



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

**CREEKVIEW COMMONS
Magnolia Street
Americus, Sumter County, Georgia**

**Effective Date: May 24, 2012
Report Date: June 4, 2012**

Prepared For
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Maco Companies
111 North Main St
Clarkton, MO 63837**

Prepared By
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**NOVOGRADAC
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CERTIFIED PUBLIC ACCOUNTANTS

June 4, 2012

Mr. James K. Maddox
Maco Companies
111 North Main St
Clarkton, MO 63837

Re: Market Study for Creekview Commons to be located in Americus, Sumter County, Georgia

Dear Mr. Maddox:

At your request, Novogradac & Company LLP performed a market study of the senior rental market in the Americus, Sumter County, Georgia area relative to the above-referenced proposed Low-Income Housing Tax Credit (LIHTC) project, the (Subject). We previously performed a market study for this property on May 12, 2011. The purpose of this market study is to assess the viability of the construction of Creekview Commons, a proposed Housing for Older Persons (HFOP) development consisting of 50 units. Units will be restricted to senior households ages 55 and older earning 50 and 60 percent of the AMI, or less. 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,



H. Blair Kincer, MAI
Partner
Novogradac & Company LLP



Michalena M. Sukenik
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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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A. EXECUTIVE SUMMARY AND CONCLUSION

EXECUTIVE SUMMARY AND CONCLUSIONS

1. Project Description:

Creekview Commons, the Subject, will be located on Magnolia Street near the intersection of Highway 19/280/Martin Luther King Jr. Boulevard in Americus, Sumter County, Georgia. The Subject will be new construction single story senior duplex style units. The following table illustrates the unit mix including bedrooms/bathrooms, square footage, income targeting, rents, and utility allowance.

PROPOSED RENTS

Unit Type	Number of Units	Square Footage	Asking Rent	Utility Allowance (1)	Gross Rent	LIHTC Maximum Allowable Gross Rent - Sumter County	LIHTC Maximum Allowable Gross Rent*	HUD Fair Market Rents
<i>50% AMI</i>								
1BR	3	900	\$289	\$135	\$424	\$424	\$491	\$465
2BR	5	1,000	\$345	\$163	\$508	\$508	\$590	\$571
<i>60% AMI</i>								
1BR	17	900	\$374	\$135	\$509	\$509	\$589	\$465
2BR	25	1,000	\$447	\$163	\$610	\$610	\$709	\$571
Total	50							

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

*Based on the 2012 National Non-Metro Median Income

The Subject qualifies under the rural set aside for the national non-metro maximum rents and incomes.

The Subject will offer the following amenities: patio, blinds, carpeting, central air conditioning, dishwasher, oven, refrigerator, washer dryer hook-ups, garbage disposals, ceiling fans, washers and dryers in each unit, clubhouse with business center, exercise room, community room and on-site management, and off-street parking. The Subject will not offer exterior storage, however, the Subject will offer an in-unit washer and dryer which we believe is a more valuable amenity and will be a competitive advantage for the Subject. With regards to community amenities, the Subject will offer a business center, exercise room and clubhouse/community room, which are not offered at several of the comparables. Several of the properties offer a playground or picnic area, which are more valued for family properties.

2. Site Description/Evaluation: The Subject site is currently wooded vacant land. The Subject site is located on the western side of Magnolia Street. Adjacent parcels include wooded land, commercial and retail uses, and single family homes. The neighborhood composition includes a mix of residential and commercial uses. The site has good access near the intersection of Magnolia Street and Martin Luther King, Jr. Boulevard. Visibility is considered good from Magnolia Street. Views are of Treasure House store, gas stations, single-family homes in average condition, Magnolia's Car Wash and Laundry, a house of worship and a restaurant. Visibility and views are considered average. Proximity to local amenities are all within a few miles and considered average. Overall, the Subject will be a conforming use in the neighborhood and the site appears appropriate for senior duplex style apartment units.

3. Market Area Definition: The Primary Market Area (PMA) is defined by the Sumter and Schley county borders to the west; SR-26 to the north; Sr-195 to the east; and, the Sumter County border to the south. The area includes the majority of Sumter county and portions of Schley and Macon counties. The area was defined based on interviews with the local housing authority, property managers at comparable properties. Many property managers indicated that the majority of tenants come from Americus or surrounding towns. The property manager at Starlight Place, a family LIHTC property, reported that some tenants come from Andersonville and Ellaville, Leslie, and Plains. However, we do not assume that all tenants come from within these areas. Therefore, we have adjusted for 15 percent leakage from outside of the PMA. The furthest PMA boundary is approximately 19 miles.

4. Community Demographic Data:

The current senior population in the PMA was 8,261 in 2010 and is expected to increase to 8,630 by May 2014 (market entry). Senior households within the PMA are predominately owner-occupied residences. However the percentage of senior renters in the area is 25.84 percent, much higher than the national average of 13%. While renter-occupied households are in the minority, the percent of renter-occupied households is projected to increase through 2015. As will be discussed in the supply section of this report, rental rates have generally increased at many of the comparables. The largest income cohort of seniors over 55 and 62 was between 0-\$9,999. The Subject will target

households earning below \$25,000. Approximately 68 percent of senior renters are earning below \$30,000.

We did not witness any abandoned homes in the Subject's neighborhood during our site inspection. The state of Georgia, has the 4th highest rate of foreclosures in the country. In Georgia, one in every 361 housing units received a foreclosure filing in March 2012. This is higher than the national average of one out of every 662. However, in Americus, Georgia, only one in every 1,090 housing units received a foreclosure filing in March 2012. This is lower than the national average. As of March 2012, there were 92 foreclosed homes listed in Americus.

5. Economic Data:

Overall, it appears as if Americus and Sumter County were affected by the current national economic recession. The County experienced significant decreases in total employment over the greater part of the decade, with 2009 having the highest loss of 7.9 percent in total employment. The following year in 2010, they had another loss of 6.2 percent. In 2011, the unemployment percentage decreased from 2010, which is the first year of a decline since 2006. Year over year to February 2012, total employment decreased 2.2 percent and the unemployment rate increased as well. Overall, YTD 2012 numbers illustrate a still suffering economy in comparison to the nation, which showed an increase in employment and an unemployment decrease.

For covered employment by industry in Sumter County, Trade, Transportation and Utilities, Education/Health Services and Manufacturing are the top three industries. This is consistent with the industry trends in the PMA. The retail industry also has a high percentage employed. While not among the largest industries, public administration is overrepresented in the PMA when compared to the nation. This industry and the health and education industries could provide some additional stability to the local economy during a recession.

Despite the current recession, the Sumter County Chamber of Commerce has reported one major expansion to the area. The Americus Motor Sports Complex, a racing/training facility is slated to begin construction in late 2011. With a projected annual impact of 75 million, it has the potential to

create over 200 jobs. This will have a positive economic impact on Americus and Sumter County.

Overall, the Subject will cater to senior households who are likely to be retired.

6. Project-Specific Affordability And Demand Analysis:

Overall, there are a total of 312 age and income qualified senior renters in the PMA. All capture rates are within DCA’s threshold requirements and are considered reasonable. The following table illustrates the capture rates for the Subject.

CAPTURE RATE ANALYSIS CHART

Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Deman	Capture Rate
1BR 50% AMI	\$14,400 - \$20,950	3	145	0	145	2.1%
2BR 50% AMI	\$14,400 - \$20,950	5	133	0	133	3.8%
Overall 50% AMI	\$14,400 - \$20,950	8	278	0	278	2.9%
1BR 60% AMI	\$17,400 - \$25,140	17	148	0	148	11.5%
2BR 60% AMI	\$17,400 - \$25,140	25	136	0	136	18.4%
Overall 60% AMI	\$17,400 - \$25,140	42	283	0	283	14.8%
Overall 1BR	-	20	163	0	163	12.3%
Overall 2BR	-	30	149	0	149	20.1%
OVERALL - ALL UNITS	\$14,400 - \$25,140	50	312	0	312	16.0%

Management at comparable properties reported significant demand in the market for senior oriented units; therefore we believe the moderate capture rates will be mitigated by the demand illustrated at the comparables. Further, Starlight Place, a family property, reported 50 percent senior tenancy living in their two and three-bedroom units. This property is 100 percent occupied with a waiting list. Furthermore, the two-bedroom rents at Starlight Place are above the Subject’s proposed rents. The Subject will also have a below average price per square foot, providing an additional advantage. Overall, we believe there is adequate demand for the Subject.

7. Competitive Rental Analysis:

The availability of senior LIHTC is considered limited. There is only one senior LIHTC property, Verandah Apartments, however this property operates with additional subsidy for its LIHTC units. We have still included this property to provide for a market characteristic comparison. We have also included three family LIHTC properties (one that also operates with PBRA subsidy) and one senior rural development property. The market rate data is adequate for family properties. There are no senior unrestricted market rate properties in the PMA. In total, we have included nine

properties in our analysis. The LIHTC properties without subsidy offer varying AMI levels, including 50 and 60 percent AMI, similar to the Subject.

The Subject's proposed 50 percent AMI rents will be below Starlight Place, a family property. This property is well occupied and maintains a waiting list. The Subject's proposed 60 percent AMI rents are also below the rents being achieved at Starlight Place. The property manager at Starlight Place indicated that 50 percent of their tenants are seniors, which illustrates that the Subject's proposed rents at both AMI levels are achievable at the Subject. The Subject will be superior to Starlight Place with respect to age/condition. Therefore, we believe that the proposed rents at the Subject are considered achievable as proposed.

8. Absorption/Stabilization

Estimate:

The following table illustrates absorption rates at comparables.

ABSORPTION

Comparable Property	Type	Year built	Total Units	Units per month
Starlight Place	LIHTC	2005	52	2 to 3
East Oaks	LIHTC/PBRA/Market	2006	40	3
Verandah Apartments (Senior)	LIHTC/PBRA/Market	2006	40	3+

The newest properties in the market were built in 2005-2006 and all reported similar absorption rates of three units per month. For a senior property, we would estimate an absorption rate of three to four units per month, or 12 months to reach 93 percent occupancy.

9. Overall Conclusion:

Based upon our market research, demand calculations and analysis, we believe there is adequate demand for a senior property. Overall vacancy is low at 2.81 percent. Five of the nine comparables reported full occupancy and only one property is reporting a vacancy over five percent. Of the LIHTC properties, three of the four comparables are fully occupied and several reported waiting lists. This illustrates demand for additional housing. The property manager at Starlight Place indicated significant demand indicating that their units are always full and they always maintain a waiting list. The Subject's proposed 50 and 60 percent AMI rents will be below Starlight Place. This property is well occupied and maintains a waiting list. The property manager at Starlight Place indicated that 50 percent of their

tenants are seniors, which illustrates that the Subject's proposed rents at both AMI levels are achievable at the Subject. The Subject will be superior to Starlight Place with respect to age/condition. Therefore, we believe that the proposed rents at the Subject are considered achievable as proposed.

Summary Table:

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

Development Name:	Creekview Commons	Total # Units:	50
Location:	Magnolia Street, Americus, GA	# LIHTC Units:	50
		# PBRA/PHA	0
		# Market Units	0
PMA Boundary:	Sumter and Schley county borders to the west; SR-26 to the north; Sr-195 to the east; and, the Sumter County border to the south.		
	Farthest Boundary Distance to Subject:		19 miles

Rental Housing Stock (found on pages 58-82)

Type	# Properties	Total Units	Vacant Units	Average Occupancy
All Rental Housing	9	534	26	97.9%
Market-Rate Housing	4	303	19	97.7%
Assisted/Subsidized Housing not to include LIHTC	3	135	0	100.0%
LIHTC	2	96	7	97.9%
Stabilized Comps	9	534	26	97.9%
Properties in Construction & Lease Up	N/Ap	0	0	N/Ap

# Units	# Bedrooms	# Baths	Size (SF)	Proposed Tenant Rent	Average Market Rent			Highest Unadjusted Comp Rent	
					Per Unit	Per SF	Advantage	Per Unit	Per SF
3	1 BR (50%)	1	900	\$345	\$435	\$0.48	26%	\$559	\$0.93
17	2 BR (50%)	2	1,000	\$405	\$541	\$0.54	34%	\$685	\$0.81
5	1BR (60%)	1	900	\$435	\$435	\$0.48	0%	\$559	\$0.93
25	2BR (60%)	2	1,000	\$515	\$556	\$0.56	8%	\$685	\$0.81

Demographic Data (found on pages 27 -34)

	2000		2010		2014	
Renter Households	1,004	32.30%	1,241	32.30%	1,335	32.30%
Income-Qualified Renter HHs (LIHTC)	159	15.80%	196	15.80%	211	15.80%
Income-Qualified Renter HHs (MR) (if applicable)	N/A	N/A	N/A	N/A	N/A	N/A

Targeted Income-Qualified Renter Household Demand (found on pages 45,48,51)

Type of Demand	30%	50%	60%	Market-rate	Other: __	Overall**
Renter Household Growth	N/Ap	33	35	N/Ap	N/Ap	49
Existing Households (Overburdened + Substandard)	N/Ap	40	41	N/Ap	N/Ap	59
Homeowner conversion (Seniors)	N/Ap	184	184	N/Ap	N/Ap	184
Less Comparable/Competitive Supply	N/Ap	0	0	N/Ap	N/Ap	40
Net Income-qualified Renter HHs*	N/Ap	257	260	N/Ap	N/Ap	252

Capture Rates (found on page 52)

Targeted Population	30%	50%	60%	Market-rate	Other: __	Overall
Capture Rate:	N/Ap	3.1%	16.0%	N/Ap	N/Ap	17.1%

*Does not match demand analysis as this does not take into account bedroom types, persons per household, or leakage.

**Includes LIHTC and unrestricted

B. PROJECT DESCRIPTION

PROJECT DESCRIPTION

**Project Address and
Development Location:**

The Subject is located along the western side of Magnolia Street north of the intersection of Highway 19/280/Martin Luther King Jr. Boulevard in the western portion of Americus, Sumter County, Georgia.

Construction Type:

The Subject will consist of 25 single story duplex style apartment buildings and one single-story community building.

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.

Creekview Commons, Americus, GA; Market Study

Creekview Commons

Comp #	Subject
Location	Magnolia Street Americus, GA 31719 Sumter County (verified)
Distance	n/a
Units	50
Vacant Units	N/A
Vacancy Rate	N/A
Type	Duplex (age-restricted)
Year Built / Renovated	2014/ n/a



Market

Program	@50%, @60%	Leasing Pace	n/a
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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

Creekview Commons

Comp #	Subject
---------------	---------

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restrict ion	Waiting List	Vacant	Vacancy Rate	Max rent?
1	1	Duplex	3	900	\$289	\$0	@50%	n/a	N/A	N/A	yes
1	1	Duplex	17	900	\$374	\$0	@60%	n/a	N/A	N/A	yes
2	2	Duplex	5	1,000	\$345	\$0	@50%	n/a	N/A	N/A	yes
2	2	Duplex	25	1,000	\$447	\$0	@60%	n/a	N/A	N/A	yes

Amenities

In-Unit	Balcony/Patio Blinds Carpeting Central A/C Coat Closet Dishwasher Ceiling Fan Garbage Disposal Oven Refrigerator Washer/Dryer Washer/Dryer hookup	Security	none
Property	Business Center/Computer Lab Clubhouse/Meeting Room/Community Room Exercise Facility Off-Street Parking On-Site Management	Premium	none
Services	none	Other	none

Comments

Gross rents are as follows: 1BR@50% AMI - \$424; 1BR@60% AMI - \$509; 2BR@50% AMI - \$508; 2BR@60% AMI - \$610.

Scope of Renovations: N/Ap

Current Rents: N/Ap

Current Occupancy: N/Ap

Current Tenant Income: N/Ap

Placed in Service Date: The Subject will be placed in service in May 2014.

Conclusion: The Subject will be an excellent quality single story duplex style apartment complex, comparable or superior to most of the inventory in the area. As new construction, the Subject will not suffer from deferred maintenance, functional obsolescence, or physical obsolescence.

C. SITE EVALUATION

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

Jill Conable visited the site on May 24, 2012.

2. Physical Features of the Site:

The following illustrates the physical features of the site.

Frontage:

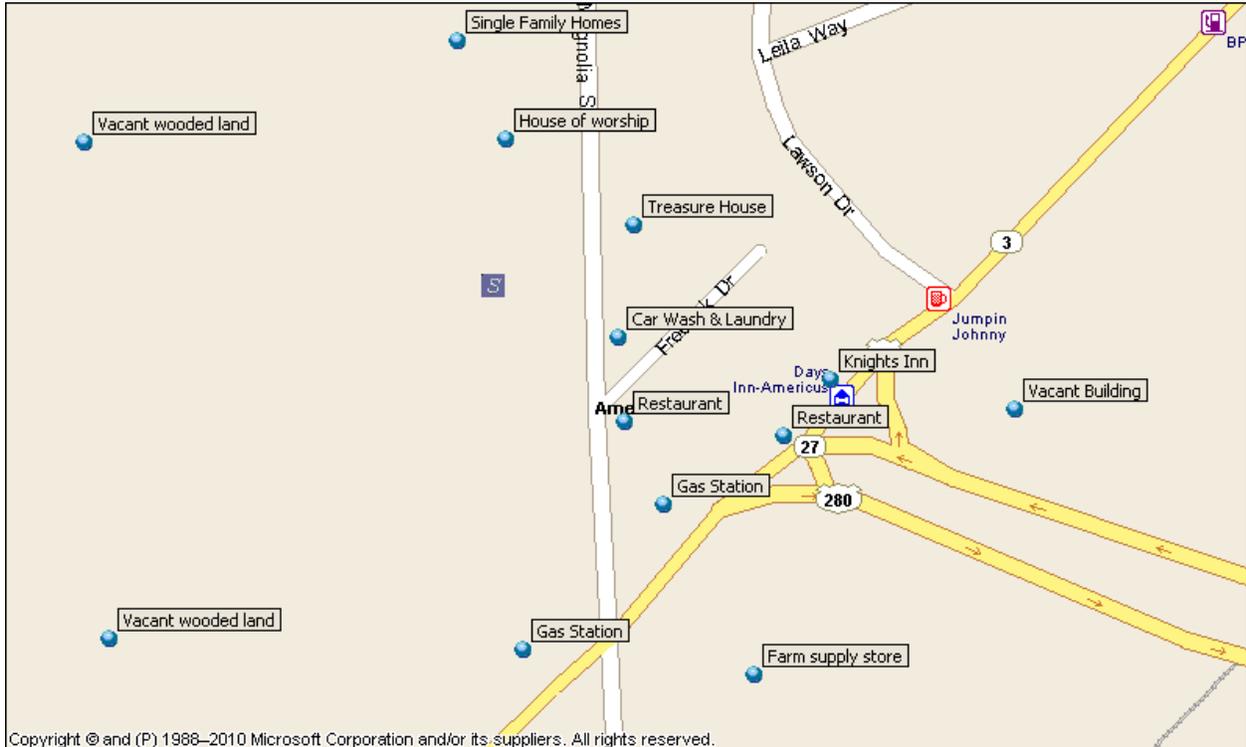
The Subject site has frontage along Magnolia Street.

Visibility/Views:

The Subject is located on the western side of Magnolia Street. Visibility is considered good from Magnolia Street. Views are of Treasure House store, gas stations, single family homes in average condition, Magnolia's Car Wash and Laundry, and a restaurant. Visibility and views are considered average.

Surrounding Uses:

The following map and pictures illustrate the surrounding land uses.



The surrounding uses are generally in average condition. Single-family homes are in fair to average condition and well occupied. Commercial uses are in fair to average condition and approximately 90.0 percent occupied.

Positive/Negative Attributes of Site: Positive attributes to the site is that it is within walking distance to several gas stations/mini-markets and a few

restaurants. There do not appear to be any negative attributes of the site.

3. Physical Proximity to Locational Amenities:

All locational amenities are located within 2.1 miles from the Subject. Access to Routes 30, 19, 27 and 280 are all easily accessible from the Subject. Schools are all located east of the Subject, as well as, grocery stores, retail shops and employment. The hospital is located exactly two miles to the east of the Subject.

4. Pictures of Site and Adjacent Uses:



Subject site



Subject site



View North on Magnolia, Subject on left



View south on Magnolia, Subject on right



Treasure House II Market



Laundry and car wash



House of Worship



Restaurant



Typical Single Family Home



Typical Single Family Home



Commercial on MLK Jr. Boulevard



View of Gas Stations at Magnolia St. and MLK Jr. Blvd.



