

**A MARKET CONDITIONS AND
PROJECT EVALUATION SUMMARY
OF:
DECATUR
EAST PHASE II**

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EVALUATION SUMMARY OF:**

DECATUR EAST

PHASE II

515 East Freeman Street
Decatur, DeKalb County, Georgia 30030

Effective Date: May 13, 2021
Report Date: May 17, 2021

Prepared for:
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President
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May 17, 2021

Jim Grauley
President
Columbia Residential
1718 Peachtree Street NW, Suite 684
Atlanta, GA 30309

Re: Application Market Study for Decatur East Phase II, located in Decatur, DeKalb County, Georgia

Dear Mr. Grauley:

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

The purpose of this market study is to assess the viability of the proposed 80-unit senior (62+) LIHTC project. It will be a newly constructed affordable LIHTC project, with 80 revenue generating units, restricted to households earning 50 and 60 percent of the Area Median Income (AMI) or less and 10 unrestricted market rate units. Of these, 24 units restricted to 50 and 60 percent of the AMI will operate with a project-based rental subsidy, where tenants will pay 30 percent of their income towards rent. 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 Consulting 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.

In the wake of the COVID-19 pandemic, there has been significant turmoil and uncertainty. Governments across the globe are taking dramatic efforts to reduce the strain on health care systems. These efforts result in extensive impacts on economic activity. However, governments are also implementing significant economic stimulus packages to help with this economic disruption.

- *Clients and market participants throughout the country report April 2021 collections that are better than expected for all types of multifamily properties. According to a report from the National Multifamily Housing Council, April 2021 rent collections were up by 1.9 percentage points year-over-year from April 2020. Note that the apartments in this sample are market rate apartments in multifamily buildings and do not include affordable units. Through April 6, 2021, 79.8 percent of households made full or partial rent payments for April, according to the National Multifamily Housing Council. Although one-in-five renters did not pay their rent in the first week of the month, the majority of these missed payments are made up with late payments by the end of the month. A significant change in the market is not yet discernible and we continue to be relatively optimistic about the market's ability to weather the current economic storm.*
- *Based upon various conversations with market participants and published articles and webinars, many believe that multifamily real estate will be impacted, but significantly less so than other sectors. Further, the impact is expected to be shorter lived. Many view multifamily as a safer haven during this period of uncertainty. The comparable properties reported an average vacancy rate of 2.9 percent. The Subject is proposed construction with anticipated market entry in September 2023.*
- *Novogradac maintains a proprietary database of operating results from our surveys of affordable and market rate properties. The database was implemented in 2005 and contains over 100,000 individual properties. The national occupancy rate for two-bedroom, 60 percent LIHTC properties dipped slightly during the Great Recession, but began a rebound after 2009. In 2008, the occupancy rate was 96.3 percent and it dropped less than one percentage point during the slowdown, to 95.4 percent in 2009 before beginning a gradual increase that slowed between 2016 and 2018, but continued through 2019. While this recession will undoubtedly be different than the last, this performance supports the points made above and illustrates the resilience in the affordable housing sector. Further, the majority of the comparables utilized in this report reported stable rents and occupancy rates.*
- *As of April 2021 the state of Georgia has restrictions in place to combat COVID-19 cases. These restrictions include capacity limits on indoor and outdoor gatherings, mask mandates, on-site alcohol curfews, and increased enforcement of guidelines in retail businesses. While the full impact to the housing market remains unclear, based upon market data there is no discernible change to capitalization rates. Further, we believe any impact to value that occurs going forward is likely to be negligible and relatively short term and that the stimulus packages will be sufficient to minimize the economic impacts on the broader economy and the housing market. We assume that additional measures will be taken to control the spread of the virus and some extension/expansion of unemployment benefits to continue to help stabilize the economy.*

MR. GRAULEY
COLUMBIA RESIDENTIAL
MAY 17, 2021

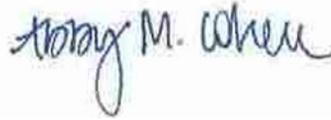
- Based upon discussions with market participants, collections have been strong due to increases in unemployment payments and the CARES stimulus plan. The stimulus package included monetary assistance to the nation's hospitals, provided direct pay to individuals, expanded unemployment benefits, and provided money for states and businesses impacted by the pandemic. However the provisions from the CARES Act expired on July 31, 2020. An additional \$900 billion stimulus package was passed in late December 2020, with a further \$1.9 trillion stimulus passed in March 2021. These packages resulted in additional one-time payments to households, with payments phasing out for higher income levels, in addition to extended unemployment benefits and industry-specific financial support. The March 2021 package also included additional nutritional assistance, assistance with COBRA premiums and child tax credits.
- The rollout of vaccinations for COVID-19 began in December 2020. We believe that the delivery of vaccinations will further advance mitigation of the adverse impacts of the COVID-19 pandemic.

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 Consulting LLP can be of further assistance. It has been our pleasure to assist you with this project.

Respectfully submitted,
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B. EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

1. Project Description

Decatur East Phase II will be a newly constructed senior (62+) property located at 515 East Freeman Street in Decatur, DeKalb County, Georgia, which will consist of one six-story, midrise residential building.

The following table illustrates the proposed unit mix.

PROPOSED RENTS								
Unit Type	Unit Size (SF)	Number of Units	Asking Rent	Utility Allowance (1)	Gross Rent	2020 LIHTC Maximum Allowable Gross Rent	HUD Fair Market Rents	
<i>@50% (Project Based Rental Assistance - PBRA)</i>								
1BR / 1BA	740	8	\$1,063	\$97	\$1,160	\$775	\$1,025	
2BR / 1BA	986	1	\$1,198	\$122	\$1,320	\$931	\$1,167	
<i>@60%</i>								
1BR / 1BA	740	45	\$818	\$112	\$930	\$930	\$1,025	
2BR / 1BA	986	1	\$977	\$140	\$1,117	\$1,117	\$1,167	
<i>@60% (Project Based Rental Assistance - PBRA)</i>								
1BR / 1BA	740	15	\$1,063	\$97	\$1,160	\$930	\$1,025	
<i>Market</i>								
1BR / 1BA	740	4	\$1,200	-	-	-	-	
2BR / 1BA	986	6	\$1,350	-	-	-	-	
		80						

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

All of the Subject’s units at the 50 percent of AMI level and a portion of the Subject’s units at the 60 percent of AMI levels will operate with a project-based subsidy. Tenants in these units will pay 30 percent of their AMI towards rent. The proposed rents for the Subject’s units at the 60 percent of AMI level are at the maximum allowable rents. The Subject’s amenity packages are considered to be comparable to the existing housing supply in the market. The Subject’s largest weakness is its lack of proposed in-unit washers and dryers.

2. Site Description/Evaluation

The Subject site is located on the south side of East Freeman Street and the east side of Sams Street. The Subject site is currently vacant, undeveloped land. Adjacent north of the Subject site are two multifamily properties used as comparables in this report, Columbia Residences at Decatur East (LIHTC property, age-restricted Phase I of the Subject) and Cortland Decatur East (market rate, general tenancy). Both properties exhibit excellent condition. Further to the north is the Avondale MARTA Station, which is within walking distance of the Subject. To the east of the Subject is Derrydown Quads and Houses, a multifamily property in fair condition that was excluded from our comparable analysis due to dissimilar unit types. Further east of the Subject are single-family homes in average to good condition. Land uses to the south of the Subject consist of a parking lot, an office building occupied by the Department of Homeland Security, in addition to the facility for the City of Decatur Public Works Department. Based upon the performance of nearby properties, we do not believe that the public works warehouse is detrimental to multifamily operations. Further to the south of the Subject are single-family homes in average to excellent condition. Land uses to the west of the Subject consist of commercial and retail uses located along East College Avenue. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Very Walkable” by Walkscore with a rating of 81 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a mixed-use neighborhood. The uses surrounding the Subject are in average to excellent condition and the site has good proximity to locational amenities, which are within 2.7 miles of the Subject site, with the majority located within 1.4 miles. Further, the Subject is in close proximity

to various regional employment centers, including downtown Atlanta and various office parking located along the Atlanta Perimeter (I-285). While the Subject’s location is one of elevated crime indices, we believe that the proposed security features will be market-oriented.

3. Market Area Definition

The PMA is defined by North Druid Hills Road NE and Stone Mountain Freeway to the north, North and South Hairston Road to the east, Interstate 20 to the south, and Moreland Avenue SE and Briarcliff Road NE to the west. This area includes the city of Decatur, and the surrounding cities of Druid Hills, Avondale Estates, Belvedere Park, Candler-McAfee, and Scottdale. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

- North: 2.6 miles
- East: 5.1 miles
- South: 4.1 miles
- West: 3.8 miles

The PMA is defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject’s property manager. Many property managers indicated that a significant portion of their tenants come from out of state. Of those residents coming from within Georgia most are coming from the city of Decatur or surrounding cities in DeKalb County. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2021 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 5.1 miles.

4. Community Demographic Data

The senior population in the PMA and the MSA increased from 2000 to 2020. The senior population and household growth is projected to continue through 2023. The current senior population of the PMA is 38,562 and is expected to be 42,150 in 2025. The current number of senior households in the PMA is 24,952 and is expected to be 27,556 in 2025. Approximately 84.4 percent of renter households in the PMA are earning incomes between \$0 and \$99,999, which is comparable to the 82.6 percent of renter households in the MSA in 2020. The Subject will target tenants earning between \$0 and \$82,750 (\$23,250 and \$82,750 absent subsidy); therefore, the Subject should be well-positioned to service this market. The concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

According to *RealtyTrac* statistics, one in every 11,396 housing units nationwide was in some stage of foreclosure as of March 2021, the most recent available data. The city of Decatur is experiencing a foreclosure rate of one in every 15,243 homes, while DeKalb County is experiencing foreclosure rate of one in every 6,111 homes and Georgia experienced one foreclosure in every 11,330 housing units. Overall, Decatur is experiencing a lower foreclosure rate to the nation, state and county, 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

Employment in the PMA is concentrated in the healthcare/social assistance, educational services, and professional/scientific/technical services industries, which collectively comprise 39.7 percent of local employment. The large share of PMA employment in the healthcare industry is notable as this industry is historically stable, and exhibits greater resilience during economic downturns.

For the 12-month period ending in March 2021 total employment in the MSA decreased 1.5 percent, which compares to a 3.0 percent decrease in the nation as a whole for the same period of analysis. In 2021 year-to-date, the MSA has exhibited an increase in employment of 3.5 percent, which compares to a national increase of 1.1 percent. The unemployment rate in the MSA was 4.1 percent as of March 2021, which compares to a national unemployment rate of 6.2 for the nation. Based on the performance of the MSA economy during the COVID-19 pandemic, including the nascent recovery in 2021 year-to-date, we believe that the MSA will likely recover from the pandemic-induced recession at a rate faster than the nation. However, we caution that the timing of the full recovery remain uncertain as of the date of this report. Though with continued deployment of vaccinations, we believe that the recovery will continue in 2021. Overall, we believe that the strong employment growth in the MSA through the pandemic indicated growing demand for housing in the area, including affordable rental units.

6. 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% (As Proposed)	\$0	\$33,100	8	1,574	30	1,544	0.5%	\$1,063
1BR @50% (Absent Subsidy)	\$23,250	\$33,100	8	564	30	534	1.5%	\$678
1BR @60%	\$27,900	\$39,720	45	584	23	561	8.0%	\$818
1BR @60% (As Proposed w/ PBRA)	\$0	\$39,720	15	1,778	23	1,755	0.9%	\$1,063
1BR @60% (Absent Subsidy)	\$27,900	\$39,720	60	584	23	561	10.7%	\$818
1BR Market	\$39,360	\$82,750	4	1,071	0	1,071	0.4%	\$1,200
1BR Overall (As Proposed)	\$0	\$82,750	72	2,638	53	2,585	2.8%	-
1BR Overall (Absent Subsidy)	\$23,250	\$82,750	72	1,628	53	1,575	4.6%	-
2BR @50% (As Proposed)	\$0	\$33,100	1	606	34	572	0.2%	\$1,198
2BR @50% (Absent Subsidy)	\$27,930	\$33,100	1	217	34	183	0.5%	\$809
2BR @60%	\$33,510	\$39,720	1	225	24	201	0.5%	\$977
2BR Market	\$44,700	\$82,750	6	412	0	412	1.5%	\$1,350
2BR Overall (As Proposed)	\$0	\$82,750	8	1,015	58	957	0.8%	-
2BR Overall (Absent Subsidy)	\$27,930	\$82,750	8	627	58	569	1.4%	-
@50% Overall (As Proposed)	\$0	\$33,100	9	2,180	64	2,116	0.4%	-
@50% Overall (Absent Subsidy)	\$23,250	\$33,100	9	781	64	717	1.3%	-
@60% Overall	\$27,900	\$39,720	46	808	47	761	6.0%	-
@60% Overall (As Proposed w/ PBRA)	\$0	\$39,720	15	1,778	47	1,731	0.9%	-
@60% Overall (Absent Subsidy)	\$27,900	\$39,720	61	808	47	761	8.0%	-
Market Overall	\$39,360	\$82,750	10	1,483	0	1,483	0.7%	-
Overall (As Proposed)	\$0	\$82,750	80	3,653	111	3,542	2.3%	-
Overall (Absent Subsidy)	\$23,250	\$82,750	80	2,254	111	2,143	3.7%	-

We believe these calculated capture rates are reasonable, particularly as these calculations do not consider 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 structure. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 10 “true” comparable properties containing 1,534 units.

The availability of LIHTC data is considered good; there are several LIHTC properties in the PMA. We include four senior tenancy LIHTC properties. The other LIHTC property targets the general population and offer similar

unit types in comparison to the proposed Subject. The comparable LIHTC properties are all located in the PMA, between zero (adjacent) and 2.9 miles of the proposed Subject.

The availability of market rate data is considered good. We include five conventional properties in our analysis of the competitive market. All of the market rate properties are located in the PMA, between zero (adjacent) and 1.1 miles from the Subject site. These comparables were built or renovated between 2000 and 2019. Overall, we believe the market rate properties used in our analysis are the most comparable and provide an appropriate basis for comparison.

Based on the quality of the surveyed comparable properties and the anticipated quality of the Subject, we conclude that the Subject’s proposed LIHTC rental rates are below the achievable market rates for the Subject’s area. The table below illustrates the comparison of the market rents.

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
1BR / 1BA	@50% (PBRA)	\$1,063	\$1,197	\$1,825	\$1,554	\$1,450	27%
1BR / 1BA	@60%	\$818	\$1,197	\$1,825	\$1,554	\$1,450	44%
1BR / 1BA	@60% (PBRA)	\$1,063	\$1,197	\$1,825	\$1,554	\$1,450	27%
1BR / 1BA	Market	\$1,200	\$1,197	\$1,825	\$1,554	\$1,450	17%
2BR / 1BA	@50% (PBRA)	\$1,198	\$1,335	\$2,311	\$2,001	\$1,850	35%
2BR / 1BA	@60%	\$977	\$1,335	\$2,311	\$2,001	\$1,850	47%
2BR / 1BA	Market	\$1,350	\$1,335	\$2,311	\$2,001	\$1,850	27%

Cortland Decatur East is the most proximate and comparable unrestricted market rate property to the Subject as proposed. Roswell City Walk is located adjacent the Subject in a neighborhood considered similar. Cortland Decatur East was originally constructed in 2019 and will exhibit similar condition to the Subject upon completion. Roswell City Walk has a current vacancy rate of 7.9 percent which is considered slightly elevated. However, this property remains in the final stages of initial lease up and we do not believe that the current vacancy rate is indicative of broader market weakness. The property offers similar to larger unit sizes, and generally superior in-unit and common area amenities relative to the Subject. As such, we believe that the Subject could achieve rents similar to above Cortland Decatur East if it were hypothetically fully unrestricted.

Overall, we believe that the Subject can achieve rents similar to above those currently achieved at Cortland Decatur East and within the range of the remaining unrestricted market rate comparables. Thus, we concluded to market rents of **\$1,450**, and **\$1,850** for the Subject’s one and two-bedroom units, respectively. Thus, the Subject’s proposed rents will offer a significant rent advantage ranging from 17 to 47 percent below achievable market rents.

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	City	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Abbingtion Reserve	Decatur	LIHTC	Family	2020	238	34
Gardenside at The Villages of East Lake	Atlanta	LIHTC	Family	2020	108	11
Cortland Decatur East *	Decatur	Market	Family	2019	378	12
Swift Creek	Decatur	LIHTC	Family	2019	60	20
Columbia Senior Residences At Decatur East	Decatur	LIHTC	Senior	2018	92	15
Average						18

* This property is in its initial absorption phase

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. Overall, the comparables demonstrate absorption rates ranging from 12 to 34 units per month. Of note, one comparable, Cortland Decatur East, is in the final stages of its initial absorption phase. We have placed emphasis on the senior LIHTC property, Columbia Senior Residences At Decatur East, which is Phase I of the Subject’s overall development and is located adjacent to the Subject site. Based on the information above, we believe the Subject would be able to absorb approximately 15 units per month. This indicates an absorption period of five to six months to reach 93 percent occupancy and our concluded stabilized occupancy of 95 percent.

9. Interviews

Interviews with local property managers are included in the profiles in the Existing Competitive Rental Analysis portion of this report.

10. 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 0.7 percent, which is considered low. The Subject will offer a competitive amenities package relative to the comparables. The Subject will offer similar to superior condition relative to these properties, which are generally in good to excellent condition. Given the Subject’s anticipated similar to superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

Summary Table:

(must be completed by the analyst and included in the executive summary)

Development Name:	Decatur East Phase II	Total # Units:	80
Location:	515 East Freeman Street Decatur, GA 30030	# LIHTC Units:	70
PMA Boundary:	North: North Druid Hills Road NE and Stone Mountain Freeway; East: North and South Hairston Road; South: Interstate 20; West: Moreland Avenue SE and Briarcliff Road NE		
	Farthest Boundary Distance to Subject:		<u>5.1 miles</u>

Rental Housing Stock (found on page 61)

Type	# Properties*	Total Units	Vacant Units	Average Occupancy
All Rental Housing	25	4,489	98	97.8%
Market-Rate Housing	9	1,962	75	96.2%
Assisted/Subsidized Housing not to include LIHTC	7	1,033	13	98.7%
LIHTC	9	1,494	10	99.3%
Stabilized Comps	25	4,489	98	97.8%
Properties in Construction & Lease Up	N/Ap	N/Ap	N/Ap	N/Ap

*Only includes properties in PMA

Subject Development					Achievable Market Rent			Highest Unadjusted Comp Rent	
# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Per Unit	Per SF	Advantage	Per Unit	Per SF
8	1BR at 50% AMI (PBRA)	1	740	\$1,063	\$1,450	\$1.96	36%	\$1,825	\$2.18
1	2BR at 50% AMI (PBRA)	1	986	\$1,198	\$1,850	\$1.88	54%	\$2,311	\$2.18
45	1BR at 60% AMI	1	740	\$818	\$1,450	\$1.96	77%	\$1,825	\$2.18
1	2BR at 60% AMI	1	986	\$977	\$1,850	\$1.88	89%	\$2,311	\$2.18
15	1BR at 60% AMI (PBRA)	1	740	\$1,063	\$1,450	\$1.96	36%	\$1,825	\$2.18
4	1BR Unrestricted	1	740	\$1,200	\$1,450	\$1.96	21%	\$1,825	\$2.18
6	2BR Unrestricted	1	986	\$1,350	\$1,850	\$1.88	37%	\$2,311	\$2.18

Capture Rates (found on page 59)

Targeted Population	@50%	@60%	Market	Overall
Capture Rate:	0.4%	6.0%	0.7%	2.3%
Capture Rate (Absent Subsidy:	1.3%	8.0%	0.7%	3.7%

C. PROJECT DESCRIPTION

PROJECT DESCRIPTION

- | | |
|---|--|
| 1. Project Address and Development Location: | The Subject site is located at 515 East Freeman Street in Decatur, DeKalb County, Georgia 30030. The Subject site is currently vacant. |
| 2. Construction Type: | The Subject will consist of one elevator-serviced six-story midrise residential building. The Subject will be new construction. |
| 3. Occupancy Type: | Seniors ages 62 and older. |
| 4. Special Population Target: | None. |
| 5. Number of Units by Bedroom Type and AMI Level: | See following property profile. |
| 6. Unit Size, Number of Bedrooms and Structure Type: | See following property profile. |
| 7. Rents and Utility Allowances: | See following property profile. |
| 8. Existing or Proposed Project-Based Rental Assistance: | See following property profile. |
| 9. Proposed Development Amenities: | See following property profile. |

Decatur East Phase II	
Location	515 East Freeman Street Decatur, GA 30030 DeKalb County (verified)
Units	80
Vacant Units	-
Vacancy Rate	-
Type	Midrise (age-restricted)
Year Built	2023 (Proposed)



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

Unit Mix												
Beds	Baths	Type	Units	Size (SF)	Rent	Concession	Restriction	Waiting List	Vacant	Vacancy Rate	Max rent?	
1	1	Midrise	8	740	\$1,063	\$0	@50% (PBRA)	-	-	-	-	
1	1	Midrise	45	740	\$818	\$0	@60%	-	-	-	Yes	
1	1	Midrise	15	740	\$1,063	\$0	@60% (PBRA)	-	-	-	-	
1	1	Midrise	4	740	\$1,200	\$0	Market	-	-	-	-	
2	1	Midrise	1	986	\$1,320	\$0	@50% (PBRA)	-	-	-	-	
2	1	Midrise	1	986	\$977	\$0	@60%	-	-	-	Yes	
2	1	Midrise	6	986	\$1,350	\$0	Market	-	-	-	-	

Amenities		
In-Unit	Balcony/Patio Blinds Carpet/Hardwood Central A/C Coat Closet Dishwasher Ceiling Fan Garbage Disposal Hand Rails Microwave Oven Refrigerator Walk-In Closet Washer/Dryer hookup	Property Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Courtyard Elevators Exercise Facility Garage Central Laundry Off-Street Parking On-Site Management Service Coordination
Security	Intercom (Buzzer) Limited Access Perimeter Fencing Video Surveillance	

Comments

The property is a proposed midrise-style age-restricted multifamily development. The proposed utility allowances are \$112 for one-bedroom units (and \$97 for units receiving PBRA) and \$140 for two-bedroom units (and \$122 for units receiving PBRA).

- 10. Scope of Renovations:** The Subject will be new construction.
- 11. Placed in Service Date:** Construction on the Subject is expected to begin in July 2022 and be completed in September 2023.
- Conclusion:** The Subject will be an excellent-quality six-story midrise apartment complex, comparable to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical deterioration.

D.SITE EVALUATION

1. **Date of Site Visit and Name of Inspector:** Jay Cole visited the site on May 13, 2021.

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

Frontage: The Subject site has frontage along East Freeman Street and Sams Street.

Visibility/Views: The Subject will be located on East Freeman Street, on the eastern side of Sams Street. Visibility and views from the site will be good and initially will include a parking lot, the first phase of the Subject's overall development, Cortland Decatur East (comparable property), and commercial uses.

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



Source: Google Earth, May 2021

The Subject site is located on the south side of East Freeman Street and the east side of Sams Street. The Subject site is currently vacant,

undeveloped land. Adjacent north of the Subject site are two multifamily properties used as comparables in this report, Columbia Residences at Decatur East (LIHTC property, age-restricted Phase I of the Subject) and Cortland Decatur East (market rate, general tenancy). Both properties exhibit excellent condition. Further to the north is the Avondale MARTA Station, which is within walking distance of the Subject. To the east of the Subject is Derrydown Quads and Houses, a multifamily property in fair condition that was excluded from our comparable analysis due to dissimilar unit types. Further east of the Subject are single-family homes in average to good condition. Land uses to the south of the Subject consist of a parking lot, an office building occupied by the Department of Homeland Security, in addition to the facility for the City of Decatur Public Works Department. Based upon the performance of nearby properties, we do not believe that the public works warehouse is detrimental to multifamily operations. Further to the south of the Subject are single-family homes in average to excellent condition. Land uses to the west of the Subject consist of commercial and retail uses located along East College Avenue. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Very Walkable” by Walkscore with a rating of 81 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a mixed-use neighborhood. The uses surrounding the Subject are in average to excellent condition and the site has good proximity to locational amenities, which are within 2.7 miles of the Subject site, with the majority located within 1.4 miles.

Positive/Negative Attributes of Site:

The Subject’s proximity to retail and other locational amenities as well as its surrounding uses, which are in average to excellent condition, are considered positive attributes. The Subject site is within close proximity to various transportation routes, including both rail and bus transit, which provides convenient access to regional employment centers. A negative attribute of the site is the elevated crime indices relative to the surrounding MSA and nation.

3. Physical Proximity to Locational Amenities:

The Subject is located within 2.7 miles of all locational amenities. Additionally, it is within 1.2 miles of Emory Decatur Hospital, which is one of the area’s largest employers.

