

Market Feasibility Analysis
Heron Lake II Apartments
Valdosta, Lowndes County, Georgia

Prepared for
The Georgia Department of Community Affairs

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I. Executive Summary

Real Property Research Group, Inc. has been retained by The Georgia Department of Community Affairs (DCA) to conduct a market feasibility analysis of Heron Lake II Apartments. Heron Lake II Apartments will be a newly constructed LIHTC rental community consisting of 64 general occupancy units. Eighty-five percent of the units will be tax credit and targeted to renters earning no more than 30 percent, 50 percent, and 60 percent of the Area Median Income. The remaining 15 percent of the units will be market rate, unencumbered by maximum rents and tenant incomes. The subject property will be the second phase of an existing community and located on the south side of Eastwind Road in northern Valdosta, Lowndes County, Georgia.

Field work and data collection was conducted in June 2006. The site, comparables, and market area were visited on June 5, 2006 by Tad Scepaniak, Regional Director. The Executive Summary follows and is based on DCA's market study guidelines.

- 1. Market Demand and demand trends for the proposed, existing or rehabilitated units given the existing and proposed economic conditions of the area.**
 - a. Affordability analysis and DCA demand estimates indicate adequate demand to support the proposed units at Heron Lake II.
 - b. Lowndes County's at place employment has experienced significant net growth since 1990. Overall, Lowndes County's at-place employment has increased by 16,651 or 52 percent since 1990.
 - c. The unemployment rate has increased each of the past three years, but remains a very healthy 4.1 percent, well below state and national levels.
- 2. Stabilization projections for the subject property until a sustaining occupancy level of 93% can be achieved for the project. If stabilization projections for the subject differ significantly from historical data, an explanation must be given.**
 - a. We have estimated that Heron Lake II Apartments should be able to lease up at a minimum rate of 15 units per month. At this rate, the project would be able achieve 95 percent occupancy within an approximate 4 month period.

- b. We believe that Heron Lake II apartments should be able to maintain an occupancy level of 95 percent after initial lease up.
- c. This absorption estimate and sustained occupancy is supported by existing rental communities in the primary market, including Heron Lake I.

3. Absorption projections for each bedroom category type and for the subject property as a whole.

- a. As noted above, we have estimated that the subject property will lease approximately 12 units per month.
- b. The proportion of monthly absorption is expected to be similar to the overall unit distribution of the proposed unit mix. Average monthly absorption by bedroom size is 2 one bedroom units, 7 two bedroom units, and 6 three bedroom units.

4. Comparable units in the proposed project's primary market area.

- a. Only three of the 19 surveyed communities were Tax Credit. The remainder of the market area's rental stock is market rate communities.
- b. Overall, the primary market area's rental stock appears stable. The overall vacancy rate in the primary market area is less than two percent. The three LIHTC communities had a combined vacancy rate less than one half of one percent.

5. Appropriateness of unit rent, unit mixes, and unit sizes.

- a. The average net rent among surveyed rental communities is \$435 for a one bedroom unit, \$547 for a two bedroom unit, and \$649 for a three bedroom unit. The proposed LIHTC rents at Heron Lake II are positioned below these averages.
- b. The estimated market rents for the proposed units at Heron Lake II are \$566 for a one bedroom unit, \$684 for a two bedroom unit, and \$780 for a three bedroom unit. Each of the proposed units at Heron Lake II will have a rent advantage. Rent advantages range from 70 percent for the 30 percent LIHTC units to 10 percent for the market rate units. .
- c. The proposed rents appear reasonable and appropriate.

6. Appropriateness of interior and physical amenities including appliance package.

- a. The proposed amenities, including appliance package, will be superior or comparable to all rental communities in the primary market area. Interior amenities will include a dishwasher, microwave, individual washer/dryer units, ceiling fans, washer/dryer connections, and patios and balconies.
- b. Community amenities will include a swimming pool, a playground, fitness center, community room, and a computer center.
- c. The amenities planned at Heron Lake II are extensive and competitive with similarly and higher priced market rate communities in the primary market area. These amenities are reasonable and appropriate. .

7. Location and distance of subject property in relationship to local amenities.

- a. Heron Lake II will be located within close proximity to area amenities including shopping, healthcare facilities, and transportation.
- b. No negative surrounding land uses were identified. The subject site is located in an established middle-class neighborhood.

8. Correlation of the subject property to the eligible tenant target population through an analysis of capture rates for each target tenant segment. Given the target population, existing market conditions and market capture rates less than 30% of all one and two bedroom units, less than 40% for all three bedroom units, less than 50% for all four bedroom units in the project and less than 30% for the LIHTC units, Market Rate and for the project as a whole.

- a. The calculated capture rates for the proposed units at Heron Lake II all fall below these thresholds.
- b. The overall capture rates are 4.4 percent for all LIHTC units, 1.2 percent for market rate units, and 4.2 percent for all units. Capture rates by floorplan range from 0.2 percent to 4.8 percent. .

9. A candid, detailed conclusion about the strength of the market for the project as proposed.

- a. The primary market area's population and household base is expected to grow at a modest pace through 2010.
- b. The proposed product and rents will be competitive in the primary market area. Heron Lake II will be comparable in terms of appeal and amenities to rental communities with rents at or above the proposed LIHTC rents.

- c. Based on affordability and demand estimates, sufficient demand exists to support the renovated units at Heron Lake II.
- d. The vacancy rates in the primary market area are stable. We believe that Heron Lake II will be able to maintain occupancy of 95 percent. Several recently constructed rental communities have all experience rapid lease up. Despite the addition of five rental communities in two years, the primary market area's vacancy rate is less than two percent.
- e. We believe the product is properly positioned and will be well received in the primary market area.

10. Summary Table

Unit Size	AMI Target	Units	Total Demand	Supply	Net Demand	Capture Rate	Absorption*	Avg. Market Rent	Proposed Rents
1 Bedroom	30%	1	184	2	182	0.5%	1 Month	\$435	\$172
	50%	2	348	56	292	0.7%	2 Months	\$345	\$341
	60%	4	554	11	543	0.7%	4 Months	\$435	\$341
	Market	1	509	0	509	0.2%	1 Month	\$435	\$503
	1BR Total	8	1,375	69	1,306	0.6%	4 Months	\$435	\$340
2 Bedroom	30%	7	150	5	145	4.8%	3 Months	\$547	\$186
	50%	9	237	49	188	4.8%	4 Months	\$547	\$399
	60%	13	455	9	446	2.9%	4.5 Months	\$547	\$399
	Market	5	498	0	498	1.0%	3 Months	\$547	\$567
	2BR Total	34	1,379	63	1,316	2.6%	4.5 Months	\$547	\$380
3 Bedroom	30%	2	219	2	217	0.9%	1 Month	\$649	\$217
	50%	7	228	15	213	3.3%	4 months	\$649	\$473
	60%	11	320	2	318	3.5%	4 Months	\$649	\$559
	Market	4	368	0	368	1.1%	3 Months	\$649	\$715
	3BR Total	24	1,402	19	1,383	1.7%	6-12 Months	\$649	\$531

Proposed Project Capture Rate LIHTC Units	4.4%
Proposed Project Capture Rate Market Rate Units	1.2%
Proposed Project Capture Rate All Units	4.2%
Proposed Project Stabilization Period	4-5 Months

II. Introduction

Real Property Research Group, Inc. has been retained by The Georgia Department of Community Affairs (DCA) to conduct a market feasibility analysis of Heron Lake II Apartments. Heron Lake II Apartments will be a newly constructed LIHTC rental community consisting of 64 units. The proposed development will be located south of Heron Lake I in northern Valdosta. The subject property is located east of Forrest Drive and south of Eastwind Road in northern Valdosta. The newly constructed rental community will be general occupancy in nature with an emphasis on small to moderately sized family renter households.

The majority (84.4 percent) of the units at Heron Lake II Apartments will benefit from Low Income Housing Tax Credits with units targeting renter households at 30 percent, 50 percent, and 60 percent of the Area Median Income. The remaining fifteen percent of the units will be market rate without rent or income restrictions. Heron Lake II's 64 units will be contained within eight two-story residential buildings. The proposed unit sizes at Heron Lake II are 879 square feet for the one bedroom units, 1,174 square feet for the two bedroom units, and 1,344 square feet for the three bedroom units. The square footages for the 30 percent units, of which there are only seven, vary slightly from the remainder of the units. The one-bedroom units will have one bathroom, while all two and three bedroom units will have two bathrooms.

HUD has computed a 2006 median household income of \$45,900 for the Valdosta MSA, in which the subject site is located. Based on that median income adjusted for household size, the maximum income limit and minimum income requirement is computed for each floorplan in Table 1. The minimum income limit is calculated assuming 35% of income is spent on total housing cost (rent plus utilities). The maximum allowable incomes are calculated assuming 1.5 persons per bedroom, rounded up to the nearest whole number per DCA's requirements. The maximum tenant income limits are based on 1.5 persons per household, not rounded.

This analysis takes into account pertinent trends in housing supply and demand in a distinct market area delineated with respect to the subject site. Conclusions are drawn on the appropriateness of the proposed rents and projected length of initial absorption.

Table 1 Project Specific Rent and Income Limits, Heron Lake II

Unit Type	AMI %	# Units	# Bed	Planned Net Rent	Utility Allowance	Planned Gross Rent	Maximum Gross Rent	Maximum Income	Minimum Income
LIHTC	30%	1	1	\$172	\$104	\$276	\$277	\$11,820	\$11,040
LIHTC	30%	4	2	\$196	\$136	\$332	\$332	\$13,290	\$13,280
LIHTC	30%	2	3	\$217	\$166	\$383	\$384	\$15,930	\$15,320
LIHTC	50%	2	1	\$341	\$104	\$445	\$461	\$19,700	\$17,800
LIHTC	50%	10	2	\$399	\$136	\$535	\$554	\$22,150	\$21,400
LIHTC	50%	7	3	\$473	\$166	\$639	\$639	\$26,550	\$25,560
LIHTC	60%	4	1	\$341	\$104	\$445	\$554	\$23,640	\$17,800
LIHTC	60%	13	2	\$399	\$136	\$535	\$665	\$26,580	\$21,400
LIHTC	60%	11	3	\$559	\$166	\$725	\$767	\$31,860	\$29,000
Market Rate	80%	1	1	\$503	\$104	\$607	\$738	\$31,520	\$24,280
Market Rate	80%	5	2	\$567	\$136	\$703	\$886	\$35,440	\$28,120
Market Rate	80%	4	3	\$715	\$166	\$881	\$1,023	\$42,480	\$35,240

The report is divided into six sections. Following the executive summary and this introduction, Section 3 provides a project description and an analysis of local neighborhood characteristics. Section 4 examines the socio-economic and demographic characteristics of the delineated market area. Section 5 presents a discussion of the competitive residential environment. Section 6 discusses conclusions reached from the analysis and estimates the demand for the project using growth projections and income distributions.

The conclusions reached in a market study are inherently subjective and should not be relied upon as a determinative predictor of results that will actually occur in the marketplace. There can be no assurance that the estimates made or assumptions employed in preparing this report will in fact be realized or that other methods or assumptions might not be appropriate. The conclusions expressed in this report are as of the date of this report, and an analysis conducted as of another date may require different conclusions. The actual results achieved will depend on a variety of factors including the performance of management, the impact of changes in general and local economic conditions and the absence of material changes in the regulatory or competitive environment. Reference is made to the statement of Underlying Assumptions and Limiting Conditions attached as Appendix I and incorporated in this report.

III. Location and Neighborhood Context

A. Project Description

Heron Lake II Apartments will be located in northern Valdosta just south of Inner Perimeter Road, Valdosta's bypass. The subject property is located to the east of North Forrest Street, south of Eastwind Road, and west of Tyndall Drive. The site is located south of and adjacent to Phase One of Heron Lake. The flat and wooded parcel is bordered to the north by Heron Lake I, to the east by single-family detached homes, to the south by duplexes, and to the west by wooded land.

Access to the property will be available through Heron Lake I, accessible via Eastwind Road, as well as an entrance on Summit Drive. Summit Drive will essentially be a driveway between two houses on Tyndall Drive. Both Eastwind Road and Tyndall Drive are residential side streets with light traffic. Accessibility problems are not anticipated with either entrance.

Heron Lake II Apartments is compatible with surrounding land uses. Development within one-half mile of the subject property is predominately residential and includes single-family detached homes, duplexes, and multi-family rental units. Development characteristics will be similar to those of Heron Lake I, an existing rental community.

Heron Lake II will be located within one-mile of many community services including retailers, public schools, and medical providers.

Figure 1 Site Photos



View of site facing south from Heron Lake I.



View of site facing southeast from Heron Lake I.



View of site facing west near Summit Drive entrance.



View of property at Summit Drive entrance.

Figure 2 Surrounding Land Use Photos



Single-family detached home on Eastwind Road near phase one entrance.

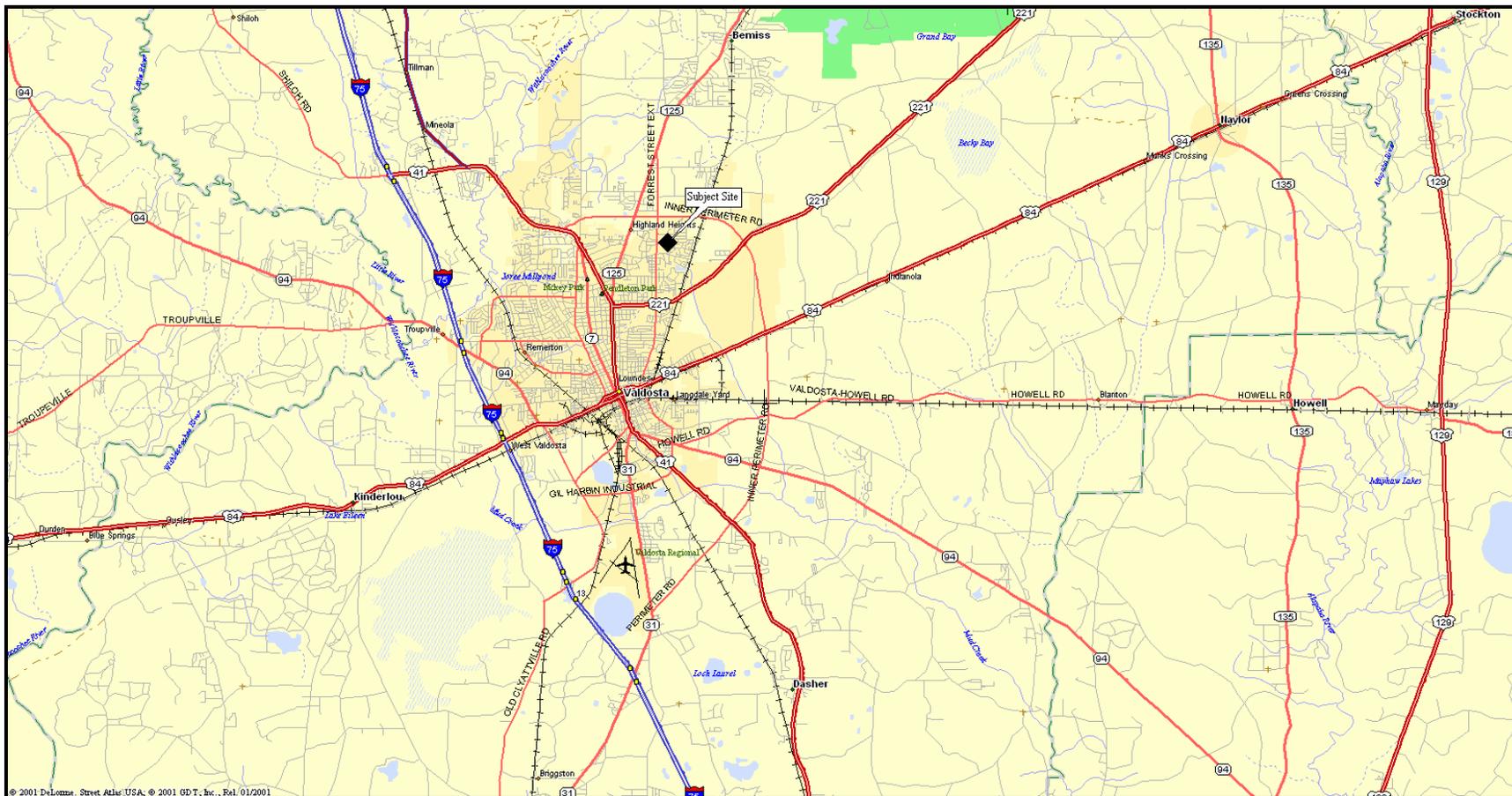


Single-family detached home on Tyndall Road.



View of Heron Lake I facing north from phase two site.

Map 1 Site Location, Heron Lake II



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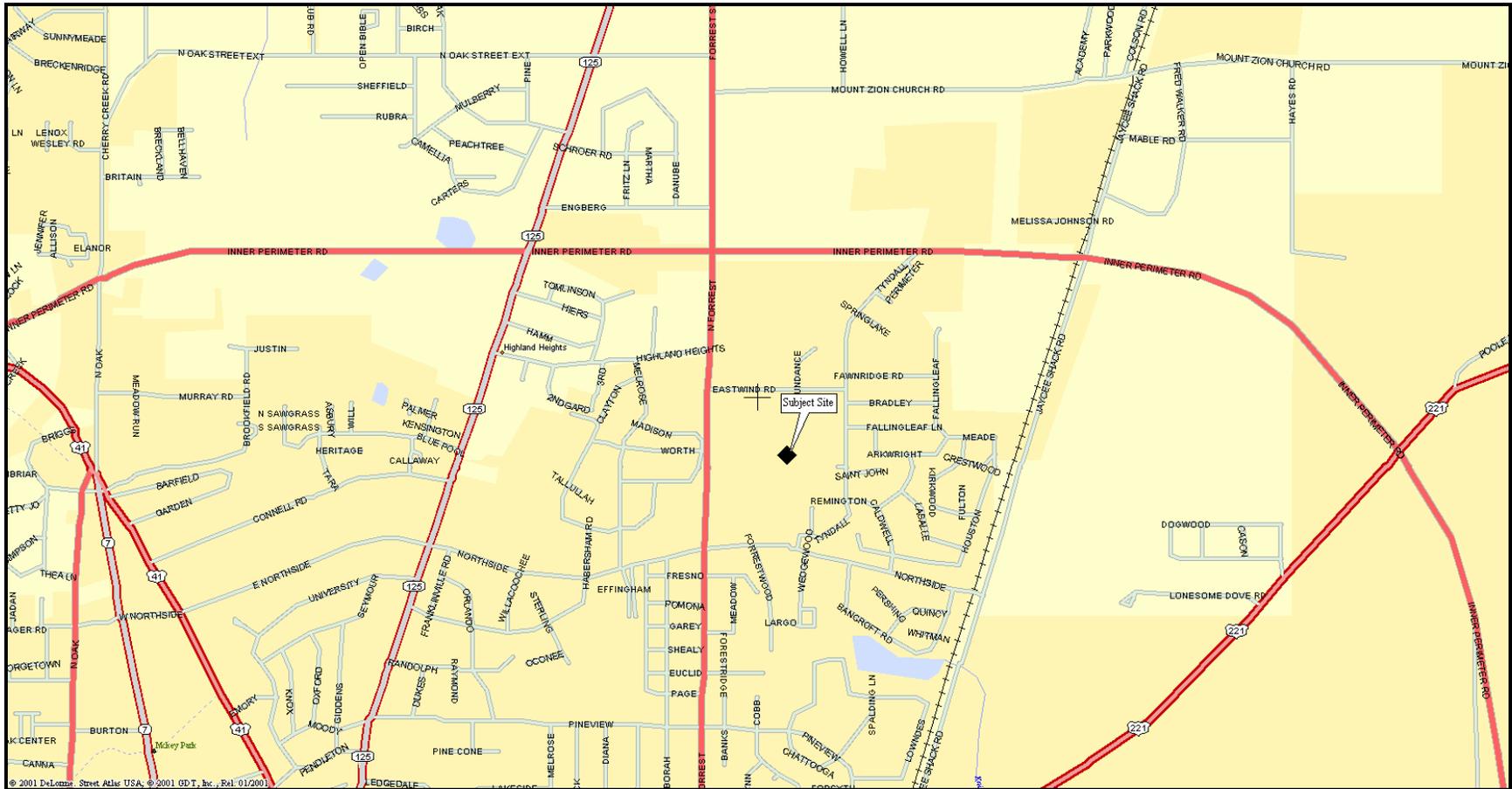
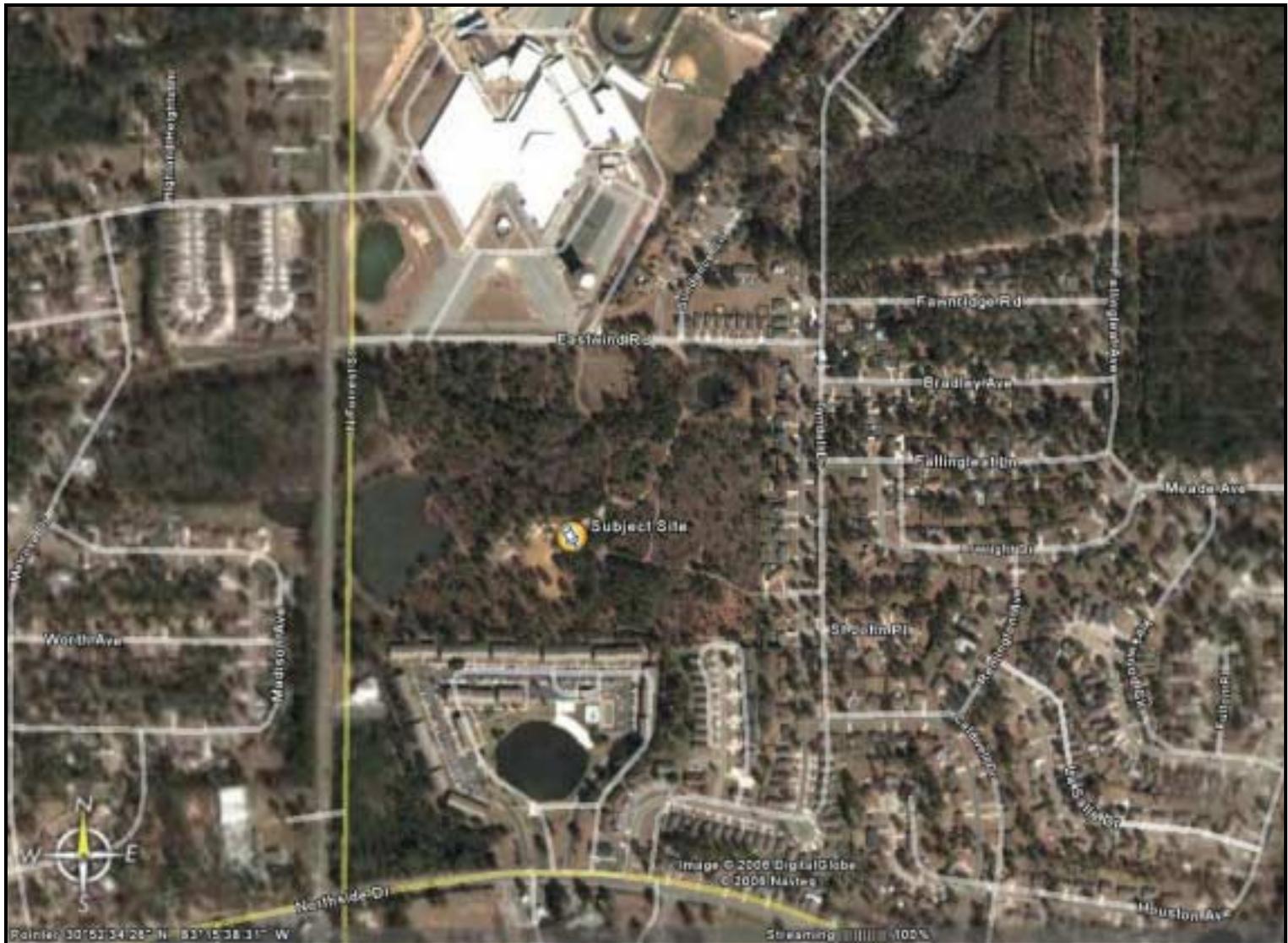