Gas Station



Gas Station



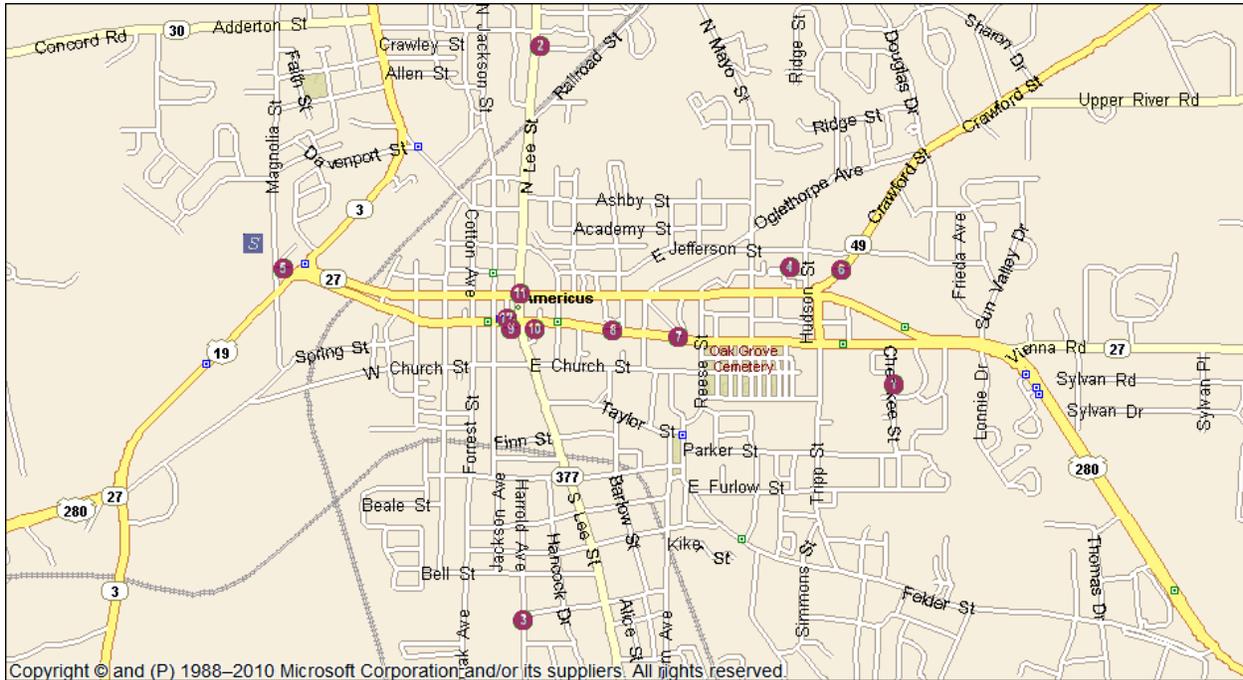
Tractor supply



Knights Inn

5. Proximity to Locational Amenities:

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



Local Distances from Services

Map #	Service/Amenity	Distance from Subject
1	Cherokee Elementary School	2.1 miles
2	Staley Middle School	1.4 miles
3	Americus-Sumter County High School	2.0 miles
4	Sumter Regional Hospital	2.0 miles
5	Gas Station Food Market	0.2 miles
6	Winn-Dixie	2.1 miles
7	Doctors Pharmacy	1.3 miles
8	Lake Blackshear Regional Library	1.1 miles
9	Americus Police Department	0.9 miles
10	Americus Fire Department	0.9 miles
11	Downtown	1.0 mile
12	Americus Senior Center	0.9 miles

6. Description of Land Uses:

The Subject is located on the western side of Magnolia Street. Immediate land uses include The Treasure House market, Magnolia’s Car Wash and Laundry, and a restaurant to the east, vacant wooded land to the west, single family homes in average condition to the north, and three gas stations, a restaurant, thrift store and Knights Inn motel to the south. The single family homes in the neighborhood are generally ranch style homes built prior to the 1980s. They range in condition, but are generally in average condition. There are no multifamily properties in the Subject’s immediate neighborhood; however there is a mix of residential and commercial uses that are well established. There are no vacant retail uses within the immediate vicinity. The Subject will be a consistent use

with the existing land uses and will be considered an improvement to the neighborhood.

7. Multifamily Residential within Two Miles:

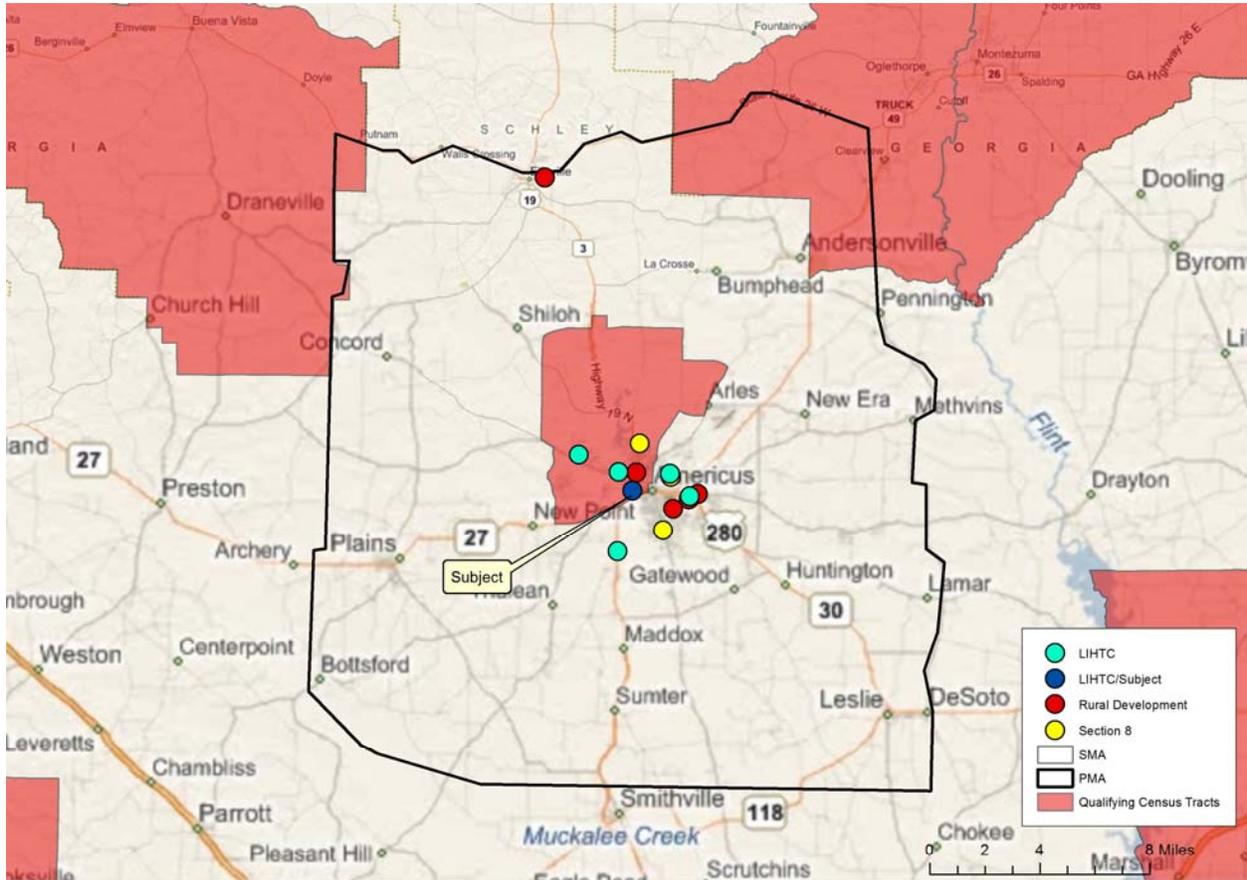
A two mile radius from the Subject incorporates the majority of Americus. The multifamily housing stock within two miles incorporates several LIHTC, market rate, rural development and government subsidized housing. The multifamily housing consists of single story or two-story properties.

8. Existing Assisted Rental Housing Property Map:

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

SUBSIDIZED PROPERTIES IN PMA

Name	Type	Tenancy	Map Color	Included/Excluded	Reason for Exclusion	
Cripple Creek Apartments	Rural Development	Family	Red	Excluded	Tenancy not comparable	
Heritage Villas of Americus	Rural Development	Family		Excluded	Tenancy not comparable	
Pecan Village/Shady Grove	Rural Development	Senior		Excluded	Location not comparable	
Meadowbrook Lane Apartments	RD/LIHTC	Family		Excluded	Tenancy not comparable	
Ravenwood Apartments	RD/LIHTC	Senior		Excluded	Tenants pay 30% of income, could not contact	
Meadowbrook Village	Rural Development	Senior	Yellow	Included	N/Ap	
Eastview Apartments	Section 8	Senior		Excluded	Tenants pay 30% of income	
Magnolia Gardens	Section 8	Senior		Excluded	Tenants pay 30% of income	
Magnolia Manor	Section 8	Senior		Excluded	Tenants pay 30% of income	
Joy Court Village - Volunteers of America	Section 8	Senior	Cyan	Excluded	Tenants pay 30% of income	
Magnolia Village	LIHTC/HOME/PBRA	Family		Excluded	All units operate with subsidy	
Verandah	LIHTC (PBRA)	Senior		Included	N/Ap	
American Gardens	LIHTC	Family		Included	N/Ap	
Starlight Place	LIHTC	Family		Included	N/Ap	
East Oaks	LIHTC	Family		Included	N/Ap	
Creekside Gardens	LIHTC	Senior		Blue	SUBJECT	N/Ap



Affordable Properties and QCTs - Americus, GA



9. Road/Infrastructure

Proposed Improvements:

We witnessed no road/infrastructure improvements during our site inspection.

10. Access, Ingress/Egress and Visibility of site:

The Subject site is accessed via Magnolia Street. Magnolia Street is accessed via Martin Luther King Jr. Boulevard/Highway 19/280, which is a major throughway in Americus. The Subject site is near the intersection of Martin Luther King Jr. Boulevard/Highway 19/280 with Highway 280 – which is the Main Street that traverses through downtown Americus. Overall, visibility is considered average.

11. Environmental Concerns:

None visible upon site inspection.

Detrimental Influences:

There are no significant detrimental influences.

12. Conclusion:

The Subject is located on the western side of Magnolia Street. Immediate land uses include residential and commercial uses generally in average condition. The Subject is expected to be an improvement within the immediate neighborhood.

D. MARKET AREA

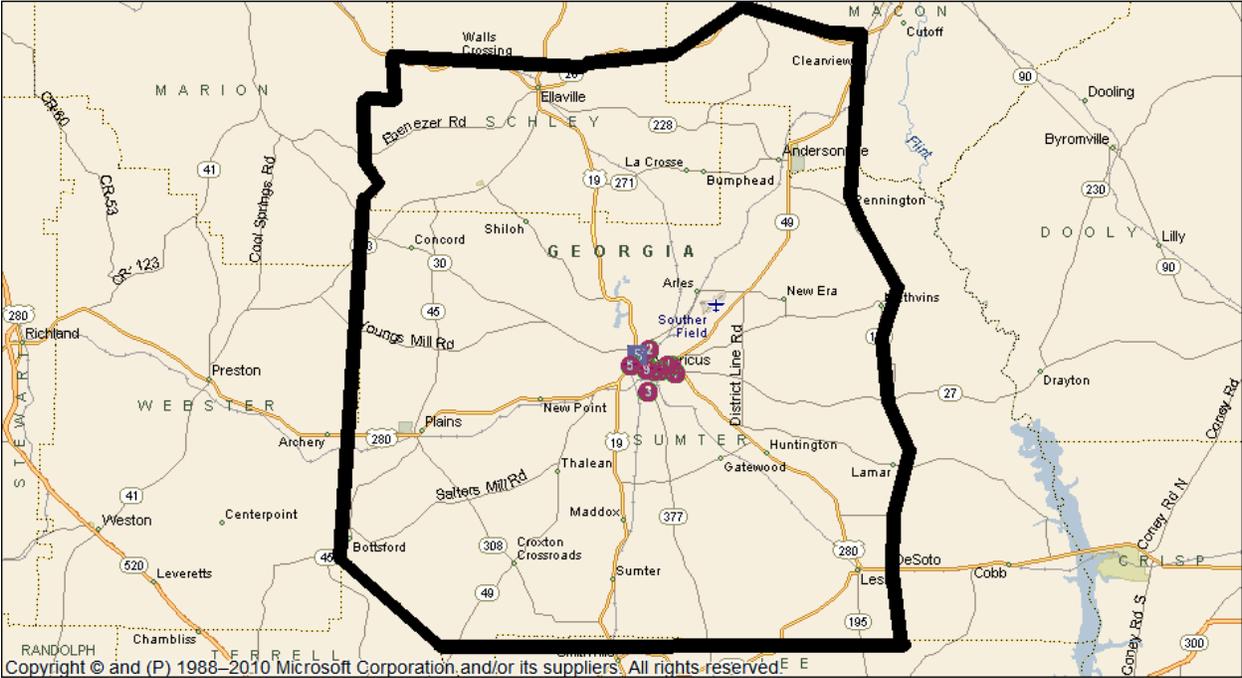
PRIMARY MARKET AREA

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.

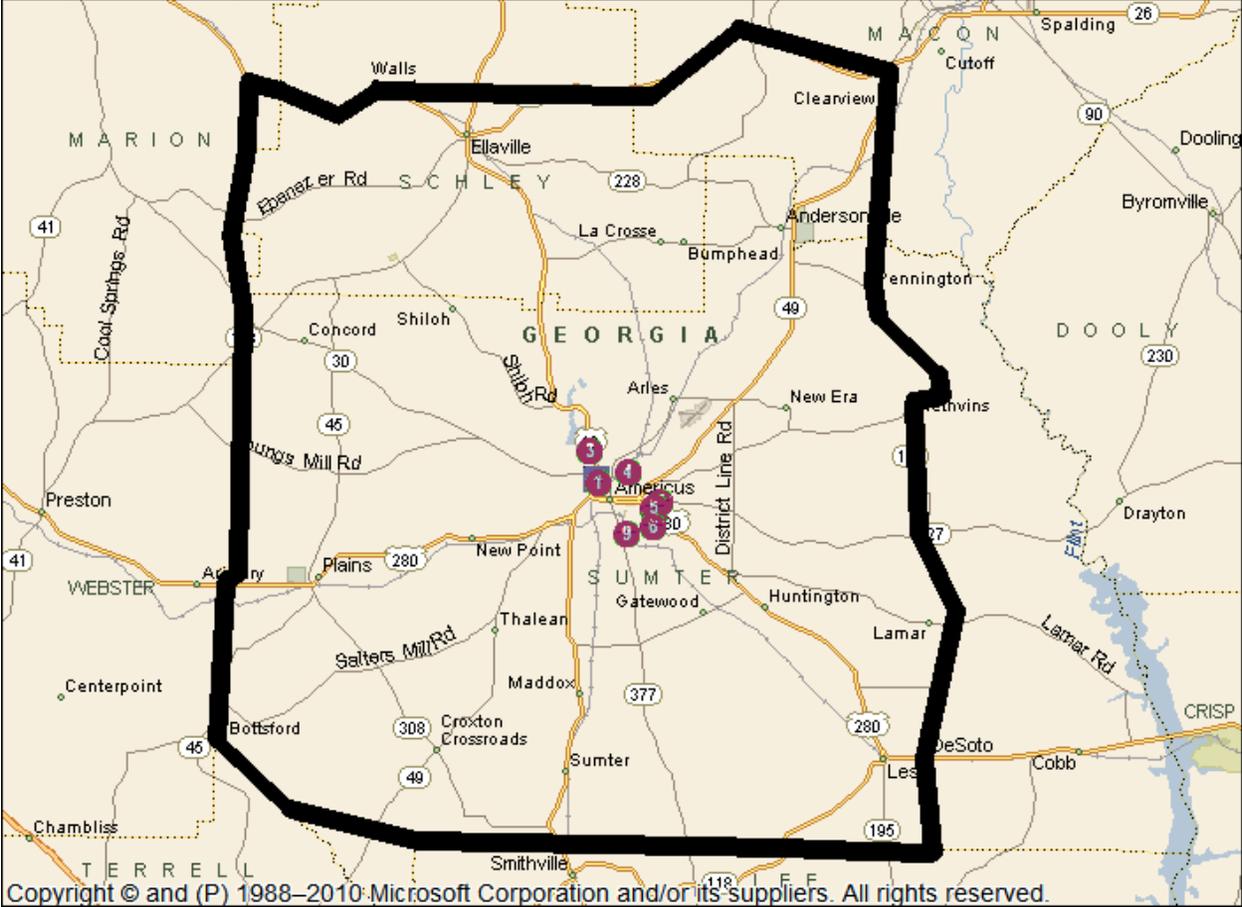
Primary Market Area Map



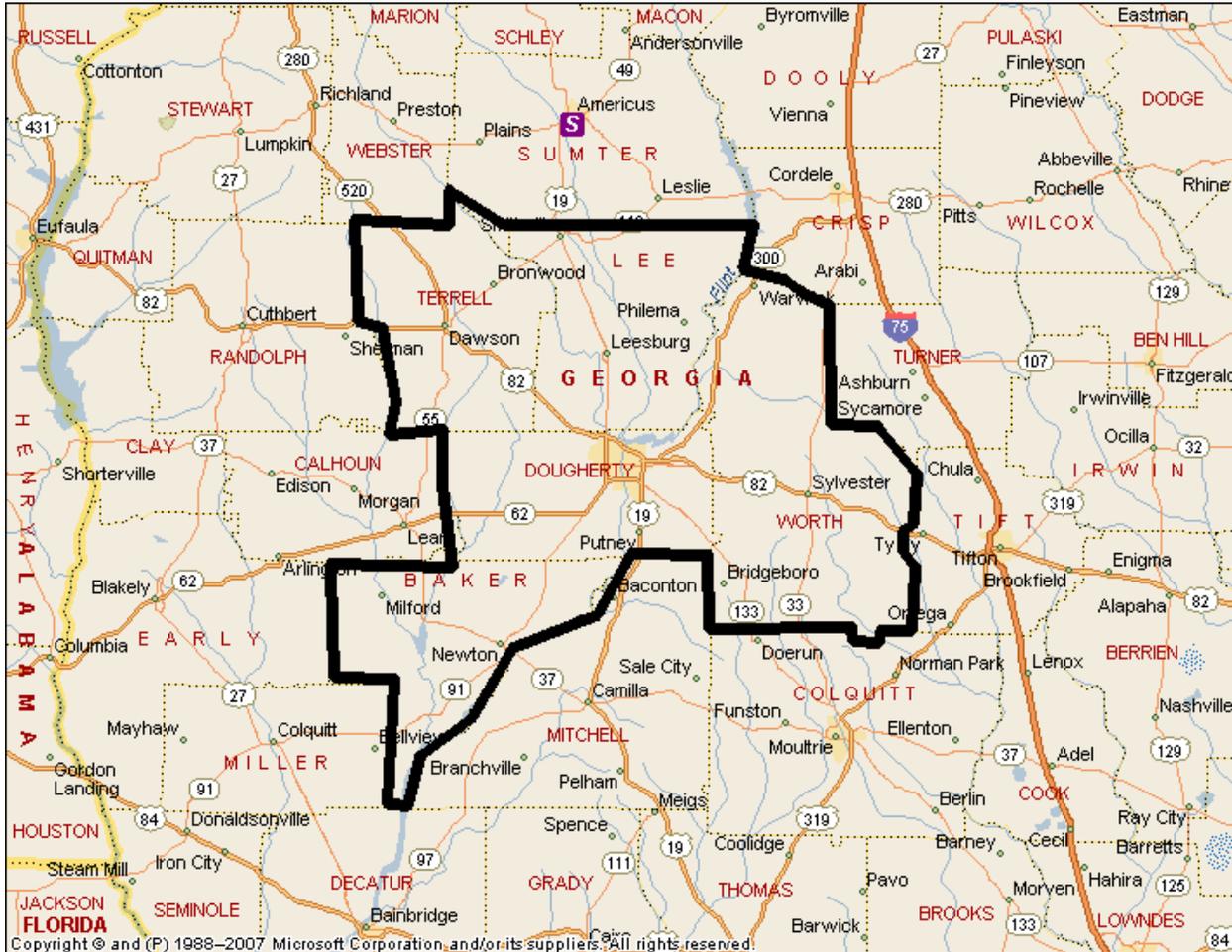
Locational Amenities



Comparable Properties in PMA



Secondary 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 Albany MSA are areas of growth or contraction. It should be noted that although the Subject’s city of Americus is not located in the Albany MSA, this area is the closest urban center to Americus and Sumter County. Additionally, several property managers indicated that some leakage comes from this region. Therefore, we have included the Albany MSA as the secondary market area.

The boundaries of the PMA are as follows:
 North – State Route -26
 South- Sumter County border
 East- State Route - 195
 West- Sumter and Schley County borders.

The PMA is defined by the Sumter and Schley county borders to the west; SR-26 to the north; Sr-195 to the east; and, the Sumter County border to the south. The area includes the majority of Sumter county and portions of Schley and Macon counties. The area was defined based on

interviews with the local housing authority, property managers at comparable properties. Many property managers indicated that the majority of tenants come from Americus or surrounding towns. The property manager at Starlight Place, a family LIHTC property, reported that some tenants come from Andersonville and Ellaville, Leslie, and Plains. However, we do not assume that all tenants come from within these areas. Therefore, we have adjusted for 15 percent leakage from outside of the PMA.

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 Americus, GA MSA are areas of growth or contraction. The discussions will also describe typical household size and will provide a picture of the health of the community and the economy. The following demographic tables are specific to the populations of the PMA and MSA.

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 MSA, the PMA and nationally from 2000 through 2014.

SENIOR POPULATION, 55+

Year	PMA		Americus, GA Micropolitan Statistical Area	
	Number	Annual Change	Number	Annual Change
2000	7,263	-	7,627	-
2010	8,261	1.3%	8,795	1.5%
Prj Mrkt Entry				
May 2014	8,630	1.2%	9,207	1.2%
2015	8,742	1.2%	9,332	1.2%

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2012

POPULATION BY AGE IN 2010

Age Cohort	PMA		Americus, GA Micropolitan Statistical Area		USA	
	Number	Percentage	Number	Percentage	Number	Percentage
0-4	2,766	7.8%	2,883	7.8%	21,296,740	6.8%
5-9	2,629	7.4%	2,744	7.4%	20,832,961	6.7%
10-14	2,529	7.1%	2,646	7.2%	20,369,284	6.5%
15-19	2,723	7.6%	2,796	7.6%	21,883,995	7.0%
20-24	2,891	8.1%	2,868	7.8%	21,459,235	6.9%
25-29	2,570	7.2%	2,568	7.0%	21,517,303	6.9%
30-34	2,398	6.7%	2,406	6.5%	19,852,007	6.4%
35-39	2,202	6.2%	2,231	6.1%	20,531,543	6.6%
40-44	2,268	6.4%	2,317	6.3%	21,232,056	6.8%
45-49	2,277	6.4%	2,344	6.4%	23,163,948	7.4%
50-54	2,169	6.1%	2,246	6.1%	22,315,436	7.2%
55-59	2,038	5.7%	2,169	5.9%	19,742,941	6.3%
60-64	1,819	5.1%	1,958	5.3%	16,544,050	5.3%
65-69	1,323	3.7%	1,421	3.9%	12,081,110	3.9%
70-74	911	2.6%	976	2.6%	9,033,665	2.9%
75-79	736	2.1%	782	2.1%	7,339,326	2.4%
80-84	664	1.9%	694	1.9%	5,947,153	1.9%
85+	770	2.2%	795	2.2%	6,070,110	2.0%
Total	35,681	100.0%	36,844	100.0%	311,212,863	100.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2012

Number of Elderly and Non-Elderly - PMA

Year	PMA			Secondary Area (SMA, MSA, City, Village, etc)		
	Total Population	Non-Elderly	Elderly (65+)	Total Population	Non-Elderly	Elderly (65+)
1990	32,514	28,249	4,265	33,816	29,333	4,483
2000	36,113	31,807	4,306	36,966	32,452	4,514
2010	35,683	31,279	4,404	36,844	32,176	4,668
Prj Mrkt Entry						
May 2014	35,340	30,584	4,756	36,610	31,529	5,081
`	35,235	30,372	4,863	36,539	31,332	5,207

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2012

Projected annual population growth in the PMA and MSA from 2010 to 2014 is strong and is expected to increase through the year 2015. The largest age cohorts in the PMA include persons ages 20 to 24 with a high concentration of persons ages 0 to 4, 5 to 9 and 15 to 19. The prevalence of these age groups in conjunction suggests that the PMA has a considerable family population.