4. Pictures of Site and Adjacent Uses:

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



Subject site



Subject site



Subject site



Subject site



Subject site



Subject site



View east on East Freeman Street



View west on East Freeman Street



Cortland Decatur East (comparable property) north of the Subject



Cortland Decatur East (comparable property) north of the Subject



Multifamily use east of the Subject site



Department of Homeland Security office south of the Subject site



Commercial use west of the Subject site



Commercial use west of the Subject site



Avondale MARTA Station north of the Subject site



Typical single-family home in the Subject's neighborhood



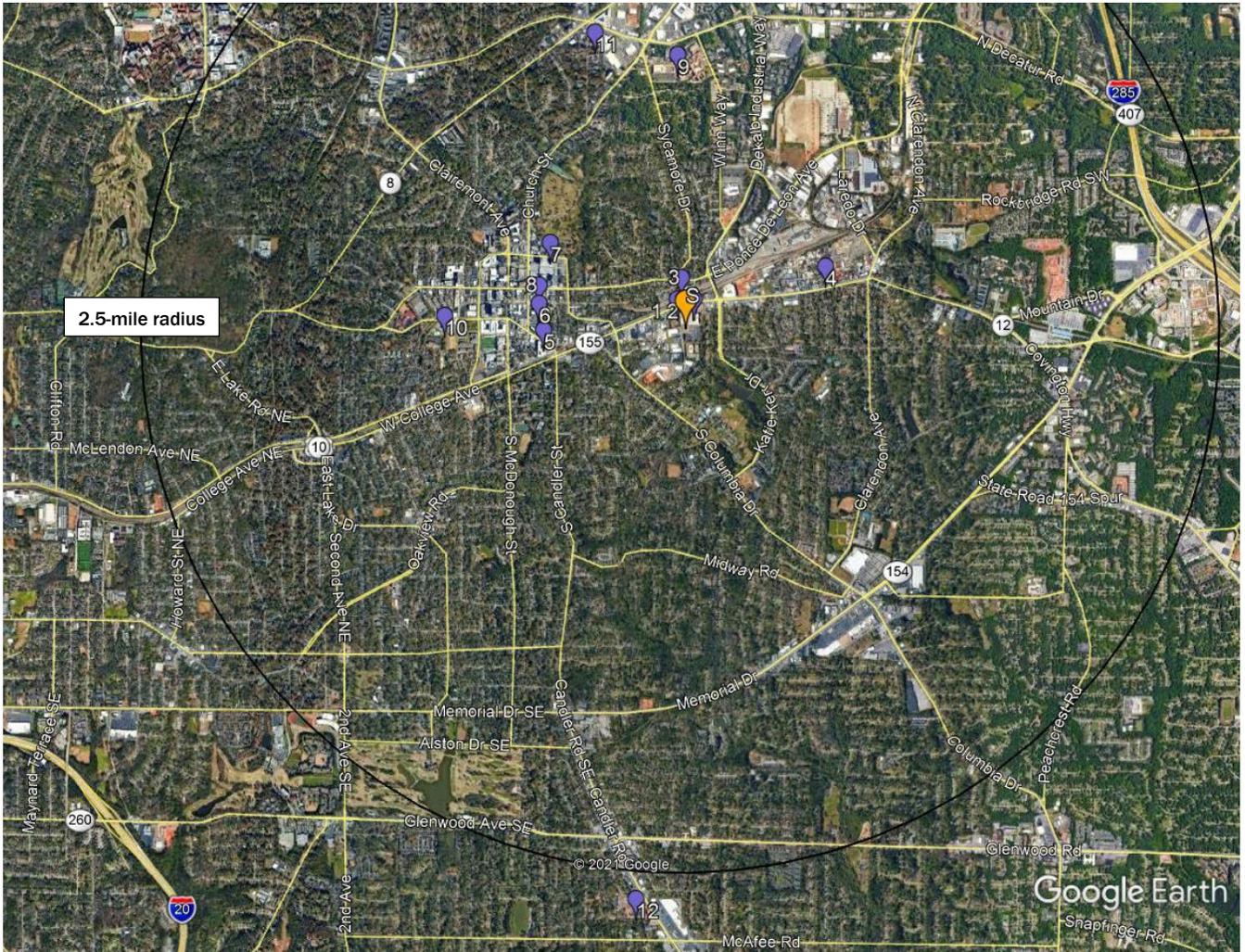
Typical single-family home in the Subject's neighborhood



Typical single-family home in the Subject's neighborhood

5. Proximity to Locational Amenities:

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



Source: Google Earth, May 2021

LOCATIONAL AMENITIES

Map #	Service or Amenity	Distance from Subject (Crow)
1	MARTA Bus Stop	0.1 miles
2	Associated Credit Unit	0.1 miles
3	Avondale MARTA Station	0.2 miles
4	United States Post Office	0.6 miles
5	Decatur Fire Department	0.7 miles
6	DeKalb County Public Library Decatur Branch	0.7 miles
7	Kroger Supermarket	0.8 miles
8	McKinney's Apothecary Pharmacy	0.8 miles
9	Emory Decatur Hospital	1.2 miles
10	Decatur Police Department	1.2 miles
11	Walmart Supercenter	1.4 miles
12	South DeKalb Senior Center	2.7 miles

6. Description of Land Uses

The Subject site is located on the south side of East Freeman Street and the east side of Sams Street. The Subject site is currently vacant, undeveloped land. Adjacent north of the Subject site are two multifamily properties used as comparables in this report, Columbia Residences at Decatur East (LIHTC property, age-restricted Phase I of the Subject) and Cortland Decatur East (market rate, general tenancy). Both properties exhibit excellent condition. Further to the north is the Avondale MARTA Station, which is within walking distance of the Subject. To the east of the Subject is Derrydown Quads and Houses, a multifamily property in fair condition that was excluded from our comparable analysis due to dissimilar unit types. Further east of the Subject are single-family homes in average to good condition. Land uses to the south of the Subject consist of a parking lot, an office building occupied by the Department of Homeland Security, in addition to the facility for the City of Decatur Public Works Department. Based upon the performance of nearby properties, we do not believe that the public works warehouse is detrimental to multifamily operations. Further to the south of the Subject are single-family homes in average to excellent condition. Land uses to the west of the Subject consist of commercial and retail uses located along East College Avenue. Based on our inspection of the neighborhood, retail appeared to be 90 percent occupied. The Subject site is considered “Very Walkable” by Walkscore with a rating of 81 out of 100. The Subject site is considered a desirable building site for rental housing. The Subject site is located in a mixed-use neighborhood. The uses surrounding the Subject are in average to excellent condition and the site has good proximity to locational amenities, which are within 2.7 miles of the Subject site, with the majority located within 1.4 miles. Further, the Subject is in close proximity to various regional employment centers, including downtown Atlanta and various office parking located along the Atlanta Perimeter (I-285).

7. Crime:

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

2020 CRIME INDICES

	PMA	Atlanta-Sandy Springs-Alpharetta, GA MSA
Total Crime*	236	134
Personal Crime*	206	124
Murder	282	149
Rape	159	86
Robbery	290	154
Assault	169	113
Property Crime*	240	136
Burglary	262	144
Larceny	222	129
Motor Vehicle Theft	331	169

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

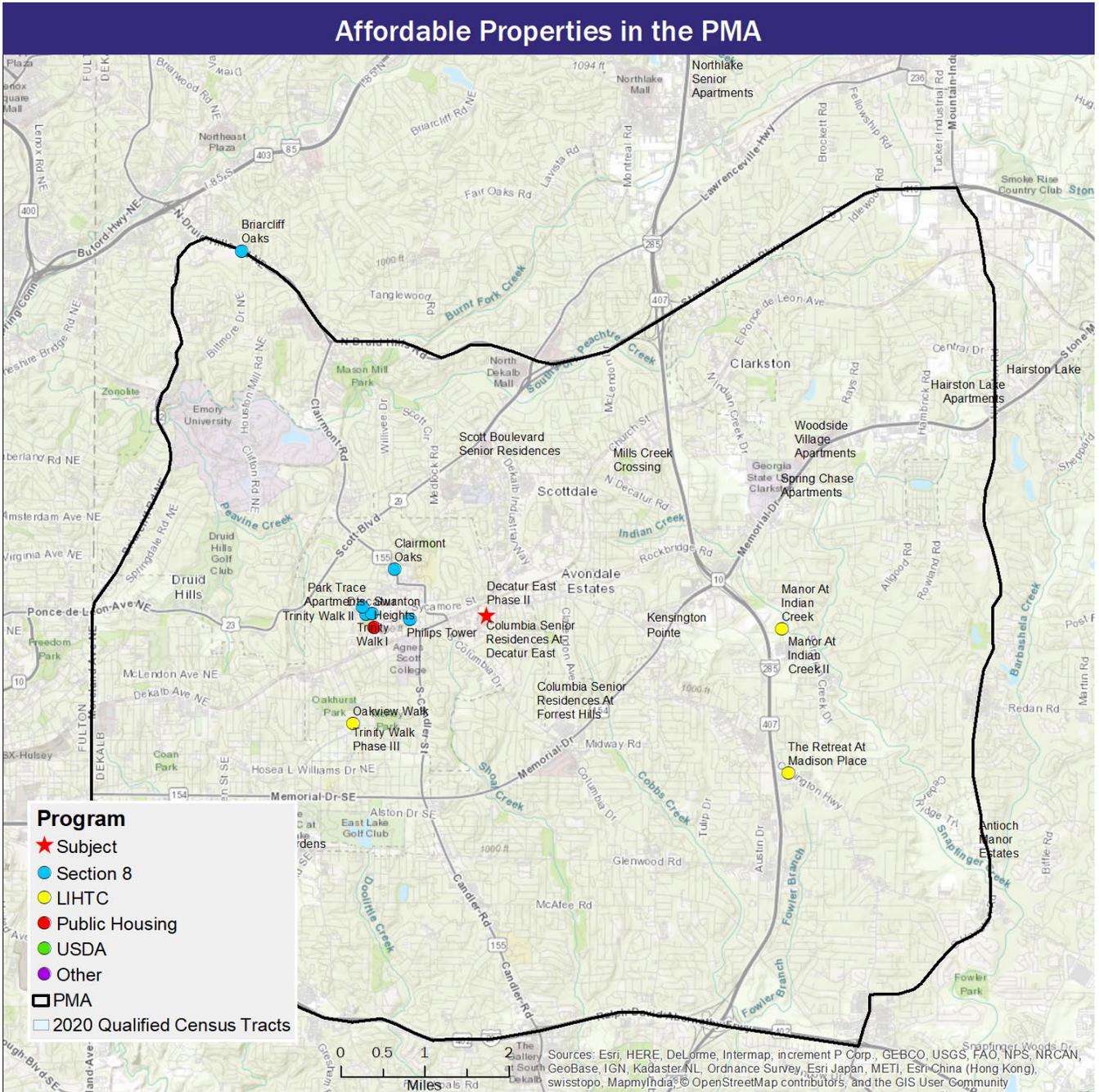
*Unweighted aggregations

The total crime indices in the PMA are above that of the MSA and the nation. The Subject will offer limited access with an intercom system along with perimeter fencing and video surveillance. All of the comparable properties offer at least one form of security feature, indicating the Subject’s proposed security features are market-oriented.

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	
Decatur East Phase II	LIHTC/PBRA	Decatur	Senior	80	-	Star	
Manor At Indian Creek	LIHTC	Stone Mountain	Senior	94	2.9 miles	Yellow	
Oakview Walk	LIHTC	Decatur	Family	34	1.7 miles		
The Retreat At Madison Place	LIHTC	Decatur	Senior	160	3.4 miles		
Antioch Manor Estates	LIHTC/Market	Stone Mountain	Senior	122	5.4 miles		
Columbia Senior Residences At Decatur East	LIHTC/Market	Decatur	Senior	92	0.0 miles		
Columbia Senior Residences At Forrest Hills	LIHTC/Market	Decatur	Senior	80	1.2 miles		
Grove Gardens	LIHTC/Market	Atlanta	Senior	70	3.4 miles		
Northlake Senior Apartments	LIHTC/Market	Tucker	Senior	96	5.5 miles		
Scott Boulevard Senior Residences	LIHTC/Market	Decatur	Senior	90	1.6 miles		
Spring Chase Apartments	LIHTC/Market	Stone Mountain	Family	380	3.1 miles		
Trinity Walk Phase III	LIHTC/Market	Decatur	Family	34	1.7 miles		
Woodside Village Apartments	LIHTC/Market	Clarkston	Family	360	3.4 miles		
Hairston Lake Apartments	LIHTC/PBRA	Stone Mountain	Family	170	5.7 miles		
Kensington Pointe	LIHTC/PBRA	Decatur	Senior	130	1.6 miles		
Manor At Indian Creek II	LIHTC/PBRA	Stone Mountain	Senior	94	3.0 miles		
Mills Creek Crossing	LIHTC/PBRA	Scottsdale	Family	200	1.9 miles		
Swanton Heights	Public Housing	Decatur	Family	98	1.1 miles		Red
Park Trace Apartments	Section 8	Decatur	Family	170	1.2 miles		Blue
Trinity Walk I	Section 8	Decatur	Family	69	1.1 miles		
Trinity Walk II	Section 8	Decatur	Senior	52	1.2 miles		
Briarcliff Oaks	Section 8	Atlanta	Senior	125	4.4 miles		
Clairmont Oaks	Section 8	Decatur	Senior	298	1.0 miles		
Philips Tower	Section 8	Decatur	Senior	221	0.8 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 can be accessed from East Freeman Street and Sams Street, which are both two-lane, neighborhood streets. Sam Street provides northbound access to East College Avenue, a major thoroughfare in DeKalb County that provides access to various regional highways. Overall, access and visibility are considered good.

11. Conclusion:

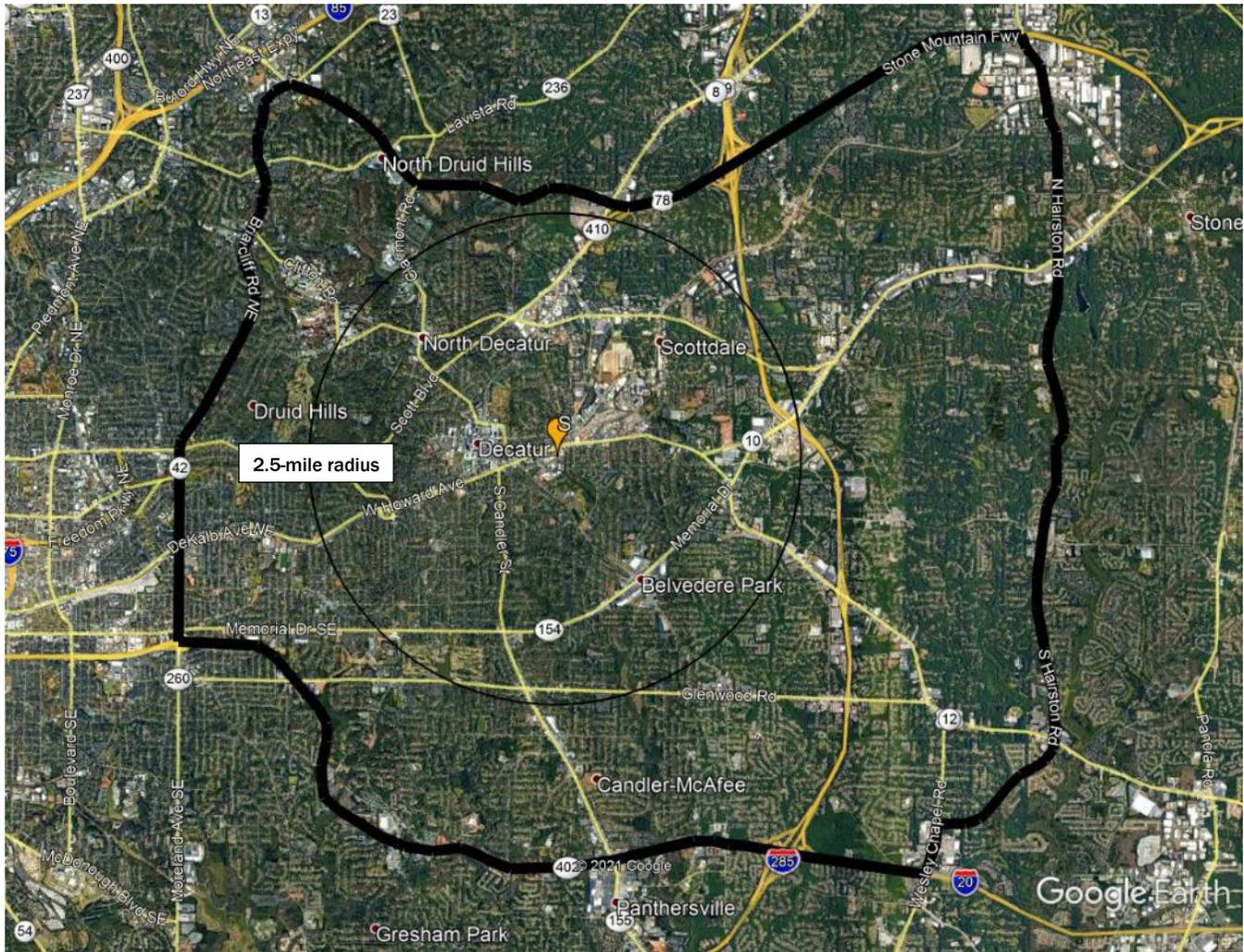
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E. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



Source: Google Earth, May 2021

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

The PMA is defined by North Druid Hills Road NE and Stone Mountain Freeway to the north, North and South Hairston Road to the east, Interstate 20 to the south, and Moreland Avenue SE and Briarcliff Road NE to the west. This area includes the city of Decatur, and the surrounding cities of Druid Hills, Avondale Estates, Belvedere Park, Candler-McAfee, and Scottsdale. The distances from the Subject to the farthest boundaries of the PMA in each direction are listed as follows:

North: 2.6 miles
East: 5.1 miles
South: 4.1 miles
West: 3.8 miles

The PMA is defined based on interviews with the local housing authority, property managers at comparable properties, and the Subject's property manager. Many property managers indicated that a significant portion of their tenants come from out of state. Of those residents coming from within Georgia most are coming from the city of Decatur or surrounding cities in DeKalb County. While we do believe the Subject will experience leakage from outside the PMA boundaries, per the 2021 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 5.1 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.

F. 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-Alpharetta, 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 the Atlanta-Sandy Springs-Alpharetta, GA MSA. Construction on the Subject is anticipated to be completed in September 2023, which will be used as the estimated market entry time in this section of the report according to DCA guidelines.

1. Population Trends

The following tables illustrate Total Population, Population by Age Group, and Number of Elderly and Non-Elderly within the population in the MSA, the PMA and nationally from 2000 through 2025.

Total Population

The following table illustrates the total population within the PMA, MSA and nation from 2000 through 2025.

POPULATION						
Year	PMA		Atlanta-Sandy Springs-Alpharetta, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	227,245	-	4,240,804	-	280,304,282	-
2010	210,261	-0.7%	5,286,728	2.5%	308,745,538	1.0%
2020	225,866	0.7%	6,049,686	1.4%	333,793,107	0.8%
Projected Mkt Entry September 2023	233,351	1.0%	6,327,638	1.5%	341,537,618	0.7%
2025	237,685	1.0%	6,488,557	1.5%	346,021,282	0.7%

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

SENIOR POPULATION, 62+						
Year	PMA		Atlanta-Sandy Springs-Alpharetta, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	23,848	-	406,438	-	41,290,411	-
2010	26,393	1.1%	625,999	5.4%	50,358,738	2.2%
2020	38,562	4.5%	966,286	5.3%	68,111,198	3.4%
Projected Mkt Entry September 2023	42,150	2.9%	1,091,615	4.1%	74,169,343	2.8%
2025	44,227	2.9%	1,164,175	4.1%	77,676,691	2.8%

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

The rate of growth in senior population increase significantly from 2010 through 2020 in the PMA. Over the next five years, the senior population growth in the PMA and MSA is projected to continue to increase. Overall, we believe that senior population growth in the PMA and MSA is a positive indication of demand for the Subject's proposed units.

Total Population by Age Group

The following table illustrates the total population within the PMA and MSA and nation from 2000 to 2025.

POPULATION BY AGE GROUP

PMA					
Age Cohort	2000	2010	2020	Projected Mkt Entry September 2023	2025
0-4	15,866	15,247	14,262	14,760	15,049
5-9	16,271	12,707	13,628	13,707	13,753
10-14	15,688	11,720	13,415	13,547	13,623
15-19	15,582	13,965	13,928	14,768	15,254
20-24	19,126	18,111	18,449	19,125	19,517
25-29	21,817	17,879	18,498	18,434	18,397
30-34	21,092	17,451	17,407	18,160	18,596
35-39	20,017	16,418	16,376	16,653	16,814
40-44	17,820	15,089	14,786	15,361	15,694
45-49	15,530	14,832	14,237	14,392	14,481
50-54	13,014	13,839	13,523	13,712	13,822
55-59	8,904	12,406	13,727	13,419	13,240
60-64	6,678	10,510	12,669	12,910	13,050
65-69	5,305	6,817	10,795	11,330	11,639
70-74	4,597	4,551	8,286	9,004	9,419
75-79	3,996	3,322	5,074	6,434	7,221
80-84	3,024	2,606	3,268	3,837	4,166
85+	2,919	2,791	3,538	3,800	3,952
Total	227,246	210,261	225,866	233,353	237,687
Atlanta-Sandy Springs-Alpharetta, GA MSA					
Age Cohort	2000	2010	2020	Projected Mkt Entry	2025
0-4	316,900	380,735	386,142	405,202	416,237
5-9	324,231	394,306	402,596	412,665	418,494
10-14	312,353	390,992	411,401	423,250	430,110
15-19	289,356	378,372	398,404	408,541	414,409
20-24	289,793	341,650	398,297	401,760	403,765
25-29	362,507	377,057	465,858	462,615	460,738
30-34	379,658	386,120	438,342	489,263	518,744
35-39	394,076	417,987	422,563	458,723	479,658
40-44	357,821	415,233	403,738	423,046	434,224
45-49	305,207	411,635	419,698	408,634	402,228
50-54	265,159	364,330	405,107	405,873	406,317
55-59	185,162	301,331	395,064	391,032	388,698
60-64	130,306	252,453	340,476	363,545	376,901
65-69	101,281	170,690	276,929	304,795	320,928
70-74	82,781	114,130	211,029	235,502	249,671
75-79	65,290	81,144	129,002	163,588	183,611
80-84	42,487	57,082	75,399	92,722	102,751
85+	36,415	51,481	69,641	76,881	81,073
Total	4,240,783	5,286,728	6,049,686	6,327,638	6,488,557

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

The largest age cohorts in the PMA are between 20 and 24 and 25 and 29, which indicates the presence of younger households. However, there are a significant number of persons over the age of 60 in the PMA.

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 2025.

Year	PMA			Atlanta-Sandy Springs-Alpharetta, GA MSA		
	Total	Non-Elderly	Elderly (62+)	Total	Non-Elderly	Elderly (62+)
2000	227,245	203,397	23,848	4,240,804	3,597,082	406,438
2010	210,261	183,868	26,393	5,286,728	4,258,417	625,999
2020	225,866	187,304	38,562	6,049,686	4,552,146	966,286
Projected Mkt Entry September 2023	233,351	191,201	42,150	6,327,638	4,699,572	1,091,615
2025	237,685	193,458	44,227	6,488,557	4,784,924	1,164,175

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

The elderly population in the PMA is expected to increase through market entry and 2025

2. Household Trends

The following tables illustrate (a) Total Households and Average Household Size, (b) Household Tenure, (c) Households by Income, (d) Renter Households by Size, (e) Elderly Households 62+ within the population in the MSA, the PMA and nationally from 2000 through 2025.

Total Number of Households and Average Household Size

The following tables illustrate the total number of households and average household size within the PMA, MSA and nation from 2000 through 2025.

Year	PMA		Atlanta-Sandy Springs-Alpharetta, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	85,892	-	1,551,778	-	105,081,032	-
2010	83,070	-0.3%	1,943,898	2.5%	116,716,293	1.1%
2020	90,720	0.9%	2,229,129	1.4%	126,083,847	0.8%
Projected Mkt Entry September 2023	94,025	1.2%	2,332,566	1.5%	128,981,122	0.7%
2025	95,939	1.2%	2,392,450	1.5%	130,658,491	0.7%

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

Year	PMA		Atlanta-Sandy Springs-Alpharetta, GA MSA		USA	
	Number	Annual Change	Number	Annual Change	Number	Annual Change
2000	2.57	-	2.68	-	2.59	-
2010	2.43	-0.5%	2.67	0.0%	2.57	-0.1%
2020	2.40	-0.1%	2.68	0.0%	2.58	0.0%
Projected Mkt Entry September 2023	2.40	-0.1%	2.68	0.0%	2.59	0.0%
2025	2.40	-0.1%	2.68	0.0%	2.59	0.0%

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

The PMA exhibited household growth that trailed the MSA but slightly led the enation through 2020 Over the next five years, the household growth in the PMA and MSA is expected to surpass the national household growth. The average household size in the PMA is smaller than the national average at 2.40 persons in 2020. Over the next five years, the average household size is projected to remain similar.

Households by Tenure

The table below depicts household growth by tenure from 2000 through 2025.

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	45,693	53.2%	40,199	46.8%
2020	45,462	50.1%	45,258	49.9%
Projected Mkt Entry September 2023	46,376	49.3%	47,649	50.7%
2025	46,905	48.9%	49,034	51.1%

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

PMA TENURE PATTERNS OF SENIORS 62+

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	11,196	73.3%	4,084	26.7%
2020	16,289	65.3%	8,663	34.7%
Projected Mkt Entry September 2023	17,283	62.7%	10,274	37.3%
2025	17,858	61.4%	11,206	38.6%

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

As the table illustrates, senior households within the PMA reside in predominately owner-occupied residences. Both the percentage and total number of senior renter households are projected to increase through market entry and 2025.

Household Income

The following table depicts renter household income in the PMA in 2020, market entry, and 2025.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 62+

Income Cohort	2020		Projected Mkt Entry September 2023		2025	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,237	14.3%	1,301	12.7%	1,338	11.9%
\$10,000-19,999	1,623	18.7%	1,664	16.2%	1,688	15.1%
\$20,000-29,999	1,247	14.4%	1,315	12.8%	1,354	12.1%
\$30,000-39,999	810	9.4%	942	9.2%	1,019	9.1%
\$40,000-49,999	602	6.9%	721	7.0%	790	7.0%
\$50,000-59,999	610	7.0%	766	7.5%	856	7.6%
\$60,000-74,999	590	6.8%	712	6.9%	783	7.0%
\$75,000-99,999	708	8.2%	940	9.1%	1,074	9.6%
\$100,000-124,999	393	4.5%	556	5.4%	650	5.8%
\$125,000-149,999	283	3.3%	435	4.2%	523	4.7%
\$150,000-199,999	259	3.0%	406	4.0%	491	4.4%
\$200,000+	301	3.5%	516	5.0%	640	5.7%
Total	8,663	100.0%	10,274	100.0%	11,206	100.0%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, May 2021

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

Income Cohort	2020		Projected Mkt Entry September 2023		2025	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	15,236	11.6%	16,398	10.7%	17,071	10.3%
\$10,000-19,999	24,035	18.4%	25,268	16.6%	25,982	15.7%
\$20,000-29,999	18,424	14.1%	19,888	13.0%	20,735	12.6%
\$30,000-39,999	12,326	9.4%	14,105	9.2%	15,135	9.2%
\$40,000-49,999	10,666	8.1%	12,000	7.9%	12,773	7.7%
\$50,000-59,999	8,806	6.7%	10,439	6.8%	11,384	6.9%
\$60,000-74,999	9,547	7.3%	11,305	7.4%	12,323	7.5%
\$75,000-99,999	10,060	7.7%	12,382	8.1%	13,726	8.3%
\$100,000-124,999	6,699	5.1%	8,709	5.7%	9,872	6.0%
\$125,000-149,999	5,245	4.0%	7,261	4.8%	8,428	5.1%
\$150,000-199,999	4,656	3.6%	6,755	4.4%	7,970	4.8%
\$200,000+	5,263	4.0%	8,105	5.3%	9,751	5.9%
Total	130,963	100.0%	152,615	100.0%	165,150	100.0%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, May 2021

The Subject will target tenants earning between \$0 and \$82,750 (\$23,250 and \$82,750 absent subsidy). As the table above depicts, approximately 84.4 percent of renter households in the PMA are earning incomes between \$0 and \$99,999, which is comparable to the 82.6 percent of renter households in the MSA in 2020. For the projected market entry date of September 2023, these percentages are projected to slightly decrease to 80.1 percent and 79.1 percent for the PMA and MSA, respectively.

Renter Households by Number of Persons in the Household

The following table illustrates household size for senior households in 2020, market entry and 2025. To determine the number of renter households by number of persons per household, the total number of households is adjusted by the percentage of renter households.

RENTER HOUSEHOLDS BY NUMBER OF PERSONS - PMA, 62+

Household Size	2020		Projected Mkt Entry September 2023		2025	
	Number	Percentage	Number	Percentage	Number	Percentage
1 Person	5,217	60.2%	6,138	59.7%	6,671	59.5%
2 Persons	1,723	19.9%	2,092	20.4%	2,305	20.6%
3 Persons	966	11.2%	1,134	11.0%	1,231	11.0%
4 Persons	304	3.5%	362	3.5%	396	3.5%
5+ Persons	453	5.2%	548	5.3%	603	5.4%
Total Households	8,663	100%	10,274	100%	11,206	100%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, May 2021

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

Conclusion

The senior population in the PMA and the MSA increased from 2000 to 2020. The senior population and household growth is projected to continue through 2023. The current senior population of the PMA is 38,562 and is expected to be 42,150 in 2025. The current number of senior households in the PMA is 24,952 and is expected to be 27,556 in 2025. Approximately 84.4 percent of renter households in the PMA are earning incomes between \$0 and \$99,999, which is comparable to the 82.6 percent of renter households in the MSA in 2020. The Subject will target tenants earning between \$0 and \$82,750 (\$23,250 and \$82,750 absent subsidy); therefore, the Subject should be well-positioned to service this market. The concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

G. EMPLOYMENT TRENDS

Employment Trends

The PMA and DeKalb County are economically reliant on the healthcare/social assistance, educational services, and professional/scientific/technical services industries. Overall, we believe that the industry diversity among the major employers in northern DeKalb County provides stability to the local economy, as well as employment opportunities across various skill types. Employment levels decreased in the PMA and DeKalb County in 2020 due to the impacts of the COVID-19 pandemic, which adversely impacted the majority of employment markets nationally.

