

# **Market Feasibility Analysis Magnolia Senior Manor**

**Lithonia, DeKalb County, Georgia**

**To be developed by:  
Magnolia Senior Development, LLC**

**Prepared for  
The Georgia Department of Community Affairs**

**June 2002**

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## I. Executive Summary

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### **Proposed Site Location**

- The proposed site is located on approximately 3.9 acres of six acres currently owned by First St. Paul AME Church. Primary access to the site will be via Magnolia Street, however access to the parking lot via Klondike Road will be available. The physical address of the site is 6840 Magnolia Street.
- The proposed site is currently an undeveloped parcel that is a combination of open, grassy areas and wooded sections. The site is bordered on the north and east by single family homes, to the south by Magnolia Street and to the west by First St. Paul AME Church.
- The proposed site is located in a less densely populated area of Lithonia south of downtown, east of Evans Mill Road and north of Highway 278 and Interstate 20. The majority of the development along both Magnolia Street and Klondike Road are moderate income single family homes. First St. Paul AME Church is located west of the site opposite Klondike Road.

### **Proposed Amenities**

- Magnolia Senior Manor will consist of a central building with two attached wing buildings. All three buildings will be three stories in height and elevator service will be available in the main lobby of the center building. Magnolia Senior Manor' community center will be designed with a large central area which opens onto the courtyard. This area can seat all residents at one time for dinners and functions. Adjacent the main space will be a personal-size exercise room. Also included in the community center will be a reading room, a community kitchen, community restrooms, the management office, and a centralized mail room.
- Unit specific amenities will include a fully equipped kitchen with a stove, refrigerator, dishwasher, and garbage disposal, a washer and dryer in each unit, individual unit emergency call systems, and central heat and air.

- Community services to be provided by Magnolia Senior Manor will include a social and recreation activities, information and senior counseling, community gardening, reading service and library, and weekly day trips to shopping.

### **Demographic Analysis**

- According to 2000 Census data, the proposed development is compatible with the demographic composition of the primary market area, which has a proportional high percent of senior person.
- The senior household growth rate and senior income distribution indicate the need for additional senior oriented rental units.

### **Affordability Analysis**

- Based on household income distributions produced by Claritas, 66 percent of the senior (55+) households in the primary market area earn less than the maximum income limit for the two bedroom units at 50 percent of the AMI.
- When a minimum income limit is introduced, 8.75 percent earn below the maximum income limit and above the minimum income limit. This minimum income limit will apply to those householders without Section 8 voucher rental assistance.
- Based on the 2004 senior household estimate of 14,796 for the primary market area, there are 9,770 senior households with incomes below the maximum income limit and 1,295 of these household also earn more than the minimum income limit.

### **Proposed Unit Mix and Rent Schedule**

- The proposed unit mix consists of one and two bedroom units reserved for tenants age 55 and older. All of the units will be LIHTC units targeting renters earning no more than 50 percent of the AMI.
- The proposed one and two bedroom units at Magnolia Senior Manor will be appealing to senior renter households. These are the two floorplans are typical of new senior communities. Furthermore, the senior oriented

community will be more appealing to the target market than the existing, older general occupancy communities.

- The units sizes proposed are generous for a general rental apartments in this market and large for a senior community.
- The proposed rents at Magnolia Senior Manor are lower than the average among the existing communities surveyed. The 50 percent tax credit rents are positioned in the lower third of the range of net rents. The rents will be very competitive given the senior oriented community to be constructed.

### **Demand and Capture Rates**

- Using the methodology stipulated by DCA, we find that there will be 3,697 senior (55+) renter households as a result of substandard households, rent over burdened households, renter household growth, and elderly homeowners converting to rental housing in 2004.
- By applying the income qualification percentages discussed earlier to this demand number, we calculate that there is demand for 323 additional units in the primary market area.
- This demand estimate results in a capture rate of 27.3 percent with a minimum income limit and 3.7 percent without a minimum income limit. Based on the product to be constructed and the proposed location, these capture rates are considered achievable.

### **Final Conclusion**

Based the data presented in this report, we find that Magnolia Senior Manor passes the market study test as proposed.

## II. Project Description

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The proposed development, Magnolia Senior Manor, will be a newly constructed 88 unit rental community reserved for elderly tenants age 55 and older. The community will consist of 80 one bedroom units with either 807 or 891 square feet of living space and 8 two bedroom units with either 1,076 and 1,160 square feet of living space. All of the proposed units at Magnolia Senior Manor will be reserved for tenants earning no more than 50 percent of the Area Median Income (AMI). None of the proposed units will be market rate or have project based rental assistance.

**Table 1 - Proposed Unit Mix, Magnolia Senior Manor**

<b>Unit Type</b>	<b>AMI Level</b>	<b>Bedrooms</b>	<b>Building Type</b>	<b>Units</b>	<b>Avg. Size</b>	<b>Net Rent</b>	<b>Rent/Sq Ft</b>
LIHTC	50%	1	Mid-Rise	66	807	\$565	\$0.70
LIHTC	50%	1	Mid-Rise	14	891	\$565	\$0.63
LIHTC	50%	2	Mid-Rise	6	1,076	\$677	\$0.63
LIHTC	50%	2	Mid-Rise	2	1,160	\$677	\$0.58
<b>Total/Avg.</b>				<b>88</b>	<b>847</b>	<b>\$575</b>	<b>\$0.68</b>

Magnolia Senior Manor will consist of a central building with two connected wing buildings. All three sections of the building will be three stories in height and elevator service will be available in the main lobby of the center building. Magnolia Senior Manor's community center will be designed with a large central area, which will open onto the courtyard. This area can seat all residents at one time for dinners and functions. Adjacent the main space will be a personal-size exercise room. Also included in the community center will be a reading room, a community kitchen, community restrooms, the management office, and a centralized mail room.

Unit specific amenities will include a fully equipped kitchen with a stove, refrigerator, dishwasher, and garbage disposal, a washer and dryer in each unit, individual unit emergency call systems, and central heat and air.

Community services to be provided by Magnolia Senior Manor will include a social and recreation activities, information and senior counseling, community gardening, reading service and library, and weekly day trips to shopping.

Furthermore, Magnolia Senior Manor will be a joint venture between the developer and First St. Paul AME Church. The affiliation with the church is expected to

result in additional activities and services that would not normally be expected. As the church is located opposite the church, residents will benefit from the services offered.

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### III. Site Evaluation

#### **A. Site Description**

The site of the proposed development is approximately 3.9 acres of six acres currently owned by First St. Paul AME Church. Primary access to the site will be via Magnolia Street. However, access to the parking lot via Klondike Road will be available. The physical address of the site is 6840 Magnolia Street.

The proposed site is currently an undeveloped parcel that is a combination of open, grassy areas and wooded sections. The site is bordered on the north and east by single family homes, to the south by Magnolia Street and to the west by First St. Paul AME Church.

#### **B. Surrounding Land Uses**

The proposed site is located in a less densely populated area of Lithonia south of downtown, east of Evans Mill Road and north of Highway 278 and Interstate 20. The majority of the development along both Magnolia Street and Klondike Road is moderate income single family homes. First St. Paul AME Church is located west of the site opposite Klondike Road.

Magnolia Street runs roughly parallel to Main Street approximately one quarter of one mile to the south. Main Street is one of the larger traffic arteries in Lithonia along with Highway 278, Evans Mill Road, and Hillandale Road. Main Street is characterized primarily by retail, commercial and restaurant use.

The proposed site will be compatible with surrounding land uses.

## C. Site Photos

*Figure 1 - Site Location Photos*



*View of site facing north from Magnolia Street*



*View of site facing northeast*



*First St. Paul AME Church.*



*Magnolia Street facing southwest.*



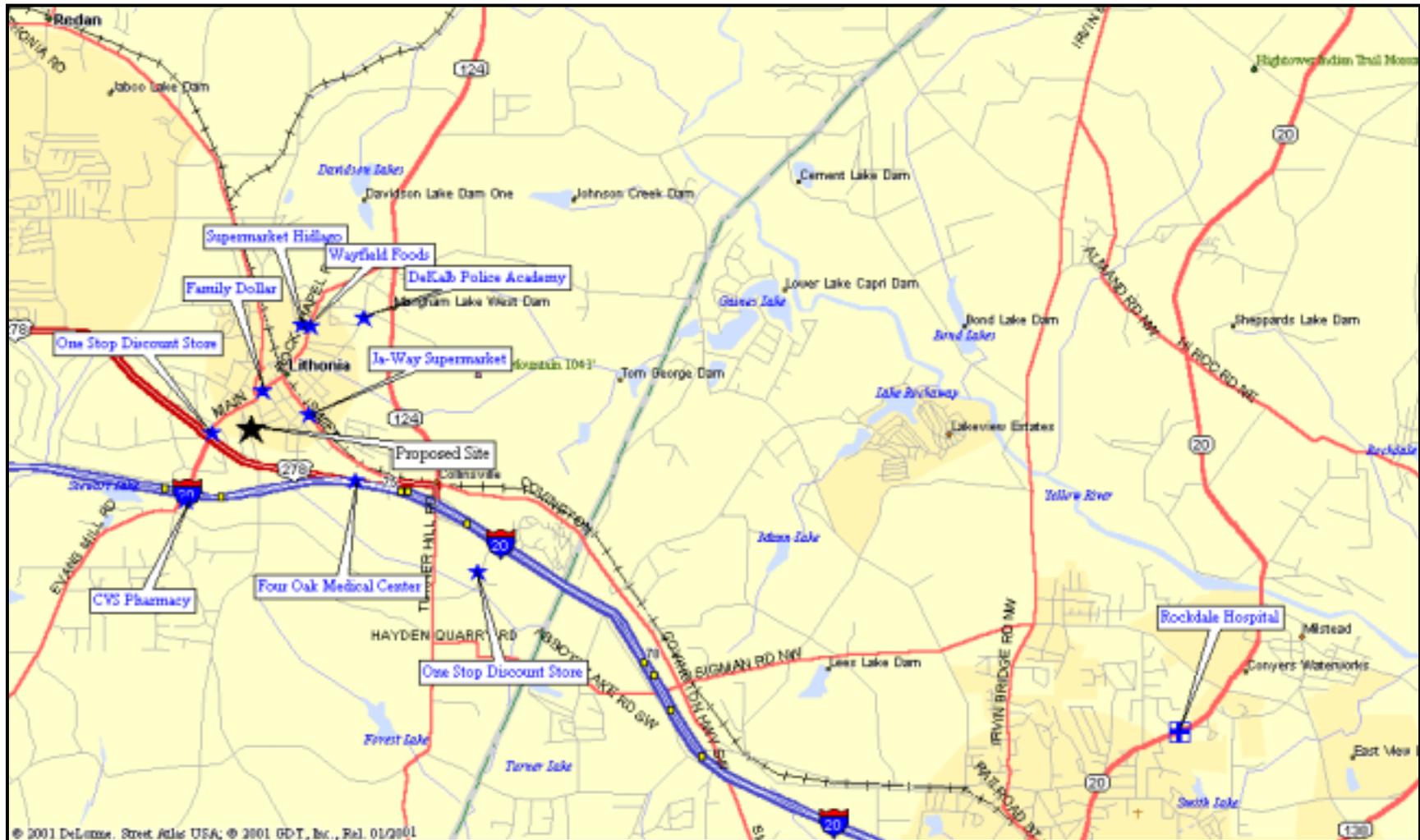
*Klondike Road facing south.*



*Single family home on Klondike Road south of site.*



Map 2 - Neighborhood Amenities, Magnolia Senior Manor



**Table 2 - Neighborhood Amenities, Magnolia Senior Manor**

<b>Establishment</b>	<b>Type</b>	<b>Address</b>	<b>Distance</b>
Supermarket Hidalgo	Grocery	2618 Max Cleland Blvd	0.3 Mile
Ja-Way Supermarket	Grocery	7101 Swift Street	0.3 Mile
Wayfield Foods	Grocery	3636 Max Cleland Blvd	0.4 Mile
CVS Pharmacy	Drug Store	2892 Evans Mill Road	0.7 Mile
Family Dollar	General Merchandise	6928 Main Street	0.2 Mile
One Stop Discount Store	Discount Store	2761 Evans Mill Road	0.4 Mile
Stonecrest Mall	Reg. Shopping Mall	8000 Mall Parkway	2.0 Miles
Various Restaurants	Restaurants	Various	0.2 – 0.5 Miles
DeKalb Co. Police Academy	Police	2484 Bruce Street	0.7 Mile
Four Oaks Medical Center	Medical Clinic	7660 Covington Hwy	0.2 Mile
Rockdale Hospital	Hospital	1412 Milstead Avenue	6.2 Miles

## **E. Neighborhood Amenities**

### Retail/Restaurants

The majority of the retail establishments and restaurants in the immediate area are located along Main Street, Evans Mill Road, and Covington Highway. The establishments located within three quarters of one mile from the proposed site include three grocery stores, convenience stores, numerous restaurants, and general shopping including Family Dollar. Lithonia is home to the recently completed Stonecrest Mall, which is located south of Interstate 20 and is accessible via Turner Hill Road, which is one exit east of Evans Mill Road on I-20. Stonecrest Mall is anchored by several department stores and auxiliary strip malls are home to many big box retailers including Target and Best Buy.

### Medical

The closest medical centers to the proposed site include Rockdale Hospital and Health Systems in Conyers and Georgia Regional Hospital in Decatur. These two facilities are located approximately 6 miles east and 9 miles west of the proposed site respectively. These two medical centers include a wide range of services including 24 hour emergency care, intensive care family car, outpatient and inpatient surgery, birthing center, cardiac care, and oncology.

In addition to these major medical centers, several smaller clinic and independent physicians operate within 2 miles of the site location.

## Transportation

DeKalb County and the Atlanta metropolitan area are served by Interstates 20, 75, 85 and 285. Interstate 20 is located within three quarters of one mile south, Interstate 285 is located within five miles west, and Interstates 75 and 85 are both located approximately ten miles west of the proposed site. These interstates provide access to the entire metropolitan Atlanta area, the state of Georgia and bordering states. Large state and U.S. Highways in the area include Highways 278, 124, 20, 212, and 155.

