

MARKET STUDY

Property:
Oakview Apartments
115 Trojan Way
Wrightsville, Johnson County, Georgia



Type of Property
Affordable Multifamily Development
Family-Rehabilitation

Date of Report:
July 9, 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

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AAC File Number: AAC-2003-068
DCA File Number: 2003-019





July 9, 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: Oakview 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 Oakview Apartments. The property consists of 2.054 acres and 24 units (23 revenue units and 1 non-revenue unit) originally constructed under the USDA Rural Development program in 1981. The physical address of the subject property is 115 Trojan Way, Wrightsville, 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 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 Oakview, LP 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								
1-BR	30% of AMI								
1-BR	40% of AMI								
1-BR	50% of AMI								
1-BR	60% of AMI								
1-BR	Market Rate								
2-BR	Subsidized	8	101		101	7.9%	8	\$250	BOI
2-BR	30% of AMI								
2-BR	40% of AMI								
2-BR	50% of AMI								
2-BR	60% of AMI	4	31		31	12.9%	24	\$250	\$494
2-BR	Market Rate								
3-BR	Subsidized	8	51		51	15.7%	16	\$300	BOI
3-BR	30% of AMI								
3-BR	40% of AMI								
3-BR	50% of AMI								
3-BR	60% of AMI	3	8		8	36.6%	50	\$300	\$498
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				12.0%	Proposed Project Stabilization Period				23 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

A handwritten signature in blue ink, appearing to read "Jeff Carroll".

Jeff Carroll

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INTRODUCTION

Summary of Salient Facts and Conclusions

PROPERTY LOCATION: 15 Trojan Way, Wrightsville,
Johnson County, Georgia

DATE OF REPORT: July 9, 2003

EFFECTIVE DATE: June 23, 2003

DEVELOPMENT DESCRIPTION:

Units: 24 units
 Revenue-Producing Units: 23 Units
 Net Rentable Area: 21,345 SF
 Gross Floor Area: 23,480 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 9, 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 Oakview Apartments. The property consists of 2.054 acres and 24 units (23 revenue units and 1 non-revenue unit) originally constructed under the USDA Rural Development program in 1981. The physical address of the subject property is 115 Trojan Way, Wrightsville, 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.

An overview of the proposed development follows:

Project Description

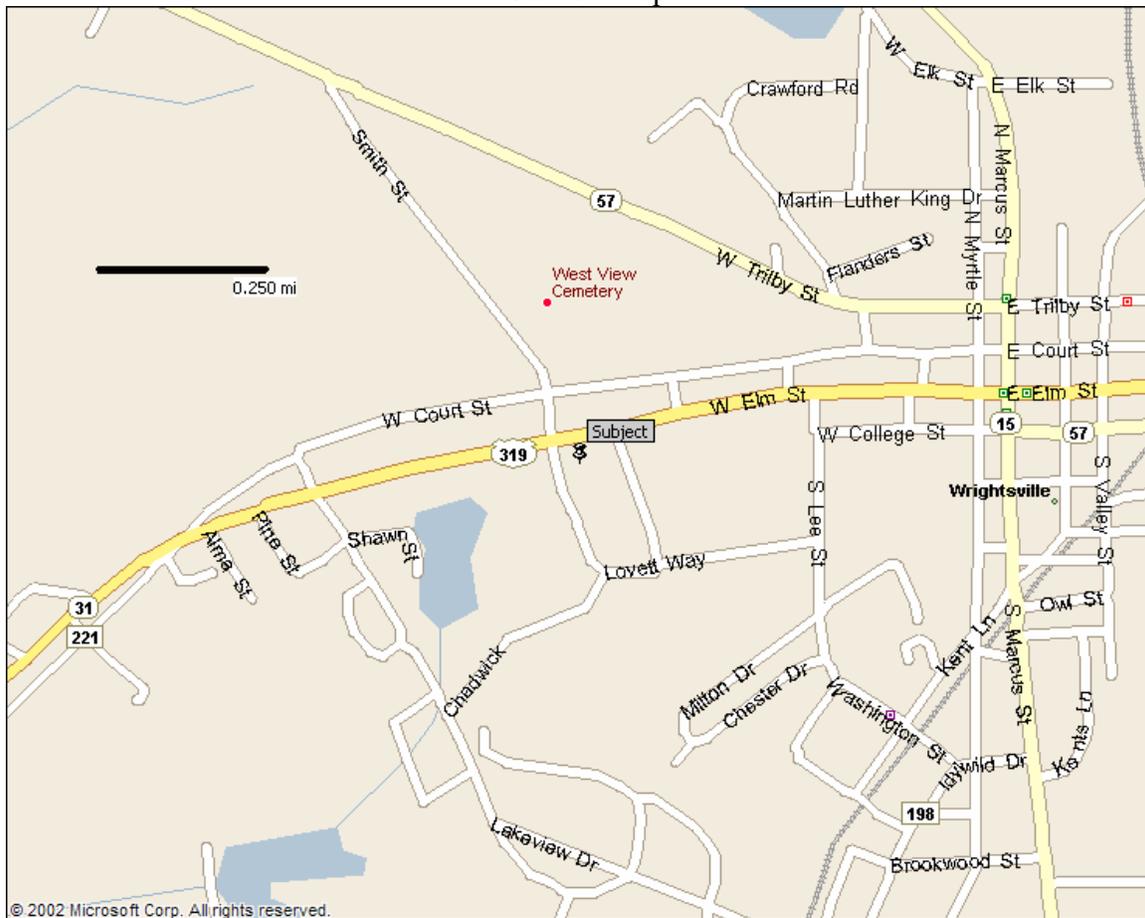
Development Location	
Development Location	115 Trojan Way, Wrightsville, Johnson Country, GA
Construction Type	Rehabilitation
Occupancy Type	Family
Target Income Group	PBRA & 60% of AMI
Special Population Target	None
Unit Configuration	12 Two-Bedroom 11 Three-Bedroom
Unit Size	841 sf Two-Bedroom 1023 sf Three-Bedroom
Structure Type	Garden
Proposed Rents	\$324-\$494 for Two-Bedroom \$341-\$498 for Three-Bedroom
Utility Allowances	\$62 for Two-Bedroom \$93 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 Microwaves 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	23
Net Rentable Area, SF	21,345
Gross Building Area, SF (Estimated)	23,480
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 24 units (23 revenue-producing units and 1 non-revenue unit) including 2- and 3-bedroom apartments. A total of 16 revenue-producing units would receive project-based rental assistance; 7 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 OAKVIEW APARTMENTS AFFORDABLE MULTIFAMILY DEVELOPMENT 115 TROJAN WAY WRIGHTSVILLE, 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	0	BOI	BOI	BOI	BOI	0	NA
2 Bedroom	Subsidized	8	BOI	BOI	BOI	BOI	841	NA
3 Bedroom	Subsidized	8	BOI	BOI	BOI	BOI	1023	NA
4 Bedroom	Subsidized	0	BOI	BOI	BOI	BOI	0	NA
Total		16	BOI	BOI	BOI	BOI	932	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	0	\$0	\$0	\$0	\$0	0	\$0.00
2 Bedroom	60% of AMI	4	\$599	\$556	\$62	\$494	841	\$0.59
3 Bedroom	60% of AMI	3	\$691	\$591	\$93	\$498	1023	\$0.49
4 Bedroom	60% of AMI	0	\$0	\$0	\$0	\$0	0	\$0.00
Total		7	\$638	\$571	\$75	\$496	919	\$0.54
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	0	NA	NA	NA	NA	0	NA
2 Bedroom	Total	12	NA	NA	NA	NA	841	NA
3 Bedroom	Total	11	NA	NA	NA	NA	1,023	NA
4 Bedroom	Total	0	NA	NA	NA	NA	0	NA
Grand Total		23	NA	NA	NA	NA	928	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:
<input type="checkbox"/> Single Family	<input checked="" type="checkbox"/> Blinds	<input type="checkbox"/> Heat	<input checked="" type="checkbox"/> Open
<input type="checkbox"/> Duplex	<input type="checkbox"/> Ceiling Fans	<input type="checkbox"/> A/C	<input type="checkbox"/> Assigned
<input type="checkbox"/> Townhouse	<input checked="" type="checkbox"/> Carpeting	<input type="checkbox"/> Hot Water	<input type="checkbox"/> Covered
<input checked="" type="checkbox"/> Garden	<input type="checkbox"/> Fireplace	<input type="checkbox"/> Electricity	<input type="checkbox"/> Garage
<input type="checkbox"/> Mid-Rise	<input type="checkbox"/> Patio/Balcony	<input checked="" type="checkbox"/> Cold Water	
<input type="checkbox"/> High-Rise	<input type="checkbox"/> Storage	<input checked="" type="checkbox"/> Sewer	
		<input checked="" type="checkbox"/> Trash	
Floors:	Kitchens:	Air Conditioning:	Security:
<input type="checkbox"/> 1 Story	<input checked="" type="checkbox"/> Stove	<input checked="" type="checkbox"/> Central Air	<input type="checkbox"/> Cont Access
<input checked="" type="checkbox"/> 2 Story	<input checked="" type="checkbox"/> Refrigerator	<input type="checkbox"/> Window Units	<input type="checkbox"/> Sec Alarms
<input type="checkbox"/> 3-4 Story	<input checked="" type="checkbox"/> Disposal	<input type="checkbox"/> Wall Units	<input type="checkbox"/> Monitoring
<input type="checkbox"/> 5-10 Story	<input checked="" type="checkbox"/> Dishwasher	<input type="checkbox"/> Other	<input type="checkbox"/> Sec Patrols
<input type="checkbox"/> >10 Story	<input checked="" type="checkbox"/> Microwave	<input type="checkbox"/> None	<input type="checkbox"/> Sec Officer
Project Data:	Laundry:	Heat:	
<input checked="" type="checkbox"/> Comm Center	<input checked="" type="checkbox"/> Central	<input checked="" type="checkbox"/> Central Air	
<input type="checkbox"/> Pool	<input type="checkbox"/> W/D Units	<input type="checkbox"/> Baseboards	
<input type="checkbox"/> Sports Court	<input checked="" type="checkbox"/> W/D Hookups	<input type="checkbox"/> Radiators	
<input type="checkbox"/> Playground		<input type="checkbox"/> Other	
<input checked="" type="checkbox"/> Fitness Ctr			
<input type="checkbox"/> 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		
	2 BR	3 BR
Heat - Natural Gas	11.00	13.00
Heat - Electric	19.00	24.00
Heat - Propane	27.00	33.00
Heat - 78%+ AFUE Gas	5.00	6.00
Heat - Electric Heat Pump	1.00	2.00
Heat - Electric Aquatherm	14.00	17.00
Heat - Gas Aquatherm	8.00	9.00
Cooking - Natural Gas	4.00	6.00
Cooking - Electric	8.00	9.00
Cooking - Propane	11.00	14.00
Hot Water - Natural Gas	12.00	14.00
Hot Water - Electric	24.00	29.00
Hot Water - Propane	30.00	36.00
Air Conditioning	34.00	41.00
Lights - Electric	22.00	27.00
Sewer	11.00	14.00
Water	11.00	14.00
Refuse Collection	12.00	12.00
Unclassified	-	-

Developer Schedule		
	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	62.00	93.00
Total Utility Allowance	62.00	93.00

Difference (DCA-Developer)		
	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	(62.00)	(93.00)
Total	(62.00)	(93.00)

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	\$30	\$30	\$30	\$30
1 bedroom	\$44	\$44	\$44	\$44
2 bedroom	\$62	\$62	\$62	\$62
3 bedroom	\$93	\$93	\$93	\$93
4 bedroom	\$104	\$104	\$104	\$104

Rent Limits				
	30%	40%	50%	60%
0 bedroom	\$203	\$280	\$358	\$435
1 bedroom	\$205	\$288	\$371	\$454
2 bedroom	\$237	\$337	\$437	\$537
3 bedroom	\$253	\$367	\$483	\$598
4 bedroom	\$281	\$410	\$539	\$667

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 Oakview Apartments. The property consists of 2.054 acres and 24 units (23 revenue units and 1 non-revenue unit) originally constructed under the USDA Rural Development program in 1981. The physical address of the subject property is 115 Trojan Way, Wrightsville, Georgia. The property is an open-age community.

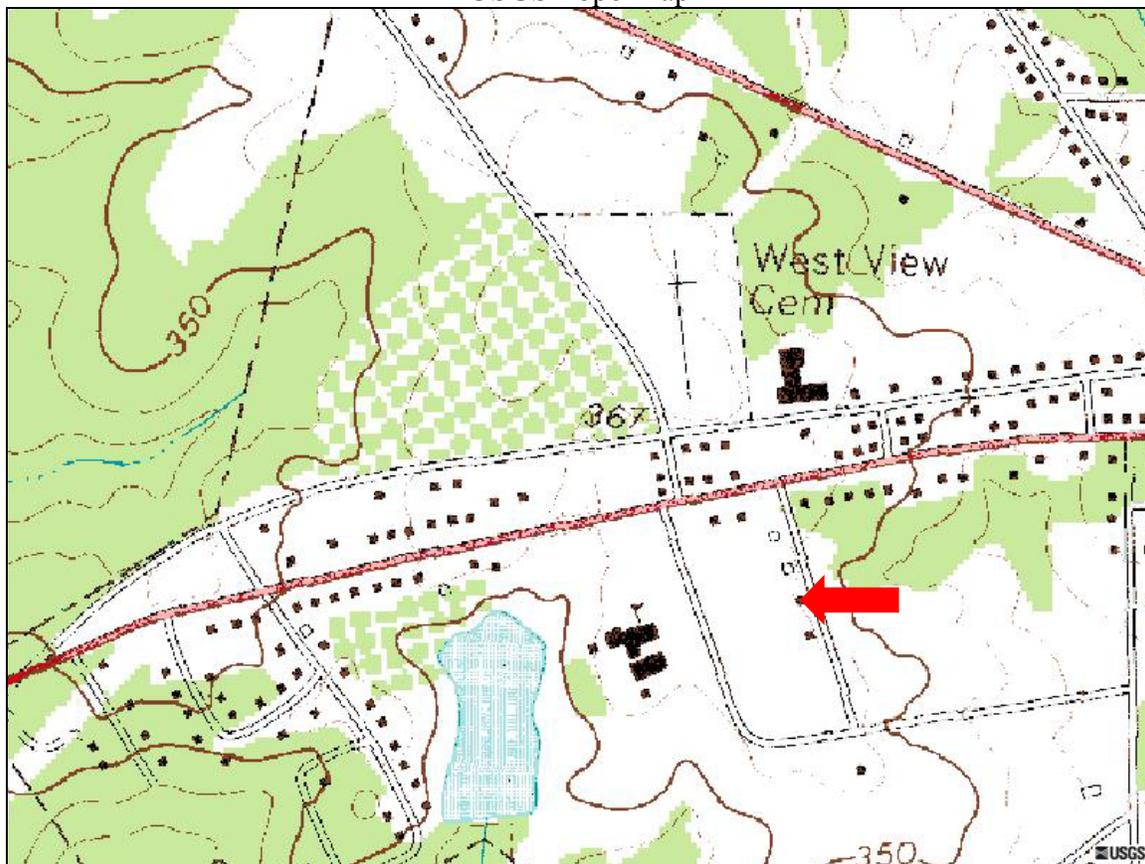
Physical Features of Site & Adjacent Parcels

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

Topography

According to July 1, 1981 USGS topographic map of the site and surrounding area, the site is fairly flat, drains generally from east to west, and is generally below grade with respect to Elm Street. The USGS map showing the topography of the subject property and surrounding area follows:

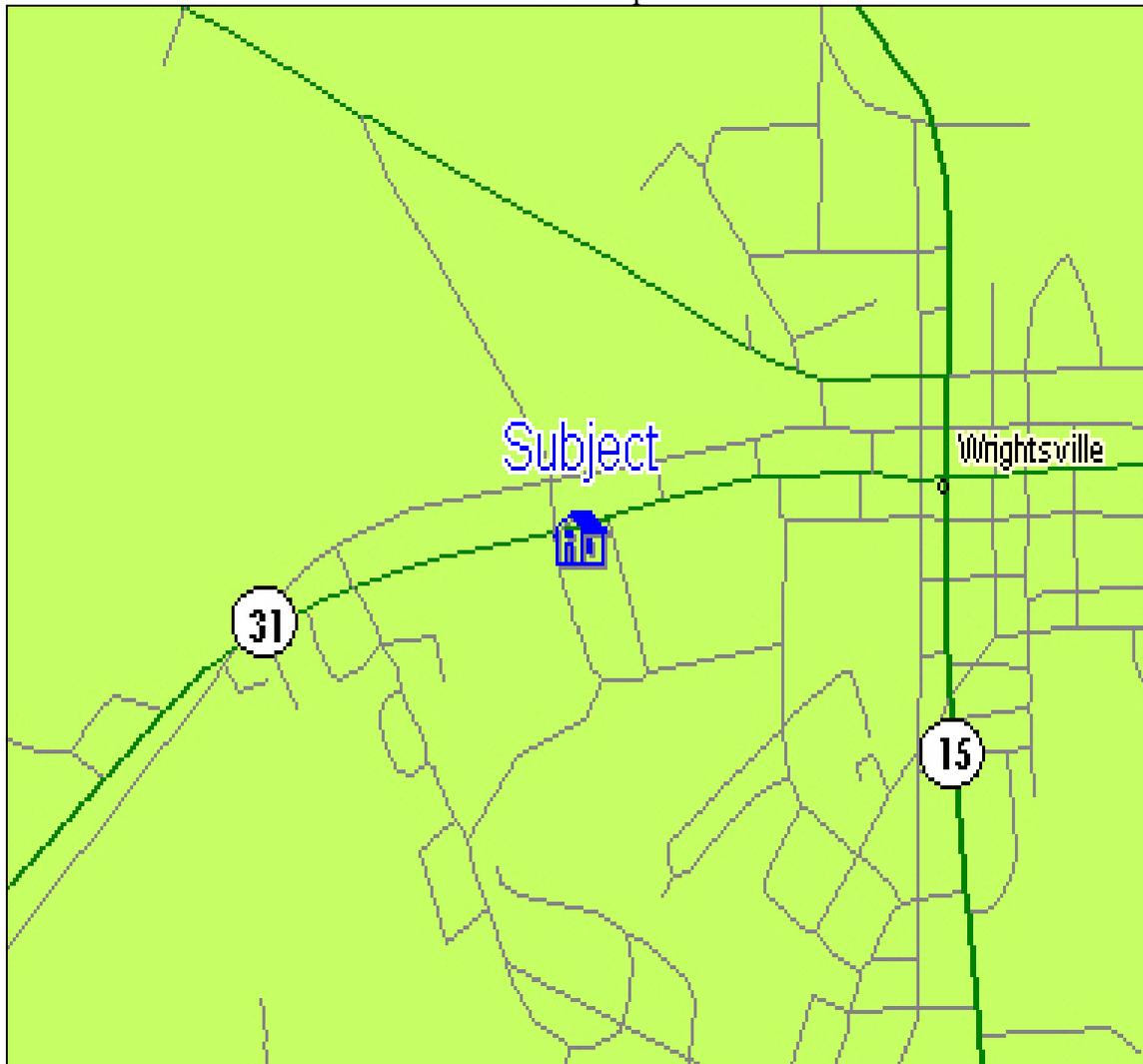
USGS Topo Map



Flood Plain

According to Transamerica Flood Insurance, 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 institutional properties as well as vacant land as shown below:



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 losses.
- 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 31096), the area appears to be in the decline stage of its life cycle. Census data suggest that net demolitions and out-migration have been taking place in the area over the past 10 years. Properties near the subject appear to be approximately 40 years old and in fair condition. Further details on the neighborhood are found in the appendix of this report.

