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**A MARKET CONDITIONS AND  
PROJECT EVALUATION SUMMARY  
OF:  
BEAR CREEK  
VILLAGE**

# **A MARKET CONDITIONS AND PROJECT EVALUATION SUMMARY OF: BEAR CREEK VILLAGE**

Talmadge Road and Tara Boulevard  
Lovejoy, Clayton County, Georgia 30228

Effective Date: May 7, 2018  
Report Date: May 18, 2018

Prepared for:  
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CERTIFIED PUBLIC ACCOUNTANTS

May 18, 2018

Daniel Hughes  
LEDIC Realty Company, LLC  
105 Tallapoosa Street, Suite 300  
Montgomery, Alabama 36104

Re: Application Market Study for Bear Creek Village, located in Lovejoy, Clayton County, Georgia

Dear Mr. Hughes:

At your request, Novogradac & Company LLP performed a study of the multifamily rental market in the Lovejoy, Clayton County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project. We previously completed a market study on the Subject for BJS Lovejoy Place, LP dated May 23, 2017.

The purpose of this market study is to assess the viability of the proposed 70-unit housing for older people LIHTC project. It will be a newly constructed affordable LIHTC project, with 70 revenue generating units, restricted to senior households ages 55 and older earning 50 and 60 percent of the Area Median Income (AMI) or less. There will additionally be 14 unrestricted market rate units. The following report provides support for the findings of the study and outlines the sources of information and the methodologies used to arrive at these conclusions.

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

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

Novogradac & Company LLP adheres to the market study guidelines promulgated by the National Council of Housing Market Analysts (NCHMA).

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

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

The Stated Purpose of this assignment is for tax credit application. You agree not to use the Report other than for the Stated Purpose, and you agree to indemnify us for any claims, damages or losses that we may incur as the result of your use of the Report for other than the Stated Purpose. Without limiting the general applicability of this paragraph, under no circumstances may the Report be used in advertisements, solicitations and/or any form of securities offering.

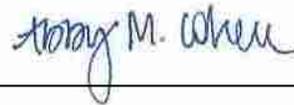
The authors of this report certify that we are not part of the development team, owner of the Subject property, general contractor, nor are we affiliated with any member of the development team engaged in the development of the Subject property or the development's partners or intended partners. Please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

Respectfully submitted,  
Novogradac & Company LLP



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Addendum

# **A. EXECUTIVE SUMMARY**

## EXECUTIVE SUMMARY

### 1. Project Description

Bear Creek Village will be a newly constructed existing senior property located in Lovejoy, Clayton County, Georgia, which will consist of nine one-story residential buildings in addition to one clubhouse building.

The following table illustrates the proposed unit mix.

PROPOSED RENTS								
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2017 LIHTC Maximum Allowable Gross Rent	HUD Fair Market Rents	
@50%								
1BR / 1BA	750	6	\$520	\$129	\$649	\$653	\$898	
2BR / 2BA	950	8	\$620	\$159	\$779	\$785	\$1,031	
@60%								
1BR / 1BA	750	18	\$595	\$129	\$724	\$784	\$898	
2BR / 2BA	950	24	\$705	\$159	\$864	\$942	\$1,031	
Market								
1BR / 1BA	750	6	\$685	N/A	\$685	N/A	\$898	
2BR / 2BA	950	8	\$811	N/A	\$811	N/A	\$1,031	
		<b>70</b>						

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

The Subject’s proposed rents at the 50 and 60 percent of AMI levels are below the maximum allowable rents. The Subject will offer generally similar in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior property amenities in comparison to the market rate properties. The Subject will offer hand rails, washer/dryer hookups, and walk-in closets, which many of the comparables will lack. However, the Subject will lack a swimming pool, which is offered at several of the comparable developments including two of the age-restricted comparables. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market.

### 2. Site Description/Evaluation

The Subject site is located on the southwest corner of Talmadge Road at Tara Boulevard in Lovejoy, Georgia 30228. It is located immediately east of the Villas at Hampton Apartments, a market rate multifamily development consisting of 224 units that is included as a comparable development in this report. It is also located just north of the Clayton-Henry county line. The Subject site is located in a mixed-use neighborhood that consists of multifamily and single-family homes, undeveloped land, and commercial uses in average to excellent condition. Residential uses in the immediate neighborhood appeared to be in good condition and well-occupied. Commercial uses in the neighborhood appeared to be approximately 95 percent occupied at the time of inspection. The Subject site is located within 1.2 miles of the majority of locational amenities. The Subject site is considered “Car-Dependent” by Walkscore with a rating of eight out of 100. Crime risk indices in the PMA are higher than the national average for property crime but lower for personal crime. Overall, the Subject site is considered a desirable building site for senior rental housing.

### 3. Market Area Definition

The PMA is defined by Route 138 to the north; Route 85, Route 92 and Vaugh Road to the west; Route 16 to the south; Locust Grove Road and Route 23 to the east. This area includes the Lovejoy, Hampton and Jonesboro as well as portions of Griffin, McDonough, Stockbridge and Fayetteville. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 11.9 miles  
East: 11.6 miles  
South: 18.2 miles  
West: 10.5 miles

The PMA is defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager. Property managers indicated that the majority of tenants are from south of the Atlanta metro area. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2018 market study guidelines, we do not account for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 18.2 miles. The SMA is defined as the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 8,726 square miles.

#### **4. Community Demographic Data**

The senior population in the PMA and the MSA increased significantly from 2000 to 2010, and is expected to continue increasing through the projected market entry date through 2021. The current senior population of the PMA is 58,376 and is expected to be 65,474 in 2021. Senior renter households are concentrated in the lowest income cohorts, with 41.0 percent of renters in the PMA earning \$30,000 or lower annually. The Subject will target senior households earning between \$19,470 and \$33,480, and up to \$55,800 for the Subject's unrestricted units; therefore, the Subject should be well-positioned to service this market. Overall, senior population growth and the concentration of renter households at the lowest income cohorts indicate significant demand for affordable rental housing in the market.

According to *RealtyTrac* statistics, one in every 1,776 housing units nationwide was in some stage of foreclosure as of March 2018. The town of Lovejoy has no homes in a state of foreclosure in March 2018. Clayton County is experiencing foreclosure rate of one in every 1,017 homes and Georgia experienced one foreclosure in every 2,159 housing units. Overall, Lovejoy experiencing a lower foreclosure rate to the nation, state and country, indicating a healthy housing market. The Subject's neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

#### **5. Economic Data**

The largest industries in the PMA are transportation/warehousing, health care/social assistance, health care/social assistance, and educational services. Together, these four industries comprise approximately 43.9 percent of total employment in the PMA. The largest employers in Clayton County are in the education, transportation/warehousing, healthcare and accommodation/food services sectors. The MSA appears relatively healthy as total employment increased each year from 2014 through February 2018. Total employment in the MSA exceeded pre-recessionary levels in 2018 while the nation reached this level in 2014. However, the total employment growth in the MSA increased by 2.5 percent from February 2017 to February 2018 compared to an increase of 1.6 percent nationally during the same time period. From February 2017 to February 2018, the unemployment rate in the MSA decreased by 0.9 percent, compared to a decrease of 0.8 percent nationally. The unemployment rate in the MSA as of February 2018 is 5.4 percent, which is 1.3 percentage points above the national rate of 4.1 percent. Overall, the increasing total employment and decreasing unemployment rate are positive signs for the local economy. The local economy appears to be healthy and has fully recovered from the most recent national recession.

#### **6. Project-Specific Affordability and Demand Analysis**

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

**CAPTURE RATE ANALYSIS CHART**

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @50%	\$19,470	\$27,900	6	160	4	156	3.9%	\$520
1BR @60%	\$21,720	\$33,480	18	214	16	198	9.1%	\$595
1BR Market	\$20,550	\$55,800	6	612	0	612	1.0%	\$685
1BR Overall	\$19,470	\$55,800	30	636	20	616	4.9%	-
1BR LIHTC	\$19,470	\$33,480	24	260	20	240	10.0%	-
2BR @50%	\$23,370	\$27,900	8	193	9	184	4.3%	\$620
2BR @60%	\$25,920	\$33,480	24	260	31	229	10.5%	\$705
2BR Market	\$24,330	\$55,800	8	741	0	741	1.1%	\$811
2BR Overall	\$23,370	\$55,800	40	770	40	730	5.5%	-
2BR LIHTC	\$23,370	\$33,480	32	315	40	275	11.6%	-
@50% Overall	\$19,470	\$27,900	14	353	13	340	4.1%	-
@60% Overall	\$21,720	\$33,480	42	474	47	427	9.8%	-
Market Overall	\$20,550	\$55,800	14	1,353	0	1,353	1.0%	-
Overall	\$19,470	\$55,800	70	1,406	60	1,346	5.2%	-
Overall LIHTC	\$19,470	\$33,480	56	575	60	515	10.9%	-

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

**7. Competitive Rental Analysis**

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 13 comparable properties containing 2,256 units.

The availability of LIHTC data is considered good; there are 10 stabilized LIHTC properties in the PMA. Six of these LIHTC properties are included as comparable developments in this report. Five of these six properties target seniors, similar to the Subject. Two of these properties also offer unrestricted market rate units, similar to the Subject. Five of the comparable LIHTC properties are all located in the PMA, between 4.7 and 14.1 miles of the proposed Subject. Shoal Creek Manor is located just outside of the PMA to the east.

The availability of market rate data is considered good. The Subject is located in Lovejoy but in a relatively rural community. There are some multifamily developments in the Subject’s immediate community, of which three properties are included as comparable developments in this report. Four additional market rate properties from McDonough and Griffin are included as comparable developments in this report. Note that none of these properties are age-restricted. There are limited age-restricted market rate properties that do not also offer independent or assisted living services including meals and housekeeping. All of the market rate properties are located in the PMA, between 0.3 and 11.0 miles from the Subject site. Overall, we believe the market rate properties used in our analysis are the most comparable. Other market rate properties are excluded based on proximity and unit types.

When comparing the Subject’s rents to the average comparable rent, we do not include surveyed rents at lower AMI levels given that this artificially lowers the average surveyed rent. Including rents at lower AMI levels does not reflect an accurate average rent for rents at higher income levels. For example, if the Subject offers rents at the 50 and 60 percent of AMI levels, and there is a distinct difference at comparable

properties between rents at the two AMI levels, we do not include the 50 percent of AMI rents in the average comparable rent for the 60 percent of AMI comparison.

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

**SUBJECT COMPARISON TO MARKET RENTS**

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR / 1BA	@50%	\$520	\$475	\$1,012	\$714	37%
1BR / 1BA	@60%	\$595	\$558	\$1,012	\$773	30%
1BR / 1BA	Market	\$685	\$583	\$1,012	\$828	21%
2BR / 2BA	@50%	\$620	\$530	\$1,167	\$797	29%
2BR / 2BA	@60%	\$705	\$530	\$1,167	\$873	24%
2BR / 2BA	Market	\$811	\$703	\$1,167	\$964	19%

As illustrated, the Subject’s proposed 50 and 60 percent rents as well as the Subject’s unrestricted rents are well below the surveyed average when compared to the comparables, both LIHTC and market rate. All of the Subject’s rents are within the surveyed range of comparable LIHTC and market rents. The Subject’s unrestricted one and two-bedroom rents are within the surveyed range of comparable properties and below the surveyed average. The Crossing at McDonough is achieving the highest one-bedroom unit unrestricted rents in the market, while Eagle’s Brook is achieving the highest two-bedroom unrestricted rents in the market. St. Philip Villas is achieving the lowest unrestricted rents in the market for both one and two-bedroom units. However, as a mixed-income property, we do not believe the unrestricted rents at this property are testing achievable levels in the market.

Upon completion, the Subject will be most similar to The Crossing at McDonough as a market rate property. The Crossing at McDonough was constructed in 2004 and is exhibiting a vacancy rate of 4.4 percent. This property offers slightly superior amenities in comparison to the Subject, but will be inferior in terms of age and condition. The rents at The Crossing at McDonough are approximately 27 to 48 percent higher than the Subject’s proposed unrestricted rents for one and two-bedroom units, respectively. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

**8. Absorption/Stabilization Estimate**

Information regarding the absorption periods of three of the surveyed comparable properties is illustrated in the following table.

**ABSORPTION**

Property Name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Red Oak Village	LIHTC	Senior	2017	60	30
Hampton Court	LIHTC	Senior	2014	60	20
Heritage At McDonough	LIHTC	Senior	2011	105	18

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The Subject is proposed new construction development that will offer 70 units targeted towards senior tenants. The three comparable properties that reported absorption over the past several years indicated absorption paces of 18 to 30 units per month. The Subject will be considered similar to all of these developments. We believe the Subject will

likely experience an absorption pace of approximately 20 units per month. At this pace, we expect the Subject will reach 93 percent occupancy in just over three months.

## 9. Overall Conclusion

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of 1.7 percent, which is considered low. Furthermore, all of the LIHTC comparable properties maintain waiting lists. The newest LIHTC properties in the market maintain the longest waiting lists, which are reported to be 300 to 800 households in length. These factors indicate demand for affordable housing. The Subject will offer generally similar amenities in comparison to the LIHTC comparables and slightly inferior amenities in comparison to the market rate comparables. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered superior in terms of condition to the all of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties and offer an advantage in the market. In general, the Subject will be slightly superior to superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at the LIHTC comparable properties, we believe that the Subject is feasible as proposed. We do not believe that the addition of the Subject to the market will impact the proposed or existing LIHTC properties that are in overall good condition and currently performing well. The Subject's proposed rents also offer a significant advantage to existing rents in the market and we believe they are reasonable.

## BEAR CREEK VILLAGE – LOVEJOY, GEORGIA – MARKET STUDY

Summary Table: (must be completed by the analyst and included in the executive summary)			
Development Name:	Bear Creek Village	Total # Units:	70
Location:	Talmdge Rd And Tara Blvd Lovejoy, GA 30228	# LIHTC Units:	56
	Clayton		
PMA Boundary:	North: Route 138; South: Route 16; East: Locust Grove Road and Route 23; West: Route 85, Route 92 and Vaugh Road		
	Farthest Boundary Distance to Subject:		18.2 miles

Rental Housing Stock (found on page 76)				
Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	70	12,649	757	94.0%
Market-Rate Housing	49	10,373	417	96.0%
<i>Assisted/Subsidized Housing not to include LIHTC</i>	9	1,066	51	95.2%
LIHTC	10	970	49	94.9%
Stabilized Comps	68	12,409	517	95.8%
Properties in Construction & Lease Up	2	240	240	0.0%

**\*Only includes properties in PMA**

Subject Development					Average Market Rent*			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
6	1BR at 50% AMI	1	750	\$520	\$714	\$0.95	37%	\$1,012	\$1.11
8	2BR at 50% AMI	2	950	\$620	\$797	\$0.84	29%	\$1,167	\$0.92
18	1BR at 60% AMI	1	750	\$595	\$773	\$1.03	30%	\$1,012	\$1.11
24	2BR at 60% AMI	2	950	\$705	\$873	\$0.92	24%	\$1,167	\$0.92
6	1BR Unrestricted	1	750	\$685	\$828	\$1.10	21%	\$1,012	\$1.11
8	2BR Unrestricted	2	950	\$811	\$964	\$1.01	19%	\$1,167	\$0.92

Demographic Data (found on page 32)						
Seniors 55+	2010		2017		June 2021	
Renter Households	5,853	23.08%	8,225	24.36%	8,967	23.60%
Income-Qualified Renter HHs (LIHTC)	2,406	41.10%	3,381	41.10%	3,686	41.10%

Targeted Income-Qualified Renter Household Demand (found on pages 45 to 65)						
Type of Demand	@50%	@60%	Market		Other: Overall LIHTC	Overall*
Renter Household Growth	54	65	227	-	78	232
Existing Households (Overburdened + Substandard)	390	531	1,477	-	647	1,540
Homeowner conversion (Seniors)	9	12	33	-	15	35
<b>Total Primary Market Demand</b>	<b>453</b>	<b>608</b>	<b>1,737</b>	<b>-</b>	<b>739</b>	<b>1,806</b>
Less Comparable/Competitive Supply	13	47	0	-	60	60
<b>Adjusted Income-qualified Renter HHs**</b>	<b>440</b>	<b>561</b>	<b>1,737</b>	<b>-</b>	<b>679</b>	<b>1,746</b>

Capture Rates (found on page 65)						
Targeted Population	@50%	@60%	Market		Other: Overall LIHTC	Overall
Capture Rate:	4.1%	9.8%	1.0%	-	10.9%	5.2%

\*Includes LIHTC and unrestricted (when applicable)

\*\*Not adjusted for demand by bedroom-type.

## **B. PROJECT DESCRIPTION**

## PROJECT DESCRIPTION

- 1. Project Address and Development Location:** The Subject site is located at Talmadge Road and Tara Boulevard in Lovejoy, Clayton County, Georgia 30228. The Subject site is currently vacant.
- 2. Construction Type:** The Subject will consist of nine one-story residential buildings in addition to one community building. The Subject will be new construction.
- 3. Occupancy Type:** Housing for Older Persons ages 55 and older.
- 4. Special Population Target:** None.
- 5. Number of Units by Bedroom Type and AMI Level:** See following property profile.
- 6. Unit Size, Number of Bedrooms and Structure Type:** See following property profile.
- 7. Rents and Utility Allowances:** See following property profile.
- 8. Existing or Proposed Project-Based Rental Assistance:** See following property profile.
- 9. Proposed Development Amenities:** See following property profile.

Bear Creek Village												
<b>Location</b>		Talmadge Rd and Tara Blvd Lovejoy, GA 30228 Clayton County										
<b>Units</b>		70										
<b>Type</b>		One-story (age-restricted)										
<b>Year Built / Renovated</b>		2020 / n/a										
<b>Tenant Characteristics</b>		Seniors 55+										
Market												
<b>Program</b>		@50%, @60%, Market					<b>Leasing Pace</b>		n/a			
<b>Annual Turnover Rate</b>		N/A					<b>Change in Rent (Past Year)</b>		n/a			
<b>Units/Month Absorbed</b>		n/a					<b>Concession</b>					
<b>Section 8 Tenants</b>		N/A										
Utilities												
<b>A/C</b>		not included – central					<b>Other Electric</b>		not included			
<b>Cooking</b>		not included – electric					<b>Water</b>		not included			
<b>Water Heat</b>		not included – electric					<b>Sewer</b>		not included			
<b>Heat</b>		not included – electric					<b>Trash Collection</b>		included			
Unit Mix (face rent)												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
1	1	One-story	6	750	\$520	\$0	@50%	n/a	N/A	N/A	no	
1	1	One-story	18	750	\$595	\$0	@60%	n/a	N/A	N/A	no	
1	1	One-story	6	750	\$685	\$0	Market	n/a	N/A	N/A	N/A	
2	2	One-story	8	950	\$620	\$0	@50%	n/a	N/A	N/A	no	
2	2	One-story	24	950	\$705	\$0	@60%	n/a	N/A	N/A	no	
2	2	One-story	8	950	\$811	\$0	Market	n/a	N/A	N/A	N/A	
Amenities												
<b>In-Unit</b>		Balconies/Patios		<b>Property</b>		Business		<b>Security</b>		Intercom		
		Blinds				Center/Computer Lab				(Phone)		
		Carpeting				Clubhouse/Meeting				Limited Access		
		Central A/C				Room/Community Room		<b>Premium</b>		none		
		Dishwasher				Courtyard		<b>Other</b>		Community		
		Garbage Disposal				Exercise Facility				garden		
		Hand Rails				Central Laundry		<b>Services</b>		Adult		
		Microwave				Off-Street Parking				Education		
		Oven				On-Site Management						
		Refrigerator				Picnic Area						
		Walk-In Closet				Recreation Areas						
		Washer/Dryer hookup										
Comments												
The property will consist of nine one-story residential buildings. Adult education classes will include courses on healthy eating, computers and technology, personal fitness and wellness/preventative health care services. The property will not offer any security features. Utility allowances are \$129 and \$159 for one and two-bedroom units, respectively.												

- 10. Scope of Renovations:** The Subject will be new construction.
- 11. Placed in Service Date:** Construction on the Subject is expected to begin in June 2019 and be completed September 2020. Note that we utilize June 2021 as the market entry date in our demographic analysis according to the DCA Market Study Manual.
- Conclusion:** The Subject will be an excellent-quality, one-story apartment complex, comparable or superior to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

## **C. SITE EVALUATION**

- 1. Date of Site Visit and Name of Inspector:** Travis Jorgensen visited the site on May 7, 2018.
  
- 2. Physical Features of the Site:** The following illustrates the physical features of the site.

**Frontage:** The Subject site has frontage along the south side of Tara Boulevard and the west side of Talmadge Road.

**Visibility/Views:** The Subject will be located on the intersection of Talmadge Road and Tara Boulevard. Views from the site include a small commercial building to the north, vacant undeveloped land to the east, and Villas at Hampton, a multifamily development in good condition that is included as a comparable property in our analysis to the south and west. Overall, views from the Subject are considered good. The Subject will have excellent visibility from Tara Boulevard to the east, a major thoroughfare.

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



Source: Google Earth, April 2018.

The Subject site is located in a mixed-use neighborhood that consists of retail/commercial uses, single-family homes, multifamily developments, and undeveloped land. Retail/commercial uses along Tara Boulevard appeared to be 95 percent occupied and are in generally good condition. Single-family homes are also in good condition. Two market rate multifamily developments are also located in the immediate area. Villas at Hampton is located adjacent to the Subject site and Walden Landing is located north of the Subject site. Both properties are included as comparable developments in this analysis. Overall, the uses immediately surrounding the Subject site are in good condition and the site is located in close proximity to the majority of the locational amenities. The Subject site is considered “Car-Dependent” by Walkscore with a rating of eight out of 100.

**Positive/Negative Attributes of** The Subject’s proximity to retail and other locational amenities as

**Site:**

well as its surrounding uses, which are in good condition, are considered positive attributes. The Subject is also located 11.5 miles from Interstate 75, which provides convenient access to employment centers. Most locational amenities are located within three miles of the Subject. We did not observe any detrimental influences in the immediate neighborhood that would negatively impact marketability of the proposed Subject.

**3. Physical Proximity to Locational Amenities:**

The Subject site is located within 1.2 miles of the majority of locational amenities. A fire departments and a hospital (Southern Regional Medical Center) are the only locational amenities located further than 1.2 miles from the Subject site.

**4. Pictures of Site and Adjacent Uses:**

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



Subject site



Subject site



Subject site



View of Villas at Hampton (comparable), west of the Subject site



Subject site from Tara Boulevard



Subject site from Tara Boulevard



Commercial uses east of the Subject site across Tara Boulevard



Commercial uses east of the Subject site across Tara Boulevard



Liquor store immediately north of the Subject site



Vacant land north of the Subject site



Commercial uses north of the Subject site



Commercial uses north of the Subject site



Commercial uses north of the Subject site



Commercial uses north of the Subject site



Single-family homes northwest of the Subject site



Single-family homes northwest of the Subject site



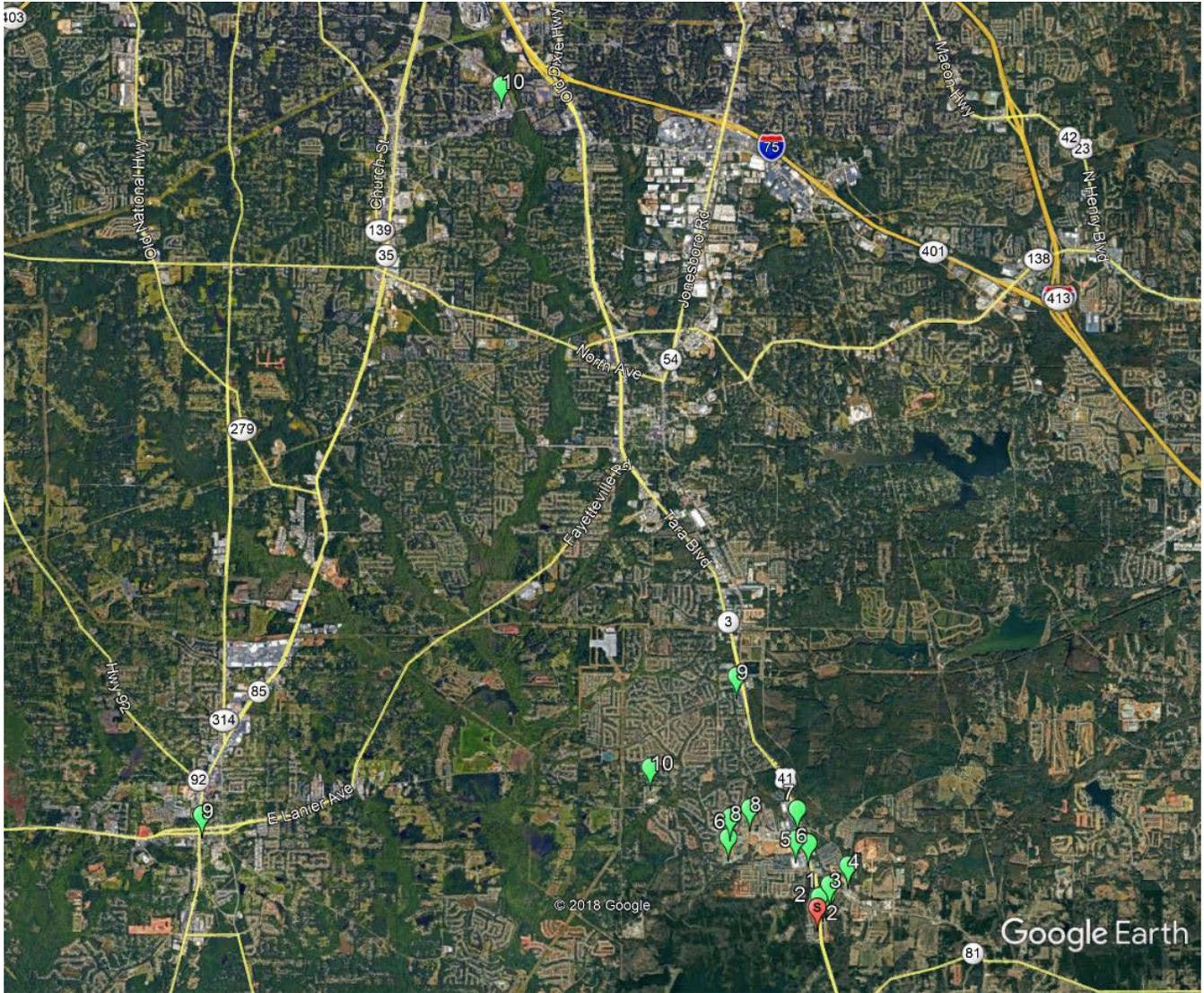
Single-family homes northwest of the Subject site



Single-family homes northwest of the Subject site

**5. Proximity to Locational Amenities:**

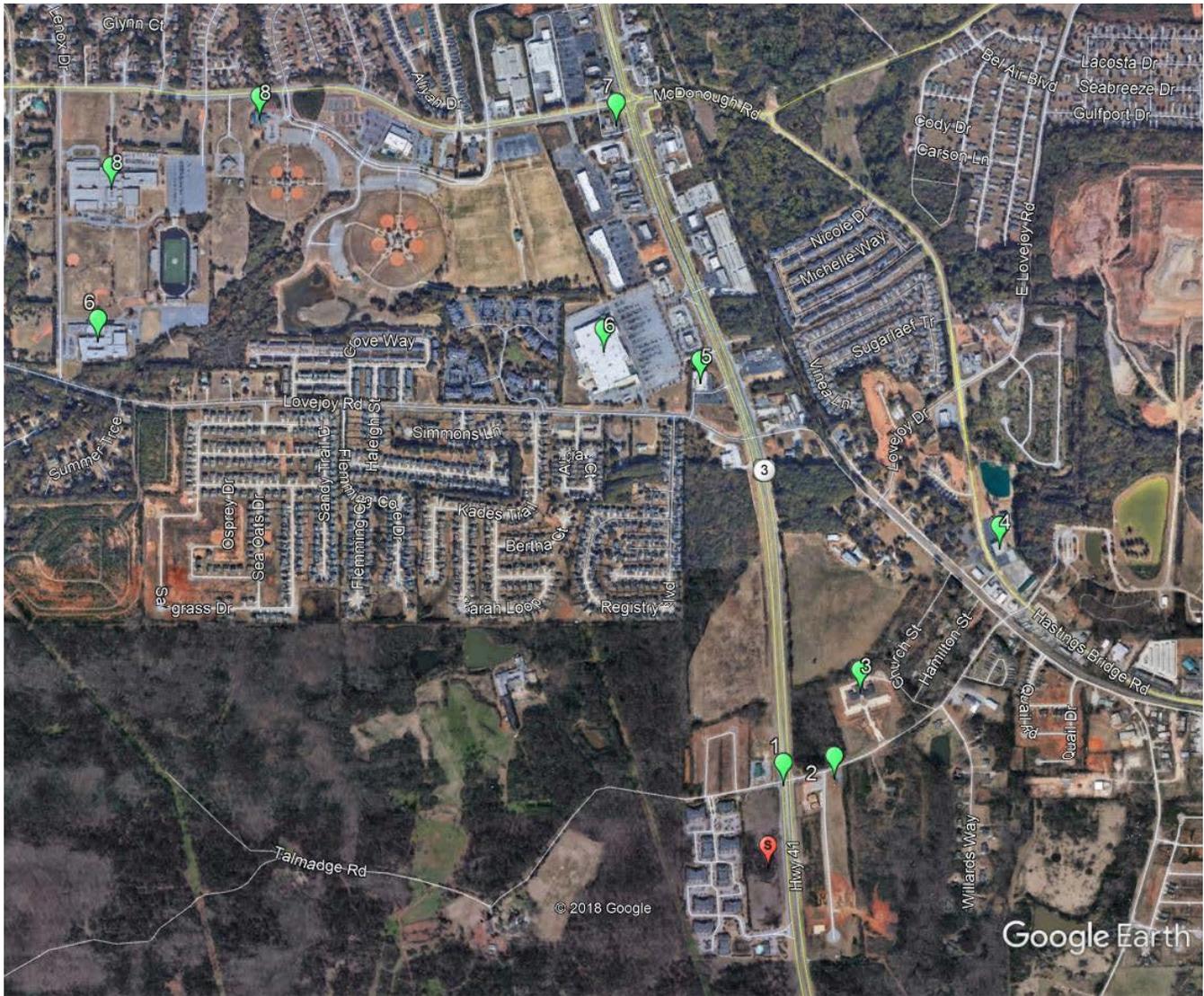
The following table details the Subject's distance from key locational amenities.



Source: Google Earth, April 2018.

**LOCATIONAL AMENITIES**

Map #	Service or Amenity	Distance from Subject
1	Talmadge/Tara Boulevard Bus Stop	0.1 miles
2	US Post Office	0.1 miles
3	Police Department	0.2 miles
4	Lovejoy Community Center (Senior Center)	0.7 miles
5	ALDI Grocery	0.9 miles
6	Walmart Supercenter/Pharmacy	0.9 miles
7	Wells Fargo Bank	1.2 miles
8	Clayton County Library	1.2 miles
9	Fire Department	9.2 miles
10	Southern Regional Medical Center	12.4 miles



Source: Google Earth, April 2018.

## 6. Description of Land Uses

North of the Subject site is a small commercial building that currently operates as a liquor store, which exhibits good condition. Farther north is vacant land and a commercial plaza that includes a Walmart and ALDI grocery. Single-family homes in excellent condition are located northwest of the Subject site. Immediately west of the Subject site is Villas at Hampton, a market rate apartment community that is included as a comparable development in this report. Farther west is vacant wooded land. Uses south and east of the Subject site also include vacant land. Some community uses including a post office, police department and medical office are located northeast of the Subject site at the intersection of Tara Boulevard and Talmadge Road. The Subject site is considered “Car-Dependent” by Walkscore with a rating of eight out of 100.