Figure 3 *Satellite Image of Subject Property*



Satellite Image, prior to development of Heron Lake I.

Table 2 Neighborhood Amenities, Heron Lake II

Establishment	Type	Address	Distance
Valdosta High School	Public School	3101 N Forrest St	0.2 mile
Dewar Elementary School	Public School	3539 Mount Zion Church Rd	0.8 mile
Wal-Mart SuperCenter	Grocery/Retail	3274 Inner Perimeter Rd	0.8 mile
Greenleaf Center	Medical Clinic	2209 Pineview Dr	0.8 mile
Flash Foods	Convenience Store	3480 Bemiss Rd	1.0 mile
Jackson Gates, MD	Medical Office	2906 Julia Dr	1.0 mile
Lowndes Middle School	Public School	1112 N. St. Augustine Road	2.5 miles
Valdosta Family Physicians	Medical Clinic	2317 Bemiss Rd	1.2 miles
Harvey's Supermarket	Grocery Store	2111 Bemiss Rd	1.7 miles
South Georgia Medical Center	Hospital	2501 N Patterson St	2.0 miles
Valdosta Police Department	Police	500 N Toombs St	3.2 miles

Heron Lake II is located in a residential neighborhood surrounded by single-family detached homes, duplexes, and apartments. Access to the property will be via Eastwind Road or Tyndall Drive, two residential arterials. Nearby non-residential uses are concentrated on Inner Perimeter Road to the north and Bemiss Road to the west.

The newly constructed rental community will feature 64 one, two, and three bedroom units in eight two-story garden buildings. The community will feature a separate office/clubhouse building. The construction will be wood frame with vinyl siding and brick exteriors. The unit mix will include 8 one bedroom/one bathroom units with 879 square feet, 32 two bedroom/two bathroom units with 1,174 square feet, and 24 three bedroom/two bathroom units with 1,344 square feet.

Each of the newly renovated units at Heron Lake II will feature:

- Full kitchens including an electric range, a refrigerator with icemaker, a dishwasher, and microwave.
- Wall-to-wall carpeting in the bedrooms, living room, dining room and hallways. The kitchen, entry and bathrooms will feature scuff-resistant vinyl flooring.
- Full sized washer and dryer units in each unit.
- A covered entry and a patio or balcony.
- Electric central heat (heat pump) and air conditioning.
- Hard-wired smoke detectors and fire suppression systems.
- Ceiling fans in living room and bedrooms.

Common area amenities will include a separate community building featuring management offices, a fitness center, and a computer center. Exterior amenities will include a walking path with sitting areas, a playground, and a covered picnic pavilion.

The proposed rents and unit configuration is shown below in Table 3. The rents shown will include the cost of only trash removal.

Table 3 Proposed Unit Configuration and Rents

Unit Type	Building Type	AMI Level	Units	# Bed	# Bath	Average Size	Net Rent	Rent/Sq Ft
LIHTC	Garden	30%	1	1	1	898	\$172	\$0.19
LIHTC	Garden	30%	4	2	2	1,165	\$196	\$0.17
LIHTC	Garden	30%	2	3	2	1,353	\$217	\$0.16
LIHTC	Garden	50%	2	1	1	879	\$341	\$0.39
LIHTC	Garden	50%	10	2	2	1,174	\$399	\$0.34
LIHTC	Garden	50%	7	3	2	1,344	\$473	\$0.35
LIHTC	Garden	60%	4	1	1	879	\$341	\$0.39
LIHTC	Garden	60%	13	2	2	1,174	\$399	\$0.34
LIHTC	Garden	60%	11	3	2	1,344	\$559	\$0.42
Market Rate	Garden	80%	1	1	1	879	\$503	\$0.57
Market Rate	Garden	80%	5	2	2	1,174	\$567	\$0.48
Market Rate	Garden	80%	4	3	2	1,344	\$715	\$0.53
Total/Avg.			64			1,201	\$442	\$0.37

B. Shopping

The closet retail development to the subject property is located on Inner Perimeter Road and Bemiss Road. Several grocery stores are located within 1.5 miles of the subject property with the closest being Wal-Mart SuperCenter (0.8 mile) on Inner Perimeter Road. Several additional retailers including grocery stores and pharmacies are within one mile of the subject property.

Larger retailers including, Colonial Mall, are located north of downtown Valdosta within approximately four miles of the subject property. Belk, JCPenny and Sears anchor the 400,000 square foot mall with more than 65 other stores. An 112,000 square foot expansion including 4 "Big Box" anchors including Old Navy, Petsmart and Office Depot opened in the summer 2006.

C. Medical

The largest medical provide in Valdosta, South Georgia Medical Center, is a 335-bed, not for profit, regional referral hospital. A full-service, acute care hospital, SGMC provides a wide range of healthcare services. South Georgia Medical Center is located two miles from the subject site.

Several smaller medical providers are located within approximately one mile of the subject property. Most of these smaller facilities are located near South Georgia Medical Center.



South Georgia Regional Medical Center

D. Schools

The Lowndes County Public School System is comprised of 11 schools including 7 elementary schools, two middle schools, and two high schools. Total school system enrollment for the 2005-2006 school year was 9,338. The closest schools to the subject property are Dewar Elementary School (0.8 mile), Lowndes Middle School (2.5 miles), and Lowndes High School (0.2 mile).

Colleges and universities in Valdosta include Valdosta State University, GMC Community College, Valdosta Technical College, and the South Georgia Regional Consortium.

IV. Socio-Economic and Demographic Content

The primary market area for Heron Lake II Apartments comprises the census tracts in northern Valdosta, roughly defined as the area east of Interstate 75 and north of downtown. The approximate boundaries of the primary market area and their approximate distance from the subject site are:

North: No definitive boundary - end of more densely developed portion of Valdosta (2.4 miles).

East: Perimeter Highway (2.6 miles)

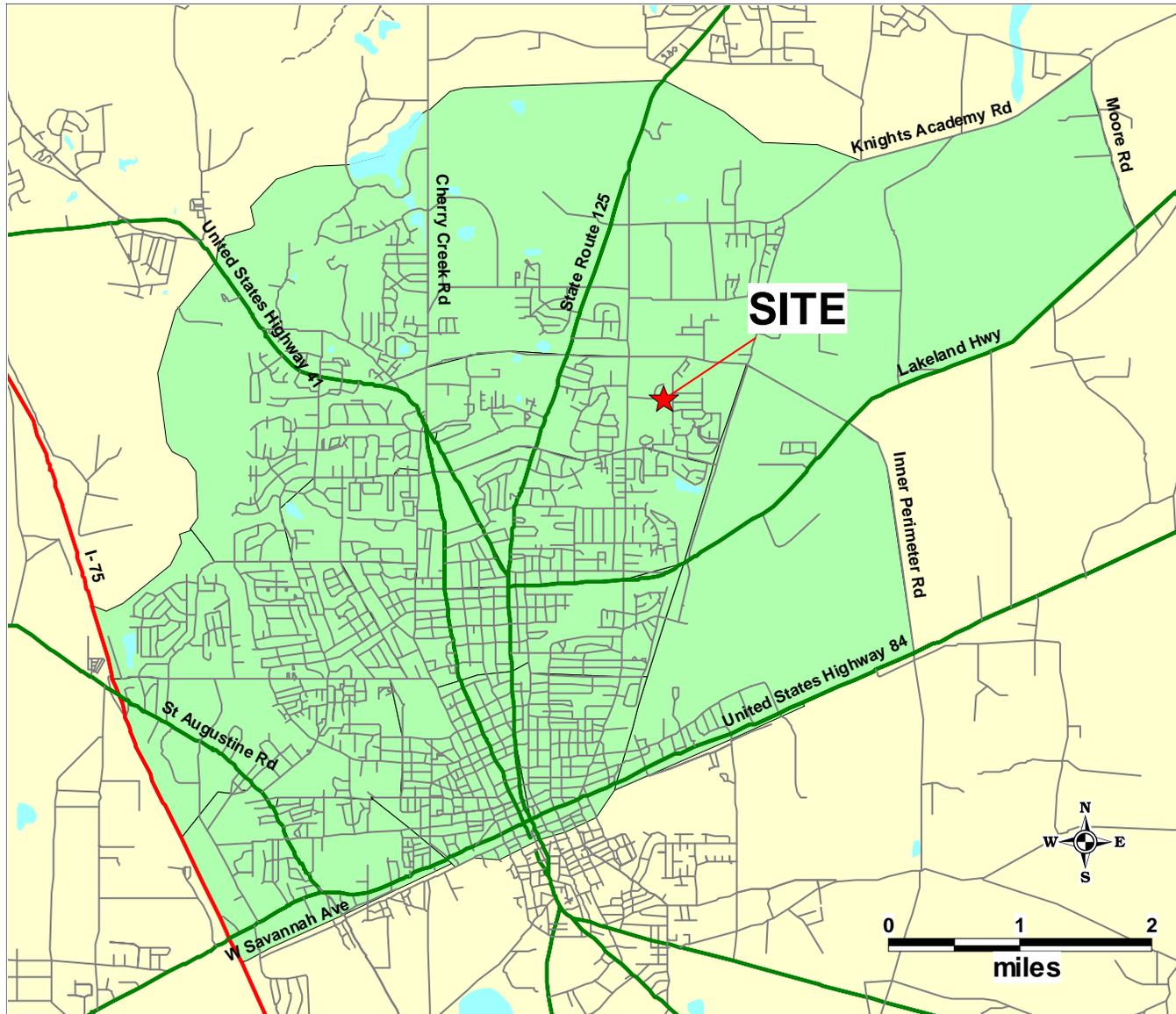
South: United States Highway 84 (2.7 miles)

West: Interstate 75 (4.4 miles)

The primary market includes the areas of Valdosta and Lowndes County that are most comparable to the immediately surrounding area. This primary market area includes the majority of Valdosta rental housing stock, including several LIHTC communities. Residents of this primary market area would be likely to consider the subject site as an acceptable shelter location. Demographic data on Lowndes County is included for comparison purposes. Demand estimates will be shown only for the primary market area.

The primary market area includes year 2000 census tracts 0106.02, 0103.01, 0103.02, 0106.01, 0106.03, 0104.02, 0104.01, 0112, 0111, 0105, 0110, 0113.02, 0113.01, and 0109. A map of this market area is shown on page 15.

Map 3 Primary Market Area

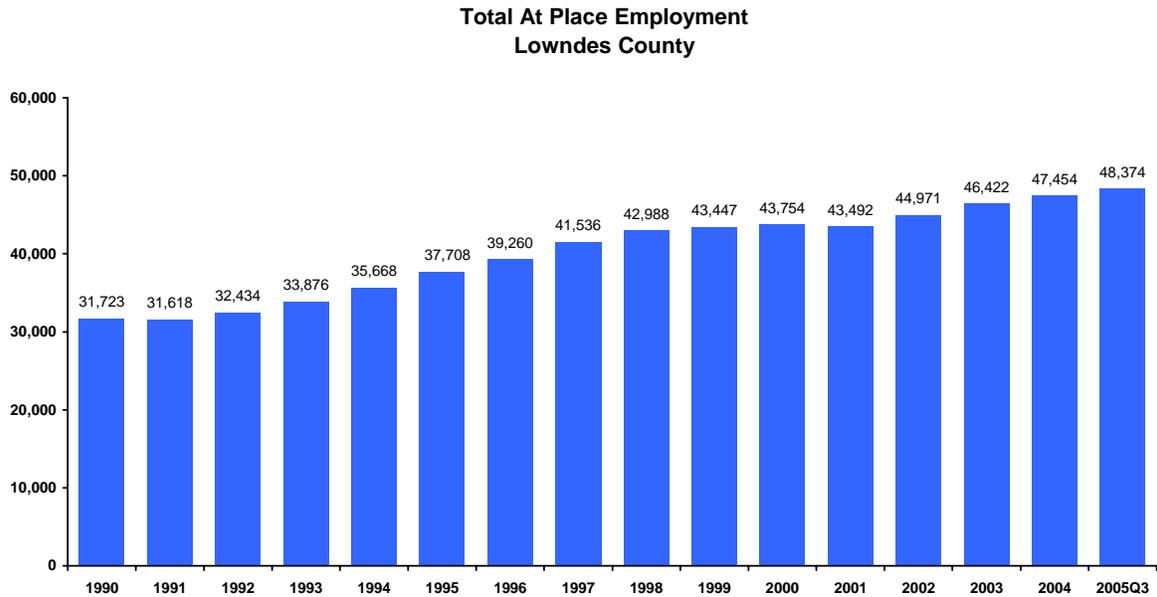


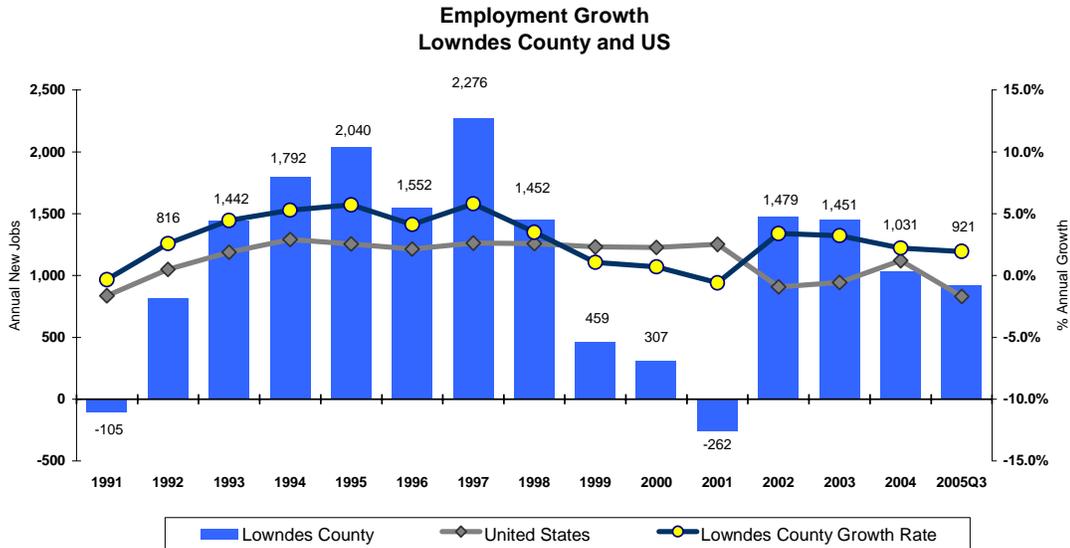
A. Economic Context

Lowndes County's at place employment has experienced significant net growth since 1990. Following a decrease in at-place employment in 1991, Lowndes County experienced employment growth during 13 of the next 14 years (Table 4). Overall, Lowndes County's at-place employment has increased by 16,651 or 52 percent since 1990. Spikes in employment growth were experienced between 1994 and 1998 and between 2002 and 2005. Remaining years achieved minimal employment increases.

On a percentage basis, job growth in Lowndes County has been generally higher than national employment growth in recent years, except during the 1999 to 2001 period when its job growth slipped below that of the nation.

Table 4 At Place Employment, Lowndes County 1990-2005





The trade-transportation-utilities and government sectors comprise a much larger percentage of Lowndes County's employment when compared to the national figures (Table 5). These two employment sectors account for 43.3 percent of the county job base compared to a 35.7 percent national figure. Lowndes County also has a higher percentage of its jobs in the leisure-hospitality and manufacturing sectors.

Between 2001 and the third quarter of 2005, only three sectors experienced a net loss in total employment (Table 6). Each of these three sectors is smaller with no more than 5.1 percent of total employment. The remaining seven sectors experienced a net gain in total employment, including a 2.2 percent annual increase in the manufacturing sector.