2. Household Trends

2a. Total Number of Households, Average Household Size

HOUSEHOLDS WITH SENIOR HOUSEHOLDER, 55+

Year	PMA		Americus, GA Micropolitan Statistical Area	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
2000	4,395	-	4,632	-
2010	4,811	0.9%	5,130	1.1%
Prj Mrkt Entry				
May 2014	4,989	1.0%	5,351	1.1%
2015	5,043	1.0%	5,418	1.1%

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2012

AVERAGE HOUSEHOLD SIZE

Year	PMA		Americus, GA Micropolitan Statistical Area		USA	
	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>	<i>Number</i>	<i>Annual Change</i>
1990	2.76	-	2.75	-	2.63	-
2000	2.66	-0.4%	2.63	-0.4%	2.59	-0.1%
2010	2.62	-0.2%	2.59	-0.2%	2.59	0.0%
Prj Mrkt Entry						
May 2014	2.61	-0.1%	2.58	-0.1%	2.59	0.0%
2015	2.60	-0.1%	2.58	-0.1%	2.60	0.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2012

Similar to population trends, annual household growth in the PMA is strong at 0.9 percent annually and estimated to increase 1.0% by May 2014, almost right in line with that of the MSA. Any growth is considered positive in a rural area such as the PMA.

2b. Households by Tenure

The table below depicts household growth by tenure from 1990 through 2015.

TENURE PATTERNS PMA (AGES 55+)

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
1990	-	-	-	-
2000	3,395	77.17%	1,004	22.83%
2010	3,563	74.16%	1,241	25.84%
Prj Mrkt Entry				
May 2014	3,676	73.69%	1,313	26.31%
2015	3,710	73.54%	1,335	26.46%

As the table illustrates, Senior households within the PMA are predominately owner-occupied residences. However the percentage of senior renters in the area is 25.84 percent, much higher than the national average of 13%. While renter-occupied households are in the minority, the percent of renter-occupied households is projected to increase through 2015.

2c. Households by Income

The following table depicts household income in 2010 for the PMA.

HOUSEHOLD INCOME OF SENIORS 55+ IN 2010

Income Cohort	PMA		Americus, GA Micropolitan Statistical Area		USA
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>	<i>Percentage</i>
\$0-9,999	927	19.3%	964	18.8%	24.0%
\$10,000-19,999	685	14.3%	718	14.0%	23.3%
\$20,000-29,999	770	16.0%	821	16.0%	15.0%
\$30,000-39,999	560	11.7%	603	11.8%	10.3%
\$40,000-49,999	524	10.9%	574	11.2%	7.2%
\$50,000-59,999	297	6.2%	311	6.1%	5.2%
\$60,000-74,999	466	9.7%	520	10.1%	4.1%
\$75,000-99,999	315	6.6%	338	6.6%	4.7%
\$100,000+	262	5.5%	280	5.5%	6.3%
Total	4,805	100.0%	5,130	100.0%	100.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2012

PMA HOUSEHOLD INCOME OF SENIORS 55+ IN 2010 BY TENURE

Income Cohort	Renter Households		Owner Households	
	<i>Number</i>	<i>Percentage</i>	<i>Number</i>	<i>Percentage</i>
\$0-9,999	475	38.3%	452	12.7%
\$10,000-19,999	212	17.0%	473	13.3%
\$20,000-29,999	155	12.5%	615	17.3%
\$30,000-39,999	65	5.2%	495	13.9%
\$40,000-49,999	80	6.5%	444	12.5%
\$50,000-59,999	132	10.7%	164	4.6%
\$60,000-74,999	55	4.4%	411	11.5%
\$75,000-99,999	37	3.0%	278	7.8%
\$100,000+	31	2.5%	231	6.5%
Total	1,241	100.0%	3,563	100.0%

Source: Ribbon Demographics 2007, Novogradac & Company LLP, April 2012

The largest income cohort of seniors over 55 and 65 was between 0-\$9,999. The Subject will target households earning below \$25,000. Approximately 68 percent of senior renters are earning below \$30,000. This bodes well for the Subject.

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

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

	2000		2010		Prj Mrkt Entry May 2014		2015	
	Number	Percentage	Number	Percentage	Number	Percentage	Number	Percentage
With 1 Person	615	61.2%	729	58.7%	772	58.8%	785	58.8%
With 2 Persons	285	28.4%	325	26.1%	333	25.4%	336	25.2%
With 3 Persons	41	4.1%	105	8.4%	115	8.7%	118	8.8%
With 4 Persons	19	1.9%	21	1.7%	26	2.0%	27	2.0%
With 5+ Persons	44	4.4%	62	5.0%	68	5.2%	69	5.2%
Total Renter Households	1,004	100.0%	1,241	100.0%	1,313	100.0%	1,335	100.0%

Source: Ribbon Demographics 2007, Novogradac & Company LLP, April 2012

One and two person households accounted for 84.8 percent of the population in 2010.

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 and MSA have demonstrated that they are areas of growth. The senior population and the number of households are both expected to increase through 2015. As the previous tables illustrate, senior households within the PMA are predominately owner-occupied residences. However the percentage of senior renters in the area is 25.84 percent, much higher than the national average of 13%. While renter-occupied households are in the minority, the percent of renter-occupied households is projected to increase through 2015. The largest income cohort of seniors over 55 and 62 was between 0-\$9,999. The Subject will target households earning below \$25,000. Approximately 68 percent of senior renters are earning below \$30,000. This bodes well for the Subject.

F. EMPLOYMENT TRENDS

Employment Trends

The following section provides an analysis of the economic characteristics within the market area. Data such as employment, unemployment, expansions, and major employers will be studied to determine if the Primary Market Area (PMA) and the Metropolitan Statistical Area (MSA) are areas of growth or contraction.

Consistent with national trends, the greater MSA and PMA areas have undergone economic contractions over 2009 that are continuing into 2012. Various industries including retail, manufacturing and even historically stable industries such as healthcare have experienced layoffs. While there are some announced expansions in the Americus area, these are subject to the continuing economic recession, market demand fluctuations, and constraints on obtaining financing.

1. Total Jobs

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

COVERED EMPLOYMENT

Sumter County

Year	Total Employment	% Change
2001	13,850	
2002	13,467	-2.84%
2003	13,268	-1.50%
2004	12,913	-2.75%
2005	12,630	-2.24%
2006	12,816	1.45%
2007	12,397	-3.38%
2008	12,217	-1.47%
2009	11,109	-9.97%
2010	10,713	-3.70%
2011 YTD Average*	10,676	-0.35%
Sep-10	10,668	-
Sep-11	10,500	-1.60%

Source: U.S. Bureau of Labor Statistics

*YTD as of Sept 11

Employment levels in Sumter County decreased between 2003 and 2010 with the exception of 2006. In 2009 Sumter County experienced its highest employment loss of 9.97 percent and an additional 3.7 percent in 2010. As of September 2011, the MSA has lost a considerable percentage of jobs but appears to be slowing from the number of jobs lost in 2009. This is the most recent data available.

2. Total Jobs by Industry

The following table illustrates the total jobs by employment sectors within Sumter County as of the second quarter 2011 and the current employment by industry (not covered employment) for the PMA.

SEPT 2011 EMPLOYMENT JOBS BY INDUSTRY

Sumter County

Industry	Number Employed	Percent Employed
Construction	339	2.97%
Education and Health Services	1,683	14.74%
Financial Activities	292	2.56%
Information	108	0.95%
Leisure and Hospitality	885	7.75%
Manufacturing	1,158	10.14%
Natural Resources and Mining	582	5.10%
Other Services	187	1.64%
Professional and Business Services	439	3.85%
Public Administration*	-	-
Trade,Transportation, and Utilities	5,724	50.14%
Unclassified	20	0.18%
Total Employment	11,417	100.00%

*Monthly data is not available

Source: U.S. Bureau of Labor Statistics 2010. Covered Employment

2010 EMPLOYMENT BY INDUSTRY

Industry	PMA		USA	
	Number Employed	Percent Employed	Number Employed	Percent Employed
Health Care/Social Assistance	2,070	16.0%	18,891,157	13.9%
Educational Services	1,957	15.2%	14,168,096	10.4%
Manufacturing	1,584	12.3%	13,047,475	9.6%
Retail Trade	1,404	10.9%	15,464,986	11.4%
Other Services (excl Publ Adm)	896	6.9%	6,679,783	4.9%
Public Administration	835	6.5%	6,916,821	5.1%
Construction	740	5.7%	8,872,843	6.5%
Accommodation/Food Services	679	5.3%	9,114,767	6.7%
Transportation/Warehousing	461	3.6%	5,487,029	4.0%
Agric/Forestry/Fishing/Hunting	452	3.5%	1,790,318	1.3%
Admin/Support/Waste Mgmt Svcs	322	2.5%	5,114,479	3.8%
Wholesale Trade	304	2.4%	4,407,788	3.2%
Finance/Insurance	261	2.0%	6,883,526	5.1%
Prof/Scientific/Tech Services	232	1.8%	8,520,310	6.3%
Mining	199	1.5%	723,991	0.5%
Arts/Entertainment/Recreation	145	1.1%	2,628,374	1.9%
Real Estate/Rental/Leasing	129	1.0%	2,825,263	2.1%
Information	124	1.0%	3,158,778	2.3%
Utilities	118	0.9%	1,115,793	0.8%
Mgmt of Companies/Enterprises	0	0.0%	202,384	0.1%
Total Employment	12,912	100.0%	136,013,961	100.0%

Source: ESRI Demographics 2010, Novogradac & Company LLP, April 2012

For covered employment by industry in Sumter County, Trade, Transportation and Utilities, Education/Health Services and Manufacturing are the top three industries. This is consistent with the industry trends in the PMA. The retail industry also has a high percentage employed. While not among the largest industries, public administration is overrepresented in the PMA when compared to the nation. This industry, as well as the health and education industries are historically considered to be stable employers and could provide some additional stability to the local economy during a recession.

3. Major Employers

The diversification of the Americus economic base is indicated by the following list of the Sumter County ten largest employers.

MAJOR EMPLOYERS

Americus/Sumter Co, GA			
	Employer	Industry	Number Employed
1	Magnolia Manor, Inc.	Healthcare/Nonprofit	390
2	Container Marketing Inc.	Manufacturing/Wholesale	300
3	Phoebe Sumter Medical Center, Inc.	Healthcare	300
4	Wal-Mart	Retail	300
5	Georgia Southwestern State University	Education Services	280
6	Cooper Lighting, Inc.	Manufacturing	250
7	Mullite Co. of America	Mining/Refining	200
8	South Georgia Technical College	Education Services	150
9	ConArt Precast LLC	Manufacturing	150
10	J & M Tank Lines, Inc.	Distribution	Exact fig. not avail.

Source: Americus Sumter Payroll Development Authority (05/2012)

Magnolia Manor and Container Marketing are the largest employers in the MSA. Seven of the top 10 employers in the County are from the Healthcare/social assistance, manufacturing and education sectors. Other industries are also heavily represented are the distribution and retail.

Expansions/Contractions

Despite the current recession, the Sumter County Chamber of Commerce has reported one major expansion to the area. The Americus Motor Sports Complex, a racing/training facility is slated to begin construction. They recently announced in March of 2012 that they have hit a significant milestone in the project as the fieldwork is complete for the topography mapping of the land on South Georgia Tech Parkway. The topography survey is an important and necessary step in the preliminary planning stages since it is needed for overall construction process. The project will be located approximately 7.6 miles northeast of the subject, adjacent to Souther Field Airport. With a projected annual impact of 75 million, it is anticipated to have a positive economic impact on Americus and Sumter County with the potential to create over 200 jobs.

In addition, according to the Americus Sumter Payroll Development Authority, in December of 2011, the new Pheobe Sumter Medical Center opened. This state of the art facility stands on 200 acres, allowing for plenty of room for growth. Americus Mayor Barry Blount pointed out that the new facility will be a center of new economic development and will make Americus and Sumter County a regional hub for quality health care.

While this announced job growth is notable, it does not reflect actual jobs added to the market in 2010-2011.

In late December of 2011 a new employer relocated to the area. PetCareRx officially opened their new call center Monday, which was established in cooperation with the Americus-Sumter County Payroll Development Authority (PDA). The company currently employs 125 people and according to PDA executive director David Garriga, PetCareRx sells both prescription and non-prescription pet medications, as well as over 15,000 pet supply items on its website and has recently expanded into the pet food area.

4. Employment and Unemployment Trends

The following table details employment and unemployment trends for Americus, GA from 2000 to 2012 (through February).

EMPLOYMENT & UNEMPLOYMENT TRENDS (NOT SEASONALLY ADJUSTED)									
Year	Americus, GA Micropolitan Statistical Area				USA				
	Total Employment	% Change	Unemployment Rate	Change	Total Employment	% Change	Unemployment Rate	Change	
2001	15,681	-	5.5%	-	136,933,000	-	4.7%	-	
2002	15,457	-1.4%	5.8%	0.3%	136,485,000	-0.3%	5.8%	1.1%	
2003	15,525	0.4%	5.5%	-0.3%	137,736,000	0.9%	6.0%	0.2%	
2004	15,310	-1.4%	5.8%	0.3%	139,252,000	1.1%	5.5%	-0.5%	
2005	15,148	-1.1%	6.7%	0.9%	141,730,000	1.8%	5.1%	-0.4%	
2006	15,642	3.3%	6.1%	-0.6%	144,427,000	1.9%	4.6%	-0.5%	
2007	15,429	-1.4%	7.1%	1.0%	146,047,000	1.1%	4.6%	0.0%	
2008	15,277	-1.0%	7.6%	0.5%	145,362,000	-0.5%	5.8%	1.2%	
2009	14,072	-7.9%	12.8%	5.2%	139,877,000	-3.8%	9.3%	3.5%	
2010	13,204	-6.2%	13.8%	1.0%	139,064,000	-0.6%	9.6%	0.3%	
2011	12,994	-1.6%	13.0%	-0.8%	139,869,000	0.6%	8.9%	-0.7%	
2012 YTD Average*	12,864	-1.0%	13.8%	0.8%	140,314,000	0.3%	8.8%	-0.2%	
Feb-2011	13,137	-	13.0%	-	138,093,000	-	9.5%	-	
Feb-2012	12,845	-2.2%	13.2%	0.2%	140,684,000	1.9%	8.7%	-0.8%	

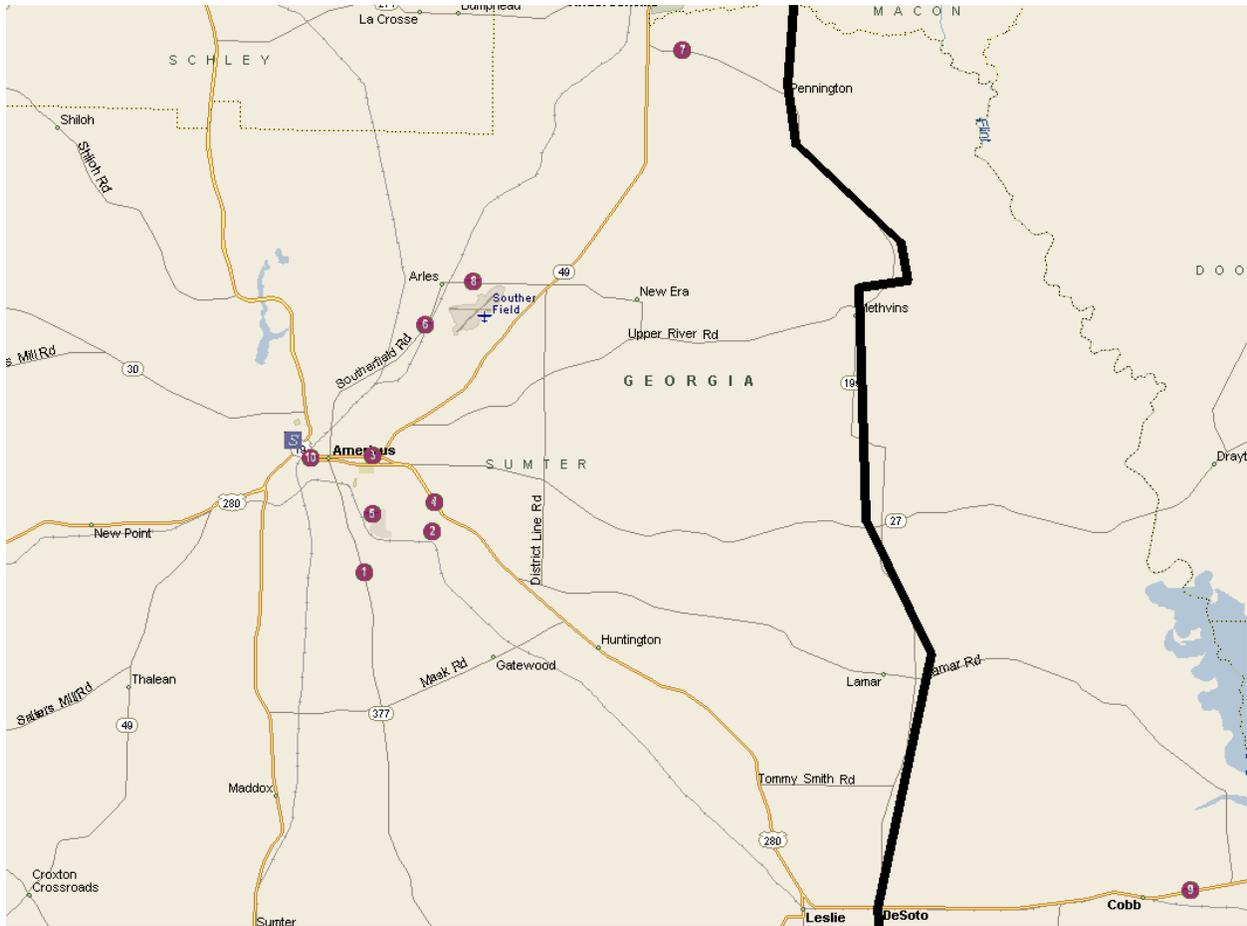
Source: U.S. Bureau of Labor Statistics, Novogradac & Company LLP, April 2012
 *2012 data is through Annual

Americus experienced significant decreases in total employment over the greater part of the decade, with 2009 having the highest loss of 7.9 percent in total employment. The 2012 YTD total employment has continued to decrease, but at a much slower level. Unemployment figures have been consistently been higher than that nation, which is most likely due to the rural nature and reliance on the manufacturing industry.

The following year in 2010, they had another loss of 6.2 percent. In 2011, the unemployment percentage decreased from 2010, which is the first year of a decline since 2006. Year over year to February 2012, total employment decreased 2.2 percent and the unemployment rate increased as well. Overall, YTD 2012 numbers illustrate a still suffering economy in comparison to the nation which showed an increase in employment and an unemployment decrease.

5. Map of Site and Major Employment Concentrations

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



Conclusion

Overall, it appears as if Americus and the Albany, GA MSA were affected by the current national economic recession. Despite the current recession, there were notable expansions in the market in Americus/Sumter County area in various industries. The Sumter County Chamber of Commerce has reported one major expansion in process to the area. The Americus Motor Sports Complex, a racing/training facility is slated to begin construction in late 2011. The Americus Motor Sports Complex, a racing/training facility is slated to begin construction. They recently announced in March of 2012 that they have hit a significant milestone in the project as the fieldwork is complete for the topography mapping of the land on South Georgia Tech Parkway. The project will be located approximately 7.6 miles northeast of the subject, adjacent to Southern Field Airport. With a projected annual impact of 75 million, it has the potential to create over 200 jobs. This will have a positive economic impact on Americus and Sumter County.

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 35 percent of its household income at the appropriate AMI level.

According to DCA, household size is assumed to be 1.5 persons per bedroom for LIHTC rent calculation purposes. For example, the maximum rent for a four-person household in a two-bedroom unit is based on an assumed household size of three persons (1.5 per bedroom). 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 2014, the anticipated date of market entry, as the base year for the analysis. Therefore, 2010 household population estimates are inflated to 2014 by interpolation of the difference between 2010 estimates and 2015 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 2014. This number takes the overall growth from 2000 to 2014 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 we have lowered the demand from seniors who convert to homeownership to be at or below 20 percent. We have used a range of 10 to 15 percent of senior homeowners. This is based on interviews with property managers. According the manager at Verandah Apartments, 30 percent of their tenants were previous homeowners and the manager at Starlight Place that over 50 percent of their senior tenants were previous homeowners. Given the downturn in the single family home market, we do not expect 30 or 50 percent of senior homeowners to be tenants at the Subject, but we believe it is reasonable to assume 10 to 15 percent senior homeowners.

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

To accommodate for the secondary market area, the Demand from Existing Qualified Households within the primary market area will be multiplied by 115% to account for demand from the secondary market area. The property manager at Starlight Place, a family LIHTC property, reported that some tenants come from Andersonville and Ellaville, Leslie, and Plains. However, we do not assume that all tenants come from within these areas. Therefore, we have adjusted for 15 percent leakage from outside of the PMA.

3D. OTHER

DCA does not consider household turnover to be a source of market demand.

4. NET DEMAND, CAPTURE RATES AND STABILIZATION CALCULATIONS

The following pages will outline the overall demand compononets added together (3(a), 3(b) and 3(c)) less the supply of competitive developments awarded and/or constructed from 2000 to the present.

ADDITIONS TO SUPPLY

Additions to supply will lower the number of potential qualified households. Pursuant to our understanding of DCA guidelines, we deduct additions to supply allocated since 2010 to present and those that will be constructed through 2014 that are considered directly competitive.

There is only one senior LIHTC property in the PMA, Verandah Apartments. All of the LIHTC units at this property operate with an additional Project Based Rental Assistance Subsidy; therefore the tenants pay 30 percent of income towards rent. Therefore, no units have been deducted from demand.

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.