Aerial Photo

A February 23, 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 South on Trojan (Site to Left)



Looking North on Trojan (Site to Right)



Looking East on Elm (Site to Right)

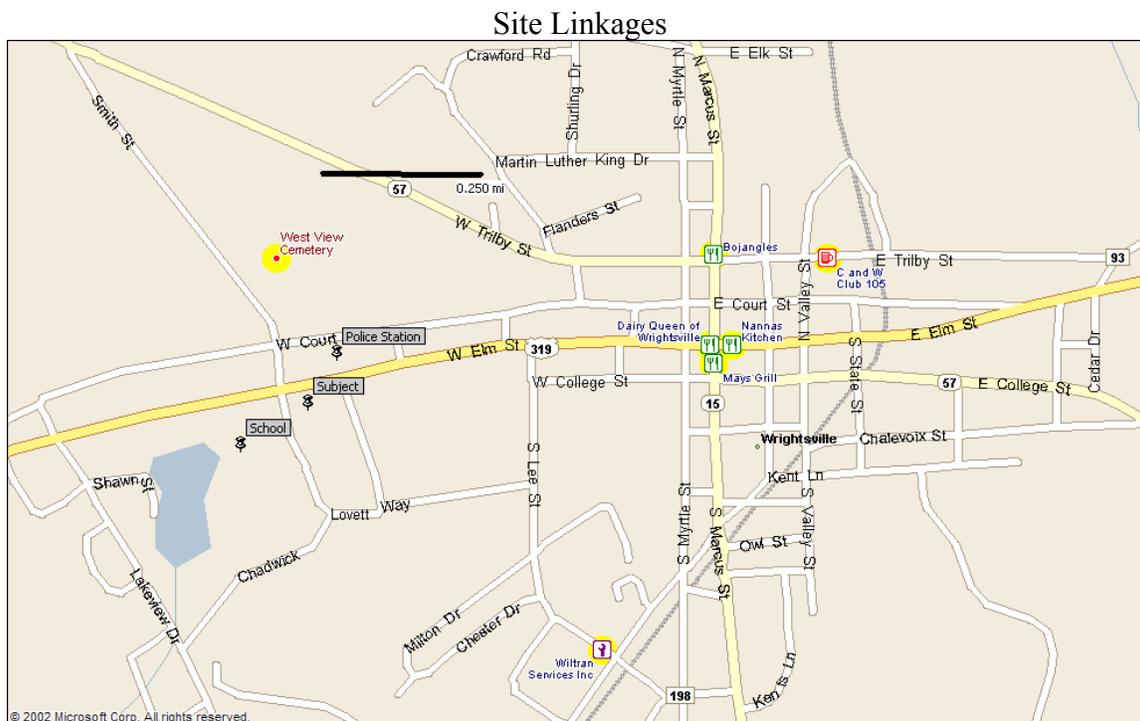


Looking West on Elm (Site to Left)



Proximity to Area Amenities

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



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

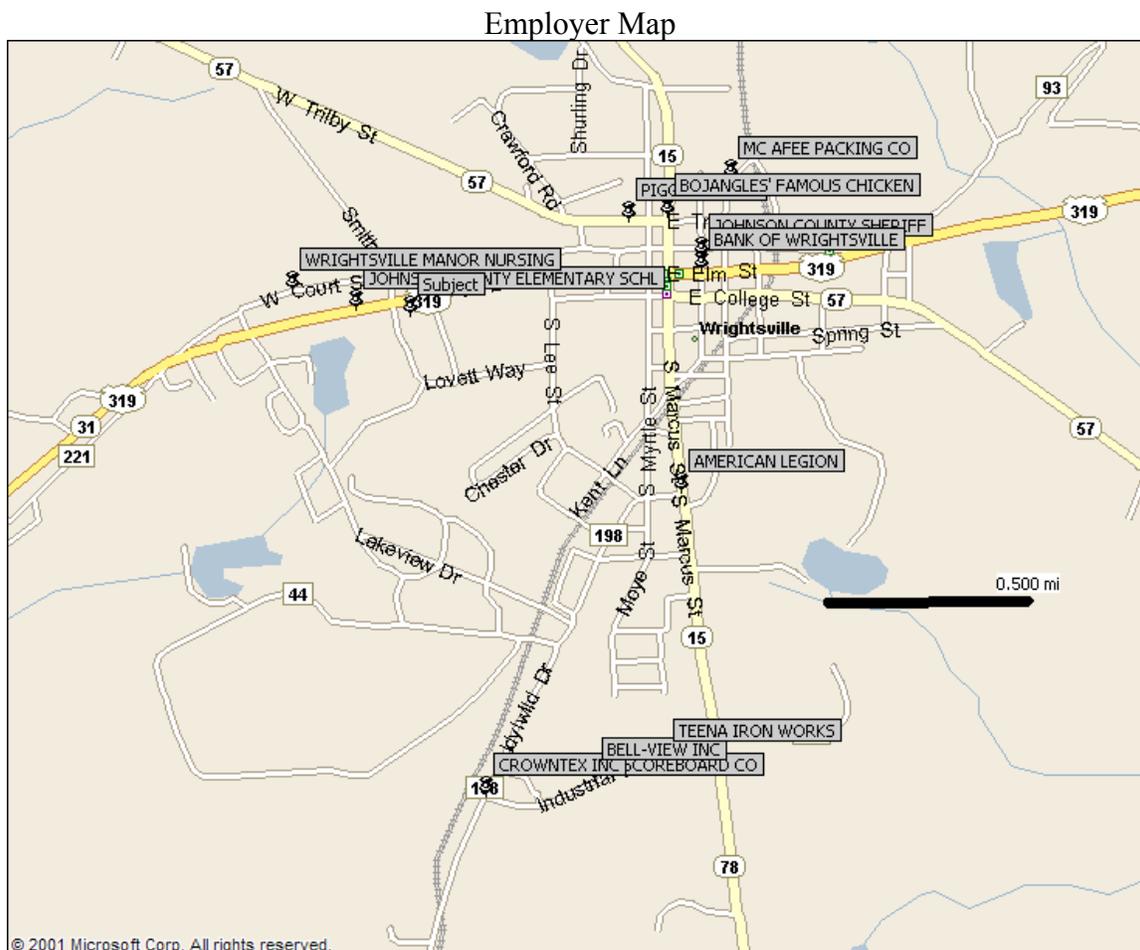
Site Linkages

Business	Address	City	State	Type	Miles
Community Bank	201 W Elm St	Wrightsville	GA	Bank	0.5
Mt. Vernon Baptist Church	257 Trojan Way	Wrightsville	GA	Church	0.1
Family Dollar	304 N Jefferson St	Dublin	GA	Department Store	16.3
Johnson County	122 Hilton Holton Dr	Wrightsville	GA	Government	0.7
Piggly Wiggly	214 W Tribly	Wrightsville	GA	Grocer	0.8
Fulford Memorial Library	301 W Elm St	Wrightsville	GA	Library	0.3
Meadows Regional	202 2nd St	Dublin	GA	Medical Center	16.4
Partime Theater	118 S Harris St	Sandersville	GA	Movie Theatre	18.1
Sumner Pharmacy	191 N Marcus St	Wrightsville	GA	Pharmacy	0.7
Wrightsville Police	W Elm St	Wrightsville	GA	Police Station	0.1
Dairy Queen	103 W Elm St	Wrightsville	GA	Post Office	0.6
Brown Memorial Baptist	102 N Valley St	Wrightsville	GA	School-Preschool	0.8
Johnson County Elementary	601 W Elm St	Wrightsville	GA	School-Elementary	0.1
Johnson County Middle School	210 Trojan Way	Wrightsville	GA	School-Middle	0.1
Johnson County High School	210 Trojan Way	Wrightsville	GA	School-High	0.1
Washington County Sr Center	446 N Hospital Rd	Wrightsville	GA	Senior Center	18.4

Source: InfoUSA

Proximity to Employment

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



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 at the southeast corner of the intersection of Trojan Way and Elm on the west side of Wrightsville, Johnson County, Georgia. Elm is an east-west thoroughfare through Wrightsville that also provides access to Dublin (20 miles to the southwest). Elm is a major road with significant traffic volume. In our opinion, therefore, the site offers good access to local services and employment.

Visibility

The subject property is located at the southeast corner of the intersection of Trojan Way and Elm on the west side of Wrightsville, Johnson County, Georgia. Elm is an east-west thoroughfare through Wrightsville that also provides access to Dublin (20 miles to the southwest). Elm is a major road with significant traffic volume. In our opinion, therefore, exposure is good by virtue of the site's location relative to existing traffic patterns.

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 3. 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 average crime risk.

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 1.500. 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	1	Johnson County is Poor
Site Location	2	Fair Location
Physical Characteristics	3	No Adverse Conditions Observed
Surrounding Development	3	Residential/Commercial/Vacant Land
Accessibility	3	Off Major Road
Visibility	3	Good Visibility
Crime (Local/National Index)	3	Violent Crime Index: 3.0/3.0
Schools (Local/National Index)	1	School Achievement Index: 1.50/5.2
Proximity to Employment	2	Various within 20 Miles
Proximity to Services - Retail	2	Various within 10 Miles
Proximity to Services - Entertainment	2	Various within 10 Miles
Proximity to Services - Medical	2	Various within 20 Miles
Proximity to Services - Public	3	Various within 2 Miles
Overall Site Evaluation	2.3	Fair Location

Source: Allen & Associates

Overall, the site is considered to be fair. We are concerned about the subject property's location relative to schools, employment, retail, entertainment and medical. Neighboring properties appear to be in fair condition, and the area appears to be in the decline 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 Johnson County as illustrated in the map on the following page. The Primary Market Area includes the following 2000 Census Tracts:

Johnson County: 9801.00, 9802.00, and 9803.00.

The site is located in Johnson County Census Tract 9802.00.

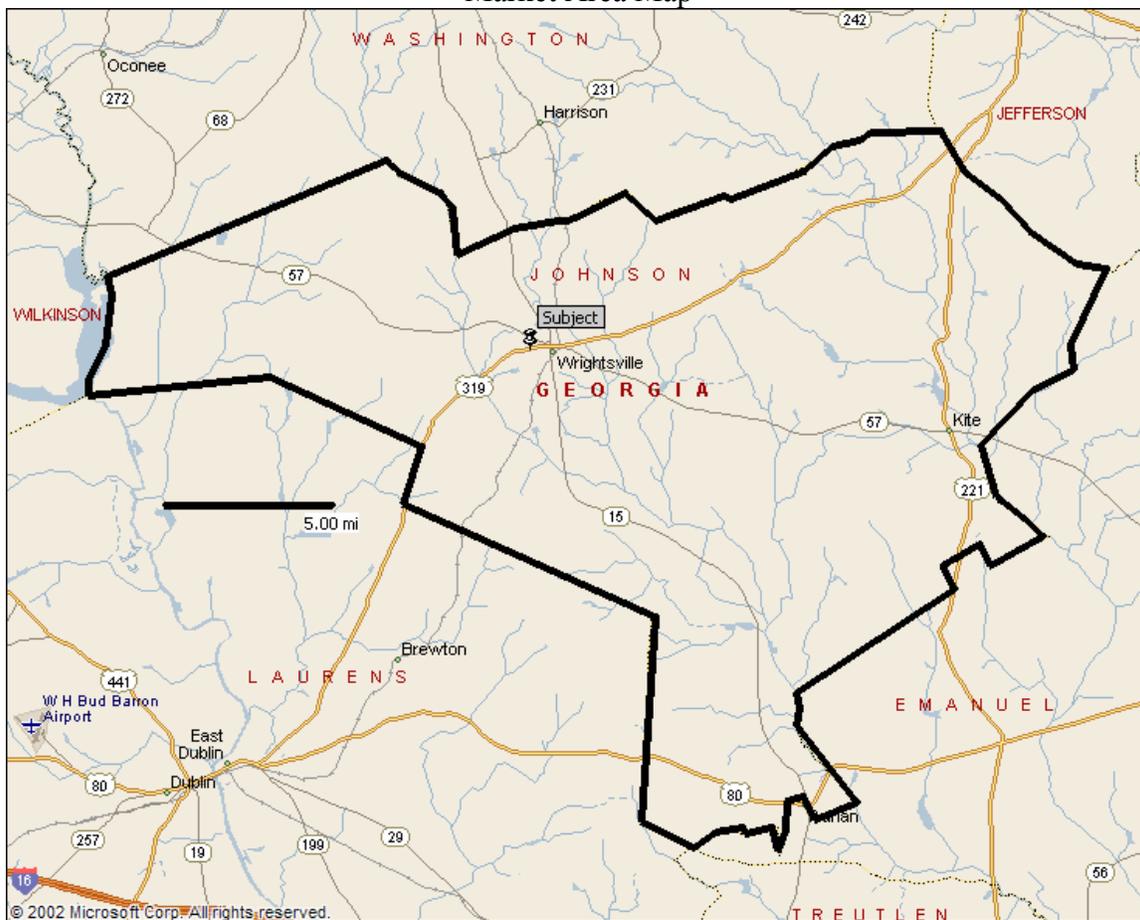
Secondary Market Area

We estimate that as much as 10 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 Johnson 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:

Year	Employment	Change	Rate
1990	3,167	56	1.8%
1991	3,223	56	1.7%
1992	3,280	56	1.7%
1993	3,336	56	1.7%
1994	3,393	56	1.7%
1995	3,449	-157	-4.6%
1996	3,292	9	0.3%
1997	3,301	-207	-6.3%
1998	3,094	22	0.7%
1999	3,116	37	1.2%
2000	3,153	-11	-0.3%
2001	3,142	-18	-0.6%
2002	3,124	-11	-0.4%
2003	3,113	-8	-0.3%
2004	3,105	-5	-0.2%
2005	3,100	-3	-0.1%

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

Establishment-based employment for the region decreased from 3,167 in 1990 to 3,124 in 2002. Employment is forecasted to decrease 0.1-0.3 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	326	350	0.6%	-0.9%	347	11.1%
Agricultural	5	35	50.0%	2.9%	36	1.2%
Mining	0	0	0.0%	0.0%	0	0.0%
Construction	91	133	3.8%	0.0%	133	4.3%
Manufacturing	1,227	512	-4.9%	-2.3%	500	16.1%
Trans, Comm & Public Utilities	79	337	27.2%	-0.3%	336	10.8%
Wholesale Trade	51	73	3.6%	0.0%	73	2.3%
Retail Trade	430	214	-4.2%	-1.4%	211	6.8%
Finance, Insurance & Real Estate	63	73	1.3%	0.0%	73	2.3%
Services	461	564	1.9%	0.7%	568	18.2%
Federal Civilian Government	25	21	-1.3%	0.0%	21	0.7%
Federal Military Government	37	29	-1.8%	0.0%	29	0.9%
State and Local Government	372	783	9.2%	0.4%	786	25.2%
Total	3,167	3,124	-0.1%	-0.4%	3,113	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	\$15,994
Agricultural	\$8,028
Mining	\$0
Construction	\$22,248
Manufacturing	\$16,906
Transportation, Communication & Public Utilities	\$32,738
Wholesale Trade	\$20,699
Retail Trade	\$13,028
Finance, Insurance & Real Estate	\$14,466
Services	\$14,329
Federal Civilian Government	\$40,619
Federal Military Government	\$13,276
State and Local Government	\$27,252

Source: Woods & Poole Economics

Major Employers

The following table gives a snapshot of the top civilian employers (with 20+ employees according to Reference USA) in the region:

Company Name	Employees	Industry	Industry Outlook
AMERICAN LEGION	100-249	VERTEAN'S ORGANIZATIONS	FLAT
BANK OF WRIGHTSVILLE	20-49	BANKS	FLAT
BELL-VIEW INC	50-99	METAL DOORS & SASHES	FLAT
BETTER BUILT BUILDINGS	20-49	METAL BUILDINGS	FLAT
BOJANGLES' FAMOUS CHICKEN	20-49	RESTUARANTS	FLAT
CROWNTEX INC	100-249	PANTS-MFGS	DECLINING
ELECTRO-MECH SCOREBOARD CO	50-99	SHEET METAL FABRICATORS	FLAT
JOHNSON COUNTY ELEMENTARY SCHL	50-99	SCHOOLS-ELEMENTARY	FLAT
JOHNSON COUNTY MIDDLE HIGH	20-49	SCHOOLS-MIDDLE	FLAT
JOHNSON COUNTY SHERIFF	20-49	SHERIFF	FLAT
MC AFEE PACKING CO	20-49	MEAT PACKERS	FLAT
PIGGLY WIGGLY	20-49	GROCERS-RETAIL	FLAT
TANNER TIMBER HARVESTING INC	20-49	LOGGING COMPANIES	FLAT
TEENA IRON WORKS	20-49	IRONWORK	FLAT
WRIGHTSVILLE MANOR NURSING	100-249	NURSING HOMES	FLAT

Source: ReferenceUSA

We researched the industry outlook for the top employers and anticipate flat to declining employment for the next couple of years. The largest employer in the area (Crowntex, Inc.) is a textile manufacturer. Weakness in this sector is likely to put downward pressure on regional employment for the next 2-3 years.