## 7. Crime:

The following table illustrates crime statistics in the Subject’s PMA

compared to the MSA.

**2017 CRIME INDICES**

	PMA	Atlanta-Sandy Springs- Roswell, GA MSA
<b>Total Crime*</b>	<b>140</b>	<b>188</b>
<b>Personal Crime*</b>	<b>96</b>	<b>143</b>
Murder	127	155
Rape	88	128
Robbery	92	177
Assault	99	128
<b>Property Crime*</b>	<b>146</b>	<b>194</b>
Burglary	152	205
Larceny	146	186
Motor Vehicle Theft	133	229

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2018

\*Unweighted aggregations

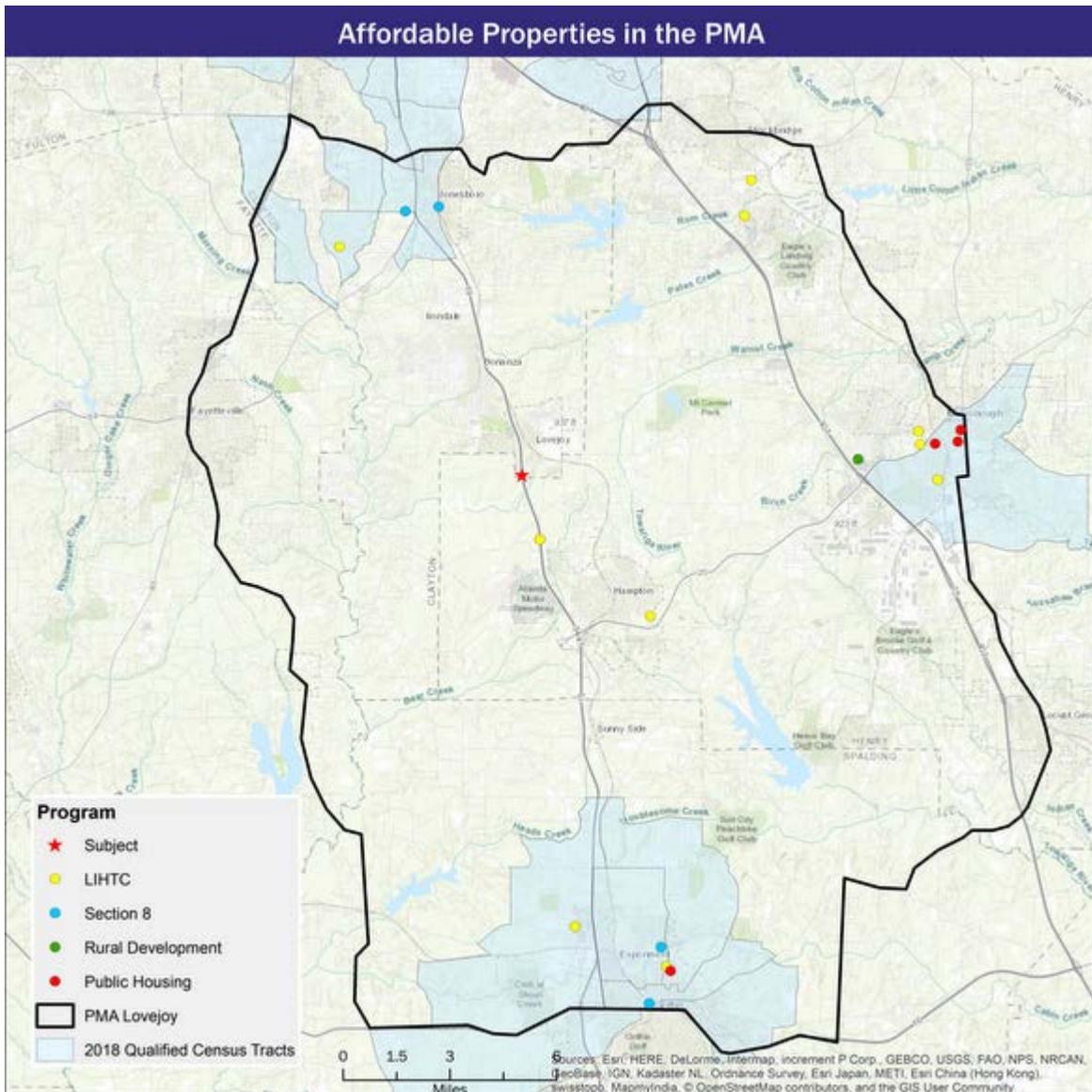
The total crime indices in the PMA are below that of the MSA but above that of the nation. Personal crime in the PMA is slightly below national personal crime levels. The Subject will offer limited access and an intercom system in terms of security features. All of the comparable properties offer some form of security feature, mostly perimeter fencing. We believe the Subject’s security amenities will be well accepted in the market.

**8. Existing Assisted Rental Housing Property Map:**

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

**AFFORDABLE PROPERTIES IN THE PMA**

Property Name	Program	Location	Tenancy	# of Units	Distance from Subject	Map Color	
Bear Creek Village	LIHTC	Lovejoy	Senior	70	-	Star	
Grier Senior Manor	LIHTC/ Market	McDonough	Senior	64	9.7 miles	Yellow	
Hampton Court	LIHTC	Hampton	Senior	60	4.7 miles		
Heritage At McDonough	LIHTC	McDonough	Senior	105	9.2 miles		
Red Oak Village	LIHTC	Stockbridge	Senior	60	8.8 miles		
Shoal Creek Manor	LIHTC	Locust Grove	Senior	66	13.8 miles		
St. Phillip Villas	LIHTC/ Market	Griffin	Family	60	12.3 miles		
Madison Heights I	LIHTC	Hampton	Family	120	2.0 miles		
Madison Heights II	LIHTC	Hampton	Family	120	2.0 miles		
Ashley Woods Apartments	LIHTC	Stockbridge	Family	128	8.0 miles		
Glenco Trace Apartments	LIHTC	Griffin	Senior	72	10.9 miles		
Pinebrooke Apartments	LIHTC	Riverdale	Family	130	6.6 miles		
Sable Chase Apartments	LIHTC	McDonough	Family	225	9.3 miles		
Brookshire Apartments	Rural Development	McDonough	Family	46	7.9 miles		Green
Fairmont Homes	Public Housing	Griffin	Family	80	12.4 miles		Red
Hooten Street Apartments	Public Housing	McDonough	Family	20	10.5 miles		
Lamar Point	Public Housing	McDonough	Family	39	9.7 miles		
Weaver-Thurman Crossing	Public Housing	McDonough	Family	51	10.3 miles	Blue	
Northside Hills Apartments	Section 8	Griffin	Family	264	11.7 miles		
Riverwood I, II, III	Section 8	Jonesboro	Family	282	6.6 miles		
Keystone Apartments	Section 8	Jonesboro	Family	184	6.0 miles		
St. George's Court	Section 8	Griffin	Family	100	12.8 miles		



**9. Road, Infrastructure or Proposed Improvements:**

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

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

The Subject site is accessible from Tara Boulevard, a four-to-six lane road. Tara Boulevard is a heavily-traveled primary commercial/retail corridor that traverses the neighborhood in a north-south direction. It ends at Interstate 75 approximately 11.5 miles north of the Subject site. The Subject site has excellent visibility from Tara Boulevard. Overall, access and visibility are considered excellent.

**11. Conclusion:**

The Subject site is located on the southwest corner of Talmadge Road at Tara Boulevard in Lovejoy, Georgia 30228. It is located immediately east of the Villas at Hampton Apartments, a market rate multifamily development consisting of 224 units that is included as a comparable development in this report. It is also

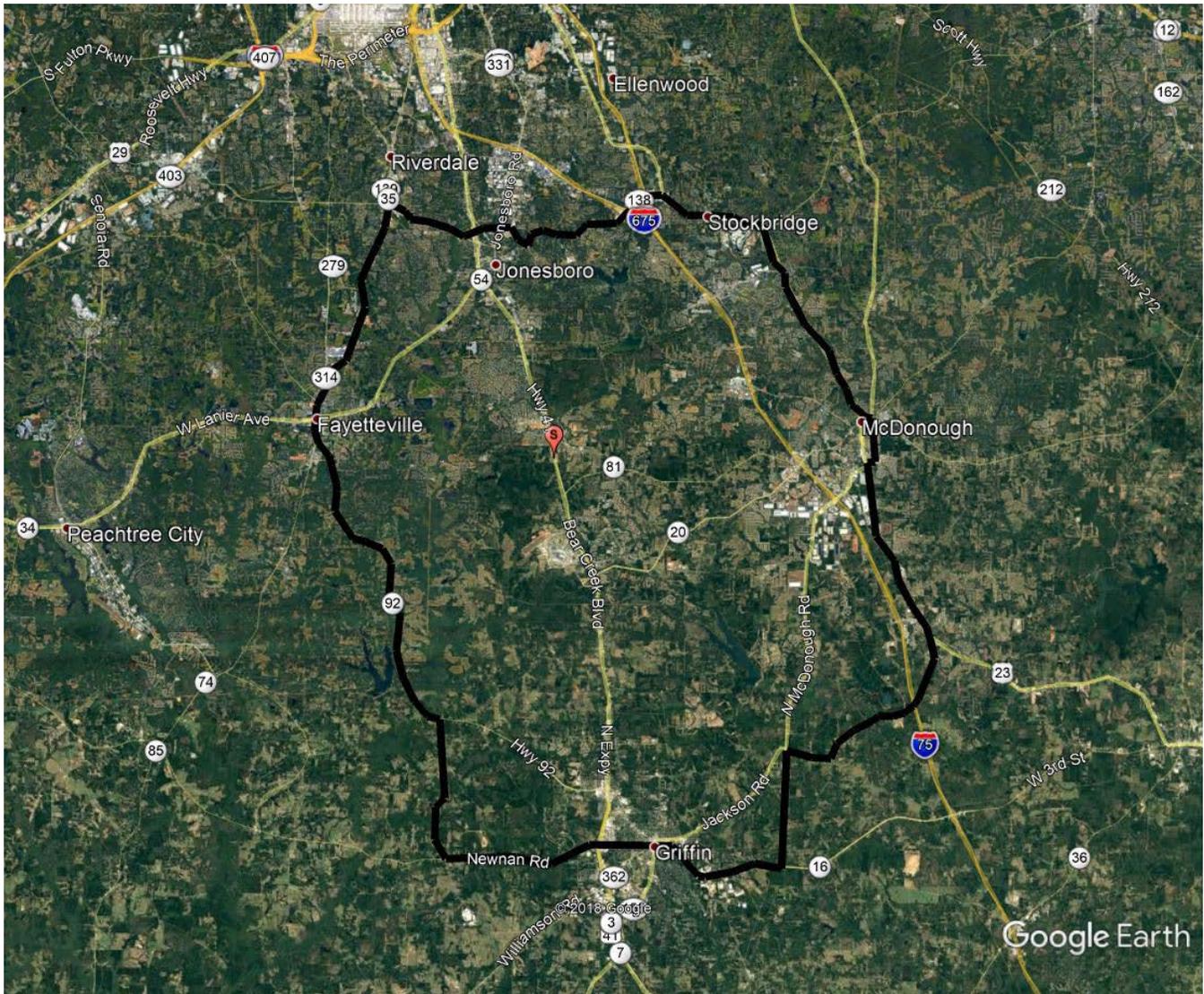
located just north of the Clayton-Henry county line. The Subject site is located in a mixed-use neighborhood that consists of multifamily and single-family homes, undeveloped land, and commercial uses in average to excellent condition. Residential uses in the immediate neighborhood appeared to be in good condition and well-occupied. Commercial uses in the neighborhood appeared to be approximately 95 percent occupied at the time of inspection. The Subject site is located within 1.2 miles of the majority of locational amenities. The Subject site is considered “Car-Dependent” by *Walkscore* with a rating of eight out of 100. Crime risk indices in the PMA are higher than the national average for property crime but lower for personal crime. Overall, the Subject site is considered a desirable building site for senior rental housing.

## **D. MARKET AREA**

**PRIMARY MARKET AREA**

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

**Primary Market Area Map**



Source: Google Earth, April 2018.

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

The PMA is defined by Route 138 to the north; Route 85, Route 92 and Vaughn Road to the west; Route 16 to the south; Locust Grove Road and Route 23 to the east. This area includes the Lovejoy, Hampton and

Jonesboro as well as portions of Griffin, McDonough, Stockbridge and Fayetteville. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 11.9 miles

East: 11.6 miles

South: 18.2 miles

West: 10.5 miles

The PMA is defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager. Property managers indicated that the majority of tenants are from south of the Atlanta metro area. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2018 market study guidelines, we do not account for leakage in our demand analysis found later in this report. The farthest PMA boundary from the Subject is approximately 18.2 miles. The SMA is defined as the Atlanta-Sandy Springs-Roswell, GA Metropolitan Statistical Area (MSA), which consists of 30 counties in northwest Georgia and encompasses 8,726 square miles.

# **E. COMMUNITY DEMOGRAPHIC DATA**

## COMMUNITY DEMOGRAPHIC DATA

The following sections will provide an analysis of the demographic characteristics within the market area. Data such as population, households and growth patterns will be studied to determine if the Primary Market Area (PMA) and the Atlanta-Sandy Springs-Roswell, GA MSA are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and MSA. Although the Subject is expected to enter the market in September 2020, we utilize June 2021 as the market entry date in the following sections according to DCA guidelines.

### 1. Population Trends

The following tables illustrate (a) Total Population, (b) Population by Age Group, and (c) Number of Elderly and Non-Elderly (only show this for HFOP/elderly) within the population in the MSA, the PMA and nation from 2000 through 2022.

#### 1a. Total Population

The following table illustrates the total population within the PMA, SMA and nation from 2000 through 2022.

Year	POPULATION					
	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	168,453	-	236,469	-	281,038,168	-
2010	232,194	3.8%	259,424	1.0%	308,745,538	1.0%
2017	252,434	1.2%	276,308	0.9%	327,514,334	0.8%
Projected Mkt Entry June 2021	267,045	1.5%	286,334	0.9%	338,331,588	0.8%
2022	271,086	1.5%	289,107	0.9%	341,323,594	0.8%

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2018

Population growth in the PMA outpaced both the MSA and the nation from 2010 to 2017. Population growth in the PMA is projected to increase at a 1.5 percent annual rate from 2017 to 2022, a growth rate above the MSA and the nation. Overall, we believe that population growth in the PMA and MSA is a positive indication of demand for the Subject's proposed units.

#### 1b. Total Population by Age Group

The following table illustrates the total population within the PMA, MSA and nation from 2000 to 2022.

**POPULATION BY AGE GROUP**

Age Cohort	PMA				
	2000	2010	2017	Projected Mkt Entry June 2021	2022
0-4	13,570	16,732	16,960	17,748	17,966
5-9	14,328	18,172	17,482	18,221	18,425
10-14	14,319	19,219	18,575	19,289	19,487
15-19	12,202	18,847	17,658	18,177	18,321
20-24	9,923	14,264	17,325	16,451	16,209
25-29	12,445	14,399	18,679	19,690	19,970
30-34	14,228	15,799	17,262	20,999	22,033
35-39	15,431	18,263	17,125	18,743	19,191
40-44	14,138	18,251	17,498	17,665	17,711
45-49	11,947	18,149	17,981	17,222	17,012
50-54	10,698	16,108	17,513	17,365	17,324
55-59	7,567	13,147	16,215	16,559	16,654
60-64	5,238	11,049	13,685	15,093	15,483
65-69	4,186	7,414	11,223	12,409	12,737
70-74	3,139	4,960	7,664	9,453	9,948
75-79	2,424	3,436	4,575	6,057	6,467
80-84	1,450	2,194	2,678	3,304	3,477
85+	1,216	1,791	2,336	2,598	2,671
<b>Total</b>	<b>168,449</b>	<b>232,194</b>	<b>252,434</b>	<b>267,045</b>	<b>271,086</b>

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2018

**POPULATION BY AGE GROUP**

Age Cohort	Atlanta-Sandy Springs-Roswell, GA MSA				
	2000	2010	2017	Projected Mkt Entry June 2021	2022
0-4	19,724	21,939	21,359	21,924	22,080
5-9	20,795	20,779	20,642	20,987	21,082
10-14	19,594	20,026	19,992	20,782	21,001
15-19	17,443	20,233	19,395	20,040	20,219
20-24	17,831	19,769	22,062	21,720	21,625
25-29	21,861	20,166	23,635	24,072	24,193
30-34	21,741	19,730	20,952	22,895	23,433
35-39	21,493	20,431	19,232	20,243	20,522
40-44	18,508	19,478	18,408	18,609	18,665
45-49	15,447	18,888	18,337	17,551	17,333
50-54	12,901	16,825	17,674	17,374	17,291
55-59	8,944	13,529	16,163	16,187	16,194
60-64	6,267	10,395	13,338	14,397	14,690
65-69	4,927	6,641	10,427	11,535	11,842
70-74	3,627	4,235	6,615	8,196	8,633
75-79	2,703	3,043	3,902	5,045	5,361
80-84	1,555	1,878	2,334	2,764	2,883
85+	1,104	1,439	1,841	2,013	2,060
<b>Total</b>	<b>236,465</b>	<b>259,424</b>	<b>276,308</b>	<b>286,334</b>	<b>289,107</b>

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2018

The largest age cohorts in the PMA are between 10 and 14 and 25 and 29 years old, which indicates the presence of families. However, cohorts containing seniors ages 55 and older are expected to grow through market entry and through 2021.

### 1c. Number of Elderly and Non-Elderly

The following table illustrates the elderly and non-elderly population within the PMA, MSA and nation from 2000 through 2022.

Year	PMA			Atlanta-Sandy Springs-Roswell, GA MSA		
	Total	Non-Elderly	Elderly (55+)	Total	Non-Elderly	Elderly (55+)
2000	168,453	143,233	25,220	236,469	207,342	29,127
2010	232,194	188,203	43,991	259,424	218,264	41,160
2017	252,434	194,058	58,376	276,308	221,688	54,620
Projected Mkt Entry June 2021	267,045	201,571	65,474	286,334	226,197	60,137
2022	271,086	203,649	67,437	289,107	227,444	61,663

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2018

The elderly population in the PMA is expected to increase dramatically through market entry and 2022.

## 2. Household Trends

The following tables illustrate (a) Total Households and Average Household Size, (b) Household Tenure, (c) Households by Income, (d) Renter Households by Size and (e) Housing for Older Persons Households 55+ within the population in the MSA, the PMA and nationally from 2000 through 2017.

### 2a. Total Number of Households and Average Household Size

The following tables illustrate the total number of households and average household size within the PMA, SMA and nation from 2000 through 2022.

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	58,620	-	82,236	-	105,403,008	-
2010	80,699	3.8%	90,571	1.0%	116,716,293	1.1%
2017	87,014	1.1%	95,981	0.8%	123,158,898	0.8%
Projected Mkt Entry June 2021	91,413	1.3%	99,048	0.8%	126,544,778	0.7%
2022	92,630	1.3%	99,896	0.8%	127,481,298	0.7%

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2018

**AVERAGE HOUSEHOLD SIZE**

Year	PMA		Atlanta-Sandy Springs-Roswell, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.84	-	2.84	-	2.59	-
2010	2.84	0.0%	2.82	-0.1%	2.58	-0.1%
2017	2.85	0.0%	2.83	0.0%	2.59	0.1%
Projected Mkt Entry June 2021	2.87	0.2%	2.85	0.1%	2.61	0.2%
2022	2.88	0.2%	2.85	0.1%	2.61	0.2%

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2018

Household growth in the PMA, the MSA, and the nation is expected to continue through market entry and 2022 at rates above household growth in the MSA and the nation. Average household size is expected to remain similar in the PMA, the MSA, and the nation through 2022.

**2b. Households by Tenure**

The table below depicts household growth by tenure from 2000 through 2022.

**TENURE PATTERNS PMA**

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	44,765	76.4%	13,855	23.6%
2017	56,291	64.7%	30,723	35.3%
Projected Mkt Entry June 2021	59,500	65.1%	31,914	34.9%
2022	60,387	65.2%	32,243	34.8%

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2018

**PMA TENURE PATTERNS OF SENIORS 55+**

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	12,918	84.8%	2,324	15.2%
2017	25,544	75.6%	8,225	24.4%
Projected Mkt Entry June 2021	29,032	76.4%	8,967	23.6%
2022	29,997	76.6%	9,172	23.4%

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2018

As the table illustrates, senior households within the PMA reside in predominately owner-occupied residences. Nationally, approximately 85 percent of the senior population resides in owner-occupied housing units. Therefore, there is a larger percentage of senior renters in the PMA than in the nation. This percentage is projected to remain relatively stable over the next five years.

**2c. Household Income**

The following table depicts renter household income in the PMA in 2017, market entry, and 2022.

**RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 55+**

Income Cohort	2017		Projected Mkt Entry June 2021		2022	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	781	9.5%	807	9.0%	814	8.9%
\$10,000-19,999	1,611	19.6%	1,627	18.1%	1,631	17.8%
\$20,000-29,999	977	11.9%	1,044	11.6%	1,063	11.6%
\$30,000-39,999	1,027	12.5%	1,054	11.8%	1,062	11.6%
\$40,000-49,999	907	11.0%	1,014	11.3%	1,044	11.4%
\$50,000-59,999	663	8.1%	712	7.9%	726	7.9%
\$60,000-74,999	585	7.1%	665	7.4%	687	7.5%
\$75,000-99,999	584	7.1%	667	7.4%	690	7.5%
\$100,000-124,999	487	5.9%	592	6.6%	621	6.8%
\$125,000-149,999	249	3.0%	328	3.7%	350	3.8%
\$150,000-199,999	211	2.6%	263	2.9%	278	3.0%
\$200,000+	143	1.7%	192	2.1%	206	2.2%
<b>Total</b>	<b>8,225</b>	<b>100.0%</b>	<b>8,967</b>	<b>100.0%</b>	<b>9,172</b>	<b>100.0%</b>

Source: HISTA Data / Ribbon Demographics 2017, Novogradac & Company LLP, May 2018

**RENTER HOUSEHOLD INCOME DISTRIBUTION - Atlanta-Sandy Springs-Roswell, GA MSA, 55+**

Income Cohort	2017		Projected Mkt Entry June 2021		2022	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,128	11.3%	1,227	10.9%	1,255	10.8%
\$10,000-19,999	1,793	17.9%	1,870	16.5%	1,891	16.2%
\$20,000-29,999	1,598	16.0%	1,759	15.6%	1,803	15.5%
\$30,000-39,999	1,303	13.0%	1,427	12.6%	1,461	12.5%
\$40,000-49,999	962	9.6%	1,040	9.2%	1,061	9.1%
\$50,000-59,999	837	8.4%	944	8.3%	973	8.3%
\$60,000-74,999	847	8.5%	1,030	9.1%	1,080	9.3%
\$75,000-99,999	658	6.6%	787	7.0%	823	7.1%
\$100,000-124,999	408	4.1%	533	4.7%	568	4.9%
\$125,000-149,999	228	2.3%	295	2.6%	314	2.7%
\$150,000-199,999	147	1.5%	216	1.9%	235	2.0%
\$200,000+	106	1.1%	177	1.6%	196	1.7%
<b>Total</b>	<b>10,015</b>	<b>100.0%</b>	<b>11,304</b>	<b>100.0%</b>	<b>11,660</b>	<b>100.0%</b>

Source: HISTA Data / Ribbon Demographics 2017, Novogradac & Company LLP, May 2018

The Subject’s affordable units will target senior tenants age 55 and older earning between \$19,470 and \$33,480, and up to \$55,800 for the Subject’s unrestricted units. As the table above depicts, approximately 41.0 percent of senior renter households in the PMA are earning incomes below \$30,000. For the projected market entry date of June 2021, this percentage is projected to slightly decrease to 38.8 percent in the PMA.

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

The following table illustrates household size for all households in 2017, 2021 and 2022. To determine the number of renter households by number of persons per household, the total number of households is adjusted by the percentage of renter households.

**RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA, 55+**

Household Size	2017		Projected Mkt Entry June 2021		2022	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
1 Person	4,043	49.2%	4,403	49.1%	4,502	49.1%
2 Persons	2,418	29.4%	2,579	28.8%	2,624	28.6%
3 Persons	713	8.7%	784	8.7%	804	8.8%
4 Persons	337	4.1%	400	4.5%	418	4.6%
5+ Persons	714	8.7%	800	8.9%	824	9.0%
<b>Total Households</b>	<b>8,225</b>	<b>100%</b>	<b>8,967</b>	<b>100%</b>	<b>9,172</b>	<b>100%</b>

Source: HISTA Data / Ribbon Demographics 2017, Novogradac & Company LLP, May 2018

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

**Conclusion**

The senior population in the PMA and the MSA increased significantly from 2000 to 2010, and is expected to continue increasing through the projected market entry date through 2021. The current senior population of the PMA is 58,376 and is expected to be 65,474 in 2021. Senior renter households are concentrated in the lowest income cohorts, with 41.0 percent of renters in the PMA earning \$30,000 or lower annually. The Subject will target senior households earning between \$19,470 and \$33,480, and up to \$55,800 for the Subject’s unrestricted units; therefore, the Subject should be well-positioned to service this market. Overall, senior population growth and the concentration of renter households at the lowest income cohorts indicate significant demand for affordable rental housing in the market.

## **F. EMPLOYMENT TRENDS**

## Employment Trends

The PMA and Clayton County are economically reliant on transportation/warehousing and retail trade, owing largely to the presence of Hartsfield Jackson Airport and Interstate 75 within their bounds. Employment is concentrated in industries relating to or supporting operations around the airport, which is the second largest employer in the region. Industries related to healthcare and education also represent major employment sectors in the PMA. Employment levels decreased during the most recent national recession but surpassed pre-recession highs. The local economy appears to be in an expansionary phase.

### 1. Total Jobs

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

TOTAL JOBS IN CALYTON COUNTY GEORGIA		
Year	Total Employment	% Change
2007	128,444	-
2008	125,486	-2.36%
2009	115,794	-8.37%
2010	108,360	-6.86%
2011	110,783	2.19%
2012	112,122	1.19%
2013	112,247	0.11%
2014	115,279	2.63%
2015	119,541	3.56%
2016	124,753	4.18%
2017	128,158	2.66%
2018 YTD Average	129,055	3.33%
Feb-17	124,236	-
Feb-18	130,074	4.49%

Source: U.S. Bureau of Labor Statistics

YTD as of Feb 2018

As illustrated in the table above, Clayton County experienced a weakening economy during the most recent national recession. The county began feeling the effects of the downturn in 2008 with its first employment decrease of the decade. Employment growth increased slowly in Clayton County from 2011 to 2014. However, since 2015, employment growth in Clayton County increased significantly. Employment growth continued through February 2018, and surpassed pre-recessionary levels in 2017.

## 2. Total Jobs by Industry

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

### CLAYTON COUNTY, GEORGIA

	Number	Percent
Total, all industries	107,827	-
Goods-producing	7,474	-
Natural resources and mining	263	0.2%
Construction	3,140	2.9%
Manufacturing	4,071	3.8%
Service-providing	100,353	-
Trade, transportation, and utilities	60,619	56.2%
Information	658	0.6%
Financial activities	2,919	2.7%
Professional and business services	13,208	12.2%
Education and health services	9,227	8.6%
Leisure and hospitality	12,175	11.3%
Other services	1,427	1.3%
Unclassified	120	0.1%

Source: Bureau of Labor Statistics, 2017

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

2017 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Transportation/Warehousing	13,753	11.9%	6,498,777	4.2%
Healthcare/Social Assistance	13,158	11.4%	21,941,435	14.2%
Retail Trade	12,822	11.1%	17,038,977	11.0%
Educational Services	10,912	9.5%	14,390,707	9.3%
Accommodation/Food Services	9,575	8.3%	12,036,513	7.8%
Manufacturing	8,852	7.7%	15,589,157	10.1%
Public Administration	8,019	7.0%	6,982,075	4.5%
Admin/Support/Waste Mgmt Svcs	6,359	5.5%	6,968,170	4.5%
Construction	6,235	5.4%	9,872,629	6.4%
Other Services (excl Publ Adm)	5,630	4.9%	7,493,272	4.8%
Prof/Scientific/Tech Services	5,310	4.6%	11,068,132	7.1%
Finance/Insurance	4,548	3.9%	7,200,593	4.6%
Wholesale Trade	3,514	3.0%	4,064,621	2.6%
Information	2,059	1.8%	2,741,630	1.8%
Real Estate/Rental/Leasing	1,922	1.7%	3,130,712	2.0%
Utilities	1,324	1.1%	1,401,281	0.9%
Arts/Entertainment/Recreation	955	0.8%	3,448,696	2.2%
Agric/Forestry/Fishing/Hunting	325	0.3%	2,288,795	1.5%
Mgmt of Companies/Enterprises	57	0.0%	86,740	0.1%
Mining	16	0.0%	609,828	0.4%
<b>Total Employment</b>	<b>115,345</b>	<b>100.0%</b>	<b>154,852,740</b>	<b>100.0%</b>

Source: Esri Demographics 2017, Novogradac & Company LLP, April 2018

The largest industries in the PMA are transportation/warehousing, healthcare/social assistance, and retail trade. The percentage of transportation/warehousing jobs in the PMA is significantly larger than that of the nation, largely owing to the area’s proximity to Atlanta’s Hartsfield Jackson airport. The public administration industry is also over represented in the PMA, likely because of the PMA’s proximity to the state capitol. Industries under-represented in the PMA include healthcare/social assistance, manufacturing, construction, arts/entertainment/recreation and professional/scientific/tech services.

### 3. Major Employers

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

#### MAJOR EMPLOYERS CLAYTON COUNTY, GA

#	Employer Name	Industry	# Of Employees
1	Clayton County Public Schools	Education	7,100
2	Delta Tech Ops	Transportation/Warehousing	6,000
3	Gate Gourmet	Accommodation/Food Services	1,710
4	Southern Regional Medical Center	Healthcare	1,100
5	JCPenney	Retail	850
6	FedEx Ground	Transportation/Warehousing	800
7	Fresh Express Inc.	Accommodation/Food Services	800
8	TOTO USA	Manufacturing	700
9	Clayton State University	Education	675
10	Kroger Distribution Center	Transportation/Warehousing	579
11	Standard Parking	Transportation/Warehousing	562
12	R + L Carriers	Transportation/Warehousing	530

Source: Clayton County Office of Economic Development, April 2018.

As illustrated in the previous table, the largest employers in Clayton County are in the education, transportation/warehousing, healthcare and manufacturing sectors. Additionally, the Georgia Department of Labor reported that Healthcare Staffing, Inc., JB Hunt Transport, Inc., Southwest Airlines Company, Staffing Solutions Southeast, Inc., and Walmart are also major employers in the county, although the Georgia Department of Labor was unable to provide their number of employees. According to the Clayton County Office of Economic Development, the Clayton County Public School System is the largest employer in Clayton County, employing approximately 7,100 workers, which represents approximately 35 percent of employment among the largest employers in the county. It should be noted that Clayton County is part of the Atlanta MSA and many area residents commute to others areas of the MSA for employment.