Metro Atlanta's rail and transit system, MARTA, connects DeKalb County with much of the Atlanta region through its bus and train network. There are several bus routes that run near the site. The closest MARTA bus stops are located at the intersection of Magnolia Street and Klondike Road.

## **F. Overall Site Conclusion**

The proposed site is located in an older, established area of southwest DeKalb County. The site is compatible with existing land uses and is located conveniently to community shopping, services, and transportation arteries. Although the immediate surroundings are older, they have been relatively well maintained. The proposed development will benefit from the neighborhood environment created by the existing single family homes and church.

The proposed site will be very appealing to the target market of senior renters.

## IV. Market Area

### A. Market Area Definition

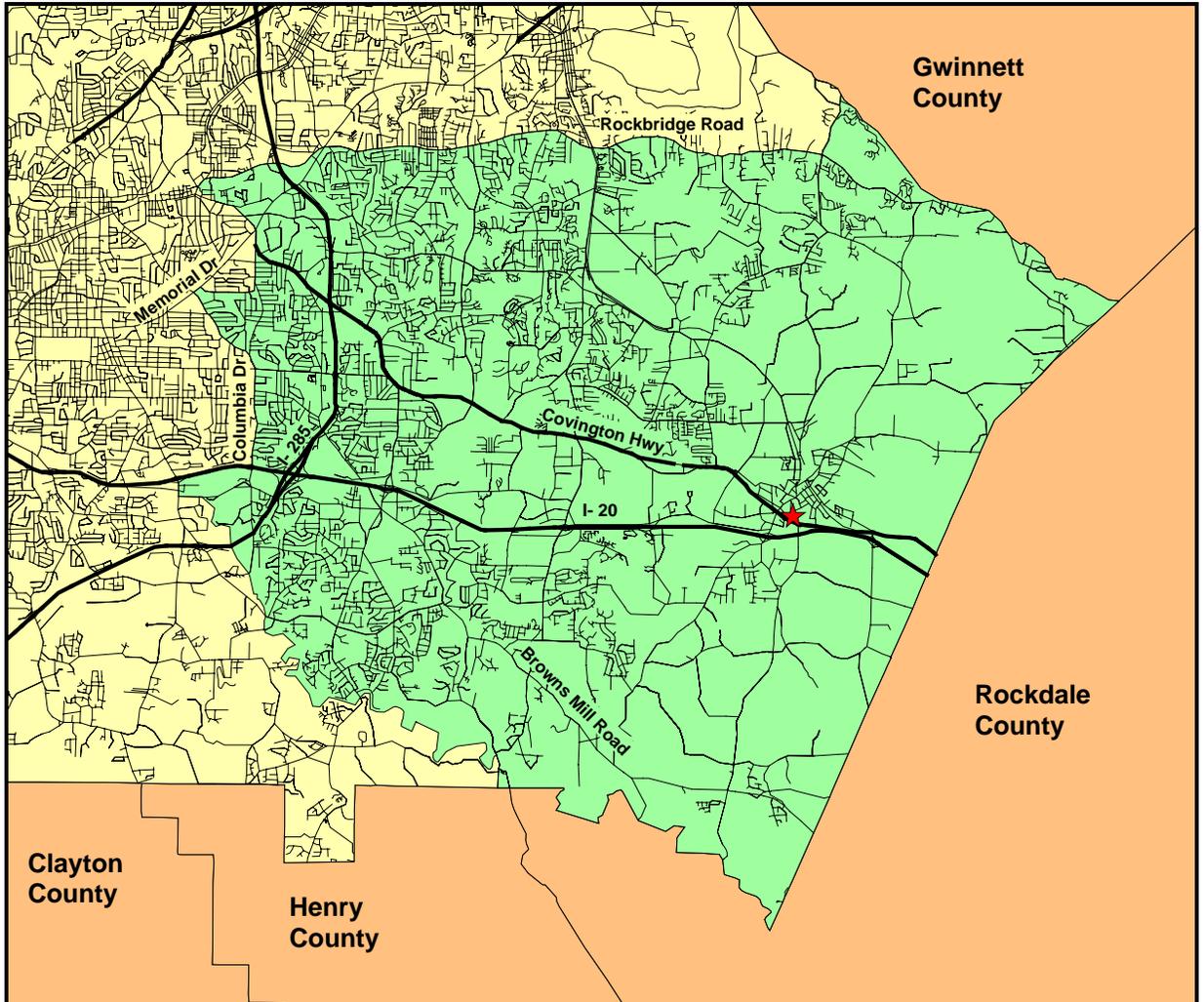
The primary market area for Magnolia Senior Manor consists of the census tracts located in southeast DeKalb County. The approximate borders of the primary market area are Rockbridge Road to the north, Rockdale County to the east, Rockdale/Henry County to the south, and Columbia Drive to the west.

This market area was determined based on conversations with local property managers, local housing officials, and on-site analysis. The composition and housing stock is fairly consistent throughout the primary market area. There are no natural or social boundaries that would hinder the movement of renters throughout this market. Senior householders of this market are likely to consider a new and improved housing opportunity in Lithonia.

The approximate distance to the borders of this primary market area are 5.12 miles to the north, 2.47 miles to the east, 6.10 miles to the south, and 8.09 miles to the west. The site is located within the southwest quadrant of the market area. The primary market area includes year 2000 census tracts 02302, 02308, 023209, 023305, 023204, 023105, 023106, 023306, 023107, 023206, 023307, 023210, 023108, 023211, 023212, 023303, 023506, 023507, 023309, 023203, 023310, 023412, 023414, 023416, 023417, 023418, 023413, and 023415.

## B. Map of Market Area

Map 3 - Primary Market Area

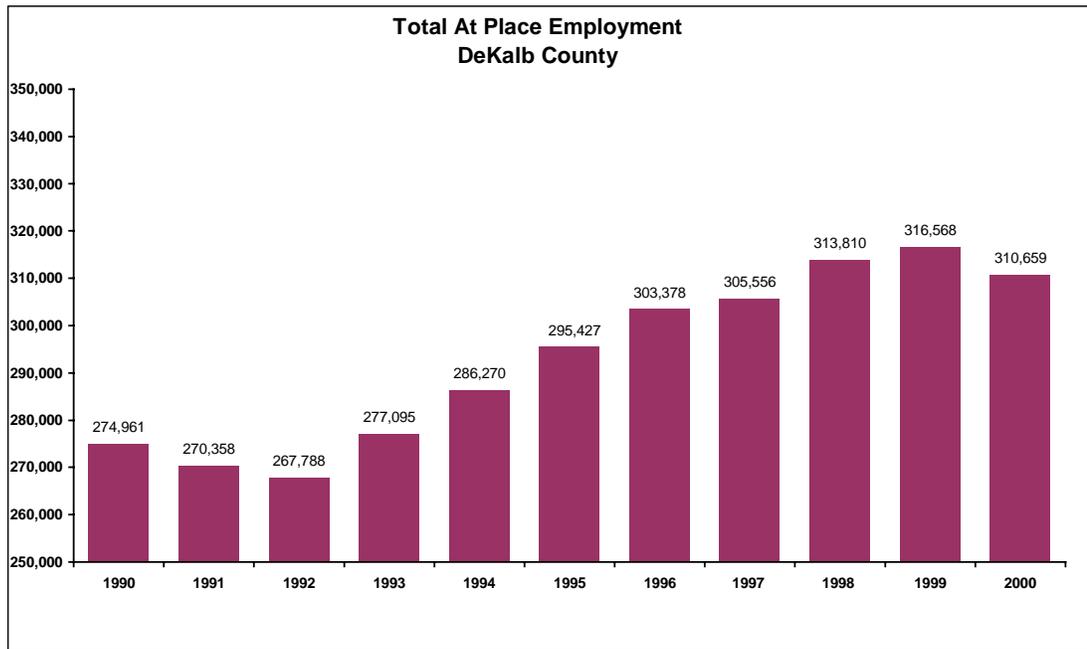


## V. Market Area Economy

### A. At Place Employment and Employment by Sector

Total at place employment has increased at a significant pace over the past decade (Figure 2). In 2000, employment in DeKalb County reached 310,659, as job growth averaged nearly 3,570 jobs annually during the decade. Overall, the county experienced a net increase of over 35,698 jobs since 1990. Total at-place employment decreased between 1990 and 1992, which was followed by seven years of consecutive growth. At-place employment also declined between 1999 and 2000. Larger than average increases were experienced between 1992 and 1996. Growth was moderate towards the end of the decade. On a percentage basis, job growth in DeKalb County has been lower than national employment growth over the last five years of the previous decade (Figure 3).

**Figure 2 - At Place Employment, DeKalb County, Georgia**

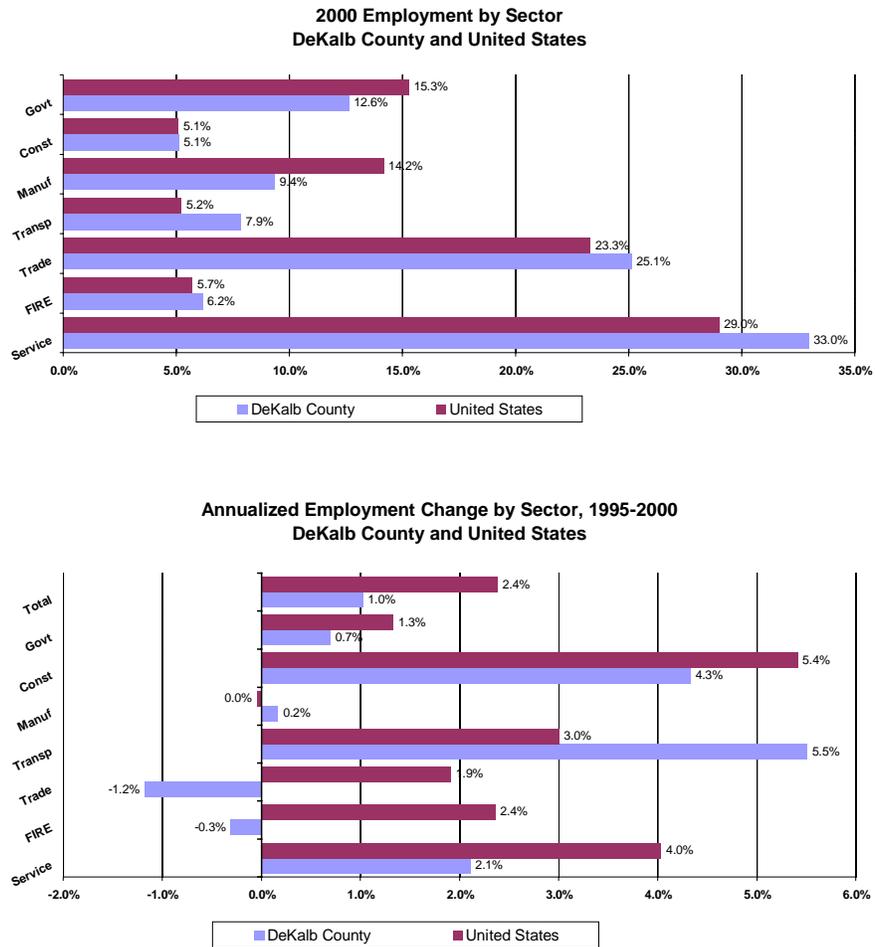


Source: Georgia Department of Labor,  
of Labor Statistics, Covered Employment and Wages (ES 202)

Bureau

At place employment figures indicate that the service sector of employment growth is fueling DeKalb County's economy. The service sector had the third fastest rate of growth of any sector since 1995 (2.1 percent annualized growth) and the largest share of any employment sector at 33.0 percent (Figure 3). The transportation (5.5 percent) and construction (4.3 percent) sectors also experienced above average growth, however accounted for only 7.9 percent and 5.1 percent of total employment respectively. Major employers in Atlanta and DeKalb County represent a wide range of products and/or services including telecommunications, manufacturing, service, and healthcare (Table 3).

**Figure 3 - Total Employment and Employment Change by Sector, DeKalb County**



Source: Georgia Department of Labor,  
Bureau of Labor Statistics, Covered Employment and Wages (ES 202)

## B. Major Employers

DeKalb County contains nearly one fifth of all the businesses located in Metro Atlanta's 20 county metropolitan area. In 2000, nearly 20,000 businesses were licensed in the county employing more than 315,000 people. DeKalb County's economic base includes manufacturing, retail, construction, trade, finance, engineering, and management. The majority of the major employers in DeKalb are located along Interstates 285 and 20 with the largest concentration being near Perimeter Mall, which is located near I-285 and Abernathy Boulevard. This employment center is located approximately 15 miles north of the proposed site. The largest private employers in Atlanta include Delta Air Lines, BellSouth, Emory University, Wal-Mart, AT&T, IBM, The Home Depot, UPS, Lucent, Coca-Cola, Georgia Pacific, and General Motors.