Employment, Population-Based

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

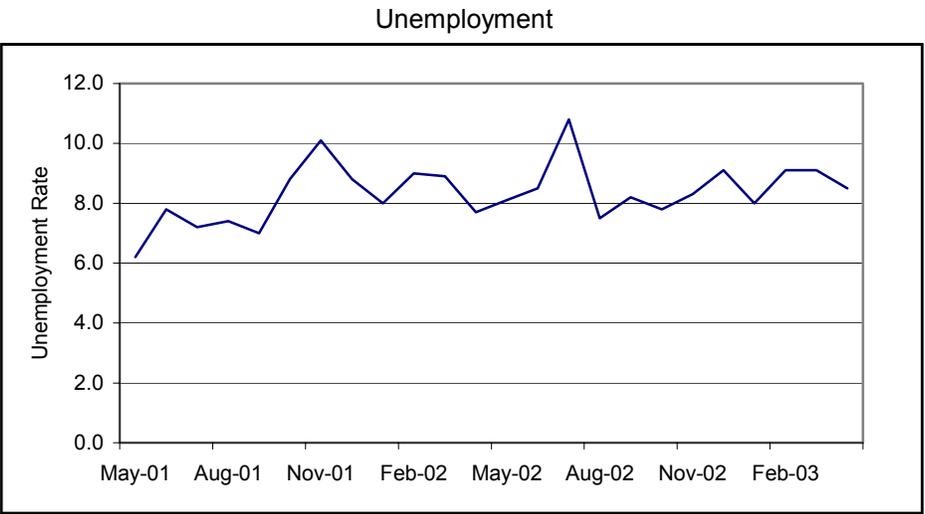
Year	Labor Force	Employment	Unemployment	Rate
1990	3,684	3,437	247	6.7%
1991	3,658	3,464	194	5.3%
1992	3,659	3,381	278	7.6%
1993	3,891	3,646	245	6.3%
1994	4,054	3,819	235	5.8%
1995	3,984	3,558	426	10.7%
1996	3,671	3,326	345	9.4%
1997	3,636	3,338	298	8.2%
1998	3,662	3,201	461	12.6%
1999	3,518	3,212	306	8.7%
2000	3,608	3,348	260	7.2%
2001	3,108	2,875	233	7.5%
2002	2,989	2,735	254	8.5%

Source: Bureau of Labor Statistics

Population-based employment for the region decreased from 3,437 in 1990 to 2,735 in 2002. The unemployment rate stood at 8.5 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 generally increased from 6.2 percent to 8.5 percent over the past 24 months. The unemployment rate currently stands at 8.5 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:

Year	Population	Change	Rate
1990	8,329	23	0.3%
1991	8,352	23	0.3%
1992	8,375	23	0.3%
1993	8,398	23	0.3%
1994	8,421	23	0.3%
1995	8,445	23	0.3%
1996	8,468	23	0.3%
1997	8,491	23	0.3%
1998	8,514	23	0.3%
1999	8,537	23	0.3%
2000	8,560	38	0.4%
2001	8,598	38	0.4%
2002	8,636	25	0.3%
2003	8,661	25	0.3%
2004	8,686	25	0.3%
2005	8,712	25	0.3%

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

Population for the region increased from 8,329 in 1990 to 8,636 in 2002. Population is forecasted to increase 0.3 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:

Year	Households	Change	Rate
1990	3,010	12	0.4%
1991	3,022	12	0.4%
1992	3,034	12	0.4%
1993	3,046	12	0.4%
1994	3,058	12	0.4%
1995	3,070	12	0.4%
1996	3,082	12	0.4%
1997	3,094	12	0.4%
1998	3,106	12	0.4%
1999	3,118	12	0.4%
2000	3,130	31	1.0%
2001	3,161	31	1.0%
2002	3,192	26	0.8%
2003	3,218	26	0.8%
2004	3,245	26	0.8%
2005	3,271	26	0.8%

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

The number of households for the region increased from 3,010 in 1990 to 3,192 in 2002. The number of households is forecasted to increase 0.8 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:

Households	1990	Percent	2000	Percent
Renter	662	22.0%	632	20.2%
Owner	2,348	78.0%	2,498	79.8%
Total	3,010	100.0%	3,130	100.0%

Source: U.S. Census Bureau

Our analysis suggests current rental tenure of 20.2 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:

Unit Type	1990	Percent	2000	Percent
1, detached	2,330	68.8%	2,256	62.1%
1, attached	16	0.5%	20	0.6%
2	55	1.6%	68	1.9%
3 or 4	58	1.7%	56	1.5%
5 to 9	11	0.3%	35	1.0%
10 to 19	32	0.9%	25	0.7%
20 to 49	0	0.0%	16	0.4%
50 or more	0	0.0%	0	0.0%
Mobile home or trailer	864	25.5%	1,142	31.4%
Other	23	0.7%	16	0.4%
Total	3,389	100.0%	3,634	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.

Year	SF Homes	Multifamily	Total	SF Homes	Multifamily	Total
1990	0	0	0	0.0%	0.0%	0.0%
1991	0	51	51	0.0%	100.0%	100.0%
1992	0	0	0	0.0%	0.0%	0.0%
1993	2	24	26	7.7%	92.3%	100.0%
1994	1	20	21	4.8%	95.2%	100.0%
1995	1	0	1	100.0%	0.0%	100.0%
1996	1	0	1	100.0%	0.0%	100.0%
1997	2	0	2	100.0%	0.0%	100.0%
1998	1	6	7	12.7%	87.3%	100.0%
1999	1	6	7	17.7%	82.3%	100.0%
2000	1	6	7	18.8%	81.2%	100.0%
2001	1	6	7	16.5%	83.5%	100.0%
2002	1	6	7	17.7%	82.3%	100.0%
2003	1	6	7	16.7%	83.3%	100.0%
2004	1	6	7	16.7%	83.3%	100.0%
2005	1	6	7	16.7%	83.3%	100.0%

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

An average of 6 multifamily permits per year is anticipated for the region. This amounts to approximately 83.3 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.

	SF Homes	Multifamily	Mfd Homes
2000 Housing Stock	2,276	200	1,158
1990 Housing Stock	2,346	156	887
Net Completions, 1990-2000	-70	44	271
Residential Permits, 1990-2000	9	107	NA
Factor	-7.636	0.411	NA

Source: US Census Bureau; Allen & Associates

The analysis tells us that between 1990 and 2000, 7.636 single-family units were demolished on a net basis for each single-family unit permitted. Further, 0.411 net multifamily units were completed for each multifamily unit permitted. Finally, the analysis tells us that 271 net manufactured housing units were placed 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.

Year	SF Homes	Multifamily	Mfd Homes	Total	SF Homes	Multifamily	Mfd Homes	Total
1990	0	0	0	0	0.0%	0.0%	0.0%	0.0%
1991	0	21	0	21	0.0%	100.0%	0.0%	100.0%
1992	0	0	0	0	0.0%	0.0%	0.0%	0.0%
1993	-15	10	59	54	-28.4%	18.4%	110.1%	100.0%
1994	-8	8	30	30	-25.3%	27.3%	98.1%	100.0%
1995	-8	0	30	22	-34.8%	0.0%	134.8%	100.0%
1996	-8	0	30	22	-34.8%	0.0%	134.8%	100.0%
1997	-15	0	59	44	-34.8%	0.0%	134.8%	100.0%
1998	-7	2	26	22	-30.9%	11.4%	119.5%	100.0%
1999	-10	2	38	31	-32.0%	8.0%	124.0%	100.0%
2000	-11	2	41	33	-32.2%	7.5%	124.7%	100.0%
2001	-9	2	35	28	-31.8%	8.7%	123.1%	100.0%
2002	-10	2	38	31	-32.0%	8.0%	124.0%	100.0%
2003	-9	2	36	29	-31.9%	8.5%	123.3%	100.0%
2004	-9	2	36	29	-31.9%	8.5%	123.3%	100.0%
2005	-9	2	36	29	-31.9%	8.5%	123.3%	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 2 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.

	Renter	Owner	Total
2000 Housing Stock	702	2,932	3,634
1990 Housing Stock	716	2,673	3,389
Net Completions, 1990-2000	-14	259	245
Net Completions, 1990-2000, Total	245	245	245
Factor	-0.057	1.057	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.

Year	Renter	Owner	Total	Renter	Owner	Total
1990	0	0	0	0.0%	0.0%	0.0%
1991	-1	22	21	-5.7%	105.7%	100.0%
1992	0	0	0	0.0%	0.0%	0.0%
1993	-3	57	54	-5.7%	105.7%	100.0%
1994	-2	32	30	-5.7%	105.7%	100.0%
1995	-1	23	22	-5.7%	105.7%	100.0%
1996	-1	23	22	-5.7%	105.7%	100.0%
1997	-3	46	44	-5.7%	105.7%	100.0%
1998	-1	23	22	-5.7%	105.7%	100.0%
1999	-2	33	31	-5.7%	105.7%	100.0%
2000	-2	35	33	-5.7%	105.7%	100.0%
2001	-2	30	28	-5.7%	105.7%	100.0%
2002	-2	32	31	-5.7%	105.7%	100.0%
2003	-2	31	29	-5.7%	105.7%	100.0%
2004	-2	31	29	-5.7%	105.7%	100.0%
2005	-2	31	29	-5.7%	105.7%	100.0%

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

An average of 2 net renter demolitions 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	3,130	3,161	3,192	3,218	3,245	3,271
Change	31	31	26	26	26	26
Growth Rate	1.0%	1.0%	0.8%	0.8%	0.8%	0.8%
Housing Units, Total						
	2000	2001	2002	2003	2004	2005
Units, Single Family	2,276	2,265	2,256	2,247	2,237	2,228
Permits	1	1	1	1	1	1
Net Completions	-11	-9	-10	-9	-9	-9
Units, Multifamily	200	202	205	207	210	212
Permits	6	6	6	6	6	6
Net Completions	2	2	2	2	2	2
Units, Mfd Homes	1,158	1,199	1,234	1,272	1,308	1,343
Net Completions	41	35	38	36	36	36
Units, Total	3,634	3,667	3,695	3,726	3,755	3,784
Net Completions	33	28	31	29	29	29
Units, Total, Occupied	3,130	3,161	3,192	3,218	3,245	3,271
Net Absorption	31	31	26	26	26	26
Units, Total, Vacant	504	506	503	508	510	513
Vacancy Rate	13.9%	13.8%	13.6%	13.6%	13.6%	13.5%
Change	-0.1%	-0.2%	0.0%	0.0%	0.0%	0.0%
Housing Units, Renter						
	2000	2001	2002	2003	2004	2005
Units, Renter	702	700	698	697	695	693
Net Completions	-2	-2	-2	-2	-2	-2
Units, Renter, Occupied	632	638	645	650	655	661
Net Absorption	6	6	5	5	5	5
Units, Renter, Vacant	70	62	54	47	40	33
Tenure, Renter	20.2%	20.2%	20.2%	20.2%	20.2%	20.2%
Change	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Units, Renter, 5% Vacancy (Oversupply)/Undersupply	665 -37	672 -28	678 -20	684 -13	690 -5	695 2

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

Our analysis suggests that 47 rental units are currently vacant. Assuming 5 percent frictional vacancy, our analysis shows a current oversupply of 13 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:

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		
Occupancy Increase		
Market Equilibrium		
	Low	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	\$11,334		
1991	\$12,089	6.7%	
1992	\$12,844	6.2%	
1993	\$13,599	5.9%	
1994	\$14,354	5.6%	6.1%
1995	\$15,109	5.3%	5.9%
1996	\$15,953	5.6%	5.7%
1997	\$16,647	4.4%	5.3%
1998	\$17,154	3.0%	4.8%
1999	\$17,998	4.9%	4.6%
2000	\$18,702	3.9%	4.4%
2001	\$19,036	1.8%	3.6%
2002	\$19,354	1.7%	3.1%
2003	\$19,913	2.9%	3.0%
2004	\$20,548	3.2%	2.7%
2005	\$21,255	3.4%	2.6%

Source: Woods & Poole Economics

Our analysis, which utilizes data from Woods & Poole Economics, suggests a 2.9-3.4 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:

(Oversupply)/Undersupply	-13
Consumer Price Index Growth, Projected	2.4%
Per Capita Income Growth, Projected	3.0%
Rent Increase, Historic	3.0%
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, 3.0 percent income growth, and 3.0 percent historic rent growth.

Conclusions

our opinion, the local economy is weak, exhibiting job losses (-0.3%) and high unemployment (8.5%). Household growth has been very modest (0.8%), resulting in modest multifamily demand growth. The housing stock has generally shrunk over the past 10 years due to demolition. The rental housing market is currently overbuilt, however. The modest household formation, in conjunction with the loss of housing units, is expected to result 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 decreased from 3,167 in 1990 to 3,124 in 2002. Employment is forecasted to decrease 0.1-0.3 percent annually through 2005.

Major Employers

We researched the industry outlook for the top employers and anticipate flat to declining employment for the next couple of years. The largest employer in the area (Crowntex, Inc.) is a textile manufacturer. Weakness in this sector is likely to put downward pressure on regional employment for the next 2-3 years.

Unemployment

The unemployment rate for the region has generally increased from 6.2 percent to 8.5 percent over the past 24 months. The unemployment rate currently stands at 8.5 percent.

Households

The number of households for the region increased from 3,010 in 1990 to 3,192 in 2002. The number of households is forecasted to increase 0.8 percent annually through 2005.

Residential Permits

An average of 6 multifamily permits per year is anticipated for the region. This amounts to approximately 83.3 percent of all permits for the region.

Housing Stock Analysis

Our analysis suggests that 47 rental units are currently vacant. Assuming 5 percent frictional vacancy, our analysis shows a current oversupply of 13 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, 3.0 percent income growth, and 3.0 percent historic rent growth.

MARKET AREA DEMOGRAPHICS

Population

The following table gives population data for the Market Area:

Population

Year	Population	Change	Percent
2000	8,560		
2001	8,598	38	0.4%
2002	8,636	38	0.4%
2003	8,661	25	0.3%
2004	8,686	25	0.3%
2005	8,712	25	0.3%
2006	8,737	25	0.3%
2007	8,762	25	0.3%

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	30.1%
18 - 24	8.9%
25 - 29	5.3%
30 - 34	5.8%
35 - 39	6.3%
40 - 44	7.0%
45 - 49	6.0%
50 - 54	5.5%
55 - 59	5.2%
60 - 64	4.3%
65 - 69	3.8%
70 - 74	4.2%
75 and over	7.6%

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	49.3%
Female	50.7%

Source: U.S. Census Bureau

Population, by Race

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

White alone	62.4%
Black or African American alone	37.0%
American Indian and Alaska Native alone	0.1%
Asian alone	0.1%
Native Hawaiian and Other Pacific Islander alone	0.0%
Some other race alone	0.1%
Population of two or more races	0.3%

Source: U.S. Census Bureau

Households

The following table gives household data for the Market Area:

Year	Population	Group Qtrs	Households	Pop/HH
2000	8,560	627	3,130	2.53
2001	8,598	627	3,161	2.52
2002	8,636	627	3,192	2.51
2003	8,661	627	3,218	2.50
2004	8,686	627	3,245	2.48
2005	8,712	627	3,271	2.47
2006	8,737	627	3,298	2.46
2007	8,762	627	3,324	2.45

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	44.7%	55.3%	100.0%
25 to 34 years	70.7%	29.3%	100.0%
35 to 44 years	75.8%	24.2%	100.0%
45 to 54 years	84.5%	15.5%	100.0%
55 to 64 years	89.9%	10.1%	100.0%
65 to 74 years	88.2%	11.8%	100.0%
75 to 84 years	83.9%	16.1%	100.0%
85 years and over	74.8%	25.2%	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	3,130	2,498	632	79.8%	20.2%
2001	3,161	2,523	638	79.8%	20.2%
2002	3,192	2,547	645	79.8%	20.2%
2003	3,218	2,569	650	79.8%	20.2%
2004	3,245	2,590	655	79.8%	20.2%
2005	3,271	2,611	661	79.8%	20.2%
2006	3,298	2,632	666	79.8%	20.2%
2007	3,324	2,653	671	79.8%	20.2%

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	24.1%	36.7%	26.6%
2 person	34.3%	21.8%	31.8%
3 person	18.1%	18.2%	18.1%
4 person	15.2%	11.6%	14.5%
5 person	5.3%	6.5%	5.5%
6 person	1.9%	1.9%	1.9%
7+ person	1.1%	3.3%	1.5%

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	1.9%	0.3%	0.1%	0.0%	0.0%	0.0%	0.0%
1 bedroom	20.2%	5.2%	2.0%	0.9%	0.4%	0.1%	0.1%
2 bedroom	11.5%	12.5%	9.7%	5.2%	2.2%	0.5%	0.6%
3 bedroom	2.7%	3.5%	5.6%	4.4%	2.9%	0.9%	1.2%
4 bedroom	0.3%	0.4%	0.8%	1.1%	1.0%	0.4%	1.3%
Total	36.7%	21.8%	18.2%	11.6%	6.5%	1.9%	3.3%

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	1.3%	0.4%	0.1%	0.0%	0.0%	0.0%	0.0%
1 bedroom	13.3%	8.2%	2.0%	1.1%	0.3%	0.1%	0.0%
2 bedroom	7.6%	19.6%	9.7%	6.9%	1.8%	0.6%	0.2%
3 bedroom	1.8%	5.4%	5.6%	5.8%	2.3%	0.9%	0.4%
4 bedroom	0.2%	0.7%	0.8%	1.4%	0.8%	0.4%	0.4%
Total	24.1%	34.3%	18.1%	15.2%	5.3%	1.9%	1.1%