#### Expansions/Contractions

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

#### WARN LISTINGS - CLAYTON COUNTY, GA - 2014 - 2018 CLAYTON COUNTY

Company	Industry	Employees Affected	Notice Date
Dollar Express	Retail	8	6/30/2017
HHGregg	Retail	58	5/31/2017
Sheraton Airport Hotel	Hospitality	145	5/12/2017
Experience Works	Community Services	7	12/1/2016
United Airlines	Transportation	87	5/17/2015
Kmart	Retail	150	3/31/2015
Bags Inc.	Retail	145	8/24/2014
Interflex Group	Technology Services	65	7/31/2014
Target	Retail	102	2/4/2014
<b>Total</b>		<b>767</b>	

Source: Georgia Department of Economic Development, April 2018

As illustrated in the above table, there were 767 employees in the area impacted by layoffs or closures since 2014. Despite these job losses that have been reported, there has been growth occurring in the area. We gathered information on recent local business expansions from the Clayton County Economic Development Annual Report from 2016, the most recent available, which are detailed following.

**BUSINESS EXPANSIONS IN 2016**

Company	Industry	# of New Jobs
Food Depot	Grocery Store	66
Diversified Utilities Services	Utilities	200
Waste Eliminator	Waste Mgmt.	30
Logisticare Expansion (College Park)	Med. Transport.	35
KW International	Logistics	30
JCPenny (Distribution)	Retail Distrib.	110
Clorox	Manufacturing	85
DTO	Transportation	200
Clayton Fixtures	Manufacturing	15
American Insulated Glass	Manufacturing	14
Source HOV	Information Tech.	20
Southside Sheetmetal	Manufacturing	10
CL Services	Logistics	29
Love's Tire Retread	Transportation	30
Southern Tire Company	Transportation	40
YRC Trucking	Logistics	60
Xpress Trucking Repair	Logistics	40
Chime Solutions	Call Center	1,000
<b>Total</b>		<b>2,014</b>

Source: Clayton County office of Economic Development, April 2018

As illustrated, there were several additions in a variety of industries including retail, utilities, waste management, transportation, logistics, and manufacturing.

Additionally, a film studio is scheduled to break ground in Clayton County at the end of summer 2017. The 20-acre studio, which will be located between Lake City and Morrow, represents a \$12 million private investment. The first phase of construction will include five sound stages, as well as, production offices, post-production space, a green screen, mill and construction space, and a commissary. The economic development department is expecting the film studio to attract new businesses to Clayton County.

**4. Employment and Unemployment Trends**

The following table details employment and unemployment trends for the Atlanta-Sandy Springs-Roswell, GA MSA from 2002 to February 2018.

**EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)**

	Atlanta-Sandy Springs-Roswell, GA MSA			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2002	123,427	-	-3.9%	136,485,000	-	-9.9%
2003	123,982	0.4%	-3.5%	137,736,000	0.9%	-9.0%
2004	124,857	0.7%	-2.8%	139,252,000	1.1%	-8.0%
2005	126,767	1.5%	-1.3%	141,730,000	1.8%	-6.4%
2006	127,426	0.5%	-0.8%	144,427,000	1.9%	-4.6%
2007	128,444	0.8%	0.0%	146,047,000	1.1%	-3.6%
2008	126,243	-1.7%	-1.7%	145,363,000	-0.5%	-4.0%
2009	117,459	-7.0%	-8.6%	139,878,000	-3.8%	-7.6%
2010	108,243	-7.8%	-15.7%	139,064,000	-0.6%	-8.2%
2011	109,948	1.6%	-14.4%	139,869,000	0.6%	-7.6%
2012	112,298	2.1%	-12.6%	142,469,000	1.9%	-5.9%
2013	111,567	-0.7%	-13.1%	143,929,000	1.0%	-5.0%
2014	113,183	1.4%	-11.9%	146,305,000	1.7%	-3.4%
2015	116,736	3.1%	-9.1%	148,833,000	1.7%	-1.7%
2016	121,278	3.9%	-5.6%	151,436,000	1.7%	0.0%
2017	125,757	3.7%	-2.1%	153,308,000	1.2%	1.2%
2018 YTD Average*	129,055	2.6%	-	154,430,000	0.7%	-
Feb-2017	124,236	-	-	151,594,000	-	-
Feb-2018	127,367	2.5%	-	154,021,000	1.6%	-

Source: U.S. Bureau of Labor Statistics May 2018

**UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)**

	Atlanta-Sandy Springs-Roswell, GA MSA			USA		
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2002	5.9%	-	0.2%	5.8%	-	1.2%
2003	5.9%	0.0%	0.2%	6.0%	0.2%	1.4%
2004	5.9%	-0.1%	0.2%	5.5%	-0.5%	0.9%
2005	6.9%	1.0%	1.2%	5.1%	-0.5%	0.5%
2006	5.9%	-1.0%	0.2%	4.6%	-0.5%	0.0%
2007	5.7%	-0.2%	0.0%	4.6%	0.0%	0.0%
2008	7.6%	1.9%	1.9%	5.8%	1.2%	1.2%
2009	11.8%	4.2%	6.1%	9.3%	3.5%	4.7%
2010	13.5%	1.7%	7.8%	9.6%	0.3%	5.0%
2011	13.4%	-0.1%	7.7%	9.0%	-0.7%	4.3%
2012	12.0%	-1.4%	6.3%	8.1%	-0.9%	3.5%
2013	10.8%	-1.2%	5.1%	7.4%	-0.7%	2.8%
2014	9.3%	-1.5%	3.6%	6.2%	-1.2%	1.6%
2015	7.6%	-1.7%	1.9%	5.3%	-0.9%	0.7%
2016	6.6%	-1.0%	0.9%	4.9%	-0.4%	0.3%
2018 YTD Average*	5.7%	-0.2%	-	4.1%	-0.3%	-
Feb-2017	6.3%	-	-	4.9%	-	-
Feb-2018	5.4%	-0.9%	-	4.1%	-0.8%	-

Source: U.S. Bureau of Labor Statistics May 2018

Between 2003 and 2007, total employment in the MSA exhibited positive growth, with a pre-recession peak occurring in 2007. These increases were significant but were followed by employment decreases from 2008 to 2010 as a result of the economic recession. The MSA appears relatively healthy as total employment

increased each year from 2014 through February 2018. Total employment in the MSA exceeded pre-recessionary levels in 2018 while the nation reached this level in 2014. However, the total employment growth in the MSA increased by 2.5 percent from February 2017 to February 2018 compared to an increase of 1.6 percent nationally during the same time period.

Prior to the most recent economic recession, the unemployment rate in the MSA was generally similar to that of the nation. However, the unemployment rate in the MSA peaked at a higher level during the most recent national recession and has been generally above that of the nation since 2008. From February 2017 to February 2018, the unemployment rate in the MSA decreased 0.9 percentage points, compared to a decrease of 0.8 percentage points nationally. However, the unemployment rate in the MSA as of February 2018 is 5.4 percent, which is 1.3 percentage points above the national rate of 4.1 percent. Overall, the increasing total employment and decreasing unemployment rate are positive signs for the local economy, which bodes well for affordable housing demand in the area.

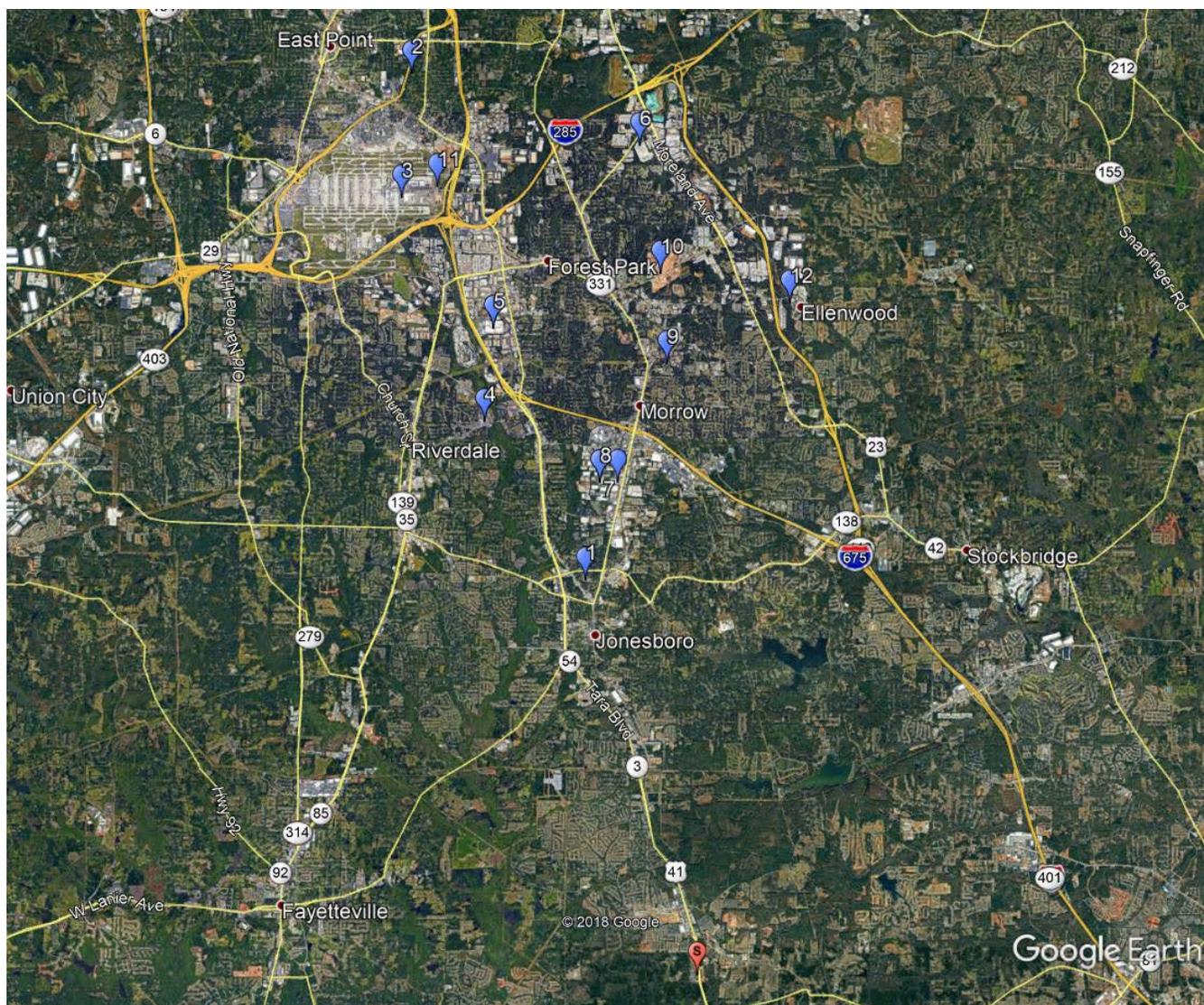
## 5. Map of Site and Major Employment Concentrations

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

### MAJOR EMPLOYERS CLAYTON COUNTY, GA

#	Employer Name	Industry	# Of Employees
1	Clayton County Public Schools	Education	7,100
2	Delta Tech Ops	Transportation/Warehousing	6,000
3	Gate Gourmet	Accommodation/Food Services	1,710
4	Southern Regional Medical Center	Healthcare	1,100
5	JCPenney	Retail	850
6	FedEx Ground	Transportation/Warehousing	800
7	Fresh Express Inc.	Accommodation/Food Services	800
8	TOTO USA	Manufacturing	700
9	Clayton State University	Education	675
10	Kroger Distribution Center	Transportation/Warehousing	579
11	Standard Parking	Transportation/Warehousing	562
12	R + L Carriers	Transportation/Warehousing	530

Source: Clayton County Office of Economic Development, April 2018.



Source: Google Earth, April 2018.

## 6. Conclusion

The largest industries in the PMA are transportation/warehousing, health care/social assistance, health care/social assistance, and educational services. Together, these four industries comprise approximately 43.9 percent of total employment in the PMA. The largest employers in Clayton County are in the education, transportation/warehousing, healthcare and accommodation/food services sectors. The MSA appears relatively healthy as total employment increased each year from 2014 through February 2018. Total employment in the MSA exceeded pre-recessionary levels in 2018 while the nation reached this level in 2014. However, the total employment growth in the MSA increased by 2.5 percent from February 2017 to February 2018 compared to an increase of 1.6 percent nationally during the same time period. From February 2017 to February 2018, the unemployment rate in the MSA decreased by 0.9 percent, compared to a decrease of 0.8 percent nationally. The unemployment rate in the MSA as of February 2018 is 5.4 percent, which is 1.3 percentage points above the national rate of 4.1 percent. Overall, the increasing total employment and decreasing unemployment rate are positive signs for the local economy. The local economy appears to be healthy and has fully recovered from the most recent national recession.

# **G. PROJECT-SPECIFIC AFFORDABILITY AND DEMAND ANALYSIS**

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

**1. Income Restrictions**

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

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

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

The maximum income levels are based upon information obtained from the Rent and Income Limits Guidelines Table as accessed from the DCA website. For the Subject’s market rate units, we assume a maximum income limit at 100 percent of the AMI.

**2. Affordability**

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

**55+ INCOME LIMITS**

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@50%		@60%		Market	
1BR	\$19,470	\$27,900	\$21,720	\$33,480	\$20,550	\$55,800
2BR	\$23,370	\$27,900	\$25,920	\$33,480	\$24,330	\$55,800

**3. Demand**

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

**3a. Demand from New Households**

The number of new households entering the market is the first level of demand calculated. We utilized 2021, the anticipated date of market entry, as the base year for the analysis. Therefore, 2017 household population estimates are inflated to 2021 by interpolation of the difference between 2017 estimates and

2022 projections. This change in households is considered the gross potential demand for the Subject property. This number is adjusted for income eligibility and renter tenure. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2021. This number takes the overall growth from 2017 to 2021 and applies it to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

### **3b. Demand from Existing Households**

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

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

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

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

### **3d. Other**

Per the 2018 GA DCA Qualified Allocation Plan (QAP) and Market Study Manual, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we do not account for leakage from outside the PMA boundaries in our demand analysis.

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

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

## **4. Net Demand, Capture Rates and Stabilization Conclusions**

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed or placed in service from 2016 to the present.

### **Additions to Supply**

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

- Comparable/competitive LIHTC and bond units (vacant or occupied) that were funded, are under construction, or placed in service in 2016 through the present.
- Vacancies in projects placed in service prior to 2016 that have not reached stabilized occupancy (i.e. at least 90 percent occupied).

- Comparable/competitive conventional or market rate units that are proposed, are under construction, or entered the market from 2016 to present. As the following discussion will demonstrate, competitive market rate units are those with rent levels that are comparable to the proposed rents at the Subject.

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

**COMPETITIVE SUPPLY 2016 - PRESENT**

Property Name	Program	Location	Tenancy	Status	# of Competitive Units
Madison Heights II	LIHTC	Hampton	Family	Under construction	0
Madison Heights I	LIHTC	Hampton	Family	Under construction	0
Keystone Apartments	Section 8	Jonesboro	Family	Complete	0
Red Oak Village	LIHTC	Stockbridge	Senior	Complete	60

- Keystone Apartments is an existing Section 8 development that was awarded tax credits in 2016 for the redevelopment of its 184 units. This property is located in Jonesboro and targets family households. All units at this property maintained their subsidy post renovations. Given this property's subsidy, we will not deduct any units at this property from our demand analysis.
- Red Oak Village was awarded tax credits in 2015 for the new construction of 60 age-restricted LIHTC units. This property is included as a comparable development in this report. This property is open and fully occupied. As this development opened in 2017, all 60 units are deducted from our demand analysis.
- Madison Heights I was awarded tax credits in 2016 and Madison Heights II was awarded tax credits in 2017. Both properties will consist of 120 units targeting family tenants earning 50 and 60 percent of the AMI, as well as market rate. As these properties target families, they are not considered competitive with the Subject and are not deducted from our demand analysis.

The following table illustrates the total number of units removed based on existing properties as well as new properties to the market area that were allocated, placed in service, or stabilizing between 2016 and present. Note that this table may illustrate non-competitive units and competitive properties that are not deducted from our demand analysis.

**ADDITIONS TO SUPPLY 2016 - PRESENT**

Unit Type	30% AMI	40% AMI	50% AMI	60% AMI	Market	Overall
0BR						0
1BR			4	16		20
2BR			9	31		40
3BR						0
4BR						0
5BR						0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>13</b>	<b>47</b>	<b>0</b>	<b>60</b>

**PMA Occupancy**

Per DCA's guidelines, we determine the average occupancy rate based on all available competitive conventional and LIHTC properties in the PMA. The following table illustrates a combined average occupancy level for the PMA based on the total competitive units in the PMA.

**PMA OCCUPANCY**

Property Name	Program	Location	Tenancy	# of Units	Occupancy
Bear Creek Village	LIHTC	Lovejoy	Senior	70	N/A
Grier Senior Manor	LIHTC/ Market	McDonough	Senior	64	100.0%
Hampton Court	LIHTC	Hampton	Senior	60	96.7%
Heritage At McDonough	LIHTC	McDonough	Senior	105	96.2%
Red Oak Village	LIHTC	Stockbridge	Senior	60	100.0%
Shoal Creek Manor	LIHTC	Locust Grove	Senior	66	100.0%
Glenco Trace Apartments	LIHTC	Griffin	Senior	72	95.8%
<b>Average PMA Occupancy</b>					<b>98.1%</b>

The average occupancy rate of competitive developments in the PMA is 98.1 percent.

**Rehab Developments and PBRA**

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

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

**5. Capture Rates**

The above calculations and derived capture rates are illustrated in the following tables. Note that the demographic data used in the following tables, including tenure patterns, household size and income distribution through the projected market entry date of 2021 are illustrated in the previous section of this report.

**RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 55+**

Income Cohort	2017		Projected Mkt Entry June 2021		2022	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	781	9.5%	807	9.0%	814	8.9%
\$10,000-19,999	1,611	19.6%	1,627	18.1%	1,631	17.8%
\$20,000-29,999	977	11.9%	1,044	11.6%	1,063	11.6%
\$30,000-39,999	1,027	12.5%	1,054	11.8%	1,062	11.6%
\$40,000-49,999	907	11.0%	1,014	11.3%	1,044	11.4%
\$50,000-59,999	663	8.1%	712	7.9%	726	7.9%
\$60,000-74,999	585	7.1%	665	7.4%	687	7.5%
\$75,000-99,999	584	7.1%	667	7.4%	690	7.5%
\$100,000-124,999	487	5.9%	592	6.6%	621	6.8%
\$125,000-149,999	249	3.0%	328	3.7%	350	3.8%
\$150,000-199,999	211	2.6%	263	2.9%	278	3.0%
\$200,000+	143	1.7%	192	2.1%	206	2.2%
<b>Total</b>	<b>8,225</b>	<b>100.0%</b>	<b>8,967</b>	<b>100.0%</b>	<b>9,172</b>	<b>100.0%</b>

Source: HISTA Data / Ribbon Demographics 2017, Novogradac & Company LLP, May 2018

**50% AMI**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @50%**

Minimum Income Limit		\$19,470		Maximum Income Limit		\$27,900	
Income Category	New Renter Households - Total Change in Households PMA 2017 to Prj Mrkt Entry June 2021		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	26	3.5%	\$0	0.0%	0		
\$10,000-19,999	16	2.1%	\$528	5.3%	1		
\$20,000-29,999	67	9.1%	\$7,900	79.0%	53		
\$30,000-39,999	27	3.7%	\$0	0.0%	0		
\$40,000-49,999	107	14.5%	\$0	0.0%	0		
\$50,000-59,999	49	6.7%	\$0	0.0%	0		
\$60,000-74,999	80	10.8%	\$0	0.0%	0		
\$75,000-99,999	83	11.2%	\$0	0.0%	0		
\$100,000-124,999	105	14.1%	\$0	0.0%	0		
\$125,000-149,999	79	10.7%	\$0	0.0%	0		
\$150,000-199,999	52	7.1%	\$0	0.0%	0		
\$200,000+	49	6.7%	\$0	0.0%	0		
<b>Total</b>	<b>742</b>	<b>100.0%</b>		<b>7.3%</b>	<b>54</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @50%**

Minimum Income Limit		\$19,470		Maximum Income Limit		\$27,900	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	781	9.5%	\$0	0.0%	0		
\$10,000-19,999	1,611	19.6%	\$528	5.3%	85		
\$20,000-29,999	977	11.9%	\$7,900	79.0%	772		
\$30,000-39,999	1,027	12.5%	\$0	0.0%	0		
\$40,000-49,999	907	11.0%	\$0	0.0%	0		
\$50,000-59,999	663	8.1%	\$0	0.0%	0		
\$60,000-74,999	585	7.1%	\$0	0.0%	0		
\$75,000-99,999	584	7.1%	\$0	0.0%	0		
\$100,000-124,999	487	5.9%	\$0	0.0%	0		
\$125,000-149,999	249	3.0%	\$0	0.0%	0		
\$150,000-199,999	211	2.6%	\$0	0.0%	0		
\$200,000+	143	1.7%	\$0	0.0%	0		
<b>Total</b>	<b>8,225</b>	<b>100.0%</b>		<b>10.4%</b>	<b>857</b>		

**ASSUMPTIONS - @50%**

Tenancy	55+	% of Income towards Housing				40%
Rural/Urban	Urban	Maximum # of Occupants				2
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	60%	40%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	0%	100%	0%	
4	0%	0%	0%	70%	30%	
5+	0%	0%	0%	50%	50%	

**Demand from New Renter Households 2017 to June 2021**

Income Target Population	@50%
New Renter Households PMA	742
Percent Income Qualified	7.3%
<b>New Renter Income Qualified Households</b>	<b>54</b>

**Demand from Existing Households 2017**

**Demand from Rent Overburdened Households**

Income Target Population	@50%
Total Existing Demand	8,225
Income Qualified	10.4%
Income Qualified Renter Households	857
Percent Rent Overburdened Prj Mrkt Entry June 2021	44.2%
<b>Rent Overburdened Households</b>	<b>379</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	857
Percent Living in Substandard Housing	1.3%
<b>Households Living in Substandard Housing</b>	<b>11</b>

**Senior Households Converting from Homeownership**

Income Target Population	@50%
Total Senior Homeowners	29,032
Rural Versus Urban	0.03%
<b>Senior Demand Converting from Homeownership</b>	<b>9</b>

**Total Demand**

Total Demand from Existing Households	399
Total New Demand	54
<b>Total Demand (New Plus Existing Households)</b>	<b>453</b>

Demand from Seniors Who Convert from Homeownership	9
Percent of Total Demand From Homeownership Conversion	1.98%
Is this Demand Over 2 percent of Total Demand?	No

**By Bedroom Demand**

One Person	49.1%	223
Two Persons	28.8%	130
Three Persons	8.7%	40
Four Persons	4.5%	20
Five Persons	8.9%	40
<b>Total</b>	<b>100.0%</b>	<b>453</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
Of one-person households in 1BR units	60%	134
Of two-person households in 1BR units	20%	26
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	40%	89
Of two-person households in 2BR units	80%	104
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	100%	40
Of four-person households in 3BR units	70%	14
Of five-person households in 3BR units	50%	20
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	6
Of five-person households in 4BR units	50%	20
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0

**Total Demand** **453**

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	160	-	4	=	156
2 BR	193	-	9	=	184
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>353</b>		<b>13</b>		<b>340</b>

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	6	/	156	=	3.9%
2 BR	8	/	184	=	4.3%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>14</b>		<b>340</b>		<b>4.1%</b>

60% AMI

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%**

Minimum Income Limit		\$21,720		Maximum Income Limit		\$33,480	
Income Category	New Renter Households - Total Change in		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	Households PMA 2017 to Prj Mrkt Entry	June 2021					
\$0-9,999	26	3.5%	\$0	0.0%	0		
\$10,000-19,999	16	2.1%	\$0	0.0%	0		
\$20,000-29,999	67	9.1%	\$8,278	82.8%	56		
\$30,000-39,999	27	3.7%	\$3,480	34.8%	10		
\$40,000-49,999	107	14.5%	\$0	0.0%	0		
\$50,000-59,999	49	6.7%	\$0	0.0%	0		
\$60,000-74,999	80	10.8%	\$0	0.0%	0		
\$75,000-99,999	83	11.2%	\$0	0.0%	0		
\$100,000-124,999	105	14.1%	\$0	0.0%	0		
\$125,000-149,999	79	10.7%	\$0	0.0%	0		
\$150,000-199,999	52	7.1%	\$0	0.0%	0		
\$200,000+	49	6.7%	\$0	0.0%	0		
<b>Total</b>	<b>742</b>	<b>100.0%</b>		<b>8.8%</b>	<b>65</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%**

Minimum Income Limit		\$21,720		Maximum Income Limit		\$33,480	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
	Households	%					
\$0-9,999	781	9.5%	\$0	0.0%	0		
\$10,000-19,999	1,611	19.6%	\$0	0.0%	0		
\$20,000-29,999	977	11.9%	\$8,278	82.8%	809		
\$30,000-39,999	1,027	12.5%	\$3,480	34.8%	357		
\$40,000-49,999	907	11.0%	\$0	0.0%	0		
\$50,000-59,999	663	8.1%	\$0	0.0%	0		
\$60,000-74,999	585	7.1%	\$0	0.0%	0		
\$75,000-99,999	584	7.1%	\$0	0.0%	0		
\$100,000-124,999	487	5.9%	\$0	0.0%	0		
\$125,000-149,999	249	3.0%	\$0	0.0%	0		
\$150,000-199,999	211	2.6%	\$0	0.0%	0		
\$200,000+	143	1.7%	\$0	0.0%	0		
<b>Total</b>	<b>8,225</b>	<b>100.0%</b>		<b>14.2%</b>	<b>1,166</b>		

**ASSUMPTIONS - @60%**

Tenancy	55+	% of Income towards Housing	40%		
Rural/Urban	Urban	Maximum # of Occupants	2		
Persons in Household	0BR	1BR	2BR	3BR	4BR+
1	0%	60%	40%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	100%	0%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	50%	50%

**Demand from New Renter Households 2017 to June 2021**

Income Target Population	@60%
New Renter Households PMA	742
Percent Income Qualified	8.8%
<b>New Renter Income Qualified Households</b>	<b>65</b>

**Demand from Existing Households 2017**

**Demand from Rent Overburdened Households**

Income Target Population	@60%
Total Existing Demand	8,225
Income Qualified	14.2%
Income Qualified Renter Households	1,166
Percent Rent Overburdened Prj Mrkt Entry June 2021	44.2%
<b>Rent Overburdened Households</b>	<b>516</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	1,166
Percent Living in Substandard Housing	1.3%
<b>Households Living in Substandard Housing</b>	<b>15</b>

**Senior Households Converting from Homeownership**

Income Target Population	@60%
Total Senior Homeowners	29,032
Rural Versus Urban	0.04%
<b>Senior Demand Converting from Homeownership</b>	<b>12</b>

**Total Demand**

Total Demand from Existing Households	543
Total New Demand	65
<b>Total Demand (New Plus Existing Households)</b>	<b>608</b>

Demand from Seniors Who Convert from Homeownership	12
Percent of Total Demand From Homeownership Conversion	1.96%
Is this Demand Over 2 percent of Total Demand?	No

**By Bedroom Demand**

One Person	49.1%	299
Two Persons	28.8%	175
Three Persons	8.7%	53
Four Persons	4.5%	27
Five Persons	8.9%	54
<b>Total</b>	<b>100.0%</b>	<b>608</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
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Of one-person households in 1BR units	60%	179
Of two-person households in 1BR units	20%	35
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
<hr/>		
Of one-person households in 2BR units	40%	119
Of two-person households in 2BR units	80%	140
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
<hr/>		
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	100%	53
Of four-person households in 3BR units	70%	19
Of five-person households in 3BR units	50%	27
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Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	8
Of five-person households in 4BR units	50%	27
<hr/>		
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
<b>Total Demand</b>		<b>608</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	214	-	16	=	198
2 BR	260	-	31	=	229
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>474</b>		<b>47</b>		<b>427</b>

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	18	/	198	=	9.1%
2 BR	24	/	229	=	10.5%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>42</b>		<b>427</b>		<b>9.8%</b>

**Market Rate**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Market**

Minimum Income Limit		\$20,550		Maximum Income Limit		\$55,800	
Income Category	New Renter Households - Total Change in Households PMA 2017 to Prj Mrkt Entry June 2021		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	26	3.5%	\$0	0.0%	0		
\$10,000-19,999	16	2.1%	\$0	0.0%	0		
\$20,000-29,999	67	9.1%	\$9,448	94.5%	64		
\$30,000-39,999	27	3.7%	\$9,999	100.0%	27		
\$40,000-49,999	107	14.5%	\$9,999	100.0%	107		
\$50,000-59,999	49	6.7%	\$5,800	58.0%	29		
\$60,000-74,999	80	10.8%	\$0	0.0%	0		
\$75,000-99,999	83	11.2%	\$0	0.0%	0		
\$100,000-124,999	105	14.1%	\$0	0.0%	0		
\$125,000-149,999	79	10.7%	\$0	0.0%	0		
\$150,000-199,999	52	7.1%	\$0	0.0%	0		
\$200,000+	49	6.7%	\$0	0.0%	0		
<b>Total</b>	<b>742</b>	<b>100.0%</b>		<b>30.6%</b>	<b>227</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Market**

Minimum Income Limit		\$20,550		Maximum Income Limit		\$55,800	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	781	9.5%	\$0	0.0%	0		
\$10,000-19,999	1,611	19.6%	\$0	0.0%	0		
\$20,000-29,999	977	11.9%	\$9,448	94.5%	923		
\$30,000-39,999	1,027	12.5%	\$9,999	100.0%	1,027		
\$40,000-49,999	907	11.0%	\$9,999	100.0%	907		
\$50,000-59,999	663	8.1%	\$5,800	58.0%	385		
\$60,000-74,999	585	7.1%	\$0	0.0%	0		
\$75,000-99,999	584	7.1%	\$0	0.0%	0		
\$100,000-124,999	487	5.9%	\$0	0.0%	0		
\$125,000-149,999	249	3.0%	\$0	0.0%	0		
\$150,000-199,999	211	2.6%	\$0	0.0%	0		
\$200,000+	143	1.7%	\$0	0.0%	0		
<b>Total</b>	<b>8,225</b>	<b>100.0%</b>		<b>39.4%</b>	<b>3,242</b>		

**ASSUMPTIONS - Market**

Tenancy	55+	% of Income towards Housing		40%	
Rural/Urban	Urban	Maximum # of Occupants		2	
Persons in Household	0BR	1BR	2BR	3BR	4BR+
1	0%	60%	40%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	100%	0%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	50%	50%

**Demand from New Renter Households 2017 to June 2021**

Income Target Population	Market
New Renter Households PMA	742
Percent Income Qualified	30.6%
<b>New Renter Income Qualified Households</b>	<b>227</b>

**Demand from Existing Households 2017**

**Demand from Rent Overburdened Households**

Income Target Population	Market
Total Existing Demand	8,225
Income Qualified	39.4%
Income Qualified Renter Households	3,242
Percent Rent Overburdened Prj Mrkt Entry June 2021	44.2%
<b>Rent Overburdened Households</b>	<b>1,434</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	3,242
Percent Living in Substandard Housing	1.3%
<b>Households Living in Substandard Housing</b>	<b>43</b>

**Senior Households Converting from Homeownership**

Income Target Population	Market
Total Senior Homeowners	29,032
Rural Versus Urban	0.12%
<b>Senior Demand Converting from Homeownership</b>	<b>33</b>

**Total Demand**

Total Demand from Existing Households	1,510
Total New Demand	227
<b>Total Demand (New Plus Existing Households)</b>	<b>1,737</b>

Demand from Seniors Who Convert from Homeownership	33
Percent of Total Demand From Homeownership Conversion	1.92%
Is this Demand Over 2 percent of Total Demand?	No