GENERAL MARKET OVERVIEW

Name	Type	Tenancy	Distance from Subject	Occupancy	Included/Excluded	Reason for Exclusion
Cripple Creek Apartments	Rural Development	Family	2.7 miles	N/Ap	Excluded	Tenancy not comparable
Heritage Villas of Americus	Rural Development	Family	2.3 miles	N/Ap	Excluded	Tenancy not comparable
Pecan Village/Shady Grove	Rural Development	Senior	14.3 miles	N/Ap	Excluded	Location not comparable
Meadowbrook Lane Apartments	RD/LIHTC	Family	2.6 miles	N/Ap	Excluded	Tenancy not comparable
Ravenwood Apartments	RD/LIHTC	Senior	0.7 miles	N/Ap	Excluded	nants pay 30% of income, could not cont
Meadowbrook Village	Rural Development	Senior	2.6 miles	100%	Included	N/Ap
Eastview Apartments	Section 8	Senior	2.5 miles	N/Ap	Excluded	Tenants pay 30% of income
Magnolia Gardens	Section 8	Senior	3.1 miles	N/Ap	Excluded	Tenants pay 30% of income
Magnolia Manor	Section 8	Senior	3.1 miles	N/Ap	Excluded	Tenants pay 30% of income
Joy Court Village - Volunteers of America	Section 8	Senior	2.6 miles	N/Ap	Excluded	Tenants pay 30% of income
Magnolia Village	LIHTC/HOME/PBRA	Family	1.3 miles	100%	Excluded	All units operate with subsidy
Verandah	LIHTC (PBRA)	Senior	2.2 miles	95%	Included	N/Ap
American Gardens	LIHTC	Family	0.8 miles	95%	Included	N/Ap
Starlight Place	LIHTC	Family	1.7 miles	100%	Included	N/Ap
East Oaks	LIHTC	Family	2.7 miles	97%	Included	N/Ap
Troy Hill Apartments	Market	Family	2.5 miles	100%	Included	N/Ap
Hillside Manor	Market	Family	2.4 miles	90%	Included	N/Ap
Southland Heights	Market	Family	2.6 miles	100%	Included	N/Ap
Lexington Place	Market	Family	3.0 miles	100%	Included	N/Ap
Total				97%		

The following table illustrates vacancy in the PMA. Overall, vacancy is low and was reported to be typically low. Therefore, we believe a PMA occupancy of five percent or less is reasonable.

NET SUPPLY

The following Competitive Analysis chart may be used to determine the Net Supply number of each bedroom and income category when considering the deduction of properties in the net supply in cases where, for instance, the property is on the edge of the PMA, is a market rate property, or otherwise only partially fulfills the need for units that will be filled by the proposed subject. All properties determined to be competitive with the proposed development will be included in the Competitive Analysis and assigned a Comparability Factor to be used in determining Net Supply in the PMA.

The total Comparability Factor will be applied to each bedroom type for all income segments to determine the number of units to be allocated to the existing property. Total market supply will be comprised of the weighted units supply from the comparable existing properties and all units new to the market area since 2010.

With regards to affordability, we believe the following percent differentials are warranted.

Rent Differential	Adjustment Applied
0-5%	1.00
6-10%	0.75
11-15%	0.50
16-20%	0.25
20%+	0.00

There are no truly competitive market rate properties as they do not cater to senior households. Therefore, we have not deducted market rate units from demand.

Rehab Developments and PBRA

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

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

Capture Rates

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

Creekview Commons, Americus, GA; Market Study

Renter Household Income Distribution 2000 to Projected Market Entry May 2014								
Creekview Commons								
PMA								
	2000		2010		Pj Mkt Entry May 2014		Percent Growth	
	#	%	#	%	#	%		
\$0-9,999	447	44.5%	475	38.3%	467	35.6%	-1.7%	
\$10,000-19,999	154	15.4%	212	17.0%	224	17.1%	5.7%	
\$20,000-29,999	131	13.1%	155	12.5%	160	12.2%	3.5%	
\$30,000-39,999	65	6.5%	65	5.2%	84	6.4%	22.3%	
\$40,000-49,999	59	5.9%	80	6.5%	87	6.7%	8.0%	
\$50,000-59,999	72	7.2%	132	10.7%	147	11.2%	9.7%	
\$60,000-74,999	30	3.0%	55	4.4%	58	4.4%	6.0%	
\$75,000-99,999	25	2.5%	37	3.0%	42	3.2%	11.2%	
\$100,000+	21	2.1%	31	2.5%	44	3.3%	30.0%	
Total	1,004	100.0%	1,241	100.0%	1,313	100.0%	5.5%	

Renter Household Income Distribution Projected Market Entry May 2014			
Creekview Commons			
	PMA		
	Pj Mkt Entry May 2014		Change 2000 to Pj Mkt Entry May 2014
	#	%	#
\$0-9,999	467	35.6%	110
\$10,000-19,999	224	17.1%	53
\$20,000-29,999	160	12.2%	38
\$30,000-39,999	84	6.4%	20
\$40,000-49,999	87	6.7%	21
\$50,000-59,999	147	11.2%	34
\$60,000-74,999	58	4.4%	14
\$75,000-99,999	42	3.2%	10
\$100,000+	44	3.3%	10
Total	1,313	100.0%	309

Tenure Pj Mkt Entry May 2014	
Renter	26.3%
Owner	73.7%
Total	100.0%

Renter Household Size for Pj Mkt Entry May 2014		
Size	Number	Percentage
1	772	58.8%
2	333	25.4%
3	115	8.7%
4	26	2.0%
5+	68	5.2%
Total	1,313	100.0%

Renter Household Size for 2000 55+		
Size	Number	Percentage
1	615	61.2%
2	285	28.4%
3	41	4.1%
4	19	1.9%
5+	44	4.4%
Total	1,004	100.0%

50% AMI

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

Percent of AMI Level			50%		
Minimum Income Limit			\$12,720		
Maximum Income Limit			\$20,950 Two		
Income Category	New Renter Households - Total Change in Households PMA 2000 to Prj Mkt Entry May 2014		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	110			
\$10,000-19,999	53	17.1%	7,279	72.8%	38
\$20,000-29,999	38	12.2%	950	9.5%	4
\$30,000-39,999	20	6.4%		0.0%	0
\$40,000-49,999	21	6.7%		0.0%	0
\$50,000-59,999	34	11.2%		0.0%	0
\$60,000-74,999	14	4.4%		0.0%	0
\$75,000-99,999	10	3.2%		0.0%	0
\$100,000+	10	3.3%		0.0%	0
	309	100.0%			42
Percent of renter households within limits versus total number of renter households					13.60%

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

Percent of AMI Level			50%		
Minimum Income Limit			\$12,720		
Maximum Income Limit			\$20,950 Two		
Income Category	Total Renter Households PMA Prj Mkt Entry May 2014		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	467			
\$10,000-19,999	224	17.1%	7,279	72.8%	163
\$20,000-29,999	160	12.2%	950	9.5%	15
\$30,000-39,999	84	6.4%	0	0.0%	0
\$40,000-49,999	87	6.7%	0	0.0%	0
\$50,000-59,999	147	11.2%	0	0.0%	0
\$60,000-74,999	58	4.4%	0	0.0%	0
\$75,000-99,999	42	3.2%	0	0.0%	0
\$100,000+	44	3.3%	0	0.0%	0
	1,313	100.0%			179
Percent of renter households within limits versus total number of renter households					13.60%

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

Prj Mkt Entry May 2014 Median Income

Change from 2000 to Prj Mkt Entry May 2014

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%
\$30,436
\$39,870
\$9,434
31.0%
5.2%
5.2%
Two year adjustment
1,0000
\$20,950
\$20,950
Two
50%
\$424
\$424.00

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	75%	25%	0%	0%	0%	100%
2	0%	10%	90%	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 2000 to Prj Mrkt Entry May 2014

Income Target Population	50%
New Renter Households PMA	309
Percent Income Qualified	13.6%
New Renter Income Qualified Households	42

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

Demand from Existing Households 2000

Demand from Rent Overburdened Households

Income Target Population	50%
Total Existing Demand	1,313
Income Qualified	13.6%
Income Qualified Renter Households	179
Percent Rent Overburdened Prj Mrkt Entry May 2014	27.4%
Rent Overburdened Households	49

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	179
Percent Living in Substandard Housing	0.8%
Households Living in Substandard Housing	1

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

Senior Households Converting from Homeownership

Income Target Population	50%
Total Senior Homeowners	3676
Rural Versus Urban	5.0%
Senior Demand Converting from Homeownership	184

Total Demand

Total Demand from Existing Households		234
Adjustment Factor - Leakage from SMA (use 115% for DCA)	115%	35
Adjusted Demand from Existing Households		269
Total New Demand		42
Total Demand (New Plus Existing Households)		311

Demand from Seniors Who Convert from Homeownership	184
Percent of Total Demand From Homeownership Conversion	13.0%
Is this Demand Over 20 percent of Total Demand?	No

By Bedroom Demand

One Person	58.8%	183
Two Persons	25.4%	79
Three Persons	8.7%	27
Four Persons	2.0%	6
Five Persons	5.2%	16
Total	100.0%	311

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	75%	137
Of two-person households in 1BR units	10%	8
Of one-person households in 2BR units	25%	46
Of two-person households in 2BR units	90%	71
Of three-person households in 2BR units	60%	16
Of three-person households in 3BR units	40%	11
Of four-person households in 3BR units	80%	5
Of five-person households in 3BR units	70%	11
Of four-person households in 4BR units	20%	1
Of five-person households in 4BR units	30%	5
Total Demand		311
Check		OK

Total Demand by Bedroom	50%
1 BR	145
2 BR	133
Total Demand	278

Additions To Supply 2000 to Prj Mrkt Entry May 2014	50%
0 BR	0
1 BR	0
2 BR	0
3 BR	0
4 BR	0
5 BR	0
Total	0

Net Demand	50%
1 BR	145
2 BR	133
Total	278

Developer's Unit Mix	50%
1 BR	3
2 BR	5
Total	8

Capture Rate Analysis	50%
1 BR	2.1%
2 BR	3.8%
Total	2.9%

60%AMI

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

Percent of AMI Level			60%		
Minimum Income Limit			\$15,270		
Maximum Income Limit			\$25,140 Two		
Income Category	New Renter Households - Total Change in Households PMA 2000 to Prj Mkt Entry May 2014		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	110			
\$10,000-19,999	53	17.1%	4,729	47.3%	25
\$20,000-29,999	38	12.2%	5,140	51.4%	19
\$30,000-39,999	20	6.4%		0.0%	0
\$40,000-49,999	21	6.7%		0.0%	0
\$50,000-59,999	34	11.2%		0.0%	0
\$60,000-74,999	14	4.4%		0.0%	0
\$75,000-99,999	10	3.2%		0.0%	0
\$100,000+	10	3.3%		0.0%	0
	309	100.0%			44
Percent of renter households within limits versus total number of renter households					14.36%

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

Percent of AMI Level			60%		
Minimum Income Limit			\$15,270		
Maximum Income Limit			\$25,140 Two		
Income Category	Total Renter Households PMA Prj Mkt Entry May 2014		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	467			
\$10,000-19,999	224	17.1%	4,729	47.3%	106
\$20,000-29,999	160	12.2%	5,140	51.4%	82
\$30,000-39,999	84	6.4%	0	0.0%	0
\$40,000-49,999	87	6.7%	0	0.0%	0
\$50,000-59,999	147	11.2%	0	0.0%	0
\$60,000-74,999	58	4.4%	0	0.0%	0
\$75,000-99,999	42	3.2%	0	0.0%	0
\$100,000+	44	3.3%	0	0.0%	0
	1,313	100.0%			189
Percent of renter households within limits versus total number of renter households					14.36%

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

Prj Mkt Entry May 2014 Median Income

Change from 2000 to Prj Mkt Entry May 2014

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%		
\$30,436		
\$39,870		
\$9,434		
31.0%		
5.2%		
5.2%	Two year adjustment	1.0000
\$25,140		
\$25,140		
Two		
60%		
\$509		
\$509.00		

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	75%	25%	0%	0%	0%	100%
2	0%	10%	90%	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 2000 to Prj Mrkt Entry May 2014

Income Target Population	60%
New Renter Households PMA	309
Percent Income Qualified	14.4%
New Renter Income Qualified Households	44

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

Demand from Existing Households 2000

Demand from Rent Overburdened Households

Income Target Population	60%
Total Existing Demand	1,313
Income Qualified	14.4%
Income Qualified Renter Households	189
Percent Rent Overburdened Prj Mrkt Entry May 2014	27.4%
Rent Overburdened Households	52

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

Demand from Living in Substandard Housing

Income Qualified Renter Households	189
Percent Living in Substandard Housing	0.8%
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	3676
Rural Versus Urban	5.0%
Senior Demand Converting from Homeownership	184

Total Demand

Total Demand from Existing Households		237
Adjustment Factor - Leakage from SMA (use 115% for DCA)	115%	36
Adjusted Demand from Existing Households		273
Total New Demand		44
Total Demand (New Plus Existing Households)		317

Demand from Seniors Who Convert from Homeownership	184
Percent of Total Demand From Homeownership Conversion	13.6%
Is this Demand Over 20 percent of Total Demand?	No

By Bedroom Demand

One Person	58.8%	186
Two Persons	25.4%	80
Three Persons	8.7%	28
Four Persons	2.0%	6
Five Persons	5.2%	16
Total	100.0%	317

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	75%	140
Of two-person households in 1BR units	10%	8
Of one-person households in 2BR units	25%	47
Of two-person households in 2BR units	90%	72
Of three-person households in 2BR units	60%	17
Of three-person households in 3BR units	40%	11
Of four-person households in 3BR units	80%	5
Of five-person households in 3BR units	70%	11
Of four-person households in 4BR units	20%	1
Of five-person households in 4BR units	30%	5
Total Demand		317
Check		OK

Total Demand by Bedroom	60%
1 BR	148
2 BR	136
Total Demand	283

Additions To Supply 2000 to Prj Mrkt Entry May 2014	60%
0 BR	0
1 BR	0
2 BR	0
3 BR	0
4 BR	0
5 BR	0
Total	0

Net Demand	60%
1 BR	148
2 BR	136
Total	283

Developer's Unit Mix	60%
1 BR	17
2 BR	25
Total	42

Capture Rate Analysis	60%
1 BR	11.5%
2 BR	18.4%
Total	14.8%

Overall

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

Percent of AMI Level			Overall		
Minimum Income Limit			\$12,720		
Maximum Income Limit			\$25,140 Two		
Income Category	New Renter Households - Total Change in Households PMA 2000 to Prj Mrkt Entry May 2014		Income Brackets	Percent within Cohort	Renter Households within Bracket
	\$0-9,999	110			
\$10,000-19,999	53	17.1%	7,279	72.8%	38
\$20,000-29,999	38	12.2%	5,140	51.4%	19
\$30,000-39,999	20	6.4%		0.0%	0
\$40,000-49,999	21	6.7%		0.0%	0
\$50,000-59,999	34	11.2%		0.0%	0
\$60,000-74,999	14	4.4%		0.0%	0
\$75,000-99,999	10	3.2%		0.0%	0
\$100,000+	10	3.3%		0.0%	0
	309	100.0%			58
Percent of renter households within limits versus total number of renter households					18.72%

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

Percent of AMI Level			Overall		
Minimum Income Limit			\$12,720		
Maximum Income Limit			\$25,140 Two		
Income Category	Total Renter Households PMA Prj Mrkt Entry May 2014		Income Brackets	Percent within Cohort	Households within Bracket
	\$0-9,999	467			
\$10,000-19,999	224	17.1%	7,279	72.8%	163
\$20,000-29,999	160	12.2%	5,140	51.4%	82
\$30,000-39,999	84	6.4%	0	0.0%	0
\$40,000-49,999	87	6.7%	0	0.0%	0
\$50,000-59,999	147	11.2%	0	0.0%	0
\$60,000-74,999	58	4.4%	0	0.0%	0
\$75,000-99,999	42	3.2%	0	0.0%	0
\$100,000+	44	3.3%	0	0.0%	0
	1,313	100.0%			246
Percent of renter households within limits versus total number of renter households					18.72%

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

Prj Mrkt Entry May 2014 Median Income

Change from 2000 to Prj Mrkt Entry May 2014

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%		
\$30,436		
\$39,870		
\$9,434		
31.0%		
5.2%		
5.2%	Two year adjustment	1.0000
\$25,140		
\$25,140		
Two		
Overall		
\$424		
\$424.00		

Persons in Household	0BR	1BR	2BR	3BR	4BR	5BR	Total
1	0%	75%	25%	0%	0%	0%	100%
2	0%	10%	90%	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 2000 to Prj Mrkt Entry May 2014

Income Target Population		Overall
New Renter Households PMA		309
Percent Income Qualified		18.7%
New Renter Income Qualified Households		58

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

Demand from Existing Households 2000

Demand from Rent Overburdened Households

Income Target Population		Overall
Total Existing Demand		1,313
Income Qualified		18.7%
Income Qualified Renter Households		246
Percent Rent Overburdened Prj Mrkt Entry May 2014		27.4%
Rent Overburdened Households		67

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

Demand from Living in Substandard Housing

Income Qualified Renter Households		246
Percent Living in Substandard Housing		0.8%
Households Living in Substandard Housing		2

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

Senior Households Converting from Homeownership

Income Target Population		Overall
Total Senior Homeowners		3676
Rural Versus Urban	5.0%	
Senior Demand Converting from Homeownership		184

Total Demand

Total Demand from Existing Households		253
Adjustment Factor - Leakage from SMA (use 115% for DCA)	115%	38
Adjusted Demand from Existing Households		291
Total New Demand		58
Total Demand (New Plus Existing Households)		349

Demand from Seniors Who Convert from Homeownership		184
Percent of Total Demand From Homeownership Conversion		14.0%
Is this Demand Over 20 percent of Total Demand?		No

By Bedroom Demand

One Person	58.8%	205
Two Persons	25.4%	89
Three Persons	8.7%	30
Four Persons	2.0%	7
Five Persons	5.2%	18
Total	100.0%	349

To place Person Demand into Bedroom Type Units

Of one-person households in 1BR units	75%	154
Of two-person households in 1BR units	10%	9
Of one-person households in 2BR units	25%	51
Of two-person households in 2BR units	90%	80
Of three-person households in 2BR units	60%	18
Of three-person households in 3BR units	40%	12
Of four-person households in 3BR units	80%	5
Of five-person households in 3BR units	70%	13
Of four-person households in 4BR units	20%	1
Of five-person households in 4BR units	30%	5
Total Demand		349
Check		OK

Total Demand by Bedroom Overall

1 BR	163
2 BR	149
Total Demand	312

Additions To Supply 2000 to Prj Mrkt Entry May 2014 Overall

0 BR	0
1 BR	0
2 BR	0
3 BR	0
4 BR	0
5 BR	0
Total	0

Net Demand Overall

1 BR	163
2 BR	149
Total	312

Developer's Unit Mix Overall

1 BR	20
2 BR	30
Total	50

Capture Rate Analysis Overall

1 BR	12.3%
2 BR	20.1%
Total	16.0%

Conclusions

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

- The number of senior households in the PMA is expected to increase 1.0 percent between 2010 and 2014.
- This demand analysis does not measure the PMA's or Subject's ability to attract additional or latent demand into the market from elsewhere by offering an affordable option. We believe this to be moderate and therefore the demand analysis is somewhat conservative in its conclusions because this demand is not included.

CAPTURE RATE ANALYSIS CHART

Unit Size	Income limits	Units Proposed	Total Demand	Supply	Net Deman	Capture Rate	Absorption	Average Market	Market Rents Band	Proposed Rents
1BR 50% AMI	\$14,400 - \$20,950	3	145	0	145	2.1%	12 months	\$435	\$361 - \$582	\$289
2BR 50% AMI	\$14,400 - \$20,950	5	133	0	133	3.8%	12 months	\$541	\$423 - \$708	\$345
Overall 50% AMI	\$14,400 - \$20,950	8	278	0	278	2.9%	12 months			-
1BR 60% AMI	\$17,400 - \$25,140	17	148	0	148	11.5%	12 months	\$435	\$361 - \$582	\$374
2BR 60% AMI	\$17,400 - \$25,140	25	136	0	136	18.4%	12 months	\$556	\$458 - \$708	\$447
Overall 60% AMI	\$17,400 - \$25,140	42	283	0	283	14.8%	12 months			-
Overall 1BR	-	20	163	0	163	12.3%	12 months	-	\$361 - \$582	-
Overall 2BR	-	30	149	0	149	20.1%	12 months	-	\$423 - \$708	-
OVERALL - ALL UNITS	\$14,400 - \$25,140	50	312	0	312	16.0%	12 months	-	\$361 - \$708	-

Demand and Net Demand

	HH at 50% AMI (min to max income)	HH at 60% AMI (min to max income)	All Tax Credit Households
Demand from New Households (age and income appropriate)	42	44	58
PLUS	+	+	+
Demand from Existing Renter Households - Substandard Housing	1	2	2
PLUS	+	+	+
Demand from Existing Renter Housholds - Rent Overburdened Households	49	52	67
PLUS	+	+	+
Secondary Market Demand adjustment IF ANY Subject to 15% Limitation	35	36	38
Sub Total	128	133	165
Demand from Existing Households - Elderly Homeowner Turnover (Limited to 20% where applicatble)	184	184	184
Equals Total Demand	311	317	349
Less	-	-	-
Supply of comparable LIHTC or Market Rate housing units built and/or planned in the projected market between 2010 and the present	0	0	0
Equals Net Demand	311	317	349

As the analysis illustrates, the Subject's capture rates at the 50 percent AMI level will range from 2.1 to 3.8 percent, with an overall capture rate of 2.9 percent. The Subject's 60 percent AMI capture rates range from 11.5 to 18.4 percent, with an overall capture rate of 14.8 percent. The overall capture rate for the project's 50 and 60 percent units is 16.0 percent. Therefore, we believe there is adequate demand for the Subject.

H. COMPETITIVE RENTAL ANALYSIS

Survey of Comparable Projects

Comparable properties are examined on the basis of physical characteristics, i.e. building type, age/quality, level of common amenities, absorption, as well as similarity in rent. We attempted to compare the Subject to complexes from the competing market to provide a broader picture of the health and available supply in the market. Our competitive survey includes nine “true” comparable properties containing 534 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 limited. There is only one senior LIHTC property, Verandah Apartments, however this property operates with additional subsidy for its LIHTC units. We have still included this property to provide for a market characteristic comparison. We have also included three family LIHTC properties (one that also operates with PBRA subsidy) and one senior rural development property. The market rate data is adequate for family properties. There are no senior unrestricted market rate properties in the PMA.

