .... Page(s) 11
5. Number of units by bedroom type and income targeting (AMI). .... Page(s) 11
6. Unit size, number of bedrooms, and structure type. .... Page(s) 11
7. Rents and Utility Allowances. .... Page(s) 11
8. Existing or proposed project based rental assistance. .... Page(s) 11
9. Proposed development amenities. .... Page(s) 11
10. For rehab proposals, current occupancy levels, rents, tenant incomes (if applicable), and scope of work including an estimate of the total and per unit construction cost. .... Page(s) N/A
11. Projected placed-in-service date. .... Page(s) 11

C. Site Evaluation

1. Date of site / comparables visit and name of site inspector. .... Page(s) 8
2. Site description
   i. Physical features of the site. .... Page(s) 14
   ii. Positive and negative attributes of the site. .... Page(s) 13, 22

iii. Detailed description of surrounding land uses including their condition. .... Page(s) 16

3. Description of the site's physical proximity to surrounding roads, transportation, amenities, employment, and community services. .... Page(s) 19-22
4. Color photographs of the subject property, surrounding neighborhood, and street scenes with a description of each vantage point. .... Page(s) 14-15
5. Neighborhood Characteristics
   i. Map identifying the location of the project. .... Page(s) 13
   ii. List of area amenities including their distance (in miles) to the subject site. .... Page(s) 20
   iii. Map of the subject site in proximity to neighborhood amenities. .... Page(s) 21
6. Describe the land use and structures of the area immediately surrounding the site including significant concentrations of residential, commercial, industrial, vacant, or agricultural uses; comment on the condition of these existing land uses. .... Page(s) 16
7. Map identifying existing low-income housing in the market area .... Page(s) 22
8. Road or infrastructure improvements planned or under construction in the PMA. .... Page(s) 19
9. Discussion of accessibility, ingress/egress, and visibility of the subject site. .... Page(s) 18
10. Overall conclusions about the subject site, as it relates to the marketability of the proposed development. .... Page(s) 22

D. Market Area

1. Definition of the primary market area (PMA) including boundaries and their approximate distance from the subject site .... Page(s) 23
2. Map Identifying subject property's location within market area .... Page(s) 24

E. Community Demographic Data

1. Population Trends
   i. Total Population. .... Page(s) 25
   ii. Population by age group. .... Page(s) 28
   iii. Number of elderly and non-elderly. .... Page(s) 28
   iv. Special needs population (if applicable) .... Page(s) N/A
2. Household Trends
   i. Total number of households and average household size. Page(s) 25
   ii. Household by tenure. .... Page(s) 29,29
   iii. Households by income Page(s) 30
   iv. Renter households by number of persons in the household. .... Page(s) 30

F. Employment Trends

1. Total jobs in the county or region. .... Page(s) 35
2. Total jobs by industry – numbers and percentages. .... Page(s) 36
3. Major current employers, product or service, total employees, anticipated expansions/contractions, as well as newly planned employers and their impact on employment in the market area. .... Page(s) 38
4. Unemployment trends, total workforce figures, and number and percentage unemployed for the county over the past five years. .... Page(s) 34
5. Map of the site and location of major employment concentrations. .... Page(s) 37
6. Analysis of data and overall conclusions relating to the impact on housing demand. .... Page(s) 63

G. Project-specific Affordability and Demand Analysis

1. Income Restrictions / Limits. .... Page(s) 40, 41
2. Affordability estimates. .... Page(s) 40-42
3. Components of Demand
   i. Demand from new households. .... Page(s) 43-44
   ii. Demand from existing households. .... Page(s) 43-44
   iii. Elderly Homeowners likely to convert to rentership. .... Page(s) 43-44
   iv. Other sources of demand (if applicable). Page(s) N/A
4. Net Demand, Capture Rate, and Stabilization Calculations
   i. Net demand
      1. By AMI Level .... Page(s) 44
      2. By floor plan .... Page(s) 44
   ii. Capture rates
      1. By AMI level .... Page(s) 44
      2. By floor plan .... Page(s) 44
5. Capture rate analysis chart .... Page(s) 45
6. Detailed project information for each competitive rental community surveyed
   i. Charts summarizing competitive data including a comparison of the proposed project's rents, square footage, amenities, to comparable rental communities in the market area. .... Page(s) 48-53
7. Additional rental market information
   i. An analysis of voucher and certificates available in the market area. .... Page(s) 55
   ii. Lease-up history of competitive developments in the market area. .... Page(s) 49,
   iii. Tenant profile and waiting list of existing phase (if applicable) .... Page(s) N/A
   iv. Competitive data for single-family rentals, mobile homes, etc. in rural areas if lacking sufficient comparables (if applicable). .... Page(s) N/A
8. Map showing competitive projects in relation to the subject property. Page(s) 49, 52
9. Description of proposed amenities for the subject property and assessment of quality and compatibility with competitive rental communities. .... Page(s) 50
10. For senior communities, an overview / evaluation of family properties in the PMA. .... Page(s) 51
11. Subject property's long-term impact on competitive rental communities in the PMA. .... Page(s) 63
12. Competitive units planned or under construction the market area
    i. Name, address/location, owner, number of units, configuration, rent structure, estimated date of market entry, and any other relevant information. .... Page(s) 55
13. Narrative or chart discussing how competitive properties compare with the proposed development with respect to total units, rents, occupancy, location, etc. .... Page(s) 60
    i. Average market rent and rent advantage .... Page(s) 54
14. Discussion of demand as it relates to the subject property and all comparable DCA funded projects in the market area. .... Page(s) 43-44
15. Rental trends in the PMA for the last five years including average occupancy trends and projection for the next two years. .... Page(s) N/A
16. Impact of foreclosed, abandoned, and vacant single and multi-family homes as well commercial properties in the market area. .... Page(s) 75
17. Discussion of primary housing voids in the PMA as they relate to the subject property. .... Page(s) N/A