**By Bedroom Demand**

One Person	49.1%	853
Two Persons	28.8%	500
Three Persons	8.7%	152
Four Persons	4.5%	78
Five Persons	8.9%	155
<b>Total</b>	<b>100.0%</b>	<b>1,737</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
<hr/>		
Of one-person households in 1BR units	60%	512
Of two-person households in 1BR units	20%	100
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
<hr/>		
Of one-person households in 2BR units	40%	341
Of two-person households in 2BR units	80%	400
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
<hr/>		
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	100%	152
Of four-person households in 3BR units	70%	54
Of five-person households in 3BR units	50%	78
<hr/>		
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	23
Of five-person households in 4BR units	50%	78
<hr/>		
Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
<b>Total Demand</b>		<b>1,737</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	612	-	0	=	612
2 BR	741	-	0	=	741
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>1,353</b>		<b>0</b>		<b>1,353</b>

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	6	/	612	=	1.0%
2 BR	8	/	741	=	1.1%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>14</b>		<b>1,353</b>		<b>1.0%</b>

**Overall**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall**

Minimum Income Limit		\$19,470		Maximum Income Limit		\$55,800	
Income Category	New Renter Households - Total Change in		Income Brackets	Percent within Cohort	Renter Households within Bracket		
	Households PMA 2017 to Prj Mrkt Entry	June 2021					
\$0-9,999	26	3.5%	\$0	0.0%	0		
\$10,000-19,999	16	2.1%	\$528	5.3%	1		
\$20,000-29,999	67	9.1%	\$9,999	100.0%	67		
\$30,000-39,999	27	3.7%	\$9,999	100.0%	27		
\$40,000-49,999	107	14.5%	\$9,999	100.0%	107		
\$50,000-59,999	49	6.7%	\$5,800	58.0%	29		
\$60,000-74,999	80	10.8%	\$0	0.0%	0		
\$75,000-99,999	83	11.2%	\$0	0.0%	0		
\$100,000-124,999	105	14.1%	\$0	0.0%	0		
\$125,000-149,999	79	10.7%	\$0	0.0%	0		
\$150,000-199,999	52	7.1%	\$0	0.0%	0		
\$200,000+	49	6.7%	\$0	0.0%	0		
<b>Total</b>	<b>742</b>	<b>100.0%</b>		<b>31.2%</b>	<b>232</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall**

Minimum Income Limit		\$19,470		Maximum Income Limit		\$55,800	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	781	9.5%	\$0	0.0%	0		
\$10,000-19,999	1,611	19.6%	\$528	5.3%	85		
\$20,000-29,999	977	11.9%	\$9,999	100.0%	977		
\$30,000-39,999	1,027	12.5%	\$9,999	100.0%	1,027		
\$40,000-49,999	907	11.0%	\$9,999	100.0%	907		
\$50,000-59,999	663	8.1%	\$5,800	58.0%	385		
\$60,000-74,999	585	7.1%	\$0	0.0%	0		
\$75,000-99,999	584	7.1%	\$0	0.0%	0		
\$100,000-124,999	487	5.9%	\$0	0.0%	0		
\$125,000-149,999	249	3.0%	\$0	0.0%	0		
\$150,000-199,999	211	2.6%	\$0	0.0%	0		
\$200,000+	143	1.7%	\$0	0.0%	0		
<b>Total</b>	<b>8,225</b>	<b>100.0%</b>		<b>41.1%</b>	<b>3,381</b>		

**ASSUMPTIONS - Overall**

Tenancy		55+	% of Income towards Housing		40%
Rural/Urban		Urban	Maximum # of Occupants		2
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	60%	40%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	100%	0%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	50%	50%

**Demand from New Renter Households 2017 to June 2021**

Income Target Population	Overall
New Renter Households PMA	742
Percent Income Qualified	31.2%
<b>New Renter Income Qualified Households</b>	<b>232</b>

**Demand from Existing Households 2017**

**Demand from Rent Overburdened Households**

Income Target Population	Overall
Total Existing Demand	8,225
Income Qualified	41.1%
Income Qualified Renter Households	3,381
Percent Rent Overburdened Prj Mrkt Entry June 2021	44.2%
<b>Rent Overburdened Households</b>	<b>1,495</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	3,381
Percent Living in Substandard Housing	1.3%
<b>Households Living in Substandard Housing</b>	<b>44</b>

**Senior Households Converting from Homeownership**

Income Target Population	Overall
Total Senior Homeowners	29,032
Rural Versus Urban	0.12%
<b>Senior Demand Converting from Homeownership</b>	<b>35</b>

**Total Demand**

Total Demand from Existing Households	1,575
Total New Demand	232
<b>Total Demand (New Plus Existing Households)</b>	<b>1,806</b>

Demand from Seniors Who Convert from Homeownership	35
Percent of Total Demand From Homeownership Conversion	1.9%
Is this Demand Over 2 percent of Total Demand?	No

**By Bedroom Demand**

One Person	49.1%	887
Two Persons	28.8%	520
Three Persons	8.7%	158
Four Persons	4.5%	81
Five Persons	8.9%	161
<b>Total</b>	<b>100.0%</b>	<b>1,806</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
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Of one-person households in 1BR units	60%	532
Of two-person households in 1BR units	20%	104
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
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Of one-person households in 2BR units	40%	355
Of two-person households in 2BR units	80%	416
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
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Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	100%	158
Of four-person households in 3BR units	70%	56
Of five-person households in 3BR units	50%	81
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Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	24
Of five-person households in 4BR units	50%	81
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Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
<b>Total Demand</b>		<b>1,806</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	636	-	20	=	616
2 BR	770	-	40	=	730
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>1,406</b>		<b>60</b>		<b>1,346</b>

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	30	/	616	=	4.9%
2 BR	40	/	730	=	5.5%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>70</b>		<b>1,346</b>		<b>5.2%</b>

**Overall LIHTC**

**NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC**

Minimum Income Limit		\$19,470		Maximum Income Limit		\$33,480	
Income Category	New Renter Households - Total Change in Households PMA 2017 to Prj Mrkt Entry June 2021		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	26	3.5%	\$0	0.0%	0		
\$10,000-19,999	16	2.1%	\$528	5.3%	1		
\$20,000-29,999	67	9.1%	\$9,999	100.0%	67		
\$30,000-39,999	27	3.7%	\$3,480	34.8%	10		
\$40,000-49,999	107	14.5%	\$0	0.0%	0		
\$50,000-59,999	49	6.7%	\$0	0.0%	0		
\$60,000-74,999	80	10.8%	\$0	0.0%	0		
\$75,000-99,999	83	11.2%	\$0	0.0%	0		
\$100,000-124,999	105	14.1%	\$0	0.0%	0		
\$125,000-149,999	79	10.7%	\$0	0.0%	0		
\$150,000-199,999	52	7.1%	\$0	0.0%	0		
\$200,000+	49	6.7%	\$0	0.0%	0		
<b>Total</b>	<b>742</b>	<b>100.0%</b>		<b>10.5%</b>	<b>78</b>		

**POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC**

Minimum Income Limit		\$19,470		Maximum Income Limit		\$33,480	
Income Category	Total Renter Households PMA 2017		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	781	9.5%	\$0	0.0%	0		
\$10,000-19,999	1,611	19.6%	\$528	5.3%	85		
\$20,000-29,999	977	11.9%	\$9,999	100.0%	977		
\$30,000-39,999	1,027	12.5%	\$3,480	34.8%	357		
\$40,000-49,999	907	11.0%	\$0	0.0%	0		
\$50,000-59,999	663	8.1%	\$0	0.0%	0		
\$60,000-74,999	585	7.1%	\$0	0.0%	0		
\$75,000-99,999	584	7.1%	\$0	0.0%	0		
\$100,000-124,999	487	5.9%	\$0	0.0%	0		
\$125,000-149,999	249	3.0%	\$0	0.0%	0		
\$150,000-199,999	211	2.6%	\$0	0.0%	0		
\$200,000+	143	1.7%	\$0	0.0%	0		
<b>Total</b>	<b>8,225</b>	<b>100.0%</b>		<b>17.3%</b>	<b>1,420</b>		

**ASSUMPTIONS - Overall LIHTC**

Persons in Household	0BR	1BR	2BR	3BR	4BR+
1	0%	60%	40%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	100%	0%
4	0%	0%	0%	70%	30%
5+	0%	0%	0%	50%	50%

Tenancy	55+	% of Income towards Housing	40%
Rural/Urban	Urban	Maximum # of Occupants	2

**Demand from New Renter Households 2017 to June 2021**

Income Target Population	Overall LIHTC
New Renter Households PMA	742
Percent Income Qualified	10.5%
<b>New Renter Income Qualified Households</b>	<b>78</b>

**Demand from Existing Households 2017**

**Demand from Rent Overburdened Households**

Income Target Population	Overall LIHTC
Total Existing Demand	8,225
Income Qualified	17.3%
Income Qualified Renter Households	1,420
Percent Rent Overburdened Prj Mrkt Entry June 2021	44.2%
<b>Rent Overburdened Households</b>	<b>628</b>

**Demand from Living in Substandard Housing**

Income Qualified Renter Households	1,420
Percent Living in Substandard Housing	1.3%
<b>Households Living in Substandard Housing</b>	<b>19</b>

**Senior Households Converting from Homeownership**

Income Target Population	Overall LIHTC
Total Senior Homeowners	29,032
Rural Versus Urban	0.05%
<b>Senior Demand Converting from Homeownership</b>	<b>15</b>

**Total Demand**

Total Demand from Existing Households	661
Total New Demand	78
<b>Total Demand (New Plus Existing Households)</b>	<b>739</b>

Demand from Seniors Who Convert from Homeownership	15
Percent of Total Demand From Homeownership Conversion	1.96%
Is this Demand Over 2 percent of Total Demand?	No

**By Bedroom Demand**

One Person	49.1%	363
Two Persons	28.8%	213
Three Persons	8.7%	65
Four Persons	4.5%	33
Five Persons	8.9%	66
<b>Total</b>	<b>100.0%</b>	<b>739</b>

**To place Person Demand into Bedroom Type Units**

Of one-person households in studio units	0%	0
Of two-person households in studio units	0%	0
Of three-person households in studio units	0%	0
Of four-person households in studio units	0%	0
Of five-person households in studio units	0%	0
<hr/>		
Of one-person households in 1BR units	60%	218
Of two-person households in 1BR units	20%	43
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
<hr/>		
Of one-person households in 2BR units	40%	145
Of two-person households in 2BR units	80%	170
Of three-person households in 2BR units	0%	0
Of four-person households in 2BR units	0%	0
Of five-person households in 2BR units	0%	0
<hr/>		
Of one-person households in 3BR units	0%	0
Of two-person households in 3BR units	0%	0
Of three-person households in 3BR units	100%	65
Of four-person households in 3BR units	70%	23
Of five-person households in 3BR units	50%	33
<hr/>		
Of one-person households in 4BR units	0%	0
Of two-person households in 4BR units	0%	0
Of three-person households in 4BR units	0%	0
Of four-person households in 4BR units	30%	10
Of five-person households in 4BR units	50%	33
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Of one-person households in 5BR units	0%	0
Of two-person households in 5BR units	0%	0
Of three-person households in 5BR units	0%	0
Of four-person households in 5BR units	0%	0
Of five-person households in 5BR units	0%	0
<b>Total Demand</b>		<b>739</b>

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	260	-	20	=	240
2 BR	315	-	40	=	275
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
<b>Total</b>	<b>575</b>		<b>60</b>		<b>515</b>

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	24	/	240	=	10.0%
2 BR	32	/	275	=	11.6%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
<b>Total</b>	<b>56</b>		<b>515</b>		<b>10.9%</b>

## Conclusions

Our demand analysis is used to determine a base of demand for the Subject as a tax credit property. Several factors affect the indicated capture rates and are discussed following.

- The number of senior households in the PMA is expected to increase 12.5 percent between 2017 and 2021.
- This demand analysis does not measure the PMA’s or Subject’s ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

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

### DEMAND AND NET DEMAND

DCA Conclusion Tables (Family)	HH at @50% AMI (\$19,470 to \$27,900)	HH at @60% AMI (\$21,720 to \$33,480)	HH at Market AMI (\$20,550 to \$55,800)	All Tax Credit Households
Demand from New Households (age and income appropriate)	54	65	227	78
<b>PLUS</b>	+	+	+	+
Demand from Existing Renter Households - Substandard Housing	11	15	43	19
<b>PLUS</b>	+	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	379	516	1,434	628
Sub Total	444	597	1,704	724
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	9	12	33	15
<b>Equals Total Demand</b>	453	608	1,737	739
<b>Less</b>	-	-	-	-
Competitive New Supply	13	47	0	60
<b>Equals Net Demand</b>	440	561	1,737	679

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Absorption	Average Market Rents	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR @50%	\$19,470	\$27,900	6	160	4	156	3.9%	>3 months	\$714	\$475	\$1,012	\$520
1BR @60%	\$21,720	\$33,480	18	214	16	198	9.1%	>3 months	\$773	\$558	\$1,012	\$595
1BR Market	\$20,550	\$55,800	6	612	0	612	1.0%	>3 months	\$828	\$583	\$1,012	\$685
1BR Overall	\$19,470	\$55,800	30	636	20	616	4.9%	>3 months	-	-	-	-
1BR LIHTC	\$19,470	\$33,480	24	260	20	240	10.0%	>3 months	-	-	-	-
2BR @50%	\$23,370	\$27,900	8	193	9	184	4.3%	>3 months	\$797	\$530	\$1,167	\$620
2BR @60%	\$25,920	\$33,480	24	260	31	229	10.5%	>3 months	\$873	\$530	\$1,167	\$705
2BR Market	\$24,330	\$55,800	8	741	0	741	1.1%	>3 months	\$964	\$703	\$1,167	\$811
2BR Overall	\$23,370	\$55,800	40	770	40	730	5.5%	>3 months	-	-	-	-
2BR LIHTC	\$23,370	\$33,480	32	315	40	275	11.6%	>3 months	-	-	-	-
@50% Overall	\$19,470	\$27,900	14	353	13	340	4.1%	>3 months	-	-	-	-
@60% Overall	\$21,720	\$33,480	42	474	47	427	9.8%	>3 months	-	-	-	-
Market Overall	\$20,550	\$55,800	14	1,353	0	1,353	1.0%	>3 months	-	-	-	-
Overall	\$19,470	\$55,800	70	1,406	60	1,346	5.2%	>3 months	-	-	-	-
Overall LIHTC	\$19,470	\$33,480	56	575	60	515	10.9%	>3 months	-	-	-	-

As the analysis illustrates, the Subject’s capture rates at the 50 percent AMI level will range from 3.9 to 4.3 percent, with an overall capture rate of 4.1 percent. The Subject’s 60 percent AMI capture rates range from 9.1 to 10.5 percent, with an overall capture rate of 9.8 percent. The Subject’s capture rates for its market rate units will range from 1.0 to 1.1 percent, with an overall capture rate of 1.0 percent. The overall capture rate for the project’s 50 and 60 percent units is 10.9 percent. Therefore, we believe there is adequate demand for the Subject. All capture rates are within the Georgia DCA thresholds.

# **H. COMPETITIVE RENTAL ANALYSIS**

## Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 13 comparable properties containing 2,256 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided on the following pages. A map illustrating the location of the Subject in relation to comparable properties is also provided on the following pages. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

The availability of LIHTC data is considered good; there are 10 stabilized LIHTC properties in the PMA. Six of these LIHTC properties are included as comparable developments in this report. Five of these six properties target seniors, similar to the Subject. Two of these properties also offer unrestricted market rate units, similar to the Subject. Five of the comparable LIHTC properties are all located in the PMA, between 4.7 and 14.1 miles of the proposed Subject. Shoal Creek Manor is located just outside of the PMA to the east.

The availability of market rate data is considered good. The Subject is located in Lovejoy but in a relatively rural community. There are some multifamily developments in the Subject’s immediate community, of which three properties are included as comparable developments in this report. Four additional market rate properties from McDonough and Griffin are included as comparable developments in this report. Note that none of these properties are age-restricted. There are limited age-restricted market rate properties that do not also offer independent or assisted living services including meals and housekeeping. All of the market rate properties are located in the PMA, between 0.3 and 11.0 miles from the Subject site. Overall, we believe the market rate properties used in our analysis are the most comparable. Other market rate properties are excluded based on proximity and unit types.

## Excluded Properties

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

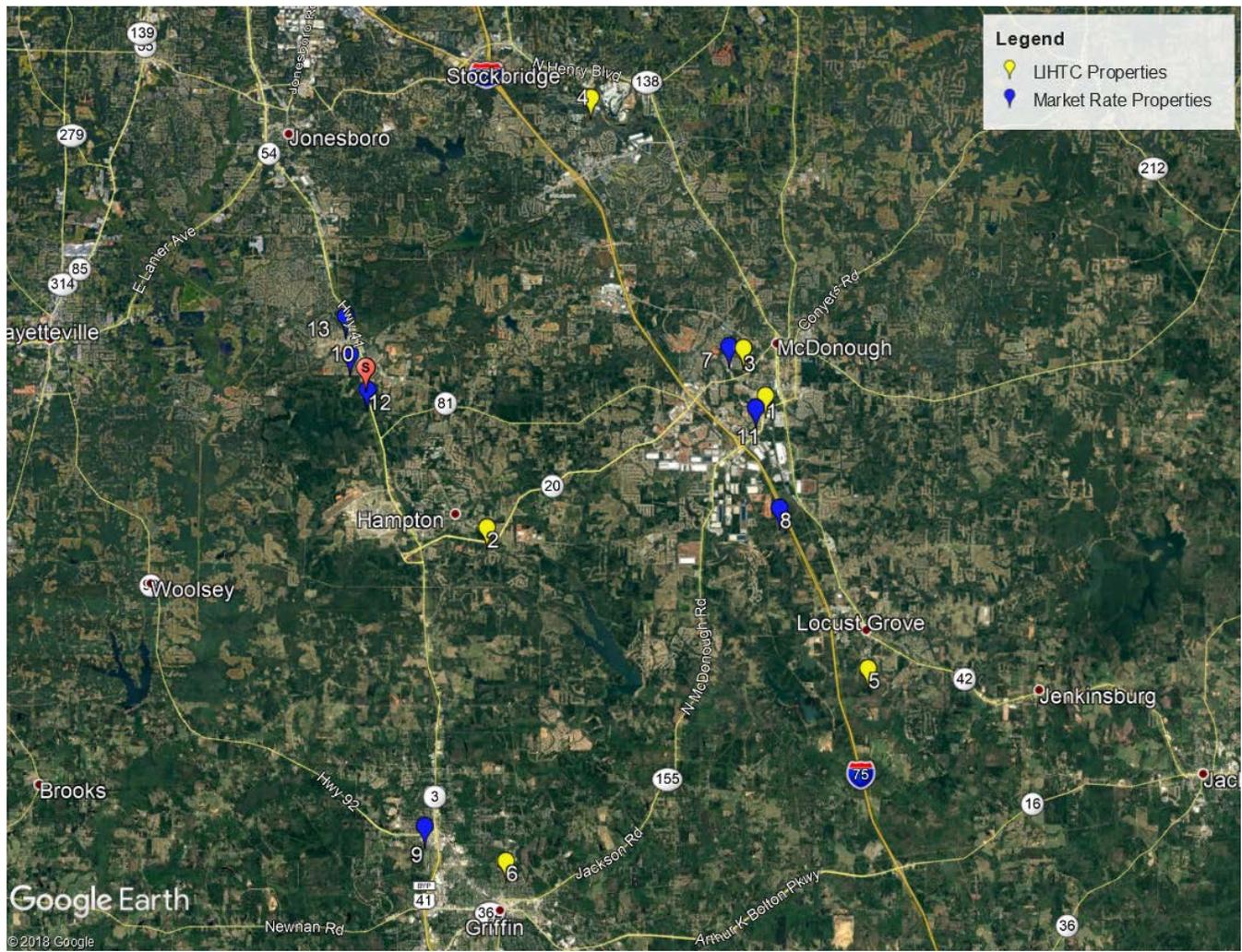
### EXCLUDED PROPERTIES

Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion
Madison Heights I	LIHTC	Hampton	Family	120	Under construction
Madison Heights II	LIHTC	Hampton	Family	120	Under construction
Ashley Woods Apartments	LIHTC	Stockbridge	Family	128	Dissimilar tenancy
Glenco Trace Apartments	LIHTC	Griffin	Senior	72	More comparable properties available
Pinebrooke Apartments	LIHTC	Riverdale	Family	130	Dissimilar tenancy
Sable Chase Apartments	LIHTC	McDonough	Family	225	Dissimilar tenancy
Brookshire Apartments	Rural Development	McDonough	Family	46	Subsidized
Fairmont Homes	Public Housing	Griffin	Family	80	Subsidized
Hooten Street Apartments	Public Housing	McDonough	Family	20	Subsidized
Lamar Point	Public Housing	McDonough	Family	39	Subsidized
Weaver-Thurman Crossing	Public Housing	McDonough	Family	51	Subsidized
Northside Hills Apartments	Section 8	Griffin	Family	264	Subsidized
Riverwood I, II, III	Section 8	Jonesboro	Family	282	Subsidized
Keystone Apartments	Section 8	Jonesboro	Family	184	Subsidized
St. George's Court	Section 8	Griffin	Family	100	Subsidized

**BEAR CREEK VILLAGE – LOVEJOY, GEORGIA – MARKET STUDY**

Property Name	Program	Location	Tenancy	# of Units	Reason for Exclusion
The Reserve at Stockbridge	Market	Stockbridge	Family	88	More comparable properties available
900 Dwell Apartments	Market	Stockbridge	Family	200	More comparable properties available
Brooks Crossing	Market	Riverdale	Family	224	More comparable properties available
Camden Stockbridge	Market	Stockbridge	Family	304	More comparable properties available
860 South Apartments	Market	Stockbridge	Family	290	More comparable properties available
Southwinds Point	Market	Stockbridge	Family	240	More comparable properties available
Echelon Park Apartments	Market	McDonough	Family	240	More comparable properties available
Flint River Crossing	Market	Jonesboro	Family	200	More comparable properties available
Haddon Place Apartments	Market	McDonough	Family	250	More comparable properties available
Hampton Point Apartments	Market	McDonough	Family	276	More comparable properties available
Mandalay Villas	Market	McDonough	Family	300	More comparable properties available
Meadowlark Apartments	Market	McDonough	Family	56	More comparable properties available
North Park At Eagles Landing	Market	Stockbridge	Family	224	More comparable properties available
Canterbury Townhomes	Market	Jonesboro	Family	160	More comparable properties available
Preston Creek Apartments	Market	McDonough	Family	334	More comparable properties available
Springs At McDonough	Market	McDonough	Family	268	More comparable properties available
St. Ives Crossing	Market	Stockbridge	Family	348	More comparable properties available
Stonegate At Eagles Landing	Market	Stockbridge	Family	167	More comparable properties available
Sundance Creek	Market	McDonough	Family	232	More comparable properties available
The Abbey At Eagles Landing	Market	Stockbridge	Family	244	More comparable properties available
Bloom at Tara	Market	Jonesboro	Family	134	More comparable properties available
Villas At South Point	Market	McDonough	Family	284	More comparable properties available
Vineyard Creek Apartments	Market	Griffin	Family	60	More comparable properties available
Willow Chase Cove Apartments	Market	McDonough	Family	76	More comparable properties available
Wythrope Forest	Market	Riverdale	Family	270	More comparable properties available
Addison on Cobblestone	Market	Fayetteville	Family	248	More comparable properties available
Belmont Crossing Apartment Homes	Market	Riverdale	Family	316	More comparable properties available
Bloom at Jonesboro	Market	Jonesboro	Family	116	More comparable properties available
Clarendon Place	Market	Fayetteville	Family	108	More comparable properties available
Colton Creek Apartments	Market	McDonough	Family	500	More comparable properties available
Commodore Apartments	Market	McDonough	Family	30	More comparable properties available
Eastwood Village	Market	Stockbridge	Family	260	More comparable properties available
Estates at McDonough	Market	McDonough	Family	240	More comparable properties available
North Pointe Apartments	Market	Griffin	Family	32	More comparable properties available
Olivia Place	Market	Stockbridge	Family	128	More comparable properties available
Patriots Point	Market	Locust Grove	Family	18	More comparable properties available
Sutter Lake Apartment Homes	Market	Riverdale	Family	426	More comparable properties available
Swanbrook Manor Apartments	Market	Fayetteville	Family	92	More comparable properties available
Villas by the Lake	Market	Jonesboro	Family	256	More comparable properties available
Vineyard Villas	Market	Griffin	Family	77	More comparable properties available
Weatherly Walk	Market	Fayetteville	Family	194	More comparable properties available
West Burke Apartments	Market	Stockbridge	Family	22	More comparable properties available

Comparable Rental Property Map



Source: Google Earth, May 2018.

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Tenancy	Distance to Subject
S	Bear Creek Village	Lovejoy	@50%, @60%, Market	Senior	-
1	Grier Senior Manor	McDonough	@30%, @50%, @54%, Market	Senior	9.7 miles
2	Hampton Court	Hampton	@50%, @60%	Senior	4.7 miles
3	Heritage At McDonough	McDonough	@50%, @60%	Senior	9.2 miles
4	Red Oak Village	Stockbridge	@50%, @60%	Senior	8.8 miles
5	Shoal Creek Manor	Locust Grove	@50%, @60%	Senior	14.1 miles
6	St. Phillip Villas	Griffin	@50%, @60%, Market	Family	12.3 miles
7	Amber Chase Apartments	McDonough	Market	Family	8.9 miles
8	Eagle's Brooke	Locust Grove	Market	Family	10.6 miles
9	Griffin Crossing Apartments	Griffin	Market	Family	11.0 miles
10	Lakeside Villas	Hampton	Market	Family	0.7 miles
11	The Crossing At McDonough	McDonough	Market	Family	9.5 miles
12	Villas At Hampton	Hampton	Market	Family	0.3 miles
13	Walden Landing	Hampton	Market	Family	1.6 miles

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

**SUMMARY MATRIX**

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Bear Creek Village Talmadge Rd And Tara Blvd Lovejoy, GA 30228 Clayton County	-	One-story (1 stories) 2021 / n/a Senior	@50%, @60%, Market	1BR / 1BA	6	8.6%	750	@50%	\$520	No		N/A	N/A
					1BR / 1BA	18	25.7%	750	@60%	\$595	No		N/A	N/A
					1BR / 1BA	6	8.6%	750	Market	\$685	N/A		N/A	N/A
					2BR / 2BA	8	11.4%	950	@50%	\$620	No		N/A	N/A
					2BR / 2BA	24	34.3%	950	@60%	\$705	No		N/A	N/A
					2BR / 2BA	8	11.4%	950	Market	\$811	N/A		N/A	N/A
					70	100.0%						N/A	N/A	
1	Grier Senior Manor 391 Old Griffin Rd Mcdonough, GA 30253 Henry County	9.7 miles	Lowrise (2 stories) 2005 / n/a Senior	@30%, @50%, @54%, Market	1BR / 1BA	3	4.7%	657	@30%	\$308	Yes	Yes	0	0.0%
					1BR / 1BA	16	25.0%	657	@50%	\$561	Yes	Yes	0	0.0%
					1BR / 1BA	5	7.8%	657	@54%	\$613	Yes	Yes	0	0.0%
					1BR / 1BA	8	12.5%	657	Market	\$675	N/A	No	0	0.0%
					2BR / 2BA	3	4.7%	900	@30%	\$333	Yes	Yes	0	0.0%
					2BR / 2BA	16	25.0%	900	@50%	\$638	Yes	Yes	0	0.0%
					2BR / 2BA	5	7.8%	900	@54%	\$700	Yes	Yes	0	0.0%
					8	12.5%	900	Market	\$785	N/A	No	0	0.0%	
					64	100.0%						0	0.0%	
2	Hampton Court 100 S Hampton Rd Hampton, GA 30228 Henry County	4.7 miles	Garden (2 stories) 2014 / n/a Senior	@50%, @60%	2BR / 2BA	9	15.0%	1,200	@50%	\$530	No	Yes	1	11.1%
					2BR / 2BA	51	85.0%	1,200	@60%	\$530	No	Yes	1	2.0%
						60	100.0%						2	3.3%
3	Heritage At Mcdonough 180 Bridges Rd Mcdonough, GA 30253 Henry County	9.2 miles	Garden (3 stories) 2011 / n/a Senior	@50%, @60%	1BR / 1BA	N/A	N/A	722	@50%	\$569	Yes	Yes	0	N/A
					1BR / 1BA	N/A	N/A	722	@60%	\$699	Yes	Yes	2	N/A
					2BR / 2BA	N/A	N/A	1,103	@50%	\$670	Yes	Yes	0	N/A
					2BR / 2BA	N/A	N/A	1,103	@60%	\$826	Yes	Yes	2	N/A
					105	N/A						4	3.8%	
4	Red Oak Village 770 Rock Quarry Road Stockbridge, GA 30281 Henry County	8.8 miles	Lowrise (3 stories) 2017 / n/a Senior	@50%, @60%	1BR / 1BA	4	6.7%	750	@50%	\$475	No	Yes	0	0.0%
					1BR / 1BA	16	26.7%	750	@60%	\$565	No	Yes	0	0.0%
					2BR / 1BA	9	15.0%	950	@50%	\$565	No	Yes	0	0.0%
					2BR / 1BA	31	51.7%	950	@60%	\$690	No	Yes	0	0.0%
					60	100.0%						0	0.0%	
5	Shoal Creek Manor 120 L.G. Griffin Road Locust Grove, GA 30248 Henry County	14.1 miles	Midrise (4 stories) 2011 / n/a Senior	@50%, @60%	2BR / 2BA	14	21.2%	1,008	@50%	\$659	Yes	Yes	0	0.0%
					2BR / 2BA	52	78.8%	1,008	@60%	\$816	Yes	Yes	0	0.0%
					66	100.0%							0	0.0%
6	St. Phillip Villas 829 N Hill Street Griffin, GA 30223 Spalding County	12.3 miles	Garden (2 stories) 2002 / n/a Family	@50%, @60%, Market	1BR / 1BA	4	6.7%	975	@50%	\$548	No	Yes	0	0.0%
					1BR / 1BA	4	6.7%	975	@60%	\$558	No	Yes	0	0.0%
					1BR / 1BA	4	6.7%	975	Market	\$583	N/A	Yes	0	0.0%
					2BR / 2BA	12	20.0%	1,175	@50%	\$658	No	Yes	0	0.0%
					2BR / 2BA	20	33.3%	1,175	@60%	\$683	No	Yes	0	0.0%
					2BR / 2BA	4	6.7%	1,175	Market	\$703	N/A	Yes	0	0.0%
					3BR / 2BA	4	6.7%	1,350	@50%	\$745	No	Yes	1	25.0%
					3BR / 2BA	4	6.7%	1,350	@60%	\$750	No	Yes	0	0.0%
					4	6.7%	1,350	Market	\$760	N/A	Yes	0	0.0%	
					60	100.0%						1	1.7%	