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	19.5%	50.2%	25.6%
\$10,000 to \$19,999	15.8%	23.1%	17.2%
\$20,000 to \$34,999	21.4%	10.8%	19.3%
\$35,000 to \$49,999	14.2%	9.8%	13.3%
\$50,000 to \$74,999	16.0%	6.1%	14.1%
\$75,000 to \$99,999	8.2%	0.0%	6.6%
\$100,000 or more	4.9%	0.0%	4.0%
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	50.2%	1.4%	2.4%	3.3%	5.4%	37.6%
\$10,000	to	\$19,999	23.1%	7.3%	3.6%	6.4%	2.0%	3.8%
\$20,000	to	\$34,999	10.8%	6.5%	3.4%	0.0%	0.0%	1.0%
\$35,000	to	\$49,999	9.8%	9.8%	0.0%	0.0%	0.0%	0.0%
\$50,000	to	\$74,999	6.1%	6.1%	0.0%	0.0%	0.0%	0.0%
\$75,000	to	\$99,999	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
\$100,000	or	more	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total			100.0%	31.2%	9.3%	9.7%	7.4%	42.4%

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	19.5%	3.2%	2.8%	1.8%	1.5%	10.2%
\$10,000	to	\$19,999	15.8%	6.8%	3.4%	1.5%	1.3%	2.9%
\$20,000	to	\$34,999	21.4%	12.9%	0.9%	0.6%	0.8%	6.1%
\$35,000	to	\$49,999	14.2%	12.3%	0.5%	0.9%	0.0%	0.4%
\$50,000	to	\$74,999	16.0%	12.7%	2.3%	0.6%	0.4%	0.0%
\$75,000	to	\$99,999	8.2%	7.9%	0.3%	0.0%	0.0%	0.0%
\$100,000	or	more	4.9%	4.9%	0.0%	0.0%	0.0%	0.0%
Total			100.0%	60.7%	10.4%	5.5%	3.9%	19.6%

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	\$32,783			1.000
2000	\$33,966	3.6%		1.036
2001	\$35,192	3.6%		1.074
2002	\$36,463	3.6%		1.112
2003	\$37,779	3.6%		1.152
2004	\$39,143	3.6%	3.6%	1.194
2005	\$40,556	3.6%	3.6%	1.237
2006	\$42,020	3.6%	3.6%	1.282
2007	\$43,537	3.6%	3.6%	1.328

Source: Claritas; Allen & Associates

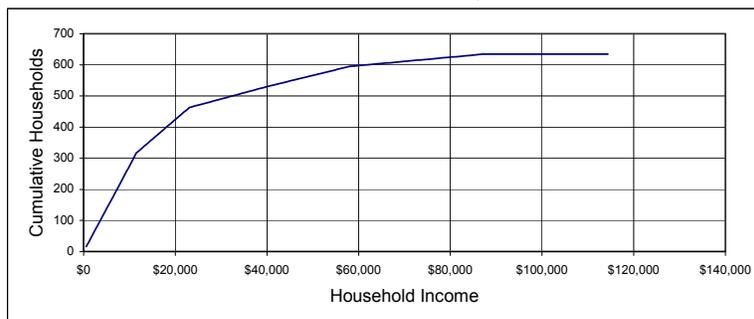
Renter Households, by Percent of Income Spent on Housing, Current

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:

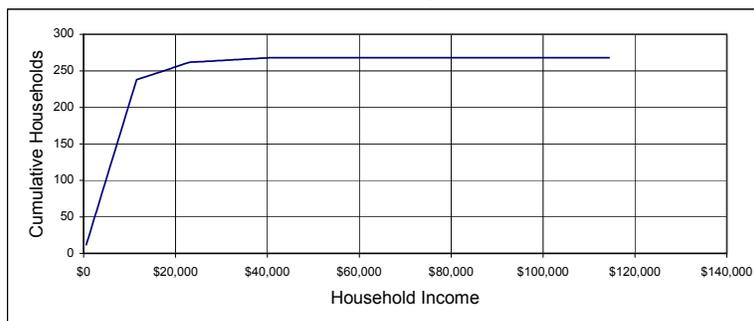
Income Range, Current \$			Number of Households, Base Year					
less than	to	Total	<20%	20-24%	25-29%	30-34%	35%+	
	\$11,524	317	9	15	21	34	238	
\$11,524	to \$23,047	146	46	22	41	13	24	
\$23,048	to \$40,333	69	41	21	0	0	6	
\$40,334	to \$57,620	62	62	0	0	0	0	
\$57,621	to \$86,430	39	39	0	0	0	0	
\$86,431	to \$115,240	0	0	0	0	0	0	
\$115,241	or more	0	0	0	0	0	0	
Total			632	197	59	62	47	268

Income Range, Current \$			Total	<20%	20-24%	25-29%	30-34%	35%+
\$0	to \$11,524	317	9	15	21	34	238	
\$0	to \$23,047	463	55	37	62	47	262	
\$0	to \$40,333	531	96	59	62	47	268	
\$0	to \$57,620	593	158	59	62	47	268	
\$0	to \$86,430	632	197	59	62	47	268	
\$0	to \$115,240	632	197	59	62	47	268	
\$0	to more	632	197	59	62	47	268	

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.

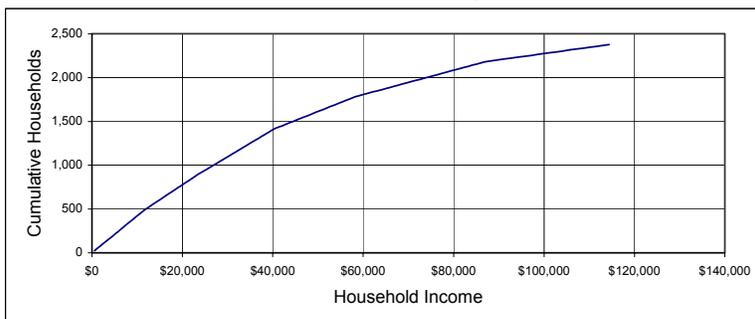
Owner Households, by Percent of Income Spent on Housing, Current

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:

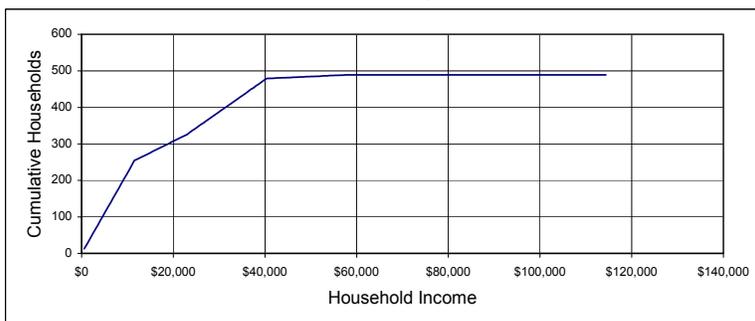
Income Range, Current \$			Number of Households, Base Year					
less than	to	Total	<20%	20-24%	25-29%	30-34%	35%+	
\$11,524	\$23,047	487	80	71	45	37	254	
\$23,048	\$40,333	395	170	84	37	31	72	
\$40,334	\$57,620	534	323	23	16	20	152	
\$57,621	\$86,430	354	307	14	23	0	10	
\$86,431	\$115,240	401	317	59	16	10	0	
\$115,241	or more	205	197	8	0	0	0	
		123	123	0	0	0	0	
Total			2,498	1,516	259	137	97	489

Income Range, Current \$	Total	<20%	20-24%	25-29%	30-34%	35%+
\$0 to \$11,524	487	80	71	45	37	254
\$0 to \$23,047	882	250	155	82	68	326
\$0 to \$40,333	1,415	572	179	98	87	479
\$0 to \$57,620	1,769	879	192	121	87	489
\$0 to \$86,430	2,170	1,196	251	137	97	489
\$0 to \$115,240	2,375	1,393	259	137	97	489
\$0 to more	2,498	1,516	259	137	97	489

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.

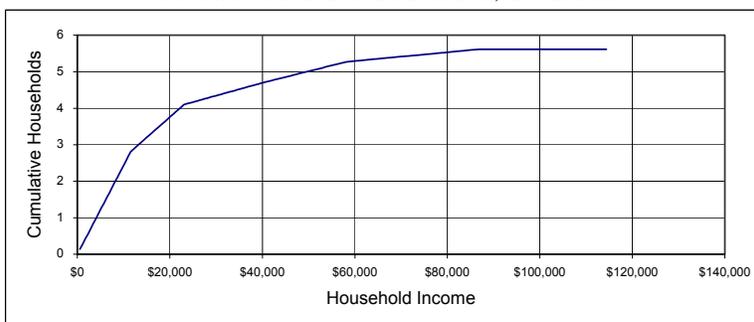
New Renter Households, by Percent of Income Spent on Housing, Current

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:

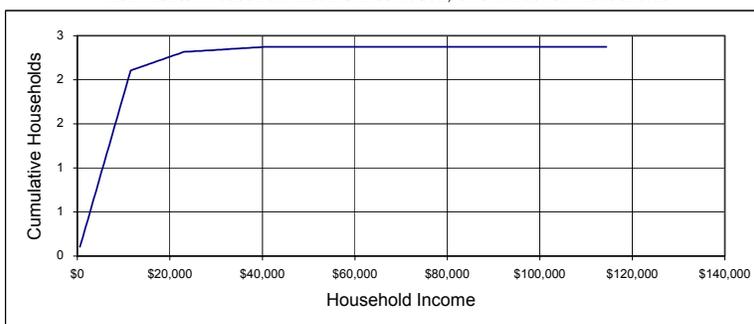
Income Range, Current \$			Number of Households					
			Total	<20%	20-24%	25-29%	30-34%	35%+
less than	\$11,524		3	0	0	0	0	2
\$11,524 to	\$23,047		1	0	0	0	0	0
\$23,048 to	\$40,333		1	0	0	0	0	0
\$40,334 to	\$57,620		1	1	0	0	0	0
\$57,621 to	\$86,430		0	0	0	0	0	0
\$86,431 to	\$115,240		0	0	0	0	0	0
\$115,241 or more			0	0	0	0	0	0
Total			6	2	1	1	0	2

Income Range, Current \$			Cumulative Number of Households					
			Total	<20%	20-24%	25-29%	30-34%	35%+
\$0 to	\$11,524		3	0	0	0	0	2
\$0 to	\$23,047		4	0	0	0	1	2
\$0 to	\$40,333		5	1	1	1	0	2
\$0 to	\$57,620		5	1	1	1	0	2
\$0 to	\$86,430		6	2	1	1	0	2
\$0 to	\$115,240		6	2	1	1	0	2
\$0 to	more		6	2	1	1	0	2

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.

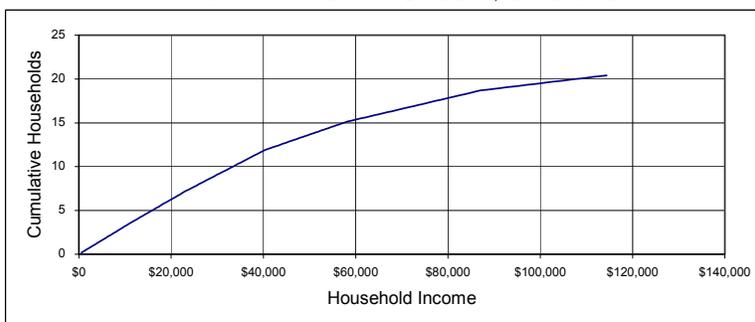
New Owner Households, by Percent of Income Spent on Housing, Current

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:

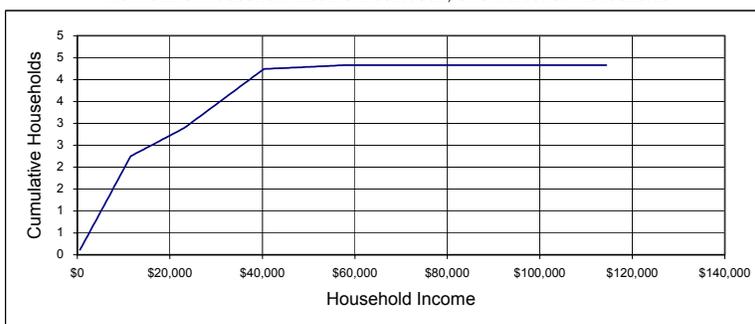
Income Range, Current \$			Number of Households					
			Total	<20%	20-24%	25-29%	30-34%	35%+
less	than	\$11,524	4	0	1	0	0	2
\$11,524	to	\$23,047	3	2	1	0	0	1
\$23,048	to	\$40,333	5	3	0	0	0	1
\$40,334	to	\$57,620	3	3	0	0	0	0
\$57,621	to	\$86,430	4	3	1	0	0	0
\$86,431	to	\$115,240	2	2	0	0	0	0
\$115,241	or	more	1	1	0	0	0	0
Total			21	13	2	1	1	4

Income Range, Current \$			Cumulative Number of Households					
			Total	<20%	20-24%	25-29%	30-34%	35%+
\$0	to	\$11,524	4	0	1	0	0	2
\$0	to	\$23,047	7	2	1	1	1	3
\$0	to	\$40,333	12	4	2	1	1	4
\$0	to	\$57,620	15	7	2	1	1	4
\$0	to	\$86,430	19	10	2	1	1	4
\$0	to	\$115,240	20	12	2	1	1	4
\$0	to	more	21	13	2	1	1	4

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	2,391	558	2,949
1.01 to 1.50	35	29	64
1.51 or more	44	31	75
Complete Plumbing	2,470	618	3,088
1.00 or less	28	14	42
1.01 to 1.50	0	0	0
1.51 or more	0	0	0
Lacking Complete Plumbing	28	14	42
Standard	2,391	558	2,949
Substandard	107	74	181
Total	2,498	632	3,130
Standard	95.7%	88.3%	94.2%
Substandard	4.3%	11.7%	5.8%
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	5.5%	26.6%	9.8%
1 year to 5 years	23.4%	39.7%	26.7%
6 years to 10 years	14.4%	14.2%	14.3%
11 years to 20 years	22.7%	10.1%	20.2%
21 years to 30 years	14.5%	2.5%	12.0%
30 years or more	19.5%	6.8%	17.0%
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 5 properties. Our research identified 0 market rate developments, 3 properties with restricted rents, and 2 subsidized developments in the Primary Market Area.

Of the 5 properties included in our analysis, 5 were complete and stabilized; 0 were currently being constructed. The 5 properties included in this report include the subject property.

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:

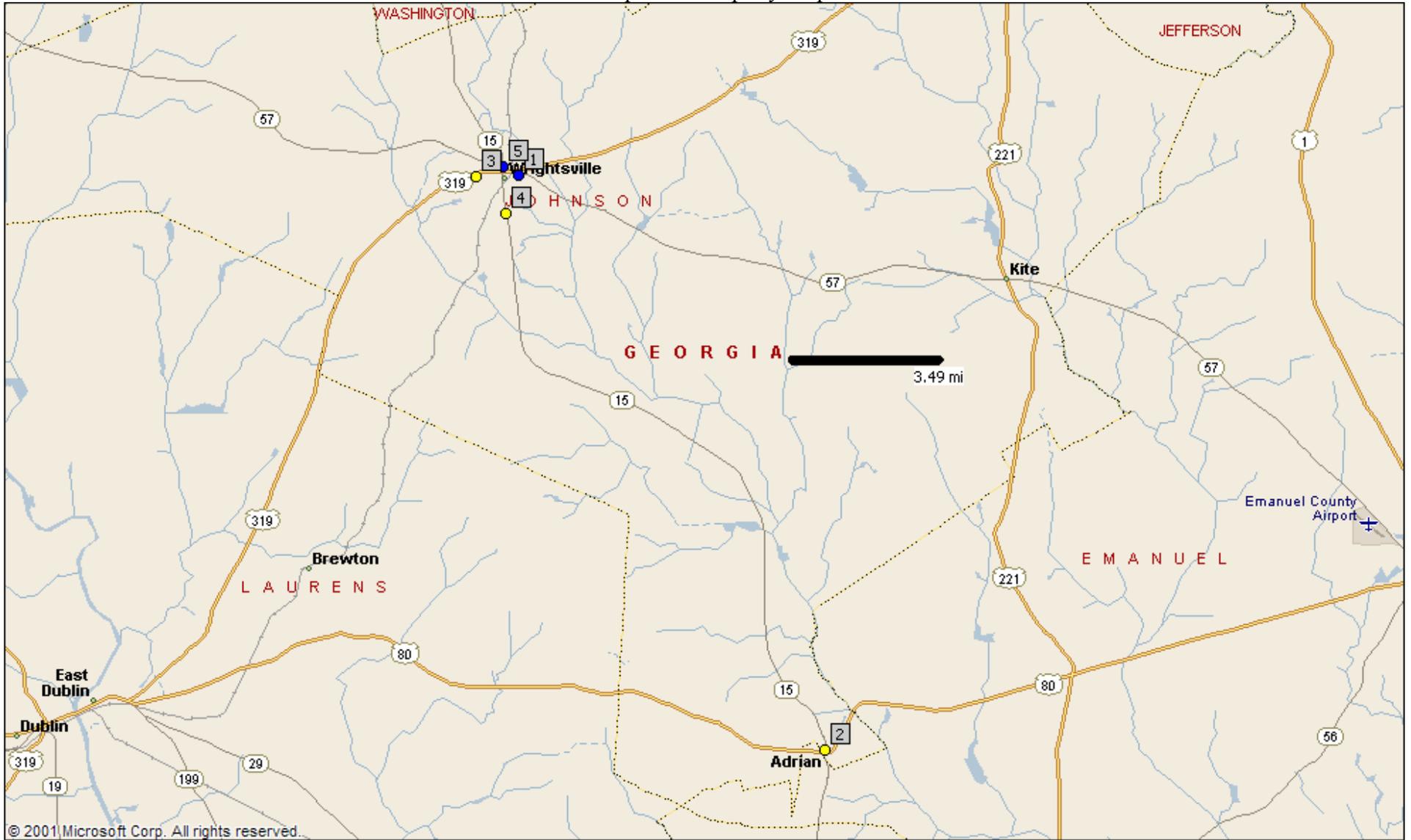
Comparable Property Analysis

		Overview						
Key	Project Name	Financing	Rents	Type	Status	Total	Vacant	Occupancy
1	CARSON VILLAGE	FmHA/DCA	Subsidized	Elderly	Completed	24	-	100%
2	DEERWOOD VILLAGE	FmHA/DCA	Restricted	Family	Completed	20	3	85%
3	OAKVIEW	FmHA	Restricted	Family	Completed	24	6	75%
4	PINE TERRACE APARTMENTS	FmHA/DCA	Restricted	Family	Completed	49	11	78%
5	WRIGHTSVILLE HOUSING AUTHORITY	PHA	Subsidized	Family	Completed	90	-	100%