Table 5 Employment by Sector, Lowndes County 2005

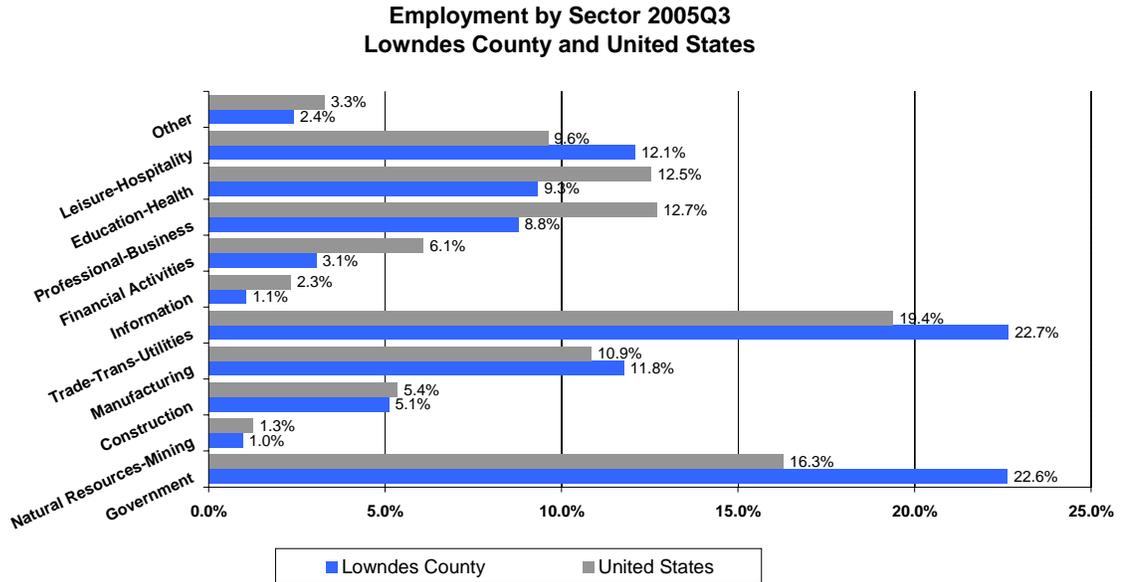
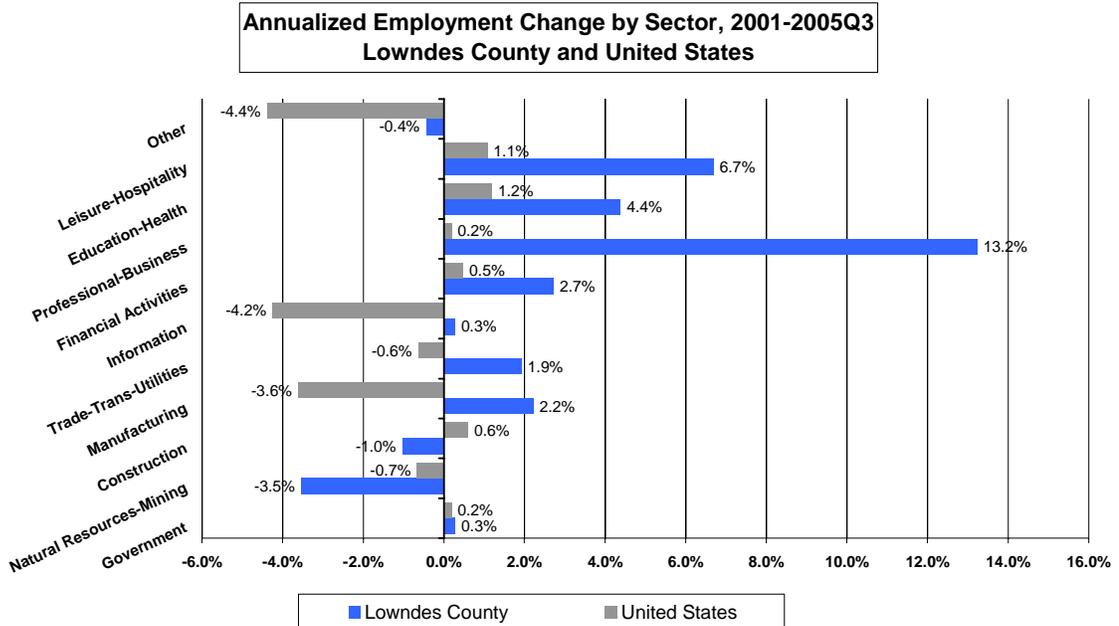


Table 6 Employment by Sector Change, Lowndes County 2001-2005



The largest employer in Lowndes County is Moody Air Force Base (Table 7). In fact, the 32,000 employees at Moody AFB accounts for two-thirds of the county's 2005 at-place employment (48,374). Other major employers include the regional medical center, public school systems, and local governments.

Moody Air Force Base will not be adversely impacted by the U.S. Department of Defense's Base Realignment and Closing (BRAC) of 2005. On the contrary the base will receive a net gain of 575 employees (670 new military and 95 fewer civilian employees).

Table 7 Top 10 Employers, Lowndes County

Rank	NAME	Employment
1	Moody Air Force Base	32,000
2	South Georgia Medical Center	2,350
3	Valdosta State University	1,460
4	Lowndes County School System	1,069
5	Valdosta City School System	950
6	Convergys Corp.	676
7	City of Valdosta	773
8	Lowndes County	500
9	Lowe's Distribution Center	500
10	Roadway Express	480
11	Packaging Corp. of America	359
12	Dillard's Distribution Center	350

Source: Valdosta-Lowndes Chamber of Commerce.

Map 4 Major Employers



The labor force in Lowndes County has increased each year since 1990. Overall, the county experienced a net labor force increase of 16,371 or 47.9 percent between 1990 and 2005. The labor force increased by an additional 1,100 during the first quarter of 2006 (Table 8).

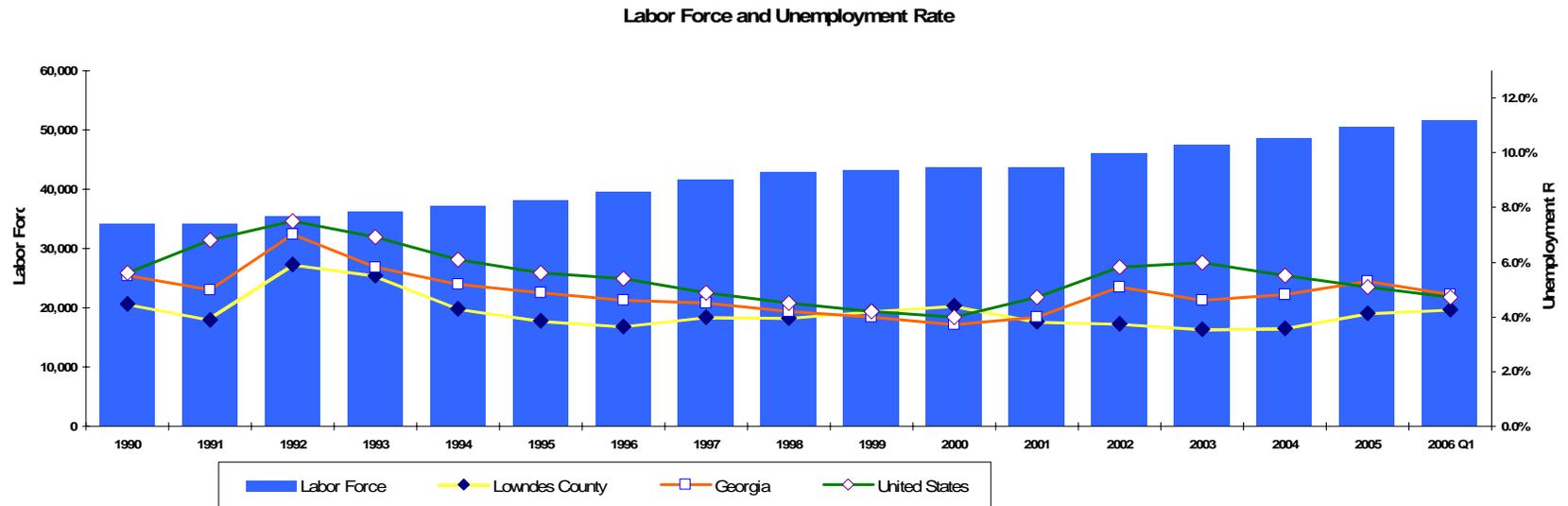
The unemployment rate in Lowndes County has historically been lower than the state figures while following similar trends. Over the past four years, the county's unemployment rate has remained about one percentage point below the state figure. The unemployment rate has increased each of the past three years, but remains a very healthy 4.1 percent (Table 8), well below state and national levels.

Based on the stable and low unemployment rate, we do not believe local economics will negatively impact the ability of Heron Lake II to lease its units.

Table 8 Labor Force and Unemployment Rates, Lowndes County

	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006 Q1
Labor Force	34,129	34,180	35,461	36,152	37,093	38,118	39,468	41,629	42,778	43,211	43,640	43,664	45,959	47,517	48,634	50,501	51,636
Employment	32,602	32,850	33,360	34,159	35,497	36,650	38,033	39,968	41,081	41,399	41,726	41,992	44,237	45,834	46,888	48,411	49,432
Unemployment	1,527	1,330	2,101	1,993	1,596	1,468	1,435	1,661	1,697	1,812	1,914	1,672	1,722	1,683	1,746	2,090	2,204
Unemployment Rate																	
Lowndes County	4.5%	3.9%	5.9%	5.5%	4.3%	3.9%	3.6%	4.0%	4.0%	4.2%	4.4%	3.8%	3.7%	3.5%	3.6%	4.1%	4.3%
Georgia	5.5%	5.0%	7.0%	5.8%	5.2%	4.9%	4.6%	4.5%	4.2%	4.0%	3.7%	4.0%	5.1%	4.6%	4.8%	5.3%	4.8%
United States	5.6%	6.8%	7.5%	6.9%	6.1%	5.6%	5.4%	4.9%	4.5%	4.2%	4.0%	4.7%	5.8%	6.0%	5.5%	5.1%	4.7%

Source: U.S. Department of Labor, Bureau of Labor Statistics.



B. Growth Trends

The population and household statistics for the primary market area and Lowndes County are based on the 1990 and 2000 Census counts. Estimates and projections were provided by Claritas, Inc., a national data vendor.

The primary market area's 2000 population represents an increase of 3,823 persons or 9.8 percent from the 1990 Census count. At 21.2 percent, the rate of increase of Lowndes County's population has been much higher during the same time period. From 2000 to 2005, the total population in the primary market area is estimated to have increased by 2,068 or 4.8 percent. Lowndes County's population increased by 4.3 percent or 3,954 people during the same five-year time period.

Based on 1990 and 2000 Census data, the PMA grew by 2,476 households, while Lowndes County grew by 6,343 households (Table 9). These changes equate to a 17.5 percent increase in the primary market area and a 24.1 percent increase in Lowndes County. The annual compounded rates of household growth were 1.6 percent in the PMA and 2.2 percent in Lowndes County.

Estimates show that the PMA's household count increased by 1,103 or 6.1 percent between 2000 and 2005 compared to an increase of 1,917 households or 5.9 percent in Lowndes County. Annual increases were estimated at 203 households or 1.2 percent in the primary market area and 383 households or 1.1 percent in Lowndes County.

Recent population and household trends are projected to continue through 2010, although the rate of growth is slowing. The average household size has decreased since 1990 in both the primary market area and Lowndes County. The market area's households are smaller than the county's, on average.

Table 9 Trends in Population and Households, PMA and Lowndes County

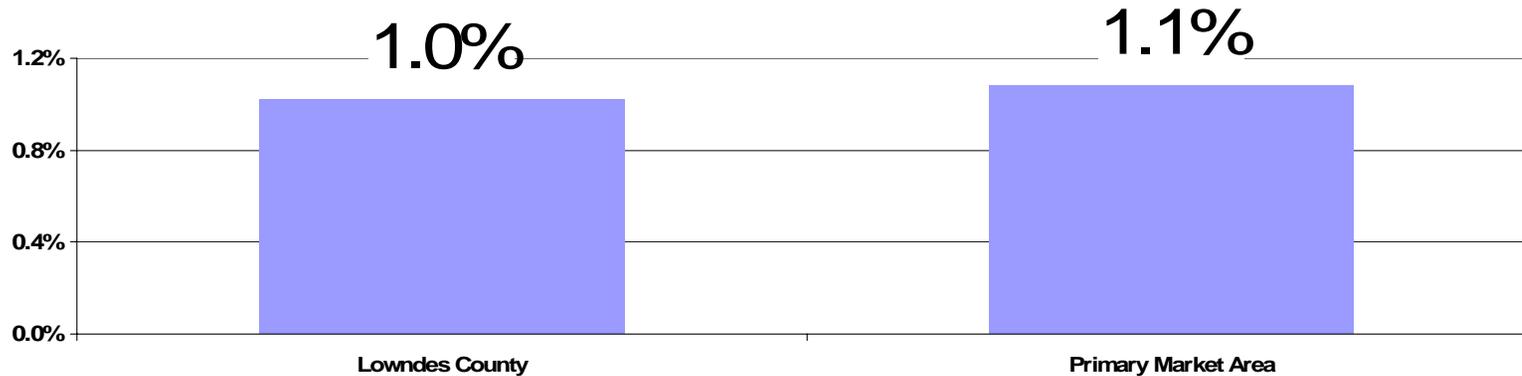
Lowndes County					Change 1990 to 2000				Change 2000 to 2005				Change 2005 to 2010			
					Total		Annual		Total		Annual		Total		Annual	
	1990	2000	2005	2010	#	%	#	%	#	%	#	%	#	%	#	%
Population	75,981	92,115	96,069	100,061	16,134	21.2%	1,613	1.9%	3,954	4.3%	791	0.8%	3,992	4.2%	798	0.8%
Group Quarters	4,331	6,824	6,925	7,031												
Households	26,311	32,654	34,571	36,375	6,343	24.1%	634	2.2%	1,917	5.9%	383	1.1%	1,804	5.2%	361	1.0%
Average HH Size	2.72	2.61	2.58	2.56												

Primary Market Area					Change 1990 to 2000				Change 2000 to 2005				Change 2005 to 2010			
					Total		Annual		Total		Annual		Total		Annual	
	1990	2000	2005	2010	#	%	#	%	#	%	#	%	#	%	#	%
Population	39,050	42,873	44,941	46,993	3,823	9.8%	382	0.9%	2,068	4.8%	414	0.9%	2,052	4.6%	410	0.9%
Group Quarters	1,997	1,950	2,026	2,056												
Households	14,188	16,664	17,677	18,653	2,476	17.5%	248	1.6%	1,013	6.1%	203	1.2%	976	5.5%	195	1.1%
Average HH Size	2.61	2.46	2.43	2.41												

Note: Annual change is compounded rate.

Source: 1990 and 2000 - 1990 and 2000 Censuses of Population and Housing; Claritas, RPRG Estimates

Annual Household Growth Rate 2005-2010

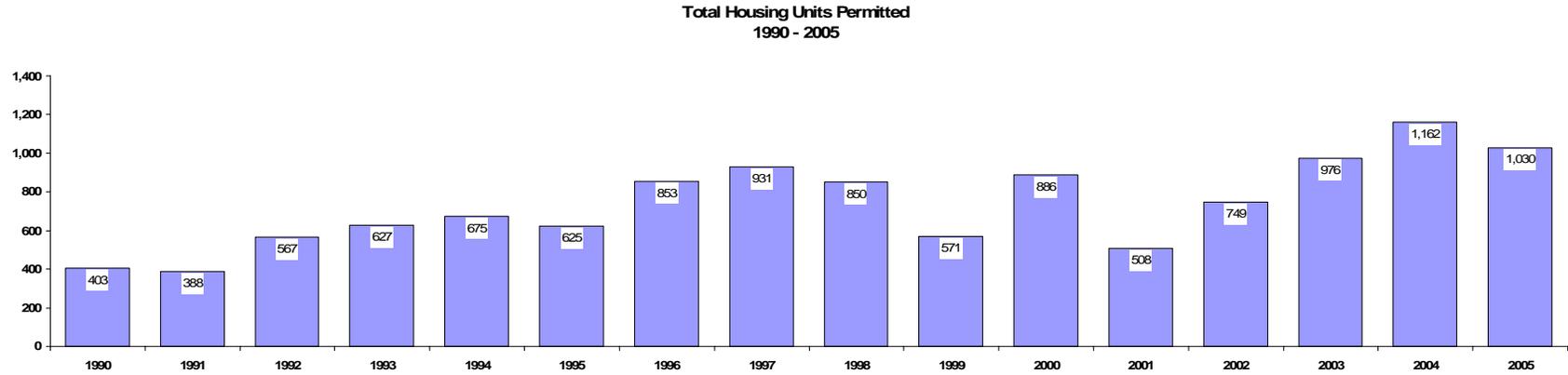


Local building permit activity is another measure of growth in a geographic area. Permit data reported in the U.S. Census Bureau's C-40 Report indicate cyclical permit activity in Lowndes County since 1990. The county experienced peaks in permit activity in 1997, 2000, and 2004. On the average, 738 residential units were granted permits annually between 1990 and 2005 (Table 10). More than 950 units were permitted during three of the past four years.

Table 10 Lowndes County Building Permits, 1990 - 2005

Lowndes County	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	1990-2005	Annual
Single Family	350	272	535	552	600	577	709	614	588	539	501	486	585	719	787	917	9,331	583
Two Family	4	4	20	26	28	28	40	14	16	2	8	0	8	8	12	44	262	16
3 - 4 Family	0	16	12	24	6	0	0	26	6	7	4	3	0	0	0	3	107	7
5 or more Family	49	96	0	25	41	20	104	277	240	23	373	19	156	249	363	66	2,101	131
Total	403	388	567	627	675	625	853	931	850	571	886	508	749	976	1,162	1,030	11,801	738

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



C. Demographic Characteristics

The 2000 Census population distribution by age indicates that the primary market area is influenced to a large degree by the proximity of Valdosta State University and Moody Air Force Base. Each of these establishments influences the 18-24 age bracket. The primary market area had 19.8 percent of its population within this range, compared to 15.9 percent in the county. The primary market area had a lower percentage in each of the remaining six age cohorts under age 62. The primary market area also has an equal or higher percentage of its residents age 62 and older (Table 11).

In terms of household types (Table 12), the marriage rate of 39.8 percent in the primary market area is well below the county's marriage rate of 48.5 percent. The higher marriage rate equates to a higher occurrence of children. Children are present in 29.7 percent of the primary market area's households and 35.3 percent of the households in Lowndes County. The primary market area has larger percentages of single person households and non-married households without children.

Table 11 2000 Age Distribution

	Lowndes County		Primary Market Area	
	Number	Percent	Number	Percent
Under 10 years	13,395	14.5%	6,001	14.0%
10-17 years	10,739	11.7%	4,536	10.6%
18-24 years	13,900	15.1%	8,494	19.8%
25-34 years	14,642	15.9%	6,478	15.1%
35-44 years	14,168	15.4%	5,311	12.4%
45-54 years	10,466	11.4%	4,700	11.0%
55-61 years	4,813	5.2%	2,146	5.0%
62-64 years	1,721	1.9%	795	1.9%
65-69 years	2,550	2.8%	1,238	2.9%
70-74 years	2,063	2.2%	1,036	2.4%
75 and older	3,658	4.0%	2,138	5.0%
TOTAL	92,115	100.0%	42,873	100.0%

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

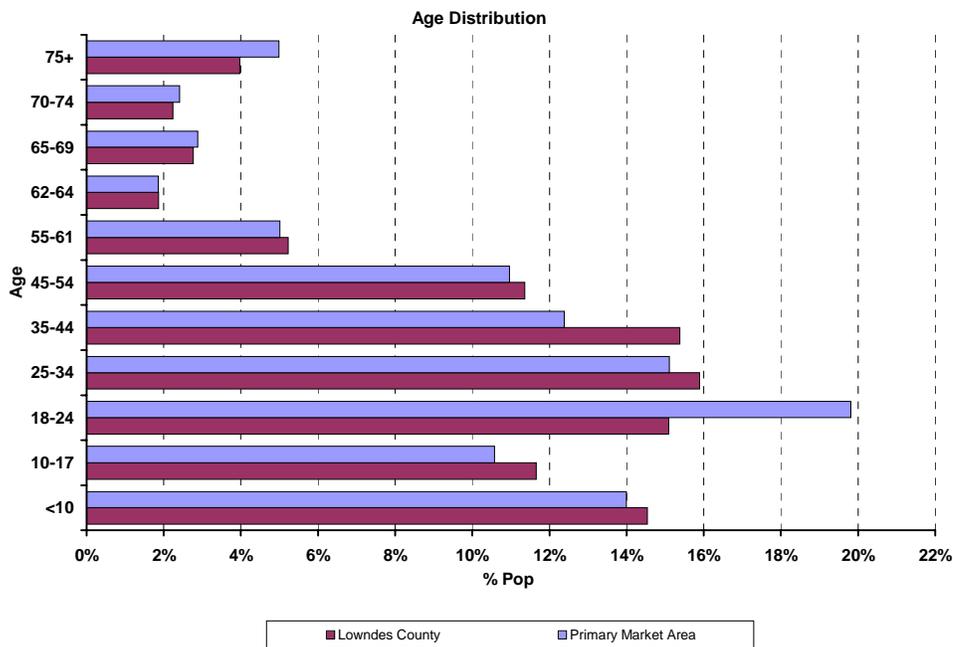
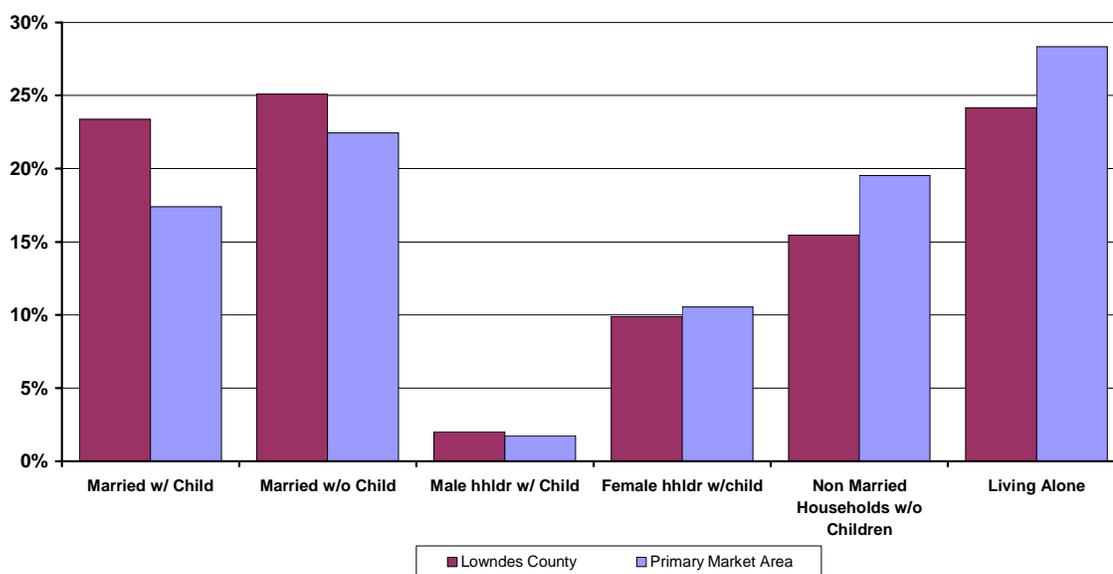


Table 12 2000 Households by Household Type

	Lowndes County		Primary Market Area	
	#	%	#	%
Married w/ Child	7,632	23.4%	2,898	17.4%
Married w/o Child	8,194	25.1%	3,740	22.4%
Male hhldr w/ Child	655	2.0%	290	1.7%
Female hhldr w/child	3,233	9.9%	1,759	10.6%
Non Married Households w/o Children	5,046	15.5%	3,253	19.5%
Living Alone	7,894	24.2%	4,724	28.3%
Total	32,654	100.0%	16,664	100.0%

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

Households by Household Type



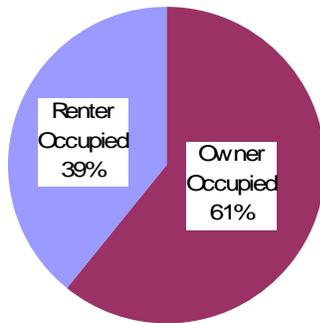
More than half of the occupied housing units in the primary market area are rented. In 2000, 51.8 percent of the householders in the PMA were renters (Table 13). In comparison, 39.2 percent of Lowndes County householders rented.