H. Absorption and Stabilization Rates

1. Anticipated absorption rate of the subject property .... Page(s) 63
2. Stabilization period. .... Page(s) 63

I. Interviews .... Page(s) 64

J. Conclusions and Recommendations

1. Conclusion as to the impact of the subject property on PMA...Page(s) 63
2. Recommendation as the subject property's viability in PMA..Page(s) 64

K. Signed Statement Requirements..Page(s) App.

APPENDIX 7 RENTAL COMMUNITY PROFILES

Community	Address	City	State	Phone Number	Date Surveyed	Contact
Amberlake	4901 Cherokee St.	Acworth	GA	770-975-0231	4/28/2017	Property Manager
Bridges of Kennesaw	3840 Jiles Rd.	Kennesaw	GA	770-218-1201	4/26/2017	Property Manager
Brooke Mill	50 Downsby Ln.	Woodstock	GA	770-592-9700	4/26/2017	Property Manager
Camden Shiloh	4044 Busbee Pkwy.	Kennesaw	GA	770-426-1194	4/12/2017	Property Manager
Cherokee Summit	5920 Bells Ferry Rd.	Acworth	GA	678-494-9400	4/25/2017	Property Manager
Cobblestone Landing	3050 Cobb Pkwy.	Kennesaw	GA	678-574-4512	5/1/2017	Property Manager
Colonial Grand at Shiloh	1750 Shiloh Rd. NW	Kennesaw	GA	678-354-0860	5/4/2017	Property Manager
Gregory Lane I & II	466 Gregory Ln.	Acworth	GA	770-591-6590	4/25/2017	Property Manager
Highland Court	4150 George Busbee Pk	Kennesaw	GA	770-419-7330	4/26/2017	Property Manager
Laurel Glen	4191 Lake Acworth Dr.	Acworth	GA	678-606-9828	4/26/2017	Property Manager
Legacy at Acworth	4801 Baker Grove Rd. N	Acworth	GA	770-529-1212	4/25/2017	Property Manager
Legacy at Walton Overlook	4645 Spring St.	Acworth	GA	678-726-1472	4/26/2017	Property Manager
Legacy at Walton Park	4862 School St.	Acworth	GA	678-974-0601	4/26/2017	Property Manager
Peaks at Bells Ferry	100 Peaks Ridge	Acworth	GA	770-928-0860	4/25/2017	Property Manager
The Landing at Acworth	4710 Stanton Place Ln.	Acworth	GA	678-574-5355	4/25/2017	Property Manager
Waldan Pond	450 Walden Cir.	Acworth	GA	770-928-6610	5/1/2017	Property Manager
Walden Ridge	3093 Cobb Pkwy. NW	Kennesaw	GA	678-574-0100	4/26/2017	Property Manager

Source: RRPG Field Surveys, April 2017

Highland Court

Senior Community Profile

4150 George Busbee Pkwy.
Kennesaw,GA 30144

CommunityType: LIHTC - Elderly
Structure Type: 4-Story Mid Rise

120 Units 0.0% Vacant (0 units vacant) as of 4/26/2017 Opened in 2003

Unit Mix & Effective Rent (1)

Bedroom	%Total	Avg Rent	Avg SqFt	Avg $/SqFt
Eff	--	--	--	--
One	20.0%	$718	650	$1.10
One/Den	--	--	--	--
Two	80.0%	$868	873	$0.99
Two/Den	--	--	--	--
Three	--	--	--	--
Four+	--	--	--	--

Community Amenities

Clubhouse:	☑	Gardening:	☑
Comm Rm:	☑	Library:	☑
Centrl Lndry:	☑	Arts&Crafts:	☑
Elevator:	☑	Health Rms:	☑
Fitness:	☑	Guest Suite:	☐
Hot Tub:	☐	Conv Store:	☐
Sauna:	☐	ComputerCtr:	☑
Walking Pth:	☑	Beauty Salon:	☑

Features

Standard: **Dishwasher; Disposal; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Grabbar; Emergency Response**

Select Units: --

Optional($): --

Security: **Gated Entry; Keyed Bldg Entry**

Parking: **Free Surface Parking**

Comments

Waitlist.

62+. 50% & 60% rents are the same.

