MARKET STUDY

Property:
Rolling Oaks Apartments
109 N Ralph Street
Claxton, Evans County, Georgia

Type of Property
Affordable Multifamily Development
Family-Rehabilitation

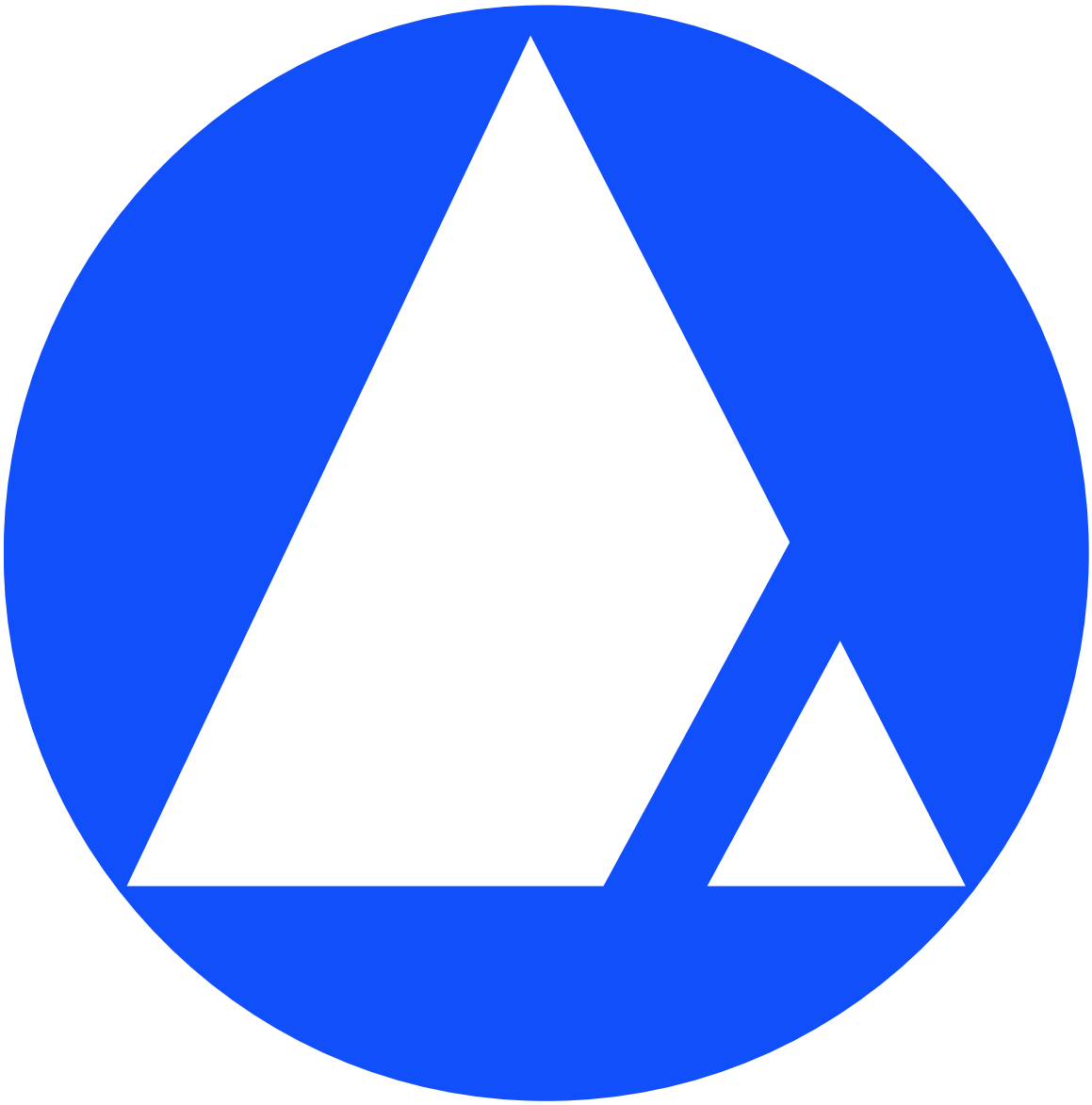
Date of Report:
July 8, 2003

Effective Date:
June 23, 2003

Prepared For:
Ms. Joy Fitzgerald
Director – Office of Affordable Housing
Georgia Department of Community Affairs
60 Executive Park South, N.E.
Atlanta, Georgia 30329-2231
Phone: 404-679-4940 · Fax: 404-679-4865

Prepared By:
Allen & Associates Consulting
3116 Glen Summit Drive
Charlotte, North Carolina 28270
Phone: 704-905-2276 · Fax: 704-708-4261

AAC File Number: AAC-2003-067
DCA File Number: 2003-018 (Site A)



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ALLEN & ASSOCIATES CONSULTING
Real Estate Advisory Services

July 8, 2003

Ms. Joy Fitzgerald
Director – Office of Affordable Housing
Georgia Department of Community Affairs
60 Executive Park South, N.E.
Atlanta, Georgia 30329-2231

Re: Rolling Oaks Apartments

Dear Ms. Fitzgerald:

In accordance with your request, we have prepared a market study for the above referenced property.

The subject property is an existing multifamily community known as Rolling Oaks Apartments. The property consists of 4.103 acres and 36 units (35 revenue units and 1 non-revenue unit) originally constructed under the USDA Rural Development program in 1983. The physical address of the subject property is 109 N Ralph Street, Claxton, Georgia. The property is an open-age community.

The developer has applied for tax credits to finance the rehabilitation of the subject property. The rehabilitation plan includes the repair and/or replacement of roofs, doors, windows, appliances, carpeting, vinyl, landscaping and paving.

The developer's tax credit application included the rehabilitation of two existing properties. We were asked by the Georgia Department of Community Affairs (DCA) to evaluate the two sites independently. This report represents our analysis of one of the two sites.

The scope of this assignment consists of a comprehensive market analysis for the subject property. The market study was completed in accordance with Georgia Department of Community Affairs (DCA) guidelines. The completion of this report involved a site visit, interviews with local property managers, and the collection of market data through discussions with knowledgeable real estate professionals. This report is presented in a self-contained report, of which this section is a part.

The purpose of the report is to evaluate market need for the subject property as of the effective date of this report. The function of this report is to assess the marketability of the subject property for tax-exempt bond and/or low-income housing tax credit financing purposes. This report should not be used for any other purposes without the express written permission of Allen & Associates Consulting.

The intended users of this report are JT Rolling Oaks, L.P. and the Georgia Department of Community Affairs (DCA). No other person or entity may use this report for any reason whatsoever without the express written permission of Allen & Associates Consulting.

Based on our analysis, along with the basic assumptions and limiting conditions contained in this report, we have reached the following general conclusion(s):

Unit Type	Rent Type	Units Proposed	Total Demand	New Supply	Net Demand	Capture Rate	Absorption Period	Market Rent	Proposed Rent
0-BR	Subsidized								
0-BR	30% of AMI								
0-BR	40% of AMI								
0-BR	50% of AMI								
0-BR	60% of AMI								
0-BR	Market Rate								
1-BR	Subsidized	3	73		73	4.1%	4	$275	BOI
1-BR	30% of AMI								
1-BR	40% of AMI								
1-BR	50% of AMI								
1-BR	60% of AMI	1	35		35	2.9%	6	$275	$329
1-BR	Market Rate								
2-BR	Subsidized	17	139		139	12.2%	10	$325	BOI
2-BR	30% of AMI								
2-BR	40% of AMI								
2-BR	50% of AMI								
2-BR	60% of AMI	10	56		56	17.7%	29	$325	$391
2-BR	Market Rate								
3-BR	Subsidized	3	78		78	3.9%	3	$375	BOI
3-BR	30% of AMI								
3-BR	40% of AMI								
3-BR	50% of AMI								
3-BR	60% of AMI	1	25		25	4.0%	6	$375	$466
3-BR	Market Rate								
4-BR	Subsidized								
4-BR	30% of AMI								
4-BR	40% of AMI								
4-BR	50% of AMI								
4-BR	60% of AMI								
4-BR	Market Rate								
Proposed Project Capture Rate				8.6%	Proposed Project Stabilization Period				19 Mos

The market rent conclusions are computed in current dollars as of the effective date of this report and are subject to the construction, lease up and operation of the subject property as described in this report. These factors are subject to change and may alter, or otherwise affect the findings and conclusions presented in this report.

The capture rates and absorption period found above assume that the entire property is vacant upon market entry and that none of the existing residents will stay in place through the rolling rehabilitation for this property. In fact, one should expect the developer to retain a certain percentage of the existing residents. A 50% resident retention ratio would have the effect of cutting the capture rates and absorption period in half. We were not provided with a relocation plan and rent roll to evaluate the likely resident retention for this development.

To the best of our knowledge, this report presents an accurate evaluation of market conditions for the subject property as of the effective date of this report. While the analysis that follows is based upon information obtained from sources believed to be reliable, no guarantee is made of its accuracy.

Feel free to contact us with any questions or comments.

Respectfully submitted:
ALLEN & ASSOCIATES CONSULTING

Jeff Carroll

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INTRODUCTION

Summary of Salient Facts and Conclusions

PROPERTY LOCATION: 109 N Ralph Street, Claxton, Evans County, Georgia

DATE OF REPORT: July 8, 2003

EFFECTIVE DATE: June 23, 2003

DEVELOPMENT DESCRIPTION:

Units:	36 units
Revenue-Producing Units:	35 Units
Net Rentable Area:	31,531 SF
Gross Floor Area:	34,684 SF (Estimated)

Unit Type	Rent Type	Units Proposed	Total Demand	New Supply	Net Demand	Capture Rate	Absorption Period	Market Rent	Proposed Rent
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Intended Users of the Report

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Statement of Competency

On July 19, 1995 the Appraisal Standards Board issued Advisory Opinion 14 dealing specifically with the appraisal of subsidized housing, including tax-exempt bond and Low Income Housing Tax-Credit properties. The Advisory Opinion makes the following statement regarding the competency of the appraiser of subsidized housing:

> Appraisers should be aware that the competency required to appraise subsidized housing extends beyond typical residential appraisal competency. Subsidized housing appraisals require the appraiser to

> understand the various programs, definitions, and pertinent tax considerations involved in the particular assignment applicable to the location and development. An appraiser should be capable of analyzing the impact of the programs and definitions in the local subsidized housing submarket, as well as in the general market that is unaffected by subsidized housing programs. Appraisers should also be aware of possible political changes that will affect the durability of the benefits and restrictions to the subsidized housing projects and fully understand interpretation and enforcement of subsidy programs.

The Advisory Opinion underscores the fact that conventional multifamily experience is insufficient for the analysis of subsidized housing. Allen & Associates Consulting has provided demand analyses, market studies, feasibility studies, and appraisals for subsidized multifamily properties since 1988. The appraiser is familiar with local multifamily supply and demand characteristics, the technical details of the tax-exempt bond and the Low Income Housing Tax Credit programs. The appraiser hereby certifies that it is experienced in the analysis of affordable income-producing housing as set forth above.

Date of Report
The date of this report is July 8, 2003.

Effective Date
The effective date of this report is June 23, 2003.

Date of Market Entry
For purposes of our market analysis, we will use January 1, 2005 as the date of market entry for the subject property.

Statement of Assumptions and Limiting Conditions

1) The title to the subject property is merchantable, and the property is free and clear of all liens and encumbrances, except as noted.
2) No liability is assumed for matters legal in nature.
3) Ownership and management are assumed to be in competent and responsible hands.
4) No survey has been made by the analyst. Dimensions are as supplied by others and are assumed to be correct.
5) The report was prepared for the purpose so stated and should not be used for any other reason.
6) All direct and indirect information supplied by the owner and their representatives concerning the subject property is assumed to be true and accurate.
7) No responsibility is assumed for information supplied by others and such information is believed to be reliable and correct. This includes zoning information provided by Municipal officials.
8) The signatories shall not be required to give testimony or attend court or be at any governmental hearing with respect to the subject property unless prior arrangements have been made with the client.
9) Disclosure of the contents of this report is governed by the By-Laws and Regulations of the Appraisal Institute.
10) The legal description is assumed to be accurate.
11) This report specifically assumes that there are no site, subsoil, or building contaminates present resulting from residual substances or construction materials, such as asbestos, radon gas, PCB, etc. Should any of these factors exist, the appraiser reserves the right to review these findings, review the value estimates, and change the estimates, if deemed necessary.
12) The Americans with Disabilities Act (ADA) became effective January 26, 1992. We have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA.

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.

In addition, I certify to the following:

1) I have no present or contemplated future interest in the real estate that is the subject of this report.
2) I have no personal interest or bias with respect to the subject matter of this report or the parties involved.
3) To the best of my knowledge and belief, the statements of fact contained in this report, upon which the analysis, opinions, and conclusions expressed herein are based, are true and correct.
4) This report sets forth all of the limiting conditions (imposed by the terms of our assignment or by the undersigned) affecting the analysis, opinions, and conclusions contained in this report.
5) This report has been made in conformity with and is subject to the requirements of the Code of Professional Ethics and Standards of Professional Conduct of the Appraisal Institute.
6) My compensation is not contingent upon an action or event resulting from the analyses, opinions, or conclusions in, or the use of, this report.
7) No one other than the undersigned completed the analyses, conclusions, and opinions concerning the real estate that are set forth in this report.
8) The assignment was not based upon a minimum or specific outcomes, or approval of a loan.
9) The analyst's analysis, opinions, and conclusions were developed and the report has been prepared in conformity with the standards set forth by the Georgia Department of Community Affairs (DCA) and the Uniform Standard of Professional Appraisal Practice of the Appraisal Institute.

Respectfully submitted:
ALLEN & ASSOCIATES CONSULTING

Jeff Carroll

PROJECT DESCRIPTION

Overview

The subject property is an existing multifamily community known as Rolling Oaks Apartments. The property consists of 4.103 acres and 36 units (35 revenue units and 1 non-revenue unit) originally constructed under the USDA Rural Development program in 1983. The physical address of the subject property is 109 N Ralph Street, Claxton, Georgia. The property is an open-age community.

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The developer's tax credit application included the rehabilitation of two existing properties. We were asked by the Georgia Department of Community Affairs (DCA) to evaluate the two sites independently. This report represents our analysis of one of the two sites.

An overview of the proposed development follows:

Project Description

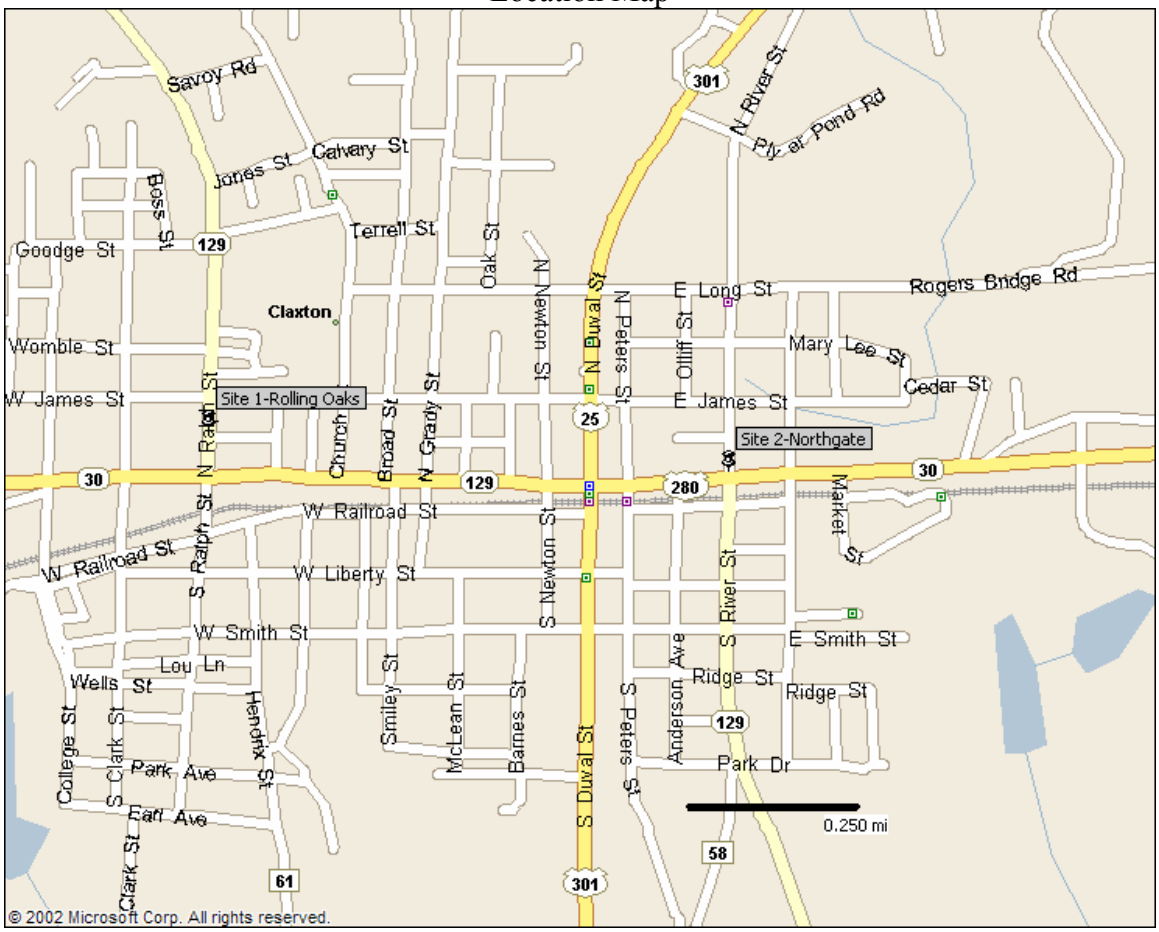
Development Location	109 N Ralph Street Claxton, GA
Construction Type	Rehabilitation
Occupancy Type	Family
Target Income Group	60% of AMI; PBRA
Special Population Target	None
Unit Configuration	4 One-Bedroom 28 Two-Bedroom 4 Three-Bedroom
Unit Size	672 sf One-Bedroom 833-922 sf Two-Bedroom 1054 sf Three-Bedroom
Structure Type	Garden
Proposed Rents	$295-$329 for One-Bedroom $315-$391 for Two-Bedroom $330-$466 for Three-Bedroom
Utility Allowances	$47 for One-Bedroom $64 for Two-Bedroom $85 for Three-Bedroom
Project-Based Rental Assistance	Select Units
Development Amenities	Laundry Facility Community Center Fitness Center
Unit Amenities	Blinds Carpeting Stove Refrigerator Garbage Disposal Dishwasher Microwave Washer/Dryer Hookups

Source: Developer

Location Map

A map showing the location of the subject property follows:

Location Map



Building Description

The following table gives a description of the improvements for the subject property:

Building Description

Units	35
Net Rentable Area, SF	31,531
Gross Building Area, SF (Estimated)	34,684
Framing	Wood Frame
Exterior Doors	Metal
Windows	All Metal With Thermal Breaks
Façade	Brick and Siding
Roof	Gabled
Roof Covering	Asphalt Shingles
Floor Covering	Carpet & Vinyl
Heating	Central
Cooling	Central
Community Facilities	
Community Center	Yes
Pool	No
Sports Court	No
Playground	No
Fitness Center	Yes
Business Center	No
Office	Yes
Laundry Room	Yes
Maintenance Room	Yes

Source: Developer

Unit Configuration

The proposed development consists of a total of 36 units (35 revenue-producing units and 1 non-revenue unit) including 1-, 2- and 3-bedroom apartments. A total of 23 revenue-producing units would receive project-based rental assistance; 12 units would be restricted to 60% of AMI. No units would be set aside as market rate units.

The following is the unit configuration for the subject property:

Unit Configuration

ROLLING OAKS APARTMENTS
AFFORDABLE MULTIFAMILY DEVELOPMENT
109 RALPH STREET
CLAXTON, GA

Unit Type	Rent Type	Units	Maximum Housing Cost	Housing Cost	Utility Allowance	Rent	Square Feet	$/SF
0 Bedroom	Subsidized	0	BOI	BOI	BOI	BOI	0	NA
1 Bedroom	Subsidized	3	BOI	BOI	BOI	BOI	672	NA
2 Bedroom	Subsidized	17	BOI	BOI	BOI	BOI	906	NA
3 Bedroom	Subsidized	3	BOI	BOI	BOI	BOI	1054	NA
4 Bedroom	Subsidized	0	BOI	BOI	BOI	BOI	0	NA
Total		23	BOI	BOI	BOI	BOI	895	NA
0 Bedroom	30% of AMI	0	$0	$0	$0	$0	0	$0.00
1 Bedroom	30% of AMI	0	$0	$0	$0	$0	0	$0.00
2 Bedroom	30% of AMI	0	$0	$0	$0	$0	0	$0.00
3 Bedroom	30% of AMI	0	$0	$0	$0	$0	0	$0.00
4 Bedroom	30% of AMI	0	$0	$0	$0	$0	0	$0.00
Total		0	$0	$0	$0	$0	0	$0.00
0 Bedroom	40% of AMI	0	$0	$0	$0	$0	0	$0.00
1 Bedroom	40% of AMI	0	$0	$0	$0	$0	0	$0.00
2 Bedroom	40% of AMI	0	$0	$0	$0	$0	0	$0.00
3 Bedroom	40% of AMI	0	$0	$0	$0	$0	0	$0.00
4 Bedroom	40% of AMI	0	$0	$0	$0	$0	0	$0.00
Total		0	$0	$0	$0	$0	0	$0.00
0 Bedroom	50% of AMI	0	$0	$0	$0	$0	0	$0.00
1 Bedroom	50% of AMI	0	$0	$0	$0	$0	0	$0.00
2 Bedroom	50% of AMI	0	$0	$0	$0	$0	0	$0.00
3 Bedroom	50% of AMI	0	$0	$0	$0	$0	0	$0.00
4 Bedroom	50% of AMI	0	$0	$0	$0	$0	0	$0.00
Total		0	$0	$0	$0	$0	0	$0.00
0 Bedroom	60% of AMI	0	$0	$0	$0	$0	0	$0.00
1 Bedroom	60% of AMI	1	$498	$376	$47	$329	672	$0.49
2 Bedroom	60% of AMI	10	$599	$455	$64	$391	922	$0.42
3 Bedroom	60% of AMI	1	$691	$551	$85	$466	1054	$0.44
4 Bedroom	60% of AMI	0	$0	$0	$0	$0	0	$0.00
Total		12	$598	$456	$64	$392	912	$0.43
0 Bedroom	Market Rate	0	NA	$0	$0	$0	0	$0.00
1 Bedroom	Market Rate	0	NA	$0	$0	$0	0	$0.00
2 Bedroom	Market Rate	0	NA	$0	$0	$0	0	$0.00
3 Bedroom	Market Rate	0	NA	$0	$0	$0	0	$0.00
4 Bedroom	Market Rate	0	NA	$0	$0	$0	0	$0.00
Total		0	NA	$0	$0	$0	0	$0.00
0 Bedroom	Total	0	NA	NA	NA	NA	0	NA
1 Bedroom	Total	4	NA	NA	NA	NA	672	NA
2 Bedroom	Total	27	NA	NA	NA	NA	912	NA
3 Bedroom	Total	4	NA	NA	NA	NA	1,054	NA
4 Bedroom	Total	0	NA	NA	NA	NA	0	NA
Grand Total		35	NA	NA	NA	NA	901	NA

Source: Developer

The project qualifies for Low Income Housing Tax Credits. The tax-credit program requires a set-aside of at least 20 percent of the units for households earning no more than 50 percent of area median income or at least 40 percent of the units for households earning no more than 60 percent of area income. Since the subject property consists of 100 percent of the units earning no more than 60 percent of area median income, it easily qualifies under these guidelines.

Amenities

Individual apartments will include a kitchen, a living room, a dining room, and one, two, or three bedrooms. A community center and fitness center will be made available to the residents. Other amenities include a central laundry and washer/dryer hookups for each unit. Bathrooms will include a tub with shower, a vanity, and mirror. Living rooms and bedrooms will be carpeted. Kitchens, dining areas, and bathrooms will have vinyl flooring. Each unit will be furnished with a stove, refrigerator, disposal, dishwasher and microwave. Unit heating and cooling consists of central units.

The following table sets forth the proposed amenities for the subject property:

Amenities

Buildings:	Unit Data:	Utilities in Rent:	Parking:
☐ Single Family	☑ Blinds	☐ Heat	☑ Open
☐ Duplex	☐ Ceiling Fans	☐ A/C	☐ Assigned
☐ Townhouse	☑ Carpeting	☐ Hot Water	☐ Covered
☑ Garden	☐ Fireplace	☐ Electricity	☐ Garage
☐ Mid-Rise	☐ Patio/Balcony	☑ Cold Water	
☐ High-Rise	☐ Storage	☑ Sewer	
		☑ Trash	
Floors:	**Kitchens:**	**Air Conditioning:**	**Security:**
☐ 1 Story	☑ Stove	☑ Central Air	☐ Cont Access
☑ 2 Story	☑ Refrigerator	☐ Window Units	☐ Sec Alarms
☐ 3-4 Story	☑ Disposal	☐ Wall Units	☐ Monitoring
☐ 5-10 Story	☑ Dishwasher	☐ Other	☐ Sec Patrols
☐ >10 Story	☑ Microwave	☐ None	☐ Sec Officer
Project Data:	**Laundry:**	**Heat:**	
☑ Comm Center	☑ Central	☑ Central Air	
☐ Pool	☐ W/D Units	☐ Baseboards	
☐ Sports Court	☑ W/D Hookups	☐ Radiators	
☐ Playground		☐ Other	
☑ Fitness Ctr			
☐ Business Ctr			

Source: Developer

Utilities

All utilities, with the exception of water, sewer and trash, will be passed through to the resident. This arrangement is consistent with that being offered at many similar apartment communities. The following table compares the developer's scheduled utility allowances with the applicable DCA schedule for the area:

Utility Allowances

DCA Schedule	1 BR	2 BR	3 BR
Heat - Natural Gas	9.00	11.00	13.00
Heat - Electric	15.00	19.00	24.00
Heat - Propane	21.00	27.00	33.00
Heat - 78%+ AFUE Gas	4.00	5.00	6.00
Heat - Electric Heat Pump	1.00	1.00	2.00
Heat - Electric Aquatherm	11.00	14.00	17.00
Heat - Gas Aquatherm	6.00	8.00	9.00
Cooking - Natural Gas	4.00	4.00	6.00
Cooking - Electric	6.00	8.00	9.00
Cooking - Propane	9.00	11.00	14.00
Hot Water - Natural Gas	9.00	12.00	14.00
Hot Water - Electric	19.00	24.00	29.00
Hot Water - Propane	23.00	30.00	36.00
Air Conditioning	26.00	34.00	41.00
Lights - Electric	17.00	22.00	27.00
Sewer	9.00	11.00	14.00
Water	9.00	11.00	14.00
Refuse Collection	12.00	12.00	12.00
Unclassified	-	-	-

Developer Schedule	1 BR	2 BR	3 BR
Heat - Natural Gas	-	-	-
Heat - Electric	-	-	-
Heat - Propane	-	-	-
Heat - 78%+ AFUE Gas	-	-	-
Heat - Electric Heat Pump	-	-	-
Heat - Electric Aquatherm			
Heat - Gas Aquatherm			
Cooking - Natural Gas	-	-	-
Cooking - Electric	-	-	-
Cooking - Propane	-	-	-
Hot Water - Natural Gas	-	-	-
Hot Water - Electric	-	-	-
Hot Water - Propane	-	-	-
Air Conditioning	-	-	-
Lights - Electric	-	-	-
Sewer	-	-	-
Water	-	-	-
Refuse Collection	-	-	-
Unclassified	47.00	64.00	85.00
Total Utility Allowance	47.00	64.00	85.00

Difference (DCA-Developer)	1 BR	2 BR	3 BR
Heat - Natural Gas	-	-	-
Heat - Electric	-	-	-
Heat - Propane	-	-	-
Heat - 78%+ AFUE Gas	-	-	-
Heat - Electric Heat Pump	-	-	-
Heat - Electric Aquatherm	-	-	-
Heat - Gas Aquatherm	-	-	-
Cooking - Natural Gas	-	-	-
Cooking - Electric	-	-	-
Cooking - Propane	-	-	-
Hot Water - Natural Gas	-	-	-
Hot Water - Electric	-	-	-
Hot Water - Propane	-	-	-
Air Conditioning	-	-	-
Lights - Electric	-	-	-
Sewer	-	-	-
Water	-	-	-
Refuse Collection	-	-	-
Unclassified	(47.00)	(64.00)	(85.00)
Total	(47.00)	(64.00)	(85.00)

Source: DCA; Developer

Income & Rent Limits

The project is subject to income and rent restrictions. The following tables give the applicable income and rent limits for the subject property:

Income & Rent Limits

Income Limits				
	30%	40%	50%	60%
1 person	$9,300	$12,400	$15,500	$18,600
2 person	$10,600	$14,150	$17,700	$21,250
3 person	$11,950	$15,950	$19,950	$23,950
4 person	$13,300	$17,700	$22,150	$26,600
5 person	$14,350	$19,100	$23,900	$28,700
6 person	$15,400	$20,550	$25,700	$30,850
7 person	$16,450	$21,950	$27,450	$32,950
8 person	$17,550	$23,400	$29,250	$35,100

Maximum Housing Expense				
	30%	40%	50%	60%
0 bedroom	$233	$310	$388	$465
1 bedroom	$249	$332	$415	$498
2 bedroom	$299	$399	$499	$599
3 bedroom	$346	$460	$576	$691
4 bedroom	$385	$514	$643	$771

Utility Allowance				
	30%	40%	50%	60%
0 bedroom	$32	$32	$32	$32
1 bedroom	$47	$47	$47	$47
2 bedroom	$64	$64	$64	$64
3 bedroom	$85	$85	$85	$85
4 bedroom	$95	$95	$95	$95

Rent Limits				
	30%	40%	50%	60%
0 bedroom	$201	$278	$356	$433
1 bedroom	$202	$285	$368	$451
2 bedroom	$235	$335	$435	$535
3 bedroom	$261	$375	$491	$606
4 bedroom	$290	$419	$548	$676

Source: State Housing Finance Agency; U.S. Department of Housing & Urban Development

Overall Project Evaluation

The project's proposed improvements including its layout, floor plans, amenities, and services appear to be well-suited to the target market.