Table 13 Dwelling Units by Occupancy Status

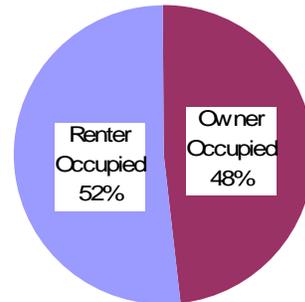
2000 Households	Lowndes County		Primary Market Area	
	Number	Percent	Number	Percent
Owner Occupied	19,865	60.8%	8,024	48.2%
Renter Occupied	12,789	39.2%	8,640	51.8%
Total Occupied	32,654	100.0%	16,664	100.0%
Total Vacant	3,897		2,009	
TOTAL UNITS	36,551		18,673	

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

Lowndes County



Primary Market Area



Comparing the age of householders shows a disparity among owner and renter households. The primary market area has a higher percentage of its owner householders in each age classification age 45+. Among renter householders, the primary market area has a higher percentage under age 25 and age 85+ (Table 14).

Table 14 2000 Households by Tenure & Age of Householder

Owner Households	Lowndes County		Primary Market Area	
	Number	Percent	Number	Percent
Age of HHldr				
15-24 years	495	2.5%	188	2.3%
25-34 years	2,915	14.7%	995	12.4%
35-44 years	4,645	23.4%	1,563	19.5%
45-54 years	4,300	21.6%	1,808	22.5%
55-64 years	3,156	15.9%	1,325	16.5%
65-74 years	2,538	12.8%	1,178	14.7%
75 to 84 years	1,465	7.4%	798	9.9%
85+ years	351	1.8%	169	2.1%
Total	19,865	100%	8,024	100%

Renter Households	Lowndes County		Primary Market Area	
	Number	Percent	Number	Percent
Age of HHldr				
15-24 years	3,083	24.1%	2,545	29.5%
25-34 years	3,706	29.0%	2,500	28.9%
35-44 years	2,539	19.9%	1,469	17.0%
45-54 years	1,521	11.9%	949	11.0%
55-64 years	780	6.1%	449	5.2%
65-74 years	546	4.3%	337	3.9%
75 to 84 years	432	3.4%	258	3.0%
85+ years	182	1.4%	133	1.5%
Total	12,789	100%	8,640	100%

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

According to 2000 census data, over half renter households in both the primary market area (62.8 percent) and Lowndes County (58.7 percent) have either one or two persons (Table 15). Three person households account for 18-19 percent of all renter households. Nineteen percent of primary market area renter households have four or more persons, compared to 21.8 percent in the county.

Table 15 2000 Household Size, Renter Households

Renter Occupied	Lowndes County		Primary Market Area	
	Number	Percent	Number	Percent
1-person household	3,924	30.7%	2,827	32.6%
2-person household	3,585	28.0%	2,620	30.2%
3-person household	2,483	19.4%	1,585	18.3%
4-person household	1,494	11.7%	855	9.9%
5-person household	914	7.1%	542	6.2%
6-person household	268	2.1%	192	2.2%
7-or-more-person household	121	0.9%	58	0.7%
TOTAL	12,789	100.0%	8,679	100.0%

Source: U.S. Census of Population and Housing, 2000, STF3.

D. Income Characteristics

Based on Claritas projections, the 2005 median income for all households living in the primary market area was \$33,563, \$3,085 or 8.4 percent lower than the Lowndes County median of \$36,648 (Table 16). The primary market area has a higher percentage of its householders earning less than \$30,000, between \$40,000 and \$50,000, and \$125,000 and above. Lowndes County has a higher percentage between \$30,000 and \$40,000 and between \$50,000 and \$125,000. The lower median income in the primary market area is likely due to the much higher renter percentage as renters generally earn less than owners.

Based on Claritas income projections, the relationship between owner and renter incomes as recorded in the 2000 Census, the breakdown of tenure, and household estimates, RPRG estimates that the median income of renters in the primary market area as of 2005 is \$22,376, less than half of the owner household median of \$52,115 (Table 17). Over 55 percent of renter households earn less than \$25,000, compared to only 20 percent of owner households.

Table 16 2005 Income Distribution, PMA and Lowndes County.

		Lowndes County		Primary Market Area	
		Number	Percent	Number	Percent
less than	\$20,000	9,462	27.4%	5,379	30.4%
	\$20,000 \$24,999	2,447	7.1%	1,405	7.9%
	\$25,000 \$29,999	2,369	6.9%	1,257	7.1%
	\$30,000 \$34,999	2,284	6.6%	1,119	6.3%
	\$35,000 \$39,999	2,094	6.1%	1,034	5.8%
	\$40,000 \$44,999	1,495	4.3%	825	4.7%
	\$45,000 \$49,999	1,823	5.3%	949	5.4%
	\$50,000 \$59,999	3,059	8.8%	1,393	7.9%
	\$60,000 \$74,999	3,085	8.9%	1,288	7.3%
	\$75,000 \$99,999	3,028	8.8%	1,261	7.1%
	\$100,000 \$124,999	1,572	4.5%	671	3.8%
	\$125,000 \$149,999	712	2.1%	381	2.2%
	\$150,000 \$199,999	540	1.6%	321	1.8%
	\$200,000 over	601	1.7%	394	2.2%
Total		34,571	100.0%	17,677	100.0%

Median Income	\$36,648	\$33,563
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Source: Claritas, Inc,

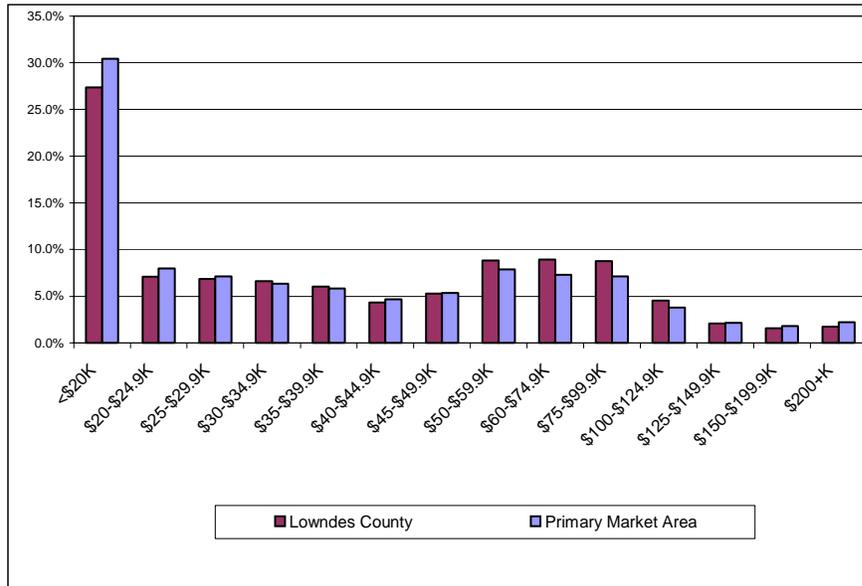


Table 17 2005 Income by Tenure, PMA

		Renter Household		Owner Households	
		<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
less than	\$25,000	5,084	55.5%	1,700	20.0%
	\$25,000	860	9.4%	397	4.7%
	\$30,000	766	8.4%	353	4.2%
	\$35,000	448	4.9%	586	6.9%
	\$40,000	357	3.9%	468	5.5%
	\$45,000	411	4.5%	538	6.3%
	\$50,000	385	4.2%	1,008	11.8%
	\$60,000	356	3.9%	932	10.9%
	\$75,000	267	2.9%	994	11.7%
	\$100,000	88	1.0%	583	6.9%
	\$125,000	50	0.5%	331	3.9%
	\$150,000	42	0.5%	279	3.3%
	\$200,000 over	51	0.6%	343	4.0%
Total		9,165	100.0%	8,512	100.0%
Median Income		\$22,376		\$52,115	

Source: Claritas, Inc, Estimates, Real Property Research Group, Inc.

V. Supply Analysis

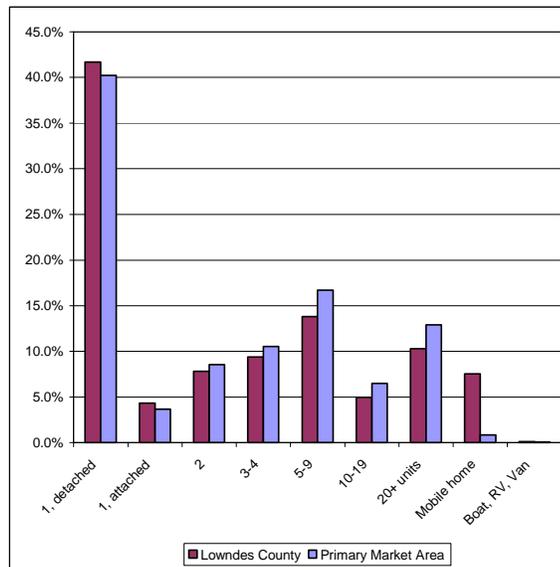
A. Area Housing Stock

Rental development in the primary market area is denser than in Lowndes County (Table 18). The primary market area has a higher percentage of its rental units in unit types with two or more units. Lowndes County has a higher percentage of single-family detached homes, townhomes, and mobile homes. Structures with five or more units account for 36.1 percent of the rental units in the primary market area and 29.1 percent of the county's rental units.

Table 18 2000 Renter Households by Number of Units

Renter Occupied	Lowndes County		Primary Market Area	
	Number	Percent	Number	Percent
1, detached	5,332	41.7%	3,490	40.2%
1, attached	555	4.3%	318	3.7%
2	1,002	7.8%	744	8.6%
3-4	1,201	9.4%	914	10.5%
5-9	1,764	13.8%	1,449	16.7%
10-19	635	5.0%	564	6.5%
20+ units	1,317	10.3%	1,120	12.9%
Mobile home	965	7.5%	75	0.9%
Boat, RV, Van	18	0.1%	5	0.1%
TOTAL	12,789	100.0%	8,679	100.0%

Source: U.S. Census of Population and Housing, 2000, STF3.



The rent distribution from the 2000 Census shows that the median rent is \$413 in the primary market area and \$387 in Lowndes County (Table 19). According to this distribution, 45.4 percent of renter householders in the primary market area paid a monthly contract rent between \$400 and \$600, which is the general range of proposed rents at Heron Lake II.

The median year built among owner occupied housing units is 1977 in both the primary market area and Lowndes County. The median year built among renter occupied households is 1974 for the primary market area and 1981 for Lowndes County. According to the 2000 Census, 20.1 percent of the rental units in the primary market area and 32.3 percent of Lowndes County's rental units were built between 1990 and 2000.

Table 19 2000 Census Rent Distribution.

	Lowndes County		Primary Market Area	
	Number	Percent	Number	Percent
Less than \$400	6,258	53.1%	3,951	47.2%
\$400 to \$499	2,390	20.3%	1,922	22.9%
\$500 to \$599	1,354	11.5%	1,104	13.2%
\$600 to \$699	902	7.7%	780	9.3%
\$700 to \$799	495	4.2%	321	3.8%
\$800 to \$899	124	1.1%	95	1.1%
\$900 to \$999	81	0.7%	66	0.8%
\$1,000 to \$1,249	102	0.9%	62	0.7%
\$1,250 and over	79	0.7%	75	0.9%
TOTAL	11,785	100.0%	8,376	100.0%
Median Rent	\$387		\$413	
Renters paying rent	11,785	93.0%	8,376	96.7%
No cash rent	887	7.0%	290	3.3%
Total Renters	12,672	100.0%	8,666	100.0%

Source: U.S. Census of Population and Housing, 2000, STF3 Data.

Table 20 Year Property Built

Renter Occupied	Lowndes County		Primary Market Area	
	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
1999 to 2000	238	1.9%	213	2.5%
1995 to 1998	1,466	11.5%	984	11.3%
1990 to 1994	1,212	9.5%	752	8.7%
1980 to 1989	2,816	22.0%	1,979	22.8%
1970 to 1979	2,943	23.0%	1,996	23.0%
1960 to 1969	1,648	12.9%	1,055	12.2%
1950 to 1959	1,213	9.5%	858	9.9%
1940 to 1949	615	4.8%	432	5.0%
1939 or earlier	638	5.0%	410	4.7%
TOTAL	12,789	100.0%	8,679	100.0%
MEDIAN YEAR BUILT	1977		1977	

Source: U.S. Census of Population and Housing, 2000, STF3.

Owner Occupied	Lowndes County		Primary Market Area	
	<i>Number</i>	<i>Percent</i>	<i>Number</i>	<i>Percent</i>
1999 to 2000	767	3.9%	196	2.4%
1995 to 1998	3,175	16.0%	595	7.4%
1990 to 1994	2,454	12.4%	824	10.3%
1980 to 1989	3,959	19.9%	1,457	18.1%
1970 to 1979	3,672	18.5%	1,657	20.6%
1960 to 1969	2,436	12.3%	1,374	17.1%
1950 to 1959	1,911	9.6%	1,181	14.7%
1940 to 1949	691	3.5%	304	3.8%
1939 or earlier	800	4.0%	444	5.5%
TOTAL	19,865	100.0%	8,032	100.0%
MEDIAN YEAR BUILT	1981		1974	

Source: U.S. Census of Population and Housing, 2000, STF3.

B. Rental Market

As part of this analysis, Real Property Research Group, Inc. surveyed 19 rental communities in the primary market area. Of those communities, three offer LIHTC units. The remaining 16 communities are market rate without rent or tenant income restrictions. A profile sheet of each community is attached as Appendix 5 Community Photos and Profiles. The location of each community is shown on Map 5.

The 19 surveyed rental communities combine to offer 2,272 rental units (Table 21). Eighteen communities offer all garden style units and one offers both garden and townhouse units. The average year built of the surveyed rental communities is 1991. Five surveyed communities have been constructed since 2000 including one LIHTC community.

Among the 2,272 units surveyed, 38 were reported vacant for an overall vacancy rate of 1.7 percent. Combined, the three LIHTC properties have 256 units of which only one was vacant, a rate of 0.4 percent. Only two of 19 surveyed properties reported vacancy rates in excess of 7 percent. Overall, the primary market area's rental market appears strong. Indicative of a strong rental market, 16 of 19 properties are not offering rental incentive. The three current incentives are relatively minor – resident referral fee as opposed to one month free. The existence of these incentives does not indicate a soft rental market, but rather are marketing techniques as two of the three properties with these incentives are fully occupied.

Map 5 Competitive Rental Communities

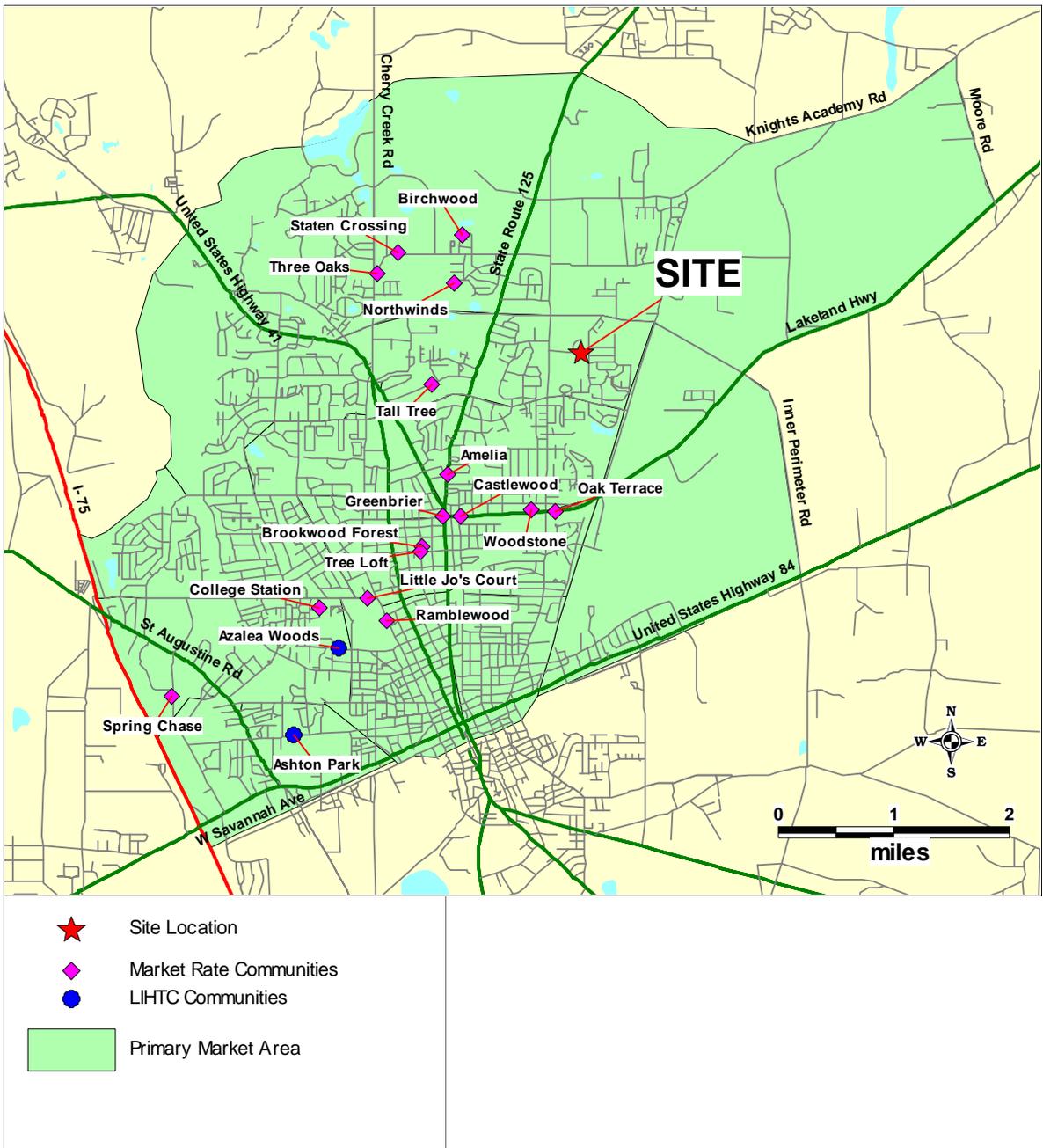


Table 21 Rental Summary, Surveyed Rental Communities

Community	Year Built	Structure Type	Total Units	Vacant Units	Vacancy Rate	Average 1BR Rent (1)	Average 2BR Rent (1)	Incentive
Subject Property - 30% AMI		Garden	7			\$172	\$186	
Subject Property - 50% AMI		Garden	19			\$341	\$399	
Subject Property - 60% AMI		Garden	28			\$341	\$399	
Subject Property - Market		Garden	10			\$503	\$567	
Northwinds	2004	Garden	228	0	0.0%	\$648	\$800	None.
Little Jo's Court	2001	Garden	24	0	0.0%		\$750	None.
Staten Crossing	1996	Garden	196	0	0.0%	\$598	\$708	\$200 Resident referral as of 6/20/06
Spring Chase	1986	Garden	288	0	0.0%	\$551	\$653	None.
College Station	2005	Garden	64	6	9.4%		\$650	None.
Three Oaks	1983	Garden	240	4	1.7%	\$466	\$630	\$250 off of first months rent for 3BR
Brookwood Forest	2005	Garden	56	7	12.5%		\$610	None.
Tall Tree	1973	Garden	148	8	5.4%	\$512	\$584	None.
Castlewood	2006	Garden	64	0	0.0%	\$450	\$565	None.
Woodstone	1976	Garden	305	0	0.0%	\$479	\$564	\$20/month military and student discounts.
Oak Terrace	1983	Garden	80	1	1.3%	\$450	\$550	None.
Ramblewood	1985	Garden	80	4	5.0%	\$450	\$543	None.
Azalea Woods *	1983	Garden	81	0	0.0%	\$439	\$503	None.
Amelia	2006	Garden	84	2	2.4%		\$495	None.
Birchwood	1975	Garden	83	5	6.0%	\$360	\$450	None.
Heron Lake *	2005	Garden	87	1	1.1%	\$353	\$416	None.
Ashton Park *	1998	Garden	88	0	0.0%	\$340	\$399	None.
Tree Loft	1996	Garden/TH	20	0	0.0%	\$520		None.
Greenbrier	1970	Garden	56	0	0.0%	\$285		None.
Total/Average	1991		2,272	38	1.7%	\$460	\$581	

(*) LIHTC Communities

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

Source: Field Survey, Real Property Research Group, Inc. June, 2006.

