



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

**WEST HAVEN SENIOR VILLAGE II
2760 EB Hamilton Drive
Tifton, Tift County, Georgia 31793**

**Effective Date: May 12, 2014
Report Date: May 20, 2014**

Prepared For

**Wallace Davis
Volunteers of America Southeast, Inc.
600 Azalea Road
Mobile, AL 36609**

Prepared By

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May 20, 2014

Wallace Davis
Volunteers of America Southeast, Inc.
600 Azalea Road
Mobile, AL 36609

Re: Market Study for West Haven Senior Village II in Tifton, Georgia

Dear Mr. Davis:

At your request, Novogradac & Company LLP performed a market study of the senior rental market in the Tifton, Tift County, Georgia area relative to the above-referenced Low-Income Housing Tax Credit (LIHTC) project, the (Subject). The purpose of this market study is to assess the viability of the construction of West Haven Senior Village II, a proposed Housing for Older Persons (HFOP) development that will consist of 40 units. The units will be restricted to senior households ages 55 and older earning 50 and 60 percent of the AMI, or less.

We previously completed a market study of West Haven Senior Village II for Georgia Department of Community Affairs in May 2009.

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 the Georgia Department of Community Affairs (DCA), including the following:

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

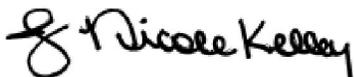
This report contains, to the fullest extent possible and practical, explanations of the data, reasoning, and analyses that were used to develop the opinions contained herein. The report also includes a thorough analysis of the scope of the study, regional and local demographic and economic studies, and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

Please do not hesitate to contact us if there are any questions regarding the report or if Novogradac & Company, LLP can be of further assistance. It has been our pleasure to assist you with this project.

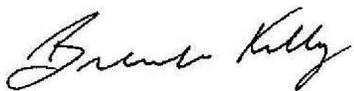
Respectfully submitted,



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ASSUMPTIONS AND LIMITING CONDITIONS

1. In the event that the client provided a legal description, building plans, title policy and/or survey, etc., the consultant 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 consultant assumes no responsibility for legal matters, and renders no opinion of property title, which is assumed to be good and merchantable.
3. 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.
4. The report was made assuming responsible ownership and capable management of the property. The analyses and projections are based on the basic assumption that the apartment complex will be managed and staffed by competent personnel and that the property will be professionally advertised and aggressively promoted
5. 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.
6. 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.
7. 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. 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 consultant 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.
8. A consulting analysis market study for a property is made as of a certain day. Due to the principles of change and anticipation the value estimate is only valid as of the date of valuation. The real estate market is non-static and change and market anticipation is analyzed as of a specific date in time and is only valid as of the specified date.
9. 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 appraiser. Nor shall the appraiser, firm, or professional organizations of which the appraiser is a member be identified without written consent of the appraiser.

10. Disclosure of the contents of this report is governed by the Bylaws and Regulations of the professional appraisal organization with which the appraiser is affiliated: specifically, the Appraisal Institute.
11. 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.
12. 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.
13. 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 appraisal report.
14. 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 conclusions contained in this report is based.
15. On all proposed developments, Subject to satisfactory completion, repairs, or alterations, the consulting report is contingent upon completion of the improvements in a workmanlike manner and in a reasonable period of time with good quality materials.
16. 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 consultant and contained in this report.
17. The party for whom this report is prepared has reported to the consultant 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.
18. Unless stated otherwise, no percolation tests have been performed on this property. In making the appraisal, it has been assumed the property is capable of passing such tests so as to be developable to its highest and best use, as detailed in this report.

19. No in-depth inspection was made of existing plumbing (including well and septic), electrical, or heating systems. The consultant does not warrant the condition or adequacy of such systems.
20. 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 appraised property. The appraiser reserves the right to review and/or modify this appraisal if said insulation exists on the Subject property.
21. Acceptance of and/or use of this report constitute acceptance of all assumptions and the above conditions. Estimates presented in this report are not valid for syndication purposes.

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Addendum

A. EXECUTIVE SUMMARY AND CONCLUSION

EXECUTIVE SUMMARY AND CONCLUSIONS

1. Project Description:

West Haven Senior Village II is a proposed senior LIHTC development that will be restricted to seniors age 55 and older. The Subject will be the second phase of the West Haven Senior Village development and will be located immediately south of phase one. West Haven Senior Village I was constructed in 2011 and is currently 100 percent occupied.

The Subject will offer 40 one and two-bedroom units restricted to households earning 50 and 60 percent of the AMI, or less. The Subject will offer eight, one-bedroom units and 32, two-bedroom units. The following table illustrates the unit mix including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowance.

PROPOSED RENTS

| Unit Type | Unit Size (SF) | Number of Units | Asking Rent | Utility Allowance (1) | Gross Rent | 2014 LIHTC | 2014 HUD |
|----------------|----------------|-----------------|-------------|-----------------------|------------|------------------------------|-------------------|
| | | | | | | Maximum Allowable Gross Rent | Fair Market Rents |
| <i>50% AMI</i> | | | | | | | |
| 1BR/1BA | 700 | 6 | \$317 | \$141 | \$458 | \$458 | \$509 |
| 2BR/2BA | 986 | 5 | \$370 | \$180 | \$550 | \$550 | \$654 |
| <i>60% AMI</i> | | | | | | | |
| 1BR/1BA | 700 | 2 | \$408 | \$141 | \$549 | \$549 | \$509 |
| 2BR/2BA | 986 | <u>27</u> | \$480 | \$180 | \$660 | \$660 | \$654 |
| Total | | 40 | | | | | |

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

The Subject will offer the following amenities: patio, blinds, carpeting, central air conditioning, dishwasher, oven, refrigerator, and garbage disposal. With regards to community amenities, the Subject will offer a clubhouse/community room, exercise facility, business center/computer lab, on-site management, off-street parking, central laundry facilities, picnic area, and an exterior covered porch/seating area located in a central portion of the site. The Subject will be competitive with the comparable properties in terms of amenities.

2. Site Description/Evaluation:

The Subject will be located at 2760 EB Hamilton Drive in the western portion of Tifton, Tift County, Georgia. The Subject will be located immediately south of West Haven

Senior Village I. The Subject will be accessed through phase I and will not have frontage on EB Hamilton Drive or any other roads. Given the strong performance of West Haven Senior Village I, we do not believe the lack of frontage will negatively impact the Subject.

The Subject's neighborhood is predominantly undeveloped and agricultural in nature. Vacant or agricultural land borders the Subject site to the south, east, and west. Further south of the Subject are single-family homes in fair to average condition. There are commercial uses located north and east of the Subject site. Residential and commercial uses in the immediate neighborhood appeared to be well occupied.

The Subject site is located in a rural neighborhood within two miles of a variety of retail and commercial uses. There is one negative attribute of the site. A small power transfer station is located a few hundred yards to the east of the Subject site. While the power transfer station will be visible from the Subject site, there are single-family homes as well as businesses in the neighborhood located in closer proximity to the power transfer station. All of these uses appear to be well occupied. Additionally, phase I of the Subject development is 100 percent occupied with a waiting list. Therefore, the presence of the power transfer station does not appear to have a detrimental influence on the Subject's neighborhood.

3. Market Area Definition:

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 Secondary Market Area (SMA) are areas of growth or contraction. The SMA is comprised of Tift, Turner, Irwin, Berrien, Cook, Colquitt, and Worth counties.

The boundaries of the PMA are as follows:

North - Highway 112 and Highway 32

South - W. Lenox Road, Alapaha Lenox Road, Coy Hancock Road, and Tift/Colquitt County line, and Worth/Colquitt County line

East- Highway 129

West- Highway 33

The PMA boundaries and overall market health assessment are based upon analyses of physical boundaries, which include traffic and commute patterns within the area, surveys of existing market rate and affordable apartment projects undertaken by Novogradac & Company LLP, and insights gained from resident managers, area planning staff, and others familiar with the multifamily market. According to the manager of West Haven Senior Village I, the Subject's sister property, tenants are originating from Tifton, other towns in Tift County, surrounding counties, and out of state. Due to access provided by thoroughfares such as Interstate 75, US Highway 32, and US Highway 319, several other property managers indicated that residents originate from other parts of Tift County, as well as the surrounding counties. Per GA DCA's 2014 market study guidelines, GA DCA does not take into account leakage from the PMA. The farthest PMA boundary is approximately 20 miles from the Subject.

4. Community Demographic Data:

The PMA is expected to experience strong senior population and household growth from 2013 through 2018. Senior population growth in the PMA is expected to increase at an annual rate of 2.1 percent from 2013 through 2018, which is considered robust. Senior population growth in the PMA will grow at a faster pace than the SMA and slightly slower pace the national rate through 2018. In 2013, approximately 26 percent of the PMA's population is 55 years old or older. By 2018, the percentage of the population 55 years old or older is expected to increase to approximately 28 percent. Owner-occupied housing units dominate the housing market in the PMA. However, the 26 percent renter-occupied number is significantly higher than the national average of 13 percent for senior households. Overall, demographic trends suggest there is strong demand for senior affordable rental housing in the area given the growth rates of the senior population and households relative to the total population and number of households.

According to www.RealtyTrac.com, one in every 981 homes in Tifton, GA were in foreclosure, as of April 2014. Nationally, one in every 1,137 homes were in foreclosure and one in every 1,047 homes in Georgia were in foreclosure. As indicated, Tifton has a higher foreclosure rate than Georgia and the nation, as a whole. The median sales price of a home in Tifton is \$130,000 compared to \$133,000 in Georgia and \$175,000 in the nation. Overall, it

appears that the local market is faring slightly worse than the nation as a whole in terms of foreclosure rates. We did not observe any abandoned homes or vacant structures in the Subject’s immediate neighborhood.

5. Economic Data:

The largest industries in the PMA are health care/social assistance, retail trade, educational services, and manufacturing. Together, these four industries comprise 49.4 percent of employment in the PMA. The SMA experienced a significant decrease in total employment between 2007 and 2010, when total employment decreased 12.7 percent. The decrease in employment suggests that the national recession negatively impacted the local area. The nation as a whole experienced a smaller decline in total employment than the SMA during this time period. The SMA experienced strong employment growth in 2011 and 2012 but a decrease in 2013. Total employment in the SMA remains below pre-recession levels. The unemployment rate in the SMA has remained at rate above the nation since 2005. As of December 2013, the unemployment rate in the SMA was two percentage points above that of the nation. However, the SMA experienced a moderate decrease in unemployment of 1.2 percentage points between December 2012 and December 2013.

6. Project-Specific Affordability And Demand Analysis:

The following table illustrates the Subject’s capture rates.

CAPTURE RATE ANALYSIS CHART

| Unit Size | Units | Total | Supply | Net | Capture |
|------------------------|-----------|------------|----------|------------|--------------|
| | Proposed | Demand | | Demand | Rate |
| 1 BR @ 50% AMI | 6 | 21 | 0 | 21 | 27.9% |
| 2 BR @ 50% AMI | 5 | 86 | 0 | 86 | 5.8% |
| 50% AMI Overall | 11 | 107 | 0 | 107 | 10.2% |
| 1 BR @ 60% AMI | 2 | 17 | 0 | 17 | 12.0% |
| 2 BR @ 60% AMI | 27 | 67 | 0 | 67 | 40.5% |
| 60% AMI Overall | 29 | 83 | 0 | 83 | 34.8% |
| 1 BR Overall | 8 | 27 | 0 | 27 | 29.8% |
| 2 BR Overall | 32 | 107 | 0 | 107 | 29.8% |
| Overall | 40 | 134 | 0 | 134 | 29.8% |

As the previous table demonstrates, the Subject’s capture rates are within GA DCA’s capture rate threshold.

7. Competitive Rental Analysis:

The availability of senior LIHTC is considered good. We have included two senior LIHTC comparable properties in the PMA, one of which is Phase I of the Subject development. We have also utilized two family LIHTC

properties located in the PMA. Three of the four LIHTC comparables offer LIHTC and market rate units. We have also used five market rate family properties located in the PMA. Three of the five market rate properties reported senior tenancy of 10 to 14 percent. Turtle Cove reported that 80 to 90 percent of its tenants are seniors. Management reported that the property’s one-story design is attractive to seniors. Overall, the availability of senior market rate data is considered good.

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

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

SUBJECT COMPARISON TO RENTS IN THE MARKET

| Unit Type | Subject | Surveyed Min | Surveyed Max | Surveyed Average | Subject Rent Advantage |
|----------------|---------|--------------|--------------|------------------|------------------------|
| 1 BR @ 50% AMI | \$317 | \$336 | \$725 | \$462 | 31% |
| 2 BR @ 50% AMI | \$370 | \$322 | \$875 | \$551 | 33% |
| 1 BR @ 60% AMI | \$408 | \$380 | \$725 | \$500 | 18% |
| 2 BR @ 60% AMI | \$480 | \$392 | \$875 | \$620 | 23% |

The Subject’s rents at 50 and 60 percent AMI will have a significant advantage (18 percent or more) over the surveyed average rents in the market. The Subject will offer new construction and will be similar to superior to the comparables. The Subject will offer a competitive location, unit sizes, and amenities when compared to the surveyed properties. Overall, the Subject’s proposed rents are on the lower end of the range and appear to be feasible in the market given the low vacancy rates and presence of waiting lists at several of the comparable properties.

8. Absorption/Stabilization Estimate:

We were able to obtain absorption information from several LIHTC and market rate properties in the local market.

Several of these properties have been used as comparables in our report.

ABSORPTION

| Comparable Property | Rent Structure | Tenancy | Year Built | Number of Units | Units Absorbed / Month |
|-----------------------------|-----------------------|----------------|-------------------|------------------------|-------------------------------|
| West Haven Senior Village I | LIHTC/Market | Senior | 2011 | 40 | 8 |
| Tifton Estates | LIHTC/Market | Family | 2010 | 34 | 8 |
| Cypress Suites | Market | Family | 2008 | 40 | 7 |
| The Groves | LIHTC/Market | Family | 2006 | 96 | 3 |
| Harbor Pointe | LIHTC/Market | Senior | 2003 | 56 | 5 |
| Average | | | | | 6 |

As illustrated in the previous table, the properties constructed between 2003 and 2011 reported absorption rates of three to eight units per month, with an average of six units per month. West Haven Senior Village I, the Subject’s sister property, is the newest LIHTC comparable in the market. It experienced one of the fastest absorption rates of any LIHTC property. This property is currently fully occupied with a waiting list of nine households. The Subject will likely benefit from being a subsequent phase of an existing development. Based upon the surveyed properties, we expect the Subject to experience an absorption pace of eight units per month, which equates to an absorption period of approximately five months for the Subject to reach 93 percent occupancy.

9. Overall Conclusion:

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Approximately 25.7 percent of the seniors in the PMA will be renters as of the Subject’s market entry date, which is considerably higher than the national rate at 13.0 percent. There are no planned or proposed senior LIHTC developments in the Subject’s PMA. The Subject’s strengths include its design, amenities package, and age/condition. The Subject does not have any major weaknesses. The Subject has a heavy concentration (80 percent) of two-bedroom units. West Haven Senior Village I, the Subject’s sister property, is a senior LIHTC property that offers 100 percent two-bedroom units. This property is fully occupied with a waiting list. Therefore, we believe the large concentration of two-bedroom units is market oriented. The overall weighted vacancy rate in the market is low at 3.1 percent. The comparable senior LIHTC properties are fully occupied with waiting lists. The presence of waiting lists at the senior LIHTC comparables is a positive indication of a strong senior

rental market. We believe that the Subject's proposed rents are reasonable and achievable. Further, the Subject's proposed rents will offer a significant rent advantage over the current market-rents in the area.

Summary Table:

| | | |
|---|---|--------------------------|
| Development Name: | West Haven Senior Village II | Total # Units: 40 |
| Location: | 2760 EB Hamilton Drive | # LIHTC Units: 40 |
| | Tifton, GA 31793 | |
| PMA Boundary: | North: Highway 112 and Highway 32; South: W. Lenox Road, Alapaha Lenox Road, Coy Hancock Road, and Tift/Colquitt County line, | |
| and Worth/Colquitt County line; East: Highway 129; West: Highway 33 | Farthest Boundary Distance to Subject: | <u>20 miles</u> |

Rental Housing Stock (found on pages 101)

| Type | # Properties | Total Units | Vacant Units | Average Occupancy |
|---|--------------|-------------|--------------|-------------------|
| All Rental Housing | 9 | 421 | 13 | 96.9% |
| Market-Rate Housing | 5 | 192 | 6 | 96.9% |
| <i>Assisted/Subsidized Housing not to include LIHTC</i> | N/Ap | N/Ap | N/Ap | N/Ap |
| LIHTC | 4 | 229 | 7 | 96.9% |
| Stabilized Comps | 9 | 421 | 13 | 96.9% |
| Properties in Construction & Lease Up | N/Ap | N/Ap | N/Ap | N/Ap |

| Subject Development | | | | | Average Market Rent | | | Highest Unadjusted Comp Rent | |
|---------------------|----------------|---------|-----------|----------------------|---------------------|--------|-----------|------------------------------|--------|
| # Units | # Bedrooms | # Baths | Size (SF) | Proposed Tenant Rent | Per Unit | Per SF | Advantage | Per Unit | Per SF |
| 6 | 1BR at 50% AMI | 1 | 700 | \$317 | \$462 | \$0.66 | 64% | \$725 | \$0.94 |
| 5 | 2BR at 50% AMI | 2 | 986 | \$370 | \$551 | \$0.56 | 60% | \$875 | \$0.66 |
| 2 | 1BR at 60% AMI | 1 | 700 | \$408 | \$500 | \$0.71 | 33% | \$725 | \$0.94 |
| 27 | 2BR at 60% AMI | 2 | 986 | \$480 | \$620 | \$0.63 | 32% | \$875 | \$0.66 |

Demographic Data (found on page 31)

| | 2013 | | Jun-16 | | 2018 | |
|-------------------------------------|-------|--------|--------|--------|-------|--------|
| Renter Households | 2,423 | 26.00% | 2,520 | 25.70% | 2,589 | 25.50% |
| Income-Qualified Renter HHs (LIHTC) | 454 | 18.73% | 472 | 18.73% | 485 | 18.73% |

Targeted Income-Qualified Renter Household Demand (found on pages 41-56)

| Type of Demand | 30% | 50% | 60% | Market-rate | Other: __ | Overall* |
|--|------|-----|-----|-------------|-----------|----------|
| Renter Household Growth | N/Ap | 15 | 11 | N/Ap | N/Ap | 18 |
| Existing Households (Overburdened + Substandard) | N/Ap | 112 | 88 | N/Ap | N/Ap | 139 |
| Homeowner conversion (Seniors) | N/Ap | 2 | 2 | N/Ap | N/Ap | 3 |
| Total Primary Market Demand | | | | | | |
| Less Comparable/Competitive Supply | N/Ap | 0 | 0 | N/Ap | N/Ap | 0 |
| Adjusted Income-qualified Renter HHs** | N/Ap | 129 | 100 | N/Ap | N/Ap | 161 |

Capture Rates (found on page 55)

| Targeted Population | 30% | 50% | 60% | Market-rate | Other: __ | Overall |
|---------------------|------|--------|--------|-------------|-----------|---------|
| Capture Rate: | N/Ap | 10.20% | 34.80% | N/Ap | N/Ap | 29.80% |

*Includes LIHTC and unrestricted (when applicable)

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

Project Address and Development Location:

The Subject will be located at 2760 EB Hamilton Drive in the western portion of Tifton, Tift County, Georgia. The Subject will be located immediately south of West Haven Senior Village I. The Subject will be accessed through phase I and will not have frontage on EB Hamilton Drive or any other roads. Given the strong performance of West Haven Senior Village I, we do not believe the lack of frontage will negatively impact the Subject.

Construction Type:

The Subject will consist of seven, one-story residential buildings and one, one-story clubhouse building. The buildings be constructed with brick and fiber cement siding. The buildings will have gable-style roofs with asphalt shingles.

Occupancy Type:

HFOP – 55+.

Special Population Target:

None.

Number of Units by Bedroom Type and AMI Level:

See following property profile.

Unit Size:

See following property profile.

Structure Type:

See following property profile.

Rents and Utility Allowances:

See following property profile.

Existing or Proposed Project Based Rental Assistance:

None of the units will operate with Project-Based Rental Assistance.

Proposed Development Amenities:

See following property profile.

Property Profile Report

West Haven Senior Village II

Comp# Subject
Effective Rent Date 5/14/2014
Location 2760 EB Hamilton Drive
 Tifton, GA 31793
 Tift County
 (verified)
Units 40
Vacant Units N/A
Vacancy Rate N/A
Type One-story (age-restricted)
Year Built / Renovated Proposed / n/a
Tenant Characteristics Seniors age 55 and older.



Market

Program @50%, @60% **Leasing Pace** N/A
Annual Turnover Rate N/A **Change in Rent** N/A
Units/Month Absorbed N/A **Concession**
Section 8 Tenants N/A

Utilities

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

Unit Mix (face rent)

| Beds | Baths | Type | Units | Size (SF) | Rent | Concession (monthly) | Restriction | Waiting List | Vacant | Vacancy Rate | Max rent? |
|------|-------|-----------|-------|-----------|-------|----------------------|-------------|--------------|--------|--------------|-----------|
| 1 | 1 | One-story | 6 | 700 | \$317 | \$0 | @50% | n/a | N/A | N/A | yes |
| 1 | 1 | One-story | 2 | 700 | \$408 | \$0 | @60% | n/a | N/A | N/A | yes |
| 2 | 2 | One-story | 5 | 986 | \$370 | \$0 | @50% | n/a | N/A | N/A | yes |
| 2 | 2 | One-story | 27 | 986 | \$480 | \$0 | @60% | n/a | N/A | N/A | yes |

Amenities

In-Unit Balcony/Patio **Security** Perimeter Fencing
 Blinds
 Carpeting
 Central A/C
 Dishwasher
 Garbage Disposal
 Microwave
 Oven
 Refrigerator
 Washer/Dryer Hookup
Property Parking spaces: 80 **Premium** none
 Business Center/Computer Lab
 Clubhouse/Meeting
 Room/Community Room
 Exercise Facility
 Central Laundry
 Off-Street Parking
 On-Site Management
 Picnic Area
Services none **Other** Exterior covered porch located in central area.

Comments

This is a proposed senior LIHTC development that will be restricted to seniors age 55 and older. The one and two-bedroom utility allowances will be \$141 and \$180, respectively. Hand rails will be offered in the ADA units and at the tenants' request for non-ADA units.

| | |
|--------------------------------|---|
| Scope of Renovations: | The Subject will be new construction. |
| Current Rents: | The Subject will be new construction. Therefore, there are no current rents to report. |
| Current Occupancy: | Not applicable. |
| Current Tenant Income: | Not applicable. |
| Placed in Service Date: | According to the sponsor, the Subject will enter the market in June 2016. |
| Conclusion: | The Subject will be an excellent-quality brick and fiber cement siding one-story residential complex. Therefore, we believe that the Subject will be in excellent condition and assume that the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence. |

C. SITE EVALUATION

**1. Date of Site Visit and
Name of Site Inspector:**

Brendan Kelly visited the site on May 12, 2014.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

The Subject will be located immediately south of West Haven Senior Village I. It will be accessible through phase I and will not have frontage on EB Hamilton Drive or any other roads.

Visibility/Views:

The Subject will be located on the southern side of EB Hamilton Drive, immediately south of West Haven Senior Village I. Therefore, the Subject will likely have limited visibility from EB Hamilton Drive. Views from the Subject will include West Haven Senior Village I to the north, agricultural land to the east, and undeveloped wooded land to the south and west. A small power transfer station is located a few hundred yards to the east of the Subject site. While the power transfer station will be visible from the Subject site, there are single-family homes as well as businesses in the neighborhood located in closer proximity to the power transfer station. All of these uses appear to be well occupied. Additionally, phase I of the Subject development is 100 percent occupied with a waiting list. Therefore, the presence of the power transfer station does not appear to have a detrimental influence on the Subject's neighborhood. Overall views and visibility are considered average.

Surrounding Uses:

The following map and pictures illustrate the surrounding land uses.



The Subject will be located immediately south of West Haven Senior Village I which is in excellent condition. The Subject's neighborhood is predominantly undeveloped and agricultural in nature. Vacant or agricultural land borders the Subject site to the south, east, and west. Further south of the Subject are single-family homes in fair to average condition. There are commercial uses located north and east of the Subject site. Residential and commercial uses in the immediate neighborhood appeared to be well occupied.

Positive/Negative Attributes of Site: The Subject site is located in a rural neighborhood within two miles of a variety of retail and commercial uses. There is one negative attribute of the site. A small power transfer station is located a few hundred yards to the east of the Subject site. While the power transfer station will be visible from the Subject site, there are single-family homes as well as businesses in the neighborhood located in closer proximity to the power transfer station. All of these uses appear to be well occupied. Additionally, phase I of the Subject development is 100 percent occupied with a waiting list. Therefore, the presence of the power transfer

station does not appear to have a detrimental influence on the Subject's neighborhood.

3. Physical Proximity to Locational Amenities:

The Subject site is located within three miles of most locational amenities. There are several commercial uses east of the intersection of EB Hamilton Road and Carpenter Road. These uses include, but are not limited to, an insurance company, a bank, Health Services Management Inc., and Colquitt Electric Membership Corporation. The Friendly City Park and Optimist Park Soccer Complex are located approximately 0.6 miles west of the Subject site at the intersection of EB Hamilton Road and Rutland Road. The closest retail is located approximately 1.2 miles south of the Subject site at the intersection of Carpenter Road and US Highway 82. Retail uses along this corridor include a Walmart Supercenter, Lowes, restaurants, and hair and nail salons, among other uses. The retail uses in this area appeared to be approximately 95 percent occupied. There are also retail uses located approximately 1.4 miles east of the Subject site at the intersection of Interstate 75 and 2nd Avenue. Retail in this area includes fast food restaurants, a Belk department store, a cinema, J.C. Penney, and Goody's.

4. Pictures of Site and Adjacent Uses:



Subject site



View of Subject site from Phase I



Subject site entrance



View north from Subject site



View south from Subject site



View east from Subject site



View west from Subject site



West Haven Senior Village I (Phase I)



View east on EB Hamilton Drive



View west on EB Hamilton Drive



Signage along EB Hamilton Drive



Single-family home on Roy Marchant Road



Single-family home on Carpenter Road S.