SITE EVALUATION

Overview

The subject property is an existing multifamily community known as Rolling Oaks Apartments. The property consists of 4.103 acres and 36 units (35 revenue units and 1 non-revenue unit) originally constructed under the USDA Rural Development program in 1983. The physical address of the subject property is 109 N Ralph Street, Claxton, Georgia. The property is an open-age community.

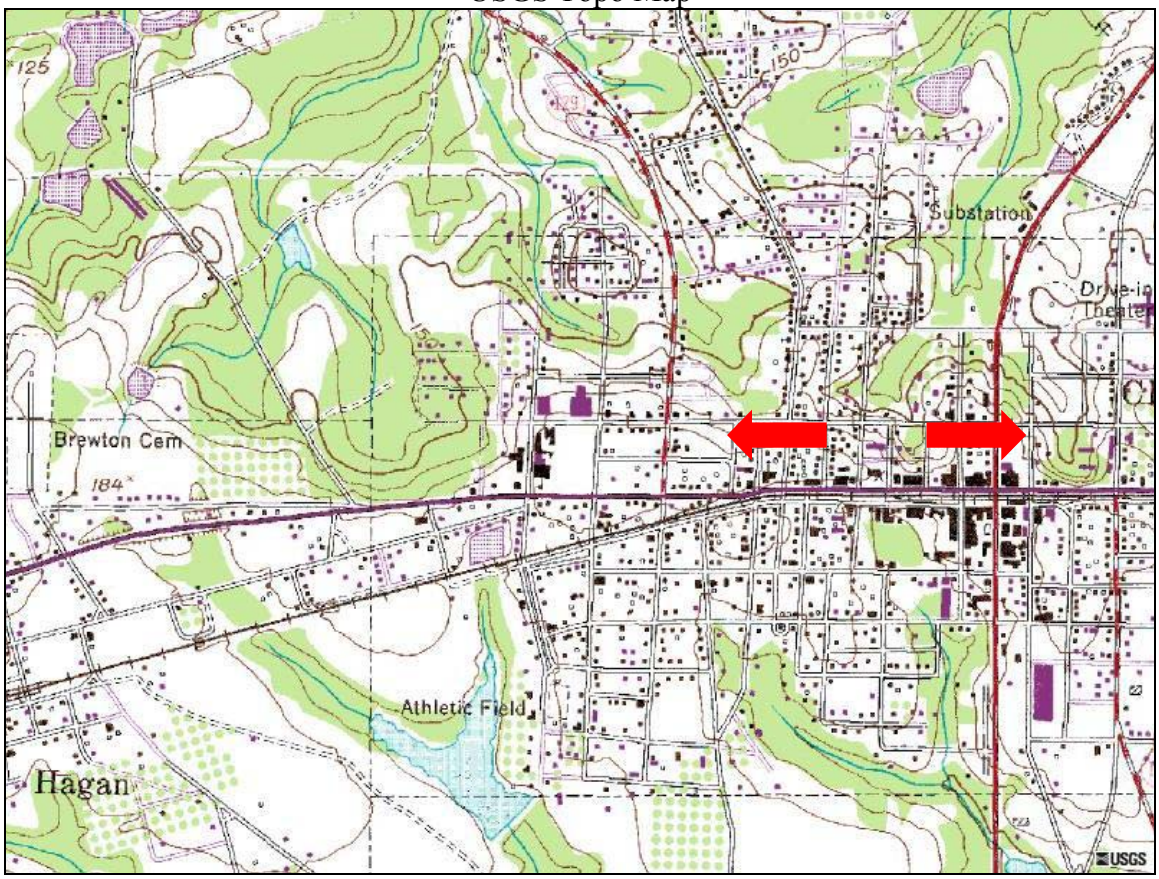
Physical Features of Site & Adjacent Parcels

The following is a discussion of the physical features of the site and surrounding area.

Topography

According to July 1, 1976 USGS topographic map of the site and surrounding area, the site has moderate topography, drains generally from west to east, and is generally below grade with respect to Ralph Street. The USGS map showing the topography of the subject property and surrounding area follows:

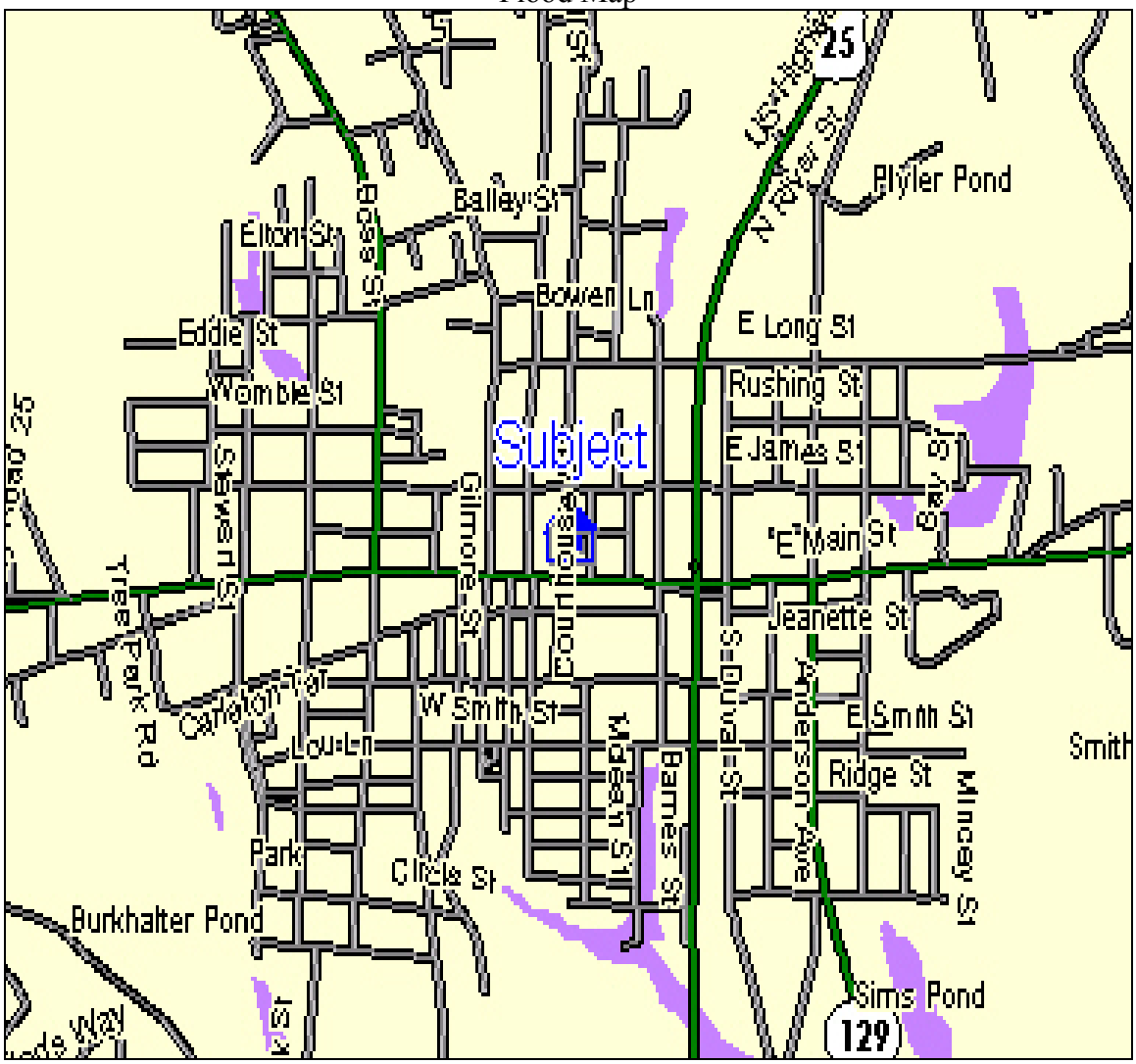
USGS Topo Map



Flood Plain

According to FEMA Map Panel 130210-0001B dated August 19, 1986, the site is located outside of the 100-year flood plain. A copy of the map showing the location of the subject property relative to nearby areas prone to flooding (identified in purple) follows:

Flood Map

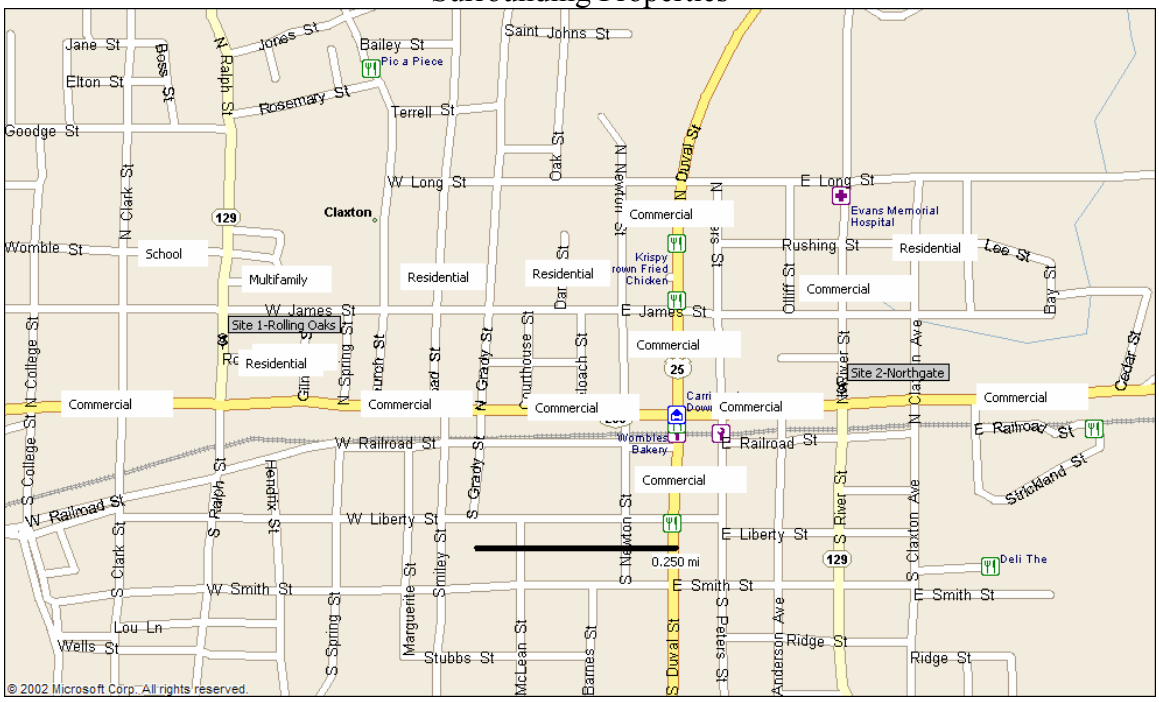


A Transamerica Flood Insurance certificate is found in the appendix of this report.

Surrounding Development

The site is surrounded by residential and commercial properties as shown below:

Surrounding Properties



Neighborhood Life Cycle

Neighborhoods are sometimes thought to evolve through four distinct stages:

- Growth – A period during which the area gains public favor and acceptance.
- Stability – A period of equilibrium without marked gains or loses.
- Decline – A period of diminishing demand.
- Revitalization – A period of renewal, redevelopment, modernization, and increasing demand.

Based on our evaluation of the neighborhood (defined as zip code 30417), the area appears to be in the stability stage of its life cycle. Very little development has been taking place in the area, suggesting that supply and demand are in balance. Properties near the subject appear to be approximately 40 years old and in good condition. Further details on the neighborhood are found in the appendix of this report.

Aerial Photo

A February 1, 1993 aerial photo showing the location of the subject property relative to the surrounding properties follows:

Aerial Photo

Site Photos

Photos of the subject property are found in the following pages:

Subject Property

Subject Property

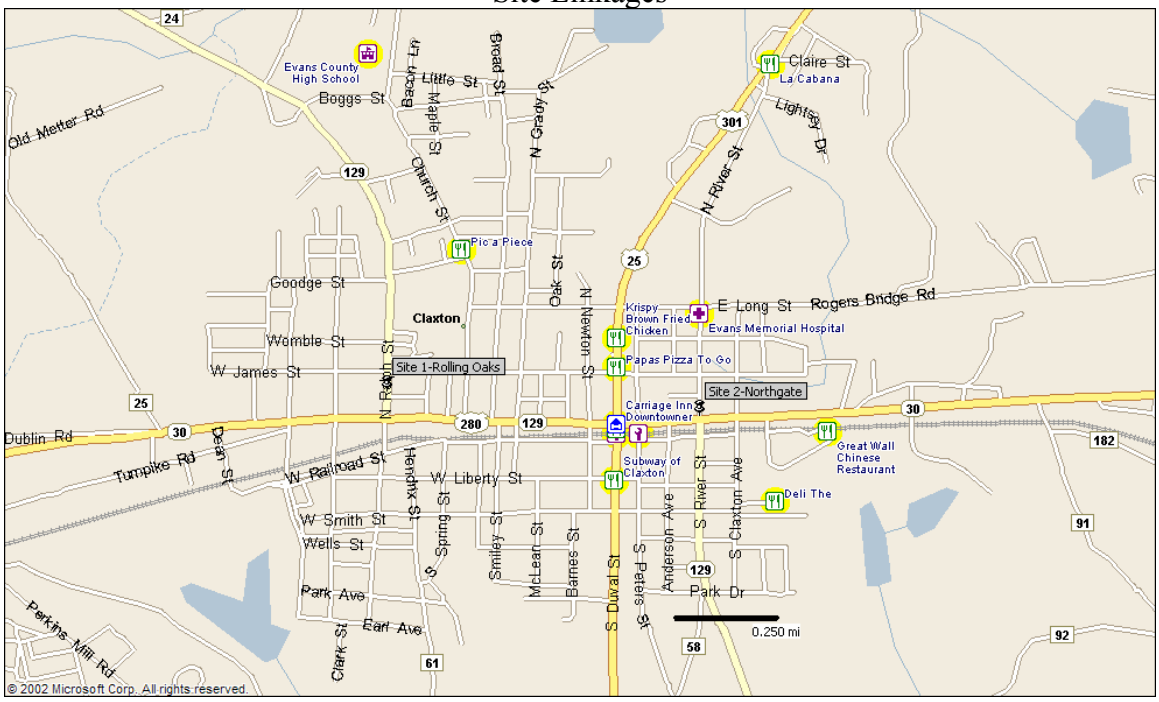
Looking North on Ralph (Site to Right)

Looking South on Ralph (Site to Left)

Proximity to Area Amenities

A map showing the location of the subject property relative to shopping, schools, hospitals and other services follows:

Site Linkages



The following table gives another look at the site's location relative to shopping, schools, hospitals and other services:

Site Linkages

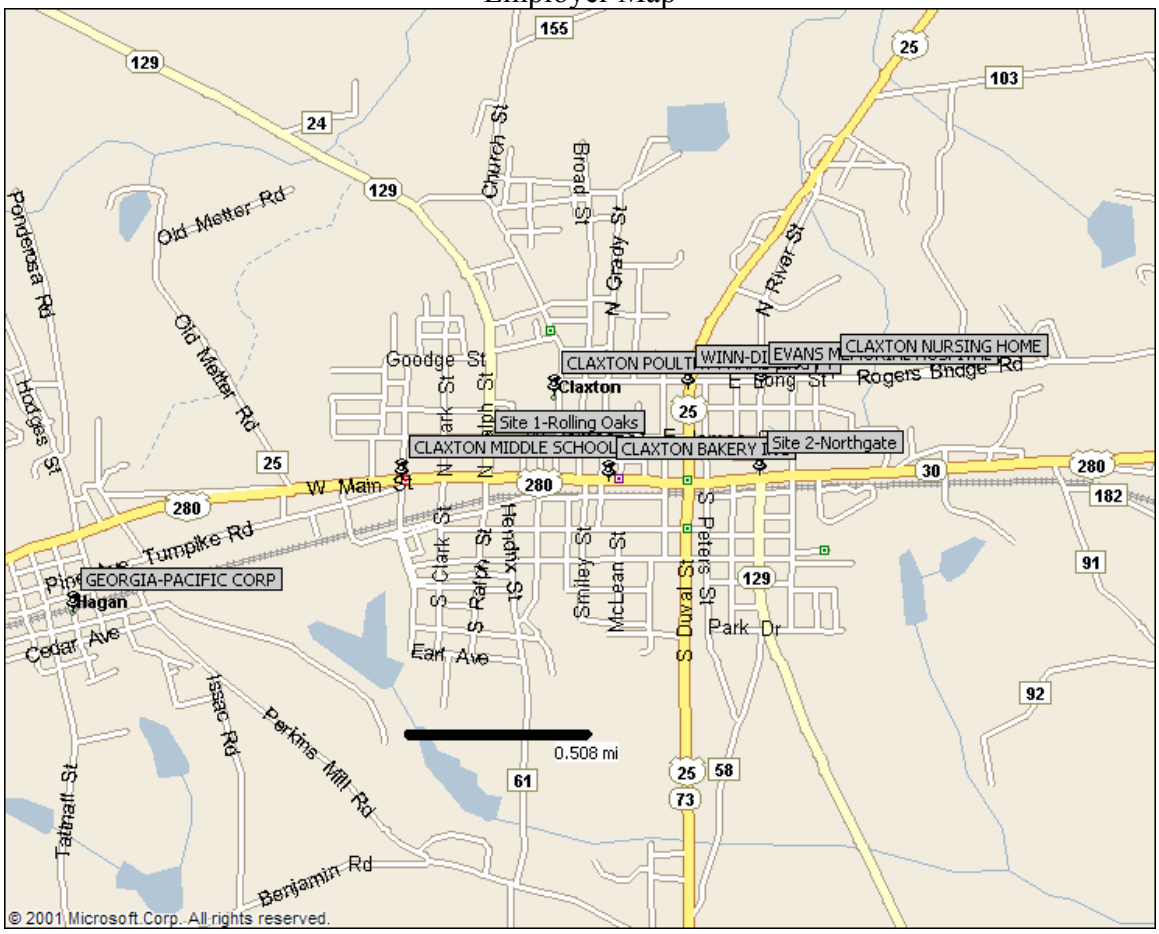
Business	Address	City	State	Type	Miles
Claxton Bank	121 W Main St	Claxton	GA	Bank	0.3
Calvary Baptist	612 W Main St	Claxton	GA	Church	0.1
Dollar General	114 N Duval St	Claxton	GA	Department Store	0.5
County of Evans	613 W Main St	Claxton	GA	Government	0.1
Winn-Dixie	401 Duval	Claxton	GA	Grocer	0.5
Evans County Library	701 W Main St	Claxton	GA	Library	0.2
Evans Memorial Hospital	200 N River St	Claxton	GA	Medical Center	0.3
Rite Aid	2 W Main St	Claxton	GA	Pharmacy	0.5
County of Evans	613 W Main St	Claxton	GA	Police Station	0.1
Lucky Chick	608 W Main St	Claxton	GA	Restaurant	0.1
Evans County Pre K	613 W Main St	Claxton	GA	School-Preschool	0.3
Claxton Elementary	6463 Hwy 301 S	Claxton	GA	School-Elementary	0.5
Claxton Middle	4 N College St	Claxton	GA	School-Middle	0.3
Claxton High	102 N Clark St	Claxton	GA	School-High	0.3
Pembroke Senior Center	24 Bacon St	Pembroke	GA	Senior Center	16.8

Source: InfoUSA

Proximity to Employment

The following map shows the proximity of the subject property to the top civilian employers in the area:

Employer Map



Planned Road & Infrastructure Improvements

There are no known road or infrastructure improvements that are planned in the immediate vicinity of the subject property.

Accessibility

The subject property is located on the east side of Ralph Street, approximately 1 block north of the intersection of Ralph Street and US 280 on the west side of Claxton, Evans County, Georgia. Ralph Street is a north-south collector road with limited traffic flow. US 280 is a major east-west thoroughfare through Claxton providing access to Savannah (30 miles east and Reidsville (15 miles west). In our opinion, therefore, the site offers good access to local services and employment.

Visibility
The subject property is located on the east side of Ralph Street, approximately 1 block north of the intersection of Ralph Street and US 280 on the west side of Claxton, Evans County, Georgia. Ralph Street is a north-south collector road with limited traffic flow. US 280 is a major east-west thoroughfare through Claxton providing access to Savannah (30 miles east and Reidsville (15 miles west). In our opinion, therefore, exposure is good by virtue of the site's location relative to existing traffic patters.

Crime
Claritas maintains crime rate data by zip code for various cities across the United States. According to the Claritas database, the Violent Crime Risk Index for the subject property's area is 1. This is compared with the US Average Violent Crime Risk Index of 3. In our opinion, the subject property is located in an area with below-average crime risk; this could have an impact on the marketability of the proposed development.

Detailed neighborhood data is located in the Appendix for the reader's reference.

Schools
Claritas maintains information on public schools by zip code for various cities across the United States. According to the Claritas database, the School Achievement Index for the subject property's area is 1.700. This is compared with the US Average School Achievement Index of 5.20. In our opinion, the subject property is located in an area with below-average schools; this could have an impact on the marketability of the proposed development.

Detailed school data is located in the Appendix for the reader's reference.

Environmental
We did not observe any recognized environmental conditions when we visited the subject property. We do recommend, however, that a phase I site assessment be ordered and evaluated prior to funding this transaction.

Detailed environmental data is located in the Appendix for the reader's reference.

Overall Site Evaluation

The following table gives a summary of our overall site evaluation:

Overall Site Evaluation

Characteristic	Rating (1=Low - 5=High)	Notes
Regional Setting	3	Evans County is Good
Site Location	4	Very Good Location
Physical Characteristics	3	No Adverse Conditions Observed
Surrounding Development	3	Residential/Commercial/Vacant Land
Accessibility	3	Major Road
Visibility	3	Good Visibility
Crime (Local/National Index)	5	Violent Crime Index: 1.0/3.0
Schools (Local/National Index)	1	School Achievement Index: 1.7/5.2
Proximity to Employment	3	Various within 10 Miles
Proximity to Services - Retail	4	Various within 2 Miles
Proximity to Services - Entertainment	3	Various within 10 Miles
Proximity to Services - Medical	4	Various within 2 Miles
Proximity to Services - Public	4	Various within 2 Miles
Overall Site Evaluation	3.3	Very Good Location

Source: Allen & Associates

Overall, the site is considered to be very good. While the site is located well with respect to retail, medical and public services, we are concerned about its location relative to schools. Neighboring properties appear to be in good condition, and the area appears to be in the stability stage of its life cycle.

MARKET AREA

Overview

Market Areas are influenced by a variety of interrelated factors. These factors include site location, economic, and demographic characteristics (tenure, income, rent levels, etc.), local transportation patterns, physical boundaries (rivers, streams, topography, etc.), census geographies, and the location of comparable and/or potentially competing communities.

In areas where the county seat is the largest city, centrally located, and draws from the entire county, the county may be the market area. In the case where there are potentially competing communities in one county, the market area may be part of the county. In fact, the market area could include portions of adjacent counties. In this case, a combination of county subdivisions may be used to define the market area. In urban or suburban areas, the market area will be adjacent to the site extending to all locations of similar character with residents or potential residents likely to be interested in the project. In this case, county subdivisions, townships, or a combination of census tracts may be used to define the market area.

The Market Area includes the Primary and Secondary Areas defined below.

Primary Market Area

Based on our evaluation of the local market, we define the Primary Market Area for the subject property as parts of Evans County as illustrated in the map on the following page. The Primary Market Area includes the following 2000 Census Tracts:

Evans County: 9701.00, 9702.00, and 9703.00.

The site is located in Evans County Census Tracts 9702.00 and 9703.00.

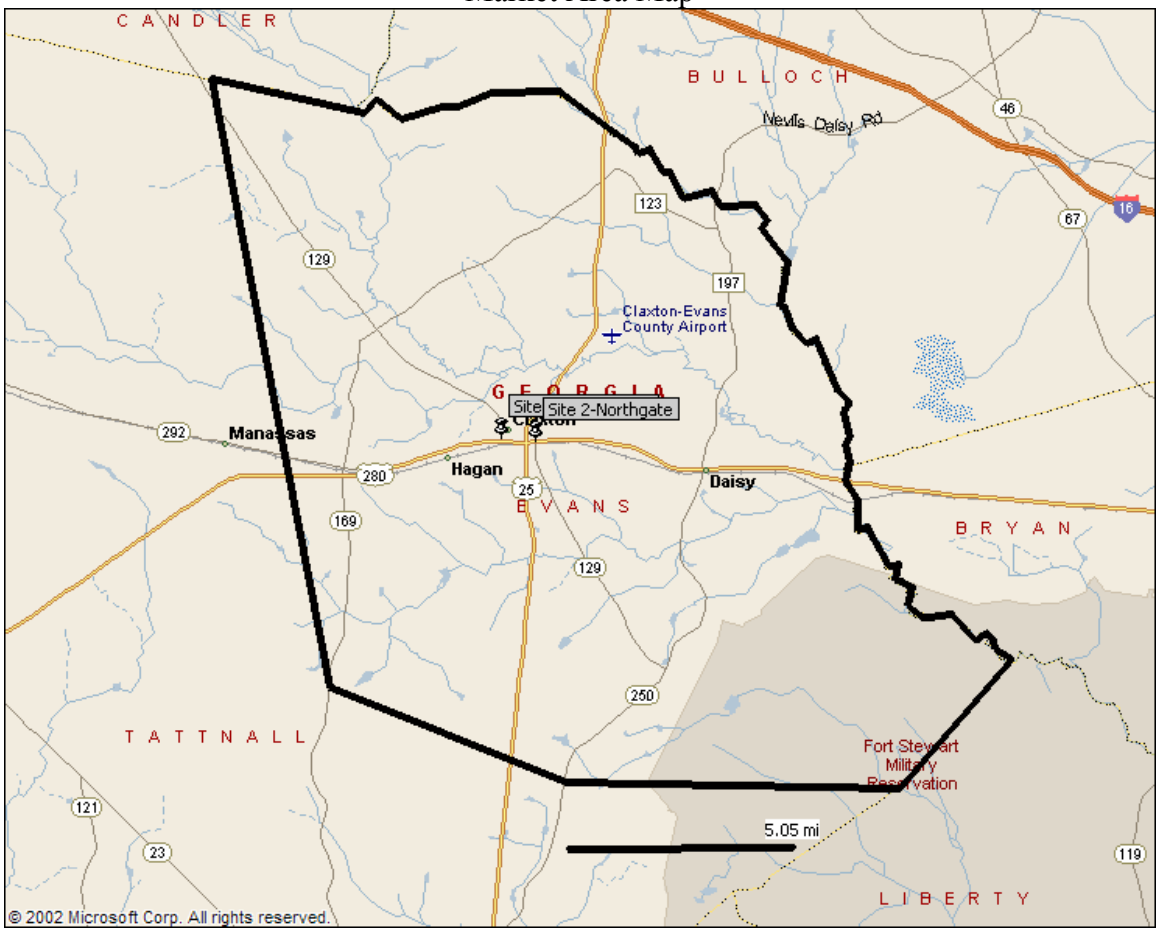
Secondary Market Area

We estimate that as much as 20 percent of multifamily demand comes from areas outside of the market area defined above. However, for purposes of this analysis, we will assume that no demand will come from areas outside the Primary Market Area.