1. Covered Employment

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

COVERED EMPLOYMENT DeKalb County, GA		
Year	Total Employment	% Change
2008	364,679	-
2009	341,611	-6.3%
2010	324,087	-5.1%
2011	327,592	1.1%
2012	334,647	2.2%
2013	337,355	0.8%
2014	341,429	1.2%
2015	346,210	1.4%
2016	361,823	4.5%
2017	379,528	4.9%
2018	381,927	0.6%
2019	383,925	0.5%
2020 YTD Average	364,209	-5.1%
Dec-19	390,221	-
Dec-20	373,114	-4.4%

Source: U.S. Bureau of Labor Statistics, 2021

As illustrated in the table above, DeKalb County experienced a weakening economy during the Great Recession of the late 2000’s. Employment growth quickly rebounded and DeKalb County exhibited employment growth from 2011 through 2019. Due to the onset of the COVID-19 pandemic in early 2020 the county exhibited decreasing overall employment in 2020.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within DeKalb County as of May 2021.

TOTAL JOBS BY INDUSTRY

DeKalb County, GA - Q4 2019

	Number	Percent
Total, all industries	263,581	-
Goods-producing	24,766	-
Natural resources and mining	95	0.0%
Construction	11,202	4.2%
Manufacturing	13,469	5.1%
Service-providing	238,815	-
Trade, transportation, and utilities	61,719	23.4%
Information	9,959	3.8%
Financial activities	19,501	7.4%
Professional and business services	45,222	17.2%
Education and health services	64,055	24.3%
Leisure and hospitality	28,158	10.7%
Other services	9,257	3.5%
Unclassified	944	0.4%

Source: Bureau of Labor Statistics, 2021

Education and health services is the largest industry in DeKalb County, followed by trade, transportation, and utilities and professional and business services. These industries are particularly vulnerable in economic downturns and are historically volatile industries, with the exception of educational services. The following table illustrates employment by industry for the PMA as of 2020 (most recent year available).

2020 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Healthcare/Social Assistance	14,630	14.3%	22,313,586	15.1%
Educational Services	13,638	13.3%	14,320,448	9.7%
Prof/Scientific/Tech Services	12,289	12.0%	12,049,828	8.2%
Retail Trade	10,077	9.9%	14,356,334	9.7%
Manufacturing	7,868	7.7%	15,550,554	10.6%
Accommodation/Food Services	6,099	6.0%	8,202,612	5.6%
Transportation/Warehousing	5,761	5.6%	6,959,787	4.7%
Other Services	5,149	5.0%	6,772,309	4.6%
Public Administration	4,791	4.7%	7,071,492	4.8%
Admin/Support/Waste Mgmt Svcs	4,586	4.5%	5,786,624	3.9%
Finance/Insurance	4,198	4.1%	7,169,665	4.9%
Construction	3,485	3.4%	10,829,187	7.4%
Information	3,054	3.0%	2,723,217	1.8%
Real Estate/Rental/Leasing	2,447	2.4%	3,082,197	2.1%
Wholesale Trade	1,753	1.7%	3,744,789	2.5%
Arts/Entertainment/Recreation	1,611	1.6%	2,329,497	1.6%
Utilities	490	0.5%	1,274,383	0.9%
Mgmt of Companies/Enterprises	171	0.2%	210,175	0.1%
Agric/Forestry/Fishing/Hunting	159	0.2%	1,852,333	1.3%
Mining	26	0.0%	729,605	0.5%
Total Employment	102,282	100.0%	147,328,622	100.0%

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

Employment in the PMA is concentrated in the healthcare/social assistance, educational services, and professional/scientific/technical services industries, which collectively comprise 39.7 percent of local employment. The large share of PMA employment in the healthcare industry is notable as this industry is historically stable, and exhibits greater resilience during economic downturns. Relative to the overall nation, the PMA features comparatively greater employment in the professional/scientific/technical services, educational services, and information industries. Conversely, the PMA is underrepresented in the construction, manufacturing, and agriculture/forestry/fishing/hunting industries.

3. Major Employers

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

MAJOR EMPLOYERS		
DeKalb County, GA		
Employer Name	Industry	# Of Employees
Renal Division - Emory University	Healthcare/Social Assistance	10,000+
Emory University	Healthcare/Social Assistance	10,000+
Emory Clinic	Healthcare/Social Assistance	10,000+
Dekalb Medical Center Pharmacy	Healthcare/Social Assistance	1,000-4,999
Dekalb County Police	Public Administration	1,000-4,999
Centers For Disease Control	Healthcare/Social Assistance	1,000-4,999
Georgia State University Perimeter	Educational Services	1,000-4,999
Emory Decatur Hospital	Healthcare/Social Assistance	1,000-4,999
Fisher Investments	Finance/Insurance	1,000-4,999
Intercontinental Hotels Group	Accommodation/Food Services	1,000-4,999

Source: DeKalb Chamber, May 2021

Major employers in DeKalb County include companies in the healthcare/social assistance, education, public administration, finance/insurance, and accommodation/food services industries. Healthcare, education, and public administration are historically stable industries. The significant employment in the healthcare/social assistance and educational services sectors should provide stability to the area workforce during the current pandemic.

Expansions/Contractions

The following table illustrates the layoffs and closures of significance that occurred or were announced since January 1, 2020 in DeKalb County according to the Georgia Department of Labor.

WARN LISTINGS (2020 - 2021 YTD)

DeKalb County, GA

Company	Industry	Employees Affected
AlSCO	Professional Services	117
Aramark (Agnes Scott College)	Accommodation/Food Services	53
Arizona's at Stonecrest	Accommodation/Food Services	60
Asbury Automotive	Retail Trade	59
Asbury Automotive	Retail Trade	49
Asbury Automotive	Retail Trade	21
Barteca	Accommodation/Food Services	86
Barteca	Accommodation/Food Services	84
Barteca	Accommodation/Food Services	58
Brittany Maids Ltd	Professional Services	38
CDI Head Start (Columbia - Avondale Estates)	Educational Services	33
CDI Head Start (Facility & Admn)	Educational Services	75
CDI Head Start (Lithonia - Stonecrest)	Educational Services	42
Cincuenta LLC	Accommodation/Food Services	38
Cox Automotive	Retail Trade	76
Crestline Hotels & Resorts	Accommodation/Food Services	114
Crowne Plaza Atl Perimeter at Ravinia/IHG	Accommodation/Food Services	72
Crowne Plaza Atlanta Perimeter at Ravinia	Accommodation/Food Services	114
J. C. Penney Corporation, Inc	Retail Trade	100
Marriott Hotel Services, Inc. (Stone Mountain Inn)	Accommodation/Food Services	22
Marriott Hotel Svs. (Atlanta Evergreen Marriott)	Accommodation/Food Services	237
Marriott Hotels & Resorts	Accommodation/Food Services	107
Quest Diagnostics Inc	Healthcare	71
Scandinavian Tobacco Group Lane Limited	Retail Trade	113
Stone Mountain Park	Accommodation/Food Services	52
YogaWorks (Dunwoody 6)	Professional Services	27
YogaWorks-Brookhaven 6	Professional Services	39
Total		1,957

Source: Georgia Department of Labor, May 2021

As illustrated in the above table, there have been 1,957 employees in the area impacted by layoffs or closures since 2020. Of note, a number of these layoffs are anticipated to be temporary in nature due to the impacts of the COVID-19 pandemic, which resulted in specific industry shutdowns that disproportionately impacted industries such as the accommodation/food services and retail trade industries. The Georgia Department of Labor does not currently track layoffs by permanent versus temporary status.

We spoke with Randi Mason, Vice President of Economic Development for Decide DeKalb Development Authority to inquire about recent business expansions in the county. According to Ms. Mason, there were multiple notable business expansions in recent years, which are detailed following.

EXPANSIONS / NEW ADDITIONS (2020 - 2021 YTD)

DeKalb County, GA

Company	Industry	Employees Affected
EAE Elektrik	Professional Services	100
Atomic Entertainment	Entertainment	600
TireHub	Transportation	150
CarMax	Transportation	300
Academy Sports + Outdoors	Recreation	60
Convirgent Technologies	Manufacturing	150
Carcoustics	Manufacturing	200
Home Chef	Retail Trade	1,200
Cox Automotive HQ	Information	1,200
Sysnet Global Solutions	Information	500
Children's Healthcare of Atlanta	Healthcare	143
Sprouts Farmers Market	Retail Trade	100
Source One Direct	Professional Services	100
The Task Force for Global Health	Healthcare	85
Eurofins Genomics	Professional Services	78
YRC Worldwide	Freight Terminal	60
Total		5,026

Source: Decide DeKalb Development Authority, May 2021

As illustrated, there are numerous additions in a variety of industries including professional services, entertainments, transportation and recreation, among others. Between 2020 and 2021 year-to-date, there were a total of 5,026 jobs created or announced, which helps to counteract the layoffs in the county during the same period.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the MSA from 2005 to March 2021.

EMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Atlanta-Sandy Springs-Alpharetta, GA MSA			USA		
	Total Employment	% Change	Differential from peak	Total Employment	% Change	Differential from peak
2005	2,442,874	-	-18.6%	141,730,000	-	-10.0%
2006	2,530,045	3.6%	-15.7%	144,427,000	1.9%	-8.3%
2007	2,604,959	3.0%	-13.2%	146,047,000	1.1%	-7.3%
2008	2,583,907	-0.8%	-13.9%	145,363,000	-0.5%	-7.7%
2009	2,441,233	-5.5%	-18.6%	139,878,000	-3.8%	-11.2%
2010	2,443,058	0.1%	-18.6%	139,064,000	-0.6%	-11.7%
2011	2,484,286	1.7%	-17.2%	139,869,000	0.6%	-11.2%
2012	2,540,376	2.3%	-15.3%	142,469,000	1.9%	-9.6%
2013	2,570,771	1.2%	-14.3%	143,929,000	1.0%	-8.6%
2014	2,614,133	1.7%	-12.9%	146,305,000	1.7%	-7.1%
2015	2,650,971	1.4%	-11.6%	148,833,000	1.7%	-5.5%
2016	2,788,925	5.2%	-7.0%	151,436,000	1.7%	-3.9%
2017	2,923,168	4.8%	-2.6%	153,337,000	1.3%	-2.7%
2018	2,960,617	1.3%	-1.3%	155,761,000	1.6%	-1.1%
2019	3,000,035	1.3%	0.0%	157,538,000	1.1%	0.0%
2020	2,846,578	-5.1%	-5.1%	147,795,000	-6.2%	-6.2%
2021 YTD Average*	2,945,716	3.5%	-	149,466,000	1.1%	-
Mar-2020	3,021,237	-	-	155,167,000	-	-
Mar-2021	2,977,365	-1.5%	-	150,493,000	-3.0%	-

Source: U.S. Bureau of Labor Statistics, May 2021

UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

	Atlanta-Sandy Springs-Alpharetta, GA MSA			USA		
	Unemployment Rate	Change	Differential from peak	Unemployment Rate	Change	Differential from peak
2005	5.7%	-	2.3%	5.1%	-	1.4%
2006	5.0%	-0.7%	1.7%	4.6%	-0.5%	1.0%
2007	4.8%	-0.2%	1.4%	4.6%	0.0%	1.0%
2008	6.7%	1.9%	3.3%	5.8%	1.2%	2.1%
2009	10.4%	3.7%	7.0%	9.3%	3.5%	5.6%
2010	10.4%	0.0%	7.1%	9.6%	0.3%	6.0%
2011	9.8%	-0.6%	6.4%	9.0%	-0.7%	5.3%
2012	8.7%	-1.1%	5.3%	8.1%	-0.9%	4.4%
2013	7.7%	-0.9%	4.4%	7.4%	-0.7%	3.7%
2014	6.8%	-0.9%	3.4%	6.2%	-1.2%	2.5%
2015	5.8%	-1.0%	2.4%	5.3%	-0.9%	1.6%
2016	5.2%	-0.6%	1.8%	4.9%	-0.4%	1.2%
2017	4.6%	-0.6%	1.2%	4.4%	-0.5%	0.7%
2018	3.9%	-0.7%	0.5%	3.9%	-0.4%	0.2%
2019	3.4%	-0.5%	0.0%	3.7%	-0.2%	0.0%
2020	6.9%	3.5%	3.5%	8.1%	4.4%	4.4%
2021 YTD Average*	4.6%	-2.3%	-	6.5%	-1.6%	-
Mar-2020	3.7%	-	-	4.5%	-	-
Mar-2021	4.1%	0.4%	-	6.2%	1.7%	-

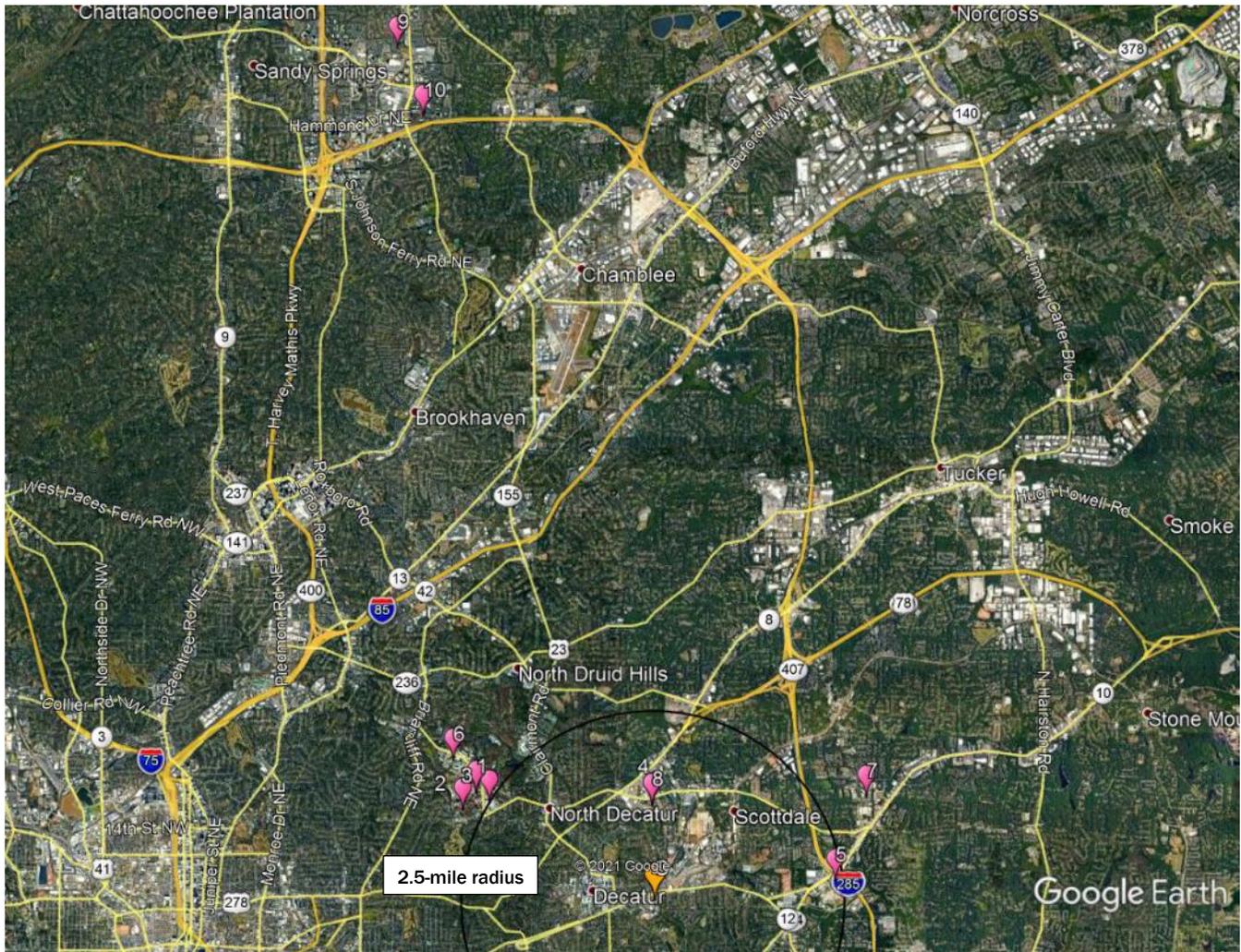
Source: U.S. Bureau of Labor Statistics, May 2021

As seen in the previous table, total employment in the MSA increased from 2010 through 2019. Total employment in the MSA decreased in 2020 due to the onset of the COVID-19 pandemic. For the 12-month period ending in March 2021 total employment in the MSA decreased 1.5 percent, which compares to a 3.0 percent decrease in the nation as a whole for the same period of analysis. In 2021 year-to-date, the MSA has exhibited an increase in employment of 3.5 percent, which compares to a national increase of 1.1 percent.

The unemployment rate in the MSA was 4.1 percent as of March 2021, which compares to a national unemployment rate of 6.2 for the nation. Based on the performance of the MSA economy during the COVID-19 pandemic, including the nascent recovery in 2021 year-to-date, we believe that the MSA will likely recover from the pandemic-induced recession at a rate faster than the nation. However, we caution that the timing of the full recovery remains uncertain as of the date of this report. Though with continued deployment of vaccinations, we believe that the recovery will continue in 2021. Overall, we believe that the strong employment growth in the MSA through the pandemic indicated growing demand for housing in the area, including affordable rental units.

5. Map of Site and Major Employment Concentrations

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



Source: Google Earth, May 2021

MAJOR EMPLOYERS

DeKalb County, GA

#	Employer Name	Industry	# Of Employees
1	Renal Division - Emory University	Healthcare/Social Assistance	10,000+
2	Emory University	Healthcare/Social Assistance	10,000+
3	Emory Clinic	Healthcare/Social Assistance	10,000+
4	DeKalb Medical Center Pharmacy	Healthcare/Social Assistance	1,000-4,999
5	DeKalb County Police	Public Administration	1,000-4,999
6	Centers For Disease Control	Healthcare/Social Assistance	1,000-4,999
7	Georgia State University Perimeter	Educational Services	1,000-4,999
8	Emory Decatur Hospital	Healthcare/Social Assistance	1,000-4,999
9	Fisher Investments	Finance/Insurance	1,000-4,999
10	Intercontinental Hotels Group	Accommodation/Food Services	1,000-4,999

Source: DeKalb Chamber, May 2021

6. Conclusion

Employment in the PMA is concentrated in the healthcare/social assistance, educational services, and professional/scientific/technical services industries, which collectively comprise 39.7 percent of local employment. The large share of PMA employment in the healthcare industry is notable as this industry is historically stable, and exhibits greater resilience during economic downturns.

For the 12-month period ending in March 2021 total employment in the MSA decreased 1.5 percent, which compares to a 3.0 percent decrease in the nation as a whole for the same period of analysis. In 2021 year-to-date, the MSA has exhibited an increase in employment of 3.5 percent, which compares to a national increase of 1.1 percent. The unemployment rate in the MSA was 4.1 percent as of March 2021, which compares to a national unemployment rate of 6.2 for the nation. Based on the performance of the MSA economy during the COVID-19 pandemic, including the nascent recovery in 2021 year-to-date, we believe that the MSA will likely recover from the pandemic-induced recession at a rate faster than the nation. However, we caution that the timing of the full recovery remains uncertain as of the date of this report. Though with continued deployment of vaccinations, we believe that the recovery will continue in 2021. Overall, we believe that the strong employment growth in the MSA through the pandemic indicated growing demand for housing in the area, including affordable rental units.

H. 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 unrestricted units, we assumed a maximum income limit of 125 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. We conducted a demand analysis for the Subject assuming both a subsidy and absent a subsidy. In the absent subsidy scenario, the minimum income limit was based on the maximum allowable rents for the Subject’s subsidized units.

62+ INCOME LIMITS - AS PROPOSED

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	<i>@50% (Project Based)</i>		<i>@60%</i>		<i>@60% (Project Based)</i>		<i>Market</i>	
1BR	\$0	\$33,100	\$27,900	\$39,720	\$0	\$39,720	\$39,360	\$82,750
2BR	\$0	\$33,100	\$33,510	\$39,720	-	-	\$44,700	\$82,750

62+ INCOME LIMITS - ABSENT SUBSIDY

Unit Type	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income	Minimum Allowable Income	Maximum Allowable Income
	@50%		@60%		Market	
1BR	\$23,460	\$33,100	\$27,900	\$39,720	\$39,360	\$82,750
2BR	\$28,200	\$33,100	\$33,510	\$39,720	\$44,700	\$82,750

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.

Demand from New Households

The number of new households entering the market is the first level of demand calculated. We utilized 2023, the anticipated date of market entry, as the base year for the analysis. Therefore, 2020 household population estimates are inflated to 2023 by interpolation of the difference between 2020 estimates and 2025 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 2023. This number takes the overall growth from 2020 to 2023 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.

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.

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 2021 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.

Net Demand

The following pages will outline the overall demand components added together less the supply of competitive developments awarded and/or constructed or placed in service from 2018 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 are in properties that have not yet reached stabilized occupancy
- Comparable/competitive conventional or market rate units that are proposed, are under construction, or are in properties that have not yet reached stabilized occupancy. 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.

PLANNED DEVELOPMENT

Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	LIHTC Allocation Year	Construction Status	Distance to Subject
Kensington Pointe	LIHTC	Senior	130	111	2020	Proposed	1.6 miles
Modera Decatur	Market	Family	194	0	N/Ap	Proposed	1.4 miles
Total			324	111			

As seen in the previous table, we also identified a market rate development that will target a general tenancy. Due to the differing tenancy between this property and the Subject’s proposed senior units we have not deducted these units. A total of 111 LIHTC and no market rate units are 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 have been allocated or are not yet stabilized. Note that this table may illustrate non-competitive units and competitive properties that are not deducted from our demand analysis.

ADDITIONS TO SUPPLY

Unit Type	50% AMI	60% AMI	Unrestricted	Overall
0BR				0
1BR	30	23		53
2BR	34	24		58
3BR				0
4BR				0
5BR				0
Total	64	47	0	111

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.

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 2023 are illustrated in the previous section of this report.

RENTER HOUSEHOLD INCOME DISTRIBUTION - PMA, 62+

Income Cohort	2020		Projected Mkt Entry September 2023		2025	
	Number	Percentage	Number	Percentage	Number	Percentage
\$0-9,999	1,237	14.3%	1,301	12.7%	1,338	11.9%
\$10,000-19,999	1,623	18.7%	1,664	16.2%	1,688	15.1%
\$20,000-29,999	1,247	14.4%	1,315	12.8%	1,354	12.1%
\$30,000-39,999	810	9.4%	942	9.2%	1,019	9.1%
\$40,000-49,999	602	6.9%	721	7.0%	790	7.0%
\$50,000-59,999	610	7.0%	766	7.5%	856	7.6%
\$60,000-74,999	590	6.8%	712	6.9%	783	7.0%
\$75,000-99,999	708	8.2%	940	9.1%	1,074	9.6%
\$100,000-124,999	393	4.5%	556	5.4%	650	5.8%
\$125,000-149,999	283	3.3%	435	4.2%	523	4.7%
\$150,000-199,999	259	3.0%	406	4.0%	491	4.4%
\$200,000+	301	3.5%	516	5.0%	640	5.7%
Total	8,663	100.0%	10,274	100.0%	11,206	100.0%

Source: HISTA Data / Ribbon Demographics 2020, Novogradac Consulting LLP, May 2021

50 Percent of AMI (PBRA) As Proposed

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

Minimum Income Limit		-		Maximum Income Limit		\$33,100	
Income Category	New Renter Households - Total Change in Households PMA 2020 to Prj Mrkt Entry September 2023		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	64	4.0%	\$9,999	100.0%	64		
\$10,000-19,999	41	2.6%	\$9,999	100.0%	41		
\$20,000-29,999	68	4.2%	\$9,999	100.0%	68		
\$30,000-39,999	132	8.2%	\$3,101	31.0%	41		
\$40,000-49,999	119	7.4%	\$0	0.0%	0		
\$50,000-59,999	156	9.7%	\$0	0.0%	0		
\$60,000-74,999	122	7.6%	\$0	0.0%	0		
\$75,000-99,999	232	14.4%	\$0	0.0%	0		
\$100,000-124,999	163	10.1%	\$0	0.0%	0		
\$125,000-149,999	152	9.4%	\$0	0.0%	0		
\$150,000-199,999	147	9.1%	\$0	0.0%	0		
\$200,000+	215	13.3%	\$0	0.0%	0		
Total	1,611	100.0%		13.3%	214		

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

Minimum Income Limit		-		Maximum Income Limit		\$33,100	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	1,237	14.3%	\$9,999	100.0%	1,237		
\$10,000-19,999	1,623	18.7%	\$9,999	100.0%	1,623		
\$20,000-29,999	1,247	14.4%	\$9,999	100.0%	1,247		
\$30,000-39,999	810	9.4%	\$3,101	31.0%	251		
\$40,000-49,999	602	6.9%	\$0	0.0%	0		
\$50,000-59,999	610	7.0%	\$0	0.0%	0		
\$60,000-74,999	590	6.8%	\$0	0.0%	0		
\$75,000-99,999	708	8.2%	\$0	0.0%	0		
\$100,000-124,999	393	4.5%	\$0	0.0%	0		
\$125,000-149,999	283	3.3%	\$0	0.0%	0		
\$150,000-199,999	259	3.0%	\$0	0.0%	0		
\$200,000+	301	3.5%	\$0	0.0%	0		
Total	8,663	100.0%		50.3%	4,358		

ASSUMPTIONS - @50% PBRA

Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	50%	50%
4	0%	0%	0%	50%	50%
5+	0%	0%	0%	50%	50%

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

Demand from New Renter Households 2020 to September 2023

Income Target Population	@50% PBRA
New Renter Households PMA	1,611
Percent Income Qualified	13.3%
New Renter Income Qualified Households	214

Demand from Existing Households 2020

Demand from Rent Overburdened Households

Income Target Population	@50% PBRA
Total Existing Demand	8,663
Income Qualified	50.3%
Income Qualified Renter Households	4,358
Percent Rent Overburdened Prj Mrkt Entry September 2023	48.7%
Rent Overburdened Households	2,124

Demand from Living in Substandard Housing

Income Qualified Renter Households	4,358
Percent Living in Substandard Housing	0.9%
Households Living in Substandard Housing	37

Senior Households Converting from Homeownership

Income Target Population	@50% PBRA
Total Senior Homeowners	17,283
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	346

Total Demand

Total Demand from Existing Households	2,507
Total New Demand	214
Total Demand (New Plus Existing Households)	2,721

Demand from Seniors Who Convert from Homeownership	346
Percent of Total Demand From Homeownership Conversion	12.7%
Is this Demand Over 2 percent of Total Demand?	Yes

By Bedroom Demand

One Person	59.7%	1,626
Two Persons	20.4%	554
Three Persons	11.0%	300
Four Persons	3.5%	96
Five Persons	5.3%	145
Total	100.0%	2,721

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	90%	1463
Of two-person households in 1BR units	20%	111
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	163
Of two-person households in 2BR units	80%	443
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	50%	150
Of four-person households in 3BR units	50%	48
Of five-person households in 3BR units	50%	73
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	50%	150
Of four-person households in 4BR units	50%	48
Of five-person households in 4BR units	50%	73
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 **2,721**

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,574	-	30	=	1,544
2 BR	606	-	34	=	572
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	2,180		64		2,116

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	8	/	1,544	=	0.5%
2 BR	1	/	572	=	0.2%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	9		2,116		0.4%