**BEAR CREEK VILLAGE – LOVEJOY, GEORGIA – MARKET STUDY**

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent?	Waiting List?	Vacant Units	Vacancy Rate
Subject	Bear Creek Village Talmadge Rd And Tara Blvd Lovejoy, GA 30228 Clayton County	-	One-story (1 stories) 2021 / n/a Senior	@50%, @60%, Market	1BR / 1BA	6	8.6%	750	@50%	\$520	No		N/A	N/A
					1BR / 1BA	18	25.7%	750	@60%	\$595	No	N/A	N/A	
					1BR / 1BA	6	8.6%	750	Market	\$685	N/A	N/A	N/A	
					2BR / 2BA	8	11.4%	950	@50%	\$620	No	N/A	N/A	
					2BR / 2BA	24	34.3%	950	@60%	\$705	No	N/A	N/A	
					2BR / 2BA	8	11.4%	950	Market	\$811	N/A	N/A	N/A	
					<b>70</b>	<b>100.0%</b>					<b>N/A</b>	<b>N/A</b>		
7	Amber Chase Apartments 570 McDonough Parkway McDonough, GA 30253 Henry County	8.9 miles	Garden (2 stories) 1999 / n/a Family	Market	1BR / 1BA	N/A	N/A	800	Market	\$966	N/A	No	N/A	N/A
					2BR / 1BA	N/A	N/A	1,117	Market	\$1,136	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,157	Market	\$1,166	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,223	Market	\$1,016	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,332	Market	\$1,216	N/A	No	N/A	N/A
					<b>352</b>	<b>N/A</b>					<b>11</b>	<b>3.1%</b>		
8	Eagle's Brooke 100 Malaga Way Locust Grove, GA 30248 Henry County	10.6 miles	Garden (3 stories) 2009 / n/a Family	Market	1BR / 1BA	120	48.4%	955	Market	\$927	N/A	No	N/A	N/A
					2BR / 2BA	104	41.9%	1,265	Market	\$1,167	N/A	No	N/A	N/A
					3BR / 2BA	24	9.7%	1,519	Market	\$1,467	N/A	No	N/A	N/A
										<b>248</b>	<b>100.0%</b>			
9	Griffin Crossing Apartments 1597 West McIntosh Road Griffin, GA 30223 Spalding County	11.0 miles	Garden (2 stories) 1986 / 2006 Family	Market	1BR / 1BA	80	29.4%	824	Market	\$675	N/A	No	5	6.3%
					2BR / 2BA	168	61.8%	944	Market	\$819	N/A	No	3	1.8%
					3BR / 2BA	24	8.8%	1,090	Market	\$894	N/A	No	1	4.2%
										<b>272</b>	<b>100.0%</b>			
10	Lakeside Villas 1992 Lovejoy Rd Hampton, GA 30228 Henry County	0.7 miles	Garden (3 stories) 2002 / n/a Family	Market	1BR / 1BA	N/A	N/A	691	Market	\$868	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	880	Market	\$918	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,177	Market	\$998	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	1,309	Market	\$1,038	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,479	Market	\$1,145	N/A	No	N/A	N/A
					<b>250</b>	<b>N/A</b>					<b>3</b>	<b>1.2%</b>		
11	The Crossing At McDonough 100 Crossing Boulevard McDonough, GA 30253 Henry County	9.5 miles	Garden (3 stories) 2004 / n/a Family	Market	1BR / 1BA	N/A	N/A	908	Market	\$1,012	N/A	No	1	N/A
					2BR / 2BA	N/A	N/A	1,152	Market	\$1,032	N/A	No	4	N/A
					3BR / 2BA	35	13.9%	1,390	Market	\$1,257	N/A	No	6	17.1%
										<b>252</b>	<b>13.9%</b>			
12	Villas At Hampton 12227 Tara Blvd Hampton, GA 30228 Henry County	0.3 miles	Garden (3 stories) 2000 / n/a Family	Market	1BR / 1BA	N/A	N/A	691	Market	\$803	N/A	No	1	N/A
					1BR / 1BA	N/A	N/A	880	Market	\$973	N/A	No	0	N/A
					2BR / 2BA	N/A	N/A	1,177	Market	\$1,073	N/A	No	1	N/A
					2BR / 2BA	N/A	N/A	1,309	Market	\$1,138	N/A	No	0	N/A
					3BR / 2BA	N/A	N/A	1,460	Market	\$1,255	N/A	No	1	N/A
					<b>224</b>	<b>N/A</b>					<b>3</b>	<b>1.3%</b>		
13	Walden Landing 11015 Tara Blvd Hampton, GA 30228 Bibb County	1.6 miles	Midrise (4 stories) 2000 / n/a Family	Market	1BR / 1BA	92	37.9%	824	Market	\$822	N/A	No	1	1.1%
					1BR / 1BA	N/A	N/A	909	Market	\$837	N/A	No	0	N/A
					1.5BR / 1BA	N/A	N/A	1,094	Market	\$892	N/A	No	0	N/A
					2BR / 2BA	108	44.4%	1,166	Market	\$902	N/A	No	0	0.0%
					2BR / 2BA	N/A	N/A	1,261	Market	\$982	N/A	No	0	N/A
					<b>43</b>	<b>17.7%</b>	1,403	Market	\$1,032	N/A	Yes	1	2.3%	
					<b>243</b>	<b>100.0%</b>					<b>2</b>	<b>0.8%</b>		

**BEAR CREEK VILLAGE – LOVEJOY, GEORGIA – MARKET STUDY**

<b>RENT AND SQUARE FOOTAGE RANKING -- All rents adjusted for utilities and concessions extracted from the market.</b>				
	Units Surveyed:	2,256	Weighted Occupancy:	97.3%
	Market Rate	1,841	Market Rate	97.0%
	Tax Credit	415	Tax Credit	98.3%
<b>One-Bedroom One Bath</b>		<b>Two-Bedroom Two Bath</b>		
<b>RENT</b>	<b>Property</b>	<b>Average</b>	<b>Property</b>	<b>Average</b>
	The Crossing At Mcdonough (Market)	\$1,012	Eagle's Brooke (Market)	\$1,167
	Villas At Hampton (Market)	\$973	Amber Chase Apartments (Market)	\$1,166
	Amber Chase Apartments (Market)	\$966	Villas At Hampton (Market)	\$1,138
	Eagle's Brooke (Market)	\$927	Amber Chase Apartments (Market)(1BA)	\$1,136
	Lakeside Villas (Market)	\$918	Villas At Hampton (Market)	\$1,073
	Lakeside Villas (Market)	\$868	Lakeside Villas (Market)	\$1,038
	Walden Landing (Market)	\$837	The Crossing At Mcdonough (Market)	\$1,032
	Walden Landing (Market)	\$822	Amber Chase Apartments (Market)	\$1,016
	Villas At Hampton (Market)	\$803	Lakeside Villas (Market)	\$998
	Heritage At Mcdonough (@60%)	\$699	Walden Landing (Market)	\$982
	<b>Bear Creek Village (Market)</b>	<b>\$685</b>	Walden Landing (Market)	\$902
	Grier Senior Manor (Market)	\$675	Heritage At Mcdonough (@60%)	\$826
	Griffin Crossing Apartments (Market)	\$675	Griffin Crossing Apartments (Market)	\$819
	Grier Senior Manor (@54%)	\$613	Shoal Creek Manor (@60%)	\$816
	<b>Bear Creek Village (@60%)</b>	<b>\$595</b>	<b>Bear Creek Village (Market)</b>	<b>\$811</b>
	St. Phillip Villas (Market)	\$583	Grier Senior Manor (Market)	\$785
	Heritage At Mcdonough (@50%)	\$569	<b>Bear Creek Village (@60%)</b>	<b>\$705</b>
	Red Oak Village (@60%)	\$565	St. Phillip Villas (Market)	\$703
	Grier Senior Manor (@50%)	\$561	Grier Senior Manor (@54%)	\$700
	St. Phillip Villas (@60%)	\$558	Red Oak Village (@60%)(1BA)	\$690
	St. Phillip Villas (@50%)	\$548	St. Phillip Villas (@60%)	\$683
	<b>Bear Creek Village (@50%)</b>	<b>\$520</b>	Heritage At Mcdonough (@50%)	\$670
	Red Oak Village (@50%)	\$475	Shoal Creek Manor (@50%)	\$659
	Grier Senior Manor (@30%)	\$308	St. Phillip Villas (@50%)	\$658
			Grier Senior Manor (@50%)	\$638
			<b>Bear Creek Village (@50%)</b>	<b>\$620</b>
			Red Oak Village (@50%)(1BA)	\$565
			Hampton Court (@60%)	\$530
			Hampton Court (@50%)	\$530
			Grier Senior Manor (@30%)	\$333
<b>SQUARE FOOTAGE</b>				
	St. Phillip Villas (@50%)	975	Lakeside Villas (Market)	1,309
	St. Phillip Villas (@60%)	975	Villas At Hampton (Market)	1,309
	St. Phillip Villas (Market)	975	Eagle's Brooke (Market)	1,265
	Eagle's Brooke (Market)	955	Walden Landing (Market)	1,261
	Walden Landing (Market)	909	Amber Chase Apartments (Market)	1,223
	The Crossing At Mcdonough (Market)	908	Hampton Court (@50%)	1,200
	Lakeside Villas (Market)	880	Hampton Court (@60%)	1,200
	Villas At Hampton (Market)	880	Lakeside Villas (Market)	1,177
	Griffin Crossing Apartments (Market)	824	Villas At Hampton (Market)	1,177
	Walden Landing (Market)	824	St. Phillip Villas (@60%)	1,175
	Amber Chase Apartments (Market)	800	St. Phillip Villas (@50%)	1,175
	<b>Bear Creek Village (@60%)</b>	<b>750</b>	St. Phillip Villas (Market)	1,175
	<b>Bear Creek Village (@50%)</b>	<b>750</b>	Walden Landing (Market)	1,166
	Red Oak Village (@50%)	750	Amber Chase Apartments (Market)	1,157
	Red Oak Village (@60%)	750	The Crossing At Mcdonough (Market)	1,152
	<b>Bear Creek Village (Market)</b>	<b>750</b>	Amber Chase Apartments (Market)(1BA)	1,117
	Heritage At Mcdonough (@50%)	722	Heritage At Mcdonough (@60%)	1,103
	Heritage At Mcdonough (@60%)	722	Heritage At Mcdonough (@50%)	1,103
	Lakeside Villas (Market)	691	Shoal Creek Manor (@60%)	1,008
	Villas At Hampton (Market)	691	Shoal Creek Manor (@50%)	1,008
	Grier Senior Manor (@50%)	657	<b>Bear Creek Village (@60%)</b>	<b>950</b>
	Grier Senior Manor (@54%)	657	Red Oak Village (@50%)(1BA)	950
	Grier Senior Manor (Market)	657	Red Oak Village (@60%)(1BA)	950
	Grier Senior Manor (@30%)	657	<b>Bear Creek Village (@50%)</b>	<b>950</b>
			<b>Bear Creek Village (Market)</b>	<b>950</b>
			Griffin Crossing Apartments (Market)	944
			Grier Senior Manor (@30%)	900
			Grier Senior Manor (Market)	900
			Grier Senior Manor (@50%)	900
			Grier Senior Manor (@54%)	900

**BEAR CREEK VILLAGE – LOVEJOY, GEORGIA – MARKET STUDY**

<b>RENT PER SQUARE FOOT</b>	Lakeside Villas (Market)	\$1.26	Amber Chase Apartments (Market)(1BA)	\$1.02
	Amber Chase Apartments (Market)	\$1.21	Amber Chase Apartments (Market)	\$1.01
	Villas At Hampton (Market)	\$1.16	Eagle's Brooke (Market)	\$0.92
	The Crossing At Mcdonough (Market)	\$1.11	Villas At Hampton (Market)	\$0.91
	Villas At Hampton (Market)	\$1.11	The Crossing At Mcdonough (Market)	\$0.90
	Lakeside Villas (Market)	\$1.04	Grier Senior Manor (Market)	\$0.87
	Grier Senior Manor (Market)	\$1.03	Villas At Hampton (Market)	\$0.87
	Walden Landing (Market)	\$1.00	Griffin Crossing Apartments (Market)	\$0.87
	Eagle's Brooke (Market)	\$0.97	<b>Bear Creek Village (Market)</b>	<b>\$0.85</b>
	Heritage At Mcdonough (@60%)	\$0.97	Lakeside Villas (Market)	\$0.85
	Grier Senior Manor (@54%)	\$0.93	Amber Chase Apartments (Market)	\$0.83
	Walden Landing (Market)	\$0.92	Shoal Creek Manor (@60%)	\$0.81
	<b>Bear Creek Village (Market)</b>	<b>\$0.91</b>	Lakeside Villas (Market)	\$0.79
	Grier Senior Manor (@50%)	\$0.85	Walden Landing (Market)	\$0.78
	Griffin Crossing Apartments (Market)	\$0.82	Grier Senior Manor (@54%)	\$0.78
	<b>Bear Creek Village (@60%)</b>	<b>\$0.79</b>	Walden Landing (Market)	\$0.77
	Heritage At Mcdonough (@50%)	\$0.79	Heritage At Mcdonough (@60%)	\$0.75
	Red Oak Village (@60%)	\$0.75	<b>Bear Creek Village (@60%)</b>	<b>\$0.74</b>
	<b>Bear Creek Village (@50%)</b>	<b>\$0.69</b>	Red Oak Village (@60%)(1BA)	\$0.73
	Red Oak Village (@50%)	\$0.63	Grier Senior Manor (@50%)	\$0.71
	St. Phillip Villas (Market)	\$0.60	Shoal Creek Manor (@50%)	\$0.65
	St. Phillip Villas (@60%)	\$0.57	<b>Bear Creek Village (@50%)</b>	<b>\$0.65</b>
	St. Phillip Villas (@50%)	\$0.56	Heritage At Mcdonough (@50%)	\$0.61
	Grier Senior Manor (@30%)	\$0.47	St. Phillip Villas (Market)	\$0.60

# PROPERTY PROFILE REPORT

## Grier Senior Manor

Effective Rent Date	4/13/2018
Location	391 Old Griffin Rd Mcdonough, GA 30253 Henry County
Distance	9.1 miles
Units	64
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (age-restricted) (2 stories)
Year Built/Renovated	2005 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None
Tenant Characteristics	Seniors 55+; 20 percent previous homeowners; average age is 68; almost all are retired
Contact Name	Miriam
Phone	770-288-2311



### Market Information

Program	@30%, @50%, @54%, Market
Annual Turnover Rate	5%
Units/Month Absorbed	N/A
HCV Tenants	2%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased two to eight percent
Concession	None
Waiting List	15 households

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (2 stories)	3	657	\$308	\$0	@30%	Yes	0	0.0%	yes	None
1	1	Lowrise (2 stories)	16	657	\$561	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Lowrise (2 stories)	5	657	\$613	\$0	@54%	Yes	0	0.0%	yes	None
1	1	Lowrise (2 stories)	8	657	\$675	\$0	Market	No	0	0.0%	N/A	None
2	2	Lowrise (2 stories)	3	900	\$333	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Lowrise (2 stories)	16	900	\$638	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Lowrise (2 stories)	5	900	\$700	\$0	@54%	Yes	0	0.0%	yes	None
2	2	Lowrise (2 stories)	8	900	\$785	\$0	Market	No	0	0.0%	N/A	None



Trend Report

Vacancy Rates

1Q15	2Q16	2Q17	2Q18
4.7%	0.0%	0.0%	0.0%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$284	\$0	\$284	\$284
2016	2	N/A	\$284	\$0	\$284	\$284
2017	2	N/A	\$284	\$0	\$284	\$284
2018	2	0.0%	\$308	\$0	\$308	\$308

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$333	\$0	\$333	\$333
2016	2	N/A	\$322	\$0	\$322	\$322
2017	2	N/A	\$322	\$0	\$322	\$322
2018	2	0.0%	\$333	\$0	\$333	\$333

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$488	\$0	\$488	\$488
2016	2	N/A	\$529	\$0	\$529	\$529
2017	2	N/A	\$529	\$0	\$529	\$529
2018	2	0.0%	\$561	\$0	\$561	\$561

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$633	\$0	\$633	\$633
2016	2	N/A	\$622	\$0	\$622	\$622
2017	2	N/A	\$622	\$0	\$622	\$622
2018	2	0.0%	\$638	\$0	\$638	\$638

Trend: @54%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$581	\$0	\$581	\$581
2017	2	N/A	\$581	\$0	\$581	\$581
2018	2	0.0%	\$613	\$0	\$613	\$613

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$684	\$0	\$684	\$684
2017	2	N/A	\$684	\$0	\$684	\$684
2018	2	0.0%	\$700	\$0	\$700	\$700

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$675	\$0	\$675	\$675
2016	2	N/A	\$660	\$0	\$660	\$660
2017	2	N/A	\$660	\$0	\$660	\$660
2018	2	0.0%	\$675	\$0	\$675	\$675

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$745	\$0	\$745	\$745
2016	2	N/A	\$745	\$0	\$745	\$745
2017	2	N/A	\$770	\$0	\$770	\$770
2018	2	0.0%	\$785	\$0	\$785	\$785

Trend: Comments

1Q15	Over the past year, rents for the affordable units decreased one to five percent while rents for market rate units increased one to three percent. Management would not comment on the decrease in rents for the affordable units. All three vacant units at the property are in the process of being filled from the waiting list.
2Q16	Management reported that there is a significant need for additional senior LIHTC units in the local market and estimated that the market can support approximately 150 to 200 additional senior LIHTC units. Turnover at the property is low and management reported that vacancies are pre-leased from the waiting list as soon as notice is given by a tenant. The 50 percent AMI LIHTC rents increased 8 to 15 percent while all two-bedroom LIHTC units decreased by \$11 (two to three percent) due to a change in the utility allowance. Management noted that the property does not have 60 percent AMI units, as previously reported. The property's LIHTC units are set at the 30, 50, and 54 percent AMI levels.
2Q17	Management reported that there is a significant need for additional senior housing.
2Q18	According to the contact, this property currently maintains a waiting list that consists of 15 households. Since we last interviewed this property in April 2017, rents increased between two to eight percent across each unit type. The contact reported achieving the maximum allowable levels on all LIHTC units.

Photos



# PROPERTY PROFILE REPORT

## Hampton Court

Effective Rent Date	4/11/2018
Location	100 S Hampton Rd Hampton, GA 30228 Henry County
Distance	4.7 miles
Units	60
Vacant Units	2
Vacancy Rate	3.3%
Type	Garden (age-restricted) (2 stories)
Year Built/Renovated	2014 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Heritage
Tenant Characteristics	Average age of 73; most are retired. Most come from other senior properties
Contact Name	Kim
Phone	770-707-0720



### Market Information

Program	@50%, @60%
Annual Turnover Rate	16%
Units/Month Absorbed	20
HCV Tenants	5%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased nine percent
Concession	None
Waiting List	800 households

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Garden (2 stories)	9	1,200	\$530	\$0	@50%	Yes	1	11.1%	no	None
2	2	Garden (2 stories)	51	1,200	\$530	\$0	@60%	Yes	1	2.0%	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$530	\$0	\$530	\$0	\$530	2BR / 2BA	\$530	\$0	\$530	\$0	\$530

## Hampton Court, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Perimeter Fencing	None
Carpeting	Central A/C		
Coat Closet	Dishwasher		
Garbage Disposal	Hand Rails		
Microwave	Oven		
Pull Cords	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Community gardens
Elevators	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Recreation Areas			

### Comments

Management indicated that there is a significant need for additional senior LIHTC units in the local market and reported there are currently approximately 800 households on the waiting list. The contact reported achieving the maximum allowable rents at 50 percent AMI. The contact was unable to comment on why the 60 percent AMI units are equal to the 50 percent AMI units.

# Hampton Court, continued

## Trend Report

### Vacancy Rates

1Q15	2Q16	2Q17	2Q18
0.0%	0.0%	0.0%	3.3%

### Trend: @50%

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	0.0%	\$465	\$0	\$465	\$465
2016	2	0.0%	\$480	\$0	\$480	\$480
2017	2	0.0%	\$480	\$0	\$480	\$480
2018	2	11.1%	\$530	\$0	\$530	\$530

### Trend: @60%

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	0.0%	\$465	\$0	\$465	\$465
2016	2	0.0%	\$480	\$0	\$480	\$480
2017	2	0.0%	\$480	\$0	\$480	\$480
2018	2	2.0%	\$530	\$0	\$530	\$530

## Trend: Comments

1Q15	The contact works in the front office and was unable to report the number of tenants using Housing Choice Vouchers. The waiting list for the property contains several hundred households.
2Q16	Management indicated that there is a significant need for additional senior LIHTC units in the local market and estimated that the market could likely support an additional 200 units. According to management, the property's waiting list contains several hundred households.
2Q17	Management indicated that there is a significant need for additional senior LIHTC units in the local market and estimated that the market could likely support an additional 200 units. According to management, the property's waiting list contains several hundred households. Rents are expected to increase to \$530 on May 1st.
2Q18	Management indicated that there is a significant need for additional senior LIHTC units in the local market and reported there are currently approximately 800 households on the waiting list. The contact reported achieving the maximum allowable rents at 50 percent AMI. The contact was unable to comment on why the 60 percent AMI units are equal to the 50 percent AMI units.

Photos



# PROPERTY PROFILE REPORT

## Heritage At Mcdonough

Effective Rent Date	4/11/2018
Location	180 Bridges Rd Mcdonough, GA 30253 Henry County
Distance	9.2 miles
Units	105
Vacant Units	4
Vacancy Rate	3.8%
Type	Garden (age-restricted) (3 stories)
Year Built/Renovated	2011 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	55 and over restricted, Average age of 72; 90% are retired; coming from Metro Atlanta as well as out of state
Contact Name	Fayana
Phone	678-604-8322



### Market Information

Program	@50%, @60%
Annual Turnover Rate	23%
Units/Month Absorbed	18
HCV Tenants	10%
Leasing Pace	Within two weeks
Annual Chg. in Rent	None
Concession	None
Waiting List	Ten households

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	722	\$596	\$0	@50%	Yes	0	N/A	yes	None
1	1	Garden (3 stories)	N/A	722	\$726	\$0	@60%	Yes	2	N/A	yes	None
2	2	Garden (3 stories)	N/A	1,103	\$707	\$0	@50%	Yes	0	N/A	yes	None
2	2	Garden (3 stories)	N/A	1,103	\$863	\$0	@60%	Yes	2	N/A	yes	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$596	\$0	\$596	-\$27	\$569	1BR / 1BA	\$726	\$0	\$726	-\$27	\$699
2BR / 2BA	\$707	\$0	\$707	-\$37	\$670	2BR / 2BA	\$863	\$0	\$863	-\$37	\$826

Amenities

<b>In-Unit</b>		<b>Security</b>	<b>Services</b>
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Perimeter Fencing	
Dishwasher	Exterior Storage		
Ceiling Fan	Garbage Disposal		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
<b>Property</b>		<b>Premium</b>	<b>Other</b>
Basketball Court	Business Center/Computer Lab	Hairdresser / Barber	ballroom, gardens
Clubhouse/Meeting Room/Community	Elevators		
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Recreation Areas		
Swimming Pool	Wi-Fi		

Comments

Management reported that the local LIHTC housing market is strong and that there is a need for additional units targeting seniors within Henry County. Management reported that tenants are coming from within the metro Atlanta areas as well as out of state. The contact stated there are currently ten households on the waiting list.

Trend Report

Vacancy Rates

1Q15	2Q16	2Q17	2Q18
0.0%	0.0%	1.9%	3.8%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$545	\$0	\$545	\$518
2016	2	N/A	\$545	\$0	\$545	\$518
2017	2	N/A	\$595	\$0	\$595	\$568
2018	2	N/A	\$596	\$0	\$596	\$569

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$646	\$0	\$646	\$609
2016	2	N/A	\$646	\$0	\$646	\$609
2017	2	N/A	\$707	\$0	\$707	\$670
2018	2	N/A	\$707	\$0	\$707	\$670

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$675	\$0	\$675	\$648
2016	2	N/A	\$675	\$0	\$675	\$648
2017	2	N/A	\$726	\$0	\$726	\$699
2018	2	N/A	\$726	\$0	\$726	\$699

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$802	\$0	\$802	\$765
2016	2	N/A	\$802	\$0	\$802	\$765
2017	2	N/A	\$863	\$0	\$863	\$826
2018	2	N/A	\$863	\$0	\$863	\$826

Trend: Comments

1Q15	Management was not certain of how many of each unit type existed or how many tenants currently use Housing Choice Vouchers, but stated that the total number of units were: 51 one-bedroom units in total, and 54 two-bedroom units in total. The waiting list consists of about five people for one-bedroom units, and five people for two bedroom units.
2Q16	Management reported that the local LIHTC housing market is strong and that there is a need for additional units targeting seniors within Henry County. Management reported that tenants are coming from within the Metro Atlanta areas as well as out of state. Those moving from out of state are typically moving to the area in order to be closer to family.
2Q17	N/A
2Q18	Management reported that the local LIHTC housing market is strong and that there is a need for additional units targeting seniors within Henry County. Management reported that tenants are coming from within the metro Atlanta areas as well as out of state. The contact stated there are currently ten households on the waiting list.

Photos



# PROPERTY PROFILE REPORT

## Red Oak Village

Effective Rent Date	4/11/2018
Location	770 Rock Quarry Road Stockbridge, GA 30281 Henry County
Distance	8.8 miles
Units	60
Vacant Units	0
Vacancy Rate	0.0%
Type	Lowrise (age-restricted) (3 stories)
Year Built/Renovated	2017 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	N/A
Tenant Characteristics	N/A
Contact Name	Rachel
Phone	770-507-3440



### Market Information

Program	@50%, @60%
Annual Turnover Rate	0%
Units/Month Absorbed	30
HCV Tenants	2%
Leasing Pace	Pre-leased
Annual Chg. in Rent	N/A
Concession	None
Waiting List	300 households

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Lowrise (3 stories)	4	750	\$475	\$0	@50%	Yes	0	0.0%	no	None
1	1	Lowrise (3 stories)	16	750	\$565	\$0	@60%	Yes	0	0.0%	no	None
2	1	Lowrise (3 stories)	9	950	\$565	\$0	@50%	Yes	0	0.0%	no	None
2	1	Lowrise (3 stories)	31	950	\$690	\$0	@60%	Yes	0	0.0%	no	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$475	\$0	\$475	\$0	\$475	1BR / 1BA	\$565	\$0	\$565	\$0	\$565
2BR / 1BA	\$565	\$0	\$565	\$0	\$565	2BR / 1BA	\$690	\$0	\$690	\$0	\$690

## Red Oak Village, continued

### Amenities

In-Unit		Security	Services
Blinds	Carpeting	Perimeter Fencing	None
Central A/C	Coat Closet		
Dishwasher	Garbage Disposal		
Hand Rails	Microwave		
Oven	Pull Cords		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	walking path, community gardens
Elevators	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Recreation Areas	Swimming Pool		

### Comments

Red Oak Village was awarded tax credits in 2015 for the new construction of 60 senior units in Stockbridge, Georgia. According to the contact, it took two months to reach stabilization, which reflects an absorption rate of 30 units per month. The contact reported strong demand for senior affordable housing in Henry County and reported a waiting list that consists of 300 households.

# Red Oak Village, continued

## Trend Report

### Vacancy Rates

1Q15	2Q18
N/A	0.0%

### Trend: @50%

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$475	\$0	\$475	\$475
2018	2	0.0%	\$475	\$0	\$475	\$475

#### 2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$565	\$0	\$565	\$565
2018	2	0.0%	\$565	\$0	\$565	\$565

### Trend: @60%

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$565	\$0	\$565	\$565
2018	2	0.0%	\$565	\$0	\$565	\$565

#### 2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	1	N/A	\$690	\$0	\$690	\$690
2018	2	0.0%	\$690	\$0	\$690	\$690

## Trend: Comments

- 1Q15 This is a proposed development that will target households 55 and older. Utility allowances for the Subject's units are \$128 and \$170 for a one and two-bedroom unit, respectively.
- 2Q18 Red Oak Village was awarded tax credits in 2015 for the new construction of 60 senior units in Stockbridge, Georgia. According to the contact, it took two months to reach stabilization, which reflects an absorption rate of 30 units per month. The contact reported strong demand for senior affordable housing in Henry County and reported a waiting list that consists of 300 households.

Photos



# PROPERTY PROFILE REPORT

## Shoal Creek Manor

Effective Rent Date	4/10/2018
Location	120 L.G. Griffin Road Locust Grove, GA 30248 Henry County
Distance	14.1 miles
Units	66
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (age-restricted) (4 stories)
Year Built/Renovated	2011 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Restricted to 55+, 60% previous homeowners; majority are retired; many moved from out of state to be closer to family
Contact Name	Asia
Phone	678-759-1313



### Market Information

Program	@50%, @60%
Annual Turnover Rate	11%
Units/Month Absorbed	N/A
HCV Tenants	6%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased up to two percent
Concession	None
Waiting List	Ten households

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Midrise (4 stories)	14	1,008	\$659	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Midrise (4 stories)	52	1,008	\$816	\$0	@60%	Yes	0	0.0%	yes	None

### Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
2BR / 2BA	\$659	\$0	\$659	\$0	\$659	2BR / 2BA	\$816	\$0	\$816	\$0	\$816

Amenities

<b>In-Unit</b>		<b>Security</b>	<b>Services</b>
Balcony/Patio	Blinds	Intercom (Phone)	None
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Microwave	Oven		
Refrigerator	Washer/Dryer hookup		
<b>Property</b>		<b>Premium</b>	<b>Other</b>
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Library, garden
Elevators	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Recreation Areas			

Comments

The contact reported strong demand for affordable senior housing in Locust Grove. This property currently maintains a waiting list that consists of ten households. The contact stated she believed the property has no major competitors as their rents offer a considerable advantage over market rate properties in the area. Rents increased slightly in order to be kept at maximum allowable levels since we previously interviewed this property in April 2017.

Trend Report

Vacancy Rates

2015	2016	2017	2018
0.0%	0.0%	1.5%	0.0%

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	N/A	\$538	\$0	\$538	\$538
2016	2	0.0%	\$591	\$0	\$591	\$591
2017	2	0.0%	\$647	\$0	\$647	\$647
2018	2	0.0%	\$659	\$0	\$659	\$659

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	N/A	\$634	\$0	\$634	\$634
2016	2	0.0%	\$753	\$0	\$753	\$753
2017	2	1.9%	\$803	\$0	\$803	\$803
2018	2	0.0%	\$816	\$0	\$816	\$816

Trend: Comments

- 2015 The property's waiting list is approximately two years.
- 2016 The contact reported that the property typically remains fully occupied with a waiting list of approximately six months to one year. The contact reported a significant need for additional senior LIHTC units within Henry County.
- 2017 The contact reported that the property typically remains fully occupied with a waiting list of approximately six months to one year. The contact reported a significant need for additional senior LIHTC units within Henry County.
- 2018 The contact reported strong demand for affordable senior housing in Locust Grove. This property currently maintains a waiting list that consists of ten households. The contact stated she believed the property has no major competitors as their rents offer a considerable advantage over market rate properties in the area. Rents increased slightly in order to be kept at maximum allowable levels since we previously interviewed this property in April 2017.