Market Area Map

The market area for the subject property is illustrated in the following exhibit:

Market Area Map



REGIONAL ECONOMY

Overview

In this section we conduct an analysis of the regional economy and its impact on multifamily supply and demand characteristics. For purposes of this analysis, we define the Region as Evans County, Georgia.

Our analysis begins with the development of an economic forecast for the region. This forecast, in turn, drives a population and household formation projection. The household formation projection, in turn, drives a rental housing demand forecast. We use the rental housing demand forecast, together with a rental housing supply projection, in a housing stock analysis to evaluate the multifamily supply/demand characteristics for the region. The housing stock analysis helps us to identify overbuilt/underbuilt conditions and to evaluate prospective rent increases for the region.

Our analysis, which begins with an economic overview, follows:

Employment, Establishment-Based

The following table gives establishment-based employment data for the region since 1990. The data set, which comes from Woods & Poole Economics, includes a forecast through 2005:

Employment, Establishment-Based

Year	Employment	Change	Rate
1990	4,474	172	3.9%
1991	4,646	172	3.7%
1992	4,819	172	3.6%
1993	4,991	172	3.5%
1994	5,164	172	3.3%
1995	5,336	94	1.8%
1996	5,430	415	7.6%
1997	5,845	-11	-0.2%
1998	5,834	-126	-2.2%
1999	5,708	443	7.8%
2000	6,151	136	2.2%
2001	6,287	121	1.9%
2002	6,408	112	1.7%
2003	6,520	107	1.6%
2004	6,627	102	1.5%
2005	6,729	99	1.5%

Source: Bureau of Labor Statistics, Woods & Poole Economics; Allen & Associates

Establishment-based employment for the region increased from 4,474 in 1990 to 6,408 in 2002. Employment is forecasted to increase 1.5-1.6 percent annually through 2005.

Employment, by Industry

The following table gives the current distribution and a forecast of establishment-based employment by industry for the region:

Employment, by Industry

Category	1990	2002	Historic Growth	Growth Projection	2003	Percent of Total
Farm Employment	330	286	-1.1%	-1.0%	283	4.3%
Agricultural	36	122	19.9%	0.8%	123	1.9%
Mining	0	0	0.0%	0.0%	0	0.0%
Construction	318	405	2.3%	2.2%	414	6.3%
Manufacturing	1,382	2,203	5.0%	1.8%	2,242	34.4%
Trans, Comm & Public Utilities	110	222	8.5%	1.8%	226	3.5%
Wholesale Trade	172	116	-2.7%	2.6%	119	1.8%
Retail Trade	683	904	2.7%	3.3%	934	14.3%
Finance, Insurance & Real Estate	149	205	3.1%	1.5%	208	3.2%
Services	620	1,124	6.8%	0.8%	1,133	17.4%
Federal Civilian Government	44	67	4.4%	0.0%	67	1.0%
Federal Military Government	39	35	-0.9%	0.0%	35	0.5%
State and Local Government	591	719	1.8%	2.4%	736	11.3%
Total	4,474	6,408	3.6%	1.7%	6,520	100.0%

Source: Woods & Poole Economics

Earnings, by Industry

The following table gives the current distribution of per-capita earnings by industry for the region:

Earnings, by Industry

Category	Earnings
Farm Employment	$29,166
Agricultural	$7,854
Mining	$0
Construction	$24,609
Manufacturing	$19,939
Transportation, Communication & Public Utilities	$29,336
Wholesale Trade	$22,084
Retail Trade	$13,847
Finance, Insurance & Real Estate	$17,111
Services	$15,817
Federal Civilian Government	$50,776
Federal Military Government	$13,371
State and Local Government	$25,303

Source: Woods & Poole Economics

Major Employers

The following table gives a snapshot of the top civilian employers (with 50+ employees according to Reference USA) in the region:

Major Employers

Company Name	Employees	Industry	Industry Outlook
CLAXTON BAKERY INC	100-249	BAKED GOODS-MFG	FLAT
CLAXTON COLD STORAGE INC	50-99	WAREHOUSING	FLAT
CLAXTON ELEMENTARY SCHOOL	100-249	SCHOOLS-ELEMENTARY	FLAT
CLAXTON FRUIT CAKE	100-249	MAIL ORDER FULFILLMENT SVC	FLAT
CLAXTON MIDDLE SCHOOL	50-99	SCHOOLS-MIDDLE	FLAT
CLAXTON NURSING HOME	50-99	NURSING HOME	GROWTH
CLAXTON POULTRY FARMS	1000	POULTRY PROCESSING	FLAT
EVANS COUNTY RECREATION DEPT	50-99	COUNTY GOVERNMENT	FLAT
EVANS MEMORIAL HOSPITAL	100-249	HOSPITALS-GENERAL	GROWTH
GEORGIA-PACIFIC CORP	100-249	SAWMILLS	FLAT
NE SMITH CHEVROLET-OLDSMOBILE	50-99	AUTOMOBILE-DEALERS	FLAT
NEWMARK INTERNATIONAL INC	50-99	CONCRETE PRODUCTS	FLAT
SOUTH ATLANTIC GALVANIZING	50-99	GALVANIZING-MFGS	FLAT
SOUTHEAST DETENTION OFC	50-99	STATE GOVERNMENT	FLAT
WINN-DIXIE	50-99	GROCERS-RETAIL	FLAT
WOMEN'S PROBATION DETENTION	50-99	COUNTY GOVERNMENT	FLAT

Source: ReferenceUSA

We researched the industry outlook for the top employers and anticipate stable employment for the next couple of years. The industry outlook for Claxton Nursing Home and Evans County Memorial Hospital Candler Hospital is positive. The industry outlook for the remaining employers is for flat growth.

Employment, Population-Based

The following table gives population-based employment data for region since 1995. Historic data comes from the Bureau of Labor Statistics.

Employment, Population-Based

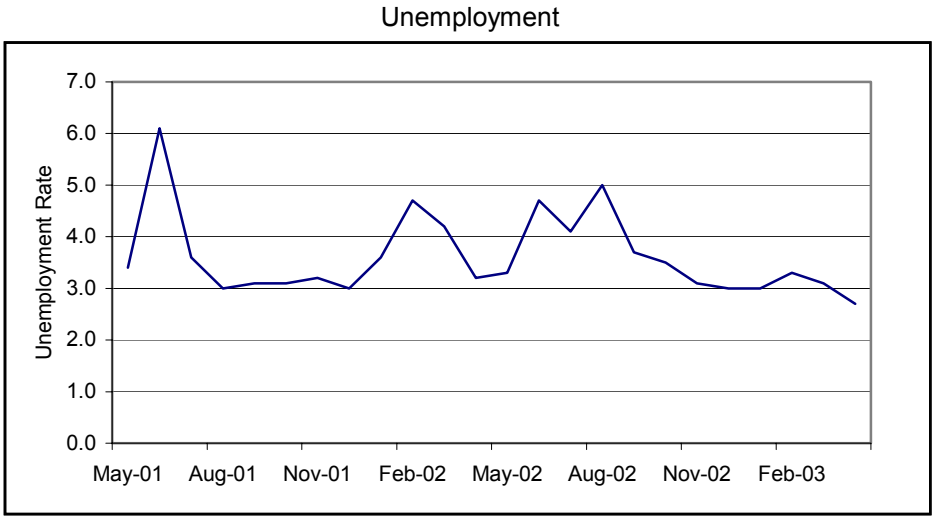
Year	Labor Force	Employment	Unemployment	Rate
1990	3,887	3,724	163	4.2%
1991	3,912	3,732	180	4.6%
1992	3,999	3,703	296	7.4%
1993	4,342	3,947	395	9.1%
1994	4,449	4,044	405	9.1%
1995	4,390	4,140	250	5.7%
1996	4,552	4,329	223	4.9%
1997	5,035	4,839	196	3.9%
1998	4,960	4,762	198	4.0%
1999	4,783	4,596	187	3.9%
2000	5,368	5,126	242	4.5%
2001	5,291	5,106	185	3.5%
2002	5,238	5,039	199	3.8%

Source: Bureau of Labor Statistics

Population-based employment for the region increased from 3,724 in 1990 to 5,039 in 2002. The unemployment rate stood at 3.8 percent in 2002.

Unemployment

The following exhibit illustrates the pattern of unemployment for the region over the past 24 months.



Source: Bureau of Labor Statistics

The unemployment rate for the region has fluctuated between 3.0 percent and 6.0 percent over the past 24 months. The unemployment rate currently stands at 2.8 percent..

Population

The following table gives population data for the region since 1990. The data set, which comes from Woods & Poole Economics and Claritas, includes a forecast through 2005:

Population

Year	Population	Change	Rate
1990	8,724	177	2.0%
1991	8,901	177	2.0%
1992	9,078	177	2.0%
1993	9,255	177	1.9%
1994	9,432	177	1.9%
1995	9,610	177	1.8%
1996	9,787	177	1.8%
1997	9,964	177	1.8%
1998	10,141	177	1.7%
1999	10,318	177	1.7%
2000	10,495	192	1.8%
2001	10,687	192	1.8%
2002	10,878	184	1.7%
2003	11,062	184	1.7%
2004	11,245	184	1.6%
2005	11,429	184	1.6%

Source: Woods & Poole Economics, Claritas; Allen & Associates

Population for the region increased from 8,724 in 1990 to 10,878 in 2002. Population is forecasted to increase 1.6-1.7 percent annually through 2005.

Households

The following table gives household data for the region since 1990. The data set, which comes from Woods & Poole Economics and Claritas, includes a forecast through 2005:

Households

Year	Households	Change	Rate
1990	3,144	63	2.0%
1991	3,207	63	2.0%
1992	3,271	63	1.9%
1993	3,334	63	1.9%
1994	3,398	63	1.9%
1995	3,461	63	1.8%
1996	3,524	63	1.8%
1997	3,588	63	1.8%
1998	3,651	63	1.7%
1999	3,715	63	1.7%
2000	3,778	78	2.1%
2001	3,856	78	2.0%
2002	3,933	75	1.9%
2003	4,008	75	1.9%
2004	4,083	75	1.8%
2005	4,157	75	1.8%

Source: Woods & Poole Economics, Claritas; Allen & Associates

The number of households for the region increased from 3,144 in 1990 to 3,933 in 2002. The number of households is forecasted to increase 1.8-1.9 percent annually through 2005.

Tenure

The following table gives the 1990 and 2000 distribution of occupied housing units by tenure for the region. This data comes from the US Census Bureau:

Tenure

Households	1990	Percent	2000	Percent
Renter	1,018	32.4%	1,078	28.5%
Owner	2,126	67.6%	2,700	71.5%
Total	3,144	100.0%	3,778	100.0%

Source: U.S. Census Bureau

Our analysis suggests current rental tenure of 28.5 percent for the region.

Housing Units, by Units in Structure

The following table gives the 1990 and 2000 distribution of housing units by unit type for the region. This data comes from the US Census Bureau:

Housing Units

Unit Type	1990	Percent	2000	Percent
1, detached	2,236	63.7%	2,288	52.2%
1, attached	47	1.3%	39	0.9%
2	163	4.6%	130	3.0%
3 or 4	43	1.2%	86	2.0%
5 to 9	94	2.7%	103	2.4%
10 to 19	8	0.2%	13	0.3%
20 to 49	0	0.0%	18	0.4%
50 or more	0	0.0%	3	0.1%
Mobile home or trailer	880	25.1%	1,671	38.1%
Other	41	1.2%	30	0.7%
Total	3,512	100.0%	4,381	100.0%

Source: U.S. Census Bureau

Residential Permits

The following table gives residential permit data for the region since 1990. Historic data comes from the US Census Bureau. Forecasts through 2005 were based on an analysis of historic permitting activity.

Residential Permits

Year	SF Homes	Multifamily	Total	SF Homes	Multifamily	Total
1990	4	24	28	14.3%	85.7%	100.0%
1991	3	0	3	100.0%	0.0%	100.0%
1992	1	4	5	20.0%	80.0%	100.0%
1993	3	0	3	100.0%	0.0%	100.0%
1994	11	2	13	84.6%	15.4%	100.0%
1995	8	0	8	100.0%	0.0%	100.0%
1996	8	4	12	66.7%	33.3%	100.0%
1997	9	2	11	81.8%	18.2%	100.0%
1998	6	5	10	56.6%	43.4%	100.0%
1999	8	5	12	62.9%	37.1%	100.0%
2000	8	5	12	62.5%	37.5%	100.0%
2001	7	5	12	60.9%	39.1%	100.0%
2002	7	5	12	62.1%	37.9%	100.0%
2003	7	5	12	61.1%	38.9%	100.0%
2004	7	5	12	61.1%	38.9%	100.0%
2005	7	5	12	61.1%	38.9%	100.0%

Source: U.S. Census Bureau; Allen & Associates

An average of 5 multifamily permits per year is anticipated for the region. This amounts to approximately 38.9 percent of all permits for the region.

Relationship Between Completions & Permits

The following table gives the historic relationship between net completions and permits for the region since 1990. Historic data comes from the US Census Bureau.

Relationship Between Completions & Permits

	SF Homes	Multifamily	Mfd Homes
2000 Housing Stock	2,327	353	1,701
1990 Housing Stock	2,283	308	921
Net Completions, 1990-2000	44	45	780
Residential Permits, 1990-2000	61	45	NA
Factor	0.727	1.000	NA

Source: US Census Bureau; Allen & Associates

The analysis tells us that between 1990 and 2000, 0.727 single-family units were completed on a net basis for each single-family unit permitted. Further, 1.000 net multifamily units were completed for each multifamily unit permitted. Finally, the analysis tells us that 780 net manufactured housing units were completed over the time period. These factors are used in the next section to estimate net completions by unit type for the region.

Completions, by Unit Type

The following table gives net completions for the region since 1990. Historic data was computed using the factors derived above and historic permitting activity. Forecasts through 2005 used the residential permit forecast and net completion factors derived above.

Net Completions, by Unit Type

Year	SF Homes	Multifamily	Mfd Homes	Total	SF Homes	Multifamily	Mfd Homes	Total
1990	3	24	52	78	3.7%	30.6%	65.7%	100.0%
1991	2	0	39	41	5.3%	0.0%	94.7%	100.0%
1992	1	4	13	18	4.1%	22.7%	73.2%	100.0%
1993	2	0	39	41	5.3%	0.0%	94.7%	100.0%
1994	8	2	142	152	5.3%	1.3%	93.4%	100.0%
1995	6	0	103	109	5.3%	0.0%	94.7%	100.0%
1996	6	4	103	113	5.2%	3.5%	91.3%	100.0%
1997	7	2	116	125	5.3%	1.6%	93.1%	100.0%
1998	4	5	76	85	5.1%	5.3%	89.6%	100.0%
1999	6	5	98	108	5.1%	4.2%	90.7%	100.0%
2000	5	5	97	107	5.1%	4.2%	90.7%	100.0%
2001	5	5	90	100	5.1%	4.5%	90.4%	100.0%
2002	5	5	95	105	5.1%	4.3%	90.6%	100.0%
2003	5	5	91	101	5.1%	4.5%	90.4%	100.0%
2004	5	5	91	101	5.1%	4.5%	90.4%	100.0%
2005	5	5	91	101	5.1%	4.5%	90.4%	100.0%

Source: U.S. Census Bureau; Allen & Associates

The historic manufactured housing completion estimate assumed that manufactured housing units over the 1990-2000 period were completed in proportion to historic single-family completions. Further, the manufactured housing forecast assumed that average historic activity would continue through 2005.

An average of 5 net multifamily completions per year are anticipated for the region.

Relationship Between Completions & Tenure

The following table gives the historic relationship between net completions and tenure for the region since 1990. Historic data comes from the US Census Bureau.

Relationship Between Completions & Tenure

	Renter	Owner	Total
2000 Housing Stock	1,233	3,148	4,381
1990 Housing Stock	1,106	2,406	3,512
Net Completions, 1990-2000	127	742	869
Net Completions, 1990-2000, Total	869	869	869
Factor	0.146	0.854	1.000

Source: US Census Bureau; Allen & Associates

The analysis tells us the relationship between renter, owner and total net completions between 1990 and 2000. The relationship between these factors is used in the next section to estimate net completions by tenure for the region.

Completions, by Tenure

The following table gives net completions by tenure for the region since 1990. Historic data was computed using the factors derived above and historic net completions. Forecasts through 2005 used the net completions forecast and the factors derived above.

Net Completions, by Tenure

Year	Renter	Owner	Total	Renter	Owner	Total
1990	11	67	78	14.6%	85.4%	100.0%
1991	6	35	41	14.6%	85.4%	100.0%
1992	3	15	18	14.6%	85.4%	100.0%
1993	6	35	41	14.6%	85.4%	100.0%
1994	22	130	152	14.6%	85.4%	100.0%
1995	16	93	109	14.6%	85.4%	100.0%
1996	17	96	113	14.6%	85.4%	100.0%
1997	18	106	125	14.6%	85.4%	100.0%
1998	12	72	85	14.6%	85.4%	100.0%
1999	16	93	108	14.6%	85.4%	100.0%
2000	16	91	107	14.6%	85.4%	100.0%
2001	15	85	100	14.6%	85.4%	100.0%
2002	15	90	105	14.6%	85.4%	100.0%
2003	15	86	101	14.6%	85.4%	100.0%
2004	15	86	101	14.6%	85.4%	100.0%
2005	15	86	101	14.6%	85.4%	100.0%

Source: U.S. Census Bureau; Allen & Associates

An average of 15 net renter completions per year are anticipated for the region.

Housing Stock Analysis

In this section we utilize the household, tenure, housing stock, permitting and net completions data from the previous sections to forecast renter occupancies and changes in renter occupancies for the region through 2005. The analysis, which is found below, gives us an indication of the health of the regional rental housing market:

Housing Stock Analysis

Households						
	2000	2001	2002	2003	2004	2005
Households	3,778	3,856	3,933	4,008	4,083	4,157
Change	78	78	75	75	75	75
Growth Rate	2.1%	2.0%	1.9%	1.9%	1.8%	1.8%
Housing Units, Total						
	2000	2001	2002	2003	2004	2005
Units, Single Family	2,327	2,332	2,338	2,343	2,348	2,353
Permits	8	7	7	7	7	7
Net Completions	5	5	5	5	5	5
Units, Multifamily	353	358	362	367	371	376
Permits	5	5	5	5	5	5
Net Completions	5	5	5	5	5	5
Units, Mfd Homes	1,701	1,798	1,888	1,983	2,074	2,165
Net Completions	97	90	95	91	91	91
Units, Total	4,381	4,488	4,587	4,692	4,793	4,894
Net Completions	107	100	105	101	101	101
Units, Total, Occupied	3,778	3,856	3,933	4,008	4,083	4,157
Net Absorption	78	78	75	75	75	75
Units, Total, Vacant	603	632	654	685	711	737
Vacancy Rate	13.8%	14.1%	14.3%	14.6%	14.8%	15.1%
Change	0.3%	0.2%	0.3%	0.2%	0.2%	0.2%
Housing Units, Renter						
	2000	2001	2002	2003	2004	2005
Units, Renter	1,233	1,249	1,263	1,279	1,293	1,308
Net Completions	16	15	15	15	15	15
Units, Renter, Occupied	1,078	1,100	1,122	1,144	1,165	1,186
Net Absorption	22	22	21	21	21	21
Units, Renter, Vacant	155	148	141	135	128	122
Tenure, Renter	28.5%	28.5%	28.5%	28.5%	28.5%	28.5%
Change	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Units, Renter, 10% Vacancy	1,198	1,222	1,247	1,271	1,294	1,318
(Oversupply)/Undersupply	-35	-26	-16	-8	1	10

Source: Woods & Poole Economics, U.S. Census Bureau, Claritas; Allen & Associates

Our analysis suggests that 135 rental units are currently vacant. Assuming 10 percent frictional vacancy, our analysis shows a current oversupply of 8 units. Given the fact that absorption is outpacing completions, we anticipate that the oversupply will shrink over the next 2-3 years.

Please note: The rental vacancy figure shown above includes single-family, manufactured housing and multifamily rentals. Multifamily rentals include smaller properties (2-4 unit properties) as well as larger properties (50+ unit properties). We anticipate the subject property to compete primarily with 20+ unit properties. Detailed information regarding the occupancy status of the 20+ unit market segment is available in the Supply Analysis section of this report.

Rent Growth

In this section we develop a composite rent increase projection for regional rental properties using projected consumer price index changes, overall occupancy levels, projected changes in overall occupancies, projected per capita income growth, and historic rent growth.

Our analysis begins with a projection of consumer price index changes:

Projected Consumer Price Index Growth

The following table shows consumer price index data since 1990 and a forecast through 2005:

Consumer Price Index

Year	Consumer Price Index	Annual Change	5-Year Average
1990	130.7	5.4%	
1991	136.2	4.2%	
1992	140.3	3.0%	
1993	144.5	3.0%	
1994	148.2	2.6%	3.6%
1995	152.4	2.8%	3.1%
1996	156.9	3.0%	2.9%
1997	160.5	2.3%	2.7%
1998	163.0	1.6%	2.4%
1999	166.6	2.2%	2.4%
2000	172.2	3.4%	2.5%
2001	177.1	2.8%	2.5%
2002	179.9	1.6%	2.3%
2003	184.2	2.4%	2.4%
2004	188.7	2.4%	2.4%
2005	193.2	2.4%	2.4%

Source: Bureau of Labor Statistics;
Allen & Associates

Our analysis, which utilizes data from the Bureau of Labor Statistics, suggests a 2.4 percent annual increase in the Consumer Price Index through 2005.

Relationship Between Occupancy Rates & Rent Increases

Areas characterized by high annual increases in occupancy rates normally exhibit high rent increase potential. Conversely, areas with low annual increases in occupancy rates normally exhibit low rent increase potential. The relationship between housing market equilibrium, changes in occupancy rates, and rent increase potential is illustrated below:

Rent Increase Analysis

Market Equilibrium	Occupancy Increase: Low	Occupancy Increase: High
Undersupply	Moderate Rent Increase	High Rent Increase
Oversupply	Low Rent Increase	Low Rent Increase

Source: Allen & Associates

Projected Per Capita Income Growth

The following table shows per capita income data since 1990 and a forecast through 2005:

Per Capita Income

Year	Per Capita Income	Annual Change	5-Year Average
1990	$13,462		
1991	$14,239	5.8%	
1992	$15,016	5.5%	
1993	$15,794	5.2%	
1994	$16,571	4.9%	5.3%
1995	$17,348	4.7%	5.2%
1996	$18,049	4.0%	4.9%
1997	$18,107	0.3%	3.8%
1998	$18,958	4.7%	3.7%
1999	$19,408	2.4%	3.2%
2000	$19,971	2.9%	2.9%
2001	$20,510	2.7%	2.6%
2002	$21,019	2.5%	3.0%
2003	$21,726	3.4%	2.8%
2004	$22,478	3.5%	3.0%
2005	$23,298	3.6%	3.1%

Source: Woods & Poole Economics

Our analysis, which utilizes data from Woods & Poole Economics, suggests a 3.4-3.6 percent annual increase in per capita income through 2005.

Projected Rent Increase

The following table uses overall market stability, projected consumer price index changes, projected per capita income growth, and historic rent growth to estimate annual rent growth for the next few years:

Rent Increase Projection

(Oversupply)/Undersupply	-8
Consumer Price Index Growth, Projected	2.4%
Per Capita Income Growth, Projected	3.1%
Rent Increase, Historic	3.3%
Rent Increase, Projected	2.4%

Source: Bureau of Labor Statistics, U.S. Census; Allen & Associates

Our analysis suggests 2.4 percent rent growth for the region versus 2.4 percent inflation, 3.1 percent income growth, and 3.3 percent historic rent growth.

Conclusions

In our opinion, the local economy is fairly strong, exhibiting modest job growth (1.6%) and low unemployment (2.8%). The resulting growth has fueled multifamily demand, which is anticipated to outpace new supply, resulting in upward pressure on rents and occupancies. This trend is anticipated to continue for the foreseeable future resulting in modest anticipated annual rent increase potential (2.4%).

The following discussion summarizes our findings:

Employment, Establishment-Based

Establishment-based employment for the region increased from 4,474 in 1990 to 6,408 in 2002. Employment is forecasted to increase 1.5-1.6 percent annually through 2005.

Unemployment

The unemployment rate for the region has fluctuated between 3.0 percent and 6.0 percent over the past 24 months. The unemployment rate currently stands at 2.8 percent.

Population

Population for the region increased from 8,724 in 1990 to 10,878 in 2002. Population is forecasted to increase 1.6-1.7 percent annually through 2005.

Households

The number of households for the region increased from 3,144 in 1990 to 3,933 in 2002. The number of households is forecasted to increase 1.8-1.9 percent annually through 2005.

Tenure

Our analysis suggests current rental tenure of 28.5 percent for the region.

Residential Permits

An average of 5 multifamily permits per year is anticipated for the region. This amounts to approximately 38.9 percent of all permits for the region.

Housing Stock Analysis

Our analysis suggests that 135 rental units are currently vacant. Assuming 10 percent frictional vacancy, our analysis shows a current oversupply of 8 units. Given the fact that absorption is outpacing completions, we anticipate that the oversupply will shrink over the next 2-3 years.

Rent Growth

Our analysis suggests 2.4 percent rent growth for the region versus 2.4 percent inflation, 3.1 percent income growth, and 3.3 percent historic rent growth.