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:

Key	Project Name	Rents				
		0-Bedroom	1-Bedroom	2-Bedroom	3-Bedroom	4-Bedroom
1	CARSON VILLAGE	-	BOI	BOI	-	-
2	DEERWOOD VILLAGE	-	\$351	\$361	\$371	-
3	OAKVIEW	-	-	\$440	\$470	-
4	PINE TERRACE APARTMENTS	-	\$353	\$368	\$386	-
5	WRIGHTSVILLE HOUSING AUTHORITY	\$0	\$0	\$0	\$0	\$0

Comparable Property Analysis, Unit Size

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

Key	Project Name	Estimated Unit Size				
		0-Bedroom	1-Bedroom	2-Bedroom	3-Bedroom	4-Bedroom
1	CARSON VILLAGE	-	703	995	-	-
2	DEERWOOD VILLAGE	-	703	995	1,272	-
3	OAKVIEW	-	-	841	1,023	-
4	PINE TERRACE APARTMENTS	-	703	995	1,272	-
5	WRIGHTSVILLE 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:

Key	Project Name	Utilities in Rent						
		Heat	A/C	Hot Water	Electricity	Cold Water	Sewer	Trash
1	CARSON VILLAGE	yes	yes	yes	yes	yes	yes	yes
2	DEERWOOD VILLAGE	no	no	no	no	no	yes	yes
3	OAKVIEW	no	no	no	no	yes	yes	yes
4	PINE TERRACE APARTMENTS	no	no	no	no	yes	yes	yes
5	WRIGHTSVILLE 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:

Key	Project Name	Project Amenities					
		Comm Center	Pool	Sports Court	Playground	Fitness Ctr	Business Ctr
1	CARSON VILLAGE	no	no	no	no	no	no
2	DEERWOOD VILLAGE	no	no	no	yes	no	no
3	OAKVIEW	no	no	no	no	no	no
4	PINE TERRACE APARTMENTS	no	no	no	no	no	no
5	WRIGHTSVILLE HOUSING AUTHORITY	no	no	no	no	no	no

Comparable Property Analysis, Unit Amenities

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

Key	Project Name	Unit Amenities					
		Blinds	Ceiling Fans	Carpeting	Fireplace	Patio/Balcony	Storage
1	CARSON VILLAGE	yes	no	yes	no	yes	no
2	DEERWOOD VILLAGE	yes	no	yes	no	yes	no
3	OAKVIEW	yes	no	yes	no	yes	no
4	PINE TERRACE APARTMENTS	yes	no	yes	no	yes	no
5	WRIGHTSVILLE 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:

Key	Project Name	Kitchen				
		Stove	Refrigerator	Disposal	Dishwasher	Microwave
1	CARSON VILLAGE	yes	yes	no	yes	no
2	DEERWOOD VILLAGE	yes	yes	no	yes	no
3	OAKVIEW	yes	yes	no	no	no
4	PINE TERRACE APARTMENTS	yes	yes	no	no	no
5	WRIGHTSVILLE 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:

Key	Project Name	Laundry		
		Central	W/D Units	W/D Hookups
1	CARSON VILLAGE	no	no	yes
2	DEERWOOD VILLAGE	no	no	yes
3	OAKVIEW	no	no	yes
4	PINE TERRACE APARTMENTS	yes	no	no
5	WRIGHTSVILLE 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:

Key	Project Name	Parking			
		Open	Assigned	Covered	Garage
1	CARSON VILLAGE	yes	no	no	no
2	DEERWOOD VILLAGE	yes	no	no	no
3	OAKVIEW	yes	no	no	no
4	PINE TERRACE APARTMENTS	yes	no	no	no
5	WRIGHTSVILLE 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:

Key	Project Name	Security				
		Controlled Access	Security Alarms	Monitoring	Security Patrols	Security Officer
1	CARSON VILLAGE	no	no	no	no	no
2	DEERWOOD VILLAGE	no	no	no	no	no
3	OAKVIEW	no	no	no	no	no
4	PINE TERRACE APARTMENTS	no	no	no	no	no
5	WRIGHTSVILLE 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:

Key	Project Name	Miscellaneous								
		Year Built	Year Renovated	Heating Fuel	Minimum Lease	Security Deposit	Pets	Incentives	Waiting List	Estimated Turnover
1	CARSON VILLAGE	1991	na	electric	12	\$150	yes	no	yes	10-20%
2	DEERWOOD VILLAGE	1993	na	electric	12	\$150	no	no	yes	20-30%
3	OAKVIEW	1981	na	electric	12	1 month	no	no	yes	20-30%
4	PINE TERRACE APARTMENTS	1993	na	electric	12	\$150	no	no	yes	20-30%
5	WRIGHTSVILLE HOUSING AUTHORITY	1960	na	electric	12	BOI	no	no	no	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%	18.1%	11.1%	7.6%	17.9%
\$5,000	to	\$9,999	31.3%	18.1%	11.1%	7.6%	17.9%
\$10,000	to	\$14,999	31.3%	22.4%	12.1%	7.6%	17.9%
\$15,000	to	\$19,999	6.3%	32.7%	30.6%	23.3%	17.9%
\$20,000	to	\$24,999	0.0%	8.8%	27.0%	28.0%	17.9%
\$25,000	to	\$29,999	0.0%	0.0%	8.1%	21.9%	10.7%
\$30,000	to	\$34,999	0.0%	0.0%	0.0%	4.1%	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%	18.1%	11.1%	7.6%	17.9%
\$0	to	\$9,999	62.5%	36.1%	22.2%	15.2%	35.7%
\$0	to	\$14,999	93.8%	58.5%	34.3%	22.8%	53.6%
\$0	to	\$19,999	100.0%	91.3%	64.9%	46.1%	71.4%
\$0	to	\$24,999	100.0%	100.0%	91.9%	74.1%	89.3%
\$0	to	\$29,999	100.0%	100.0%	100.0%	95.9%	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																						
5																						

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																						
5																						

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																						
5																						

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																						
5																						

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																						
5																						

Occupancy Summary, by Unit Type

Occupancy summary by unit type follows:

	0-BR	1-BR	2-BR	3-BR	4-BR	Total
Total Units	5	60	94	43	5	207
Total Vacant	0	3	13	4	0	20
Total Occupancy	100.0%	95.0%	86.2%	90.7%	100.0%	90.3%

Source: Allen & Associates

Occupancy Summary, by Property Type

Occupancy summary by rent and property type follows:

	Family	Elderly	Total
Market Rate	0	0	0
Restricted	93	0	93
Subsidized	90	24	114
Total Units	183	24	207
Market Rate	0	0	0
Restricted	20	0	20
Subsidized	0	0	0
Total Vacant	20	0	20
Market Rate	0.0%	0.0%	0.0%
Restricted	78.5%	0.0%	78.5%
Subsidized	100.0%	100.0%	100.0%
Total Occupancy	89.1%	100.0%	90.3%

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 the property managers we surveyed, residents typically pay less than basic rent. This would suggest \$250-\$300 for 2-bedroom units.

This estimate was supported by Ms. Vicki Riner (478-864-2033), Executive Director of the Wrightsville Housing Authority. Ms. Riner told us that market rents for her 2-bedroom stands at \$235; her 3-bedroom rents come in at \$294.

Finally, HUD Fair Market Rents for the area come in at \$439 for 2-bedroom units and \$569 for 3-bedroom units. Estimating tenant-paid utilities at \$150 results in a market rent estimate of \$289 to \$419.

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

Subject Property Units			
	Rent	SF	\$/SF
0-Bedroom	-	-	-
1-Bedroom	-	-	-
2-Bedroom	\$250	841	\$0.30
3-Bedroom	\$300	1,023	\$0.29
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:

	Typical Market Area Units				M/PF Ratio Analysis		
	Rent	SF	\$/SF	Ratio	Low	Avg	High
0-Bedroom	\$191	478	\$0.40	1.000	1.000	1.000	1.000
1-Bedroom	\$242	703	\$0.34	0.861	0.738	0.861	0.983
2-Bedroom	\$296	995	\$0.30	0.743	0.627	0.743	0.859
3-Bedroom	\$373	1,272	\$0.29	0.733	0.588	0.717	0.847
4-Bedroom	\$396	1,422	\$0.28	0.696	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:

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	-	\$203	-	\$191	-	\$191
0-Bedroom	-	40% of AMI	-	\$280	-	\$191	-	\$191
0-Bedroom	-	50% of AMI	-	\$358	-	\$191	-	\$191
0-Bedroom	-	60% of AMI	-	\$435	-	\$191	-	\$191
0-Bedroom	-	Market Rate	-	-	-	\$191	-	\$191
1-Bedroom	-	30% of AMI	-	\$205	-	\$242	-	\$205
1-Bedroom	-	40% of AMI	-	\$288	-	\$242	-	\$242
1-Bedroom	-	50% of AMI	-	\$371	-	\$242	-	\$242
1-Bedroom	-	60% of AMI	-	\$454	-	\$242	-	\$242
1-Bedroom	-	Market Rate	-	-	-	\$242	-	\$242
2-Bedroom	-	30% of AMI	-	\$237	-	\$296	-	\$237
2-Bedroom	-	40% of AMI	-	\$337	-	\$296	-	\$296
2-Bedroom	-	50% of AMI	-	\$437	-	\$296	-	\$296
2-Bedroom	841	60% of AMI	\$494	\$537	92%	\$250	198%	\$250
2-Bedroom	-	Market Rate	-	-	-	\$296	-	\$296
3-Bedroom	-	30% of AMI	-	\$253	-	\$373	-	\$253
3-Bedroom	-	40% of AMI	-	\$367	-	\$373	-	\$367
3-Bedroom	-	50% of AMI	-	\$483	-	\$373	-	\$373
3-Bedroom	1,023	60% of AMI	\$498	\$598	83%	\$300	166%	\$300
3-Bedroom	-	Market Rate	-	-	-	\$373	-	\$373
4-Bedroom	-	30% of AMI	-	\$281	-	\$396	-	\$281
4-Bedroom	-	40% of AMI	-	\$410	-	\$396	-	\$396
4-Bedroom	-	50% of AMI	-	\$539	-	\$396	-	\$396
4-Bedroom	-	60% of AMI	-	\$667	-	\$396	-	\$396
4-Bedroom	-	Market Rate	-	-	-	\$396	-	\$396

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 83% to 92% of rent limits). In addition, all units appear to be priced above prevailing market rents (proposed rents range from 166% to 198% 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:

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	\$2,000	Allen & Associates
25	Total Development Cost	\$53,149	(23) + (24)
26			
27	Total Development Cost	\$53,149	(23) + (24)
28	Entrepreneurial Incentive	\$5,315	10.0% of (27)
29	Total Value	\$58,464	(27) + (28)
30	Capitalization Rate	9.00%	Allen & Associates
31	Net Operating Income	\$5,262	(29) * (30)
32	Total Operating Expenses	\$2,500	Allen & Associates
33	Effective Gross Income	\$7,762	(31) + (32)
34	Vacancy Loss	\$862	10.0% of (33)
35	Potential Gross Income	\$8,624	(33) + (34)
36			
37	Potential Gross Income	\$8,624	(33) + (34)
38	Months / Year	12	Months / Year
39	Feasibility Rent, Monthly	\$719	(37) / (38)
40			
41	Feasibility Rent, Monthly	\$719	(37) / (38)
42	Net Rentable Area, SF	995	M/PF Research
43	Feasibility Rent, Monthly / SF	\$0.72	(41) / (42)

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

Our analysis suggests a feasibility rent of \$719 per month, or \$0.72 per square foot. According to our analysis a typical 995 square foot 2-bedroom unit in the market area would command \$296 in rent, or \$0.30 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:

- \$250 for 2BR units
- \$300 for 3BR units

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

- \$0.40/SF for 0BR units
- \$0.34/SF for 1BR units
- \$0.30/SF for 2BR units
- \$0.29/SF for 3BR units
- \$0.28/SF for 4BR units

Maximum Rents

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

- \$250 for 2BR units at 60% of AMI
- \$300 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 83% to 92% of rent limits). In addition, all units appear to be priced above prevailing market rents (proposed rents range from 166% to 198% 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 \$719 per month, or \$0.72 per square foot. According to our analysis a typical 995 square foot 2-bedroom unit in the market area would command \$296 in rent, or \$0.30 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, 3.0 percent income growth, and 3.0 percent historic rent growth.

Occupancy Rates

Occupancies by unit type for stabilized properties follow: 0-bedroom units, 100.0% (5 units in sample), 1-bedroom units, 95.0% (60 units in sample); 2-bedroom units, 86.2% (94 units in sample); 3-bedroom units, 90.7% (43 units in sample), and 4-bedroom units, 100.0% (5 units in sample).

Occupancies by property type for stabilized properties follow: Family properties, 89.1% (183 units in sample), elderly properties, 100.0% (24 units in sample).

Occupancies by rent type for stabilized properties follow: Market rate, not applicable (0 units in sample); restricted rents, 78.5% (93 units in sample); and subsidized rents, 100.0% (114 units in sample).

Overall market occupancies for stabilized properties currently stand at 90.3% (207 units in sample).

Stabilized Occupancy Rates

With occupancies for restricted properties currently standing at 78.5 percent, and with occupancies for subsidized properties currently standing at 100.0 percent, we believe that the subject property should stabilize at 85-90 percent occupancy.

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 subsidized and restricted multifamily properties.

Consequently, we believe that the rehabilitation of the subject property could have an impact on the other projects in the Market Area.

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 than 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					
2 bedroom	\$250	\$62	\$312	35%	\$10,697
3 bedroom	\$300	\$93	\$393	35%	\$13,474
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:

	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, 2-Bedroom						
General Assumptions						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Household Size	1-4 Persons					
Maximum Allowable Income	\$10,697	\$0	\$0	\$0	\$26,600	\$0
Minimum Qualifying Income	\$0	\$0	\$0	\$0	\$10,697	\$0
Upper Income Limit	\$10,697	\$0	\$0	\$0	\$26,600	\$0
Lower Income Limit	\$0	\$0	\$0	\$0	\$10,697	\$0
Subject Units	8	0	0	0	4	0
Demand Estimate, Renters						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Households	632	0	0	0	632	0
Qualified %	45.2%	0.0%	0.0%	0.0%	30.3%	0.0%
Households, Qualified	285	0	0	0	191	0
Overburdened %	75.0%	0.0%	0.0%	0.0%	25.6%	0.0%
Households, Qualified, Overburdened	214	0	0	0	49	0
Households, Qualified	285	0	0	0	191	0
Substandard %	11.7%	11.7%	11.7%	11.7%	11.7%	11.7%
Households, Qualified, Substandard	33	0	0	0	22	0
Households, Qualified	285	0	0	0	191	0
Growth %	0.9%	0.0%	0.0%	0.0%	0.9%	0.0%
Households, New, Qualified	3	0	0	0	2	0
Growth Projection, Years	5	5	5	5	5	5
Households, New, Qualified, Projected	13	0	0	0	8	0
Demand, Gross	260	0	0	0	80	0
1-4 Persons %	88.3%	0.0%	0.0%	0.0%	88.3%	0.0%
Demand, Subtotal	230	0	0	0	70	0
2 Bedroom %	44.2%	0.0%	0.0%	0.0%	44.2%	0.0%
Demand, Primary Market	101	0	0	0	31	0
Secondary Market %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Demand, Total	101	0	0	0	31	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					
Maximum Allowable Income	\$13,474	\$0	\$0	\$0	\$30,850	\$0
Minimum Qualifying Income	\$0	\$0	\$0	\$0	\$13,474	\$0
Upper Income Limit	\$13,474	\$0	\$0	\$0	\$30,850	\$0
Lower Income Limit	\$0	\$0	\$0	\$0	\$13,474	\$0
Subject Units	8	0	0	0	3	0
Demand Estimate, Renters						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Households	632	0	0	0	632	0
Qualified %	53.6%	0.0%	0.0%	0.0%	24.3%	0.0%
Households, Qualified	339	0	0	0	154	0
Overburdened %	71.2%	0.0%	0.0%	0.0%	14.9%	0.0%
Households, Qualified, Overburdened	241	0	0	0	23	0
Households, Qualified	339	0	0	0	154	0
Substandard %	11.7%	11.7%	11.7%	11.7%	11.7%	11.7%
Households, Qualified, Substandard	40	0	0	0	18	0
Households, Qualified	339	0	0	0	154	0
Growth %	0.9%	0.0%	0.0%	0.0%	0.9%	0.0%
Households, New, Qualified	3	0	0	0	1	0
Growth Projection, Years	5	5	5	5	5	5
Households, New, Qualified, Projected	15	0	0	0	7	0
Demand, Gross	296	0	0	0	48	0
2-6 Persons %	60.0%	0.0%	0.0%	0.0%	60.0%	0.0%
Demand, Subtotal	178	0	0	0	29	0
3 Bedroom %	28.7%	0.0%	0.0%	0.0%	28.7%	0.0%
Demand, Primary Market	51	0	0	0	8	0
Secondary Market %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Demand, Total	51	0	0	0	8	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	0	0	0	0	0	0	0	0
2-Bedroom	101	0	0	0	31	31	0	132
3-Bedroom	51	0	0	0	8	8	0	59
4-Bedroom	0	0	0	0	0	0	0	0
Demand, Total	152	0	0	0	39	39	0	192
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	0	0	0	0	0	0	0	0
2-Bedroom	101	0	0	0	31	31	0	132
3-Bedroom	51	0	0	0	8	8	0	59
4-Bedroom	0	0	0	0	0	0	0	0
Demand, Net	152	0	0	0	39	39	0	192
0-Bedroom	0	0	0	0	0	0	0	0
1-Bedroom	0	0	0	0	0	0	0	0
2-Bedroom	8	0	0	0	4	4	0	12
3-Bedroom	8	0	0	0	3	3	0	11
4-Bedroom	0	0	0	0	0	0	0	0
Subject Units	16	0	0	0	7	7	0	23
0-Bedroom	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
1-Bedroom	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2-Bedroom	7.9%	0.0%	0.0%	0.0%	12.9%	12.9%	0.0%	9.1%
3-Bedroom	15.7%	0.0%	0.0%	0.0%	36.6%	36.6%	0.0%	18.6%
4-Bedroom	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Capture Rate	10.5%	0.0%	0.0%	0.0%	17.8%	17.8%	0.0%	12.0%