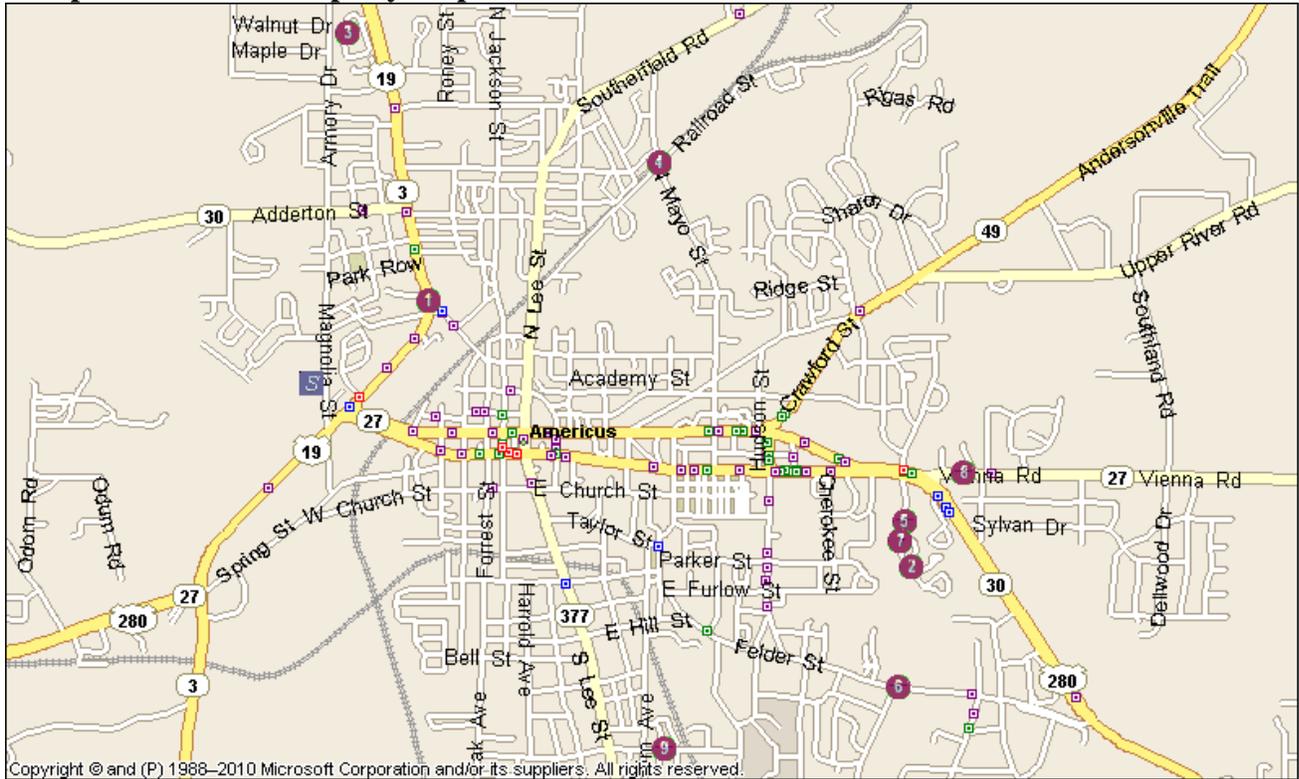
General Market Overview/Included/Excluded Properties

The following table illustrates properties that are within the PMA or a similar market areas. The table highlights vacancy. Some of these properties have been included as “true comparables.”

GENERAL MARKET OVERVIEW

Name	Type	Tenancy	Distance from Subject	Occupancy	Included/Excluded	Reason for Exclusion
Cripple Creek Apartments	Rural Development	Family	2.7 miles	N/Ap	Excluded	Tenancy not comparable
Heritage Villas of Americus	Rural Development	Family	2.3 miles	N/Ap	Excluded	Tenancy not comparable
Pecan Village/Shady Grove	Rural Development	Senior	14.3 miles	N/Ap	Excluded	Location not comparable
Meadowbrook Lane Apartments	RD/LIHTC	Family	2.6 miles	N/Ap	Excluded	Tenancy not comparable
Ravenwood Apartments	RD/LIHTC	Senior	0.7 miles	N/Ap	Excluded	tenants pay 30% of income, could not cont
Meadowbrook Village	Rural Development	Senior	2.6 miles	100%	Included	N/Ap
Eastview Apartments	Section 8	Senior	2.5 miles	N/Ap	Excluded	Tenants pay 30% of income
Magnolia Gardens	Section 8	Senior	3.1 miles	N/Ap	Excluded	Tenants pay 30% of income
Magnolia Manor	Section 8	Senior	3.1 miles	N/Ap	Excluded	Tenants pay 30% of income
Joy Court Village - Volunteers of America	Section 8	Senior	2.6 miles	N/Ap	Excluded	Tenants pay 30% of income
Magnolia Village	LIHTC/HOME/PBRA	Family	1.3 miles	100%	Excluded	All units operate with subsidy
Verandah	LIHTC (PBRA)	Senior	2.2 miles	95%	Included	N/Ap
American Gardens	LIHTC	Family	0.8 miles	95%	Included	N/Ap
Starlight Place	LIHTC	Family	1.7 miles	100%	Included	N/Ap
East Oaks	LIHTC	Family	2.7 miles	97%	Included	N/Ap
Troy Hill Apartments	Market	Family	2.5 miles	100%	Included	N/Ap
Hillside Manor	Market	Family	2.4 miles	90%	Included	N/Ap
Southland Heights	Market	Family	2.6 miles	100%	Included	N/Ap
Lexington Place	Market	Family	3.0 miles	100%	Included	N/Ap
Total				97%		

Comparable Rental Property Map



COMPARABLE PROPERTIES

#	Property	Tenancy	Type	Distance
S	Creekview Commons	Senior	LIHTC	N/Ap
1	Americus Garden	Family	LIHTC	0.8 miles
2	East Oaks	Family	LIHTC/PBRA/Marke	2.7 miles
3	Starlight Place	Family	LIHTC	1.7 miles
4	Verandah Apartments	Senior	LIHTC/PBRA/Marke	2.2 miles
5	Hillside Manor	Family	Market	2.4 miles
6	Lexington Place Apartments	Family	Market	3.0 miles
7	Meadowbrook Village	Senior	Rural Development	2.6 miles
8	Southland Heights	Family	Market	2.6 miles
9	Troy Hill	Family	Market	2.5 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	Creekview Commons Magnolia Street Americus, GA 31719 Sumter County	n/a	Duplex (age-restricted) 2014 / n/a	@50%, @60%	1BR / 1BA	3	6.00%	@50%	\$289	900	yes		N/A	N/A
					1BR / 1BA	17	34.00%	@60%	\$374	900	yes	N/A	N/A	
					2BR / 2BA	5	10.00%	@50%	\$345	1,000	yes	N/A	N/A	
					2BR / 2BA	25	50.00%	@60%	\$447	1,000	yes	N/A	N/A	
						50	100%					N/A	N/A	
1	Americus Garden 730 S Martin Luther King Dr Americus, GA 31719 Sumter County	0.8 mile	Garden (2 stories) 1998 / n/a	@50%, @60%	1BR / 1BA	4	10.00%	@50%	\$122	760	yes	Yes	0	0.00%
					1BR / 1BA	4	10.00%	@60%	\$326	760	no	No	0	0.00%
					2BR / 1BA	12	30.00%	@50%	\$338	915	yes	No	2	16.70%
					2BR / 1BA	12	30.00%	@60%	\$378	915	yes	No	0	0.00%
					3BR / 2BA	4	10.00%	@50%	\$382	1,136	yes	Yes	0	0.00%
					3BR / 2BA	4	10.00%	@60%	\$417	1,136	yes	Yes	0	0.00%
						40	100%					2	5.00%	
2	East Oaks 252 Lonnie Lane Americus, GA 31709 Sumter County	2.7 miles	Garden 2006 / n/a	@50% (PBRA), @50% (PBRA), Market	1BR / 1BA	6	15.00%	@50%	\$362	808	yes	57 HH total	0	0.00%
					1BR / 1BA	2	5.00%	Market	\$383	808	n/a	57 HH total	0	0.00%
					2BR / 2BA	13	32.50%	@50%	\$446	1,084	yes	57 HH total	1	7.70%
					2BR / 2BA	3	7.50%	Market	\$472	1,084	n/a	57 HH total	0	0.00%
					3BR / 2BA	13	32.50%	@50%	\$516	1,177	yes	57 HH total	0	0.00%
					3BR / 2BA	3	7.50%	Market	\$553	1,177	n/a	57 HH total	0	0.00%
						40	100%					1	2.50%	
3	Starlight Place 154 Starlight Circle Americus, GA 31709 Sumter County	1.7 miles	Single Family 2005 / n/a	@30%, @50%, @60%	2BR / 2BA	3	5.80%	@30%	\$216	900	yes	Yes	0	0.00%
					2BR / 2BA	9	17.30%	@50%	\$423	900	yes	Yes	0	0.00%
					2BR / 2BA	10	19.20%	@60%	\$498	900	yes	Yes	0	0.00%
					3BR / 2BA	3	5.80%	@30%	\$227	1,100	yes	Yes	0	0.00%
					3BR / 2BA	14	26.90%	@50%	\$468	1,100	yes	Yes	0	0.00%
					3BR / 2BA	13	25.00%	@60%	\$548	1,100	yes	Yes	0	0.00%
						52	100%					0	0.00%	
4	Verandah Apartments 817 Mayo St Americus, GA 31709 Sumter County	2.2 miles	Garden (age-restricted) (2 stories) 2006 / n/a	@30% (Project Based Rental Assistance - PBRA), @50% (Project Based Rental Assistance - PBRA), Market	1BR / 1BA	N/A	N/A	@30%	\$361	821	yes		N/A	N/A
					1BR / 1BA	26	65.00%	@50%	\$361	821	yes	Yes	0	0.00%
					1BR / 1BA	6	15.00%	Market	\$382	821	n/a	Yes	0	0.00%
					2BR / 2BA	N/A	N/A	@30%	\$444	1,080	yes	Yes	N/A	N/A
					2BR / 2BA	6	15.00%	@50%	\$444	1,080	yes	Yes	0	0.00%
					2BR / 2BA	2	5.00%	Market	\$471	1,080	n/a	Yes	0	0.00%
						40	100%					2	5.00%	
5	Hillside Manor 120 Lonnie Lane Americus, GA 31709 Sumter County	2.4 miles	Garden 1985 / n/a	Market	Studio / 1BA	6	10.00%	Market	\$429	288	n/a		0	0.00%
					1BR / 1BA	42	70.00%	Market	\$493	576	n/a		4	9.50%
					2BR / 1BA	12	20.00%	Market	\$613	864	n/a		2	16.70%
						60	100%					6	10.00%	

SUMMARY MATRIX

Comp #	Project	Distance	Type / Built / Renovated	Market / Subsidy	Units	#	%	Restriction	Rent (Adj.)	Size (SF)	Max Rent?	Wait List?	Units Vacant	Vacancy Rate
6	Lexington Place Apartments 1130 Felder St Americus, GA 31079 Sumter County	3 miles	Various (2 stories) 1990s / n/a	Market	R / 1BA (Gard	N/A	N/A	Market	\$582	850	n/a	Yes	0	N/A
					R / 2BA (Gard	N/A	N/A	Market	\$708	1,140	n/a	No	0	N/A
					R / 2BA (Gard	N/A	N/A	Market	\$682	1,140	n/a	No	0	N/A
					2.5BA (Townl	N/A	N/A	Market	\$708	1,140	n/a	No	0	N/A
					2.5BA (Townl	N/A	N/A	Market	\$682	1,140	n/a	No	0	N/A
					3.5BA (Townl	N/A	N/A	Market	\$808	1,400	n/a	Yes	0	N/A
					3.5BA (Townl	N/A	N/A	Market	\$782	1,400	n/a	Yes	0	N/A
					97	100%						0	0.00%	
7	Meadowbrook Village 130 Lonnie Lane Americus, GA 31709 Sumter County	2.6 miles	Garden (age-restricted) 1990s / n/a	Rural Development	1BR / 1BA	52	94.50%	Rural Development	\$351	950	n/a	6	0	0.00%
					2BR / 2BA	3	5.50%	Rural Development	\$378	1,050	n/a	1	0	0.00%
8	Southland Heights 113 Ga Highway 27 East Americus, GA 31709 Sumter County	2.6 miles	Garden 1974 / n/a	Market	Studio / 1BA	1	1.10%	Market	\$395	600	n/a	None	0	0.00%
					1BR / 1BA	32	36.00%	Market	\$361	875	n/a	None	0	0.00%
					2BR / 1BA	24	27.00%	Market	\$393	950	n/a	None	0	0.00%
					2BR / 1.5BA	24	27.00%	Market	\$458	975	n/a	None	0	0.00%
					3BR / 2BA	8	9.00%	Market	\$536	1,100	n/a	None	0	0.00%
					89	100%						0	0.00%	
9	Troy Hill 303 East Glessner Street Americus, GA 31709 Sumter County	2.5 miles	Various 1960/2000 / n/a	Market	R / 1BA (Gard	36	63.20%	Market	\$410	825	n/a	None	0	0.00%
					1.5BA (Townl	21	36.80%	Market	\$550	1,025	n/a	None	0	0.00%

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

Effective Rent Date:	May-12	Units Surveyed:	530	Weighted Occupancy:	97.90%
		Market Rate	358	Market Rate	98.30%
		Tax Credit	172	Tax Credit	97.10%

One Bedroom One Bath

Two Bedrooms Two Bath

RENT	One Bedroom One Bath		Two Bedrooms Two Bath	
	Property	Average	Property	Average
	Lexington Place Apartments	\$582	Lexington Place Apartments	\$708
	Hillside Manor	\$493	Lexington Place Apartments	\$682
	Troy Hill	\$410	Hillside Manor (1BA)	\$613
	East Oaks * (M)	\$383	Troy Hill (1.5BA)	\$550
	Verandah Apartments * (M)	\$382	Starlight Place * (60%)	\$498
	Creekview Commons * (60%)	\$374	East Oaks * (M)	\$472
	East Oaks * (50%)	\$362	Verandah Apartments * (M)	\$471
	Verandah Apartments * (30%)	\$361	Southland Heights (1.5BA)	\$458
	Verandah Apartments * (50%)	\$361	Creekview Commons * (60%)	\$447
	Southland Heights	\$361	East Oaks * (50%)	\$446
	Meadowbrook Village	\$351	Verandah Apartments * (30%)	\$444
	Americus Garden * (60%)	\$326	Verandah Apartments * (50%)	\$444
	Creekview Commons * (50%)	\$289	Starlight Place * (50%)	\$423
	Americus Garden * (50%)	\$122	Americus Garden * (1BA 60%)	\$378
			Meadowbrook Village	\$378
			Creekview Commons * (50%)	\$345
			Americus Garden * (1BA 50%)	\$338
			Starlight Place * (30%)	\$216
SQUARE FOOTAGE	Meadowbrook Village	950	Lexington Place Apartments	1,140
	Creekview Commons * (50%)	900	Lexington Place Apartments	1,140
	Creekview Commons * (60%)	900	East Oaks * (50%)	1,084
	Southland Heights	875	East Oaks * (M)	1,084
	Lexington Place Apartments	850	Verandah Apartments * (30%)	1,080
	Troy Hill	825	Verandah Apartments * (50%)	1,080
	Verandah Apartments * (30%)	821	Verandah Apartments * (M)	1,080
	Verandah Apartments * (50%)	821	Meadowbrook Village	1,050
	Verandah Apartments * (M)	821	Troy Hill (1.5BA)	1,025
	East Oaks * (50%)	808	Creekview Commons * (50%)	1,000
	East Oaks * (M)	808	Creekview Commons * (60%)	1,000
	Americus Garden * (50%)	760	Southland Heights (1.5BA)	975
	Americus Garden * (60%)	760	Americus Garden * (1BA 50%)	915
	Hillside Manor	576	Americus Garden * (1BA 60%)	915
			Starlight Place * (30%)	900
			Starlight Place * (50%)	900
			Starlight Place * (60%)	900
			Hillside Manor (1BA)	864

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

Effective Rent Date:	May-12	Units Surveyed:	530	Weighted Occupancy:	97.90%
		Market Rate	358	Market Rate	98.30%
		Tax Credit	172	Tax Credit	97.10%

One Bedroom One Bath

Two Bedrooms Two Bath

-

RENT PER SQUARE	One Bedroom One Bath		Two Bedrooms Two Bath	
	Property	Average	Property	Average
	Hillside Manor	\$0.86	Hillside Manor (1BA)	\$0.71
	Lexington Place Apartments	\$0.68	Lexington Place Apartments	\$0.62
	Troy Hill	\$0.50	Lexington Place Apartments	\$0.60
	East Oaks * (M)	\$0.47	Starlight Place * (60%)	\$0.55
	Verandah Apartments * (M)	\$0.47	Troy Hill (1.5BA)	\$0.54
	East Oaks * (50%)	\$0.45	Starlight Place * (50%)	\$0.47
	Verandah Apartments * (30%)	\$0.44	Southland Heights (1.5BA)	\$0.47
	Verandah Apartments * (50%)	\$0.44	Creekview Commons * (60%)	\$0.45
	Americus Garden * (60%)	\$0.43	Verandah Apartments * (M)	\$0.44
	Creekview Commons * (60%)	\$0.42	East Oaks * (M)	\$0.44
	Southland Heights	\$0.41	Americus Garden * (1BA 60%)	\$0.41
	Meadowbrook Village	\$0.37	East Oaks * (50%)	\$0.41
	Creekview Commons * (50%)	\$0.32	Verandah Apartments * (30%)	\$0.41
	Americus Garden * (50%)	\$0.16	Verandah Apartments * (50%)	\$0.41
			Americus Garden * (1BA 50%)	\$0.37
			Meadowbrook Village	\$0.36
			Creekview Commons * (50%)	\$0.34
			Starlight Place * (30%)	\$0.24

PROPERTY PROFILE REPORT

Americus Garden

Effective Rent Date 6/01/2012
Location 730 S Martin Luther King Dr
 Americus, GA 31719
 Sumter County
Distance 0.8 miles
Units 40
Vacant Units 2
Vacancy Rate 5.0%
Type Garden (2 stories)
Year Built/Renovated 1998 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Sister properties: East Oaks, Verandah
Tenant Characteristics varies
Contact Name Ann Gillis
Phone (229) 924-7475



Market Information

Program @50%, @60%
Annual Turnover Rate 23%
Units/Month Absorbed N/A
HCV Tenants 50%
Leasing Pace About a week
Annual Chg. in Rent decreased
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)	4	760	\$122	\$0	@50%	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	4	760	\$326	\$0	@60%	No	0	0.0%	no	None
2	1	Garden (2 stories)	12	915	\$338	\$0	@50%	No	2	16.7%	yes	None
2	1	Garden (2 stories)	12	915	\$378	\$0	@60%	No	0	0.0%	yes	None
3	2	Garden (2 stories)	4	1,136	\$382	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Garden (2 stories)	4	1,136	\$417	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$122	\$0	\$122	\$0	\$122	1BR / 1BA	\$326	\$0	\$326	\$0	\$326
2BR / 1BA	\$338	\$0	\$338	\$0	\$338	2BR / 1BA	\$378	\$0	\$378	\$0	\$378
3BR / 2BA	\$382	\$0	\$382	\$0	\$382	3BR / 2BA	\$417	\$0	\$417	\$0	\$417

Americus Garden, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Ceiling Fan
Oven
Washer/Dryer hookup

Blinds
Central A/C
Exterior Storage
Garbage Disposal
Refrigerator

Security

None

Services

None

Property

Clubhouse/Meeting
Central Laundry
On-Site Management
Playground

Exercise Facility
Off-Street Parking
Picnic Area

Premium

None

Other

None

Comments

We spoke with Ann Gillis Property Manager for Gateway Management Company, LLC who oversee's this property and a comp, the Verandah. Rents are significantly less than when we last talked to them, and stated to be at the max allowable.

We inquired why the rents for the one bedroom were decreased by almost \$200 and the other rents were reduced as well if they were 100% occupied and doing so well. She stated they are monitored by DCA and required to reduce them because they have additional HOME restrictions they have to remain compliant with.

Americus Garden, continued

Trend Report

Vacancy Rates

2Q09	3Q10	2Q11	2Q12
2.3%	6.8%	4.5%	5.0%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$361	\$0	\$361	\$361
2010	3	0.0%	\$362	\$0	\$362	\$362
2011	2	0.0%	\$362	\$0	\$362	\$362
2012	2	0.0%	\$122	\$0	\$122	\$122

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$400	\$0	\$400	\$400
2010	3	8.3%	\$391	\$0	\$391	\$391
2011	2	0.0%	\$391	\$0	\$391	\$391
2012	2	16.7%	\$338	\$0	\$338	\$338

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$449	\$0	\$449	\$449
2010	3	0.0%	\$439	\$0	\$439	\$439
2011	2	0.0%	\$439	\$0	\$439	\$439
2012	2	0.0%	\$382	\$0	\$382	\$382

Trend: @60%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$361	\$0	\$361	\$361
2010	3	0.0%	\$362	\$0	\$362	\$362
2011	2	25.0%	\$362	\$0	\$362	\$362
2012	2	0.0%	\$326	\$0	\$326	\$326

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$400	\$0	\$400	\$400
2010	3	16.7%	\$420	\$0	\$420	\$420
2011	2	8.3%	\$420	\$0	\$420	\$420
2012	2	0.0%	\$378	\$0	\$378	\$378

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	25.0%	\$449	\$0	\$449	\$449
2010	3	0.0%	\$449	\$0	\$449	\$449
2011	2	0.0%	\$449	\$0	\$449	\$449
2012	2	0.0%	\$417	\$0	\$417	\$417

Trend: Comments

- 2Q09** The property manager also manages East Oaks (LIHTC family) and Verandah (LIHTC senior). The contact could not report square footage or unit breakdown by AMI level. Therefore, the unit mix listed is an estimate based on 12 one-, 24, two-, and eight three-bedroom units. The contact also could not report the number of tenants using Housing Choice Vouchers.
- 3Q10** The property manager also manages East Oaks (LIHTC family) and Verandah (LIHTC senior). The contact could not report square footage or unit breakdown by AMI level. Therefore, the unit mix listed is an estimate based on 12 one-, 24, two-, and eight three-bedroom units. The contact also could not report the number of tenants using Housing Choice Vouchers, annual turnover, leasing pace, or the number of people on the waiting list. According to the last interview, the annual turnover rate at the property is approximately 23 percent, and the leasing pace was less than one month.
- 2Q11** The contact reported the rents have remained the same. The contact could not report the number of tenants using Housing Choice Vouchers, annual turnover, leasing pace, or the number of people on the waiting list for the three-bedroom units.
- 2Q12** We spoke with Ann Gillis Property Manager for Gateway Management Company, LLC who oversee's this property and a comp, the Verandah. Rents are significantly less than when we last talked to them, and stated to be at the max allowable.
- We inquired why the rents for the one bedroom were decreased by almost \$200 and the other rents were reduced as well if they were 100% occupied and doing so well. She stated they are monitored by DCA and required to reduce them because they have additional HOME restrictions they have to remain compliant with.