MARKET AREA DEMOGRAPHICS

Population

The following table gives population data for the Market Area:

Population

Year	Population	Change	Percent
2000	10,495		
2001	10,687	192	1.8%
2002	10,878	192	1.8%
2003	11,062	184	1.7%
2004	11,245	184	1.7%
2005	11,429	184	1.6%
2006	11,612	184	1.6%
2007	11,796	184	1.6%

Source: U.S. Census Bureau, Claritas;
Allen & Associates

Population, by Age

Population characteristics by age for the Market Area are set forth in the following table:

Population, by Age

Under 18	27.5%
18 - 24	10.2%
25 - 29	6.9%
30 - 34	6.9%
35 - 39	7.8%
40 - 44	7.5%
45 - 49	6.7%
50 - 54	5.5%
55 - 59	4.5%
60 - 64	4.0%
65 - 69	3.4%
70 - 74	3.2%
75 and over	6.0%

Source: U.S. Census Bureau

Population, by Sex

Population characteristics by sex for the Market Area are set forth in the following table:

Population, by Sex

Male	48.6%
Female	51.4%

Source: U.S. Census Bureau

Population, by Race

Population characteristics by race for the Market Area are set forth in the following table:

Population, by Race

White alone	61.7%
Black or African American alone	33.0%
American Indian and Alaska Native alone	0.2%
Asian alone	0.3%
Native Hawaiian and Other Pacific Islander alone	0.0%
Some other race alone	4.2%
Population of two or more races	0.6%

Source: U.S. Census Bureau

Households

The following table gives household data for the Market Area:

Households

Year	Population	Group Qtrs	Households	Pop/HH
2000	10,495	584	3,778	2.62
2001	10,687	584	3,856	2.62
2002	10,878	584	3,933	2.62
2003	11,062	584	4,008	2.61
2004	11,245	584	4,083	2.61
2005	11,429	584	4,157	2.61
2006	11,612	584	4,232	2.61
2007	11,796	584	4,307	2.60

Source: U.S. Census Bureau, Claritas;
Allen & Associates

Households, by Tenure, by Age

The following table shows the number of households by tenure and by age for the Market Area:

Households, by Tenure, by Age

Range	Owner	Renter	Total
15 to 24 years	37.0%	63.0%	100.0%
25 to 34 years	57.5%	42.5%	100.0%
35 to 44 years	67.3%	32.7%	100.0%
45 to 54 years	77.3%	22.7%	100.0%
55 to 64 years	79.7%	20.3%	100.0%
65 to 74 years	83.1%	16.9%	100.0%
75 to 84 years	86.2%	13.8%	100.0%
85 years and over	81.6%	18.4%	100.0%

Source: U.S. Census Bureau

Households, by Tenure

Projections of the number and proportion of owner and renter households for the Market Area are set forth in the table below:

Households, by Tenure

Year	Households	Owner	Renter	Owner	Renter
2000	3,778	2,700	1,078	71.5%	28.5%
2001	3,856	2,755	1,100	71.5%	28.5%
2002	3,933	2,811	1,122	71.5%	28.5%
2003	4,008	2,864	1,144	71.5%	28.5%
2004	4,083	2,918	1,165	71.5%	28.5%
2005	4,157	2,971	1,186	71.5%	28.5%
2006	4,232	3,025	1,208	71.5%	28.5%
2007	4,307	3,078	1,229	71.5%	28.5%

Source: U.S. Census Bureau, Claritas; Allen & Associates

Households, by Size, by Tenure

The following table shows the number of households, by size, and by tenure for the Market Area:

Households, by Size, by Tenure

Size	Owner	Renter	Total
1 person	22.2%	31.9%	25.0%
2 person	33.5%	21.9%	30.2%
3 person	20.3%	17.5%	19.5%
4 person	14.6%	14.6%	14.6%
5 person	6.3%	8.8%	7.0%
6 person	1.9%	3.1%	2.2%
7+ person	1.3%	2.2%	1.6%

Source: U.S. Census Bureau

Demand Distribution

The 1999 American Housing Survey included an analysis of demand for 0-, 1-, 2-, 3-, and 4-bedroom multifamily units by household size. The AHS analysis was used in conjunction with the distribution of renter and owner households by size to generate the following demand distribution of renter and owner households by size for the Market Area:

Demand Distribution, All Households

Renter Household Demand Distribution, by Bedroom Type, by Household Size							
	1 person	2 person	3 person	4 person	5 person	6 person	7+ person
0 bedroom	5.3%	1.2%	0.4%	0.2%	0.3%	0.0%	0.0%
1 bedroom	55.0%	23.8%	11.1%	7.5%	5.4%	6.1%	3.2%
2 bedroom	31.4%	57.2%	53.5%	45.3%	34.6%	28.7%	19.2%
3 bedroom	7.4%	15.8%	30.8%	37.9%	44.4%	45.8%	37.2%
4 bedroom	0.9%	2.0%	4.2%	9.1%	15.3%	19.4%	40.4%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0 bedroom	1.7%	0.3%	0.1%	0.0%	0.0%	0.0%	0.0%
1 bedroom	17.6%	5.2%	1.9%	1.1%	0.5%	0.2%	0.1%
2 bedroom	10.0%	12.5%	9.4%	6.6%	3.0%	0.9%	0.4%
3 bedroom	2.4%	3.5%	5.4%	5.5%	3.9%	1.4%	0.8%
4 bedroom	0.3%	0.4%	0.7%	1.3%	1.3%	0.6%	0.9%
Total	31.9%	21.9%	17.5%	14.6%	8.8%	3.1%	2.2%

Owner Household Demand Distribution, by Bedroom Type, by Household Size							
	1 person	2 person	3 person	4 person	5 person	6 person	7+ person
0 bedroom	5.3%	1.2%	0.4%	0.2%	0.3%	0.0%	0.0%
1 bedroom	55.0%	23.8%	11.1%	7.5%	5.4%	6.1%	3.2%
2 bedroom	31.4%	57.2%	53.5%	45.3%	34.6%	28.7%	19.2%
3 bedroom	7.4%	15.8%	30.8%	37.9%	44.4%	45.8%	37.2%
4 bedroom	0.9%	2.0%	4.2%	9.1%	15.3%	19.4%	40.4%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0 bedroom	1.2%	0.4%	0.1%	0.0%	0.0%	0.0%	0.0%
1 bedroom	12.2%	8.0%	2.3%	1.1%	0.3%	0.1%	0.0%
2 bedroom	7.0%	19.2%	10.9%	6.6%	2.2%	0.6%	0.2%
3 bedroom	1.6%	5.3%	6.3%	5.5%	2.8%	0.9%	0.5%
4 bedroom	0.2%	0.7%	0.9%	1.3%	1.0%	0.4%	0.5%
Total	22.2%	33.5%	20.3%	14.6%	6.3%	1.9%	1.3%

Source: U.S. Census Bureau, 1999 American Housing Survey; Allen & Associates

Households, by Income, by Tenure, 1999

The following table shows the distribution of households, by 1999 income, by tenure for the Market Area:

Households, by Income, by Tenure

Range	Owner	Renter	Total
less than $10,000	16.0%	31.7%	20.5%
$10,000 to $19,999	12.6%	28.3%	17.1%
$20,000 to $34,999	20.1%	22.9%	20.9%
$35,000 to $49,999	18.3%	9.8%	15.9%
$50,000 to $74,999	21.9%	6.0%	17.3%
$75,000 to $99,999	5.9%	0.7%	4.4%
$100,000 or more	5.2%	0.6%	3.9%
Total	100.0%	100.0%	100.0%

Source: U.S. Census Bureau

Renter Households, by Percent of Income Spent on Housing, 1999

The distribution of 1999 household incomes for renter households by housing cost as a percentage of income for the Market Area is set forth in the following table:

Renter Households, by Income, by Percent of Income Spent on Housing

Income Range, 1999 $			Total	<20%	20-24%	25-29%	30-34%	35%+
less	than	$10,000	31.7%	1.1%	1.0%	2.1%	2.1%	25.5%
$10,000	to	$19,999	28.3%	5.9%	1.6%	6.1%	5.1%	9.7%
$20,000	to	$34,999	22.9%	12.7%	6.5%	2.3%	0.9%	0.5%
$35,000	to	$49,999	9.8%	9.2%	0.0%	0.6%	0.0%	0.0%
$50,000	to	$74,999	6.0%	6.0%	0.0%	0.0%	0.0%	0.0%
$75,000	to	$99,999	0.7%	0.7%	0.0%	0.0%	0.0%	0.0%
$100,000	or	more	0.6%	0.6%	0.0%	0.0%	0.0%	0.0%
Total			100.0%	36.1%	9.0%	11.0%	8.1%	35.8%

Source: U.S. Census Bureau

Owner Households, by Percent of Income Spent on Housing, 1999

The distribution of 1999 household incomes for owner households by housing cost as a percentage of income for the Market Area is set forth in the following table:

Owner Households, by Income, by Percent of Income Spent on Housing

Income Range, 1999 $			Total	<20%	20-24%	25-29%	30-34%	35%+
less	than	$10,000	16.0%	0.0%	1.6%	2.4%	1.0%	11.0%
$10,000	to	$19,999	12.6%	3.9%	2.3%	1.5%	1.0%	3.9%
$20,000	to	$34,999	20.1%	8.3%	3.9%	1.4%	1.7%	4.9%
$35,000	to	$49,999	18.3%	11.4%	4.3%	1.4%	1.0%	0.2%
$50,000	to	$74,999	21.9%	16.7%	2.9%	1.6%	0.7%	0.0%
$75,000	to	$99,999	5.9%	5.7%	0.0%	0.0%	0.0%	0.2%
$100,000	or	more	5.2%	4.9%	0.2%	0.0%	0.0%	0.0%
Total			100.0%	51.0%	15.2%	8.3%	5.4%	20.1%

Source: U.S. Census Bureau

Household Income

The following table sets forth the average household income for the Market Area since 1999. The 1999 data comes from the U.S. Census Bureau; projections come from Claritas. The index is used to adjust the household income brackets from the 2000 Census (the most current data available for the Market Area as of the date of this report) to arrive at equivalent household income brackets in current dollars.

Household Income

Year	Household Income	Annual Increase	5-Year Average	Index (1999 Base Year)
1999	$38,044			1.000
2000	$39,275	3.2%		1.032
2001	$40,546	3.2%		1.066
2002	$41,858	3.2%		1.100
2003	$43,213	3.2%		1.136
2004	$44,611	3.2%	3.2%	1.173
2005	$46,055	3.2%	3.2%	1.211
2006	$47,545	3.2%	3.2%	1.250
2007	$49,083	3.2%	3.2%	1.290

Source: Claritas; Allen & Associates

Renter Households, by Percent of Income Spent on Housing, Current

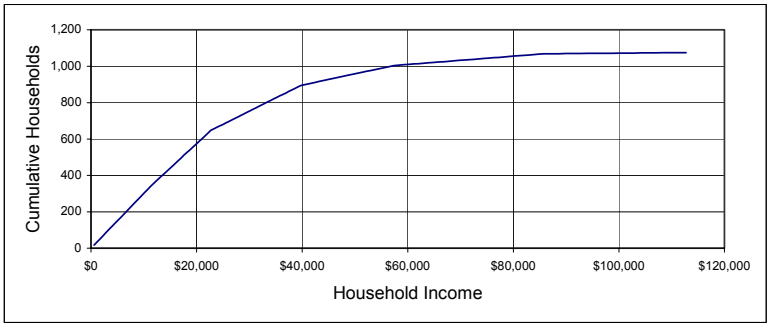
The following tables give the distribution of renter households by income bracket in the Market Area. This analysis utilizes the renter household estimate as of 2000 (the base year in this analysis), together with the renter household income distribution for the Market Area and the adjustment factor found above. The resulting estimated distribution follows:

Renter Households, by Income, by Percent of Income Spent on Housing

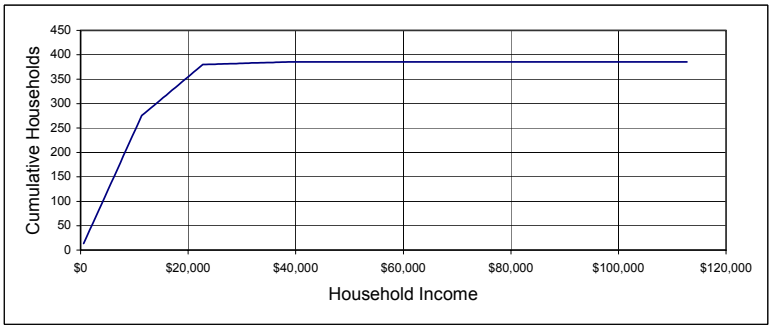
Number of Households, Base Year								
Income Range, Current $			Total	<20%	20-24%	25-29%	30-34%	35%+
less	than	$11,359	342	12	10	22	22	275
$11,359	to	$22,716	305	64	17	66	55	105
$22,717	to	$39,754	247	137	70	24	10	6
$39,755	to	$56,792	106	99	0	6	0	0
$56,793	to	$85,188	65	65	0	0	0	0
$85,189	to	$113,584	7	7	0	0	0	0
$113,585	or	more	6	6	0	0	0	0
Total			1,078	389	97	119	87	386

Cumulative Number of Households								
Income Range, Current $			Total	<20%	20-24%	25-29%	30-34%	35%+
$0	to	$11,359	342	12	10	22	22	275
$0	to	$22,716	648	75	27	88	77	380
$0	to	$39,754	895	212	97	113	87	386
$0	to	$56,792	1,000	311	97	119	87	386
$0	to	$85,188	1,065	376	97	119	87	386
$0	to	$113,584	1,072	383	97	119	87	386
$0	to	more	1,078	389	97	119	87	386

Renter Household Income Distribution, All Households



Renter Household Income Distribution, Overburdened Households



Source: U.S. Census Bureau, Claritas; Allen & Associates

Please note: The US Census Bureau defines overburdened households as those that pay 35 percent or more of their income on housing costs. These tables will be used in the Demand Analysis section of this report.

Owner Households, by Percent of Income Spent on Housing, Current

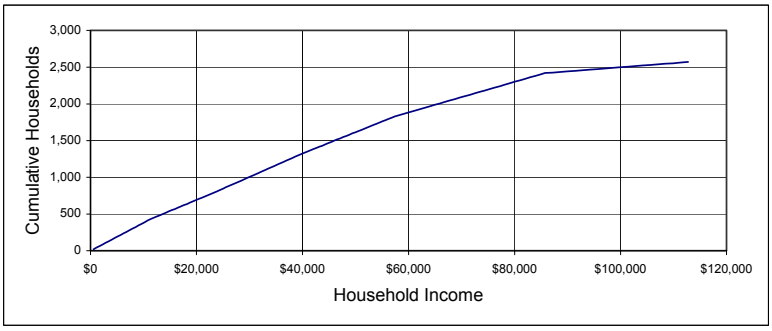
It is sometimes necessary to estimate the distribution of owner households by income bracket in the Market Area in order to accurately determine demand. This analysis utilizes the owner household estimate as of 2000 (the base year in this analysis), together with the owner household income distribution for the Market Area and the adjustment factor found above. The resulting estimated distribution follows:

Owner Households, by Income, by Percent of Income Spent on Housing

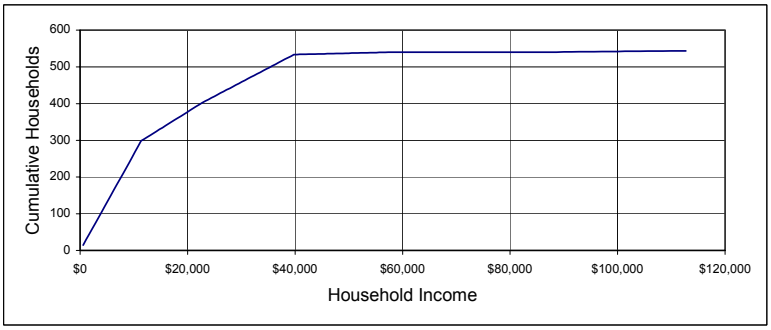
Number of Households, Base Year								
Income Range, Current $			Total	<20%	20-24%	25-29%	30-34%	35%+
less	than	$11,359	433	0	43	64	27	298
$11,359	to	$22,716	341	106	62	42	27	104
$22,717	to	$39,754	543	225	104	37	46	131
$39,755	to	$56,792	495	308	116	37	27	6
$56,793	to	$85,188	591	451	77	44	19	0
$85,189	to	$113,584	158	154	0	0	0	4
$113,585	or	more	139	133	6	0	0	0
Total			2,700	1,377	409	225	145	544

Cumulative Number of Households								
Income Range, Current $			Total	<20%	20-24%	25-29%	30-34%	35%+
$0	to	$11,359	433	0	43	64	27	298
$0	to	$22,716	774	106	105	106	54	402
$0	to	$39,754	1,317	331	209	144	100	533
$0	to	$56,792	1,812	639	326	181	127	540
$0	to	$85,188	2,403	1,090	403	225	145	540
$0	to	$113,584	2,561	1,244	403	225	145	544
$0	to	more	2,700	1,377	409	225	145	544

Owner Household Income Distribution, All Households



Owner Household Income Distribution, Overburdened Households



Source: U.S. Census Bureau, Claritas; Allen & Associates

Please note: The US Census Bureau defines overburdened households as those that pay 35 percent or more of their income on housing costs. These tables will be used in the Demand Analysis section of this report.

New Renter Households, by Percent of Income Spent on Housing, Current

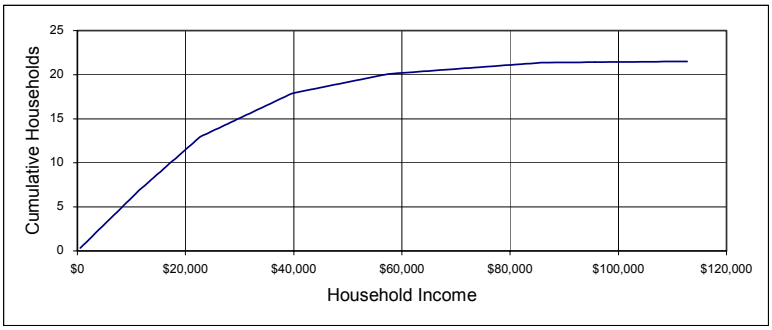
The following tables give the distribution of new renter households by income bracket in the Market Area. Our analysis looks at the average annual household growth over the 2000-2007 period and distributes the growth by income bracket as set forth above. The resulting estimated distribution follows:

New Renter Households, by Income, by Percent of Income Spent on Housing

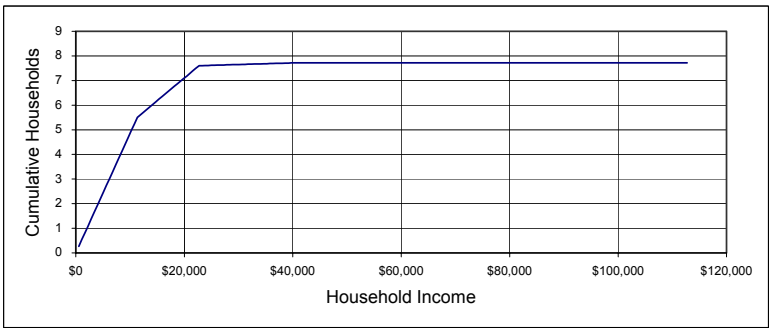
Number of Households								
Income Range, Current $			Total	<20%	20-24%	25-29%	30-34%	35%+
less	than	$11,359	7	0	0	0	0	6
$11,359	to	$22,716	6	1	0	1	1	2
$22,717	to	$39,754	5	3	1	0	0	0
$39,755	to	$56,792	2	2	0	0	0	0
$56,793	to	$85,188	1	1	0	0	0	0
$85,189	to	$113,584	0	0	0	0	0	0
$113,585	or	more	0	0	0	0	0	0
Total			22	8	2	2	2	8

Cumulative Number of Households								
Income Range, Current $			Total	<20%	20-24%	25-29%	30-34%	35%+
$0	to	$11,359	7	0	0	0	0	6
$0	to	$22,716	13	2	1	2	2	8
$0	to	$39,754	18	4	2	2	2	8
$0	to	$56,792	20	6	2	2	2	8
$0	to	$85,188	21	8	2	2	2	8
$0	to	$113,584	21	8	2	2	2	8
$0	to	more	22	8	2	2	2	8

New Renter Household Income Distribution, All Households



New Renter Household Income Distribution, Overburdened Households



Source: U.S. Census Bureau, Claritas; Allen & Associates

Please note: The US Census Bureau defines overburdened households as those that pay 35 percent or more of their income on housing costs. These tables will be used in the Demand Analysis section of this report.

New Owner Households, by Percent of Income Spent on Housing, Current

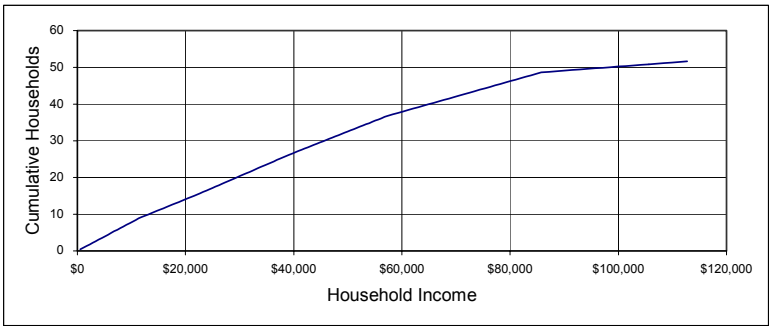
The following tables give the distribution of new owner households by income bracket in the Market Area. Our analysis looks at the average annual household growth over the 2000-2007 period and distributes the growth by income bracket as set forth above. The resulting estimated distribution follows:

New Owner Households, by Income, by Percent of Income Spent on Housing

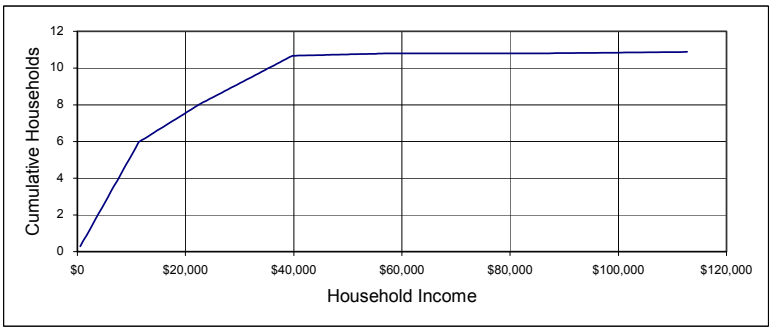
Number of Households								
Income Range, Current $			Total	<20%	20-24%	25-29%	30-34%	35%+
less	than	$11,359	9	0	1	1	1	6
$11,359	to	$22,716	7	2	1	1	1	2
$22,717	to	$39,754	11	4	2	1	1	3
$39,755	to	$56,792	10	6	2	1	1	0
$56,793	to	$85,188	12	9	2	1	0	0
$85,189	to	$113,584	3	3	0	0	0	0
$113,585	or	more	3	3	0	0	0	0
Total			54	28	8	4	3	11

Cumulative Number of Households								
Income Range, Current $			Total	<20%	20-24%	25-29%	30-34%	35%+
$0	to	$11,359	9	0	1	1	1	6
$0	to	$22,716	16	2	2	2	1	8
$0	to	$39,754	27	7	4	3	2	11
$0	to	$56,792	36	13	7	4	3	11
$0	to	$85,188	48	22	8	4	3	11
$0	to	$113,584	51	25	8	4	3	11
$0	to	more	54	28	8	4	3	11

New Owner Household Income Distribution, All Households



New Owner Household Income Distribution, Overburdened Households



Source: U.S. Census Bureau, Claritas; Allen & Associates

Please note: The US Census Bureau defines overburdened households as those that pay 35 percent or more of their income on housing costs. These tables will be used in the Demand Analysis section of this report.

Substandard Housing

The Census Bureau defines substandard housing as housing which lacks complete plumbing or containing more than 1.00 person per room. The following tables give substandard renter and owner housing data for the Market Area:

Substandard Housing Units, by Tenure

Range	Owner	Renter	Total
1.00 or less	2,604	990	3,594
1.01 to 1.50	45	59	104
1.51 or more	31	27	58
Complete Plumbing	2,680	1,076	3,756
1.00 or less	19	3	22
1.01 to 1.50	0	0	0
1.51 or more	0	0	0
Lacking Complete Plumbing	19	3	22
Standard	2,604	990	3,594
Substandard	95	89	184
Total	2,699	1,079	3,778
Standard	96.5%	91.8%	95.1%
Substandard	3.5%	8.2%	4.9%
Total	100.0%	100.0%	100.0%

Source: U.S. Census Bureau

Movership

The following tables give renter and owner movership data for the Market Area:

Year Householder Moved, by Tenure

	Owner	Renter	Total
1 year or less	9.6%	33.7%	16.5%
1 year to 5 years	27.2%	49.7%	33.6%
6 years to 10 years	16.9%	5.9%	13.8%
11 years to 20 years	19.5%	8.0%	16.2%
21 years to 30 years	11.7%	1.7%	8.8%
30 years or more	15.0%	1.1%	11.1%
Total	100.0%	100.0%	100.0%

Source: U.S. Census Bureau; Allen & Associates

SUPPLY ANALYSIS

Overview

In conducting this market analysis, we attempted to obtain information on every multifamily property in the Primary Market Area. We began by reviewing a list of all properties financed by the state housing finance authority. Next, we obtained a list of all properties subsidized by HUD or USDA. Finally, we conducted a yellow page and field reconnaissance search for conventional multifamily communities.

Our research yielded a total of 4 properties. Our research identified 0 market rate developments, 2 properties with restricted rents, and 2 subsidized developments in the Primary Market Area.

Of the 4 properties included in our analysis, 4 were complete and stabilized; 0 were currently being constructed.

The 4 properties included in this report include the subject property. Occupancy for one competing property – the Claxton Housing Authority – currently stands at 80 percent. This is because 2 percent of the units are off-line waiting upgrades under the Mod Rehab program. Other than these units, there are no vacant units at the Housing Authority.

Other properties exist in the Market Area that were not included in this study. In our opinion, however, the properties included in this study give an accurate picture of market conditions as of the effective date of this report.

The following table gives a listing of the properties included in this report:

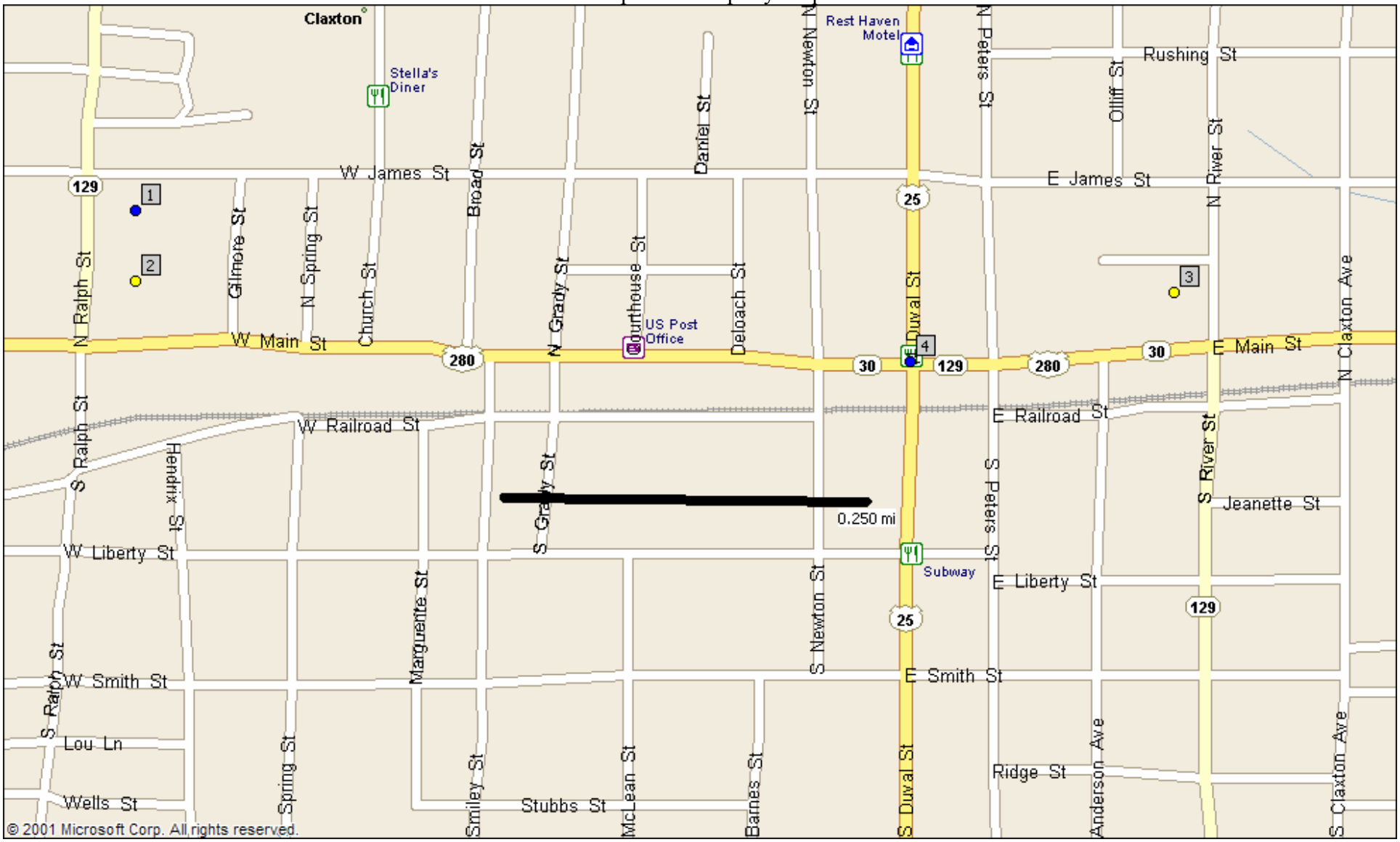
Comparable Property Analysis

		Overview						
Key	Project Name	Financing	Rents	Type	Status	Total	Vacant	Occupancy
1	ROLLING OAKS (ELDERLY)	FmHA	Subsidized	Elderly	Completed	24	-	100%
2	ROLLING OAKS (FAMILY)	FmHA/DCA	Restricted	Family	Completed	36	-	100%
3	NORTHGATE APARTMENTS	FmHA	Restricted	Family	Completed	52	-	100%
4	CLAXTON HOUSING AUTHORITY	PHA	Subsidized	Family	Completed	204	40	80%

Comparable Property Map

A map showing the location of comparable properties relative to the subject is found below. Properties identified with red pushpins have market rents, properties identified with yellow pushpins have restricted rents, and properties identified with blue pushpins have subsidized rents. Detailed write-ups for all properties are found in the Appendix of this report.