60 Percent of AMI As Proposed

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$27,900		Maximum Income Limit		\$39,720	
Income Category	New Renter Households - Total Change in Households PMA 2020 to Prj Mrkt Entry September 2023		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	64	4.0%	\$0	0.0%	0		
\$10,000-19,999	41	2.6%	\$0	0.0%	0		
\$20,000-29,999	68	4.2%	\$2,098	21.0%	14		
\$30,000-39,999	132	8.2%	\$9,721	97.2%	129		
\$40,000-49,999	119	7.4%	\$0	0.0%	0		
\$50,000-59,999	156	9.7%	\$0	0.0%	0		
\$60,000-74,999	122	7.6%	\$0	0.0%	0		
\$75,000-99,999	232	14.4%	\$0	0.0%	0		
\$100,000-124,999	163	10.1%	\$0	0.0%	0		
\$125,000-149,999	152	9.4%	\$0	0.0%	0		
\$150,000-199,999	147	9.1%	\$0	0.0%	0		
\$200,000+	215	13.3%	\$0	0.0%	0		
Total	1,611	100.0%		8.9%	143		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$27,900		Maximum Income Limit		\$39,720	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	1,237	14.3%	\$0	0.0%	0		
\$10,000-19,999	1,623	18.7%	\$0	0.0%	0		
\$20,000-29,999	1,247	14.4%	\$2,098	21.0%	262		
\$30,000-39,999	810	9.4%	\$9,721	97.2%	787		
\$40,000-49,999	602	6.9%	\$0	0.0%	0		
\$50,000-59,999	610	7.0%	\$0	0.0%	0		
\$60,000-74,999	590	6.8%	\$0	0.0%	0		
\$75,000-99,999	708	8.2%	\$0	0.0%	0		
\$100,000-124,999	393	4.5%	\$0	0.0%	0		
\$125,000-149,999	283	3.3%	\$0	0.0%	0		
\$150,000-199,999	259	3.0%	\$0	0.0%	0		
\$200,000+	301	3.5%	\$0	0.0%	0		
Total	8,663	100.0%		12.1%	1,049		

ASSUMPTIONS - @60%

Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	50%	50%
4	0%	0%	0%	50%	50%
5+	0%	0%	0%	50%	50%

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

Demand from New Renter Households 2020 to September 2023

Income Target Population	@60%
New Renter Households PMA	1,611
Percent Income Qualified	8.9%
New Renter Income Qualified Households	143

Demand from Existing Households 2020

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	8,663
Income Qualified	12.1%
Income Qualified Renter Households	1,049
Percent Rent Overburdened Prj Mrkt Entry September 2023	48.7%
Rent Overburdened Households	511

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,049
Percent Living in Substandard Housing	0.9%
Households Living in Substandard Housing	9

Senior Households Converting from Homeownership

Income Target Population	@60%
Total Senior Homeowners	17,283
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	346

Total Demand

Total Demand from Existing Households	866
Total New Demand	143
Total Demand (New Plus Existing Households)	1,009

Demand from Seniors Who Convert from Homeownership	346
Percent of Total Demand From Homeownership Conversion	34.3%
Is this Demand Over 2 percent of Total Demand?	Yes

By Bedroom Demand

One Person	59.7%	603
Two Persons	20.4%	205
Three Persons	11.0%	111
Four Persons	3.5%	36
Five Persons	5.3%	54
Total	100.0%	1,009

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	90%	542
Of two-person households in 1BR units	20%	41
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	60
Of two-person households in 2BR units	80%	164
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	50%	56
Of four-person households in 3BR units	50%	18
Of five-person households in 3BR units	50%	27
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	50%	56
Of four-person households in 4BR units	50%	18
Of five-person households in 4BR units	50%	27
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		1,009

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	584	-	23	=	561
2 BR	225	-	24	=	201
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	808		47		761

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	45	/	561	=	8.0%
2 BR	1	/	201	=	0.5%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	46		761		6.0%

60 Percent of AMI (PBRA) As Proposed

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

Minimum Income Limit			Maximum Income Limit		
-			\$39,720		
Income Category	New Renter Households - Total Change in Households PMA 2020 to Prj Mrkt Entry September 2023		Income Brackets	Percent within Cohort	Renter Households within Bracket
\$0-9,999	64	4.0%	\$9,999	100.0%	64
\$10,000-19,999	41	2.6%	\$9,999	100.0%	41
\$20,000-29,999	68	4.2%	\$9,999	100.0%	68
\$30,000-39,999	132	8.2%	\$9,721	97.2%	129
\$40,000-49,999	119	7.4%	\$0	0.0%	0
\$50,000-59,999	156	9.7%	\$0	0.0%	0
\$60,000-74,999	122	7.6%	\$0	0.0%	0
\$75,000-99,999	232	14.4%	\$0	0.0%	0
\$100,000-124,999	163	10.1%	\$0	0.0%	0
\$125,000-149,999	152	9.4%	\$0	0.0%	0
\$150,000-199,999	147	9.1%	\$0	0.0%	0
\$200,000+	215	13.3%	\$0	0.0%	0
Total	1,611	100.0%		18.7%	302

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

Minimum Income Limit			Maximum Income Limit		
-			\$39,720		
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket
\$0-9,999	1,237	14.3%	\$9,999	100.0%	1,237
\$10,000-19,999	1,623	18.7%	\$9,999	100.0%	1,623
\$20,000-29,999	1,247	14.4%	\$9,999	100.0%	1,247
\$30,000-39,999	810	9.4%	\$9,721	97.2%	787
\$40,000-49,999	602	6.9%	\$0	0.0%	0
\$50,000-59,999	610	7.0%	\$0	0.0%	0
\$60,000-74,999	590	6.8%	\$0	0.0%	0
\$75,000-99,999	708	8.2%	\$0	0.0%	0
\$100,000-124,999	393	4.5%	\$0	0.0%	0
\$125,000-149,999	283	3.3%	\$0	0.0%	0
\$150,000-199,999	259	3.0%	\$0	0.0%	0
\$200,000+	301	3.5%	\$0	0.0%	0
Total	8,663	100.0%		56.5%	4,894

ASSUMPTIONS - @60% PBRA

Tenancy	Senior	% of Income towards Housing				40%
Rural/Urban	Urban	Maximum # of Occupants				2
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	90%	10%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	0%	50%	50%	
4	0%	0%	0%	50%	50%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2020 to September 2023

Income Target Population	@60% PBRA
New Renter Households PMA	1,611
Percent Income Qualified	18.7%
New Renter Income Qualified Households	302

Demand from Existing Households 2020

Demand from Rent Overburdened Households

Income Target Population	@60% PBRA
Total Existing Demand	8,663
Income Qualified	56.5%
Income Qualified Renter Households	4,894
Percent Rent Overburdened Prj Mrkt Entry September 2023	48.7%
Rent Overburdened Households	2,386

Demand from Living in Substandard Housing

Income Qualified Renter Households	4,894
Percent Living in Substandard Housing	0.9%
Households Living in Substandard Housing	42

Senior Households Converting from Homeownership

Income Target Population	@60% PBRA
Total Senior Homeowners	17,283
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	346

Total Demand

Total Demand from Existing Households	2,773
Total New Demand	302
Total Demand (New Plus Existing Households)	3,075

Demand from Seniors Who Convert from Homeownership	346
Percent of Total Demand From Homeownership Conversion	11.2%
Is this Demand Over 2 percent of Total Demand?	Yes

By Bedroom Demand

One Person	59.7%	1,837
Two Persons	20.4%	626
Three Persons	11.0%	339
Four Persons	3.5%	108
Five Persons	5.3%	164
Total	100.0%	3,075

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	90%	1653
Of two-person households in 1BR units	20%	125
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	184
Of two-person households in 2BR units	80%	501
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	50%	170
Of four-person households in 3BR units	50%	54
Of five-person households in 3BR units	50%	82
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	50%	170
Of four-person households in 4BR units	50%	54
Of five-person households in 4BR units	50%	82
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		3,075

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,778	-	23	=	1,755
2 BR	-	-	-	=	-
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	1,778		23		1,755

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	15	/	1,755	=	0.9%
2 BR	-	/	-	=	-
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	15		1,755		0.9%

Market Rate As Proposed

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Market

Minimum Income Limit		\$39,360		Maximum Income Limit		\$82,750	
Income Category	New Renter Households - Total Change in		Income Brackets	Percent within Cohort	Renter		
	Households PMA 2020 to Prj Mrkt Entry	September 2023			Households	within Bracket	
\$0-9,999	64	4.0%	\$0	0.0%	0		
\$10,000-19,999	41	2.6%	\$0	0.0%	0		
\$20,000-29,999	68	4.2%	\$0	0.0%	0		
\$30,000-39,999	132	8.2%	\$639	6.4%	8		
\$40,000-49,999	119	7.4%	\$9,999	100.0%	119		
\$50,000-59,999	156	9.7%	\$9,999	100.0%	156		
\$60,000-74,999	122	7.6%	\$14,999	100.0%	122		
\$75,000-99,999	232	14.4%	\$7,751	31.0%	72		
\$100,000-124,999	163	10.1%	\$0	0.0%	0		
\$125,000-149,999	152	9.4%	\$0	0.0%	0		
\$150,000-199,999	147	9.1%	\$0	0.0%	0		
\$200,000+	215	13.3%	\$0	0.0%	0		
Total	1,611	100.0%		29.6%	477		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Market

Minimum Income Limit		\$39,360		Maximum Income Limit		\$82,750	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households		
	Households	%			within Bracket		
\$0-9,999	1,237	14.3%	\$0	0.0%	0		
\$10,000-19,999	1,623	18.7%	\$0	0.0%	0		
\$20,000-29,999	1,247	14.4%	\$0	0.0%	0		
\$30,000-39,999	810	9.4%	\$639	6.4%	52		
\$40,000-49,999	602	6.9%	\$9,999	100.0%	602		
\$50,000-59,999	610	7.0%	\$9,999	100.0%	610		
\$60,000-74,999	590	6.8%	\$14,999	100.0%	590		
\$75,000-99,999	708	8.2%	\$7,751	31.0%	220		
\$100,000-124,999	393	4.5%	\$0	0.0%	0		
\$125,000-149,999	283	3.3%	\$0	0.0%	0		
\$150,000-199,999	259	3.0%	\$0	0.0%	0		
\$200,000+	301	3.5%	\$0	0.0%	0		
Total	8,663	100.0%		23.9%	2,073		

ASSUMPTIONS - Market

Tenancy	Senior	% of Income towards Housing				40%
Rural/Urban	Urban	Maximum # of Occupants				2
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	90%	10%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	0%	50%	50%	
4	0%	0%	0%	50%	50%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2020 to September 2023

Income Target Population	Market
New Renter Households PMA	1,611
Percent Income Qualified	29.6%
New Renter Income Qualified Households	477

Demand from Existing Households 2020

Demand from Rent Overburdened Households

Income Target Population	Market
Total Existing Demand	8,663
Income Qualified	23.9%
Income Qualified Renter Households	2,073
Percent Rent Overburdened Prj Mrkt Entry September 2023	48.7%
Rent Overburdened Households	1,011

Demand from Living in Substandard Housing

Income Qualified Renter Households	2,073
Percent Living in Substandard Housing	0.9%
Households Living in Substandard Housing	18

Senior Households Converting from Homeownership

Income Target Population	Market
Total Senior Homeowners	17,283
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	346

Total Demand

Total Demand from Existing Households	1,374
Total New Demand	477
Total Demand (New Plus Existing Households)	1,851

Demand from Seniors Who Convert from Homeownership	346
Percent of Total Demand From Homeownership Conversion	18.7%
Is this Demand Over 2 percent of Total Demand?	Yes

By Bedroom Demand

One Person	59.7%	1,106
Two Persons	20.4%	377
Three Persons	11.0%	204
Four Persons	3.5%	65
Five Persons	5.3%	99
Total	100.0%	1,851

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	90%	995
Of two-person households in 1BR units	20%	75
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	111
Of two-person households in 2BR units	80%	302
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	50%	102
Of four-person households in 3BR units	50%	33
Of five-person households in 3BR units	50%	49
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	50%	102
Of four-person households in 4BR units	50%	33
Of five-person households in 4BR units	50%	49
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		1,851

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,071	-	0	=	1,071
2 BR	412	-	0	=	412
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	1,483		0		1,483

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	4	/	1,071	=	0.4%
2 BR	6	/	412	=	1.5%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	10		1,483		0.7%

Overall LIHTC As Proposed

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC

Minimum Income Limit		\$0		Maximum Income Limit		\$39,720	
Income Category	New Renter Households - Total Change in		Income Brackets	Percent within Cohort	Renter		
	Households PMA 2020 to Prj Mrkt Entry	September 2023			Households	within Bracket	
\$0-9,999	64	4.0%	\$9,999	100.0%	64		
\$10,000-19,999	41	2.6%	\$9,999	100.0%	41		
\$20,000-29,999	68	4.2%	\$9,999	100.0%	68		
\$30,000-39,999	132	8.2%	\$9,721	97.2%	129		
\$40,000-49,999	119	7.4%	\$0	0.0%	0		
\$50,000-59,999	156	9.7%	\$0	0.0%	0		
\$60,000-74,999	122	7.6%	\$0	0.0%	0		
\$75,000-99,999	232	14.4%	\$0	0.0%	0		
\$100,000-124,999	163	10.1%	\$0	0.0%	0		
\$125,000-149,999	152	9.4%	\$0	0.0%	0		
\$150,000-199,999	147	9.1%	\$0	0.0%	0		
\$200,000+	215	13.3%	\$0	0.0%	0		
Total	1,611	100.0%		18.7%	302		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC

Minimum Income Limit		\$0		Maximum Income Limit		\$39,720	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households		
	Households	%			within Bracket		
\$0-9,999	1,237	14.3%	\$9,999	100.0%	1,237		
\$10,000-19,999	1,623	18.7%	\$9,999	100.0%	1,623		
\$20,000-29,999	1,247	14.4%	\$9,999	100.0%	1,247		
\$30,000-39,999	810	9.4%	\$9,721	97.2%	787		
\$40,000-49,999	602	6.9%	\$0	0.0%	0		
\$50,000-59,999	610	7.0%	\$0	0.0%	0		
\$60,000-74,999	590	6.8%	\$0	0.0%	0		
\$75,000-99,999	708	8.2%	\$0	0.0%	0		
\$100,000-124,999	393	4.5%	\$0	0.0%	0		
\$125,000-149,999	283	3.3%	\$0	0.0%	0		
\$150,000-199,999	259	3.0%	\$0	0.0%	0		
\$200,000+	301	3.5%	\$0	0.0%	0		
Total	8,663	100.0%		56.5%	4,894		

ASSUMPTIONS - Overall LIHTC

Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	50%	50%
4	0%	0%	0%	50%	50%
5+	0%	0%	0%	50%	50%

Tenancy	Senior	% of Income towards Housing	40%
Rural/Urban	Urban	Maximum # of Occupants	0

Demand from New Renter Households 2020 to September 2023

Income Target Population	Overall LIHTC
New Renter Households PMA	1,611
Percent Income Qualified	18.7%
New Renter Income Qualified Households	302

Demand from Existing Households 2020

Demand from Rent Overburdened Households

Income Target Population	Overall LIHTC
Total Existing Demand	8,663
Income Qualified	56.5%
Income Qualified Renter Households	4,894
Percent Rent Overburdened Prj Mrkt Entry September 2023	48.7%
Rent Overburdened Households	2,386

Demand from Living in Substandard Housing

Income Qualified Renter Households	4,894
Percent Living in Substandard Housing	0.9%
Households Living in Substandard Housing	42

Senior Households Converting from Homeownership

Income Target Population	Overall LIHTC
Total Senior Homeowners	17,283
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	346

Total Demand

Total Demand from Existing Households	2,773
Total New Demand	302
Total Demand (New Plus Existing Households)	3,075

Demand from Seniors Who Convert from Homeownership	346
Percent of Total Demand From Homeownership Conversion	11.2%
Is this Demand Over 2 percent of Total Demand?	Yes

By Bedroom Demand

One Person	59.7%	1,837
Two Persons	20.4%	626
Three Persons	11.0%	339
Four Persons	3.5%	108
Five Persons	5.3%	164
Total	100.0%	3,075

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	90%	1653
Of two-person households in 1BR units	20%	125
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	184
Of two-person households in 2BR units	80%	501
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	50%	170
Of four-person households in 3BR units	50%	54
Of five-person households in 3BR units	50%	82
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	50%	170
Of four-person households in 4BR units	50%	54
Of five-person households in 4BR units	50%	82
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		3,075

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	0	=	-
1 BR	1,778	-	53	=	1,725
2 BR	684	-	58	=	626
3 BR	-	-	0	=	-
4 BR	-	-	0	=	-
5 BR	-	-	0	=	-
Total	2,463		111		2,352

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	68	/	1,725	=	3.9%
2 BR	2	/	626	=	0.3%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	70		2,352		3.0%

Overall As Proposed

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit -			Maximum Income Limit \$82,750		
Income Category	New Renter Households - Total Change in Households PMA 2020 to Prj Mrkt Entry September 2023		Income Brackets	Percent within Cohort	Renter Households within Bracket
\$0-9,999	64	4.0%	\$9,999	100.0%	64
\$10,000-19,999	41	2.6%	\$9,999	100.0%	41
\$20,000-29,999	68	4.2%	\$9,999	100.0%	68
\$30,000-39,999	132	8.2%	\$9,999	100.0%	132
\$40,000-49,999	119	7.4%	\$9,999	100.0%	119
\$50,000-59,999	156	9.7%	\$9,999	100.0%	156
\$60,000-74,999	122	7.6%	\$14,999	100.0%	122
\$75,000-99,999	232	14.4%	\$7,751	31.0%	72
\$100,000-124,999	163	10.1%	\$0	0.0%	0
\$125,000-149,999	152	9.4%	\$0	0.0%	0
\$150,000-199,999	147	9.1%	\$0	0.0%	0
\$200,000+	215	13.3%	\$0	0.0%	0
Total	1,611	100.0%		48.1%	774

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit -			Maximum Income Limit \$82,750		
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket
\$0-9,999	1,237	14.3%	\$9,999	100.0%	1,237
\$10,000-19,999	1,623	18.7%	\$9,999	100.0%	1,623
\$20,000-29,999	1,247	14.4%	\$9,999	100.0%	1,247
\$30,000-39,999	810	9.4%	\$9,999	100.0%	810
\$40,000-49,999	602	6.9%	\$9,999	100.0%	602
\$50,000-59,999	610	7.0%	\$9,999	100.0%	610
\$60,000-74,999	590	6.8%	\$14,999	100.0%	590
\$75,000-99,999	708	8.2%	\$7,751	31.0%	220
\$100,000-124,999	393	4.5%	\$0	0.0%	0
\$125,000-149,999	283	3.3%	\$0	0.0%	0
\$150,000-199,999	259	3.0%	\$0	0.0%	0
\$200,000+	301	3.5%	\$0	0.0%	0
Total	8,663	100.0%		80.1%	6,939

ASSUMPTIONS - Overall

Tenancy	Senior	% of Income towards Housing				40%
Rural/Urban	Urban	Maximum # of Occupants				2
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	90%	10%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	0%	50%	50%	
4	0%	0%	0%	50%	50%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2020 to September 2023

Income Target Population	Overall
New Renter Households PMA	1,611
Percent Income Qualified	48.1%
New Renter Income Qualified Households	774

Demand from Existing Households 2020

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	8,663
Income Qualified	80.1%
Income Qualified Renter Households	6,939
Percent Rent Overburdened Prj Mrkt Entry September 2023	48.7%
Rent Overburdened Households	3,382

Demand from Living in Substandard Housing

Income Qualified Renter Households	6,939
Percent Living in Substandard Housing	0.9%
Households Living in Substandard Housing	59

Senior Households Converting from Homeownership

Income Target Population	Overall
Total Senior Homeowners	17,283
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	346

Total Demand

Total Demand from Existing Households	3,787
Total New Demand	774
Total Demand (New Plus Existing Households)	4,561

Demand from Seniors Who Convert from Homeownership	346
Percent of Total Demand From Homeownership Conversion	7.6%
Is this Demand Over 2 percent of Total Demand?	Yes

By Bedroom Demand

One Person	59.7%	2,725
Two Persons	20.4%	929
Three Persons	11.0%	503
Four Persons	3.5%	161
Five Persons	5.3%	243
Total	100.0%	4,561

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	90%	2452
Of two-person households in 1BR units	20%	186
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	272
Of two-person households in 2BR units	80%	743
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	50%	252
Of four-person households in 3BR units	50%	80
Of five-person households in 3BR units	50%	122
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	50%	252
Of four-person households in 4BR units	50%	80
Of five-person households in 4BR units	50%	122
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		4,561

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	0	=	-
1 BR	2,638	-	53	=	2,585
2 BR	1,015	-	58	=	957
3 BR	-	-	0	=	-
4 BR	-	-	0	=	-
5 BR	-	-	0	=	-
Total	3,653		111		3,542

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	72	/	2,585	=	2.8%
2 BR	8	/	957	=	0.8%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	80		3,542		2.3%

50 Percent of AMI Absent Subsidy

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @50%

Minimum Income Limit		\$23,250		Maximum Income Limit		\$33,100	
Income Category	New Renter Households - Total Change in		Income Brackets	Percent within Cohort	Renter		
	Households PMA 2020 to Prj Mrkt Entry	September 2023			Households	within Bracket	
\$0-9,999	64	4.0%	\$0	0.0%	0		
\$10,000-19,999	41	2.6%	\$0	0.0%	0		
\$20,000-29,999	68	4.2%	\$6,749	67.5%	46		
\$30,000-39,999	132	8.2%	\$3,101	31.0%	41		
\$40,000-49,999	119	7.4%	\$0	0.0%	0		
\$50,000-59,999	156	9.7%	\$0	0.0%	0		
\$60,000-74,999	122	7.6%	\$0	0.0%	0		
\$75,000-99,999	232	14.4%	\$0	0.0%	0		
\$100,000-124,999	163	10.1%	\$0	0.0%	0		
\$125,000-149,999	152	9.4%	\$0	0.0%	0		
\$150,000-199,999	147	9.1%	\$0	0.0%	0		
\$200,000+	215	13.3%	\$0	0.0%	0		
Total	1,611	100.0%		5.4%	87		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @50%

Minimum Income Limit		\$23,250		Maximum Income Limit		\$33,100	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households		
	Households	%			within Bracket		
\$0-9,999	1,237	14.3%	\$0	0.0%	0		
\$10,000-19,999	1,623	18.7%	\$0	0.0%	0		
\$20,000-29,999	1,247	14.4%	\$6,749	67.5%	842		
\$30,000-39,999	810	9.4%	\$3,101	31.0%	251		
\$40,000-49,999	602	6.9%	\$0	0.0%	0		
\$50,000-59,999	610	7.0%	\$0	0.0%	0		
\$60,000-74,999	590	6.8%	\$0	0.0%	0		
\$75,000-99,999	708	8.2%	\$0	0.0%	0		
\$100,000-124,999	393	4.5%	\$0	0.0%	0		
\$125,000-149,999	283	3.3%	\$0	0.0%	0		
\$150,000-199,999	259	3.0%	\$0	0.0%	0		
\$200,000+	301	3.5%	\$0	0.0%	0		
Total	8,663	100.0%		12.6%	1,093		

ASSUMPTIONS - @50%

ASSUMPTIONS - @50%					
Tenancy	Senior	% of Income towards Housing			40%
Rural/Urban	Urban	Maximum # of Occupants			2
Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	50%	50%
4	0%	0%	0%	50%	50%
5+	0%	0%	0%	50%	50%

Demand from New Renter Households 2020 to September 2023

Income Target Population	@50%
New Renter Households PMA	1,611
Percent Income Qualified	5.4%
New Renter Income Qualified Households	87

Demand from Existing Households 2020

Demand from Rent Overburdened Households

Income Target Population	@50%
Total Existing Demand	8,663
Income Qualified	12.6%
Income Qualified Renter Households	1,093
Percent Rent Overburdened Prj Mrkt Entry September 2023	48.7%
Rent Overburdened Households	533

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,093
Percent Living in Substandard Housing	0.9%
Households Living in Substandard Housing	9

Senior Households Converting from Homeownership

Income Target Population	@50%
Total Senior Homeowners	17,283
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	346

Total Demand

Total Demand from Existing Households	888
Total New Demand	87
Total Demand (New Plus Existing Households)	974

Demand from Seniors Who Convert from Homeownership	346
Percent of Total Demand From Homeownership Conversion	35.5%
Is this Demand Over 2 percent of Total Demand?	Yes

By Bedroom Demand

One Person	59.7%	582
Two Persons	20.4%	198
Three Persons	11.0%	108
Four Persons	3.5%	34
Five Persons	5.3%	52
Total	100.0%	974

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	90%	524
Of two-person households in 1BR units	20%	40
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	58
Of two-person households in 2BR units	80%	159
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	50%	54
Of four-person households in 3BR units	50%	17
Of five-person households in 3BR units	50%	26
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	50%	54
Of four-person households in 4BR units	50%	17
Of five-person households in 4BR units	50%	26
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 **974**

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	564	-	30	=	534
2 BR	217	-	34	=	183
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	781		64		717

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	8	/	534	=	1.5%
2 BR	1	/	183	=	0.5%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	9		717		1.3%

60 Percent of AMI Absent Subsidy

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$27,900		Maximum Income Limit		\$39,720	
Income Category	New Renter Households - Total Change in		Income Brackets	Percent within Cohort	Renter		
	Households PMA 2020 to Prj Mrkt Entry	September 2023			Households	within Bracket	
\$0-9,999	64	4.0%	\$0	0.0%	0		
\$10,000-19,999	41	2.6%	\$0	0.0%	0		
\$20,000-29,999	68	4.2%	\$2,098	21.0%	14		
\$30,000-39,999	132	8.2%	\$9,721	97.2%	129		
\$40,000-49,999	119	7.4%	\$0	0.0%	0		
\$50,000-59,999	156	9.7%	\$0	0.0%	0		
\$60,000-74,999	122	7.6%	\$0	0.0%	0		
\$75,000-99,999	232	14.4%	\$0	0.0%	0		
\$100,000-124,999	163	10.1%	\$0	0.0%	0		
\$125,000-149,999	152	9.4%	\$0	0.0%	0		
\$150,000-199,999	147	9.1%	\$0	0.0%	0		
\$200,000+	215	13.3%	\$0	0.0%	0		
Total	1,611	100.0%		8.9%	143		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - @60%

Minimum Income Limit		\$27,900		Maximum Income Limit		\$39,720	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households		
	Households	%			within Bracket		
\$0-9,999	1,237	14.3%	\$0	0.0%	0		
\$10,000-19,999	1,623	18.7%	\$0	0.0%	0		
\$20,000-29,999	1,247	14.4%	\$2,098	21.0%	262		
\$30,000-39,999	810	9.4%	\$9,721	97.2%	787		
\$40,000-49,999	602	6.9%	\$0	0.0%	0		
\$50,000-59,999	610	7.0%	\$0	0.0%	0		
\$60,000-74,999	590	6.8%	\$0	0.0%	0		
\$75,000-99,999	708	8.2%	\$0	0.0%	0		
\$100,000-124,999	393	4.5%	\$0	0.0%	0		
\$125,000-149,999	283	3.3%	\$0	0.0%	0		
\$150,000-199,999	259	3.0%	\$0	0.0%	0		
\$200,000+	301	3.5%	\$0	0.0%	0		
Total	8,663	100.0%		12.1%	1,049		

ASSUMPTIONS - @60%

Tenancy	Senior	% of Income towards Housing				40%
Rural/Urban	Urban	Maximum # of Occupants				2
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	90%	10%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	0%	50%	50%	
4	0%	0%	0%	50%	50%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2020 to September 2023

Income Target Population	@60%
New Renter Households PMA	1,611
Percent Income Qualified	8.9%
New Renter Income Qualified Households	143

Demand from Existing Households 2020

Demand from Rent Overburdened Households

Income Target Population	@60%
Total Existing Demand	8,663
Income Qualified	12.1%
Income Qualified Renter Households	1,049
Percent Rent Overburdened Prj Mrkt Entry September 2023	48.7%
Rent Overburdened Households	511

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,049
Percent Living in Substandard Housing	0.9%
Households Living in Substandard Housing	9

Senior Households Converting from Homeownership

Income Target Population	@60%
Total Senior Homeowners	17,283
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	346

Total Demand

Total Demand from Existing Households	866
Total New Demand	143
Total Demand (New Plus Existing Households)	1,009

Demand from Seniors Who Convert from Homeownership	346
Percent of Total Demand From Homeownership Conversion	34.3%
Is this Demand Over 2 percent of Total Demand?	Yes

By Bedroom Demand

One Person	59.7%	603
Two Persons	20.4%	205
Three Persons	11.0%	111
Four Persons	3.5%	36
Five Persons	5.3%	54
Total	100.0%	1,009