Photos



# PROPERTY PROFILE REPORT

## St. Phillip Villas

Effective Rent Date	4/26/2018
Location	829 N Hill Street Griffin, GA 30223 Spalding County
Distance	12.3 miles
Units	60
Vacant Units	1
Vacancy Rate	1.7%
Type	Garden (2 stories)
Year Built/Renovated	2002 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Griffin Crossing, Pine Hill Apts, and Marian Point
Tenant Characteristics	Mixed local tenancy; a majority are older, approximately 25 percent over age 60.
Contact Name	Melinda
Phone	770-229-4008



### Market Information

Program	@50%, @60%, Market
Annual Turnover Rate	25%
Units/Month Absorbed	N/A
HCV Tenants	18%
Leasing Pace	Within two months
Annual Chg. in Rent	Increased four to seven percent
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	4	975	\$575	\$0	@50%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	4	975	\$585	\$0	@60%	Yes	0	0.0%	no	None
1	1	Garden (2 stories)	4	975	\$610	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	12	1,175	\$695	\$0	@50%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	20	1,175	\$720	\$0	@60%	Yes	0	0.0%	no	None
2	2	Garden (2 stories)	4	1,175	\$740	\$0	Market	Yes	0	0.0%	N/A	None
3	2	Garden (2 stories)	4	1,350	\$795	\$0	@50%	Yes	1	25.0%	no	None
3	2	Garden (2 stories)	4	1,350	\$800	\$0	@60%	Yes	0	0.0%	no	None
3	2	Garden (2 stories)	4	1,350	\$810	\$0	Market	Yes	0	0.0%	N/A	None



Trend Report

Vacancy Rates

2015	2016	2017	2018
0.0%	1.7%	1.7%	1.7%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$535	\$0	\$535	\$508
2016	2	0.0%	\$540	\$0	\$540	\$513
2017	2	0.0%	\$550	\$0	\$550	\$523
2018	2	0.0%	\$575	\$0	\$575	\$548

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$625	\$0	\$625	\$588
2016	2	8.3%	\$630	\$0	\$630	\$593
2017	2	0.0%	\$645	\$0	\$645	\$608
2018	2	0.0%	\$695	\$0	\$695	\$658

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$730	\$0	\$730	\$680
2016	2	0.0%	\$735	\$0	\$735	\$685
2017	2	25.0%	\$745	\$0	\$745	\$695
2018	2	25.0%	\$795	\$0	\$795	\$745

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$535	\$0	\$535	\$508
2016	2	0.0%	\$545	\$0	\$545	\$518
2017	2	0.0%	\$555	\$0	\$555	\$528
2018	2	0.0%	\$585	\$0	\$585	\$558

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$660	\$0	\$660	\$623
2016	2	0.0%	\$670	\$0	\$670	\$633
2017	2	0.0%	\$680	\$0	\$680	\$643
2018	2	0.0%	\$720	\$0	\$720	\$683

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$745	\$0	\$745	\$695
2016	2	0.0%	\$755	\$0	\$755	\$705
2017	2	0.0%	\$765	\$0	\$765	\$715
2018	2	0.0%	\$800	\$0	\$800	\$750

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$560	\$0	\$560	\$533
2016	2	0.0%	\$575	\$0	\$575	\$548
2017	2	0.0%	\$585	\$0	\$585	\$558
2018	2	0.0%	\$610	\$0	\$610	\$583

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$660	\$0	\$660	\$623
2016	2	0.0%	\$675	\$0	\$675	\$638
2017	2	0.0%	\$685	\$0	\$685	\$648
2018	2	0.0%	\$740	\$0	\$740	\$703

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$745	\$0	\$745	\$695
2016	2	0.0%	\$765	\$0	\$765	\$715
2017	2	0.0%	\$775	\$0	\$775	\$725
2018	2	0.0%	\$810	\$0	\$810	\$760

Trend: Comments

- 2Q15 The property manager indicated that there is a significant share of seniors (more than 25 percent) residing at this property, despite its lack of an elevator to access upper floor units. The manager does not maintain a waiting list due to high renter traffic.
- 2Q16 The property manager reported that the property usually remains fully occupied. The one property vacancy is preleased. The property does maintain a waiting list, however, the contact didn't know how many households were on the list.
- 2Q17 We performed a physical property inspection and the property currently exhibits average condition. The contact indicated that the property maintains a waiting list of approximately 15 households.
- 2Q18 The contact does not believe that the maximum allowable rents are achievable.

Photos



# PROPERTY PROFILE REPORT

## Amber Chase Apartments

Effective Rent Date	4/11/2018
Location	570 McDonough Parkway McDonough, GA 30253 Henry County
Distance	8.9 miles
Units	352
Vacant Units	11
Vacancy Rate	3.1%
Type	Garden (2 stories)
Year Built/Renovated	1999 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Crossing at McDonough, Carrington
Tenant Characteristics	Mostly families from the local area, Atlanta
Contact Name	Rick
Phone	678-432-0087



### Market Information

Program	Market
Annual Turnover Rate	34%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Increased up to four percent
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	N/A	800	\$949	\$0	Market	No	N/A	N/A	N/A	None
2	1	Garden (2 stories)	N/A	1,117	\$1,119	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,157	\$1,149	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (2 stories)	N/A	1,223	\$999	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (2 stories)	N/A	1,332	\$1,199	\$0	Market	No	N/A	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$949	\$0	\$949	\$17	\$966
2BR / 1BA	\$1,119	\$0	\$1,119	\$17	\$1,136
2BR / 2BA	\$999 - \$1,149	\$0	\$999 - \$1,149	\$17	\$1,016 - \$1,166
3BR / 2BA	\$1,199	\$0	\$1,199	\$17	\$1,216

## Amber Chase Apartments, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher		
Exterior Storage	Garbage Disposal		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Car Wash	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Garage		
Jacuzzi	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		
Tennis Court	Theatre		
Volleyball Court			

### Comments

This property does not accept Housing Choice Vouchers. The contact stated they are currently at 97 percent occupancy, though he could not provide a breakdown of vacant units by floorplan.

## Amber Chase Apartments, continued

### Trend Report

#### Vacancy Rates

2Q16	4Q16	2Q17	2Q18
2.6%	3.1%	3.4%	3.1%

### Trend: Market

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$797	\$0	\$797	\$814
2016	4	N/A	\$825	\$17	\$808	\$825
2017	2	N/A	\$970	\$17	\$953	\$970
2018	2	N/A	\$949	\$0	\$949	\$966

#### 2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$845	\$0	\$845	\$862
2016	4	N/A	\$915	\$17	\$898	\$915
2017	2	N/A	\$1,075	\$17	\$1,058	\$1,075
2018	2	N/A	\$1,119	\$0	\$1,119	\$1,136

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$920 - \$980	\$0	\$920 - \$980	\$937 - \$997
2016	4	N/A	\$938 - \$950	\$17	\$921 - \$933	\$938 - \$950
2017	2	N/A	\$1,125 - \$1,140	\$17	\$1,108 - \$1,123	\$1,125 - \$1,140
2018	2	N/A	\$999 - \$1,149	\$0	\$999 - \$1,149	\$1,016 - \$1,166

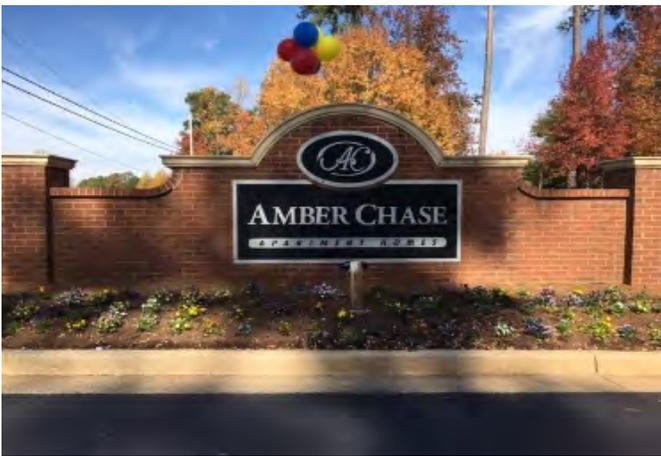
#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$1,100	\$0	\$1,100	\$1,117
2016	4	N/A	\$1,153	\$17	\$1,136	\$1,153
2017	2	N/A	\$1,352	\$17	\$1,335	\$1,352
2018	2	N/A	\$1,199	\$0	\$1,199	\$1,216

### Trend: Comments

2Q16	The property contact reported that the property is at typical occupancy level. Typical occupancy remains between 93 and 95 percent.
4Q16	The contact could not report turnover rate. Four of the five floor plans increased between three and eight percent, while one two-bedroom floor plan decreased four percent.
2Q17	The property does not accept Housing Choice Vouchers.
2Q18	This property does not accept Housing Choice Vouchers. The contact stated they are currently at 97 percent occupancy, though he could not provide a breakdown of vacant units by floorplan.

Photos



# PROPERTY PROFILE REPORT

## Eagle's Brooke

Effective Rent Date	4/11/2018
Location	100 Malaga Way Locust Grove, GA 30248 Henry County
Distance	10.6 miles
Units	248
Vacant Units	16
Vacancy Rate	6.5%
Type	Garden (3 stories)
Year Built/Renovated	2009 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Friendly Summit
Tenant Characteristics	Mixed tenancy, less than 20% seniors, from the area
Contact Name	Jessica
Phone	770-648-2385



### Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Decrease four to increased seven percent
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	120	955	\$910	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	104	1,265	\$1,150	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	24	1,519	\$1,450	\$0	Market	No	N/A	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$910	\$0	\$910	\$17	\$927
2BR / 2BA	\$1,150	\$0	\$1,150	\$17	\$1,167
3BR / 2BA	\$1,450	\$0	\$1,450	\$17	\$1,467

Amenities

<b>In-Unit</b>		<b>Security</b>	<b>Services</b>
Balcony/Patio	Blinds	Limited Access	None
Carpet/Hardwood	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher		
Ceiling Fan	Fireplace		
Microwave	Oven		
Refrigerator	Vaulted Ceilings		
Walk-In Closet	Washer/Dryer		
Washer/Dryer hookup			
<b>Property</b>		<b>Premium</b>	<b>Other</b>
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Concierge	Courtyard		
Exercise Facility	Off-Street Parking		
On-Site Management	Picnic Area		
Swimming Pool	Wi-Fi		

Comments

This property does not accept Housing Choice Vouchers. The contact was not able to comment on the turnover rate this property typically experiences or provide a breakdown of vacant units by floorplan. According to the contact, typical occupancy ranges from 96 to 98 percent, although she could not provide an explanation for the slightly elevated vacancy rate at the property.

## Trend Report

## Vacancy Rates

2Q16	4Q16	2Q17	2Q18
6.5%	2.4%	2.8%	6.5%

## Trend: Market

## 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	8.3%	\$843	\$13	\$830	\$847
2016	4	2.5%	\$880	\$21	\$859	\$876
2017	2	0.8%	\$940	\$29	\$911	\$928
2018	2	N/A	\$910	\$0	\$910	\$927

## 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	3.8%	\$960	\$13	\$947	\$964
2016	4	2.9%	\$1,060	\$21	\$1,039	\$1,056
2017	2	1.9%	\$1,060	\$29	\$1,031	\$1,048
2018	2	N/A	\$1,150	\$0	\$1,150	\$1,167

## 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	8.3%	\$1,250	\$13	\$1,237	\$1,254
2016	4	0.0%	\$1,330	\$21	\$1,309	\$1,326
2017	2	16.7%	\$1,330	\$29	\$1,301	\$1,318
2018	2	N/A	\$1,450	\$0	\$1,450	\$1,467

## Trend: Comments

2Q16	The contacted reported that occupancy is a little lower than usual and management has recently lowered rent rates.
4Q16	The contact reported occupancy rates have fluctuated sharply during 2016 but has been stable overall and is preleased at 98 percent through the remainder of the year.
2Q17	N/A
2Q18	This property does not accept Housing Choice Vouchers. The contact was not able to comment on the turnover rate this property typically experiences or provide a breakdown of vacant units by floorplan. According to the contact, typical occupancy ranges from 96 to 98 percent, although she could not provide an explanation for the slightly elevated vacancy rate at the property.

Photos



# PROPERTY PROFILE REPORT

## Griffin Crossing Apartments

Effective Rent Date	4/25/2018
Location	1597 West McIntosh Road Griffin, GA 30223 Spalding County
Distance	11 miles
Units	272
Vacant Units	9
Vacancy Rate	3.3%
Type	Garden (2 stories)
Year Built/Renovated	1986 / 2006
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Walden Point and Ashford Place
Tenant Characteristics	None identified
Contact Name	Malinda
Phone	770-228-6994



### Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one month
Annual Chg. in Rent	Decreased one to increased 14 percent
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (2 stories)	80	824	\$658	\$0	Market	No	5	6.2%	N/A	None
2	2	Garden (2 stories)	168	944	\$802	\$0	Market	No	3	1.8%	N/A	None
3	2	Garden (2 stories)	24	1,090	\$877	\$0	Market	No	1	4.2%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$658	\$0	\$658	\$17	\$675
2BR / 2BA	\$802	\$0	\$802	\$17	\$819
3BR / 2BA	\$877	\$0	\$877	\$17	\$894

## Griffin Crossing Apartments, continued

### Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Phone)	None
Central A/C	Coat Closet	Limited Access	
Dishwasher	Ceiling Fan	Perimeter Fencing	
Garbage Disposal	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Basketball Court	Business Center/Computer Lab	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Recreation Areas		
Sport Court	Swimming Pool		

### Comments

This property utilizes YieldStar, therefore rents change daily. The contact was unable to comment on the annual turnover rate, and the number of senior households at the property.

## Griffin Crossing Apartments, continued

### Trend Report

#### Vacancy Rates

2015	2016	2017	2018
0.7%	2.2%	3.7%	3.3%

### Trend: Market

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$602 - \$645	\$0	\$602 - \$645	\$619 - \$662
2016	2	3.8%	\$625	\$0	\$625	\$642
2017	2	3.8%	\$663	\$0	\$663	\$680
2018	2	6.2%	\$658	\$0	\$658	\$675

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	1.2%	\$684 - \$785	\$0	\$684 - \$785	\$701 - \$802
2016	2	1.8%	\$657	\$0	\$657	\$674
2017	2	3.6%	\$706	\$0	\$706	\$723
2018	2	1.8%	\$802	\$0	\$802	\$819

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2015	2	0.0%	\$685 - \$777	\$0	\$685 - \$777	\$702 - \$794
2016	2	0.0%	\$800	\$0	\$800	\$817
2017	2	4.2%	\$770	\$0	\$770	\$787
2018	2	4.2%	\$877	\$0	\$877	\$894

### Trend: Comments

2015	The property does not accept Housing Choice Vouchers. Contact claimed that the rent for two and three bedrooms is similar because historically there has been far less demand for three-bedroom units.
2016	The property does not accept Housing Choice Vouchers. The contact reported that the property typically remains between 99 and 100 percent occupancy. Vacant units are vacant because of construction on them currently.
2017	We performed a physical property inspection and the property currently exhibits average condition. The contact stated that vacancy was slightly higher due to recent renovations, and that they typically maintain occupancy near 98 percent. Renovations included updated cabinetry, new appliances, paint, and general deferred maintenance. The contact indicated that the renovations would not be considered a full remodel and that it was largely repair and maintenance-oriented. The contact indicated that rent ranges were due to fireplaces and unit floor, with ground floor units renting for a premium. Rents for one, two, and three-bedroom units range as high as \$746, \$798, and \$790, respectively. Only base rents are shown.
2018	This property utilizes YieldStar, therefore rents change daily. The contact was unable to comment on the annual turnover rate, and the number of senior households at the property.

Photos



# PROPERTY PROFILE REPORT

## Lakeside Villas

**Effective Rent Date** 4/26/2018  
**Location** 1992 Lovejoy Rd  
 Hampton, GA 30228  
 Henry County  
**Distance** 0.7 miles  
**Units** 250  
**Vacant Units** 3  
**Vacancy Rate** 1.2%  
**Type** Garden (3 stories)  
**Year Built/Renovated** 2002 / N/A  
**Marketing Began** N/A  
**Leasing Began** N/A  
**Last Unit Leased** N/A  
**Major Competitors** None identified  
**Tenant Characteristics** None identified  
**Contact Name** Nate  
**Phone** 770-472-2225



### Market Information

**Program** Market  
**Annual Turnover Rate** 13%  
**Units/Month Absorbed** N/A  
**HCV Tenants** 0%  
**Leasing Pace** Within two weeks  
**Annual Chg. in Rent** Increased 12 percent  
**Concession** None  
**Waiting List** None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	691	\$895	\$0	Market	No	N/A	N/A	N/A	None
1	1	Garden (3 stories)	N/A	880	\$945	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,177	\$1,035	\$0	Market	No	N/A	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,309	\$1,075	\$0	Market	No	N/A	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,479	\$1,195	\$0	Market	No	N/A	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$895 - \$945	\$0	\$895 - \$945	-\$27	\$868 - \$918
2BR / 2BA	\$1,035 - \$1,075	\$0	\$1,035 - \$1,075	-\$37	\$998 - \$1,038
3BR / 2BA	\$1,195	\$0	\$1,195	-\$50	\$1,145

## Lakeside Villas, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Oven	Refrigerator		
Walk-In Closet	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	car care/detailing center
Courtyard	Exercise Facility		
Garage	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		

### Comments

The contact could not provide which specific units are vacant or why the current vacancy rate is elevated at this time.

Trend Report

Vacancy Rates

2Q11	2Q16	2Q17	2Q18
6.8%	4.0%	2.0%	1.2%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	N/A	\$644 - \$809	\$54 - \$100	\$590 - \$709	\$563 - \$682
2016	2	N/A	\$644 - \$809	\$0	\$644 - \$809	\$617 - \$782
2017	2	N/A	\$736 - \$845	\$0	\$736 - \$845	\$709 - \$818
2018	2	N/A	\$895 - \$945	\$0	\$895 - \$945	\$868 - \$918

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	N/A	\$829 - \$975	\$87 - \$106	\$742 - \$869	\$705 - \$832
2016	2	N/A	\$829 - \$1,002	\$0	\$829 - \$1,002	\$792 - \$965
2017	2	N/A	\$894 - \$1,024	\$0	\$894 - \$1,024	\$857 - \$987
2018	2	N/A	\$1,035 - \$1,075	\$0	\$1,035 - \$1,075	\$998 - \$1,038

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	N/A	\$979 - \$1,079	\$110 - \$954	\$125 - \$869	\$75 - \$819
2016	2	N/A	\$979 - \$1,079	\$0	\$979 - \$1,079	\$929 - \$1,029
2017	2	N/A	\$1,044 - \$1,124	\$0	\$1,044 - \$1,124	\$994 - \$1,074
2018	2	N/A	\$1,195	\$0	\$1,195	\$1,145

Trend: Comments

2Q11	The contact was unable to provide the exact vacancy rate per unit type, but noted the property was 93 percent occupied. Management would not comment on senior ratios. The most expensive one, two, and three-bedroom units have attached garages.
2Q16	The contact reported that the property does have a waiting list, but only for three bedroom units. She was unable to report the number of people on the waiting list. Additionally, the property is currently slightly below typical occupancy.
2Q17	The property does not accept Housing Choice Vouchers.
2Q18	The contact could not provide which specific units are vacant or why the current vacancy rate is elevated at this time.

Photos



# PROPERTY PROFILE REPORT

## The Crossing At Mcdonough

Effective Rent Date	4/11/2018
Location	100 Crossing Boulevard Mcdonough, GA 30253 Henry County
Distance	9.5 miles
Units	252
Vacant Units	11
Vacancy Rate	4.4%
Type	Garden (3 stories)
Year Built/Renovated	2004 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Carrington Green, Crescent Creek, Oxford Creek
Tenant Characteristics	None identified
Contact Name	Tiffany
Phone	770-692-1630



### Market Information

Program	Market
Annual Turnover Rate	50%
Units/Month Absorbed	22
HCV Tenants	0%
Leasing Pace	Within three weeks
Annual Chg. in Rent	None
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	908	\$995	\$0	Market	No	1	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,152	\$1,015	\$0	Market	No	4	N/A	N/A	None
3	2	Garden (3 stories)	35	1,390	\$1,240	\$0	Market	No	6	17.1%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$995	\$0	\$995	\$17	\$1,012
2BR / 2BA	\$1,015	\$0	\$1,015	\$17	\$1,032
3BR / 2BA	\$1,240	\$0	\$1,240	\$17	\$1,257

## The Crossing At McDonough, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher	Video Surveillance	
Exterior Storage	Ceiling Fan		
Fireplace	Garbage Disposal		
Microwave	Oven		
Refrigerator	Vaulted Ceilings		
Washer/Dryer hookup			
<b>Property</b>		<b>Premium</b>	<b>Other</b>
Business Center/Computer Lab	Car Wash	None	None
Clubhouse/Meeting Room/Community	Exercise Facility		
Garage	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		
Tennis Court			

### Comments

This property does not accept Housing Choice Vouchers. The contact reported typical occupancy of around 96 percent throughout the past year.

## The Crossing At Mcdonough, continued

### Trend Report

#### Vacancy Rates

2Q16	4Q16	2Q17	2Q18
0.8%	2.0%	3.6%	4.4%

### Trend: Market

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$810	\$0	\$810	\$827
2016	4	N/A	\$835	\$0	\$835	\$852
2017	2	N/A	\$1,010	\$0	\$1,010	\$1,027
2018	2	N/A	\$995	\$0	\$995	\$1,012

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	N/A	\$895	\$0	\$895	\$912
2016	4	N/A	\$935	\$0	\$935	\$952
2017	2	N/A	\$1,080	\$0	\$1,080	\$1,097
2018	2	N/A	\$1,015	\$0	\$1,015	\$1,032

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2016	2	0.0%	\$1,060	\$0	\$1,060	\$1,077
2016	4	0.0%	\$1,240	\$0	\$1,240	\$1,257
2017	2	0.0%	\$1,240	\$0	\$1,240	\$1,257
2018	2	17.1%	\$1,240	\$0	\$1,240	\$1,257

### Trend: Comments

2Q16	The contact reported that the property is at the typical occupancy level with one of the vacancies preleased. The contact reported that they are offering no concessions and do not have a waiting list.
4Q16	The contact reported typical occupancy between 96 and 99 percent during the past year.
2Q17	N/A
2Q18	This property does not accept Housing Choice Vouchers. The contact reported typical occupancy of around 96 percent throughout the past year.

Photos



# PROPERTY PROFILE REPORT

## Villas At Hampton

Effective Rent Date	4/26/2018
Location	12227 Tara Blvd Hampton, GA 30228 Henry County
Distance	0.3 miles
Units	224
Vacant Units	3
Vacancy Rate	1.3%
Type	Garden (3 stories)
Year Built/Renovated	2000 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Lakeside Villas, Walden Run
Tenant Characteristics	None identified
Contact Name	Brian
Phone	678-479-6585



### Market Information

Program	Market
Annual Turnover Rate	16%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased three percent
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	N/A	691	\$830	\$0	Market	No	1	N/A	N/A	None
1	1	Garden (3 stories)	N/A	880	\$1,000	\$0	Market	No	0	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,177	\$1,110	\$0	Market	No	1	N/A	N/A	None
2	2	Garden (3 stories)	N/A	1,309	\$1,175	\$0	Market	No	0	N/A	N/A	None
3	2	Garden (3 stories)	N/A	1,460	\$1,305	\$0	Market	No	1	N/A	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$830 - \$1,000	\$0	\$830 - \$1,000	-\$27	\$803 - \$973
2BR / 2BA	\$1,110 - \$1,175	\$0	\$1,110 - \$1,175	-\$37	\$1,073 - \$1,138
3BR / 2BA	\$1,305	\$0	\$1,305	-\$50	\$1,255

## Villas At Hampton, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher		
Ceiling Fan	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Garage		
Central Laundry	Neighborhood Network		
Off-Street Parking	On-Site Management		
Picnic Area	Playground		
Recreation Areas	Swimming Pool		

### Comments

The contact stated that there is high demand for rental units in the market right now. This property uses an LRO system, thus the rent rates change daily.

## Villas At Hampton, continued

### Trend Report

#### Vacancy Rates

2Q11	2Q16	2Q17	2Q18
7.1%	1.8%	3.1%	1.3%

### Trend: Market

#### 1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	N/A	\$669 - \$839	\$44 - \$74	\$625 - \$765	\$598 - \$738
2016	2	N/A	\$740 - \$885	\$0	\$740 - \$885	\$713 - \$858
2017	2	N/A	\$830 - \$1,000	\$0	\$830 - \$1,000	\$803 - \$973
2018	2	N/A	\$830 - \$1,000	\$0	\$830 - \$1,000	\$803 - \$973

#### 2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	N/A	\$849 - \$929	\$0 - \$14	\$835 - \$929	\$798 - \$892
2016	2	N/A	\$900 - \$1,065	\$0	\$900 - \$1,065	\$863 - \$1,028
2017	2	N/A	\$965 - \$1,140	\$0	\$965 - \$1,140	\$928 - \$1,103
2018	2	N/A	\$1,110 - \$1,175	\$0	\$1,110 - \$1,175	\$1,073 - \$1,138

#### 3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	N/A	\$1,019 - \$1,099	\$0 - \$59	\$960 - \$1,099	\$910 - \$1,049
2016	2	N/A	\$1,025 - \$1,100	\$0	\$1,025 - \$1,100	\$975 - \$1,050
2017	2	N/A	\$1,270 - \$1,330	\$0	\$1,270 - \$1,330	\$1,220 - \$1,280
2018	2	N/A	\$1,305	\$0	\$1,305	\$1,255

### Trend: Comments

2Q11	Management stated that 93 percent occupancy is typical. Most tenants come from within Henry County or are job transfers.
2Q16	Management stated that current occupancy is typical.
2Q17	N/A
2Q18	The contact stated that there is high demand for rental units in the market right now. This property uses an LRO system, thus the rent rates change daily.

Photos



# PROPERTY PROFILE REPORT

## Walden Landing

Effective Rent Date	4/26/2018
Location	11015 Tara Blvd Hampton, GA 30228 Bibb County
Distance	1.6 miles
Units	243
Vacant Units	2
Vacancy Rate	0.8%
Type	Midrise (4 stories)
Year Built/Renovated	2000 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	None identified
Contact Name	Mackenzie
Phone	770-471-4411



### Market Information

Program	Market
Annual Turnover Rate	5%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within one week
Annual Chg. in Rent	Increased six percent
Concession	None
Waiting List	None

### Utilities

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

### Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Midrise (4 stories)	92	824	\$805	\$0	Market	No	1	1.1%	N/A	None
1	1	Midrise (4 stories)	N/A	909	\$820	\$0	Market	No	0	N/A	N/A	None
1.5	1	Midrise (4 stories)	N/A	1,094	\$875	\$0	Market	No	0	N/A	N/A	None
2	2	Midrise (4 stories)	108	1,166	\$885	\$0	Market	No	0	0.0%	N/A	None
2	2	Midrise (4 stories)	N/A	1,261	\$965	\$0	Market	No	0	N/A	N/A	None
3	2	Midrise (4 stories)	43	1,403	\$1,015	\$0	Market	Yes	1	2.3%	N/A	None

### Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$805 - \$820	\$0	\$805 - \$820	\$17	\$822 - \$837
1.5BR / 1BA	\$875	\$0	\$875	\$17	\$892
2BR / 2BA	\$885 - \$965	\$0	\$885 - \$965	\$17	\$902 - \$982
3BR / 2BA	\$1,015	\$0	\$1,015	\$17	\$1,032

## Walden Landing, continued

### Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpeting	Central A/C	Perimeter Fencing	
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Oven	Refrigerator		
Vaulted Ceilings	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Exercise Facility	Garage		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Recreation Areas		
Swimming Pool	Tennis Court		
Wi-Fi			

### Comments

The contact stated that there is high demand for two-bedroom units in the market right now. The contact also stated that she expects the two vacant units to be leased soon.

Trend Report

Vacancy Rates

2Q11	2Q16	2Q17	2Q18
9.9%	1.6%	1.2%	0.8%

Trend: Market

1.5BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	N/A	\$745	\$0	\$745	\$762
2016	2	N/A	\$780	\$0	\$780	\$797
2017	2	N/A	\$815	\$0	\$815	\$832
2018	2	N/A	\$875	\$0	\$875	\$892

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	N/A	\$640 - \$675	\$61 - \$100	\$575 - \$579	\$592 - \$596
2016	2	N/A	\$715 - \$735	\$0	\$715 - \$735	\$732 - \$752
2017	2	N/A	\$745 - \$780	\$0	\$745 - \$780	\$762 - \$797
2018	2	N/A	\$805 - \$820	\$0	\$805 - \$820	\$822 - \$837

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	N/A	\$825	\$126	\$699	\$716
2016	2	N/A	\$835 - \$865	\$0	\$835 - \$865	\$852 - \$882
2017	2	N/A	\$855 - \$915	\$0	\$855 - \$915	\$872 - \$932
2018	2	N/A	\$885 - \$965	\$0	\$885 - \$965	\$902 - \$982

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	N/A	\$925	\$126	\$799	\$816
2016	2	N/A	\$925	\$0	\$925	\$942
2017	2	N/A	\$972	\$0	\$972	\$989
2018	2	2.3%	\$1,015	\$0	\$1,015	\$1,032

Trend: Comments

2Q11	Management does not accept housing choice vouchers. The contact was unable provide vacancy by unit type but did note that there are availablites in all bedroom types. There are 92 one-bedroom units in total. Occupancy is currently at 90 percent, but the contact noted the property usually maintains a 95 percent occupancy in the fall/winter seasons. Tenants are form Clayton and Henry County.
2Q16	The contact reported that the property is currently at its typical occupancy level. The property does not accept housing choice vouchers and they are currently not offering concessions.
2Q17	The property does not accept housing choice vouchers and they are currently not offering concessions.
2Q18	The contact stated that there is high demand for two-bedroom units in the market right now. The contact also stated that she expects the two vacant units to be leased soon.

Photos



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

**Housing Choice Vouchers**

We spoke with Janet Wiggins, Housing Choice Voucher Manager for the Jonesboro Housing Authority. Ms. Wiggins indicated that the Jonesboro Housing Authority is responsible for issuing Housing Choice Vouchers for the City of Lovejoy and Clayton County. She stated that they issue 1,722 Housing Choice Vouchers, all of which are tenant-based vouchers. According to Ms. Wiggins, the waiting list for vouchers is currently closed and was last opened in October 2016. Finally, Ms. Wiggins said she believe there is significant demand for affordable housing in the area. Specifically, she reported increased demand for one-bedroom elderly affordable housing units. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS			
Property Name	Rent Structure	Tenancy	Housing Choice Voucher Tenants
Grier Senior Manor	LIHTC/ Market	Senior	2%
Hampton Court	LIHTC	Senior	5%
Heritage At Mcdonough	LIHTC	Senior	10%
Red Oak Village	LIHTC	Senior	2%
Shoal Creek Manor	LIHTC	Senior	6%
St. Phillip Villas	LIHTC/ Market	Family	18%
Amber Chase Apartments	Market	Family	0%
Eagle's Brooke	Market	Family	0%
Griffin Crossing Apartments	Market	Family	0%
Lakeside Villas	Market	Family	0%
The Crossing At Mcdonough	Market	Family	0%
Villas At Hampton	Market	Family	0%
Walden Landing	Market	Family	0%

The comparable properties reported voucher usage ranging from zero to 18 percent. None of the market rate properties reported voucher usage. Six of the LIHTC properties reported voucher usage, with an average utilization of 7.2 percent. Overall, we expect the Subject will operate with voucher usage of approximately 10 percent or less upon completion.

**Lease Up History**

Information regarding the absorption periods of three of the surveyed comparable properties is illustrated in the following table.

ABSORPTION					
Property Name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Red Oak Village	LIHTC	Senior	2017	60	30
Hampton Court	LIHTC	Senior	2014	60	20
Heritage At Mcdonough	LIHTC	Senior	2011	105	18

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The Subject is proposed new construction development that will offer 70 units targeted towards senior tenants. The three comparable properties that reported absorption over the past several years indicated absorption paces of 18 to 30 units per month. The Subject will be considered similar to all of these developments. We believe the Subject will likely experience an absorption pace of approximately 20 units per month. At this pace, we expect the Subject will reach 93 percent occupancy in just over three months.