Property Manager: -- *Owner:* **Norsouth**

Floorplans (Published Rents as of 4/26/2017) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Mid Rise - Elevator	--	1	1	2	$690	650	$1.06	LIHTC/ 50%
Mid Rise - Elevator	--	1	1	16	$690	650	$1.06	LIHTC/ 60%
Mid Rise - Elevator	--	1	1	6	$740	650	$1.14	Market
Mid Rise - Elevator	--	2	1	3	$825	860	$.96	LIHTC/ 50%
Mid Rise - Elevator	--	2	1	57	$825	860	$.96	LIHTC/ 60%
Mid Rise - Elevator	--	2	1	8	$883	860	$1.03	Market
Mid Rise - Elevator	--	2	2	2	$850	904	$.94	LIHTC/ 50%
Mid Rise - Elevator	--	2	2	16	$850	904	$.94	LIHTC/ 60%
Mid Rise - Elevator	--	2	2	10	$950	904	$1.05	Market

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR $	2BR $	3BR $
4/26/17	0.0%	$718	$868	--
12/30/15	0.0%	$765	$973	--
4/26/13	9.2%	$714	$827	--
6/1/11	8.3%	--	--	--

Adjustments to Rent

Incentives:
None

Utilities in Rent: *Heat Fuel:* **Electric**

Heat:	☐	Cooking:	☐	Wtr/Swr:	☐
Hot Water:	☐	Electricity:	☐	Trash:	☑

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

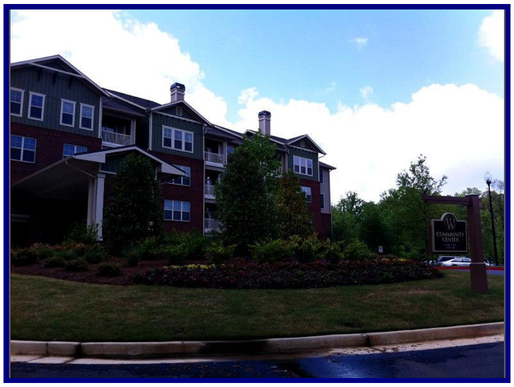
Legacy at Walton Overlook

Senior Community Profile

4645 Spring St.
Acworth,GA 30101

CommunityType: **LIHTC - Elderly**
Structure Type: **Mid Rise**

108 Units — 0.0% Vacant (0 units vacant) as of 4/26/2017 — Opened in 2012



Unit Mix & Effective Rent (1)

Bedroom	%Total	Avg Rent	Avg SqFt	Avg $/SqFt
Eff	--	--	--	--
One	63.9%	$954	750	$1.27
One/Den	--	--	--	--
Two	36.1%	$921	1,208	$0.76
Two/Den	--	--	--	--
Three	--	--	--	--
Four+	--	--	--	--

Community Amenities

Clubhouse:	✓	Gardening:	✓
Comm Rm:	✓	Library:	✓
Centrl Lndry:	✓	Arts&Crafts:	✓
Elevator:	✓	Health Rms:	
Fitness:	✓	Guest Suite:	
Hot Tub:		Conv Store:	
Sauna:		ComputerCtr:	✓
Walking Pth:		Beauty Salon:	

Features

Standard: **Dishwasher; Disposal; Microwave; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings; Storage (In Unit); Grabbar; Emergency Response**

Select Units: --

Optional($): --

Security: **Gated Entry**

Parking: **Free Surface Parking**

Comments

55+. Opened July 2012 & leased up on December 12, 2012.

Separate waitlists for the LIHTC units & for the market rate units.

Community has 55 PBRA units, rent is contract rent

Property Manager: -- *Owner:* --

Floorplans (Published Rents as of 4/26/2017) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Mid Rise - Elevator	--	1	1	7	$691	750	$.92	LIHTC/ 60%
Mid Rise - Elevator	--	1	1	53	$945	750	$1.26	Section 8/ 60%
Mid Rise - Elevator	--	1	1	9	$1,100	750	$1.47	Market
Mid Rise - Elevator	--	2	2	31	$821	1,208	$.68	LIHTC/ 60%
Mid Rise - Elevator	--	2	2	2	$945	1,208	$.78	Section 8/ 60%
Mid Rise - Elevator	--	2	2	6	$1,300	1,208	$1.08	Market

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR $	2BR $	3BR $
4/26/17	0.0%	$954	$921	--
4/26/13	0.0%	$939	$889	--

Adjustments to Rent

Incentives:
None

Utilities in Rent: *Heat Fuel:* **Electric**

Heat:		Cooking:		Wtr/Swr:	
Hot Water:		Electricity:		Trash:	✓

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Legacy at Walton Park

Senior Community Profile

4862 School St.
Acworth,GA 30101

CommunityType: LIHTC - Elderly
Structure Type: Mid Rise

100 Units | 0.0% Vacant (0 units vacant) as of 4/26/2017 | Opened in 2014

Unit Mix & Effective Rent (1)

Bedroom	%Total	Avg Rent	Avg SqFt	Avg $/SqFt
Eff	--	--	--	--
One	60.0%	$832	875	$0.95
One/Den	--	--	--	--
Two	40.0%	$801	1,137	$0.70
Two/Den	--	--	--	--
Three	--	--	--	--
Four+	--	--	--	--

Community Amenities

Clubhouse:	☐	Gardening:	☑
Comm Rm:	☑	Library:	☐
Centrl Lndry:	☑	Arts&Crafts:	☑
Elevator:	☑	Health Rms:	☐
Fitness:	☑	Guest Suite:	☐
Hot Tub:	☐	Conv Store:	☐
Sauna:	☐	ComputerCtr:	☑
Walking Pth:	☐	Beauty Salon:	☐

Features

Standard: Dishwasher; Disposal; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Emergency Response

Select Units: --

Optional($): --

Security: --

Parking: Free Surface Parking

Comments

1BR are PBRA through the Marietta Housing Authority & age 62+. LIHTC/PBRA rent is contract rent. Wait list.

2BR are age 55+. BBQ/picnic area.