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	90%	542
Of two-person households in 1BR units	20%	41
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	60
Of two-person households in 2BR units	80%	164
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	50%	56
Of four-person households in 3BR units	50%	18
Of five-person households in 3BR units	50%	27
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	50%	56
Of four-person households in 4BR units	50%	18
Of five-person households in 4BR units	50%	27
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		1,009

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	584	-	23	=	561
2 BR	225	-	24	=	201
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	808		47		761

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	60	/	561	=	10.7%
2 BR	1	/	201	=	0.5%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	61		761		8.0%

Overall LIHTC Absent Subsidy

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC

Minimum Income Limit		\$23,250		Maximum Income Limit		\$39,720	
Income Category	New Renter Households - Total Change in Households PMA 2020 to Prj Mrkt Entry September 2023		Income Brackets	Percent within Cohort	Renter Households within Bracket		
\$0-9,999	64	4.0%	\$0	0.0%	0		
\$10,000-19,999	41	2.6%	\$0	0.0%	0		
\$20,000-29,999	68	4.2%	\$6,749	67.5%	46		
\$30,000-39,999	132	8.2%	\$9,721	97.2%	129		
\$40,000-49,999	119	7.4%	\$0	0.0%	0		
\$50,000-59,999	156	9.7%	\$0	0.0%	0		
\$60,000-74,999	122	7.6%	\$0	0.0%	0		
\$75,000-99,999	232	14.4%	\$0	0.0%	0		
\$100,000-124,999	163	10.1%	\$0	0.0%	0		
\$125,000-149,999	152	9.4%	\$0	0.0%	0		
\$150,000-199,999	147	9.1%	\$0	0.0%	0		
\$200,000+	215	13.3%	\$0	0.0%	0		
Total	1,611	100.0%		10.8%	174		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall LIHTC

Minimum Income Limit		\$23,250		Maximum Income Limit		\$39,720	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households within Bracket		
\$0-9,999	1,237	14.3%	\$0	0.0%	0		
\$10,000-19,999	1,623	18.7%	\$0	0.0%	0		
\$20,000-29,999	1,247	14.4%	\$6,749	67.5%	842		
\$30,000-39,999	810	9.4%	\$9,721	97.2%	787		
\$40,000-49,999	602	6.9%	\$0	0.0%	0		
\$50,000-59,999	610	7.0%	\$0	0.0%	0		
\$60,000-74,999	590	6.8%	\$0	0.0%	0		
\$75,000-99,999	708	8.2%	\$0	0.0%	0		
\$100,000-124,999	393	4.5%	\$0	0.0%	0		
\$125,000-149,999	283	3.3%	\$0	0.0%	0		
\$150,000-199,999	259	3.0%	\$0	0.0%	0		
\$200,000+	301	3.5%	\$0	0.0%	0		
Total	8,663	100.0%		18.8%	1,629		

ASSUMPTIONS - Overall LIHTC

Persons in Household	OBR	1BR	2BR	3BR	4BR+
1	0%	90%	10%	0%	0%
2	0%	20%	80%	0%	0%
3	0%	0%	0%	50%	50%
4	0%	0%	0%	50%	50%
5+	0%	0%	0%	50%	50%

Tenancy	Senior	% of Income towards Housing	40%
Rural/Urban	Urban	Maximum # of Occupants	0

Demand from New Renter Households 2020 to September 2023

Income Target Population	Overall LIHTC
New Renter Households PMA	1,611
Percent Income Qualified	10.8%
New Renter Income Qualified Households	174

Demand from Existing Households 2020

Demand from Rent Overburdened Households

Income Target Population	Overall LIHTC
Total Existing Demand	8,663
Income Qualified	18.8%
Income Qualified Renter Households	1,629
Percent Rent Overburdened Prj Mrkt Entry September 2023	48.7%
Rent Overburdened Households	794

Demand from Living in Substandard Housing

Income Qualified Renter Households	1,629
Percent Living in Substandard Housing	0.9%
Households Living in Substandard Housing	14

Senior Households Converting from Homeownership

Income Target Population	Overall LIHTC
Total Senior Homeowners	17,283
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	346

Total Demand

Total Demand from Existing Households	1,154
Total New Demand	174
Total Demand (New Plus Existing Households)	1,328

Demand from Seniors Who Convert from Homeownership	346
Percent of Total Demand From Homeownership Conversion	26.0%
Is this Demand Over 2 percent of Total Demand?	Yes

By Bedroom Demand

One Person	59.7%	793
Two Persons	20.4%	270
Three Persons	11.0%	147
Four Persons	3.5%	47
Five Persons	5.3%	71
Total	100.0%	1,328

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	90%	714
Of two-person households in 1BR units	20%	54
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	79
Of two-person households in 2BR units	80%	216
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	50%	73
Of four-person households in 3BR units	50%	23
Of five-person households in 3BR units	50%	35
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	50%	73
Of four-person households in 4BR units	50%	23
Of five-person households in 4BR units	50%	35
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		1,328

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	768	-	53	=	715
2 BR	296	-	58	=	238
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	1,064		111		953

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	83	/	715	=	11.6%
2 BR	2	/	238	=	0.8%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	85		953		8.9%

Overall Absent Subsidy

NEW RENTER HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$23,250		Maximum Income Limit		\$82,750	
Income Category	New Renter Households - Total Change in		Income Brackets	Percent within Cohort	Renter		
	Households PMA 2020 to Prj Mrkt Entry	September 2023			Households	within Bracket	
\$0-9,999	64	4.0%	\$0	0.0%	0		
\$10,000-19,999	41	2.6%	\$0	0.0%	0		
\$20,000-29,999	68	4.2%	\$6,749	67.5%	46		
\$30,000-39,999	132	8.2%	\$9,999	100.0%	132		
\$40,000-49,999	119	7.4%	\$9,999	100.0%	119		
\$50,000-59,999	156	9.7%	\$9,999	100.0%	156		
\$60,000-74,999	122	7.6%	\$14,999	100.0%	122		
\$75,000-99,999	232	14.4%	\$7,751	31.0%	72		
\$100,000-124,999	163	10.1%	\$0	0.0%	0		
\$125,000-149,999	152	9.4%	\$0	0.0%	0		
\$150,000-199,999	147	9.1%	\$0	0.0%	0		
\$200,000+	215	13.3%	\$0	0.0%	0		
Total	1,611	100.0%		40.2%	647		

POTENTIAL EXISTING HOUSEHOLD DEMAND BY INCOME COHORT - Overall

Minimum Income Limit		\$23,250		Maximum Income Limit		\$82,750	
Income Category	Total Renter Households PMA 2020		Income Brackets	Percent within Cohort	Households		
	Households	%			within Bracket		
\$0-9,999	1,237	14.3%	\$0	0.0%	0		
\$10,000-19,999	1,623	18.7%	\$0	0.0%	0		
\$20,000-29,999	1,247	14.4%	\$6,749	67.5%	842		
\$30,000-39,999	810	9.4%	\$9,999	100.0%	810		
\$40,000-49,999	602	6.9%	\$9,999	100.0%	602		
\$50,000-59,999	610	7.0%	\$9,999	100.0%	610		
\$60,000-74,999	590	6.8%	\$14,999	100.0%	590		
\$75,000-99,999	708	8.2%	\$7,751	31.0%	220		
\$100,000-124,999	393	4.5%	\$0	0.0%	0		
\$125,000-149,999	283	3.3%	\$0	0.0%	0		
\$150,000-199,999	259	3.0%	\$0	0.0%	0		
\$200,000+	301	3.5%	\$0	0.0%	0		
Total	8,663	100.0%		42.4%	3,673		

ASSUMPTIONS - Overall

Tenancy	Senior	% of Income towards Housing				40%
Rural/Urban	Urban	Maximum # of Occupants				2
Persons in Household	OBR	1BR	2BR	3BR	4BR+	
1	0%	90%	10%	0%	0%	
2	0%	20%	80%	0%	0%	
3	0%	0%	0%	50%	50%	
4	0%	0%	0%	50%	50%	
5+	0%	0%	0%	50%	50%	

Demand from New Renter Households 2020 to September 2023

Income Target Population	Overall
New Renter Households PMA	1,611
Percent Income Qualified	40.2%
New Renter Income Qualified Households	647

Demand from Existing Households 2020

Demand from Rent Overburdened Households

Income Target Population	Overall
Total Existing Demand	8,663
Income Qualified	42.4%
Income Qualified Renter Households	3,673
Percent Rent Overburdened Prj Mrkt Entry September 2023	48.7%
Rent Overburdened Households	1,790

Demand from Living in Substandard Housing

Income Qualified Renter Households	3,673
Percent Living in Substandard Housing	0.9%
Households Living in Substandard Housing	31

Senior Households Converting from Homeownership

Income Target Population	Overall
Total Senior Homeowners	17,283
Rural Versus Urban	2.0%
Senior Demand Converting from Homeownership	346

Total Demand

Total Demand from Existing Households	2,167
Total New Demand	647
Total Demand (New Plus Existing Households)	2,814

Demand from Seniors Who Convert from Homeownership	346
Percent of Total Demand From Homeownership Conversion	12.3%
Is this Demand Over 2 percent of Total Demand?	Yes

By Bedroom Demand

One Person	59.7%	1,681
Two Persons	20.4%	573
Three Persons	11.0%	311
Four Persons	3.5%	99
Five Persons	5.3%	150
Total	100.0%	2,814

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	90%	1513
Of two-person households in 1BR units	20%	115
Of three-person households in 1BR units	0%	0
Of four-person households in 1BR units	0%	0
Of five-person households in 1BR units	0%	0
Of one-person households in 2BR units	10%	168
Of two-person households in 2BR units	80%	458
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	50%	155
Of four-person households in 3BR units	50%	50
Of five-person households in 3BR units	50%	75
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	50%	155
Of four-person households in 4BR units	50%	50
Of five-person households in 4BR units	50%	75
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		2,814

	Total Demand (Subject Unit Types)		Additions to Supply		Net Demand
0 BR	-	-	-	=	-
1 BR	1,628	-	53	=	1,575
2 BR	627	-	58	=	569
3 BR	-	-	-	=	-
4 BR	-	-	-	=	-
5 BR	-	-	-	=	-
Total	2,254		111		2,143

	Developer's Unit Mix		Net Demand		Capture Rate
0 BR	-	/	-	=	-
1 BR	72	/	1,575	=	4.6%
2 BR	8	/	569	=	1.4%
3 BR	-	/	-	=	-
4 BR	-	/	-	=	-
5 BR	-	/	-	=	-
Total	80		2,143		3.7%

CAPTURE RATE ANALYSIS CHART

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 households in the PMA is expected to increase 1.2 percent between 2020 and 2023.
- 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 (PBRA) (\$00 to \$33,100)	HH at @50% AMI (Absent Subsidy) (\$23,250 to \$33,100)	HH at @60% AMI (\$27,900 to \$39,720)	HH at Market @60% AMI (PBRA) (\$00 to \$39,720)	HH at @60% AMI (Absent Subsidy) (\$27,900 to \$39,720)	HH at Market (\$39,360 to \$82,750)	Overall (LIHTC Units)	Overall (LIHTC Units) Absent Subsidy	Overall (All Units)	Overall (All Units) Absent Subsidy
Demand from New Households (age and income appropriate)	214	87	143	302	143	477	302	174	774	647
PLUS	+	+	+	+	+	+	+	+	+	+
Demand from Existing Renter Households Substandard Housing	37	9	9	42	9	18	42	14	59	31
PLUS	+	+	+	+	+	+	+	+	+	+
Demand from Existing Renter Households - Rent Overburdened Households	2,124	533	511	2,386	511	1,011	2,386	794	3,382	1,790
Sub Total	2,375	629	663	2,729	663	1,506	2,729	982	4,215	2,469
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 2% where applicable)	346	346	346	346	346	346	346	346	346	346
Equals Total Demand	2,721	974	1,009	3,075	1,009	1,851	3,075	1,328	4,561	2,814
Less	-	-	-	-	-	-	-	-	-	-
Competitive New Supply	64	64	47	47	47	0	111	111	111	111
Equals Net Demand	2,657	910	962	3,028	962	1,851	2,964	1,217	4,450	2,703

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Average Market Rents	Minimum Market Rent	Maximum Market Rent	Proposed Rents
1BR @50% (As Proposed)	\$0	\$33,100	8	1,574	30	1,544	0.5%	\$1,554	\$1,197	\$1,825	\$1,063
1BR @50% (Absent Subsidy)	\$23,250	\$33,100	8	564	30	534	1.5%	\$1,554	\$1,197	\$1,825	\$678
1BR @60%	\$27,900	\$39,720	45	584	23	561	8.0%	\$1,554	\$1,197	\$1,825	\$818
1BR @60% (As Proposed w/ PBRA)	\$0	\$39,720	15	1,778	23	1,755	0.9%	\$1,554	\$1,197	\$1,825	\$1,063
1BR @60% (Absent Subsidy)	\$27,900	\$39,720	60	584	23	561	10.7%	\$1,554	\$1,197	\$1,825	\$818
1BR Market	\$39,360	\$82,750	4	1,071	0	1,071	0.4%	\$1,554	\$1,197	\$1,825	\$1,200
1BR Overall (As Proposed)	\$0	\$82,750	72	2,638	53	2,585	2.8%	-	-	-	-
1BR Overall (Absent Subsidy)	\$23,250	\$82,750	72	1,628	53	1,575	4.6%	-	-	-	-
2BR @50% (As Proposed)	\$0	\$33,100	1	606	34	572	0.2%	\$2,001	\$1,335	\$2,311	\$1,198
2BR @50% (Absent Subsidy)	\$27,930	\$33,100	1	217	34	183	0.5%	\$2,001	\$1,335	\$2,311	\$809
2BR @60%	\$33,510	\$39,720	1	225	24	201	0.5%	\$2,001	\$1,335	\$2,311	\$977
2BR Market	\$44,700	\$82,750	6	412	0	412	1.5%	\$2,001	\$1,335	\$2,311	\$1,350
2BR Overall (As Proposed)	\$0	\$82,750	8	1,015	58	957	0.8%	-	-	-	-
2BR Overall (Absent Subsidy)	\$27,930	\$82,750	8	627	58	569	1.4%	-	-	-	-
@50% Overall (As Proposed)	\$0	\$33,100	9	2,180	64	2,116	0.4%	-	-	-	-
@50% Overall (Absent Subsidy)	\$23,250	\$33,100	9	781	64	717	1.3%	-	-	-	-
@60% Overall	\$27,900	\$39,720	46	808	47	761	6.0%	-	-	-	-
@60% Overall (As Proposed w/ PBRA)	\$0	\$39,720	15	1,778	47	1,731	0.9%	-	-	-	-
@60% Overall (Absent Subsidy)	\$27,900	\$39,720	61	808	47	761	8.0%	-	-	-	-
Market Overall	\$39,360	\$82,750	10	1,483	0	1,483	0.7%	-	-	-	-
Overall (As Proposed)	\$0	\$82,750	80	3,653	111	3,542	2.3%	-	-	-	-
Overall (Absent Subsidy)	\$23,250	\$82,750	80	2,254	111	2,143	3.7%	-	-	-	-

As the analysis illustrates, the Subject’s capture rates as proposed at the 50 percent AMI level will range from 0.2 to 0.5 percent, with an overall capture rate of 0.4 percent. The Subject’s 60 percent AMI capture rates as proposed range from 0.5 to 8.0 percent, with an overall capture rate of 2.3 percent. The Subject’s capture rates absent subsidy at the 50 percent AMI level will range from 0.5 to 1.5 percent, with an overall capture rate of 1.3 percent. The Subject’s 60 percent AMI capture rates absent subsidy range from 0.5 to 10.7 percent, with an overall capture rate of 3.7 percent. Therefore, we believe there is adequate demand for the Subject. All capture rates are within Georgia DCA thresholds.

I. COMPETITIVE RENTAL ENVIRONMENT

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 structure. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes 10 “true” comparable properties containing 1,534 units.

The availability of LIHTC data is considered good; there are several LIHTC properties in the PMA. We include four senior tenancy LIHTC properties. The other LIHTC property targets the general population and offer similar unit types in comparison to the proposed Subject. The comparable LIHTC properties are all located in the PMA, between zero (adjacent) and 2.9 miles of the proposed Subject.

The availability of market rate data is considered good. We include five conventional properties in our analysis of the competitive market. All of the market rate properties are located in the PMA, between zero (adjacent) and 1.1 miles from the Subject site. These comparables were built or renovated between 2000 and 2019. Overall, we believe the market rate properties used in our analysis are the most comparable and provide an appropriate basis for comparison.

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.

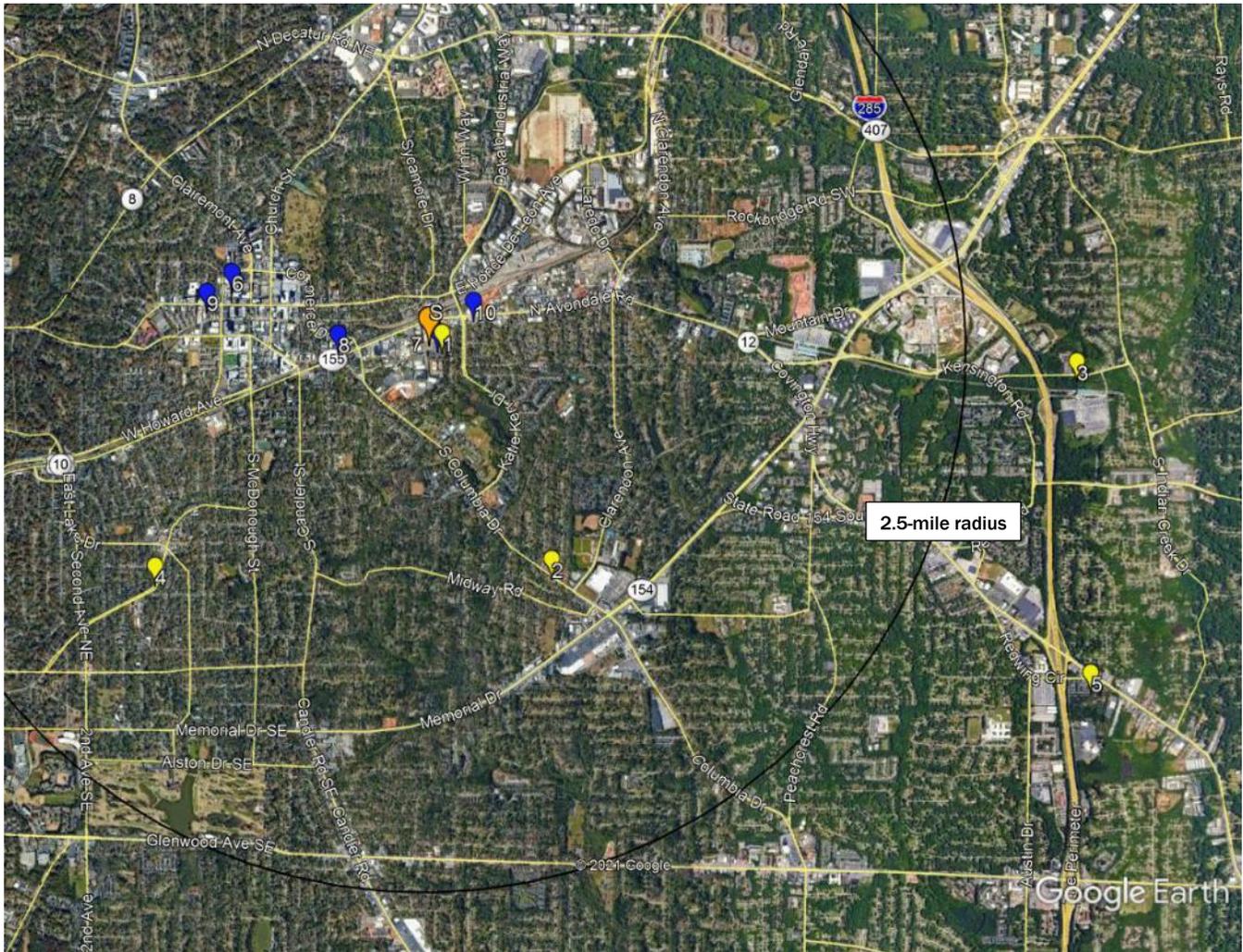
Excluded Properties

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
Antioch Manor Estates	LIHTC/Market	Stone Mountain	Senior	122	More proximate properties
Grove Gardens	LIHTC/Market	Atlanta	Senior	70	More proximate properties
Northlake Senior Apartments	LIHTC/Market	Tucker	Senior	96	More proximate properties
Scott Boulevard Senior Residences	LIHTC/Market	Decatur	Senior	90	Management unresponsive
Spring Chase Apartments	LIHTC/Market	Stone Mountain	Family	380	More proximate properties
Trinity Walk Phase III	LIHTC/Market	Decatur	Family	34	More proximate properties
Woodside Village Apartments	LIHTC/Market	Clarkston	Family	360	More proximate properties
Hairston Lake Apartments	LIHTC/PBRA	Stone Mountain	Family	170	More proximate properties
Manor At Indian Creek II	LIHTC/PBRA	Stone Mountain	Senior	94	More proximate properties
Mills Creek Crossing	LIHTC/PBRA	Scottsdale	Family	200	More proximate properties
Swanton Heights	Public Housing	Decatur	Family	98	Subsidized
Park Trace Apartments	Section 8	Decatur	Family	170	Subsidized
Trinity Walk I	Section 8	Decatur	Family	69	Subsidized
Trinity Walk II	Section 8	Decatur	Senior	52	Subsidized
Briarcliff Oaks	Section 8	Atlanta	Senior	125	Subsidized
Clairmont Oaks	Section 8	Decatur	Senior	298	Subsidized
Philips Tower	Section 8	Decatur	Senior	221	Subsidized
Langley Place Apartments	Market	Decatur	Family	117	More proximate properties
The Slate at Decatur	Market	Decatur	Family	202	More proximate properties
Kenridge Apartments	Market	Decatur	Family	326	More proximate properties
Park Estates	Market	Decatur	Family	100	More proximate properties
Sol Luna Park Apartments	Market	Decatur	Family	143	More proximate properties

1. Comparable Rental Property Map



Source: Google Earth, May 2021

COMPARABLE PROPERTIES

#	Comparable Property	City	Rent Structure	Tenancy	Distance to Subject
S	Decatur East Phase II	Decatur	LIHTC/ Market	Senior	-
1	Columbia Senior Residences At Decatur East	Decatur	LIHTC/ Market	Senior	0.0 miles
2	Columbia Senior Residences At Forrest Hills	Decatur	LIHTC/ Market	Senior	1.2 miles
3	Manor At Indian Creek	Stone Mountain	LIHTC	Senior	2.9 miles
4	Oakview Walk	Decatur	LIHTC	Family	1.7 miles
5	The Retreat At Madison Place	Decatur	LIHTC	Senior	3.4 miles
6	1133 On The Square	Decatur	Market	Family	1.0 miles
7	Cortland Decatur East	Decatur	Market	Family	0.0 miles
8	Ice House Lofts	Decatur	Market	Family	0.5 miles
9	The Place On Ponce	Decatur	Market	Family	1.1 miles
10	Willis Avondale Estates	Decatur	Market	Family	0.2 miles