**Phased Developments**

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

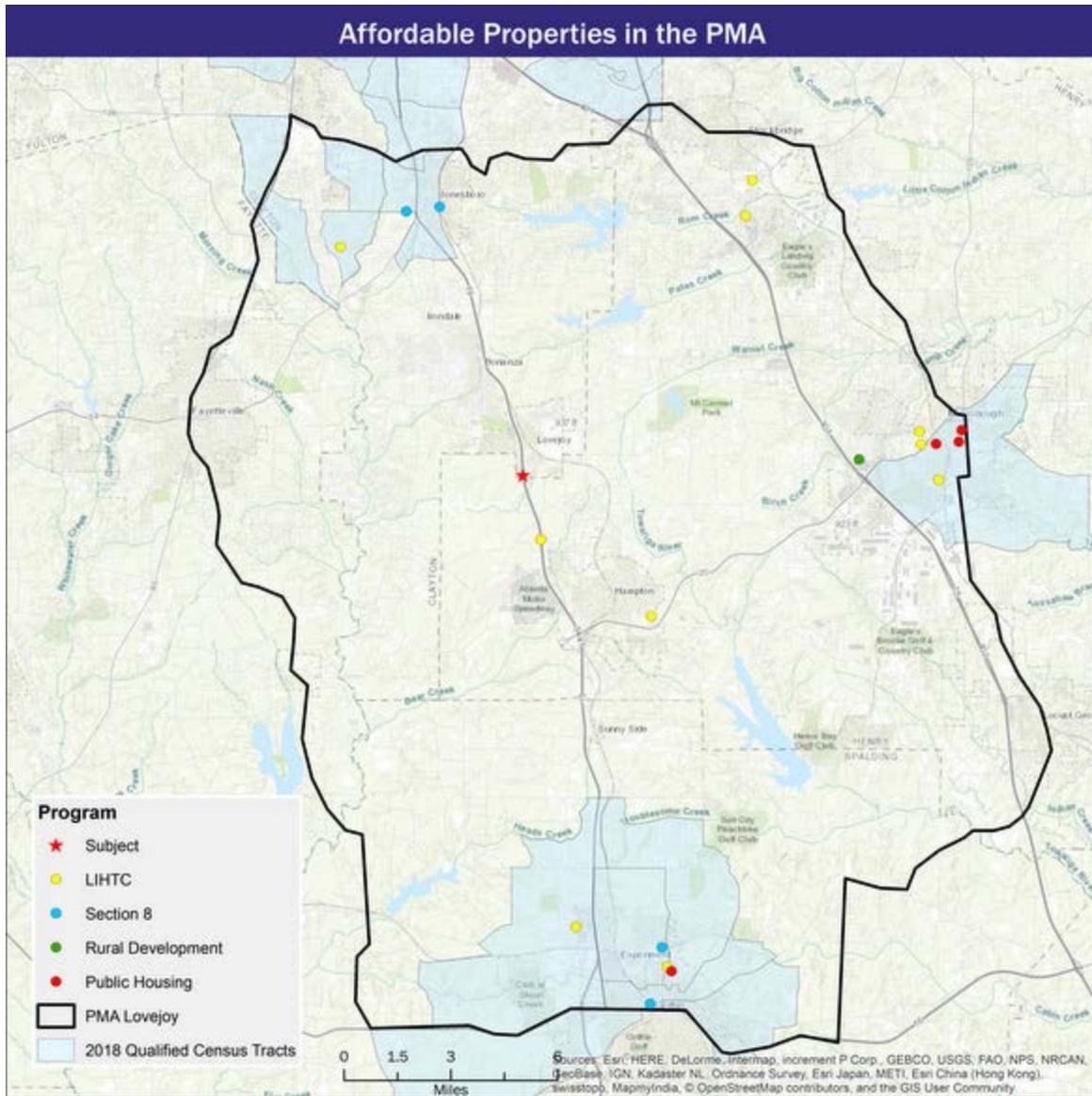
**Rural Areas**

The Subject is not located in a rural area.

**3. Competitive Project Map**

**COMPETITIVE PROJECTS**

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color	
Bear Creek Village	LIHTC	Lovejoy	Senior	70	N/A	Star	
Grier Senior Manor	LIHTC/ Market	McDonough	Senior	64	100.0%	Yellow	
Hampton Court	LIHTC	Hampton	Senior	60	96.7%		
Heritage At McDonough	LIHTC	McDonough	Senior	105	96.2%		
Red Oak Village	LIHTC	Stockbridge	Senior	60	100.0%		
Shoal Creek Manor	LIHTC	Locust Grove	Senior	66	100.0%		
St. Phillip Villas	LIHTC/ Market	Griffin	Family	60	98.3%		
Madison Heights I	LIHTC	Hampton	Family	120	N/A		
Madison Heights II	LIHTC	Hampton	Family	120	N/A		
Ashley Woods Apartments	LIHTC	Stockbridge	Family	128	95.3%		
Glenco Trace Apartments	LIHTC	Griffin	Senior	72	95.8%		
Pinebrooke Apartments	LIHTC	Riverdale	Family	130	93.1%		
Sable Chase Apartments	LIHTC	McDonough	Family	225	89.3%		
Brookshire Apartments	Rural Development	McDonough	Family	46	93.5%		Green
Fairmont Homes	Public Housing	Griffin	Family	80	92.5%		Red
Hooten Street Apartments	Public Housing	McDonough	Family	20	N/A		
Lamar Point	Public Housing	McDonough	Family	39	94.9%		
Weaver-Thurman Crossing	Public Housing	McDonough	Family	51	N/A		Blue
Northside Hills Apartments	Section 8	Griffin	Family	264	92.0%		
Riverwood I, II, III	Section 8	Jonesboro	Family	282	97.9%		
Keystone Apartments	Section 8	Jonesboro	Family	184	92.9%		
St. George's Court	Section 8	Griffin	Family	100	N/A		



#### 4. Amenities

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

## BEAR CREEK VILLAGE – LOVEJOY, GEORGIA – MARKET STUDY

### AMENITY MATRIX

	Subject	Grier Senior	Hampton Court	Heritage At Mcdonough	Red Oak Village	Shoal Creek	St. Phillip Villas	Amber Chase	Eagle's Brooke	Griffin Crossing	Lakeside Villas	The Crossing At Mcdonough	Villas At Hampton	Walden Landing
<b>Rent Structure</b>	LIHTC/ Senior	LIHTC/ Senior	LIHTC Senior	LIHTC Senior	LIHTC Senior	LIHTC Senior	LIHTC/ Family	Market Family	Market Family	Market Family	Market Family	Market Family	Market Family	Market Family
<b>Building</b>														
<b>Property Type</b>	One-story	Lowrise	Garden	Garden	Lowrise	Midrise	Garden	Garden	Garden	Garden	Garden	Garden	Garden	Midrise
<b># of Stories</b>	1-stories	2-stories	2-stories	3-stories	3-stories	4-stories	2-stories	2-stories	3-stories	2-stories	3-stories	3-stories	3-stories	4-stories
<b>Year Built</b>	2021	2005	2014	2011	2017	2011	2002	1999	2009	1986	2002	2004	2000	2000
<b>Year Renovated</b>	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	2006	n/a	n/a	n/a	n/a
<b>Elevators</b>	no	yes	yes	yes	yes	yes	no	no	no	no	no	no	no	no
<b>Utility Structure</b>														
<b>Cooking</b>	no	no	no	no	no	no	no	no	no	no	no	no	no	no
<b>Water Heat</b>	no	no	no	no	no	no	no	no	no	no	no	no	no	no
<b>Heat</b>	no	no	no	no	no	no	no	no	no	no	no	no	no	no
<b>Other Electric</b>	no	no	no	no	no	no	no	no	no	no	no	no	no	no
<b>Water</b>	no	no	no	yes	no	no	yes	no	no	no	yes	no	yes	no
<b>Sewer</b>	no	no	no	yes	no	no	yes	no	no	no	yes	no	yes	no
<b>Trash</b>	yes	yes	yes	yes	yes	yes	yes	no	no	no	yes	no	yes	no
<b>Accessibility</b>														
<b>Hand Rails</b>	yes	yes	yes	no	yes	no	no	no	no	no	no	no	no	no
<b>Pull Cords</b>	no	yes	yes	no	yes	no	no	no	no	no	no	no	no	no
<b>Unit Amenities</b>														
<b>Balcony/Patio</b>	yes	yes	yes	yes	no	yes	yes	yes	yes	no	yes	yes	yes	yes
<b>Blinds</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Carpeting</b>	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes
<b>Hardwood</b>	no	no	no	no	no	no	no	no	yes	no	no	no	no	no
<b>Central A/C</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Ceiling Fan</b>	no	no	no	yes	no	yes	no	no	yes	yes	yes	yes	yes	yes
<b>Coat Closet</b>	no	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Exterior Storage</b>	no	no	no	yes	no	no	yes	yes	no	no	no	yes	no	no
<b>Walk-In Closet</b>	yes	no	yes	yes	no	no	yes	yes	yes	yes	yes	no	yes	yes
<b>Washer/Dryer</b>	no	no	no	no	no	no	no	no	yes	no	no	no	no	no
<b>W/D Hookup</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Kitchen</b>														
<b>Dishwasher</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Disposal</b>	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	no	yes
<b>Microwave</b>	yes	no	yes	no	yes	yes	no	no	yes	no	no	yes	no	no
<b>Oven</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Refrigerator</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Community</b>														
<b>Business Center</b>	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
<b>Community Room</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Central Laundry</b>	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes
<b>On-Site Mgmt</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Recreation</b>														
<b>Basketball Court</b>	no	no	no	yes	no	no	yes	no	no	yes	no	no	no	no
<b>Exercise Facility</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Playground</b>	no	no	no	no	no	no	yes	yes	no	yes	yes	yes	yes	yes
<b>Swimming Pool</b>	no	no	no	yes	yes	no	no	yes	yes	yes	yes	yes	yes	yes
<b>Picnic Area</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Sport Court</b>	no	no	no	no	no	no	no	no	no	yes	no	no	no	no
<b>Tennis Court</b>	no	no	no	no	no	no	no	yes	no	no	no	yes	no	yes
<b>Jacuzzi</b>	no	no	no	no	no	no	no	yes	no	no	no	no	no	no
<b>Theatre</b>	no	no	no	no	no	no	no	yes	no	no	no	no	no	no
<b>Recreational Area</b>	yes	yes	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes	yes
<b>Volleyball Court</b>	no	no	no	no	no	no	no	yes	no	no	no	no	no	no
<b>WiFi</b>	no	no	no	yes	no	no	no	no	yes	no	no	no	no	yes
<b>Adult Education</b>	yes	no	no	no	no	no	no	no	no	no	no	no	no	no
<b>Security</b>														
<b>Intercom (Phone)</b>	yes	no	no	no	no	yes	no	no	no	yes	no	no	no	no
<b>Limited Access</b>	yes	yes	no	yes	no	yes	yes	yes	yes	yes	yes	yes	yes	yes
<b>Perimeter</b>	no	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes	yes	yes
<b>Video</b>	no	no	no	no	no	no	no	no	no	no	no	yes	no	no
<b>Parking</b>														
<b>Garage</b>	no	no	no	no	no	no	no	yes	no	no	yes	yes	yes	yes
<b>Garage Fee</b>	n/a	n/a	n/a	n/a	n/a	n/a	n/a	\$75	n/a	n/a	n/a	\$75	n/a	n/a
<b>Off-Street Parking</b>	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes

The Subject will offer generally similar in-unit amenities in comparison to the LIHTC and market rate comparable properties and slightly inferior property amenities in comparison to the market rate properties.

The Subject will offer hand rails, washer/dryer hookups, and walk-in closets, which many of the comparables will lack. However, the Subject will lack a swimming pool, which is offered at several of the comparable developments including two of the age-restricted comparables. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market.

**5. Comparable Tenancy**

The Subject will target senior households ages 55 and older. Five of the six surveyed LIHTC properties also target seniors. However, none of the market rate properties target seniors. Age-restricted market rate properties are rare. Property managers at the market rate properties reported some senior tenants. Therefore, we believe these properties are comparable to the Subject for the purposes of this analysis.

**6. Vacancy**

The following table illustrates the vacancy rates in the market.

<b>OVERALL VACANCY</b>						
<b>Property Name</b>	<b>Rent Structure</b>	<b>Tenancy</b>	<b>Total Units</b>	<b>Vacant Units</b>	<b>Vacancy Rate</b>	
Grier Senior Manor	LIHTC/ Market	Senior	64	0	0.0%	
Hampton Court	LIHTC	Senior	60	2	3.3%	
Heritage At Mcdonough	LIHTC	Senior	105	4	3.8%	
Red Oak Village	LIHTC	Senior	60	0	0.0%	
Shoal Creek Manor	LIHTC	Senior	66	0	0.0%	
St. Phillip Villas	LIHTC/ Market	Family	60	1	1.7%	
Amber Chase Apartments	Market	Family	352	11	3.1%	
Eagle's Brooke	Market	Family	248	16	6.5%	
Griffin Crossing Apartments	Market	Family	272	9	3.3%	
Lakeside Villas	Market	Family	250	3	1.2%	
The Crossing At Mcdonough	Market	Family	252	11	4.4%	
Villas At Hampton	Market	Family	224	3	1.3%	
Walden Landing	Market	Family	243	2	0.8%	
<b>Total LIHTC</b>			<b>415</b>	<b>7</b>	<b>1.7%</b>	
<b>Total Market Rate</b>			<b>1,841</b>	<b>55</b>	<b>3.0%</b>	
<b>Overall Total</b>			<b>2,256</b>	<b>62</b>	<b>2.7%</b>	

Overall vacancy in the market is low at 2.7 percent. Total LIHTC vacancy is lower, at 1.7 percent. All of the comparable LIHTC properties report low vacancy rates below four percent. Three of the age-restricted LIHTC properties report no vacancies at this time. Additionally, all of the LIHTC properties maintain waiting lists. These waiting lists range in length from 10 to 800 households. The most extensive waiting lists are maintained at Hampton Court and Red Oak Village, which are the newest senior LIHTC properties in the PMA. As such, there appears to be strong demand for additional affordable housing in the market, particularly for age-restricted developments.

The vacancy rates among the market rate comparable properties range from 0.8 to 6.5 percent, averaging 3.0 percent, which is considered healthy. Eagle's Brooke maintains the highest vacancy rate of the comparable properties at this time. However, the contact at this property reported the current vacancy rate is atypical and the property generally operates with a vacancy rate of two to four percent. The remaining market rate properties all reported low vacancy rates. The low to moderate vacancy rates among the market rate comparable properties indicates that there is demand for rental housing in the Subject's PMA. As a newly constructed property with a competitive amenity package, we anticipate that the Subject would perform with a vacancy rate of five percent or less. Based on these factors, we believe that there is sufficient

demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

## 7. Properties Under Construction and Proposed

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

### Madison Heights I and II

- a. Location: Tara Boulevard, Lovejoy
- b. Owner: TBG Residential (management company)
- c. Total number of units: 240 units (120 units each phase)
- d. Unit configuration: One, two and three bedroom units
- e. Rent structure: 50, 60 percent AMI, Market Rate
- f. Estimated market entry: Mid-2018, 2019
- g. Relevant information: Two separate phases

## 8. Rental Advantage

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

**SIMILARITY MATRIX**

#	Property Name	Program	Tenancy	Property Amenities	Unit Features	Location	Age / Condition	Unit Sizes	Overall Comparison
1	Grier Senior Manor	LIHTC/Market	Senior	Similar	Similar	Similar	Inferior	Slightly Inferior	-15
2	Hampton Court	LIHTC	Senior	Similar	Similar	Similar	Slightly Inferior	Slightly Superior	0
3	Heritage At Mcdonough	LIHTC	Senior	Superior	Similar	Similar	Slightly Inferior	Similar	5
4	Red Oak Village	LIHTC	Senior	Slightly Superior	Slightly Inferior	Similar	Similar	Similar	0
5	Shoal Creek Manor	LIHTC	Senior	Similar	Similar	Similar	Slightly Inferior	Slightly Superior	0
6	St. Phillip Villas	LIHTC/Market	Family	Slightly Superior	Similar	Similar	Inferior	Superior	5
7	Amber Chase Apartments	Market	Family	Superior	Similar	Similar	Inferior	Slightly Superior	5
8	Eagle's Brooke	Market	Family	Slightly Superior	Superior	Similar	Slightly Inferior	Superior	20
9	Griffin Crossing Apartments	Market	Family	Slightly Superior	Slightly Inferior	Similar	Inferior	Similar	-10
10	Lakeside Villas	Market	Family	Slightly Superior	Similar	Similar	Inferior	Similar	-5
11	The Crossing At Mcdonough	Market	Family	Slightly Superior	Similar	Similar	Inferior	Slightly Inferior	-10
12	Villas At Hampton	Market	Family	Slightly Superior	Slightly Inferior	Similar	Inferior	Slightly Inferior	-15
13	Walden Landing	Market	Family	Superior	Similar	Similar	Inferior	Slightly Inferior	-5

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

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

**LIHTC RENT COMPARISON @50%**

<b>Property Name</b>	<b>Tenancy</b>	<b>1BR</b>	<b>2BR</b>
<b>Bear Creek Village</b>	<b>Senior</b>	<b>\$520</b>	<b>\$620</b>
<b>LIHTC Maximum Rent (Net)</b>		<b>\$524</b>	<b>\$626</b>
<b>LIHTC Maximum Rent (Net) - Held Harmless</b>		<b>\$564</b>	<b>\$673</b>
Hampton Court	Senior	-	\$530
Heritage At McDonough	Senior	\$569	\$670
Shoal Creek Manor	Senior	-	\$659
St. Phillip Villas	Family	\$548	\$658
Grier Senior Manor	Senior	\$561	\$638
Red Oak Village	Senior	\$475	\$565
<b>Average (excluding Subject)</b>		<b>\$538</b>	<b>\$620</b>

**LIHTC RENT COMPARISON @60%**

<b>Property Name</b>	<b>Tenancy</b>	<b>1BR</b>	<b>2BR</b>
<b>Bear Creek Village</b>	<b>Senior</b>	<b>\$595</b>	<b>\$705</b>
<b>LIHTC Maximum Rent (Net)</b>		<b>\$655</b>	<b>\$783</b>
<b>LIHTC Maximum Rent (Net) - Held Harmless</b>		<b>\$703</b>	<b>\$840</b>
Hampton Court	Senior	-	\$530
Heritage At McDonough	Senior	\$699	\$826
Shoal Creek Manor	Senior	-	\$816
St. Phillip Villas	Family	\$558	\$683
Red Oak Village	Senior	\$565	\$690
<b>Average (excluding Subject)</b>		<b>\$607</b>	<b>\$709</b>

The Subject’s proposed 50 and 60 percent AMI rents are set below the 2017 maximum allowable levels. Two of the comparable properties are “held harmless” due to the recent decrease in AMI and have a higher maximum allowable gross rent level than the Subject, which will be completed in 2019. When rents are “held harmless” a property owner is not required to decrease rents in light of a decrease in the AMI. Instead, the property may continue operating with rent restrictions based upon the higher AMI level prior to the decrease. Per the Georgia DCA 2018 guidelines, the market study analyst must use the maximum rent and income limits effective as of January 1, 2018. Therefore, we utilize the 2017 maximum income and rent limits.

The highest rents in the market are currently at Heritage at McDonough. This property was built in 2011 and exhibits a slightly inferior condition than the Subject’s anticipated condition upon completion. However, this property offers a swimming pool, which the Subject will lack. Heritage at McDonough currently has four vacancies but maintains a waiting list from which these vacancies are expected to be leased. Therefore, we believe there is demand in the market for units at this rent level. The Subject could likely achieve rents similar to this property. However, the Subject’s proposed rents are well below the current rents at Heritage at McDonough, indicating they are reasonable.

Hampton Court in Hampton and Red Oak Village in Stockbridge reported both 50 and 60 percent rents well below the maximum allowable levels. Both properties report extensive waiting lists at this time. These properties are the newest in the market and offer superior unit sizes to the other senior LIHTC comparables. Therefore, we do not believe these properties are testing the maximum achievable rents in the market. We believe the Subject could achieve rents above these two properties, particularly given the Subject will offer a

superior condition. The Subject’s proposed at the 60 percent of AMI level are only slightly above the current rents at these two developments. Therefore, we believe these rents are reasonable.

Conversely, Grier Senior Manor and Shoal Creek are achieving rents at the maximum allowable levels for one and two-bedroom units at 50 and 60 percent AMI. These properties offer an inferior condition to the proposed Subject. Therefore, the Subject could likely achieve rents similar to these two properties. The Subject’s proposed rents are well below the rents at these developments, indicating they are reasonable. All of the senior LIHTC comparables reported a low vacancy rate and all are maintaining waiting lists, some of which are extensive. As a newly constructed LIHTC property, the Subject will be superior to the existing properties in terms of age/condition and will offer a competitive amenities package. Therefore, we believe that the Subject’s proposed rents are reasonable and that the Subject will be successful if allocated.

**Analysis of “Market Rents”**

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

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

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

**SUBJECT COMPARISON TO MARKET RENTS**

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1BR / 1BA	@50%	\$520	\$475	\$1,012	\$714	37%
1BR / 1BA	@60%	\$595	\$558	\$1,012	\$773	30%
1BR / 1BA	Market	\$685	\$583	\$1,012	\$828	21%
2BR / 2BA	@50%	\$620	\$530	\$1,167	\$797	29%
2BR / 2BA	@60%	\$705	\$530	\$1,167	\$873	24%
2BR / 2BA	Market	\$811	\$703	\$1,167	\$964	19%

As illustrated, the Subject’s proposed 50 and 60 percent rents as well as the Subject’s unrestricted rents are well below the surveyed average when compared to the comparables, both LIHTC and market rate. All of the Subject’s rents are within the surveyed range of comparable LIHTC and market rents. The Subject’s unrestricted one and two-bedroom rents are within the surveyed range of comparable properties and below the surveyed average. The Crossing at McDonough is achieving the highest one-bedroom unit unrestricted rents in the market, while Eagle’s Brook is achieving the highest two-bedroom unrestricted rents in the market. St. Philip Villas is achieving the lowest unrestricted rents in the market for both one and two-

bedroom units. However, as a mixed-income property, we do not believe the unrestricted rents at this property are testing achievable levels in the market.

Upon completion, the Subject will be most similar to The Crossing at McDonough as a market rate property. The Crossing at McDonough was constructed in 2004 and is exhibiting a vacancy rate of 4.4 percent. This property offers slightly superior amenities in comparison to the Subject, but will be inferior in terms of age and condition. The rents at The Crossing at McDonough are approximately 27 to 48 percent higher than the Subject’s proposed unrestricted rents for one and two-bedroom units, respectively. Overall, we believe that the Subject’s proposed rents are achievable in the market and will offer an advantage when compared to the average rents being achieved at comparable properties.

**9. LIHTC Competition – DCA Funded Properties within the PMA**

Capture rates for the Subject are considered low for all bedroom types and AMI levels. If allocated, the Subject will be slightly superior to superior to the existing LIHTC housing stock. The average LIHTC vacancy rate is low at 1.7 percent. Of the six LIHTC properties, none have a vacancy rate above four percent. All of the comparable LIHTC properties maintain waiting lists, the most extensive of which are maintained at the newest age-restricted developments. Red Oak Village is a senior LIHTC property opened in 2017 in Stockbridge, approximately 8.8 miles northeast of the Subject and within the PMA. This senior development will consist of 60 one and two-bedroom units at 50 and 60 percent of the AMI. This development currently has no vacancies and maintains a waiting list of 300 households. The opening of this property also did not negatively impact the existing senior properties in the PMA. Therefore, we believe there is demand for additional affordable senior housing in the PMA.

Two properties were allocated in 2016 and 2017 and are currently under construction within the PMA Madison Heights I and II are family LIHTC properties allocated in 2016 and 2017 that will be located on Tara Boulevard in Lovejoy, Georgia, approximately 2.0 miles north of the Subject. Because these projects will target families, we do not believe they will directly compete with the Subject. We do not believe that the addition of the Subject to the market will impact Madison Heights I and II, or the existing LIHTC properties that are in overall good condition and currently performing well.

**10. Rental Trends in the PMA**

The table below depicts household growth by tenure from 2000 through 2022.

<b>TENURE PATTERNS PMA</b>				
<b>Year</b>	<b>Owner-Occupied Units</b>	<b>Percentage Owner-Occupied</b>	<b>Renter-Occupied Units</b>	<b>Percentage Renter-Occupied</b>
2000	44,765	76.4%	13,855	23.6%
2017	56,291	64.7%	30,723	35.3%
Projected Mkt Entry June 2021	59,500	65.1%	31,914	34.9%
2022	60,387	65.2%	32,243	34.8%

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2018

**PMA TENURE PATTERNS OF SENIORS 55+**

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	12,918	84.8%	2,324	15.2%
2017	25,544	75.6%	8,225	24.4%
Projected Mkt Entry June 2021	29,032	76.4%	8,967	23.6%
2022	29,997	76.6%	9,172	23.4%

Source: Esri Demographics 2017, Novogradac & Company LLP, May 2018

As the table illustrates, senior households within the PMA reside in predominately owner-occupied residences. Nationally, approximately 85 percent of the senior population resides in owner-occupied housing units. Therefore, there is a larger percentage of senior renters in the PMA than in the nation. This percentage is projected to remain relatively stable over the next five years.

**Historical Vacancy**

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

**HISTORICAL VACANCY**

Comparable Property	Type	Total Units	Historical Vacancy									
			2QTR 2011	3QTR 2012	4QTR 2012	1QTR 2015	2QTR 2015	2QTR 2016	4QTR 2016	2QTR 2017	2QTR 2018	
Grier Senior Manor	LIHTC/ Market	64	4.7%	N/A	N/A	4.7%	N/A	0.0%	N/A	0.0%	0.0%	
Hampton Court	LIHTC	60	N/A	N/A	N/A	0.0%	N/A	0.0%	N/A	0.0%	3.3%	
Heritage At Mcdonough	LIHTC	105	N/A	N/A	N/A	0.0%	N/A	0.0%	N/A	1.9%	3.8%	
Red Oak Village	LIHTC	60	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	0.0%	
Shoal Creek Manor	LIHTC	66	N/A	N/A	N/A	1.5%	0.0%	0.0%	N/A	1.5%	0.0%	
St. Phillip Villas	LIHTC/ Market	60	1.7%	3.3%	3.3%	1.7%	0.0%	1.7%	N/A	1.7%	1.7%	
Amber Chase Apartments	Market	352	N/A	8.0%	8.0%	9.1%	N/A	2.6%	3.1%	3.4%	3.1%	
Eagle's Brooke	Market	248	N/A	N/A	N/A	2.4%	N/A	6.5%	2.4%	2.8%	6.5%	
Griffin Crossing Apartments	Market	272	N/A	5.1%	4.0%	N/A	0.7%	2.2%	N/A	3.7%	3.3%	
Lakeside Villas	Market	250	6.8%	N/A	N/A	N/A	N/A	4.0%	N/A	2.0%	1.2%	
The Crossing At Mcdonough	Market	252	N/A	10.7%	10.7%	6.0%	N/A	0.8%	2.0%	3.6%	4.4%	
Villas At Hampton	Market	224	7.1%	N/A	N/A	N/A	N/A	1.8%	N/A	3.1%	1.3%	
Walden Landing	Market	243	9.9%	N/A	N/A	N/A	N/A	1.6%	N/A	1.2%	0.8%	

As illustrated in the table, we were able to obtain historical vacancy rates at all of the comparable properties for several quarters in the past seven years. In general, the comparable properties experienced decreasing vacancy from 2011 through the second quarter of 2018. Overall, we believe that the current performance of the LIHTC comparable properties, as well as their historically low to moderate vacancy rates, indicate demand for affordable rental housing in the Subject's market.

**Change in Rental Rates**

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

**RENT GROWTH**

Property Name	Rent Structure	Tenancy	Rent Growth
Grier Senior Manor	LIHTC/ Market	Senior	Increased two to eight
Hampton Court	LIHTC	Senior	Increased nine percent
Heritage At Mcdonough	LIHTC	Senior	None
Red Oak Village	LIHTC	Senior	N/A
Shoal Creek Manor	LIHTC	Senior	Increased up to two percent
St. Phillip Villas	LIHTC/ Market	Family	Increased four to seven percent
Amber Chase Apartments	Market	Family	Increased up to four percent
Eagle's Brooke	Market	Family	Decrease four to increased seven percent
Griffin Crossing Apartments	Market	Family	Decreased one to increased 14 percent
Lakeside Villas	Market	Family	Increased 12 percent
The Crossing At Mcdonough	Market	Family	None
Villas At Hampton	Market	Family	Increased three percent
Walden Landing	Market	Family	Increased six percent

The LIHTC properties report growth of up to nine percent in the past year. The market rate properties report rent growth of up to 14 percent in the past year. We anticipate that the Subject will be able to achieve moderate rent growth in the future as a LIHTC property.

**11. Impact of Foreclosed, Abandoned and Vacant Structures**

According to *RealtyTrac* statistics, one in every 1,776 housing units nationwide was in some stage of foreclosure as of March 2018. The town of Lovejoy has no homes in a state of foreclosure in March 2018. Clayton County is experiencing foreclosure rate of one in every 1,017 homes and Georgia experienced one foreclosure in every 2,159 housing units. Overall, Lovejoy experiencing a lower foreclosure rate to the nation, state and country, indicating a healthy housing market. The Subject’s neighborhood does not have a significant amount of abandoned or vacant structures that would impact the marketability of the Subject.

**12. Primary Housing Void**

Red Oak Village, a recently constructed, age-restricted, LIHTC property in Stockbridge maintains a waiting list that is estimated to contain 300 households. Additionally, Hampton Court, an age-restricted, LIHTC property in Hampton maintains a waiting list of 800 households. The remaining LIHTC properties reported waiting lists of 10 to 15 households. These waiting lists indicate demand for affordable senior housing in the market. We believe the Subject will help fill the unmet demand for senior housing in the PMA. Additionally, the Subject will offer unrestricted units for senior tenants. Only one property in the market at this time offers age-restricted market rate units. This property, Grier Senior Manor, is fully occupied and maintains a waiting list, indicating demand for this unit type. As such, we believe the Subject’s mixed-income senior deign will fill a void in the market and be well accepted.

**13. Effect of Subject on Other Affordable Units in Market**

There are no proposed senior LIHTC developments in the PMA. Red Oak Village is the newest LIHTC property in the market and experienced a rapid absorption pace and no maintains an extensive waiting list. The development of this property did not negatively impact the existing affordable properties in the PMA. All of the LIHTC comparable properties report extensive waiting lists. We believe there is adequate demand for the addition of the Subject within the market. The vacancy rate among the existing LIHTC comparables is low at 1.7 percent. The current and historical vacancy rates at the LIHTC comparable properties, as well as the waiting lists at all LIHTC properties, indicate unmet demand in the market for affordable housing. In summary, the performance of the comparable LIHTC properties and the existence of waiting lists for affordable units indicate that the Subject will not negatively impact the existing or proposed affordable rental units in the market.

## Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of 1.7 percent, which is considered low. Furthermore, all of the LIHTC comparable properties maintain waiting lists. The newest LIHTC properties in the market maintain the longest waiting lists, which are reported to be 300 to 800 households in length. These factors indicate demand for affordable housing. The Subject will offer generally similar amenities in comparison to the LIHTC comparables and slightly inferior amenities in comparison to the market rate comparables. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered superior in terms of condition to the all of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties and offer an advantage in the market. In general, the Subject will be slightly superior to superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at the LIHTC comparable properties, we believe that the Subject is feasible as proposed. We do not believe that the addition of the Subject to the market will impact the proposed or existing LIHTC properties that are in overall good condition and currently performing well. The Subject's proposed rents also offer a significant advantage to existing rents in the market and we believe they are reasonable.

# **I. ABSORPTION AND STABILIZATION RATES**

## ABSORPTION AND STABILIZATION RATES

Information regarding the absorption periods of three of the surveyed comparable properties is illustrated in the following table.