PROPERTY PROFILE REPORT

East Oaks

Effective Rent Date 5/11/2012
Location 252 Lonnie Lane
 Americus, GA 31709
 Sumter County
Distance 2.7 miles
Units 40
Vacant Units 1
Vacancy Rate 2.5%
Type Garden
Year Built/Renovated 2006 / N/A
Marketing Began N/A
Leasing Began N/A
Last Unit Leased N/A
Major Competitors Meadowbrook, Hillside
Tenant Characteristics Some seniors
Contact Name Sharon Roland, John Anderson
Phone (229) 928-5072; 229-924-3386



Market Information

Program @50% (PBRA), @50% (PBRA), Market
Annual Turnover Rate 28%
Units/Month Absorbed 3
HCV Tenants 80%
Leasing Pace 2 weeks
Annual Chg. in Rent Increased
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	6	808	\$362	\$0	@50% (Project Based Rental Assistance - PBRA)	57 HH	0	0.0%	yes	None
1	1	Garden	2	808	\$383	\$0	Market	57 HH	0	0.0%	N/A	None
2	2	Garden	13	1,084	\$446	\$0	@50% (Project Based Rental Assistance - PBRA)	57 HH	1	7.7%	yes	None
2	2	Garden	3	1,084	\$472	\$0	Market	57 HH	0	0.0%	N/A	None
3	2	Garden	13	1,177	\$516	\$0	@50% (Project Based Rental Assistance - PBRA)	57 HH	0	0.0%	yes	None
3	2	Garden	3	1,177	\$553	\$0	Market	57 HH	0	0.0%	N/A	None

East Oaks, continued

Unit Mix

@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$362	\$0	\$362	\$0	\$362	1BR / 1BA	\$383	\$0	\$383	\$0	\$383
2BR / 2BA	\$446	\$0	\$446	\$0	\$446	2BR / 2BA	\$472	\$0	\$472	\$0	\$472
3BR / 2BA	\$516	\$0	\$516	\$0	\$516	3BR / 2BA	\$553	\$0	\$553	\$0	\$553

Amenities

In-Unit

Balcony/Patio
 Carpeting
 Coat Closet
 Exterior Storage
 Garbage Disposal
 Oven
 Washer/Dryer hookup

Blinds
 Central A/C
 Dishwasher
 Ceiling Fan
 Microwave
 Refrigerator

Security

None

Services

None

Property

Business Center/Computer Lab
 Exercise Facility
 On-Site Management
 Playground

Clubhouse/Meeting
 Off-Street Parking
 Picnic Area

Premium

None

Other

None

Comments

Property Manager has been on an audit all week, so we did not get to speak to her, but rather sent an e-mail with all of our inquiries and got a response 4 days later after much follow up.

The property currently only has one vacancy, and it will be filled shortly as they have a waiting list, PM did not provide how many people were on the waiting list. I followed up with her on this. The rents are at the maximum allowable currently .

The housing choice voucher mix went up from last year to 80% or 32 of the total 40 units.

East Oaks, continued

Trend Report

Vacancy Rates

2Q08	2Q09	3Q10	2Q12
2.5%	0.0%	0.0%	2.5%

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$318	\$0	\$318	\$318
2009	2	0.0%	\$346	\$0	\$346	\$346
2010	3	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	\$362	\$0	\$362	\$362

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$376	\$0	\$376	\$376
2009	2	0.0%	\$413	\$0	\$413	\$413
2010	3	0.0%	N/A	\$0	N/A	N/A
2012	2	7.7%	\$446	\$0	\$446	\$446

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$461	\$0	\$461	\$461
2009	2	0.0%	\$461	\$0	\$461	\$461
2010	3	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	\$516	\$0	\$516	\$516

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$318	\$0	\$318	\$318
2009	2	0.0%	\$346	\$0	\$346	\$346
2010	3	0.0%	\$383	\$0	\$383	\$383
2012	2	0.0%	\$383	\$0	\$383	\$383

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$376	\$0	\$376	\$376
2009	2	0.0%	\$413	\$0	\$413	\$413
2010	3	0.0%	\$472	\$0	\$472	\$472
2012	2	0.0%	\$472	\$0	\$472	\$472

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$461	\$0	\$461	\$461
2009	2	0.0%	\$461	\$0	\$461	\$461
2010	3	0.0%	\$553	\$0	\$553	\$553
2012	2	0.0%	\$553	\$0	\$553	\$553

Trend: Comments

- 2Q08** The contact refused to comment on market characteristics.
- 2Q09** The contact indicated that the property has remained 100 percent occupied since January 2009. The tenant paid rent for households with rental assistance ranges from \$0 to \$300.
- 3Q10** The property manager reported that the contract rent ranges from \$383 per month to \$553 per month. She could not comment on the average tenant paid portion of the rent, but the previous interview indicates that the range is from \$0 to \$300 per month. Tomeka Sparks, with the Americus Housing Authority, reported that the property increased their 30 percent PBRA rents to 50 percent PBRA rents. John Anderson, with the Americus housing authority, indicated there were 57 total people on the waiting list at East Oaks. One of these people is elderly, five are disabled, 53 are extremely low income, and four are very low income.
- 2Q12** Property Manager has been on an audit all week, so we did not get to speak to her, but rather sent an e-mail with all of our inquiries and got a response 4 days later after much follow up.
- The property currently only has one vacancy, and it will be filled shortly as they have a waiting list, PM did not provide how many people were on the waiting list. I followed up with her on this. The rents are at the maximum allowable currently .
- The housing choice voucher mix went up from last year to 80% or 32 of the total 40 units.

PROPERTY PROFILE REPORT

Starlight Place

Effective Rent Date	5/08/2012
Location	154 Starlight Circle Americus, GA 31709 Sumter County
Distance	1.7 miles
Units	52
Vacant Units	0
Vacancy Rate	0.0%
Type	Single Family
Year Built/Renovated	2005 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	None
Tenant Characteristics	50% seniors; Tenants come from Leslie, Plains, Andersonville, Ellaville; Employed at Wal-Mart
Contact Name	Leasing agent
Phone	(229) 928-0258



Market Information

Program	@30%, @50%, @60%
Annual Turnover Rate	2%
Units/Month Absorbed	2-3
HCV Tenants	50%
Leasing Pace	Prelease
Annual Chg. in Rent	30% and 50% increased; 60% remained
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
2	2	Single Family	3	900	\$193	\$0	@30%	Yes	0	0.0%	yes	None
2	2	Single Family	9	900	\$400	\$0	@50%	Yes	0	0.0%	yes	None
2	2	Single Family	10	900	\$475	\$0	@60%	Yes	0	0.0%	yes	None
3	2	Single Family	3	1,100	\$204	\$0	@30%	Yes	0	0.0%	yes	None
3	2	Single Family	14	1,100	\$445	\$0	@50%	Yes	0	0.0%	yes	None
3	2	Single Family	13	1,100	\$525	\$0	@60%	Yes	0	0.0%	yes	None

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
2BR / 2BA	\$193	\$0	\$193	\$23	\$216	2BR / 2BA	\$400	\$0	\$400	\$23	\$423
3BR / 2BA	\$204	\$0	\$204	\$23	\$227	3BR / 2BA	\$445	\$0	\$445	\$23	\$468
@60%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent						
2BR / 2BA	\$475	\$0	\$475	\$23	\$498						
3BR / 2BA	\$525	\$0	\$525	\$23	\$548						

Starlight Place, continued

Amenities

In-Unit

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

Blinds
Central A/C
Dishwasher
Ceiling Fan
Oven
Walk-In Closet

Security

None

Services

None

Property

Clubhouse/Meeting
Garage
Off-Street Parking
Picnic Area

Exercise Facility
Central Laundry
On-Site Management
Playground

Premium

None

Other

None

Comments

The amount of housing choice voucher tenants increased from 25% to 50% as the PM stated that they have been through 2 rounds of voucher increases which has resulted in the increase above. She correlated that to the decrease in annual turnover as well.

Starlight Place, continued

Trend Report

Vacancy Rates

2Q09	3Q10	2Q11	2Q12
0.0%	0.0%	0.0%	0.0%

Trend: @30%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$204	\$0	\$204	\$227
2010	3	0.0%	\$168	\$0	\$168	\$191
2011	2	0.0%	\$158	\$0	\$158	\$181
2012	2	0.0%	\$193	\$0	\$193	\$216

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$230	\$0	\$230	\$253
2010	3	0.0%	\$179	\$0	\$179	\$202
2011	2	0.0%	\$169	\$0	\$169	\$192
2012	2	0.0%	\$204	\$0	\$204	\$227

Trend: @50%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$390	\$0	\$390	\$413
2010	3	0.0%	\$395	\$0	\$395	\$418
2011	2	0.0%	\$390	\$0	\$390	\$413
2012	2	0.0%	\$400	\$0	\$400	\$423

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$430	\$0	\$430	\$453
2010	3	0.0%	\$440	\$0	\$440	\$463
2011	2	0.0%	\$437	\$0	\$437	\$460
2012	2	0.0%	\$445	\$0	\$445	\$468

Trend: @60%

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$425	\$0	\$425	\$448
2010	3	0.0%	\$445	\$0	\$445	\$468
2011	2	0.0%	\$465	\$0	\$465	\$488
2012	2	0.0%	\$475	\$0	\$475	\$498

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	0.0%	\$485	\$0	\$485	\$508
2010	3	0.0%	\$505	\$0	\$505	\$528
2011	2	0.0%	\$525	\$0	\$525	\$548
2012	2	0.0%	\$525	\$0	\$525	\$548

Trend: Comments

- 2Q09** The contact reported that there is demand for additional 40 senior LIHTC units in the area. The contact indicated that demand for additional LIHTC units in general has increased due to the demolition of public housing units. The contact indicated that the public housing waiting list consists of approximately 350 households. Rents increased in February 2009 and due to the state of the economy, tenants cannot likely afford higher rents.
- 3Q10** The contact reported that there is demand for additional rental units in the area, given the waiting list. Previous interviews indicate that demand for additional LIHTC units in general has increased due to the demolition of public housing units. The contact indicated that the public housing waiting list consists of approximately 445 households. The 30 percent AMI level units decreased due to a change in the utility allowance. Over 50 percent of the senior renters were previous homeowners.
- 2Q11** The property manager reported that there is demand for additional LIHTC rental units in the area, given the waiting list. She indicated that the public housing waiting list consists of approximately 426 households. The units either increased or decreased slightly due to a change in the utility allowance. The contact reported there isn't any competition from other properties due to the fact that they have single family units.
- 2Q12** The amount of housing choice voucher tenants increased from 25% to 50% as the PM stated that they have been through 2 rounds of voucher increases which has resulted in the increase above. She correlated that to the decrease in annual turnover as well.

PROPERTY PROFILE REPORT

Verandah Apartments

Effective Rent Date	5/23/2012
Location	817 Mayo St Americus, GA 31709 Sumter County
Distance	2.2 miles
Units	40
Vacant Units	2
Vacancy Rate	5.0%
Type	Garden (age-restricted) (2 stories)
Year Built/Renovated	2006 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Could not report
Tenant Characteristics	30% previous homeowners; average age is 72; most are retired
Contact Name	Ann Gillis
Phone	229 931 0016



Market Information

Program	@30% (Project Based Rental Assistance -
Annual Turnover Rate	5%
Units/Month Absorbed	3 or more
HCV Tenants	83%
Leasing Pace	2 weeks
Annual Chg. in Rent	Rents decreased
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)	N/A	821	\$361	\$0	@30% (Project Based Rental Assistance - PBRA)	N/A	N/A	N/A	yes	None
1	1	Garden (2 stories)	26	821	\$361	\$0	@50% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	yes	None
1	1	Garden (2 stories)	6	821	\$382	\$0	Market	Yes	0	0.0%	N/A	None
2	2	Garden (2 stories)	N/A	1,080	\$444	\$0	@30% (Project Based Rental Assistance - PBRA)	Yes	N/A	N/A	yes	None
2	2	Garden (2 stories)	6	1,080	\$444	\$0	@50% (Project Based Rental Assistance - PBRA)	Yes	0	0.0%	yes	None
2	2	Garden (2 stories)	2	1,080	\$471	\$0	Market	Yes	0	0.0%	N/A	None

Verandah Apartments, continued

Unit Mix

@30%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent	@50%	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$361	\$0	\$361	\$0	\$361	1BR / 1BA	\$361	\$0	\$361	\$0	\$361
2BR / 2BA	\$444	\$0	\$444	\$0	\$444	2BR / 2BA	\$444	\$0	\$444	\$0	\$444

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$382	\$0	\$382	\$0	\$382
2BR / 2BA	\$471	\$0	\$471	\$0	\$471

Amenities

In-Unit

Balcony/Patio
 Carpeting
 Coat Closet
 Garbage Disposal
 Microwave
 Pull Cords
 Washer/Dryer hookup

Blinds
 Central A/C
 Dishwasher
 Hand Rails
 Oven
 Refrigerator

Security

None

Services

None

Property

Business Center/Computer Lab
 Elevators
 Off-Street Parking
 Picnic Area

Clubhouse/Meeting
 Central Laundry
 On-Site Management
 Recreation Areas

Premium

None

Other

Shuffleboard

Comments

Ann Gillis informed us that she has 30% and 50% restriction levels, not just 50%. However, they are the same rental amounts.

She informed us that 33/40 are housing choice voucher tenants and that overall the rents have decreased nominally.

Verandah Apartments, continued

Trend Report

Vacancy Rates

2Q08	2Q09	3Q10	2Q12
2.5%	2.5%	0.0%	5.0%

Trend: @30%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$171	\$0	\$171	\$171
2009	2	0.0%	\$171	\$0	\$171	\$171
2012	2	N/A	\$361	\$0	\$361	\$361

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$223	\$0	\$223	\$223
2009	2	100.0%	\$203	\$0	\$203	\$203
2012	2	N/A	\$444	\$0	\$444	\$444

Trend: @50%

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$318	\$0	\$318	\$318
2009	2	0.0%	\$344	\$0	\$344	\$344
2010	3	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	\$361	\$0	\$361	\$361

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$370	\$0	\$370	\$370
2009	2	0.0%	\$411	\$0	\$411	\$411
2010	3	0.0%	N/A	\$0	N/A	N/A
2012	2	0.0%	\$444	\$0	\$444	\$444

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$318	\$0	\$318	\$318
2009	2	0.0%	\$344	\$0	\$344	\$344
2010	3	0.0%	\$382	\$0	\$382	\$382
2012	2	0.0%	\$382	\$0	\$382	\$382

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	N/A	\$370	\$0	\$370	\$370
2009	2	0.0%	\$411	\$0	\$411	\$411
2010	3	0.0%	\$471	\$0	\$471	\$471
2012	2	0.0%	\$471	\$0	\$471	\$471

Trend: Comments

- 2Q08** The contact reported that only two tenants are paying market rents as the majority households occupying the market rate units are using Housing Choice Vouchers. The contact could not comment on demand but stated that the one-bedroom vacancy has been sitting for two months.
- 2Q09** The contact could not comment on whether there is demand for additional senior LIHTC units in the area but stated that the property typically remains full. Management does keep a waiting list but currently there are no households on the list. The property manager could not report an exact absorption rate, major competitors, or the number of tenants using Housing Choice Vouchers. The contact reported that tenants in the PBRA units are paying between \$0 to the actual LIHTC rent.
- 3Q10** The property manager reported that the contract rent for one bedroom units is \$382 per month and \$471 per month for two bedroom units. According to Ms. Tamika Sparks at the Americus Housing Authority, the property increased the rents of the 30 percent PBRA units to 50 percent PBRA. There is one person on the waiting list. The contact could not report the number of tenants with housing choice vouchers. The contact also could not estimate turnover or leasing pace; the previous interview illustrates an annual turnover of five percent, and leasing pace of two weeks.
- 2Q12** Ann Gillis informed us that she has 30% and 50% restriction levels, not just 50%. However, they are the same rental amounts. She informed us that 33/40 are housing choice voucher tenants and that overall the rents have decreased nominally.

Hillside Manor, continued

Comments

Management indicated that their vacancy is what it is right now because the students are moving out for summer, and some moving in, so there is a lot of fluctuation right now, and she would guess it would be a bit more stable by end of summer.

Hillside Manor, continued

Trend Report

Vacancy Rates

1Q04	2Q08	2Q11	2Q12
10.0%	1.7%	11.7%	10.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	7.1%	\$414	\$0	\$414	\$437
2008	2	0.0%	\$419	\$0	\$419	\$442
2011	2	9.5%	\$470	\$0	\$470	\$493
2012	2	9.5%	\$470	\$0	\$470	\$493

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	0.0%	\$509	\$0	\$509	\$532
2008	2	8.3%	\$569	\$0	\$569	\$592
2011	2	0.0%	\$590	\$0	\$590	\$613
2012	2	16.7%	\$590	\$0	\$590	\$613

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	50.0%	\$410	\$0	\$410	\$433
2008	2	0.0%	\$399	\$0	\$399	\$422
2011	2	50.0%	\$409	\$0	\$409	\$432
2012	2	0.0%	\$406	\$0	\$406	\$429

Trend: Comments

1Q04	Hillside Manor is a market rate property that offers studio, one, and two-bedroom units. Management was not able to comment on turnover. The property does not maintain a waiting list. The rental rates and vacancy rates have remained stable during the previous year. The leasing pace is approximately one to two weeks. This property is managed by Equity Residential.
2Q08	The contact reported that demand for rental housing is high.
2Q11	The contact said that the summer months are the busy time of year because of all of the students moving in. Management indicated that there is a great deal of demand for LHHC housing - both family and senior.
2Q12	Management indicated that their vacancy is what it is right now because the students are moving out for summer, and some moving in, so there is a lot of fluctuation right now, and she would guess it would be a bit more stable by end of summer.

PROPERTY PROFILE REPORT

Lexington Place Apartments

Effective Rent Date	5/11/2012
Location	1130 Felder St Americus, GA 31079 Sumter County
Distance	3 miles
Units	97
Vacant Units	0
Vacancy Rate	0.0%
Type	Various (2 stories)
Year Built/Renovated	1990s / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Sister properties: Georgetown, University Place
Tenant Characteristics	Mostly tudents, some seniors
Contact Name	LeeAnne, Mary
Phone	(229) 928-8413



Market Information

Program	Market
Annual Turnover Rate	20%
Units/Month Absorbed	N/A
HCV Tenants	0%
Leasing Pace	Less than 1 month
Annual Chg. in Rent	Increased
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
1	1	Garden	N/A	850	\$559	\$0	Market	Yes	0	N/A	N/A	None
2	2	Garden	N/A	1,140	\$685	\$0	Market	No	0	N/A	N/A	HIGH
2	2	Garden	N/A	1,140	\$659	\$0	Market	No	0	N/A	N/A	LOW
2	2.5	Townhouse	N/A	1,140	\$685	\$0	Market	No	0	N/A	N/A	HIGH
2	2.5	Townhouse	N/A	1,140	\$659	\$0	Market	No	0	N/A	N/A	LOW
3	3.5	Townhouse	N/A	1,400	\$785	\$0	Market	Yes	0	N/A	N/A	HIGH
3	3.5	Townhouse	N/A	1,400	\$759	\$0	Market	Yes	0	N/A	N/A	LOW

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$559	\$0	\$559	\$23	\$582
2BR / 2BA	\$659 - \$685	\$0	\$659 - \$685	\$23	\$682 - \$708
2BR / 2.5BA	\$659 - \$685	\$0	\$659 - \$685	\$23	\$682 - \$708
3BR / 3.5BA	\$759 - \$785	\$0	\$759 - \$785	\$23	\$782 - \$808

Lexington Place Apartments, continued

Amenities

In-Unit

Blinds
Central A/C
Oven
Washer/Dryer hookup

Carpeting
Dishwasher
Refrigerator

Security

None

Services

None

Property

Off-Street Parking

Swimming Pool

Premium

None

Other

None

Comments

Property Manager stated they were currently 100 percent occupied with zero vacancy and have been pretty much overall for almost the last year or so. When asked what she believed to give them a competitive edge, she stated that the property is close to the university, and is a preferred community to live in amongst the students. She stated her turnover has been about 20 percent as of late, which is stark in contrast to the 60% of last year.

As tenants vacate the units, the management has been installing hardwood flooring in the living/dining areas. Units with the new hardwood flooring account for the higher monthly rates.

Lexington Place Apartments, continued

Trend Report

Vacancy Rates

2Q09	3Q10	2Q11	2Q12
6.2%	6.2%	6.2%	0.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$539	\$0	\$539	\$562
2010	3	N/A	\$549	\$0	\$549	\$572
2011	2	N/A	\$559	\$0	\$559	\$582
2012	2	N/A	\$559	\$0	\$559	\$582

2BR / 2.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$639	\$0	\$639	\$662
2010	3	N/A	\$649	\$0	\$649	\$672
2011	2	N/A	\$659 - \$685	\$0	\$659 - \$685	\$682 - \$708
2012	2	N/A	\$659 - \$685	\$0	\$659 - \$685	\$682 - \$708

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$639	\$0	\$639	\$662
2010	3	N/A	\$649	\$0	\$649	\$672
2011	2	N/A	\$659 - \$685	\$0	\$659 - \$685	\$682 - \$708
2012	2	N/A	\$659 - \$685	\$0	\$659 - \$685	\$682 - \$708

3BR / 3.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2009	2	N/A	\$739	\$0	\$739	\$762
2010	3	N/A	\$749	\$0	\$749	\$772
2011	2	N/A	\$759 - \$785	\$0	\$759 - \$785	\$782 - \$808
2012	2	N/A	\$759 - \$785	\$0	\$759 - \$785	\$782 - \$808

Trend: Comments

2Q09 The contact reported that turnover has increased because students are moving out. Rents have not changed since the last interview in May 2008 and occupancy has decreased from 97 to 94 percent. The contact reported that vacancy is higher than usual because management is currently re-painting the vacant units and therefore tenants cannot move in. The property's website is <http://www.americusapartments.com>.