Single-family home northeast of Subject site



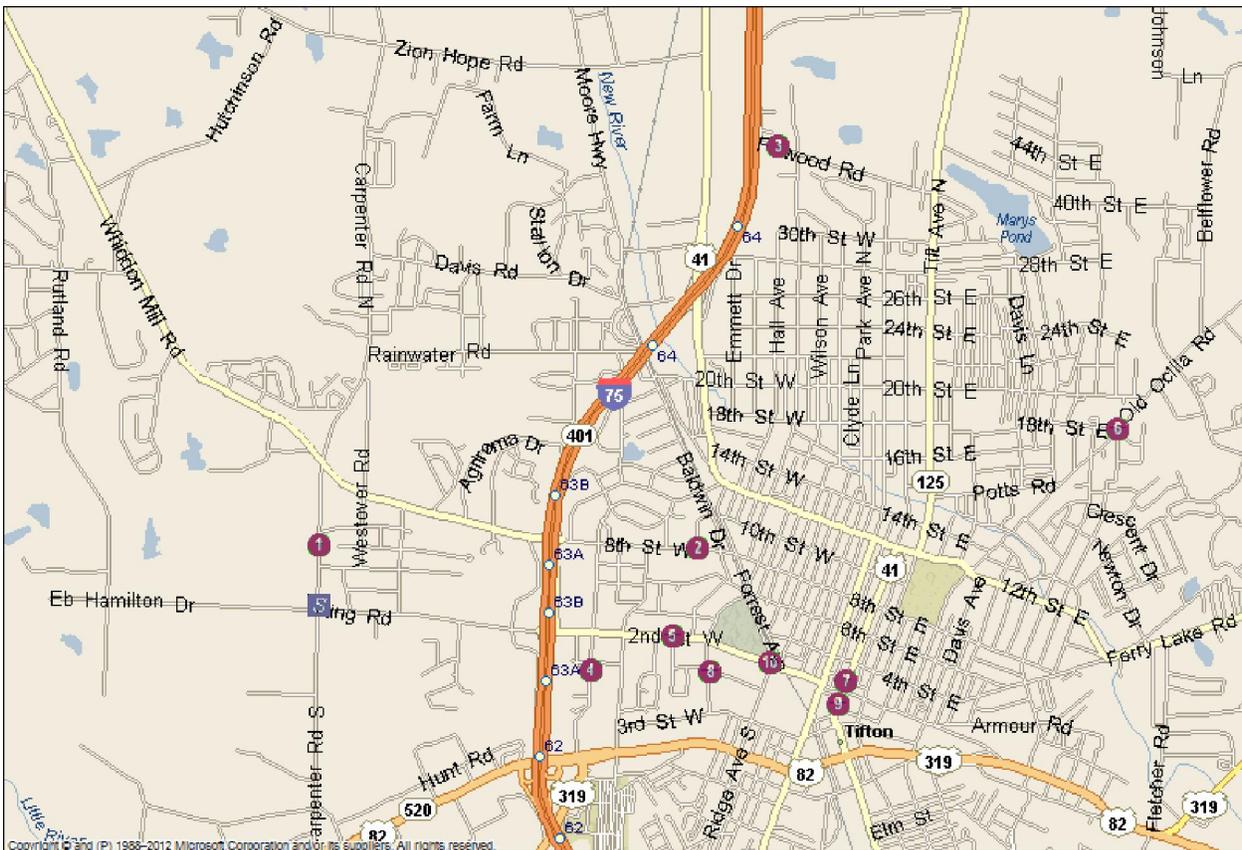
Agricultural center



Small office park north of Subject site

5. Proximity to Locational Amenities:

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



Distances from Local Services

| Map # | Service/Amenity | Distance from Subject |
|-------|---|-----------------------|
| 1 | Annie Belle Clark Primary School | 0.4 miles |
| 2 | Eighth Street Middle School | 2.0 miles |
| 3 | Tift County High School, Northeast Campus | 3.6 miles |
| 4 | Save-A-Lot (grocery store) | 1.4 miles |
| 5 | Moon's Pharmacy | 1.6 miles |
| 6 | Tift Regional Medical Center | 4.1 miles |
| 7 | Tifton - Tift County Public Library | 2.4 miles |
| 8 | Tift County Sherrif | 1.9 miles |
| 9 | Tifton Employment Center | 2.5 miles |
| 10 | Leroy Rogers Senior Citizen Center | 2.1 miles |
| N/Ap | Tift Lift Transit System | N/Ap |

6. Description of Land Uses:

The Subject site is currently wooded undeveloped land. The Subject will be located immediately south of West Haven Senior Village I which is in excellent condition. The Subject’s neighborhood is predominantly undeveloped and agricultural in nature. Vacant or agricultural land borders the Subject site to the south, east, and west. Further south of the Subject are single-family homes in fair to average condition. There are commercial uses located north and east of the Subject. Residential and commercial uses in the immediate neighborhood appeared to be well-occupied. Overall, the Subject will be a conforming use in the neighborhood and the site appears appropriate for senior multifamily units.

7. Existing Assisted Rental Housing Property Map:

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

QCT LIST

| Property | Address | City | State | Type | Tenancy | Map Color | Included/ Excluded | Reason for Exclusion | Distance from Subject | |
|-------------------------------------|-----------------------------|---------------|-----------|-------------------|-----------------|-----------|-----------------------|-------------------------|--------------------------|------------|
| The Groves | 2822 Rainwater Rd. | Tifton | GA | LIHTC | Family | Green | Included | N/Ap | 1.7 miles | |
| Harbor Pointe | 88 Richards Dr. | Tifton | GA | LIHTC | Elderly | | Included | N/Ap | 4.7 miles | |
| West Haven Senior Village I | 2760 EB Hamilton Dr. | Tifton | GA | LIHTC | Elderly | | Included | N/Ap | Adjacent | |
| Tifton Estates | 1510 Coley St. | Tifton | GA | LIHTC | Family | | Excluded | Tenancy, unit types. | 3.2 miles | |
| Tiffany Square | 1430 Prince Ave. | Tifton | GA | LIHTC | Family | | Excluded | Inferior age/condition. | 3.6 miles | |
| Magnolia Place | 4 Pertilla Pl. | Tifton | GA | LIHTC | Family | | Included | N/Ap | 4.2 miles | |
| Pecan Central | 2915 Central Ave. S. | Tifton | GA | LIHTC | Family | | Excluded | Inferior age/condition. | 3.6 miles | |
| Woodland Apts | 100 Woodland Cir. | Ocilla | GA | LIHTC/RD | Family | | Excluded | Tenancy, subsidized. | 23.5 miles | |
| Wildwood Apts | 1220 Sussex Dr. | Tifton | GA | LIHTC/RD | Family | | Excluded | Tenancy, subsidized. | 3.9 miles | |
| Meadow Crossing | 408 Spinks Drive | Omega | GA | LIHTC/RD | Family | | Excluded | Tenancy, subsidized. | 10.2 miles | |
| Meadow Wood | 2800 Tift Ave. | Tifton | GA | Rural Development | Family | | Red | Excluded | Tenancy, subsidized. | 4.0 miles |
| Azalea Place | 698 Sumner St. | Sylvester | GA | Rural Development | Elderly | | | Excluded | Subsidized | 19.4 miles |
| Village Square | 1401 Newton Dr. | Tifton | GA | Rural Development | Family | | | Excluded | Tenancy, subsidized. | 4.1 miles |
| Azalea Trace Apts I and II | 38 Pertilla Pl. | Tifton | GA | Section 8 | Elderly | | Yellow | Excluded | Subsidized | 3.9 miles |
| Options for Living East One | 1606 Redfox Tr. | Tifton | GA | Section 8 | Disabled | Excluded | | Tenancy, subsidized. | 1.4 miles | |
| Brookfield Mews Apts | 99 Tifton Eldorado Rd. | Tifton | GA | Section 8/FHA | Family | Excluded | | Tenancy, subsidized. | 3.7 miles | |
| Tift Tower Apts | 311 Second St. E. | Tifton | GA | Section 8/FHA | Elderly | Orange | Excluded | Subsidized | 2.6 miles | |
| Cypress Pond | 15 Kent Rd. | Tifton | GA | FHA | Assisted Living | | Excluded | Tenancy, subsidized. | 4.8 miles | |
| Maple Court | 2408 Tift Ave. N. | Tifton | GA | FHA | Assisted Living | | Excluded | Tenancy, subsidized. | 3.9 miles | |
| Southern Care | 1934 Whiddon Mill Rd. | Tifton | GA | FHA | Assisted Living | Blue | Excluded | Tenancy, subsidized. | 0.9 miles | |
| West Haven Senior Village II | 2760 EB Hamilton Dr. | Tifton | GA | LIHTC | Elderly | | SUBJECT | - | - | |

**8. Road/Infrastructure
Proposed Improvements:**

At the time of our site inspection, there was minor road work being completed at the intersection of EB Hamilton Drive and Carpenter Road South, approximately 0.25 miles east of the Subject site. We contacted the City of Tifton Public Works Department for additional information; however, our phone calls were not returned.

**9. Access, Ingress/Egress and
Visibility of site:**

The Subject will be accessed via West Haven Senior Village I. Phase I has frontage on the southern side of EB Hamilton Road just west of its intersection with Carpenter Road South. Carpenter Road S. provides access to US Highway 82 (approximately 1.2 miles south) and EB Hamilton Road provides access to Interstate 75 (approximately 1.4 miles east). Both EB Hamilton Road and Carpenter Road are two-lane moderately trafficked thoroughfares. Overall, access and traffic flow are considered good. Phase I has average visibility from EB Hamilton Road and Carpenter Road South. It appears that the Subject will also have partial visibility from these roads. Phase I is fully occupied with a waiting list. Therefore, we do not believe that the limited visibility will negatively impact its performance.

10. Environmental Concerns:

None visible upon site inspection.

11. Conclusion:

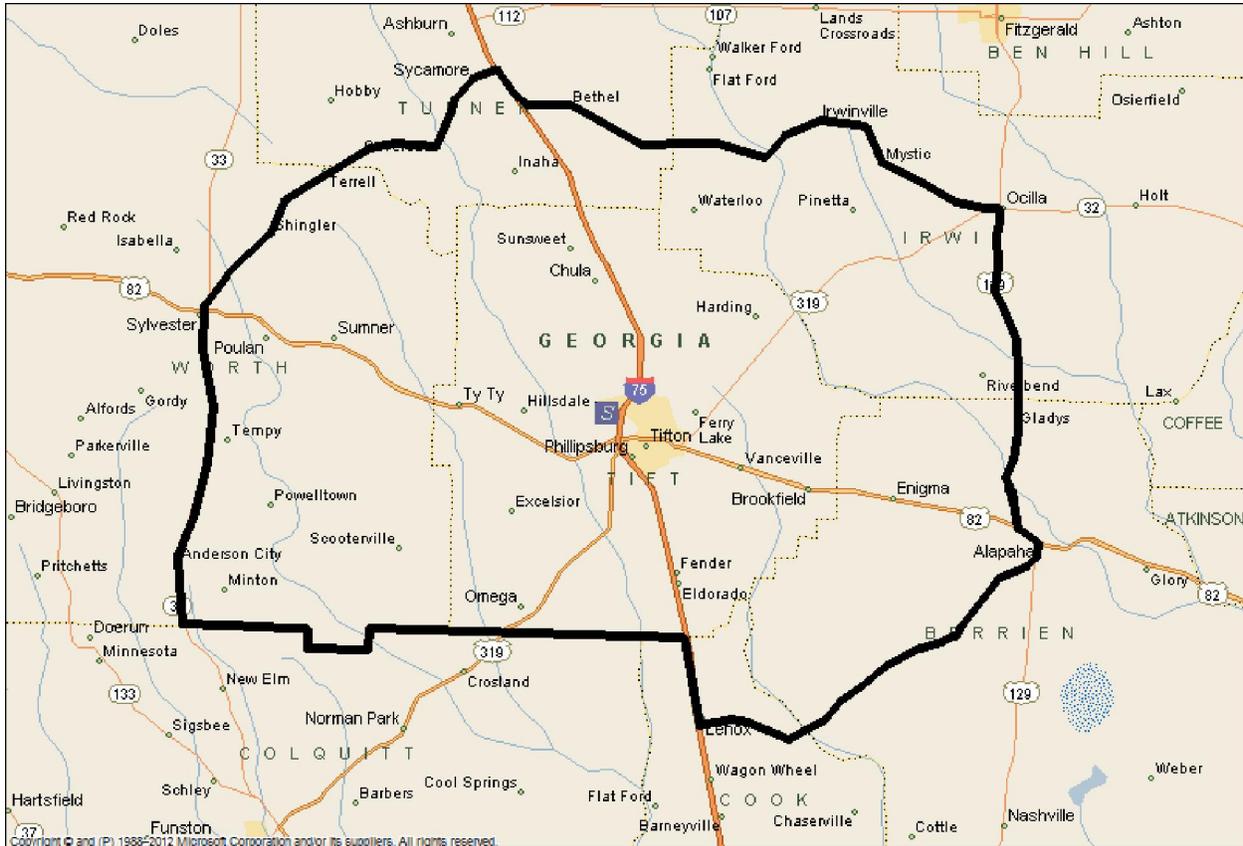
The Subject site is located in a largely undeveloped area of Tifton. Despite the lack of development in the immediate neighborhood, there are two areas of significant retail concentrations located within 1.5 miles of the Subject site. Further, West Haven Senior Village I, located immediately north of the Subject, is fully occupied with a waiting list. Overall, the community presents a good location for an affordable senior housing development and we expect the Subject will have a positive impact on the local neighborhood.

D. MARKET AREA

PRIMARY MARKET AREA

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

Primary Market Area Map



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 Secondary Market Area (SMA) are areas of growth or contraction. The SMA is comprised of Tift, Turner, Irwin, Berrien, Cook, Colquitt, and Worth counties.

The boundaries of the PMA are as follows:

- North - Highway 112 and Highway 32
- South - W. Lenox Road, Alapaha Lenox Road, Coy Hancock Road, and Tift/Colquitt County line, and Worth/Colquitt County line
- East- Highway 129
- West- Highway 33

The PMA boundaries and overall market health assessment are based upon analyses of physical boundaries, which include traffic and commute patterns within the area, surveys of existing market rate and affordable apartment projects undertaken by Novogradac & Company LLP, and insights gained from resident managers, area planning staff, and others familiar with the multifamily market. According to the manager of West Haven Senior Village I, the Subject's sister property, tenants are originating from Tifton, other towns in Tift County, surrounding counties, and out of state. Due to access provided by thoroughfares such as Interstate 75, US Highway 32, and US Highway 319, several other property managers indicated that residents originate from other parts of Tift County, as well as the surrounding counties. Per GA DCA's 2014 market study guidelines, GA DCA does not take into account leakage from the PMA. The farthest PMA boundary is approximately 20 miles from the Subject.

E. COMMUNITY DEMOGRAPHIC DATA

COMMUNITY DEMOGRAPHIC DATA

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

1. Population Trends

The following tables illustrate (a) Total Population, (b) Population by Age Group, and (c) Number of Elderly and Non-Elderly within population in the SMA, the PMA and nationally from 1990 through 2018.

TOTAL POPULATION

| Year | PMA | | SMA | | USA | |
|----------------------------------|---------------|----------------------|---------------|----------------------|---------------|----------------------|
| | <i>Number</i> | <i>Annual Change</i> | <i>Number</i> | <i>Annual Change</i> | <i>Number</i> | <i>Annual Change</i> |
| 1990 | 49,127 | - | 136,345 | - | 248,709,873 | - |
| 2000 | 54,971 | 1.2% | 153,864 | 1.3% | 281,421,906 | 1.3% |
| 2013 | 58,615 | 0.5% | 164,662 | 0.5% | 315,444,544 | 0.9% |
| Projected Mkt Entry June 2016 | 59,282 | 0.4% | 166,342 | 0.3% | 322,101,707 | 0.7% |
| 2018 | 59,759 | 0.4% | 167,542 | 0.3% | 326,856,823 | 0.7% |

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

TOTAL SENIOR POPULATION (55+)

| Year | PMA | | SMA | | USA | |
|----------------------------------|---------------|----------------------|---------------|----------------------|---------------|----------------------|
| | <i>Number</i> | <i>Annual Change</i> | <i>Number</i> | <i>Annual Change</i> | <i>Number</i> | <i>Annual Change</i> |
| 1990 | 9,729 | - | 29,085 | - | 52,389,754 | - |
| 2000 | 11,360 | 1.7% | 33,416 | 1.5% | 59,266,437 | 1.3% |
| 2013 | 15,167 | 2.5% | 43,414 | 2.3% | 83,746,996 | 3.1% |
| Projected Mkt Entry June 2016 | 16,096 | 2.1% | 45,861 | 1.9% | 89,865,898 | 2.5% |
| 2018 | 16,759 | 2.1% | 47,609 | 1.9% | 94,236,542 | 2.5% |

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

POPULATION BY AGE GROUP

| Age Cohort | PMA | | | | |
|--------------|---------------|---------------|---------------|-------------------------------|---------------|
| | 1990 | 2000 | 2013 | Projected Mkt Entry June 2016 | 2018 |
| 0-4 | 3,879 | 4,208 | 4,088 | 4,141 | 4,179 |
| 5-9 | 3,879 | 4,186 | 4,054 | 3,987 | 3,939 |
| 10-14 | 4,031 | 4,288 | 4,043 | 4,006 | 3,979 |
| 15-19 | 4,326 | 4,582 | 4,416 | 4,421 | 4,424 |
| 20-24 | 3,827 | 3,934 | 4,324 | 4,151 | 4,027 |
| 25-29 | 3,750 | 3,808 | 3,929 | 3,982 | 4,019 |
| 30-34 | 3,989 | 3,746 | 3,705 | 3,826 | 3,913 |
| 35-39 | 3,594 | 3,931 | 3,553 | 3,643 | 3,707 |
| 40-44 | 3,257 | 4,044 | 3,732 | 3,582 | 3,475 |
| 45-49 | 2,709 | 3,623 | 3,711 | 3,703 | 3,697 |
| 50-54 | 2,157 | 3,262 | 3,894 | 3,748 | 3,643 |
| 55-59 | 2,063 | 2,690 | 3,706 | 3,741 | 3,766 |
| 60-64 | 1,895 | 2,113 | 3,324 | 3,463 | 3,563 |
| 65-69 | 1,768 | 1,870 | 2,685 | 2,962 | 3,160 |
| 70-74 | 1,568 | 1,675 | 2,013 | 2,280 | 2,471 |
| 75-79 | 1,192 | 1,280 | 1,445 | 1,598 | 1,707 |
| 80-84 | 744 | 946 | 1,002 | 1,028 | 1,046 |
| 85+ | 499 | 786 | 992 | 1,024 | 1,046 |
| Total | 49,127 | 54,972 | 58,616 | 59,284 | 59,761 |

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

NUMBER OF ELDERLY AND NON-ELDERLY

| Year | PMA | | | SMA | | |
|-------------------------------|------------------|-------------|---------------|------------------|-------------|---------------|
| | Total Population | Non-Elderly | Elderly (55+) | Total Population | Non-Elderly | Elderly (55+) |
| 1990 | 49,127 | 39,398 | 9,729 | 136,349 | 107,264 | 29,085 |
| 2000 | 54,972 | 43,612 | 11,360 | 153,868 | 120,452 | 33,416 |
| 2013 | 58,616 | 43,449 | 15,167 | 164,662 | 121,248 | 43,414 |
| Projected Mkt Entry June 2016 | 59,284 | 43,188 | 16,096 | 166,342 | 120,481 | 45,861 |
| 2018 | 59,761 | 43,002 | 16,759 | 167,542 | 119,933 | 47,609 |

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

Total population in the PMA is projected to increase at a 0.4 percent annual rate from 2013 to 2018, a growth rate above that of the SMA but below the nation as a whole during the same time period. The slow projected growth in the general population is typical of rural areas such as the PMA. However, senior population growth in the PMA is expected to increase at an annual rate of 2.1 percent from 2013 through 2018, which is considered robust. Senior population growth in the PMA will grow at a faster pace than the SMA and slightly slower pace the national rate through 2018. In 2013, approximately 26 percent of the PMA's population is 55 years old or older. By 2018, the percentage of the population 55 years old or older is expected to increase to approximately 28 percent. This is a positive indication of demand for new senior housing in the PMA.

2. Household Trends

2a. Total Number of Households, Average Household Size

TOTAL NUMBER OF HOUSEHOLDS

| Year | PMA | | SMA | |
|----------------------------------|---------------|----------------------|---------------|----------------------|
| | <i>Number</i> | <i>Annual Change</i> | <i>Number</i> | <i>Annual Change</i> |
| 1990 | 17,213 | - | 48,217 | - |
| 2000 | 20,199 | 1.7% | 57,273 | 1.9% |
| 2013 | 21,741 | 0.6% | 60,943 | 0.5% |
| Projected Mkt Entry June 2016 | 22,047 | 0.5% | 61,577 | 0.4% |
| 2018 | 22,266 | 0.5% | 62,030 | 0.4% |

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

TOTAL NUMBER OF SENIOR HOUSEHOLDS (55+)

| Year | PMA | | SMA | |
|----------------------------------|---------------|----------------------|---------------|----------------------|
| | <i>Number</i> | <i>Annual Change</i> | <i>Number</i> | <i>Annual Change</i> |
| 2000 | 7,283 | - | 21,884 | - |
| 2013 | 9,312 | 2.1% | 26,792 | 1.7% |
| Projected Mkt Entry June 2016 | 9,802 | 1.8% | 28,035 | 1.6% |
| 2018 | 10,152 | 1.8% | 28,922 | 1.6% |

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

AVERAGE HOUSEHOLD SIZE

| Year | PMA | | SMA | | USA | |
|----------------------------------|---------------|----------------------|---------------|----------------------|---------------|----------------------|
| | <i>Number</i> | <i>Annual Change</i> | <i>Number</i> | <i>Annual Change</i> | <i>Number</i> | <i>Annual Change</i> |
| 2000 | 2.63 | - | 2.62 | - | 2.58 | - |
| 2013 | 2.59 | -0.1% | 2.64 | 0.1% | 2.57 | 0.0% |
| Projected Mkt Entry June 2016 | 2.58 | -0.1% | 2.64 | 0.0% | 2.57 | 0.0% |
| 2018 | 2.58 | -0.1% | 2.64 | 0.0% | 2.57 | 0.0% |

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

Similar to population trends, total household growth in the PMA is projected to increase at a rate above that of the SMA. The projected senior household growth of 1.8 percent annually between 2013 and 2018 in the PMA is higher than projected general household growth during this same time period. Senior household growth in the PMA and SMA will increase at a rate greater than households of all ages over the next several years. The average household size in the PMA is projected to decline in the PMA with a nominal annual change of 0.1 percent annually. The average household sizes in the SMA and nation are projected to remain stable through 2018.

2b. Households by Tenure

The table below depicts senior household growth by tenure from 2000 through 2018.

PMA TENURE PATTERNS OF SENIORS 55+

| Year | Owner-Occupied Units | Percentage Owner-Occupied | Renter-Occupied Units | Percentage Renter-Occupied |
|---------------------|----------------------|---------------------------|-----------------------|----------------------------|
| 2000 | 5,627 | 77.3% | 1,656 | 22.7% |
| 2013 | 6,890 | 74.0% | 2,423 | 26.0% |
| Projected Mkt Entry | | | | |
| June 2016 | 7,282 | 74.3% | 2,520 | 25.7% |
| 2018 | 7,562 | 74.5% | 2,589 | 25.5% |

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

Owner-occupied housing units dominate the housing market in the PMA. However, the 26.0 percent renter-occupied number is significantly higher than the national average of 13.0 percent for senior households.

2c. Households by Income – Seniors 55+

The following table depicts senior household income distribution in 2013, market entry, and 2018 for the PMA.

HOUSEHOLD INCOME DISTRIBUTION - PMA (AGE 55+)

| Income Cohort | 2013 | | Projected Mkt Entry June 2016 | | 2018 | |
|-------------------|--------------|---------------|-------------------------------|---------------|---------------|---------------|
| | Number | Percentage | Number | Percentage | Number | Percentage |
| \$0-9,999 | 1,550 | 16.6% | 1,634 | 16.7% | 1,693 | 16.7% |
| \$10,000-19,999 | 1,885 | 20.2% | 1,960 | 20.0% | 2,014 | 19.8% |
| \$20,000-29,999 | 1,298 | 13.9% | 1,359 | 13.9% | 1,402 | 13.8% |
| \$30,000-39,999 | 888 | 9.5% | 953 | 9.7% | 1,000 | 9.8% |
| \$40,000-49,999 | 823 | 8.8% | 868 | 8.9% | 900 | 8.9% |
| \$50,000-59,999 | 619 | 6.7% | 651 | 6.6% | 674 | 6.6% |
| \$60,000-74,999 | 759 | 8.1% | 797 | 8.1% | 825 | 8.1% |
| \$75,000-99,999 | 771 | 8.3% | 816 | 8.3% | 848 | 8.3% |
| \$100,000-124,999 | 372 | 4.0% | 394 | 4.0% | 409 | 4.0% |
| \$125,000-149,999 | 155 | 1.7% | 167 | 1.7% | 176 | 1.7% |
| \$150,000-199,999 | 131 | 1.4% | 142 | 1.4% | 149 | 1.5% |
| \$200,000+ | 60 | 0.6% | 62 | 0.6% | 63 | 0.6% |
| Total | 9,312 | 100.0% | 9,802 | 100.0% | 10,152 | 100.0% |

Source: Ribbon Demographics 2013, Novogradac & Company LLP, May 2014

The Subject will target senior households earning \$13,740 to \$23,460. As the previous table illustrates, 34.2 percent of senior renter households in the PMA earned incomes between \$10,000 and \$29,999 in 2013. For the projected market entry date of June 2016, this percentage is projected to decrease to 33.9 percent. However, this income cohort will experience a net increase of 136 households.

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

The following table illustrates the number of persons per household among senior renter households.

PMA RENTER HOUSEHOLD SIZE DISTRIBUTION OF SENIORS 55+

| Household Size | 2000 | | 2013 | | 2018 | |
|----------------|-------------------------|---------------|-------------------------|---------------|-------------------------|---------------|
| | Total Renter Households | Percent | Total Renter Households | Percent | Total Renter Households | Percent |
| 1 person | 860 | 51.9% | 1,440 | 59.4% | 1,555 | 60.0% |
| 2 persons | 621 | 37.5% | 572 | 23.6% | 606 | 23.4% |
| 3 persons | 109 | 6.6% | 134 | 5.5% | 142 | 5.5% |
| 4 persons | 42 | 2.5% | 198 | 8.2% | 209 | 8.1% |
| 5+ persons | 24 | 1.4% | 79 | 3.2% | 78 | 3.0% |
| Total | 1,656 | 100.0% | 2,423 | 100.0% | 2,589 | 100.0% |

Source: Ribbon Demographics 2013, Novogradac & Company LLP, May 2014

The percentage of one-person senior renter households increased significantly from 2000 to 2013. The largest senior renter household cohort has remained a one-person household since 2000. In 2013, the one and two-person households accounted for approximately 83 percent of renter households in the PMA. The Subject will target one and two-person households. Therefore, the strong presence of one to two-person senior renter households in the PMA bodes well for the Subject's units.