Lease up info N/A

Property Manager: -- *Owner:* --

Floorplans (Published Rents as of 4/26/2017) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Mid Rise - Elevator	--	1	1	60	$817	875	$.93	HTC/PBRA/ 60%
Mid Rise - Elevator	--	2	2	40	$781	1,137	$.69	LIHTC/ 60%

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR $	2BR $	3BR $
4/26/17	0.0%	$832	$801	--

Adjustments to Rent

Incentives:
None

Utilities in Rent: *Heat Fuel:* Electric

Heat:	☐	Cooking:	☐	Wtr/Swr:	☐
Hot Water:	☐	Electricity:	☐	Trash:	☑

(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Bridges of Kennesaw

Multifamily Community Profile

3840 Jiles Rd
Kennesaw,GA 30144

CommunityType: **Market Rate - General**
Structure Type: **Garden/TH**

296 Units **1.7% Vacant (5 units vacant) as of 4/26/2017** **Opened in 1996**

Unit Mix & Effective Rent (1)

Bedroom	%Total	Avg Rent	Avg SqFt	Avg $/SqFt
Eff	--	--	--	--
One	13.5%	$900	876	$1.03
One/Den	--	--	--	--
Two	66.2%	$1,160	1,179	$0.98
Two/Den	--	--	--	--
Three	20.3%	$1,458	1,378	$1.06
Four+	--	--	--	--

Community Amenities

Clubhouse:	☑	Pool-Outdr:	☑
Comm Rm:	☑	Basketball:	☐
Centrl Lndry:	☑	Tennis:	☑
Elevator:	☐	Volleyball:	☐
Fitness:	☑	CarWash:	☑
Hot Tub:	☐	BusinessCtr:	☑
Sauna:	☐	ComputerCtr:	☑
Playground:	☑		

Features

Standard: **Dishwasher; Disposal; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Carpet**

Select Units: **Fireplace**

Optional($): --

Security: **Unit Alarms; Gated Entry**

Parking 1: **Free Surface Parking** *Parking 2:* **Detached Garage**
Fee: -- *Fee:* **$100**

Property Manager: --
Owner: --

Comments

BBQ/picnic area, nature trail, valet trash (add'l $25/month). SS apps.

Floorplans (Published Rents as of 4/26/2017) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Garden	--	1	1	20	$845	810	$1.04	Market
Garden	--	1	1	20	$905	941	$.96	Market
Garden	--	2	2	196	$1,130	1,179	$.96	Market
Garden	--	3	2	30	$1,385	1,365	$1.01	Market
Townhouse	--	3	2.5	30	$1,460	1,390	$1.05	Market

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR $	2BR $	3BR $
4/26/17	1.7%	$900	$1,160	$1,458
4/26/13	2.4%	$778	$855	$1,019
7/9/10	9.1%	--	--	--
5/8/06	12.2%	--	--	--

Adjustments to Rent

Incentives:
Reduced rent

Utilities in Rent: *Heat Fuel:* **Electric**

Heat:	☐	Cooking:	☐	Wtr/Swr:	☐
Hot Water:	☐	Electricity:	☐	Trash:	☐

(1) Effective Rent is Published Rent, net of concessions and assumes that water, sewer and trash is included in rent
(2) Published Rent is rent as quoted by management.

Brooke Mill

Multifamily Community Profile

50 Downsby Ln.
Woodstock,GA 30189

CommunityType: **Market Rate - General**
Structure Type: **3-Story Garden**

319 Units **5.3% Vacant (17 units vacant) as of 4/26/2017** **Opened in 2000**

Unit Mix & Effective Rent (1)

Bedroom	%Total	Avg Rent	Avg SqFt	Avg $/SqFt
Eff	--	--	--	--
One	29.8%	$936	772	$1.21
One/Den	--	--	--	--
Two	61.4%	$1,077	1,097	$0.98
Two/Den	--	--	--	--
Three	8.8%	$1,488	1,449	$1.03
Four+	--	--	--	--

Community Amenities

Clubhouse:	☑	Pool-Outdr:	☑
Comm Rm:	☑	Basketball:	☑
Centrl Lndry:	☑	Tennis:	☑
Elevator:	☐	Volleyball:	☐
Fitness:	☑	CarWash:	☑
Hot Tub:	☐	BusinessCtr:	☑
Sauna:	☐	ComputerCtr:	☑
Playground:	☑		

Features

Standard: **Dishwasher; Disposal; Ice Maker; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony**

Select Units: **Storage**

Optional($): --

Security: --

Parking 1: **Free Surface Parking** *Fee:* --

Parking 2: **Detached Garage** *Fee:* **$131**

Property Manager: --
Owner: --

Comments

Dog park & spa, tanning bed, guest suite, cyber café, grilling area.

Lg garage $135/mo, sm garage $125/mo.

Floorplans (Published Rents as of 4/26/2017) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Garden	--	1	1	95	$911	772	$1.18	Market
Garden	--	2	1	56	$1,093	1,025	$1.07	Market
Garden	--	2	2	140	$1,029	1,126	$.91	Market
Garden	--	3	2	28	$1,453	1,449	$1.00	Market

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR $	2BR $	3BR $
4/26/17	5.3%	$936	$1,077	$1,488
5/13/16	6.0%	$953	$1,001	$1,315
8/29/13	0.9%	$720	$848	$965
9/7/12	6.0%	--	--	--

Adjustments to Rent

Incentives:
None

Utilities in Rent: *Heat Fuel:* **Electric**

Heat:	☐	Cooking:	☐	Wtr/Swr:	☐
Hot Water:	☐	Electricity:	☐	Trash:	☐

(1) Effective Rent is Published Rent, net of concessions and assumes that water, sewer and trash is included in rent
(2) Published Rent is rent as quoted by management.