*Located outside PMA

DECATUR EAST PHASE II – DECATUR, GEORGIA – MARKET STUDY

RENT AND SQUARE FOOTAGE RANKING – All rents adjusted for utilities and concessions extracted from the market.					
	Units Surveyed:	1,534	Weighted Occupancy:	97.1%	
	Market Rate	1,074	Market Rate	96.2%	
	Tax Credit	460	Tax Credit	99.3%	
One Bedroom One Bath		Two Bedroom One Bath			
Property	Average	Property	Average		
RENT	Ice House Lofts (Market)	\$1,825	The Place On Ponce (Market)(2BA)	\$2,311	
	Ice House Lofts (Market)	\$1,750	Cortland Decatur East (Market)(2BA)	\$2,295	
	Ice House Lofts (Market)	\$1,645	The Place On Ponce (Market)(2BA)	\$2,249	
	The Place On Ponce (Market)	\$1,593	The Place On Ponce (Market)(2BA)	\$2,213	
	The Place On Ponce (Market)	\$1,583	Ice House Lofts (Market)(2BA)	\$2,095	
	1133 On The Square (Market)	\$1,564	Willis Avondale Estates (Market)(2BA)	\$2,042	
	The Place On Ponce (Market)	\$1,519	1133 On The Square (Market)(2BA)	\$2,005	
	Willis Avondale Estates (Market)	\$1,488	Ice House Lofts (Market)(2BA)	\$2,000	
	Columbia Senior Residences At Decatur East (Market)	\$1,477	Ice House Lofts (Market)	\$1,950	
	Cortland Decatur East (Market)	\$1,456	Ice House Lofts (Market)(2BA)	\$1,950	
	Decatur East Phase II (Market)	\$1,200	Columbia Senior Residences At Decatur East (Market)	\$1,909	
	Columbia Senior Residences At Forrest Hills (Market)	\$1,197	1133 On The Square (Market)(2BA)	\$1,870	
	Decatur East Phase II (@60%)	\$1,063	Cortland Decatur East (Market)	\$1,788	
	Decatur East Phase II (@50%)	\$1,063	Oakview Walk (@100%)(2BA)	\$1,395	
	Oakview Walk (@100%)	\$1,050	Decatur East Phase II (Market)	\$1,350	
	Columbia Senior Residences At Decatur East (@60%)	\$892	Columbia Senior Residences At Forrest Hills (Market)(2BA)	\$1,335	
	Columbia Senior Residences At Decatur East (@60%)	\$829	Decatur East Phase II (@50%)	\$1,198	
	Decatur East Phase II (@60%)	\$818	Columbia Senior Residences At Decatur East (@60%)	\$1,050	
	Columbia Senior Residences At Forrest Hills (@60%)	\$815	Decatur East Phase II (@60%)	\$977	
	Manor At Indian Creek (@60%)	\$791	Columbia Senior Residences At Forrest Hills (@60%)(2BA)	\$958	
	The Retreat At Madison Place (@60%)	\$776	Columbia Senior Residences At Decatur East (@60%)	\$954	
	Oakview Walk (@60%)	\$775	Manor At Indian Creek (@60%)(2BA)	\$933	
	Oakview Walk (@50%)	\$650	Oakview Walk (@60%)(2BA)	\$925	
	Columbia Senior Residences At Decatur East (@50%)	\$646	The Retreat At Madison Place (@60%)(2BA)	\$888	
	Manor At Indian Creek (@50%)	\$636	Columbia Senior Residences At Decatur East (@50%)	\$780	
	Columbia Senior Residences At Forrest Hills (@50%)	\$528	Manor At Indian Creek (@50%)(2BA)	\$747	
			Columbia Senior Residences At Forrest Hills (@50%)(2BA)	\$587	
	SQUARE FOOTAGE	Ice House Lofts (Market)	1,240	Ice House Lofts (Market)(2BA)	1,305
		Ice House Lofts (Market)	1,120	Ice House Lofts (Market)(2BA)	1,240
		Ice House Lofts (Market)	1,000	Willis Avondale Estates (Market)(2BA)	1,205
1133 On The Square (Market)		809	Cortland Decatur East (Market)(2BA)	1,182	
Oakview Walk (@50%)		795	The Place On Ponce (Market)(2BA)	1,145	
Oakview Walk (@100%)		795	Oakview Walk (@60%)(2BA)	1,143	
Oakview Walk (@60%)		795	Oakview Walk (@100%)(2BA)	1,143	
Cortland Decatur East (Market)		791	The Place On Ponce (Market)(2BA)	1,095	
The Place On Ponce (Market)		790	Ice House Lofts (Market)	1,090	
Columbia Senior Residences At Forrest Hills (@60%)		767	1133 On The Square (Market)(2BA)	1,087	
Columbia Senior Residences At Forrest Hills (@60%)		767	The Place On Ponce (Market)(2BA)	1,034	
Columbia Senior Residences At Forrest Hills (@50%)		767	Columbia Senior Residences At Forrest Hills (Market)(2BA)	1,000	
Columbia Senior Residences At Forrest Hills (@50%)		767	Columbia Senior Residences At Forrest Hills (@50%)(2BA)	1,000	
Columbia Senior Residences At Forrest Hills (Market)		767	Columbia Senior Residences At Forrest Hills (@50%)(2BA)	1,000	
Manor At Indian Creek (@60%)		750	Columbia Senior Residences At Forrest Hills (@60%)(2BA)	1,000	
Columbia Senior Residences At Decatur East (@60%)		750	Decatur East Phase II (@50%)	986	
Columbia Senior Residences At Decatur East (@50%)		750	Decatur East Phase II (@60%)	986	
Columbia Senior Residences At Decatur East (@60%)		750	Decatur East Phase II (Market)	986	
Columbia Senior Residences At Decatur East (Market)		750	Columbia Senior Residences At Decatur East (Market)	980	
Manor At Indian Creek (@50%)		750	Columbia Senior Residences At Decatur East (@60%)	980	
Willis Avondale Estates (Market)		750	Columbia Senior Residences At Decatur East (@50%)	980	
Decatur East Phase II (@60%)		740	Columbia Senior Residences At Decatur East (@60%)	980	
Decatur East Phase II (@50%)		740	The Retreat At Madison Place (@60%)(2BA)	971	
Decatur East Phase II (@60%)		740	1133 On The Square (Market)(2BA)	964	
Decatur East Phase II (Market)		740	Manor At Indian Creek (@50%)(2BA)	950	
The Place On Ponce (Market)		731	Manor At Indian Creek (@60%)(2BA)	950	
The Retreat At Madison Place (@60%)		701	Ice House Lofts (Market)(2BA)	930	
The Place On Ponce (Market)		699	Cortland Decatur East (Market)	924	
RENT PER SQUARE FOOT		The Place On Ponce (Market)	\$2.18	The Place On Ponce (Market)(2BA)	\$2.18
		The Place On Ponce (Market)	\$2.17	The Place On Ponce (Market)(2BA)	\$2.11
	The Place On Ponce (Market)	\$2.00	Ice House Lofts (Market)(2BA)	\$2.10	
	Willis Avondale Estates (Market)	\$1.98	Columbia Senior Residences At Decatur East (Market)	\$1.95	
	Columbia Senior Residences At Decatur East (Market)	\$1.97	Cortland Decatur East (Market)(2BA)	\$1.94	
	1133 On The Square (Market)	\$1.93	1133 On The Square (Market)(2BA)	\$1.94	
	Cortland Decatur East (Market)	\$1.84	Cortland Decatur East (Market)	\$1.94	
	Ice House Lofts (Market)	\$1.65	The Place On Ponce (Market)(2BA)	\$1.93	
	Decatur East Phase II (Market)	\$1.62	1133 On The Square (Market)(2BA)	\$1.84	
	Ice House Lofts (Market)	\$1.56	Ice House Lofts (Market)	\$1.79	
	Columbia Senior Residences At Forrest Hills (Market)	\$1.56	Willis Avondale Estates (Market)(2BA)	\$1.69	
	Ice House Lofts (Market)	\$1.47	Ice House Lofts (Market)(2BA)	\$1.61	
	Decatur East Phase II (@60%)	\$1.44	Ice House Lofts (Market)(2BA)	\$1.61	
	Decatur East Phase II (@50%)	\$1.44	Decatur East Phase II (Market)	\$1.37	
	Oakview Walk (@100%)	\$1.32	Columbia Senior Residences At Forrest Hills (Market)(2BA)	\$1.34	
	Columbia Senior Residences At Decatur East (@60%)	\$1.19	Oakview Walk (@100%)(2BA)	\$1.22	
	The Retreat At Madison Place (@60%)	\$1.11	Decatur East Phase II (@50%)	\$1.22	
	Decatur East Phase II (@60%)	\$1.11	Columbia Senior Residences At Decatur East (@60%)	\$1.07	
	Columbia Senior Residences At Decatur East (@60%)	\$1.11	Decatur East Phase II (@60%)	\$0.99	
	Columbia Senior Residences At Forrest Hills (@60%)	\$1.06	Manor At Indian Creek (@60%)(2BA)	\$0.98	
	Manor At Indian Creek (@60%)	\$1.05	Columbia Senior Residences At Decatur East (@60%)	\$0.97	
	Oakview Walk (@60%)	\$0.97	Columbia Senior Residences At Forrest Hills (@60%)(2BA)	\$0.96	
	Columbia Senior Residences At Decatur East (@50%)	\$0.86	The Retreat At Madison Place (@60%)(2BA)	\$0.91	
	Manor At Indian Creek (@50%)	\$0.85	Oakview Walk (@60%)(2BA)	\$0.81	
	Oakview Walk (@50%)	\$0.82	Columbia Senior Residences At Decatur East (@50%)	\$0.80	
	Columbia Senior Residences At Forrest Hills (@50%)	\$0.69	Manor At Indian Creek (@50%)(2BA)	\$0.79	
			Columbia Senior Residences At Forrest Hills (@50%)(2BA)	\$0.59	

PROPERTY PROFILE REPORT

Columbia Senior Residences At Decatur East

Effective Rent Date	4/28/2021
Location	590 East Freeman Street Decatur, GA 30030 DeKalb County
Distance	Adjacent
Units	92
Vacant Units	2
Vacancy Rate	2.2%
Type	Midrise (age-restricted) (5 stories)
Year Built/Renovated	2018 / N/A
Marketing Began	10/31/2018
Leasing Began	10/31/2018
Last Unit Leased	4/30/2019
Major Competitors	None identified
Tenant Characteristics	Seniors 62+
Contact Name	Diane
Phone	404-378-6868



Market Information

Program	@50%, @60%, @60% (Project Based Rental)
Annual Turnover Rate	3%
Units/Month Absorbed	15
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	Yes; approximately one year in length

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	Midrise (5 stories)	2	750	\$646	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Midrise (5 stories)	58	750	\$829	\$0	@60%	Yes	2	3.4%	yes	None
1	1	Midrise (5 stories)	12	750	\$892	\$0	@60% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None
1	1	Midrise (5 stories)	2	750	\$1,477	\$0	Market	Yes	0	0.0%	N/A	None
2	1	Midrise (5 stories)	1	980	\$780	\$0	@50%	Yes	0	0.0%	yes	None
2	1	Midrise (5 stories)	10	980	\$954	\$0	@60%	Yes	0	0.0%	yes	None
2	1	Midrise (5 stories)	3	980	\$1,050	\$0	@60% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None
2	1	Midrise (5 stories)	4	980	\$1,909	\$0	Market	Yes	0	0.0%	N/A	None

Columbia Senior Residences At Decatur East, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$646	\$0	\$646	\$0	\$646	1BR / 1BA	\$829 - \$892	\$0	\$829 - \$892	\$0	\$829 - \$892
2BR / 1BA	\$780	\$0	\$780	\$0	\$780	2BR / 1BA	\$954 - \$1,050	\$0	\$954 - \$1,050	\$0	\$954 - \$1,050
Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
1BR / 1BA	\$1,477	\$0	\$1,477	\$0	\$1,477						
2BR / 1BA	\$1,909	\$0	\$1,909	\$0	\$1,909						

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	Adult Education
Carpeting	Central A/C	Limited Access	
Coat Closet	Dishwasher	Patrol	
Ceiling Fan	Garbage Disposal	Video Surveillance	
Hand Rails	Microwave		
Oven	Pull Cords		
Refrigerator	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Courtyard	Elevators		
Exercise Facility	Garage		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Service Coordination	Theatre		

Comments

The contact reported the property typically maintains a 100 percent occupancy rate and has low turnover. The pandemic reportedly has had a limited impact on property operations. The property has yet to increase rents to 2021 maximum allowable levels; however, the contact noted that rents would likely increase in the next month or two.

Photos



PROPERTY PROFILE REPORT

Columbia Senior Residences At Forrest Hills

Effective Rent Date	4/29/2021
Location	1004 Columbia Drive Decatur, GA 30030 DeKalb County
Distance	1.2 miles
Units	80
Vacant Units	1
Vacancy Rate	1.3%
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	None identified
Tenant Characteristics	Seniors 62+, from a variety of different states
Contact Name	Elma
Phone	404-289-5289



Market Information

Program	@50% (Project Based Rental Assistance -
Annual Turnover Rate	7%
Units/Month Absorbed	15
HCV Tenants	0%
Leasing Pace	Within two weeks to one month
Annual Chg. in Rent	Increased 3.0 percent since 2Q20
Concession	None
Waiting List	Yes; 127 households for subsidized units

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	Garden (2 stories)	4	767	N/A	\$0	@50% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None
1	1	Garden (2 stories)	5	767	\$528	\$0	@50% (Public Housing)	Yes	0	0.0%	N/A	None
1	1	Garden (2 stories)	15	767	\$815	\$0	@60%	No	0	0.0%	yes	None
1	1	Garden (2 stories)	42	767	N/A	\$0	@60% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None
1	1	Garden (2 stories)	8	767	\$1,197	\$0	Market	No	1	12.5%	N/A	None
2	2	Garden (2 stories)	2	1,000	N/A	\$0	@50% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	1	1,000	\$587	\$0	@50% (Public Housing)	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	2	1,000	\$958	\$0	@60%	No	0	0.0%	yes	None
2	2	Garden (2 stories)	1	1,000	\$1,335	\$0	Market	No	0	0.0%	N/A	None

Columbia Senior Residences At Forrest Hills, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$528	\$0	\$528	\$0	\$528	1BR / 1BA	\$815	\$0	\$815	\$0	\$815
2BR / 2BA	\$587	\$0	\$587	\$0	\$587	2BR / 2BA	\$958	\$0	\$958	\$0	\$958

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,197	\$0	\$1,197	\$0	\$1,197
2BR / 2BA	\$1,335	\$0	\$1,335	\$0	\$1,335

Amenities

In-Unit	Security	Services
Balcony/Patio	In-Unit Alarm	None
Carpeting	Limited Access	
Coat Closet	Patrol	
Ceiling Fan	Perimeter Fencing	
Hand Rails	Video Surveillance	
Pull Cords		
Vaulted Ceilings		
Washer/Dryer hookup		

Property	Premium	Other
Business Center/Computer Lab	None	None
Courtyard		
Exercise Facility		
Off-Street Parking		
Picnic Area		

Comments

The contact provided no additional comments at the time of interview.

Photos



PROPERTY PROFILE REPORT

Manor At Indian Creek

Effective Rent Date	4/28/2021
Location	3904 Durham Park Road Stone Mountain, GA 30083 DeKalb County
Distance	2.9 miles
Units	94
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (age-restricted) (4 stories)
Year Built/Renovated	2017 / N/A
Marketing Began	11/01/2017
Leasing Began	11/01/2017
Last Unit Leased	3/01/2018
Major Competitors	None identified
Tenant Characteristics	Seniors 55+
Contact Name	Nadal
Phone	404-292-9400



Market Information

Program	@50%, @60%
Annual Turnover Rate	5%
Units/Month Absorbed	N/A
HCV Tenants	10%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	Yes; 50 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	Midrise (4 stories)	12	750	\$636	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Midrise (4 stories)	66	750	\$791	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Midrise (4 stories)	7	950	\$747	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Midrise (4 stories)	9	950	\$933	\$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
1BR / 1BA	\$636	\$0	\$636	\$0	\$636	1BR / 1BA	\$791	\$0	\$791	\$0	\$791
2BR / 2BA	\$747	\$0	\$747	\$0	\$747	2BR / 2BA	\$933	\$0	\$933	\$0	\$933

Manor At Indian Creek, continued

Amenities

In-Unit		Security	Services
Blinds	Carpeting	Intercom (Buzzer)	None
Central A/C	Coat Closet	Limited Access	
Dishwasher	Garbage Disposal	Video Surveillance	
Grab Bars	Microwave		
Oven	Pull Cords		
Refrigerator			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Library
Elevators	Exercise Facility		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Recreation Areas			

Comments

The contact reported strong demand for senior affordable housing in the area. The contact reported that traffic has decreased due to the COVID-19 pandemic. However, there has been no impact to rent or occupancy due to the pandemic. The property has yet to increase rents to 2021 maximum allowable levels, but the contact reported that it would likely happen in the next four to six weeks.

Photos



PROPERTY PROFILE REPORT

Oakview Walk

Effective Rent Date	4/30/2021
Location	1111 Oakview Rd Decatur, GA 30030 DeKalb County
Distance	1.7 miles
Units	34
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (3 stories)
Year Built/Renovated	2019 / N/A
Marketing Began	3/01/2019
Leasing Began	4/15/2019
Last Unit Leased	12/01/2019
Major Competitors	None identified.
Tenant Characteristics	Mixed tenancy, families
Contact Name	Danielle
Phone	678-705-8227



Market Information

Program	@100%, @50%, @60%
Annual Turnover Rate	0%
Units/Month Absorbed	4
HCV Tenants	12%
Leasing Pace	Within one week
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden (3 stories)	5	795	\$1,050	\$0	@100%	Yes	0	0.0%	no	None
1	1	Garden (3 stories)	11	795	\$650	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (3 stories)	11	795	\$775	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Garden (3 stories)	2	1,143	\$1,395	\$0	@100%	Yes	0	0.0%	N/A	None
2	2	Garden (3 stories)	5	1,143	\$925	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@100%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,050	\$0	\$1,050	\$0	\$1,050	1BR / 1BA	\$650	\$0	\$650	\$0	\$650
2BR / 2BA	\$1,395	\$0	\$1,395	\$0	\$1,395						
@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent						
1BR / 1BA	\$775	\$0	\$775	\$0	\$775						
2BR / 2BA	\$925	\$0	\$925	\$0	\$925						

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Limited Access	None
Carpet/Hardwood	Central A/C		
Coat Closet	Dishwasher		
Ceiling Fan	Garbage Disposal		
Oven	Refrigerator		
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	None
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Playground	Recreation Areas		

Comments

Of the 34 units, 27 are LIHTC, and seven are considered below market rate workforce housing restricted to 100 percent of AMI. The contact stated that the property has not seen any significant effects due to the COVID-19 pandemic. Further, the contact stated demand for affordable housing in the area was high.

PROPERTY PROFILE REPORT

The Retreat At Madison Place

Effective Rent Date	4/29/2021
Location	3907 Redwing Circle Decatur, GA 30035 DeKalb County
Distance	3.4 miles
Units	160
Vacant Units	0
Vacancy Rate	0.0%
Type	Midrise (age-restricted) (4 stories)
Year Built/Renovated	2008 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Allegre Point
Tenant Characteristics	Seniors 55+; average age is 55 to 62; 60%+ previous homeowners; 5% employed
Contact Name	Valerie
Phone	404-289-8393



Market Information

Program	@60%
Annual Turnover Rate	5%
Units/Month Absorbed	14
HCV Tenants	N/A
Leasing Pace	Pre-leased
Annual Chg. in Rent	Kept at max
Concession	None
Waiting List	Yes; 151 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	Midrise (4 stories)	60	701	\$838	\$0	@60%	Yes	0	0.0%	yes	None
2	2	Midrise (4 stories)	100	971	\$971	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@60%	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$838	\$0	\$838	-\$62	\$776
2BR / 2BA	\$971	\$0	\$971	-\$83	\$888

The Retreat At Madison Place, continued

Amenities

In-Unit		Security	Services
Blinds	Carpet/Hardwood	Intercom (Buzzer)	Adult Education
Central A/C	Coat Closet	Limited Access	Shuttle Service
Dishwasher	Ceiling Fan	Patrol	
Garbage Disposal	Hand Rails	Perimeter Fencing	
Oven	Pull Cords	Video Surveillance	
Refrigerator	Walk-In Closet		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Walking Trails, Game Room,
Courtyard	Elevators		
Exercise Facility	Central Laundry		
Off-Street Parking	On-Site Management		
Picnic Area	Theatre		

Comments

According to the contact, there is strong demand for senior LIHTC properties in the area. Management maintains a current waiting list of 89 households for the one-bedroom units and 62 households for the two-bedroom units. The property accepts Housing Choice Vouchers; however, the contact did not know how many are currently in use. The contact reported no significant negative impact to the performance of the property from the COVID-19 pandemic, to date. The contact reported that they anticipate increasing rents to 2021 maximum allowable levels by June.

Photos



PROPERTY PROFILE REPORT

1133 On The Square

Effective Rent Date	4/28/2021
Location	1133 Commerce Drive Decatur, GA 30030 DeKalb County
Distance	1 mile
Units	167
Vacant Units	1
Vacancy Rate	0.6%
Type	Midrise (5 stories)
Year Built/Renovated	2016 / N/A
Marketing Began	12/01/2014
Leasing Began	1/01/2016
Last Unit Leased	N/A
Major Competitors	None identified
Tenant Characteristics	Mixed tenancy
Contact Name	Melissa
Phone	404-371-6999



Market Information

Program	Market
Annual Turnover Rate	24%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased up to 5% and decreased down to 2%
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
0	1	Midrise (5 stories)	12	659	\$1,350	\$0	Market	No	0	0.0%	N/A	None
0	1	Midrise (5 stories)	12	714	\$1,435	\$0	Market	No	0	0.0%	N/A	None
1	1	Midrise (5 stories)	103	809	\$1,564	\$0	Market	No	1	1.0%	N/A	AVG*
1	1	Midrise (5 stories)	N/A	894	\$1,678	\$0	Market	No	0	N/A	N/A	HIGH
1	1	Midrise (5 stories)	N/A	723	\$1,450	\$0	Market	No	0	N/A	N/A	LOW
2	2	Midrise (5 stories)	20	964	\$1,870	\$0	Market	No	0	0.0%	N/A	None
2	2	Midrise (5 stories)	20	1,087	\$2,005	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
Studio / 1BA	\$1,350 - \$1,435	\$0	\$1,350 - \$1,435	\$0	\$1,350 - \$1,435
1BR / 1BA	\$1,450 - \$1,678	\$0	\$1,450 - \$1,678	\$0	\$1,450 - \$1,678
2BR / 2BA	\$1,870 - \$2,005	\$0	\$1,870 - \$2,005	\$0	\$1,870 - \$2,005

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Central A/C	Limited Access	
Dishwasher	Ceiling Fan		
Microwave	Oven		
Refrigerator	Walk-In Closet		
Washer/Dryer	Washer/Dryer hookup		
Property		Premium	Other
Business Center/Computer Lab	Elevators	None	None
Exercise Facility	Garage(\$35.00)		
On-Site Management	Picnic Area		
Recreation Areas	Swimming Pool		
Wi-Fi			

Comments

The property does not accept Housing Choice Vouchers. The contact reported the property has generally been unaffected by the COVID-19 pandemic.

Photos



PROPERTY PROFILE REPORT

Cortland Decatur East

Effective Rent Date	5/01/2021
Location	2641 E College Avenue Decatur, GA 30030 DeKalb County
Distance	Adjacent
Units	378
Vacant Units	30
Vacancy Rate	7.9%
Type	Midrise (6 stories)
Year Built/Renovated	2019 / N/A
Marketing Began	3/12/2019
Leasing Began	3/12/2019
Last Unit Leased	N/A
Major Competitors	Willis Avondale Estates
Tenant Characteristics	Mixed-tenancy
Contact Name	Hector
Phone	470-381-3700



Market Information

Program	Market
Annual Turnover Rate	N/A
Units/Month Absorbed	12
HCV Tenants	0%
Leasing Pace	N/A
Annual Chg. in Rent	Changes daily; Yieldstar
Concession	Two months free
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
0	1	Midrise (6 stories)	5	581	\$1,382	\$0	Market	No	N/A	N/A	N/A	None
1	1	Midrise (6 stories)	225	791	\$1,456	\$0	Market	No	N/A	N/A	N/A	AVG*
1	1	Midrise (6 stories)	N/A	962	\$1,520	\$0	Market	No	N/A	N/A	N/A	HIGH
1	1	Midrise (6 stories)	N/A	620	\$1,392	\$0	Market	No	N/A	N/A	N/A	LOW
2	1	Midrise (6 stories)	N/A	924	\$1,788	\$0	Market	No	N/A	N/A	N/A	None
2	2	Midrise (6 stories)	131	1,182	\$2,295	\$0	Market	No	N/A	N/A	N/A	AVG*
2	2	Midrise (6 stories)	N/A	1,360	\$2,401	\$0	Market	No	N/A	N/A	N/A	HIGH
2	2	Midrise (6 stories)	N/A	1,003	\$2,190	\$0	Market	No	N/A	N/A	N/A	LOW
3	2	Midrise (6 stories)	17	1,375	\$2,997	\$0	Market	No	N/A	N/A	N/A	None
3	2	Midrise (6 stories)	N/A	1,444	\$3,137	\$0	Market	No	N/A	N/A	N/A	None

Photos



PROPERTY PROFILE REPORT

Ice House Lofts

Effective Rent Date	4/28/2021
Location	105 Sycamore Place Decatur, GA 30030 DeKalb County
Distance	0.5 miles
Units	98
Vacant Units	3
Vacancy Rate	3.1%
Type	Midrise (4 stories)
Year Built/Renovated	1926 / 2000
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Grayson Apartments, Jackson Square, Paces Park
Tenant Characteristics	Mixed tenancy
Contact Name	Hannah
Phone	404-377-5251



Market Information

Program	Market
Annual Turnover Rate	40%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Pre-leased
Annual Chg. in Rent	Increased up to three 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	included

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Midrise (4 stories)	N/A	560	\$1,200	\$0	Market	No	N/A	N/A	N/A	None
0	1	Midrise (4 stories)	N/A	680	\$1,258	\$0	Market	No	N/A	N/A	N/A	None
0	1	Midrise (4 stories)	N/A	695	\$1,258	\$0	Market	No	N/A	N/A	N/A	None
0	1	Midrise (4 stories)	N/A	760	\$1,350	\$0	Market	No	N/A	N/A	N/A	None
0	1	Midrise (4 stories)	N/A	780	\$1,435	\$0	Market	No	N/A	N/A	N/A	None
1	1	Midrise (4 stories)	N/A	1,000	\$1,645	\$0	Market	No	N/A	N/A	N/A	None
1	1	Midrise (4 stories)	N/A	1,120	\$1,750	\$0	Market	No	N/A	N/A	N/A	None
1	1	Midrise (4 stories)	N/A	1,240	\$1,825	\$0	Market	No	N/A	N/A	N/A	None
2	1	Midrise (4 stories)	N/A	1,090	\$1,950	\$0	Market	No	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	N/A	930	\$1,950	\$0	Market	No	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	N/A	1,240	\$2,000	\$0	Market	No	N/A	N/A	N/A	None
2	2	Midrise (4 stories)	N/A	1,305	\$2,095	\$0	Market	No	N/A	N/A	N/A	None

Photos



PROPERTY PROFILE REPORT

The Place On Ponce

Effective Rent Date	5/01/2021
Location	220 Ponce De Leon Place Decatur, GA 30030 DeKalb County
Distance	1.1 miles
Units	234
Vacant Units	2
Vacancy Rate	0.9%
Type	Midrise (6 stories)
Year Built/Renovated	2015 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Point on Scott, Reserve at Decatur
Tenant Characteristics	Mixed tenancy
Contact Name	Bill
Phone	404-496-6075



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Within two weeks
Annual Chg. in Rent	Changes daily
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 (6 stories)	68	699	\$1,519	\$0	Market	No	0	0.0%	N/A	None
1	1	Midrise (6 stories)	46	731	\$1,593	\$0	Market	No	0	0.0%	N/A	None
1	1	Midrise (6 stories)	4	790	\$1,583	\$0	Market	No	0	0.0%	N/A	None
2	2	Midrise (6 stories)	51	1,034	\$2,249	\$0	Market	No	0	0.0%	N/A	None
2	2	Midrise (6 stories)	53	1,095	\$2,311	\$0	Market	No	2	3.8%	N/A	None
2	2	Midrise (6 stories)	3	1,145	\$2,213	\$0	Market	No	0	0.0%	N/A	None
3	2	Midrise (6 stories)	9	1,343	\$2,980	\$0	Market	No	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,519 - \$1,593	\$0	\$1,519 - \$1,593	\$0	\$1,519 - \$1,593
2BR / 2BA	\$2,213 - \$2,311	\$0	\$2,213 - \$2,311	\$0	\$2,213 - \$2,311
3BR / 2BA	\$2,980	\$0	\$2,980	\$0	\$2,980

The Place On Ponce, continued

Amenities

In-Unit

Balcony/Patio
Carpet/Hardwood
Coat Closet
Exterior Storage(\$25.00)
Oven
Vaulted Ceilings
Washer/Dryer hookup

Blinds
Central A/C
Dishwasher
Microwave
Refrigerator
Washer/Dryer

Security

Intercom (Buzzer)
Limited Access
Perimeter Fencing

Services

None

Property

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

Elevators
Garage(\$30.00)
On-Site Management
Recreation Areas

Premium

None

Other

Zen Garden

Comments

The property does not accept Housing Choice Vouchers. The contact reported the property has generally been unaffected by the ongoing COVID-19 pandemic.

Photos



PROPERTY PROFILE REPORT

Willis Avondale Estates

Effective Rent Date	4/27/2021
Location	2700 E College Avenue Decatur, GA 30030 DeKalb County
Distance	0.2 miles
Units	197
Vacant Units	5
Vacancy Rate	2.5%
Type	Midrise (6 stories)
Year Built/Renovated	2018 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Cortland Decatur East
Tenant Characteristics	Mixed-tenancy from throughout greater Atlanta
Contact Name	Anton
Phone	404-480-9833



Market Information

Program	Market
Annual Turnover Rate	30%
Units/Month Absorbed	N/A
HCV Tenants	N/A
Leasing Pace	Within one week
Annual Chg. in Rent	None reported
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	Midrise (6 stories)	121	750	\$1,550	\$0	Market	No	3	2.5%	N/A	None
2	2	Midrise (6 stories)	76	1,205	\$2,125	\$0	Market	No	2	2.6%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util. Adj.	Adj. Rent
1BR / 1BA	\$1,550	\$0	\$1,550	-\$62	\$1,488
2BR / 2BA	\$2,125	\$0	\$2,125	-\$83	\$2,042

Amenities

In-Unit		Security	Services
Balcony/Patio	Blinds	Intercom (Buzzer)	None
Carpet/Hardwood	Central A/C	Limited Access	
Coat Closet	Dishwasher		
Exterior Storage(\$65.00)	Ceiling Fan		
Microwave	Oven		
Refrigerator	Washer/Dryer		
Washer/Dryer hookup			
Property		Premium	Other
Business Center/Computer Lab	Clubhouse/Meeting Room/Community	None	Bike storage, pet spa, car
Commercial/Retail	Elevators		
Exercise Facility	Garage		
Central Laundry	Off-Street Parking		
On-Site Management	Picnic Area		
Recreation Areas	Swimming Pool		
Wi-Fi			

Comments

This property does not accept Housing Choice Vouchers. Valet trash is available at the property for a fee of \$30 a month. According to the property manager, the property has experienced no significant impact from the COVID-19 pandemic. Further, the property manager stated, the demand for rental housing in the area is high.

Photos



2. Housing Choice Vouchers

We made numerous attempts to contact the Housing Authority of DeKalb County regarding the Housing Choice Voucher program. As of the date of this report, our calls have not been returned. However, we previously spoke with Ms. Tometia Smith with the Housing Authority of DeKalb County in March 2017 about the issuance of Housing Choice Vouchers in the area. Ms. Smith indicated that both the Housing Authority of DeKalb County and the Decatur Housing Authority administer Housing Choice Vouchers in the Subject’s area. Ms. Smith reported that the Housing Authority of DeKalb County issues a total of 6,298 vouchers, of which 3,027 are tenant-based. Additionally, the Housing Authority of DeKalb County has issued 4,650 project-based and tenant-based vouchers. The following table illustrates voucher usage at the comparables.