**Table 3 - Largest Manufacturing Employers**

Employer	Employees	City
General Motors	3,500	Doraville
Lanier Worldwide	800	Atlanta
Earthgrains, Inc.	680	Decatur
Edwards Baking Co.	542	Atlanta
Siemens Energy and Automation	525	Tucker
John H. Harland Co.	500	Decatur
Georgia Duck and Cordage Mill	455	Scottsdale
Scientific Atlanta	435	Doraville
Hormel Foods	364	Tucker
WinCup	355	Stone Mountain
Lithonia Lighting	350	Decatur
Hostess Cake Kitchens	325	Atlanta
IPD Printing & Distributing	303	Chamblee
Our-Way	300	Tucker

Source: DeKalb Partnership

## **C. Labor Force and Unemployment**

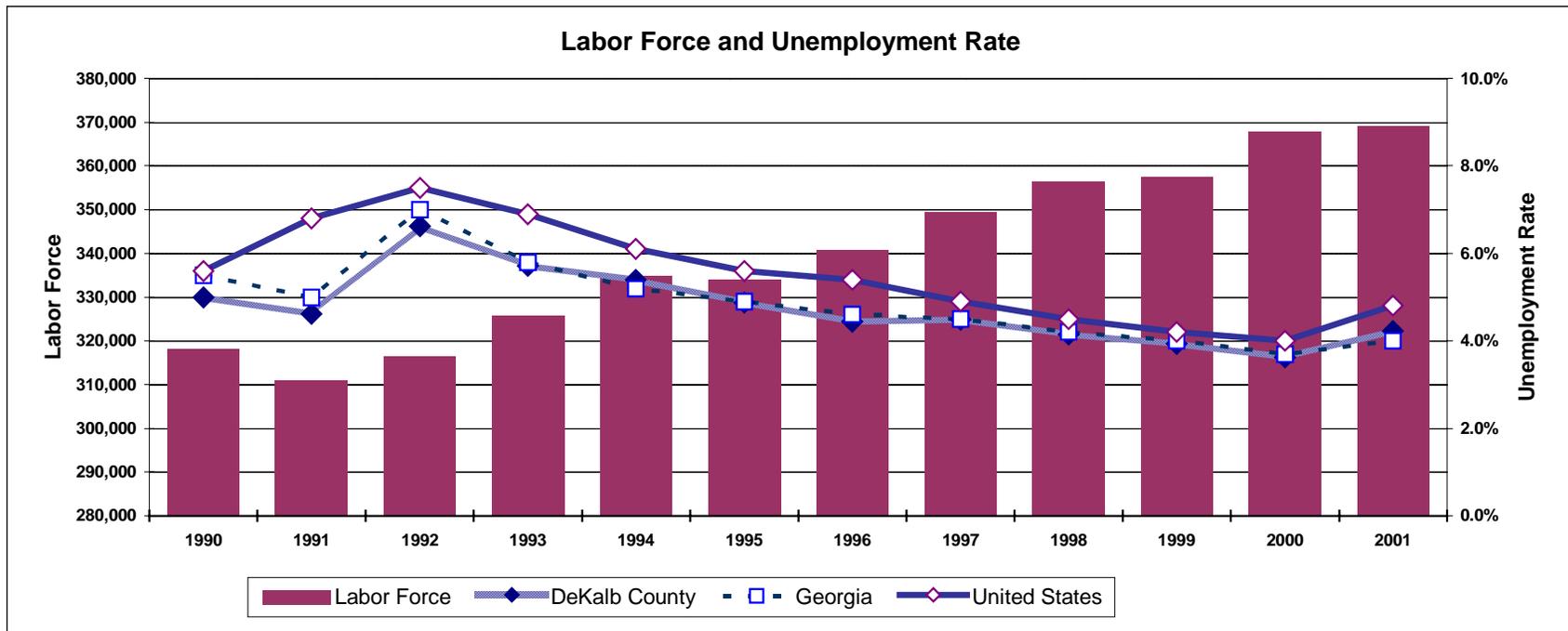
DeKalb County's labor force has increased by 50,783 or 15.96 percent over the past 11 years. After an initial decline between 1990 and 1991, the labor force experienced an increase in nine of the next ten years. The growth has been fairly consistent and even with lower than average growth between 1998 and 1999 and between 2000 and 2001. The 2001 labor force is 0.3 percent higher than the 2000 year end total (Table 4).

The unemployment rate in DeKalb County has consistently declined over the past decade with only two years experiencing an increase. The high point of the decade in terms of unemployment rate occurred in 1992, with 6.6 percent of the workforce unemployed. A decline in the labor force in seven of eight years following this high point in unemployment resulted in the decade's lowest level of unemployment at 3.6 percent in 2000. Unemployment data for 2001 shows that DeKalb County's unemployment rate increased 0.6 percentage points over the past year. This is slightly higher than the increase experienced by the state of Georgia (0.3 percentage points), but lower than and The United States (0.8 percentage points). It appears that DeKalb County's unemployment has been impacted commensurate with the state's economy and to a lesser degree than the nation's.

**Table 4 - Labor Force and Unemployment Rates, DeKalb County, Georgia**

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001
Labor Force	318,189	311,060	316,365	325,790	334,826	334,009	340,855	349,504	356,436	357,463	367,744	368,972
Employment	302,293	296,697	295,407	307,186	316,767	317,741	325,706	333,820	341,681	343,409	354,416	353,398
Unemployment	15,896	14,363	20,958	18,604	18,059	16,268	15,149	15,684	14,755	14,054	13,328	15,574
Unemployment Rate												
DeKalb County	5.0%	4.6%	6.6%	5.7%	5.4%	4.9%	4.4%	4.5%	4.1%	3.9%	3.6%	4.2%
Georgia	5.5%	5.0%	7.0%	5.8%	5.2%	4.9%	4.6%	4.5%	4.2%	4.0%	3.7%	4.0%
United States	5.6%	6.8%	7.5%	6.9%	6.1%	5.6%	5.4%	4.9%	4.5%	4.2%	4.0%	4.8%

Source: Georgia Department of Labor, Licencing and Regulation



## VI. Community Demographic Data

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### A. Population and Household Trends

Historic growth rates for the primary market area and DeKalb County are based on 1990 and 2000 Census counts. Projections are based on Claritas Data Services, Inc. growth rates for both geographies applied to the base 2000 Census data and compared to countywide population estimates developed by the Georgia State Data and Research Center. This approach is more conservative than using the more aggressive estimates made by Claritas before the release of the 2000 Census data.

DeKalb County has experienced steady growth over the past decade. DeKalb County's 2000 population represents an increase of 120,028 persons or 22.0 percent from 1990. The population growth rate in the primary market area has been much higher than the county's rate of 38.0 percent during the same time period (Table 5). Based on the estimates made, the county and PMA populations are expected to grow by an additional 5.3 and 8.1 percent respectively from 2000 to 2004.

Based on 1990 and 2000 Census data, the PMA gained 16,878 households, while the entire county increased by a total of 40,649 households. The PMA's growth equates to an average annual increase of 1,688 households or 3.0 percent, faster than the county's annual rate of 1.8 percent.

Projections show that the PMA's household count is expected to increase by an additional 5,961 or 9.0 percent between 2000 and 2004. The county's rate of household growth is projected at 7.9 percent or 19,729 households during the same four year time period.

## **B. Senior Population and Household Trends**

Based on 1990 and 2000 census data, the primary market area's population age 55 and older increased by 5,205 people or 32.89 percent. The growth in DeKalb County was 12,254 people or 14.09 percent. Estimates show that the PMA's population age of 55 and older is expected to increase by 6,649 or 31.6 percent from 2000 to 2004, while the county's population age 55 and older is projected to increase by 24,401 or 24.59 percent during the same four year time period (Table 6).

From 1990 to 2000, the primary market area's number of senior householders (55+) increased from 6,853 to 11,929, which is an increase of 5,076 or 74.1 percent. DeKalb County increased by 17,003 households from 42,618 to 59,621, which is an increase of 39.89 percent. From 2000 to 2004, it is projected that the elderly (55+) household count will increase by an additional 2,867 and 8,976 in the primary market area and DeKalb County respectively (Table 7).

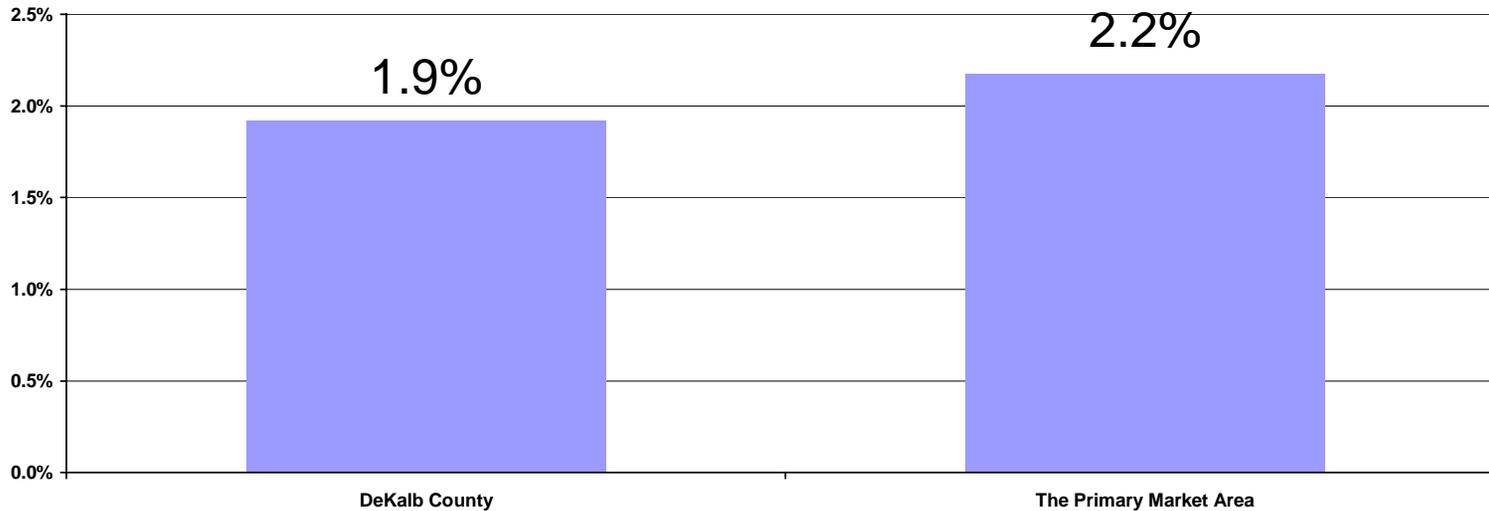
**Table 5 - Trends in Population and Households, PMA and DeKalb County**

DeKalb County	Change 1990 to 2000								Change 2000 to 2002				Change 2000 to 2004			
	1990		2000		2002		2004		Total		Annual		Total		Annual	
	#	%	#	%	#	%	#	%	#	%	#	%	#	%	#	%
Population	545,837	665,865	683,351	701,296	120,028	22.0%	12,003	2.0%	17,486	2.6%	8,743	1.3%	35,431	5.3%	8,858	1.3%
Households	208,690	249,339	260,965	269,068	40,649	19.5%	4,065	1.8%	11,626	4.7%	5,813	2.3%	19,729	7.9%	4,932	1.9%

The Primary Market Area	Change 1990 to 2000								Change 2000 to 2002				Change 2000 to 2004			
	1990		2000		2002		2004		Total		Annual		Total		Annual	
	#	%	#	%	#	%	#	%	#	%	#	%	#	%	#	%
Population	143,204	197,663	205,542	213,735	54,459	38.0%	5,446	3.3%	7,879	4.0%	3,939	2.0%	16,072	8.1%	4,018	2.0%
Households	49,362	66,240	69,156	72,201	16,878	34.2%	1,688	3.0%	2,916	4.4%	1,458	2.2%	5,961	9.0%	1,490	2.2%

Source: Projections, Real Property Research Group, Inc.  
 note: annual change is compounded rate

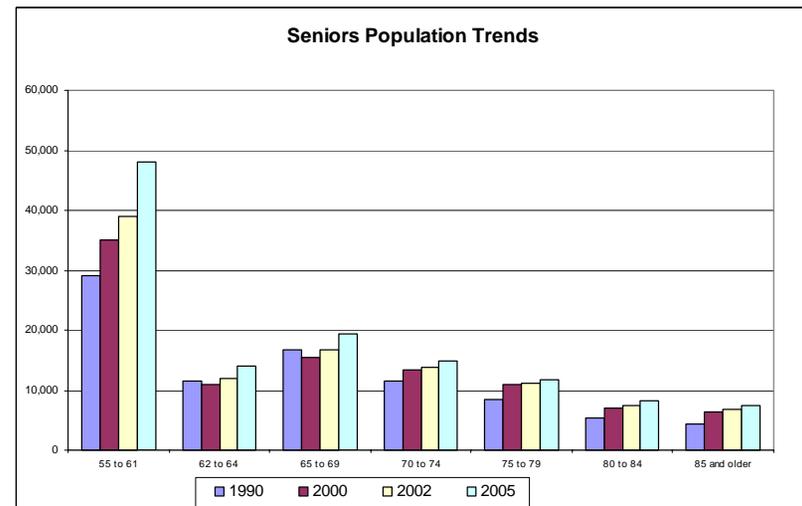
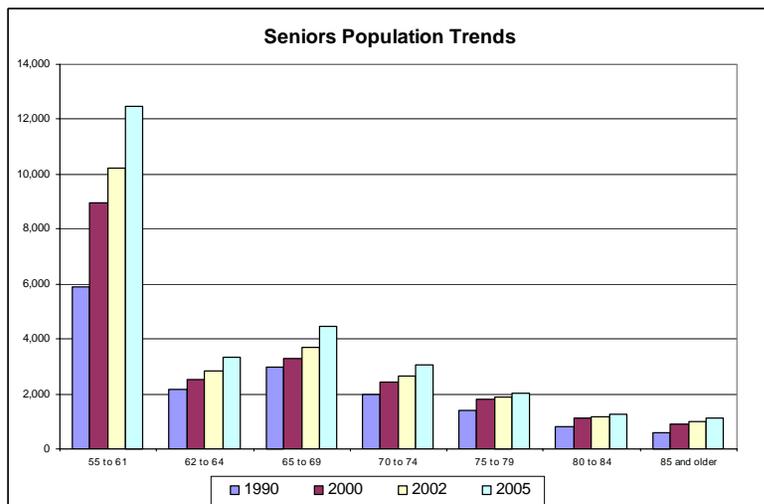
**Annual Household Growth Rate 2002-2004**