RealProperty ResearchGroup

Camden Shiloh

Multifamily Community Profile

4044 Busbee Pkwy
Kennesaw,GA

CommunityType: **Market Rate - General**
Structure Type: **Garden**

232 Units **1.3% Vacant (3 units vacant) as of 4/12/2017** **Opened in 1999**

Unit Mix & Effective Rent (1)

Bedroom	%Total	Avg Rent	Avg SqFt	Avg $/SqFt
Eff	--	--	--	--
One	--	$1,011	847	$1.19
One/Den	--	--	--	--
Two	46.6%	$1,384	1,239	$1.12
Two/Den	--	--	--	--
Three	13.8%	$1,604	1,509	$1.06
Four+	--	--	--	--

Community Amenities

Clubhouse:	☑	Pool-Outdr:	☑
Comm Rm:	☑	Basketball:	☐
Centrl Lndry:	☑	Tennis:	☐
Elevator:	☐	Volleyball:	☐
Fitness:	☑	CarWash:	☑
Hot Tub:	☐	BusinessCtr:	☑
Sauna:	☐	ComputerCtr:	☑
Playground:	☑		

Features

Standard: **Dishwasher; Disposal; Ice Maker; In Unit Laundry (Full Size); Central A/C; Patio/Balcony; Storage (In Unit); Cable TV; Carpet**

Select Units: **Ceiling Fan; Fireplace**

Optional($): **--**

Security: **Unit Alarms**

Parking 1: **Free Surface Parking** *Fee:* **--**

Parking 2: **Detached Garage** *Fee:* **$75**

Property Manager: **--**
Owner: **--**

Comments

Cable included

92- 1BRs

Floorplans (Published Rents as of 4/12/2017) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Garden	--	1	1	--	$959	743	$1.29	Market
Garden	--	1	1	--	$999	848	$1.18	Market
Garden	--	1	1	--	$999	950	$1.05	Market
Garden	--	2	2	54	$1,319	1,215	$1.09	Market
Garden	--	2	2	54	$1,389	1,262	$1.10	Market
Garden	--	3	2	32	$1,569	1,509	$1.04	Market

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR $	2BR $	3BR $
4/12/17	1.3%	$1,011	$1,384	$1,604
4/20/16	2.2%	$1,118	$1,164	$1,684
5/14/15	2.6%	$1,121	$1,349	$1,529
5/9/12	1.7%	--	--	--

Adjustments to Rent

Incentives:
None

Utilities in Rent: *Heat Fuel:* **Electric**

Heat:	☐	Cooking:	☐	Wtr/Swr:	☐
Hot Water:	☐	Electricity:	☐	Trash:	☐

(1) Effective Rent is Published Rent, net of concessions and assumes that water, sewer and trash is included in rent
(2) Published Rent is rent as quoted by management.

Cherokee Summit

Multifamily Community Profile

5920 Bells Ferry Rd.
Acworth,GA 30102

CommunityType: **LIHTC - General**
Structure Type: **Garden**

272 Units **2.6% Vacant (7 units vacant) as of 4/25/2017** **Opened in 2001**

Unit Mix & Effective Rent (1)

Bedroom	%Total	Avg Rent	Avg SqFt	Avg $/SqFt
Eff	--	--	--	--
One	17.6%	$761	975	$0.78
One/Den	--	--	--	--
Two	67.6%	$927	1,150	$0.81
Two/Den	--	--	--	--
Three	14.7%	$1,065	1,350	$0.79
Four+	--	--	--	--

Community Amenities

Clubhouse:	☑	Pool-Outdr:	☑
Comm Rm:	☑	Basketball:	☑
Centrl Lndry:	☑	Tennis:	☑
Elevator:	☐	Volleyball:	☐
Fitness:	☑	CarWash:	☐
Hot Tub:	☐	BusinessCtr:	☑
Sauna:	☐	ComputerCtr:	☑
Playground:	☑		

Features

Standard: **Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Storage (In Unit)**

Select Units: --

Optional($): --

Security: **Gated Entry**

Parking 1: **Free Surface Parking** *Fee:* --

Parking 2: -- *Fee:* --

Property Manager: --
Owner: --

Comments

All vacancies are 2BR.

Free after school program.

Floorplans (Published Rents as of 4/25/2017) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Garden	--	1	1	48	$736	975	$.75	LIHTC/ 60%
Garden	--	2	2	184	$897	1,150	$.78	LIHTC/ 60%
Garden	--	3	2	40	$1,030	1,350	$.76	LIHTC/ 60%

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR $	2BR $	3BR $
4/25/17	2.6%	$761	$927	$1,065
5/13/16	4.0%	$752	$915	$1,062
8/29/13	1.8%	$561	$597	$765
9/7/12	3.7%	--	--	--

Adjustments to Rent

Incentives:
None

Utilities in Rent: *Heat Fuel:* **Natural Gas**

Heat:	☐	Cooking:	☐	Wtr/Swr:	☐
Hot Water:	☐	Electricity:	☐	Trash:	☐

(1) Effective Rent is Published Rent, net of concessions and assumes that water, sewer and trash is included in rent
(2) Published Rent is rent as quoted by management.