TENANTS WITH VOUCHERS

Property Name	Rent Structure	Tenancy	Housing Choice Voucher Tenants
Columbia Senior Residences At Decatur East	LIHTC/ Market	Senior	0%
Columbia Senior Residences At Forrest Hills	LIHTC/ Market	Senior	0%
Manor At Indian Creek	LIHTC	Senior	10%
Oakview Walk	LIHTC	Family	12%
The Retreat At Madison Place	LIHTC	Senior	N/A
1133 On The Square	Market	Family	0%
Cortland Decatur East	Market	Family	0%
Ice House Lofts	Market	Family	0%
The Place On Ponce	Market	Family	0%
Willis Avondale Estates	Market	Family	N/A

Housing Choice Voucher usage in this market ranges from zero to 12 percent. The majority of LIHTC properties report a low reliance on tenants with vouchers. Thus, it appears that the Subject will not need to rely on voucher residents in order to maintain a high occupancy level. We believe the Subject would maintain a voucher usage of 10 percent following completion.

3. Phased Developments

The Subject will be the second phase of the multi-phase development of the Decatur East development. The first phase of this development, Columbia Senior Residences at Decatur East, which is located adjacent to the Subject site, contains 92 senior units and is included as comparable property.

Lease Up History

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

ABSORPTION

Property Name	City	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Abbingtion Reserve	Decatur	LIHTC	Family	2020	238	34
Gardenside at The Villages of East Lake	Atlanta	LIHTC	Family	2020	108	11
Cortland Decatur East *	Decatur	Market	Family	2019	378	12
Swift Creek	Decatur	LIHTC	Family	2019	60	20
Columbia Senior Residences At Decatur East	Decatur	LIHTC	Senior	2018	92	15
Average						18

* This property is in its initial absorption phase

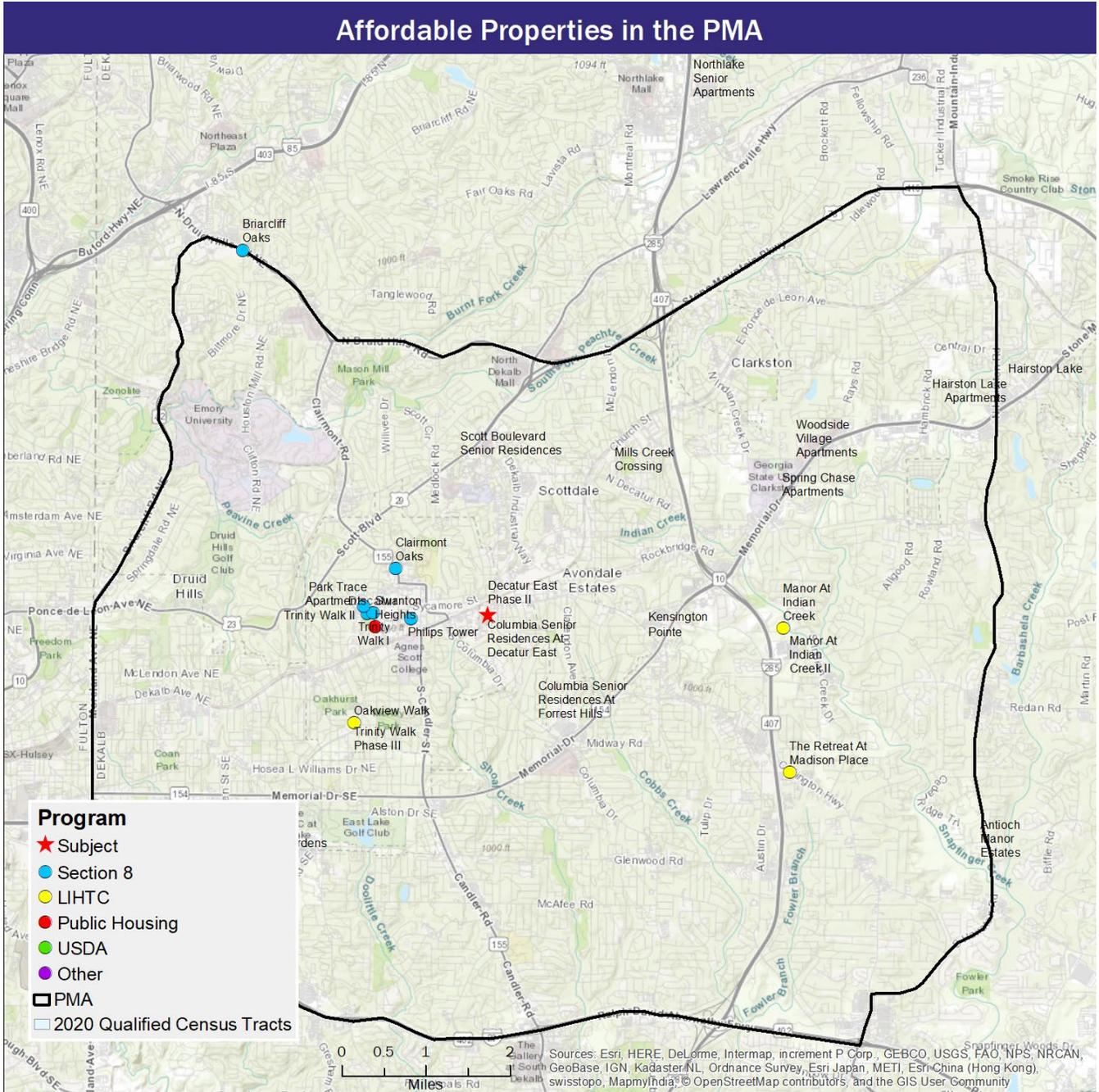
Per DCA guidelines, we calculate the absorption to 93 percent occupancy. Overall, the comparables demonstrate absorption rates ranging from 12 to 34 units per month. Of note, one comparable, Cortland

Decatur East, is in the final stages of its initial absorption phase. We have placed emphasis on the senior LIHTC property, Columbia Senior Residences At Decatur East, which is Phase I of the Subject and is located adjacent to the Subject site. Based on the information above, we believe the Subject would be able to absorb approximately 15 units per month. This indicates an absorption period of five to six months to reach 93 percent occupancy and our concluded stabilized occupancy of 95 percent.

4. Competitive Project Map

COMPETITIVE PROJECTS

Property Name	Program	Location	Tenancy	# of Units	Occupancy	Map Color	
Decatur East Phase II	LIHTC/PBRA	Decatur	Senior	80	-	Star	
Manor At Indian Creek	LIHTC	Stone Mountain	Senior	94	100.0%	Yellow	
Oakview Walk	LIHTC	Decatur	Family	34	100.0%		
The Retreat At Madison Place	LIHTC	Decatur	Senior	160	100.0%		
Antioch Manor Estates	LIHTC/Market	Stone Mountain	Senior	122	99.2%		
Columbia Senior Residences At Decatur East	LIHTC/Market	Decatur	Senior	92	97.8%		
Columbia Senior Residences At Forrest Hills	LIHTC/Market	Decatur	Senior	80	98.7%		
Grove Gardens	LIHTC/Market	Atlanta	Senior	70	100.0%		
Northlake Senior Apartments	LIHTC/Market	Tucker	Senior	96	100.0%		
Scott Boulevard Senior Residences	LIHTC/Market	Decatur	Senior	90	N/Av		
Spring Chase Apartments	LIHTC/Market	Stone Mountain	Family	380	96.3%		
Trinity Walk Phase III	LIHTC/Market	Decatur	Family	34	97.1%		
Woodside Village Apartments	LIHTC/Market	Clarkston	Family	360	98.6%		
Hairston Lake Apartments	LIHTC/PBRA	Stone Mountain	Family	170	99.4%		
Kensington Pointe	LIHTC/PBRA	Decatur	Senior	130	Proposed		
Manor At Indian Creek II	LIHTC/PBRA	Stone Mountain	Senior	94	100.0%		
Mills Creek Crossing	LIHTC/PBRA	Scottdale	Family	200	99.0%		
Swanton Heights	Public Housing	Decatur	Family	98	100.0%		Red
Park Trace Apartments	Section 8	Decatur	Family	170	97.6%		Blue
Trinity Walk I	Section 8	Decatur	Family	69	N/Av		
Trinity Walk II	Section 8	Decatur	Senior	52	N/Av		
Briarcliff Oaks	Section 8	Atlanta	Senior	125	98.4%		
Clairmont Oaks	Section 8	Decatur	Senior	298	99.3%		
Philips Tower	Section 8	Decatur	Senior	221	98.2%		



5. Amenities

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

DECATUR EAST PHASE II – DECATUR, GEORGIA – MARKET STUDY

AMENITY MATRIX

	Subject	Columbia Senior Residences At Decatur East	Columbia Senior Residences At Forrest Hills	Manor At Indian Creek	Oakview Walk	The Retreat At Madison Place	1133 On The Square	Cortland Decatur East	Ice House Lofts	The Place On Ponce	Willis Avondale Estates
Rent Structure	LIHTC/ Senior	LIHTC/ Market Senior	LIHTC/ Market Senior	LIHTC Senior	LIHTC Family	LIHTC Senior	Market Family	Market Family	Market Family	Market Family	Market Family
Building											
Property Type	Midrise	Midrise	Garden	Midrise	Garden	Midrise	Midrise	Midrise	Midrise	Midrise	Midrise
# of Stories	6-stories	5-stories	2-stories	4-stories	3-stories	4-stories	5-stories	6-stories	4-stories	6-stories	6-stories
Year Built	2023	2018	2014	2017	2019	2008	2016	2019	1926	2015	2018
Year Renovated	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	2000	n/a	n/a
Commercial	no	no	no	no	no	no	no	yes	no	no	yes
Elevators	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
Courtyard	yes	yes	yes	no	no	yes	no	no	no	no	no
Utility Structure											
Cooking	no	no	no	no	no	no	no	no	no	no	no
Water Heat	no	no	no	no	no	no	no	no	no	no	no
Heat	no	no	no	no	no	no	no	no	no	no	no
Other Electric	no	no	no	no	no	no	no	no	no	no	no
Water	no	no	no	no	no	yes	no	no	no	no	yes
Sewer	no	no	no	no	no	yes	no	no	no	no	yes
Trash	yes	yes	yes	yes	no	yes	no	no	yes	no	yes
Accessibility											
Hand Rails	yes	yes	yes	no	no	yes	no	no	no	no	no
Pull Cords	no	yes	yes	yes	no	yes	no	no	no	no	no
Unit Amenities											
Balcony/Patio	yes	yes	yes	no	yes	no	yes	yes	yes	yes	yes
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	no	yes	yes	yes	no	no	no	yes	no	no	no
Hardwood	yes	no	no	no	yes	yes	yes	no	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Ceiling Fan	yes	yes	yes	no	yes	yes	yes	yes	yes	no	yes
Coat Closet	yes	yes	yes	yes	yes	yes	no	yes	no	yes	yes
Exterior Storage	no	no	no	no	no	no	no	no	no	yes	yes
Vaulted Ceilings	no	no	yes	no	no	no	no	no	no	yes	no
Walk-In Closet	yes	no	yes	no	no	yes	yes	yes	yes	no	no
Washer/Dryer	no	no	no	no	no	no	yes	yes	yes	yes	yes
W/D Hookup	yes	yes	yes	no	no	yes	yes	yes	yes	yes	yes
Kitchen											
Dishwasher	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Disposal	yes	yes	yes	yes	yes	yes	no	yes	yes	no	no
Microwave	yes	yes	no	yes	no	no	yes	yes	yes	yes	yes
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Community											
Business Center	yes	yes	yes	yes	yes	yes	yes	yes	no	no	yes
Community Room	yes	yes	yes	yes	yes	yes	no	yes	no	yes	yes
Central Laundry	yes	yes	yes	yes	yes	yes	no	no	no	no	yes
On-Site Mgmt	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Recreation											
Exercise Facility	yes	yes	yes	yes	no	yes	yes	yes	yes	yes	yes
Playground	no	no	no	no	yes	no	no	no	no	no	no
Swimming Pool	no	no	no	no	no	no	yes	yes	yes	yes	yes
Picnic Area	no	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Theatre	no	yes	no	no	no	yes	no	no	no	no	no
Recreational Area	no	no	no	yes	yes	no	yes	no	no	yes	yes
WiFi	no	no	no	no	no	no	yes	yes	no	no	yes
Adult Education	no	yes	no	no	no	yes	no	no	no	no	no
Service Coordination	yes	yes	yes	no	no	no	no	no	no	no	no
Shuttle Service	no	no	no	no	no	yes	no	no	no	no	no
Security											
In-Unit Alarm	no	no	yes	no	no	no	no	no	no	no	no
Intercom (Buzzer)	yes	yes	no	yes	no	yes	yes	yes	yes	yes	yes
Limited Access	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Patrol	no	yes	yes	no	no	yes	no	no	no	no	no
Perimeter Fencing	yes	no	yes	no	no	yes	no	no	no	yes	no
Video Surveillance	yes	yes	yes	yes	no	yes	no	no	no	no	no
Parking											
Carport	no	no	no	no	no	no	no	no	yes	no	no
Carport Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	n/a	\$30	\$0	n/a
Garage	yes	yes	no	no	no	no	yes	yes	yes	yes	yes
Garage Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$35	n/a	\$50	\$30	n/a
Off-Street Parking	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	yes
Off-Street Fee	\$0	\$0	\$0	\$0	\$0	\$0	\$0	n/a	n/a	\$0	n/a

The Subject will offer generally similar to superior in-unit amenities in comparison to the LIHTC comparables and slightly inferior in-unit amenities relative to the market rate comparable properties. The Subject will offer similar to slightly inferior property amenities. The Subject will lack in-unit washer/dyers, which are offered by all market rate comparables. Overall, we believe that the proposed amenities will allow the Subject to effectively compete in the LIHTC market.

6. Comparable Tenancy

The Subject will target seniors over the age of 62. Four of the comparable properties similarly target seniors, while the remaining comparables are general tenancy properties.

Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY					
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Columbia Senior Residences At Decatur East	LIHTC/ Market	Senior	92	2	2.2%
Columbia Senior Residences At Forrest Hills	LIHTC/ Market	Senior	80	1	1.3%
Manor At Indian Creek	LIHTC	Senior	94	0	0.0%
Oakview Walk	LIHTC	Family	34	0	0.0%
The Retreat At Madison Place	LIHTC	Senior	160	0	0.0%
1133 On The Square	Market	Family	167	1	0.6%
Cortland Decatur East *	Market	Family	378	30	7.9%
Ice House Lofts	Market	Family	98	3	3.1%
The Place On Ponce	Market	Family	234	2	0.9%
Willis Avondale Estates	Market	Family	197	5	2.5%
Total LIHTC			460	3	0.7%
Total Market Rate			1,074	41	3.8%
Overall Total			1,534	44	2.9%

* In initial absorption phase

Overall vacancy in the market is moderate at 2.9 percent. Total LIHTC vacancy is lower, at 0.7 percent, with all LIHTC properties reporting vacancy rates of less than 2.2 percent. Further, the two LIHTC properties reporting vacancies also offer market rate units, with the majority of vacancies being market rate units at these properties. As such, we believe this indicates strong demand for affordable units in the market.

The vacancy rates among the market rate comparable properties range from zero to 7.9 percent, averaging 3.8 percent, which is considered moderate. Management at Cortland Decatur East, the market rate property reporting the highest vacancy rate, reported that the property is in the final stages of initial lease up following property completion in 2019. The property has leased approximately 12 units per month, indicating that the current asking rents at the property are accepted in the market. Therefore, we do not believe that the current vacancy rate at Cortland Decatur East is indicative of any broader market weakness. The low to moderate vacancy rates among the other market rate comparable properties indicates that there is demand for rental housing in the Subject's PMA. As a newly constructed property we anticipate that the Subject would perform with a vacancy rate of five percent or less. 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.

Kensington Pointe

- a. Location: 3391 Kensington Road, Decatur, GA
- b. Owner: Housing Development Corporation of DeKalb
- c. Total number of units: 130 units
- d. Unit configuration: One and two-bedroom units
- e. Rent structure: 30, 50, 60 percent AMI
- f. Estimated market entry: August 2022
- g. Relevant information: The property is located 1.6 miles from the Subject. We have deducted these proposed units from the demand analysis presented in this report.

Modera Decatur

- a. Location: 163 Claremont Avenue, Decatur, GA
- b. Owner: Mill Creek Residential
- c. Total number of units: 194 units
- d. Unit configuration: One, two and three bedroom units
- e. Rent structure: Market
- f. Estimated market entry: December 2022
- g. Relevant information: N/Ap

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	Columbia Senior Residences At Decatur East	LIHTC/Market	Senior	Slightly Superior	Similar	Similar	Similar	Similar	5
2	Columbia Senior Residences At Forrest Hills	LIHTC/Market	Senior	Similar	Similar	Similar	Similar	Similar	0
3	Manor At Indian Creek	LIHTC	Senior	Similar	Slightly Inferior	Inferior	Similar	Similar	-15
4	Oakview Walk	LIHTC	Family	Slightly Superior	Slightly Inferior	Similar	Similar	Superior	10
5	The Retreat At Madison Place	LIHTC	Senior	Slightly Superior	Similar	Inferior	Slightly Inferior	Similar	-10
6	1133 On The Square	Market	Family	Slightly Superior	Superior	Similar	Similar	Slightly Superior	20
7	Cortland Decatur East	Market	Family	Similar	Superior	Similar	Similar	Slightly Superior	15
8	Ice House Lofts	Market	Family	Slightly Superior	Superior	Similar	Inferior	Superior	15
9	The Place On Ponce	Market	Family	Slightly Superior	Superior	Similar	Similar	Similar	15
10	Willis Avondale Estates	Market	Family	Slightly Superior	Superior	Similar	Similar	Slightly Superior	20

*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%

Property Name	Tenancy	1BR	2BR	Rents at Max?
Decatur East Phase II (PBRA) *	Senior	\$1,063	\$1,198	-
LIHTC Maximum Rent (Net)		\$663	\$791	
Columbia Senior Residences At Decatur East	Senior	\$646	\$780	Yes
Columbia Senior Residences At Forrest Hills	Senior	-	-	Yes
Manor At Indian Creek	Senior	\$636	\$747	Yes
Oakview Walk	Family	\$650	-	Yes
Average		\$644	\$764	

* Contract rents

LIHTC RENT COMPARISON @60%

	Tenancy	1BR	2BR	Rents at Max?
Decatur East Phase II		\$818	\$977	Yes
Decatur East Phase II (PBRA) *	Senior	\$1,063		-
LIHTC Maximum Rent (Net)		\$818	\$977	
Columbia Senior Residences At Decatur East	Senior	\$892	\$1,050	Yes
Columbia Senior Residences At Forrest Hills	Senior	-	\$958	Yes
Manor At Indian Creek	Senior	\$791	\$933	Yes
Oakview Walk	Family	\$775	\$925	Yes
The Retreat At Madison Place	Senior	\$776	\$888	Yes
Average		\$809	\$951	

* Contract rents

As seen in the previous table, all of the LIHTC properties reported rents at either the 2020 or 2021 maximum allowable levels for the 50 and 60 percent of AMI levels. The Subject pro forma rents are at maximum allowable levels for units that will not operate with additional rental assistance. The Subject will offer a competitive amenities package relative to the comparables. The Subject will offer similar to superior condition relative to these properties, which are generally in good to excellent condition. Based on the limited vacancy at the LIHTC properties and the presence of some waiting lists, we believe that the proposed rents are achievable for the Subject's LIHTC units. Further, we believe that if the Subject's project-based rental assistance units were to operate as LIHTC-only units that maximum rents are achievable. These rents would also offer a significant advantage to current unrestricted market rents.

Achievable Market Rents

Based on the quality of the surveyed comparable properties and the anticipated quality of the Subject, we conclude that the Subject's proposed LIHTC rental rates are below the achievable market rates for the Subject's area. The table below illustrates the comparison of the market rents.

SUBJECT COMPARISON TO MARKET RENTS

Unit Type	Rent Level	Subject Pro Forma Rent	Surveyed Min	Surveyed Max	Surveyed Average	Achievable Market Rent	Subject Rent Advantage
1BR / 1BA	@50% (PBRA)	\$1,063	\$1,197	\$1,825	\$1,554	\$1,450	27%
1BR / 1BA	@60%	\$818	\$1,197	\$1,825	\$1,554	\$1,450	44%
1BR / 1BA	@60% (PBRA)	\$1,063	\$1,197	\$1,825	\$1,554	\$1,450	27%
1BR / 1BA	Market	\$1,200	\$1,197	\$1,825	\$1,554	\$1,450	17%
2BR / 1BA	@50% (PBRA)	\$1,198	\$1,335	\$2,311	\$2,001	\$1,850	35%
2BR / 1BA	@60%	\$977	\$1,335	\$2,311	\$2,001	\$1,850	47%
2BR / 1BA	Market	\$1,350	\$1,335	\$2,311	\$2,001	\$1,850	27%

Cortland Decatur East is the most proximate and comparable unrestricted market rate property to the Subject as proposed. Roswell City Walk is located adjacent the Subject in a neighborhood considered similar. Cortland Decatur East was originally constructed in 2019 and will exhibit similar condition to the Subject upon completion. Roswell City Walk has a current vacancy rate of 7.9 percent which is considered slightly elevated. However, this property remains in the final stages of initial lease up and we do not believe that the current vacancy rate is indicative of broader market weakness. The property offers similar to larger unit sizes, and generally superior in-unit and common area amenities relative to the Subject. As such, we believe that the Subject could achieve rents similar to above Cortland Decatur East if it were hypothetically fully unrestricted.

Overall, we believe that the Subject can achieve rents similar to above those currently achieved at Cortland Decatur East and within the range of the remaining unrestricted market rate comparables. Thus, we concluded to market rents of **\$1,450**, and **\$1,850** for the Subject’s one and two-bedroom units, respectively. Thus, the Subject’s proposed rents will offer a significant rent advantage ranging from 17 to 47 percent below achievable market rents.

9. Rental Trends in the PMA

The table below depicts household growth by tenure from 2000 through 2025.

TENURE PATTERNS PMA

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	45,693	53.2%	40,199	46.8%
2020	45,462	50.1%	45,258	49.9%
Projected Mkt Entry September 2023	46,376	49.3%	47,649	50.7%
2025	46,905	48.9%	49,034	51.1%

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

PMA TENURE PATTERNS OF SENIORS 62+

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
2000	11,196	73.3%	4,084	26.7%
2020	16,289	65.3%	8,663	34.7%
Projected Mkt Entry September 2023	17,283	62.7%	10,274	37.3%
2025	17,858	61.4%	11,206	38.6%

Source: Esri Demographics 2020, Novogradac Consulting LLP, May 2021

As the table illustrates, senior households within the PMA reside in predominately owner-occupied residences. Both the percentage and total number of senior renter households are projected to increase through market entry and 2025.

Historical Vacancy

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

HISTORICAL VACANCY

Comparable Property	Rent Structure	Total Units	4QTR 2016	3QTR 2017	1QTR 2018	2QTR 2018	4QTR 2018	1QTR 2019	2QTR 2020	3QTR 2020	4QTR 2020	2QTR 2021
Columbia Senior Residences At Decatur East	LIHTC/ Market	92	-	-	-	-	-	-	-	-	2.2%	2.2%
Columbia Senior Residences At Forrest Hills	LIHTC/ Market	80	-	-	0.0%	0.0%	0.0%	0.0%	2.5%	-	1.3%	1.3%
Manor At Indian Creek	LIHTC	94	-	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Oakview Walk	LIHTC	34	-	-	-	-	-	-	-	0.0%	-	0.0%
The Retreat At Madison Place	LIHTC	160	0.6%	0.0%	3.8%	0.0%	-	1.3%	-	0.0%	-	0.0%
1133 On The Square	Market	167	-	-	5.4%	-	-	-	-	3.1%	1.2%	0.6%
Cortland Decatur East	Market	378	-	-	-	-	-	-	57.4%	41.5%	17.5%	7.9%
Ice House Lofts	Market	98	4.1%	-	5.2%	7.1%	7.1%	-	-	-	3.1%	3.1%
The Place On Ponce	Market	234	-	3.4%	-	-	3.8%	7.3%	4.7%	0.4%	0.4%	0.9%
Willis Avondale Estates	Market	197	-	-	-	-	-	-	4.6%	-	2.5%	2.5%

As seen in the previous table, at all prior points of interview the comparable properties reported generally limited vacancy. One Exception if Cortland Decatur East, which has exhibited gradually decreasing vacancy

since 2020 as units are absorbed at the property. 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
Columbia Senior Residences At Decatur East	LIHTC/ Market	Senior	Kept at max
Columbia Senior Residences At Forrest Hills	LIHTC/ Market	Senior	Increased 3.0 percent since 2Q20
Manor At Indian Creek	LIHTC	Senior	Kept at max
Oakview Walk	LIHTC	Family	Kept at max
The Retreat At Madison Place	LIHTC	Senior	Kept at max
1133 On The Square	Market	Family	Increased up to 5% and decreased down to 2%
Cortland Decatur East	Market	Family	Changes daily; Yieldstar
Ice House Lofts	Market	Family	Increased up to three percent
The Place On Ponce	Market	Family	Changes daily
Willis Avondale Estates	Market	Family	None reported

The LIHTC properties report growth of up to three percent in the past year. The market rate properties reported in some instances rent growth. However, a number of these properties are currently offering concessions, indicating this significant increase in rents is above achievable levels. The one mixed-income property reported rent declines in their market rate units. We anticipate that the Subject will be able to achieve moderate rent growth in the future as a LIHTC property.

10. Impact of Foreclosed, Abandoned and Vacant Structures

According to *RealtyTrac* statistics, one in every 11,396 housing units nationwide was in some stage of foreclosure as of March 2021, the most recent available data. The city of Decatur is experiencing a foreclosure rate of one in every 15,243 homes, while DeKalb County is experiencing foreclosure rate of one in every 6,111 homes and Georgia experienced one foreclosure in every 11,330 housing units. Overall, Decatur is experiencing a lower foreclosure rate to the nation, state and county, 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.

11. 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 generally superior to the existing LIHTC housing stock. The average LIHTC vacancy rate is healthy at 0.7 percent. Of the five LIHTC properties, only two report any vacancies, with both of these properties reporting vacancy of 2.2 percent or less. There has been one property recently allocated credits in the PMA. We do not believe that the addition of the Subject to the market will impact the existing LIHTC properties that are in good to excellent condition and currently performing well.

12. Effect of Subject on Other Affordable Units in Market

There is one proposed LIHTC developments in the PMA. However, based upon the demand calculations, we believe that there is adequate demand for both this proposed property along with the Subject. The existing LIHTC supply reported limited vacancy. Similarly, the rent-assisted properties in the PMA reported low vacancy and some presence of waiting lists. For these reasons we do not anticipate that the Subject will have an adverse impact on existing LIHTC or subsidized housing supply in the PMA.

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 0.7 percent, which is considered low. The Subject will offer a competitive amenities package relative to the comparables. The Subject will offer similar to superior condition relative to these properties, which are generally in good to excellent condition. Given the Subject's anticipated similar to superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

J. 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	City	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Abbingtion Reserve	Decatur	LIHTC	Family	2020	238	34
Gardenside at The Villages of East Lake	Atlanta	LIHTC	Family	2020	108	11
Cortland Decatur East *	Decatur	Market	Family	2019	378	12
Swift Creek	Decatur	LIHTC	Family	2019	60	20
Columbia Senior Residences At Decatur East	Decatur	LIHTC	Senior	2018	92	15
Average						18

* This property is in its initial absorption phase

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. Overall, the comparables demonstrate absorption rates ranging from 12 to 34 units per month. Of note, one comparable, Cortland Decatur East, is in the final stages of its initial absorption phase. We have placed emphasis on the senior LIHTC property, Columbia Senior Residences At Decatur East, which is Phase I of the Subject’s overall development and is located adjacent to the Subject site. Based on the information above, we believe the Subject would be able to absorb approximately 15 units per month. This indicates an absorption period of five to six months to reach 93 percent occupancy and our concluded stabilized occupancy of 95 percent.