Surveyed rental communities offer a wide range of common area amenities (Table 22). Amenities include community rooms (five properties), a swimming pool (fourteen properties), tennis courts (five properties), a fitness center (five properties), and a playground (eight properties). Four properties offer no recreational amenities, six properties offer one or two amenities, five properties offer three amenities, and four properties offer four or more recreational amenities. The number of recreational amenities is generally proportionate to the rent level of the community. The proposed amenities at Heron Lake II will position it directly competitive with the primary market area's top rental communities, an appropriate position given the proposed rents. The proposed project's amenities including a community room, a fitness room, a swimming pool, a computer room, and a playground will be matched only by higher priced market rate properties.

Table 22 Common Area Amenities of Surveyed Communities

Community	Community Amenities						
	Clubhouse	Fitness Room	Pool	Playground	Tennis	Business Center	Gated Entry
Subejct Property	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Amelia	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ashton Park	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Azalea Woods	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Birchwood	<input type="checkbox"/>						
Brookwood Forest	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Castlewood	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
College Station	<input type="checkbox"/>						
Greenbrier	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Heron Lake	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Little Jo's Court	<input type="checkbox"/>						
Northwinds	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Oak Terrace	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ramblewood	<input type="checkbox"/>						
Spring Chase	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Staten Crossing	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Tall Tree	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Three Oaks	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				
Tree Loft	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Woodstone	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Source: Field Survey, Real Property Research Group, Inc. June, 2006.

Ten of the nineteen surveyed communities include only the cost of trash removal in the price of rent (Table 23). The remaining nine communities also include the cost of water/sewer. The subject property will include the cost of only trash removal. Dishwashers are present at 17 of 19 surveyed communities and garbage disposals are included at most. The majority of the properties offer patios or balconies in most or all units. All communities include central laundry rooms and ten offer washer/dryer connections. Two communities offer individual washer and dryer units for an additional monthly fee. Heron Lake II will include a kitchen with a dishwasher, disposal, and microwave oven. Additional unit amenities will include ceiling fans and full size washer and dryers in each unit at no additional monthly cost.

Among the 19 properties surveyed, two bedroom units are the most common as they are included at all but two properties. One and three bedroom units are offered at 14 and 11 communities, respectively. The unit breakdown at Heron Lake II includes one, two and three bedroom units, which are all common in the primary market area. The proposed unit mix is comparable with the existing rental stock. The unit distribution is similar to that of the recently leased-up phase one of Heron Lake.

The street rents at the existing communities have been adjusted to account for rental incentives and the inclusion of utilities to compute net rent. The average net rent among the surveyed communities is \$435 for a one bedroom unit, \$547 for a two bedroom unit, and \$649 for a three bedroom unit. The average square footages are 745, 1,016, and 1,282 for one, two, and three bedroom units, respectively. The proposed LIHTC rents (all three AMI levels) at Heron Lake II are positioned below the overall average rents with larger square footages. The proposed market rate units are positioned higher than the overall averages, but lower than comparable market rate units in northern Valdosta. The proposed rents will be accompanied by newly constructed units, superior amenities, and a convenient location. The proposed rents are reasonable and achievable.

In order to better understand how the proposed rents compare with the rental market, the rents of the most comparable communities are adjusted for a variety of factors including curb appeal, square footage, utilities, and amenities. According to our adjustment calculations (Table 25), the market rents for the proposed units at Heron Lake II are \$566 for a one bedroom unit, \$684 for a two bedroom unit, and \$780 for a three bedroom unit. Market advantages for the LIHTC units average 70 percent for the 30 percent units, 40 percent for the 50 percent units, and 30 to 40 percent for the 60 percent units. The proposed market rate rents at Heron Lake II are 8 to 11 percent below the estimated market rent.

Table 23 Features of Rental Communities in Primary Market Area

Community	Heat Type	Hot						Dishwasher	Microwave	Parking	In Unit Laundry	Storage
		Heat	Water	Cooking	Electric	Water	Trash					
Subject Site	Electric	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard	Standard	Free Surface Parking	In Unit	Standard - In Unit				
Amelia	Electric	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking	Hook Ups	Standard - In Unit				
Ashton Park	Electric	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking	Hook Ups	Standard - In Unit				
Azalea Woods	Natural Gas	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			Free Surface Parking	Not Available	Not Available
Birchwood	Electric	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Select Units		Free Surface Parking	Select Units	Not Available				
Brookwood Forest	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking	Not Available	Standard - In Unit
Castlewood	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking	Select Units	Not Available
College Station	Electric	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking	Hook Ups	Standard - In Unit				
Greenbrier	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>			Free Surface Parking		Standard - In Building
Heron Lake	Electric	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard	Standard	Free Surface Parking	In Unit					
Little Jo's Court	Electric	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking		Standard - In Unit				
Northwinds	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Standard	Standard	Free Surface Parking		In Building/Fee
Oak Terrace	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking	Select Units	Not Available
Ramblewood	Electric	<input type="checkbox"/>	<input type="checkbox"/>	Standard	Standard	Free Surface Parking	Hook Ups	Standard - In Unit				
Spring Chase	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking	Hook Ups	In Building/Fee
Staten Crossing	Electric	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Standard	Standard	Free Surface Parking	Hook Ups	Standard - In Unit				
Tall Tree	Electric	<input type="checkbox"/>	<input type="checkbox"/>	Standard		Free Surface Parking		Select Units				
Three Oaks	Natural Gas	<input type="checkbox"/>	<input type="checkbox"/>	Standard		Free Surface Parking	Hook Ups	Standard - In Unit				
Tree Loft	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking	Select Units	Standard - In Unit
Woodstone	Electric	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Standard		Free Surface Parking	Hook Ups	Not Available

Source: Field Survey, Real Property Research Group, Inc. June, 2006.

Table 24 Salient Characteristics, PMA Rental Communities

Community	Type	Total Units	One Bedroom Units				Two Bedroom Units			Three Bedroom Units				
			Units	Rent (1)	SF	Rent/SF	Units	Rent (1)	SF	Rent/SF	Units	Rent (1)	SF	Rent/SF
Subject Property - 30% AM	Garden	7	1	\$172	898	\$0.19	4	\$186	1,165	\$0.16	2	\$217	1,353	\$0.16
Subject Property - 50% AM	Garden	19	2	\$341	879	\$0.39	10	\$399	1,174	\$0.34	7	\$473	1,344	\$0.35
Subject Property - 60% AM	Garden	28	4	\$341	879	\$0.39	13	\$399	1,174	\$0.34	11	\$559	1,344	\$0.42
Subject Property - Market	Garden	10	1	\$503	879	\$0.57	5	\$567	1,174	\$0.48	4	\$715	1,344	\$0.53
Northwinds	Garden	228	48	\$648	948	\$0.68	128	\$800	1,313	\$0.61	52	\$885	1,506	\$0.59
Little Jo's Court	Garden	24					24	\$756	1,000	\$0.76				
Tree Loft	Garden/TH	20	8	\$520	700	\$0.74					12	\$840	1,500	\$0.56
Staten Crossing	Garden	196	48	\$603	815	\$0.74	116	\$714	1,139	\$0.63	32	\$820	1,326	\$0.62
College Station	Garden	64					64	\$656	1,000	\$0.66				
Spring Chase	Garden	288	32	\$551	799	\$0.69	196	\$653	1,085	\$0.60	60	\$796	1,378	\$0.58
Three Oaks	Garden	240	47	\$476	809	\$0.59	114	\$641	1,044	\$0.61	79	\$721	1,236	\$0.58
Brookwood Forest	Garden	56					56	\$610	877	\$0.70				
Tall Tree	Garden	148	56	\$522	799	\$0.65	68	\$595	989	\$0.60	16	\$711	1,333	\$0.53
Castlewood	Garden	64		\$450	664	\$0.68		\$565	1,016	\$0.56		\$650	1,229	\$0.53
Woodstone	Garden	305	64	\$479	550	\$0.87	218	\$564	937	\$0.60	23	\$710	1,230	\$0.58
Ramblewood	Garden	80	64	\$460	576	\$0.80	16	\$554	864	\$0.64				
Oak Terrace	Garden	80	32	\$450	560	\$0.80	48	\$550	970	\$0.57				
Heron Lake - Mkt Rate	Garden	17	3	\$458	852	\$0.54	9	\$522	1,110	\$0.47	5	\$670	1,275	\$0.53
Azalea Woods *	Garden	81	4	\$439			38	\$503			38	\$612		
Amelia	Garden	84					84	\$501	1,000	\$0.50				
Birchwood	Garden	83	40	\$365	700	\$0.52	37	\$456	900	\$0.51				
Heron Lake * 50%	Garden	54	10	\$355	852	\$0.42	29	\$418	1,110	\$0.38	15	\$495	1,275	\$0.39
Heron Lake * 60%	Garden	7	1	\$355	852	\$0.42	4	\$418	1,110	\$0.38	2	\$581	1,275	\$0.46
Ashton Park * 60%	Garden	51	9	\$340	667	\$0.51	33	\$399	869	\$0.46	9	\$543	1,055	\$0.51
Ashton Park * 50%	Garden	37	7	\$340	667	\$0.51	23	\$399	869	\$0.46	7	\$468	1,055	\$0.44
Greenbrier		56	28	\$285										
Heron Lake * 30%	Garden	9	2	\$166	852	\$0.19	5	\$215	1,110	\$0.19	2	\$239	1,275	\$0.19
Average / Total		2,272		\$435	745	\$0.58		\$547	1,016	\$0.54		\$649	1,282	\$0.51
Unit Distribution		2,165	503				1,310				352			
% of Total		95%	23%				61%				16%			

(*) LIHTC Communities

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

Source: Field Survey, Real Property Research Group, Inc. June, 2006.

Table 25 Adjusted Rent Comparison, Heron Lake II

Rent Adjustment Analysis
Heron Lake II

One Bedroom Units

Project Name	Subject Site	Northwinds	Staten Crossing	Three Oaks	Tall Tree	Heron Lake I
Total Units	64	228	196	240	148	87
Building Type	Garden	Garden	Garden	Garden	Garden	Garden
Street Rent	\$172, \$341, \$503	\$648	\$603	\$476	\$522	\$458
Adjustments						
Year Built	2008					
Average Square Footage	879	2004 948	1996 815	1983 809	1973 799	2005 852
Utilities		\$3 -\$17	\$9 \$16	\$19 \$18	\$26 \$20	\$2 \$7
Rental Incentives/Specials						
Location						
Condition/Design/Appeal				\$15	\$15	
Amenities						
Net Adjustment						
Market Rent	\$566	\$634	\$618	\$527	\$583	\$467
Market Advantage	11% to 70%					
Market Rent Per Sq. Foot	\$0.64					

60%Two-Bedroom Units

Project Name	Subject Site	Northwinds	Staten Crossing	Three Oaks	Tall Tree	Heron Lake I
Total Units	64	228	196	240	148	87
Building Type	Garden	Garden	Garden	Garden	Garden	Garden
Street Rent	\$186, \$399, \$567	\$800	\$714	\$641	\$595	\$522
Adjustments						
Year Built	2008					
Average Square Footage	1,174	2004 1,313	1996 1,139	1983 1,044	1973 989	2005 1,110
Utilities		\$3 -\$35	\$9 \$9	\$19 \$33	\$26 \$46	\$2 \$16
Rental Incentives/Specials						
Location						
Condition/Design/Appeal				\$15	\$15	
Amenities						
Net Adjustment						
Market Rent	\$684	\$768	\$722	\$707	\$683	\$540
Market Advantage	17% to 73%					
Market Rent Per Sq. Foot	\$0.58					

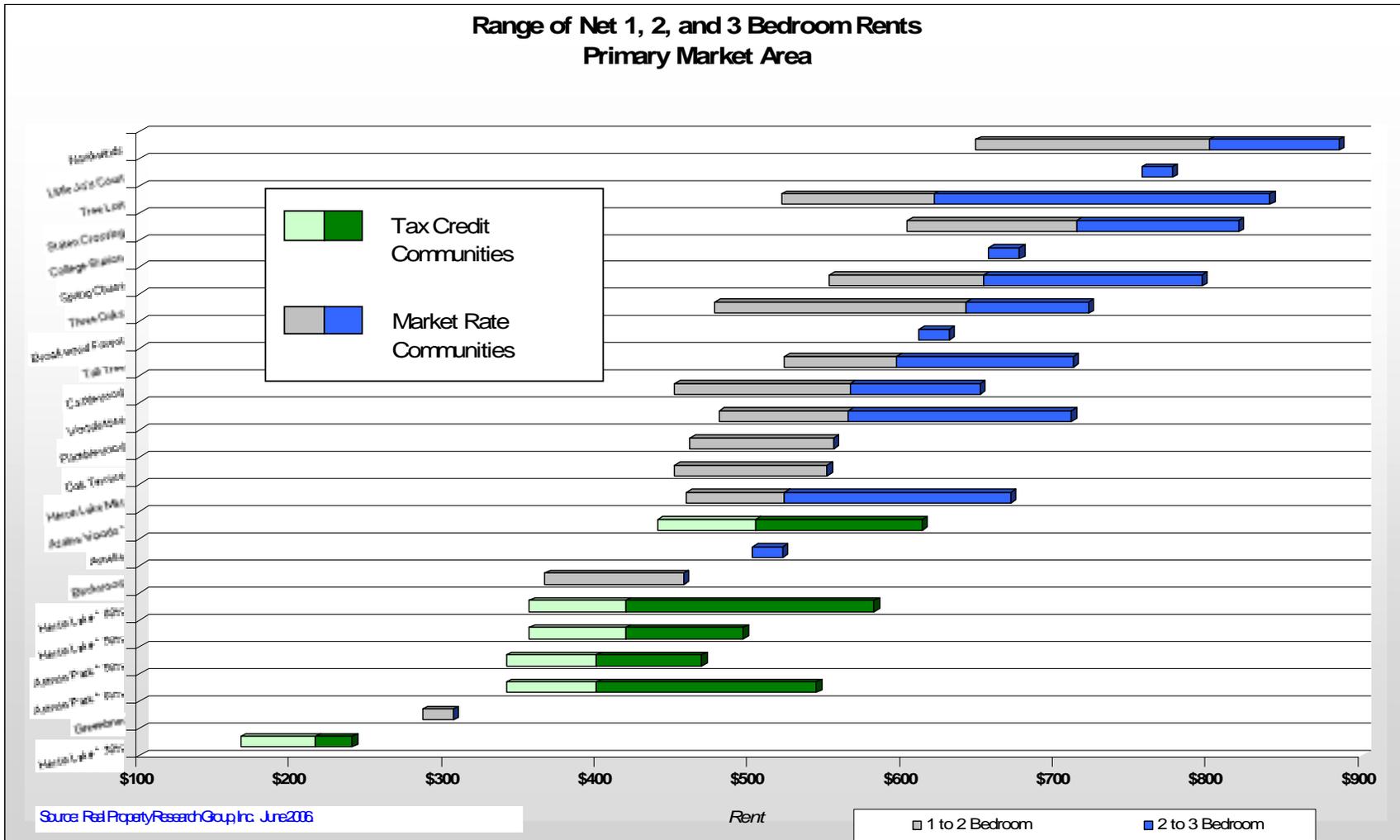
50% Three-Bedroom Units

Project Name	Subject Site	Northwinds	Staten Crossing	Three Oaks	Tall Tree	Heron Lake I
Total Units	64	228	196	240	148	87
Building Type	Garden	Garden	Garden	Garden	Garden	Garden
Street Rent	\$217, \$473, \$559, \$715	\$885	\$820	\$721	\$711	\$670
Adjustments						
Year Built	2008					
Average Square Footage	1,344	2004 1,506	1996 1,326	1983 1,236	1973 1,333	2005 1,275
Utilities		\$3 -\$41	\$9 \$5	\$19 \$27	\$26 \$3	\$2 \$17
Rental Incentives/Specials						
Location						
Condition/Design/Appeal				\$15	\$15	
Amenities						
Net Adjustment						
Market Rent	\$780	\$848	\$824	\$782	\$755	\$690
Market Advantage	8% to 72%					
Market Rent Per Sq. Foot	\$0.58					

Market Advantage Summary

Income Targeting	1BR Market Advantage	2BR Market Advantage	3BR Market Advantage
30 Percent LIHTC Units	70%	73%	72%
50 Percent LIHTC Units	40%	42%	39%
60 Percent LIHTC Units	40%	42%	28%
Market Rate Unit	11%	17%	8%

Figure 4 Range of Net Rents



As the figure on the preceding page illustrates, there are no breaks in the range of net rents in the primary market area. Price points are consistently covered by the existing rental stock. Classes of rental communities are not starkly defined in the primary market area. Tax credit units are among the lowest priced rental units in the primary market area, even those at 50 percent and 60 percent of the Area Median Income. The properties from Northwinds to Staten Crossing represent the top of the market with higher rents and more amenities/curb appeal.

C. Proposed Developments

According to the Valdosta Planning and Zoning Department, no new multi-family rental communities have been approved in the primary market area. A second phase of College Station is currently under construction. The units at this student-oriented community are expected to come on-line over the next six months. College Station offers all two bedroom units with rents more than \$100 above the proposed market rate rents at Heron Lake II. This property will not compete with the units at Heron Lake II.

VI. Findings and Conclusions

A. Findings

Based on this review of economic and demographic characteristics of the primary market area and Lowndes County and competitive housing trends, we arrive at the following findings:

The subject property is a suitable location for rental housing.

- Heron Lake II Apartments is located in northern Valdosta, one of the more appealing submarkets of Valdosta. The subject site is located on the south side of Eastwind Road, just south of Inner Perimeter Road.
- The flat and wooded parcel is bordered to the north by Heron Lake I, to the east by single-family detached homes, to the south by duplexes, and to the west by wooded land.
- Access to the property will be available through Heron Lake I, accessible via Eastwind Road, as well as an entrance on Summit Drive. Summit Drive will essentially be a driveway between two houses on Tyndall Drive. Both Eastwind Road and Tyndall Drive are residential side streets with light traffic. Accessibility problems are not anticipated with either entrance.
- Heron Lake II Apartments is compatible with surrounding land uses. Development within one-half mile of the subject property is predominately residential and includes single-family detached homes, duplexes, and multi-family rental units. Development characteristics will be similar to those of Heron Lake I, an existing rental community.

Lowndes County has an established and growing economy with a stable outlook for future growth.

- Lowndes County's at place employment has experienced significant net growth since 1990. Overall, Lowndes County's at-place employment has increased by 16,651 or 52 percent since 1990.

- Spikes in employment growth were experienced between 1994 and 1998 and between 2002 and 2005. Remaining years achieved minimal employment increases.
- The trade-transportation-utilities and government sectors comprise a much larger percentage of Lowndes County's employment when compared to the national figures. These two employment sectors account for 43.3 percent of the county job base compared to a 35.7 percent national figure.
- The largest employer in Lowndes County is Moody Air Force Base. In fact, the 32,000 employees at Moody AFB accounts for two-thirds of the county's 2005 at-place employment (48,374). Moody Air Force Base experienced a net increase in jobs through the U.S. Department of Defense's Base Realignment and Closing (BRAC) of 2005.
- Lowndes County's unemployment rate has increased each of the past three years, but remains a very healthy 4.1 percent, well below state and national levels.

As an established area of Lowndes County, the market area has not grown as fast as the county. Growth in the primary market area has been steady, a trend expected to continue through 2010.

- The primary market area's 2000 population represents an increase of 3,823 persons or 9.8 percent from the 1990 Census count. At 21.2 percent, Lowndes County's rate of population growth has much higher during the same time period. From 2000 to 2005, the primary market area's population increased by 2,068 or 4.8 percent, compared to a 4.3 percent or 3,954 person increase for Lowndes County.
- Based on 1990 and 2000 Census data, the PMA grew by 2,476 households, while Lowndes County grew by 6,343 households. These changes equate to a 17.5 percent increase in the primary market area and a 24.1 percent increase in Lowndes County. The annual compounded rates of household growth were 1.6 percent in the PMA and 2.2 percent in Lowndes County.
- Estimates show that the PMA's household count increased by 1,103 or 6.1 percent between 2000 and 2005 compared to an increase of 1,917 households or 5.9 percent in Lowndes County. Annual increases were estimated at 203 households or 1.2

percent in the primary market area and 383 households or 1.1 percent in Lowndes County.