**Table 6 - Senior Population Trends, PMA and DeKalb County**

The Primary Market Area								
Age of Population	1990		2000		2002		2005	
55 to 61	5,903	37.3%	8,961	42.6%	10,228	43.6%	12,472	45.1%
62 to 64	2,158	13.6%	2,512	11.9%	2,814	12.0%	3,337	12.1%
65 to 69	2,976	18.8%	3,270	15.5%	3,699	15.8%	4,451	16.1%
70 to 74	1,995	12.6%	2,449	11.6%	2,675	11.4%	3,054	11.0%
75 to 79	1,390	8.8%	1,802	8.6%	1,884	8.0%	2,015	7.3%
80 to 84	806	5.1%	1,119	5.3%	1,167	5.0%	1,244	4.5%
85 and older	596	3.8%	916	4.4%	988	4.2%	1,106	4.0%
<b>Population 55+</b>	<b>15,824</b>	<b>100.0%</b>	<b>21,029</b>	<b>100.0%</b>	<b>23,456</b>	<b>100.0%</b>	<b>27,678</b>	<b>100.0%</b>

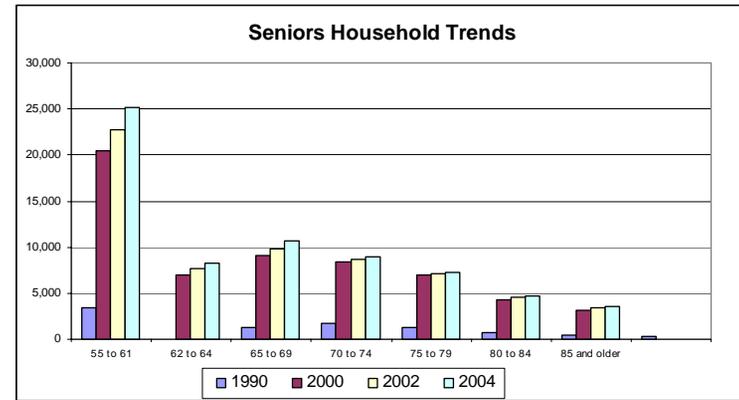
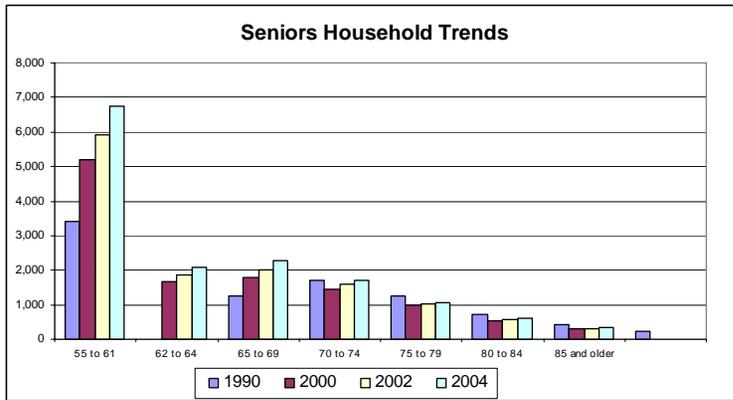
DeKalb County								
Age of Population	1990		2000		2002		2005	
55 to 61	29,096	33.5%	34,964	35.2%	38,871	36.4%	48,043	38.9%
62 to 64	11,588	13.3%	11,015	11.1%	11,946	11.2%	14,052	11.4%
65 to 69	16,617	19.1%	15,474	15.6%	16,668	15.6%	19,339	15.6%
70 to 74	11,601	13.3%	13,406	13.5%	13,849	13.0%	14,781	12.0%
75 to 79	8,396	9.7%	10,937	11.0%	11,192	10.5%	11,721	9.5%
80 to 84	5,420	6.2%	7,061	7.1%	7,408	6.9%	8,154	6.6%
85 and older	4,231	4.9%	6,346	6.4%	6,714	6.3%	7,515	6.1%
<b>Population 55+</b>	<b>86,949</b>	<b>100.0%</b>	<b>99,203</b>	<b>100.0%</b>	<b>106,649</b>	<b>100.0%</b>	<b>123,604</b>	<b>100.0%</b>



**Table 7 - Senior Household Trends, PMA and DeKalb County**

Age of Householder	The Primary Market Area							
	1990		2000		2002		2004	
55 to 61	1,252	18.3%	5,205	43.6%	5,919	44.6%	6,731	45.5%
62 to 64	1,252	18.3%	1,670	14.0%	1,864	14.0%	2,080	14.1%
65 to 69	1,711	25.0%	1,799	15.1%	2,028	15.3%	2,286	15.5%
70 to 74	1,253	18.3%	1,445	12.1%	1,574	11.9%	1,714	11.6%
75 to 79	730	10.7%	975	8.2%	1,015	7.6%	1,058	7.1%
80 to 84	414	6.0%	542	4.5%	565	4.3%	588	4.0%
85 and older	241	3.5%	293	2.5%	315	2.4%	339	2.3%
<b>Householders 55+</b>	<b>6,853</b>	<b>100.0%</b>	<b>11,929</b>	<b>100.0%</b>	<b>13,280</b>	<b>100.0%</b>	<b>14,796</b>	<b>100.0%</b>

Age of Householder	DeKalb County							
	1990		2000		2002		2004	
55 to 61	6,859	16.1%	20,501	34.4%	22,741	35.6%	25,227	36.8%
62 to 64	6,859	16.1%	7,029	11.8%	7,607	11.9%	8,232	12.0%
65 to 69	10,206	23.9%	9,164	15.4%	9,852	15.4%	10,593	15.4%
70 to 74	7,809	18.3%	8,433	14.1%	8,695	13.6%	8,966	13.1%
75 to 79	5,128	12.0%	7,012	11.8%	7,162	11.2%	7,315	10.7%
80 to 84	3,413	8.0%	4,309	7.2%	4,513	7.1%	4,726	6.9%
85 and older	2,344	5.5%	3,173	5.3%	3,351	5.2%	3,539	5.2%
<b>Householders 55+</b>	<b>42,618</b>	<b>100.0%</b>	<b>59,621</b>	<b>100.0%</b>	<b>63,921</b>	<b>100.0%</b>	<b>68,597</b>	<b>100.0%</b>



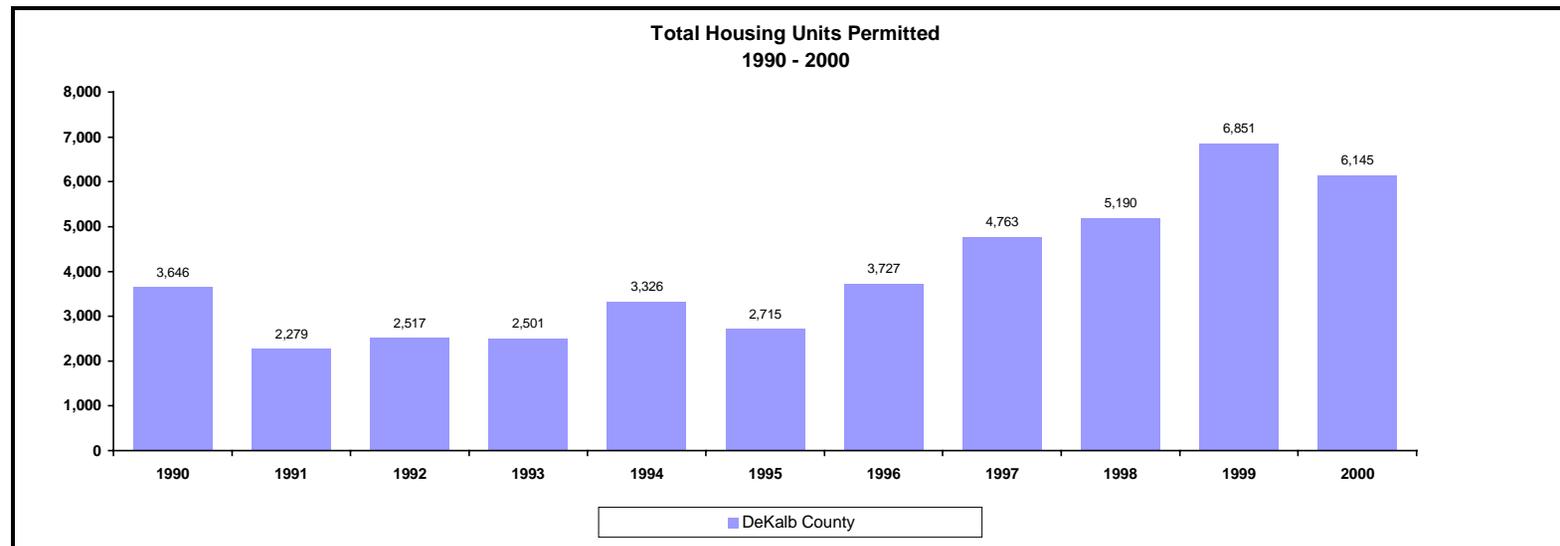
### C. Recent Building Permit Activity

Average annual permit activity in the county over the last decade was 3,969 units, lower than the average household growth of 4,065 (Table 8). According to the annual average of the past decade, 31.89 percent of the building permits have been multifamily. According to 2000 Census data, 41.5 percent of the householders in the county are renters.

**Table 8 - DeKalb County Building Permits, 1990 - 2000**

DeKalb County													
	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	1990-2000	Annual
Single Family	2,364	1,712	2,234	2,057	1,970	1,819	2,355	2,698	3,895	4,376	4,266	27,382	2,704
Two Family	186	48	48	12	40	30	44	36	54	4	0	316	46
3 - 4 Family	0	0	0	0	0	0	0	9	0	20	0	29	3
5 or more Family	1,096	519	235	432	1,316	866	1,328	2,020	1,241	2,451	1,879	12,287	1,217
<b>Total</b>	<b>3,646</b>	<b>2,279</b>	<b>2,517</b>	<b>2,501</b>	<b>3,326</b>	<b>2,715</b>	<b>3,727</b>	<b>4,763</b>	<b>5,190</b>	<b>6,851</b>	<b>6,145</b>	<b>40,014</b>	<b>3,969</b>

Source: US Census Bureau, C-40 Building Permit Reports



## **D. Demographic Characteristics**

With the recent release of 2000 Census data, we can look at demographic characteristics of the census tracts in the primary market area and DeKalb County.

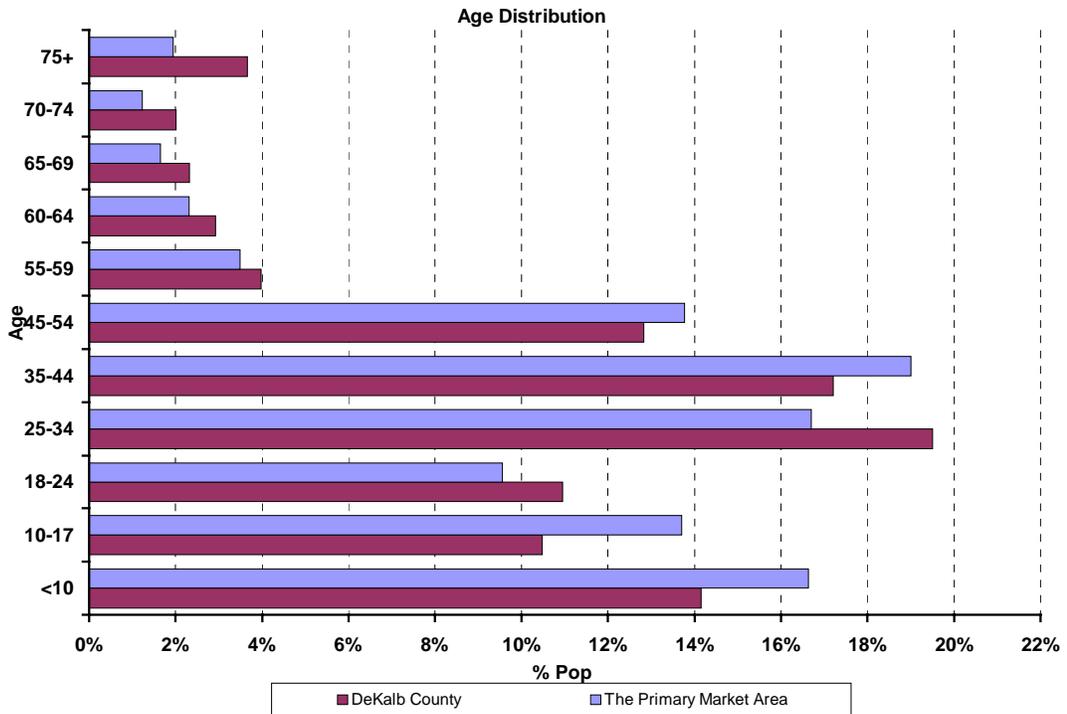
A review of the population by age bracket in the PMA versus DeKalb County (Table 9) shows that the two areas have noticeable differences in terms of age of population. The primary market area has a much higher proportion of its residents under the age of 17 (30 percent versus 24.7 percent) compared to the county. The market also has a higher proportion of its population between 45 and 54 years (13.8 percent) than does the county (12.8 percent). DeKalb County has a higher percentage in each age bracket between the ages of 18 and 44 years of age and age 55 and older.

In terms of household types (Table 10), the primary market area has a much higher percentage of married households (44.7 percent versus 40.1 percent). The PMA also has a much higher percentage of households with children present (43 percent versus 31 percent). This is due to both married householders with children and single parent households. DeKalb County has a much higher proportion of householders living alone (Table 9). Overall, it appears that the primary market is comprised of middle aged, married householders with children. DeKalb County's is generally older with a lower marriage rate and fewer children.