Gregory Lane I & II

Multifamily Community Profile

466 Gregory Ln.
Acworth,GA 30102

CommunityType: **Market Rate - General**
Structure Type: **3-Story Garden**

112 Units   0.0% Vacant (0 units vacant) as of 4/25/2017   Opened in 1996

Unit Mix & Effective Rent (1)

Bedroom	%Total	Avg Rent	Avg SqFt	Avg $/SqFt
Eff	--	--	--	--
One	--	--	--	--
One/Den	--	--	--	--
Two	76.8%	$850	976	$0.87
Two/Den	--	--	--	--
Three	23.2%	$955	1,176	$0.81
Four+	--	--	--	--

Community Amenities

Clubhouse:	☑	Pool-Outdr:	☑
Comm Rm:	☑	Basketball:	☐
Centrl Lndry:	☑	Tennis:	☐
Elevator:	☐	Volleyball:	☐
Fitness:	☐	CarWash:	☐
Hot Tub:	☐	BusinessCtr:	☐
Sauna:	☐	ComputerCtr:	☐
Playground:	☑		

Features

Standard: **Dishwasher; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Storage (In Unit)**

Select Units: **Ceiling Fan**

Optional($): --

Security: **Unit Alarms**

Parking 1: **Free Surface Parking**   Parking 2: --
Fee: --   Fee: --

Property Manager: **S & S Property Mgt.**
Owner: --

Comments

Converting to market rate units within the next couple of months.

Waitlist.

Former LIHTC 60% community. Ph I- 72 units. Ph II- 40 units.

Floorplans (Published Rents as of 4/25/2017) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Garden	--	2	2	86	$830	976	$.85	Market
Garden	--	3	2	26	$930	1,176	$.79	Market

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR $	2BR $	3BR $
4/25/17	0.0%	--	$850	$955
5/13/16	0.0%	--	$755	$860
8/29/13	8.0%	--	$619	$724
4/26/13	2.7%	--	$720	$805

Adjustments to Rent

Incentives:
None

Utilities in Rent: Heat Fuel: **Electric**

Heat:	☐	Cooking:	☐	Wtr/Swr:	☐
Hot Water:	☐	Electricity:	☐	Trash:	☑

(1) Effective Rent is Published Rent, net of concessions and assumes that water, sewer and trash is included in rent
(2) Published Rent is rent as quoted by management.

Laurel Glen

Multifamily Community Profile

4191 Lake Acworth Dr.
Acworth,GA 30101

Community Type: **Market Rate - General**
Structure Type: **Garden**

81 Units **0.0% Vacant (0 units vacant) as of 4/26/2017** **Opened in 1986**

Unit Mix & Effective Rent (1)

Bedroom	%Total	Avg Rent	Avg SqFt	Avg $/SqFt
Eff	--	$608	288	$2.11
One	--	$710	576	$1.23
One/Den	--	--	--	--
Two	--	$900	864	$1.04
Two/Den	--	--	--	--
Three	--	--	--	--
Four+	--	--	--	--

Community Amenities

Clubhouse:	☐	Pool-Outdr:	☐
Comm Rm:	☐	Basketball:	☐
Centrl Lndry:	☑	Tennis:	☐
Elevator:	☐	Volleyball:	☐
Fitness:	☐	CarWash:	☐
Hot Tub:	☐	BusinessCtr:	☐
Sauna:	☐	ComputerCtr:	☐
Playground:	☐		

Features

Standard: **Disposal; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Carpet**

Select Units: **Dishwasher**

Optional($): --

Security: --

Parking 1: **Free Surface Parking** *Fee:* --

Parking 2: -- *Fee:* --

Property Manager: --
Owner: --

Comments

6 on wait list. 5- 2BR units; no other unit mix info available.

White apps.

Floorplans (Published Rents as of 4/26/2017) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Garden	--	Eff	1	--	$585	288	$2.03	Market
Garden	--	1	1	--	$685	576	$1.19	Market
Garden	--	2	1	--	$865	864	$1.00	Market
Garden	--	2	2	--	$875	864	$1.01	Market

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR $	2BR $	3BR $
4/26/17	0.0%	$710	$900	--
7/9/10	9.9%	--	--	--

Adjustments to Rent

Incentives:
None

Utilities in Rent: *Heat Fuel:* **Electric**

Heat:	☐	Cooking:	☐	Wtr/Swr:	☐
Hot Water:	☐	Electricity:	☐	Trash:	☐

(1) Effective Rent is Published Rent, net of concessions and assumes that water, sewer and trash is included in rent
(2) Published Rent is rent as quoted by management.

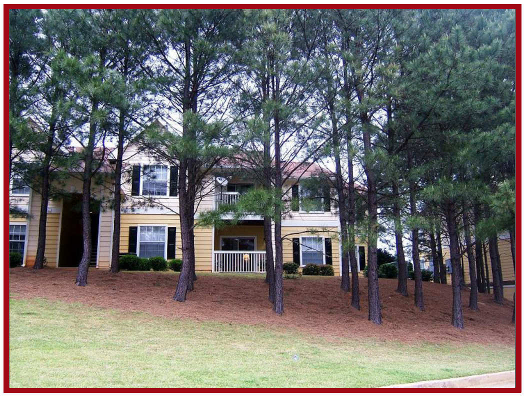
Legacy at Acworth

Multifamily Community Profile

4801 Baker Grove Rd. NW
Acworth,GA 30101

CommunityType: **LIHTC - General**
Structure Type: **Garden**

192 Units **0.5% Vacant (1 units vacant) as of 4/25/2017** **Opened in 1996**



Unit Mix & Effective Rent (1)