Comparable Property Map



Comparable Property Analysis, Rents

The following table compares the subject property rents with those found in the marketplace:

Comparable Property Analysis

		Rents				
Key	Project Name	0-Bedroom	1-Bedroom	2-Bedroom	3-Bedroom	4-Bedroom
1	ROLLING OAKS (ELDERLY)	-	BOI	BOI	-	-
2	ROLLING OAKS (FAMILY)	-	$312	$353	$398	-
3	NORTHGATE APARTMENTS	-	-	$449	$463	-
4	CLAXTON HOUSING AUTHORITY	BOI	BOI	BOI	BOI	BOI

Comparable Property Analysis, Unit Size

The following table compares the subject property unit sizes with those found in the marketplace:

Comparable Property Analysis

		Estimated Unit Size				
Key	Project Name	0-Bedroom	1-Bedroom	2-Bedroom	3-Bedroom	4-Bedroom
1	ROLLING OAKS (ELDERLY)	-	672	922	-	-
2	ROLLING OAKS (FAMILY)	-	672	878	1,054	-
3	NORTHGATE APARTMENTS	-	-	863	1,044	-
4	CLAXTON HOUSING AUTHORITY	478	703	995	1,272	1,422

Comparable Property Analysis, Utilities in Rent

The following table compares the subject property utility configuration with those found in the marketplace:

Comparable Property Analysis

		Utilities in Rent						
Key	Project Name	Heat	A/C	Hot Water	Electricity	Cold Water	Sewer	Trash
1	ROLLING OAKS (ELDERLY)	no	no	no	no	yes	yes	yes
2	ROLLING OAKS (FAMILY)	no	no	no	no	yes	yes	yes
3	NORTHGATE APARTMENTS	no	no	no	no	yes	yes	yes
4	CLAXTON HOUSING AUTHORITY	no	no	no	no	yes	yes	yes

Comparable Property Analysis, Project Amenities

The following table compares the subject property project amenities with those found in the marketplace:

Comparable Property Analysis

		Project Amenities					
Key	Project Name	Comm Center	Pool	Sports Court	Playground	Fitness Ctr	Business Ctr
1	ROLLING OAKS (ELDERLY)	no	no	no	no	no	no
2	ROLLING OAKS (FAMILY)	no	no	no	no	no	no
3	NORTHGATE APARTMENTS	no	no	no	no	no	no
4	CLAXTON HOUSING AUTHORITY	no	no	no	yes	no	no

Comparable Property Analysis, Unit Amenities

The following table compares the subject property unit amenities with those found in the marketplace:

Comparable Property Analysis

		Unit Amenities					
Key	Project Name	Blinds	Ceiling Fans	Carpeting	Fireplace	Patio/Balcony	Storage
1	ROLLING OAKS (ELDERLY)	yes	no	yes	no	yes	no
2	ROLLING OAKS (FAMILY)	yes	no	yes	no	yes	no
3	NORTHGATE APARTMENTS	yes	no	yes	no	no	no
4	CLAXTON HOUSING AUTHORITY	yes	no	no	no	no	no

Comparable Property Analysis, Kitchen Amenities

The following table compares the subject property kitchen amenities with those found in the marketplace:

Comparable Property Analysis

		Kitchen				
Key	Project Name	Stove	Refrigerator	Disposal	Dishwasher	Microwave
1	ROLLING OAKS (ELDERLY)	yes	yes	no	no	no
2	ROLLING OAKS (FAMILY)	yes	yes	no	no	no
3	NORTHGATE APARTMENTS	yes	yes	no	no	no
4	CLAXTON HOUSING AUTHORITY	yes	yes	no	no	no

Comparable Property Analysis, Laundry Amenities

The following table compares the subject property laundry amenities with those found in the marketplace:

Comparable Property Analysis

		Laundry		
Key	Project Name	Central	W/D Units	W/D Hookups
1	ROLLING OAKS (ELDERLY)	yes	no	yes
2	ROLLING OAKS (FAMILY)	yes	no	yes
3	NORTHGATE APARTMENTS	no	no	yes
4	CLAXTON HOUSING AUTHORITY	yes	no	no

Comparable Property Analysis, Parking Amenities

The following table compares the subject property parking amenities with those found in the marketplace:

Comparable Property Analysis

		Parking			
Key	Project Name	Open	Assigned	Covered	Garage
1	ROLLING OAKS (ELDERLY)	yes	no	no	no
2	ROLLING OAKS (FAMILY)	yes	no	no	no
3	NORTHGATE APARTMENTS	yes	no	no	no
4	CLAXTON HOUSING AUTHORITY	yes	no	no	no

Comparable Property Analysis, Security Amenities

The following table compares the subject property security amenities with those found in the marketplace:

Comparable Property Analysis

		Security				
Key	Project Name	Controlled Access	Security Alarms	Monitoring	Security Patrols	Security Officer
1	ROLLING OAKS (ELDERLY)	no	no	no	no	no
2	ROLLING OAKS (FAMILY)	no	no	no	no	no
3	NORTHGATE APARTMENTS	no	no	no	no	no
4	CLAXTON HOUSING AUTHORITY	no	no	no	no	no

Comparable Property Analysis, Miscellaneous

The following table compares other aspects of the subject property with those found in the marketplace:

Comparable Property Analysis

		Miscellaneous								
Key	Project Name	Year Built	Year Renovated	Heating Fuel	Minimum Lease	Security Deposit	Pets	Incentives	Waiting List	Estimated Turnover
1	ROLLING OAKS (ELDERLY)	1991	na	electric	12	1 month	yes	no	no	10-20%
2	ROLLING OAKS (FAMILY)	1983	1988	electric	12	1 month	no	no	yes	20-30%
3	NORTHGATE APARTMENTS	1972	na	gas	12	$150	no	no	no	20-30%
4	CLAXTON HOUSING AUTHORITY	na	na	na	na	na	na	na	na	20-30%

Qualified Income Distribution, by Unit Type

In this section we estimate the income distribution by unit type for competing properties in the marketplace.

Minimum incomes were established by estimating utility allowances for each property and assuming that all residents will pay no more than 35 percent of their income on housing-related expenses (rent plus utilities). For elderly properties we used a 40 percent factor. For subsidized properties the minimum qualifying income was set as zero.

Maximum incomes were set at 50% of AMI for subsidized properties, 60% of AMI for restricted properties, and 100% of AMI for market-rate properties. Our analysis utilizes current HUD income limits by household size for the market area. For family properties 0-bedroom units typically lease to 1-person households; 1-bedroom units typically lease to 1- to 2-person households; 2-bedroom units normally lease to 1- to 4-person households; 3-bedroom units typically lease to 2- to 6-person households; and 4-bedroom units typically lease to 3- to 7-person households. Elderly properties normally consist of 1- and 2-bedroom units with no more than 2 persons per household.

Next, we tabulated the resulting income distribution by unit type in order to assess the competitive environment for the proposed development. The table on the following page shows the resulting distribution.

Finally, tables comparing the income bands for the properties included in this analysis as compared to the subject property are also included in this section. These tables are useful in graphically assessing the competitive environment of the proposed development. The tables show that some properties may compete directly with the subject, while others may not. Many properties may only compete partially with the subject (income bands overlap and continue either higher or lower than the subject).

Income Distribution

Income Range, Current			Income Distribution				
			0-BR	1-BR	2-BR	3-BR	4-BR
$0	to	$4,999	31.3%	26.1%	13.6%	12.9%	17.9%
$5,000	to	$9,999	31.3%	26.1%	13.6%	12.9%	17.9%
$10,000	to	$14,999	31.3%	27.9%	14.8%	12.9%	17.9%
$15,000	to	$19,999	6.3%	18.7%	28.7%	22.0%	17.9%
$20,000	to	$24,999	0.0%	1.2%	23.3%	23.7%	17.9%
$25,000	to	$29,999	0.0%	0.0%	6.1%	13.4%	10.7%
$30,000	to	$34,999	0.0%	0.0%	0.0%	2.2%	0.0%
$35,000	to	$39,999	0.0%	0.0%	0.0%	0.0%	0.0%
$40,000	to	$44,999	0.0%	0.0%	0.0%	0.0%	0.0%
$45,000	to	$49,999	0.0%	0.0%	0.0%	0.0%	0.0%
$50,000	to	$54,999	0.0%	0.0%	0.0%	0.0%	0.0%
$55,000	to	$59,999	0.0%	0.0%	0.0%	0.0%	0.0%
$60,000	to	$64,999	0.0%	0.0%	0.0%	0.0%	0.0%
$65,000	to	$69,999	0.0%	0.0%	0.0%	0.0%	0.0%
$70,000	to	$74,999	0.0%	0.0%	0.0%	0.0%	0.0%
$75,000	to	$79,999	0.0%	0.0%	0.0%	0.0%	0.0%
$80,000	to	$84,999	0.0%	0.0%	0.0%	0.0%	0.0%
$85,000	to	$89,999	0.0%	0.0%	0.0%	0.0%	0.0%
$90,000	to	$94,999	0.0%	0.0%	0.0%	0.0%	0.0%
$95,000	to	$99,999	0.0%	0.0%	0.0%	0.0%	0.0%
$100,000	or	more	0.0%	0.0%	0.0%	0.0%	0.0%
	Total		100.0%	100.0%	100.0%	100.0%	100.0%

Income Range, Current			Cumulative Income Distribution				
			0-BR	1-BR	2-BR	3-BR	4-BR
$0	to	$4,999	31.3%	26.1%	13.6%	12.9%	17.9%
$0	to	$9,999	62.5%	52.1%	27.1%	25.9%	35.7%
$0	to	$14,999	93.8%	80.1%	41.9%	38.8%	53.6%
$0	to	$19,999	100.0%	98.8%	70.6%	60.7%	71.4%
$0	to	$24,999	100.0%	100.0%	93.9%	84.5%	89.3%
$0	to	$29,999	100.0%	100.0%	100.0%	97.8%	100.0%
$0	to	$34,999	100.0%	100.0%	100.0%	100.0%	100.0%
$0	to	$39,999	100.0%	100.0%	100.0%	100.0%	100.0%
$0	to	$44,999	100.0%	100.0%	100.0%	100.0%	100.0%
$0	to	$49,999	100.0%	100.0%	100.0%	100.0%	100.0%
$0	to	$54,999	100.0%	100.0%	100.0%	100.0%	100.0%
$0	to	$59,999	100.0%	100.0%	100.0%	100.0%	100.0%
$0	to	$64,999	100.0%	100.0%	100.0%	100.0%	100.0%
$0	to	$69,999	100.0%	100.0%	100.0%	100.0%	100.0%
$0	to	$74,999	100.0%	100.0%	100.0%	100.0%	100.0%
$0	to	$79,999	100.0%	100.0%	100.0%	100.0%	100.0%
$0	to	$84,999	100.0%	100.0%	100.0%	100.0%	100.0%
$0	to	$89,999	100.0%	100.0%	100.0%	100.0%	100.0%
$0	to	$94,999	100.0%	100.0%	100.0%	100.0%	100.0%
$0	to	$99,999	100.0%	100.0%	100.0%	100.0%	100.0%
$0	or	more	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Allen & Associates

Income Distribution, 0-Bedroom

Property	$0-4999	$5000-9999	$10000-14999	$15000-19999	$20000-24999	$25000-29999	$30000-34999	$35000-39999	$40000-44999	$45000-49999	$50000-54999	$55000-59999	$60000-64999	$65000-69999	$70000-74999	$75000-79999	$80000-84999	$85000-89999	$90000-94999	$95000-99999	$100000-more
1																					
2																					
3																					
4																					

Income Distribution, 1-Bedroom

Property	$0-4999	$5000-9999	$10000-14999	$15000-19999	$20000-24999	$25000-29999	$30000-34999	$35000-39999	$40000-44999	$45000-49999	$50000-54999	$55000-59999	$60000-64999	$65000-69999	$70000-74999	$75000-79999	$80000-84999	$85000-89999	$90000-94999	$95000-99999	$100000-more
1																					
2																					
3																					
4																					

Income Distribution, 2-Bedroom

Property	$0-4999	$5000-9999	$10000-14999	$15000-19999	$20000-24999	$25000-29999	$30000-34999	$35000-39999	$40000-44999	$45000-49999	$50000-54999	$55000-59999	$60000-64999	$65000-69999	$70000-74999	$75000-79999	$80000-84999	$85000-89999	$90000-94999	$95000-99999	$100000-more
1																					
2																					
3																					
4																					

Income Distribution 3-Bedroom

Property	$0-4999	$5000-9999	$10000-14999	$15000-19999	$20000-24999	$25000-29999	$30000-34999	$35000-39999	$40000-44999	$45000-49999	$50000-54999	$55000-59999	$60000-64999	$65000-69999	$70000-74999	$75000-79999	$80000-84999	$85000-89999	$90000-94999	$95000-99999	$100000-more
1																					
2																					
3																					
4																					

Income Distribution, 4-Bedroom

Property	$0-4999	$5000-9999	$10000-14999	$15000-19999	$20000-24999	$25000-29999	$30000-34999	$35000-39999	$40000-44999	$45000-49999	$50000-54999	$55000-59999	$60000-64999	$65000-69999	$70000-74999	$75000-79999	$80000-84999	$85000-89999	$90000-94999	$95000-99999	$100000-more
1																					
2																					
3																					
4																					

Occupancy Summary, by Unit Type

Occupancy summary by unit type follows:

Occupancy Summary, Unit Type

	0-BR	1-BR	2-BR	3-BR	4-BR	Total
Total Units	10	65	170	61	10	316
Total Vacant	2	8	20	8	2	40
Total Occupancy	80.0%	87.7%	88.2%	86.9%	80.0%	87.3%

Source: Allen & Associates

Occupancy Summary, by Property Type

Occupancy summary by rent and property type follows:

Occupancy Summary, Property Type

	Family	Elderly	Total
Market Rate	0	0	0
Restricted	88	0	88
Subsidized	204	24	228
Total Units	292	24	316
Market Rate	0	0	0
Restricted	0	0	0
Subsidized	40	0	40
Total Vacant	40	0	40
Market Rate	0.0%	0.0%	0.0%
Restricted	100.0%	0.0%	100.0%
Subsidized	80.4%	100.0%	82.5%
Total Occupancy	86.3%	100.0%	87.3%

Source: Allen & Associates

Market Rent Conclusion

Because a sufficient sample of market-rate units were not available in order to estimate market rents by comparison, we evaluated the existing restricted units in the marketplace in order to estimate market rental rates. According to Mr. Jerry Davis (912-739-4975), a manager of rural development properties in the area, he has one resident who pays $306 for a 2-bedroom apartment. All of his residents pay less than basic rent. According to Mr. Davis, $300 would be a good estimate for 2-bedroom market rents in the area.

This view was supported by Ms. Wanda Rodgers (912-739-4474), Executive Director of the Claxton Housing Authority. Ms. Rodgers told us that 1-bedroom market rents range from $235 to $300; 2-bedroom rents range from $275 to $300.

Finally, HUD Fair Market Rents for the area come in at $359 for 1-bedroom units, $439 for 2-bedroom units, and $569 for 3-bedroom units. Estimating tenant-paid utilities at $100 to $150 results in a market rent estimate of $259 to $419.

Based on this information, our estimate of market rent for the subject property follows:

Market Rent Conclusion

Subject Property Units			
	Rent	SF	$/SF
0-Bedroom	-	-	-
1-Bedroom	$275	672	$0.41
2-Bedroom	$325	912	$0.36
3-Bedroom	$375	1,054	$0.36
4-Bedroom	-	-	-

Source: Allen & Associates

These rent levels (expressed in terms of $ per square foot) were used in conjunction with typical unit sizes (obtained from M/PF Research) to estimate rental rates for typical unit types in the market area. The following table summarizes our market rent conclusion for typical market area units:

Market Rent Conclusion

Typical Market Area Units					M/PF Ratio Analysis		
	Rent	SF	$/SF	Ratio	Low	Avg	High
0-Bedroom	$227	478	$0.48	1.000	1.000	1.000	1.000
1-Bedroom	$288	703	$0.41	0.861	0.738	0.861	0.983
2-Bedroom	$355	995	$0.36	0.749	0.627	0.743	0.859
3-Bedroom	$453	1,272	$0.36	0.748	0.588	0.717	0.847
4-Bedroom	$481	1,422	$0.34	0.711	NA	0.681	NA

Source: M/PF Research; Allen & Associates

The table also provides an additional check on our rent conclusion for typical market area units. One would normally expect square foot rents for smaller units to run higher than that for larger units. In fact, data is available to evaluate the relationship between square foot rents for typical market area units.

The analysis works like this: First, we compute the square foot rents for each unit type, Second, we divide the square foot rents for each unit type by the 0-bedroom square foot rents. Third, we compare the resulting ratio with the ratios derived from a nationwide rent study published by M/PF Research. If the ratios seem to reconcile with the nationwide ratios, we can conclude that the estimated market area rent structure is reasonable.

The M/PF ratios average 1.000, 0.861, 0.743, 0.717 and 0.681 for the 0-, 1-, 2-, 3- and 4-bedroom units, respectively. The ratios for typical market area units compare favorably with these ratios and fall within the expected range of ratios from the M/PF study. This suggests an appropriate relationship between the concluded market rental rates for typical market area units.

Proposed Rent Analysis

In this section, we compare proposed rents to program and market rents to determine whether the proposed rents are appropriate for the subject property. The following table summarizes our findings:

Rental Rate Analysis

Unit Type	Square Feet	Rent Type	Proposed (A)	Program (B)	Ratio (A/B)	Market (C)	Ratio (A/C)	Maximum Min(B,C)
0-Bedroom	-	30% of AMI	-	$201	-	$227	-	$201
0-Bedroom	-	40% of AMI	-	$278	-	$227	-	$227
0-Bedroom	-	50% of AMI	-	$356	-	$227	-	$227
0-Bedroom	-	60% of AMI	-	$433	-	$227	-	$227
0-Bedroom	-	Market Rate	-	-	-	$227	-	$227
1-Bedroom	-	30% of AMI	-	$202	-	$288	-	$202
1-Bedroom	-	40% of AMI	-	$285	-	$288	-	$285
1-Bedroom	-	50% of AMI	-	$368	-	$288	-	$288
1-Bedroom	672	60% of AMI	$329	$451	73%	$275	120%	$275
1-Bedroom	-	Market Rate	-	-	-	$288	-	$288
2-Bedroom	-	30% of AMI	-	$235	-	$355	-	$235
2-Bedroom	-	40% of AMI	-	$335	-	$355	-	$335
2-Bedroom	-	50% of AMI	-	$435	-	$355	-	$355
2-Bedroom	922	60% of AMI	$391	$535	73%	$325	120%	$325
2-Bedroom	-	Market Rate	-	-	-	$355	-	$355
3-Bedroom	-	30% of AMI	-	$261	-	$453	-	$261
3-Bedroom	-	40% of AMI	-	$375	-	$453	-	$375
3-Bedroom	-	50% of AMI	-	$491	-	$453	-	$453
3-Bedroom	1,054	60% of AMI	$466	$606	77%	$375	124%	$375
3-Bedroom	-	Market Rate	-	-	-	$453	-	$453
4-Bedroom	-	30% of AMI	-	$290	-	$481	-	$290
4-Bedroom	-	40% of AMI	-	$419	-	$481	-	$419
4-Bedroom	-	50% of AMI	-	$548	-	$481	-	$481
4-Bedroom	-	60% of AMI	-	$676	-	$481	-	$481
4-Bedroom	-	Market Rate	-	-	-	$481	-	$481

Source: Allen & Associates

The maximum rent levels represent the absolute highest rent permissible for the area, considering market rental rates and maximum allowable rent limits.

Our analysis suggests that all units appear to be priced below allowable tax credit rents (proposed rents range from 73% to 77% of rent limits). In addition, all units appear to be priced above prevailing market rents (proposed rents range from 120% to 124% of market). In our opinion, therefore, the subject property is overpriced and the developer should reassess the proposed rents for this project.

Feasibility Rent Analysis

Feasibility rent is defined as the minimum rent level at which market-rate development of conventional multifamily housing is economically viable. In areas where market rents fall below feasibility rents, development is not feasible without incentives such as tax credits and/or below-market financing. The calculation of feasibility rent assumes a typical unit size of 995 square feet (national average 2-bedroom unit, per M/PF Research) and base construction costs from the Marshall Valuation Service Cost Estimating Guide. Our analysis follows:

Feasibility Rent Analysis

Line	Item	Data	Source
1	Net Rentable Area, SF	995	M/PF Research
2	Factor	1.10	Allen & Associates
3	Gross Floor Area, SF	1,095	(1) * (2)
4			
5	Base Cost, Gross Floor Area	$46.66	MVS Section 12
6	Gross Floor Area, SF	1,095	(1) * (2)
7	Subtotal, Gross Floor Area	$51,069	(5) * (6)
8			
9	Base Cost, Site Improvements	$930	Allen & Associates
10	Parking Spaces, EA	1.50	Allen & Associates
11	Subtotal, Site Improvements	$1,395	(9) * (10)
12			
13	Base Cost, Appliance Package	$1,250	MVS Section 12
14	Appliance Packages, EA	1.00	Allen & Associates
15	Subtotal, Appliance Packages	$1,250	(13) * (14)
16			
17	Replacement Cost, Unadjusted	$53,714	(7) + (11) + (15)
18	Current Cost Multiplier	1.030	MVS Section 99
19	Local Multiplier	0.860	MVS Section 99
20	Replacement Cost, Adjusted	$47,580	(17) * (18) * (19)
21	Development Fee	$2,379	5.0% of (20)
22	Soft Costs	$1,190	2.5% of (20)
23	Subtotal	$51,149	(21) + (22) + (23)
24	Land Value	$2,500	Allen & Associates
25	Total Development Cost	$53,649	(23) + (24)
26			
27	Total Development Cost	$53,649	(23) + (24)
28	Entrepreneurial Incentive	$5,365	10.0% of (27)
29	Total Value	$59,014	(27) + (28)
30	Capitalization Rate	9.00%	Allen & Associates
31	Net Operating Income	$5,311	(29) * (30)
32	Total Operating Expenses	$3,000	Allen & Associates
33	Effective Gross Income	$8,311	(31) + (32)
34	Vacancy Loss	$923	10.0% of (33)
35	Potential Gross Income	$9,235	(33) + (34)
36			
37	Potential Gross Income	$9,235	(33) + (34)
38	Months	12	Months / Year
39	Feasibility Rent, Monthly	$770	(37) / (38)
40			
41	Feasibility Rent, Monthly	$770	(37) / (38)
42	Net Rentable Area, SF	995	M/PF Research
43	Feasibility Rent, Monthly / SF	$0.77	(41) / (42)

Source: M/PF Research, Marshall Valuation Service; Allen & Associates

Our analysis suggests a feasibility rent of $770 per month, or $0.77 per square foot. According to our analysis a typical 995 square foot 2-bedroom unit in the market area would command $355 in rent, or $0.36 per square foot. Because of the disparity between feasibility rents and market rents, in our opinion market-rate development should not account for a significant component of development in the market area for the foreseeable future.

Supply Analysis Summary

Market Rents
Our evaluation of market rental rates for the subject property units follows:

- $275 for 1BR units
- $325 for 2BR units
- $375 for 3BR units

Our evaluation of market rental rates for typical market area units follows:

- $0.48/SF for 0BR units
- $0.41/SF for 1BR units
- $0.36/SF for 2BR units
- $0.36/SF for 3BR units
- $0.34/SF for 4BR units

Maximum Rents
Our evaluation of maximum rents for the subject property units follows:

- $275 for 1BR units at 60% of AMI
- $325 for 2BR units at 60% of AMI
- $375 for 3BR units at 60% of AMI

Proposed Rents
Our analysis suggests that all units appear to be priced below allowable tax credit rents (proposed rents range from 73% to 77% of rent limits). In addition, all units appear to be priced above prevailing market rents (proposed rents range from 120% to 124% of market). In our opinion, therefore, the subject property is overpriced and the developer should reassess the proposed rents for this project.

Please note: Great care should be taken in pricing restricted units. In the event that program rental rates exceed market rental rates, these units would, in fact, be nothing more than *de facto* market rate units. Since these units could only be marketed to a limited population of income-restricted households, they would, in fact, be more risky than market rate units.

Feasibility Rent Analysis
Our analysis suggests a feasibility rent of $770 per month, or $0.77 per square foot. According to our analysis a typical 995 square foot 2-bedroom unit in the market area would command $355 in rent, or $0.36 per square foot. Because of the disparity between feasibility rents and market rents, in our opinion market-rate development should not account for a significant component of development in the market area for the foreseeable future.

Market Rent Increases
In our opinion, market area rents should increase 2.4 percent annually. This is consistent with our regional economic analysis. Our analysis suggests 2.4 percent rent growth for the region versus 2.4 percent inflation, 3.1 percent income growth, and 3.3 percent historic rent growth.

Occupancy Rates
Occupancies by unit type for stabilized properties follow: 0-bedroom units, 80.0% (10 units in sample), 1-bedroom units, 87.7% (65 units in sample); 2-bedroom units, 88.2% (170 units in sample); 3-bedroom units, 86.9% (61 units in sample), and 4-bedroom units, 80.0% (10 units in sample). All vacant units are Housing Authority units that are currently off line for upgrades under the Mod Rehab program.

Occupancies by property type for stabilized properties follow: Family properties, 86.3% (292 units in sample), elderly properties, 100.0% (24 units in sample). All vacant units are Housing Authority units that are currently off line for upgrades under the Mod Rehab program.

Occupancies by rent type for stabilized properties follow: Market rate, not applicable (0 units in sample); restricted rents, 100.0% (88 units in sample); and subsidized rents, 82.5% (228 units in sample). All vacant units are Housing Authority units that are currently off line for upgrades under the Mod Rehab program.

Overall market occupancies for stabilized properties currently stand at 87.3% (316 units in sample). All vacant units are Housing Authority units that are currently off line for upgrades under the Mod Rehab program.

Stabilized Occupancy Rates
With occupancies currently standing at 100.0 percent, we believe that the subject property should stabilize at 95.0 percent or above.

Unit Sizes
Our evaluation of typical unit sizes follows: Efficiency units, 478 square feet; One-bedroom units, 703 square feet; Two-bedroom units, 995 square feet; Three-bedroom units, 1272 square feet; Four-bedroom units, 1422 square feet. The proposed units appear to be sized appropriately.

Amenities
The amenities offered at the subject property appear to be equivalent to that being offered at other competing properties.

Utilities
The utility configuration for the subject property is equivalent to that being offered at other competing properties.

Turnover Rates
Turnover rates normally range from 10% for subsidized seniors projects to 40% for conventional family properties. Based on these observations, we anticipate a 20-30% stabilized turnover rate for the subject property.

Security Deposits
Security deposits in the market area start at $150. We recommend a minimum $150 security deposit for the subject property.

Minimum Lease Term
The most common minimum lease term in the marketplace is 12 months. We suggest that management use a 12-month minimum lease for the subject property.

Concessions
Our research indicates that concessions are not common in the market area. Our market rent conclusion accounts for any concessions offered by the selected rent comparables.

Current/Proposed Development
Other than those properties identified in this report, we are not aware of any affordable properties proposed or in lease up in the primary market area.

Impact of Subject on Other Communities
Based on our assessment of market rental rates, in our opinion the proposed development will compete directly with market rate and restricted multifamily properties. Consequently, we believe that the subject property will have an impact on the other projects in the Market Area. However, because of the depth of the affordable multifamily market (see the Supply analysis section of this report) we believe that this impact will be modest.

DEMAND ANALYSIS

Overview

In this section we will formulate a demand estimate, compute the indicated capture rates, and derive an absorption period estimate for the subject property.

Our analysis begins by assessing the minimum and maximum qualified income levels for the subject property. The income levels are used to determine the income-qualified demand for the proposed development. Next, we will account for new and pipeline units, generate our net demand estimates, and compute the capture rates for the subject property. Finally, we will estimate the absorption period for the subject property.

For purposes of this analysis we shall define demand as the sum of the number of overburdened households and the number of householders residing in substandard housing units as of 2000 (the base year used in this analysis), plus income-qualified household formation within the specified Market Area from the base year (2000) through the date of market entry (2005).

Minimum Qualified Income

Our analysis begins by establishing the minimum qualified income for the subject property. For purposes of our analysis, we will utilize the maximum rents to determine the minimum income necessary to qualify for 30-, 40-, 50- and 60-percent of AMI units, as well as market rate units.

In this analysis, we will assume that all residents will pay no more than 35 percent of their income on housing-related expenses (rent plus utilities). For elderly properties we normally use a 40 percent factor.