2e and f. Elderly and HFOP

Per DCA's guidelines, elderly households populations will be based on households who are 62 years and older and HFOP populations will be based on households who are 55 years or older according to the census.

Conclusion

The PMA is expected to experience strong senior population and household growth from 2013 through 2018. Senior population growth in the PMA is expected to increase at an annual rate of 2.1 percent from 2013 through 2018, which is considered robust. Senior population growth in the PMA will grow at a faster pace than the SMA and slightly slower pace the national rate through 2018. In 2013, approximately 26 percent of the PMA's population is 55 years old or older. By 2018, the percentage of the population 55 years old or older is expected to increase to approximately 28 percent. Owner-occupied housing units dominate the housing market in the PMA. However, the 26 percent renter-occupied number is significantly higher than the national average of 13 percent for senior households. Overall, demographic trends suggest there is strong demand for senior affordable rental housing in the area given the growth rates of the senior population and households relative to the total population and number of households.

F. EMPLOYMENT TRENDS

EMPLOYMENT TRENDS

The employment base in the Tifton area is heavily reliant on the health care/social assistance, retail trade, educational services, and manufacturing sectors. Together, these four industries comprise 49.4 percent of total employment in the PMA. Additionally, the agriculture sector employs a more significant percentage of the population relative to the nation as a whole. According to the Department of Community Affairs, Tift County is known as the "Plant Capital of the World," with many plants and vegetables grown here being shipped worldwide for replanting. As a result, Tift County has become a center for farm experimentation and agricultural education.

1. Total Jobs

The following table illustrates the total jobs (also known as “covered employment”) in Tift County.

Total Jobs in Tift County, GA

| Year | Total Employment | % Change |
|------------------|------------------|----------|
| 2004 | 18,216 | - |
| 2005 | 18,806 | 3.14% |
| 2006 | 18,109 | -3.85% |
| 2007 | 17,599 | -2.90% |
| 2008 | 16,704 | -5.36% |
| 2009 | 16,488 | -1.31% |
| 2010 | 16,185 | -1.87% |
| 2011 | 16,764 | 3.45% |
| 2012 | 16,786 | 0.13% |
| 2013 | 16,990 | 1.20% |
| 2014 YTD Average | 16,847 | -0.85% |
| Feb-13 | 16,786 | - |
| Feb-14 | 16,852 | 0.39% |

Source: U.S. Bureau of Labor Statistics

YTD as of February 2014

As the table above illustrates, total employment in Tift County declined precipitously between 2006 and 2010, partially as a result of the national recession. The following year experienced an increase of 3.45 percent in total employment, accounting for less than a quarter of the employment losses suffered between 2006 and 2010. From February 2013 to February 2014, total employment increased 0.39 percent. However, total employment decreased in the first two months of 2014. The employment gains experienced between 2011 and 2013 signal that the county may be slowly recovering from the recession. However, total employment remains below pre-recession levels.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within the county as of September 2013.

| September 2013 Covered Employment Tift County, Georgia | | |
|---|---------------|---------|
| | Number | Percent |
| Total All Industries | 13,187 | - |
| Good producing | 2,067 | - |
| Natural Resources and Mining | 382 | 2.90% |
| Construction | 499 | 3.78% |
| Manufacturing | 1,186 | 8.99% |
| Service-Providing | 11,120 | - |
| Trade, Transportation, and utilities | 4,797 | 36.38% |
| Information | 167 | 1.27% |
| Financial Activities | 514 | 3.90% |
| Professional and business services | 1,633 | 12.38% |
| Educational and health services | 1,338 | 10.15% |
| Leisure and hospitality | 2,316 | 17.56% |
| Other services | 326 | 2.47% |
| Unclassified | 29 | 0.22% |

Source: Bureau of Labor Statistics, 2014

The largest sector in Tift County, according to the Bureau of Labor Statistics, is the Trade, Transportation, and Utilities industry. Overall, the county’s employment base seems to be fairly diversified. It should be noted that differences in the total jobs and total jobs by industry are due to rounding.

2013 EMPLOYMENT BY INDUSTRY

| Industry | PMA | | USA | |
|--------------------------------|-----------------|------------------|--------------------|------------------|
| | Number Employed | Percent Employed | Number Employed | Percent Employed |
| Health Care/Social Assistance | 3,158 | 13.8% | 20,080,547 | 14.0% |
| Retail Trade | 3,083 | 13.5% | 16,592,605 | 11.6% |
| Educational Services | 2,653 | 11.6% | 12,979,314 | 9.1% |
| Manufacturing | 2,396 | 10.5% | 15,162,651 | 10.6% |
| Accommodation/Food Services | 1,627 | 7.1% | 10,849,114 | 7.6% |
| Construction | 1,509 | 6.6% | 8,291,595 | 5.8% |
| Agric/Forestry/Fishing/Hunting | 1,348 | 5.9% | 1,800,354 | 1.3% |
| Other Services (excl Publ Adm) | 1,313 | 5.8% | 7,850,739 | 5.5% |
| Public Administration | 1,305 | 5.7% | 6,713,073 | 4.7% |
| Transportation/Warehousing | 869 | 3.8% | 5,898,791 | 4.1% |
| Wholesale Trade | 761 | 3.3% | 3,628,118 | 2.5% |
| Admin/Support/Waste Mgmt Srves | 680 | 3.0% | 6,316,579 | 4.4% |
| Finance/Insurance | 592 | 2.6% | 6,884,133 | 4.8% |
| Prof/Scientific/Tech Services | 580 | 2.5% | 9,808,289 | 6.8% |
| Real Estate/Rental/Leasing | 305 | 1.3% | 2,627,562 | 1.8% |
| Information | 243 | 1.1% | 2,577,845 | 1.8% |
| Arts/Entertainment/Recreation | 243 | 1.1% | 3,151,821 | 2.2% |
| Utilities | 162 | 0.7% | 1,107,105 | 0.8% |
| Mgmt of Companies/Enterprises | 6 | 0.0% | 97,762 | 0.1% |
| Mining | 0 | 0.0% | 868,282 | 0.6% |
| Total Employment | 22,833 | 100.0% | 143,286,279 | 100.0% |

Source: ESRI Demographics 2010, Novogradac & Company LLP, May 2014

The largest industries in the PMA are health care/social assistance, retail trade, educational services, and manufacturing. Together, these four industries comprise 49.4 percent of employment in the PMA. The agricultural/forestry/fishing/hunting, educational services, and retail trade sectors are overrepresented in the PMA when compared to the nation, while the administration/support/waste management services, professional/scientific/tech services, finance/insurance, and arts/entertainment/recreation sectors are overrepresented in the nation when compared to the PMA.

3. Major Employers

The following table details Tift County’s largest employers.

MAJOR EMPLOYERS

Tift County, GA

| # | Company | Industry | Number of Employees |
|----|--|---------------|---------------------|
| 1 | Tift Regional Medical Center | Healthcare | 1,700 |
| 2 | Tift County Board of Education | Education | 1,061 |
| 3 | Lewis Taylor Farms | Agriculture | 600 |
| 4 | Target Distribution Center | Retail Trade | 579 |
| 5 | Heatcraft | Manufacturing | 501 |
| 6 | UGA Tifton Campus | Education | 450 |
| 7 | Walmart Pharmacy Distribution Center | Retail Trade | 419 |
| 8 | Abraham Baldwin Agricultural College | Education | 350 |
| 9 | Tift County | Government | 349 |
| 10 | Tifton Campus - Moultrie Technical College | Education | 291 |

Source: Tifton-Tift County Chamber of Commerce, May 2014

As illustrated in the table above, the local economy is diverse with major employers in the healthcare, education, agriculture, retail trade, manufacturing, and government services sectors. Six of the top 10 major employers are in relatively stable industries. Although Tift Regional Medical Center is by far the largest employer, the healthcare sector represents a similar proportion of total employment when compared to the nation as a whole.

Expansions/Contractions

We spoke with Chris Beckham, Communications Director for Tifton-Tift County Chamber of Commerce, who provided information regarding business expansion and contraction in the local area. According to Mr. Beckham, the following expansions are underway in the county:

- American Textile Company; a manufacturer of mattress/pillow protectors, bed pillows, and mattress pads; broke ground in January 2014 on its second manufacturing facility in Tifton. The company is expected to increase total employment by 200 positions over the next 18 months.
- Heatcraft Refrigeration Products, a manufacturer of commercial refrigeration products, hired 50 new employees in 2013 and is expected to hire another 50 employees by the end of 2014.

Mr. Beckham reported that there have not been any major layoffs over the past several years. The most recent large layoffs occurred in 2007 and 2008. According to the Georgia Department

of Labor’s Worker Adjustment and Retraining Notification (WARN) filings, no business closures or layoffs were reported between 2012 and YTD 2014.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for the county from 2002 to December 2013.

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)

| Year | SMA | | | | USA | | | |
|-------------------|------------------|----------|-------------------|--------|------------------|----------|-------------------|--------|
| | Total Employment | % Change | Unemployment Rate | Change | Total Employment | % Change | Unemployment Rate | Change |
| 2002 | 68,386 | - | 4.8% | - | 136,485,000 | - | 5.8% | - |
| 2003 | 68,809 | 0.6% | 4.8% | 0.0% | 137,736,000 | 0.9% | 6.0% | 0.2% |
| 2004 | 69,151 | 0.5% | 4.7% | -0.2% | 139,252,000 | 1.1% | 5.5% | -0.5% |
| 2005 | 71,277 | 3.1% | 5.2% | 0.5% | 141,730,000 | 1.8% | 5.1% | -0.4% |
| 2006 | 73,317 | 2.9% | 4.8% | -0.4% | 144,427,000 | 1.9% | 4.6% | -0.5% |
| 2007 | 70,982 | -3.2% | 5.2% | 0.4% | 146,047,000 | 1.1% | 4.6% | 0.0% |
| 2008 | 69,270 | -2.4% | 7.1% | 1.8% | 145,362,000 | -0.5% | 5.8% | 1.2% |
| 2009 | 64,864 | -6.4% | 11.0% | 3.9% | 139,877,000 | -3.8% | 9.3% | 3.5% |
| 2010 | 64,373 | -0.8% | 11.5% | 0.5% | 139,064,000 | -0.6% | 9.6% | 0.3% |
| 2011 | 64,354 | 0.0% | 11.0% | -0.4% | 139,869,000 | 0.6% | 8.9% | -0.7% |
| 2012 | 64,957 | 0.9% | 9.9% | -1.2% | 142,469,000 | 1.9% | 8.1% | -0.8% |
| 2013 YTD Average* | 63,712 | -1.9% | 9.3% | -0.5% | 143,929,333 | 1.0% | 7.4% | -0.7% |
| Dec-2012 | 64,267 | - | 9.7% | - | 143,060,000 | - | 7.6% | - |
| Dec-2013 | 62,727 | -2.4% | 8.5% | -1.2% | 144,423,000 | 1.0% | 6.5% | -1.1% |

Source: U.S. Bureau of Labor Statistics May 2014

*2013 data is through Dec

Total employment grew every year between 2002 and 2006 in the SMA. The SMA experienced a significant decrease in total employment between 2007 and 2010, when total employment decreased 12.7 percent. The decrease in employment suggests that the national recession negatively impacted the local area. The nation as a whole experienced a smaller decline in total employment than the SMA during this time period. The SMA experienced strong employment growth in 2011 and 2012 but a decrease in 2013. Total employment in the SMA remains below pre-recession levels.

The unemployment rate in the SMA was lower than that of the nation from 2002 through 2004. The unemployment rate in the SMA has remained at rate above the nation since 2005. As of December 2013, the unemployment rate in the SMA was two percentage points above that of the nation. However, the SMA experienced a moderate decrease in unemployment of 1.2 percentage points between December 2012 and December 2013. As of December 2013, the SMA was experiencing its lowest unemployment level since 2008.

5. Map of Site and Major Employment Concentrations

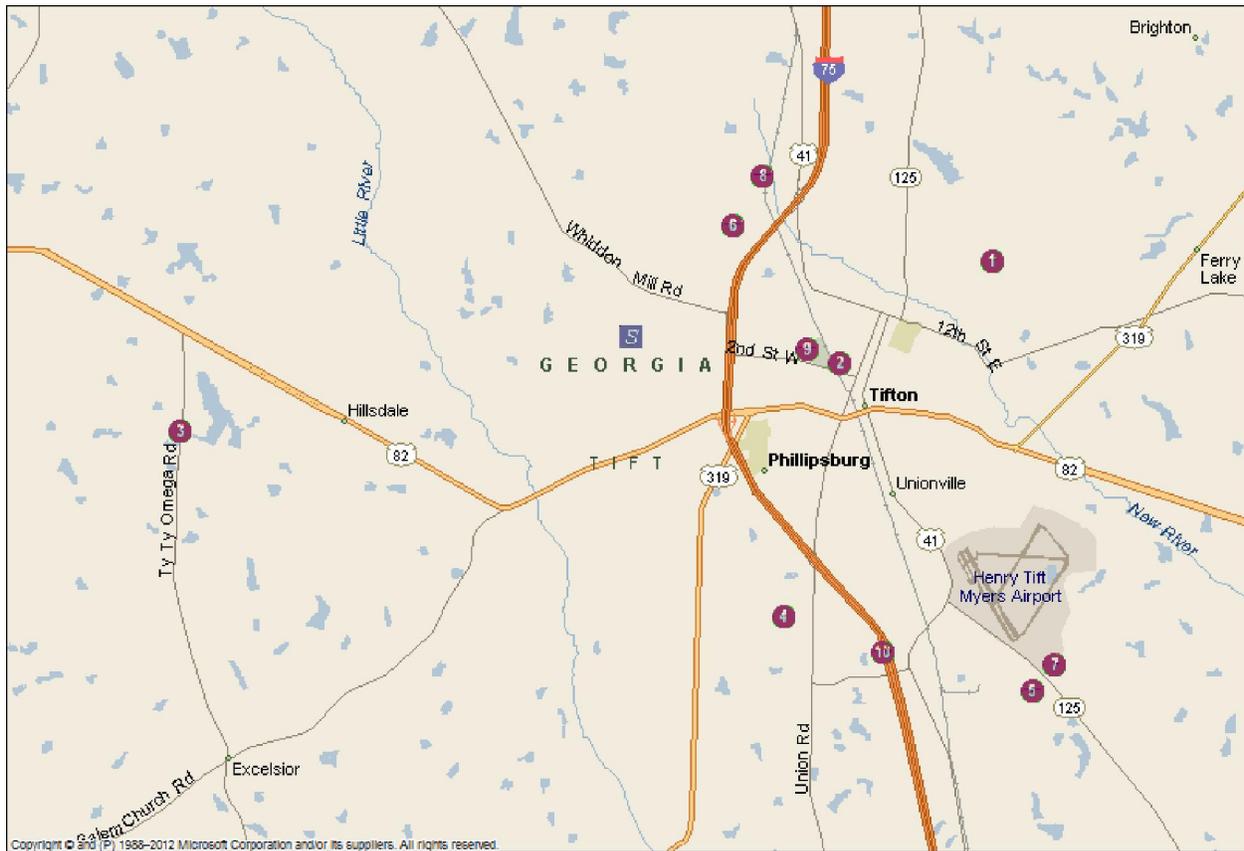
The following map and table details the largest employers in Tift County.

MAJOR EMPLOYERS

Tift County, GA

| # | Company | Industry | Number of Employees |
|----|--|---------------|---------------------|
| 1 | Tift Regional Medical Center | Healthcare | 1,700 |
| 2 | Tift County Board of Education | Education | 1,061 |
| 3 | Lewis Taylor Farms | Agriculture | 600 |
| 4 | Target Distribution Center | Retail Trade | 579 |
| 5 | Heatcraft | Manufacturing | 501 |
| 6 | UGA Tifton Campus | Education | 450 |
| 7 | Walmart Pharmacy Distribution Center | Retail Trade | 419 |
| 8 | Abraham Baldwin Agricultural College | Education | 350 |
| 9 | Tift County | Government | 349 |
| 10 | Tifton Campus - Moultrie Technical College | Education | 291 |

Source: Tifton-Tift County Chamber of Commerce, May 2014



Conclusion

The largest industries in the PMA are health care/social assistance, retail trade, educational services, and manufacturing. Together, these four industries comprise 49.4 percent of employment in the PMA. The SMA experienced a significant decrease in total employment between 2007 and 2010, when total employment decreased 12.7 percent. The decrease in employment suggests that the national recession negatively impacted the local area. The nation

as a whole experienced a smaller decline in total employment than the SMA during this time period. The SMA experienced strong employment growth in 2011 and 2012 but a decrease in 2013. Total employment in the SMA remains below pre-recession levels. The unemployment rate in the SMA has remained at rate above the nation since 2005. As of December 2013, the unemployment rate in the SMA was two percentage points above that of the nation. However, the SMA experienced a moderate decrease in unemployment of 1.2 percentage points between December 2012 and December 2013.

G. PROJECT-SPECIFIC 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 senior household will pay is 40 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). However, very few senior households have more than two persons. Therefore, we have used a maximum household size of two persons in our analysis.

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

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

2. Affordability

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

3. Demand

The demand for the Subject will be derived from two sources: existing households and new households. These calculations are illustrated in the following tables.

3A. Demand from New Households

The number of new households entering the market is the first level of demand calculated. We have utilized 2016, the anticipated date of market entry, as the base year for the analysis. Therefore, 2012 household population estimates are inflated to 2016 by interpolation of the difference between 2012 estimates and 2016 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. In the following tables this calculation is identified as Step 1. This is calculated as an annual demand number. In other words, this calculates the anticipated new households in 2016. This number takes the overall growth from 2012 to 2016 and applies it

to its respective income cohorts by percentage. This number does not reflect lower income households losing population, as this may be a result of simple dollar value inflation.

3B. Demand from Existing Households

Demand for existing households is estimated by summing three sources of potential tenants. The first source **(2a.)** 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 CHAS data based on appropriate income levels.

The second source **(2b.)** 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. The third source **(2c.)** is those seniors likely to move from their own homes into rental housing. This source is only appropriate when evaluating senior properties and is determined by interviews with property managers in the PMA. It should be noted that per DCA guidelines, we have lowered demand from seniors who convert to homeownership to be at or below 2.0 percent of total demand.

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

3C. Secondary Market Area

Per the 2014 GA DCA Qualified Allocation Plan (QAP) and Market Study Manual, GA DCA does not consider demand from outside the Primary Market Area (PMA), including the Secondary Market Area (SMA). Therefore, we have not accounted for leakage from outside the PMA boundaries in our demand analysis.

3D. Other

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

4. NET DEMAND, CAPTURE RATES AND STABILIZATION CALCULATIONS

The following pages will outline the overall demand components added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed or placed in service from 2012 to the present.

ADDITIONS TO SUPPLY

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

- Comparable/competitive LIHTC and bond units (vacant or occupied) that have been funded, are under construction, or placed in service in 2012 and 2013.
- Vacancies in projects placed in service prior to 2012 that have not reached stabilized occupancy (i.e. at least 90 percent occupied).
- Comparable/competitive conventional or market rate units that are proposed, are under construction, or have entered the market from 2012 to present. As the following

discussion will demonstrate, competitive market rate units are those with rent levels that are comparable to the proposed rents at the Subject.

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

There are two new market rate multifamily developments under construction in Tifton:

- The Oaks at Carpenter is an existing multifamily market rate rental development consisting of two and three-bedroom units. This property has been used as a comparable in this report. There are an additional 16 two and three-bedroom units under construction at the site. Although management could not provide the proposed rents for the new units, the existing two-bedroom rents are 51 percent higher than the Subject’s proposed two-bedroom 60 percent rents. Therefore, we have not removed these units from the demand analysis.
- Creekside Villas is a new multifamily rental development consisting of 32 one, two, and three-bedroom market rate units. Of the 32 units, 24 are completed and leased. The remaining eight units are under construction and are expected to be completed by July 2014. The one and two-bedroom rents at Creekside Villas are 19 to 20 percent higher than the Subject’s proposed one and two-bedroom 60 percent rents. Therefore, we have not removed these units from the demand analysis.

There were no LIHTC awards in the Subject’s PMA in 2012 or 2013. Further, all of the LIHTC properties constructed prior to 2012 are stabilized. Therefore, no units have been removed from the demand analysis.

PMA Occupancy

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

PMA OCCUPANCY

| Comparable Property | Rent Structure | Tenancy | Total Units | Occupied Units | Occupancy Rate |
|-----------------------------|----------------|---------|-------------|----------------|----------------|
| Harbor Pointe | LIHTC/Market | Senior | 56 | 56 | 100% |
| Magnolia Place | LIHTC | Family | 37 | 35 | 95% |
| The Groves | LIHTC/Market | Family | 96 | 91 | 95% |
| West Haven Senior Village I | LIHTC/Market | Senior | 40 | 40 | 100% |
| Creekside Villas | Market | Family | 24 | 24 | 100% |
| Cypress Suites | Market | Family | 40 | 39 | 98% |
| Sunnyside Apartments | Market | Family | 72 | 67 | 93% |
| The Oaks At Carpenter | Market | Family | 36 | 36 | 100% |
| Turtle Cove | Market | Family | 20 | 20 | 100% |
| Total | | | 421 | 408 | 97% |

The previous table illustrates occupancy in the PMA, not including subsidized properties. Overall, occupancy is high. Therefore, we believe a PMA occupancy rate of 95 percent or higher is reasonable.

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.

None of the Subject's units will operate with PBRA and the Subject is proposed; therefore, there are no existing tenants. We have conducted the Demand Analysis based upon the 40 units proposed at the Subject.

The Subject will be new construction and will not operate with project-based rental assistance. Therefore, we have calculated the capture rates based upon the Subject having to lease 95 percent of its units.

Capture Rates

The above calculations and derived capture rates are illustrated in the following tables.

| Renter Household Income Distribution 2013 to Projected Market Entry June 2016 | | | | | |
|---|-------|--------|-------------------------------|--------|----------------|
| West Haven Senior Village II | | | | | |
| PMA | | | | | |
| | 2013 | | Projected Mkt Entry June 2016 | | Percent Growth |
| | # | % | # | % | |
| \$0-9,999 | 662 | 27.3% | 699 | 27.8% | 5.4% |
| \$10,000-19,999 | 635 | 26.2% | 652 | 25.9% | 2.6% |
| \$20,000-29,999 | 181 | 7.5% | 184 | 7.3% | 1.9% |
| \$30,000-39,999 | 242 | 10.0% | 257 | 10.2% | 5.9% |
| \$40,000-49,999 | 176 | 7.3% | 183 | 7.3% | 3.6% |
| \$50,000-59,999 | 141 | 5.8% | 141 | 5.6% | -0.3% |
| \$60,000-74,999 | 138 | 5.7% | 140 | 5.6% | 1.4% |
| \$75,000-99,999 | 109 | 4.5% | 114 | 4.5% | 3.9% |
| \$100,000-124,999 | 53 | 2.2% | 58 | 2.3% | 7.9% |
| \$125,000-149,999 | 36 | 1.5% | 39 | 1.6% | 7.7% |
| \$150,000-199,999 | 28 | 1.1% | 33 | 1.3% | 17.0% |
| \$200,000+ | 21 | 0.9% | 19 | 0.8% | -10.8% |
| Total | 2,423 | 100.0% | 2,520 | 100.0% | 3.9% |

| Renter Household Income Distribution Projected Market Entry June 2016 | | | |
|---|-------------------------------|--------|---|
| West Haven Senior Village II | | | |
| | PMA | | |
| | Projected Mkt Entry June 2016 | | Change 2013 to Prj Mrkt Entry June 2016 |
| | # | % | |
| \$0-9,999 | 699 | 27.8% | 27 |
| \$10,000-19,999 | 652 | 25.9% | 25 |
| \$20,000-29,999 | 184 | 7.3% | 7 |
| \$30,000-39,999 | 257 | 10.2% | 10 |
| \$40,000-49,999 | 183 | 7.3% | 7 |
| \$50,000-59,999 | 141 | 5.6% | 5 |
| \$60,000-74,999 | 140 | 5.6% | 5 |
| \$75,000-99,999 | 114 | 4.5% | 4 |
| \$100,000-124,999 | 58 | 2.3% | 2 |
| \$125,000-149,999 | 39 | 1.6% | 2 |
| \$150,000-199,999 | 33 | 1.3% | 1 |
| \$200,000+ | 19 | 0.8% | 1 |
| Total | 2,520 | 100.0% | 97 |

| Tenure Prj Mrkt Entry June 2016 | |
|---------------------------------|--------|
| Renter | 25.7% |
| Owner | 74.3% |
| Total | 100.0% |

| Renter Household Size for Prj Mrkt Entry June 2016 | | |
|--|--------|------------|
| Size | Number | Percentage |
| 1 Person | 1,507 | 59.8% |
| 2 Person | 592 | 23.5% |
| 3 Person | 138 | 5.5% |
| 4 Person | 204 | 8.1% |
| 5+ Person | 78 | 3.1% |
| Total | 2,520 | 100.0% |

| Renter Household Size for 2000 | | |
|--------------------------------|--------|------------|
| Size | Number | Percentage |
| 1 Person | 1,855 | 29.5% |
| 2 Person | 1,737 | 27.6% |
| 3 Person | 1,103 | 17.5% |
| 4 Person | 883 | 14.0% |
| 5+ Person | 708 | 11.3% |
| Total | 6,286 | 100.0% |

50% AMI

Calculation of Potential Household Demand by Income Cohort by % of AMI

| Percent of AMI Level | | | 50% | | |
|---|---|------------|-----------------|-----------------------|----------------------------------|
| Minimum Income Limit | | | \$13,740 | | |
| Maximum Income Limit | | | \$19,550 2 | | |
| Income Category | New Renter Households - Total Change in Households PMA 2013 to Prj Mrkt Entry June 2016 | | Income Brackets | Percent within Cohort | Renter Households within Bracket |
| | Count | Percentage | | | |
| \$0-9,999 | 27.00 | 27.8% | | 0.0% | 0 |
| \$10,000-19,999 | 25.17 | 25.9% | 5,810 | 58.1% | 15 |
| \$20,000-29,999 | 7.11 | 7.3% | | 0.0% | 0 |
| \$30,000-39,999 | 9.94 | 10.2% | | 0.0% | 0 |
| \$40,000-49,999 | 7.06 | 7.3% | | 0.0% | 0 |
| \$50,000-59,999 | 5.44 | 5.6% | | 0.0% | 0 |
| \$60,000-74,999 | 5.41 | 5.6% | | 0.0% | 0 |
| \$75,000-99,999 | 4.39 | 4.5% | | 0.0% | 0 |
| \$100,000-124,999 | 2.23 | 2.3% | | 0.0% | 0 |
| \$125,000-149,999 | 1.51 | 1.6% | | 0.0% | 0 |
| \$150,000-199,999 | 1.29 | 1.3% | | 0.0% | 0 |
| \$200,000+ | 0.74 | 0.8% | | 0.0% | 0 |
| | 97 | 100.0% | | | 15 |
| Percent of renter households within limits versus total number of renter households | | | | | 15.04% |

Calculation of New Renter Household Demand by Income Cohort by % of AMI

| Percent of AMI Level | | | 50% | | |
|---|--|------------|-----------------|-----------------------|---------------------------|
| Minimum Income Limit | | | \$13,740 | | |
| Maximum Income Limit | | | \$19,550 2 | | |
| Income Category | Total Renter Households PMA Prj Mrkt Entry June 2016 | | Income Brackets | Percent within Cohort | Households within Bracket |
| | Count | Percentage | | | |
| \$0-9,999 | 6.99 | 27.8% | 0 | 0% | 0 |
| \$10,000-19,999 | 65.2 | 25.9% | 5,810 | 58% | 379 |
| \$20,000-29,999 | 18.4 | 7.3% | 0 | 0% | 0 |
| \$30,000-39,999 | 25.7 | 10.2% | 0 | 0% | 0 |
| \$40,000-49,999 | 18.3 | 7.3% | 0 | 0% | 0 |
| \$50,000-59,999 | 14.1 | 5.6% | 0 | 0% | 0 |
| \$60,000-74,999 | 14.0 | 5.6% | 0 | 0% | 0 |
| \$75,000-99,999 | 11.4 | 4.5% | 0 | 0% | 0 |
| \$100,000-124,999 | 5.8 | 2.3% | 0 | 0% | 0 |
| \$125,000-149,999 | 3.9 | 1.6% | 0 | 0% | 0 |
| \$150,000-199,999 | 3.3 | 1.3% | 0 | 0% | 0 |
| \$200,000+ | 1.9 | 0.8% | 0 | 0% | 0 |
| | 2,520 | 100.0% | | | 379 |
| Percent of renter households within limits versus total number of renter households | | | | | 15.04% |

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2013 Median Income

Change from 2013 to Prj Mrkt Entry June 2016

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

| | | |
|----------|---------------------|--------|
| No | | |
| Senior | | |
| Rural | | |
| 40% | | |
| \$32,152 | | |
| \$38,525 | | |
| \$6,373 | | |
| 19.8% | | |
| 3.3% | | |
| 3.3% | Two year adjustment | 1.0000 |
| \$19,550 | | |
| \$19,550 | | |
| 2 | | |
| 50% | | |
| \$458 | | |
| \$458.00 | | |

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2013 to Prj Mrkt Entry June 2016

| | | |
|--|--|-------|
| Income Target Population | | 50% |
| New Renter Households PMA | | 97 |
| Percent Income Qualified | | 15.0% |
| New Renter Income Qualified Households | | 15 |

STEP 2a. Please refer to text for complete explanation.