Bedroom	%Total	Avg Rent	Avg SqFt	Avg $/SqFt
Eff	--	--	--	--
One	16.7%	$785	835	$0.94
One/Den	--	--	--	--
Two	41.7%	$933	1,056	$0.88
Two/Den	--	--	--	--
Three	41.7%	$1,078	1,254	$0.86
Four+	--	--	--	--

Community Amenities

Clubhouse:	☑	Pool-Outdr:	☑
Comm Rm:	☐	Basketball:	☐
Centrl Lndry:	☑	Tennis:	☐
Elevator:	☐	Volleyball:	☐
Fitness:	☑	CarWash:	☐
Hot Tub:	☐	BusinessCtr:	☐
Sauna:	☐	ComputerCtr:	☐
Playground:	☑		

Features

Standard: **Dishwasher; Disposal; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony**

Select Units: --

Optional($): --

Security: **Unit Alarms**

Parking 1: **Free Surface Parking**
Fee: --

Parking 2: **Paid Assigned Parking**
Fee: **$40**

Property Manager: --
Owner: --

Comments

Vacancy is a 2BR mkt.

Picnic areas. Black apps.

FKA Wingate Falls.

Floorplans (Published Rents as of 4/25/2017) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Garden	--	1	1	16	$715	835	$.86	LIHTC/ 60%
Garden	--	1	1	16	$825	835	$.99	Market
Garden	--	2	2	40	$850	1,056	$.80	LIHTC/ 60%
Garden	--	2	2	40	$975	1,056	$.92	Market
Garden	--	3	2	30	$975	1,254	$.78	LIHTC/ 60%
Garden	--	3	2	50	$1,100	1,254	$.88	Market

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR $	2BR $	3BR $
4/25/17	0.5%	$785	$933	$1,078
4/26/13	3.1%	$636	$746	$876
7/9/10	19.8%	--	--	--
4/14/09	9.9%	--	--	--

Adjustments to Rent

Incentives:
None

Utilities in Rent: *Heat Fuel:* **Electric**

Heat:	☐	Cooking:	☐	Wtr/Swr:	☐
Hot Water:	☐	Electricity:	☐	Trash:	☑

(1) Effective Rent is Published Rent, net of concessions and assumes that water, sewer and trash is included in rent
(2) Published Rent is rent as quoted by management.

RealProperty ResearchGroup

Peaks at Bells Ferry

Multifamily Community Profile

100 Peaks Ridge
Acworth,GA 30102

CommunityType: LIHTC - General
Structure Type: 3-Story Garden

248 Units 0.0% Vacant (0 units vacant) as of 4/25/2017 Opened in 2003

Unit Mix & Effective Rent (1)

Bedroom	%Total	Avg Rent	Avg SqFt	Avg $/SqFt
Eff	--	--	--	--
One	23.4%	$846	874	$0.97
One/Den	--	--	--	--
Two	50.8%	$1,010	1,149	$0.88
Two/Den	--	--	--	--
Three	25.8%	$1,161	1,388	$0.84
Four+	--	--	--	--

Community Amenities

Clubhouse:	☑	Pool-Outdr:	☑
Comm Rm:	☑	Basketball:	☐
Centrl Lndry:	☑	Tennis:	☐
Elevator:	☐	Volleyball:	☐
Fitness:	☑	CarWash:	☑
Hot Tub:	☐	BusinessCtr:	☑
Sauna:	☐	ComputerCtr:	☐
Playground:	☑		

Features

Standard: Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Full Size); Central A/C; Patio/Balcony

Select Units: --

Optional($): --

Security: Unit Alarms

Parking 1: Free Surface Parking
Fee: --

Parking 2: Detached Garage
Fee: $100

Property Manager: --
Owner: --

Comments

Wait list for 1BR's & 3BR market units.

Grilling/picnic area.

Floorplans (Published Rents as of 4/25/2017) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Garden	--	1	1	48	$827	874	$.95	LIHTC/ 60%
Garden	--	1	1	10	$940	874	$1.08	Market
Garden	--	2	2	101	$990	1,149	$.86	LIHTC/ 60%
Garden	--	2	2	25	$1,090	1,149	$.95	Market
Garden	--	3	2	51	$1,141	1,388	$.82	LIHTC/ 60%
Garden	--	3	2	13	$1,240	1,388	$.89	Market

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR $	2BR $	3BR $
4/25/17	0.0%	$846	$1,010	$1,161
5/17/16	8.1%	$764	$865	$948
8/29/13	14.9%	$665	$776	$941
4/26/13	12.5%	$637	$755	$901

Adjustments to Rent

Incentives:
None

Utilities in Rent: *Heat Fuel:* Electric

Heat:	☐	Cooking:	☐	Wtr/Swr:	☑
Hot Water:	☐	Electricity:	☐	Trash:	☑

(1) Effective Rent is Published Rent, net of concessions and assumes that water, sewer and trash is included in rent
(2) Published Rent is rent as quoted by management.