Please note: Because the project is overpriced, we ran our demand analysis using maximum rents. Because market data relating above-market rents to demand and absorption is not available, it is not possible to accurately estimate demand and absorption at the proposed rents for this property. It is, however, possible to conclude that demand would be smaller and fill would be slower that that set forth in this analysis.

Our calculation of minimum qualified income for the subject property at the maximum rent levels follows:

Minimum Qualified Income

30% of AMI	Maximum Rent	Utility Allowance	Proposed Housing Cost	Qualifying Income %	Minimum Income
0 bedroom					
1 bedroom					
2 bedroom					
3 bedroom					
4 bedroom					

40% of AMI	Maximum Rent	Utility Allowance	Proposed Housing Cost	Qualifying Income %	Minimum Income
0 bedroom					
1 bedroom					
2 bedroom					
3 bedroom					
4 bedroom					

50% of AMI	Maximum Rent	Utility Allowance	Proposed Housing Cost	Qualifying Income %	Minimum Income
0 bedroom					
1 bedroom					
2 bedroom					
3 bedroom					
4 bedroom					

60% of AMI	Maximum Rent	Utility Allowance	Proposed Housing Cost	Qualifying Income %	Minimum Income
0 bedroom					
1 bedroom	$275	$47	$322	35%	$11,040
2 bedroom	$325	$64	$389	35%	$13,337
3 bedroom	$375	$85	$460	35%	$15,771
4 bedroom					

Market Rate	Maximum Rent	Utility Allowance	Proposed Housing Cost	Qualifying Income %	Minimum Income
0 bedroom					
1 bedroom					
2 bedroom					
3 bedroom					
4 bedroom					

Source: Allen & Associates

Maximum Allowable Income

The next step in our analysis is to establish maximum allowable incomes for the subject property. Our analysis utilizes current HUD income limits by household size for the market area. For family properties 0-bedroom units typically lease to 1-person households; 1-bedroom units typically lease to 1- to 2-person households; 2-bedroom units normally lease to 1- to 4-person households; 3-bedroom units typically lease to 2- to 6-person households; and 4-bedroom units typically lease to 3- to 7-person households. Elderly properties normally consist of 1- and 2-bedroom units with no more than 2 persons per household.

The applicable income limits follow:

Maximum Allowable Income

30% of AMI							
	1 person	2 person	3 person	4 person	5 person	6 person	7+ person
0 Bedroom	$9,300	-	-	-	-	-	-
1 Bedroom	$9,300	$10,600	-	-	-	-	-
2 Bedroom	$9,300	$10,600	$11,950	$13,300	-	-	-
3 Bedroom	-	$10,600	$11,950	$13,300	$14,350	$15,400	
4 Bedroom	-	-	$11,950	$13,300	$14,350	$15,400	$16,450

40% of AMI							
	1 person	2 person	3 person	4 person	5 person	6 person	7+ person
0 Bedroom	$12,400	-	-	-	-	-	-
1 Bedroom	$12,400	$14,150	-	-	-	-	-
2 Bedroom	$12,400	$14,150	$15,950	$17,700	-	-	-
3 Bedroom	-	$14,150	$15,950	$17,700	$19,100	$20,550	-
4 Bedroom	-	-	$15,950	$17,700	$19,100	$20,550	$21,950

50% of AMI							
	1 person	2 person	3 person	4 person	5 person	6 person	7+ person
0 Bedroom	$15,500	-	-	-	-	-	-
1 Bedroom	$15,500	$17,700	-	-	-	-	-
2 Bedroom	$15,500	$17,700	$19,950	$22,150	-	-	-
3 Bedroom	-	$17,700	$19,950	$22,150	$23,900	$25,700	-
4 Bedroom	-	-	$19,950	$22,150	$23,900	$25,700	$27,450

60% of AMI							
	1 person	2 person	3 person	4 person	5 person	6 person	7+ person
0 Bedroom	$18,600	-	-	-	-	-	-
1 Bedroom	$18,600	$21,250	-	-	-	-	-
2 Bedroom	$18,600	$21,250	$23,950	$26,600	-	-	-
3 Bedroom	-	$21,250	$23,950	$26,600	$28,700	$30,850	-
4 Bedroom	-	-	$23,950	$26,600	$28,700	$30,850	$32,950

Source: U.S. Department of Housing & Urban Development

New & Pipeline Units

The next step in our analysis is to account for new and pipeline units. This is used to estimate net demand for the subject property using. Of particular importance are new and proposed subsidized and restricted developments targeting the same income levels as the subject property. Other than those identified below, there are no new or proposed subsidized or restricted developments in the market area. Where possible, we have obtained information on new and proposed market-rate properties and have accounted for them in this analysis.

We attempted to verify the unit/income mix for each of the properties found below; in the event that we were unsuccessful in obtaining this information, we used our judgment to estimate the spread of competing supply across the various unit/income types. The table below sets forth our analysis:

New & Pipeline Units

	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate	Total
0-Bedroom	0	0	0	0	0	0	0
1-Bedroom	0	0	0	0	0	0	0
2-Bedroom	0	0	0	0	0	0	0
3-Bedroom	0	0	0	0	0	0	0
4-Bedroom	0	0	0	0	0	0	0
Total	0	0	0	0	0	0	0

Source: Allen & Associates

Demand Estimate

In this section we will estimate demand for each unit type using the income levels and household size characteristics set forth previously in this report. For developments with multiple overlapping income limits, we establish income floors/ceilings to eliminate any overlap and distribute demand evenly across income levels. For elderly properties, owner demand is limited to 50% of total demand. We have elected to use January 1, 2005 as our date of market entry.

The following tables show our estimate of demand using this methodology:

Demand Estimate, 1-Bedroom

General Assumptions						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Household Size	1-2 Persons	1-2 Persons	1-2 Persons	1-2 Persons	1-2 Persons	1-2 Persons
Maximum Allowable Income	$0	$0	$0	$0	$21,250	$0
Minimum Qualifying Income	$0	$0	$0	$0	$11,040	$0
Upper Income Limit	$11,040	$0	$0	$0	$21,250	$0
Lower Income Limit	$0	$0	$0	$0	$11,040	$0
Subject Units	3	0	0	0	1	0
Demand Estimate, Renters						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Households	1,078	0	0	0	1,078	0
Qualified %	30.2%	0.0%	0.0%	0.0%	25.7%	0.0%
Households, Qualified	325	0	0	0	277	0
Overburdened %	80.5%	0.0%	0.0%	0.0%	37.2%	0.0%
Households, Qualified, Overburdened	262	0	0	0	103	0
Households, Qualified	325	0	0	0	277	0
Substandard %	8.2%	8.2%	8.2%	8.2%	8.2%	8.2%
Households, Qualified, Substandard	27	0	0	0	23	0
Households, Qualified	325	0	0	0	277	0
Growth %	2.0%	0.0%	0.0%	0.0%	2.0%	0.0%
Households, New, Qualified	7	0	0	0	6	0
Growth Projection, Years	5	5	5	5	5	5
Households, New, Qualified, Projected	33	0	0	0	28	0
Demand, Gross	321	0	0	0	153	0
1-2 Persons %	53.8%	0.0%	0.0%	0.0%	53.8%	0.0%
Demand, Subtotal	173	0	0	0	82	0
1 Bedroom %	42.3%	0.0%	0.0%	0.0%	42.3%	0.0%
Demand, Primary Market	73	0	0	0	35	0
Secondary Market %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Demand, Total	73	0	0	0	35	0

Source: Allen & Associates

Demand Estimate, 2-Bedroom

General Assumptions						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Household Size	1-4 Persons	1-4 Persons	1-4 Persons	1-4 Persons	1-4 Persons	1-4 Persons
Maximum Allowable Income	$0	$0	$0	$0	$26,600	$0
Minimum Qualifying Income	$0	$0	$0	$0	$13,337	$0
Upper Income Limit	$13,337	$0	$0	$0	$26,600	$0
Lower Income Limit	$0	$0	$0	$0	$13,337	$0
Subject Units	17	0	0	0	10	0
Demand Estimate, Renters						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Households	1,078	0	0	0	1,078	0
Qualified %	36.0%	0.0%	0.0%	0.0%	28.7%	0.0%
Households, Qualified	388	0	0	0	309	0
Overburdened %	75.0%	0.0%	0.0%	0.0%	29.2%	0.0%
Households, Qualified, Overburdened	291	0	0	0	90	0
Households, Qualified	388	0	0	0	309	0
Substandard %	8.2%	8.2%	8.2%	8.2%	8.2%	8.2%
Households, Qualified, Substandard	32	0	0	0	25	0
Households, Qualified	388	0	0	0	309	0
Growth %	2.0%	0.0%	0.0%	0.0%	2.0%	0.0%
Households, New, Qualified	8	0	0	0	6	0
Growth Projection, Years	5	5	5	5	5	5
Households, New, Qualified, Projected	39	0	0	0	31	0
Demand, Gross	362	0	0	0	147	0
1-4 Persons %	85.9%	0.0%	0.0%	0.0%	85.9%	0.0%
Demand, Subtotal	311	0	0	0	126	0
2 Bedroom %	44.8%	0.0%	0.0%	0.0%	44.8%	0.0%
Demand, Primary Market	139	0	0	0	56	0
Secondary Market %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Demand, Total	139	0	0	0	56	0

Source: Allen & Associates

Demand Estimate, 3-Bedroom

General Assumptions						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Household Size	2-6 Persons	2-6 Persons	2-6 Persons	2-6 Persons	2-6 Persons	2-6 Persons
Maximum Allowable Income	$0	$0	$0	$0	$30,850	$0
Minimum Qualifying Income	$0	$0	$0	$0	$15,771	$0
Upper Income Limit	$15,771	$0	$0	$0	$30,850	$0
Lower Income Limit	$0	$0	$0	$0	$15,771	$0
Subject Units	3	0	0	0	1	0
Demand Estimate, Renters						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Households	1,078	0	0	0	1,078	0
Qualified %	41.7%	0.0%	0.0%	0.0%	29.1%	0.0%
Households, Qualified	449	0	0	0	314	0
Overburdened %	69.5%	0.0%	0.0%	0.0%	22.5%	0.0%
Households, Qualified, Overburdened	312	0	0	0	71	0
Households, Qualified	449	0	0	0	314	0
Substandard %	8.2%	8.2%	8.2%	8.2%	8.2%	8.2%
Households, Qualified, Substandard	37	0	0	0	26	0
Households, Qualified	449	0	0	0	314	0
Growth %	2.0%	0.0%	0.0%	0.0%	2.0%	0.0%
Households, New, Qualified	9	0	0	0	6	0
Growth Projection, Years	5	5	5	5	5	5
Households, New, Qualified, Projected	45	0	0	0	31	0
Demand, Gross	394	0	0	0	128	0
2-6 Persons %	65.9%	0.0%	0.0%	0.0%	65.9%	0.0%
Demand, Subtotal	260	0	0	0	84	0
3 Bedroom %	29.9%	0.0%	0.0%	0.0%	29.9%	0.0%
Demand, Primary Market	78	0	0	0	25	0
Secondary Market %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Demand, Total	78	0	0	0	25	0

Source: Allen & Associates

Capture Rate Estimate

The following table utilizes the demand estimate from above to compute the capture rate by income level and by unit type for the subject property:

Capture Rate Estimate

	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Restricted	Market Rate	Total
0-Bedroom	0	0	0	0	0	0	0	0
1-Bedroom	73	0	0	0	35	35	0	108
2-Bedroom	139	0	0	0	56	56	0	196
3-Bedroom	78	0	0	0	25	25	0	103
4-Bedroom	0	0	0	0	0	0	0	0
Demand, Total	290	0	0	0	117	117	0	407
0-Bedroom	0	0	0	0	0	0	0	0
1-Bedroom	0	0	0	0	0	0	0	0
2-Bedroom	0	0	0	0	0	0	0	0
3-Bedroom	0	0	0	0	0	0	0	0
4-Bedroom	0	0	0	0	0	0	0	0
New & Pipeline Units	0	0	0	0	0	0	0	0
0-Bedroom	0	0	0	0	0	0	0	0
1-Bedroom	73	0	0	0	35	35	0	108
2-Bedroom	139	0	0	0	56	56	0	196
3-Bedroom	78	0	0	0	25	25	0	103
4-Bedroom	0	0	0	0	0	0	0	0
Demand, Net	290	0	0	0	117	117	0	407
0-Bedroom	0	0	0	0	0	0	0	0
1-Bedroom	3	0	0	0	1	1	0	4
2-Bedroom	17	0	0	0	10	10	0	27
3-Bedroom	3	0	0	0	1	1	0	4
4-Bedroom	0	0	0	0	0	0	0	0
Subject Units	23	0	0	0	12	12	0	35
0-Bedroom	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
1-Bedroom	4.1%	0.0%	0.0%	0.0%	2.9%	2.9%	0.0%	3.7%
2-Bedroom	12.2%	0.0%	0.0%	0.0%	17.7%	17.7%	0.0%	13.8%
3-Bedroom	3.9%	0.0%	0.0%	0.0%	4.0%	4.0%	0.0%	3.9%
4-Bedroom	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Capture Rate	7.9%	0.0%	0.0%	0.0%	10.3%	10.3%	0.0%	8.6%

Source: Allen & Associates

We estimate an overall capture rate of 8.6% for the subject property. The overall capture rate breaks down as follows:

- 4.1% for 1BR PBRA units
- 12.2% for 2BR PBRA units
- 3.9% for 3BR PBRA units

- 2.9% for 1BR units at 60% of AMI
- 17.7% for 2BR units at 60% of AMI
- 4.0% for 3BR units at 60% of AMI

Absorption Period Estimate

Our absorption period estimate involves a three-step process. First, we estimate annual growth and movership by income level and unit type for the market area using the rent and income limits set forth above. Secondly, we estimate the fair share, or the proportion of growth and movership that we would expect the subject property to capture. Third, we multiply the fair share by annual growth and movership and divide by 12 to estimate the amount of monthly income-qualified growth and movership that would likely lease at the subject property. Finally, we divide this number into the number of units for the proposed development to estimate the absorption period (in months) by income level and unit type for the subject property.

Annual Growth and Movership Estimate

The following table sets forth our estimates of annual growth and movership by income level and unit type for the subject property:

Annual Growth & Movership Estimate, 1-Bedroom

General Assumptions						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Household Size	1-2 Persons	1-2 Persons	1-2 Persons	1-2 Persons	1-2 Persons	1-2 Persons
Maximum Allowable Income	$0	$0	$0	$0	$21,250	$0
Minimum Qualifying Income	$0	$0	$0	$0	$11,040	$0
Upper Income Limit	$11,040	$0	$0	$0	$21,250	$0
Lower Income Limit	$0	$0	$0	$0	$11,040	$0
Subject Units	3	0	0	0	1	0
Annual Growth & Movership Estimate, Renters						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Households	1,078	0	0	0	1,078	0
Qualified %	30.2%	0.0%	0.0%	0.0%	25.7%	0.0%
Households, Qualified	325	0	0	0	277	0
Movership %	33.7%	0.0%	0.0%	0.0%	33.7%	0.0%
Households, Movership, Qualified	109	0	0	0	93	0
Households, Qualified	325	0	0	0	277	0
Growth %	2.0%	0.0%	0.0%	0.0%	2.0%	0.0%
Households, New, Qualified	7	0	0	0	6	0
Growth & Movership, Gross	116	0	0	0	99	0
1-2 Persons %	53.8%	0.0%	0.0%	0.0%	53.8%	0.0%
Growth & Movership, Subtotal	62	0	0	0	53	0
1 Bedroom %	42.3%	0.0%	0.0%	0.0%	42.3%	0.0%
Growth & Movership, Primary Market	26	0	0	0	22	0
Secondary Market %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Growth & Movership, Total	26	0	0	0	22	0

Source: Allen & Associates

Annual Growth & Movership Estimate, 2-Bedroom

General Assumptions						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Household Size	1-4 Persons	1-4 Persons	1-4 Persons	1-4 Persons	1-4 Persons	1-4 Persons
Maximum Allowable Income	$0	$0	$0	$0	$26,600	$0
Minimum Qualifying Income	$0	$0	$0	$0	$13,337	$0
Upper Income Limit	$13,337	$0	$0	$0	$26,600	$0
Lower Income Limit	$0	$0	$0	$0	$13,337	$0
Subject Units	17	0	0	0	10	0
Annual Growth & Movership Estimate, Renters						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Households	1,078	0	0	0	1,078	0
Qualified %	36.0%	0.0%	0.0%	0.0%	28.7%	0.0%
Households, Qualified	388	0	0	0	309	0
Movership %	33.7%	0.0%	0.0%	0.0%	33.7%	0.0%
Households, Movership, Qualified	131	0	0	0	104	0
Households, Qualified	388	0	0	0	309	0
Growth %	2.0%	0.0%	0.0%	0.0%	2.0%	0.0%
Households, New, Qualified	8	0	0	0	6	0
Growth & Movership, Gross	138	0	0	0	110	0
1-4 Persons %	85.9%	0.0%	0.0%	0.0%	85.9%	0.0%
Growth & Movership, Subtotal	119	0	0	0	95	0
2 Bedroom %	44.8%	0.0%	0.0%	0.0%	44.8%	0.0%
Growth & Movership, Primary Market	53	0	0	0	42	0
Secondary Market %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Growth & Movership, Total	53	0	0	0	42	0

Source: Allen & Associates

Annual Growth & Movership Estimate, 3-Bedroom

General Assumptions						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Household Size	2-6 Persons	2-6 Persons	2-6 Persons	2-6 Persons	2-6 Persons	2-6 Persons
Maximum Allowable Income	$0	$0	$0	$0	$30,850	$0
Minimum Qualifying Income	$0	$0	$0	$0	$15,771	$0
Upper Income Limit	$15,771	$0	$0	$0	$30,850	$0
Lower Income Limit	$0	$0	$0	$0	$15,771	$0
Subject Units	3	0	0	0	1	0
Annual Growth & Movership Estimate, Renters						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Households	1,078	0	0	0	1,078	0
Qualified %	41.7%	0.0%	0.0%	0.0%	29.1%	0.0%
Households, Qualified	449	0	0	0	314	0
Movership %	33.7%	0.0%	0.0%	0.0%	33.7%	0.0%
Households, Movership, Qualified	151	0	0	0	106	0
Households, Qualified	449	0	0	0	314	0
Growth %	2.0%	0.0%	0.0%	0.0%	2.0%	0.0%
Households, New, Qualified	9	0	0	0	6	0
Growth & Movership, Gross	160	0	0	0	112	0
2-6 Persons %	65.9%	0.0%	0.0%	0.0%	65.9%	0.0%
Growth & Movership, Subtotal	105	0	0	0	74	0
3 Bedroom %	29.9%	0.0%	0.0%	0.0%	29.9%	0.0%
Growth & Movership, Primary Market	32	0	0	0	22	0
Secondary Market %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Growth & Movership, Total	32	0	0	0	22	0

Source: Allen & Associates

Fair Share Analysis

The next step in our analysis is to estimate the proportion of growth and movership the development should be able to attract in order to drive our lease-up projection. This amount, known as the Fair Share, is an integral component in our absorption period analysis.

The fair share analysis is used extensively in single-family, multifamily, commercial, and retail market studies. The book entitled Market Analysis for Valuation Appraisals (1994, Appraisal Institute) provides a good overview of the technique and its application for a variety of property types. This textbook is used in the *Highest & Best Use and Market Analysis* course offered by the Appraisal Institute.

The following formula can be used to estimate the fair share for a specific project:

Fair Share = 1/(1+Number of Competing Properties)

Using this relationship, the qualified income distribution for competitive properties (found in the Supply Analysis section of this report), and taking location, amenities, and construction quality into consideration, we arrive at the following concluded fair share for the subject property:

- 40% for 1BR PBRA units
- 40% for 2BR PBRA units
- 40% for 3BR PBRA units

- 10% for 1BR units at 60% of AMI
- 10% for 2BR units at 60% of AMI
- 10% for 3BR units at 60% of AMI

The concluded fair share is used in the next section to estimate the absorption period for the subject property.

Absorption Period Estimate

Our absorption period estimate tells us how quickly the subject property would lease up assuming it was completely vacant today. The following table gives the absorption period, by unit type, for the subject property:

Absorption Period Estimate

Growth & Movership, Total, Annual						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
0-Bedroom	0	0	0	0	0	0
1-Bedroom	26	0	0	0	22	0
2-Bedroom	53	0	0	0	42	0
3-Bedroom	32	0	0	0	22	0
4-Bedroom	0	0	0	0	0	0

Growth & Movership, Total, Monthly						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
0-Bedroom	0.0	0.0	0.0	0.0	0.0	0.0
1-Bedroom	2.2	0.0	0.0	0.0	1.9	0.0
2-Bedroom	4.4	0.0	0.0	0.0	3.5	0.0
3-Bedroom	2.6	0.0	0.0	0.0	1.8	0.0
4-Bedroom	0.0	0.0	0.0	0.0	0.0	0.0

Subject Units						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
0-Bedroom	0	0	0	0	0	0
1-Bedroom	3	0	0	0	1	0
2-Bedroom	17	0	0	0	10	0
3-Bedroom	3	0	0	0	1	0
4-Bedroom	0	0	0	0	0	0

Fair Share						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
0-Bedroom	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
1-Bedroom	40.0%	0.0%	0.0%	0.0%	10.0%	0.0%
2-Bedroom	40.0%	0.0%	0.0%	0.0%	10.0%	0.0%
3-Bedroom	40.0%	0.0%	0.0%	0.0%	10.0%	0.0%
4-Bedroom	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Absorption Period, Months						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
0-Bedroom	0	0	0	0	0	0
1-Bedroom	4	0	0	0	6	0
2-Bedroom	10	0	0	0	29	0
3-Bedroom	3	0	0	0	6	0
4-Bedroom	0	0	0	0	0	0

Source: Allen & Associates

We estimate an overall absorption period of 29 months for the subject property. The overall absorption period breaks down as follows:

- 4 months for 1BR PBRA units
- 10 months for 2BR PBRA units
- 3 months for 3BR PBRA units

- 6 months for 1BR units at 60% of AMI
- 29 months for 2BR units at 60% of AMI
- 6 months for 3BR units at 60% of AMI

Absorption periods in excess of 12 months are an indication that too many units may be planned for a proposed development. The long absorption period for the property suggests that there may be too many 2-bedroom units at 60% of AMI.

The capture rates and absorption period found above assume that the entire property is vacant upon market entry and that none of the existing residents will stay in place through the rolling rehabilitation for this property. In fact, one should expect the developer to retain a certain percentage of the existing residents. A 50% resident retention ratio would have the effect of cutting the capture rates and absorption period in half. We were not provided with a relocation plan and rent roll to evaluate the likely resident retention for this development.

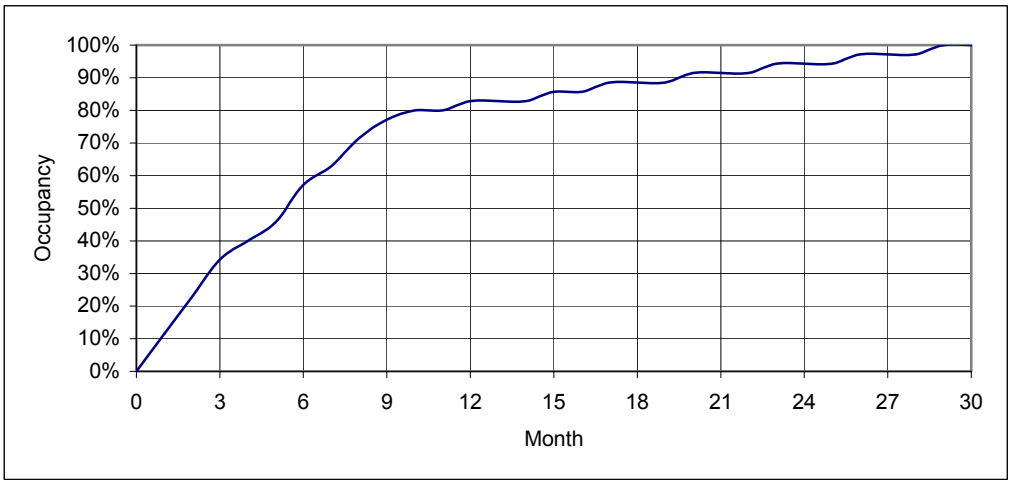
Lease-Up Schedule

Our lease up schedule assumes that the subject property is completely vacant today. The following table utilizes the absorption estimates from above to derive a lease-up schedule by unit type for the proposed development:

Lease-Up Schedule

Month	0-BR	1-BR	2-BR	3-BR	4-BR	Total	Occ %
0	0	0	0	0	0	0	0%
3	0	3	6	3	0	12	34%
6	0	4	12	4	0	20	57%
9	0	4	19	4	0	27	77%
12	0	4	21	4	0	29	83%
15	0	4	22	4	0	30	86%
18	0	4	23	4	0	31	89%
21	0	4	24	4	0	32	91%
24	0	4	25	4	0	33	94%
27	0	4	26	4	0	34	97%
30	0	4	27	4	0	35	100%

Lease-Up Schedule



Source: Allen & Associates

The project should reach a stabilized occupancy of 90% in approximately 19 months.

The capture rates and absorption period found above assume that the entire property is vacant upon market entry and that none of the existing residents will stay in place through the rolling rehabilitation for this property. In fact, one should expect the developer to retain a certain percentage of the existing residents. A 50% resident retention ratio would have the effect of cutting the capture rates and absorption period in half. We were not provided with a relocation plan and rent roll to evaluate the likely resident retention for this development.

INTERVIEW NOTES

The following is a summary of our interview notes with respect to the local multifamily housing market:

Claxton Housing Authority – Ms. Wanda Rodgers - We currently have 204 units with approximately 20% off line for Mod Rehab. We estimate market rents at $235 to $300 for 1-bedroom units and $275 to $300 for 2-bedroom units. The proposed project should not have any negative impact on us. The market is strong with lots of growth taking place in the economy.

Rolling Oaks – Ms. Sandy Harrison – The market is really strong. All of our units are occupied and stay that way most of the time. We have 24 units of rental assistance on Rolling Oaks Elderly and 24 units of rental assistance on Rolling Oaks Family. Our residents typically pay basic rent or less. We are 100% occupied at this time. We have no waiting list on Rolling Oaks Elderly and 10 people on the wait list for Rolling Oaks Family.

Northgate Apartments – Dorothy Dixon – The market is strong. Are currently full and usually stay that way. A total of 48 of our 52 units have rental assistance. The remaining units rent for basic rent or less.

Northgate Apartments – Jerry Davis – The market is strong, but highly dependent on the continuation of subsidies. Many on my residents pay NOTHING in rent. The highest amount paid is $306 for a 2-bedroom apartment with basic rent of $370.

Chamber of Commerce – Patia Johnson (912-739-281) – The economy is strong and growing. A total of 3 new industries are proposed for the area (details are not available at this time) and there have been no plant closures or cutbacks over the past couple of years.

CONCLUSIONS & RECOMMENDATIONS

The following is a summary of our conclusions with respect to the subject property:

Overall Project Evaluation

The project's proposed improvements including its layout, floor plans, amenities, and services appear to be well-suited to the target market.

Overall Site Evaluation

Overall, the site is considered to be very good. While the site is located well with respect to retail, medical and public services, we are concerned about its location relative to schools. Neighboring properties appear to be in good condition, and the area appears to be in the stability stage of its life cycle.

Regional Economic Summary

In our opinion, the local economy is fairly strong, exhibiting modest job growth (1.6%) and low unemployment (2.8%). The resulting growth has fueled multifamily demand, which is anticipated to outpace new supply, resulting in upward pressure on rents and occupancies. This trend is anticipated to continue for the foreseeable future resulting in modest anticipated annual rent increase potential (2.4%).

The following discussion summarizes our findings:

Employment, Establishment-Based

Establishment-based employment for the region increased from 4,474 in 1990 to 6,408 in 2002. Employment is forecasted to increase 1.5-1.6 percent annually through 2005.

Unemployment

The unemployment rate for the region has fluctuated between 3.0 percent and 6.0 percent over the past 24 months. The unemployment rate currently stands at 2.8 percent.

Population

Population for the region increased from 8,724 in 1990 to 10,878 in 2002. Population is forecasted to increase 1.6-1.7 percent annually through 2005.

Households

The number of households for the region increased from 3,144 in 1990 to 3,933 in 2002. The number of households is forecasted to increase 1.8-1.9 percent annually through 2005.

Tenure

Our analysis suggests current rental tenure of 28.5 percent for the region.