3Q10 N/A

2Q11 The contact reported that turnover and occupancy have increased because students will be moving out next month. There is a waiting list of about 20 people for the one-bedroom units and the three-bedroom units. The management was unable to give a complete unit breakdown. The base rents have increased \$10 due to improved market conditions. As tenants vacate the units, the management has been installing hardwood flooring in the living/dining areas. Units with the new hardwood flooring account for the higher monthly rates.

2Q12 Property Manager stated they were currently 100 percent occupied with zero vacancy and have been pretty much overall for almost the last year or so. When asked what she believed to give them a competitive edge, she stated that the property is close to the university, and is a preferred community to live in amongst the students. She stated her turnover has been about 20 percent as of late, which is stark in contrast to the 60% of last year.

As tenants vacate the units, the management has been installing hardwood flooring in the living/dining areas. Units with the new hardwood flooring account for the higher monthly rates.

PROPERTY PROFILE REPORT

Meadowbrook Village

Effective Rent Date	5/11/2012
Location	130 Lonnie Lane Americus, GA 31709 Sumter County
Distance	2.6 miles
Units	55
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden (age-restricted)
Year Built/Renovated	1990s / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Joy Court
Tenant Characteristics	Restricted to 62+; 90% from Americus; Majority rely on SS for income; Approx \$700/month
Contact Name	Deborah
Phone	(229) 924-9067



Market Information

Program	Rural Development
Annual Turnover Rate	5%
Units/Month Absorbed	N/A
HCV Tenants	3%
Leasing Pace	pre-leased
Annual Chg. in Rent	increase
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	52	950	\$385	\$0	Rural Development (Rural Rental Assistance Program - RRAP)	6	0	0.0%	N/A	None
2	2	Garden	3	1,050	\$420	\$0	Rural Development (Rural Rental Assistance Program - RRAP)	1	0	0.0%	N/A	None

Unit Mix

Rural	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
1BR / 1BA	\$385	\$0	\$385	-\$34	\$351
2BR / 2BA	\$420	\$0	\$420	-\$42	\$378

Meadowbrook Village, continued

Amenities

In-Unit

Blinds
Central A/C
Oven
Refrigerator

Carpeting
Hand Rails
Pull Cords

Security

None

Services

None

Property

Off-Street Parking

On-Site Management

Premium

None

Other

None

Comments

The property is 100 percent leased with zero vacancies and she stated that they only have about a 5 percent annual turnover, typically 2 or 3 people move out a year, and usually only due to death or transfer to an assisted living community.

The property manager did comment that there is a demand for more senior housing and seniors can afford a higher rent) There is currently only 2 housing choice voucher tenants on site and seven people on the waiting list.

Meadowbrook Village, continued

Trend Report

Vacancy Rates

2Q08	2Q11	2Q12
3.6%	0.0%	0.0%

Trend: Rural Development

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	3.8%	\$120	\$0	\$120	\$86
2011	2	0.0%	\$370	\$0	\$370	\$336
2012	2	0.0%	\$385	\$0	\$385	\$351

2BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2008	2	0.0%	\$120	\$0	\$120	\$78
2011	2	0.0%	\$390	\$0	\$390	\$348
2012	2	0.0%	\$420	\$0	\$420	\$378

Trend: Comments

- 2Q08** The contact manages Meadowbrook Lane, the neighboring family RD property. The contact recommended building a new affordable property targeting seniors ages 55 and older in order to capture more seniors that are employed. The contact also stated that two-bedroom units are in higher demand in the area. Almost all units operate with rural rental assistance. The basic and note rents for the one- and two-bedroom units respectively are: \$330 to \$481 and \$350 to \$497.
- 2Q11** The contact stated that there is a demand for more senior housing and seniors can afford a higher rent. At least 50 percent of the tenants were previous homeowners. There are 2 housing choice voucher tenants.
- 2Q12** The property is 100 percent leased with zero vacancies and she stated that they only have about a 5 percent annual turnover, typically 2 or 3 people move out a year, and usually only due to death or transfer to an assisted living community.
- The property manager did comment that there is a demand for more senior housing and seniors can afford a higher rent) There is currently only 2 housing choice voucher tenants on site and seven people on the waiting list.

PROPERTY PROFILE REPORT

Southland Heights

Effective Rent Date	5/08/2012
Location	113 Ga Highway 27 East Americus, GA 31709 Sumter County
Distance	2.6 miles
Units	89
Vacant Units	0
Vacancy Rate	0.0%
Type	Garden
Year Built/Renovated	1974 / N/A
Marketing Began	N/A
Leasing Began	N/A
Last Unit Leased	N/A
Major Competitors	Lexington, St Charles
Tenant Characteristics	5-6 senior HH; School teachers, doctors, families
Contact Name	Donna Drake
Phone	229-924-4253



Market Information

Program	Market
Annual Turnover Rate	27%
Units/Month Absorbed	N/A
HCV Tenants	3%
Leasing Pace	1 week
Annual Chg. in Rent	None
Concession	None

Utilities

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

Unit Mix (face rent)

Beds	Baths	Type	Units	Size (SF)	Rent	Concession (monthly)	Restriction	Waiting List	Vacant	Vacancy Rate	Max Rent?	Range
0	1	Garden	1	600	\$420	\$0	Market	None	0	0.0%	N/A	None
1	1	Garden	32	875	\$395	\$0	Market	None	0	0.0%	N/A	None
2	1	Garden	24	950	\$435	\$0	Market	None	0	0.0%	N/A	None
2	1.5	Garden	24	975	\$500	\$0	Market	None	0	0.0%	N/A	None
3	2	Garden	8	1,100	\$595	\$0	Market	None	0	0.0%	N/A	None

Unit Mix

Market	Face Rent	Conc.	Concd. Rent	Util.	Adj. Rent
Studio / 1BA	\$420	\$0	\$420	-\$25	\$395
1BR / 1BA	\$395	\$0	\$395	-\$34	\$361
2BR / 1BA	\$435	\$0	\$435	-\$42	\$393
2BR / 1.5BA	\$500	\$0	\$500	-\$42	\$458
3BR / 2BA	\$595	\$0	\$595	-\$59	\$536

Southland Heights, continued

Amenities

In-Unit

Balcony/Patio
Carpeting
Dishwasher
Garbage Disposal
Refrigerator

Blinds
Central A/C
Ceiling Fan
Oven
Washer/Dryer hookup

Security

None

Services

None

Property

Off-Street Parking
Picnic Area

On-Site Management
Swimming Pool

Premium

None

Other

None

Comments

Donna, the PM noted that the complex could potentially be bought out by the housing authority soon. She says they have looked at it and expressed that they will be making an offer on it soon. This will result in more housing choice vouchers she stated.

The complex is 100 percent occupied, but she stated the turnover rate has increased to about 25-30 percent. Donna stated that this is due to the lack of jobs and closing of businesses such as Cooper Lighting. Cooper Lighting has been a staple in the community and a huge employer of jobs for over 50 years. Donna stated they are outsourcing the plants and work to Mexico, and 100's of jobs have been lost due to this.

Southland Heights, continued

Trend Report

Vacancy Rates

1Q04	2Q08	2Q11	2Q12
1.1%	1.1%	0.0%	0.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	0.0%	\$350	\$0	\$350	\$316
2008	2	3.1%	\$395	\$0	\$395	\$361
2011	2	0.0%	\$395	\$0	\$395	\$361
2012	2	0.0%	\$395	\$0	\$395	\$361

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	4.2%	\$450	\$0	\$450	\$408
2008	2	0.0%	\$500	\$0	\$500	\$458
2011	2	0.0%	\$500	\$0	\$500	\$458
2012	2	0.0%	\$500	\$0	\$500	\$458

2BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	0.0%	\$390	\$0	\$390	\$348
2008	2	0.0%	\$435	\$0	\$435	\$393
2011	2	0.0%	\$435	\$0	\$435	\$393
2012	2	0.0%	\$435	\$0	\$435	\$393

3BR / 2BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	0.0%	\$525	\$0	\$525	\$466
2008	2	0.0%	\$575	\$0	\$575	\$516
2011	2	0.0%	\$595	\$0	\$595	\$536
2012	2	0.0%	\$595	\$0	\$595	\$536

Studio / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2011	2	0.0%	\$420	\$0	\$420	\$395
2012	2	0.0%	\$420	\$0	\$420	\$395

Southland Heights, continued

Trend: Comments

1Q04 Southland Heights is a market rate property that offers one, two, and three-bedroom units. This property maintains a waiting list of six to eight households. The leasing pace is approximately one week, and the turnover rate is 20 percent annually. The rental rates increased recently by \$15, or approximately three to five percent. The vacancy rate has remained stable during the previous year. This property is managed by Charles Williams Realty.

2Q08 The contact reported that the majority of tenants come from the immediate area and that the closest town that is similar to Americus is Fort Valley. The contact also reported that the property does not have much competition because many properties nearby are government subsidized.

2Q11 The contact reported that rents have remained the same and the market has improved within the last year. Within the last year management did include the water bill in the rent. The contact reported there is a huge tenant mixture, with less than 10 percent being seniors.

2Q12 Donna, the PM noted that the complex could potentially be bought out by the housing authority soon. She says they have looked at it and expressed that they will be making an offer on it soon. This will result in more housing choice vouchers she stated.

The complex is 100 percent occupied, but she stated the turnover rate has increased to about 25-30 percent. Donna stated that this is due to the lack of jobs and closing of businesses such as Cooper Lighting. Cooper Lighting has been a staple in the community and a huge employer of jobs for over 50 years. Donna stated they are outsourcing the plants and work to Mexico, and 100's of jobs have been lost due to this.

Comments

1x1 Bedroom includes water and garbage, but the 2 bedroom does not. This will have to be manually adjusted by analyst. Note for them.

Management stated there is still a huge need for section 8 and LIHTC housing. There is also a need for market rate housing due to lack of student housing. Her students are what keeps her 100% occupied as about 40 percent of the tenants at the property are college students from South Georgia Tech. or Georgia Southwestern University. This large fraction of students as residents is also what causes their turnover to be so high, because students move in and out two-four times per year.

Troy Hill, continued

Trend Report

Vacancy Rates

1Q04	2Q08	2Q11	2Q12
7.0%	0.0%	0.0%	0.0%

Trend: Market

1BR / 1BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	5.6%	\$325	\$0	\$325	\$325
2008	2	0.0%	\$355	\$0	\$355	\$355
2011	2	0.0%	\$399	\$0	\$399	\$399
2012	2	0.0%	\$410	\$0	\$410	\$410

2BR / 1.5BA

Year	QT	Vac.	Face Rent	Conc.	Concd. Rent	Adj. Rent
2004	1	9.5%	\$475	\$0	\$475	\$475
2008	2	0.0%	\$510	\$0	\$510	\$510
2011	2	0.0%	\$550	\$0	\$550	\$550
2012	2	0.0%	\$550	\$0	\$550	\$550

Trend: Comments

- 1Q04** Troy Hill is a market rate property that offers one and two-bedroom units. The property currently maintains a waiting list of 20 to 25 households for the one-bedroom units and 15 households for the two-bedroom units. Management indicated that the four currently vacant units will be leased very quickly. The typical leasing pace is a few days. The turnover is approximately two to five percent annually. The rental rates have increased two to five percent, while the vacancy rate has remained stable.
- 2Q08** Management indicated that the one-bedroom units were converted from college dorms into apartments and are in fair overall condition. The two-bedroom townhomes were newly constructed since 2000 and are in good condition. Although the property is located next to the college, management indicated that the property has tenants from a variety of ages and backgrounds including seniors, small families, students, and several young professionals.
- 2Q11** Management indicated there is a huge need for section 8 and LIHTC housing. There is also a need for market rate housing due to lack of student housing. About 40 percent of the tenants at the property are college students from South Georgia Tech. or Georgia Southwestern University. Turnover is higher because students move in and out two-four times per year.
- 2Q12** 1x1 Bedroom includes water and garbage, but the 2 bedroom does not. This will have to be manually adjusted by analyst. Note for them.
- Management stated there is still a huge need for section 8 and LIHTC housing. There is also a need for market rate housing due to lack of student housing. Her students are what keeps her 100% occupied as about 40 percent of the tenants at the property are college students from South Georgia Tech. or Georgia Southwestern University. This large faction of students as residents is also what causes their turnover to be so high, because students move in and out two-four times per year.

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

Housing Choice Vouchers

TENANTS WITH VOUCHERS

Comparable Property	Tenancy	Type	Housing Choice Voucher Tenants
Americus Garden	Family	LIHTC	50%
East Oaks	Family	LIHTC/PBRA/Market	80%
Starlight Place	Family	LIHTC	50%
Verandah Apartments	Senior	LIHTC/PBRA/Market	83%
Hillside Manor	Family	Market	N/A
Lexington Place Apartments	Family	Market	0%
Meadowbrook Village	Senior	Rural Development	3%
Southland Heights	Family	Market	3%
Troy Hill	Family	Market	0%

As illustrated in the table, all of the LIHTC properties reported voucher tenancy. The high HCV rate at East Oaks is due to the subsidy. All LIHTC units at this property operate with project based vouchers. Verandah Apartments operates the same way. The property manager at Americus Garden stated that approximately 20.0 percent of their tenants are seniors. Of their senior tenants few utilize vouchers. She stated that because they are affiliated with Verandah Apartments, the seniors that qualify for a subsidy live there and the ones that do not qualify for a subsidy either live in the market rate units at Verandah or they live in the LIHTC units without a voucher at Americus Gardens. She further stated that she believed a LIHTC only senior property would do well in Americus as she had several inquiries at Verandah who were over-income qualified but that would qualify for the 50 and 60 percent units and none of their market tenants were reportedly voucher holders. The local market does not appear to be dependent on voucher tenants. We believe that the Subject will not be reliant on voucher holders and will maintain a HCV rate of approximately 25 to 30 percent.

Lease Up History

The following table illustrates absorption rates at comparables.

ABSORPTION				
Comparable Property	Type	Year built	Total Units	Units per Month
East Oaks	LIHTC/PBRA/Market	2006	40	3
Starlight Place	LIHTC	2005	52	2 to 3
Verandah Apartments (Senior)	LIHTC/PBRA/Market	2006	40	3+

The newest properties in the market were built in 2005-2006 and all reported similar absorption rates of three units per month. For a senior property, we would estimate an absorption rate of three to four units per month, or 12 months to reach 93 percent occupancy.

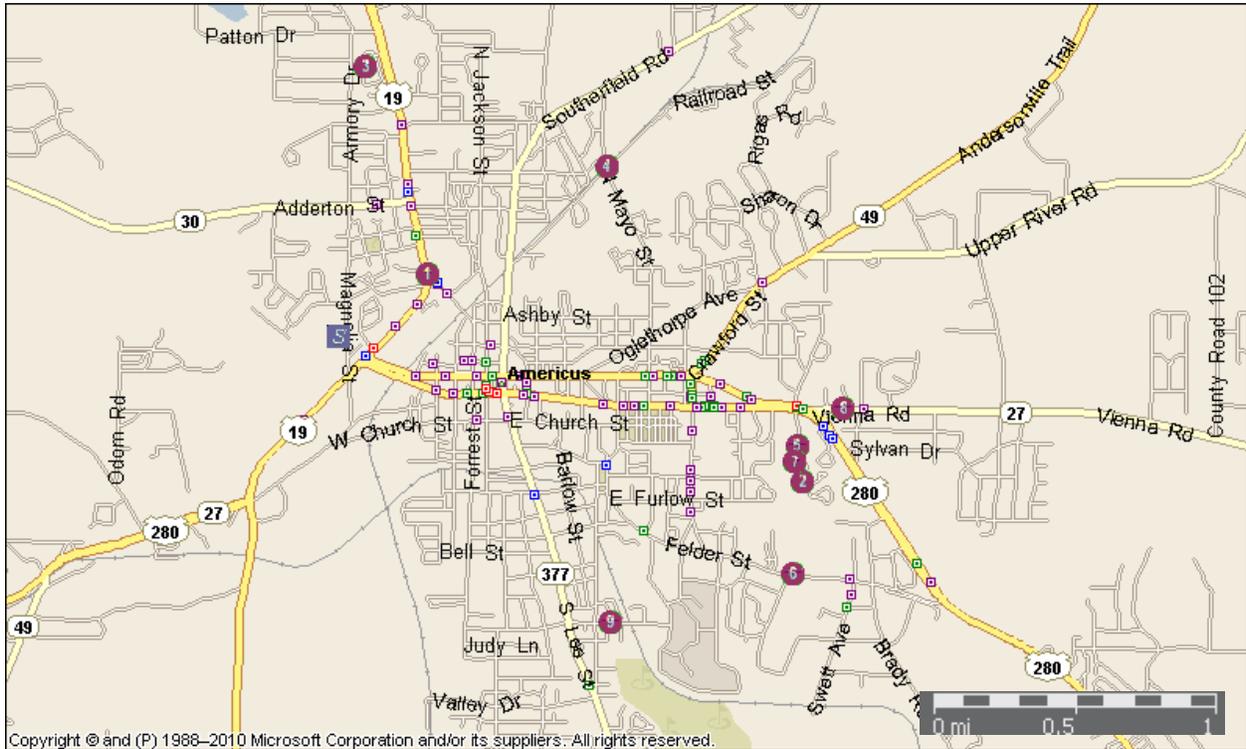
Phased Developments

N/Ap

Rural Areas

The Subject is located in a rural area, however there are a reasonable number of comparable properties that have been included in this analysis.

3. COMPETITIVE PROJECT MAP



COMPARABLE PROPERTIES

#	Property	Tenancy	Type	Distance
S	Creekview Commons	Senior	LIHTC	N/Ap
1	Americus Garden	Family	LIHTC	0.8 miles
2	East Oaks	Family	LIHTC/PBRA/Market	2.7 miles
3	Starlight Place	Family	LIHTC	1.7 miles
4	Verandah Apartments	Senior	LIHTC/PBRA/Market	2.2 miles
5	Hillside Manor	Family	Market	2.4 miles
6	Lexington Place Apartments	Family	Market	3.0 miles
7	Meadowbrook Village	Senior	Rural Development	2.6 miles
8	Southland Heights	Family	Market	2.6 miles
9	Troy Hill	Family	Market	2.5 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.

Creekview Commons, Americus, GA; Market Study

UNIT MATRIX REPORT

	Creekview Commons	Americus Garden	East Oaks	Starlight Place	Verandah Apartments	Hillside Manor	Lexington Place Apartments	Meadowbrook Village	Southland Heights	Troy Hill
Comp#	Subject	1	2	3	4	5	6	7	8	9
Property Information										
Property Type	Duplex (age-restricted)	Garden (2 stories)	Garden	Single Family	Garden (age-restricted) (2 stories)	Garden	Various (2 stories)	Garden (age-restricted)	Garden	Various
Year Built / Renovated	2014 / n/a	1998 / n/a	2006 / n/a	2005 / n/a	2006 / n/a	1985 / n/a	1990s / n/a	1990s / n/a	1974 / n/a	1960/2000 / n/a
Market (Conv.)/Subsidy Type					@30% (Project Based Rental Assistance - PBRA), @50% (Project Based Rental Assistance - PBRA),				Rural Development	Market
	@50%, @60%	@50%, @60%	@50% (PBRA), Market	@30%, @50%, @60%	Market	Market	Market	Market	Market	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	no	no	no	no	no	yes	yes	no
Sewer	no	no	no	no	no	no	no	yes	yes	no
Trash Collection	yes	yes	yes	no	yes	no	no	yes	yes	yes
In-Unit Amenities										
Balcony/Patio	yes	yes	yes	yes	yes	yes	no	no	yes	no
Blinds	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Carpeting	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Central A/C	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Coat Closet	yes	no	yes	yes	yes	yes	no	no	no	no
Dishwasher	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
Exterior Storage	no	yes	yes	yes	no	no	no	no	no	no
Ceiling Fan	yes	yes	yes	yes	no	yes	no	no	yes	no
Garbage Disposal	yes	yes	yes	yes	yes	yes	no	no	yes	no
Hand Rails	no	no	no	no	yes	no	no	yes	no	no
Microwave	no	no	yes	no	yes	no	no	no	no	no
Oven	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Pull Cords	no	no	no	no	yes	no	no	yes	no	no
Refrigerator	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Walk-In Closet	no	no	no	yes	no	no	no	no	no	no
Washer/Dryer	yes	no	no	no	no	no	no	no	no	no
Washer/Dryer hookup	yes	yes	yes	yes	yes	yes	yes	no	yes	yes
Property Amenities										
Business Center/Computer Lab	yes	no	yes	no	yes	no	no	no	no	no
Clubhouse/Meeting Room/Community Room	yes	yes	yes	yes	yes	no	no	no	no	no
Elevators	no	no	no	no	yes	no	no	no	no	no
Exercise Facility	yes	yes	yes	yes	no	no	no	no	no	no
Garage	no	no	no	yes	no	no	no	no	no	no
Central Laundry	no	yes	no	yes	yes	yes	no	no	no	no
Off-Street Parking	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
On-Site Management	yes	yes	yes	yes	yes	yes	no	yes	yes	yes
Picnic Area	no	yes	yes	yes	yes	no	no	no	yes	no
Playground	no	yes	yes	yes	no	no	no	no	no	no
Recreation Areas	no	no	no	no	yes	no	no	no	no	no
Swimming Pool	no	no	no	no	no	no	yes	no	yes	yes

The Subject will offer a competitive in-unit amenity package comparable to superior to the current inventory. The Subject will not offer exterior storage; however, the Subject will offer a washer and dryer in each unit which none of the comparables offer. We believe that this will be a competitive advantage for the Subject. With regards to community amenities, the Subject will

Creekview Commons, Americus, GA; Market Study

offer a business center, exercise room and clubhouse/community room, which are not offered at several of the comparables. Several of the properties offer a playground or picnic area, which are generally more geared towards family properties.

5. The Subject will target senior households aged 55 and older. We have included all senior properties in the PMA that we were able to interview. Due to the lack of senior properties, we have also included family properties. The following table illustrates the percent of senior tenants at the family properties included.

TENANT CHARACTERISTICS

Comparable Property	Type	Tenant Characteristics
Americus Garden	Family LIHTC	Varies
East Oaks	Family LIHTC/PBRA/Market	Some seniors
Starlight Place	Family LIHTC	50% seniors; Tenants come from Leslie, Plains, Andersonville, Ellaville; Employed at Wal-Mart
Verandah Apartments	Senior LIHTC/PBRA/Market	30% previous homeowners; average age is 72; most are retired
Hillside Manor	Family Market	Ages between 20-70
Lexington Place Apartments	Family Market	Mostly tudents, some seniors
Meadowbrook Village	Senior Rural Development	Restricted to 62+; 90% from Americus; Majority rely on SS for income; Approx \$700/month
Southland Heights	Family Market	5-6 senior HH; School teachers, doctors, families
Troy Hill	Family Market	Seniors, Small Families, Students, some young professionals

6. Vacancy

The following table illustrates the vacancy rates in the market.