- Recent population and household trends are projected to continue through 2010, although the rate of growth is slowing. The average household size has decreased since 1990 in both the primary market area and Lowndes County. The market area's households are smaller than the county's, on average.

The primary market area's households are generally younger and less affluent than Lowndes County.

- The 2000 Census population distribution by age indicates that the primary market area is influenced to a large degree by the proximity of Valdosta State University and Moody Air Force Base. Each of these establishments influences the 18-24 age bracket. The primary market area had 19.8 percent of its population within this range, compared to 15.9 percent in the county.
- In terms of household types, the marriage rate of 39.8 percent in the primary market area is well below the county's marriage rate of 48.5 percent. The higher marriage rate equates to a higher occurrence of children. Children are present in 29.7 percent of the primary market area's households and 35.3 percent of the households in Lowndes County.
- The primary market area has higher percentage of renter occupied households than does Lowndes County. In 2000, 51.8 percent of the householders in the PMA were renters. In comparison, 39.2 percent of Lowndes County householders rented.
- Based on Claritas projections, the 2005 median income for all households living in the primary market area was \$33,563, \$3,085 or 8.4 percent lower than the Lowndes County median of \$36,648. The primary market area has a higher percentage of its householders earning less than \$30,000, between \$40,000 and \$50,000, and \$125,000 and above.
- The median income of primary market area renter households of \$22,376, less than half of the owner household median of \$52,115. Over 55 percent of renter households earn less than \$25,000, compared to only 20 percent of owner households.

The rental stock in the primary market area includes a mixture of multi-family rental communities and less dense structures. A wide variety of property types and amenities are represented in the primary market area.

- The primary market area has a higher percentage of its rental units all unit types with two or more units. Lowndes County has a higher percentage of single-family detached homes, townhomes, and mobile homes. Structures with five or more units account for 36.1 percent of the rental units in the primary market area and 29.1 percent of the county's rental units.
- The 19 surveyed rental communities combine to offer 2,272 rental units. At the time of our rental survey, 38 units were reported vacant for an overall vacancy rate of 1.7 percent. Combined, the three LIHTC properties have 256 units of which only one was vacant, a rate of 0.4 percent. Only two of 19 surveyed properties reported vacancy rates in excess of 7 percent.
- Overall, the primary market area's rental stock appears strong. Indicative of a strong rental market, 16 of 19 properties are not offering rental incentive. The three current incentives are relatively minor – resident referral fee as opposed to one month free. The existence of these incentives does not indicate a soft rental market, but rather are marketing techniques as two of the three properties with these incentives are fully occupied.
- The estimated market rents for the proposed units at Heron Lake II are \$566 for a one bedroom unit, \$684 for a two bedroom unit, and \$780 for a three bedroom unit.
- Market advantages for the LIHTC units average 70 percent for the 30 percent units, 40 percent for the 50 percent units, and 30 to 40 percent for the 60 percent units. The proposed market rate rents at Heron Lake II are 8 to 11 percent below the estimated market rent.

B. Affordability Analysis

To understand the depth of the rental market for affordable housing in the primary market area, we have conducted an affordability analysis for the proposed

units (Table 26). This capture rate reflects the percentage of income-qualified households in the market that the subject property must capture in order to gain full occupancy.

- To calculate the income distribution for 2008, we projected incomes based on Claritas' income distributions for 2005 and 2010, and the relationship of owner/renter incomes by income cohort from the 2000 Census. The maximum income limits are based on DCA's requirements that the average persons per bedroom be rounded to the nearest whole number. Therefore, instead of the standard of 1.5 persons per bedroom as outlined in Section 42 of the IRS code, we have assumed 2 persons for a one bedroom unit, 3 persons for two bedroom units, and 5 persons for three bedroom units.
- Using a 35 percent rent burden criteria, we determined that the gross one bedroom rent (\$276) for the 30 percent one bedroom units would be affordable to households earning a minimum of \$9,463, which includes 15,818 households in the primary market area.
- Based on the 2006 HUD income limits for households at 30 percent of median income, the maximum income allowed for a one bedroom unit (two person household) in this market would be \$11,820. We estimate that 15,180 households within the primary market area have incomes above that maximum.
- Subtracting the 15,180 households with incomes above the maximum income from the 15,818 households that could afford to rent this unit, we compute that 638 households are within the band of being able to afford the proposed rent. The proposed 1 thirty percent one bedroom unit would require a capture rate of 0.2 percent of all qualified households. Among renter households, the capture rate for this floorplan is 0.2 percent.
- Using the same methodology, we determined the band of qualified households for each of the other bedroom types offered in the community.
- Given the income requirements of each unit type and the overlap of income bands, project wide affordability bands were calculated. Looking at all 64 units, the project will need to absorb 0.8 percent of the 8,175 households that earn

between \$9,463 and \$42,480 in the primary market area. For renter households, the 64 proposed units must capture 1.2 percent of the income qualified renter households.

- Affordability by floorplan indicates that there are a sufficient number of income-qualified households for all floorplans.

Table 26 2007 Affordability Analysis for Heron Lake II.

	One Bedroom Units			Two Bedroom Units			Three Bedroom Units					
30% Units	Base Price	Minimum	Maximum	Base Price	Minimum	Maximum	Base Price	Proposed	Maximum			
	Number of Units	1		Number of Units	7		Number of Units	2				
	Net Rent	\$172		Net Rent	\$196		Net Rent	\$217				
	Gross Rent	\$276		Gross Rent	\$332		Gross Rent	\$383				
	% Income Spent for Shelter	35%		% Income Spent for Shelter	35%		% Income for Shelter	35%				
	Income Range	\$9,463	\$11,820	Income Range	\$11,383	\$13,290	Income	\$13,131	\$15,930			
Range of Qualified Hslds	15,818	15,180	Range of Qualified Hslds	15,300	14,777	Band of Qualified Hslds	14,821	14,054				
# Qualified Households		638	# Qualified Households		523	# Qualified Households		767				
Unit Total HH Capture Rate		0.2%	Unit Total HH Capture Rate		1.3%	Unit Total HH Capture Rate		0.3%				
Range of Qualified Renters	7,167	6,589	Range of Qualified Renters	6,697	6,227	Range of Qualified Renters	6,266	5,579				
# Qualified RenterHouseholds		578	# Qualified RenterHouseholds		469	# Qualified RenterHouseholds		688				
Unit Renter HH Capture Rate		0.2%	Unit Renter HH Capture Rate		1.5%	Unit Renter HH Capture Rate		0.3%				
50% Units	Base Price	Minimum	Maximum	Base Price	Minimum	Maximum	Base Price	Proposed	Maximum			
	Number of Units	2		Number of Units	9		Number of Units	7				
	Net Rent	\$341		Net Rent	\$399		Net Rent	\$473				
	Gross Rent	\$445		Gross Rent	\$535		Gross Rent	\$639				
	% Income Spent for Shelter	35%		% Income Spent for Shelter	35%		% Income for Shelter	35%				
	Income Range	\$15,257	\$19,700	Income Range	\$18,343	\$22,150	Income	\$21,909	\$26,550			
Range of Qualified Hslds	14,238	13,022	Range of Qualified Hslds	13,393	12,345	Band of Qualified Hslds	12,412	11,152				
# Qualified Households		1,216	# Qualified Households		1,048	# Qualified Households		1,259				
Unit Total HH Capture Rate		0.2%	Unit Total HH Capture Rate		0.9%	Unit Capture Rate		0.6%				
Range of Qualified Renters	5,744	4,654	Range of Qualified Renters	4,987	4,242	Range of Qualified Renters	4,280	3,566				
# Qualified RenterHouseholds		1,090	# Qualified RenterHouseholds		744	# Qualified RenterHouseholds		715				
Unit Renter HH Capture Rate		0.2%	Unit Renter HH Capture Rate		1.2%	Unit Renter HH Capture Rate		1.0%				
60% Units	Base Price	Proposed	Maximum	Base Price	Proposed	Maximum	Base Price	Proposed	Maximum			
	Number of Units	4		Number of Units	13		Number of Units	11				
	Net Rent	\$341		Net Rent	\$399		Net Rent	\$559				
	Gross Rent	\$445		Gross Rent	\$535		Gross Rent	\$725				
	% Income for Shelter	35%		% Income for Shelter	35%		% Income for Shelter	35%				
	Income	\$15,257	\$23,640	Income	\$18,343	\$26,580	Income	\$24,857	\$31,860			
Range of Qualified Hslds	14,238	11,933	Range of Qualified Hslds	13,393	11,145	Band of Qualified Hslds	11,596	9,828				
# Qualified Households		2,305	# Qualified Households		2,249	# Qualified Households		1,768				
Unit Total HH Capture Rate		0.2%	Unit Total HH Capture Rate		0.6%	Unit Capture Rate		0.6%				
Range of Qualified Renters	5,744	4,008	Range of Qualified Renters	4,987	3,561	Range of Qualified Renters	3,817	2,814				
# Qualified RenterHouseholds		1,735	# Qualified RenterHouseholds		1,425	# Qualified RenterHouseholds		1,003				
Unit Renter HH Capture Rate		0.2%	Unit Renter HH Capture Rate		0.9%	Unit Renter HH Capture Rate		1.1%				
80% Units	Base Price	Proposed	Maximum	Base Price	Proposed	Maximum	Base Price	Proposed	Maximum			
	Number of Units	1		Number of Units	5		Number of Units	4				
	Net Rent	\$503		Net Rent	\$567		Net Rent	\$715				
	Gross Rent	\$607		Gross Rent	\$703		Gross Rent	\$881				
	% Income for Shelter	35%		% Income for Shelter	35%		% Income for Shelter	35%				
	Income	\$20,811	\$31,520	Income	\$24,103	\$35,440	Income	\$30,206	\$42,480			
Range of Qualified Hslds	12,715	9,906	Range of Qualified Hslds	11,805	9,020	Band of Qualified Hslds	10,206	7,642				
# Qualified Households		2,810	# Qualified Households		2,785	# Qualified Households		2,564				
Unit Total HH Capture Rate		0.0%	Unit Total HH Capture Rate		0.2%	Unit Capture Rate		0.2%				
Range of Qualified Renters	4,453	2,858	Range of Qualified Renters	3,936	2,374	Range of Qualified Renters	3,029	1,874				
# Qualified RenterHouseholds		1,595	# Qualified RenterHouseholds		1,562	# Qualified RenterHouseholds		1,154				
Unit Renter HH Capture Rate		0.1%	Unit Renter HH Capture Rate		0.3%	Unit Renter HH Capture Rate		0.3%				
Gross Capture Rate by Income Group												
	Number of Units		Total Households				Renter Households					
			Band of Qualified HHs		# Qualified HHs		Band of Qualified HHs		# Qualified HHs			
30% Units	7	Income HHs	\$9,463	\$15,930	1,764	0.4%	Capture Rate	\$9,463	\$15,930	1,589	0.4%	Capture Rate
			15,818	14,054				7,167	5,579			
50% Units	19	Income HHs	\$15,257	\$26,550	3,085	0.6%	Capture Rate	\$15,257	\$26,550	2,178	0.9%	Capture Rate
			14,238	11,152				5,744	3,566			
60% Units	28	Income HHs	\$15,257	\$31,860	4,410	0.6%	Capture Rate	\$15,257	\$31,860	2,930	1.0%	Capture Rate
			14,238	9,828				5,744	2,814			
80% Units	10	Income HHs	\$20,811	\$42,480	5,073	0.2%	Capture Rate	\$20,811	\$42,480	2,578	0.4%	Capture Rate
			12,715	7,642				4,453	1,874			
Total Units	64	Income HHs	\$9,463	\$42,480	8,175	0.8%	Capture Rate	\$9,463	\$42,480	5,293	1.2%	Capture Rate
			15,818	7,642				7,167	1,874			

Source: 2000 U.S. Census, estimates, Real Property Research Group, Inc.

D. DCA Demand Calculations

DCA's demand methodology consists of three components.

- The first is income qualified renter households living in substandard households. "Substandard" is defined as having more than 1.01 persons per room and/or lacking complete plumbing facilities. According to US Census data, the percentage of renter households in the primary market area that living in "substandard" conditions is 6.2 percent (Table 27).
- The second component of demand is population growth. This number is the number of age and income qualified renter households anticipated to move into the market area between 2000 and 2008.
- The final component of demand is cost burdened renters, which is defined as those renter households paying more than 35 percent of household income for housing costs. According to Census data, 38.4 percent of renter households are categorized as cost burdened. As the demand from this component is often overstated and includes households already counted as "substandard", we have assumed only fifty percent of the demand from cost burdened renters.

DCA requires that demand be calculated with several variations. Demand and capture rates are to be calculated for all low income units, all market rate units, on a floorplan basis, all units.

DCA considers units that have been constructed since the base year of the demand estimate (2000) to have an impact on the future demand for new development. For this reason, the units constructed since 1999 are subtracted from the gross demand estimate. Two such properties were identified in the primary market area and are detailed in Table 28.

The overall capture rates are 4.4 percent for all LIHTC units, 1.2 percent for all market rate units, and 4.3 percent for all units (Table 31). Each of these capture rates is well below DCA threshold levels. Heron Lake II will offer three bedroom sizes at four income levels, resulting in 12 individual capture rates by floorplan. Capture rates by floorplan range from 0.2 percent to 4.8 percent (Table 31), all of which are well below DCA's allowable levels.

Table 27 Cost Burdened and Substandard Calculation

Rent Cost Burden			Substandardness	
Total Households			Total Households	
Less than 10.0 percent	365	4.2%	Owner occupied:	
10.0 to 14.9 percent	890	10.3%	Complete plumbing facilities:	7,941
15.0 to 19.9 percent	1,177	13.6%	1.00 or less occupants per room	7,820
20.0 to 24.9 percent	1,060	12.2%	1.01 or more occupants per room	121
25.0 to 29.9 percent	978	11.3%	Lacking complete plumbing facilities:	70
30.0 to 34.9 percent	493	5.7%	Overcrowded or lacking plumbing	191
35.0 to 39.9 percent	486	5.6%		
40.0 to 49.9 percent	663	7.7%	Renter occupied:	
50.0 percent or more	1,944	22.4%	Complete plumbing facilities:	8,389
Not computed	610	7.0%	1.00 or less occupants per room	8,083
			1.01 or more occupants per room	306
			Lacking complete plumbing facilities:	228
			Overcrowded or lacking plumbing	534
> 35% income on rent	3,093	38.4%	Substandard Housing	725
			% Total Stock Substandard	4.36%
			% Rental Stock Substandard	6.20%

Source: 2000 U.S. Census

Table 28 Recent and Pipeline Units

Recent and Proposed Units		30% Units			50% Units			60% Units		
Community	Total Units	1-BR	2-BR	3-Br	1-BR	2-BR	3-Br	1-BR	2-BR	3-Br
Ashton Meadows	80				46	20		10	4	
Heron Lake I	71	2	5	2	10	29	15	1	5	2
Total	151	2	5	2	56	49	15	11	9	2

Table 29 Overall Demand Estimates

Primary Market Area Demand	LIHTC Units	Market Rate Units	Total Units
Substandard Households	536	536	536
Renter Household Growth	826	826	826
Cost Burdened Renter HH's	1,659	1,659	1,659
Total Demand	3,021	3,021	3,021
% Income Qualified	46.0%	27.2%	55.9%
Income Qualified Demand	1,389	823	1,689
Recent and Pipeline	151	0	151
Net Income Qualified Demand	1,238	823	1,538
Units in Subject Property	54	10	64
Capture Rate	4.4%	1.2%	4.2%

Table 30 Detailed Gross Demand Estimates

Demand from Substandard Households

2000 Households 16,664	times	Substandard Percentage 6.20%	equals	2000 Substandard Households 1,033
2000 Substandard Households 1,033	times	% of Renters Per Census 51.85%	equals	2000 Substandard Renter Households 536

Demand from Household Growth

2008 Households 18,256	minus	2000 Households 16,664	equals	Household Change 1,592
Household Change 1,592	times	% of Renters Per Census 51.85%	equals	Renter Household Change 826

Demand from Cost Burdened Renters

2000 Households 16,664	times	% of Renters Per Census 51.85%	equals	2000 Renter Households 8,640
2000 Renter Households 8,640	times	% Cost Burdened 38.39%	equals	2000 Cost Burdened Renter Households 3,317
2000 Cost Burdened Renter Households 3,317	times	% Considered Likely As Demand 50.00%	equals	Likely Demand from Cost Burdened 1,659

E. DCA Estimates and Capture Rates by Floorplan and Income

Table 31 Demand Estimates and Capture Rates by Floorplan and Income Level

LIHTC (30% AMI) Units			
	1-BR	2-BR	3-BR
Substandard Households	536	536	536
Renter Household Growth	826	826	826
Cost Burdened Households	1,659	1,659	1,659
Total Demand	3,021	3,021	3,021
% Income Qualified	6.1%	5.0%	7.3%
Income Qualified Demand	184	150	219
Recent and Pipeline	2	5	2
Net Demand	182	145	217
Proposed Units	1	7	2
Capture Rate	0.5%	4.8%	0.9%

LIHTC (50% AMI) Units			
	1-BR	2-BR	3-BR
Substandard Households	536	536	536
Renter Household Growth	826	826	826
Cost Burdened Households	1,659	1,659	1,659
Total Demand	3,021	3,021	3,021
% Income Qualified	11.5%	7.9%	7.6%
Income Qualified Demand	348	237	228
Recent and Pipeline	56	49	15
Net Demand	292	188	213
Proposed Units	2	9	7
Capture Rate	0.7%	4.8%	3.3%

LIHTC (60% AMI) Units			
	1-BR	2-BR	3-BR
Substandard Households	536	536	536
Renter Household Growth	826	826	826
Cost Burdened Households	1,659	1,659	1,659
Total Demand	3,021	3,021	3,021
% Income Qualified	18.3%	15.1%	10.6%
Income Qualified Demand	554	455	320
Recent and Pipeline	11	9	2
Net Demand	543	446	318
Proposed Units	4	13	11
Capture Rate	0.7%	2.9%	3.5%

Market Rate Units			
	1-BR	2-BR	3-BR
Substandard Households	536	536	536
Renter Household Growth	826	826	826
Cost Burdened Households	1,659	1,659	1,659
Total Demand	3,021	3,021	3,021
% Income Qualified	16.8%	16.5%	12.2%
Income Qualified Demand	509	498	368
Recent and Pipeline	0	0	0
Net Demand	509	498	368
Proposed Units	1	5	4
Capture Rate	0.2%	1.0%	1.1%

F. Project Feasibility

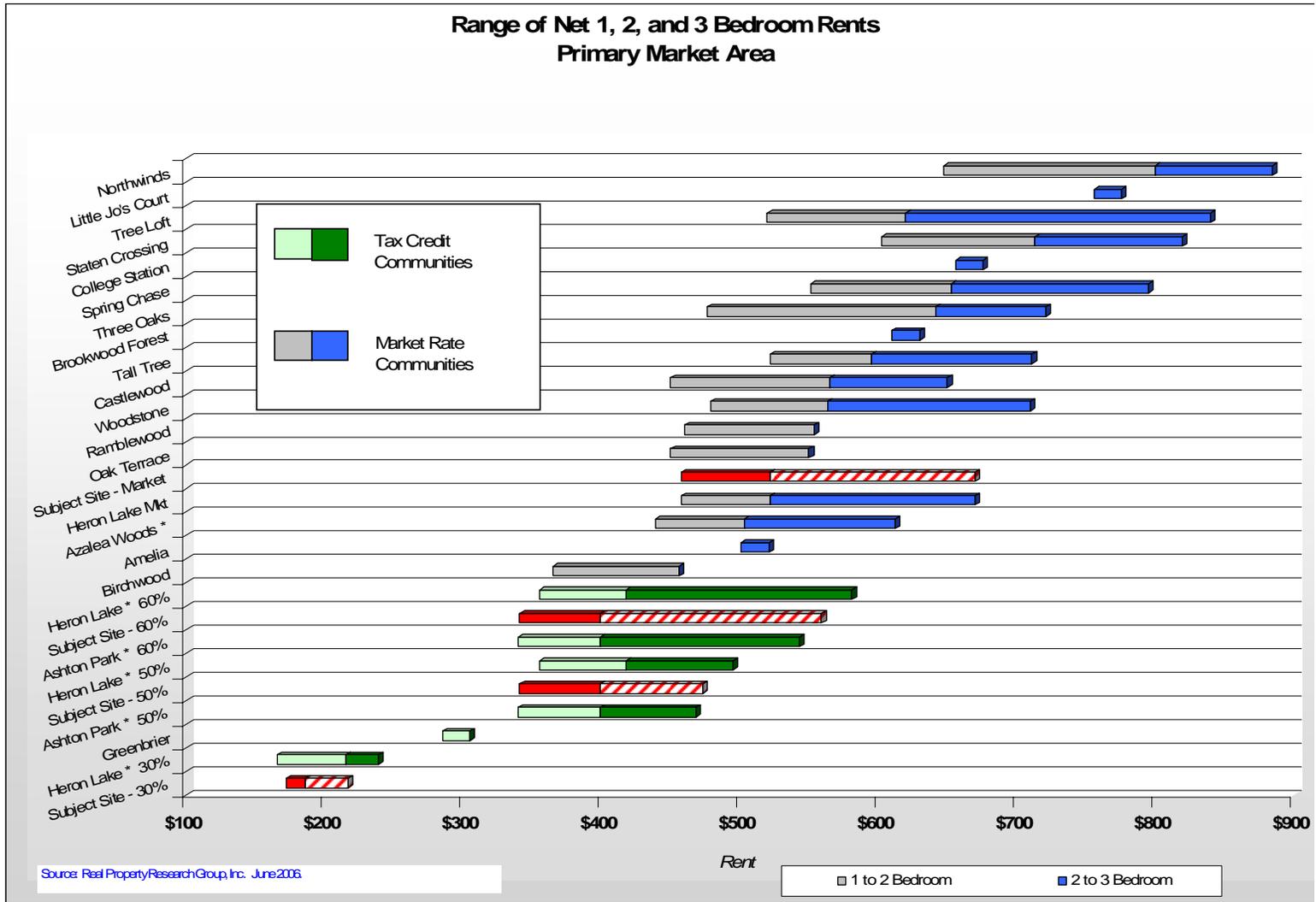
Looking at the proposed Heron Lake II compared to existing rental alternatives in the market, the project's appeal and strength is as follows:

- **Community Design:** Heron Lake II will be one of the more attractive rental communities in the primary market area. The first phase of the property is competitive with newer market rate properties in the primary market.
- **Location:** The subject property is located in an established area of northern Valdosta. The subject property is convenient to shopping, education, health care, and area traffic arteries. No negative site attributes were identified.
- **Amenities:** The proposed Heron Lake II will offer competitive amenities, superior to nearly all existing rental communities. The proposed amenities will be equal to many of the higher priced market rate communities in the primary market area.
- **Unit Mix:** The unit mix distribution of the 64 units at Heron Lake II Apartments is appropriate and compatible with the existing rental stock. The one and two bedroom units will appeal to single person householders or small to medium sized families, while the three bedroom units will appeal to larger families and those desiring additional space.
- **Unit Size:** The proposed unit sizes of 879 square feet for one bedroom units, 1,174 for a two bedroom unit, and 1,344 for a three bedroom units are larger than the average square footages in the primary market area. The proposed LIHTC rents at Heron Lake II are positioned below the overall market area average. The proposed price per square foot of all unit types is comparable with competitive rental communities.
- **Price:** The proposed 30 percent tax credit rents will be the lowest priced in the primary market area. The proposed 50 percent and 60 percent LIHTC units will be priced in the lower third of the range of net rent. The market rate rents are positioned in the middle of this range (Figure 5). These proposed rents will be competitive given the convenient location, community design, competitive amenities, and the appeal of newly constructed units. The product proposed at

Heron Lake II is competitive with the communities priced at similar and higher price points. The proposed rents are reasonable and appropriate.