**Table 9 - 2000 Age Distribution**

	DeKalb County		The Primary Market Area	
	#	%	#	%
Under 10 years	94,247	14.2%	32,879	16.6%
10-17 years	69,731	10.5%	27,077	13.7%
18-24 years	72,887	10.9%	18,892	9.6%
25-34 years	129,873	19.5%	33,008	16.7%
35-44 years	114,571	17.2%	37,569	19.0%
45-54 years	85,353	12.8%	27,209	13.8%
55-59 years	26,495	4.0%	6,911	3.5%
60-64 years	19,484	2.9%	4,562	2.3%
65-69 years	15,474	2.3%	3,270	1.7%
70-74 years	13,406	2.0%	2,449	1.2%
75 and older	24,344	3.7%	3,837	1.9%
<b>TOTAL</b>	<b>665,865</b>	<b>100.0%</b>	<b>197,663</b>	<b>100.0%</b>

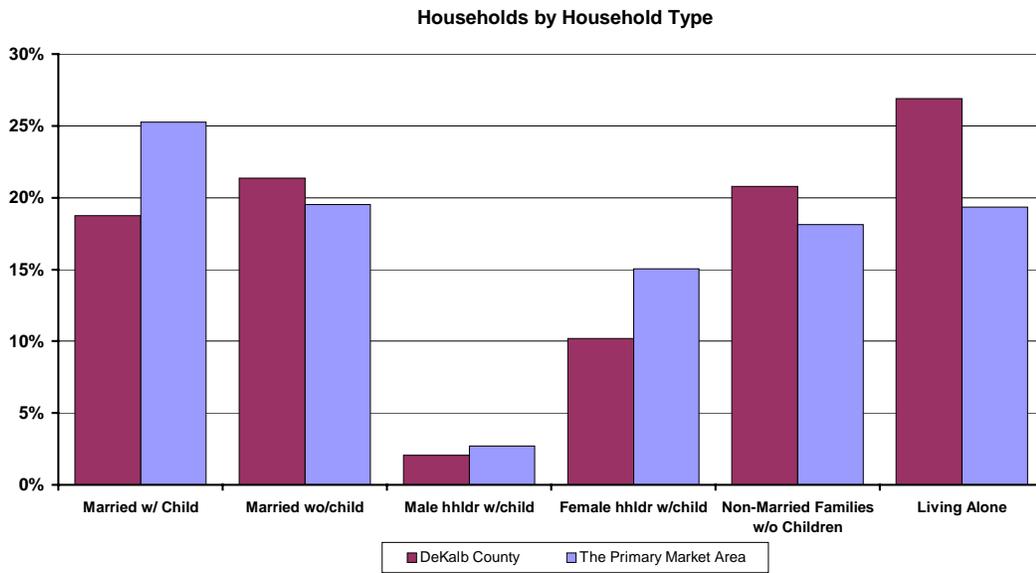
Source: U.S. Census of Population and Housing, 2000



**Table 10 - 2000 Households by Household Type**

	DeKalb County		The Primary Market Area	
	#	%	#	%
Married w/ Child	46,736	18.7%	16,716	25.2%
Married wo/child	53,251	21.4%	12,926	19.5%
Male hhldr w/child	5,131	2.1%	1,810	2.7%
Female hhldr w/child	25,372	10.2%	9,976	15.1%
Non-Married Families w/o Children	51,778	20.8%	12,006	18.1%
Living Alone	67,071	26.9%	12,806	19.3%
<b>Total</b>	<b>249,339</b>	<b>100.0%</b>	<b>66,240</b>	<b>100.0%</b>

Source: U.S. Census of Population and Housing, 2000



The majority of the householders in both the primary market area and DeKalb County are owners. In 2000, 26.3 percent of the householders in the PMA were renters (Table 11). In comparison, 41.5 percent of DeKalb County householders rented. Homeownership increased by 3.2 percent over the past ten years in the market area and by 0.8 percent in the county.

**Table 11 - 1990 & 2000 Dwelling Units by Occupancy Status**

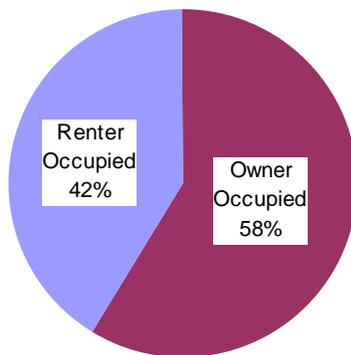
1990	DeKalb County		The Primary Market Area	
	#	%	#	%
<b>Total Households</b>				
Owner Occupied	120,587	57.8%	34,768	70.5%
Renter Occupied	88,103	42.2%	14,567	29.5%
<b>Total Occupied</b>	208,690	100.0%	49,335	100.0%

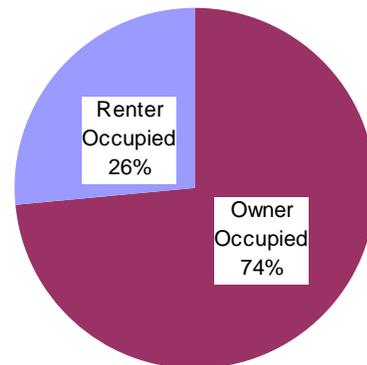
2000	DeKalb County		The Primary Market Area	
	#	%	#	%
<b>Total Households</b>				
Owner Occupied	145,825	58.5%	48,804	73.7%
Renter Occupied	103,514	41.5%	17,436	26.3%
<b>Total Occupied</b>	249,339	100.0%	66,240	100.0%

Source: U.S. Census of Population and Housing, 1990 & 2000

**DeKalb County**



**The Primary Market Area**



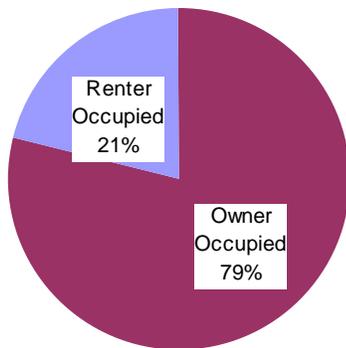
The primary market area has a lower percentage of elderly renter households as 12.9 percent of householder age 55 and older rent according to the 2000 census. In DeKalb County, the renter percentage among this age group was 21.1 percent (Table 12). The renter percentage among senior households is lower than the universe of all households in both areas.

**Table 12 - 2000 Senior Household Occupancy Status**

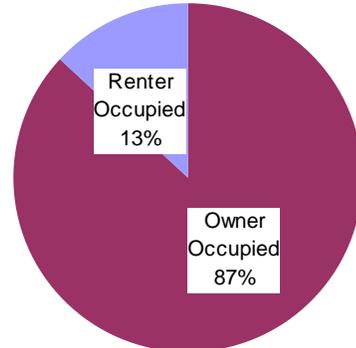
Senior Households 55+	DeKalb County		The Primary Market Area	
	#	%	#	%
Owner Occupied	47,035	78.9%	10,387	87.1%
Renter Occupied	12,586	21.1%	1,542	12.9%
<b>Total Occupied</b>	<b>59,621</b>	<b>100.0%</b>	<b>11,929</b>	<b>100.0%</b>

Source: U.S. Census of Population and Housing, 1990

**DeKalb County**



**The Primary Market Area**

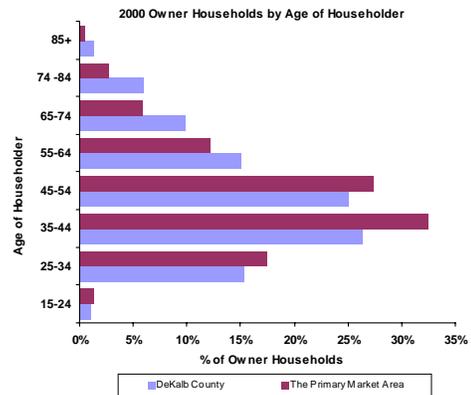
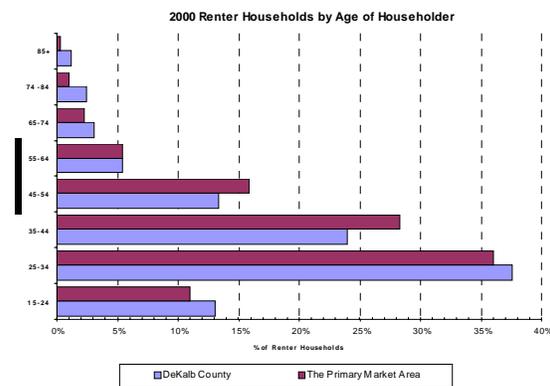


A review of the age of householder by tenure reveals that the primary market area's household owners are much younger than those in the county (Table 13). The primary market area has 78.7 percent of its householder owners under the age of 55 and 21.3 percent age 55 and older. In DeKalb County, 67.8 percent is under 55 and 32.2 percent are over age 54. For renter householders, DeKalb County has a higher concentration on either end of the age spectrum while the primary market area is more concentrated in the middle age groups. DeKalb County has a higher percentage in each age bracket under age 34 and over the age of 64.

**Table 13 - 2000 Households by Tenure & Age of Householder**

Owner Households Age of HHldr	DeKalb County		The Primary Market Area	
	#	%	#	%
15-24 years	1,540	1.1%	658	1.3%
25-34 years	22,442	15.4%	8,534	17.5%
35-44 years	38,376	26.3%	15,853	32.5%
45-54 years	36,432	25.0%	13,372	27.4%
55-64 years	21,920	15.0%	5,940	12.2%
65-74 years	14,393	9.9%	2,858	5.9%
75 to 84 years	8,801	6.0%	1,345	2.8%
85+ years	1,921	1.3%	244	0.5%
<b>Total</b>	<b>145,825</b>	<b>100%</b>	<b>48,804</b>	<b>100%</b>

Renter Households Age of HHldr	DeKalb County		The Primary Market Area	
	#	%	#	%
15-24 years	13,476	13.0%	1,910	11.0%
25-34 years	38,869	37.5%	6,281	36.0%
35-44 years	24,822	24.0%	4,935	28.3%
45-54 years	13,761	13.3%	2,768	15.9%
55-64 years	5,610	5.4%	935	5.4%
65-74 years	3,204	3.1%	386	2.2%
75 to 84 years	2,520	2.4%	172	1.0%
85+ years	1,252	1.2%	49	0.3%
<b>Total</b>	<b>103,514</b>	<b>100%</b>	<b>17,436</b>	<b>100%</b>



## **E. Income Characteristics**

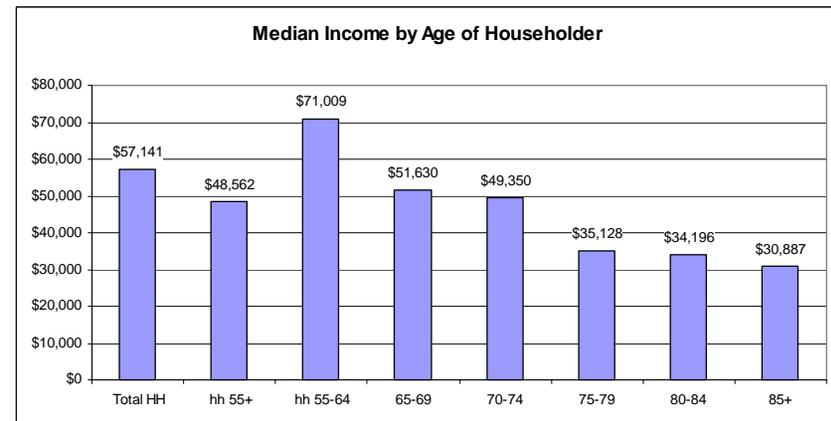
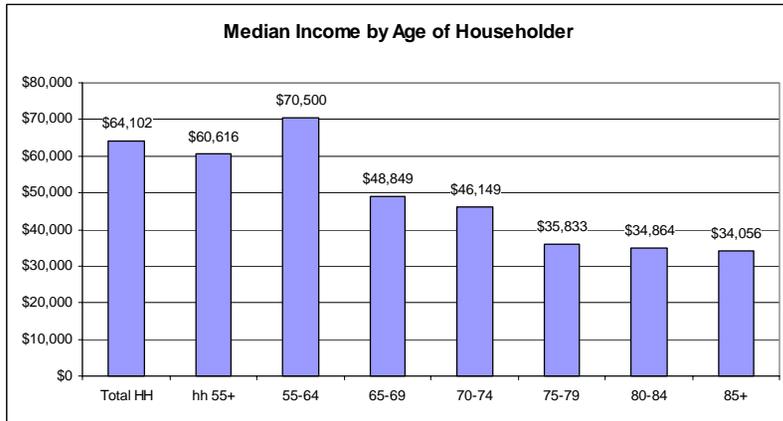
Claritas Data Services, Inc. estimates the 2001 median household income for DeKalb County to be \$57,141 (Table 14). The median household income in the primary market area is \$64,102, which is approximately 12 percent higher than the county median.

The median household income for senior households (55+) is \$60,616 in the primary market area, which is approximately 25 percent higher than the county's median household income of \$48,562 for the same age classification. In both areas, the income from age 55 to 64 is the highest among elderly households. The median income generally decreases with each age cohort beginning with age 65.