Source: Allen & Associates

We estimate an overall capture rate of 12.0% for the subject property. The overall capture rate breaks down as follows:

- 7.9% for 2BR PBRA units
- 15.7% for 3BR PBRA units
- 12.9% for 2BR units at 60% of AMI
- 36.6% 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, 2-Bedroom						
General Assumptions						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Household Size	1-4 Persons					
Maximum Allowable Income	\$10,697	\$0	\$0	\$0	\$26,600	\$0
Minimum Qualifying Income	\$0	\$0	\$0	\$0	\$10,697	\$0
Upper Income Limit	\$10,697	\$0	\$0	\$0	\$26,600	\$0
Lower Income Limit	\$0	\$0	\$0	\$0	\$10,697	\$0
Subject Units	8	0	0	0	4	0
Annual Growth & Movership Estimate, Renters						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Households	632	0	0	0	632	0
Qualified %	45.2%	0.0%	0.0%	0.0%	30.3%	0.0%
Households, Qualified	285	0	0	0	191	0
Movership %	26.6%	0.0%	0.0%	0.0%	26.6%	0.0%
Households, Movership, Qualified	76	0	0	0	51	0
Households, Qualified	285	0	0	0	191	0
Growth %	0.9%	0.0%	0.0%	0.0%	0.9%	0.0%
Households, New, Qualified	3	0	0	0	2	0
Growth & Movership, Gross	78	0	0	0	53	0
1-4 Persons %	88.3%	0.0%	0.0%	0.0%	88.3%	0.0%
Growth & Movership, Subtotal	69	0	0	0	46	0
2 Bedroom %	44.2%	0.0%	0.0%	0.0%	44.2%	0.0%
Growth & Movership, Primary Market	31	0	0	0	20	0
Secondary Market %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Growth & Movership, Total	31	0	0	0	20	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					
Maximum Allowable Income	\$13,474	\$0	\$0	\$0	\$30,850	\$0
Minimum Qualifying Income	\$0	\$0	\$0	\$0	\$13,474	\$0
Upper Income Limit	\$13,474	\$0	\$0	\$0	\$30,850	\$0
Lower Income Limit	\$0	\$0	\$0	\$0	\$13,474	\$0
Subject Units	8	0	0	0	3	0
Annual Growth & Movership Estimate, Renters						
	Subsidized	30% of AMI	40% of AMI	50% of AMI	60% of AMI	Market Rate
Households	632	0	0	0	632	0
Qualified %	53.6%	0.0%	0.0%	0.0%	24.3%	0.0%
Households, Qualified	339	0	0	0	154	0
Movership %	26.6%	0.0%	0.0%	0.0%	26.6%	0.0%
Households, Movership, Qualified	90	0	0	0	41	0
Households, Qualified	339	0	0	0	154	0
Growth %	0.9%	0.0%	0.0%	0.0%	0.9%	0.0%
Households, New, Qualified	3	0	0	0	1	0
Growth & Movership, Gross	93	0	0	0	42	0
2-6 Persons %	60.0%	0.0%	0.0%	0.0%	60.0%	0.0%
Growth & Movership, Subtotal	56	0	0	0	25	0
3 Bedroom %	28.7%	0.0%	0.0%	0.0%	28.7%	0.0%
Growth & Movership, Primary Market	16	0	0	0	7	0
Secondary Market %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Growth & Movership, Total	16	0	0	0	7	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:

$$\text{Fair Share} = 1/(1+\text{Number of Competing Properties})$$

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

- 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	0	0	0	0	0	0
2-Bedroom	31	0	0	0	20	0
3-Bedroom	16	0	0	0	7	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	0.0	0.0	0.0	0.0	0.0	0.0
2-Bedroom	2.5	0.0	0.0	0.0	1.7	0.0
3-Bedroom	1.3	0.0	0.0	0.0	0.6	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	0	0	0	0	0	0
2-Bedroom	8	0	0	0	4	0
3-Bedroom	8	0	0	0	3	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	0.0%	0.0%	0.0%	0.0%	0.0%	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	0	0	0	0	0	0
2-Bedroom	8	0	0	0	24	0
3-Bedroom	16	0	0	0	50	0
4-Bedroom	0	0	0	0	0	0

Source: Allen & Associates

We estimate an overall absorption period of 50 months for the subject property. The overall absorption period breaks down as follows:

- 8 months for 2BR PBRA units
- 16 months for 3BR PBRA units
- 24 months for 2BR units at 60% of AMI

- 50 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 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:

Month	0-BR	1-BR	2-BR	3-BR	4-BR	Total	Occ %
0	0	0	0	0	0	0	0%
3	0	0	3	1	0	4	17%
6	0	0	7	3	0	10	43%
9	0	0	9	5	0	14	61%
12	0	0	10	7	0	17	74%
15	0	0	10	8	0	18	78%
18	0	0	11	9	0	20	87%
21	0	0	11	9	0	20	87%
24	0	0	12	9	0	21	91%
27	0	0	12	9	0	21	91%
30	0	0	12	9	0	21	91%
33	0	0	12	9	0	21	91%
36	0	0	12	10	0	22	96%
39	0	0	12	10	0	22	96%
42	0	0	12	10	0	22	96%
45	0	0	12	10	0	22	96%
48	0	0	12	10	0	22	96%
51	0	0	12	11	0	23	100%
54	0	0	12	11	0	23	100%
57	0	0	12	11	0	23	100%
60	0	0	12	11	0	23	100%



Source: Allen & Associates

The project should reach a stabilized occupancy of 90% in approximately 23 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:

Wrightsville Housing Authority – Ms. Vicki Riner - We currently have 90 units with a small waiting list. We estimate market rents at \$235 for 2-bedroom units and \$294 for 3-bedroom units. The proposed project should not have any negative impact on us. The economy is a bit slow – it has been so for years – because of job losses over the past 10 years.

Carson Village – Wanell Miller – The elderly market is strong. We have 4 people on our wait list.

Deerwood Village – Wanell Miller – We have 20 units with 19 RA units. We currently have 3 vacant units. Normally, residents pay basic rent or less. Economy is slow.

Oakview – Elaine Denton – We have 24 units with 16 RA units. We currently have 6 units vacant. Normally, residents pay basic rent or less.

Pine Terrace – Staci McGoy – We have 49 units with 43 RA units. We currently have 11 vacant units. Normally, residents pay basic rent or less. Economy is slow.

Chamber of Commerce – We attempted to contact the Wrightsville Chamber of Commerce (478-864-7200) but were unsuccessful. It is our understanding that the economy is slow now and we wanted to confirm this with the COC.

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 fair. We are concerned about the subject property's location relative to schools, employment, retail, entertainment and medical. Neighboring properties appear to be in fair condition, and the area appears to be in the decline stage of its life cycle.

Regional Economic Summary

In our opinion, the local economy is weak, exhibiting job losses (-0.3%) and high unemployment (8.5%). Household growth has been very modest (0.8%), resulting in modest multifamily demand growth. The housing stock has generally shrunk over the past 10 years due to demolition. The rental housing market is currently overbuilt, however. The modest household formation, in conjunction with the loss of housing units, is expected to result 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 decreased from 3,167 in 1990 to 3,124 in 2002. Employment is forecasted to decrease 0.1-0.3 percent annually through 2005.

Major Employers

We researched the industry outlook for the top employers and anticipate flat to declining employment for the next couple of years. The largest employer in the area (Crowntex, Inc.) is a textile manufacturer. Weakness in this sector is likely to put downward pressure on regional employment for the next 2-3 years.

Unemployment

The unemployment rate for the region has generally increased from 6.2 percent to 8.5 percent over the past 24 months. The unemployment rate currently stands at 8.5 percent.

Households

The number of households for the region increased from 3,010 in 1990 to 3,192 in 2002. The number of households is forecasted to increase 0.8 percent annually through 2005.

Residential Permits

An average of 6 multifamily permits per year is anticipated for the region. This amounts to approximately 83.3 percent of all permits for the region.

Housing Stock Analysis

Our analysis suggests that 47 rental units are currently vacant. Assuming 5 percent frictional vacancy, our analysis shows a current oversupply of 13 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, 3.0 percent income growth, and 3.0 percent historic rent growth.

Supply Analysis Summary

Market Rents

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

- \$250 for 2BR units
- \$300 for 3BR units

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

- \$0.40/SF for 0BR units
- \$0.34/SF for 1BR units
- \$0.30/SF for 2BR units
- \$0.29/SF for 3BR units
- \$0.28/SF for 4BR units

Maximum Rents

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

- \$250 for 2BR units at 60% of AMI
- \$300 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 83% to 92% of rent limits). In addition, all units appear to be priced above prevailing market rents (proposed rents range from 166% to 198% 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 \$719 per month, or \$0.72 per square foot. According to our analysis a typical 995 square foot 2-bedroom unit in the market area would command \$296 in rent, or \$0.30 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, 3.0 percent income growth, and 3.0 percent historic rent growth.

Occupancy Rates

Occupancies by unit type for stabilized properties follow: 0-bedroom units, 100.0% (5 units in sample), 1-bedroom units, 95.0% (60 units in sample); 2-bedroom units, 86.2% (94 units in sample); 3-bedroom units, 90.7% (43 units in sample), and 4-bedroom units, 100.0% (5 units in sample).

Occupancies by property type for stabilized properties follow: Family properties, 89.1% (183 units in sample), elderly properties, 100.0% (24 units in sample).

Occupancies by rent type for stabilized properties follow: Market rate, not applicable (0 units in sample); restricted rents, 78.5% (93 units in sample); and subsidized rents, 100.0% (114 units in sample).

Overall market occupancies for stabilized properties currently stand at 90.3% (207 units in sample).

Stabilized Occupancy Rates

With occupancies for restricted properties currently standing at 78.5 percent, and with occupancies for subsidized properties currently standing at 100.0 percent, we believe that the subject property should stabilize at 85-90 percent occupancy.

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 subsidized and restricted multifamily properties. Consequently, we believe that the rehabilitation of the subject property could have an impact on the other projects in the Market Area.

Demand Analysis

Capture Rate Estimate

We estimate an overall capture rate of 12.0% for the subject property. The overall capture rate breaks down as follows:

- 7.9% for 2BR PBRA units
- 15.7% for 3BR PBRA units

- 12.9% for 2BR units at 60% of AMI

- 36.6% for 3BR units at 60% of AMI

Absorption Period Estimate

We estimate an overall absorption period of 50 months for the subject property. The overall absorption period breaks down as follows:

- 8 months for 2BR PBRA units
- 16 months for 3BR PBRA units

- 24 months for 2BR units at 60% of AMI
- 50 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 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								
1-BR	30% of AMI								
1-BR	40% of AMI								
1-BR	50% of AMI								
1-BR	60% of AMI								
1-BR	Market Rate								
2-BR	Subsidized	8	101		101	7.9%	8	\$250	BOI
2-BR	30% of AMI								
2-BR	40% of AMI								
2-BR	50% of AMI								
2-BR	60% of AMI	4	31		31	12.9%	24	\$250	\$494
2-BR	Market Rate								
3-BR	Subsidized	8	51		51	15.7%	16	\$300	BOI
3-BR	30% of AMI								
3-BR	40% of AMI								
3-BR	50% of AMI								
3-BR	60% of AMI	3	8		8	36.6%	50	\$300	\$498
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				12.0%	Proposed Project Stabilization Period				23 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

Because of (1) weakness in the local economy (2) concerns we have regarding the site (3) high vacancies at competing properties (4) high capture rates for this project, and (5) proposed rents that exceed market by almost 200%, we recommend that DCA deny this application. DCA should keep close tabs on the local economy and monitor its other tax credit properties in the area closely in the mean time.

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

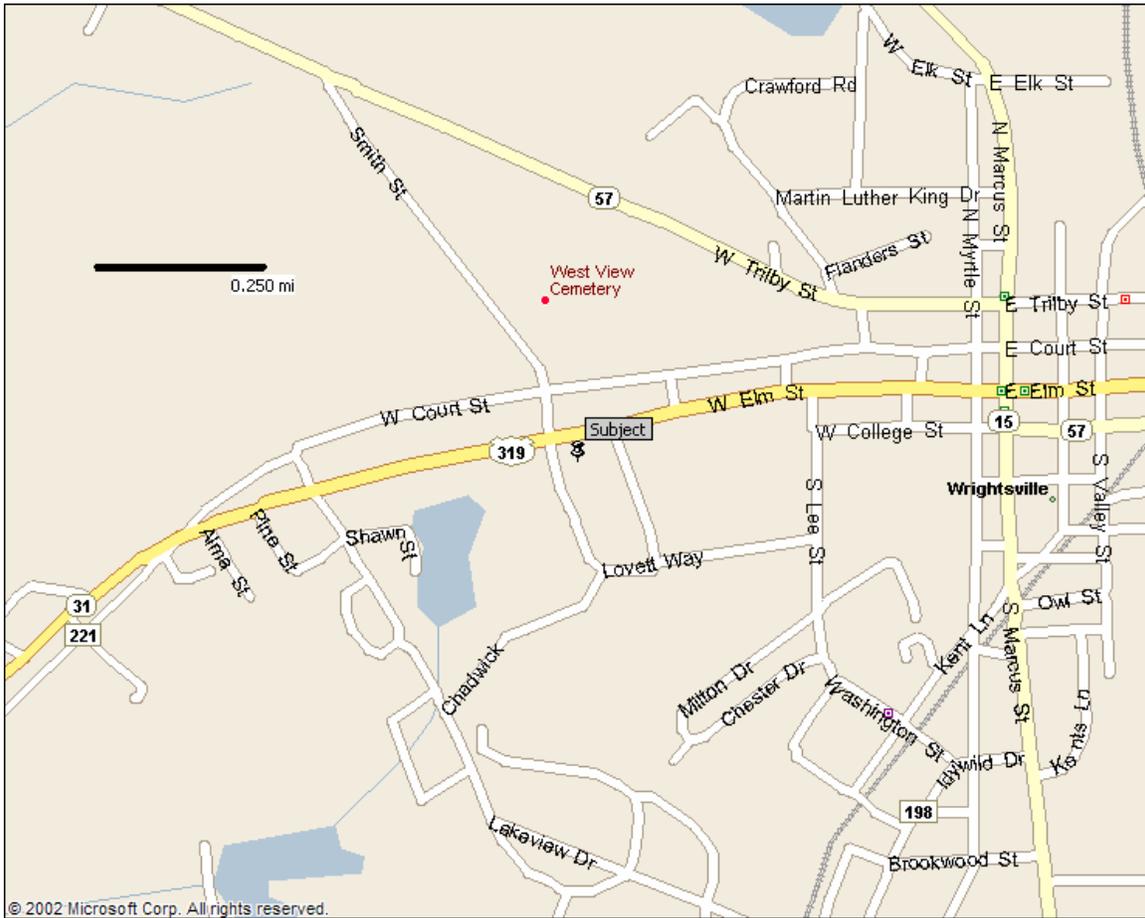
Kevin Vickers has over 14 years of environmental site assessment and consulting experience. Since 1987, he has completed over 400 Phase I assessments throughout the United States. Additionally, he has performed Phase II and Phase III activities on an as needed basis. He has performed Environmental Site 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



Flood Insights test results for :

Latitude: 32.72814 Longitude: -82.73096

Geocoding Accuracy: Not Available

Flood Zone Determinations

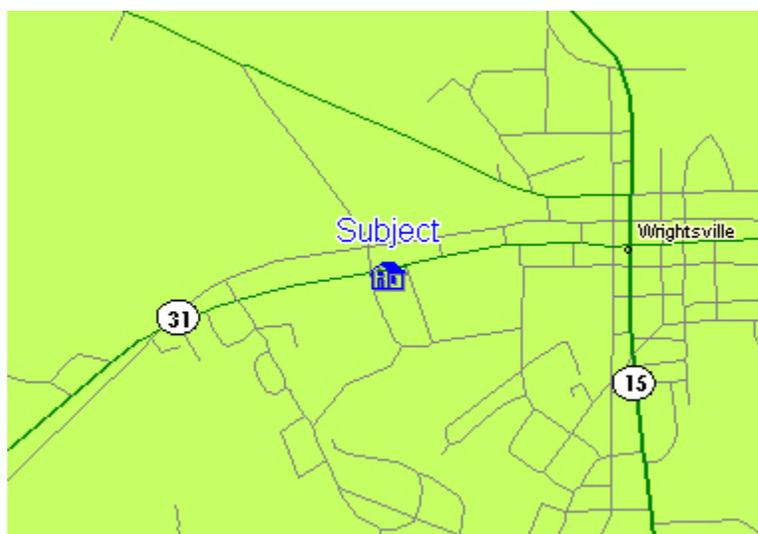
[What's This?](#)

SFHA (Flood Zone) Within 250 feet of multiple flood zones?

Out No

Community	Community Name	Zone	Panel	Panel Date
13X930		N		None
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 hazard
- 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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Neighborhood Details



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House & Home

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Neighborhood Details

◀ See surrounding neighborhoods

Wrightsville, GA – Wrightsville

(31096)
 Population 6,261
 Median Income \$12,219
 People per household (avg.) 2.79
 Neighborhood Type Small Town
 Median age 34.3



Search for Homes



Search for Rentals



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 Join MSN® 8 now

Home Essentials

- Apply for a loan
- Refinance now
- Credit check for free
- Find a contractor
- Search for roommates

Homes & Rentals

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

Select another neighborhood to see its details:

Wrightsville (31096) ▼

PRIZM® Neighborhood Types

Name	Demographic	% of Neighborhood
Scrub Pine Flats	Blue Collar Farm Families	84.75%
Shotguns & Pickups	Rural Blue-Collar Workers & Families	15.25%



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

Essentials

- [Build a perfect new home](#)
- [Need ideas? See designs galore!](#)
- [Don't sell it.....Store it!](#)



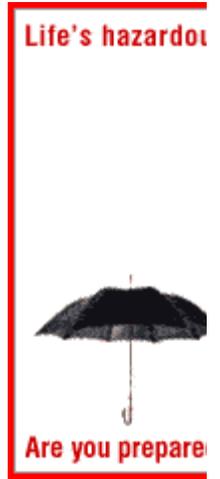
Other Important Considerations

Values worse than national average are displayed in **red**.