Demand from Existing Households 2013

Demand from Rent Overburdened Households

| | | |
|--|--|-------|
| Income Target Population | | 50% |
| Total Existing Demand | | 2,520 |
| Income Qualified | | 15.0% |
| Income Qualified Renter Households | | 379 |
| Percent Rent Overburdened Prj Mrkt Entry June 2016 | | 29.1% |
| Rent Overburdened Households | | 110 |

STEP 2b. Please refer to text for complete explanation.

Demand from Living in Substandard Housing

| | | |
|--|--|------|
| Income Qualified Renter Households | | 379 |
| Percent Living in Substandard Housing | | 0.5% |
| Households Living in Substandard Housing | | 2 |

STEP 2c. Please refer to text for complete explanation.

Senior Households Converting from Homeownership

| | | |
|---|--------|-------|
| Income Target Population | | 50% |
| Total Senior Homeowners | | 7,282 |
| Rural Versus Urban | 0.025% | |
| Senior Demand Converting from Homeownership | | 2 |

Total Demand

| | | |
|---|------|-----|
| Total Demand from Existing Households | | 114 |
| Adjustment Factor - Leakage from SMA | 100% | 0 |
| Adjusted Demand from Existing Households | | 114 |
| Total New Demand | | 15 |
| Total Demand (New Plus Existing Households) | | 129 |

| | | |
|---|--|------|
| Demand from Seniors Who Convert from Homeownership | | 2 |
| Percent of Total Demand From Homeownership Conversion | | 1.4% |
| Is this Demand Over 2 percent of Total Demand? | | No |

By Bedroom Demand

| | | |
|---------------|--------|-----|
| One Person | 59.8% | 77 |
| Two Persons | 23.5% | 30 |
| Three Persons | 5.5% | 7 |
| Four Persons | 8.1% | 10 |
| Five Persons | 3.1% | 4 |
| Total | 100.0% | 129 |

To place Person Demand into Bedroom Type Units

| | | |
|---|-----|------------|
| Of one-person households in 1BR units | 20% | 15 |
| Of two-person households in 1BR units | 20% | 6 |
| Of one-person households in 2BR units | 80% | 62 |
| Of two-person households in 2BR units | 80% | 24 |
| Of three-person households in 2BR units | 60% | 4 |
| Of three-person households in 3BR units | 40% | 3 |
| Of four-person households in 3BR units | 80% | 8 |
| Of five-person households in 3BR units | 70% | 3 |
| Of four-person households in 4BR units | 20% | 2 |
| Of five-person households in 4BR units | 30% | 1 |
| Total Demand | | 129 |
| Check | | OK |

| | |
|--------------------------------|------------|
| Total Demand by Bedroom | 50% |
| 1 BR | 21 |
| 2 BR | 86 |
| Total Demand | 107 |

| | |
|---|------------|
| Additions To Supply 2013 to Prj Mrkt Entry June 2016 | 50% |
| 1 BR | 0 |
| 2 BR | 0 |
| Total | 0 |

| | |
|-------------------|------------|
| Net Demand | 50% |
| 1 BR | 21 |
| 2 BR | 86 |
| Total | 107 |

| | |
|-----------------------------|------------|
| Developer's Unit Mix | 50% |
| 1 BR | 6 |
| 2 BR | 5 |
| Total | 11 |

| | |
|------------------------------|--------------|
| Capture Rate Analysis | 50% |
| 1 BR | 27.9% |
| 2 BR | 5.8% |
| Total | 10.2% |

60%AMI

Calculation of Potential Household Demand by Income Cohort by % of AMI

| Percent of AMI Level | | 60% | | | |
|---|--|----------|-----------------|-----------------------|----------------------------------|
| Minimum Income Limit | | \$16,470 | | | |
| Maximum Income Limit | | \$23,460 | | 2 | |
| Income Category | New Renter Households - Total Change in Households PMA 2013 to Pj Mrkt Entry June 2016 | | Income Brackets | | Renter Households within Bracket |
| | | | | Percent within Cohort | |
| \$0-9,999 | 27.00 | 27.8% | | 0.0% | 0 |
| \$10,000-19,999 | 25.17 | 25.9% | 3,529 | 35.3% | 9 |
| \$20,000-29,999 | 7.11 | 7.3% | 3,460 | 34.6% | 2 |
| \$30,000-39,999 | 9.94 | 10.2% | | 0.0% | 0 |
| \$40,000-49,999 | 7.06 | 7.3% | | 0.0% | 0 |
| \$50,000-59,999 | 5.44 | 5.6% | | 0.0% | 0 |
| \$60,000-74,999 | 5.41 | 5.6% | | 0.0% | 0 |
| \$75,000-99,999 | 4.39 | 4.5% | | 0.0% | 0 |
| \$100,000-124,999 | 2.23 | 2.3% | | 0.0% | 0 |
| \$125,000-149,999 | 1.51 | 1.6% | | 0.0% | 0 |
| \$150,000-199,999 | 1.29 | 1.3% | | 0.0% | 0 |
| \$200,000+ | 0.74 | 0.8% | | 0.0% | 0 |
| | 97 | 100.0% | | | 11 |
| Percent of renter households within limits versus total number of renter households | | | | | 11.66% |

Calculation of New Renter Household Demand by Income Cohort by % of AMI

| Percent of AMI Level | | 60% | | | |
|---|---|----------|-----------------|-----------------------|---------------------------|
| Minimum Income Limit | | \$16,470 | | | |
| Maximum Income Limit | | \$23,460 | | 2 | |
| Income Category | Total Renter Households PMA Pj Mrkt Entry June 2016 | | Income Brackets | | Households within Bracket |
| | | | | Percent within Cohort | |
| \$0-9,999 | 699 | 27.8% | 0 | 0% | 0 |
| \$10,000-19,999 | 652 | 25.9% | 3,529 | 35% | 230 |
| \$20,000-29,999 | 184 | 7.3% | 3,460 | 35% | 64 |
| \$30,000-39,999 | 257 | 10.2% | 0 | 0% | 0 |
| \$40,000-49,999 | 183 | 7.3% | 0 | 0% | 0 |
| \$50,000-59,999 | 141 | 5.6% | 0 | 0% | 0 |
| \$60,000-74,999 | 140 | 5.6% | 0 | 0% | 0 |
| \$75,000-99,999 | 114 | 4.5% | 0 | 0% | 0 |
| \$100,000-124,999 | 58 | 2.3% | 0 | 0% | 0 |
| \$125,000-149,999 | 39 | 1.6% | 0 | 0% | 0 |
| \$150,000-199,999 | 33 | 1.3% | 0 | 0% | 0 |
| \$200,000+ | 19 | 0.8% | 0 | 0% | 0 |
| | 2,520 | 100.0% | | | 294 |
| Percent of renter households within limits versus total number of renter households | | | | | 11.66% |

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2013 Median Income

Change from 2013 to Pj Mrkt Entry July 2015

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

| | | |
|----------|---------------------|--------|
| No | | |
| Senior | | |
| Rural | | |
| 40% | | |
| \$32,152 | | |
| \$38,525 | | |
| \$6,373 | | |
| 19.8% | | |
| 3.3% | | |
| 3.3% | Two year adjustment | 1.0000 |
| \$23,460 | | |
| \$23,460 | | |
| \$2 | | |
| 60% | | |
| \$549 | | |
| \$549.00 | | |

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2013 to Prj Mrkt Entry June 2016

| | | |
|--|--|-------|
| Income Target Population | | 60% |
| New Renter Households PMA | | 97 |
| Percent Income Qualified | | 11.7% |
| New Renter Income Qualified Households | | 11 |

STEP 2a. Please refer to text for complete explanation.

Demand from Existing Households 2013

Demand from Rent Overburdened Households

| | | |
|--|--|-------|
| Income Target Population | | 60% |
| Total Existing Demand | | 2,520 |
| Income Qualified | | 11.7% |
| Income Qualified Renter Households | | 294 |
| Percent Rent Overburdened Prj Mrkt Entry June 2016 | | 29.1% |
| Rent Overburdened Households | | 86 |

STEP 2b. Please refer to text for complete explanation.

Demand from Living in Substandard Housing

| | | |
|--|--|------|
| Income Qualified Renter Households | | 294 |
| Percent Living in Substandard Housing | | 0.5% |
| Households Living in Substandard Housing | | 2 |

STEP 2c. Please refer to text for complete explanation.

Senior Households Converting from Homeownership

| | | |
|---|--------|-------|
| Income Target Population | | 60% |
| Total Senior Homeowners | | 7,282 |
| Rural Versus Urban | 0.025% | |
| Senior Demand Converting from Homeownership | | 2 |

Total Demand

| | | |
|---|------|-----|
| Total Demand from Existing Households | | 89 |
| Adjustment Factor - Leakage from SMA | 100% | 0 |
| Adjusted Demand from Existing Households | | 89 |
| Total New Demand | | 11 |
| Total Demand (New Plus Existing Households) | | 100 |

| | | |
|---|--|------|
| Demand from Seniors Who Convert from Homeownership | | 2 |
| Percent of Total Demand From Homeownership Conversion | | 1.8% |
| Is this Demand Over 2 percent of Total Demand? | | No |

By Bedroom Demand

| | | |
|---------------|--------|-----|
| One Person | 59.8% | 60 |
| Two Persons | 23.5% | 24 |
| Three Persons | 5.5% | 5 |
| Four Persons | 8.1% | 8 |
| Five Persons | 3.1% | 3 |
| Total | 100.0% | 100 |

To place Person Demand into Bedroom Type Units

| | | |
|---|-----|-----|
| Of one-person households in 1BR units | 20% | 12 |
| Of two-person households in 1BR units | 20% | 5 |
| Of one-person households in 2BR units | 80% | 48 |
| Of two-person households in 2BR units | 80% | 19 |
| Of three-person households in 2BR units | 60% | 3 |
| Of three-person households in 3BR units | 40% | 2 |
| Of four-person households in 3BR units | 80% | 6 |
| Of five-person households in 3BR units | 70% | 2 |
| Of four-person households in 4BR units | 20% | 2 |
| Of five-person households in 4BR units | 30% | 1 |
| Total Demand | | 100 |
| Check | | OK |

| | |
|-------------------------|-----|
| Total Demand by Bedroom | 60% |
| 1 BR | 17 |
| 2 BR | 67 |
| Total Demand | 83 |

| | |
|--|-----|
| Additions To Supply 2013 to Prj Mrkt Entry June 2016 | 60% |
| 1 BR | 0 |
| 2 BR | 0 |
| Total | 0 |

| | |
|------------|-----|
| Net Demand | 60% |
| 1 BR | 17 |
| 2 BR | 67 |
| Total | 83 |

| | |
|----------------------|-----|
| Developer's Unit Mix | 60% |
| 1 BR | 2 |
| 2 BR | 27 |
| Total | 29 |

| | |
|-----------------------|-------|
| Capture Rate Analysis | 60% |
| 1 BR | 12.0% |
| 2 BR | 40.5% |
| Total | 34.8% |

Overall

Calculation of Potential Household Demand by Income Cohort by % of AMI

| Percent of AMI Level | | | Overall | | | |
|---|---|--------|-----------------|-----------------------|----------------------------------|--------|
| Minimum Income Limit | | | \$13,740 | | | |
| Maximum Income Limit | | | \$23,460 2 | | | |
| Income Category | New Renter Households - Total Change in Households PMA 2013 to Prj Mrkt Entry June 2016 | | Income Brackets | Percent within Cohort | Renter Households within Bracket | |
| | | | | | | |
| \$0-9,999 | 27.00 | 27.8% | | 0.0% | 0 | |
| \$10,000-19,999 | 25.17 | 25.9% | 6,259 | 62.6% | 16 | |
| \$20,000-29,999 | 7.11 | 7.3% | 3,460 | 34.6% | 2 | |
| \$30,000-39,999 | 9.94 | 10.2% | | 0.0% | 0 | |
| \$40,000-49,999 | 7.06 | 7.3% | | 0.0% | 0 | |
| \$50,000-59,999 | 5.44 | 5.6% | | 0.0% | 0 | |
| \$60,000-74,999 | 5.41 | 5.6% | | 0.0% | 0 | |
| \$75,000-99,999 | 4.39 | 4.5% | | 0.0% | 0 | |
| \$100,000-124,999 | 2.23 | 2.3% | | 0.0% | 0 | |
| \$125,000-149,999 | 1.51 | 1.6% | | 0.0% | 0 | |
| \$150,000-199,999 | 1.29 | 1.3% | | 0.0% | 0 | |
| \$200,000+ | 0.74 | 0.8% | | 0.0% | 0 | |
| | 97 | 100.0% | | | 18 | |
| Percent of renter households within limits versus total number of renter households | | | | | | 18.73% |

Calculation of New Renter Household Demand by Income Cohort by % of AMI

| Percent of AMI Level | | | Overall | | | |
|---|--|--------|-----------------|-----------------------|---------------------------|--------|
| Minimum Income Limit | | | \$13,740 | | | |
| Maximum Income Limit | | | \$23,460 2 | | | |
| Income Category | Total Renter Households PMA Prj Mrkt Entry June 2016 | | Income Brackets | Percent within Cohort | Households within Bracket | |
| | | | | | | |
| \$0-9,999 | 699 | 27.8% | 0 | 0% | 0 | |
| \$10,000-19,999 | 652 | 25.9% | 6,259 | 63% | 408 | |
| \$20,000-29,999 | 184 | 7.3% | 3,460 | 35% | 64 | |
| \$30,000-39,999 | 257 | 10.2% | 0 | 0% | 0 | |
| \$40,000-49,999 | 183 | 7.3% | 0 | 0% | 0 | |
| \$50,000-59,999 | 141 | 5.6% | 0 | 0% | 0 | |
| \$60,000-74,999 | 140 | 5.6% | 0 | 0% | 0 | |
| \$75,000-99,999 | 114 | 4.5% | 0 | 0% | 0 | |
| \$100,000-124,999 | 58 | 2.3% | 0 | 0% | 0 | |
| \$125,000-149,999 | 39 | 1.6% | 0 | 0% | 0 | |
| \$150,000-199,999 | 33 | 1.3% | 0 | 0% | 0 | |
| \$200,000+ | 19 | 0.8% | 0 | 0% | 0 | |
| | 2,520 | 100.0% | | | 472 | |
| Percent of renter households within limits versus total number of renter households | | | | | | 18.73% |

Does the Project Benefit from Rent Subsidy? (Y/N)

Type of Housing (Family vs Senior)

Location of Subject (Rural versus Urban)

Percent of Income for Housing

2000 Median Income

2013 Median Income

Change from 2013 to Prj Mrkt Entry June 2016

Total Percent Change

Average Annual Change

Inflation Rate

Maximum Allowable Income

Maximum Allowable Income Inflation Adjusted

Maximum Number of Occupants

Rent Income Categories

Initial Gross Rent for Smallest Unit

Initial Gross Rent for Smallest Unit Inflation Adjusted

| |
|---------------------|
| No |
| Senior |
| Rural |
| 40% |
| \$32,152 |
| \$38,525 |
| \$6,373 |
| 19.8% |
| 3.3% |
| 3.3% |
| Two year adjustment |
| 1.0000 |
| \$23,460 |
| \$23,460 |
| 2 |
| Overall |
| \$458 |
| \$458.00 |

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

STEP 1 Please refer to text for complete explanation.

Demand from New Renter Households 2013 to Prj Mrkt Entry June 2016

| | Overall |
|--|---------|
| Income Target Population | |
| New Renter Households PMA | 97 |
| Percent Income Qualified | 18.7% |
| New Renter Income Qualified Households | 18 |

STEP 2a. Please refer to text for complete explanation.

Demand from Existing Households 2013

Demand from Rent Overburdened Households

| | Overall |
|--|---------|
| Income Target Population | |
| Total Existing Demand | 2,520 |
| Income Qualified | 18.7% |
| Income Qualified Renter Households | 472 |
| Percent Rent Overburdened Prj Mrkt Entry June 2016 | 29.1% |
| Rent Overburdened Households | 137 |

STEP 2b. Please refer to text for complete explanation.

Demand from Living in Substandard Housing

| | |
|--|------|
| Income Qualified Renter Households | 472 |
| Percent Living in Substandard Housing | 0.5% |
| Households Living in Substandard Housing | 2 |

STEP 2c. Please refer to text for complete explanation.

Senior Households Converting from Homeownership

| | Overall |
|---|---------|
| Income Target Population | |
| Total Senior Homeowners | 7,282 |
| Rural Versus Urban | 0.0400% |
| Senior Demand Converting from Homeownership | 3 |

Total Demand

| | |
|---|------|
| Total Demand from Existing Households | 143 |
| Adjustment Factor - Leakage from SMA (use 115% for DCA) | 100% |
| Adjusted Demand from Existing Households | 143 |
| Total New Demand | 18 |
| Total Demand (New Plus Existing Households) | 161 |

| | |
|---|------|
| Demand from Seniors Who Convert from Homeownership | 3 |
| Percent of Total Demand From Homeownership Conversion | 1.8% |
| Is this Demand Over 20 percent of Total Demand? | No |

By Bedroom Demand

| | | |
|---------------|--------|-----|
| One Person | 59.8% | 96 |
| Two Persons | 23.5% | 38 |
| Three Persons | 5.5% | 9 |
| Four Persons | 8.1% | 13 |
| Five Persons | 3.1% | 5 |
| Total | 100.0% | 161 |

To place Person Demand into Bedroom Type Units

| | | |
|---|-----|-----|
| Of one-person households in 1BR units | 20% | 19 |
| Of two-person households in 1BR units | 20% | 8 |
| Of one-person households in 2BR units | 80% | 77 |
| Of two-person households in 2BR units | 80% | 30 |
| Of three-person households in 2BR units | 60% | 5 |
| Of three-person households in 3BR units | 40% | 4 |
| Of four-person households in 3BR units | 80% | 10 |
| Of five-person households in 3BR units | 70% | 3 |
| Of four-person households in 4BR units | 20% | 3 |
| Of five-person households in 4BR units | 30% | 1 |
| Total Demand | | 161 |
| Check | | OK |

| | |
|-------------------------|---------|
| Total Demand by Bedroom | Overall |
| 1 BR | 27 |
| 2 BR | 107 |
| Total Demand | 134 |

| | |
|--|---------|
| Additions To Supply 2013 to Prj Mrkt Entry June 2016 | Overall |
| 1 BR | 0 |
| 2 BR | 0 |
| Total | 0 |

| | |
|------------|---------|
| Net Demand | Overall |
| 1 BR | 27 |
| 2 BR | 107 |
| Total | 134 |

| | |
|----------------------|---------|
| Developer's Unit Mix | Overall |
| 1 BR | 8 |
| 2 BR | 32 |
| Total | 40 |

| | |
|-----------------------|---------|
| Capture Rate Analysis | Overall |
| 1 BR | 29.8% |
| 2 BR | 29.8% |
| Total | 29.8% |

Conclusions

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

- The number of senior households 55+ in the PMA is expected to increase 5.3 percent between 2013 and June 2016.
- This demand analysis does not measure the PMA’s or Subject’s ability to attract additional or latent demand into the market from outside of the PMA 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.

CAPTURE RATE ANALYSIS CHART

| Unit Size | Units Proposed | Total Demand | Supply | Net Demand | Capture Rate | Absorption | Average Market Rent | Market Rents Band Min-Max | Proposed Rents |
|------------------------|----------------|--------------|----------|------------|--------------|-----------------|---------------------|---------------------------|--------------------|
| 1 BR @ 50% AMI | 6 | 21 | 0 | 21 | 27.9% | 5 months | \$462 | \$336-\$725 | \$317 |
| 2 BR @ 50% AMI | 5 | 86 | 0 | 86 | 5.8% | 5 months | \$551 | \$322-\$875 | \$370 |
| 50% AMI Overall | 11 | 107 | 0 | 107 | 10.2% | 5 months | \$462-\$551 | \$322-\$875 | \$317-\$370 |
| 1 BR @ 60% AMI | 2 | 17 | 0 | 17 | 12.0% | 5 months | \$500 | \$380-\$725 | \$408 |
| 2 BR @ 60% AMI | 27 | 67 | 0 | 67 | 40.5% | 5 months | \$620 | \$392-\$875 | \$480 |
| 60% AMI Overall | 29 | 83 | 0 | 83 | 34.8% | 5 months | \$500-\$620 | \$380-\$875 | \$408-\$480 |
| 1 BR Overall | 8 | 27 | 0 | 27 | 29.8% | 5 months | \$462 | \$336-\$725 | \$317-\$408 |
| 2 BR Overall | 32 | 107 | 0 | 107 | 29.8% | 5 months | \$551 | \$322-\$875 | \$370-\$480 |
| Overall | 40 | 134 | 0 | 134 | 29.8% | 5 months | \$462-\$551 | \$322-\$875 | \$317-\$480 |

Demand and Net Demand

| | HH at 50% AMI (\$13,740 to \$19,550) | HH at 60% AMI (\$16,470 to \$23,460) | All Tax Credit Households |
|--|---|---|------------------------------|
| Demand from New Households (age and income appropriate) | 15 | 11 | 18 |
| PLUS | + | + | + |
| Demand from Existing Renter Households - Substandard Housing | 2 | 2 | 2 |
| PLUS | + | + | + |
| Demand from Existing Renter Households - Rent Overburdened Households | 110 | 86 | 137 |
| PLUS | + | + | + |
| Secondary Market Demand adjustment IF ANY Subject to 15% Limitation | 0 | 0 | 0 |
| Sub Total | 127 | 98 | 158 |
| Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicable) | 2 | 2 | 3 |
| Equals Total Demand | 129 | 100 | 161 |
| Less | - | - | - |
| Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market | 0 | 0 | 0 |
| Equals Net Demand | 129 | 100 | 161 |

As the analysis illustrates, the Subject’s 50 percent capture rates range from 5.8 to 27.9 percent, with an overall capture rate of 10.2 percent. The Subject’s 60 percent AMI capture rates range from 12.0 to 40.5 percent, with an overall capture rate of 34.8 percent. The overall capture rate for the Subject’s 50 and 60 percent units is 29.8 percent. Therefore, we believe there is adequate demand for the Subject. It appears that there is a lack of demand for the two-bedroom units;

however, we believe there is greater demand than measured here based upon the performance of two-bedroom units at comparable properties. Seniors have a greater desire for two-bedroom units and are willing to pay a greater share of income for their rental. According to management at West Haven Senior Village I, 75 percent of their two-bedroom units are filled by one-person households. We believe this supports the strong demand of two-bedroom units by one-person households.

H. COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes nine comparable properties containing 421 units. A detailed matrix describing the individual competitive properties as well as the proposed Subject is provided in the addenda. A map illustrating the location of the Subject in relation to comparable properties is also provided in the addenda. The properties are further profiled in the following write-ups. The property descriptions include information on vacancy, turnover, absorption, age, competition, and the general health of the rental market, when available.

The availability of senior LIHTC is considered good. We have included two senior LIHTC comparable properties in the PMA, one of which is Phase I of the Subject development. We have also utilized two family LIHTC properties located in the PMA. Three of the four LIHTC comparables offer LIHTC and market rate units. We have also used five market rate family properties located in the PMA. Three of the five market rate properties reported senior tenancy of 10 to 14 percent. Turtle Cove reported that 80 to 90 percent of its tenants are seniors. Management reported that the property's one-story design is attractive to seniors. Overall, the availability of senior market rate data is considered good.