OVERALL VACANCY

Property name	Tenancy	Rent Structure	Total Units	Vacant Units	Vacancy Rate
Americus Garden	Family	LIHTC	40	2	5.00%
East Oaks	Family	LIHTC/PBRA/Market	40	1	2.50%
Starlight Place	Family	LIHTC	52	0	0.00%
Verandah Apartments	Senior	LIHTC/PBRA/Market	40	2	5.00%
Hillside Manor	Family	Market	60	6	10.00%
Lexington Place Apartments	Family	Market	97	0	0.00%
Meadowbrook Village	Senior	Rural Development	55	0	0.00%
Southland Heights	Family	Market	89	0	0.00%
Troy Hill	Family	Market	57	0	0.00%
Total			530	11	2.10%

Overall vacancy is low at 2.1 percent. Five of the nine comparables reported full occupancy and only one property is reporting a vacancy over 5.00 percent. Of the LIHTC properties, there are only three vacancies of a total of 132 units and all are reporting a waiting list. This illustrates demand for additional housing. Our interviews indicated that a new senior property would be successful. The property manager at Starlight Place indicated significant demand indicating that their units are always full and they always maintain a waiting list. This property offers single -

family home style two and three-bedroom units and 50 percent of their tenants are seniors living in both two and three-bedroom units, which supports the large number of two-bedroom units at the Subject. Overall, based on the occupancy rates listed in the table above and from our interviews, we believe there is demand for the Subject’s 50 senior units.

7. Properties Under Construction and Proposed

There are no new LIHTC or market rate properties that have been 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	Americus Garden	Family LIHTC	Similar	Slightly Superior	Similar	Inferior	Similar	-5
2	East Oaks	Family LIHTC/PBRA/Market	Similar	Slightly Superior	Similar	Inferior	Similar	-5
3	Starlight Place	Family LIHTC	Similar	Slightly Superior	Similar	Inferior	Slightly Inferior	-10
4	Verandah Apartments	Senior LIHTC/PBRA/Market	Similar	Similar	Similar	Inferior	Similar	-10
5	Hillside Manor	Family Market	Inferior	Similar	Similar	Inferior	Inferior	-30
6	Lexington Place Apartments	Family Market	Slightly Inferior	Slightly Inferior	Similar	Inferior	Similar	-20
7	Meadowbrook Village	Senior Rural Development	Inferior	Slightly Inferior	Similar	Inferior	Inferior	-35
8	Southland Heights	Family Market	Slightly Inferior	Similar	Similar	Inferior	Inferior	-25
9	Troy Hill	Family Market	Slightly Inferior	Slightly Inferior	Similar	Inferior	Similar	-20

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

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

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LIHTC Rent Comparison - @50%

Property Name	1BR	2BR
Creekview Commons (Subject)	\$289	\$345
LIHTC Maximum (Net)	\$289	\$345
East Oaks	N/Ap	N/Ap
Starlight Place	N/Ap	\$423
Verandah Apartments	N/Ap	N/Ap
Americus Garden	\$122	\$338
Average (excluding Subject)	\$122	\$381

LIHTC Rent Comparison - @60%

Property Name	1BR	2BR
Creekview Commons (Subject)	\$374	\$447
LIHTC Maximum (Net)	\$374	\$447
Starlight Place	N/Ap	\$498
Americus Garden	\$326	\$378
Average (excluding Subject)	\$326	\$438

The Subject’s proposed two-bedroom 50 percent AMI rents will be lower than Starlight Place which is currently 100 percent occupied with a waiting list. Americus Garden was previously achieving one-bedroom 50 percent of the AMI rents at \$362 per month and two-bedroom rents at 50 percent of the AMI at \$391 per month and was maintain an occupancy between 95 and 100 percent. This property has HOME funds in addition to LIHTC funds and according to the property manager they were forced to lower their rents to the current levels by DCA. The property manager stated that they could achieve higher rents but they are restricted to their current rents. Therefore; the current rents at Americus Gardens are not a good indication of what is achievable in the market. The Subject’s proposed 60 percent AMI rents are above Americus Garden but below the rents being achieved at Starlight Place. The property manager at Starlight Place indicated that 50 percent of their tenants are seniors, which illustrates that the Subject’s proposed rents at both AMI levels are achievable at the Subject. The Subject will be superior to both Americus Garden and Starlight Place with respect to age/condition. Therefore, we believe that the proposed rents at the Subject are considered achievable as proposed.

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 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

Creekview Commons, Americus, GA; Market Study

not included the 50 percent AMI rents in the average market rent for the 60 percent AMI comparison. In this market, there does not appear to be a significant difference between 50 and 60 percent AMI rents. We have excluded the rents at Americus Garden given their HOME restrictions.

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 ALL Rents
Subject at 50% AMI**

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR	\$289	\$361	\$582	\$435	51%
2 BR	\$345	\$423	\$708	\$541	57%

Subject at 60% AMI

Unit Type	Subject	Surveyed Min	Surveyed Max	Surveyed Average	Subject Rent Advantage
1 BR	\$374	\$361	\$582	\$435	16%
2 BR	\$447	\$458	\$708	\$556	24%

As the tables above depict, the Subject’s proposed rents for both AMI levels are below the average “market” rents. Lexington Place Apartments is achieving the highest rents. This property was built in the 1990s and is the most similar market rate comparable. Given that the Subject will be new construction, it will be significantly superior to the existing market rate competition and therefore will have a positive rent advantage over market rate properties.

9. LIHTC Competition – Recent Allocations within Ten Miles

There have no recent allocations in Sumter County.

10. Rental Trends in the PMA

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

TENURE PATTERNS PMA (AGES 55+)

Year	Owner-Occupied Units	Percentage Owner-Occupied	Renter-Occupied Units	Percentage Renter-Occupied
1990	-	-	-	-
2000	3,395	77.17%	1,004	22.83%
2010	3,563	74.16%	1,241	25.84%
Prj Mrkt Entry				
May 2014	3,676	73.69%	1,313	26.31%
2015	3,710	73.54%	1,335	26.46%

As the table illustrates, households within the PMA are predominately owner-occupied residences. However the percentage of senior renters in the area is 25.84 percent, much higher than the national average of 13%. While renter-occupied households are in the minority, the percent of renter-occupied households is projected to increase through 2015.

Historical Vacancy

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

CHANGE IN VACANCY RATES

Comparable Property	Type	Tenancy	Total Units	2QTR 2008	2QTR 2009	3QTR 2010	2QTR 2011	2QTR 2012
Americus Garden	LIHTC	Family	40	2.30%	2.30%	6.80%	4.50%	5.00%
East Oaks	LIHTC/PBRA/Market	Family	40	2.50%	0.00%	0.00%	N/A	2.50%
Starlight Place	LIHTC	Family	52	0.00%	0.00%	0.00%	0.00%	0.00%
Verandah Apartments	LIHTC/PBRA/Market	Senior	40	2.50%	2.50%	0.00%	N/A	5.00%
Hillside Manor	Market	Family	60	1.70%	N/A	N/A	11.70%	10.00%
Lexington Place Apartments	Market	Family	97	3.30%	6.20%	6.20%	6.20%	0.00%
Meadowbrook Village	Rural Development	Senior	55	3.60%	N/A	N/A	0.00%	0.00%
Southland Heights	Market	Family	89	1.10%	N/A	N/A	0.00%	0.00%
Troy Hill	Market	Family	57	0.00%	N/A	N/A	0.00%	0.00%
Average			580	1.90%	2.20%	2.60%	3.20%	2.50%

As illustrated in the table, the average vacancy in the local market has generally remained low.

Change in Rental Rates

The following table illustrates the rent growth at the comparables.

RENT GROWTH

Comparable Property	Rent Structure	Rent Growth
Americus Garden	Family LIHTC	Decreased due to compliance
East Oaks	Family LIHTC/PBRA/Market	Increased
Starlight Place	Family LIHTC	30% and 50% increased; 60% remained the same
Verandah Apartments	Senior LIHTC/PBRA/Market	Decreased due to compliance
Hillside Manor	Family Market	None
Lexington Place Apartments	Family Market	Increased
Meadowbrook Village	Senior Rural Development	Increased
Southland Heights	Family Market	None
Troy Hill	Family Market	Slight Increase

11. Impact of Foreclosed, Abandoned and Vacant Structures

According to www.RealtyTrac.com, one in every 909 housing units in Americus received a foreclosure filing in April 2012. The state of GA has the fourth highest number of foreclosures in the country as one in every 398 housing units received a foreclosure filing in April 2012. This is higher than the national average of one out of every 698. However, in Americus GA, only one in every 909 housing units received a foreclosure filing in April 2012. This is lower than the national average. As of May 17th, 2012, there were 92 foreclosed homes listed in Americus.

12. Primary Housing Void

Given the low vacancy and waiting lists at the LIHTC properties, there does not appear to be a significant housing void, but there appears to be demand for additional units to the market. The Subject will fill this void.

13. Affect of Subject on Other Affordable Units in Market

The Subject will be the only non-subsidized senior LIHTC property in the PMA. Given the vacancy rates and waiting lists at the family affordable properties, we do not believe the Subject will affect other affordable units in the market.

Conclusions

Based upon our market research, demand calculations and analysis, we believe there is adequate demand for a senior property. Overall vacancy is low at 2.81 percent. Five of the nine comparables reported full occupancy and only one property is reporting a vacancy over five percent. Of the LIHTC properties, three of the four comparables are fully occupied and several reported waiting lists. This illustrates demand for additional housing. The property manager at Starlight Place indicated significant demand indicating that their units are always full and they always maintain a waiting list. The Subject's proposed 50 percent AMI rents will be below Starlight Place. This property is well occupied and maintains a waiting list. The Subject's proposed 60 percent AMI rents are below the rents being achieved at Starlight Place. The property manager at Starlight Place indicated that 50 percent of their tenants are seniors, which illustrates that the Subject's proposed rents at both AMI levels are achievable at the Subject. The Subject will be superior to Starlight Place with respect to age/condition. Therefore, we believe that the proposed rents at the Subject are considered achievable as proposed.

I. ABSORPTION & STABILIZATION RATES

Stabilization/Absorption Rate

The following table illustrates absorption rates at comparables.

ABSORPTION

Comparable Property	Type	Year built	Total Units	Units per month
Starlight Place	LIHTC	2005	52	2 to 3
East Oaks	LIHTC/PBRA/Market	2006	40	3
Verandah Apartments (Senior)	LIHTC/PBRA/Market	2006	40	3+

The newest properties in the market were built in 2005-2006 and all reported similar absorption rates of three units per month. For a senior property, we would estimate an absorption rate of three to four units per month, or 12 months to reach 93 percent occupancy.

J. INTERVIEWS

Americus Housing Authority

We attempted to contact John C. Anderson, Chief Executive Officer of the Americus Housing Authority on multiple occasions via phone and e-mail. We were able to reach an associate though, Cheryl Furlow who gave us the following information. The Housing Authority manages 639 Housing Choice Vouchers currently. The waiting list is currently closed and Cheryl was not able to provide when it was last open or will be opened again. The current payment standard for Sumter County can be found in the following table.

Payment Standards	
1BR	\$484
2BR	\$594
3BR	\$710
4BR	\$1,003

Planning

We spoke with Josh Roth, building official for the City of Americus. He handles all permits, zoning, building inspections and other related tasks. Mr. Roth stated there are not many other multi-family properties around there and the closest pre-existing building is a mile or two from the subject down off Martin Luther King Blvd. Other than the hospital, Pheobe Sumter, which finished up at the end of last year he stated there has just been retail and office space development. A recently completed office space of approximately 4,000 square feet was completed close to the subject that will house Devane Pool Service and Supply and NEOS Technologies, which handles all of the city and county IT work.

Projects currently under construction include the Americus Motor Sports Complex and a 7,000-8,000 square feet of office area that will house the expansion of a manufacturing company that manufactures specialty nuts and bolts, commercial equipment and safety equipment.

Some of the larger developments or expansions like the Motorsports Complex and the Hospital should provide a healthy influx of job creation and new employment in the area.

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

K. CONCLUSIONS AND RECOMMENDATIONS

CONCLUSIONS

- The current senior population in the PMA was 8,261 in 2010 and is expected to increase to 8,630 by May 2014 (market entry). Senior households within the PMA are predominately owner-occupied residences. However the percentage of senior renters in the area is 25.84 percent, much higher than the national average of 13%. While renter-occupied households are in the minority, the percent of renter-occupied households is projected to increase through 2015. As will be discussed in the supply section of this report, rental rates have generally increased at many of the comparables. The largest income cohort of seniors over 55 was between 0-\$9,999. The Subject will target households earning below \$25,000. Approximately 68 percent of senior renters are earning below \$30,000. This bodes well for the Subject
- Overall, it appears as if Americus and Sumter County were affected by the current national economic recession. The County experienced significant decreases in total employment over the greater part of the decade, with 2009 having the highest loss of 7.9 percent in total employment. The following year in 2010, they had another loss of 6.2 percent. In 2011, the unemployment percentage decreased from 2010, which is the first year of a decline since 2006. However, 2012 YTD increased back to 13.8 percent, reversing the previous unemployment decrease. Overall, YTD 2011 numbers illustrate a still suffering economy in comparison to the nation which showed a nominal decrease from 2011.
- For covered employment by industry in Sumter County, Trade, Transportation and Utilities, Education/Health Services and Manufacturing are the top three industries. This is consistent with the industry trends in the PMA. The retail industry also has a high percentage employed. While not among the largest industries, public administration is overrepresented in the PMA when compared to the nation. This industry, as well as the health and education industries are historically considered to be stable employers and could provide some additional stability to the local economy during a recession.
- Despite the previous recession, the Sumter County Chamber of Commerce has reported one major expansion to the area. The Americus Motor Sports Complex, a racing/training facility is slated to begin construction. They recently announced in March of 2012 that they have hit a significant milestone in the project as the fieldwork is complete for the topography mapping of the land on South Georgia Tech Parkway. The topography survey is an important and necessary step in the preliminary planning stages since it is needed for overall construction process. The project will be located approximately 7.6 miles northeast of the subject, adjacent to Souther Field Airport. With a projected annual impact of 75 million, it has the potential to create over 200 jobs. This will have a positive economic impact on Americus and Sumter County. Overall, the Subject will cater to senior households who are likely to be retired. With the potential growth in the economy due to the Motor Sports Complex, this could bode well for additional housing in the PMA.
- The Subject's capture rates at the 50 percent AMI level will range from 2.2 to 4.0 percent, with an overall capture rate of 3.1 percent. The Subject's 60 percent AMI

capture rates range from 12.4 to 19.9 percent, with an overall capture rate of 16.0 percent. The overall capture rate for the project’s 50 and 60 percent units is 17.1 percent. Therefore, we believe there is adequate demand for the Subject.

- The availability of senior LIHTC is considered limited. There is only one senior LIHTC property, Verandah Apartments, however this property operates with additional subsidy for its LIHTC units. We have still included this property to provide for a market characteristic comparison. We have also included three family LIHTC properties (one that also operates with PBRA subsidy) and one senior rural development property. The market rate data is adequate for family properties. There are no senior unrestricted market rate properties in the PMA. In total, we have included nine properties in our analysis. The LIHTC properties without subsidy offer varying AMI levels, including 50 and 60 percent AMI, similar to the Subject.

The Subject’s proposed 50 percent AMI rents will be below Starlight Place. This property is well occupied and maintains a waiting list. The Subject’s proposed 60 percent AMI rents are similar to the rents being achieved at Starlight Place. The property manager at Starlight Place indicated that 50 percent of their tenants are seniors, which illustrates that the Subject’s proposed rents at both AMI levels are achievable at the Subject. The Subject will be superior to Starlight Place with respect to age/condition. Therefore, we believe that the proposed rents at the Subject are considered achievable as proposed.

- The following table illustrates absorption rates at comparables.

ABSORPTION

Comparable Property	Type	Year built	Total Units	Units per month
Starlight Place	LIHTC	2005	52	2 to 3
East Oaks	LIHTC/PBRA/Market	2006	40	3
Verandah Apartments (Senior)	LIHTC/PBRA/Market	2006	40	3+

The newest properties in the market were built in 2005-2006 and all reported similar absorption rates of three units per month. For a senior property, we would estimate an absorption rate of three to four units per month, or 12 months to reach 93 percent occupancy.

- Based upon our market research, demand calculations and analysis, we believe there is adequate demand for a senior property. Based upon our market research, demand calculations and analysis, we believe there is adequate demand for a senior property. Overall vacancy is low at 2.81 percent. Five of the nine comparables reported full occupancy and only one property is reporting a vacancy over five percent. Of the LIHTC properties, three of the four comparables are fully occupied and several reported waiting lists. This illustrates demand for additional housing. The property manager at Starlight Place indicated significant demand indicating that their units are always full and they always maintain a waiting list. The Subject’s proposed 50 percent AMI rents will be below Starlight Place. This property is well occupied and maintains a waiting list. The Subject’s proposed 60 percent AMI rents are similar to the rents being achieved at Starlight Place. The property manager at Starlight Place indicated that 50 percent of their

tenants are seniors, which illustrates that the Subject's proposed rents at both AMI levels are achievable at the Subject. The Subject will be superior to Starlight Place with respect to age/condition. Therefore, we believe that the proposed rents at the Subject are considered achievable as proposed.

Recommendations

- Based on the conclusions above, we recommend the Subject as proposed.

L. SIGNED STATEMENT REQUIREMENTS

I affirm that I (or one of the persons signing below) have made a physical inspection of the market area and the subject property and that information has been used in the full study of the need and demand for the proposed units. To the best of my knowledge, the market can (cannot) 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

6-4-2012

Date



Michalena M. Sukenik
Principal
Novogradac & Company LLP

6-4-2012

Date



Jill Conable
Real Estate Analyst
Novogradac & Company LLP

6-4-2012

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

6-4-2012

Date



Michalena M. Sukenik
Principal
Novogradac & Company LLP

6-4-2012

Date



Jill Conable
Real Estate Analyst
Novogradac & Company LLP

6-4-2012

Date

N. QUALIFICATIONS

STATEMENT OF PROFESSIONAL QUALIFICATIONS

H. BLAIR KINCER, MAI, CRE

I. Education

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

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

II. Licensing and Professional Affiliation

Member of the Appraisal Institute (MAI)
Member, The Counselors of Real Estate (CRE)
Member, National Council of Affordable Housing Market Analysts (NCAHMA)
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. 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

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- 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

MICHALENA M. SUKENIK

I. Education

Union College, Schenectady, New York
Bachelor of Arts in Cultural Anthropology
Union College Study Abroad, St. Lucy, Barbados

II. Professional Experience

Principal, Novogradac & Company LLP (Start date: September 2002 - present)
Dallas / Fort Worth and Atlanta Research Manager, CoStar Group, Inc.
Senior Research Analyst / Newswire Editor, CoStar Group, Inc.

III. Professional Training and Continuing Education

Member, National Council of Affordable Housing Market Analysts (NCAHMA)
Attended HUD Community Development Block Grant (CDBG) 30th Anniversary Conference, September 13-14, 2004, Washington, DC
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.
- Assisted in preparing an approved HUD Consolidated Plan for the City of Gainesville, GA; which included a housing and homeless needs assessment, market analysis, non-housing needs analysis, and a strategic plan, which conformed to 24CFR Part 91, Consolidated Plan Regulations for the ensuing five-year period (2004-2009).
- Assisted in preparing a comprehensive senior housing study in Seattle, Washington for the Seattle Housing Authority. This study evaluated the Seattle Housing Authority's affordable senior housing project for their position within the entire city's senior housing market. The research involved analysis of the senior population by neighborhood, income, household size, racial composition, and tenure.
- Conducted market studies for senior projects in Alabama, Alaska, Arizona, California, Colorado, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kentucky, Louisiana, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nevada, New Jersey, New York, North Carolina, Oregon, Pennsylvania, South Carolina, Tennessee, Texas, Utah, Virginia, West Virginia, Washington, and Wisconsin.
- Assisted in appraisals of proposed new construction and existing Low-Income Housing Tax Credit properties.
- Assisted in the preparation of Rent Comparability Studies and HUD MAP Market Studies according to HUD guidelines.

STATEMENT OF PROFESSIONAL QUALIFICATIONS

JILL A. CONABLE

I. Education

Kennesaw State University, Kennesaw, Georgia
Bachelor of Sciences

II. Professional Experience

Analyst, Novogradac & Company LLP (June 2011 – Present)
Analyst, Province Valuation Group (February 1997 – June 2011)

III. Professional Affiliations and Continuing Education

Member – Appraisal Institute Georgia
Member – Assisted Living Federation of America (ALFA)
Member – Georgia Chapter – Assisted Living Federation of America (GA/ALFA)

Successful completion of Appraisal Institute courses as follows:

Course 110 -Appraisal Principles
Course 120 -Appraisal Procedures
Course 1410 -15-Hour National USPAP

III. Assignments

- Conducted and assisted with market feasibility studies of proposed new construction and existing Low-Income Housing Tax Credit (LIHTC) properties. Local housing authorities, developers, syndicators and lenders have used these studies to assist in the financial underwriting and design of LIHTC properties. Market analysis typically includes: physical inspection of site and market, demand projections, rental rate analysis, competitive property surveying and overall market analysis.
- Assisted with appraisals of existing and proposed Low-Income Housing Tax Credit properties, Rural Development properties, and Section 8 properties.
- Performed demographic and geo-coded analyses to determine favorable locations for health care facilities, made pricing recommendations, and analyzed competitors.
- Analysis of all types of health care and senior housing including retirement homes, hospitals, medical office buildings, assisted living facilities, nursing homes and continuing care retirement communities. Analyses included economic feasibility studies, market and marketability studies and valuation studies (real estate and business) in the following U.S. territories:

Alabama, Arizona, Arkansas, California, Colorado, Connecticut, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kentucky, Louisiana, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nevada, New Jersey, New York, North Carolina, Ohio, Oregon, South Carolina, South Dakota, Tennessee, Texas, Virginia, West Virginia, Washington, Wisconsin, and Wyoming.

- Assisted in appraisals and market studies of health care facilities for the U.S. Department of Housing and Urban Development (HUD).