**Table 14 - 2001 Household Income Distribution, PMA and DeKalb County**

The Primary Market Area								
Income in 2001	Total	55+	55-64	65-69	70-74	75-79	80-84	85+
Total Households.	68,423	14,504	9,234	1,910	1,508	995	553	304
Under \$5,000	1,100	213	11	45	49	58	33	18
\$5,000-\$9,999	1,298	418	14	86	91	116	70	42
\$10,000-\$14,999	1,615	338	22	82	72	88	48	26
\$15,000-\$24,999	4,081	549	48	156	123	117	68	37
\$25,000-\$34,999	6,082	730	73	245	210	110	59	32
\$35,000-\$49,999	10,445	1,112	157	369	283	165	92	46
\$50,000-\$74,999	17,234	1,224	330	370	268	138	77	41
\$75,000-\$99,999	12,271	909	250	277	213	90	50	28
\$100,000-\$149,999	9,575	686	181	211	147	77	42	28
\$150,000-\$249,999	4,277	259	98	64	49	30	14	5
\$250,000-\$499,999	353	17	6	4	4	4	0	0
\$500,000 or More	92	8	3	1	1	2	0	2
Median Income....	\$64,102	\$60,616	\$70,500	\$48,849	\$46,149	\$35,833	\$34,864	\$34,056

DeKalb County								
Income in 2001	Total	55+	55-64	65-69	70-74	75-79	80-84	85+
Total Households.	253,646	44,517	8,563	10,983	9,104	7,393	4,836	3,636
Under \$5,000	4,945	1,116	69	22	231	211	333	250
\$5,000-\$9,999	5,724	1,996	114	25	433	394	566	464
\$10,000-\$14,999	6,983	1,684	101	30	429	370	427	326
\$15,000-\$24,999	16,930	2,925	183	72	862	743	602	463
\$25,000-\$34,999	20,358	3,013	198	94	1,036	857	486	341
\$35,000-\$49,999	33,139	4,156	299	168	1,442	1,172	608	467
\$50,000-\$74,999	51,310	5,151	437	307	1,812	1,405	674	517
\$75,000-\$99,999	39,443	3,590	336	258	1,223	967	461	345
\$100,000-\$149,999	40,241	2,943	268	203	1,025	772	394	281
\$150,000-\$249,999	21,584	1,469	144	118	476	407	196	128
\$250,000-\$499,999	10,283	333	33	27	108	77	60	28
\$500,000 or More	2,705	131	16	14	27	18	31	25
Median Income....	\$57,141	\$48,562	\$71,009	\$51,630	\$49,350	\$35,128	\$34,196	\$30,887



## VII. Project Specific Demand Analysis

### A. Proposed Unit Mix and Income Limits

The following table shows the floorplans to be offered at Magnolia Senior Manor. Tax credit units are all those targeting renters earning no more than 60 percent of the Area Median Income. Any proposed market rate units will be noted as targeting 80 percent of the AMI. The “Minimum Income” column was calculated assuming that tenants will pay no more than 40 percent of their income for total housing cost for family units and no more than 40 percent for elderly units. The “Maximum Income” limit was calculated using the 2002 HUD Income Limit of \$71,200 for the Atlanta MSA, in which the project is located.

According to the 2002 Qualified Allocation Plan, maximum allowable project rents in the Atlanta MSA must be calculated using 54 percent of the Area Median Income, adjusted for household size. However, tenant eligibility for the units priced at 54 percent of the median is based on 60 percent of the AMI. The “maximum income” and “maximum gross rent” columns in the table below are based on 60 percent of the AMI, however the “planned gross rent” is based on 54 percent.

**Table 15 - Project Specific LIHTC Rent Limits, Atlanta MSA**

Floorplans & Type of Units	Maximum % of AMI	Number of Units	Bedrooms	Planned Net Rent	Utility Allowance	Planned Gross Rent	Maximum Gross Rent	Maximum Income	Minimum Income
LIHTC	50%	80	1	\$565	\$58	\$623	\$668	\$26,700	\$18,690
LIHTC	50%	8	2	\$677	\$71	\$748	\$801	\$28,500	\$22,440

## B. Affordability Analysis

The following affordability analysis shows the penetration rate of income eligible households required to lease up the community. (Table 16). This penetration rate should not be confused with the capture rates based on DCA demand components shown in the following section.

- Using a 40 percent underwriting criteria, we determined that the average proposed 50 percent gross one bedroom rent (\$623) would be affordable to households earning a minimum of \$18,690, which includes 6,321 households in the primary market area age 55 and older.
- Based on the 2002 LIHTC income limits for households at 50 percent of median income, the maximum income allowed for a one bedroom unit in this market would be \$26,700. We estimate that 5,325 senior households (55+) within the primary market area have incomes above that maximum.
- Subtracting the 5,325 households with incomes above the maximum income from the 6,321 households that could afford to rent this unit, we compute that 996 households are within the band of being able to afford the proposed rent. The proposed 80 50 percent one bedroom units would require a penetration rate of 8.0 percent of all qualified households to lease up all units. Using the same methodology, we determined the band of qualified households for each of the other bedroom types offered in the community.
- Given the income requirements of each unit type and the overlap of income bands, project wide affordability bands were calculated. Looking at all tax credit units, the project will need to absorb 6.8 percent of 1,295 senior households that earn between \$18,690 and \$28,480 in the primary market area.
- By subtracting the 5,026 senior households with income above \$28,480 from the 2004 senior household estimate (14,796), 9,770 households or 66 percent of all households earn below the maximum income limit for the tax credit units.
- The 1,295 households with incomes above the minimum **and** below the maximum income limit represent 8.75 percent of the total senior household count.
- Affordability by floorplan indicates that there is a sufficient number of income qualified households for all floorplans at each income level.

**Table 16 - 2004 Affordability Analysis for Magnolia Senior Manor.**

**Gross Penetration Rate by Income Group**

	Number of Units		Band of Qualified HHS		# Qualified HHS			
50% Units	88	Income HHS	\$18,690	\$28,480	6,321	5,026	1,295	<b>6.8% Penetration Rate</b>

**Table 17 - 2004 Affordability Analysis for Magnolia Senior Manor, by floorplan.**

**One Bedroom Units**

**Two Bedroom Units**

50% Units	Base Price	Proposed	Maximum
	Number of Units	80	
	Net Rent	\$565	
	Gross Rent	\$623	
	% Income for Shelter	40%	
	Income	\$18,690	\$26,700
	Range of Qualified Hslds	6,321	5,325
	# Qualified Households		996
<b>Unit Capture Rate</b>		<b>8.0%</b>	

	Base Price	Proposed	Maximum
Number of Units		8	
Net Rent		\$677	
Gross Rent		\$748	
% Income for Shelter		40%	
Income		\$22,440	\$28,480
Range of Qualified Hslds		6,178	5,026
# Qualified Households			1,152
<b>Unit Capture Rate</b>			<b>0.7%</b>

## **C. Demand Estimates and Capture Rates**

DCA's demand methodology for senior rental developments consists of four components and is calculated using the developer's designation of older persons (55+).

The first component of demand is income qualified renter households living in substandard households. "Substandard" is defined as having more than 1.01 persons per room and/or lacking complete plumbing facilities. According to 1990 US Census data, the percentage of households in DeKalb County that are "substandard" is 3.88 percent.

The second component of demand is population growth. This number is the number of age and income qualified renter households anticipated to move into the market area within the next two years.

The third component of demand is cost burdened renters, which is defined as those renter households paying more than 35 percent of household income for housing costs. According to 1990 Census data, 32.23 percent of the primary market area's renter households are categorized as cost burdened. This segment of demand is often overstated in urban areas because households are also included in other demand segments and they are all not likely to move. Furthermore, as the minimum income limit for senior units is calculated assuming that the tenants can pay up to 40 percent of income for housing, many in this segment would still be technically rent overburdened in the proposed community. For these reasons, only 85 percent of the demand from cost burdened households is considered achievable.

The final component of demand is from homeowners converting to rental housing. There is a lack of detailed local or regional information regarding the movership of elderly homeowners to rental housing. According to the American Housing Survey conducted for the U.S. Census Bureau in 1999, 4.19 percent of elderly households move each year. Of those moving within the past twelve months, 38.79 percent moved from owned to rental housing. Given the lack of local information, this source is considered to be the most current and accurate.

Although none of the units will not offer project based rental subsidies for all units, Section 8 vouchers will be accepted. Given the lack of affordable housing in the area, many

of the units at Magnolia Senior Manor are expected to be leased by holders of Section 8 vouchers. The capture rate for the 88 tax credit units at Magnolia Senior Manor is 3.6 percent without a minimum income limit and 27.3 percent with a minimum income limit. These capture rates are considered achievable given the state of the existing senior rental housing market.

**Table 18 - Tax Credit Demand Estimates, Magnolia Senior Manor**

<i>For Tax Credit Units Demand From Renters Earning &lt; \$28500</i>		<i>The Primary Market Area</i>	<i>For Tax Credit Units Demand From Renters Earning &lt; \$28500 and &gt; \$18690</i>		<i>The Primary Market Area</i>
Substandard Households		43	Substandard Households		6
Household Growth		112	Household Growth		15
Cost Burdened		303	Cost Burdened		41
Home to Apt Migration		1,929	Home to Apt Migration		261
<b>Total Demand</b>		<b>2,387</b>	<b>Target Segment Demand</b>		<b>323</b>
Units in Subject Property		88	Units in Subject Property		88
Capture Rate		3.7%	Target Segment Capture Rate		27.3%

**Table 19 - Detailed Tax Credit Demand Estimates, Magnolia Senior Manor**

*Demand for Tax Credit Units from Substandard Households*

2004 Households 55+		% Substandard Households		2004 Substandard Households 55+
13,280	times	3.88%	equals	515
2004 Substandard Households 55+		% of Renters Per Census		Substandard Renter Households 55+
515	times	12.9%	equals	66
Substandard Renter Households 55+		% Earning < \$28,500 & < \$18,690		Substandard Renter Households 55+ Earning < \$28,500 & > \$18,690
66	times	8.75%	equals	6
Substandard Renter Households 55+		% Earning < \$28,500		Substandard Renter Households 55+ Earning < \$28,500
66	times	64.56%	equals	43

***Demand for Tax Credit Units from Household Growth***

2004 Households 55+ 13,280	minus	2002 Households 55+ 11,929	equals	Population Change 1,351
Population Change 1,351	times	% of Renters Per Census 12.90%	equals	Renter Household Change 174
New Renter Households 55+ 174	times	% Earning < \$28,500 & < \$18,690 8.75%	equals	New Renter Households 55+ Earning < \$28,500 & > \$18,690 15
New Renter Households 55+ 174	times	% Earning < \$28,500 64.56%	equals	New Renter Households 55+ Earning < \$28,500 112

***Demand for Tax Credit Units from Cost Burdened Renters***

2004 Households 55+ 13,280	times	% of Renters Per Census 12.90%	equals	2004 Renter Households 55+ 1,713
2004 Renter Households 55+ 1,713	times	% Cost Burdened 32.23%	equals	Cost Burdened Renter Households 55+ 552
2004 Cost Burdened Renter Households 55+ 552	times	% Earning < \$28,500 & < \$18,690 8.75%	equals	Cost Burdened Renter Households 55+ Earning < \$28,500 & > \$18,690 48
2004 Cost Burdened Renter Households 55+ 552	times	% Earning < \$28,500 64.56%		Cost Burdened Renter Households 55 +Earning < \$28,500 356

*Demand for Tax Credit Units from Homeowners Becoming Renters*

2004 Households 55+ 13,280	times	% Moving within 12 Months 58.00%	equals	2004 Households 55+ Likely to Move 7,702
2004 Households 55+ Likely to Move 7,702	times	% of those moving to from owned to rental housing 38.79%	equals	2004 Households 55+ Moving to Rental Housing 2,988
2004 Households 55+ Moving to Rental Housing 2,988	times	% Earning < \$28,500 & < \$18,690 8.75%	equals	Substandard Households 55+ Earning < \$28,500 & > \$18,690 261
Substandard Households Earning < \$28,500 2,988	times	% Earning < \$28,500 64.56%		Demand from Substandard Renter Households 1,929

## D. Tax Credit Demand Estimates and Capture Rates by Floorplan

**Table 20 - Demand Estimates and Capture Rates by Floorplan**

	One Bedroom	Two Bedroom
Demand from Substandard HH	66	66
Demand from New Rental HH	174	174
Demand from Cost Burdened Rental HH (85%)	469	469
Homeowners Becoming Renters	2,988	2,988
PMA Total Demand	3,697	3,697
PMA Income Qualified %	6.73%	7.79%
PMA Qualified Demand	249	288
Units	80	8
Capture Rate	32.12%	2.77%

The “PMA Total Demand” figure shown in the table above shows the demand from the four DCA stipulated components without income affordability applied. The percentages of the total households earning within the various floorplan specific income segments are then applied to this total demand number. The capture rates by floorplan indicate that the unit mix is appropriate. These capture rates are in line with the overall capture rate for the tax credit units at Magnolia Senior Manor.

## E. Absorption Estimate

There are no new senior oriented rental communities located in or near the primary market area from which an absorption estimate can be estimated. Based on the lack of affordable senior oriented rental units in this region of Metro Atlanta and DeKalb County, the strong demand estimates, the competitive rents, and the strong product to be constructed, it is assumed that the proposed development will lease a minimum of 12 units per month. At this rate, Magnolia Senior Manor should be able to attain 95 percent occupancy within 6 to 7 months.

## VIII. Supply Analysis

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### A. Area Housing Stock

The rental housing stock as reported in the 1990 Census included a relatively low percentage of single-family homes with 17 percent of the county's rental units located in single-family detached homes. In the primary market area, 23 percent of the rental units were single-family homes. In DeKalb County, 8 percent of rental units were in either townhouse or duplex units. Approximately 8 percent of the PMA's rental stock falls into either of these categories.

A sizable percentage of the rental units, 59 percent, in the primary market area had between three and nineteen units. In DeKalb County, 56 percent of units were in properties of this size.

Rental communities with twenty or more units accounted for 11 percent of the total rental housing stock in the primary market area and 19 percent in the county. Given the lack of new construction in the market area within the past ten years, it is unlikely that this composition has changed significantly.

In the primary market area, 1 percent of the rental units were mobile homes. DeKalb County had less than one percent of its rental housing stock in mobile home units. This low percentage of mobile homes is expected given the densely populated urban nature of the market area and DeKalb County.

**Table 21 - 1990 Units in Rental Housing**

<i>Units in Rental Housing</i>	<i>DeKalb County</i>		<i>The Primary Market Area</i>	
Renter 1 unit detached	14,621	17%	3,420	23%
Renter 1 unit attached	3,088	4%	820	6%
Renter 2 units	3,181	4%	300	2%
Renter 3 or 4 units	11,805	13%	1,523	10%
Renter 5 to 9 units	21,408	24%	3,427	24%
Renter 10 to 19 units	19,796	22%	3,195	22%
Renter 20 to 49 units	9,057	10%	1,402	10%
Renter 50+ units	4,231	5%	239	2%
Renter mobile home	124	0%	102	1%
Renter other	792	1%	139	1%

## **B. Rental Market**

As part of this analysis, Real Property Research Group surveyed 17 rental communities identified within the primary market area. Sixteen of these properties are general occupancy in nature and one is a senior oriented community. The general occupancy communities are included as an indication of the PMA's rental market as these are the only existing housing options for senior renters. A profile sheet of each community is attached as Appendix 4 - Community Photos and Profiles. The location of each community is shown on Map 4 on the following page.