Residential Permits

An average of 5 multifamily permits per year is anticipated for the region. This amounts to approximately 38.9 percent of all permits for the region.

Housing Stock Analysis
Our analysis suggests that 135 rental units are currently vacant. Assuming 10 percent frictional vacancy, our analysis shows a current oversupply of 8 units. Given the fact that absorption is outpacing completions, we anticipate that the oversupply will shrink over the next 2-3 years.

Rent Growth
Our analysis suggests 2.4 percent rent growth for the region versus 2.4 percent inflation, 3.1 percent income growth, and 3.3 percent historic rent growth.

Supply Analysis Summary

Market Rents
Our evaluation of market rental rates for the subject property units follows:

- $275 for 1BR units
- $325 for 2BR units
- $375 for 3BR units

Our evaluation of market rental rates for typical market area units follows:

- $0.48/SF for 0BR units
- $0.41/SF for 1BR units
- $0.36/SF for 2BR units
- $0.36/SF for 3BR units
- $0.34/SF for 4BR units

Maximum Rents
Our evaluation of maximum rents for the subject property units follows:

- $275 for 1BR units at 60% of AMI
- $325 for 2BR units at 60% of AMI
- $375 for 3BR units at 60% of AMI

Proposed Rents
Our analysis suggests that all units appear to be priced below allowable tax credit rents (proposed rents range from 73% to 77% of rent limits). In addition, all units appear to be priced above prevailing market rents (proposed rents range from 120% to 124% of market). In our opinion, therefore, the subject property is overpriced and the developer should reassess the proposed rents for this project.

Please note: Great care should be taken in pricing restricted units. In the event that program rental rates exceed market rental rates, these units would, in fact, be nothing more than *de facto* market rate units. Since these units could only be marketed to a

limited population of income-restricted households, they would, in fact, be more risky than market rate units.

Feasibility Rent Analysis
Our analysis suggests a feasibility rent of $770 per month, or $0.77 per square foot. According to our analysis a typical 995 square foot 2-bedroom unit in the market area would command $355 in rent, or $0.36 per square foot. Because of the disparity between feasibility rents and market rents, in our opinion market-rate development should not account for a significant component of development in the market area for the foreseeable future.

Market Rent Increases
In our opinion, market area rents should increase 2.4 percent annually. This is consistent with our regional economic analysis. Our analysis suggests 2.4 percent rent growth for the region versus 2.4 percent inflation, 3.1 percent income growth, and 3.3 percent historic rent growth.

Occupancy Rates
Occupancies by unit type for stabilized properties follow: 0-bedroom units, 80.0% (10 units in sample), 1-bedroom units, 87.7% (65 units in sample); 2-bedroom units, 88.2% (170 units in sample); 3-bedroom units, 86.9% (61 units in sample), and 4-bedroom units, 80.0% (10 units in sample). All vacant units are Housing Authority units that are currently off line for upgrades under the Mod Rehab program.

Occupancies by property type for stabilized properties follow: Family properties, 86.3% (292 units in sample), elderly properties, 100.0% (24 units in sample). All vacant units are Housing Authority units that are currently off line for upgrades under the Mod Rehab program.

Occupancies by rent type for stabilized properties follow: Market rate, not applicable (0 units in sample); restricted rents, 100.0% (88 units in sample); and subsidized rents, 82.5% (228 units in sample). All vacant units are Housing Authority units that are currently off line for upgrades under the Mod Rehab program.

Overall market occupancies for stabilized properties currently stand at 87.3% (316 units in sample). All vacant units are Housing Authority units that are currently off line for upgrades under the Mod Rehab program.

Stabilized Occupancy Rates
With occupancies currently standing at 100.0 percent, we believe that the subject property should stabilize at 95.0 percent or above.

Unit Sizes
Our evaluation of typical unit sizes follows: Efficiency units, 478 square feet; One-bedroom units, 703 square feet; Two-bedroom units, 995 square feet; Three-bedroom

units, 1272 square feet; Four-bedroom units, 1422 square feet. The proposed units appear to be sized appropriately.

Amenities
The amenities offered at the subject property appear to be equivalent to that being offered at other competing properties.

Utilities
The utility configuration for the subject property is equivalent to that being offered at other competing properties.

Turnover Rates
Turnover rates normally range from 10% for subsidized seniors projects to 40% for conventional family properties. Based on these observations, we anticipate a 20-30% stabilized turnover rate for the subject property.

Security Deposits
Security deposits in the market area start at $150. We recommend a minimum $150 security deposit for the subject property.

Minimum Lease Term
The most common minimum lease term in the marketplace is 12 months. We suggest that management use a 12-month minimum lease for the subject property.

Concessions
Our research indicates that concessions are not common in the market area. Our market rent conclusion accounts for any concessions offered by the selected rent comparables.

Current/Proposed Development
Other than those properties identified in this report, we are not aware of any affordable properties proposed or in lease up in the primary market area.

Impact of Subject on Other Communities
Based on our assessment of market rental rates, in our opinion the proposed development will compete directly with market rate and restricted multifamily properties. Consequently, we believe that the subject property will have an impact on the other projects in the Market Area. However, because of the depth of the affordable multifamily market (see the Supply analysis section of this report) we believe that this impact will be modest.

Demand Analysis

Capture Rate Estimate
We estimate an overall capture rate of 8.6% for the subject property. The overall capture rate breaks down as follows:

- 4.1% for 1BR PBRA units
- 12.2% for 2BR PBRA units
- 3.9% for 3BR PBRA units

- 2.9% for 1BR units at 60% of AMI
- 17.7% for 2BR units at 60% of AMI
- 4.0% for 3BR units at 60% of AMI

Absorption Period Estimate

We estimate an overall absorption period of 29 months for the subject property. The overall absorption period breaks down as follows:

- 4 months for 1BR PBRA units
- 10 months for 2BR PBRA units
- 3 months for 3BR PBRA units

- 6 months for 1BR units at 60% of AMI
- 29 months for 2BR units at 60% of AMI
- 6 months for 3BR units at 60% of AMI

Absorption periods in excess of 12 months are an indication that too many units may be planned for a proposed development. The long absorption period for the property suggests that there may be too many 2-bedroom units at 60% of AMI.

The capture rates and absorption period found above assume that the entire property is vacant upon market entry and that none of the existing residents will stay in place through the rolling rehabilitation for this property. In fact, one should expect the developer to retain a certain percentage of the existing residents. A 50% resident retention ratio would have the effect of cutting the capture rates and absorption period in half. We were not provided with a relocation plan and rent roll to evaluate the likely resident retention for this development.

Summary

The following table summarizes our conclusions with respect to the subject property:

Unit Type	Rent Type	Units Proposed	Total Demand	New Supply	Net Demand	Capture Rate	Absorption Period	Market Rent	Proposed Rent
0-BR	Subsidized								
0-BR	30% of AMI								
0-BR	40% of AMI								
0-BR	50% of AMI								
0-BR	60% of AMI								
0-BR	Market Rate								
1-BR	Subsidized	3	73		73	4.1%	4	$275	BOI
1-BR	30% of AMI								
1-BR	40% of AMI								
1-BR	50% of AMI								
1-BR	60% of AMI	1	35		35	2.9%	6	$275	$329
1-BR	Market Rate								
2-BR	Subsidized	17	139		139	12.2%	10	$325	BOI
2-BR	30% of AMI								
2-BR	40% of AMI								
2-BR	50% of AMI								
2-BR	60% of AMI	10	56		56	17.7%	29	$325	$391
2-BR	Market Rate								
3-BR	Subsidized	3	78		78	3.9%	3	$375	BOI
3-BR	30% of AMI								
3-BR	40% of AMI								
3-BR	50% of AMI								
3-BR	60% of AMI	1	25		25	4.0%	6	$375	$466
3-BR	Market Rate								
4-BR	Subsidized								
4-BR	30% of AMI								
4-BR	40% of AMI								
4-BR	50% of AMI								
4-BR	60% of AMI								
4-BR	Market Rate								
Proposed Project Capture Rate				8.6%	Proposed Project Stabilization Period				19 Mos

The market rent conclusions are computed in current dollars as of the effective date of this report and are subject to the construction, lease up and operation of the subject property as described in this report. These factors are subject to change and may alter, or otherwise affect the findings and conclusions presented in this report.

The capture rates and absorption period found above assume that the entire property is vacant upon market entry and that none of the existing residents will stay in place through the rolling rehabilitation for this property. In fact, one should expect the developer to retain a certain percentage of the existing residents. A 50% resident retention ratio would have the effect of cutting the capture rates and absorption period in half. We were not provided with a relocation plan and rent roll to evaluate the likely resident retention for this development.

Recommendations

We recommend that DCA consider approving this application, subject to the modifications, conditions and limitations set forth in this analysis. The developer should consider reducing the proposed rents for its units at 60% of AMI.

APPENDIX

Qualifications

Company Overview
Allen & Associates Consulting is a real estate valuation and advisory firm specializing in affordable income-producing housing. Allen & Associates Consulting provides demand analyses, market studies, environmental assessments, and appraisals to its clients.

Our area of specialty includes the evaluation of low-income housing tax credit properties. Over the past three years we have completed assignments in Minnesota, Wisconsin, Illinois, Indiana, Michigan, Pennsylvania, Maryland, Virginia, West Virginia, Tennessee, North Carolina, South Carolina, Georgia, Alabama, Mississippi, Texas, Florida and Puerto Rico.

Allen & Associates Consulting is based out of Michigan and North Carolina with satellite operations in Texas and Wisconsin. Allen & Associates Consulting is approved to provide its services throughout the United States. Since 1973, we have completed thousands of assignments across the country.

Laurence G. Allen
Larry Allen has over 29 years of real estate valuation and consulting experience. Since 1973, he has performed over 2500 appraisal and consulting assignments for a variety of property types throughout the country.

His experience includes the appraisal and feasibility analysis for a number of Low Income Housing Tax-Credit projects. Specifically, Mr. Allen is a specialist in challenging the assessment of existing tax-credit properties. The practice of over-taxing affordable housing is a widespread problem within the industry.

Mr. Allen, a member of the National Council of Affordable Housing Market Analysts, has written a number of articles in the *Appraisal Journal*, *Michigan Assessor* magazine, and *Community Management* magazine. In addition, he wrote a section entitled "Estimating Value" for the book *How to Find, Buy and Sell Manufactured Home Communities*.

Larry Allen taught undergraduate courses on real estate appraisal at the University of Michigan. In addition, he was a guest lecturer on real estate appraisal at the University of Michigan School of Business Administration, Graduate program.

Mr. Allen is a licensed real estate broker and a state certified real estate appraiser. In addition, he holds the MAI designation with the American Institute of Real Estate Appraisers and the CFA designation with the Institute of Chartered Financial Analysts.

Larry Allen received his Bachelor's Degree with honors from Linfield College and his Master's Degree in Business Administration from the University of Michigan.

Jeffrey B. Carroll
Jeff Carroll has over 14 years of consulting experience. Mr. Carroll has actively consulted with developers, property managers, owners, and lenders since he completed graduate school in 1988. Since then, he has performed over 400 market study, appraisal, and environmental assessment assignments throughout the country.

Mr. Carroll, a member of the National Council of Affordable Housing Market Analysts, is a Certified Environmental Inspector and a member of the Environmental Assessment Association. He is also licensed through the Michigan and North Carolina Appraisal Boards and is an associate member of the Appraisal Institute. Mr. Carroll is currently completing the coursework necessary to obtain the MAI designation.

Jeff Carroll has written a number of articles on development, market assessment, financial analysis, and property management for *Urban Land* magazine, the *Journal of Property Management*, *Community Management* magazine, *Merchandiser* magazine, and the Texas A&M Real Estate Research Center.

Mr. Carroll has conducted seminars on development, market & feasibility analysis, and affordable housing for the American Planning Association, *Community Management* magazine, the Georgia Department of Community Affairs, and the Manufactured Housing Institute.

Mr. Carroll received his Bachelor of Science Degree in Chemical Engineering from Clemson University with a minor concentration in economics and his Master's Degree in Business Administration from Harvard Business School with a minor concentration in economics and real estate.

Jeremy L. Allen
Jeremy Allen has over four years of real estate valuation and consulting experience. Since 1998 he has completed over 100 appraisals and market studies for a variety of property types, including hotels, office, retail, industrial, golf course, and multifamily developments. His areas of expertise include real estate market analysis and the valuation of hotels. Mr. Allen is a state licensed real estate valuation specialist.

Jeremy Allen received his degree in Hotel Administration from Cornell University.

Michael J. Carroll
Mike Carroll has over 12 years of environmental site assessment and consulting experience. Since 1988 he has completed over 100 Phase I assessments throughout the United States, Canada, Mexico and Europe. Additionally, he has performed Phase II and Phase III activities on an as needed basis. These projects included both major and minor remedial activities to obtain compliance with applicable Federal, State and Local requirements. Mr. Carroll's expertise includes the assessment of both residential and industrial properties.

Mr. Carroll possesses a comprehensive knowledge of 40CFR including NPDES, POTW, CAA/CAAA, RCRA, CERCLA, TSCA, and SARA environmental requirements. He is also familiar with overlapping OSHA regulations and applicable ASTM and ANSI standards.

Mike Carroll received his Bachelor of Science Degree in Environmental Sciences and Administrative Services with a minor in Chemistry and his Master's Degree in Business Administration from the University of Toledo.

Kevin G. Vickers

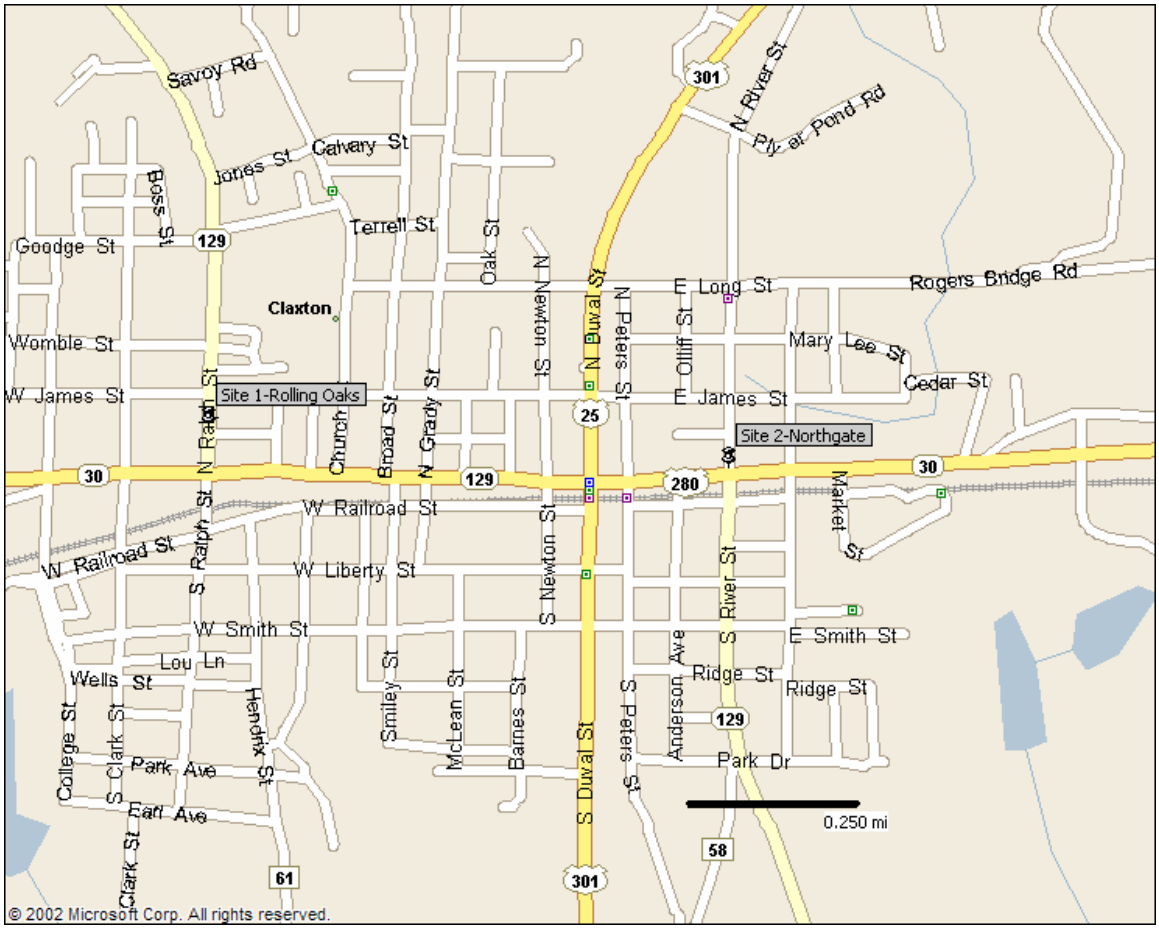
Kevin Vickers has over 14 years of environmental site assessment and consulting experience. Since 1987, he has completed over 400 Phase I assessments throughout the United States. Additionally, he has performed Phase II and Phase III activities on an as needed basis. He has performed Environmental Site Assessments for a wide variety of lending institutions, law firms, and construction companies.

His experience includes subsurface soil and ground water investigations, hydrological and geological studies, corrective action plans, and well monitoring. In addition, Mr. Vickers is experienced in waste identification, analytical sampling, fingerprinting and profiling of waste streams, PCB transformer and capacitor recycling, mercury cleanup, air monitoring and regulatory compliance, and the proper handling, packaging and labeling of waste. Finally, he is experienced in soil removal and remediation, UST management, and industrial in-plant spill containment and cleanup.

Mr. Vickers is a certified OSHA Hazardous Site Supervisor, OSHA Training Supervisor, Asbestos Hazardous Abatement Specialist, and Asbestos Building Inspector. He possesses a comprehensive knowledge of RCRA, Hazardous Waste Management, DOT, TSCA, SARA, and OSHA Regulations.

Kevin Vickers is currently completing the coursework necessary to obtain his degree in Environmental Sciences from Findlay University.

Legal Description



Flood Zone Determination

TRANSAMERICA
FLOOD HAZARD CERTIFICATION

Flood Insights test results for :

Latitude: 32.162 Longitude: -81.908
Geocoding Accuracy: Not Available

Flood Zone Determinations

What's This?

SFHA (Flood Zone)	*Within 250 feet of multiple flood zones?*
Out	No

Community	*Community Name*	*Zone*	*Panel*	*Panel Date*
130210	CLAXTON, CITY OF	C	0001B	August 19, 1986

FIPS Code	*Census Tract*
N/A	N/A

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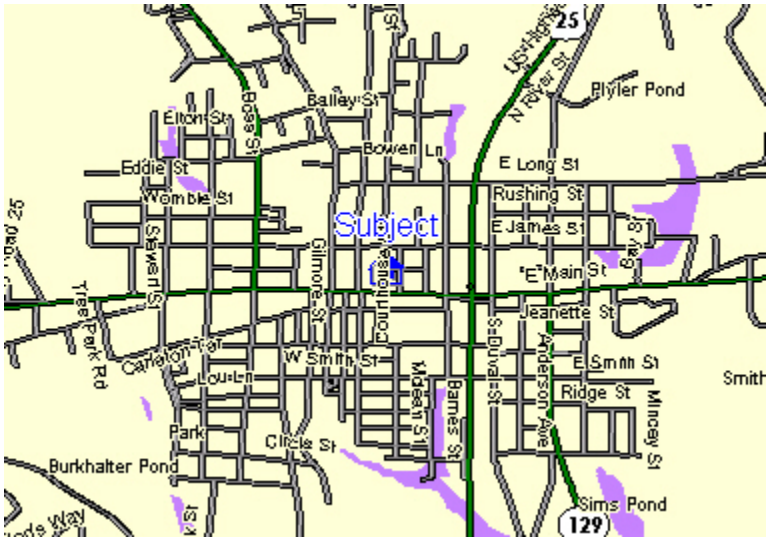

FloodMap Legend

Flood Zones

- Areas inundated by 500-year flooding
- Areas outside of the 100- and 500-year floodplains
- Areas inundated by 100-year flooding
- Areas inundated by 100-year flooding with velocity haza
- Floodway areas
- Floodway areas with velocity hazard
- Areas of undetermined but possible flood hazards
- Areas not mapped on any published FIRM

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www.cdys.com

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Neighborhood Details

MSN Home | MyMSN | Hotmail | Search | Shopping | Money | People & Chat Sign Out

NEWHOME ONLINE.COM Find and Build Your Brand New Home Online!

House & Home

Neighborhood Details

See surrounding neighborhoods

Claxton, GA – Claxton (30417)

Population	10,558
Median Income	$13,735
People per household (avg.)	2.71
Neighborhood Type	Small Town
Median age	33.1

Search for Homes

Search for Rentals

Homes & Rentals

- Find homes
- Find rentals
- Find an agent
- See what's nearby

Select another neighborhood to see its details:

Claxton (30417)

msn 8
Fed up with your ISP?
Join MSN® 8 no

Home Essentials

- Apply for a loan
- Refinance now
- Credit check for fre
- Find a contractor
- Search for roomma

Moving Up?

Find your next apartment

Find storage spac

You pack, they dr

PRIZM ® Neighborhood Types

Name	Demographic	% of Neighborhood
Scrub Pine Flats	Blue Collar Farm Families	51.31%
Grain Belt	Farm Owners & Tenants	24.03%
Hard Scrabble	Older Families in Poor Isolated Areas	12.4%

CLARITAS Demographic and PRIZM ® neighborhood types apply to the neighborhood and ZIP code that you selected above.

Other Important Considerations	30417	Regional Average	National Average
Values worse than national average are displayed in **red**.			
Demographics			
Population	10,558	8,768	9,429
Population density	66	171	1,179
Percent female	51.62%	51.42%	50.35%
Percent male	48.38%	48.58%	49.65%
Median household income	$26,941	$31,437	$39,702
Households	3,554	3,179	3,555

People per household	2.71	2.73	2.63
Median age	33.1	34.3	36.5
Median income	$13,735	$13,970	$18,598
Percent married	50.39%	50.98%	58.33%
Percent single (includes never married, divorced, separated, and widowed)	49.61%	49.02%	41.67%
Education			
School achievement index	1.70	2.33	5.20
Spending per student	$4,844	$4,925	$5,896
Students per teacher	15.8	15.4	16.1
Students per librarian	410.0	405.1	934.0
Students per guidance counselor	588.0	660.3	560.0
High school graduation rate	64.37%	64.24%	76.44%
College degree - 2 year	5.14%	5.54%	8.19%
College degree - 4 year	7.60%	9.79%	14.93%
Graduate degree	5.19%	4.80%	7.01%
Crime			
Violent crime risk	1	3	3
Property crime risk	2	3	3
Cost of Living			
Overall	88.9	91.3	100.0
Health & Safety			
Physicians per 100,000 population	97.2	159.5	168.5
Air quality	80.0	63.1	50.0
Watershed quality	60.0	73.0	50.0
Toxic sites	95.0	97.1	70.0
Health costs index	90.3	91.9	103.7
UV index	5.40	5.10	4.30
Economy			
Unemployment rate	3.00%	6.64%	4.70%
Recent job growth	-1.28%	0.65%	0.90%
Future job growth	13.81%	9.87%	10.83%
Sales tax rate	7.00%	6.77%	6.20%
Income tax rate	6.00%	6.00%	5.02%
Housing			
Median home purchase costs	$100,140	$105,953	$137,081
Home appreciation	6.28%	6.62%	6.27%
Median age of homes	21.4	19.4	27.8
Percent of homes owned vs. rented	62.50%	62.85%	63.40%
Vacancy rating	9.95%	13.87%	14.91%
Transportation			
Work at home	2.98%	2.43%	5.61%
Commute by bus	0%	0.91%	1.95%
Commute by carpool	19.65%	21.00%	14.57%
Commute by own car	71.58%	70.83%	71.60%

Life's hazardou

Are you prepare

Resources & Servic

- ApartmentGuide.co
- Credit reports
- Brand-new homes
- State Farm Insurar
- Foreclosure proper

Sperling's BestPlaces Data Provided by BestPlaces.net.

MSN - More Useful Everyday

MSN Home | **MyMSN** | **Hotmail** | **Search** | **Shopping** | **Money** | **People & Chat**

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School Report

The School Report Express

The Standard For School Information Nationwide

The 100% independently compiled information in this report is designed to help parents identify school districts that meet their family's educational needs and goals. The information is gathered from the school districts directly by National School Reporting Services, Inc., and updated regularly. The information is believed to be accurate, but is subject to change.

Use the convenient directory in this report to verify which specific school(s) your children will attend, and set up an appointment to visit the school(s). School districts may change the feeder patterns of their schools from year to year based on redistricting or government regulations. In addition, check that specific courses, programs and sports offered this year will also be offered in the future.

As parents, you can truly make a difference in the educational success of your children, through the choices you make concerning where to send your children to school, and through the support you give to the school system you choose.

If you have questions concerning our research methodologies, or specific information in this report, please e-mail ***research@theschoolreport.com*** or you may view our list of frequently asked questions.

FYI

Evans

- Claxton HS is accredited by SACS Secondary Commission.
- Claxton HS has the Challenge Program which academically challenges students.
- Claxton HS students have won drama competitions in district.
- Block Scheduling is now in effect at the High School.
- Extensive computer labs are housed in the HS.
- Claxton HS offers vocational programs in business & office ed & distributive ed.
- Agriculture, home economics & auto mechanics are also offered in the HS.
- Claxton HS has radio & television production, graphics & robotics.
- Peer Tutoring is available in the HS.
- Beginning in 1999 students must graduate with a college prep or vocational diploma.
- HOPE scholarship gives GA residents with a B average free tuition to State Colleges.
- HOPE scholarship gives GA residents free tuition to technical schools in GA.
- Post Secondary Option program has students earn both HS & college credit at GA State College.
- HOPE scholarship gives GA residents with a B average a stipend to GA private college.
- Kindergarten is available in full day sessions.
- Claxton MS sports include football, basketball, track & softball.
- District schools are accredited by SACS Elementary Commission.
- Evans County Schools are accredited with Quality by Georgia Accrediting Commission.
- 13 new classrooms were added at Claxton ES.
- Claxton High Schools Football team went 10-0 and were the region champs, 2001.
- Softball team and Cross Country participated in state playoffs, 2001.
- Construction has been added to the vocational curriculum, 2001.
- Drama Team participated in one-act play.

Title	Name	Phone
Superintendent of Schools	Mrs. Paula O. Raley	912-739-3544

Guidance Services	Ms. Dee Ann Hammack	912-739-3544
Special Education Services	Ms. Bette Clark	912-739-3544
Director of Fine Arts	Ms. Dee Ann Hammack	912-739-3544
Athletic Director	Mr. David Greene	912-739-3993
General Information	Ms. Brenda Clark	912-739-3544
Gifted and Talented Director	Ms. Bette Clark	912-739-3544
Computer Education Director	Ms. Phyllis Harrison	912-739-3544
Curriculum	Ms. Dee Ann Hammack	912-739-3544
High School Guidance	Ms. Rose Callaway	912-739-3993
High School Special Ed.	Ms. Kathy Durrence	912-739-3993
High School Special Ed.	Ms. Betty Neville	912-739-3993
High School Fine Arts	Ms. Anita Dasher	912-739-3993
High School Athletics	Mr. David Greene	912-739-3993
High School Information	Ms. Rose Callaway	912-739-3993
High School Gifted/Talented	Ms. Lynne Burkhalter	912-739-3993
High School Computer Ed.	Ms. Cheryl Lawson	912-739-3993

District Size

District	Evans
Lowest Grade Level *	Pre - K
Highest Grade Level *	12
Student Population	2034
Teacher Population	148
Professional Staff **	164
Student/Teacher Ratio	13:1
Median Years of Teaching Experience	12
# of Elementary Schools	2
Average Elementary School Population	522
# of Middle Schools / Junior High Schools	1
Average Middle School Population	473
Primary High School Population	517
Average Class Size ***	
Grade 1	13
Grade 8	21
High School English	27
High School Math	27
High School Science	27

*** Districts with only elementary schools include information on the high school most students attend**
**** Includes guidance counselors, psychologists, social workers, librarians, medical/dental staff, and**

teachers.
*** Does not include special classes or targeted small group classes.