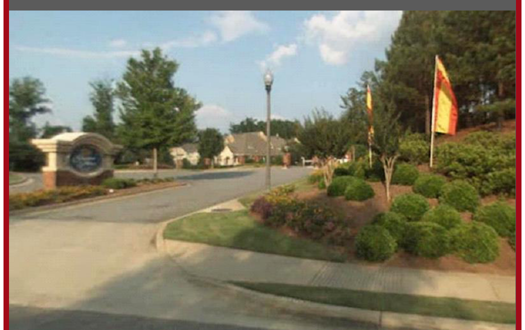
The Landing at Acworth

Multifamily Community Profile

4710 Stanton Place Ln.
Acworth,GA 30101

CommunityType: **Market Rate - General**
Structure Type: **Garden**

240 Units **4.2% Vacant (10 units vacant) as of 4/25/2017** **Last Major Rehab in 2017** **Opened in 2001**



Unit Mix & Effective Rent (1)

Bedroom	%Total	Avg Rent	Avg SqFt	Avg $/SqFt
Eff	--	--	--	--
One	39.6%	$1,035	788	$1.31
One/Den	13.8%	$1,120	900	$1.24
Two	46.7%	$1,195	1,158	$1.03
Two/Den	--	--	--	--
Three	--	--	--	--
Four+	--	--	--	--

Community Amenities

Clubhouse:	☑	Pool-Outdr:	☑
Comm Rm:	☑	Basketball:	☐
Centrl Lndry:	☑	Tennis:	☑
Elevator:	☐	Volleyball:	☐
Fitness:	☑	CarWash:	☑
Hot Tub:	☐	BusinessCtr:	☑
Sauna:	☐	ComputerCtr:	☑
Playground:	☑		

Features

Standard: **Dishwasher; Disposal; Microwave; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Storage (In Unit)**

Select Units: **Fireplace; HighCeilings**

Optional($): **--**

Security: **Gated Entry**

Parking 1: **Free Surface Parking** *Fee:* **--**

Parking 2: **Detached Garage** *Fee:* **$90**

Property Manager: **--**
Owner: **--**

Comments

Under renovation. 5 additional down units. Renovated units have higher rents.

Dog park, grilling/picnic area, boat garages, nature trail. SS apps.

FKA Stanton Place.

Floorplans (Published Rents as of 4/25/2017) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Garden	--	1	1	95	$1,020	788	$1.30	Market
Garden	Den	1	1	33	$1,105	900	$1.23	Market
Garden	--	2	2	112	$1,175	1,158	$1.02	Market

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR $	2BR $	3BR $
4/25/17	4.2%	$1,057	$1,195	--
4/26/13	8.8%	$684	$820	--
7/9/10	9.2%	--	--	--

Adjustments to Rent

Incentives:
None

Utilities in Rent: *Heat Fuel:* **Electric**

Heat:	☐	Cooking:	☐	Wtr/Swr:	☐
Hot Water:	☐	Electricity:	☐	Trash:	☑

(1) Effective Rent is Published Rent, net of concessions and assumes that water, sewer and trash is included in rent
(2) Published Rent is rent as quoted by management.

Walden Ridge

Multifamily Community Profile

3093 Cobb Pkwy NW
Kennesaw,GA 30152

CommunityType: **Market Rate - General**
Structure Type: **Garden**

210 Units **1.4% Vacant (3 units vacant) as of 4/26/2017** **Opened in 2001**

Unit Mix & Effective Rent (1)

Bedroom	%Total	Avg Rent	Avg SqFt	Avg $/SqFt
Eff	--	--	--	--
One	37.1%	$1,168	879	$1.33
One/Den	--	--	--	--
Two	49.5%	$1,380	1,252	$1.10
Two/Den	--	--	--	--
Three	13.3%	$1,565	1,374	$1.14
Four+	--	--	--	--

Community Amenities

Clubhouse:	☑	Pool-Outdr:	☑
Comm Rm:	☑	Basketball:	☐
Centrl Lndry:	☑	Tennis:	☑
Elevator:	☐	Volleyball:	☐
Fitness:	☑	CarWash:	☑
Hot Tub:	☑	BusinessCtr:	☑
Sauna:	☐	ComputerCtr:	☑
Playground:	☑		

Features

Standard: **Dishwasher; Disposal; Ice Maker; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Carpet**

Select Units: --

Optional($): --

Security: **Unit Alarms; Gated Entry**

Parking 1: **Free Surface Parking**
Fee: --

Parking 2: **Detached Garage**
Fee: **$125**

Property Manager: --
Owner: --

Comments

Vacancies: 2- 2BR's & 1- 3BR.

Dog park, valet trash, grilling are, outdoor kitchen.

Floorplans (Published Rents as of 4/26/2017) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Garden	Loft	1	1	16	$1,220	1,013	$1.20	Market
Garden	--	1	1	24	$1,105	732	$1.51	Market
Garden	--	1	1	38	$1,135	916	$1.24	Market
Garden	--	2	2	104	$1,350	1,252	$1.08	Market
Garden	--	3	2	28	$1,530	1,374	$1.11	Market

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR $	2BR $	3BR $
4/26/17	1.4%	$1,168	$1,380	$1,565
10/20/16	0.0%	--	--	--
4/26/13	--	$986	$1,150	$1,345
7/9/10	1.9%	--	--	--

Adjustments to Rent

Incentives:
None

Utilities in Rent: *Heat Fuel:* **Electric**

Heat:	☐	Cooking:	☐	Wtr/Swr:	☐
Hot Water:	☐	Electricity:	☐	Trash:	☐

(1) Effective Rent is Published Rent, net of concessions and assumes that water, sewer and trash is included in rent
(2) Published Rent is rent as quoted by management.