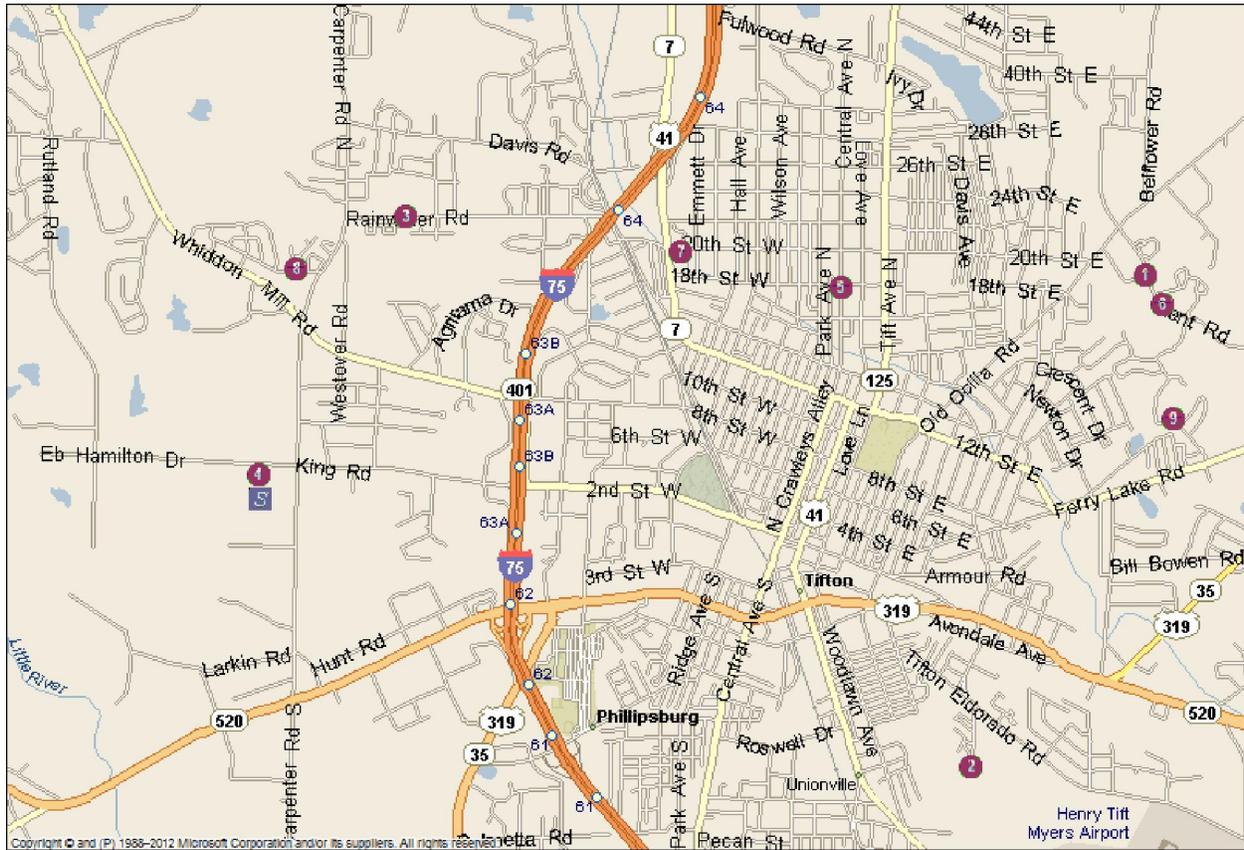
Excluded Properties

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

EXCLUDED PROPERTIES

| Property | City | Type | Tenancy | Reason for Exclusion |
|-----------------------------|--------|-------------------|-----------------|----------------------------------|
| Tifton Estates | Tifton | LIHTC | Family | Tenancy, unit types. |
| Tiffany Square | Tifton | LIHTC | Family | Inferior age/condition. |
| Pecan Central | Tifton | LIHTC | Family | Inferior age/condition. |
| Wildwood Apts | Tifton | LIHTC/RD | Family | Tenancy, subsidized. |
| Meadow Crossing | Omega | LIHTC/RD | Family | Tenancy, subsidized. |
| Meadow Wood | Tifton | Rural Development | Family | Tenancy, subsidized. |
| Village Square | Tifton | Rural Development | Family | Tenancy, subsidized. |
| Azalea Trace Apts I and II | Tifton | Section 8 | Elderly | Subsidized |
| Options for Living East One | Tifton | Section 8 | Disabled | Tenancy, subsidized. |
| Brookfield Mews Apts | Tifton | Section 8/FHA | Family | Tenancy, subsidized. |
| Tift Tower Apts | Tifton | Section 8/FHA | Elderly | Subsidized |
| Cypress Pond | Tifton | FHA | Assisted Living | Tenancy, subsidized. |
| Maple Court | Tifton | FHA | Assisted Living | Tenancy, subsidized. |
| Southern Care | Tifton | FHA | Assisted Living | Tenancy, subsidized. |
| Westbury Place | Tifton | Market | Family | Inferior age/condition. |
| Amelia Apts | Tifton | Market | Family | Inferior age/condition. |
| Park Place | Tifton | Market | Family | Could not obtain information. |
| The Gardens of Tifton | Tifton | Market | Family | Could not obtain information. |
| Huntington Apts | Tifton | Market | Family | Inferior age/condition. |
| Regency Apts | Tifton | Market | Family | Inferior age/condition. |
| Virginia Place Apts | Tifton | Market | Family | Would not provide information. |
| Crescent Ridge Apts | Tifton | Market | Family | Inferior age/condition. |
| Fullwood Point Apts | Tifton | Market | Family | Inferior age/condition. |
| Pinecreek Villas | Tifton | Market | Family | Dissimilar unit types. |
| The Homeplace Apts | Tifton | Market | Family | Tenancy, inferior age/condition. |

Comparable Rental Property Map



COMPARABLE PROPERTIES

| # | Property Name | City | Tenancy | Type | Distance |
|---|-----------------------------|--------|---------|--------------|-----------|
| 1 | Harbor Pointe | Tifton | Senior | LIHTC/Market | 4.7 miles |
| 2 | Magnolia Place | Tifton | Family | LIHTC | 4.2 miles |
| 3 | The Groves | Tifton | Family | LIHTC/Market | 1.7 miles |
| 4 | West Haven Senior Village I | Tifton | Senior | LIHTC/Market | 0.1 miles |
| 5 | Creekside Villas | Tifton | Family | Market | 3.8 miles |
| 6 | Cypress Suites | Tifton | Family | Market | 5.1 miles |
| 7 | Sunnyside Apartments | Tifton | Family | Market | 3.1 miles |
| 8 | The Oaks At Carpenter | Tifton | Family | Market | 1.3 miles |
| 9 | Turtle Cove | Tifton | Family | Market | 3.8 miles |

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

SUMMARY MATRIX

| Comp # | Project | Distance | Type / Built / Renovated | Market / Subsidy | Units | # | % | Restriction | Rent (Adj.) | Size (SF) | Max Rent? | Wait List? | Units Vacant | Vacancy Rate |
|---------|---|-----------|---|------------------|-------------------------|-----|---------|-------------|-------------|-----------|-----------|------------|--------------|--------------|
| Subject | West Haven Senior Village II 2760 EB Hamilton Drive Tifton, GA 31793 Tift County | n/a | One-story (age-restricted) Proposed | LIHTC | 1BR / 1BA | 6 | 15.00% | @50% | \$317 | 700 | yes | | N/A | N/A |
| | | | | | 1BR / 1BA | 2 | 5.00% | @60% | \$408 | 700 | yes | | N/A | N/A |
| | | | | | 2BR / 2BA | 5 | 12.50% | @50% | \$370 | 986 | yes | | N/A | N/A |
| | | | | | 2BR / 2BA | 27 | 67.50% | @60% | \$480 | 986 | yes | | N/A | N/A |
| | | | | | | 40 | 100% | | | | | | N/A | N/A |
| 1 | Harbor Pointe 88 Richards Drive Tifton, GA 31794 Tift County | 4.7 miles | Lowrise (age-restricted) 2003 | LIHTC/Mkt | 1BR / 1BA | 22 | 39.30% | @50% | \$360 | 765 | yes | Yes | 0 | 0.00% |
| | | | | | 1BR / 1BA | 6 | 10.70% | Market | \$445 | 765 | n/a | Yes | 0 | 0.00% |
| | | | | | 2BR / 1BA | 22 | 39.30% | @50% | \$400 | 1,002 | yes | Yes | 0 | 0.00% |
| | | | | | 2BR / 1BA | 6 | 10.70% | Market | \$495 | 1,002 | n/a | Yes | 0 | 0.00% |
| | | | | | | 56 | 100% | | | | | | 0 | 0.00% |
| 2 | Magnolia Place 4 Pertilla Place Tifton, GA 31794 Tift County | 4.2 miles | One-story 1995 | LIHTC | 2BR / 1BA | 19 | 51.40% | @50% | \$322 | 900 | no | No | 0 | 0.00% |
| | | | | | 3BR / 1.5BA | 18 | 48.60% | @50% | \$351 | 1,100 | no | No | 2 | 11.10% |
| | | | | | | 37 | 100% | | | | | | 2 | 5.40% |
| | | | | | | | | | | | | | | |
| 3 | The Groves 2826 Rainwater Road Tifton, GA 31793 Tift County | 1.7 miles | Garden (2 stories) 2006 | LIHTC/Mkt | 1BR / 1BA | 3 | 3.10% | @30% | \$157 | 857 | yes | Yes | N/A | N/A |
| | | | | | 1BR / 1BA | 15 | 15.60% | @50% | \$336 | 857 | no | Yes | N/A | N/A |
| | | | | | 1BR / 1BA | 1 | 1.00% | @60% | \$380 | 857 | no | Yes | N/A | N/A |
| | | | | | 1BR / 1BA | 5 | 5.20% | Market | \$485 | 475 | n/a | Yes | N/A | N/A |
| | | | | | 2BR / 2BA | 5 | 5.20% | @30% | \$182 | 1,137 | yes | Yes | N/A | N/A |
| | | | | | 2BR / 2BA | 30 | 31.20% | @50% | \$392 | 1,137 | no | Yes | N/A | N/A |
| | | | | | 2BR / 2BA | 3 | 3.10% | @60% | \$392 | 1,137 | no | Yes | N/A | N/A |
| | | | | | 2BR / 2BA | 10 | 10.40% | Market | \$560 | 1,137 | n/a | Yes | N/A | N/A |
| | | | | | 3BR / 2BA | 2 | 2.10% | @30% | \$220 | 1,270 | yes | Yes | N/A | N/A |
| | | | | | 3BR / 2BA | 15 | 15.60% | @50% | \$469 | 1,270 | no | Yes | N/A | N/A |
| | | | | | 3BR / 2BA | 2 | 2.10% | @60% | \$489 | 1,270 | no | Yes | N/A | N/A |
| | | | | | 3BR / 2BA | 5 | 5.20% | Market | \$635 | 1,270 | n/a | Yes | N/A | N/A |
| | | | | | | 96 | 100% | | | | | | 5 | 5.20% |
| 4 | West Haven Senior Village I 2760 EB Hamilton Drive Tifton, GA 31793 Tift County | 0.1 miles | One-story (age-restricted) 2011 | LIHTC/Mkt | 2BR / 2BA | 3 | 7.50% | @30% | \$176 | 975 | yes | Yes | 0 | 0.00% |
| | | | | | 2BR / 2BA | 8 | 20.00% | @50% | \$401 | 975 | yes | Yes | 0 | 0.00% |
| | | | | | 2BR / 2BA | 25 | 62.50% | @60% | \$472 | 975 | no | Yes | 0 | 0.00% |
| | | | | | 2BR / 2BA | 4 | 10.00% | Market | \$531 | 975 | n/a | Yes | 0 | 0.00% |
| | | | | | | 40 | 100% | | | | | | 0 | 0.00% |
| 5 | Creekside Villas 1685 Central Avenue N. Tifton, GA 31794 Tift County | 3.8 miles | Various (2 stories) 2014 | Market | 1BR / 1BA (Garden) | N/A | N/A | Market | \$484 | 645 | n/a | No | 0 | N/A |
| | | | | | 2BR / 1BA (Garden) | N/A | N/A | Market | \$574 | 971 | n/a | No | 0 | N/A |
| | | | | | 2BR / 1.5BA (Townhouse) | N/A | N/A | Market | \$649 | 1,154 | n/a | No | 0 | N/A |
| | | | | | 2BR / 2.5BA (Townhouse) | N/A | N/A | Market | \$699 | 1,228 | n/a | No | 0 | N/A |
| | | | | | 3BR / 2BA (Townhouse) | N/A | N/A | Market | \$788 | 1,393 | n/a | No | 0 | N/A |
| | | | | | | 24 | 100% | | | | | | 0 | 0.00% |
| 6 | Cypress Suites 98 Kent Road Tifton, GA 31794 Tift County | 5.1 miles | Garden (2 stories) 2008 | Market | 1BR / 1BA | 8 | 20.00% | Market | \$725 | 768 | n/a | No | 0 | 0.00% |
| | | | | | 2BR / 2BA | 16 | 40.00% | Market | \$875 | 1,331 | n/a | No | 1 | 6.20% |
| | | | | | 3BR / 2BA | 16 | 40.00% | Market | \$925 | 1,534 | n/a | No | 0 | 0.00% |
| | | | | | | 40 | 100% | | | | | | 1 | 2.50% |
| 7 | Sunnyside Apartments 909 20th Street West Tifton, GA 31794 Tift County | 3.1 miles | One-story 1985 | Market | Studio / 1BA | 6 | 8.30% | Market | \$419 | 288 | n/a | No | N/A | N/A |
| | | | | | 1BR / 1BA | 56 | 77.80% | Market | \$479 | 576 | n/a | No | N/A | N/A |
| | | | | | 2BR / 1BA | 7 | 9.70% | Market | \$574 | 864 | n/a | No | N/A | N/A |
| | | | | | 2BR / 2BA | 3 | 4.20% | Market | \$574 | 864 | n/a | No | N/A | N/A |
| | | | | | | 72 | 100% | | | | | | 5 | 6.90% |
| 8 | The Oaks At Carpenter 101 Oak Forest Lane Tifton, GA 31793 Tift County | 1.3 miles | Garden (2 stories) 2008 | Market | 2BR / 2BA | 20 | 55.60% | Market | \$725 | 1,050 | n/a | No | 0 | 0.00% |
| | | | | | 3BR / 2BA | 16 | 44.40% | Market | \$825 | 1,350 | n/a | No | 0 | 0.00% |
| | | | | | | 36 | 100% | | | | | | 0 | 0.00% |
| 9 | Turtle Cove 198 Osprey Circle Tifton, GA 31794 Tift County | 3.8 miles | One-story 2005 | Market | 2BR / 2BA | 20 | 100.00% | Market | \$875 | 1,100 | n/a | No | 0 | 0.00% |
| | | | | | | 20 | 100% | | | | | | 0 | 0.00% |

UNIT MATRIX REPORT

| | West Haven Senior Village | Harbor Pointe | Magnolia Place | The Groves | West Haven Senior Village I | Creekside Villas | Cypress Suites | Sunnyside Apartments | The Oaks At Carpenter | Turtle Cove |
|---|---|--------------------------------------|----------------|--------------------|--|---------------------|--------------------|----------------------|-----------------------|-------------|
| Comp # | Subject | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 |
| Property Information | | | | | | | | | | |
| Property Type | One-story (age-restricted) | Lowrise (age-restricted) (2 stories) | One-story | Garden (2 stories) | One-story (age-restricted) | Various (2 stories) | Garden (2 stories) | One-story | Garden (2 stories) | One-story |
| Year Built / Renovated Market (Conv./)Subsidy Type | Proposed LIHTC | 2003 LIHTC/Mkt | 1995 LIHTC | 2006 LIHTC/Mkt | 2011 LIHTC/Mkt | 2014 Market | 2008 Market | 1985 Market | 2008 Market | 2005 Market |
| Utility Adjustments | | | | | | | | | | |
| Cooking | no | no | no | no | no | no | no | no | no | no |
| Water Heat | no | no | no | no | no | no | no | no | no | no |
| Heat | no | no | no | no | no | no | no | no | no | no |
| Other Electric | no | no | no | no | no | no | no | no | no | no |
| Water | no | no | yes | no | no | yes | no | yes | no | no |
| Sewer | no | no | yes | no | no | yes | no | yes | no | no |
| Trash Collection | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| In-Unit Amenities | | | | | | | | | | |
| Balcony/Patio | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Blinds | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Cable/Satellite/Internet | no | no | no | no | no | no | no | no | yes | no |
| Carpeting | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Central A/C | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Dishwasher | yes | yes | no | yes | yes | yes | yes | yes | yes | yes |
| Exterior Storage | no | no | no | yes | no | no | no | yes | no | no |
| Ceiling Fan | no | no | no | yes | no | yes | yes | no | yes | no |
| Garbage Disposal | yes | yes | no | no | yes | no | yes | yes | yes | yes |
| Hand Rails | no | yes | no | no | yes | no | no | no | no | no |
| Microwave | yes | no | no | no | yes | no | no | yes | yes | no |
| Oven | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Pull Cords | no | yes | no | no | yes | no | no | no | no | no |
| Refrigerator | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Vaulted Ceilings | no | no | no | no | no | no | no | yes | no | no |
| Walk-In Closet | no | no | no | yes | no | no | no | no | no | no |
| Washer/Dryer | no | no | no | yes | no | no | no | no | no | no |
| Washer/Dryer hookup | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Property Amenities | | | | | | | | | | |
| Basketball Court | no | no | no | yes | no | no | no | no | no | no |
| Business Center/Computer Lab | yes | yes | no | yes | yes | no | no | no | no | no |
| Clubhouse/Community Room | yes | yes | yes | yes | yes | no | no | no | no | no |
| Elevators | no | yes | no | no | no | no | no | no | no | no |
| Exercise Facility | yes | no | no | yes | yes | no | no | no | no | no |
| Central Laundry | yes | yes | yes | yes | yes | no | no | yes | no | no |
| Off-Street Parking | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| On-Site Management | yes | yes | yes | yes | yes | no | no | yes | no | no |
| Picnic Area | yes | no | no | yes | yes | no | yes | no | no | no |
| Playground | no | no | yes | yes | no | no | yes | no | no | no |
| Swimming Pool | no | no | no | yes | no | no | no | no | no | no |
| Security | | | | | | | | | | |
| Perimeter Fencing | yes | no | no | yes | yes | no | no | no | no | no |
| Other Amenities | | | | | | | | | | |
| Other | Exterior covered porch located in central area. | Library | n/a | n/a | Walking path, garden, shuffle board, horse shoes | n/a | Gazebo | n/a | n/a | n/a |

RENT AND SQUARE FOOTAGE RANKING -- All rents adjusted for utilities and concessions extracted from the market.

| | | | | | |
|----------------------|--------|-----------------|-----|---------------------|--------|
| Effective Rent Date: | May-14 | Units Surveyed: | 421 | Weighted Occupancy: | 96.90% |
| | | Market Rate | 192 | Market Rate | 96.90% |
| | | Tax Credit | 229 | Tax Credit | 96.90% |

One Bedroom One Bath

Two Bedrooms Two Bath

| | Property | Average | Property | Average |
|-----------------------------|---|---|---|---------------|
| RENT | Cypress Suites | \$725 | Cypress Suites | \$875 |
| | The Groves * (M) | \$485 | Turtle Cove | \$875 |
| | Creekside Villas | \$484 | The Oaks At Carpenter | \$725 |
| | Sunnyside Apartments | \$479 | Creekside Villas (2.5BA) | \$699 |
| | Harbor Pointe * (M) | \$445 | Sunnyside Apartments | \$574 |
| | West Haven Senior Village II * (60%) | \$408 | The Groves * (M) | \$560 |
| | The Groves * (60%) | \$380 | West Haven Senior Village I * (M) | \$531 |
| | Harbor Pointe * (50%) | \$360 | Harbor Pointe * (1BA M) | \$495 |
| | The Groves * (50%) | \$336 | West Haven Senior Village II * (60%) | \$480 |
| | West Haven Senior Village II * (50%) | \$317 | West Haven Senior Village I * (60%) | \$472 |
| | The Groves * (30%) | \$157 | West Haven Senior Village I * (50%) | \$401 |
| | | | Harbor Pointe * (1BA 50%) | \$400 |
| | | | The Groves * (50%) | \$392 |
| | | | The Groves * (60%) | \$392 |
| | | West Haven Senior Village II * (50%) | \$370 | |
| | | Magnolia Place * (1BA 50%) | \$322 | |
| | | The Groves * (30%) | \$182 | |
| | | West Haven Senior Village I * (30%) | \$176 | |
| SQUARE FOOTAGE | The Groves * (30%) | 857 | Cypress Suites | 1,331 |
| | The Groves * (50%) | 857 | Creekside Villas (2.5BA) | 1,228 |
| | The Groves * (60%) | 857 | The Groves * (30%) | 1,137 |
| | Cypress Suites | 768 | The Groves * (50%) | 1,137 |
| | Harbor Pointe * (50%) | 765 | The Groves * (60%) | 1,137 |
| | Harbor Pointe * (M) | 765 | The Groves * (M) | 1,137 |
| | West Haven Senior Village II * (50%) | 700 | Turtle Cove | 1,100 |
| | West Haven Senior Village II * (60%) | 700 | The Oaks At Carpenter | 1,050 |
| | Creekside Villas | 645 | Harbor Pointe * (1BA 50%) | 1,002 |
| | Sunnyside Apartments | 576 | Harbor Pointe * (1BA M) | 1,002 |
| | The Groves * (M) | 475 | West Haven Senior Village II * (50%) | 986 |
| | | | West Haven Senior Village II * (60%) | 986 |
| | | | West Haven Senior Village I * (30%) | 975 |
| | | | West Haven Senior Village I * (50%) | 975 |
| | | West Haven Senior Village I * (60%) | 975 | |
| | | West Haven Senior Village I * (M) | 975 | |
| | | Magnolia Place * (1BA 50%) | 900 | |
| | | Sunnyside Apartments | 864 | |
| RENT PER SQUARE FOOT | The Groves * (M) | \$1.02 | Turtle Cove | \$0.80 |
| | Cypress Suites | \$0.94 | The Oaks At Carpenter | \$0.69 |
| | Sunnyside Apartments | \$0.83 | Sunnyside Apartments | \$0.66 |
| | Creekside Villas | \$0.75 | Cypress Suites | \$0.66 |
| | West Haven Senior Village II * (60%) | \$0.58 | Creekside Villas (2.5BA) | \$0.57 |
| | Harbor Pointe * (M) | \$0.58 | West Haven Senior Village I * (M) | \$0.54 |
| | Harbor Pointe * (50%) | \$0.47 | Harbor Pointe * (1BA M) | \$0.49 |
| | West Haven Senior Village II * (50%) | \$0.45 | The Groves * (M) | \$0.49 |
| | The Groves * (60%) | \$0.44 | West Haven Senior Village II * (60%) | \$0.49 |
| | The Groves * (50%) | \$0.39 | West Haven Senior Village I * (60%) | \$0.48 |
| | The Groves * (30%) | \$0.18 | West Haven Senior Village I * (50%) | \$0.41 |
| | | | Harbor Pointe * (1BA 50%) | \$0.40 |
| | | | West Haven Senior Village II * (50%) | \$0.38 |
| | | | Magnolia Place * (1BA 50%) | \$0.36 |
| | | The Groves * (50%) | \$0.34 | |
| | | The Groves * (60%) | \$0.34 | |
| | | West Haven Senior Village I * (30%) | \$0.18 | |
| | | The Groves * (30%) | \$0.16 | |

PROPERTY PROFILE REPORT

Harbor Pointe

Effective Rent Date 4/10/2014
Location 88 Richards Drive
 Tifton, GA 31794
 Tift County
Distance 4.7 miles
Units 56
Vacant Units 0
Vacancy Rate 0.0%
Type Lowrise (age-restricted) (2 stories)
Year Built/Renovated 2003 / N/A
Marketing Began N/A
Leasing Began 3/01/2003
Last Unit Leased 3/01/2004
Major Competitors The Groves
Tenant Characteristics Avg age is mid 70s. Majority from Tifton area.
Contact Name Tanya
Phone 229.388.0736



Market Information

Program @50%, Market
Annual Turnover Rate 9%
Units/Month Absorbed 5
HCV Tenants N/A
Leasing Pace Immediately
Annual Chg. in Rent Increased, amount unknown.
Concession None

Utilities

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

Unit Mix (face rent)

| Beds | Baths | Type | Units | Size (SF) | Rent | Concession (monthly) | Restriction | Waiting List | Vacant | Vacancy Rate | Max Rent? | Range |
|------|-------|---------------------|-------|-----------|-------|----------------------|-------------|--------------|--------|--------------|-----------|-------|
| 1 | 1 | Lowrise (2 stories) | 22 | 765 | \$360 | \$0 | @50% | Yes | 0 | 0.0% | yes | None |
| 1 | 1 | Lowrise (2 stories) | 6 | 765 | \$445 | \$0 | Market | Yes | 0 | 0.0% | N/A | None |
| 2 | 1 | Lowrise (2 stories) | 22 | 1,002 | \$400 | \$0 | @50% | Yes | 0 | 0.0% | yes | None |
| 2 | 1 | Lowrise (2 stories) | 6 | 1,002 | \$495 | \$0 | Market | Yes | 0 | 0.0% | N/A | None |

Unit Mix

| @50% | Face Rent | Conc. | Concd. Rent | Util. | Adj. Rent | Market | Face Rent | Conc. | Concd. Rent | Util. | Adj. Rent |
|-----------|-----------|-------|-------------|-------|-----------|-----------|-----------|-------|-------------|-------|-----------|
| 1BR / 1BA | \$360 | \$0 | \$360 | \$0 | \$360 | 1BR / 1BA | \$445 | \$0 | \$445 | \$0 | \$445 |
| 2BR / 1BA | \$400 | \$0 | \$400 | \$0 | \$400 | 2BR / 1BA | \$495 | \$0 | \$495 | \$0 | \$495 |

Harbor Pointe, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Hand Rails
Pull Cords
Washer/Dryer hookup

Blinds
Central A/C
Garbage Disposal
Oven
Refrigerator

Security

None

Services

None

Property

Business Center/Computer Lab
Elevators
Off-Street Parking

Clubhouse/Meeting
Central Laundry
On-Site Management

Premium

None

Other

Library

Comments

Management reported that there is a waiting list but could not provide the length. The number of households using vouchers was not available.