The 17 properties offer a combined 3,848 units (Table 22). The majority of the communities surveyed (11) offer all garden style units, one offers all townhouse units, four offer both garden and townhouse units, and the one senior oriented community offers two mid-rise buildings. Magnolia Senior Manor will consist of three connected buildings, a main building and two wing buildings with interior hallways and a common, secured entrance. This building style is much more appealing than typical family oriented rental communities.

The multifamily rental stock in the primary market area is fairly old. The average age of the sixteen communities for which this piece of data was available is 17 years. Only four properties have been built since 1990. The existing rental stock has two distinct groups, those properties less than 15 years old, which for the most part have been well maintained, and the older communities, which have not be as well maintained and show moderate signs of deferred maintenance. The proposed new construction at Magnolia Senior Manor will place it among the top of the market in terms of curb appeal and condition. It will be matched only by the newer market rate communities which have rents substantially higher than those proposed at Magnolia Senior Manor.

Of the 3,536 units in the surveyed properties, 211 units were reported available, a rate of 5.97 percent. There are an additional 124 units vacant among Ashley Vista's 312 total units, although this community is still in its initial lease up period. The one senior community, Alice Williams Towers, has no vacancies among its 99 age restricted units. Among the 15 stabilized general occupancy communities, six have vacancy rates higher than five percent. Four of these six were built in 1977 or earlier and have not been particularly well maintained. The other two properties with higher vacant rates were built in the mid 1980's. Two general occupancy tax credit communities built in that have been well maintained are both 100% occupied. Lexington on the Green, the highest priced, stabilized community has a vacancy rate of only 2.3 percent. The low occupancy rate appears to be a result of non-competitive units, not an indication of a soft rental market. The newer and/or well maintained communities maintain high occupancy levels.

Map 4 - Surveyed Rental Communities



**Table 22 - Rental Summary**

Community	Year Built	Structure Type	Total Units	Vacant Units	Vacancy Rate	(1)	(1)	Incentive
						Average 1BR Rent	Average 2BR Rent	
Ashley Vista	2002	Garden	312	124	39.7%	\$740	\$890	None
Lexington on the Green	2001	Garden	216	5	2.3%	\$750	\$875	None
Hawthorne Woods	1988	Garden	344	28	8.1%	\$651	\$775	None
Crossings Apts.	1985	Garden	200	10	5.0%	\$652	\$747	None
Concepts 21 Hillandale	1989	Garden	252	2	0.8%	\$665	\$740	None
Highland Greens	1975	Garden&TH	415	25	6.0%	\$588	\$739	None
Highland Apartments	1971	Garden&TH	406	16	3.9%	\$588	\$700	None
Pinewood Apts	1977	Garden	300	33	11.0%	\$600	\$688	None
Towering Pines	1971	Garden	216	45	20.8%	\$585	\$685	1/2 off 2nd months rent.
Groveswood Park	1996	Garden	120	0	0.0%	\$660		None
Ansley Oaks	1968	Garden&TH	94	2	2.1%	\$615	\$660	None
Evans Mill Place	1977	Garden&TH	280	28	10.0%	\$593	\$659	First months rent \$99.
Hillandale Park Apts	1989	Garden	132	0	0.0%	\$655		None
Parc Chateau		TH	174	6	3.4%	\$389	\$440	None
Autumn Cove	1985	Garden	48	4	8.3%	\$595	\$725	None
Alice Williams Towers	1999	Mid-Rise	99	0	0.0%			None
Arbor Crossing	1989	Garden	240	7	2.9%	\$694	\$804	None
<b>Total/Average</b>	<b>1985</b>		<b>3,848</b>	<b>335</b>	<b>8.71%</b>	<b>\$629</b>	<b>\$723</b>	
<b>Stabilized Totals</b>			<b>3,536</b>	<b>211</b>	<b>5.97%</b>			

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

Source: Field Survey, Real Property Research Group, Inc. June, 2002.

Thirteen of the seventeen surveyed communities include the cost of water, sewer and trash removal in the price of rent (Table 24). Four of the communities only include the cost of trash removal and none offer more than these basic utility costs. Magnolia Senior Manor will include the cost of water, sewer and trash removal, thereby include the same or more utilities than all of the surveyed communities. Furthermore, the newly constructed units and new central heating and air systems will be more energy efficient than the existing, older communities, which will result in lower overall utility costs.

Dishwashers are present in 13 communities and garbage disposals are present in 15 of the properties. Twelve communities offer both of these kitchen appliances while 1 offers neither. None of the communities includes a microwave in each unit. Magnolia Senior Manor will include both a garbage disposal and dishwasher in each kitchen, thereby offering the same amount or more kitchen amenities than all of the surveyed communities.

The majority of the properties offer a patio or balcony on most or all units. Fourteen of the communities offer community laundry facilities and three offer a washer and dryer in each unit. Several of the communities with community laundry facilities also include washer/dryer connections in each unit. Parking is free in surface lots for all communities with only one property offering carports. In terms of security, three of the communities include a controlled access gate and the senior community includes a common secured entrance with intercom system. Magnolia Senior Manor will include a common secured entrance, emergency call system and a washer and dryer in each unit.

All but one of the communities are general occupancy in nature and any included recreational amenities are geared toward families (Table 23). The included amenities are community rooms (4 properties), swimming pools (7 properties), tennis courts (5 properties), playgrounds (7 properties) and fitness centers (4 properties). Seven communities offer no recreational amenities, one offers just one amenity, six offer 2 to 3 amenities, and three properties offer four or more amenities. The proposed common area amenities at Magnolia Senior Manor will be designed for the senior oriented tenant base and will include community gathering areas, a dining room, a library/reading room, an outdoor patio, and exercise room, and a fenced community gardening area. These amenities will be much more appealing to senior renters than those offered at the existing general occupancy communities.

Among the 17 properties surveyed, 14 offer one bedroom units, 16 offer two bedroom units, and 14 offer three bedroom units. Magnolia Senior Manor will consist of one and two bedroom units reserved for senior renter households. One bedroom units have historically been the primary unit offered to senior renters. However, two bedrooms are becoming more popular as they allow for the option of a roommate or additional space for a single renter or couple. The proposed unit mix at Magnolia Senior Manor is comparable to industry standards of unit configurations and appear to be appropriate.

Street rents were adjusted to reflect inclusions of utilities and incentives. One-bedroom units range from 596 to 969 square feet and have net rents between \$384 and \$735 per month. The average one-bedroom net rent is \$604 per month for 762 square feet or \$0.79 per square foot. Two-bedroom units range from 900 to 1,378

square feet and have net rents between \$430 and \$880 per month. The average two-bedroom net rent is \$698 per month for 1,059 square feet or \$0.66 per square foot. The proposed tax credit rents at Magnolia Senior Manor are lower than these average rents and the unit sizes of 807 and 1,160 for one and two bedroom units are larger than the average unit in the market. The proposed rents are appropriate given the large unit sizes, new construction and extensive amenities to be included.

**Table 23 - Recreational Amenities of Communities**

APARTMENT	Clubhouse	Pool	Tennis	Playground	Fitness Center	Jacuzzi
Alice Williams Towers	No	No	No	No	No	No
Ansley Oaks	No	Yes	No	No	No	No
Arbor Crossing	No	Yes	Yes	No	No	No
Ashley Vista	Yes	Yes	No	Yes	Yes	No
Autumn Cove	No	No	No	No	No	No
Concepts 21 Hillandale	No	Yes	Yes	Yes	No	No
Crossings	No	No	No	No	No	No
Evans Mill Place	No	No	No	No	No	No
Groewood Park	Yes	No	No	Yes	No	No
Hawthorne Woods	No	No	No	No	No	No
Highland	Yes	Yes	Yes	Yes	Yes	No
Highland Greens	Yes	No	No	No	Yes	No
Hillandale Park	No	No	No	No	No	No
Lexington on the Green	No	Yes	Yes	Yes	Yes	No
Parc Chateau	No	No	No	No	No	No
Pinewood	No	Yes	Yes	Yes	No	No
Towering Pines	Yes	No	No	Yes	No	No

**Table 24 - Features of Rental Communities in Primary Market Area**

Project	Heat	Who Pays? (Landlord or Tenant)				D/W	Kitchen		Laundry	Parking	Security
	Fuel	Heat	Hot Water	Cooking	Water		Micro	Disposal			
Alice Williams Towers	Elec	T	T	T	L				Facility	Surface	Secure Entrance
Ansley Oaks	Elec	T	T	T	T	yes			Facility	Surface	
Arbor Crossing	Elec	T	T	T	L	yes		yes	In Unit	Surface	Gate
Ashley Vista	Elec	T	T	T	L	yes		yes	Facility	Surface	Gate
Autumn Cove	Elec	T	T	T	L			yes	Facility	Surface	
Concepts 21 Hillandale	Elec	T	T	T	L	yes		yes	Facility	Surface	
Crossings	Elec	T	T	T	L	yes		yes	In Unit	Surface/covered	
Evans Mill Place	Elec	T	T	T	L	yes		yes	Facility	Surface	
Groewood Park	Elec	T	T	T	L	yes		yes	Facility	Surface	
Hawthorne Woods	Elec	T	T	T	L	yes		yes	Facility	Surface	
Highland	Elec	T	T	T	T			yes	Facility	Surface	
Highland Greens	Elec	T	T	T	T	yes		yes	Facility	Surface	
Hillandale Park	Gas	T	T	T	L	yes		yes	Facility	Surface	
Lexington on the Green	Elec	T	T	T	T	yes		yes	In Unit	Surface	
Parc Chateau	Gas	T	T	T	L			yes	Facility	Surface	
Pinewood	Elec	T	T	T	L	yes		yes	Facility	Surface	
Towering Pines	Elec	T	T	T	L	yes		yes	Facility	Surface	

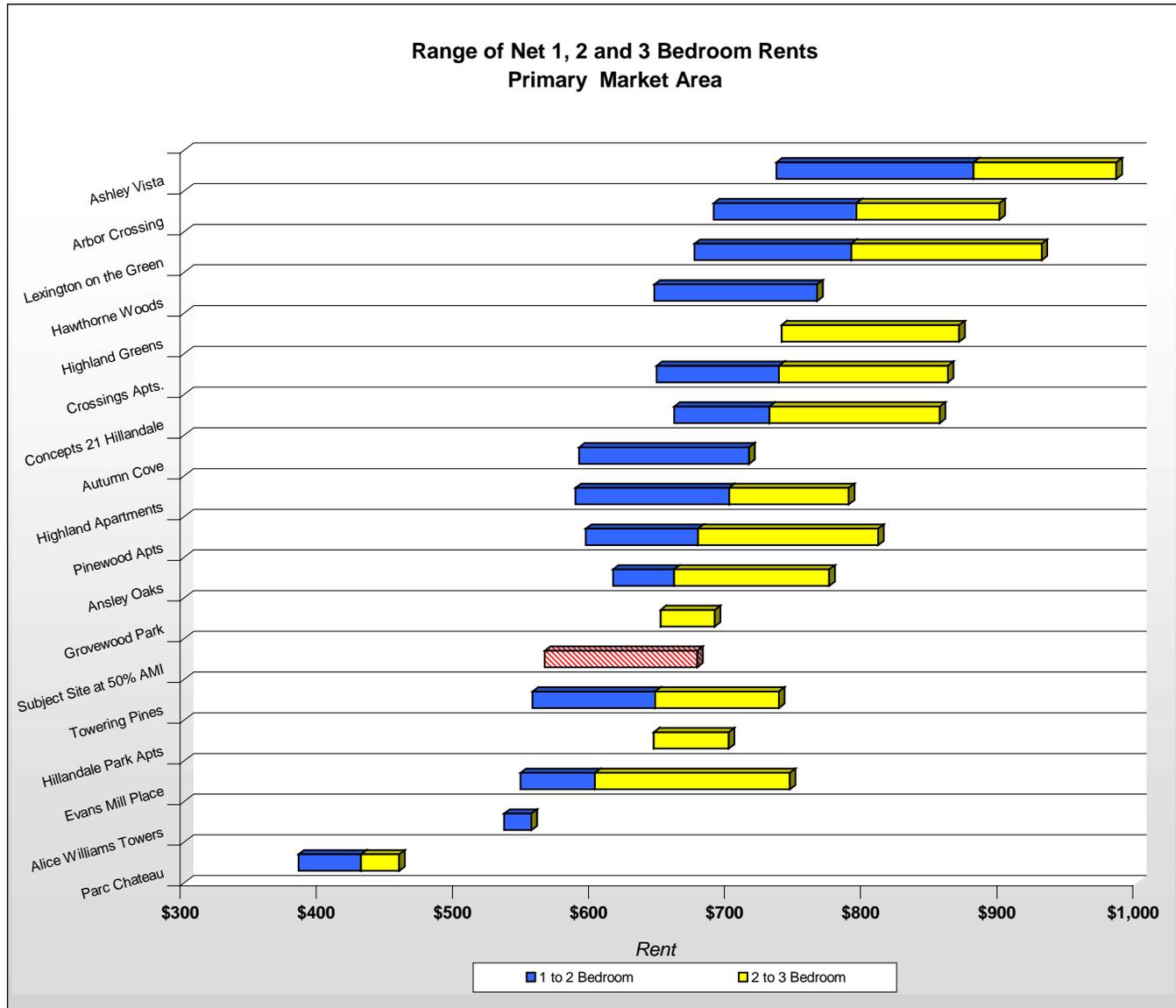
**Table 25 - Salient Characteristics, Surveyed Rental Communities**