ABSORPTION					
Property Name	Rent Structure	Tenancy	Year Built	Number of Units	Units Absorbed / Month
Red Oak Village	LIHTC	Senior	2017	60	30
Hampton Court	LIHTC	Senior	2014	60	20
Heritage At McDonough	LIHTC	Senior	2011	105	18

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The Subject is proposed new construction development that will offer 70 units targeted towards senior tenants. The three comparable properties that reported absorption over the past several years indicated absorption paces of 18 to 30 units per month. The Subject will be considered similar to all of these developments. We believe the Subject will likely experience an absorption pace of approximately 20 units per month. At this pace, we expect the Subject will reach 93 percent occupancy in just over three months.

# **J. INTERVIEWS**

### Jonesboro Housing Authority

We spoke with Janet Wiggins, Housing Choice Voucher Manager for the Jonesboro Housing Authority. Ms. Wiggins indicated that the Jonesboro Housing Authority is responsible for issuing Housing Choice Vouchers for the City of Lovejoy and Clayton County. She stated that they issue 1,722 Housing Choice Vouchers, all of which are tenant-based vouchers. According to Ms. Wiggins, the waiting list for vouchers is currently closed and was last opened in October 2016. Finally, Ms. Wiggins said she believe there is significant demand for affordable housing in the area. Specifically, she reported increased demand for one-bedroom elderly affordable housing units. The payment standards for Clayton County are listed below.

#### PAYMENT STANDARDS

Unit Type	Standard
One-Bedroom	\$772
Two-Bedroom	\$891

Jonesboro Housing Authority, effective October 2017

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

### Planning

We made several attempts to contact the Clayton County Planning and Zoning Division, but were unable to speak to anyone in the department. We additionally consulted CoStar for any new or under construction developments in the PMA but found identified no properties.

### Clayton County Office of Economic Development

Despite numerous calls to Clayton County’s Office of Economic Development, none of our calls were returned in time for this report. We gathered information on recent local business expansions from the Clayton County Economic Development Annual Report from 2016, the most recent available, which are detailed following.

**BUSINESS EXPANSIONS IN 2016**

Company	Industry	# of New Jobs
Food Depot	Grocery Store	66
Diversified Utilities Services	Utilities	200
Waste Eliminator	Waste Mgmt.	30
Logisticare Expansion (College Park)	Med. Transport.	35
KW International	Logistics	30
JCPenny (Distribution)	Retail Distrib.	110
Clorox	Manufacturing	85
DTO	Transportation	200
Clayton Fixtures	Manufacturing	15
American Insulated Glass	Manufacturing	14
Source HOV	Information Tech.	20
Southside Sheetmetal	Manufacturing	10
CL Services	Logistics	29
Love's Tire Retread	Transportation	30
Southern Tire Company	Transportation	40
YRC Trucking	Logistics	60
Xpress Trucking Repair	Logistics	40
Chime Solutions	Call Center	1,000
<b>Total</b>		<b>2,014</b>

Source: Clayton County office of Economic Development, April 2018

As illustrated, there were several additions in a variety of industries including retail, utilities, waste management, transportation, logistics, and manufacturing.

Additionally, a film studio is scheduled to break ground in Clayton County at the end of summer 2017. The 20-acre studio, which will be located between Lake City and Morrow, represents a \$12 million private investment. The first phase of construction will include five sound stages, as well as, production offices, post-production space, a green screen, mill and construction space, and a commissary. The economic development department is expecting the film studio to attract new businesses to Clayton County

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

## **K. CONCLUSIONS AND RECOMMENDATIONS**

## CONCLUSIONS

### Demographics

The senior population in the PMA and the MSA increased significantly from 2000 to 2010, and is expected to continue increasing through the projected market entry date through 2021. The current senior population of the PMA is 58,376 and is expected to be 65,474 in 2021. Senior renter households are concentrated in the lowest income cohorts, with 41.0 percent of renters in the PMA earning \$30,000 or lower annually. The Subject will target senior households earning between \$19,470 and \$33,480, and up to \$55,800 for the Subject’s unrestricted units; therefore, the Subject should be well-positioned to service this market. Overall, senior population growth and the concentration of renter households at the lowest income cohorts indicate significant demand for affordable rental housing in the market.

### Employment Trends

The largest industries in the PMA are transportation/warehousing, health care/social assistance, health care/social assistance, and educational services. Together, these four industries comprise approximately 43.9 percent of total employment in the PMA. The largest employers in Clayton County are in the education, transportation/warehousing, healthcare and accommodation/food services sectors. The MSA appears relatively healthy as total employment increased each year from 2014 through February 2018. Total employment in the MSA exceeded pre-recessionary levels in 2018 while the nation reached this level in 2014. However, the total employment growth in the MSA increased by 2.5 percent from February 2017 to February 2018 compared to an increase of 1.6 percent nationally during the same time period. From February 2017 to February 2018, the unemployment rate in the MSA decreased by 0.9 percent, compared to a decrease of 0.8 percent nationally. The unemployment rate in the MSA as of February 2018 is 5.4 percent, which is 1.3 percentage points above the national rate of 4.1 percent. Overall, the increasing total employment and decreasing unemployment rate are positive signs for the local economy. The local economy appears to be healthy and has fully recovered from the most recent national recession.

### Capture Rates

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

**CAPTURE RATE ANALYSIS CHART**

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @50%	\$19,470	\$27,900	6	160	4	156	3.9%	\$520
1BR @60%	\$21,720	\$33,480	18	214	16	198	9.1%	\$595
1BR Market	\$20,550	\$55,800	6	612	0	612	1.0%	\$685
1BR Overall	\$19,470	\$55,800	30	636	20	616	4.9%	-
1BR LIHTC	\$19,470	\$33,480	24	260	20	240	10.0%	-
2BR @50%	\$23,370	\$27,900	8	193	9	184	4.3%	\$620
2BR @60%	\$25,920	\$33,480	24	260	31	229	10.5%	\$705
2BR Market	\$24,330	\$55,800	8	741	0	741	1.1%	\$811
2BR Overall	\$23,370	\$55,800	40	770	40	730	5.5%	-
2BR LIHTC	\$23,370	\$33,480	32	315	40	275	11.6%	-
@50% Overall	\$19,470	\$27,900	14	353	13	340	4.1%	-
@60% Overall	\$21,720	\$33,480	42	474	47	427	9.8%	-
Market Overall	\$20,550	\$55,800	14	1,353	0	1,353	1.0%	-
Overall	\$19,470	\$55,800	70	1,406	60	1,346	5.2%	-
Overall LIHTC	\$19,470	\$33,480	56	575	60	515	10.9%	-

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

**Absorption**

Information regarding the absorption periods of three of the surveyed comparable properties is illustrated in the following table.

<b>ABSORPTION</b>					
<b>Property Name</b>	<b>Rent Structure</b>	<b>Tenancy</b>	<b>Year Built</b>	<b>Number of Units</b>	<b>Units Absorbed / Month</b>
Red Oak Village	LIHTC	Senior	2017	60	30
Hampton Court	LIHTC	Senior	2014	60	20
Heritage At Mcdonough	LIHTC	Senior	2011	105	18

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. The Subject is proposed new construction development that will offer 70 units targeted towards senior tenants. The three comparable properties that reported absorption over the past several years indicated absorption paces of 18 to 30 units per month. The Subject will be considered similar to all of these developments. We believe the Subject will likely experience an absorption pace of approximately 20 units per month. At this pace, we expect the Subject will reach 93 percent occupancy in just over three months.

**Vacancy Trends**

The following table illustrates the vacancy rates in the market.

<b>OVERALL VACANCY</b>					
<b>Property Name</b>	<b>Rent Structure</b>	<b>Tenancy</b>	<b>Total Units</b>	<b>Vacant Units</b>	<b>Vacancy Rate</b>
Grier Senior Manor	LIHTC/ Market	Senior	64	0	0.0%
Hampton Court	LIHTC	Senior	60	2	3.3%
Heritage At Mcdonough	LIHTC	Senior	105	4	3.8%
Red Oak Village	LIHTC	Senior	60	0	0.0%
Shoal Creek Manor	LIHTC	Senior	66	0	0.0%
St. Phillip Villas	LIHTC/ Market	Family	60	1	1.7%
Amber Chase Apartments	Market	Family	352	11	3.1%
Eagle's Brooke	Market	Family	248	16	6.5%
Griffin Crossing Apartments	Market	Family	272	9	3.3%
Lakeside Villas	Market	Family	250	3	1.2%
The Crossing At Mcdonough	Market	Family	252	11	4.4%
Villas At Hampton	Market	Family	224	3	1.3%
Walden Landing	Market	Family	243	2	0.8%
<b>Total LIHTC</b>			<b>415</b>	<b>7</b>	<b>1.7%</b>
<b>Total Market Rate</b>			<b>1,841</b>	<b>55</b>	<b>3.0%</b>
<b>Overall Total</b>			<b>2,256</b>	<b>62</b>	<b>2.7%</b>

Overall vacancy in the market is low at 2.7 percent. Total LIHTC vacancy is lower, at 1.7 percent. All of the comparable LIHTC properties report low vacancy rates below four percent. Three of the age-restricted LIHTC properties report no vacancies at this time. Additionally, all of the LIHTC properties maintain waiting lists. These waiting lists range in length from 10 to 800 households. The most extensive waiting lists are maintained at Hampton Court and Red Oak Village, which are the newest senior LIHTC properties in the PMA. As such, there appears to be strong demand for additional affordable housing in the market, particularly for age-restricted developments.

The vacancy rates among the market rate comparable properties range from 0.8 to 6.5 percent, averaging 3.0 percent, which is considered healthy. Eagle's Brooke maintains the highest vacancy rate of the comparable properties at this time. However, the contact at this property reported the current vacancy rate is atypical and the property generally operates with a vacancy rate of two to four percent. The remaining market rate properties all reported low vacancy rates. The low to moderate vacancy rates among the market rate comparable properties indicates that there is demand for rental housing in the Subject's PMA. As a newly constructed property with a competitive amenity package, we anticipate that the Subject would perform with a vacancy rate of five percent or less. Based on these factors, we believe that there is sufficient demand for additional affordable housing in the market. We do not believe that the Subject will impact the performance of the existing LIHTC properties if allocated.

### **Strengths of the Subject**

Strengths of the Subject will include its close proximity to neighborhood retail and other amenities. Single-family homes in the general vicinity appear to have been built since 1980 and are in good condition. Upon completion, the Subject will offer generally similar amenities in comparison to the LIHTC comparables and slightly inferior amenities in comparison to the market rate comparables. The Subject will offer hand rails, washer/dryer hookups, and walk-in closets, which many of the comparables will lack. However, the Subject will lack a swimming pool, which is offered at several of the comparable developments. Overall, we believe that the proposed amenities will allow the Subject effectively compete in the senior LIHTC market. As the demand analysis found earlier in this report will indicate, there is adequate demand for the Subject based on our calculations for the 50 and 60 percent AMI units, as well as the Subject's unrestricted market rate units.

### **Conclusion**

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. The LIHTC comparables are experiencing a weighted average vacancy rate of 1.7 percent, which is considered low. Furthermore, all of the LIHTC comparable properties maintain waiting lists. The newest LIHTC properties in the market maintain the longest waiting lists, which are reported to be 300 to 800 households in length. These factors indicate demand for affordable housing. The Subject will offer generally similar amenities in comparison to the LIHTC comparables and slightly inferior amenities in comparison to the market rate comparables. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the senior LIHTC market. As new construction, the Subject will be in excellent condition upon completion and will be considered superior in terms of condition to the all of the comparable properties. The Subject's proposed unit sizes will be competitive with the comparable properties and offer an advantage in the market. In general, the Subject will be slightly superior to superior to the comparable properties. Given the Subject's anticipated superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at the LIHTC comparable properties, we believe that the Subject is feasible as proposed. We do not believe that the addition of the Subject to the market will impact the proposed or existing LIHTC properties that are in overall good condition and currently performing well. The Subject's proposed rents also offer a significant advantage to existing rents in the market and we believe they are reasonable.

### **Recommendations**

We recommend the Subject as proposed.

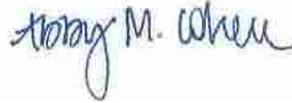
# **L. SIGNED STATEMENT REQUIREMENTS**

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



H. Blair Kincer, MAI  
Partner  
Novogradac & Company LLP

May 18, 2018  
Date



Abby M. Cohen  
Principal  
Novogradac & Company LLP

May 18, 2018  
Date



Brian Neukam  
Manager  
Novogradac & Company LLP

May 18, 2018  
Date



Lauren Smith  
Senior Analyst  
Novogradac & Company LLP

May 18, 2018  
Date



Travis Jorgenson  
Junior Analyst  
Novogradac & Company LLP

May 18, 2018  
Date

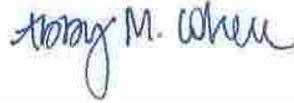
# **M. MARKET STUDY REPRESENTATION**

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



H. Blair Kincer, MAI  
Partner  
Novogradac & Company LLP

May 18, 2018  
Date



Abby M. Cohen  
Principal  
Novogradac & Company LLP

May 18, 2018  
Date



Brian Neukam  
Manager  
Novogradac & Company LLP

May 18, 2018  
Date



Lauren Smith  
Senior Analyst  
Novogradac & Company LLP

May 18, 2018  
Date



Travis Jorgenson  
Junior Analyst  
Novogradac & Company LLP

May 18, 2018  
Date

**ADDENDUM A**  
**Assumptions and Limiting Conditions**

## **ASSUMPTIONS AND LIMITING CONDITIONS**

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

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

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

**ADDENDUM B**  
**Subject and Neighborhood Photographs**

**Photographs of Subject Site and Surrounding Uses**



Subject site



Subject site



Subject site



View of Villas at Hampton (comparable), west of the Subject site



Subject site from Tara Boulevard



Subject site from Tara Boulevard



Commercial uses east of the Subject site across Tara Boulevard



Commercial uses east of the Subject site across Tara Boulevard



Liquor store immediately north of the Subject site



Vacant land north of the Subject site



Commercial uses north of the Subject site



Commercial uses north of the Subject site



Commercial uses north of the Subject site



Commercial uses north of the Subject site



Single-family homes northwest of the Subject site



Single-family homes northwest of the Subject site



Single-family homes northwest of the Subject site



Single-family homes northwest of the Subject site

**ADDENDUM C**  
Qualifications

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## H. BLAIR KINCER, MAI, CRE

### I. Education

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

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

### II. Licensing and Professional Affiliation

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

Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut  
Certified General Real Estate Appraiser, No. CG1694 – State of Maine  
Certified General Real Estate Appraiser, No. 1326 – State of Maryland  
Certified General Real Estate Appraiser, No. 103789 – State of Massachusetts  
Certified General Real Estate Appraiser, No. NHCG-939 – State of New Hampshire  
Certified General Real Estate Appraiser, No. 46000039124 – State of New York  
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina  
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania  
Certified General Real Estate Appraiser, No. 5930 – State of South Carolina  
Certified General Real Estate Appraiser, No. 3918 – State of Tennessee  
Certified General Real Estate Appraiser, No. 4001004822 – Commonwealth of Virginia  
Certified General Real Estate Appraiser, No. CG360 – State of West Virginia

### III. Professional Experience

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

#### **IV. Professional Training**

Have presented at and attended various industry conferences regarding the HTC, RETC, NMTC and LIHTC and various market analysis and valuation issues.

Obtained the MAI designation in 1998, maintaining continuing education requirements since. Registered as completing additional professional development programs administered by the Appraisal Institute in the following topic areas:

- 1) Valuation of the Components of a Business Enterprise
- 2) Valuation of Sustainable Buildings: Commercial
- 3) Valuation of Sustainable Buildings: Residential

#### **V. Real Estate Assignments – Examples**

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

- Performed numerous appraisals for the US Army Corps of Engineers US Geological Survey and the GSA. Property types included Office, Hotel, Residential, Land, Gymnasium, warehouse space, border patrol office. Properties located in varied locations such as the Washington, DC area, Yuma, AZ, Moscow, ID, Blaine, WA, Lakewood, CO, Seattle, WA
- Performed appraisals of commercial properties such as hotels, retail strip centers, grocery stores, shopping centers etc for properties in various locations throughout Pennsylvania, New Jersey, Maryland, New York for Holiday, Fenoglio, Fowler, LP and Three Rivers Bank.
- Have managed and conducted numerous market and feasibility studies for affordable housing. Properties are generally Section 42 Low Income Housing Tax Credit Properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Analysis typically includes; unit mix determination, demand projections, rental rate analysis, competitive property surveying and overall market analysis. An area of special concentration has been the category of Senior Independent living properties. Work has been national in scope.
- Provided appraisal and market studies for a large portfolio of properties located throughout the United States. The reports provided included a variety of property types including vacant land, office buildings, multifamily rental properties, gas stations, hotels, retail buildings, industrial and warehouse space, country clubs and golf courses, etc. The portfolio included more than 150 assets and the work was performed for the SBA through Metec Asset Management LLP.
- Have managed and conducted numerous appraisals of affordable housing (primarily LIHTC developments). Appraisal assignments typically involved determining the as is, as if complete and the as if complete and stabilized values. Additionally, encumbered

(LIHTC) and unencumbered values were typically derived. The three traditional approaches to value are developed with special methodologies included to value tax credit equity, below market financing and Pilot agreements.

- Performed numerous appraisals in 17 states of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program. These appraisals meet the requirements outlined in HUD Handbook 4465.1 and Chapter 7 of the HUD MAP Guide.
- Performed numerous market study/appraisals assignments for USDA RD properties in several states in conjunction with acquisition rehabilitation redevelopments. Documents are used by states, FannieMae, USDA and the developer in the underwriting process. Market studies are compliant to State, FannieMae and USDA requirements. Appraisals are compliant to FannieMae and USDA HB-1-3560 Chapter 7 and Attachments.
- Completed numerous FannieMae appraisals of affordable and market rate multi-family properties for Fannie DUS Lenders. Currently have ongoing assignment relationships with several DUS Lenders.
- In accordance with HUD's Section 8 Renewal Policy and Chapter 9, Mr. Kincer has completed numerous Rent Comparability Studies for various property owners and local housing authorities. The properties were typically undergoing recertification under HUD's Mark to Market Program.
- Completed Fair Market Value analyses for solar panel installations, wind turbine installations, and other renewable energy assets in connection with financing and structuring analyses performed by various clients. The clients include lenders, investors, and developers. The reports are used by clients and their advisors to evaluate certain tax consequences applicable to ownership. Additionally, the reports have been used in the ITC funding process and in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009.

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## ABBY M. COHEN

### I. Education

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

### II. Licensing and Professional Affiliation

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

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

### III. Professional Experience

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

### IV. Professional Training

7-Hour National USPAP Update for 2018-2019, February 2018  
Appraisal of Land Subject to Ground Leases, December 2017  
Business Practices and Ethics, January 2017  
General Appraiser Report Writing and Case Studies, February 2015  
General Appraiser Sales Comparison Approach, February 2015  
General Appraiser Site Valuation and Cost Approach, February 2015  
Expert Witness for Commercial Appraisers, January 2015  
Commercial Appraisal Review, January 2015  
Real Estate Finance Statistics and Valuation Modeling, December 2014  
General Appraiser Income Approach Part II, December 2014  
General Appraiser Income Approach Part I, November 2014  
General Appraiser Market Analysis and Highest & Best Use, November 2014  
IRS Valuation Summit, October 2014  
15-Hour National USPAP Equivalent, April 2013  
Basic Appraisal Procedures, March 2013  
Basic Appraisal Principles, January 2013

### V. Publications

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

## VI. Real Estate Assignments

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

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

**STATEMENT OF PROFESSIONAL QUALIFICATIONS  
BRIAN NEUKAM**

**EDUCATION**

Georgia Institute of Technology, Bachelor of Industrial Engineering, 1995

**State of Georgia Certified General Real Property Appraiser No. 329471**

**PROFESSIONAL TRAINING**

National USPAP and USPAP Updates

General Appraiser Market Analysis and Highest & Best Use

General Appraiser Sales Comparison Approach

General Appraiser Site Valuation and Cost Approach

General Appraiser Income Capitalization Approach I and II

General Appraiser Report Writing and Case Studies

**EXPERIENCE**

**Novogradac & Company LLP, Manager, September 2015- Present**

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

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

**REAL ESTATE ASSIGNMENTS**

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

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

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## LAUREN E. SMITH

### I. Education

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

### II. Professional Experience

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

### III. Real Estate Assignments

A representative sample of work on various types of projects:

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

# STATEMENT OF PROFESSIONAL QUALIFICATIONS

## Travis Jorgenson

### I. Education

Georgia Institute of Technology- Atlanta, GA  
Bachelors of Business Administration and Management, General Management

### II. Professional Experience

Junior Analyst, Novogradac & Company LLP, July 2017 – Present  
Claims Analyst, Zelis Healthcare, May 2017-July 2017  
Automotive Research Intern, Hearst Autos, October 2016-May 2017

### III. Research Assignments

A representative sample of work on various types of projects:

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

**ADDENDUM D**  
**Summary Matrix**

**SUMMARY MATRIX**

Comp #	Property Name	Distance to Subject	Type / Built / Renovated	Rent Structure	Unit Description	#	%	Size (SF)	Restriction	Rent (Adj)	Max Rent	Waiting List?	Vacant Units	Vacancy Rate	
Subject	Bear Creek Village Talmadge Rd And Tara Blvd Lovejoy, GA 30228 Clayton County	-	One-story (1 stories) 2021 / n/a Senior	@50%, @60%, Market	1BR / 1BA	6	8.6%	750	@50%	\$520	No		N/A	N/A	
					1BR / 1BA	18	25.7%	750	@60%	\$595	No	N/A	N/A		
					1BR / 1BA	6	8.6%	750	Market	\$685	N/A	N/A	N/A		
					2BR / 2BA	8	11.4%	950	@50%	\$620	No	N/A	N/A		
					2BR / 2BA	24	34.3%	950	@60%	\$705	No	N/A	N/A		
					2BR / 2BA	8	11.4%	950	Market	\$811	N/A	N/A	N/A		
						70	100.0%							N/A	N/A
1	Grier Senior Manor 391 Old Griffin Rd Mcdonough, GA 30253 Henry County	9.7 miles	Lowrise (2 stories) 2005 / n/a Senior	@30%, @50%, @54%, Market	1BR / 1BA	3	4.7%	657	@30%	\$308	Yes	Yes	0	0.0%	
					1BR / 1BA	16	25.0%	657	@50%	\$561	Yes	Yes	0	0.0%	
					1BR / 1BA	5	7.8%	657	@54%	\$613	Yes	Yes	0	0.0%	
					1BR / 1BA	8	12.5%	657	Market	\$675	N/A	No	0	0.0%	
					2BR / 2BA	3	4.7%	900	@30%	\$333	Yes	Yes	0	0.0%	
					2BR / 2BA	16	25.0%	900	@50%	\$638	Yes	Yes	0	0.0%	
					2BR / 2BA	5	7.8%	900	@54%	\$700	Yes	Yes	0	0.0%	
					2BR / 2BA	8	12.5%	900	Market	\$785	N/A	No	0	0.0%	
						64	100.0%							0	0.0%
2	Hampton Court 100 S Hampton Rd Hampton, GA 30228 Henry County	4.7 miles	Garden (2 stories) 2014 / n/a Senior	@50%, @60%	2BR / 2BA	9	15.0%	1,200	@50%	\$530	No	Yes	1	11.1%	
					2BR / 2BA	51	85.0%	1,200	@60%	\$530	No	Yes	1	2.0%	
						60	100.0%							2	3.3%
3	Heritage At Mcdonough 180 Bridges Rd Mcdonough, GA 30253 Henry County	9.2 miles	Garden (3 stories) 2011 / n/a Senior	@50%, @60%	1BR / 1BA	N/A	N/A	722	@50%	\$569	Yes	Yes	0	N/A	
					1BR / 1BA	N/A	N/A	722	@60%	\$699	Yes	Yes	2	N/A	
					2BR / 2BA	N/A	N/A	1,103	@50%	\$670	Yes	Yes	0	N/A	
					2BR / 2BA	N/A	N/A	1,103	@60%	\$826	Yes	Yes	2	N/A	
						105	N/A							4	3.8%
4	Red Oak Village 770 Rock Quarry Road Stockbridge, GA 30281 Henry County	8.8 miles	Lowrise (3 stories) 2017 / n/a Senior	@50%, @60%	1BR / 1BA	4	6.7%	750	@50%	\$475	No	Yes	0	0.0%	
					1BR / 1BA	16	26.7%	750	@60%	\$565	No	Yes	0	0.0%	
					2BR / 1BA	9	15.0%	950	@50%	\$565	No	Yes	0	0.0%	
					2BR / 1BA	31	51.7%	950	@60%	\$690	No	Yes	0	0.0%	
						60	100.0%							0	0.0%
5	Shoal Creek Manor 120 L.G. Griffin Road Locust Grove, GA 30248 Henry County	14.1 miles	Midrise (4 stories) 2011 / n/a Senior	@50%, @60%	2BR / 2BA	14	21.2%	1,008	@50%	\$659	Yes	Yes	0	0.0%	
					2BR / 2BA	52	78.8%	1,008	@60%	\$816	Yes	Yes	0	0.0%	
						66	100.0%							0	0.0%
6	St. Phillip Villas 829 N Hill Street Griffin, GA 30223 Spalding County	12.3 miles	Garden (2 stories) 2002 / n/a Family	@50%, @60%, Market	1BR / 1BA	4	6.7%	975	@50%	\$548	No	Yes	0	0.0%	
					1BR / 1BA	4	6.7%	975	@60%	\$558	No	Yes	0	0.0%	
					1BR / 1BA	4	6.7%	975	Market	\$583	N/A	Yes	0	0.0%	
					2BR / 2BA	12	20.0%	1,175	@50%	\$658	No	Yes	0	0.0%	
					2BR / 2BA	20	33.3%	1,175	@60%	\$683	No	Yes	0	0.0%	
					2BR / 2BA	4	6.7%	1,175	Market	\$703	N/A	Yes	0	0.0%	
					3BR / 2BA	4	6.7%	1,350	@50%	\$745	No	Yes	1	25.0%	
					3BR / 2BA	4	6.7%	1,350	@60%	\$750	No	Yes	0	0.0%	
						60	100.0%							1	1.7%
7	Amber Chase Apartments 570 Mcdonough Parkway Mcdonough, GA 30253 Henry County	8.9 miles	Garden (2 stories) 1999 / n/a Family	Market	1BR / 1BA	N/A	N/A	800	Market	\$966	N/A	No	N/A	N/A	
					2BR / 1BA	N/A	N/A	1,117	Market	\$1,136	N/A	No	N/A	N/A	
					2BR / 2BA	N/A	N/A	1,157	Market	\$1,166	N/A	No	N/A	N/A	
					2BR / 2BA	N/A	N/A	1,223	Market	\$1,016	N/A	No	N/A	N/A	
					3BR / 2BA	N/A	N/A	1,332	Market	\$1,216	N/A	No	N/A	N/A	
						352	N/A							11	3.1%
8	Eagle's Brooke 100 Malaga Way Locust Grove, GA 30248 Henry County	10.6 miles	Garden (3 stories) 2009 / n/a Family	Market	1BR / 1BA	120	48.4%	955	Market	\$927	N/A	No	N/A	N/A	
					2BR / 2BA	104	41.9%	1,265	Market	\$1,167	N/A	No	N/A	N/A	
					3BR / 2BA	24	9.7%	1,519	Market	\$1,467	N/A	No	N/A	N/A	
						248	100.0%							16	6.5%
9	Griffin Crossing Apartments 1597 West McIntosh Road Griffin, GA 30223 Spalding County	11.0 miles	Garden (2 stories) 1986 / 2006 Family	Market	1BR / 1BA	80	29.4%	824	Market	\$675	N/A	No	5	6.3%	
					2BR / 2BA	168	61.8%	944	Market	\$819	N/A	No	3	1.8%	
					3BR / 2BA	24	8.8%	1,090	Market	\$894	N/A	No	1	4.2%	
						272	100.0%							9	3.3%
10	Lakeside Villas 1992 Lovejoy Rd Hampton, GA 30228 Henry County	0.7 miles	Garden (3 stories) 2002 / n/a Family	Market	1BR / 1BA	N/A	N/A	691	Market	\$868	N/A	No	N/A	N/A	
					1BR / 1BA	N/A	N/A	880	Market	\$918	N/A	No	N/A	N/A	
					2BR / 2BA	N/A	N/A	1,177	Market	\$998	N/A	No	N/A	N/A	
					2BR / 2BA	N/A	N/A	1,309	Market	\$1,038	N/A	No	N/A	N/A	
						N/A	N/A	1,479	Market	\$1,145	N/A	No	N/A	N/A	
						250	N/A							3	1.2%
11	The Crossing At Mcdonough 100 Crossing Boulevard Mcdonough, GA 30253 Henry County	9.5 miles	Garden (3 stories) 2004 / n/a Family	Market	1BR / 1BA	N/A	N/A	908	Market	\$1,012	N/A	No	1	N/A	
					2BR / 2BA	N/A	N/A	1,152	Market	\$1,032	N/A	No	4	N/A	
					3BR / 2BA	35	13.9%	1,390	Market	\$1,257	N/A	No	6	17.1%	
						252	13.9%							11	4.4%
12	Villas At Hampton 12227 Tara Blvd Hampton, GA 30228 Henry County	0.3 miles	Garden (3 stories) 2000 / n/a Family	Market	1BR / 1BA	N/A	N/A	691	Market	\$803	N/A	No	1	N/A	
					1BR / 1BA	N/A	N/A	880	Market	\$973	N/A	No	0	N/A	
					2BR / 2BA	N/A	N/A	1,177	Market	\$1,073	N/A	No	1	N/A	
					2BR / 2BA	N/A	N/A	1,309	Market	\$1,138	N/A	No	0	N/A	
						N/A	N/A	1,460	Market	\$1,255	N/A	No	1	N/A	
						224	N/A							3	1.3%
13	Walden Landing 11015 Tara Blvd Hampton, GA 30228 Bibb County	1.6 miles	Midrise (4 stories) 2000 / n/a Family	Market	1BR / 1BA	92	37.9%	824	Market	\$822	N/A	No	1	1.1%	
					1BR / 1BA	N/A	N/A	909	Market	\$837	N/A	No	0	N/A	
					1.5BR / 1BA	N/A	N/A	1,094	Market	\$892	N/A	No	0	N/A	
					2BR / 2BA	108	44.4%	1,166	Market	\$902	N/A	No	0	0.0%	
					2BR / 2BA	N/A	N/A	1,261	Market	\$982	N/A	No	0	N/A	
						43	17.7%	1,403	Market	\$1,032	N/A	Yes	1	2.3%	
						243	100.0%							2	0.8%

**ADDENDUM E**  
**Subject Floor Plans**

## Site Aerial - Lovejoy Place



Property Vehicular Site Entrance: Lat: 33.432111, Long: -84.320892

PLOTTED: 5/3/2016 1:59:07 PM - DRAWING: P:\SEARLES\LOVEJOY\SITE PLAN-PHASE 1.DWG - PLOTTED BY: GRANT KERSEY - COPYRIGHT 2016



1 CONCEPTUAL SITE PLAN  
SCALE: 1" = 100'



PROJECT	2016-044
DATE	4/6/2016
DRAWN BY / CHECKED BY	BGK
REVISIONS	

MARTIN RILEY ASSOCIATES - ARCHITECTS, P.C.  
215 CHURCH STREET SUITE 200 DECATUR GEORGIA 30030-3329 404-373-2800  
PROPOSED SENIOR RESIDENCES  
LOVEJOY, GEORGIA



CONCEPTUAL SITE PLAN

NOT RELEASED FOR CONSTRUCTION