Demographics

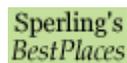
	31096	Regional Average	National Average
Population	6,261	7,477	9,429
Population density	37	222	1,179
Percent female	54.15%	51.94%	50.35%
Percent male	45.85%	48.06%	49.65%
Median household income	\$28,683	\$34,074	\$39,702
Households	2,148	2,710	3,555
People per household	2.79	2.73	2.63
Median age	34.3	34.7	36.5

Median income	\$12,219	\$15,082	\$18,598
Percent married	47.67%	51.20%	58.33%
Percent single (includes never married, divorced, separated, and widowed)	52.33%	48.80%	41.67%
Education			
School achievement index	1.50	2.52	5.20
Spending per student	\$5,336	\$5,225	\$5,896
Students per teacher	14.0	15.4	16.1
Students per librarian	351.0	425.7	934.0
Students per guidance counselor	799.0	682.2	560.0
High school graduation rate	61.67%	66.42%	76.44%
College degree - 2 year	4.90%	4.91%	8.19%
College degree - 4 year	5.10%	9.69%	14.93%
Graduate degree	3.98%	5.46%	7.01%
Crime			
Violent crime risk	3	3	3
Property crime risk	2	3	3
Cost of Living			
Overall	92.4	93.2	100.0
Health & Safety			
Physicians per 100,000 population	60.0	114.6	168.5
Air quality	77.0	64.3	50.0
Watershed quality	60.0	62.4	50.0
Toxic sites	96.0	96.3	70.0
Health costs index	86.7	92.4	103.7
UV index	5.00	5.14	4.30
Economy			
Unemployment rate	6.90%	5.85%	4.70%
Recent job growth	-4.88%	-0.28%	0.90%
Future job growth	6.34%	10.26%	10.83%
Sales tax rate	6.00%	6.49%	6.20%
Income tax rate	6.00%	6.00%	5.02%
Housing			
Median home purchase costs	\$98,887	\$111,532	\$137,081
Home appreciation	6.31%	6.28%	6.27%
Median age of homes	18.4	19.5	27.8
Percent of homes owned vs. rented	69.23%	66.43%	63.40%
Vacancy rating	10.65%	10.82%	14.91%
Transportation			
Work at home	2.83%	2.17%	5.61%
Commute by bus	0%	0.90%	1.95%
Commute by carpool	26.09%	20.27%	14.57%
Commute by own car	67.03%	73.24%	71.60%



Resources & Services

- [ApartmentGuide.co](#)
- [Credit reports](#)
- [Brand-new homes](#)
- [State Farm Insurance](#)
- [Foreclosure properties](#)



Data Provided by [BestPlaces.net](#).

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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

Johnson

- Johnson County HS is accredited by the Southern Association of Colleges and Schools.
- Dual enrollment is offered at Johnson County Middle High School through Middle Georgia College.
- Johnson County HS has installed a distance learning program.
- Johnson County HS offers students a technology curriculum.
- Extra-curricular clubs at Johnson HS include FFA & FHA.
- Johnson County High School drama club performs each Spring.
- 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 offered as a full day program.
- The Accelerated Reader incentive program. incorporated into the 1st grade curriculum.
- Spelling Bee competitions begin in fourth grade at Johnson Co ES.
- Johnson Co. MS sports include football, basketball, track & softball.
- District offers full day Pre-K.
- Johnson County High School is accredited by SACS Secondary Commission.
- Johnson County Schools are accredited with Quality by Georgia Accrediting Commission.
- Prep courses for standardized testing are offered at Johnson County Middle High School in the spring.

Title	Name	Phone
Superintendent of Schools	Ms. Angie Wood	478-864-3302
Guidance Services	Mrs. Grace Moore	478-864-2222
Special Education Services	Ms. Rebecca Thomas	478-864-3302
Director of Fine Arts	Mr. Richard R. Brantley	478-864-3302

Athletic Director	Mr. Bill Bonds	478-864-2222
General Information	Ms. Angie Wood	478-864-3302
Gifted and Talented Director	Ms. Rebecca Thomas	478-864-3302
Computer Education Director	Mr. Gary Price	478-864-3446
Curriculum	Mr. Richard R. Brantley	478-864-3302
High School Guidance	Mrs. Grace Moore	478-864-2222
High School Special Ed.	Ms. Rebecca Thomas	478-864-3302
High School Fine Arts	Mr. George Bryan	478-864-2222
High School Athletics	Mr. Bill Bonds	478-864-2222
High School Information	Mr. Roland Thomas	478-864-2222
High School Gifted/Talented	Ms. Rebecca Thomas	478-864-3302
High School Computer Ed.	Mr. Gary Price	478-864-3446

District Size	
District	Johnson
Lowest Grade Level *	Pre - K
Highest Grade Level *	12
Student Population	1384
Teacher Population	108
Professional Staff **	114
Student/Teacher Ratio	12:1
Median Years of Teaching Experience	14
# of Elementary Schools	1
Average Elementary School Population	697
# of Middle Schools / Junior High Schools	
Average Middle School Population	
Primary High School Population	687
Average Class Size ***	
Grade 1	20
Grade 8	27
High School English	25
High School Math	25
High School Science	25
* 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	Johnson
Academic Programs	
Formal Study of a Foreign Language	
Use of an Equipped Science Lab	6
Formal Computer Training	Pre-K
Use of an Equipped Computer Lab	6
In-classroom Computers	Pre-K
Technology / Industrial Arts	6
Home Economics	6
English as a Second Language	
Fine Arts Programs	
Band Instrument Lessons	5
Orchestra Instrument Lessons	
Organized Band	5
Organized Orchestra	
Organized Chorus	4
Drama Productions	
Radio / TV Production	6
Gifted and Talented Pull-Out Programs	
Fine Arts	
Mathematics	
Science	
General	
Magnet Programs	
In-classroom Enrichment	1
Academic Interschool Competitions	
Odyssey of the Mind	
Reading Incentive	1
Science Fair	4
General Academic	4
Other Programs	
Before School Day Care	
After School Day Care	Y
After School Busing	Y
Overnight Field Trips	Y

Senior Performance	
District	Johnson

High School Seniors	81
% of Seniors Receiving HS Diploma	94%
Graduates' Future Plans (% Attending)	
4-Year College/University	10%
2-Year / Junior College	15%
Business / Technical School	20%
Armed Forces	20%
Work Force	35%
Awards	
National Merit Scholarship Finalists	
National Merit Scholarship Semi-finalists	
Letters of Commendation	
Average SAT Scores	
% of Seniors taking SATs	43%
Math	484
Verbal	446
Average ACT Scores	
% of Seniors taking ACTs	1%
English	
Math	
Science	
Reading	
Composite	

Environmental

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 _____

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 _____

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 _____

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 _____

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 noticeable 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 _____

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.

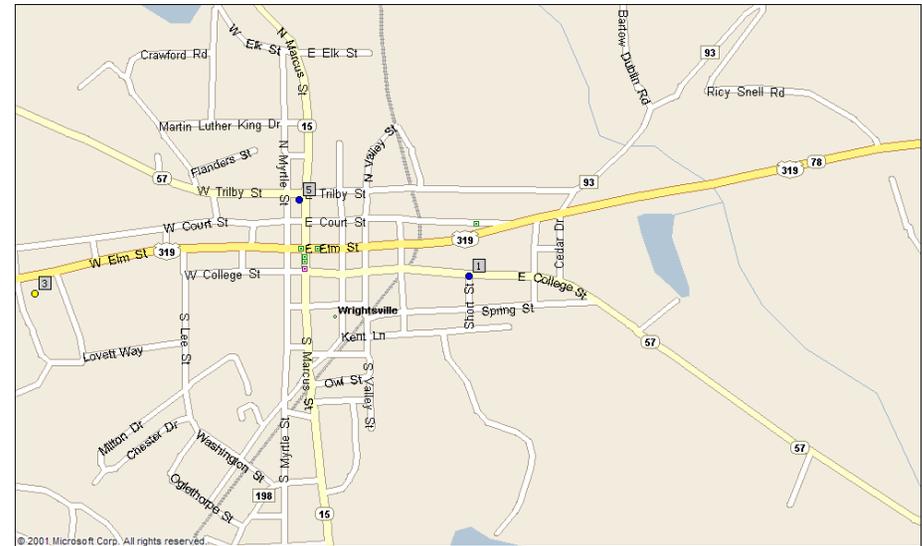
Environmental Inspector's Signature _____

Name _____

Certified Environmental Inspector # _____ Date _____

Comparable Properties

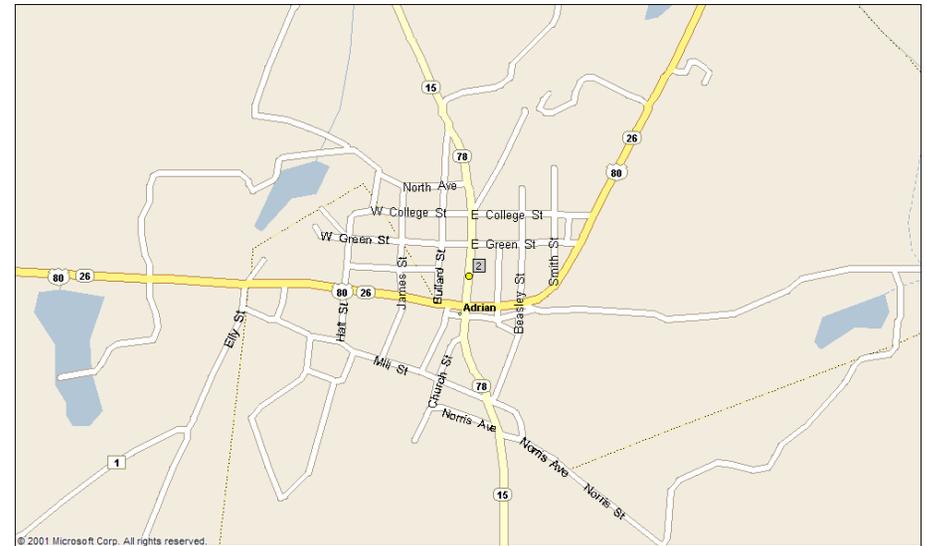
CARSON VILLAGE 104 SHORT STREET WRIGHTSVILLE, GA 478-864-1845 WANELL MILLER								
BR	BA	Rent Type	Units	Vac	Occ	Rent Range	Est SF Range	\$/SF
0	1.0	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
1	1.0	Subsidized	22	0	100%	BOI - BOI	703 - 703	BOI
2	1.0	Subsidized	2	0	100%	BOI - BOI	995 - 995	BOI
2	1.5	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
2	2.0	Subsidized	0	0	0%	BOI - BOI	0 - 0	BOI
2			2	0	100%	BOI - BOI	995 - 995	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	703 - 995	BOI



Buildings: <input type="checkbox"/> Single Family <input type="checkbox"/> Duplex <input type="checkbox"/> Townhouse <input checked="" type="checkbox"/> Garden <input type="checkbox"/> Mid-Rise <input type="checkbox"/> High-Rise	Unit Data: <input checked="" type="checkbox"/> Blinds <input type="checkbox"/> Ceiling Fans <input checked="" type="checkbox"/> Carpeting <input type="checkbox"/> Fireplace <input checked="" type="checkbox"/> Patio/Balcony <input type="checkbox"/> Storage	Utilities in Rent: <input checked="" type="checkbox"/> Heat <input checked="" type="checkbox"/> A/C <input checked="" type="checkbox"/> Hot Water <input checked="" type="checkbox"/> Electricity <input checked="" type="checkbox"/> Cold Water <input checked="" type="checkbox"/> Sewer <input checked="" type="checkbox"/> Trash	Parking: <input checked="" type="checkbox"/> Open <input type="checkbox"/> Assigned <input type="checkbox"/> Covered <input type="checkbox"/> Garage	Miscellaneous: Year Built: 1991 Year Renovated: na Heating Fuel: electric Minimum Lease: 12 Security Deposit: \$150 Pets: yes Incentives: no Waiting List: yes Est Turnover: 10-20% Financing: FmHA/DCA Rents: Subsidized Type: Elderly Status: Completed Map Key: 1
Floors: <input checked="" type="checkbox"/> 1 Story <input type="checkbox"/> 2 Story <input type="checkbox"/> 3-4 Story <input type="checkbox"/> 5-10 Story <input type="checkbox"/> >10 Story	Kitchens: <input checked="" type="checkbox"/> Stove <input checked="" type="checkbox"/> Refrigerator <input type="checkbox"/> Disposal <input checked="" type="checkbox"/> Dishwasher <input type="checkbox"/> Microwave	Air Conditioning: <input checked="" type="checkbox"/> Central Air <input type="checkbox"/> Window Units <input type="checkbox"/> Wall Units <input type="checkbox"/> Other <input type="checkbox"/> None	Security: <input type="checkbox"/> Cont Access <input type="checkbox"/> Sec Alarms <input type="checkbox"/> Monitoring <input type="checkbox"/> Sec Patrols <input type="checkbox"/> Sec Officer	
Project Data: <input type="checkbox"/> Comm Center <input type="checkbox"/> Pool <input type="checkbox"/> Sports Court <input type="checkbox"/> Playground <input type="checkbox"/> Fitness Ctr <input type="checkbox"/> Business Ctr	Laundry: <input type="checkbox"/> Central <input type="checkbox"/> W/D Units <input checked="" type="checkbox"/> W/D Hookups	Heat: <input checked="" type="checkbox"/> Central Air <input type="checkbox"/> Baseboards <input type="checkbox"/> Radiators <input type="checkbox"/> Other	Tenant Utilities: 0BR 1BR 2BR 3BR 4BR	Notes: - Estimated square footage. Elderly market strong. 4 people on waiting list. \$0 \$0 - - Updated 6/23/3

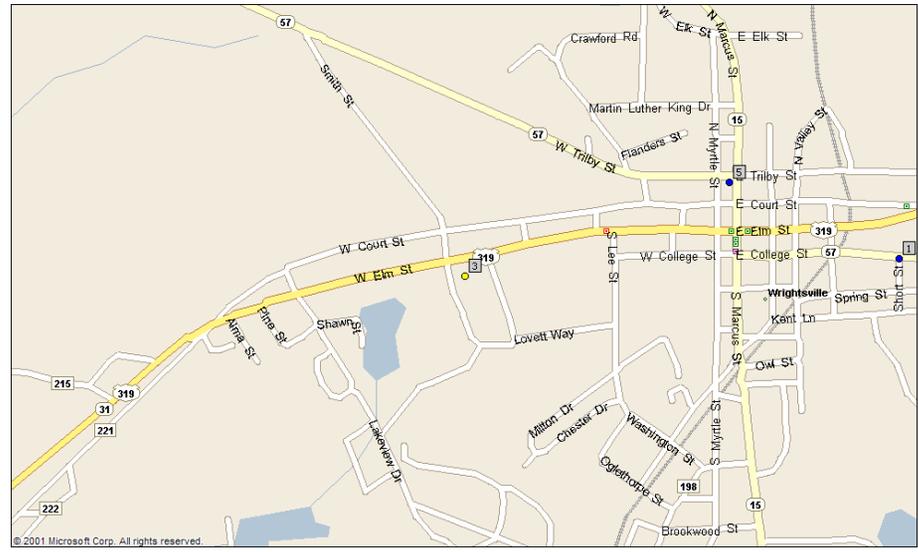


DEERWOOD VILLAGE 508 E MAIN STREET ADRIAN, GA 478-668-3787 WANELL MILLER								
BR	BA	Rent Type	Units	Vac	Occ	Rent Range	Est SF Range	\$/SF
0	1.0	Restricted	0	0	0%	\$0 - \$0	0 - 0	\$0.00
1	1.0	Restricted	9	0	100%	\$351 - \$351	703 - 703	\$0.50
2	1.0	Restricted	0	0	0%	\$0 - \$0	0 - 0	\$0.00
2	1.5	Restricted	9	3	67%	\$361 - \$361	995 - 995	\$0.36
2	2.0	Restricted	0	0	0%	\$0 - \$0	0 - 0	\$0.00
2			9	3	67%	\$361 - \$361	995 - 995	\$0.36
3	1.0	Restricted	0	0	0%	\$0 - \$0	0 - 0	\$0.00
3	1.5	Restricted	0	0	0%	\$0 - \$0	0 - 0	\$0.00
3	2.0	Restricted	2	0	100%	\$371 - \$371	1,272 - 1,272	\$0.29
3			2	0	100%	\$371 - \$371	1,272 - 1,272	\$0.29
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	20	3	85%	\$351 - \$371	703 - 1,272	\$0.42