Community	Type	Total Units	(1) One Bedroom Units				(1) Two Bedroom Units				(1) Three+ Bedroom Units			
			Units	Rent	SF	Rent/SF	Units	Rent	SF	Rent/SF	Units	Rent	SF	Rent/SF
Ashley Vista	Garden	312		\$735	704	\$1.04		\$880	1,022	\$0.86		\$985	1,247	\$0.79
Lexington on the Green	Garden	216	72	\$675	884	\$0.76	114	\$790	1,161	\$0.68	30	\$930	1,454	\$0.64
Hawthorne Woods	Garden	344		\$646	650	\$0.99		\$765	1,004	\$0.76				
Crossings Apts.	Garden	200		\$647	740	\$0.87		\$737	1,005	\$0.73		\$861	1,240	\$0.69
Concepts 21 Hillandale	Garden	252		\$660	786	\$0.84		\$730	1,033	\$0.71		\$855	1,198	\$0.71
Highland Greens	Garden&TH	415						\$739	1,202	\$0.61		\$870	1,498	\$0.58
Highland Apartments	Garden&TH	406		\$588	969	\$0.61		\$700	1,378	\$0.51		\$788	1,536	\$0.51
Pinewood Apts	Garden	300		\$595	871	\$0.68		\$678	1,237	\$0.55		\$810	1,414	\$0.57
Towering Pines	Garden	216		\$556	727	\$0.76		\$646	964	\$0.67		\$737	1,217	\$0.61
Groveswood Park	Garden	120						\$650	1,043	\$0.62		\$690	1,228	\$0.56
Ansley Oaks	Garden&TH	94	14	\$615	846	\$0.73	67	\$660	1,050	\$0.63	12	\$774	1,250	\$0.62
Evans Mill Place	Garden&TH	280	19	\$547	763	\$0.72	229	\$602	975	\$0.62	32	\$745	1,266	\$0.59
Hillandale Park Apts	Garden	132					66	\$645	1,000	\$0.65	66	\$700	1,197	\$0.58
Parc Chateau	TH	174		\$384	596	\$0.64		\$430	930	\$0.46		\$458	1,125	\$0.41
Autumn Cove	Garden	48		\$590	600	\$0.98		\$715	900	\$0.79				
Alice Williams Towers	Mid-Rise	99	99	\$535										
Arbor Crossing	Garden	240		\$689	765	\$0.90		\$794	1,033	\$0.77		\$899	1,275	\$0.71
<b>Average / Total</b>		<b>3,848</b>		<b>\$604</b>	<b>762</b>	<b>\$0.79</b>		<b>\$698</b>	<b>1,059</b>	<b>\$0.66</b>		<b>\$793</b>	<b>1,296</b>	<b>\$0.61</b>
<b>Unit Distribution</b>		<b>820</b>	<b>204</b>				<b>476</b>				<b>140</b>			
<b>% of Total</b>		<b>21%</b>	<b>25%</b>				<b>58%</b>				<b>17%</b>			

(1) Rent is adjusted, net of utilities and incentives

Source: Field Survey, Real Property Research Group, Inc. June, 2002.

Figure 4 - Product Position



As the figure on the previous page illustrates, there are few breaks in the range of net rents. The lone break occurs at the bottom of the range of net rents between the two lowest properties from roughly \$475 to \$525. The proposed 50 percent tax credit rents at Magnolia Senior Manor are priced near the bottom of the range of net rents with only four properties offering lower rents for one or two bedroom units. The proposed rents are reasonable and appropriate given the senior oriented property and units to be constructed, strong demand estimates, and competitive location.

### **C. Proposed Developments**

There is one LIHTC community that is the final stages of construction in the PMA. The Villas at Friendly Hills is located on Snapfinger Woods Drive less than one mile east of Wesley Chapel Road. According to the developer of this community, Larry Phillips, there will be 132 total units, of which 124 will be tax credit units targeting renters earning no more than 60 percent of the AMI. According to Mr. Phillips, the development is not designated as senior specific, however it is being targeted to active adults age 55 and older. The tax credit unit mix consists of 30 one bedroom units at \$580, 80 two bedroom units at \$695, and 24 three bedroom units at \$830. There will also be 8 market rate units. Construction is scheduled to be completed towards the end of August. Pre-leasing activity has commenced and approximately 100 people have filled out pre-leasing applications. It is expected that roughly half of the proposed units will be occupied by renters age 55 and older with families occupying the other half. Given the extent of pre-leasing activity, The Villas at Friendly Hills is expected to be substantially leased by the end of this year. The Villas at Friendly Hills will not compete with the proposed units at Magnolia Senior Manor as it is expected achieve stabilized occupancy within the next six to seven months, all the LIHTC units are reserved for tenants earning no more than 60 percent of the AMI while Magnolia Senior's maximum income is based on 50 percent, the large percentage of two and three bedroom units, and the fact that the community is open to non-senior renter households.

It is expected that The Villas at Friendly Hills will have a substantial waiting list for its LIHTC units by the time that Magnolia Senior Manor comes on-line. Many of the units at Magnolia Senior Manor may be filled by senior households referred by

Magnolia Senior Manor. In conclusion, The Villas at Friendly Hills will not impact the ability of Magnolia Senior Manor to lease its 88 LIHTC units.

This is the only known senior oriented community under construction or planned within the borders of the primary market area.



*Villas at Friendly Hills under construction*

## IX. Interviews

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Information gathered through field and phone interviews was used throughout the various sections of this report. The interviewees included property managers, individuals with the chamber of commerce, DeKalb County Housing Authority, and local planning officials. All pertinent information obtained was included in the appropriate section of this report.

## X. Conclusions and Recommendations

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### **Proposed Site Location**

- The proposed site is located on approximately 3.9 acres of six acres currently owned by First St. Paul AME Church. Primary access to the site will be via Magnolia Street, however access to the parking lot via Klondike Road will be available. The physical address of the site is 6840 Magnolia Street.
- The proposed site is currently an undeveloped parcel that is a combination of open, grassy areas and wooded sections. The site is bordered on the north and east by single family homes, to the south by Magnolia Street and to the west by First St. Paul AME Church.
- The proposed site is located in a less densely populated area of Lithonia south of downtown, east of Evans Mill Road and north of Highway 278 and Interstate 20. The majority of the development along both Magnolia Street and Klondike Road are moderate income single family homes. First St. Paul AME Church is located west of the site opposite Klondike Road.

### **Proposed Amenities**

- Magnolia Senior Manor will consist of a central building with two attached wing buildings. All three buildings will be three stories in height and elevator service will be available in the main lobby of the center building. Magnolia Senior Manor' community center will be designed with a large central area which opens onto the courtyard. This area can seat all residents at one time for dinners and functions. Adjacent the main space will be a personal-size exercise room. Also included in the community center will be a reading room, a community kitchen, community restrooms, the management office, and a centralized mail room.
- Unit specific amenities will include a fully equipped kitchen with a stove, refrigerator, dishwasher, and garbage disposal, a washer and dryer in each unit, individual unit emergency call systems, and central heat and air.

- Community services to be provided by Magnolia Senior Manor will include a social and recreation activities, information and senior counseling, community gardening, reading service and library, and weekly day trips to shopping.

### **Demographic Analysis**

- According to 2000 Census data, the proposed development is compatible with the demographic composition of the primary market area, which has a proportional high percent of senior person.
- The senior household growth rate and senior income distribution indicate the need for additional senior oriented rental units.

### **Affordability Analysis**

- Based on household income distributions produced by Claritas, 66 percent of the senior (55+) households in the primary market area earn less than the maximum income limit for the two bedroom units at 50 percent of the AMI.
- When a minimum income limit is introduced, 8.75 percent earn below the maximum income limit and above the minimum income limit. This minimum income limit will apply to those householders without Section 8 voucher rental assistance.
- Based on the 2004 senior household estimate of 14,796 for the primary market area, there are 9,770 senior households with incomes below the maximum income limit and 1,295 of these household also earn more than the minimum income limit.

### **Proposed Unit Mix and Rent Schedule**

- The proposed unit mix consists of one and two bedroom units reserved for tenants age 55 and older. All of the units will be LIHTC units targeting renters earning no more than 50 percent of the AMI.
- The proposed one and two bedroom units at Magnolia Senior Manor will be appealing to senior renter households. These are the two floorplans are typical of new senior communities. Furthermore, the senior oriented

community will be more appealing to the target market than the existing, older general occupancy communities.

- The units sizes proposed are generous for a general rental apartments in this market and large for a senior community.
- The proposed rents at Magnolia Senior Manor are lower than the average among the existing communities surveyed. The 50 percent tax credit rents are positioned in the lower third of the range of net rents. The rents will be very competitive given the senior oriented community to be constructed.

### **Demand and Capture Rates**

- Using the methodology stipulated by DCA, we find that there will be 3,697 senior (55+) renter households as a result of substandard households, rent over burdened households, renter household growth, and elderly homeowners converting to rental housing in 2004.
- By applying the income qualification percentages discussed earlier to this demand number, we calculate that there is demand for 323 additional units in the primary market area.
- This demand estimate results in a capture rate of 27.3 percent with a minimum income limit and 3.7 percent without a minimum income limit. Based on the product to be constructed and the proposed location, these capture rates are considered achievable.

### **Final Conclusion**

Based the data presented in this report, we find that Magnolia Senior Manor passes the market study test as proposed.

## Appendix 1 - Underlying Assumptions and Limiting Conditions

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

1. There are no zoning, building, safety, environmental or other federal, state or local laws, regulations or codes which would prohibit or impair the development, marketing or operation of the subject project in the manner contemplated in our report, and the subject project will be developed, marketed and operated in compliance with all applicable laws, regulations and codes.
2. No material changes will occur in (a) any federal, state or local law, regulation or code (including, without limitation, the Internal Revenue Code) affecting the subject project, or (b) any federal, state or local grant, financing or other program which is to be utilized in connection with the subject project.
3. The local, national and international economies will not deteriorate, and there will be no significant changes in interest rates or in rates of inflation or deflation.
4. The subject project will be served by adequate transportation, utilities and governmental facilities.
5. The subject project will not be subjected to any war, energy crisis, embargo, strike, earthquake, flood, fire or other casualty or act of God.
6. The subject project will be on the market at the time and with the product anticipated in our report, and at the price position specified in our report.
7. The subject project will be developed, marketed and operated in a highly professional manner.
8. No projects will be developed which will be in competition with the subject project, except as set forth in our report.
9. There are no existing judgments nor any pending or threatened litigation which could hinder the development, marketing or operation of the subject project.

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

1. The analysis contained in this report necessarily incorporates numerous estimates and assumptions with respect to property performance, general and local business and economic conditions, the absence of material changes in the competitive environment and other matters. Some estimates or assumptions, however, inevitably will not materialize, and unanticipated events and circumstances may occur; therefore, actual results achieved during the period covered by our analysis will vary from our estimates and the variations may be material.
2. Our absorption estimates are based on the assumption that the product recommendations set forth in our report will be followed without material deviation.
3. All estimates of future dollar amounts are based on the current value of the dollar, without any allowance for inflation or deflation.
4. We have no responsibility for considerations requiring expertise in other fields. Such considerations include, but are not limited to, legal matters, environmental matters, architectural matters, geologic considerations, such as soils and seismic stability, and civil, mechanical, electrical, structural and other engineering matters.
5. Information, estimates and opinions contained in or referred to in our report, which we have obtained from sources outside of this office, are assumed to be reliable and have not been independently verified.
6. The conclusions and recommendations in our report are subject to these Underlying Assumptions and Limiting Conditions and to any additional assumptions or conditions set forth in the body of our report.

## Appendix 2 - Analyst Certification

I affirm that I, or an individual employed by my company, have made a physical inspection of the market area and that information has been used in the full study of the need and demand for new rental units. To the best of my knowledge, the market can support the demand 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.



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Tad Scepaniak  
Regional Director  
Real Property Research Group, Inc.

June 21, 2002

Date

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

## Appendix 3 - Resumes

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### TAD SCEPANIAK

Mr. Scepaniak directs our Atlanta office. He has approximately eight years of experience in the field of residential rental market research. Before joining the firm, Tad was president of MarketQuest, where he was involved extensively in the Low Income Tax Credit program throughout the entire United States. Mr. Scepaniak has completed work in approximately 25 states and Puerto Rico over the past eight years. He also has experience conducting studies under the HUD 221d program, market rate rental properties, and student housing developments. Along with work for developer clients, Tad has led our research efforts for both the North Carolina and Georgia Housing Finance agencies. Mr. Scepaniak is also responsible for development and implementation of many of the firm's automated analytic systems.

#### **Areas of Concentration:**

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

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

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

**Student Housing:** Tad has conducted market analysis of student housing solutions for small to mid-size universities. The analysis includes current rental market conditions, available on-campus housing options, student attitudes, and financial viability of proposed developments. Recent campus studies include Southern Polytechnic University, North Georgia State College and University, and Abraham Baldwin Agricultural College.

#### **Education:**

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

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ROBERT M. LEFENFELD

Mr. Lefenfeld has over 20 years of experience in the field of residential market research. As an officer of research subsidiaries of the accounting firm of Reznick Fedder & Silverman and Legg Mason, he has closely monitored residential markets throughout the Mid-Atlantic United States. Between 1998 and 2001, Bob was Managing Director of RF&S Realty Advisors, conducting market studies throughout the United States on rental and for-sale projects. From 1987 to 1995, Bob served as Senior Vice President of Legg Mason Realty Group, managing the firm's consulting practice and serving as publisher of a Mid-Atlantic residential data service, Housing Market Profiles.

Prior to joining Legg Mason, Bob spent ten years with the Baltimore Metropolitan Council as a housing economist. Bob also served as Research Director for Regency Homes between 1995 and 1998, where he analyzed markets throughout the Eastern United States and evaluated the company's active building operation on an ongoing basis.

Bob has lectured and written extensively on the subject of residential real estate market analysis. He has served as a panel member, speaker, and lecturer at events held by the National Association of Homebuilders and the National Council on Seniors Housing. His recent article, "Market Analysis: Basic Elements of a Good Study," was featured in the Summer, 2001 issue of ULI's Multifamily Housing Trends magazine. He also authored an article on active adult housing that will appear in an upcoming issue of Mid-Atlantic Builder, published by the Homebuilders Association of Maryland.

### **Areas of Concentration:**

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

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

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

### **Education:**

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

## Appendix 4 - Community Photos and Profiles