- **Demand:** The affordability analysis and DCA demand estimates indicate that there is sufficient demand to support the proposed development and the recently constructed units in the primary market area.

Figure 5 Product Position, Heron Lake II



G Absorption Estimate

Five rental communities have been constructed in the primary market over the past two years. The most comparable of these communities to the subject unit is Heron Lake I. Similar to Heron Lake II, Phase One includes LIHTC units at 30 percent, 50 percent, and 60 percent of the AMI. According to the regional property manager, Heron Lake I began leasing in October 2005 and reached 95 percent occupancy by February 2006. In leasing 83 units in four months, Heron Lake I averaged a monthly absorption of 21 units per month.

In addition to Heron Lake I, the following communities provided lease up data:

- College Station (2005) average more than 20 per month for 64 student oriented units.
- Amelia (2006) averaged 12-15 units per month.
- Castlewood (2006) averaged 12-15 units per month.

We believe that given the proposed design characteristics, extensive amenities/services, strong demand estimates, competitive rents, and stable rental market and assuming an aggressive, professional marketing campaign, Heron Lake II Apartments should be able to lease up at a minimum rate of **15 units per month**. At this rate, Heron Lake will reach stabilization within four to five months.

We believe the product is properly positioned and will be well received in the primary market area. We do not believe that Heron Lake II will have a negative impact on existing rental communities in the primary market area given the very low vacancy in the primary market area, low capture rates, continued household growth, and its relatively small size.

Appendix 1 Underlying Assumptions and Limiting Conditions

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

1. There are no zoning, building, safety, environmental or other federal, state or local laws, regulations or codes which would prohibit or impair the development, marketing or operation of the subject project in the manner contemplated in our report, and the subject project will be developed, marketed and operated in compliance with all applicable laws, regulations and codes.
2. No material changes will occur in (a) any federal, state or local law, regulation or code (including, without limitation, the Internal Revenue Code) affecting the subject project, or (b) any federal, state or local grant, financing or other program which is to be utilized in connection with the subject project.
3. The local, national and international economies will not deteriorate, and there will be no significant changes in interest rates or in rates of inflation or deflation.
4. The subject project will be served by adequate transportation, utilities and governmental facilities.
5. The subject project will not be subjected to any war, energy crisis, embargo, strike, earthquake, flood, fire or other casualty or act of God.
6. The subject project will be on the market at the time and with the product anticipated in our report, and at the price position specified in our report.
7. The subject project will be developed, marketed and operated in a highly professional manner.
8. No projects will be developed which will be in competition with the subject project, except as set forth in our report.
9. There are neither existing judgments nor any pending or threatened litigation which could hinder the development, marketing or operation of the subject project.

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

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

Appendix 2 Analyst Certification

I certify that, to the best of my knowledge and belief:

- The statements of fact contained in this report are true and correct.
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and is my personal, unbiased professional analyses, opinions, and conclusions.
- I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved.
- My compensation is not contingent on an action or event resulting from the analysis, opinions, or conclusions in, or the use of, this report.
- The market study was not based on tax credit approval or approval of a loan. My compensation is not contingent upon the reporting of a predetermined demand that favors the cause of the client, the attainment of a stipulated result, or the occurrence of a subsequent event.
- My analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standards of Professional Practice as set forth in the Uniform Standards of Professional Appraisal Practice (USPAP) as adopted by the Appraisal Standards Board of the Appraisal Foundation.
- I have made a personal inspection of the property that is the subject of this report.



Tad Scepaniak
Regional Director
Real Property Research Group, Inc.

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

Appendix 3 Resumes

TAD SCEPANIAK

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

Tad is a member of the National Council of Affordable Housing Market Analysts' (NCAHMA) Standards Committee and has been involved in the development of the organization's Standard Definitions, Recommended Market Study Content, and various white papers regarding market areas, derivation of market rents, and selection of comparable properties.

Areas of Concentration:

Low Income Tax Credit Rental Housing: Mr. Scepaniak has worked extensively with the Low Income Tax Credit program throughout the United States, with special emphasis on the Southeast and Mid-Atlantic regions. Mr. Scepaniak not only works with developers in their efforts to obtain tax credit financing, but also has received large contracts with state housing agencies including North Carolina Housing Finance Agency and Georgia Department of Community Affairs.

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

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

Education:

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

ROBERT M. LEFENFELD

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

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

Bob has lectured and written extensively on the subject of residential real estate market analysis. He has served as a panel member, speaker, and lecturer at events held by the National Association of Homebuilders and the National Council on Seniors Housing. Recent articles have appeared in ULI's Multifamily Housing Trends magazine. Mid-Atlantic Builder.

Bob is currently a member of the National Council of Affordable Housing Market Analysts' executive committee serving as Vice-Chair.

Areas of Concentration:

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

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

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

Education:

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

Appendix 4 DCA Market Study Checklist

I understand that by initializing (or checking) the following items, I am stating that those items are included and/or addressed in the report. If an item is not checked, a full explanation is included in the report. A list listing of page number(s) is equivalent to check or initializing.

The report was written according to DCA's market study requirements, that the information included is accurate and that the report can be relied upon by DCA as a true assessment of the low-income housing rental market.

I also certify that I have inspected the subject property as well as all rent comparables.



Signed: _____

Date: June 30, 2006

Tad Scepianiak

A. Executive Summary

1	Market demand for subject property given the economic conditions of the area.	Page	III
2	Projected Stabilized Occupancy Level and Timeframe.	Page	IV
3	Appropriateness of unit mix, rent and unit sizes.	Page	V
4	Appropriateness of interior and exterior amenities including Appliances.	Page	V, VI
5	Location and distance of subject property in relationship to local amenities.	Page	VI
6	Discussion of capture rates in relationship to subject.	Page	VI, VIII
7	Conclusion regarding the strength of the market for subject.	Page	VII, VIII

B. Project Description

Project address, legal description and location. *A legal description is not provided as it was not available. Legal descriptions are not considered a concern regarding feasibility or appeal of the site.*

1	Project address, legal description and location. <i>A legal description is not provided as it was not available. Legal descriptions are not considered a concern regarding feasibility or appeal of the site.</i>	Page	3
2	Number of units by unit type.	Page	10
3	Unit size, # of bedrooms and structure type (i.e. townhouse, garden apartment, etc).	Page	10
4	Rents and Utility Allowance*.	Page	2
5	Existing or proposed project based rental assistance.	Page	2
6	Proposed development amenities (i.e. washer/dryer hookups, dishwasher etc.).	Page	9-10
7	For rehab proposals, current occupancy levels, rents, and tenant incomes (if available), as well as detailed information as to renovation of property.	Page	n/a
8	Projected placed in service date.	Page	62
9	Construction type: New Construction/Rehab/Adaptive Reuse, etc.	Page	1, 4, 9

10	Occupancy Type: Family, Elderly, Housing for Older Persons, Special Needs, etc.	Page	1
11	Special Population Target (if applicable).	Page	1

C. Site Evaluation

1	Date of Inspection of Subject Property by Market Analyst.	Page	III
2	Physical features of Subject Property and Adjacent Uses.	Page	3
3	Subject Photographs (front, rear, and side elevations as well as street scenes).	Page	1
4	Map identifying location of subject as well as closest shopping centers, schools, medical facilities and other amenities relative to subject.	Page	8, 9
5	Developments in vicinity to subject and proximity in miles (Identify developments surrounding subject on all sides) - zoning of subject and surrounding uses.	Page	3, 8, 9
6	Map identifying existing low-income housing within the Primary Market Area and proximity in miles to subject.	Page	38
7	Road or infrastructure improvements planned or under construction in the PMA.	Page	11
8	Comment on access, ingress/egress and visibility of subject.	Page	3
9	Any visible environmental or other concerns .	Page	11
10	Overall conclusions of site and their marketability.	Page	3

D. Market Area

1	Map identifying Subject's Location within PMA .	Page	15
2	Map identifying Subject's Location within SMA, if applicable.	Page	N/A

E. Community Demographic Data

	Data on Population and Households Five Years Prior to Market Entry, and Projected Five Years Post-Market Entry. <i>Population and household estimates are given for 1990, 2000, 2005, and 2010. Household estimates for 2007 are used in the demand calculations. All projections for future years are based on historical data from the 2000 census and Claritas projections. The annual compounded growth rate would be the same between 2000 and 2002 as it would be for between 2000 and 2005 or between 2002 and 2007, etc. The bench mark years and a five year projection are considered the most accurate population and household estimates. Additional estimates can be provided, however were omitted in an effort to simplify this section. Estimates of household growth for various years are used throughout the report in the demand, affordability and capture rate analyses.</i>	Page	24, 54, 56
--	--	------	------------

1. Population Trends

a.	Total Population.	Page	24
b.	Population by Age Group.	Page	27
c.	Number of elderly and non-elderly (for elderly projects).	Page	27
d.	If a special needs is proposed, additional information for this segment.	Page	N/A

2. Household Trends

a.	Total number of households and average household size.	Page	24
b.	Households by tenure (# of owner and renter households). Elderly by tenure, if applicable.	Page	29 N/A

c.	Households by Income (Elderly, if applicable, should be allocated separately).	Page	N/A
d.	Renter households by # of persons in the household.	Page	31

3. Employment Trend

a.	Employment by industry— #s & % (i.e. manufacturing: 150,000 (20%)).	Page	18
b.	Major employers, product or service, total employees, anticipated expansions, contractions in work forces, as well as newly planned employers and impact on employment in the PMA.	Page	19
c.	Unemployment trends for the PMA and, where possible, the county total workforce for unemployment trends for the last two to four years.	Page	22
d.	Map of the site and location of major employment concentrations.	Page	20
e.	Overall conclusions.	Page	20

F. Project Specific Demand Analysis

1	Income Restrictions - uses applicable incomes and rents in the development's tax application.	Page	2
2	Affordability - Delineation of Income Bands *.	Page	2, 54, 56
3	Comparison of market rates of competing properties with proposed subject market rent.	Page	39, 44, 61
4	Comparison of market rates of competing properties with proposed LIHTC rents.	Page	39, 44, 61
5	Demand Analysis Using Projected Service Date (within 2 years).	Page	55 - 58
a.	New Households Using Growth Rates from Reputable Source.	Page	55 - 58
b.	Demand from Existing Households. (Combination of rent overburdened and substandard)	Page	55 - 58
c.	Elderly Households Converting to Rentership (applicable only to elderly).	Page	55 - 58
d.	Deduction of Supply of "Comparable Units".	Page	55 - 58
e.	Capture Rates for Each Bedroom Type.	Page	58

G. Supply Analysis

a.	Comparative chart of subject amenities and competing properties.	Page	41, 43
b.	Supply & analysis of competing developments under construction & pending.	Page	47
c.	Comparison of competing developments (occupancy, unit mix and rents).	Page	39, 44
d.	Rent Comparable Map (showing subject and comparables).	Page	38
e.	Assisted Projects in PMA *. Multi-Family Building Permits issued in PMA in last two years. <i>The most recent building permit data is provided for Lowndes County. As with unemployment data, building permits are only available for counties and municipalities. Given that the PMA includes all or portions of several permit issuing entities, it would be impossible to determine which of these permits are located in the PMA. The primary market area's activity is considered comparable to county activity.</i>	Page	44
f.		Page	25

* PHA properties are not considered comparable with LIHTC units.

H. Interviews

Names, Title, and Telephone # of Individuals Interviewed. *Data obtained through interviews is used throughout the report including in the upcoming competition sections and the rental summary. Many of the interviews with planning personnel occur in person; therefore a phone number is not available. Data obtained through interviews with property managers is presented in the rental analysis section and the profile sheets at the end of the report.*

Page Various

I. Conclusions and Recommendations

- a. Conclusion as to Impact of Subject on PMA.
- b. Recommendation as to Subject's Viability in PMA.

Page 62
Page 59, 62

J. Signed Statement

- a. Signed Statement from Analyst.

Page 65

K. Comparison of Competing Properties

Page

- a. Provided under separate cover.

Appendix 5 Community Photos and Profiles

Amelia

Multifamily Community Profile

2205 Bemiss Road
Valdosta, GA 31602

Community Type: Market Rate - General

Structure Type: Garden

84 Units 2.4% Vacant (2 units vacant) as of 6/15/2006

Last Major Rehab in 2006



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	100.0%	\$501	1,000	\$0.50	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input checked="" type="checkbox"/>	

Features

Standard: Dishwasher; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings; Storage (In Unit); Carpet / Ceramic

Select Units: --

Optional(\$): --

Security: --

Parking 1: Free Surface Parking
Fee: --

Parking 2: --
Fee: --

Property Manager: --
Owner: --

Comments

Courtesy officer on site.

Floorplans (Published Rents as of 6/15/2006) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	1	84	\$495	1,000	\$0.50	Market	6/15/06	2.4%	--	\$501	--

Adjustments to Rent

Incentives:

None.

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:
Hot Water: Electricity: Trash:

Amelia

GA185-009060

Ashton Park

Multifamily Community Profile

1315 River Street
Valdosta, GA

CommunityType: LIHTC - General

Structure Type: Garden

88 Units 0.0% Vacant (0 units vacant) as of 6/15/2006

Opened in 1998



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	18.2%	\$345	667	\$0.52	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	63.6%	\$405	869	\$0.47	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	18.2%	\$517	1,055	\$0.49	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input checked="" type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings; Storage (In Unit); Carpet / Ceramic & Vinyl	
Select Units: --	
Optional(\$): --	
Security: --	
Parking 1: Free Surface Parking Fee: --	Parking 2: -- Fee: --
Property Manager: -- Owner: --	

Comments

Property has wait list of approximately 40 people.
Picnic area with gazebos on property.

Floorplans (Published Rents as of 6/15/2006) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	9	\$340	667	\$0.51	LIHTC/ 60%	6/15/06	0.0%	\$345	\$405	\$517
Garden	--	1	1	7	\$340	667	\$0.51	LIHTC/ 50%					
Garden	--	2	2	33	\$399	869	\$0.46	LIHTC/ 60%					
Garden	--	2	2	23	\$399	869	\$0.46	LIHTC/ 50%					
Garden	--	3	2	9	\$543	1,055	\$0.51	LIHTC/ 60%					
Garden	--	3	2	7	\$468	1,055	\$0.44	LIHTC/ 50%					

Adjustments to Rent

Incentives:

None.

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:
Hot Water: Electricity: Trash:

Ashton Park

GA185-009066

Azalea Woods

Multifamily Community Profile

811 West Mary Street
Valdosta, GA

CommunityType: LIHTC - General

Structure Type: Garden

81 Units 0.0% Vacant (0 units vacant) as of 6/15/2006

Opened in 1983



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	4.9%	\$439	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	46.9%	\$503	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	46.9%	\$612	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

Features

Standard: Central A/C; Patio/Balcony; Carpet / Vinyl/Linoleum

Select Units: --

Optional(\$): --

Security: --

Parking 1: Free Surface Parking
Fee: --

Parking 2: --
Fee: --

Property Manager: --
Owner: --

Comments

Property is changing gas units over to electric as each unit becomes available.
Property has a 2 year waiting list.

Floorplans (Published Rents as of 6/15/2006) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	4	\$439	--	--	LIHTC/ 50%	6/15/06	0.0%	\$439	\$503	\$612
Garden	--	2	1	38	\$503	--	--	LIHTC/ 50%					
Garden	--	3	2	38	\$612	--	--	LIHTC/ 50%					

Adjustments to Rent

Incentives:

None.

Utilities in Rent: Heat Fuel: Natural Gas &

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

Birchwood

Multifamily Community Profile

4203 Herme Place
Valdosta, GA

CommunityType: Market Rate - General

Structure Type: Garden

83 Units 6.0% Vacant (5 units vacant) as of 6/15/2006

Opened in 1975



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	48.2%	\$365	700	\$0.52	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	44.6%	\$456	900	\$0.51	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input type="checkbox"/>	

Features	
Standard: Central A/C; HighCeilings; Carpet / Vinyl/Linoleum	
Select Units: Dishwasher; Ceiling Fan; In Unit Laundry; Patio/Balcony	
Optional(\$): --	
Security: --	
Parking 1: Free Surface Parking Fee: --	Parking 2: -- Fee: --
Property Manager: -- Owner: --	

Comments

Floorplans (Published Rents as of 6/15/2006) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	Studio	0	1	6	\$300	500	\$0.60	Market	6/15/06	6.0%	\$365	\$456	--
Garden	--	1	1	40	\$360	700	\$0.51	Market					
Garden	--	2	1	37	\$450	900	\$0.50	Market					

Adjustments to Rent

Incentives:
None.

Utilities in Rent: Heat Fuel: **Electric**

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Brookwood Forest

Multifamily Community Profile

1700 Williams Street
Valdosta, GA 31602

CommunityType: Market Rate - General

Structure Type: Garden

56 Units 12.5% Vacant (7 units vacant) as of 6/20/2006

Last Major Rehab in 2005 Opened in 1967



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt		
Eff	--	--	--	--	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
One	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	100.0%	\$610	877	\$0.70	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input type="checkbox"/>	

Features

Standard: Dishwasher; Ceiling Fan; Central A/C; Patio/Balcony; HighCeilings; Storage (In Unit); Carpet / Ceramic

Select Units: --
Optional(\$): --
Security: --
Parking 1: Free Surface Parking Parking 2: -- Fee: -- Fee: --
Property Manager: -- Owner: --

Comments

Floorplans (Published Rents as of 6/20/2006) (2)										Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$	
Garden	--	2	1	56	\$610	877	\$0.70	Market	6/20/06	12.5%	--	\$610	--	

Adjustments to Rent

Incentives:
None.