Harbor Pointe, continued

Trend Report

Vacancy Rates

| 2Q08 | 2Q09 | 3Q09 | 2Q14 |
|------|------|------|------|
| 0.0% | 0.0% | 1.8% | 0.0% |

Trend: @50%

1BR / 1BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2008 | 2 | 0.0% | \$292 | \$0 | \$292 | \$292 |
| 2009 | 2 | 0.0% | \$335 | \$0 | \$335 | \$335 |
| 2009 | 3 | 4.5% | \$335 | \$0 | \$335 | \$335 |
| 2014 | 2 | 0.0% | \$360 | \$0 | \$360 | \$360 |

2BR / 1BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2008 | 2 | 0.0% | \$316 | \$0 | \$316 | \$316 |
| 2009 | 2 | 0.0% | \$350 | \$0 | \$350 | \$350 |
| 2009 | 3 | 0.0% | \$350 | \$0 | \$350 | \$350 |
| 2014 | 2 | 0.0% | \$400 | \$0 | \$400 | \$400 |

Trend: Market

1BR / 1BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2008 | 2 | 0.0% | \$390 | \$0 | \$390 | \$390 |
| 2009 | 2 | 0.0% | \$400 | \$0 | \$400 | \$400 |
| 2009 | 3 | 0.0% | \$400 | \$0 | \$400 | \$400 |
| 2014 | 2 | 0.0% | \$445 | \$0 | \$445 | \$445 |

2BR / 1BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2008 | 2 | 0.0% | \$425 | \$0 | \$425 | \$425 |
| 2009 | 2 | 0.0% | \$445 | \$0 | \$445 | \$445 |
| 2009 | 3 | 0.0% | \$445 | \$0 | \$445 | \$445 |
| 2014 | 2 | 0.0% | \$495 | \$0 | \$495 | \$495 |

Trend: Comments

- 2Q08** The contact stated that the LIHTC rents are at the maximum allowable but, they are not. The contact calculated that the maximum allowable rent for the one- and two-bedroom units are \$434 and \$494, respectively, and the utility allowances are \$142 and \$178, respectively. The rent limits for one- and two-bedroom units set at 50 percent AMI are actually \$435 and \$522. The contact attributed the decrease in LIHTC rents in November 2007 to a change in utility allowance. Regardless, the contact stated that tenants cannot afford higher rents than what is currently offered, particularly the tenants in the market rate units because they experience a \$15 to \$25 increase per year and yet they do not make much more than the income qualified tenants, according to the contact. However, the property maintains a 100 percent occupancy rate, a waiting list, and experiences very little turnover. The contact stated that a market rate unit has not become available for two years. The contact reported that the property does not have major competitors but adjacent to Harbor Pointe is Cypress Point, which is a luxury market rate property. The management company is Boyd Management.
- 2Q09** The contact indicated that there is demand for another 50 LIHTC senior units in the area as the property typically remains full with a waiting list. The contact also indicated that tenants cannot afford a higher rent because many tenants rely on an income of \$1,000 per month or less. Rents increased in February 2009. When asked if the area could support two new senior properties, management noted that as long as rents are kept low then seniors are definitely in need of better housing than what is currently offered in the market. Market rents increased in February 2009 by 11 to 15 percent and LIHTC rents increased by three to seven percent. Management indicated that the rent increase has made leasing difficult.
- 3Q09** Contact noted that the vacant unit has an application pending. The waiting list has 28 applicants total.
- 2Q14** Management reported that there is a waiting list but could not provide the length. The number of households using vouchers was not available.

Photos



PROPERTY PROFILE REPORT

Magnolia Place

Effective Rent Date 4/11/2014
Location 4 Pertilla Place
 Tifton, GA 31794
 Tift County
Distance 4.2 miles
Units 37
Vacant Units 2
Vacancy Rate 5.4%
Type One-story
Year Built/Renovated 1995 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Meadow Crossing
Tenant Characteristics Varied tenancy from Tift County and surrounding counties; 50% seniors
Contact Name Joyce
Phone 229-382-1344



Market Information

Program @50%
Annual Turnover Rate 19%
Units/Month Absorbed 2
HCV Tenants 22%
Leasing Pace A few days.
Annual Chg. in Rent Increased 2-3%.
Concession 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 included
Sewer included
Trash Collection included

Unit Mix (face rent)

| Beds | Baths | Type | Units | Size (SF) | Rent | Concession (monthly) | Restriction | Waiting List | Vacant | Vacancy Rate | Max Rent? | Range |
|------|-------|-----------|-------|-----------|-------|----------------------|-------------|--------------|--------|--------------|-----------|-------|
| 2 | 1 | One-story | 19 | 900 | \$373 | \$0 | @50% | No | 0 | 0.0% | no | None |
| 3 | 1.5 | One-story | 18 | 1,100 | \$413 | \$0 | @50% | No | 2 | 11.1% | no | None |

Unit Mix

| @50% | Face Rent | Conc. | Concd. Rent | Util. | Adj. Rent |
|-------------|-----------|-------|-------------|-------|-----------|
| 2BR / 1BA | \$373 | \$0 | \$373 | -\$51 | \$322 |
| 3BR / 1.5BA | \$413 | \$0 | \$413 | -\$62 | \$351 |

Amenities

In-Unit

Balcony/Patio
 Carpeting
 Oven
 Washer/Dryer hookup

Blinds
 Central A/C
 Refrigerator

Security

None

Services

None

Property

Clubhouse/Meeting
 Off-Street Parking
 Playground

Central Laundry
 On-Site Management

Premium

None

Other

None

Comments

There are pending applications for both vacancies.

Magnolia Place, continued

Trend Report

Vacancy Rates

| 2Q09 | 2Q12 | 2Q13 | 2Q14 |
|------|------|------|------|
| 0.0% | 8.1% | 2.7% | 5.4% |

Trend: @50%

2BR / 1BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2009 | 2 | 0.0% | \$313 | \$0 | \$313 | \$262 |
| 2012 | 2 | 5.3% | \$348 | \$0 | \$348 | \$297 |
| 2013 | 2 | 0.0% | \$363 | \$0 | \$363 | \$312 |
| 2014 | 2 | 0.0% | \$373 | \$0 | \$373 | \$322 |

3BR / 1.5BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|-------|-----------|-------|-------------|-----------|
| 2009 | 2 | 0.0% | \$353 | \$0 | \$353 | \$291 |
| 2012 | 2 | 11.1% | \$388 | \$0 | \$388 | \$326 |
| 2013 | 2 | 5.6% | \$403 | \$0 | \$403 | \$341 |
| 2014 | 2 | 11.1% | \$413 | \$0 | \$413 | \$351 |

Trend: Comments

| | |
|------|---|
| 2Q09 | Rents have not changed since the last interview in May 2008. There is an approximate 10 household wait list. Management stated that there are Housing Choice Voucher tenants, but they were not able to provide an estimate of number of vouchers utilized at property. The property is managed by Investors Management Company (IMC). |
| 2Q12 | Rents have increased since the last interview in 2009. There is one household on the property's waiting list. The property is managed by Investors Management Company (IMC). |
| 2Q13 | Rents have increased slightly in the past year. Property manager indicated that turnover in the past year was higher than the preceding year but could not provide insight as to the cause. However, it was also indicated that vacancies fill quickly, usually within a week. The property is managed by Investors Management Company (IMC). |
| 2Q14 | There are pending applications for both vacancies. |

Photos



PROPERTY PROFILE REPORT

The Groves

| | |
|-------------------------------|--|
| Effective Rent Date | 4/10/2014 |
| Location | 2826 Rainwater Road Tifton, GA 31793 Tift County |
| Distance | 1.7 miles |
| Units | 96 |
| Vacant Units | 5 |
| Vacancy Rate | 5.2% |
| Type | Garden (2 stories) |
| Year Built/Renovated | 2006 / N/A |
| Marketing Began | N/A |
| Leasing Began | 12/19/2006 |
| Last Unit Leased | N/A |
| Major Competitors | N/A |
| Tenant Characteristics | Majority are from the Tifton area with 10% seniors. |
| Contact Name | Mary |
| Phone | 229-388-1283 |



Market Information

| | |
|-----------------------------|--------------------------|
| Program | @30%, @50%, @60%, Market |
| Annual Turnover Rate | 19% |
| Units/Month Absorbed | 3 |
| HCV Tenants | N/A |
| Leasing Pace | Pre-leased. |
| Annual Chg. in Rent | Increased 1-7%. |
| Concession | None |

Utilities

| | |
|-------------------------|--------------------------|
| A/C | not included -- central |
| Cooking | not included -- electric |
| Water Heat | not included -- gas |
| Heat | not included -- gas |
| Other Electric | not included |
| Water | not included |
| Sewer | not included |
| Trash Collection | 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) | 3 | 857 | \$157 | \$0 | @30% | Yes | N/A | N/A | yes | None |
| 1 | 1 | Garden (2 stories) | 15 | 857 | \$336 | \$0 | @50% | Yes | N/A | N/A | no | None |
| 1 | 1 | Garden (2 stories) | 1 | 857 | \$380 | \$0 | @60% | Yes | N/A | N/A | no | None |
| 1 | 1 | Garden (2 stories) | 5 | 475 | \$485 | \$0 | Market | Yes | N/A | N/A | N/A | None |
| 2 | 2 | Garden (2 stories) | 5 | 1,137 | \$182 | \$0 | @30% | Yes | N/A | N/A | yes | None |
| 2 | 2 | Garden (2 stories) | 30 | 1,137 | \$392 | \$0 | @50% | Yes | N/A | N/A | no | None |
| 2 | 2 | Garden (2 stories) | 3 | 1,137 | \$392 | \$0 | @60% | Yes | N/A | N/A | no | None |
| 2 | 2 | Garden (2 stories) | 10 | 1,137 | \$560 | \$0 | Market | Yes | N/A | N/A | N/A | None |
| 3 | 2 | Garden (2 stories) | 2 | 1,270 | \$220 | \$0 | @30% | Yes | N/A | N/A | yes | None |
| 3 | 2 | Garden (2 stories) | 15 | 1,270 | \$469 | \$0 | @50% | Yes | N/A | N/A | no | None |
| 3 | 2 | Garden (2 stories) | 2 | 1,270 | \$489 | \$0 | @60% | Yes | N/A | N/A | no | None |
| 3 | 2 | Garden (2 stories) | 5 | 1,270 | \$635 | \$0 | Market | Yes | N/A | N/A | N/A | None |

The Groves, continued

Unit Mix

| @30% | Face Rent | Conc. | Concd. Rent | Util. | Adj. Rent | @50% | Face Rent | Conc. | Concd. Rent | Util. | Adj. Rent |
|-----------|-----------|-------|-------------|-------|-----------|-----------|-----------|-------|-------------|-------|-----------|
| 1BR / 1BA | \$157 | \$0 | \$157 | \$0 | \$157 | 1BR / 1BA | \$336 | \$0 | \$336 | \$0 | \$336 |
| 2BR / 2BA | \$182 | \$0 | \$182 | \$0 | \$182 | 2BR / 2BA | \$392 | \$0 | \$392 | \$0 | \$392 |
| 3BR / 2BA | \$220 | \$0 | \$220 | \$0 | \$220 | 3BR / 2BA | \$469 | \$0 | \$469 | \$0 | \$469 |
| @60% | Face Rent | Conc. | Concd. Rent | Util. | Adj. Rent | Market | Face Rent | Conc. | Concd. Rent | Util. | Adj. Rent |
| 1BR / 1BA | \$380 | \$0 | \$380 | \$0 | \$380 | 1BR / 1BA | \$485 | \$0 | \$485 | \$0 | \$485 |
| 2BR / 2BA | \$392 | \$0 | \$392 | \$0 | \$392 | 2BR / 2BA | \$560 | \$0 | \$560 | \$0 | \$560 |
| 3BR / 2BA | \$489 | \$0 | \$489 | \$0 | \$489 | 3BR / 2BA | \$635 | \$0 | \$635 | \$0 | \$635 |

Amenities

In-Unit

Balcony/Patio
 Carpeting
 Coat Closet
 Exterior Storage
 Oven
 Walk-In Closet
 Washer/Dryer hookup

Blinds
 Central A/C
 Dishwasher
 Ceiling Fan
 Refrigerator
 Washer/Dryer

Security

Perimeter Fencing

Services

None

Property

Basketball Court
 Clubhouse/Meeting
 Central Laundry
 On-Site Management
 Playground

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

Premium

None

Other

None

Comments

There are pending applications for the five vacant units. The waiting list consists of approximately 30 households. The percentage of voucher holders was not available.

The Groves, continued

Trend Report

Vacancy Rates

| 3Q09 | 2Q12 | 2Q13 | 2Q14 |
|------|------|------|------|
| 0.0% | 0.0% | 1.0% | 5.2% |

Trend: @30%

1BR / 1BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2009 | 3 | 0.0% | \$153 | \$0 | \$153 | \$153 |
| 2012 | 2 | 0.0% | \$147 | \$0 | \$147 | \$147 |
| 2013 | 2 | 0.0% | \$147 | \$0 | \$147 | \$147 |
| 2014 | 2 | N/A | \$157 | \$0 | \$157 | \$157 |

2BR / 2BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2009 | 3 | 0.0% | \$170 | \$0 | \$170 | \$170 |
| 2012 | 2 | 0.0% | \$191 | \$0 | \$191 | \$191 |
| 2013 | 2 | 0.0% | \$191 | \$0 | \$191 | \$191 |
| 2014 | 2 | N/A | \$182 | \$0 | \$182 | \$182 |

3BR / 2BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2009 | 3 | 0.0% | \$183 | \$0 | \$183 | \$183 |
| 2012 | 2 | 0.0% | \$211 | \$0 | \$211 | \$211 |
| 2013 | 2 | 0.0% | \$211 | \$0 | \$211 | \$211 |
| 2014 | 2 | N/A | \$220 | \$0 | \$220 | \$220 |

Trend: @60%

1BR / 1BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2009 | 3 | 0.0% | \$330 | \$0 | \$330 | \$330 |
| 2012 | 2 | 0.0% | \$360 | \$0 | \$360 | \$360 |
| 2013 | 2 | 0.0% | \$370 | \$0 | \$370 | \$370 |
| 2014 | 2 | N/A | \$380 | \$0 | \$380 | \$380 |

2BR / 2BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2009 | 3 | 0.0% | \$350 | \$0 | \$350 | \$350 |
| 2012 | 2 | 0.0% | \$372 | \$0 | \$372 | \$372 |
| 2013 | 2 | 0.0% | \$382 | \$0 | \$382 | \$382 |
| 2014 | 2 | N/A | \$392 | \$0 | \$392 | \$392 |

3BR / 2BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2009 | 3 | 0.0% | \$439 | \$0 | \$439 | \$439 |
| 2012 | 2 | 0.0% | \$455 | \$0 | \$455 | \$455 |
| 2013 | 2 | 0.0% | \$479 | \$0 | \$479 | \$479 |
| 2014 | 2 | N/A | \$489 | \$0 | \$489 | \$489 |

Trend: @50%

1BR / 1BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2009 | 3 | 0.0% | \$327 | \$0 | \$327 | \$327 |
| 2012 | 2 | 0.0% | \$322 | \$0 | \$322 | \$322 |
| 2013 | 2 | 0.0% | \$326 | \$0 | \$326 | \$326 |
| 2014 | 2 | N/A | \$336 | \$0 | \$336 | \$336 |

2BR / 2BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2009 | 3 | 0.0% | \$342 | \$0 | \$342 | \$342 |
| 2012 | 2 | 0.0% | \$372 | \$0 | \$372 | \$372 |
| 2013 | 2 | 3.3% | \$382 | \$0 | \$382 | \$382 |
| 2014 | 2 | N/A | \$392 | \$0 | \$392 | \$392 |

3BR / 2BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2009 | 3 | 0.0% | \$425 | \$0 | \$425 | \$425 |
| 2012 | 2 | 0.0% | \$455 | \$0 | \$455 | \$455 |
| 2013 | 2 | 0.0% | \$459 | \$0 | \$459 | \$459 |
| 2014 | 2 | N/A | \$469 | \$0 | \$469 | \$469 |

Trend: Market

1BR / 1BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2009 | 3 | 0.0% | \$470 | \$0 | \$470 | \$470 |
| 2012 | 2 | 0.0% | \$470 | \$0 | \$470 | \$470 |
| 2013 | 2 | 0.0% | \$475 | \$0 | \$475 | \$475 |
| 2014 | 2 | N/A | \$485 | \$0 | \$485 | \$485 |

2BR / 2BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2009 | 3 | 0.0% | \$545 | \$0 | \$545 | \$545 |
| 2012 | 2 | 0.0% | \$550 | \$0 | \$550 | \$550 |
| 2013 | 2 | 0.0% | \$550 | \$0 | \$550 | \$550 |
| 2014 | 2 | N/A | \$560 | \$0 | \$560 | \$560 |

3BR / 2BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2009 | 3 | 0.0% | \$620 | \$0 | \$620 | \$620 |
| 2012 | 2 | 0.0% | \$625 | \$0 | \$625 | \$625 |
| 2013 | 2 | 0.0% | \$625 | \$0 | \$625 | \$625 |
| 2014 | 2 | N/A | \$635 | \$0 | \$635 | \$635 |

Trend: Comments

- 3Q09** The contact reported that the waiting list is long with an estimated wait time of up to two years.
- 2Q12** The associate at property indicated that they have a waiting list of 90 active applications pending.
- 2Q13** Contact stated that there is a waiting list for all apartments and that she does not believe any of the apartments are at maximum allowable rents.
- 2Q14** There are pending applications for the five vacant units. The waiting list consists of approximately 30 households. The percentage of voucher holders was not available.

The Groves, continued

Photos



PROPERTY PROFILE REPORT

West Haven Senior Village I

Effective Rent Date 4/14/2014
Location 2760 EB Hamilton Drive
 Tifton, GA 31793
 Tift County
Distance 0.1 miles
Units 40
Vacant Units 0
Vacancy Rate 0.0%
Type One-story (age-restricted)
Year Built/Renovated 2011 / N/A
Marketing Began N/A
Leasing Began 6/01/2011
Last Unit Leased 10/30/2011
Major Competitors Harbor Pointe
Tenant Characteristics Seniors 55+, mostly from Tift County. and surrounding counties.
Contact Name Carla
Phone 229-382-2181



Market Information

Program @30%, @50%, @60%, Market
Annual Turnover Rate 13%
Units/Month Absorbed 8
HCV Tenants 8%
Leasing Pace Pre-leased.
Annual Chg. in Rent Increased 2-3%.
Concession None

Utilities

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

Unit Mix (face rent)

| Beds | Baths | Type | Units | Size (SF) | Rent | Concession (monthly) | Restriction | Waiting List | Vacant | Vacancy Rate | Max Rent? | Range |
|------|-------|-----------|-------|-----------|-------|----------------------|-------------|--------------|--------|--------------|-----------|-------|
| 2 | 2 | One-story | 3 | 975 | \$176 | \$0 | @30% | Yes | 0 | 0.0% | yes | None |
| 2 | 2 | One-story | 8 | 975 | \$401 | \$0 | @50% | Yes | 0 | 0.0% | yes | None |
| 2 | 2 | One-story | 25 | 975 | \$472 | \$0 | @60% | Yes | 0 | 0.0% | no | None |
| 2 | 2 | One-story | 4 | 975 | \$531 | \$0 | Market | Yes | 0 | 0.0% | N/A | None |

Unit Mix

| @30% | Face Rent | Conc. | Concd. Rent | Util. | Adj. Rent | @50% | Face Rent | Conc. | Concd. Rent | Util. | Adj. Rent |
|-----------|-----------|-------|-------------|-------|-----------|-----------|-----------|-------|-------------|-------|-----------|
| 2BR / 2BA | \$176 | \$0 | \$176 | \$0 | \$176 | 2BR / 2BA | \$401 | \$0 | \$401 | \$0 | \$401 |
| @60% | Face Rent | Conc. | Concd. Rent | Util. | Adj. Rent | Market | Face Rent | Conc. | Concd. Rent | Util. | Adj. Rent |
| 2BR / 2BA | \$472 | \$0 | \$472 | \$0 | \$472 | 2BR / 2BA | \$531 | \$0 | \$531 | \$0 | \$531 |

West Haven Senior Village I, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Hand Rails
Oven
Refrigerator

Blinds
Central A/C
Garbage Disposal
Microwave
Pull Cords
Washer/Dryer hookup

Security

Perimeter Fencing

Services

None

Property

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

Clubhouse/Meeting
Central Laundry
On-Site Management

Premium

None

Other

Walking path, garden,

Comments

The waiting list consists of three households for the 30 percent units, two households for the 50 and 60 percent units, and four households for the market rate units. Management believes there is strong demand for additional affordable housing in the local area. Tenants are originating from Tifton, other towns in Tift County, surrounding counties, and out of state.

Photos



PROPERTY PROFILE REPORT

Creekside Villas

| | |
|-------------------------------|---|
| Effective Rent Date | 5/13/2014 |
| Location | 1685 Central Avenue N. Tifton, GA 31794 Tift County |
| Distance | 3.8 miles |
| Units | 24 |
| Vacant Units | 0 |
| Vacancy Rate | 0.0% |
| Type | Various (2 stories) |
| Year Built/Renovated | 2014 / N/A |
| Marketing Began | N/A |
| Leasing Began | N/A |
| Last Unit Leased | N/A |
| Major Competitors | N/A |
| Tenant Characteristics | Singles, families, and seniors from Tifton. 13% seniors. |
| Contact Name | Allison |
| Phone | 229-386-9931 |



Market Information

| | |
|-----------------------------|--------|
| Program | Market |
| Annual Turnover Rate | N/A |
| Units/Month Absorbed | N/A |
| HCV Tenants | 0% |
| Leasing Pace | N/A |
| Annual Chg. in Rent | None |
| Concession | None |

Utilities

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

Unit Mix (face rent)

| Beds | Baths | Type | Units | Size (SF) | Rent | Concession (monthly) | Restriction | Waiting List | Vacant | Vacancy Rate | Max Rent? | Range |
|------|-------|-----------|-------|-----------|-------|----------------------|-------------|--------------|--------|--------------|-----------|-------|
| 1 | 1 | Garden | N/A | 645 | \$525 | \$0 | Market | No | 0 | N/A | N/A | None |
| 2 | 1 | Garden | N/A | 971 | \$625 | \$0 | Market | No | 0 | N/A | N/A | None |
| 2 | 1.5 | Townhouse | N/A | 1,154 | \$700 | \$0 | Market | No | 0 | N/A | N/A | None |
| 2 | 2.5 | Townhouse | N/A | 1,228 | \$750 | \$0 | Market | No | 0 | N/A | N/A | None |
| 3 | 2 | Townhouse | N/A | 1,393 | \$850 | \$0 | Market | No | 0 | N/A | N/A | None |

Unit Mix

| Market | Face Rent | Conc. | Concd. Rent | Util. | Adj. Rent |
|-------------|-----------|-------|-------------|-------|-----------|
| 1BR / 1BA | \$525 | \$0 | \$525 | -\$41 | \$484 |
| 2BR / 1BA | \$625 | \$0 | \$625 | -\$51 | \$574 |
| 2BR / 1.5BA | \$700 | \$0 | \$700 | -\$51 | \$649 |
| 2BR / 2.5BA | \$750 | \$0 | \$750 | -\$51 | \$699 |
| 3BR / 2BA | \$850 | \$0 | \$850 | -\$62 | \$788 |

Creekside Villas, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Oven
Washer/Dryer hookup

Blinds
Central A/C
Ceiling Fan
Refrigerator

Security

None

Services

None

Property

Off-Street Parking

Premium

None

Other

None

Comments

The property currently consists of 24 units. All of the existing units are leased. The remaining eight units are under construction and are expected to be completed by July 2014. Management reported that units were leased upon each building receiving a certificate of occupancy. Therefore, the absorption pace was not available. However, management stated that the units have been leasing quickly once they are available. Vouchers are not accepted.

Photos



PROPERTY PROFILE REPORT

Cypress Suites

| | |
|-------------------------------|---|
| Effective Rent Date | 4/14/2014 |
| Location | 98 Kent Road Tifton, GA 31794 Tift County |
| Distance | 5.1 miles |
| Units | 40 |
| Vacant Units | 1 |
| Vacancy Rate | 2.5% |
| Type | Garden (2 stories) |
| Year Built/Renovated | 2008 / N/A |
| Marketing Began | N/A |
| Leasing Began | 1/14/2008 |
| Last Unit Leased | N/A |
| Major Competitors | Virginia Place, Cottage Creek |
| Tenant Characteristics | Mixed tenancy, predominately working professionals, with 10% seniors. |
| Contact Name | Julie Walker |
| Phone | 229-386-2727 |



Market Information

| | |
|-----------------------------|-------------------|
| Program | Market |
| Annual Turnover Rate | 20% |
| Units/Month Absorbed | 7 |
| HCV Tenants | 0% |
| Leasing Pace | Up to two months. |
| Annual Chg. in Rent | None |
| Concession | None |

Utilities

| | |
|-------------------------|--------------------------|
| A/C | not included -- central |
| Cooking | not included -- electric |
| Water Heat | not included -- electric |
| Heat | not included -- electric |
| Other Electric | not included |
| Water | not included |
| Sewer | not included |
| Trash Collection | 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) | 8 | 768 | \$725 | \$0 | Market | No | 0 | 0.0% | N/A | None |
| 2 | 2 | Garden (2 stories) | 16 | 1,331 | \$875 | \$0 | Market | No | 1 | 6.2% | N/A | None |
| 3 | 2 | Garden (2 stories) | 16 | 1,534 | \$925 | \$0 | Market | No | 0 | 0.0% | N/A | None |

Unit Mix

| Market | Face Rent | Conc. | Concd. Rent | Util. | Adj. Rent |
|-----------|-----------|-------|-------------|-------|-----------|
| 1BR / 1BA | \$725 | \$0 | \$725 | \$0 | \$725 |
| 2BR / 2BA | \$875 | \$0 | \$875 | \$0 | \$875 |
| 3BR / 2BA | \$925 | \$0 | \$925 | \$0 | \$925 |

Cypress Suites, continued

Amenities

In-Unit

Balcony/Patio
Carpet/Hardwood
Central A/C
Dishwasher
Garbage Disposal
Refrigerator

Blinds
Carpeting
Coat Closet
Ceiling Fan
Oven
Washer/Dryer hookup

Security

None

Services

None

Property

Off-Street Parking
Playground

Picnic Area

Premium

None

Other

Gazebo

Comments

Management believes the local rental market is stable but could not comment on the level of demand for affordable housing.

Trend Report

Vacancy Rates

| 3Q09 | 2Q12 | 2Q13 | 2Q14 |
|-------|------|------|------|
| 15.0% | 2.5% | 8.3% | 2.5% |

Trend: Market

1BR / 1BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|-------|-----------|-------|-------------|-----------|
| 2009 | 3 | 25.0% | \$695 | \$0 | \$695 | \$695 |
| 2012 | 2 | 0.0% | \$725 | \$0 | \$725 | \$725 |
| 2013 | 2 | 0.0% | \$725 | \$0 | \$725 | \$725 |
| 2014 | 2 | 0.0% | \$725 | \$0 | \$725 | \$725 |

2BR / 2BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2009 | 3 | 0.0% | \$850 | \$0 | \$850 | \$850 |
| 2012 | 2 | 0.0% | \$875 | \$0 | \$875 | \$875 |
| 2013 | 2 | 6.2% | \$875 | \$0 | \$875 | \$875 |
| 2014 | 2 | 6.2% | \$875 | \$0 | \$875 | \$875 |

3BR / 2BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|-------|-----------|-------|-------------|-----------|
| 2009 | 3 | 25.0% | \$925 | \$0 | \$925 | \$925 |
| 2012 | 2 | 8.3% | \$925 | \$0 | \$925 | \$925 |
| 2013 | 2 | 16.7% | \$925 | \$0 | \$925 | \$925 |
| 2014 | 2 | 0.0% | \$925 | \$0 | \$925 | \$925 |

Trend: Comments

- 3Q09** Contact stated that two of the vacant units have pending applications.