K. INTERVIEWS

Housing Authority of DeKalb County

We made numerous attempts to contact the Housing Authority of DeKalb County regarding the Housing Choice Voucher program. As of the date of this report, our calls have not been returned. However, we previously spoke with Ms. Tometia Smith with the Housing Authority of DeKalb County in March 2017 about the issuance of Housing Choice Vouchers in the area. Ms. Smith indicated that both the Housing Authority of DeKalb County and the Decatur Housing Authority administer Housing Choice Vouchers in the Subject’s area. Ms. Smith reported that the Housing Authority of DeKalb County issues a total of 6,298 vouchers, of which 3,027 are tenant-based. Additionally, the Housing Authority of DeKalb County has issued 4,650 project-based and tenant-based vouchers. The waiting list for tenant-based vouchers is currently closed. The current payment standards for DeKalb County are listed below.

PAYMENT STANDARDS	
Unit Type	Payment Standard
Studio	\$1,074
One-Bedroom	\$1,102
Two-Bedroom	\$1,254
Three-Bedroom	\$1,596
Four-Bedroom	\$1,957
Five-Bedroom	\$2,251

Source: Housing Authority of DeKalb County, effective December 2020

The Subject’s proposed non-subsidized rents are set below the current payment standards. Additionally, our reconciled rents for the Subject, absent subsidy, fall below current payment standards. Therefore, if tenants were to use Housing Choice Vouchers they would not need to pay out of pocket for rent.

Planning

We contacted Ryan Sellers, Senior Planner with the Planning and Zoning Department for the City of Decatur. Mr. Sellers reported that there are a number of recently completed and proposed multifamily developments in Decatur. Mr. Sellers noted the two recently completed projects adjacent to the Subject site that have been used as comparable properties (Columbia Senior Residences at Decatur East and Cortland Decatur East). Mr. Sellers also reported two ongoing developments, which will be detailed later in this section.

We additionally consulted a May 2021 Costar report of under construction properties in the PMA as well as the Georgia DCA Program Awards Database. The following table illustrates the properties we identified that are under construction or proposed in the PMA.

PLANNED DEVELOPMENT							
Property Name	Rent Structure	Tenancy	Total Units	Competitive Units	LIHTC Allocation Year	Construction Status	Distance to Subject
Kensington Pointe	LIHTC	Senior	130	111	2020	Proposed	1.6 miles
Modera Decatur	Market	Family	194	0	N/Ap	Proposed	1.4 miles
Total			324	111			

As seen in the previous table, we also identified a market rate development that will target a general tenancy. Due to the differing tenancy between this property and the Subject’s proposed senior units we have not deducted these units. A total of 111 LIHTC and no market rate units are deducted from our demand analysis.

Decide DeKalb Development Authority

We spoke with Randi Mason, Vice President of Economic Development for Decide DeKalb Development Authority to inquire about recent business expansions in the county. According to Ms. Mason, there were multiple notable business expansions in recent years, which are detailed following.

EXPANSIONS / NEW ADDITIONS (2020 - 2021 YTD)

DeKalb County, GA

Company	Industry	Employees Affected
EAE Elektrik	Professional Services	100
Atomic Entertainment	Entertainment	600
TireHub	Transportation	150
CarMax	Transportation	300
Academy Sports + Outdoors	Recreation	60
Convirgent Technologies	Manufacturing	150
Carcoustics	Manufacturing	200
Home Chef	Retail Trade	1,200
Cox Automotive HQ	Information	1,200
Sysnet Global Solutions	Information	500
Children's Healthcare of Atlanta	Healthcare	143
Sprouts Farmers Market	Retail Trade	100
Source One Direct	Professional Services	100
The Task Force for Global Health	Healthcare	85
Eurofins Genomics	Professional Services	78
YRC Worldwide	Freight Terminal	60
Total		5,026

Source: Decide DeKalb Development Authority, May 2021

As illustrated, there are numerous additions in a variety of industries including professional services, entertainments, transportation and recreation, among others. Between 2020 and 2021 year-to-date, there were a total of 5,026 jobs created or announced, which helps to counteract the layoffs in the county during the same period.

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

L. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

Demographics

The senior population in the PMA and the MSA increased from 2000 to 2020. The senior population and household growth is projected to continue through 2023. The current senior population of the PMA is 38,562 and is expected to be 42,150 in 2025. The current number of senior households in the PMA is 24,952 and is expected to be 27,556 in 2025. Approximately 84.4 percent of renter households in the PMA are earning incomes between \$0 and \$99,999, which is comparable to the 82.6 percent of renter households in the MSA in 2020. The Subject will target tenants earning between \$0 and \$82,750 (\$23,250 and \$82,750 absent subsidy); therefore, the Subject should be well-positioned to service this market. The concentration of renter households at the lowest income cohorts indicates significant demand for affordable rental housing in the market.

Employment Trends

Employment in the PMA is concentrated in the healthcare/social assistance, educational services, and professional/scientific/technical services industries, which collectively comprise 39.7 percent of local employment. The large share of PMA employment in the healthcare industry is notable as this industry is historically stable, and exhibits greater resilience during economic downturns.

For the 12-month period ending in March 2021 total employment in the MSA decreased 1.5 percent, which compares to a 3.0 percent decrease in the nation as a whole for the same period of analysis. In 2021 year-to-date, the MSA has exhibited an increase in employment of 3.5 percent, which compares to a national increase of 1.1 percent. The unemployment rate in the MSA was 4.1 percent as of March 2021, which compares to a national unemployment rate of 6.2 for the nation. Based on the performance of the MSA economy during the COVID-19 pandemic, including the nascent recovery in 2021 year-to-date, we believe that the MSA will likely recover from the pandemic-induced recession at a rate faster than the nation. However, we caution that the timing of the full recovery remains uncertain as of the date of this report. Though with continued deployment of vaccinations, we believe that the recovery will continue in 2021. Overall, we believe that the strong employment growth in the MSA through the pandemic indicated growing demand for housing in the area, including affordable rental units.

Capture Rates

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

CAPTURE RATE ANALYSIS CHART

Unit Type	Minimum Income	Maximum Income	Units Proposed	Total Demand	Supply	Net Demand	Capture Rate	Proposed Rents
1BR @50% (As Proposed)	\$0	\$33,100	8	1,574	30	1,544	0.5%	\$1,063
1BR @50% (Absent Subsidy)	\$23,250	\$33,100	8	564	30	534	1.5%	\$678
1BR @60%	\$27,900	\$39,720	45	584	23	561	8.0%	\$818
1BR @60% (As Proposed w/ PBRA)	\$0	\$39,720	15	1,778	23	1,755	0.9%	\$1,063
1BR @60% (Absent Subsidy)	\$27,900	\$39,720	60	584	23	561	10.7%	\$818
1BR Market	\$39,360	\$82,750	4	1,071	0	1,071	0.4%	\$1,200
1BR Overall (As Proposed)	\$0	\$82,750	72	2,638	53	2,585	2.8%	-
1BR Overall (Absent Subsidy)	\$23,250	\$82,750	72	1,628	53	1,575	4.6%	-
2BR @50% (As Proposed)	\$0	\$33,100	1	606	34	572	0.2%	\$1,198
2BR @50% (Absent Subsidy)	\$27,930	\$33,100	1	217	34	183	0.5%	\$809
2BR @60%	\$33,510	\$39,720	1	225	24	201	0.5%	\$977
2BR Market	\$44,700	\$82,750	6	412	0	412	1.5%	\$1,350
2BR Overall (As Proposed)	\$0	\$82,750	8	1,015	58	957	0.8%	-
2BR Overall (Absent Subsidy)	\$27,930	\$82,750	8	627	58	569	1.4%	-
@50% Overall (As Proposed)	\$0	\$33,100	9	2,180	64	2,116	0.4%	-
@50% Overall (Absent Subsidy)	\$23,250	\$33,100	9	781	64	717	1.3%	-
@60% Overall	\$27,900	\$39,720	46	808	47	761	6.0%	-
@60% Overall (As Proposed w/ PBRA)	\$0	\$39,720	15	1,778	47	1,731	0.9%	-
@60% Overall (Absent Subsidy)	\$27,900	\$39,720	61	808	47	761	8.0%	-
Market Overall	\$39,360	\$82,750	10	1,483	0	1,483	0.7%	-
Overall (As Proposed)	\$0	\$82,750	80	3,653	111	3,542	2.3%	-
Overall (Absent Subsidy)	\$23,250	\$82,750	80	2,254	111	2,143	3.7%	-

We believe these calculated capture rates are reasonable, particularly as these calculations do not consider 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.

ABSORPTION

Property Name	City	Rent	Tenancy	Year	Total Units	Absorption (units/month)
Abbington Reserve	Decatur	LIHTC	Family	2020	238	34
Gardenside at The Villages of East Lake	Atlanta	LIHTC	Family	2020	108	11
Cortland Decatur East *	Decatur	Market	Family	2019	378	12
Swift Creek	Decatur	LIHTC	Family	2019	60	20
Columbia Senior Residences At Decatur East	Decatur	LIHTC	Senior	2018	92	15
Average						18

* This property is in its initial absorption phase

Per DCA guidelines, we calculate the absorption to 93 percent occupancy. Overall, the comparables demonstrate absorption rates ranging from 12 to 34 units per month. Of note, one comparable, Cortland Decatur East, is in the final stages of its initial absorption phase. We have placed emphasis on the senior LIHTC property, Columbia Senior Residences At Decatur East, which is Phase I of the Subject’s overall development and is located adjacent to the Subject site. Based on the information above, we believe the

Subject would be able to absorb approximately 15 units per month. This indicates an absorption period of five to six months to reach 93 percent occupancy and our concluded stabilized occupancy of 95 percent.

Vacancy Trends

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY					
Property Name	Rent Structure	Tenancy	Total Units	Vacant Units	Vacancy Rate
Columbia Senior Residences At Decatur East	LIHTC/ Market	Senior	92	2	2.2%
Columbia Senior Residences At Forrest Hills	LIHTC/ Market	Senior	80	1	1.3%
Manor At Indian Creek	LIHTC	Senior	94	0	0.0%
Oakview Walk	LIHTC	Family	34	0	0.0%
The Retreat At Madison Place	LIHTC	Senior	160	0	0.0%
1133 On The Square	Market	Family	167	1	0.6%
Cortland Decatur East *	Market	Family	378	30	7.9%
Ice House Lofts	Market	Family	98	3	3.1%
The Place On Ponce	Market	Family	234	2	0.9%
Willis Avondale Estates	Market	Family	197	5	2.5%
Total LIHTC			460	3	0.7%
Total Market Rate			1,074	41	3.8%
Overall Total			1,534	44	2.9%

* In initial absorption phase

Overall vacancy in the market is moderate at 2.9 percent. Total LIHTC vacancy is lower, at 0.7 percent, with all LIHTC properties reporting vacancy rates of less than 2.2 percent. Further, the two LIHTC properties reporting vacancies also offer market rate units, with the majority of vacancies being market rate units at these properties. As such, we believe this indicates strong demand for affordable units in the market.

The vacancy rates among the market rate comparable properties range from zero to 7.9 percent, averaging 3.8 percent, which is considered moderate. Management at Cortland Decatur East, the market rate property reporting the highest vacancy rate, reported that the property is in the final stages of initial lease up following property completion in 2019. The property has leased approximately 12 units per month, indicating that the current asking rents at the property are accepted in the market. Therefore, we do not believe that the current vacancy rate at Cortland Decatur East is indicative of any broader market weakness. The low to moderate vacancy rates among the other market rate comparable properties indicates that there is demand for rental housing in the Subject’s PMA. As a newly constructed property we anticipate that the Subject would perform with a vacancy rate of five percent or less. 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 location in Decatur and its anticipated excellent condition upon completion. As the demand analysis found later in this report will indicate, there is adequate demand for the Subject based on our calculations for the 50 and 60 percent AMI units, along with the 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 0.7 percent, which is considered low. The Subject will offer a competitive amenities package relative to the comparables. The Subject will offer similar to superior condition relative to these properties,

which are generally in good to excellent condition. Given the Subject's anticipated similar to superior condition relative to the competition and the demand for affordable housing evidenced by waiting lists and low vacancy at several LIHTC comparable properties, we believe that the Subject is feasible as proposed. We believe that it will fill a void in the market and will perform well.

Recommendations

We recommend the Subject as proposed.

M. SIGNED STATEMENT REQUIREMENTS

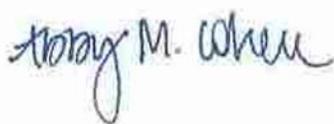
I affirm that I (or one of the persons signing below) made a physical inspection of the market area and the Subject property and that information has been used in the full study of the need and demand for the proposed units. The report is written according to DCA's market study requirements, the information 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.

DCA may rely on the representation made in the market study. The document is assignable to other lenders.



H. Blair Kincer, MAI
Partner
Novogradac Consulting LLP
May 13, 2021



Abby M. Cohen
Partner
Novogradac Consulting LLP
May 13, 2021



David Kermode
Analyst
Thoreau Road Analytics, LLC
May 13, 2021



Jay Cole
Junior Analyst
Novogradac Consulting LLP
May 13, 2021

ADDENDUM A
Assumptions and Limiting Conditions

ASSUMPTIONS AND LIMITING CONDITIONS

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

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

ADDENDUM B
Subject and Neighborhood Photographs

Photographs of Subject Site and Surrounding Uses



Subject site



Subject site



Subject site



Subject site



Subject site



Subject site



View east on East Freeman Street



View west on East Freeman Street



Cortland Decatur East (comparable property) north of the Subject



Cortland Decatur East (comparable property) north of the Subject



Multifamily use east of the Subject site



Department of Homeland Security office south of the Subject site



Commercial use west of the Subject site



Commercial use west of the Subject site



Avondale MARTA Station north of the Subject site



Typical single-family home in the Subject's neighborhood



Typical single-family home in the Subject's neighborhood



Typical single-family home in the Subject's neighborhood

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. GA12288 – District of Columbia
Certified General Real Estate Appraiser, No. RZ4162 – State of Florida
Certified General Real Estate Appraiser, No. CG1694 – State of Maine
Certified General Real Estate Appraiser, No. 1326 – State of Maryland
Certified General Real Estate Appraiser, No. 103789 – State of Massachusetts
Certified General Real Estate Appraiser, No. 46000039124 – State of New York
Certified General Real Estate Appraiser, No. A6765 – State of North Carolina
Certified General Real Estate Appraiser, No. GA001407L – Commonwealth of Pennsylvania
Certified General Real Estate Appraiser, No. 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, FL License #RZ4143
Certified General Appraiser, MD License #40032823
Certified General Appraiser, NC License #A8127
Certified General Appraiser, NJ License #42RG00255000
Certified General Appraiser, SC License #7487

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

IV. Professional Training

7-Hour National USPAP Update for 2020-2021, February 2020
Appraisal of Fast Food Facilities, February 2020
Appraisal of Self-Storage Facilities, February 2020
The Odd Side of Appraisal, February 2020
Basic Hotel Appraising – Limited Service Hotels, October 2019
Advanced Hotel Appraising – Full Service Hotels, October 2019
Appraisal of REO and Foreclosure Properties, October 2019
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

DAVID W. KERMODE

I. Education

The University of Cincinnati, Cincinnati, OH
Bachelor of Urban Planning

II. Professional Experience

Thoreau Road Analytics, LLC

Owner / Analyst | *May 2017 – Present*

Novogradac & Company LLP

Manager | *December 2015 – May 2017*

Real Estate Analyst | *October 2011 – December 2015*

Researcher | *April 2010 – October 2011*

Intern | RTKL & Associates | *March 2008 – December 2008*

Intern | Cleveland Metroparks Division of Planning | *March 2007 – June 2007*

Intern | Mead & Hunt | *June 2006 – September 2006*

III. Real Estate Assignments

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

- Conducted 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, Low-Income Housing Tax Credit (LIHTC), HOME-funded, USDA Rural Development and HUD subsidized properties 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. Market studies completed in: Alaska, Arizona, Arkansas, California, Colorado, Connecticut, the District of Columbia, Florida, Georgia, Idaho, Illinois, Kansas, Louisiana, Michigan, Minnesota, Mississippi, New Hampshire, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon Pennsylvania, South Carolina, Tennessee, Texas, Utah, Washington, West Virginia, Wisconsin and Wyoming.
- Assisted with numerous appraisals of new construction and existing LIHTC and market-rate properties. Appraisals completed in: Alabama, Alaska, Arizona, Colorado, Connecticut, the District of Columbia, Florida, Georgia, Illinois, Indiana, Kansas, Kentucky, Louisiana, Maryland, Michigan, Minnesota, Mississippi, Nebraska, New Jersey, New Hampshire, New York, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, West Virginia and Wisconsin.
- Assisted with numerous market studies for projects under the HUD Multifamily Accelerated Processing program.
- Assisted with numerous appraisals of proposed new construction and existing properties under the HUD Multifamily Accelerated Processing program.
- Assisted with commercial office, retail and specialty use 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 and sublease terms.
- Assisted with Rent Comparability Studies for project-based rental assistance contracts in accordance with HUD guidelines. 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.
- Assisted with various appraisals for the US Army Corps of Engineers relating to the Base Realignment and Closure (BRAC) process, including portions of Walter Reed Army Medical Center, Fort Monmouth and Fort Meade.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.
- Assisted in the preparation of the Fair Market Value analyses for renewable energy assets in connection with financing and structuring analyses performed by various clients. The reports are used by clients to evaluate with their advisors certain tax consequences applicable to ownership. Additionally, the reports can be used in connection with the application for the federal grant identified as Section 1603 American Recovery & Reinvestment Act of 2009 and in the ITC funding process.

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	Decatur East Phase II 515 East Freeman Street Decatur, GA 30030 DeKalb County	-	Midrise 6-stories 2023 / n/a Senior	@50% (Project Based Rental Assistance - PBRA), @60%, @60% (Project Based Rental Assistance - PBRA), Market	1BR / 1BA	8	10.0%	740	@50% (PBRA)	\$1,063	N/A	N/A	N/A	N/A
					1BR / 1BA	45	56.3%	740	@60%	\$818	No	N/A	N/A	N/A
					1BR / 1BA	15	18.8%	740	@60% (PBRA)	\$1,063	N/A	N/A	N/A	N/A
					1BR / 1BA	4	5.0%	740	Market	\$1,200	N/A	N/A	N/A	N/A
					2BR / 1BA	1	1.3%	986	@50% (PBRA)	\$1,198	N/A	N/A	N/A	N/A
					2BR / 1BA	1	1.3%	986	@60%	\$977	N/A	N/A	N/A	N/A
					2BR / 1BA	6	7.5%	986	Market	\$1,350	N/A	N/A	N/A	N/A
						80								
1	Columbia Senior Residences At Decatur East 590 East Freeman Street Decatur, GA 30030 DeKalb County	0.0 miles	Midrise 5-stories 2018 / n/a Senior	@50%, @60%, @60% (Project Based Rental Assistance - PBRA), Market	1BR / 1BA	2	2.2%	750	@50%	\$646	Yes	Yes	0	0.0%
					1BR / 1BA	58	63.0%	750	@60%	\$829	Yes	Yes	2	3.5%
					1BR / 1BA	12	13.0%	750	@60% (PBRA)	\$892	N/A	Yes	0	0.0%
					1BR / 1BA	2	2.2%	750	Market	\$1,477	N/A	Yes	0	0.0%
					2BR / 1BA	1	1.1%	980	@50%	\$780	Yes	Yes	0	0.0%
					2BR / 1BA	10	10.9%	980	@60%	\$954	Yes	Yes	0	0.0%
					2BR / 1BA	3	3.3%	980	@60% (PBRA)	\$1,050	N/A	Yes	0	0.0%
					2BR / 1BA	4	4.4%	980	Market	\$1,909	N/A	Yes	0	0.0%
	92										2	2.2%		
2	Columbia Senior Residences At Forrest Hills 1004 Columbia Drive Decatur, GA 30030 DeKalb County	1.2 miles	Garden 2-stories 2014 / n/a Senior	@50% (Project Based Rental Assistance - PBRA), @50% (Public Housing), @60%, @60%	1BR / 1BA	4	5.0%	767	@50% (PBRA)	-	N/A	Yes	0	0.0%
					1BR / 1BA	5	6.3%	767	@50% (Public Housing)	\$528	N/A	Yes	0	0.0%
					1BR / 1BA	15	18.8%	767	@60%	\$815	Yes	No	0	0.0%
					1BR / 1BA	42	52.5%	767	@60% (PBRA)	-	N/A	Yes	0	0.0%
					1BR / 1BA	8	10.0%	767	Market	\$1,197	N/A	No	1	12.5%
					2BR / 2BA	2	2.5%	1,000	@50% (PBRA)	-	N/A	Yes	0	0.0%
					2BR / 2BA	1	1.3%	1,000	@50% (Public Housing)	\$587	N/A	Yes	0	0.0%
					2BR / 2BA	2	2.5%	1,000	@60%	\$958	Yes	No	0	0.0%
	80										1	1.3%		
3	Manor At Indian Creek 3904 Durham Park Road Stone Mountain, GA 30083 DeKalb County	2.9 miles	Midrise 4-stories 2017 / n/a Senior	@50%, @60%	1BR / 1BA	12	12.8%	750	@50%	\$636	Yes	Yes	0	0.0%
					1BR / 1BA	66	70.2%	750	@60%	\$791	Yes	Yes	0	0.0%
					2BR / 2BA	7	7.5%	950	@50%	\$747	Yes	Yes	0	0.0%
					2BR / 2BA	9	9.6%	950	@60%	\$933	Yes	Yes	0	0.0%
						94								
4	Oakview Walk 1111 Oakview Rd Decatur, GA 30030 DeKalb County	1.7 miles	Garden 3-stories 2019 / n/a Family	@100%, @50%, @60%	1BR / 1BA	5	14.7%	795	@100%	\$1,050	No	Yes	0	0.0%
					1BR / 1BA	11	32.4%	795	@50%	\$650	Yes	Yes	0	0.0%
					1BR / 1BA	11	32.4%	795	@60%	\$775	Yes	Yes	0	0.0%
					2BR / 2BA	2	5.9%	1,143	@100%	\$1,395	N/A	Yes	0	0.0%
					2BR / 2BA	5	14.7%	1,143	@60%	\$925	Yes	Yes	0	0.0%
	34										0	0.0%		
5	The Retreat At Madison Place 3907 Redwing Circle Decatur, GA 30035 DeKalb County	3.4 miles	Midrise 4-stories 2008 / n/a Senior	@60%	1BR / 1BA	60	37.5%	701	@60%	\$776	Yes	Yes	0	0.0%
					2BR / 2BA	100	62.5%	971	@60%	\$888	Yes	Yes	0	0.0%
	160											0	0.0%	
6	1133 On The Square 1133 Commerce Drive Decatur, GA 30030 DeKalb County	1.0 miles	Midrise 5-stories 2016 / n/a Family	Market	OBR / 1BA	12	7.2%	659	Market	\$1,350	N/A	No	0	0.0%
					OBR / 1BA	12	7.2%	714	Market	\$1,435	N/A	No	0	0.0%
					1BR / 1BA	103	61.7%	809	Market	\$1,564	N/A	No	1	1.0%
					2BR / 2BA	20	12.0%	964	Market	\$1,870	N/A	No	0	0.0%
					2BR / 2BA	20	12.0%	1,087	Market	\$2,005	N/A	No	0	0.0%
	167										1	0.6%		
7	Cortland Decatur East 2641 E College Avenue Decatur, GA 30030 DeKalb County	0.0 miles	Midrise 6-stories 2019 / n/a Family	Market	OBR / 1BA	5	1.3%	581	Market	\$1,382	N/A	No	N/A	N/A
					1BR / 1BA	225	59.5%	791	Market	\$1,456	N/A	No	N/A	N/A
					2BR / 1BA	N/A	N/A	924	Market	\$1,788	N/A	No	N/A	N/A
					2BR / 2BA	131	34.7%	1,182	Market	\$2,295	N/A	No	N/A	N/A
					3BR / 2BA	17	4.5%	1,375	Market	\$2,997	N/A	No	N/A	N/A
					3BR / 2BA	N/A	N/A	1,444	Market	\$3,137	N/A	No	N/A	N/A
						378								
8	Ice House Lofts 105 Sycamore Place Decatur, GA 30030 DeKalb County	0.5 miles	Midrise 4-stories 1926 / 2000 Family	Market	OBR / 1BA	N/A	N/A	560	Market	\$1,200	N/A	No	N/A	N/A
					OBR / 1BA	N/A	N/A	680	Market	\$1,258	N/A	No	N/A	N/A
					OBR / 1BA	N/A	N/A	695	Market	\$1,258	N/A	No	N/A	N/A
					OBR / 1BA	N/A	N/A	760	Market	\$1,350	N/A	No	N/A	N/A
					OBR / 1BA	N/A	N/A	780	Market	\$1,435	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	1,000	Market	\$1,645	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	1,120	Market	\$1,750	N/A	No	N/A	N/A
					1BR / 1BA	N/A	N/A	1,240	Market	\$1,825	N/A	No	N/A	N/A
					2BR / 1BA	N/A	N/A	1,090	Market	\$1,950	N/A	No	N/A	N/A
					2BR / 2BA	N/A	N/A	930	Market	\$1,950	N/A	No	N/A	N/A
2BR / 2BA	N/A	N/A	1,240	Market	\$2,000	N/A	No	N/A	N/A					
2BR / 2BA	N/A	N/A	1,305	Market	\$2,095	N/A	No	N/A	N/A					
	98										3	3.1%		
9	The Place On Ponce 220 Ponce De Leon Place Decatur, GA 30030 DeKalb County	1.1 miles	Midrise 6-stories 2015 / n/a Family	Market	1BR / 1BA	68	29.1%	699	Market	\$1,519	N/A	No	0	0.0%
					1BR / 1BA	46	19.7%	731	Market	\$1,593	N/A	No	0	0.0%
					1BR / 1BA	4	1.7%	790	Market	\$1,583	N/A	No	0	0.0%
					2BR / 2BA	51	21.8%	1,034	Market	\$2,249	N/A	No	0	0.0%
					2BR / 2BA	53	22.7%	1,095	Market	\$2,311	N/A	No	2	3.8%
					2BR / 2BA	3	1.3%	1,145	Market	\$2,213	N/A	No	0	0.0%
3BR / 2BA	9	3.9%	1,343	Market	\$2,980	N/A	No	0	0.0%					
	234										2	0.9%		
10	Willis Avondale Estates 2700 E College Avenue Decatur, GA 30030 DeKalb County	0.2 miles	Midrise 6-stories 2018 / n/a Family	Market	1BR / 1BA	121	61.4%	750	Market	\$1,488	N/A	No	3	2.5%
					2BR / 2BA	76	38.6%	1,205	Market	\$2,042	N/A	No	2	2.6%
	197											5	2.5%	

ADDENDUM E

Subject Floor Plans

PROJECT DATA	
Affordable Senior Housing	736 s.f. avg. 80 units
Leasing/Amenity	4,500 s.f.
Parking Required	Per zoning (0.10 sp/25 units): 36 sps Per Client (0.50 sp/unit): 40 sps
Parking Provided	Residential (0.50 sp/unit): 40 sps
Open Space Provided	18D acres
Total Tract Area	0.72 acres
Density	111.1 units/acre

ZONING SUMMARY	
Zoning District	MU (Mixed-Use) Transit Station Subarea
Setbacks	Front yard: N/A Side yard: N/A Rear yard: N/A
Required Parking	Per zoning: 1 sp/2.25 units Per client: 0.50 sp/unit
Maximum Density	Refer to PD
Building Facade Height	80' (max.) Building facades greater than 50' in height must step back minimum 10' linear distance
Open Space	20% of lot area
Ground-Floor Storefront	Provide 65% transparency for non-residential uses. Maximum 20' facade length without transparency
Dwelling Unit Floor Area	550 sf (min.)