Utilities in Rent: Heat Fuel: **Electric**

Heat: Cooking: Wtr/Swr:
Hot Water: Electricity: Trash:

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Castlewood

Multifamily Community Profile

700 East Park Avenue
Valdosta, GA 31603

CommunityType: Market Rate - General

Structure Type: Garden

64 Units 0.0% Vacant (0 units vacant) as of 6/20/2006

Last Major Rehab in 2006 Opened in 1986



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	\$450	664	\$0.68	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	--	\$565	1,016	\$0.56	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	\$650	1,229	\$0.53	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	

Features
Standard: Dishwasher; Disposal; Ceiling Fan; Central A/C; Patio/Balcony; HighCeilings; Carpet / Vinyl/Linoleum

Select Units: In Unit Laundry

Optional(\$): --

Security: --

Parking 1: Free Surface Parking Parking 2: --
Fee: -- Fee: --

Property Manager: --
Owner: --

Comments

Floorplans (Published Rents as of 6/20/2006) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	--	\$450	664	\$0.68	Market	6/20/06	0.0%	\$450	\$565	\$650
Garden	--	2	2	--	\$565	1,016	\$0.56	Market					
Garden	--	3	2	--	\$650	1,229	\$0.53	Market					

Adjustments to Rent

Incentives:
None.

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:
Hot Water: Electricity: Trash:

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

College Station

Multifamily Community Profile

1400 Baytree Drive
Valdosta, GA 31601

CommunityType: Market Rate - General

Structure Type: Garden

64 Units 9.4% Vacant (6 units vacant) as of 6/20/2006

Opened in 2005



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	100.0%	\$656	1,000	\$0.66	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	

Features

Standard: Dishwasher; Disposal; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings; Storage (In Unit); Carpet / Ceramic

Select Units: --

Optional(\$): --

Security: Unit Alarms

Parking 1: Free Surface Parking
Fee: --

Parking 2: --
Fee: --

Property Manager: --
Owner: --

Comments

A pool and pool house are currently under construction and is expected to be completed by early 2007.
Residents have access to all amenities at the Amelia Apartments (clubhouse, pool & playground).

Floorplans (Published Rents as of 6/20/2006) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	2	64	\$650	1,000	\$0.65	Market	6/20/06	9.4%	--	\$656	--

Adjustments to Rent

Incentives:

None.

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:
Hot Water: Electricity: Trash:

College Station

GA185-009088

Greenbrier

Multifamily Community Profile

1707 N. Ashley Street
Valdosta, GA

Community Type: **Market Rate - General**

Structure Type: **Garden**

56 Units 0.0% Vacant (0 units vacant) as of 6/20/2006

Last Major Rehab in 1970 Opened in 1945

Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	50.0%	\$260	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
One	50.0%	\$285	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input type="checkbox"/>	
Features						
Standard: Ceiling Fan; Central A/C; Carpet / Vinyl/Linoleum						
Select Units: --						
Optional(\$): --						
Security: --						
Parking 1: Free Surface Parking			Parking 2: --			
Fee: --			Fee: --			
Property Manager: --						
Owner: --						

Comments

You must be 21 or older to live in this community.

Floorplans (Published Rents as of 6/20/2006) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	Eff	1	28	\$260	--	--	Market	6/20/06	0.0%	\$285	--	--
Garden	--	1	1	28	\$285	--	--	Market					

Adjustments to Rent

Incentives:

None.

Utilities in Rent: Heat Fuel: **Electric**

Heat: Cooking: Wtr/Swr:
Hot Water: Electricity: Trash:

Heron Lake

Multifamily Community Profile

1800 Eastwind Rd
Valdosta, GA

CommunityType: LIHTC - General

Structure Type: Garden

87 Units 1.1% Vacant (1 units vacant) as of 6/26/2006

Opened in 2005



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	18.4%	\$358	852	\$0.42	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Two	54.0%	\$422	1,110	\$0.38	<input type="checkbox"/>	<input type="checkbox"/>
Two/Den	--	--	--	--	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Three	27.6%	\$524	1,275	\$0.41	<input type="checkbox"/>	<input type="checkbox"/>
Four+	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
					<input checked="" type="checkbox"/>	<input type="checkbox"/>

Features
Standard: Dishwasher; Disposal; Microwave; Ceiling Fan; In Unit Laundry (Full Size); Central A/C; Patio/Balcony; Carpet

Select Units: --
Optional(\$): --
Security: --
Parking 1: Free Surface Parking Parking 2: -- Fee: -- Fee: --
Property Manager: -- Owner: --

Comments

Floorplans (Published Rents as of 6/26/2006) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Garden	--	1	1	3	\$458	852	\$0.54	Market
Garden	--	1	1	1	\$355	852	\$0.42	LIHTC/ 60%
Garden	--	1	1	10	\$355	852	\$0.42	LIHTC/ 50%
Garden	--	1	1	2	\$186	852	\$0.22	LIHTC/ 30%
Garden	--	2	2	9	\$522	1,110	\$0.47	Market
Garden	--	2	2	4	\$418	1,110	\$0.38	LIHTC/ 60%
Garden	--	2	2	29	\$418	1,110	\$0.38	LIHTC/ 50%
Garden	--	2	2	5	\$215	1,110	\$0.19	LIHTC/ 30%
Garden	--	3	2	5	\$670	1,275	\$0.53	Market
Garden	--	3	2	2	\$581	1,275	\$0.46	LIHTC/ 60%
Garden	--	3	2	15	\$495	1,275	\$0.39	LIHTC/ 50%
Garden	--	3	2	2	\$239	1,275	\$0.19	LIHTC/ 30%

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR \$	2BR \$	3BR \$
6/26/06	1.1%	\$358	\$422	\$524

Adjustments to Rent

Incentives:
None

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:
Hot Water: Electricity: Trash:

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Little Jo's Court

Multifamily Community Profile

310 Baytree Road
Valdosta, GA

CommunityType: Market Rate - General

Structure Type: Garden

24 Units 0.0% Vacant (0 units vacant) as of 6/15/2006

Opened in 2001



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input type="checkbox"/>	Pool-Outdr: <input type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	100.0%	\$756	1,000	\$0.76	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	

Features

Standard: Dishwasher; Disposal; Ceiling Fan; Central A/C; Patio/Balcony; HighCeilings; Storage (In Unit); Carpet / Ceramic

Select Units: --

Optional(\$): --

Security: --

Parking 1: Free Surface Parking
Fee: --

Parking 2: --
Fee: --

Property Manager: --
Owner: --

Comments

2 People on waiting list.

Residents can use all amenities at the Amelia Apartments.

Floorplans (Published Rents as of 6/15/2006) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	2	2	24	\$750	1,000	\$0.75	Market	6/15/06	0.0%	--	\$756	--

Adjustments to Rent

Incentives:

None.

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

Little Jo's Court

GA185-009065

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Northwinds

Multifamily Community Profile

3469 Bemiss Road
Valdosta, GA 31605

Community Type: Market Rate - General

Structure Type: Garden

228 Units 0.0% Vacant (0 units vacant) as of 6/20/2006

Opened in 2004



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
One	21.1%	\$648	948	\$0.68	Comm Rm: <input type="checkbox"/>	Basketball: <input checked="" type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	56.1%	\$800	1,313	\$0.61	Elevator: <input type="checkbox"/>	Volleyball: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input checked="" type="checkbox"/>
Three	22.8%	\$885	1,506	\$0.59	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input type="checkbox"/>	

Features

Standard: Dishwasher; Disposal; Microwave; Ceiling Fan; Patio/Balcony; HighCeilings; Carpet / Vinyl/Linoleum

Select Units: --

Optional(\$): --

Security: --

Parking 1: Free Surface Parking
Fee: --

Parking 2: Detached Garage
Fee: \$80

Property Manager: --
Owner: --

Comments

Floorplans (Published Rents as of 6/20/2006) (2) Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	48	\$648	948	\$0.68	Market	6/20/06	0.0%	\$648	\$800	\$885
Garden	--	2	2	128	\$800	1,313	\$0.61	Market					
Garden	--	3	2	52	\$885	1,506	\$0.59	Market					

Adjustments to Rent

Incentives:

None.

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:

Hot Water: Electricity: Trash:

Northwinds

GA185-009085

Oak Terrace

Multifamily Community Profile

1639 E. Park Avenue
Valdosta, GA 31602

Community Type: Market Rate - General

Structure Type: Garden

80 Units 1.3% Vacant (1 units vacant) as of 6/20/2006

Opened in 1983



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	--	--	--	--	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	40.0%	\$450	560	\$0.80	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	60.0%	\$550	970	\$0.57	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input type="checkbox"/>	

Features
Standard: Dishwasher; Disposal; Ceiling Fan; Central A/C; Patio/Balcony; HighCeilings; Carpet / Vinyl/Linoleum

Select Units: In Unit Laundry

Optional(\$): --

Security: Unit Alarms

Parking 1: Free Surface Parking Parking 2: --
Fee: -- Fee: --

Property Manager: --
Owner: --

Comments

\$200 Security Deposit required.

Floorplans (Published Rents as of 6/20/2006) (2) Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	32	\$450	560	\$0.80	Market	6/20/06	1.3%	\$450	\$550	--
Garden	--	2	1	48	\$550	970	\$0.57	Market					

Adjustments to Rent

Incentives:
None.

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:
Hot Water: Electricity: Trash:

Oak Terrace

GA185-009083

Ramblewood

Multifamily Community Profile

3131 N. Oak Street
Valdosta, GA 31602

CommunityType: Market Rate - General

Structure Type: Garden

80 Units 5.0% Vacant (4 units vacant) as of 6/20/2006

Opened in 1985



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input type="checkbox"/>
One	80.0%	\$455	576	\$0.79	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	20.0%	\$549	864	\$0.64	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input type="checkbox"/>	

Features
Standard: Dishwasher; Disposal; Microwave; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings; Storage (In Unit); Carpet / Ceramic / Vinyl

Select Units: --
Optional(\$): --
Security: Unit Alarms
Parking 1: Free Surface Parking Parking 2: --
Fee: -- Fee: --
Property Manager: --
Owner: --

Comments

Floorplans (Published Rents as of 6/20/2006) (2)										Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$	
Garden	--	1	1	64	\$450	576	\$0.78	Market	6/20/06	5.0%	\$455	\$549	--	
Garden	--	2	2	16	\$543	864	\$0.63	Market						

Adjustments to Rent

Incentives:
None.
Utilities in Rent: Heat Fuel: Electric
Heat: Cooking: Wtr/Swr:
Hot Water: Electricity: Trash:

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Spring Chase

Multifamily Community Profile

1601 Norman Drive
Valdosta, GA 31601

CommunityType: Market Rate - General

Structure Type: Garden

288 Units 0.0% Vacant (0 units vacant) as of 6/20/2006

Opened in 1986



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
One	11.1%	\$551	799	\$0.69	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	68.1%	\$653	1,085	\$0.60	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	20.8%	\$796	1,378	\$0.58	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input type="checkbox"/>	

Features

Standard: Dishwasher; Disposal; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Carpet / Vinyl/Linoleum

Select Units: Ceiling Fan

Optional(\$): --

Security: --

Parking 1: Free Surface Parking Parking 2: Detached Garage
Fee: -- Fee: \$90

Property Manager: --
Owner: --

Comments

Floorplans (Published Rents as of 6/20/2006) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	8	\$660	1,126	\$0.59	Market	6/20/06	0.0%	\$551	\$653	\$796
Garden	--	1	1	24	\$515	690	\$0.75	Market					
Garden	--	2	2	92	\$690	1,226	\$0.56	Market					
Garden	--	2	1	104	\$620	960	\$0.65	Market					
Garden	--	3	2	54	\$790	1,376	\$0.57	Market					
Garden	--	3	2	6	\$845	1,400	\$0.60	Market					

Adjustments to Rent

Incentives:
None.

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:
Hot Water: Electricity: Trash:

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Staten Crossing

Multifamily Community Profile

3925 N. Oak Street Extension
Valdosta, GA

CommunityType: Market Rate - General

Structure Type: Garden

196 Units 0.0% Vacant (0 units vacant) as of 6/20/2006

Opened in 1996



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
One	24.5%	\$603	815	\$0.74	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	59.2%	\$714	1,139	\$0.63	Elevator: <input type="checkbox"/>	Volleyball: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	16.3%	\$820	1,326	\$0.62	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

Features
Standard: Dishwasher; Disposal; Microwave; Ceiling Fan; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings; Storage (In Unit); Carpet / Vinyl/Linoleum

Select Units: --
Optional(\$): --
Security: Unit Alarms; Gated Entry
Parking 1: Free Surface Parking Parking 2: --
Fee: -- Fee: --
Property Manager: --
Owner: --

Comments

Courtesy officer on-site.
Waiting list is approximately 3 months out.

Floorplans (Published Rents as of 6/20/2006) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Garden	--	1	1	48	\$598	815	\$0.73	Market
Garden	--	2	2	58	\$703	1,128	\$0.62	Market
Garden	--	2	2	58	\$713	1,150	\$0.62	Market
Garden	--	3	2	32	\$813	1,326	\$0.61	Market

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR \$	2BR \$	3BR \$
6/20/06	0.0%	\$603	\$714	\$820

Adjustments to Rent

Incentives:
\$200 Resident referral program in place
Utilities in Rent: Heat Fuel: Electric
Heat: Cooking: Wtr/Swr:
Hot Water: Electricity: Trash:

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Tall Tree

Multifamily Community Profile

420 Connell Road
Valdosta, GA 31602

CommunityType: Market Rate - General

Structure Type: Garden

148 Units 5.4% Vacant (8 units vacant) as of 6/20/2006

Opened in 1973



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse: <input checked="" type="checkbox"/>	Pool-Outdr: <input checked="" type="checkbox"/>
Eff	5.4%	\$430	457	\$0.94	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One	37.8%	\$504	770	\$0.65	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
One/Den	13.5%	\$540	852	\$0.63	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two	45.9%	\$590	989	\$0.60	Fitness: <input checked="" type="checkbox"/>	CarWash: <input type="checkbox"/>
Two/Den	--	--	--	--	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Three	10.8%	\$706	1,333	\$0.53	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
Four+	--	--	--	--	Playground: <input checked="" type="checkbox"/>	

Features	
Standard: Dishwasher; Disposal; Ceiling Fan; Central A/C; Patio/Balcony; Carpet / Ceramic / Vinyl	

Select Units: Storage	
Optional(\$): --	
Security: --	
Parking 1: Free Surface Parking Fee: --	Parking 2: -- Fee: --
Property Manager: --	Owner: --

Comments

Floorplans (Published Rents as of 6/20/2006) (2)									Historic Vacancy & Eff. Rent (1)				
Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	Eff	1	8	\$425	457	\$0.93	Market	6/20/06	5.4%	\$517	\$590	\$706
Garden	--	1	1	36	\$499	770	\$0.65	Market					
Garden	Den	1	1	20	\$535	852	\$0.63	Market					
Garden	--	2	2	24	\$599	1,072	\$0.56	Market					
Garden	--	2	1	28	\$580	928	\$0.63	Market					
Townhome / Townhouse	--	2	1.5	16	\$570	971	\$0.59	Market					
Garden	--	3	2	16	\$699	1,333	\$0.52	Market					

Adjustments to Rent	
Incentives: None.	
Utilities in Rent:	Heat Fuel: Electric
Heat: <input type="checkbox"/>	Cooking: <input type="checkbox"/> Wtr/Swr: <input type="checkbox"/>
Hot Water: <input type="checkbox"/>	Electricity: <input type="checkbox"/> Trash: <input checked="" type="checkbox"/>

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Three Oaks

Multifamily Community Profile

3833 N. Oak Street Ext.
Valdosta, GA 31605

CommunityType: Market Rate - General

Structure Type: Garden

240 Units 1.7% Vacant (4 units vacant) as of 6/20/2006

Opened in 1983



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
One	19.6%	\$471	809	\$0.58	Comm Rm: <input type="checkbox"/>	Basketball: <input checked="" type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	47.5%	\$636	1,044	\$0.61	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input checked="" type="checkbox"/>	CarWash: <input checked="" type="checkbox"/>
Three	32.9%	\$716	1,236	\$0.58	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

Features

Standard: Dishwasher; Disposal; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; Storage (In Unit); Carpet / Vinyl/Linoleum

Select Units: Ceiling Fan; Fireplace

Optional(\$): --

Security: --

Parking 1: Free Surface Parking
Fee: --

Parking 2: --
Fee: --

Property Manager: --
Owner: --

Comments

Community has 2 outdoor pools and 2 playground areas.

Floorplans (Published Rents as of 6/20/2006) (2)

Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Willow / Garden	--	1	1	15	\$269	809	\$0.33	Market	6/20/06	1.7%	\$471	\$636	\$716
Cyprus / Garden	--	1	1	32	\$559	809	\$0.69	Market					
Dogwood / Garden	--	2	2	55	\$643	1,044	\$0.62	Market					
Azalea / Garden	--	2	1	59	\$619	1,044	\$0.59	Market					
Oak / Garden	--	3	2	79	\$709	1,236	\$0.57	Market					

Adjustments to Rent

Incentives:

\$250 off of first months rent for 3BR units

Utilities in Rent: Heat Fuel: Natural Gas &

Heat: Cooking: Wtr/Swr:
Hot Water: Electricity: Trash:

Three Oaks

GA185-009080

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(1) Effective Rent is Published Rent, net of utilities and concessions. (2) Published Rent is rent as quoted by management.

Tree Loft

Multifamily Community Profile

1700 Williams Street

Community Type: Market Rate - General

Structure Type: Garden/TH

20 Units 0.0% Vacant (0 units vacant) as of 6/20/2006

Last Major Rehab in 1996 Opened in 1972



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
One	40.0%	\$520	700	\$0.74	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input type="checkbox"/>
Two	--	--	--	--	Elevator: <input type="checkbox"/>	Volleyball: <input type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	60.0%	\$840	1,500	\$0.56	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input type="checkbox"/>	

Features
 Standard: Dishwasher; Disposal; Ceiling Fan; Central A/C; Patio/Balcony; HighCeilings; Storage (In Unit); Carpet / Ceramic

Select Units: In Unit Laundry

Optional(\$): --

Security: --

Parking 1: Free Surface Parking Parking 2: --
 Fee: -- Fee: --

Property Manager: --
 Owner: --

Comments

Laundry hook-ups are in the 3 BR Townhouses only.
 There is a waiting list approximately 6 months out.

Floorplans (Published Rents as of 6/20/2006) (2) Historic Vacancy & Eff. Rent (1)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program	Date	%Vac	1BR \$	2BR \$	3BR \$
Garden	--	1	1	8	\$520	700	\$0.74	Market	6/20/06	0.0%	\$520	--	\$840
TH / Townhouse	--	3	2	12	\$840	1,500	\$0.56	Market					

Adjustments to Rent

Incentives:
 None.

Utilities in Rent: Heat Fuel: Electric

Heat: Cooking: Wtr/Swr:
 Hot Water: Electricity: Trash:

Tree Loft

GA185-009077

Woodstone

Multifamily Community Profile

1503 E. Park Avenue
Valdosta, GA 31602

CommunityType: Market Rate - General

Structure Type: Garden

305 Units 0.0% Vacant (0 units vacant) as of 6/20/2006

Opened in 1976



Unit Mix & Effective Rent (1)					Community Amenities	
Bedroom	%Total	Avg Rent	Avg SqFt	Avg \$/SqFt	Clubhouse:	Pool-Outdr:
Eff	--	--	--	--	<input type="checkbox"/>	<input checked="" type="checkbox"/>
One	21.0%	\$479	550	\$0.87	Comm Rm: <input type="checkbox"/>	Basketball: <input type="checkbox"/>
One/Den	--	--	--	--	Centrl Lndry: <input checked="" type="checkbox"/>	Tennis: <input checked="" type="checkbox"/>
Two	71.5%	\$564	937	\$0.60	Elevator: <input type="checkbox"/>	Volleyball: <input checked="" type="checkbox"/>
Two/Den	--	--	--	--	Fitness: <input type="checkbox"/>	CarWash: <input type="checkbox"/>
Three	7.5%	\$710	1,230	\$0.58	Hot Tub: <input type="checkbox"/>	BusinessCtr: <input type="checkbox"/>
Four+	--	--	--	--	Sauna: <input type="checkbox"/>	ComputerCtr: <input type="checkbox"/>
					Playground: <input checked="" type="checkbox"/>	

Features
Standard: Dishwasher; Disposal; In Unit Laundry (Hook-ups); Central A/C; Patio/Balcony; HighCeilings; Carpet / Vinyl/Linoleum

Select Units: --
Optional(\$): --
Security: Unit Alarms
Parking 1: Free Surface Parking Parking 2: --
Fee: -- Fee: --
Property Manager: --
Owner: --

Comments

Community has a waiting list.
\$200 Security Deposit.

Floorplans (Published Rents as of 6/20/2006) (2)

Description	Feature	BRs	Bath	#Units	Rent	SqFt	Rent/SF	Program
Garden	--	1	1	64	\$479	550	\$0.87	Market
Garden	--	2	2	54	\$605	1,050	\$0.58	Market
Garden	--	2	1	164	\$550	900	\$0.61	Market
Garden	--	3	2	23	\$710	1,230	\$0.58	Market

Historic Vacancy & Eff. Rent (1)

Date	%Vac	1BR \$	2BR \$	3BR \$
6/20/06	0.0%	\$479	\$564	\$710

Adjustments to Rent

Incentives:
Community offers \$20/mos military and
Utilities in Rent: Heat Fuel: Electric
Heat: Cooking: Wtr/Swr:
Hot Water: Electricity: Trash:

Woodstone

GA185-009082