- 2Q12** Property Manager stated that they have remained about 100 percent occupancy in their 1 bedrooms for the last 12 weeks, and 2 bedrooms 100 percent occupied for almost 2 years. Their strong occupancy has allowed for them to increase rents across the board she says. She was not able to give a annual turnover rate, as she said it just varies too much seasonally.

They do not accept housing choice voucher tenants.

- 2Q13** Property manager stated that the annual turnover rate is approximately six or seven units, but these are filled within two months in general. Manager also stated that there is a Phase 2 in development given the strong demand for luxury apartments in the area, which she said was a niche not filled by any nearby housing developments.

They do not accept housing choice voucher tenants.

- 2Q14** Management believes the local rental market is stable but could not comment on the level of demand for affordable housing.

Photos



PROPERTY PROFILE REPORT

Sunnyside Apartments

| | |
|-------------------------------|---|
| Effective Rent Date | 4/10/2014 |
| Location | 909 20th Street West Tifton, GA 31794 Tift County |
| Distance | 3.1 miles |
| Units | 72 |
| Vacant Units | 5 |
| Vacancy Rate | 6.9% |
| Type | One-story |
| Year Built/Renovated | 1985 / N/A |
| Marketing Began | N/A |
| Leasing Began | N/A |
| Last Unit Leased | N/A |
| Major Competitors | Amelia Apartments, Park Place, Huntington |
| Tenant Characteristics | Students, single, couples, 14 percent seniors |
| Contact Name | Carol |
| Phone | 229-386-2066 |



Market Information

| | |
|-----------------------------|--------------|
| Program | Market |
| Annual Turnover Rate | 60% |
| Units/Month Absorbed | N/A |
| HCV Tenants | 0% |
| Leasing Pace | A few weeks. |
| Annual Chg. in Rent | None |
| Concession | None |

Utilities

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

Unit Mix (face rent)

| Beds | Baths | Type | Units | Size (SF) | Rent | Concession (monthly) | Restriction | Waiting List | Vacant | Vacancy Rate | Max Rent? | Range |
|------|-------|-----------|-------|-----------|-------|----------------------|-------------|--------------|--------|--------------|-----------|-------|
| 0 | 1 | One-story | 6 | 288 | \$450 | \$0 | Market | No | N/A | N/A | N/A | None |
| 1 | 1 | One-story | 56 | 576 | \$520 | \$0 | Market | No | N/A | N/A | N/A | None |
| 2 | 1 | One-story | 7 | 864 | \$625 | \$0 | Market | No | N/A | N/A | N/A | None |
| 2 | 2 | One-story | 3 | 864 | \$625 | \$0 | Market | No | N/A | N/A | N/A | None |

Unit Mix

| Market | Face Rent | Conc. | Concd. Rent | Util. | Adj. Rent |
|--------------|-----------|-------|-------------|-------|-----------|
| Studio / 1BA | \$450 | \$0 | \$450 | -\$31 | \$419 |
| 1BR / 1BA | \$520 | \$0 | \$520 | -\$41 | \$479 |
| 2BR / 1BA | \$625 | \$0 | \$625 | -\$51 | \$574 |
| 2BR / 2BA | \$625 | \$0 | \$625 | -\$51 | \$574 |

Sunnyside Apartments, continued

Amenities

In-Unit

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

Blinds
Central A/C
Dishwasher
Garbage Disposal
Oven
Vaulted Ceilings

Security

None

Services

None

Property

Central Laundry
On-Site Management

Off-Street Parking

Premium

None

Other

None

Comments

There is one pending application. Management reported a high student tenancy.

Sunnyside Apartments, continued

Trend Report

Vacancy Rates

| 2Q08 | 2Q09 | 3Q09 | 2Q14 |
|------|------|------|------|
| 0.0% | 0.0% | 0.0% | 6.9% |

Trend: Market

1BR / 1BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2008 | 2 | 0.0% | \$549 | \$0 | \$549 | \$508 |
| 2009 | 2 | 0.0% | \$549 | \$0 | \$549 | \$508 |
| 2009 | 3 | 0.0% | \$549 | \$0 | \$549 | \$508 |
| 2014 | 2 | N/A | \$520 | \$0 | \$520 | \$479 |

2BR / 1BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2008 | 2 | 0.0% | \$629 | \$0 | \$629 | \$578 |
| 2009 | 2 | 0.0% | \$629 | \$0 | \$629 | \$578 |
| 2009 | 3 | 0.0% | \$629 | \$0 | \$629 | \$578 |
| 2014 | 2 | N/A | \$625 | \$0 | \$625 | \$574 |

2BR / 2BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2008 | 2 | 0.0% | \$649 | \$0 | \$649 | \$598 |
| 2009 | 2 | 0.0% | \$649 | \$0 | \$649 | \$598 |
| 2009 | 3 | 0.0% | \$649 | \$0 | \$649 | \$598 |
| 2014 | 2 | N/A | \$625 | \$0 | \$625 | \$574 |

Studio / 1BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2008 | 2 | 0.0% | \$499 | \$0 | \$499 | \$468 |
| 2009 | 2 | 0.0% | \$499 | \$0 | \$499 | \$468 |
| 2009 | 3 | 0.0% | \$499 | \$0 | \$499 | \$468 |
| 2014 | 2 | N/A | \$450 | \$0 | \$450 | \$419 |

Trend: Comments

| | |
|------|--|
| 2Q08 | The asking rents at the property for the efficiency, one-, and two-bedroom units are: \$479, \$529, \$609, and \$629. However, tenants are charged a flat fee of \$20 for water, sewer, and trash collection in addition to these rents. Therefore, we have added \$20 to each rent to account for these services. The contact reported that the \$10 rent increase for the one-bedroom units occurred in April 2008. The one-bedroom units experienced a \$10 increased. The contact reported that demand for housing in the area remains strong. |
| 2Q09 | Contact had no additional comments. |
| 3Q09 | N/A |
| 2Q14 | There is one pending application. Management reported a high student tenancy. |

Photos



PROPERTY PROFILE REPORT

The Oaks At Carpenter

| | |
|-------------------------------|---|
| Effective Rent Date | 4/10/2014 |
| Location | 101 Oak Forest Lane Tifton, GA 31793 Tift County |
| Distance | 1.3 miles |
| Units | 36 |
| Vacant Units | 0 |
| Vacancy Rate | 0.0% |
| Type | Garden (2 stories) |
| Year Built/Renovated | 2008 / N/A |
| Marketing Began | N/A |
| Leasing Began | N/A |
| Last Unit Leased | N/A |
| Major Competitors | N/A |
| Tenant Characteristics | Varied tenancy from the local area, mostly families, few seniors. |
| Contact Name | Carol Stewart |
| Phone | 229-850-0970 |



Market Information

| | |
|-----------------------------|--------|
| Program | Market |
| Annual Turnover Rate | 30% |
| Units/Month Absorbed | N/A |
| HCV Tenants | 0% |
| Leasing Pace | N/A |
| Annual Chg. in Rent | None |
| Concession | None |

Utilities

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

Unit Mix (face rent)

| Beds | Baths | Type | Units | Size (SF) | Rent | Concession (monthly) | Restriction | Waiting List | Vacant | Vacancy Rate | Max Rent? | Range |
|------|-------|--------------------|-------|-----------|-------|----------------------|-------------|--------------|--------|--------------|-----------|-------|
| 2 | 2 | Garden (2 stories) | 20 | 1,050 | \$725 | \$0 | Market | No | 0 | 0.0% | N/A | None |
| 3 | 2 | Garden (2 stories) | 16 | 1,350 | \$825 | \$0 | Market | No | 0 | 0.0% | N/A | None |

Unit Mix

| Market | Face Rent | Conc. | Concd. Rent | Util. | Adj. Rent |
|-----------|-----------|-------|-------------|-------|-----------|
| 2BR / 2BA | \$725 | \$0 | \$725 | \$0 | \$725 |
| 3BR / 2BA | \$825 | \$0 | \$825 | \$0 | \$825 |

Amenities

| In-Unit | Security | Services |
|--------------------------|----------|----------|
| Balcony/Patio | None | None |
| Cable/Satellite/Internet | | |
| Central A/C | | |
| Ceiling Fan | | |
| Microwave | | |
| Refrigerator | | |
| Blinds | | |
| Carpeting | | |
| Dishwasher | | |
| Garbage Disposal | | |
| Oven | | |
| Washer/Dryer hookup | | |
| Property | Premium | Other |
| Off-Street Parking | None | None |

The Oaks At Carpenter, continued

Comments

According to management, there are currently two additional buildings under construction at the property. In total, the new buildings will offer eight, two-bedroom units and eight, three-bedroom units. Construction is expected to be complete by year end 2014.

The Oaks At Carpenter, continued

Trend Report

Vacancy Rates

| 2Q09 | 2Q12 | 2Q13 | 2Q14 |
|-------|------|------|------|
| 31.2% | 0.0% | 0.0% | 0.0% |

Trend: Market

2BR / 2BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|-------|-----------|-------|-------------|-----------|
| 2009 | 2 | 25.0% | \$695 | \$0 | \$695 | \$695 |
| 2012 | 2 | 0.0% | \$695 | \$0 | \$695 | \$695 |
| 2013 | 2 | 0.0% | \$725 | \$0 | \$725 | \$725 |
| 2014 | 2 | 0.0% | \$725 | \$0 | \$725 | \$725 |

3BR / 2BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|-------|-----------|-------|-------------|-----------|
| 2009 | 2 | 37.5% | \$795 | \$0 | \$795 | \$795 |
| 2012 | 2 | 0.0% | \$795 | \$0 | \$795 | \$795 |
| 2013 | 2 | 0.0% | \$825 | \$0 | \$825 | \$825 |
| 2014 | 2 | 0.0% | \$825 | \$0 | \$825 | \$825 |

Trend: Comments

2Q09 Two of the vacant units have applications pending.

2Q12 Todd Buckner is the private owner now of The Oaks at Carpenter. To meet the demand Todd is seing in the market; he has also built an additional 12 units, eight of them 2x2 and four additional 3x2 floor plans. He stated there is an incredible demand for market rate properties, and he is currently interested in building 8 more units. He stated he had no problem leasing the newly built units and keeping them occupied. He currently has a waiting list of one person and stated they maintain 97 percent occupancy consistantly.

2Q13 Contact stated that the property now consists of 36 units. There are three vacant three-bedroom apartments all currently have extensive renovations completed. The property has received many inquiries about these three-bedroom apartments.

2Q14 According to management, there are currently two additional buildings under construction at the property. In total, the new buildings will offer eight, two-bedroom units and eight, three-bedroom units. Construction is expected to be complete by year end 2014.

Photos



PROPERTY PROFILE REPORT

Turtle Cove

| | |
|-------------------------------|---|
| Effective Rent Date | 4/14/2014 |
| Location | 198 Osprey Circle Tifton, GA 31794 Tift County |
| Distance | 3.8 miles |
| Units | 20 |
| Vacant Units | 0 |
| Vacancy Rate | 0.0% |
| Type | One-story |
| Year Built/Renovated | 2005 / N/A |
| Marketing Began | N/A |
| Leasing Began | N/A |
| Last Unit Leased | N/A |
| Major Competitors | N/A |
| Tenant Characteristics | Couples, small families, and seniors from the local area. |
| Contact Name | Julie Walker |
| Phone | 229-386-2727 |



Market Information

| | |
|-----------------------------|--------------|
| Program | Market |
| Annual Turnover Rate | 10% |
| Units/Month Absorbed | N/A |
| HCV Tenants | 0% |
| Leasing Pace | A few weeks. |
| Annual Chg. in Rent | None |
| Concession | None |

Utilities

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

Unit Mix (face rent)

| Beds | Baths | Type | Units | Size (SF) | Rent | Concession (monthly) | Restriction | Waiting List | Vacant | Vacancy Rate | Max Rent? | Range |
|------|-------|-----------|-------|-----------|-------|----------------------|-------------|--------------|--------|--------------|-----------|-------|
| 2 | 2 | One-story | 20 | 1,100 | \$875 | \$0 | Market | No | 0 | 0.0% | N/A | None |

Unit Mix

| Market | Face Rent | Conc. | Concd. Rent | Util. | Adj. Rent |
|-----------|-----------|-------|-------------|-------|-----------|
| 2BR / 2BA | \$875 | \$0 | \$875 | \$0 | \$875 |

Amenities

| In-Unit | Security | Services |
|---------------------|----------|----------|
| Balcony/Patio | None | None |
| Carpeting | | |
| Coat Closet | | |
| Garbage Disposal | | |
| Refrigerator | | |
| Blinds | | |
| Central A/C | | |
| Dishwasher | | |
| Oven | | |
| Washer/Dryer hookup | | |
| Property | Premium | Other |
| Off-Street Parking | None | None |

Comments

The contact estimated that approximately 80 to 90 percent of the units are occupied by senior households.

Turtle Cove, continued

Trend Report

Vacancy Rates

| 2Q08 | 2Q09 | 3Q09 | 2Q14 |
|------|------|------|------|
| 0.0% | 0.0% | 0.0% | 0.0% |

Trend: Market

1BR / 1BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2008 | 2 | N/A | \$725 | \$0 | \$725 | \$725 |

2BR / 2BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2008 | 2 | N/A | \$850 | \$0 | \$850 | \$850 |
| 2009 | 2 | 0.0% | \$825 | \$0 | \$825 | \$825 |
| 2009 | 3 | 0.0% | \$825 | \$0 | \$825 | \$825 |
| 2014 | 2 | 0.0% | \$875 | \$0 | \$875 | \$875 |

3BR / 2BA

| Year | QT | Vac. | Face Rent | Conc. | Concd. Rent | Adj. Rent |
|------|----|------|-----------|-------|-------------|-----------|
| 2008 | 2 | N/A | \$975 | \$0 | \$975 | \$975 |

Trend: Comments

- 2Q08** The contact could not report market characteristics. Turtle Cove is managed by Heartwood Homes, which also manages other rental properties including Cypress Suites and for sale developments.
- 2Q09** Prior interviews show that the property offers one- and three-bedroom units but the contact indicated that the property only offers two-bedroom units. The contact estimated that approximately 15 out of the 20 units are occupied by senior households with a senior age 55 or older.
- 3Q09** The contact estimated that approximately 15 out of the 20 units are occupied by senior households with an average age 55 or older.
- 2Q14** The contact estimated that approximately 80 to 90 percent of the units are occupied by senior households.

Photos



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

Housing Choice Vouchers

TENANTS WITH VOUCHERS

| Comparable Property | Rent Structure | Tenancy | Housing Choice Voucher Tenants |
|-----------------------------|----------------|---------|--------------------------------|
| Harbor Pointe | LIHTC/Market | Senior | N/Av |
| Magnolia Place | LIHTC | Family | 22% |
| The Groves | LIHTC/Market | Family | N/Av |
| West Haven Senior Village I | LIHTC/Market | Senior | 8% |
| Creekside Villas | Market | Family | 0% |
| Cypress Suites | Market | Family | 0% |
| Sunnyside Apartments | Market | Family | 0% |
| The Oaks At Carpenter | Market | Family | 0% |
| Turtle Cove | Market | Family | 0% |

As illustrated in the previous table, Housing Choice Voucher (HCV) reliance is low in the market. Management at Harbor Pointe and The Groves could not provide voucher information. West Haven Senior Village I reported voucher usage of less than 10 percent. West Haven Senior Village I is the newest LIHTC property in the market and is achieving the highest rents. None of the comparable market rate properties accept vouchers. We expect the Subject's voucher tenancy to be in line with West Haven Senior Village I.

Waiting Lists

The following table illustrates the presence of waiting lists at the comparable properties, where applicable.

WAITING LISTS

| Comparable Property | Rent Structure | Tenancy | Length of Waiting List |
|-----------------------------|----------------|---------|------------------------|
| Harbor Pointe | LIHTC/Market | Senior | Yes, length N/Av |
| Magnolia Place | LIHTC | Family | None |
| The Groves | LIHTC/Market | Family | 30 households |
| West Haven Senior Village I | LIHTC/Market | Senior | 9 households |
| Creekside Villas | Market | Family | None |
| Cypress Suites | Market | Family | None |
| Sunnyside Apartments | Market | Family | None |
| The Oaks At Carpenter | Market | Family | None |
| Turtle Cove | Market | Family | None |

As the previous table illustrates, three of the nine comparables maintain waiting lists, including both senior properties. The presence of waiting lists at the senior LIHTC comparables is a positive indication of demand for additional senior housing. Based on the performance of the comparable properties, we expect the Subject to maintain a short waiting list, at a minimum, following stabilization.

Lease Up History

We were able to obtain absorption information from several LIHTC and market rate properties in Tifton. Several of these properties have been used as comparables in our report.

ABSORPTION

| Comparable Property | Rent Structure | Tenancy | Year Built | Number of Units | Units Absorbed / Month |
|-----------------------------|----------------|---------|------------|-----------------|------------------------|
| West Haven Senior Village I | LIHTC/Market | Senior | 2011 | 40 | 8 |
| Tifton Estates | LIHTC/Market | Family | 2010 | 34 | 8 |
| Cypress Suites | Market | Family | 2008 | 40 | 7 |
| The Groves | LIHTC/Market | Family | 2006 | 96 | 3 |
| Harbor Pointe | LIHTC/Market | Senior | 2003 | 56 | 5 |
| Average | | | | | 6 |

As illustrated in the previous table, the properties constructed between 2003 and 2011 reported absorption rates of three to eight units per month, with an average of six units per month. West Haven Senior Village I, the Subject’s sister property, is the newest LIHTC comparable in the market. It experienced one of the fastest absorption rates of any LIHTC property. West Haven Senior Village I is currently fully occupied with a waiting list of nine households. The Subject will likely benefit from being a subsequent phase of an existing development. Based upon the surveyed properties, we expect the Subject to experience an absorption pace of eight units per month, which equates to an absorption period of approximately five months for the Subject to reach 93 percent occupancy.

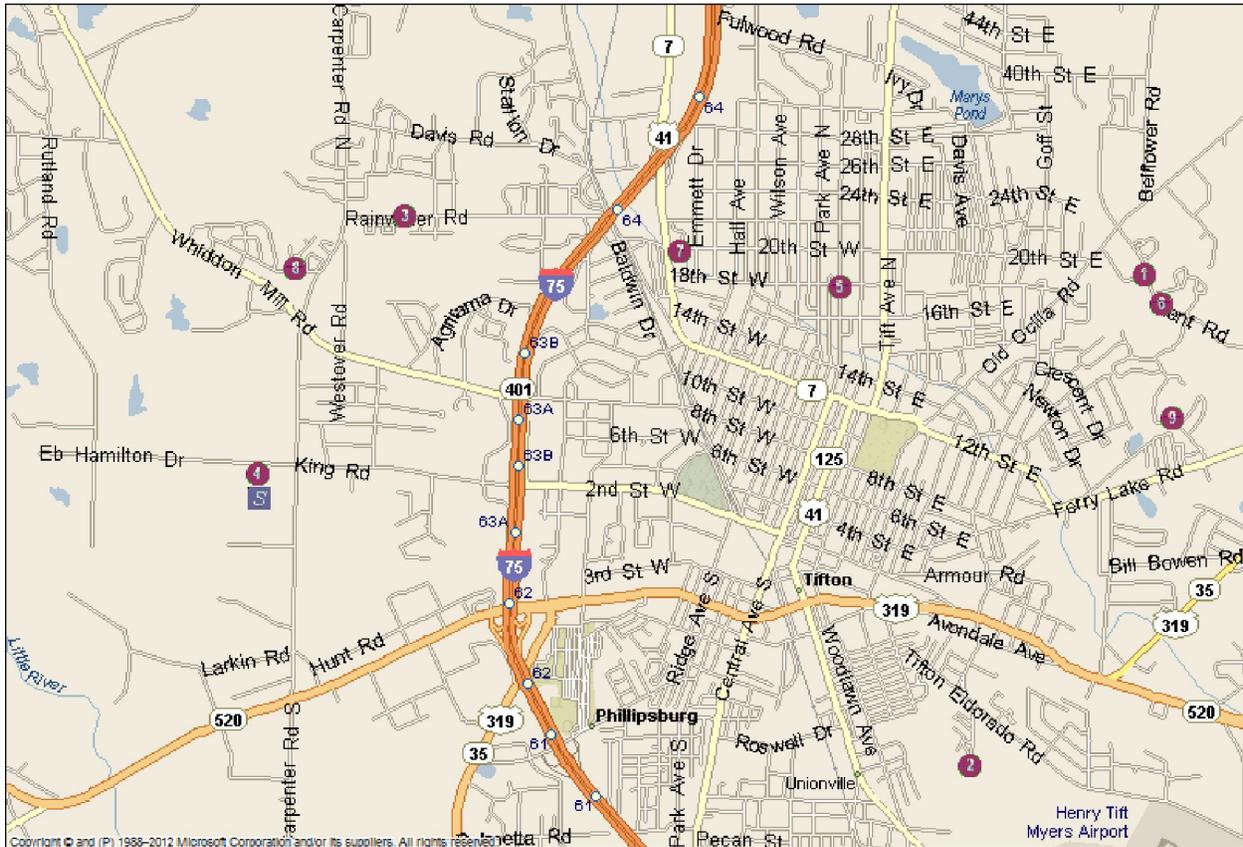
Phased Developments

The Subject will be the second phase of the West Haven Senior Village development. Phase I was constructed in 2011 and is fully occupied with a waiting list.

Rural Areas

The Subject is located in a rural area. There is adequate senior LIHTC and market rate data.

3. Competitive Project Map



COMPETITIVE PROJECTS MAP

| # | Property Name | City | Tenancy | Type | Distance |
|---|-----------------------------|--------|---------|--------------|-----------|
| 1 | Harbor Pointe | Tifton | Senior | LIHTC/Market | 4.7 miles |
| 2 | Magnolia Place | Tifton | Family | LIHTC | 4.2 miles |
| 3 | The Groves | Tifton | Family | LIHTC/Market | 1.7 miles |
| 4 | West Haven Senior Village I | Tifton | Senior | LIHTC/Market | 0.1 miles |
| 5 | Creeside Villas | Tifton | Family | Market | 3.8 miles |
| 6 | Cypress Suites | Tifton | Family | Market | 5.1 miles |
| 7 | Sunnyside Apartments | Tifton | Family | Market | 3.1 miles |
| 8 | The Oaks At Carpenter | Tifton | Family | Market | 1.3 miles |
| 9 | Turtle Cove | Tifton | Family | Market | 3.8 miles |

4. Amenities

A detailed description of amenities included in both the Subject and the comparable properties can be found in the amenity matrix below. The matrix has been color coded. Those properties that offer an amenity that the Subject does not offer are shaded in red, while those properties that do not offer an amenity that the Subject does offer are shaded in blue. Thus, the inferior properties can be identified by the blue and the superior properties can be identified by the red.

UNIT MATRIX REPORT

| | West Haven Senior Village | Harbor Pointe | Magnolia Place | The Groves | West Haven Senior Village I | Creekside Villas | Cypress Suites | Sunnyside Apartments | The Oaks At Carpenter | Turtle Cove |
|---|---|--------------------------------------|----------------|--------------------|--|---------------------|--------------------|----------------------|-----------------------|-------------|
| Comp # | Subject | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 |
| Property Information | | | | | | | | | | |
| Property Type | One-story (age-restricted) | Lowrise (age-restricted) (2 stories) | One-story | Garden (2 stories) | One-story (age-restricted) | Various (2 stories) | Garden (2 stories) | One-story | Garden (2 stories) | One-story |
| Year Built / Renovated Market (Conv./)Subsidy Type | Proposed LIHTC | 2003 LIHTC/Mkt | 1995 LIHTC | 2006 LIHTC/Mkt | 2011 LIHTC/Mkt | 2014 Market | 2008 Market | 1985 Market | 2008 Market | 2005 Market |
| Utility Adjustments | | | | | | | | | | |
| Cooking | no | no | no | no | no | no | no | no | no | no |
| Water Heat | no | no | no | no | no | no | no | no | no | no |
| Heat | no | no | no | no | no | no | no | no | no | no |
| Other Electric | no | no | no | no | no | no | no | no | no | no |
| Water | no | no | yes | no | no | yes | no | yes | no | no |
| Sewer | no | no | yes | no | no | yes | no | yes | no | no |
| Trash Collection | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| In-Unit Amenities | | | | | | | | | | |
| Balcony/Patio | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Blinds | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Cable/Satellite/Internet | no | no | no | no | no | no | no | no | yes | no |
| Carpeting | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Central A/C | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Dishwasher | yes | yes | no | yes | yes | yes | yes | yes | yes | yes |
| Exterior Storage | no | no | no | yes | no | no | no | yes | no | no |
| Ceiling Fan | no | no | no | yes | no | yes | yes | no | yes | no |
| Garbage Disposal | yes | yes | no | no | yes | no | yes | yes | yes | yes |
| Hand Rails | no | yes | no | no | yes | no | no | no | no | no |
| Microwave | yes | no | no | no | yes | no | no | yes | yes | no |
| Oven | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Pull Cords | no | yes | no | no | yes | no | no | no | no | no |
| Refrigerator | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Vaulted Ceilings | no | no | no | no | no | no | no | yes | no | no |
| Walk-In Closet | no | no | no | yes | no | no | no | no | no | no |
| Washer/Dryer | no | no | no | yes | no | no | no | no | no | no |
| Washer/Dryer hookup | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| Property Amenities | | | | | | | | | | |
| Basketball Court | no | no | no | yes | no | no | no | no | no | no |
| Business Center/Computer Lab | yes | yes | no | yes | yes | no | no | no | no | no |
| Clubhouse/Community Room | yes | yes | yes | yes | yes | no | no | no | no | no |
| Elevators | no | yes | no | no | no | no | no | no | no | no |
| Exercise Facility | yes | no | no | yes | yes | no | no | no | no | no |
| Central Laundry | yes | yes | yes | yes | yes | no | no | yes | no | no |
| Off-Street Parking | yes | yes | yes | yes | yes | yes | yes | yes | yes | yes |
| On-Site Management | yes | yes | yes | yes | yes | no | no | yes | no | no |
| Picnic Area | yes | no | no | yes | yes | no | yes | no | no | no |
| Playground | no | no | yes | yes | no | no | yes | no | no | no |
| Swimming Pool | no | no | no | yes | no | no | no | no | no | no |
| Security | | | | | | | | | | |
| Perimeter Fencing | yes | no | no | yes | yes | no | no | no | no | no |
| Other Amenities | | | | | | | | | | |
| Other | Exterior covered porch located in central area. | Library | n/a | n/a | Walking path, garden, shuffle board, horse shoes | n/a | Gazebo | n/a | n/a | n/a |

The Subject will be similar to the senior LIHTC comparables, Harbor Pointe and West Haven Senior Village I, in terms of unit amenities. However, both Harbor Pointe and West Haven Senior Village I offer pull cords, an amenity not offered by the proposed Subject. The Subject will offer a microwave, an amenity not offered by most of the comparable properties. Several of the comparables offer ceiling fans, an amenity which will not be offered by the Subject. However, the Subject will offer central air conditioning. Therefore, we do not believe the lack of ceiling fans will negatively affect marketing. Overall, the Subject’s proposed unit amenities will be competitive in the market. The Subject’s common area amenity package will be competitive as the Subject will offer a business center/computer lab, on-site management, exercise facility, and a picnic area. The Subject will be similar to slightly superior to the senior LIHTC comparables and superior to the market rate comparables in terms of common area amenities.