Elementary and Middle School Programs

District	Evans
Academic Programs	
Formal Study of a Foreign Language	8
Use of an Equipped Science Lab	6
Formal Computer Training	K
Use of an Equipped Computer Lab	K
In-classroom Computers	K
Technology / Industrial Arts	
Home Economics	
English as a Second Language	
Fine Arts Programs	
Band Instrument Lessons	6
Orchestra Instrument Lessons	
Organized Band	6
Organized Orchestra	
Organized Chorus	5
Drama Productions	6
Radio / TV Production	
Gifted and Talented Pull-Out Programs	
Fine Arts	
Mathematics	
Science	
General	1
Magnet Programs	
In-classroom Enrichment	
Academic Interschool Competitions	
Odyssey of the Mind	
Reading Incentive	5
Science Fair	
General Academic	5
Other Programs	
Before School Day Care	
After School Day Care	
After School Busing	Y

Overnight Field Trips	

Senior Performance

District	Evans
High School Seniors	111
% of Seniors Receiving HS Diploma	92%
Graduates' Future Plans (% Attending)	
4-Year College/University	38%
2-Year / Junior College	11%
Business / Technical School	19%
Armed Forces	10%
Work Force	22%
Awards	
National Merit Scholarship Finalists	
National Merit Scholarship Semi-finalists	
Letters of Commendation	
Average SAT Scores	
% of Seniors taking SATs	52%
Math	441
Verbal	428
Average ACT Scores	
% of Seniors taking ACTs	6%
English	15.8
Math	17
Science	17
Reading	15.3
Composite	16.3

Environmental

ENVIRONMENTAL
Assessment Association

UNIFORM ENVIRONMENTAL ASSESSMENT REPORT

Small Commercial

INSPECTION DATA

Property Address 109 N Ralph Street

City Claxton County Evans State GA Zip 30417

Legal Description

Property is ☐ Vacant; ☑ Improved; ☐ Occupied, by Whom

Prepared For Georgia Department of Community Affairs

Environmental Inspector Jeff Carroll Date 6/23/3

Company Address 3116 Glen Summit Drive, Charlotte, North Carolina 28270

Phone 704-905-2276 Fax 704-708-4261 E-mail jcarroll@allenadvisors.com

PROPERTY DESCRIPTION AND ANALYSIS

Current Use of Property ☑ Residential; ☐ Commercial; ☐ Industrial; ☐ Undeveloped Land; ☐ Agricultural; ☐ Other (describe)

Past Use of Property ☑ Residential; ☐ Commercial; ☐ Industrial; ☐ Undeveloped Land; ☐ Agricultural, ☐ Unknown; ☐ Other (describe)

Past Tenants Business	1.	Time at Location	1.
	2.		2.
	3.		3.
Current Tenants Business	1.	Time at Location	1.
	2.		2.
	3.		3.

Comments:

GENERAL FIELD OBSERVATION

SUBJECT PROPERTY

Were there any physical signs of the following observed on the property. Check for "Yes"

☐ Underground Storage Tanks	☐ Storage Building	☐ Above Ground Tanks
☐ Discarded Batteries	☐ Vegetation Damage	☐ Oil/Gas Drums
☐ Suspected Lead Hazard	☐ Streams, Lakes or Ponds	☐ Suspected Asbestos
☐ Stained Soil	☐ Monitoring Wells	☐ Waste Sites
☐ Electronic Magnetic Field Potential	☑ Other (see comments)	

Comments Did not inspect maintenance room.

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GENERAL FIELD OBSERVATION

ADJACENT PROPERTY

Were there any physical signs of the following observed on the property. Check for "Yes"

- ☐ Underground Storage Tanks
- ☐ Discarded Batteries
- ☐ Suspected Lead Hazard
- ☐ Stained Soil
- ☐ Electronic Magnetic Field Potential
- ☐ Storage Building
- ☐ Vegetation Damage
- ☐ Streams, Lakes or Ponds
- ☐ Monitoring Wells
- ☑ Other (see comments)
- ☐ Above Ground Tanks
- ☐ Oil/Gas Drums
- ☐ Suspected Asbestos
- ☐ Waste Sites

Comments Low area to east of subject property.

GENERAL FIELD OBSERVATION

Storage Facilities

☐ Yes ☐ No ☑ Unknown Are buildings or rooms observed that may contain or have contained hazardous materials for storage purposes?

☐ Yes ☐ No ☑ Unknown Is there any indication that hazardous waste or materials are or have been stored on the property?

Comments Did not inspect maintenance room.

Underground Storage Tanks (UST's)

☐ Yes ☑ No ☐ Unknown Is there any evidence of Below Ground Storage Tanks on the property?

☐ Yes ☑ No ☐ Unknown Is there evidence of soil or groundwater contamination observed on the property?

☐ Yes ☑ No ☐ Unknown Are any chemical manufacturing plants, gas stations, petroleum delivery/storage facilities or similar operations observed on surrounding properties?

Comments

Above Ground Storage Tanks (AST's)

☐ Yes ☑ No ☐ Unknown Are there Above Ground Storage Tanks on the property?

Comments

Waste Sites

☐ Yes ☑ No ☐ Unknown Is there evidence that the subject property or neighboring properties have engaged in storing, transporting or producing waste, chemicals or hazardous substances?

Comments

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WATER INSPECTION

Drinking Water

☐ Yes ☑ No ☐ Unknown Is there any evidence of water wells, in use or abandoned, on the property?

☐ Yes ☑ No ☐ Unknown If yes, are these wells the primary or sole source of drinking water?

☐ Yes ☑ No ☐ Unknown Is there any evidence of pits, ponds or lagoons or any other standing water visible on the property?

Comments _____

DRAINS

☐ Yes ☑ No ☐ Unknown Are drains present in work areas that could be used for cleaning or flushing machinery or equipment?

☐ Yes ☑ No ☐ Unknown Are the drains full?

Comments _____

CHEMICAL, GAS & MINERAL INSPECTION

Asbestos

☐ Yes ☐ No ☑ Unknown Is there evidence of asbestos on the property?

☐ Yes ☐ No ☑ Unknown If any asbestos is observed, does it appear friable?

☐ Yes ☐ No ☑ Unknown Are suspected asbestos containing materials observed, such as sprayed materials on fireproofing areas, pipe insulation, floor tile, etc.?

Comments _____

Urea Formaldehyde Foam Insulation (UFFI)

☐ Yes ☐ No ☑ Unknown Is there evidence of Urea Formaldehyde Foam Insulation or other Formaldehyde containing products on the property?

Comments _____

Lead Hazard

☐ Yes ☐ No ☑ Unknown Is there visible evidence of peeling, cracking or flaking paint?

☐ Yes ☐ No ☑ Unknown Was any evidence of lead containing potable water supply pipes visible on the property?

Comments _____

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Pesticides/Herbicides

☐ Yes ☑ No ☐ Unknown Does it appear pesticides or herbicides have been stored or used in excess of normal use?

☐ Yes ☑ No ☐ Unknown Has the property been used for agricultural purposes in the past ten (10) years?

☐ Yes ☑ No ☐ Unknown Are there any noticeable pesticide odors?

☐ Yes ☑ No ☐ Unknown Are there noticible signs of straining or stressed vegetation?

Comments _____

_____

_____

_____

Fiberglass

☐ Yes ☐ No ☑ Unknown Is Fiberglass observed as an insulator or for any other purpose?

☐ Yes ☐ No ☑ Unknown Is Fiberglass observed on any surface that appears worn, where individual fibers are exposed in a condition where release into the air appears likely?

Note: Fiberglass is not currently listed as a hazardous material, however, recent studies indicate that it may constitute a human health hazard. Its presence on a property does not currently require removal or encapsulation.

Comments _____

_____

_____

_____

_____

Polychlorinated Biphenyl (PCB's)

☐ Yes ☐ No ☑ Unknown Are any transformers, electrical devices or hydraulic equipment observed on the property labeled as containing PCB's?

☐ Yes ☐ No ☑ Unknown Is there evidence of oil leakage from any machinery or devices that may contain PCB's?

☐ Yes ☐ No ☑ Unknown Is there evidence of PCB contamination to the soil or groundwater observed on the property?

Comments _____

_____

_____

_____

Radon

☐ Yes ☑ No ☐ Unknown Is there reason to suspect that radon may be a problem in the intermediate property's location?

☐ Yes ☑ No ☐ Unknown Has radon screening been conducted which indicates that the property may have elevated levels for radon?

Comments _____

_____

_____

_____

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GENERAL

☐ Yes ☐ No ☑ Unknown Are there any conditions present not previously mentioned that need to be evaluated for any potential environmental risk?

☐ Yes ☐ No ☑ Unknown Are there any activities of adjacent properties that may pose potential environmental risks to the subject property?

Comments _____

SUMMARY & CONCLUSION OF INSPECTION

Suggest Phase II Environmental Audit: ☐ **Yes** ☐ **No**

- ☐ Underground Storage Tanks (UST's)
- ☐ Above Ground Storage Tanks (AST's)
- ☐ Waste Sites
- ☐ Drinking Water
- ☐ Asbestos
- ☐ Other (See Comments)
- ☐ Urea Formaldehyde Foam Insulation (UFFI)
- ☐ Lead Hazard
- ☐ Pesticides/Herbicides
- ☐ Polychlorinated Biphenyl (PCB's)
- ☐ Radon

Comments _____

I certify that to the best of my knowledge and belief the facts and data used in this inspection are true and accurate, based on the available information as of the inspection date and in accordance with ASTM Guidelines, E 1527-93, Phase I Environmental Site Assessment Process and E 1528-93, Transaction Screen Process; I personally inspected the subject property; and I have no undisclosed interest, present or prospective therein.

Addendums are attached and are made a part of this report. _____ # of pages.

Environmental Inspector's Signature _____

Name Jeff Carroll

Certified Environmental Inspector # _____ Date 6/23/3

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Comparable Properties

ROLLING OAKS (ELDERLY)
109 N RALPH STREET
CLAXTON, GA
912-739-3170
SANDY HARRISON

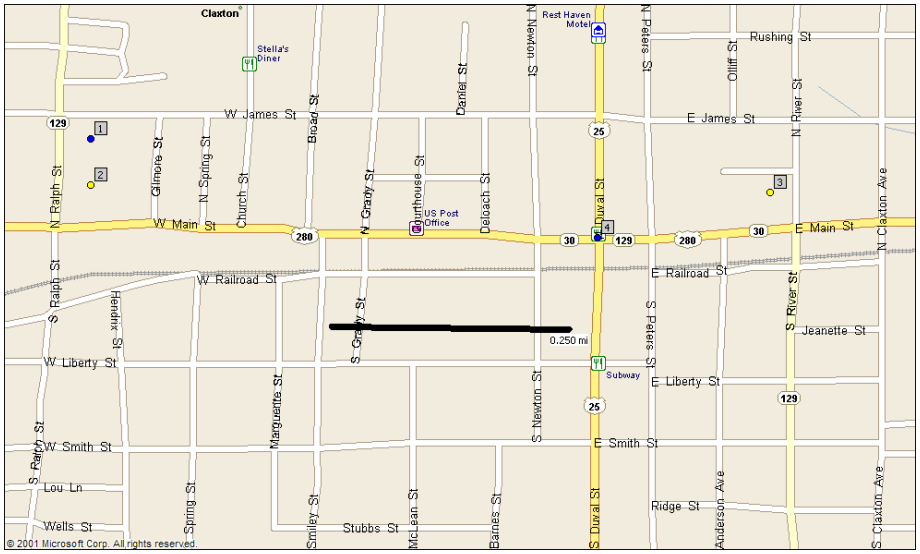
BR	BA	Rent Type	Units	Vac	Occ	Rent Range	Est SF Range	$/SF
0	1.0	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
1	1.0	Subsidized	20	0	100%	BOI - BOI	672 - 672	BOI
2	1.0	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
2	1.5	Subsidized	4	0	100%	BOI - BOI	922 - 922	BOI
2	2.0	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
2			4	0	100%	BOI - BOI	922 - 922	BOI
3	1.0	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
3	1.5	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
3	2.0	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
3			0	0	0%	BOI - BOI	0 - 0	BOI
4	1.0	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
4	1.5	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
4	2.0	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
4			0	0	0%	BOI - BOI	0 - 0	BOI
Subtotal		Subsidized	24	0	100%	BOI - BOI	672 - 922	BOI

Buildings:	Unit Data:	Utilities in Rent:	Parking:
☐ Single Family	☑ Blinds	☐ Heat	☑ Open
☐ Duplex	☐ Ceiling Fans	☐ A/C	☐ Assigned
☐ Townhouse	☑ Carpeting	☐ Hot Water	☐ Covered
☑ Garden	☐ Fireplace	☐ Electricity	☐ Garage
☐ Mid-Rise	☑ Patio/Balcony	☑ Cold Water	
☐ High-Rise	☐ Storage	☑ Sewer	
		☑ Trash	
Floors:	**Kitchens:**	**Air Conditioning:**	**Security:**
☑ 1 Story	☑ Stove	☑ Central Air	☐ Cont Access
☐ 2 Story	☑ Refrigerator	☐ Window Units	☐ Sec Alarms
☐ 3-4 Story	☐ Disposal	☐ Wall Units	☐ Monitoring
☐ 5-10 Story	☐ Dishwasher	☐ Other	☐ Sec Patrols
☐ >10 Story	☐ Microwave	☐ None	☐ Sec Officer
Project Data:	**Laundry:**	**Heat:**	**Tenant Utilities:**
☐ Comm Center	☑ Central	☑ Central Air	0BR -
☐ Pool	☐ W/D Units	☐ Baseboards	1BR $73
☐ Sports Court	☑ W/D Hookups	☐ Radiators	2BR $95
☐ Playground		☐ Other	3BR -
☐ Fitness Ctr			4BR -
☐ Business Ctr			

Miscellaneous:	
Year Built	1991
Year Renovated	na
Heating Fuel	electric
Minimum Lease	12
Security Deposit	1 month
Pets	yes
Incentives	no
Waiting List	no
Est Turnover	10-20%
Financing	FmHA
Rents	Subsidized
Type	Elderly
Status	Completed
Map Key	1

Notes:
24 units on rental assistance. Market strong.

Updated 6/23/3



ROLLING OAKS (FAMILY)
109 N RALPH STREET
CLAXTON, GA
912-739-3170
SANDY HARRISON

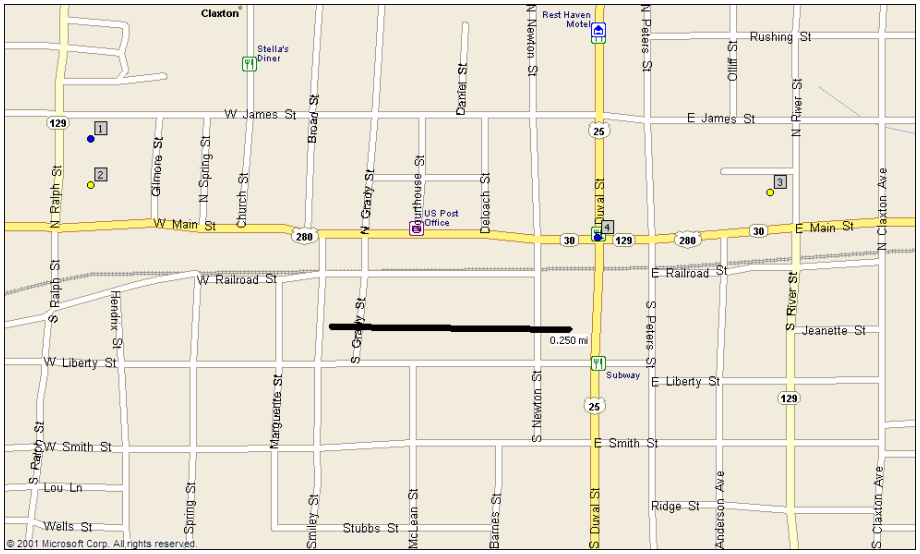
BR	BA	Rent Type	Units	Vac	Occ	Rent Range	Est SF Range	$/SF
0	1.0	Restricted	0	0	0%	$0 - $0	0 - 0	$0.00
1	1.0	Restricted	4	0	100%	$295 - $329	672 - 672	$0.46
2	1.0	Restricted	4	0	100%	$315 - $391	833 - 833	$0.42
2	1.5	Restricted	24	0	100%	$315 - $391	922 - 922	$0.38
2	2.0	Restricted	0	0	0%	$0 - $0	0 - 0	$0.00
2			28	0	100%	$315 - $391	833 - 922	$0.39
3	1.0	Restricted	0	0	0%	$0 - $0	0 - 0	$0.00
3	1.5	Restricted	4	0	100%	$330 - $466	1,054 - 1,054	$0.38
3	2.0	Restricted	0	0	0%	$0 - $0	0 - 0	$0.00
3			4	0	100%	$330 - $466	1,054 - 1,054	$0.38
4	1.0	Restricted	0	0	0%	$0 - $0	0 - 0	$0.00
4	1.5	Restricted	0	0	0%	$0 - $0	0 - 0	$0.00
4	2.0	Restricted	0	0	0%	$0 - $0	0 - 0	$0.00
4			0	0	0%	$0 - $0	0 - 0	$0.00
Subtotal		Restricted	36	0	100%	$295 - $466	672 - 1,054	$0.40

Buildings:	Unit Data:	Utilities in Rent:	Parking:
☐ Single Family	☑ Blinds	☐ Heat	☑ Open
☐ Duplex	☐ Ceiling Fans	☐ A/C	☐ Assigned
☑ Townhouse	☑ Carpeting	☐ Hot Water	☐ Covered
☑ Garden	☐ Fireplace	☐ Electricity	☐ Garage
☐ Mid-Rise	☑ Patio/Balcony	☑ Cold Water	
☐ High-Rise	☐ Storage	☑ Sewer	
		☑ Trash	
Floors:	**Kitchens:**	**Air Conditioning:**	**Security:**
☑ 1 Story	☑ Stove	☑ Central Air	☐ Cont Access
☑ 2 Story	☑ Refrigerator	☐ Window Units	☐ Sec Alarms
☐ 3-4 Story	☐ Disposal	☐ Wall Units	☐ Monitoring
☐ 5-10 Story	☐ Dishwasher	☐ Other	☐ Sec Patrols
☐ >10 Story	☐ Microwave	☐ None	☐ Sec Officer
Project Data:	**Laundry:**	**Heat:**	**Tenant Utilities:**
☐ Comm Center	☑ Central	☑ Central Air	0BR -
☐ Pool	☐ W/D Units	☐ Baseboards	1BR $73
☐ Sports Court	☑ W/D Hookups	☐ Radiators	2BR $95
☐ Playground		☐ Other	3BR $115
☐ Fitness Ctr			4BR -
☐ Business Ctr			

Miscellaneous:	
Year Built	1983
Year Renovated	1988
Heating Fuel	electric
Minimum Lease	12
Security Deposit	1 month
Pets	no
Incentives	no
Waiting List	yes
Est Turnover	20-30%
Financing	FmHA/DCA
Rents	Restricted
Type	Family
Status	Completed
Map Key	2

Notes:
24 units on rental assistance. Wait list of 10 people. Market strong.

Updated 6/23/3



NORTHGATE APARTMENTS
10 N RIVER STREET
CLAXTON, GA
912-739-4975
DOROTHY DIXON

BR	BA	Rent Type	Units	Vac	Occ	Rent Range	Est SF Range	$/SF
0	1.0	Restricted	0	0	0%	$0 - $0	0 - 0	$0.00
1	1.0	Restricted	0	0	0%	$0 - $0	0 - 0	$0.00
2	1.0	Restricted	36	0	100%	$370 - $527	863 - 863	$0.52
2	1.5	Restricted	0	0	0%	$0 - $0	0 - 0	$0.00
2	2.0	Restricted	0	0	0%	$0 - $0	0 - 0	$0.00
2			36	0	100%	$370 - $527	863 - 863	$0.52
3	1.0	Restricted	16	0	100%	$388 - $537	1,044 - 1,044	$0.44
3	1.5	Restricted	0	0	0%	$0 - $0	0 - 0	$0.00
3	2.0	Restricted	0	0	0%	$0 - $0	0 - 0	$0.00
3			16	0	100%	$388 - $537	1,044 - 1,044	$0.44
4	1.0	Restricted	0	0	0%	$0 - $0	0 - 0	$0.00
4	1.5	Restricted	0	0	0%	$0 - $0	0 - 0	$0.00
4	2.0	Restricted	0	0	0%	$0 - $0	0 - 0	$0.00
4			0	0	0%	$0 - $0	0 - 0	$0.00
Subtotal		Restricted	52	0	100%	$370 - $537	863 - 1,044	$0.50

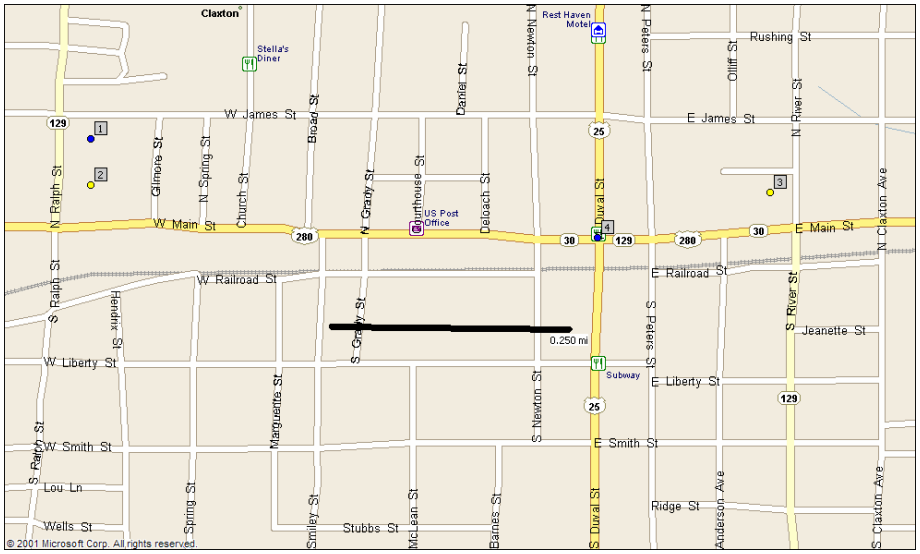
Buildings:	Unit Data:	Utilities in Rent:	Parking:
☐ Single Family	☑ Blinds	☐ Heat	☑ Open
☐ Duplex	☐ Ceiling Fans	☐ A/C	☐ Assigned
☐ Townhouse	☑ Carpeting	☐ Hot Water	☐ Covered
☑ Garden	☐ Fireplace	☐ Electricity	☐ Garage
☐ Mid-Rise	☐ Patio/Balcony	☑ Cold Water	
☐ High-Rise	☐ Storage	☑ Sewer	
		☑ Trash	
Floors:	**Kitchens:**	**Air Conditioning:**	**Security:**
☐ 1 Story	☑ Stove	☑ Central Air	☐ Cont Access
☑ 2 Story	☑ Refrigerator	☐ Window Units	☐ Sec Alarms
☐ 3-4 Story	☐ Disposal	☐ Wall Units	☐ Monitoring
☐ 5-10 Story	☐ Dishwasher	☐ Other	☐ Sec Patrols
☐ >10 Story	☐ Microwave	☐ None	☐ Sec Officer
Project Data:	**Laundry:**	**Heat:**	**Tenant Utilities:**
☐ Comm Center	☐ Central	☑ Central Air	0BR -
☐ Pool	☐ W/D Units	☐ Baseboards	1BR -
☐ Sports Court	☑ W/D Hookups	☐ Radiators	2BR $83
☐ Playground		☐ Other	3BR $101
☐ Fitness Ctr			4BR -
☐ Business Ctr			

Miscellaneous:	
Year Built	1972
Year Renovated	na
Heating Fuel	gas
Minimum Lease	12
Security Deposit	$150
Pets	no
Incentives	no
Waiting List	no
Est Turnover	20-30%
Financing	FmHA
Rents	Restricted
Type	Family
Status	Completed
Map Key	3

Notes:

48 units on rental assistance. Nobody paying more than basic rent. Market strong but highly dependent on continuation of rental subsidies.

Updated 6/23/3



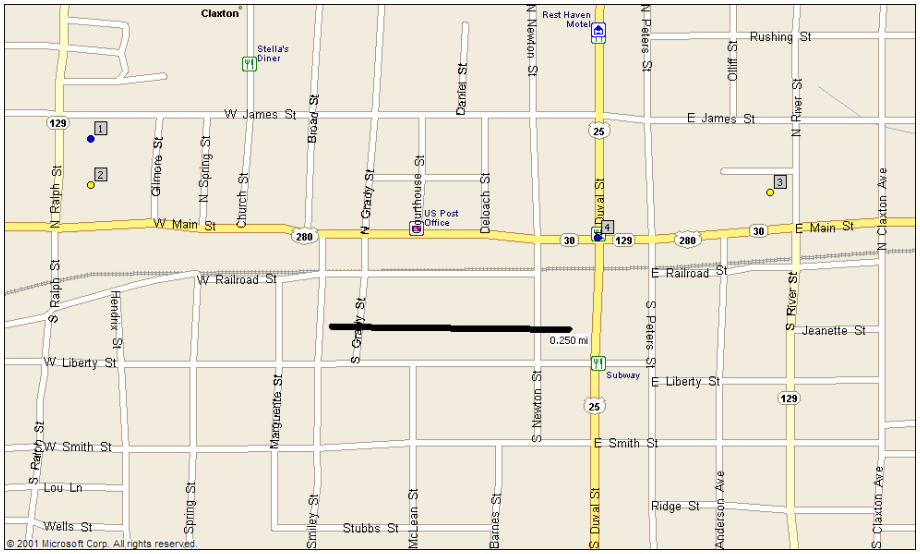
CLAXTON HOUSING AUTHORITY
POST OFFICE BOX 849
CLAXTON, GA
912-739-4474
WANDA RODGERS

BR	BA	Rent Type	Units	Vac	Occ	Rent Range	Est SF Range	$/SF
0	1.0	Subsidized	10	2	80%	BOI - BOI	478 - 478	BOI
1	1.0	Subsidized	41	8	80%	BOI - BOI	703 - 703	BOI
2	1.0	Subsidized	102	20	80%	BOI - BOI	995 - 995	BOI
2	1.5	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
2	2.0	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
2			102	20	80%	BOI - BOI	995 - 995	BOI
3	1.0	Subsidized	41	8	80%	BOI - BOI	1,272 - 1,272	BOI
3	1.5	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
3	2.0	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
3			41	8	80%	BOI - BOI	1,272 - 1,272	BOI
4	1.0	Subsidized	10	2	80%	BOI - BOI	1,422 - 1,422	BOI
4	1.5	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
4	2.0	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
4			10	2	80%	BOI - BOI	1,422 - 1,422	BOI
Subtotal		Subsidized	204	40	80%	BOI - BOI	478 - 1,422	BOI

Buildings:	Unit Data:	Utilities in Rent:	Parking:
☐ Single Family	☑ Blinds	☐ Heat	☑ Open
☐ Duplex	☐ Ceiling Fans	☐ A/C	☐ Assigned
☐ Townhouse	☐ Carpeting	☐ Hot Water	☐ Covered
☑ Garden	☐ Fireplace	☐ Electricity	☐ Garage
☐ Mid-Rise	☐ Patio/Balcony	☑ Cold Water	
☐ High-Rise	☐ Storage	☑ Sewer	
		☑ Trash	
Floors:	**Kitchens:**	**Air Conditioning:**	**Security:**
☑ 1 Story	☑ Stove	☑ Central Air	☐ Cont Access
☑ 2 Story	☑ Refrigerator	☐ Window Units	☐ Sec Alarms
☐ 3-4 Story	☐ Disposal	☐ Wall Units	☐ Monitoring
☐ 5-10 Story	☐ Dishwasher	☐ Other	☐ Sec Patrols
☐ >10 Story	☐ Microwave	☐ None	☐ Sec Officer
Project Data:	**Laundry:**	**Heat:**	**Tenant Utilities:**
☐ Comm Center	☑ Central	☑ Central Air	0BR $46
☐ Pool	☐ W/D Units	☐ Baseboards	1BR $65
☐ Sports Court	☐ W/D Hookups	☐ Radiators	2BR $83
☑ Playground		☐ Other	3BR $101
☐ Fitness Ctr			4BR $128
☐ Business Ctr			

Miscellaneous:	
Year Built	na
Year Renovated	na
Heating Fuel	na
Minimum Lease	na
Security Deposit	na
Pets	na
Incentives	na
Waiting List	na
Est Turnover	20-30%
Financing	PHA
Rents	Subsidized
Type	Family
Status	Completed
Map Key	4

Notes:

Estimated unit mix. Estimated square footage. 20% of units off line for Mod-Rehab. Ex Dir says market is strong and that 1BR mkt rents range from $235 to $300; 2BR rents range from $275 to $300.

Updated 6/23/3