Buildings:	Unit Data:	Utilities in Rent:	Parking:	Miscellaneous:
<input type="checkbox"/> Single Family	<input checked="" type="checkbox"/> Blinds	<input type="checkbox"/> Heat	<input checked="" type="checkbox"/> Open	Year Built 1993
<input type="checkbox"/> Duplex	<input type="checkbox"/> Ceiling Fans	<input type="checkbox"/> A/C	<input type="checkbox"/> Assigned	Year Renovated na
<input type="checkbox"/> Townhouse	<input checked="" type="checkbox"/> Carpeting	<input type="checkbox"/> Hot Water	<input type="checkbox"/> Covered	Heating Fuel electric
<input checked="" type="checkbox"/> Garden	<input type="checkbox"/> Fireplace	<input type="checkbox"/> Electricity	<input type="checkbox"/> Garage	Minimum Lease 12
<input type="checkbox"/> Mid-Rise	<input checked="" type="checkbox"/> Patio/Balcony	<input type="checkbox"/> Cold Water		Security Deposit \$150
<input type="checkbox"/> High-Rise	<input type="checkbox"/> Storage	<input checked="" type="checkbox"/> Sewer		Pets no
		<input checked="" type="checkbox"/> Trash		Incentives no
Floors:	Kitchens:	Air Conditioning:	Security:	Waiting List yes
<input type="checkbox"/> 1 Story	<input checked="" type="checkbox"/> Stove	<input checked="" type="checkbox"/> Central Air	<input type="checkbox"/> Cont Access	Est Turnover 20-30%
<input checked="" type="checkbox"/> 2 Story	<input checked="" type="checkbox"/> Refrigerator	<input type="checkbox"/> Window Units	<input type="checkbox"/> Sec Alarms	Financing FmHA/DCA
<input type="checkbox"/> 3-4 Story	<input type="checkbox"/> Disposal	<input type="checkbox"/> Wall Units	<input type="checkbox"/> Monitoring	Rents Restricted
<input type="checkbox"/> 5-10 Story	<input checked="" type="checkbox"/> Dishwasher	<input type="checkbox"/> Other	<input type="checkbox"/> Sec Patrols	Type Family
<input type="checkbox"/> >10 Story	<input type="checkbox"/> Microwave	<input type="checkbox"/> None	<input type="checkbox"/> Sec Officer	Status Completed
				Map Key 2
Project Data:	Laundry:	Heat:	Tenant Utilities:	Notes:
<input type="checkbox"/> Comm Center	<input type="checkbox"/> Central	<input checked="" type="checkbox"/> Central Air	0BR -	Rental assistance available for 19 units. Most everyone pays less than basic rent. Waiting list for 1- and 3-bedroom units.
<input type="checkbox"/> Pool	<input type="checkbox"/> W/D Units	<input type="checkbox"/> Baseboards	1BR \$82	
<input type="checkbox"/> Sports Court	<input checked="" type="checkbox"/> W/D Hookups	<input type="checkbox"/> Radiators	2BR \$106	
<input checked="" type="checkbox"/> Playground		<input type="checkbox"/> Other	3BR \$129	
<input type="checkbox"/> Fitness Ctr			4BR -	
<input type="checkbox"/> Business Ctr				Updated 6/23/3

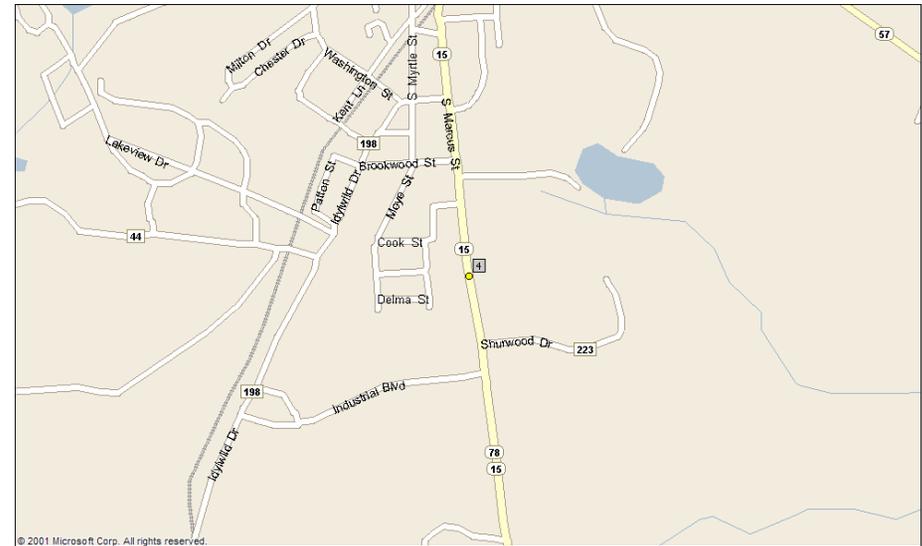
OAKVIEW 115 TROJAN WAY WRIGHTSVILLE, GA 478-864-3371 ELAINE DENTON								
BR	BA	Rent Type	Units	Vac	Occ	Rent Range	Est SF Range	\$/SF
0	1.0	Restricted	0	0	0%	\$0 - \$0	0 - 0	\$0.00
1	1.0	Restricted	0	0	0%	\$0 - \$0	0 - 0	\$0.00
2	1.0	Restricted	12	5	58%	\$324 - \$556	841 - 841	\$0.52
2	1.5	Restricted	0	0	0%	\$0 - \$0	0 - 0	\$0.00
2	2.0	Restricted	0	0	0%	\$0 - \$0	0 - 0	\$0.00
2			12	5	58%	\$324 - \$556	841 - 841	\$0.52
3	1.0	Restricted	0	0	0%	\$0 - \$0	0 - 0	\$0.00
3	1.5	Restricted	12	1	92%	\$341 - \$598	1,023 - 1,023	\$0.46
3	2.0	Restricted	0	0	0%	\$0 - \$0	0 - 0	\$0.00
3			12	1	92%	\$341 - \$598	1,023 - 1,023	\$0.46
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	24	6	75%	\$324 - \$598	841 - 1,023	\$0.49



Buildings: <input type="checkbox"/> Single Family <input type="checkbox"/> Duplex <input type="checkbox"/> Townhouse <input checked="" type="checkbox"/> Garden <input type="checkbox"/> Mid-Rise <input type="checkbox"/> High-Rise	Unit Data: <input checked="" type="checkbox"/> Blinds <input type="checkbox"/> Ceiling Fans <input checked="" type="checkbox"/> Carpeting <input type="checkbox"/> Fireplace <input checked="" type="checkbox"/> Patio/Balcony <input type="checkbox"/> Storage	Utilities in Rent: <input type="checkbox"/> Heat <input type="checkbox"/> A/C <input type="checkbox"/> Hot Water <input type="checkbox"/> Electricity <input checked="" type="checkbox"/> Cold Water <input checked="" type="checkbox"/> Sewer <input checked="" type="checkbox"/> Trash	Parking: <input checked="" type="checkbox"/> Open <input type="checkbox"/> Assigned <input type="checkbox"/> Covered <input type="checkbox"/> Garage	Miscellaneous: Year Built 1981 Year Renovated na Heating Fuel electric Minimum Lease 12 Security Deposit 1 month Pets no Incentives no Waiting List yes Est Turnover 20-30% Financing FmHA Rents Restricted Type Family Status Completed Map Key 3
Floors: <input type="checkbox"/> 1 Story <input checked="" type="checkbox"/> 2 Story <input type="checkbox"/> 3-4 Story <input type="checkbox"/> 5-10 Story <input type="checkbox"/> >10 Story	Kitchens: <input checked="" type="checkbox"/> Stove <input checked="" type="checkbox"/> Refrigerator <input type="checkbox"/> Disposal <input type="checkbox"/> Dishwasher <input type="checkbox"/> Microwave	Air Conditioning: <input checked="" type="checkbox"/> Central Air <input type="checkbox"/> Window Units <input type="checkbox"/> Wall Units <input type="checkbox"/> Other <input type="checkbox"/> None	Security: <input type="checkbox"/> Cont Access <input type="checkbox"/> Sec Alarms <input type="checkbox"/> Monitoring <input type="checkbox"/> Sec Patrols <input type="checkbox"/> Sec Officer	
Project Data: <input type="checkbox"/> Comm Center <input type="checkbox"/> Pool <input type="checkbox"/> Sports Court <input type="checkbox"/> Playground <input type="checkbox"/> Fitness Ctr <input type="checkbox"/> Business Ctr	Laundry: <input type="checkbox"/> Central <input type="checkbox"/> W/D Units <input checked="" type="checkbox"/> W/D Hookups	Heat: <input checked="" type="checkbox"/> Central Air <input type="checkbox"/> Baseboards <input type="checkbox"/> Radiators <input type="checkbox"/> Other	Tenant Utilities: 0BR 1BR 2BR \$95 3BR \$115 4BR	Notes: -Renatl assistance for 16 units. Most residents pay basic rent or less. 4 people on wait list for 3-bedroom units. Updated 6/23/3



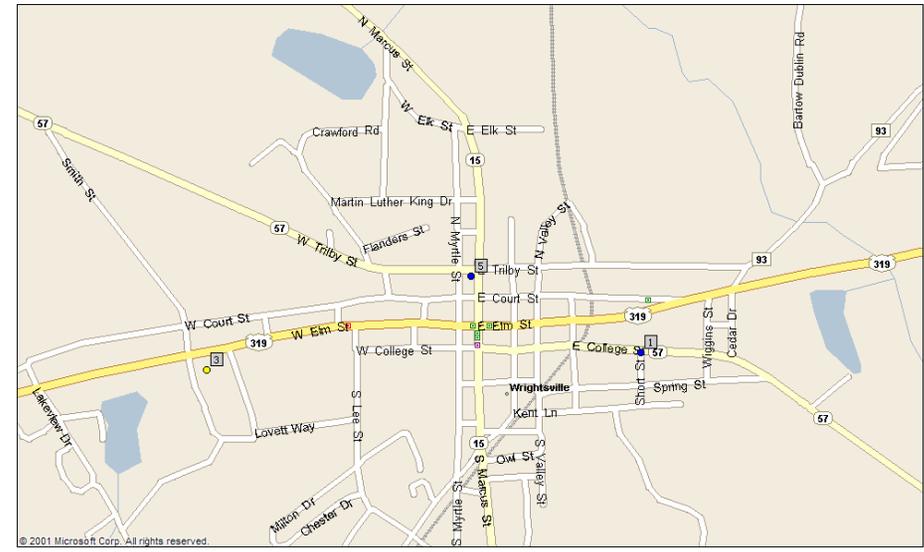
PINE TERRACE APARTMENTS 823 S MARCUS STREET WRIGHTSVILLE, GA 478-864-1501 STACI MCGOY								
BR	BA	Rent Type	Units	Vac	Occ	Rent Range	Est SF Range	\$/SF
0	1.0	Restricted	0	0	0%	\$0 - \$0	0 - 0	\$0.00
1	1.0	Restricted	12	3	75%	\$350 - \$356	703 - 703	\$0.50
2	1.0	Restricted	0	0	0%	\$0 - \$0	0 - 0	\$0.00
2	1.5	Restricted	25	5	80%	\$365 - \$371	995 - 995	\$0.37
2	2.0	Restricted	0	0	0%	\$0 - \$0	0 - 0	\$0.00
2			25	5	80%	\$365 - \$371	995 - 995	\$0.37
3	1.0	Restricted	0	0	0%	\$0 - \$0	0 - 0	\$0.00
3	1.5	Restricted	12	3	75%	\$386 - \$386	1,272 - 1,272	\$0.30
3	2.0	Restricted	0	0	0%	\$0 - \$0	0 - 0	\$0.00
3			12	3	75%	\$386 - \$386	1,272 - 1,272	\$0.30
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	49	11	78%	\$350 - \$386	703 - 1,272	\$0.39



Buildings:	Unit Data:	Utilities in Rent:	Parking:	Miscellaneous:
<input type="checkbox"/> Single Family	<input checked="" type="checkbox"/> Blinds	<input type="checkbox"/> Heat	<input checked="" type="checkbox"/> Open	Year Built 1993
<input type="checkbox"/> Duplex	<input type="checkbox"/> Ceiling Fans	<input type="checkbox"/> A/C	<input type="checkbox"/> Assigned	Year Renovated na
<input type="checkbox"/> Townhouse	<input checked="" type="checkbox"/> Carpeting	<input type="checkbox"/> Hot Water	<input type="checkbox"/> Covered	Heating Fuel electric
<input checked="" type="checkbox"/> Garden	<input type="checkbox"/> Fireplace	<input type="checkbox"/> Electricity	<input type="checkbox"/> Garage	Minimum Lease 12
<input type="checkbox"/> Mid-Rise	<input checked="" type="checkbox"/> Patio/Balcony	<input checked="" type="checkbox"/> Cold Water		Security Deposit \$150
<input type="checkbox"/> High-Rise	<input type="checkbox"/> Storage	<input checked="" type="checkbox"/> Sewer		Pets no
		<input checked="" type="checkbox"/> Trash		Incentives no
Floors:	Kitchens:	Air Conditioning:	Security:	Waiting List yes
<input checked="" type="checkbox"/> 1 Story	<input checked="" type="checkbox"/> Stove	<input checked="" type="checkbox"/> Central Air	<input type="checkbox"/> Cont Access	Est Turnover 20-30%
<input checked="" type="checkbox"/> 2 Story	<input checked="" type="checkbox"/> Refrigerator	<input type="checkbox"/> Window Units	<input type="checkbox"/> Sec Alarms	Financing FmHA/DCA
<input type="checkbox"/> 3-4 Story	<input type="checkbox"/> Disposal	<input type="checkbox"/> Wall Units	<input type="checkbox"/> Monitoring	Rents Restricted
<input type="checkbox"/> 5-10 Story	<input type="checkbox"/> Dishwasher	<input type="checkbox"/> Other	<input type="checkbox"/> Sec Patrols	Type Family
<input type="checkbox"/> >10 Story	<input type="checkbox"/> Microwave	<input type="checkbox"/> None	<input type="checkbox"/> Sec Officer	Status Completed
				Map Key 4
Project Data:	Laundry:	Heat:	Tenant Utilities:	Notes:
<input type="checkbox"/> Comm Center	<input checked="" type="checkbox"/> Central	<input checked="" type="checkbox"/> Central Air	0BR -	-2 people on wait list. 43 units of rental assistance available. Most everyone pays basic rent or less.
<input type="checkbox"/> Pool	<input type="checkbox"/> W/D Units	<input type="checkbox"/> Baseboards	1BR \$73	
<input type="checkbox"/> Sports Court	<input type="checkbox"/> W/D Hookups	<input type="checkbox"/> Radiators	2BR \$95	
<input type="checkbox"/> Playground		<input type="checkbox"/> Other	3BR \$115	
<input type="checkbox"/> Fitness Ctr			4BR -	
<input type="checkbox"/> Business Ctr				Updated 6/23/3



WRIGHTSVILLE HOUSING AUTHORITY 100 FULGHAM DR WRIGHTSVILLE, GA 478-864-2033 VICKI RINER								
BR	BA	Rent Type	Units	Vac	Occ	Rent Range	Est SF Range	\$/SF
0	1.0	Subsidized	5	0	100%	\$0 - \$0	478 - 478	\$0.00
1	1.0	Subsidized	17	0	100%	\$0 - \$0	703 - 703	\$0.00
2	1.0	Subsidized	46	0	100%	\$0 - \$0	995 - 995	\$0.00
2	1.5	Subsidized	0	0	0%	\$0 - \$0	0 - 0	\$0.00
2	2.0	Subsidized	0	0	0%	\$0 - \$0	0 - 0	\$0.00
2			46	0	100%	\$0 - \$0	995 - 995	\$0.00
3	1.0	Subsidized	17	0	100%	\$0 - \$0	1,272 - 1,272	\$0.00
3	1.5	Subsidized	0	0	0%	\$0 - \$0	0 - 0	\$0.00
3	2.0	Subsidized	0	0	0%	\$0 - \$0	0 - 0	\$0.00
3			17	0	100%	\$0 - \$0	1,272 - 1,272	\$0.00
4	1.0	Subsidized	5	0	100%	\$0 - \$0	1,422 - 1,422	\$0.00
4	1.5	Subsidized	0	0	0%	\$0 - \$0	0 - 0	\$0.00
4	2.0	Subsidized	0	0	0%	\$0 - \$0	0 - 0	\$0.00
4			5	0	100%	\$0 - \$0	1,422 - 1,422	\$0.00
Subtotal		Subsidized	90	0	100%	\$0 - \$0	478 - 1,422	\$0.00



Buildings:	Unit Data:	Utilities in Rent:	Parking:	Miscellaneous:
<input type="checkbox"/> Single Family	<input checked="" type="checkbox"/> Blinds	<input type="checkbox"/> Heat	<input checked="" type="checkbox"/> Open	Year Built 1960
<input type="checkbox"/> Duplex	<input type="checkbox"/> Ceiling Fans	<input type="checkbox"/> A/C	<input type="checkbox"/> Assigned	Year Renovated na
<input type="checkbox"/> Townhouse	<input type="checkbox"/> Carpeting	<input type="checkbox"/> Hot Water	<input type="checkbox"/> Covered	Heating Fuel electric
<input checked="" type="checkbox"/> Garden	<input type="checkbox"/> Fireplace	<input type="checkbox"/> Electricity	<input type="checkbox"/> Garage	Minimum Lease 12
<input type="checkbox"/> Mid-Rise	<input type="checkbox"/> Patio/Balcony	<input checked="" type="checkbox"/> Cold Water		Security Deposit BOI
<input type="checkbox"/> High-Rise	<input type="checkbox"/> Storage	<input checked="" type="checkbox"/> Sewer		Pets no
		<input checked="" type="checkbox"/> Trash		Incentives no
Floors:	Kitchens:	Air Conditioning:	Security:	Waiting List no
<input checked="" type="checkbox"/> 1 Story	<input checked="" type="checkbox"/> Stove	<input checked="" type="checkbox"/> Central Air	<input type="checkbox"/> Cont Access	Est Turnover 20-30%
<input checked="" type="checkbox"/> 2 Story	<input checked="" type="checkbox"/> Refrigerator	<input type="checkbox"/> Window Units	<input type="checkbox"/> Sec Alarms	Financing PHA
<input type="checkbox"/> 3-4 Story	<input type="checkbox"/> Disposal	<input type="checkbox"/> Wall Units	<input type="checkbox"/> Monitoring	Rents Subsidized
<input type="checkbox"/> 5-10 Story	<input type="checkbox"/> Dishwasher	<input type="checkbox"/> Other	<input type="checkbox"/> Sec Patrols	Type Family
<input type="checkbox"/> >10 Story	<input type="checkbox"/> Microwave	<input type="checkbox"/> None	<input type="checkbox"/> Sec Officer	Status Completed
				Map Key 5
Project Data:	Laundry:	Heat:	Tenant Utilities:	Notes:
<input type="checkbox"/> Comm Center	<input checked="" type="checkbox"/> Central	<input checked="" type="checkbox"/> Central Air	0BR \$53	Estimated unit mix. Estimated square footage.
<input type="checkbox"/> Pool	<input type="checkbox"/> W/D Units	<input type="checkbox"/> Baseboards	1BR \$73	Executive Director estimates the following
<input type="checkbox"/> Sports Court	<input type="checkbox"/> W/D Hookups	<input type="checkbox"/> Radiators	2BR \$95	market rents:
<input type="checkbox"/> Playground		<input type="checkbox"/> Other	3BR \$115	1BR=\$200; 2BR=\$235
<input type="checkbox"/> Fitness Ctr			4BR \$146	3BR=\$294; 4BR=\$329
<input type="checkbox"/> Business Ctr				Updated 6/23/3