5. The Subject will target senior households age 55 and older. We have included all senior unsubsidized properties in the PMA. In order to supplement the market rate data, we have also included unrestricted family properties.

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

| Comparable Property | Rent Structure | Tenancy | Total Units | Vacant Units | Vacancy |
|-----------------------------|-----------------------|----------------|--------------------|---------------------|----------------|
| Harbor Pointe | LIHTC/Market | Senior | 56 | 0 | 0.00% |
| Magnolia Place | LIHTC | Family | 37 | 2 | 5.40% |
| The Groves | LIHTC/Market | Family | 96 | 5 | 5.20% |
| West Haven Senior Village I | LIHTC/Market | Senior | 40 | 0 | 0.00% |
| Creekside Villas | Market | Family | 24 | 0 | 0.00% |
| Cypress Suites | Market | Family | 40 | 1 | 2.50% |
| Sunnyside Apartments | Market | Family | 72 | 5 | 6.90% |
| The Oaks At Carpenter | Market | Family | 36 | 0 | 0.00% |
| Turtle Cove | Market | Family | <u>20</u> | <u>0</u> | <u>0.00%</u> |
| Total | | | 421 | 13 | 3.10% |

The LIHTC properties reported vacancy rates of zero to 5.4 percent, with an average of 3.1 percent. Both senior LIHTC comparables are fully occupied. According to management at Magnolia Place and The Groves, there are pending applications for all vacant units. Further, The Groves currently maintains a waiting list of 30 households. Overall, the LIHTC comparables are performing well. The market rate properties reported vacancy rates of zero to 6.9 percent, with an average of 3.1 percent. All but one of the market rate comparables in Tifton exhibit vacancy rates below 2.5 percent. Based on the strong performance of the comparables, we expect the Subject to maintain a vacancy rate of five percent or less following stabilization.

7. Properties Under Construction and Proposed

There are no LIHTC properties proposed or under construction in the PMA.

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 | Type | Property Amenities | Unit Features | Location | Age / Condition | Unit Size | Overall Comparison |
|---|-----------------------------|--------------|--------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
| 1 | Harbor Pointe | LIHTC/Market | Slightly Inferior | Similar | Similar | Slightly Inferior | Slightly Superior | -5 |
| 2 | Magnolia Place | LIHTC | Slightly Inferior | Slightly Inferior | Similar | Inferior | Inferior | -30 |
| 3 | The Groves | LIHTC/Market | Slightly Superior | Slightly Superior | Similar | Slightly Inferior | Superior | 15 |
| 4 | West Haven Senior Village I | LIHTC/Market | Similar | Similar | Similar | Similar | Similar | 0 |
| 5 | Creekside Villas | Market | Inferior | Similar | Slightly Superior | Similar | Slightly Superior | 0 |
| 6 | Cypress Suites | Market | Inferior | Similar | Similar | Similar | Superior | 0 |
| 7 | Sunnyside Apartments | Market | Inferior | Similar | Slightly Superior | Inferior | Inferior | -25 |
| 8 | The Oaks At Carpenter | Market | Inferior | Similar | Similar | Similar | Slightly Superior | -5 |
| 9 | Turtle Cove | Market | Inferior | Similar | Similar | Similar | Superior | 0 |

*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 tables.

LIHTC Rent Comparison - @50%

| Property Name | 1BR | 2BR |
|--|--------------|--------------|
| West Haven Senior Village II (Subject) | \$317 | \$370 |
| LIHTC Maximum (Net) | \$317 | \$370 |
| The Groves | \$336 | \$392 |
| Magnolia Place | - | \$322 |
| West Haven Senior Village I | - | \$401 |
| Harbor Pointe | \$360 | \$400 |
| Average (excluding Subject) | \$348 | \$379 |

LIHTC Rent Comparison - @60%

| Property Name | 1BR | 2BR |
|--|--------------|--------------|
| West Haven Senior Village II (Subject) | \$408 | \$480 |
| LIHTC Maximum (Net) | \$408 | \$480 |
| The Groves | \$380 | \$392 |
| West Haven Senior Village I | - | \$472 |
| Average (excluding Subject) | \$380 | \$432 |

The Subject’s proposed 50 percent AMI rents are set at the maximum allowable levels. The Groves, Harbor Pointe, and West Haven Senior Village I appear to be achieving 50 percent rents above the maximum allowable levels, which is due to a variety of factors including variances in utility structures and placed in service date. The Subject’s proposed 50 percent rents are set below The Groves, Harbor Pointe, and West Haven Senior Village I and significantly higher than

Magnolia Place. Magnolia Place is slightly inferior to inferior to the proposed Subject in terms of age/condition, unit sizes, and amenities. Therefore, we believe the Subject could achieve higher rents than Magnolia Place. The Subject is most similar to West Haven Senior Village I, which will be located adjacent to the Subject. Based upon the comparable properties, the Subject’s proposed 50 percent rents appear reasonable and achievable.

The Subject’s proposed 60 percent AMI rents are set at the maximum allowable levels. The Subject’s proposed rents are set above the rents at The Groves. The Groves is 5.2 percent vacant with pending applications for all of its vacant units. Further, this property has a waiting list of 30 households. Therefore, we believe The Groves could achieve higher 60 percent rents. The Subject’s two-bedroom 60 percent rent is set \$8 higher than West Haven Senior Village I’s two-bedroom 60 percent rent. The Subject will be similar to West Haven Senior Village I in terms of tenancy, location, age/condition, unit sizes, and amenities. Therefore, we believe the Subject should achieve 60 percent rents in line with this property. Overall, we believe the Subject’s one and two-bedroom 60 percent rents are reasonable and achievable.

Analysis of “Market Rents”

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

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

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

SUBJECT COMPARISON TO RENTS IN THE MARKET

| Unit Type | Subject | Surveyed Min | Surveyed Max | Surveyed Average | Subject Rent Advantage |
|----------------|---------|--------------|--------------|------------------|------------------------|
| 1 BR @ 50% AMI | \$317 | \$336 | \$725 | \$462 | 31% |
| 2 BR @ 50% AMI | \$370 | \$322 | \$875 | \$551 | 33% |
| 1 BR @ 60% AMI | \$408 | \$380 | \$725 | \$500 | 18% |
| 2 BR @ 60% AMI | \$480 | \$392 | \$875 | \$620 | 23% |

The Subject’s rents at 50 and 60 percent AMI will have a significant advantage (18 percent or more) over the surveyed average rents in the market. The Subject will offer new construction

and will be similar to superior to the comparables. The Subject will offer a competitive location, unit sizes, and amenities when compared to the surveyed properties. Overall, the Subject’s proposed rents are on the lower end of the range and appear to be feasible in the market given the low vacancy rates and presence of waiting lists at several of the comparable properties.

9. LIHTC Competition – DCA Funded Properties within the PMA

There were no properties awarded LIHTCs in the Subject’s PMA between 2010 and 2013. The LIHTC properties reported vacancy rates of zero to 5.4 percent, with an average of 3.1 percent. Both senior LIHTC comparables are fully occupied with waiting lists. West Haven Senior Village I, the Subject’s sister property, is located immediately north of the Subject site. This property was constructed in 2011 and experienced an absorption rate of eight units per month. Management reported strong demand for senior housing in the area. Currently, the property is fully occupied with a waiting list. Based upon the strong performance of the senior LIHTC comparables in the PMA, we believe there is adequate demand for the proposed Subject.

10. Rental Trends in the PMA

The table below depicts senior household growth by tenure from 2000 through 2018.

PMA TENURE PATTERNS OF SENIORS 55+

| Year | Owner-Occupied | Percentage | Renter-Occupied | Percentage |
|---------------------|----------------|----------------|-----------------|-----------------|
| | Units | Owner-Occupied | Units | Renter-Occupied |
| 2000 | 5,627 | 77.3% | 1,656 | 22.7% |
| 2013 | 6,890 | 74.0% | 2,423 | 26.0% |
| Projected Mkt Entry | | | | |
| June 2016 | 7,282 | 74.3% | 2,520 | 25.7% |
| 2018 | 7,562 | 74.5% | 2,589 | 25.5% |

Source: ESRI Demographics 2013, Novogradac & Company LLP, May 2014

Owner-occupied housing units dominate the housing market in the PMA. However, the 26.0 percent renter-occupied number is significantly higher than the national average of 13.0 percent for senior households.

Historical Vacancy

The following table illustrates the historical vacancy at the comparable properties where available.

| HISTORICAL VACANCY TRENDS | | | | | | |
|----------------------------------|-----------------------|----------------|--------------------|------------------|------------------|------------------|
| Comparable Property | Rent Structure | Tenancy | Total Units | 2QTR 2012 | 2QTR 2013 | 2QTR 2014 |
| Harbor Pointe | LIHTC/Market | Senior | 56 | N/A | N/A | 0.00% |
| Magnolia Place | LIHTC | Family | 37 | 8.10% | 2.70% | 5.40% |
| The Groves | LIHTC/Market | Family | 96 | 0.00% | 1.00% | 5.20% |
| West Haven Senior Village I | LIHTC/Market | Senior | 40 | N/A | N/A | 0.00% |
| Creekside Villas | Market | Family | 24 | N/A | N/A | 0.00% |
| Cypress Suites | Market | Family | 40 | 2.50% | 8.30% | 2.50% |
| Sunnyside Apartments | Market | Family | 72 | N/A | N/A | 6.90% |
| The Oaks At Carpenter | Market | Family | 36 | 0.00% | 0.00% | 0.00% |
| Turtle Cove | Market | Family | 20 | N/A | N/A | 0.00% |

As illustrated in the previous table, vacancy rates at the comparable properties have fluctuated over the past three years but have generally remained below seven percent. This indicates that the market is stable and has successfully absorbed additions to supply while maintaining moderate to low vacancy rates.

Change in Rental Rates

The following table illustrates changes in rent among the comparable properties, where applicable.

| RENT GROWTH | | | |
|-----------------------------|-----------------------|----------------|--------------------|
| Comparable Property | Rent Structure | Tenancy | Rent Growth |
| Harbor Pointe | LIHTC/Market | Senior | None |
| Magnolia Place | LIHTC | Family | Increased 2-3%. |
| The Groves | LIHTC/Market | Family | Increased 1-7%. |
| West Haven Senior Village I | LIHTC/Market | Senior | Increased 2-3%. |
| Creekside Villas | Market | Family | None |
| Cypress Suites | Market | Family | None |
| Sunnyside Apartments | Market | Family | None |
| The Oaks At Carpenter | Market | Family | None |
| Turtle Cove | Market | Family | None |

Three of the four LIHTC comparables reported rent growth over the past year. None of the market rate properties reported rent growth over the past year. Rent growth ranged between one and seven percent at the comparable LIHTC properties. We anticipate that the Subject will be able to achieve moderate rent growth in the short term based upon the LIHTC comparables.

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to www.RealtyTrac.com, one in every 981 homes in Tifton, GA were in foreclosure, as of April 2014. Nationally, one in every 1,137 homes were in foreclosure and one in every 1,047 homes in Georgia were in foreclosure. As indicated, Tifton has a higher foreclosure rate than Georgia and the nation, as a whole. The median sales price of a home in Tifton is \$130,000 compared to \$133,000 in Georgia and \$175,000 in the nation. Overall, it appears that the local market is faring slightly worse than the nation as a whole in terms of foreclosure rates. We did not observe any abandoned homes or vacant structures in the Subject's immediate neighborhood.

12. Primary Housing Void

The comparable senior LIHTC properties are fully occupied with waiting lists. Based on the demand analysis, performance of the comparable properties, and conversations with local property managers, we believe there is demand for additional senior housing in the local market. The Subject will help to fill the age restricted housing void in Tifton.

13. Affect of Subject on Other Affordable Units in Market

As previously mentioned, the comparable senior properties are fully occupied with waiting lists. There are no proposed affordable housing developments in Tifton. Based on the strong performance of the local LIHTC market, we do not believe that the Subject will negatively impact the performance of the comparable affordable housing developments.

Conclusions

Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Approximately 25.7 percent of the seniors in the PMA will be renters as of the Subject's market entry date, which is considerably higher than the national rate at 13.0 percent. There are no planned or proposed senior LIHTC developments in the Subject's PMA. The Subject's strengths include its design, amenities package, and age/condition. The Subject does not have any major weaknesses. The Subject has a heavy concentration (80 percent) of two-bedroom units. West Haven Senior Village I, the Subject's sister property, is a senior LIHTC property that offers 100 percent two-bedroom units. This property is fully occupied with a waiting list. Therefore, we believe the large concentration of two-bedroom units is market oriented. The overall weighted vacancy rate in the market is low at 3.1 percent. The comparable senior LIHTC properties are fully occupied with waiting lists. The presence of waiting lists at the senior LIHTC comparables is a positive indication of a strong senior rental market. We believe that the Subject's proposed rents are reasonable and achievable. Further, the Subject's proposed rents will offer a significant rent advantage over the current market-rents in the area.

I. ABSORPTION & STABILIZATION RATES

Stabilization/Absorption Rate

We were able to obtain absorption information from several LIHTC and market rate properties in the local market. Several of these properties have been used as comparables in our report.

ABSORPTION

| Comparable Property | Rent Structure | Tenancy | Year Built | Number of Units | Units Absorbed / Month |
|-----------------------------|-----------------------|----------------|-------------------|------------------------|-------------------------------|
| West Haven Senior Village I | LIHTC/Market | Senior | 2011 | 40 | 8 |
| Tifton Estates | LIHTC/Market | Family | 2010 | 34 | 8 |
| Cypress Suites | Market | Family | 2008 | 40 | 7 |
| The Groves | LIHTC/Market | Family | 2006 | 96 | 3 |
| Harbor Pointe | LIHTC/Market | Senior | 2003 | 56 | 5 |
| Average | | | | | 6 |

As illustrated in the previous table, the properties constructed between 2003 and 2011 reported absorption rates of three to eight units per month, with an average of six units per month. West Haven Senior Village I, the Subject's sister property, is the newest LIHTC comparable in the market. It experienced one of the fastest absorption rates of any LIHTC property. This property is currently fully occupied with a waiting list of nine households. The Subject will likely benefit from being a subsequent phase of an existing development. Based upon the surveyed properties, we expect the Subject to experience an absorption pace of eight units per month, which equates to an absorption period of approximately five months for the Subject to reach 93 percent occupancy.

J. INTERVIEWS

Georgia Department of Community Affairs, Waycross Southeast Regional Office

We were unable to contact the Waycross Southeast Regional Office, which governs voucher distribution in Tift County, after numerous attempts. The current payment standards for Tift County are illustrated in the following table.

| Payment Standards | |
|-------------------|-------|
| 1BR | \$518 |
| 2BR | \$589 |
| 3BR | \$746 |
| 4BR | \$966 |

The Subject’s gross rents at 50 percent AMI are below the payment standards. The Subject’s gross rents at 60 percent AMI are above the payment standards. West Haven Senior Village I’s gross two-bedroom 60 percent rents are above the payment standard. This property’s 25 two-bedroom 60 percent units are fully occupied. Therefore, we do not believe the Subject’s 60 percent rents above the payment standards will impact marketing.

Planning

We spoke with Bert Crowe of the Tifton Planning Department in regards to planned, proposed, or recently completed residential development in Tifton. There are two new market rate multifamily developments under construction in the area:

- The Oaks at Carpenter is an existing multifamily market rate rental development consisting of two and three-bedroom units. This property has been used as a comparable in this report. There are an additional 16 two and three-bedroom units under construction at the site. Although management could not provide the proposed rents for the new units, the existing two-bedroom rents are 51 percent higher than the Subject’s proposed two-bedroom 60 percent rents. The expected completion date was not available.
- Creekside Villas is a new multifamily rental development consisting of 32 one, two, and three-bedroom market rate units. This property has been used as a comparable in this report. Of the 32 units, 24 are completed and leased. The remaining eight units are under construction and are expected to be completed by July 2014.

We do not expect these properties to directly compete with the Subject.

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

K. CONCLUSIONS AND RECOMMENDATIONS

Conclusions

- The PMA is expected to experience strong senior population and household growth from 2013 through 2018. Senior population growth in the PMA is expected to increase at an annual rate of 2.1 percent from 2013 through 2018, which is considered robust. Senior population growth in the PMA will grow at a faster pace than the SMA and slightly slower pace the national rate through 2018. In 2013, approximately 26 percent of the PMA's population is 55 years old or older. By 2018, the percentage of the population 55 years old or older is expected to increase to approximately 28 percent. Owner-occupied housing units dominate the housing market in the PMA. However, the 26 percent renter-occupied number is significantly higher than the national average of 13 percent for senior households. Overall, demographic trends suggest there is strong demand for senior affordable rental housing in the area given the growth rates of the senior population and households relative to the total population and number of households.
- The largest industries in the PMA are health care/social assistance, retail trade, educational services, and manufacturing. Together, these four industries comprise 49.4 percent of employment in the PMA. The SMA experienced a significant decrease in total employment between 2007 and 2010, when total employment decreased 12.7 percent. The decrease in employment suggests that the national recession negatively impacted the local area. The nation as a whole experienced a smaller decline in total employment than the SMA during this time period. The SMA experienced strong employment growth in 2011 and 2012 but a decrease in 2013. Total employment in the SMA remains below pre-recession levels. The unemployment rate in the SMA has remained at rate above the nation since 2005. As of December 2013, the unemployment rate in the SMA was two percentage points above that of the nation. However, the SMA experienced a moderate decrease in unemployment of 1.2 percentage points between December 2012 and December 2013.
- The Subject's 50 percent capture rates range from 5.8 to 27.9 percent, with an overall capture rate of 10.2 percent. The Subject's 60 percent AMI capture rates range from 12.0 to 40.5 percent, with an overall capture rate of 34.8 percent. The overall capture rate for the Subject's 50 and 60 percent units is 29.8 percent. Therefore, we believe there is adequate demand for the Subject. It appears that there is a lack of demand for the two-bedroom units; however, we believe there is greater demand than measured here based upon the performance of two-bedroom units at comparable properties. Seniors have a greater desire for two-bedroom units and are willing to pay a greater share of income for their rental. According to management at West Haven Senior Village I, 75 percent of their two-bedroom units are filled by one-person households. We believe this supports the strong demand of two-bedroom units by one-person households.
- The properties constructed between 2003 and 2011 reported absorption rates of three to eight units per month, with an average of six units per month. West Haven Senior

Village I, the Subject's sister property, is the newest LIHTC comparable in the market. It experienced one of the fastest absorption rates of any LIHTC property. This property is currently fully occupied with a waiting list of nine households. The Subject will likely benefit from being a subsequent phase of an existing development. Based upon the surveyed properties, we expect the Subject to experience an absorption pace of eight units per month, which equates to an absorption period of approximately five months for the Subject to reach 93 percent occupancy.

- The LIHTC properties reported vacancy rates of zero to 5.4 percent, with an average of 3.1 percent. Both senior LIHTC comparables are fully occupied. According to management at Magnolia Place and The Groves, there are pending applications for all vacant units. Further, The Groves currently maintains a waiting list of 30 households. Overall, the LIHTC comparables are performing well. The market rate properties reported vacancy rates of zero to 6.9 percent, with an average of 3.1 percent. All but one of the market rate comparables in Tifton exhibit vacancy rates below 2.5 percent. Based on the strong performance of the comparables, we expect the Subject to maintain a vacancy rate of five percent or less following stabilization.
- Three of the nine comparables maintain waiting lists, including both senior properties. The presence of waiting lists at the senior LIHTC comparables is a positive indication of demand for additional senior housing. Based on the performance of the comparable properties, we expect the Subject to maintain a short waiting list, at a minimum, following stabilization.
- Based upon our market research, demographic calculations and analysis, we believe there is adequate demand for the Subject property as proposed. Approximately 25.7 percent of the seniors in the PMA will be renters as of the Subject's market entry date, which is considerably higher than the national rate at 13.0 percent. There are no planned or proposed senior LIHTC developments in the Subject's PMA. The Subject's strengths include its design, amenities package, and age/condition. The Subject does not have any major weaknesses. The Subject has a heavy concentration (80 percent) of two-bedroom units. West Haven Senior Village I, the Subject's sister property, is a senior LIHTC property that offers 100 percent two-bedroom units. This property is fully occupied with a waiting list. Therefore, we believe the large concentration of two-bedroom units is market oriented. The overall weighted vacancy rate in the market is low at 3.1 percent. The comparable senior LIHTC properties are fully occupied with waiting lists. The presence of waiting lists at the senior LIHTC comparables is a positive indication of a strong senior rental market. We believe that the Subject's proposed rents are reasonable and achievable. Further, the Subject's proposed rents will offer a significant rent advantage over the current market-rents in the area.

Recommendations

- We have no recommendations for the proposed Subject development.

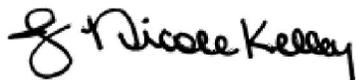
L. SIGNED STATEMENT REQUIREMENTS

I affirm that I (or one of the persons signing below) have made a physical inspection of the market area and the subject property and that information has been used in the full study of the need and demand for the proposed units. To the best of my knowledge, the market can support the project as shown in the study. I understand that any misrepresentation of this statement may result in the denial of further participation in DCA's rental housing programs. I also affirm that I have no interest in the project or relationship with the ownership entity and my compensation is not contingent on this project being funded.



H. Blair Kincer, MAI
Partner
Novogradac & Company LLP

5-20-2014
Date



J. Nicole Kelley
Manager
Novogradac & Company LLP

5-20-2014
Date



Brendan Kelly
Real Estate Analyst

5-20-2014
Date

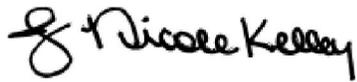
M. MARKET STUDY REPRESENTATION

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



H. Blair Kincer, MAI
Partner
Novogradac & Company LLP

5-20-2014
Date



J. Nicole Kelley
Manager
Novogradac & Company LLP

5-20-2014
Date



Brendan Kelly
Real Estate Analyst

5-20-2014
Date

N. QUALIFICATIONS

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI

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)
Past Member Frostburg Housing Authority
Certified General Real Estate Appraiser, No. 31534 – State of Arizona
Certified General Real Estate Appraiser, No. RCG1046 – State of Connecticut
Certified General Real Estate Appraiser, No. CG100026242 – State of Colorado
Certified General Real Estate Appraiser, No 4206 – State of Kentucky
Certified General Real Estate Appraiser, No. 1326 – State of Maryland
Certified General Real Estate Appraiser, No. 1201073262 – State of Michigan
Certified General Real Estate Appraiser, No. GA-805 – State of Mississippi
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. 1101008 – State of Washington
Certified General Real Estate Appraiser, No. CG360 – State of West Virginia

III. Professional Experience

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

IV. Professional Training

Have presented at and attended various IPED and Novogradac conferences regarding the affordable housing industry. Have done presentations on the appraisal and market

analysis of Section 8 and 42 properties. Have spoken regarding general market analysis topics.

Obtained the MAI designation in 1998 and maintained continuing education requirements since.

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.

H. Blair Kincer

Qualifications

Page 3

- 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.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

J. Nicole Kelley

I. Education

Auburn University, Auburn, Alabama
Bachelor of Science in Business Administration: International Business
Auburn University, Auburn, Alabama
Master of Business Administration (MBA)

II. Professional Experience

Manager, Novogradac & Company LLP (July 2012-Present)
Real Estate Analyst, Novogradac & Company LLP (October 2009-June 2012)
Real Estate Researcher, Novogradac & Company LLP (May 2006-September 2009)

III. Professional Training and Continuing Education

Member, National Council of Affordable Housing Market Analysts (NCAHMA)
Member, Women in Affordable Housing Network (WAHN)
Successfully completed "Introduction to Commercial Real Estate Analysis" and
"Financial Analysis for Commercial Real Estate Investment"

IV. Real Estate Assignments

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

- 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.
- Prepared a comprehensive city wide housing market analysis for the City of Biloxi, MS which included a housing needs assessment.
- Prepared a comprehensive neighborhood housing market analysis for the New Orleans East neighborhood in New Orleans, LA for the Louisiana Housing and Finance Agency. The study focused on the housing and economic trends Pre- and Post- Hurricane Katrina and overall housing needs in that neighborhood.
- Conducted market studies for senior and family projects in Alabama, Arizona, California, Florida, Georgia, Guam, Illinois, Indiana, Iowa, Kentucky, Louisiana, Maine, Massachusetts, Michigan, Mississippi, Missouri, Nevada, New Jersey, New York, North Carolina, Oklahoma, Pennsylvania, Puerto Rico, South Carolina, South Dakota, Tennessee, Texas, Virginia, West Virginia, Washington, Wisconsin, and Wyoming.
- Assisted in appraisals of proposed new construction and existing Low-Income Housing Tax Credit and Special Needs properties in various states.
- Assisted in the preparation of Rent Comparability Studies and HUD MAP Market Studies according to HUD guidelines.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

BRENDAN KELLY

I. Education

Pennsylvania State University, University Park, PA
Bachelor of Science in Finance

Education requirements successfully completed for the Appraisal Institute and CCIM Institute:

Appraisal Principals, June 2008
Appraisal Procedures, August 2008
15-Hour National USPAP Course, November 2008
General Appraiser Income Approach I, November 2008
Real Estate Finance Statistics and Valuation Modeling, January 2009
CI101: Financial Analysis for Commercial Investment Real Estate, March 2010
CI104: Investment Analysis for Commercial Investment Real Estate, November 2011

II. Professional Experience

Independent Real Estate Analyst, May 2010 - Present
Real Estate Analyst, Novogradac & Company LLP, November 2007 – April 2010
Research Assistant, Novogradac & Company LLP, April 2006 – November 2007

III. Real Estate Assignments

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

- 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.
- 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.
- Assisted in the preparation of Rent Comparability Studies according to HUD guidelines.
- Performed all aspects of data collection and data mining for web-based rent reasonableness systems for use by local housing authorities.
- Work assignments completed in various states include: Alaska, Arizona, Arkansas, California, Colorado, Delaware, District of Columbia, Florida, Georgia, Hawaii, Illinois, Iowa, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nevada, New Jersey, New York, North Dakota, Ohio, Oklahoma, Pennsylvania, South Carolina, Texas, Utah, Washington, West Virginia, Wisconsin, Wyoming, and Virginia.